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# **AS OF JUNE 30, 2022**

**Operator:** Welcome to the Credivalores' second quarter 2022 results conference call. My name is Juan Pablo, and I will be your operator for today's call.

At this time, all participants are in listen only mode. Later we will have a question-and-answer session. Please be aware that if you're in the web part only, you cannot interact verbally but still we can receive your questions via web.

Please note that this conference is being recorded.

I will now turn the call over to Mister David Seinjet. Mister Seinjet, you may begin.

## David Seinjet (Founder and CEO):

Good morning and thank you for joining us today in our investor conference call to present our results for the 2Q 2022.

My name is David Seinjet, and I am the founder and CEO of Credivalores. In the conference call I am also joined by Patricia Moreno, Funding and Investor Relations Officer, Héctor Chaves, and Catalina Kempowsky. We will have a Q&A session at the end of this presentation. You will also be able to download the presentation from our Investor Relations website.

To start the presentation please join me in slide 3 for an overview of our company.

## 2Q and YTD 2022 Main Highlights

We are facing one of the most challenging business environments of our corporate history. Rising interest rates from central banks to control high global inflation, default declarations from several Mexican NBFIs and a new government in Colombia increased uncertainty for our business during a year of high refinancing needs.

Nonetheless, our operational results were stable during the 2Q 2022 amid this challenging environment for NBFIs. Total portfolio origination decreased due to our decision to accumulate cash to serve the US\$163 million maturity of the July 2022 bonds. However, our owned and managed portfolio grew 22% and 13% on a year-over-year, respectively.

Quick adjustments to our portfolio pricing allowed us to increase the interest income by 13%, absorbing the hike in reference rates from the Central Bank to control inflation. Gross financial margin declined by 18%, resulting from higher financial cost due negative carry. Total collections from our loan portfolio increased almost 13% during 2022 as a result of the strategy to focus on low-credit risk segments such as pensioners and government officials.

As of May, we had started to accumulate cash for the bond payment in July and thus we ended the quarter with a strong cash position. After the amortization of the 2022 bonds, the committed credit lines available total \$178 Bn pesos.

<sup>&</sup>lt;sup>1</sup> The following transcript should be read in conjunction with our unaudited Financial Statements as of June 30, 2022. Our Annual Financial Statements have been prepared in accordance with IFRS for non-financial entities.



We successfully closed more than \$884 Bn pesos in secured term-loans to pay off the amortization of the 9.75% coupon bonds in 2022, including:

• The renewal and increase of a short-term secured facility for \$38 Bn pesos,

oA new payroll loan backed facility with Citibank Colombia for \$290 Bn pesos

- $\circ$ New secured term-loans with local financial institutions for \$100 Bn pesos.
- $\circ A$  new credit card backed term-loan with international funds for \$415 Bn pesos, and
- The issuance of the second tranche of domestic bonds for \$43 Bn pesos, totaling \$95 Bn pesos.

A week ago, we announced the closing of negotiations and the approval of two new funding sources for \$350 Bn pesos with Colombian financial institutions and a sale of future cash flows of non-performing loans for \$50 Bn pesos. The proceeds from these new funding sources will be used for loan portfolio growth and to serve debt maturities in 2022.

Finally, last week the shareholders also announced that they had agreed to begin formal actions to accomplish a new capital injection of about US\$20 million before year end. This capitalization will strengthen the shareholder's equity of the company by 34% by December 2022. In addition, the capitalization will result in an important improvement of the solvency and leverage ratios, consolidating Credivalores as the only sustainable non-bank financial institution of the region.

## Continued Success for Over 19 Years, Accessing New Sources of Funding...

During our 19-year track record we have achieved many significant milestones and we have overcome several economic cycles in the domestic and the international capital market. Throughout these economic cycles our business has exhibited great resilience and we have adapted quickly to the changes in the competitive and macroeconomic environment.

After I founded the company in 2003 with capital from friends and family, we have gradually expanded the reach of our business. As of June 2022, we have disbursed more than US\$3.0 billion reaching a loan portfolio of US\$ 480 million, through organic growth.

On the equity front, we have seen continuous capital injections from our shareholders throughout the last 10 years, with aggregate capital injections of about US\$45 million.

On the debt front, our funding sources have evolved from pure, local secured facilities to significantly diversified sources of funding, including multilateral financing and unsecured issuances in the international and domestic capital markets. Since inception, we have raised over US\$2.0 billion through our multiple funding sources.

Since 2021 we have focused our attention on diversifying our sources of funding, accessing the domestic capital markets for the first time and increasing the number of financial institutions as lenders for Credivalores.

The year 2022 was already challenging due to the aggregate US\$213 million debt amortizations from US dollar bonds and notes from the Euro Commercial Paper Program. Since the last quarter of 2021, we focused on structuring and closing new secured term-loans to gather the resources to serve the dollar bond maturity without taping the international capital markets. We went through very detailed due diligence processes and thorough reviews and auditing of our loan origination process and our corporate governance to obtain these term-loans, which are mostly committed.

Credivalores not only delivered to investors and the financial community by closing the structures laid out in our financial plan to address its debt maturities in 2022 on time, but also managed to diversify its sources of funding adding new lenders from the international and local market, such as Citibank Colombia and UBS O'Connor.

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## Successful Closing of New Funding Sources in spite of Changes in our Credit Rating...

Between 2020 and 2022 Credivalores raised more than US\$680 million from different sources to fund its loan portfolio growth and debt maturities.

We have managed to access different sources of funding during these years in spite of the adverse changes in our international credit rating. The challenges imposed by the lack of confidence in the LATAM NBFI industry after the unfortunate news and announcements from other regional peers in 2021 and 2022, resulted in several decisions from the rating agencies that delayed the closing of credit lines under development and added difficulties to the negotiation of documentation.

Nonetheless, in January 2022 we closed a fully committed payroll loan backed facility with Citibank Colombia for \$290 Bn pesos. This term-loan was structured as a true sale of the payroll loan portfolio to a Special Purpose Vehicle with no recourse to Credivalores and a 24-month revolving period before a full turbo amortization starts.

Then, in May 2022 we closed another fully committed credit card backed term-loan with two international funds for US\$100 million. The lead arranger of this term-loan was UBS O'Connor and they also participated through their funds as lenders. Gramercy had a fundamental role, as shareholder of the company and lender, to achieve a successful closing of the facility. The term-loan was structured as a transfer of economic rights of the credit card portfolio to a Special Purpose Vehicle guaranteed by Credivalores. This facility has a 12-month availability period to draw and a 36-month total tenor.

And finally, we tapped the local capital market in June 2022 issuing the second tranche of a 3-year domestic bond partially guaranteed by the Colombian government achieving a total amount issued of \$95 Bn pesos.

## Asset Class Strongly Affected by Recent Developments from Mexican NBFIs...

The prices of our US dollar bonds have been under pressure since 2020 after the declaration of the COVID pandemic in March. However, the asset class of NBFIs has been greatly affected since April 2021, after the public announcements from AlphaCredit that led the company to file for Chapter 11 later that year.

Then, during December 2021 and the first quarter of 2022, the bond prices plunged after market conditions for NBFIs deteriorated even more. Uncertainty increased due to the potential default of Crédito Real, which was finally confirmed after the company missed the payments of a 170 million Swiss Franc bond in February and a US\$50 million loan.

Amid these market conditions, the management and the shareholders of Credivalores continued working towards closing several funding structures to guarantee the resources to pay off the maturity of the 9.75% US dollar bonds in July 2022.

Between May and July 2022, we disbursed several of the committed credit lines available and accumulated cash from collections to gather the resources to meet our US\$163.5 million commitment to investors on July 27, 2022. Also, between April and July 2022 we used cash at hand to repurchase and cancel about US\$8.2 million of the 2022 bonds through Open Market



Repurchases. As usual, the company has delivered every single commitment announced to bondholders and capital markets.

Just when we were expecting a recovery in the prices of the 2025s dollar bonds after the payment of the 2022s, Unifin announced in August a default on principal and interests of its debt due to the beginning of a "strategic re-structuring" process.

As we have mentioned before, our financial plan for 2022 and 2023 does not consider the international capital market of 144A / Reg S Notes as an alternative. We continue working to close additional term-loans and secured loan structures with local and international financial institutions to fund our loan portfolio growth and serve debt maturities.

# Largest Non-bank Lender in Colombia Providing Access to Consumer Credit to Underserved Segments of the Population...

We have consolidated our competitive position as the largest non-bank financial institution in Colombia providing access to consumer credit to underserved market segments.

We have a broad geographic footprint in Colombia covering 23 provinces and 97.7% of the population. Our loan portfolio stands at about US\$480 million.

We have developed strong digital origination capabilities in the recent years and currently 85% of total loan origination is completed through digital channels.

We have developed a significant client base of 930,000 clients in small and medium cities in Colombia.

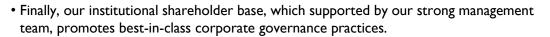
We have a portfolio of high yielding products that drive our superior margins operating under an environment of capped interest rates.

Finally, we have successfully transformed our business model using digital onboarding and process automation along our underwriting process to reach highly competitive response times for our clients and improve operational and credit risk. 84% of our payroll loans are disbursed under 24 hours and 90% of our credit cards are delivered under 12 minutes.

## Unique Business Model that Supports a Strong Credit Story...

- Today more than ever, we believe that these key factors distinguish our Company as a highly successful business:
  - Our leading position as a multi-product consumer lender in Colombia's underserved, attractive financial market.
  - Our focus on high quality products with stable sources of payment and attractive riskadjusted returns.
  - The proven results from our digital transformation strategy to support growth and profitability objectives.
  - A sound balance sheet to support future growth while prioritizing asset quality.
  - Our continuously improving funding profile with access to increasingly diversified sources.





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## Growth Opportunities in the Colombian Macroeconomic Environment...

We believe there is a positive macroeconomic environment in Colombia.

GDP growth quickly recovered after the normalization of economic activity during the second quarter of 2021. GDP Growth in Colombia reached 12.6% during the second quarter of 2022, exhibiting a high recovery compared to the rest of the world and the region. The GDP growth was mainly due to the recovery in the wholesale commerce, transportation, housing and food services, in the manufacturing activities, in the information and communications industry and in the financial and insurance activities.

The recently elected president in Colombia, Gustavo Petro, has announced that the focus of his government will be to reduce poverty and inequality and to improve quality of life and income for the lower segments of the population, which constitute the target market for our business.

In this sense, we believe that the reforms announced by this government will have a positive impact in our addressable market in Colombia among pensioners and government officials in remote and rural areas.

The tax reform recently presented to Congress seeks to eliminate preferential treatment of highincome population, redistribute income to the vulnerable population and increase fiscal income by \$25.9 Bn pesos or about 1.8% of GDP. The labor and pension reforms will promote formal employment focused on women and increase coverage of the pension system. Finally, the agriculture and land reforms will promote economic power of rural communities through infrastructure and access to markets to reduce poverty in rural areas.

#### Favorable Payroll Lending Market in Colombia Compared to Regional Peers...

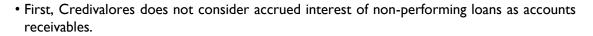
Colombia remains a highly attractive consumer lending market, with a sound regulatory framework for consumer lending.

On the regulatory front, Credivalores benefits from the Colombian consumer lending market's mature and stable regulatory framework, in which:

- National laws have been implemented to protect both i) borrowers, by establishing maximum interest rates and limiting payroll deduction's share in individual paychecks, and ii) lenders, by allowing the deduction of installments directly from borrowers' paychecks based on an irrevocable mandate, having loans follow borrowers between employers and creating a central payroll registry for payroll loan originators.
- Additionally, borrowers can directly select the lender of choice for a payroll loan, which may not be the case in other Latam markets, where loan origination may be impacted by labor unions or other exclusive arrangements which can limit consumer choice.

The consumer loan portfolio in Colombia grew almost 23% year over year as of June 2022. Payroll loans represented 35% and credit cards 17% and both products exhibited a recovery from the previous year.

Given the current state of the market for the NBFI industry, we consider important to highlight Credivalores' best accounting practices:



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- Second, we do not capitalize remaining interests of deferred / renegotiated loans.
- Third, we do not perform an upfront activation of the value of payroll loan agreements.
- Fourth, Credivalores adopted IFRS accounting principles since 2015 following international standards.

#### Credivalores Business Model for Payroll Loans vs. Practices from Mexican NBFIs

We believe our business model for payroll loan origination differentiates from the practices that other NBFIs from Mexico followed:

- First, we originate 100% of the payroll loans through our own sales force within the agreements we have in place directly with employers and pension funds.
- Second, collections are made through monthly deductions from our clients' payrolls through a contract with the employer or the pension fund and an irrevocable mandate given by the borrower at subscription.
- Third, 100% of the loan applications are analyzed and approved by Credivalores' credit factory following the underwriting policies and risk management systems in place, which include the operational, credit and AML risks.
- Fourth, Credivalores has a straightforward and transparent origination process which allows it to control the overall business cycle (commercial, origination, portfolio management and collection).
- Finally, Credivalores has full responsibility for the credit and operational risk of the loan portfolio it originates.

According to public information, we believe NBFIs in Mexico have a complex loan origination process that difficults traceability in each stage:

- First, there is no general regulatory framework for payroll loans in Mexico and thus the process has many intermediaries, such as distributors and unions, with different commercial roles in the process.
- Second, different distributors and unions at each employer and pension fund, have the direct access to the employee or the borrower.
- Third, once the distributors originate the loans for the NBFIs they seek funding from them. This makes it difficult to understand who is responsible for the credit risk of the loan origination and the structure of fees and commissions paid by the client becomes unclear.
- Ultimately, the lack of transparency in the process also affected the capacity to analyze the risks associated to the business and the correct representation of these risks within the financial statements of these companies.

#### Patricia Moreno (Funding and Investor Relations Officer):



## Strong Origination Capabilities and Diversified Product Platform...

Credivalores currently manages a portfolio of almost \$2 trillion pesos that has grown at an 10.7% average rate in the last 4 years. On a YoY basis as of June 2022, we had a 12.8% growth rate in our managed portfolio, basically as a result of a 15% growth of our credit card product. Our payroll loan portfolio exhibited a 12% growth on a year over year basis recovering from the portfolio sales to local financial institutions carried out in 2021 as an alternative source of funding.

Origination for both products on a year over year basis decreased as a result of our decision to accumulate cash to serve the maturity of our USD bonds in July.

Our managed portfolio, which includes our owned portfolio and the payroll loan portfolio transfers, is comprised of payroll loans and credit cards which together account for almost 100% of the loan portfolio. The insurance premium financing is a product undergoing unwinding since the end of 2020.

The average life of the managed loan portfolio is 3.9 years, with an average interest rate of 36.2%, including fees and commissions and an average loan size of around US\$550.

Our 930,000 clients, equivalent to 7.2% of the adult population with a loan in Colombia, are mainly concentrated in our credit card product, with more than 782,000 clients due to the small loan size of this product.

#### Innovative Products Designed to Appeal to Target Clients...

Our product offering is designed to appeal to our target market segment.

For payroll loans, we have 509 operating agreements with pension funds and private and public employers mainly in small and medium cities. The average term at origination of this portfolio is 123 months, although the average duration is only 48 months.

- The US\$4,300 average loan size is considerable inferior to that of the financial system. The average interest rate increases from almost 23% to 28%, when including commissions and fees.
- About 89% of our payroll loan portfolio is placed among pensioners and government employees, with very little single client exposure.

For our Visa branded credit cards, we leverage our 15 agreements with Colombia's major public utilities, retailers, mobile service providers and other allied merchants, placing 90% of the loan portfolio in cities outside of Bogota. The average term at origination of this portfolio is 18 months and the average loan size is about US\$1,416. This product has the highest yield in our portfolio, since the revolving feature of the credit card allows us to charge higher fees and commissions to reach a 55.4% average yield, including fees.

• Our credit card portfolio targets low-and middle-income individuals mainly employed, also maintaining a very low single client exposure of less than 0.1%. The participation of employed and pensioners in the total credit card loan portfolio has increased as a result of tighter underwriting policies.

#### Unique Distribution Channels Based on Long-lasting Partnerships...

Our unique distribution channels are based on long-lasting partnerships that help us reach the specific groups targeted by each product.

We successfully originate these products through distinct distribution networks:

For payroll loans, we have 509 agreements with private and public employers and pension funds that grant us access to 2.4 million pensioners and 1.2 million policemen, military, public servants, teachers and employees from private companies.

• The top 41 agreements, which represent 77% of total new loans issued, are digitally integrated to our origination and operational systems improving the response time and lowering our operational risk.

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For our credit cards, we have origination agreements for digital onboarding of our clients at the major retailers and at more than 400 points of sales of the mobile service providers and other allied merchants, which we have recently incorporated through digital channels. Collection agreements with utility companies allow us to incorporate non-conventional data to our credit analytics to address the credit profile of our target population and to bundle our bill to the utility bill, increasing the priority of payment of this credit card. In addition, the collection agreements with bank correspondents and financial institutions result in more than 16,000 points at which our clients can pay their bill.

• The origination and collection agreements grant us access to 1.3 million clients from utility companies and more than 44 million clients from telecom companies. We calculate that recurrent traffic from clients at retailers and allied merchants could result in more than 1.7 million potential loan applications.

## Sound Balance Sheet Ready to Support Future Growth...

Maintaining a sound balance sheet has always been a key operational focus for Credivalores.

Year-to-date our shareholders' equity declined 6.4% to \$242 Bn pesos due to an increase in the negative result of the other comprehensive income account as a result of the valuation of derivative instruments. This temporary effect in the shareholders' equity is specifically related to the change in the value of the options from the call spreads we have in place to hedge the principal of the 2022 and 2025 US dollar bonds. Furthermore, our shareholders' equity is entirely comprised of TIER I capital.

Shareholders' commitment is also demonstrated by its consistent policy of reinvesting 100% of the profits earned by Credivalores and by a capital injection of \$12 Bn pesos in December 2021 and a recent announcement to capitalize US\$20 million before year end.

Our total sources of capitalization grew at an 15.2% CAGR between 2018 and June 2022, with total capitalization reaching \$3.1 trillion pesos. Total capitalization grew 15.3% on a year-to-date basis.

In addition, the NPLs coverage ratio remains compliant with IFRS 9 further enhancing the strength of our balance sheet. The coverage ratio of the managed loan portfolio declined during the 2Q 2022 due to the stabilization of the net impairment expenses in the P&L amid the expected deterioration in the loan portfolio, especially in the credit card business.

Finally, our leverage and solvency ratios stood at 9.8 times and 0.8 times, respectively. These two results are due to temporary effects related to the valuation of the derivative instruments and additional financial debt disbursed to accumulate cash for the US dollar bond payment in July. In one hand, the shareholders' equity has declined due to the increase in the negative result of the OCI account. In the other hand, the financial debt increased almost 20% as we disbursed the committed credit lines during the 2Q to accumulate cash needed to pay off the maturity of the US dollar bonds by the end of July 2022. This temporary effect resulted in a higher leverage ratio and lower solvency during the 2Q.



## Improving Core Financial Results Underpinning Long-term Profitability

Credivalores' top-line growth has been in line with that of the loan portfolio since 2018, growing at an 8.8% CAGR. YoY as of June 2022 the interest income and similar grew 10.6% to reach \$236 Bn pesos. Interest income grew 13.2% while the commissions and fees increased 2.9%. The growth in interest income was the result of an increasing pricing power among our niche market in different regions. As a result, the yield of our loan portfolio remained at 23% during the second quarter.

The cost-of-funding increased driven by:

- Negative carry of about \$5 Bn pesos due to cash in hand for bond payment, and,
- Higher local reference rate from the Central Bank since October 1<sup>st</sup>, 2021. Since then, the reference rate has increased 725 basis points. There is some lag effect between the impact of higher interest rates in our cost of funding and the actual increase of the maximum rate, which affects our interest income, since about 76% of our total loan portfolio is in floating rates.

The net interest income reached \$79 Bn pesos during the 2Q 2022, exhibiting a 20.4% year over year decline. As a result, the Net Interest Margin YoY decreased to 9.6% and the Net Interest Margin after provisions also declined to 5.1%.

The decline in the net interest margin resulted in a deterioration of the efficiency ratio. Despite the efforts to optimize SG&A expenses through process automation and controls, the efficiency ratio deteriorated to 51.1% during the 2Q 2022.

These top-line improvements are expected to continue to translate more directly into Credivalores' bottom line in the following years to recover profitability.

However, a combination of a slower loan origination generating less fees of \$3 Bn pesos and higher financial costs from a negative carry of \$5 Bn pesos during the 2Q of the year, led us to a net loss of \$0.7 Bn pesos.

#### Catalina Kempowsky (Advisor for the Risk Department):

#### Asset Quality in Line with Peer Performance in Colombia...

Regarding our asset quality, total NPLs stood at 6.2% in June 2022 slightly above the result from December 2021. The 6.2% was above the 4.7% average level of the consumer loans in the financial system but below the average 14.8% NPLs ratio for comparable consumer loans within the market we operate. In terms of NPLs by product, payroll loans and credit cards stood at 4.1% and 8.4%, respectively.

Our NPLs in 2021 were below the guideline announced to the market. We expect the NPLs to end 2022 between 6.5% and 7.0%. The adjustments in the underwriting policies of the credit card business allowed us to maintain a concentration among clients with better credit profiles. We maintain strict underwriting policies in place to control further deterioration of our loan portfolio, including smaller credit lines and tighter underwriting policies on private agreements. In addition, we launched digital collection channels that have improved the recovery ratios and the performance of the loan portfolio in the early stages of delinquency. Finally, we developed new scoring models for collections and portfolio management.

## Supporting Strong Performance of Collections, Pricing and Growth Potential...

The asset quality of our loan portfolio is reflected in the positive performance of our collections. Total collections increased 12.6% on a year-over-year basis during the 12-month period between June 2020 and June 2021 and the same month of 2022. Total collections in the 12-month period prior to June 2022 totaled \$1.4 trillion pesos or about US\$331 million.

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In addition, we have been able to adjust the pricing of our products to adapt to the rapid increase in the maximum rates resulting from a hike in reference interest rates from the Central Bank. Although, we maintain restrictive underwriting policies to concentrate payroll loan origination among pensioners and government officials and credit card origination among super prime clients, the average interest rate of our products has increased by 480 basis points between September 2021 and June 2022.

Finally, we continue to see relevant growth potential for payroll loans among pensioners as Colombia will face an aging population in the following years. According to the forecast of the Colombian National Statistics Department based on the 2018 census, by 2070 the Colombian population older than 60 years will reach 20 million people, about 37% of the total projected population.

There are about 2.5 million pensioners in Colombia (69.4% of the total population older than 64 years old) from the two regimes in place. The labor and pension reforms that will be presented to Congress by this government intend to increase the coverage of the pension system, which in turn will increase our addressable market among pensioners.

# Patricia Moreno (Funding and Investor Relations Officer):

## **Continuously Improving Funding Profile with Access to Diversified Sources**

We have cultivated long-standing relationships with local and global financial institutions and multilateral agencies in order to support our funding base. This has been complemented and enhanced by our access to global capital markets. Through our diversified funding base, we have raised more than US\$1.9 billion of funding in the past ten years to support growth.

As of June 2022, 63% of the financial obligations were the unsecured 144 A / Reg S bonds, 11% were notes under the ECP Program, 21% were secured term-loans, 2% unsecured domestic sources and 3% were domestic bonds. Our current sources of funding include a local syndicated loan for payroll loan origination, a payroll loan-backed term-loan with Citibank Colombia, a payroll loan financing structure through a mutual fund with BTG Pactual, a credit card-backed term-loan with O'Connor and Gramercy, working capital lines with local financial institutions, domestic bonds, overdraft lines and Reg S Notes under the ECP Program. These sources and the cash at hand we maintain, add up to \$2.6 trillion pesos, out of which \$1.1 trillion pesos are available as of today.

In addition to these funding sources, our relationship with Banco Credifinanciera provides an alternative funding source through payroll loan portfolio sales.

As of June 2022, the average life of our debt stood at 1.7 years. The US\$164 million maturity of the 2022 bonds due in July has been already refinanced through term-loans. The remaining debt amortizations in 2022 include a US\$50 million of an ECP Program Note due in October and monthly amortizations from the local syndicated loan for payroll loan origination and the term-loan with Citibank Colombia and working capital lines, which are revolving.

In April 2021 S&P confirmed the 'B' rating with a negative outlook and in March 2022 they announced the downgrade of our international rating to 'CCC+'. In July 2022, this rating and a negative credit watch were confirmed.

In May 2022 Fitch Ratings downgraded our international credit rating to 'B' and our national issuer rating to A-. However, Fitch also confirmed the 'AA' of the partially guaranteed domestic bonds. In June 2022, Fitch removed the negative credit watch and affirmed the 'B' rating with negative outlook.

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In May 2022, BRC Ratings S&P Colombia confirmed our 'AA' rating as local loan servicer with a negative outlook.

# Guaranteeing New Funding Sources for 2022...

For 2022 we have been developing several new sources of funding for an aggregate amount of about \$2.7 trillion pesos. These new sources of funding allowed us to pay off 100% of the US\$164 million amortization of the 9.75% coupon bonds in July 2022 without accessing the international capital markets. As seen in this slide, we will substitute debt in the international capital markets for secured term-loans and debt issuances in the domestic capital market.

Moreover, we secured \$884 billion pesos to pay off the maturity of the 2022 US dollar bonds due in July, fund loan portfolio growth and serve other debt maturities in 2022. In September 2021, we renewed and increased the principal amount of a short-term overdraft facility backed by payroll loans for \$38 Bn pesos. In January 2022 closed a new committed payroll loan backed facility with Citibank Colombia for \$290 Bn pesos, and two new payroll loan and credit card loan backed facilities with local financial institutions for an aggregate amount of \$100 Bn pesos. And finally, in May 2022 we announced a new credit card backed term-loan with international funds for \$415 Bn pesos or the equivalent to US\$100 million.

A week ago, we announced the closing of negotiations and the approval of two new funding sources for \$350 Bn pesos with Colombian financial institutions and a sale of future cash flows of non-performing loans for \$50 Bn pesos. The proceeds from these new funding sources will be used for loan portfolio growth and to serve debt maturities in 2022. In total, we have guaranteed access to \$1.28 trillion pesos in new sources of funding in 2022.

## ... an Increasingly Robust Credit Profile...

Total financial obligations, net of the FX impact, increased 19.6% to \$2.4 trillion pesos between December 2021 and June 2022. This was due to the disbursement of committed credit lines during the 2Q to accumulate cash needed to pay off the maturity of the US dollar bonds by the end of July 2022. By June 2022, 79% of our total debt was unsecured and 21% was secured and 64% of maturities were due in the long-term and 36% in the short-term, this is in less than 12 months.

Our ratio of unencumbered assets to unsecured debt, stood at almost 125%, above the minimum 110%, required by the covenant. The capitalization ratio, measured as the total shareholders' equity divided by net loan portfolio, totaled 15.9% remaining above the 13.5% level required by the incurrence covenant of the Notes due 2022 and 2025.

# David Seinjet (Founder and CEO):

## **Experienced Management and Best-in-Class Corporate Governance**

On the corporate governance front, we believe that our management team, comprised of experienced professionals with deep knowledge of their areas of expertise, have been responsible for the successful development and growth of our business.



On average, our principal officers have 20 years of experience in the financial services industry.

The combined knowledge, experience and commitment of our management team and our shareholders has been crucial in determining our strategy and building new initiatives.

Our Board of Directors is composed of seven principal members with their alternates: the main members include 2 members from Gramercy, 2 representatives of the Seinjet family, 1 member from ACON and 2 independent members.

Credivalores is registered at the Single Registry of Payroll Loan Operating Entities, is subject to the surveillance of the Superintendency of Industry and Commerce and the Anti-money laundering and terrorism financing (AML/FT) regulations from the Superintendency of Corporations in Colombia. In addition, in 2021 the Board of Directors approved the directive to become a Collective Interest and Benefit Society, a Colombian government initiative to promote better practices in the corporate sector to generate a positive social and environmental impact.

Our corporate governance framework includes a several codes and committees that regulate management, personnel and commercial corporate governance practices.

## Globally Recognized Shareholders, Supporting Credivalores' Growth

Our recognized shareholders ACON and Gramercy and the founding family have continuously supported the company's growth path through capital injections throughout the last 10 years, with aggregate capital injections of about US\$45 million, including the latest capital injection for \$12 Bn pesos in December 2021.

Finally, last week we announced an agreement among shareholders to begin formal actions to accomplish a capital injection of about US\$20 million before year end. This capitalization will strengthen the shareholder's equity of the company by 34% by December 2022. The capitalization will be carried out on a pro rata basis among all current shareholders.

This concludes our presentation for today. We will now open the conference call for a Q&A session.