



Investor presentation
4Q and FY 2018 Results
April 11, 2019

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1 **Company Overview**

2 Recent Developments

3 4Q and FY 2018 Results

4 Closing Remarks

5 Appendix

credivalores

Largest non-bank financial institution in Colombia for consumer lending to mid-to-low income population not served by traditional banks in small and intermediate cities



Robust origination capabilities. Proven expertise in the financial sector in Colombia having disbursed over US\$2.4 billion throughout the past 15 years of operations.



Considerable portfolio size of US\$429 million.



Broad geographic footprint. 79 branches and POS in retail locations; 120 customer centers across the country in alliance with national telecom companies.



Sizable exclusive sales force. More than 530 sales representatives and 1,400 external advisors.



Strong Capitalization. US\$77 million total equity.



Long-lasting partnerships with employers, utility companies, insurance companies and retailers granting us access to 7.6 million potential clients and 20,000 points of collection across the country.

Overview of Product Portfolio

(as of December 31, 2018)

tucrédito cv
Payroll loans

credi**1**uno
Credit Cards

credi**·**póliza
Insurance Financing

Managed portfolio ⁽¹⁾ <i>Thousand Million COP</i>	\$785 US\$242 mm	\$504 US\$155 mm	\$102 US\$31 mm
% of managed portfolio ⁽²⁾	56.3%	36.1%	7.3%
Average loan size <i>Million COP</i>	\$15,6 US\$4,788	\$1.6 US\$502	\$3.6 US\$1,117
Average term at origination	93 months	18 months	10 months
Number of clients ⁽³⁾	77,103	647,060	46,3012
Average rate charged ⁽⁴⁾	24.0%	23.2%	26.4%
Average rate +Fess	32.4%	45.6%	31.9%
NPLs (%) ⁽⁵⁾	3.95%	10.71%	5.21%
Distribution/ collection partners	720 employers with > 3.2 million employees	8 agreements with utilities companies, retailers and telecom companies with > 4.4 million clients	Local and international insurance companies and brokers
Source of payment / guarantee	Irrevocable authorization from employee to employer to deduct monthly loan installments from paycheck and wire them to CV	Monthly charges added to borrowers' utility bill, which is required to be paid in full	Irrevocable mandate to cancel coverage if unpaid installments. Insurance company reimburses CV for unused portion of policy

Source: Company filings.

(1) Figures converted at a December 31, 2018 FX rate of \$3,249.75 COP/USD

(2) The remaining 0.3% of managed portfolio consists of \$4,781 mm in microfinance loans, a product that is being unwind since 2016.

(3) Number of clients includes only credit products

(4) Not including fees and commissions

(5) Includes NPLs between 60 and 360 days, as a percentage of total managed loan portfolio excluding NPL>360, as reported in financial statements as of December 2018 on note 5.3 NPL calculation considers principal only.

Competitive Advantage and Target Market

	Traditional banks	 Credivalores - Crediservicios S.A.S.
Commercial	Branch network represents the largest channel for commercial activity	<ul style="list-style-type: none"> Customer approached on site by exclusively trained and developed sales force
Product	Multiproduct portfolios / cross selling	<ul style="list-style-type: none"> Specialized and customized products Collection and billing of credit card using utilities' infrastructure
Market segment	<ul style="list-style-type: none"> Middle and high income segments Large average loan size Standard credit analysis Limited presence in small and mid-size cities 	<ul style="list-style-type: none"> Low and mid income segments Small average loan size Credit scoring according to product nature and clients' risk profile Small and mid-size cities
Processes	<ul style="list-style-type: none"> Complex internal process and slow response times Additional documents required for analysis 	<ul style="list-style-type: none"> Agile processes and response time Complimentary information from alliances

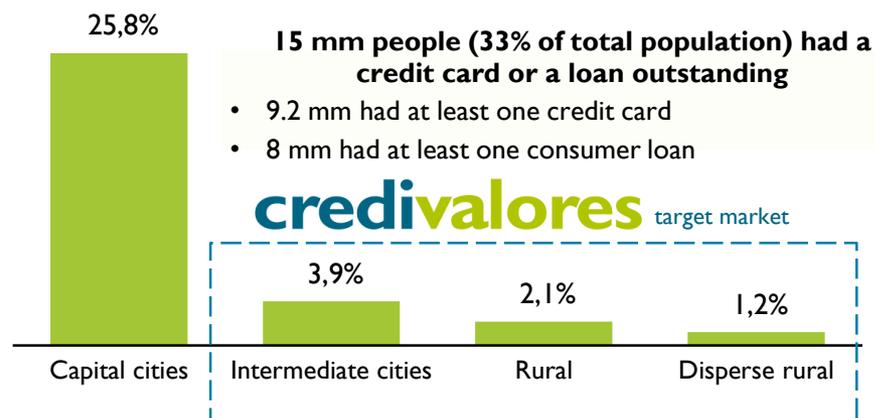
Potential client base = 79.2% of Colombia's population

Total population as of November 2018: 45.5 million



Focus on less penetrated small and intermediate cities

Population with access to credit, % of total inhabitants (Dec. 2017)



Source: Company, Raddar CKG, DANE, Colombian Financial Superintendence

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Recent Developments (4Q 2018)

Growth and Profitability

- **Improvement in operational and financial results:**
- **+7.1% (YoY) growth in Managed Portfolio and +9.9% (YoY) in Owned Portfolio**
- **+10.5% (YoY) growth in Gross Financial Margin ⁽¹⁾**
- **+111.4% (YoY) growth in Operating Income ⁽¹⁾**
- **+809% (YoY) growth in Net Income for the period**
- **Full divestment from Asficredito (9.3% stake)** a company that manages the sales force of Credivalores according to the company's underwriting policies.

Improvements in Funding Profile

- **Amortizations of local secured syndicated loan** used to fund loan origination during 1H 2018 and **renewal of this facility with four local financial institutions ⁽²⁾ for COP\$223 Bn (US\$69 MM)**, availability period of 3 years (revolving) and a 5.5 year tenor.
- **Committed lines of COP\$303 Bn (US\$93 MM), 33% of them available** to use in the next 12 months. **Cash at hand of about US\$10 MM on a quarterly basis.**
- **Average life of total debt** remains at 3.0 years.
- **Foreign currency debt fully hedged** with NDFs, cross currency swaps and options.

Capitalization and Strong Management Team

- Shareholders' capitalization of COP\$3,0 Bn (US\$0.9 MM) to support equity position.
- **Leverage ratio at 5.7x and equity/assets ratio at 12.6%.**
- **Covenant compliance as of December 2018** according to the Description of the Notes.
- **Renewed and stronger senior management team** in the financial, commercial and risk departments with **over 20 years of experience in the financial sector.**

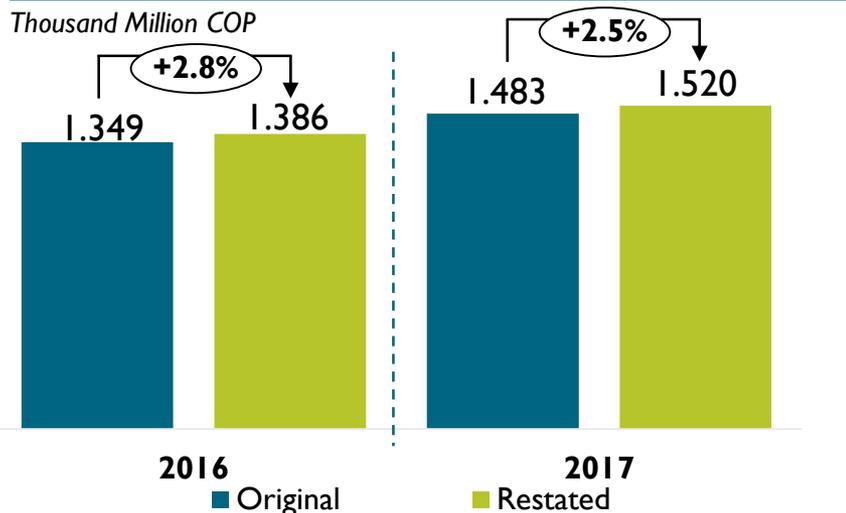
Restatement of Financials (2016 and 2017)

- **Restatement of 2016 and 2017 Financials:** increase in assets and in retained earnings (shareholders' equity) in 2016 and 2017. The adjustment also increased amortization expenses in 2017, resulting in a lower net income for the year. The restatement was done to comply with IFRS 3 ("Business Combination") in 2016 for the acquisition of Crediuno-Avances business unit in 2015.

Restatement of 2016 and 2017 Financials- Impacts

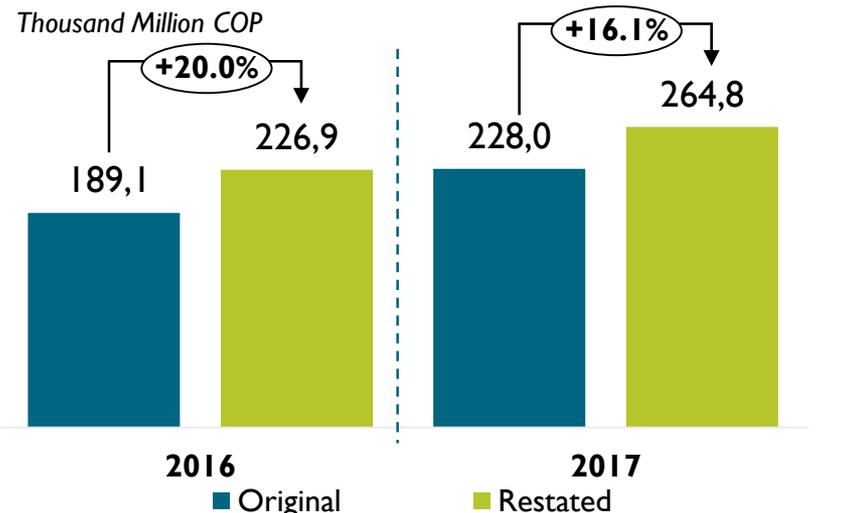
Total Assets ⁽¹⁾

Thousand Million COP



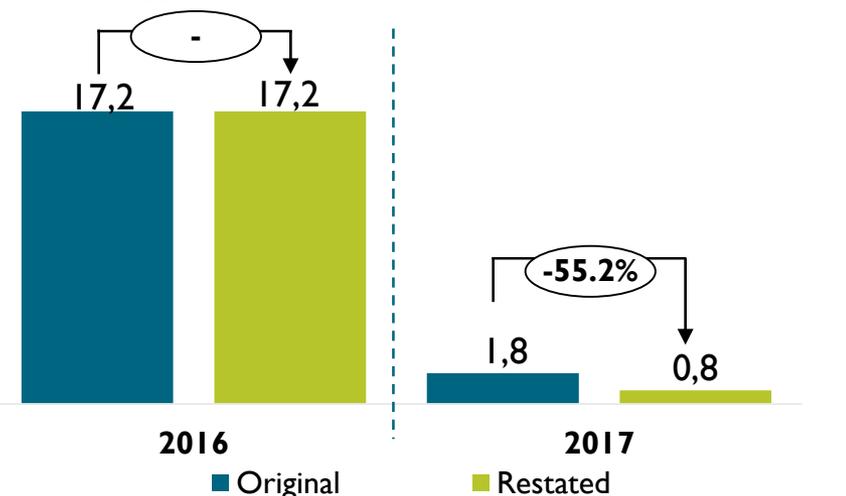
Shareholders' Equity⁽²⁾

Thousand Million COP



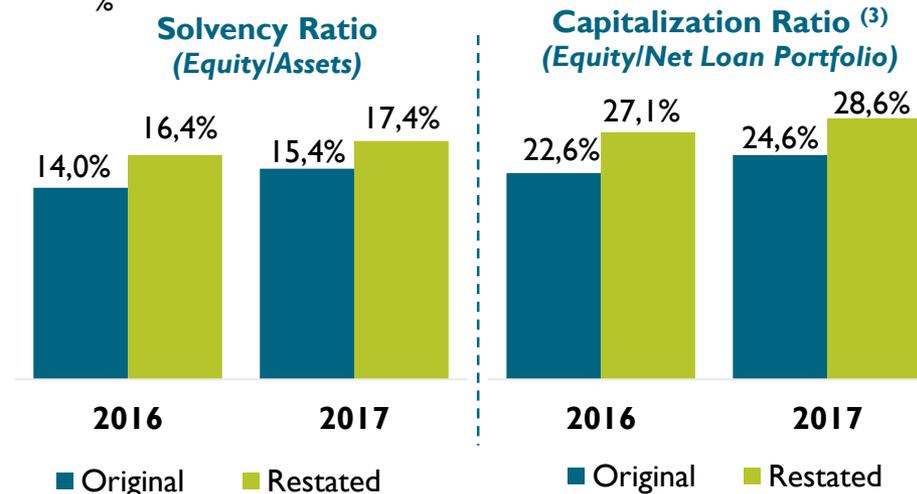
Net Income ⁽²⁾

Thousand Million COP



Solvency and Capitalization Ratios

%



(1) Total Assets increased by \$37.8 billion COP in 2016 and by \$36.8 billion COP in 2017 as a result of the increase in intangible assets.

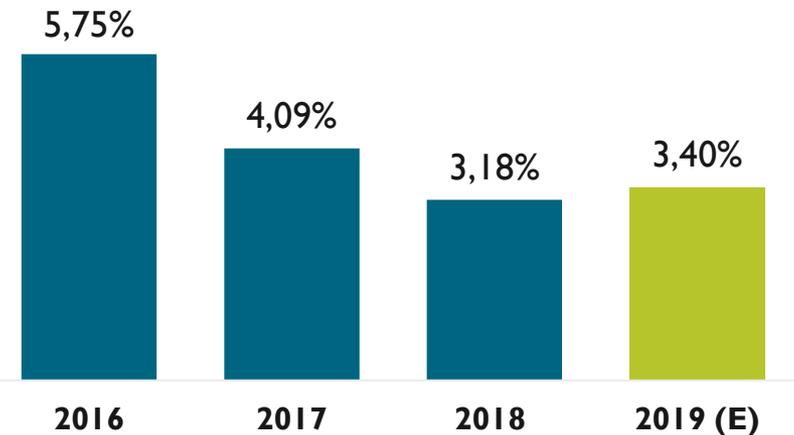
(2) Total Shareholders' Equity increased by \$37.8 billion COP in 2016 and by \$36.8 billion COP in 2017.

(3) Calculated as total shareholders' equity divided by net loan portfolio (defined as owned loan portfolio less impairment of financial assets and FGA reserve) (as defined under "Description of the Notes of the Offering Memorandum").

2018 Main Highlights - Macro Conditions

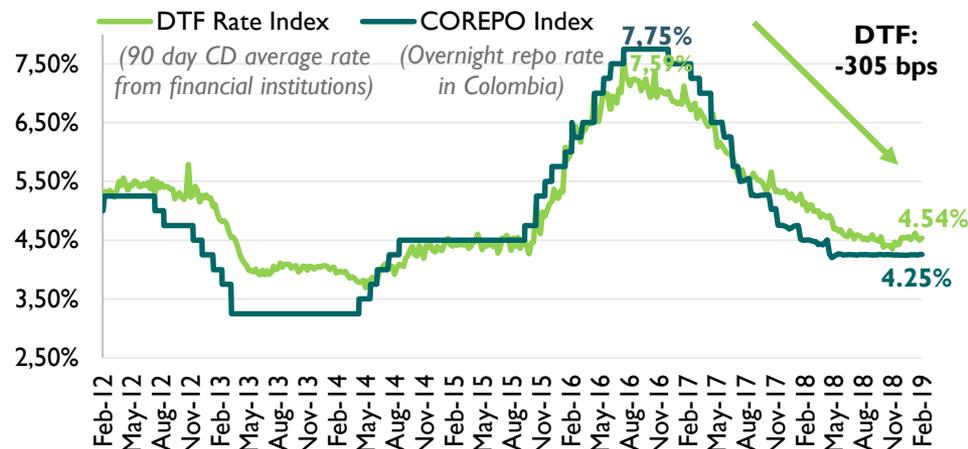
Inflation (1)

As % change, YOY

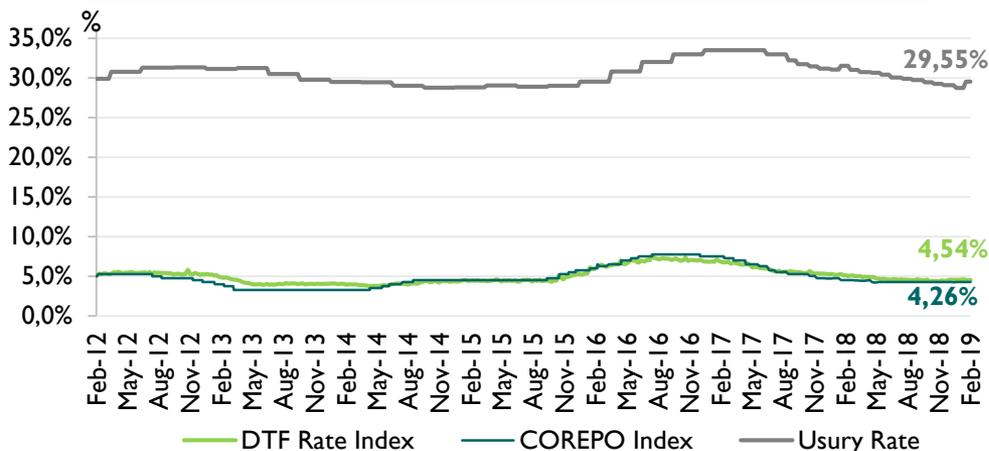


Interest Rates (1)

%



Usury Rate vs. Interest rates (2)



	2018	2019 (E)
DTF	4,54% (1)	4,87% (3)
GDP Growth (1)	2,6% (E)	3,5%

- **Changes in calculation period of usury rate (4), starting on September 1st, 2017 from quarterly to monthly basis**
- **The calculation formula remained unchanged: 1.5 x the average lending interest rate (5)**
- **Since the adoption of this measure, usury rate has declined 342 bps**

Source:

(1) Central Bank- Banco de la República website www.banrep.gov.co

(2) Colombian Superintendence of Finance.

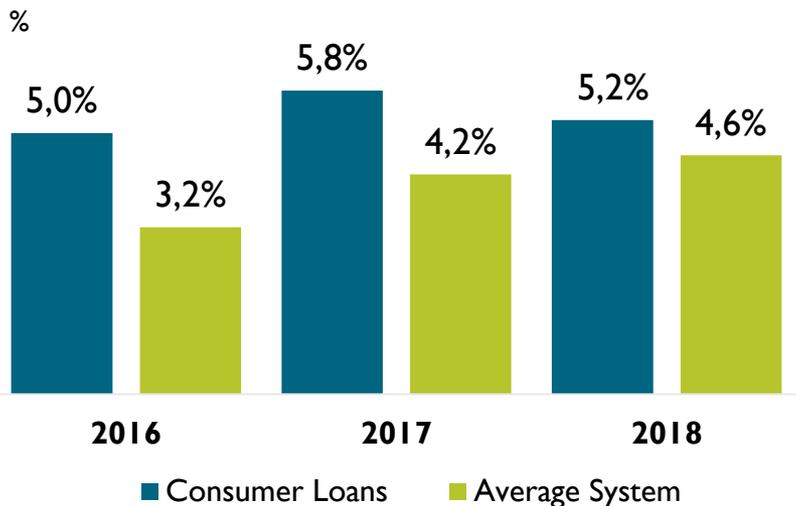
(3) Bancolombia. 1Q 2019 Update of Macroeconomic Projections.

(4) Cap rate applicable to all loans in Colombia, calculated by the Superintendence of Finance.

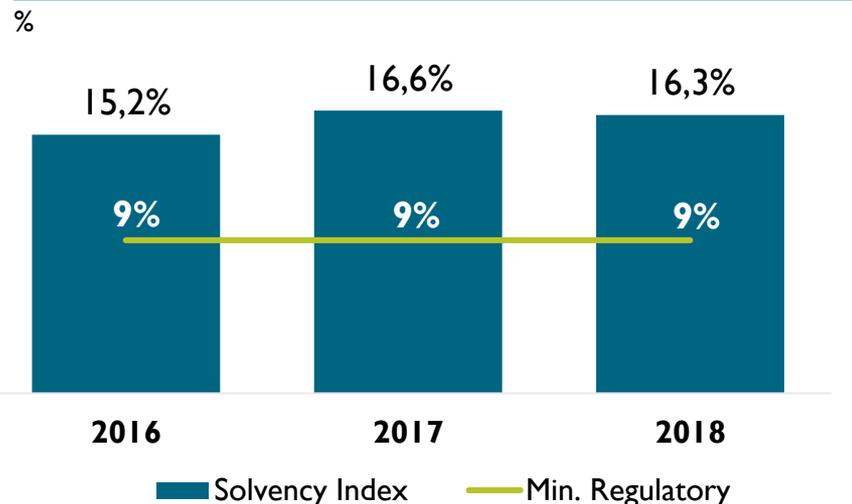
(5) Average interest rate paid by the borrowers and certified by the Superintendence of Finance based on the interest rates from microloans, consumer loans, small amount consumer loans. Those transactions not reflecting market conditions are excluded from the calculation.

2018 Main Highlights - Macro Conditions

NPLs Financial System (1)

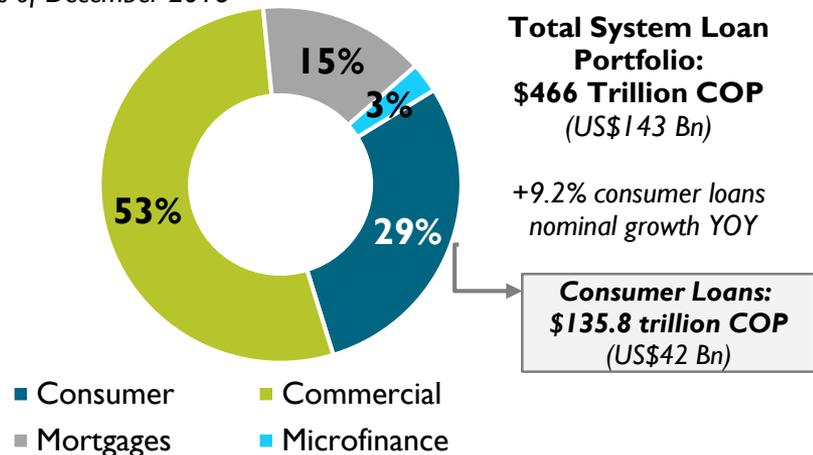


Solvency Index Financial System (2)



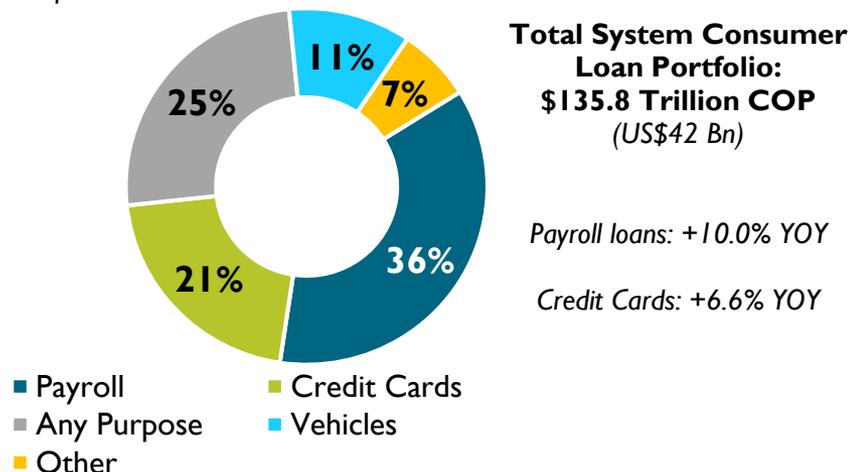
Financial System Loans Portfolio by Type (3)

As of December 2018



Consumer Loans Portfolio by Type (3)

As of December 2018



Source:

(1) Colombian Superintendence of Finance. Including write-offs.

(2) Colombian Superintendence of Finance. Calculated as equity over weighted average assets.

(3) Colombian Superintendence of Finance.

Stable Regulatory Framework for Payroll Lending

	 Colombia	 Mexico	 Brazil
Country rating	<ul style="list-style-type: none"> ■ BBB- / BBB / Baa2 	<ul style="list-style-type: none"> ■ BBB+ / BBB+/ A3 	<ul style="list-style-type: none"> ■ BB- / BB- / Ba2
Level of regulation	<ul style="list-style-type: none"> ■ High ■ Law No.1527 of 2012 (Payroll Loans Law) ■ Max. interest rate (usury rate) 	<ul style="list-style-type: none"> ■ Low 	<ul style="list-style-type: none"> ■ Medium
Main clients	<ul style="list-style-type: none"> ■ Government sector, Private corporations and pensioners 	<ul style="list-style-type: none"> ■ Government sector and pensioners 	<ul style="list-style-type: none"> ■ Government sector and pensioners
Origination	<ul style="list-style-type: none"> ■ Per regulation, free access to all employers without the need of intermediaries or unions 	<ul style="list-style-type: none"> ■ Unions are relevant for the loan origination process 	<ul style="list-style-type: none"> ■ Through third parties (distributors)
Operating costs	<ul style="list-style-type: none"> ■ Lower (no need for distributors or intermediaries) 	<ul style="list-style-type: none"> ■ Higher (distributors are required to reach the unions) 	<ul style="list-style-type: none"> ■ Commission is paid to distributors
Maximum tenor offered	<ul style="list-style-type: none"> ■ 96 months 	<ul style="list-style-type: none"> ■ 60 months 	<ul style="list-style-type: none"> ■ 96 months
Interest rates	<ul style="list-style-type: none"> ■ Controlled for everyone 	<ul style="list-style-type: none"> ■ Unrestricted 	<ul style="list-style-type: none"> ■ Controlled for pensioners
Limit to client's indebtedness	<ul style="list-style-type: none"> ■ Yes, maximum 50% of the client's net wage 	<ul style="list-style-type: none"> ■ No 	<ul style="list-style-type: none"> ■ Yes
Players	<ul style="list-style-type: none"> ■ Banks, cooperatives and non-bank originators 	<ul style="list-style-type: none"> ■ Government agencies, banks and non bank originators 	<ul style="list-style-type: none"> ■ Financial institutions, pension funds and insurance companies

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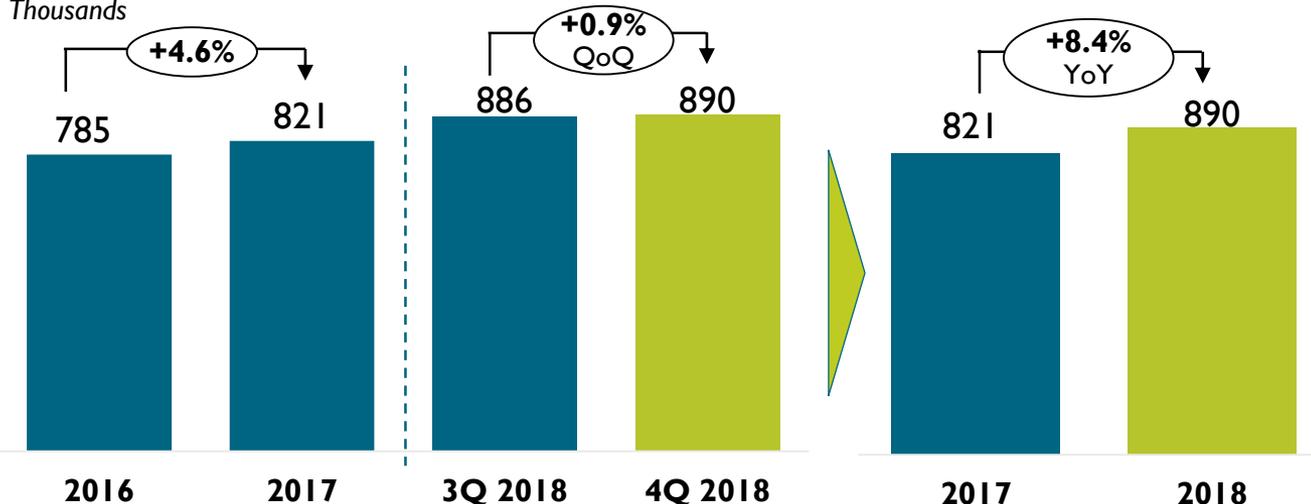
4 Closing Remarks

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4Q and FY 2018 Operating Results

Number of Clients ⁽¹⁾

Thousands



QoQ client results due to:

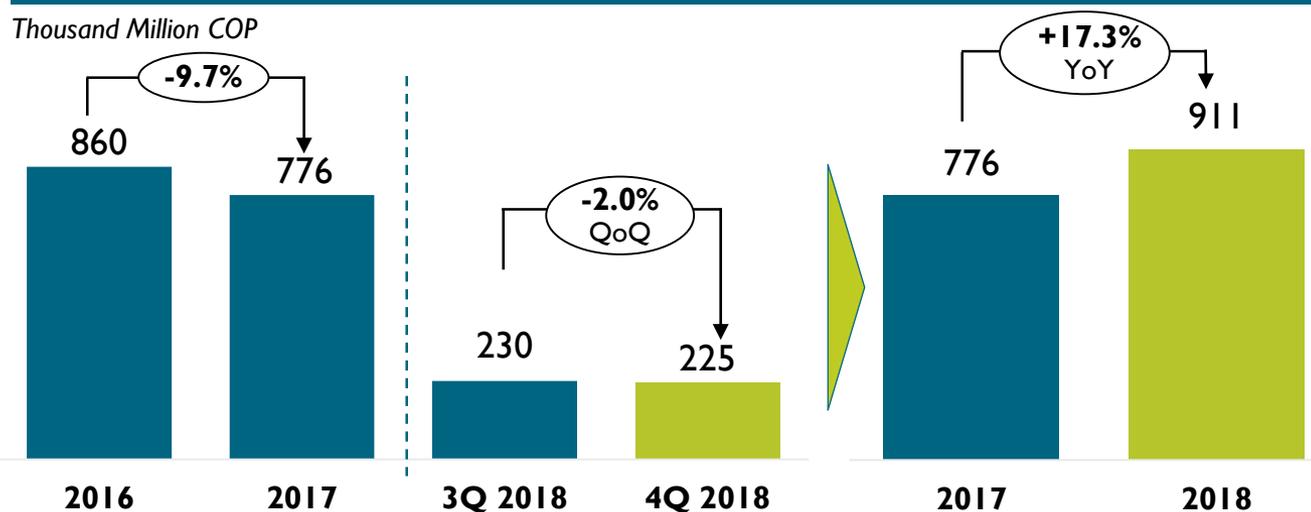
- +1.4% in credit cards
- +0.3% in payroll loans
- 5.6% in insurance financing

+8.4% (YoY)

due to a 16.2% growth in the number of clients in credit cards and a 5.9% growth in payroll loans

Loan Portfolio Origination ⁽²⁾

Thousand Million COP



QoQ disbursements results due to:

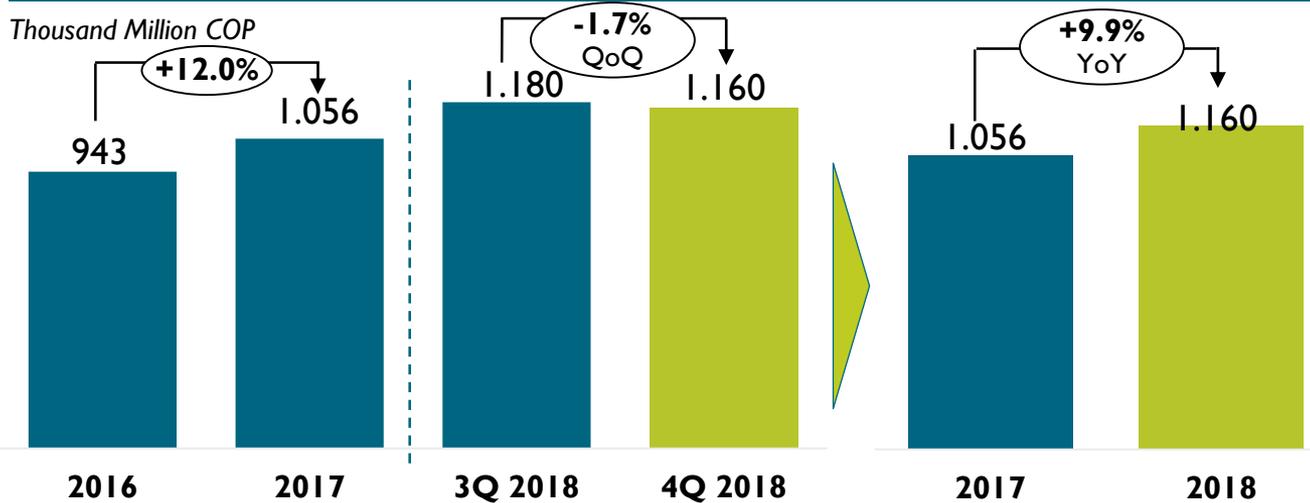
- +8.4% in payroll loans
- 6.3% in credit cards
- 20.6% in insurance financing

+17.3% (YoY)

due to increase in disbursements in payroll loans (+32%), mainly among pensioners and in credit cards (+6%)

4Q and FY 2018 Operating Results

Owned Loan Portfolio (1)



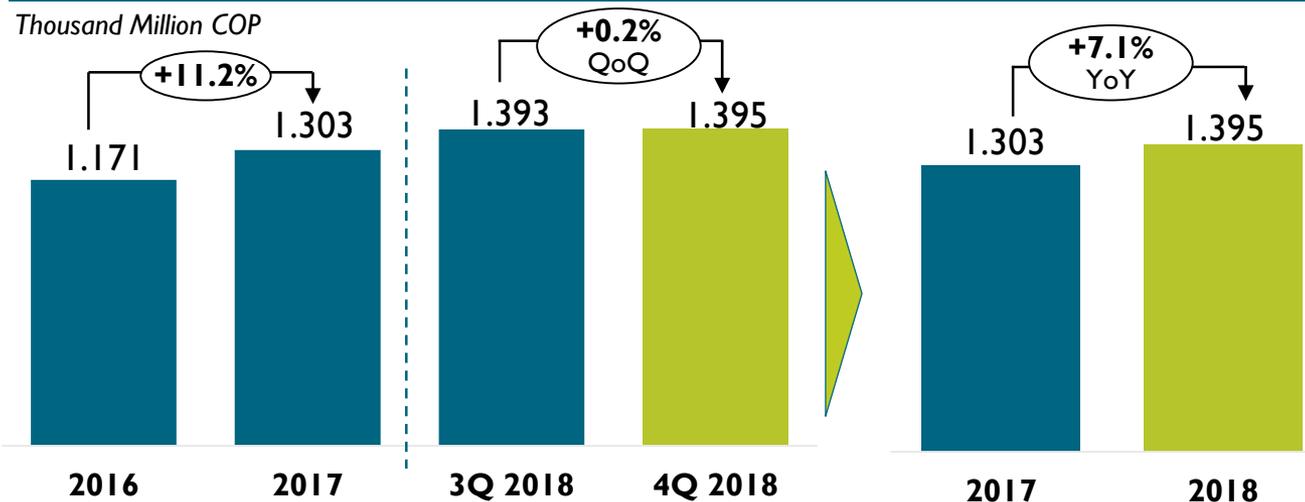
QoQ owned portfolio results due to:

- 0.6% in payroll loans
- 1.5% in credit cards
- 7.6% in insurance financing

+ 9.9% (YoY)

due to an increase in payroll loans (+22%) and credit cards (+3.9%) and a contraction of insurance financing (-8.5%)

Managed Loan Portfolio (2)



QoQ managed portfolio results due to:

- +2.5% in payroll loans
- 1.5% in credit cards
- 7.6% in insurance financing

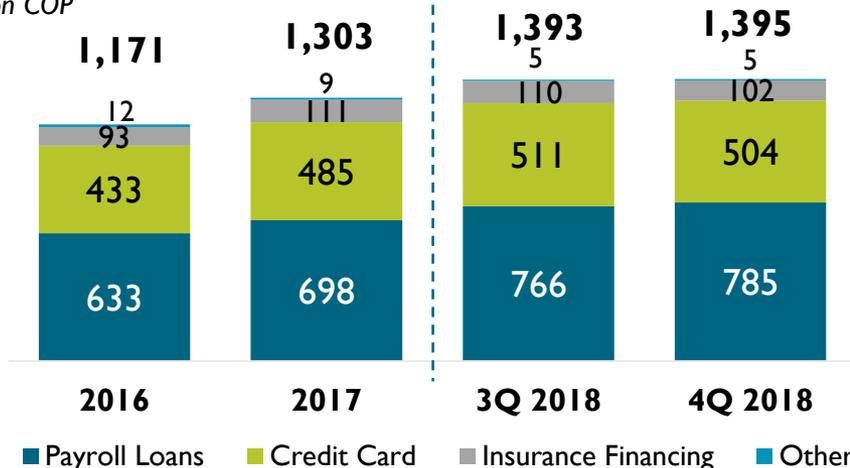
+ 7.1% (YoY)

due to loan portfolio growth in payroll loans (+12.6%) and credit cards (+3.6%) and a contraction of insurance financing (-8.5%)

4Q and FY 2018 Operating Results

Managed Loan Portfolio by Product

Thousand Million COP

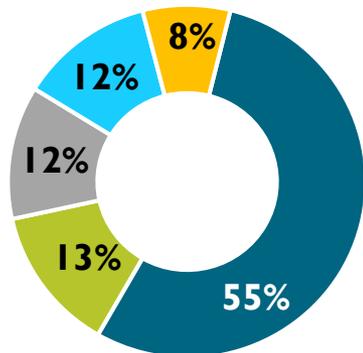


YoY payroll loans increased their participation within the total portfolio.

As of December 2018, the portfolio mix was the following: Payroll Loans (56.3%), Credit cards (36.1%) and insurance financing (7.3%)

Payroll Loans Breakdown

As of December 31, 2018



Top 25 clients



0.64%
of portfolio

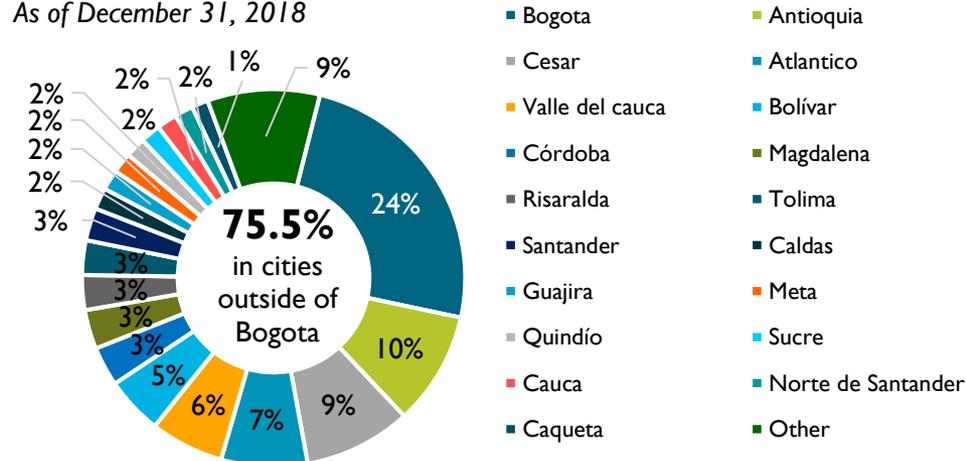
0.10%
single client exposure

87%
among retirees and government employees (1)

- Retirees
- Private Cos.
- Government
- Teachers
- Military

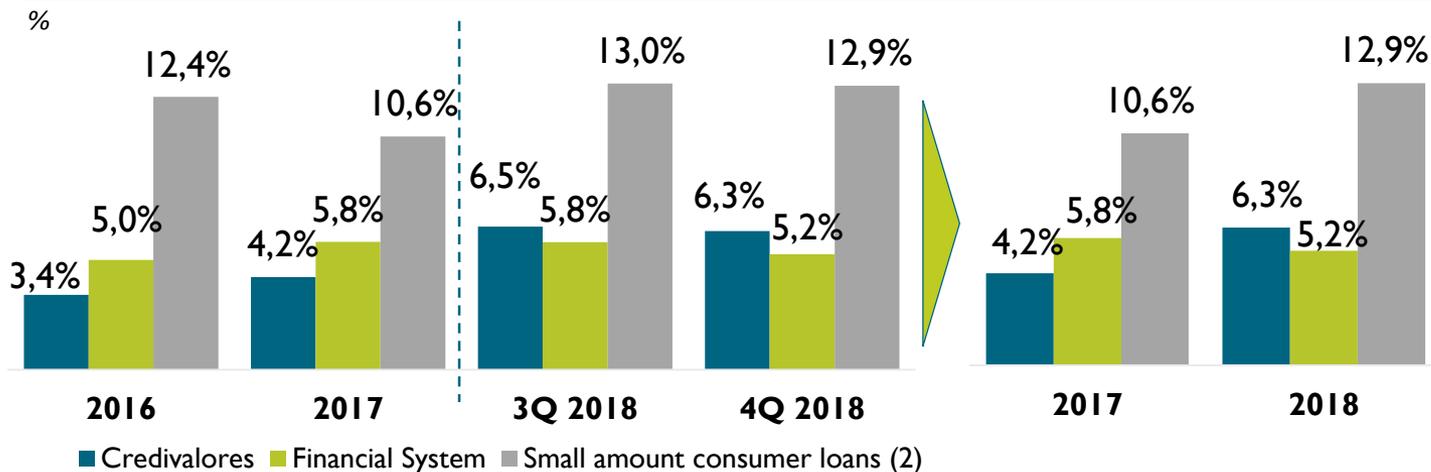
Payroll Loan Portfolio Breakdown by Geography

As of December 31, 2018



4Q and FY 2018 Operating Results

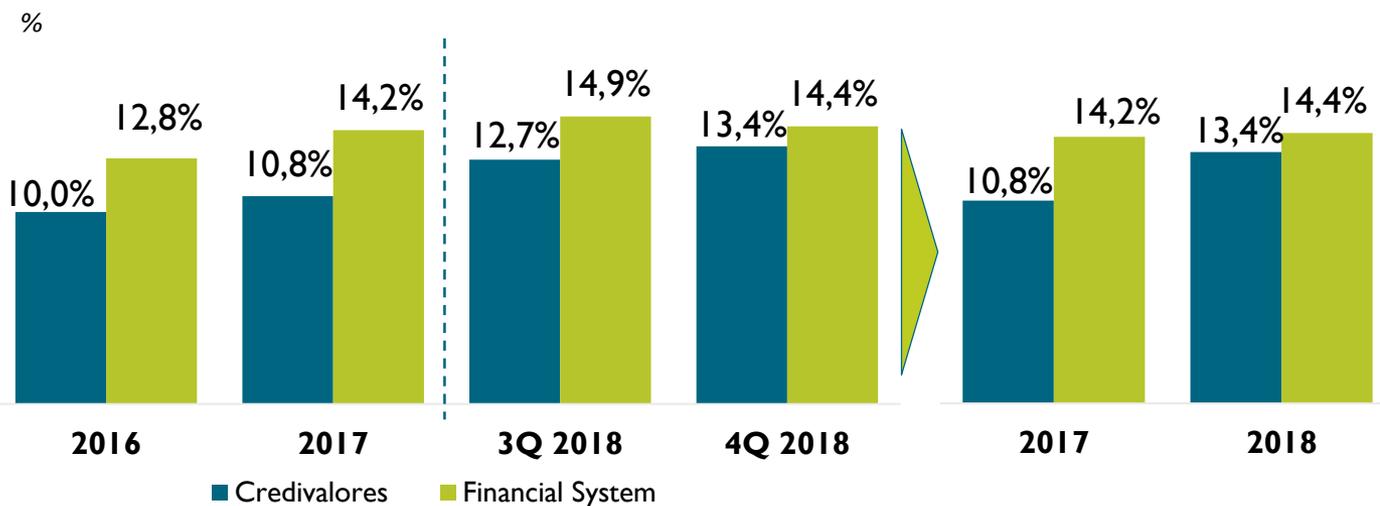
NPLs Consumer Loans ⁽¹⁾



NPLs increased due to:

Control of further deterioration of the performance of the credit card business within two specific agreements with utility companies

NPLs Consumer Loans (Including Write-Offs) ⁽³⁾



Credivalores shows **slightly better NPLs** than the **Colombian financial system**, after including write-offs for comparison reasons

(1) Includes NPLs between 60 and 360 days, as a percentage of total managed loan portfolio excluding NPL > 360, as reported in financial statements as of December 31, 2018 on note 5.3 NPL calculation considers principal only.

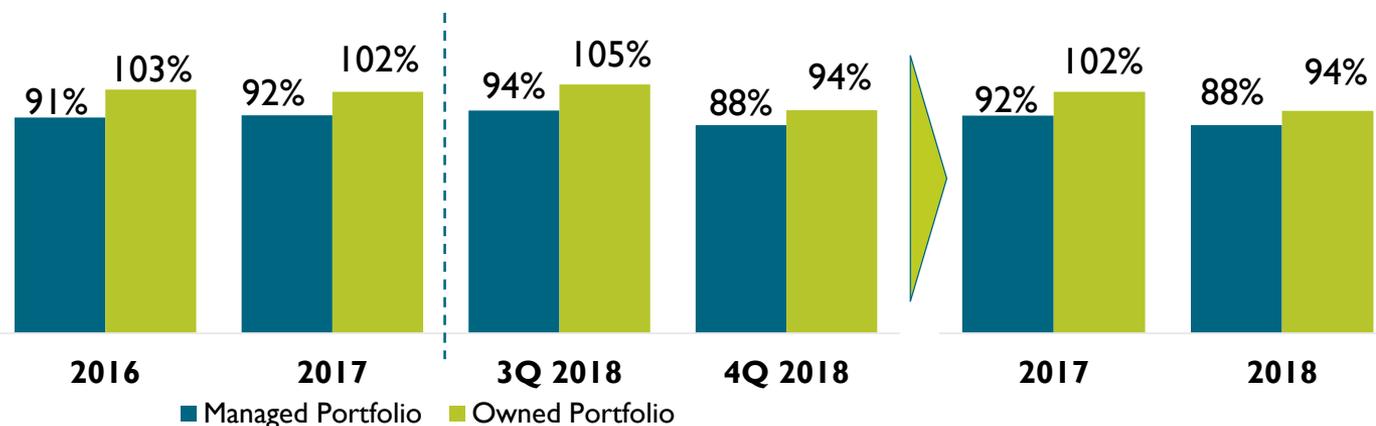
(2) Consumer loans of small amounts are defined by the Financial Superintendence as those consumer loans for up to 2 minimum wages (today about US\$570) and a maximum tenor of 36 months.

(3) Given Credivalores' past policy of not writing off loans, we calculate the equivalent ratio of the financial system for comparative basis. The Company adopted IFRS 9 in 2018 and as a consequence the Company started to write-off past due loans.

4Q and FY 2018 Operating Results

NPLs Coverage Ratio (+60) ⁽¹⁾

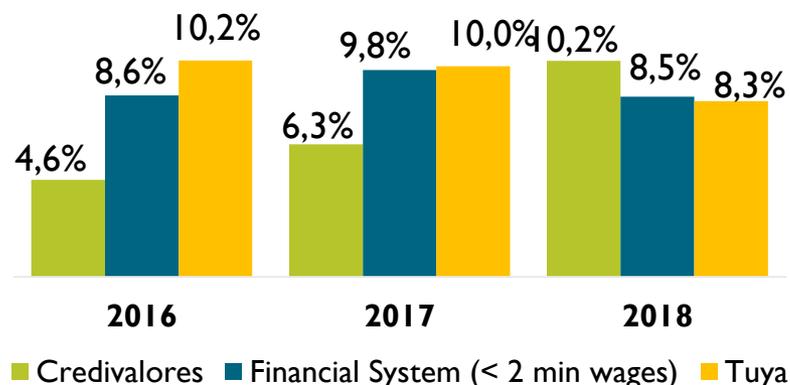
%



NPLs Coverage Ratio decreased due to:

Increase in NPLs, specially in the credit card business, at higher rates than additional impairment expense required by internal models

NPLs for Credit Cards (< 2 min. wages) ⁽²⁾



Measures to control increase in NPLs in Credit Card:

- ✓ **Restrictive and conservative** origination policies.
- ✓ **Migration to direct billing** under certain agreements.
- ✓ **Strengthening of the collections and risk areas**, new collections software and new management team to implement changes in the collection processes.
- ✓ **Development of new scoring models** for new origination and for portfolio management.
- ✓ **Execution of a new agreement with Electrohuila**, which will grant us access to about 400,000 new clients.

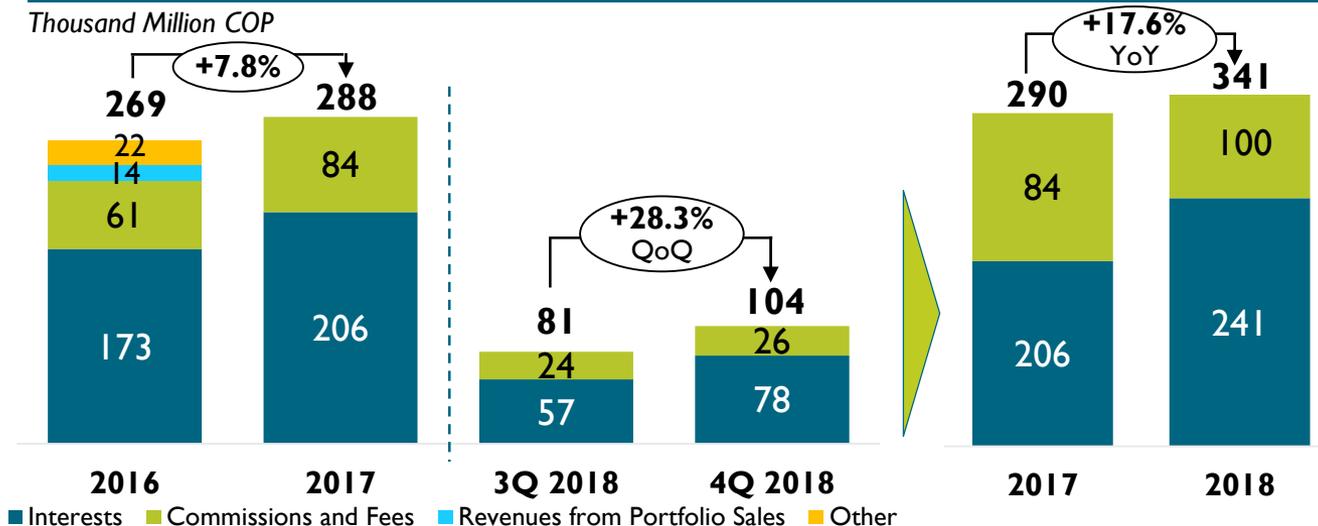
(1) Calculated as reserves (including impairments and FGA reserves) over NPLs of managed / owned loan portfolio. FGA (Fondo Nacional de Garantías de Antioquia) is an entity that acts as guarantor for loans of certain of our clients with higher risk profiles. The cost of the guaranty is paid by the respective client. The amounts paid are held by a mercantile trust fund and are considered a reserve that we have established to protect our portfolio in case of deterioration of the loans granted.

(2) Credit Cards for clients with monthly incomes of up to two minimum wages in Colombia (aprox. US\$570 per month).

4Q and FY 2018 Financial Results- Income Statement

Interest Income (1)

Thousand Million COP



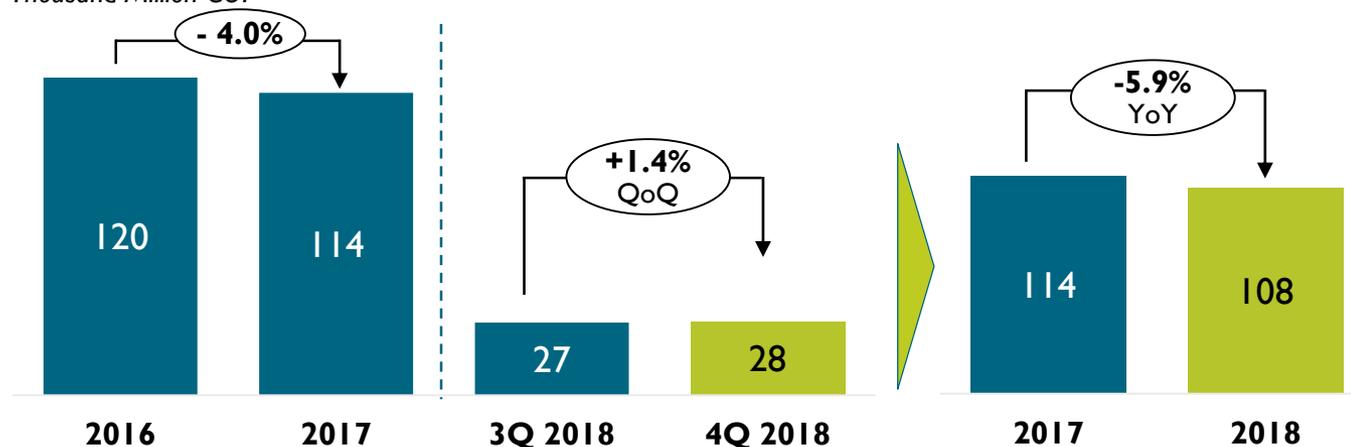
QoQ interest income results due to:

+ 37.2% in interests
+7.4% in commissions and fees

+ 17.6% (YoY)
 due to a 17.4% increase in interest income and a 18.2% growth in commissions and fees

Gross Financial Margin (2)

Thousand Million COP



QoQ gross financial margin results due to:

+28.3% in interests and fees
-0.5% in financial costs
+207.9% in net impairment

-5.9% (YoY)
 due to higher net impairment expense (+86.3%) that offset higher net interest income (+12.6%)

Source:

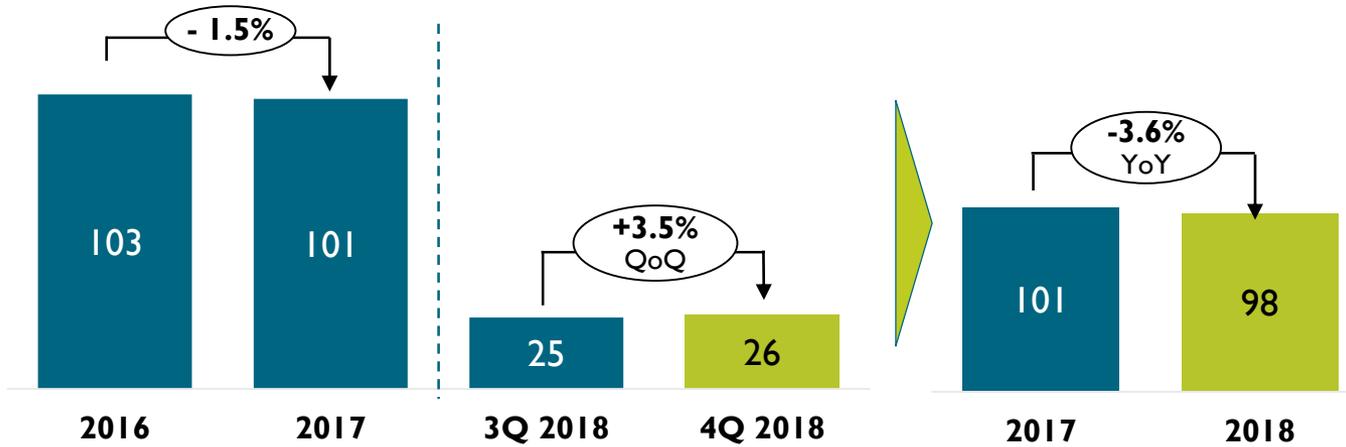
(1) As stated in the P&L of the Financial Statements as of December 31, 2018. See Note

(2) Includes a reclassification of the financial cost of the cross currency swaps executed in 2018 to hedge the FX and interest rate risk on the 144 A / Reg S Bond until maturity from non-recurring items to recurring items affecting the Gross Financial Margin and the Operating Income.

4Q and FY 2018 Financial Results- Income Statement

SG&A- Other Expenses ⁽¹⁾

Thousand Million COP



QoQ other expenses results due to:

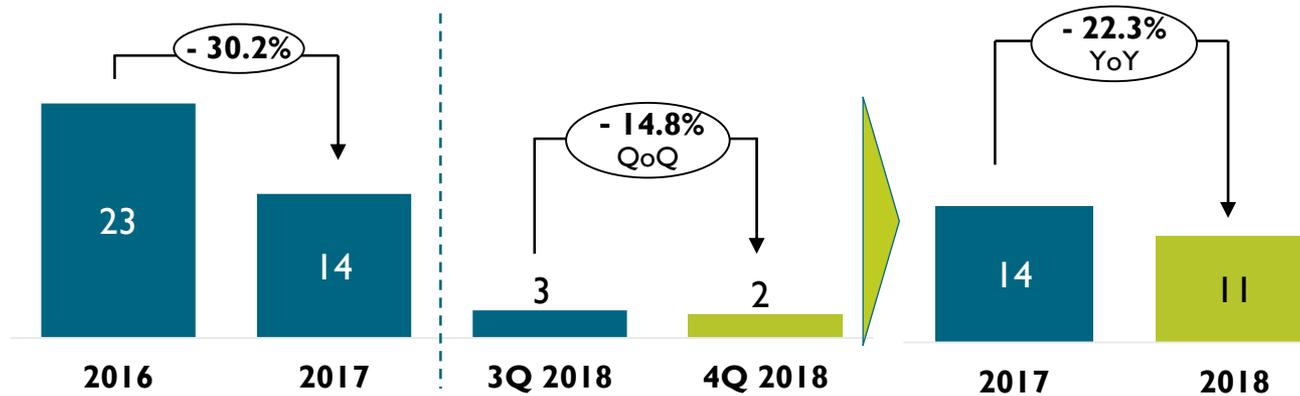
- 52% in depreciation and amortization
- 8.8% in employee benefits
- +14% in legal, insurance and taxes expenses

- 3.6% (YoY)

as a result of the annual cost saving program

Operating Income

Thousand Million COP



QoQ operating income due to:

- + 1.4% in gross financial margin
- + 3.5% in other expenses

- 22.3% (YoY)

due to higher net impairments that affected the Gross Financial Margin

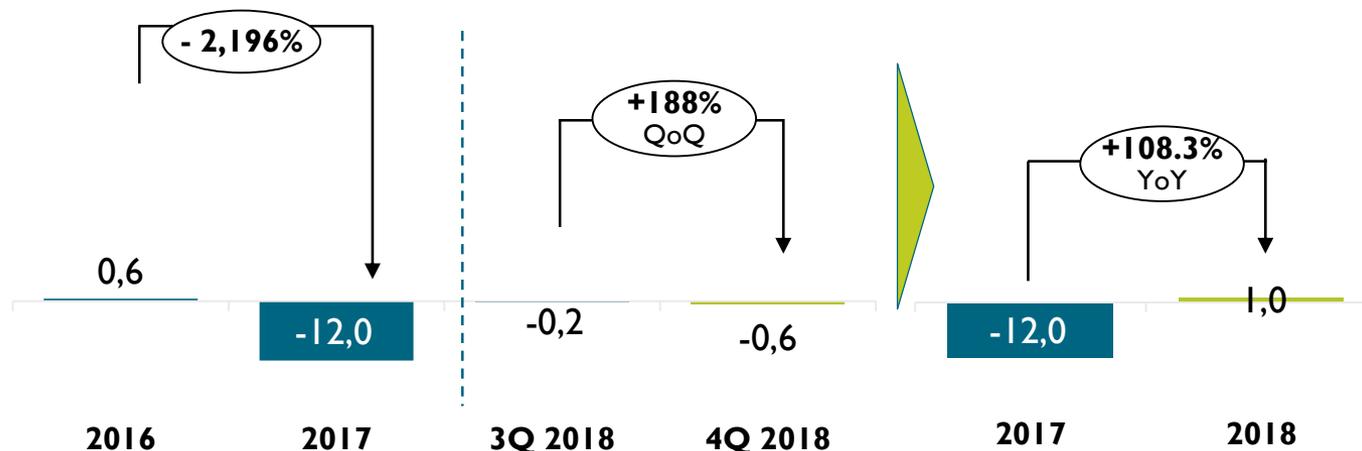
Source:

(1) Other Expenses includes employee benefits, expenses for depreciation and amortization, utilities, insurance premium, taxes and technical assistance

4Q and FY 2018 Financial Results- Income Statement

Net Financial Income / Expenses (Non-Operating) ⁽¹⁾

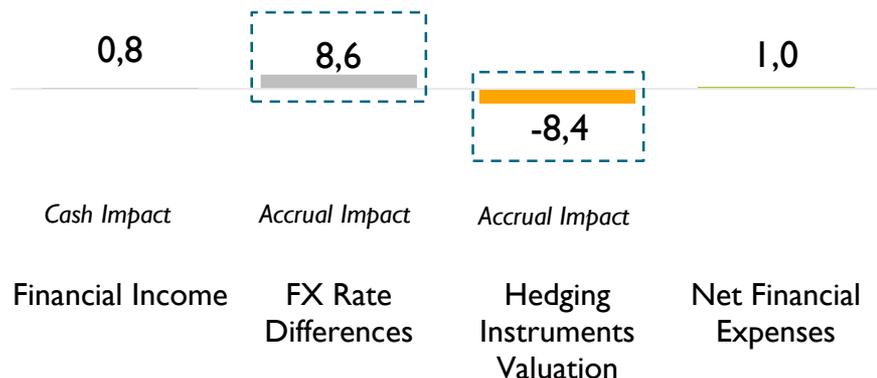
Thousand Million COP



100% of principal of foreign currency debt, including the 9.75% USD\$325 million bond due 2022, was hedged to COP

Net Financial Income / Expenses (Non-Operating) FY 2018 ⁽¹⁾

Thousand Million COP



A 9.3% COP depreciation (COP\$278 / USD) vs. USD between September and December 2018 resulted in:

- ✓ Positive impact from FX rate differences...
- ✓ Offset by negative valuations from hedging instruments

Confirming the effectiveness of the hedging policy in place to mitigate impacts in the P&L from FX rate fluctuations

Source:

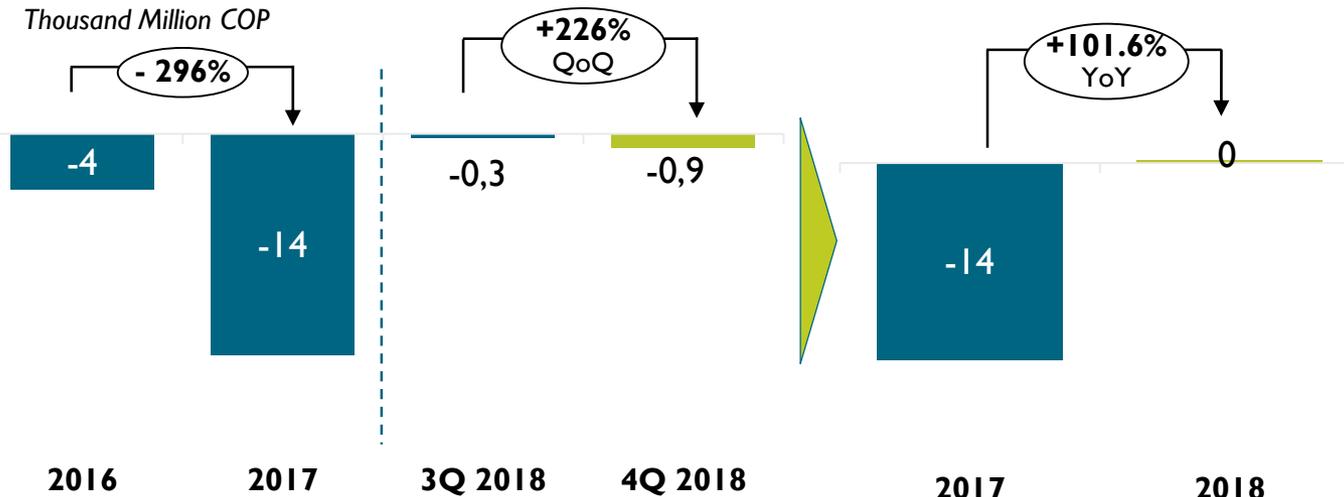
(1) Includes FX rate differences (income or expenses) arising from the hedging position on foreign currency debt and forward valuations (expenses/ income).

(2) FX rate differences (income or expenses) arising from the hedging position on foreign currency debt and forward valuations (expenses/ income).

4Q and FY 2018 Financial Results- Income Statement

Non-Recurring Items

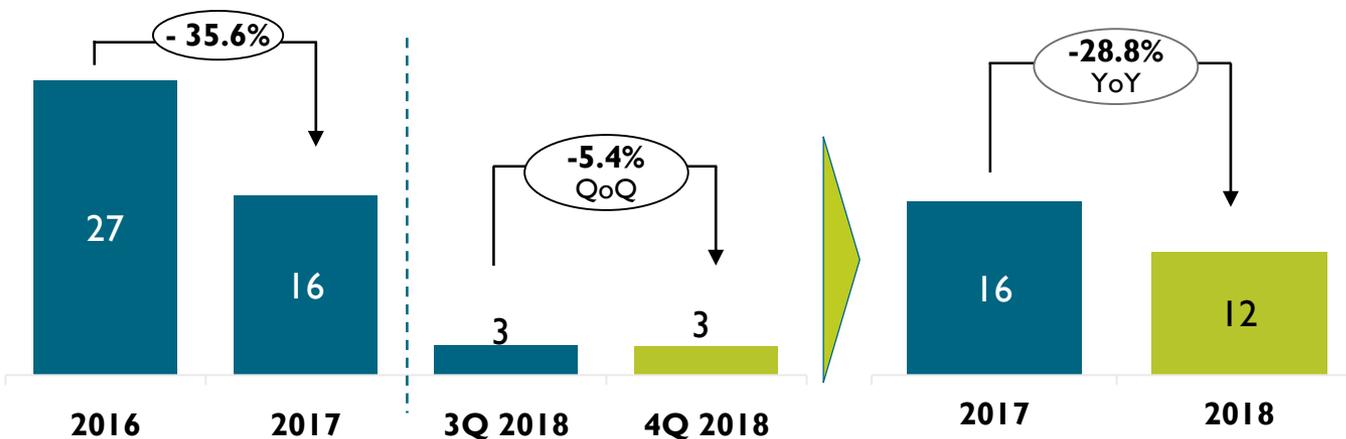
Thousand Million COP



Non-recurring items (2) had almost no effect during the fourth quarter of the year as a result of the hedging strategy in place

Net Income Before Taxes and Non-Recurring Items

Thousand Million COP



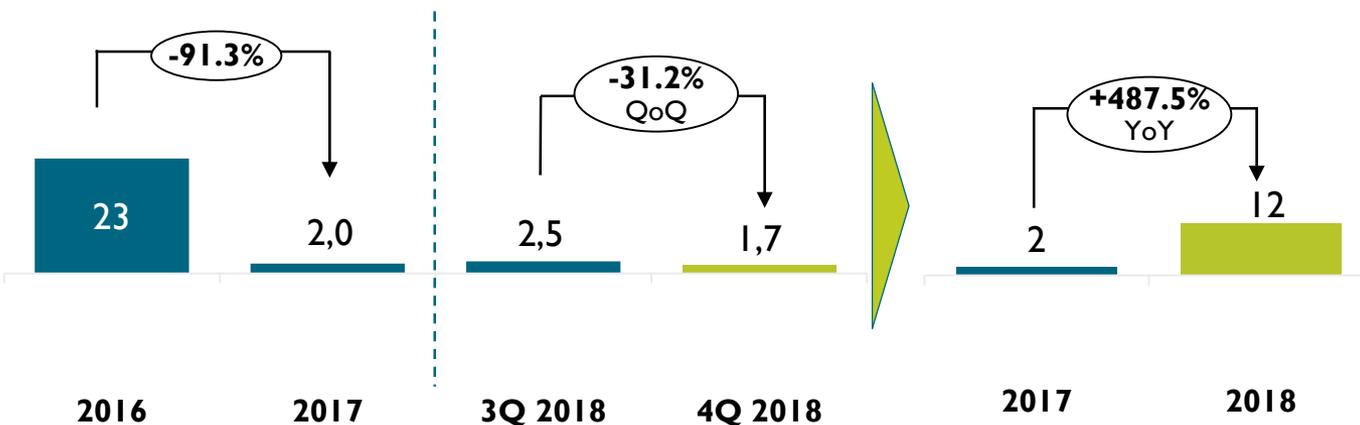
- 28.8% (YoY) in net income before taxes and non-recurring items due to:

Less volatility of non-recurring items in the P&L due to the hedging policy in place

4Q and FY 2018 Financial Results- Income Statement

Net Income Before Taxes

Thousand Million COP



QoQ net income before taxes due to:

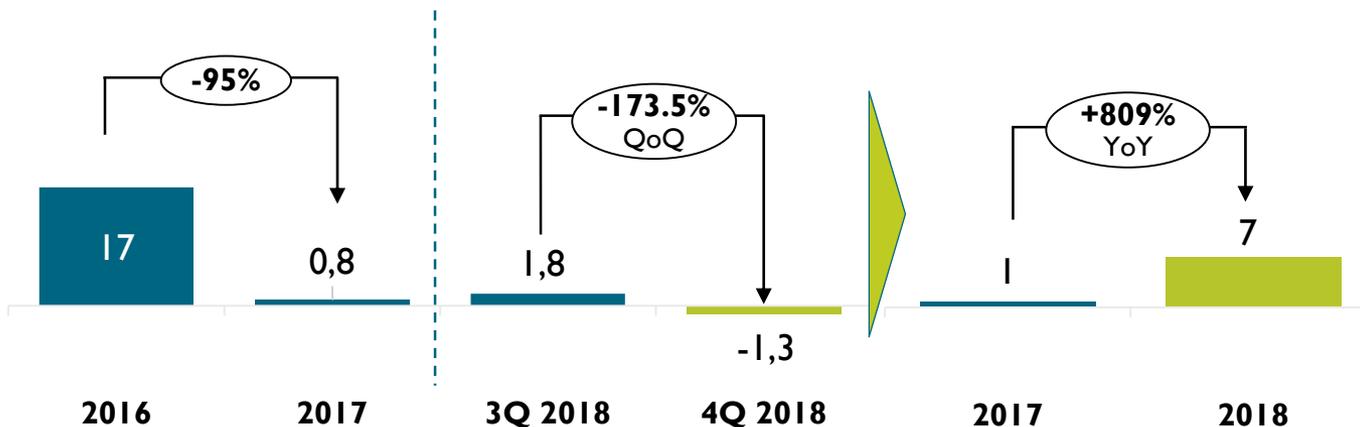
Large increase on non-recurring items

+487% (YoY)

due to previous explanations and almost no impact from non-recurring items in the P&L of 2018

Net Income for the Period

Thousand Million COP

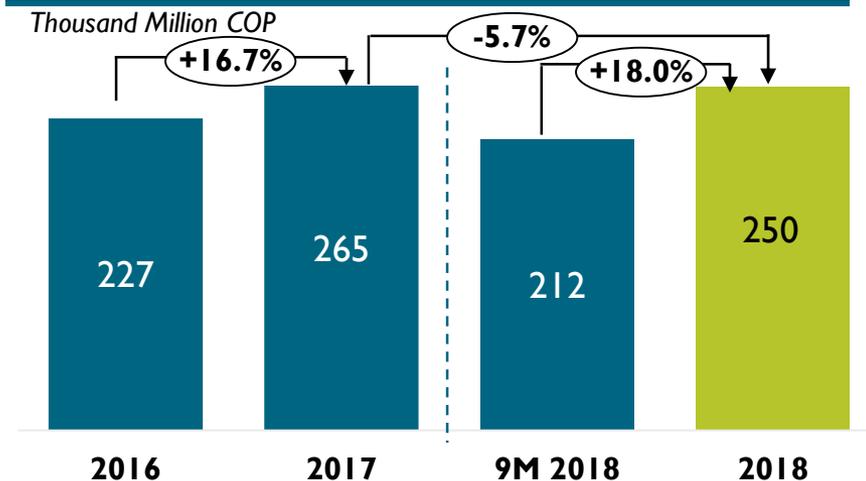


+ 809% (YoY)

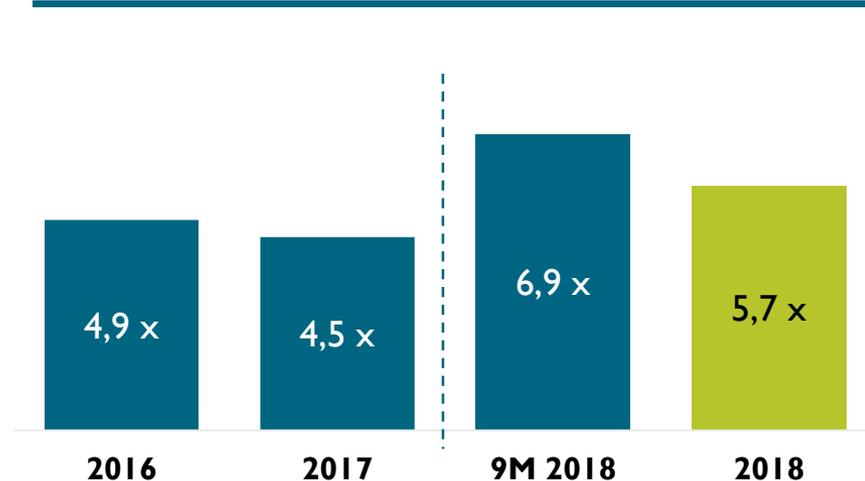
as a result no impact from non-recurring items in the operating income in the P&L

FY 2018 Financial Results- Balance Sheet

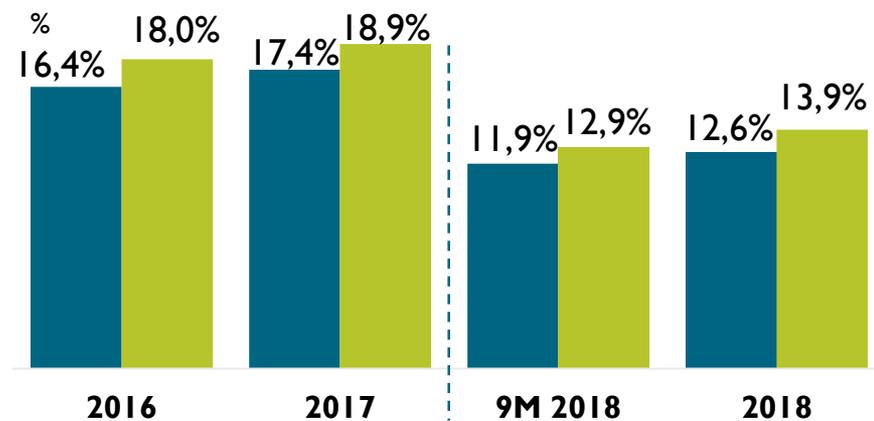
Shareholders' Equity Evolution



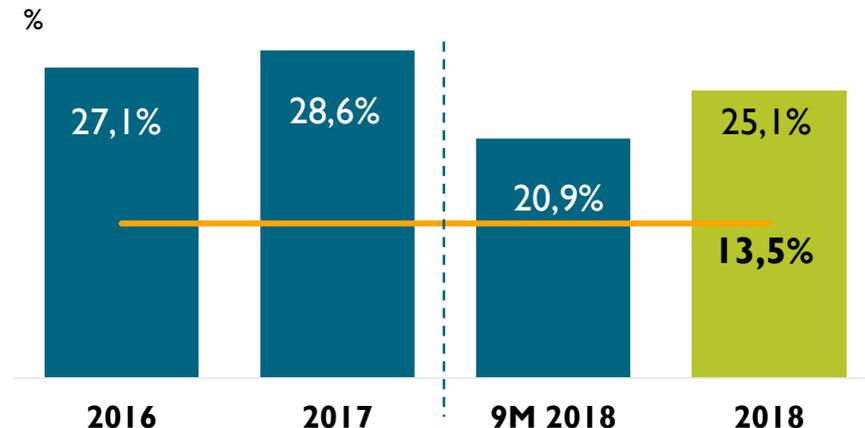
Leverage Ratio (Debt ⁽¹⁾ /Equity)



Solvency Ratio (Equity/ Assets)



Capitalization Ratio ⁽²⁾



■ Equity/Assets ■ Equity/(Assets- Cash and Cash Equivalents)

— Covenant from I 44A / Reg S Bond

Source:

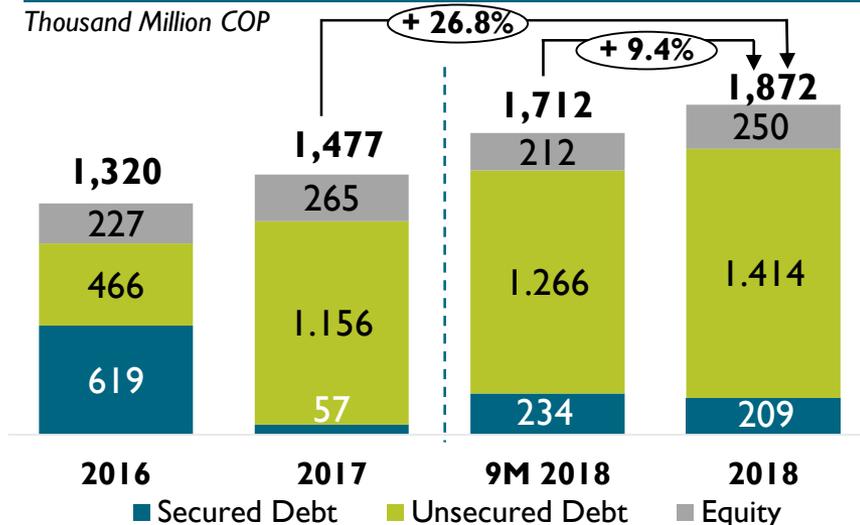
(1) Calculated based on Financial Obligations net of transaction costs and Net Obligations under hedging obligations.

(2) Calculated as total shareholders' equity divided by net loan portfolio (defined as owned loan portfolio less impairment of financial assets and FGA reserve) (as defined under "Description of the Notes of the Offering Memorandum").

FY 2018 Financial Results- Balance Sheet

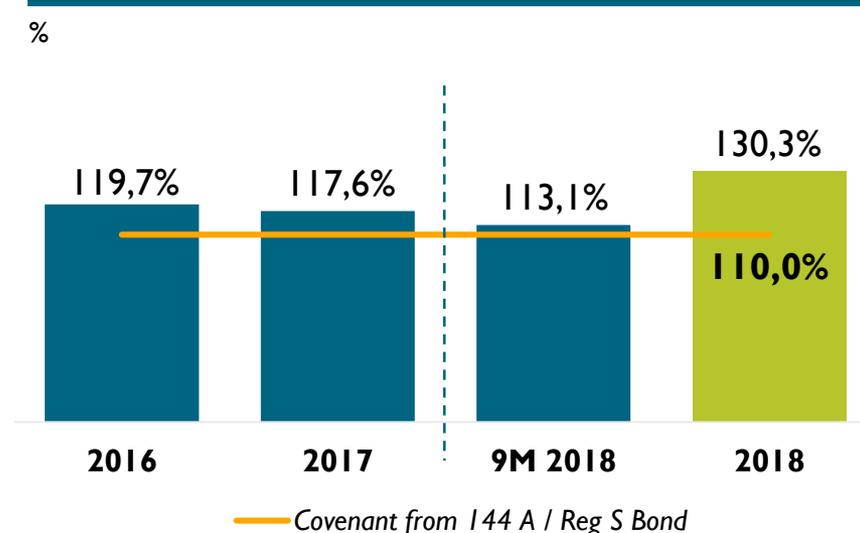
Capitalization Evolution (1)

Thousand Million COP



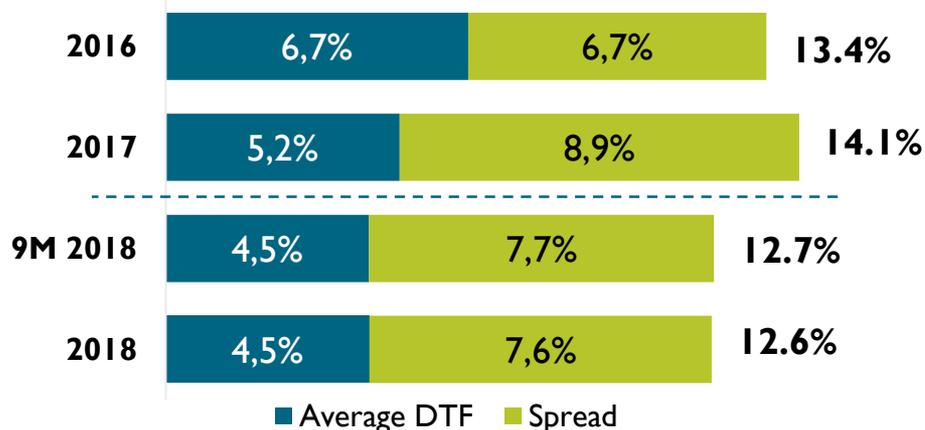
Unencumbered Assets / Unsecured Debt (2)

%



Average Funding Cost (3) (%)

As of December 2018



- **Cost of funding remains controlled due to:**
- **Higher participation of domestic debt** with lower average interest rates than USD denominated debt.
- **Central Bank's loose monetary policy** during 2018, stabilizing the IBR rate at which 68% of our debt is indexed to.
- **Lower cost of hedging through forwards** given the COP performance against USD during the 2H 2018

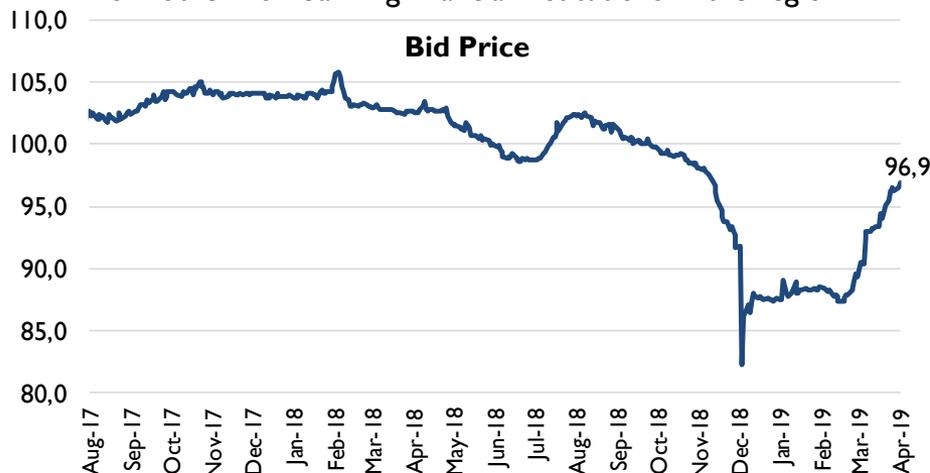
Source:

- (1) Including the FX impact on secured and unsecured financial debt denominated in USD and expressed in COP.
- (2) Unencumbered Assets defined as Total Assets less intangible assets, net deferred tax assets and any other assets securing other indebtedness. Unsecured Indebtedness, means any Indebtedness other than Secured Indebtedness, including Net Obligations under Hedging Obligations.
- (3) Not including transaction costs and fees.

FY 2018 Debt Profile

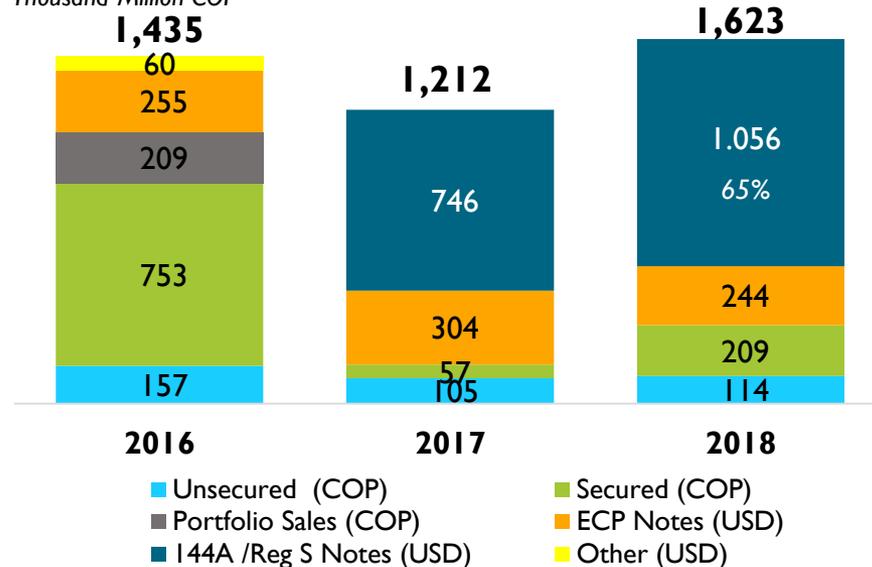
I44 A / Reg S Bond Issuance

Credivalores' bond price recovery in line with price performance from other non-banking financial institutions in the region



Financial Obligations by Source (Principal) ⁽¹⁾

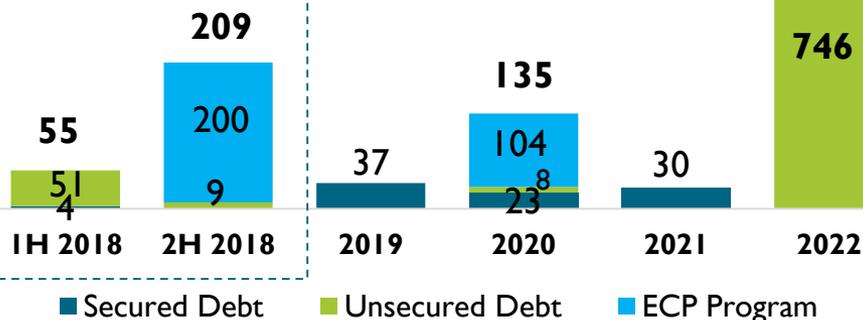
Thousand Million COP



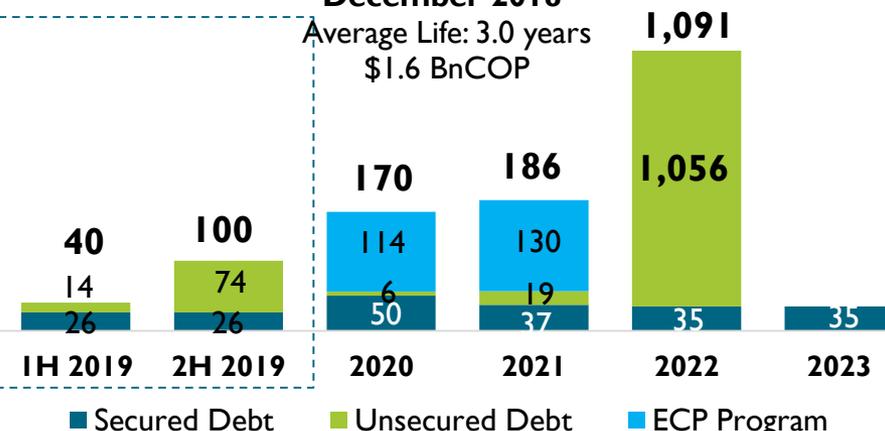
Debt Maturity Profile ⁽²⁾

Thousand Million COP

December 2017
Average Life: 3.4 years
\$1.2 BnCOP



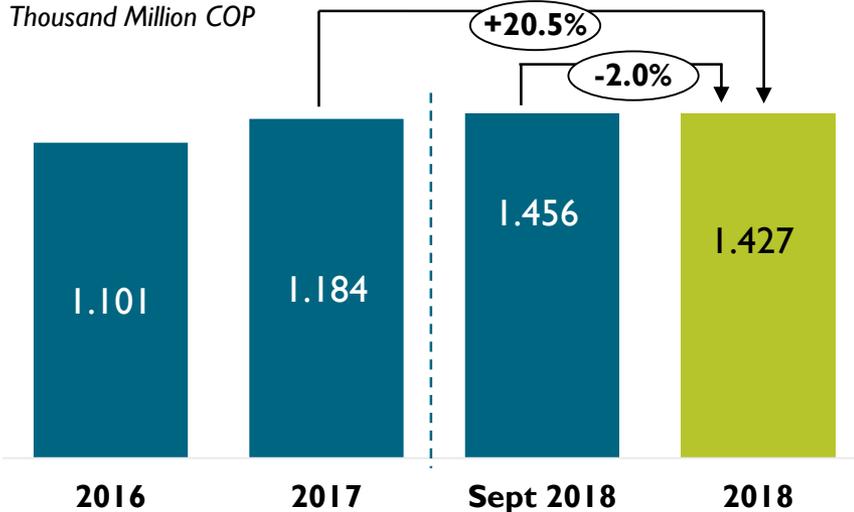
December 2018
Average Life: 3.0 years
\$1.6 BnCOP



FY 2018 Financial Obligations

Net Financial Obligations ⁽¹⁾

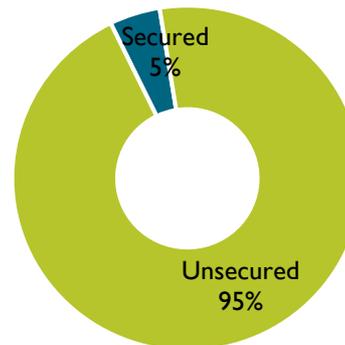
Thousand Million COP



By Type

%

December, 2017



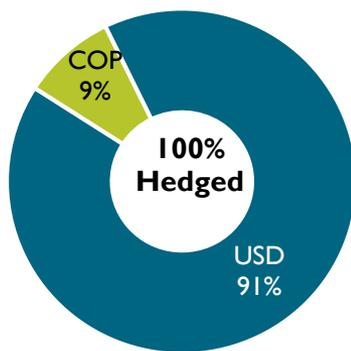
December, 2018



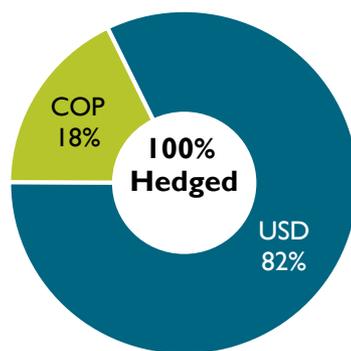
By Currency

%

December, 2017



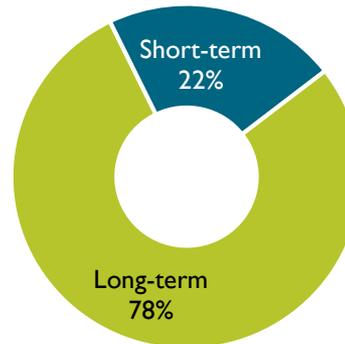
December, 2018



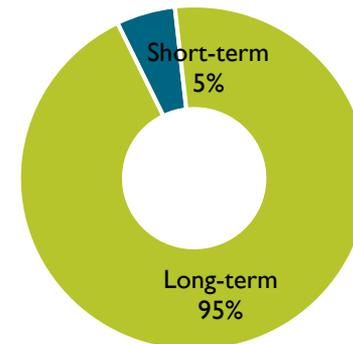
By Term

%

December, 2017



December, 2018



Source:

(1) Net of transaction costs and Net Obligations under Hedging Obligations.

- 1 Company Overview
- 2 Recent Developments
- 3 4Q and FY 2018 Results
- 4 Closing Remarks**
- 5 Appendix

Initiatives for Digital Innovation



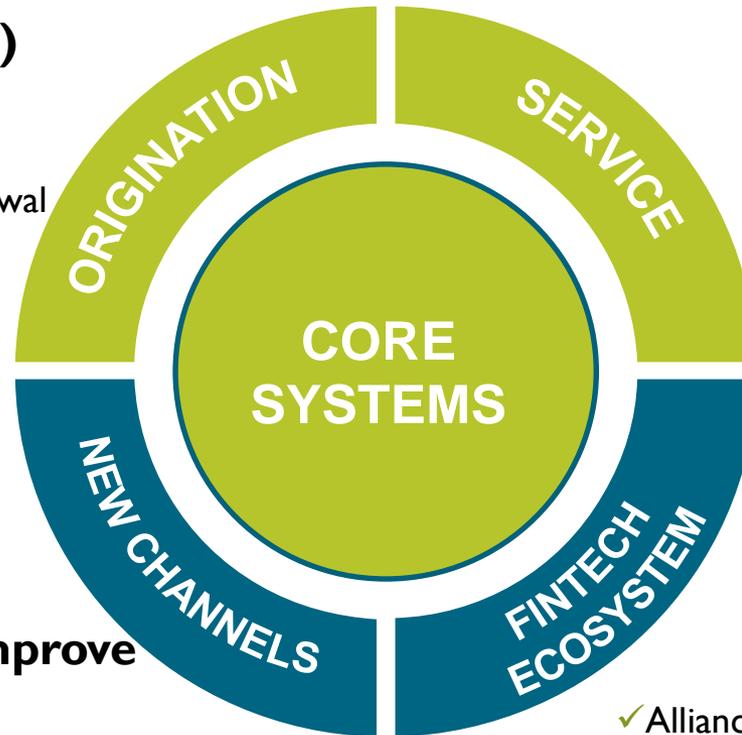
100% digital (2019)

- ✓ Facial and touch biometrics
- ✓ 12 min credit card issuance
- ✓ Self-service payroll loans renewal



Partnerships to improve origination

- ✓ Digital marketplace for our products
- ✓ Alliances with medium and small merchants



Omnichannel (2019)

Web-App for all products

- ✓ Consultations
- ✓ Transactions
- ✓ Marketing
- ✓ Value added for the client: personal finances

Chat Bots in Social Media



Fintechs as Allies

- ✓ Alliances with existing Fintechs to speed up the learning curve and adopt best practices (*app in financed mobiles with TIGO*)
- ✓ Optimize the R&D process and get access to state of the art solutions for our clients

Closing Remarks

Risk Management and Asset Quality

- Impacts on financial statements from **IFRS 9** adoption
- Impacts in the **OCI** account in the shareholders' equity from **derivative valuations**
- **100% of foreign currency debt hedged to pesos**
- **Expectation of stabilization of NPLs, specially in the credit card business** in the following months, resulting from the implementation of measures to control operational and credit risks in our portfolio.

Funding Sources, Macro Environment and 2019 Expectations

- **Enough funding sources available (\$303 BnCOP)** to meet **2019 debt amortizations** (\$140 BnCOP) related to local revolving lines **and to fund growth**
- **Average life of debt is estimated to remain above 3 years** to mitigate refinancing risks
- **More stable macro environment** in Colombia for 2019 (3.3% GDP Growth, inflation +/- 4% and stable political environment) and growth expectation for consumer lending (+8%)
- **Positive business environment in 2019** to maintain **recovery path for profitability**:
 - ✓ + 14% in **managed portfolio** and +9% in **number of loans disbursed** (258,000)
 - ✓ + 19% in **origination** (54% for **payroll loans**) and +42% in **pensioners**
- **Access to more than 400,000 new potential clients** for the **credit card business** through the agreement a utility company located in a stable macroeconomic region
- **Positive impacts** from implementing **digital innovation initiatives in our origination and customer service processes.**

Management Team and Shareholders

- **Experienced and renewed senior management team** to execute the strategic plan
- **New management team in the Risk Department** to implement changes in the early and preventive collection processes and to strengthen the collections and risk areas
- **Shareholders strongly support the Company's financial stability and growth perspectives** for the following years

- 1 Company Overview
- 2 Recent Developments
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- 5 Appendix

Credivalores History

15 years of track record



Consolidation of alliances with 7 public utility companies

FitchRatings
KNOW YOUR RISK

B+ International Rating

BRC
Standard & Poor's
S&P Global

Local loan originator Rating upgraded to AA



First lines of credit with local and international institutions



US\$25mm loan from IFC

BRC
Standard & Poor's
S&P Global

Initial local loan originator rating: AA-



Gramercy acquires a 25.2% stake

S&P Global

Ratings
B+ International Rating



US\$18,6 mm capitalization



US\$0,9 mm capitalization

2003

2004

2008

2009

2010

2012

2013

2014

2015

2017

2018

Company founded by David Seinjet with capital from friends and family

credivalores
Credivalores - Crediservicios S.A.S.

Credivalores and Crediservicios merged into Credivalores-Crediservicios S.A.S.



ACON acquires 32.9% stake

US\$150 mm Euro Commercial Paper Program



COP\$9,3 mm capitalization



IFC loan increased to US\$45 mm



Migration to Visa network for the credit card

credivalores
Credivalores - Crediservicios S.A.S.

US\$250 mm Inaugural 144 A / Reg S Bond (5NC3)

credivalores
Credivalores - Crediservicios S.A.S.

US\$75 mm tap of 144 A / Reg S Bond (5NC3)

Source: Company.

credivalores

Shareholders' Structure

Simplified ownership structure

(as of December 31, 2018)



Key Shareholders

<p>Crediholdings (Seinjet family) 34.15%</p>	<ul style="list-style-type: none"> ✓ Founding family ✓ Involved in the sugar business since 1944 (Ingenio La Cabaña)
<p>Gramercy (US\$5.8bn AUM) 36.36%</p>	<ul style="list-style-type: none"> ✓ Asset manager focused on investments in emerging markets ✓ High yield and performing credit, equity, private equity and special situation investments ✓ Shareholders of Credivalores since 2014 through its private equity investments arm
<p>ACON (US\$5.3bn AUM) 24.04%</p>	<ul style="list-style-type: none"> ✓ Private equity Firm focused on middle-market investments in Latam, including: <ul style="list-style-type: none">  BetterWare Mexico Home organization and houseware products  GRUPO SALA Colombia Waste Management  AMFORAPACKAGING Colombia and Peru Rigid plastic packaging for cosmetics and personal care ✓ Shareholders of Credivalores since 2010

Highly Experienced Management Team

Principal Officers

David Seinjet *Chief Executive Officer*

- Founder and President of Credivalores
- Chairman at Grupo la Cabaña
- Bachelor of Business Administration from Bentley College and EMBA from Universidad ICESI. More than 20 years of experience in managing and providing strategic direction to companies in the real state and financial sectors.

Hector Chaves *Chief Financial Officer*

- Economist from Universidad Externado and Finance Specialist from Universidad de los Andes with more than 20 years of experience in the banking and financial sector in Colombia as CFO and CRO, leader of strategic committee and Board member.
- He previously worked at senior positions at BCSC, Helm Bank and Bogota Stock Exchange

Jose Luis Alarcon *Chief Innovation Officer*

- Engineer in Economics and Financial Science from Escuela Politécnica Nacional in Ecuador, Master in Banking Management and Master in Applied Statistics from Universidad de Alicante and Carlos III de Madrid with more than 15 years of experience in banking.
- He previously worked as Business Intelligence Manager, Risk Manager and Statistics and Studies Manager at Unibanco and MF Advisors with operations in Ecuador, Peru and Guatemala.

Patricia Moreno *Chief Funding and Investor Relations Officer*

- Bachelor in Finance and International Relations from Universidad Externado, Capital Markets Specialist from Universidad Sabana and Executive MBA from Universidad de los Andes with more than 15 years of experience in debt capital markets and corporate finance in the corporate and financial sectors.
- She previously worked as Head of Funding and Investor Relations at Codensa and Emgesa (Enel Group Companies), Fixed Income Manager at Citibank and Deputy Director of External Funding at the Ministry of Finance and Public Credit.

Principal Officers

Juan Camilo Mesa *Chief Risk Officer*

- Engineer from Escuela de Ingeniería de Antioquia, Economist Specialist from Universidad de los Andes and Master of Science in Risk Management from NYU with more than 10 years experience developing and executing credit, market and operational risk models.
- He previously worked as Head of Credit Risk and CRO at Tuya S.A., a leading credit card business in Colombia focused in low and middle income population.

Marcela Caicedo *Chief Operations Officer*

- Industrial Engineer from Universidad Javeriana and Six Sigma Green Belt with more than 20 years of experience in banking and operations administration as manager of operational and IT areas, leader of restructuring and M&A processes and expert on managing massive and individual channels for clients.
- She previously worked in senior positions at Protección, ING and Banco Colpatria.

Juan Guillermo Barrera *Chief Commercial Officer*

- Bachelor of Business Administration from Universidad EAFIT, Economist Specialist from Universidad de los Andes and Executive MBA from IE with more than 22 years of experience in the financial, treasury, capital markets, private banking and corporate sectors.
- He previously worked in senior positions at Grupo Bancolombia, Valores Bancolombia, Capicol and Puntos Colombia.

Income statement

Million COP	As of December 31,			As of December 31	
	2018 (Million US\$) ⁽¹⁾	2018 (Million COP)	2017 (Restated) (Million COP)	2016 (Million US\$) ⁽¹⁾	2016 (Restated)
Income Statement Data:					
Interest income and similar	104.9	340,948	289,865	82.8	269,013
Financial costs (interest)	(49.5)	(160,957)	(146,686)	(38.8)	(126,222)
Net interest and similar	55.4	179,991	143,179	43.9	142,791
Impairment of financial assets loan portfolio	(14.6)	(47,432)	(22,889)	(7.2)	(22,261)
Loan portfolio impairment recoveries	–	–	(-2,571)	0.2	558
Impairment of other accounts receivable	(1.9)	(6,114)	(3,329)	–	–
Gross Financial Margin	38.9	126,445	114,390	37.0	120,088
Other income	0.3	908	958	1.7	957
SG&A					
Employee benefits	(5.4)	(17,623)	(18,414)	(6.2)	(20,005)
Expense for depreciation and amortization	(2.3)	(7,409)	(5,230)	(1.2)	(3,824)
Other	(22.3)	(72,607)	(77,645)	(24.3)	(79,041)
Total Other Expenses	(30.0)	(97,639)	(101,289)	(31.7)	(102,870)
Net Operating Income	8.9	28,806	13,101	5.3	17,218
Financial income					
Exchange Rate Differences	3.4	8,638	–	3.4	10,980
Hedging Instruments Valuation	–	–	–	–	–
Financial income	0.1	2,524	2,376	1.3	4,209
Total financial income	3.4	11,162	2,376	4.7	15,189
Financial Expense					
Exchange Rate Differences	–	–	(7,886)	–	–
Hedging Instruments Valuation	(8.9)	(28,943)	(6,518)	(4.5)	(14,615)
Total financial expense	(8.9)	(28,943)	(14,404)	(4.5)	(14,615)
Net Financial Income (Costs)	(5.5)	(17,781)	(12,028)	(0.2)	574
Net income before income tax	3.7	11,933	2,031	7.2	23,430
Income tax	(1.4)	(4,581)	(1,222)	(1.9)	(6,230)
Net income for the period	2.3	7,352	809	5.3	17,200

(1) Solely for the convenience of the reader, Colombian peso amounts have been translated into U.S. dollars at the FX rate as of December 31, 2018 of \$3,249.75 COP/USD

Balance Sheet

Million COP	As of December 31,		As of December 31		
	2018 (US\$ Million) ⁽¹⁾	2018 (Million COP)	2017 (US\$ Million) ⁽¹⁾	2017 Restated (Million COP)	2016 Restated (Million COP)
Balance Sheet Data					
Cash and cash equivalents	60.0	195,085	37.5	121,948	122,965
Total financial assets at fair value	62.4	202,857	12.0	39,025	26,156
Total loan portfolio, net	351.6	1,142,524	323.9	1,052,671	953,874
Consumer loans	399.9	1,299,476	359.0	1,166,501	1,044,230
Microcredit loans	2.0	6,461	4.4	14,250	14,835
Impairment	(50.3)	(163,413)	(39.4)	(128,080)	(105,191)
Accounts receivable, net	101.7	330,651	56.5	183,511	189,482
Total financial assets at amortized cost	453.3	1,473,175	380.4	1,236,182	1,143,356
Investments in associates and affiliates	3.2	10,366	11.5	37,485	9,408
Current tax assets	3.7	12,059	2.5	8,191	2,800
Deferred tax assets, net	4.4	14,433	4.0	13,042	13,982
Property and equipment, net	0.2	788	0.3	913	1,017
Intangible assets other than goodwill, net	23.9	77,642	19.3	62,862	66,646
Total assets	611.2	1,986,378	467.6	1,519,648	1,386,329
Derivative instruments	8.2	26,762	5.4	17,686	16,958
Financial obligations	481.3	1,564,108	359.1	1,167,146	1,084,974
Employee benefits	0.3	1,096	0.4	1,154	1,198
Other provisions	0.1	343	0.1	302	1,021
Accounts payable	29.5	95,897	18.6	60,444	47,633
Current tax liabilities	0.7	2,197	0.3	1,100	4,503
Other liabilities	14.2	46,298	2.1	6,983	3,107
Total liabilities	534.4	1,736,701	386.1	1,254,815	1,159,394
Shareholders equity	76.8	249,677	81.5	264,833	226,935
Total liabilities and equity	611.2	1,986,378	467.6	1,519,648	1,386,329

(1) Solely for the convenience of the reader, Colombian peso amounts have been translated into U.S. dollars at the FX rate as of December 31, 2018 of \$3,249.75 COP/USD

9.75% US\$250 million Bond due July, 2022

Issuer	Credivalores- Crediservicios S.A.S.
Ranking	Senior Unsecured
Credit Rating	B+ (S&P) / B+ (Fitch)
Format	144 A / Regulation S
Principal	US\$250 million
Structure / Maturity	5NC3 / July 27, 2022
Coupon	9.75% (30/360) / Semi-annual
Yield / Price	10% / 99.035
Optional Redemption	Make Whole T + 50bps prior to July 27, 2020 \$104.875 on and after July 27, 2020 \$102.438 on and after July 27, 2021
Use of Proceeds	Refinancing of existing indebtedness (including mostly secured debt) and general corporate purposes
Minimum Denomination	US\$200,000 x US\$1,000
Settlement Date	July 27, 2017
Listing	Singapore Stock Exchange
Governing Law	New York
Joint Bookrunners	Credit Suisse and BCP Securities
Paying agent and Trustee	The Bank of New York
ISIN	144 A US22555LAA44 Reg S USP32086AL73
CUSIP	144A 22555L AA4 Reg S P32086 AL7

9.75% US\$75 million retap due July, 2022

Issuer	Credivalores- Crediservicios S.A.S.
Ranking	Senior Unsecured
Credit Rating	B+ (S&P) / B+ (Fitch)
Format	Regulation S
Original Principal	US\$250 million
Retap Amount	US\$75 million
New Principal Outstanding	US\$325 million
Structure / Maturity	5NC3 / July 27, 2022
Coupon	9.75% (30/360) / Semi-annual
Yield / Price	8.625% / 104,079%
Optional Redemption	Make Whole T + 50bps prior to July 27, 2020 104.875% on and after July 27, 2020 102.438% on and after July 27, 2021
Use of Proceeds	Refinancing of existing indebtedness and general corporate purposes
Minimum Denomination	US\$200,000 x US\$1,000
Settlement Date	February 14, 2018
Listing	Singapore Stock Exchange
Governing Law	New York
Initial Purchaser	BCP Securities
Paying agent and Trustee	The Bank of New York
ISIN	Reg S (reop) USP32086AN30
CUSIP	Reg S (reop) P32086 AN3

credivalores



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Credivalores Investor Relations Website



<https://credivalores.com.co/InvestorRelations>