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## BANCOLOMBIA SA

## Form 6-K

August 08, 2005

SECURITIES AND EXCHANGE COMMISSION<br>Washington D.C. 20549<br>FORM 6-K<br>REPORT OF FOREIGN PRIVATE ISSUER<br>Pursuant to Rule $13 a-16$ or $15 d-16$ of the Securities Exchange Act of 1933<br>For the month of August 2005

BANCOLOMBIA S.A.
(Translation of Registrant's name into English)

Calle 50 No. 51-66
Medellin, Colombia
(Address of principal executive offices)
(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F [X] Form 40-F [ ]
(Indicate by check mark whether the registrant by furnishing the information contained in this form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes [ ] No [X]
(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82- $\qquad$ .)

This Report on Form 6-K shall be incorporated by reference into the registrant's registration statement on Form F-3 (File No. 001-32535).

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

BANCOLOMBIA S.A.
(Registrant)

Date: August 8, 2005
By /s/ JAIME ALBERTO VELASQUEZ B.

Name: Jaime Alberto Velasquez B.
Title: Vice President of Finance
[NYSE LOGO]

## CONSOLIDATED FINANCIAL RESULTS <br> FOR THE QUARTER ENDED JUNE 30, 2005

Table of Contents

1. HIGHLIGHTS
2. CONSOLIDATED BALANCE SHEET
3. INCOME STATEMENT
4. SUBSIDIARIES
5. PRO-FORMA FINANCIAL STATEMENTS

AUGUST 8, 2005. Medellin, Colombia - Today, BANCOLOMBIA S.A. (NYSE: CIB) announced the financial results for the quarter ended June 30, 2005.(1)

CONSOLIDATED BALANCE SHEET

| AND INCOME STATEMENT | QUARTER |  | GROWTH |  |
| :---: | :---: | :---: | :---: | :---: |
| (Ps millions) | 1Q 05 | 2Q 05 | 20 | 05/1Q 05 |

ASSETS
Loans and financial leases, net
Investment securities, net
Other assets
TOTAL ASSETS

| 10.159 .139 | 10.655 .883 |
| :---: | :---: |
| 5.313 .772 | 5.601 .841 |
| 2.745 .231 | 2.465 .501 |
| 18.218 .142 | 18.723 .225 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Deposits
Other liabilities

| 12.111 .704 | 11.764 .696 | $-2,87 \%$ |
| ---: | ---: | ---: |
| 4.123 .444 | 4.721 .342 | $14,50 \%$ |
| 16.235 .148 | 16.486 .038 | $1,55 \%$ |
| 1.982 .994 | 2.237 .187 | $12,82 \%$ |
| --------- | -------- | $-------18 \%$ |
| 18.218 .142 | 18.723 .225 | $2,77 \%$ |


| Interest income | 464.374 | 530.775 | 14,30\% |
| :---: | :---: | :---: | :---: |
| Interest expense | 169.808 | 174.122 | 2,54\% |
| NET INTEREST INCOME | 294.566 | 356.653 | 21,08\% |
| Net provisions | (26.131) | (27.392) | 4,83\% |
| Other operating income | 175.494 | 167.605 | -4,50\% |
| Other operating expense | (253.465) | (264.615) | 4, 40\% |
| Non-operating income, net | 944 | 1.357 | 43,75\% |
| Income tax expense | (63.684) | (63.727) | 0,07\% |
| NET INCOME | 127.724 | 169.881 | 33,01\% |

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1 This report corresponds to the consolidated financial statements of BANCOLOMBIA and its affiliates of which it owns, directly or indirectly, $50 \%$ or more of the voting capital stock. For this reason, the financial information contained herein is not comparable to BANCOLOMBIA's consolidated results (including the results of its financial subsidiaries) released prior to March 2003. This information has been prepared in accordance with generally accepted accounting principles in Colombia, is stated in nominal terms and has not been audited. All growth rates mentioned herein are not adjusted for inflation.

ANY REFERENCE TO BANCOLOMBIA MUST BE UNDERSTOOD AS TO THE BANK TOGETHER WITH ITS AFFILIATES, UNLESS OTHERWISE SPECIFIED.

Exchange rate: June 30, 2005 Ps 2,324.22 = US\$ 1
Average exchange rate June 2005 Ps 2,346.27 = US\$ 1

CONTACTS
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Jaime A. Velasquez
Financial VP
Tel.: (574) 5108666

Mauricio Botero
IR Manager
Tel.: (574) 5108866

## 1. HIGHLIGHTS:

- Net income increased $33.0 \%$ over the quarter and $45.7 \%$ over the year, amounting to Ps 169.9 billion, or US\$ 0.507 per ADS, compared to a net income of PS 127.7 billion, or US\$ 0.375 per ADS, for the previous quarter and Ps 116.6 billion, or US $\$ 0.300$ per ADS, during the second quarter of 2004.
- As of June 30, 2005 BANCOLOMBIA's net loans totaled Ps 10,656 billion, increasing 4.9\% as compared to Ps 10,159 billion in the previous quarter. On a year-to-year basis, this represents an increase of $26.1 \%$ from Ps 8,454 billion at June 30 , 2004. On the other hand, investment debt securities amounted to Ps 5,364 billion, increasing 6.8\% over the quarter and 6.4\% over the year.
- During the second quarter of 2005, the net interest income amounted to Ps 356.7 billion, increasing $21.1 \%$ compared to the previous quarter and $50.6 \%$ on a year-to-year basis, due mainly to the recovery of bond prices which made interest on investments rise $42.4 \%$ and $117.5 \%$, respectively, but also to interest on loans which increased 4.5\% and 19.2\%, respectively.
- Net fees and income from services were up 9.5\% over the quarter, reaching a total of Ps 127.1 billion, which represents an increase of $16.3 \%$ compared to the second quarter of 2004.
- BANCOLOMBIA's ratio of past due loans to total loans at June 30, 2005 was $1.66 \%$ and the ratio of allowances for past due loans was
$255 \%$.
- Pro-forma post-merger financial statements are attached at the end of the press release. Further information is available in BANCOLOMBIA's web site www.bancolombia.com under investor relations.


## STOCK INDICATORS

Net Income (Ps millions)
USD Earnings per ADS
ROAA
ROAE
P/BV ADS (1)
P/BV Local (2) (3)

| P/E (4) | 5,65 | 9,07 | 7,97 |
| :--- | ---: | ---: | ---: |
| Shares Outstanding | 576.695 .395 | 576.695 .395 | 576.695 .395 |

QUARTERS

| 2 C 04 | 1205 | 2Q 05 |
| :---: | :---: | :---: |
| 116.583 | 127.724 | 169.881 |
| 0,300 | 0,375 | 0,507 |
| 3,17\% | 3,07\% | 3,91\% |
| 28,57\% | 26,85\% | 33,78\% |
| 1,50 | 2,30 | 2,40 |
| 1,54 | 2,36 | 2,43 |
| 5,65 | 9,07 | 7,97 |
| 576.695 .395 | 576.695 .395 | .695.395 |

AS OF

| ------------------ |  |
| :--- | :--- |
| JUN-0 | JUN- |

$240.631 \quad 29$

29,48\%
(1) Defined as ADS price divided by ADS book value.
(2) Defined as Share price divided by share book value.
(3) Share prices on the Colombian Stock Exchange
(4) Defined as market capitalization divided by annualized quarter results

## CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS

This release contains statements that may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section $21 E$ of the U.S. Securities Exchange Act of 1934. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and various others factors, that could cause actual results to differ materially from those indicated in such statements. We do not intend, and do not assume any obligation, to update these forward-looking statements.
2.1 ASSETS

BANCOLOMBIA's total assets increased $2.77 \%$ over the quarter to Ps 18,723 billion as of June 30,2005 from Ps 18.218 billion as of March 31, 2005, registering a $16,2 \%$ increase over the year from Ps 16,107
billion as of June 30,2004 . The increase in total assets is explained mainly by a larger loan portfolio.

### 2.1.1 LOAN PORTFOLIO

Corporate loans maintained their positive trend, increasing $2,6 \%$ over the quarter from Ps 5,748 billion to Ps 5, 898 billion, which represents an increase of $16.9 \%$ compared to Ps 5,047 billions as of June 30, 2004.

(1) These items include financial leases contracts for comparison reasons The retail and small and medium-sized enterprise ("SME") loan portfolio also maintained robust growth rates. It totaled Ps 4,125 billion as of June 30, 2005, increasing 7.2\% over the quarter and $32.0 \%$ over the year. Furthermore, financial leases for both corporate and SME clients increased $9.6 \%$ over the quarter and $55.2 \%$ over the year. All types of loans showed very positive trends in a year-to-year basis.

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BANCOLOMBIA's investments debt securities amounted to Ps 5, 364 billion, increasing 6.8\% as compared to Ps 5,024 billion from the previous quarter. On a year-to-year basis, this represents an increase of only $6.4 \%$ from Ps 5,039 billion at June 30, 2004.

### 2.1.3 ASSET QUALITY

As of June 30, 2005, the Bank's past due loans accounted for $1.66 \%$ of total loans. Loans classified as C, D and E accounted for 4.3\% of total loans. Furthermore, the ratio of allowances for past due loans at the end of the quarter stayed at a conservative level of $255 \%$.

LOANS AND FINANCIAL LEASES CLASSIFICATION

|  | AS OF 30-JUN-04 |  | AS OF 31-MAR-05 |  | AS OF 30-JUN-05 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( Ps millions) |  |  |  |  |  |  |
| "A" Normal | 8.097.116 | 91, 1\% | 9.877 .011 | 93, 2\% | 10.294 .476 | 92,6\% |
| "B" Subnormal | 391.174 | 4, 4\% | 334.330 | 3,2\% | 349.882 | 3,1\% |
| "C" Deficient | 99.457 | 1, 1\% | 97.658 | 0,9\% | 141.570 | 1,3\% |
| "D" Doubtful recovery | 207.537 | 2,3\% | 205.593 | 1,9\% | 237.610 | 2,1\% |
| "E" Unrecoverable | 97.744 | 1,1\% | 87.378 | 0,8\% | 98.998 | 0,9\% |
| TOTAL | 8.893.028 | 100\% | 10.601 .970 | 100\% | 11.122 .536 | 100\% |
| LOANS AND FINANCIAL |  |  |  |  |  |  |
| LEASES CLASSIFIED |  |  |  |  |  |  |
| AS C, D AND E |  |  |  |  |  |  |
| AS A PERCENTAGE OF |  |  |  |  |  |  |
| TOTAL LOANS AND |  |  |  |  |  |  |
| FINANCIAL LEASES | 4,6\% |  | 3,7\% |  | 4,3\% |  |


| ASSET QUALITY |  | AS OF |  |
| :---: | :---: | :---: | :---: |
| ( Ps millions) | 30-JUN-04 | 31-MAR-05 | 30-JUN |
| Total performing past due loans | 65.182 | 78.651 | 81 |
| Total non-performing past due loans (1) | 96.018 | 96.987 | 103. |
| Total past due loans | 161.200 | 175.638 | 184 |
| Allowance for loans and accrued interest losses | 444.952 | 447.400 | 470. |
| Past due loans to total loans | 1,81\% | 1,66\% | 1, |
| Non-performing loans to total loans | 1,08\% | 0,91\% | 0 , |
| C, D, and E loans to total loans | 4,55\% | 3,68\% | 4 |
| Allowances to past due loans (2) | 276,02\% | 254, 73\% | 254, |
| Allowances to C, D, and E loans (2) | 109,94\% | 114,53\% | 98, |
| Allowances to non-performing loans (2) | 463,40\% | 461, 30\% | 455, |
| Allowances to total loans | 5,00\% | 4,22\% | 4 |
| Performing loans to total loans | 98, 92\% | 99,09\% | 99, |
| (1) Non-performing loans comprise consumer or more, commercial loans that are past mortgage loans that are past due 120 day | ans that ue 90 day or more. | past due r more, a | days |

(2) Allowance means allowance for loan and accrued interest losses.

### 2.2 LIABILITIES

Total deposits decreased $2.9 \%$ over the quarter, but increased $11.2 \%$ over the year to Ps 11,765 billion as of June 30,2005 . The funding mix was stable over the year. Interest-bearing deposits increased 10.7\%, while non-interest bearing deposits increased $12.9 \%$.

4

### 2.3 SHAREHOLDERS' EQUITY

BANCOLOMBIA's shareholders' equity totaled Ps 2,237 billion at the end of the second quarter of 2005 . This represents an increase of $12.8 \%$ over the quarter and $29.7 \%$ over the year. Unrealized gains on available for sale debt securities totaled Ps 114.5 billion as of June 30, 2005, which represents increases of $167.8 \%$ compared to the previous quarter and $161.9 \%$ compared to the same period of 2004.

At the end of the second quarter, the Bank's consolidated ratio of technical capital to risk-weighted assets was $13.7 \%$.

| TECHNICAL CAPITAL RISK WEIGHTED ASSETS |  | AS OF |
| :---: | :---: | :---: |
| Consolidated (Ps millions) | 30-JUN-04 | 31-MAR-05 |
| Basic capital (Tier I) | 1.264 .690 | 1.531 .183 |
| Additional capital (Tier II) | 238.358 | 274.906 |
| Technical capital (1) | 1.503 .048 | 1.806 .089 |
| Risk weighted assets included market risk | 11.991 .482 | 13.799 .147 |
| CAPITAL ADEQUACY (2) | 12,53\% | 13,09\% |
| (1) Technical capital is the sum of ba | c capital an | $l$ capital. |
| (2) Capital Adequacy is Technical ca | 1 divided by | hted assets | ended June 30, 2005, as compared to net income of Ps 127.7 billion for the previous quarter and Ps 116.6 billion for the second quarter of 2004. This represents robust increases of $33.0 \%$ and $45.7 \%$, respectively.


| 3.1 | NET INTEREST INCOME |
| :--- | :--- |
|  | Net interest income totaled Ps 356.7 billion during the second quarter |
| of 2005 , increasing $21.1 \%$ compared to Ps 294.6 billion for the previous |  |
| quarter and $50.6 \%$ compared to Ps 236.9 billion for the second quarter |  |


| ACUMMULATED CREDIT CARD BILLING |  |  | \% |
| :---: | :---: | :---: | :---: |
| (MillIon pesos as of June 30, 2005) | 2004 | 2005 | Growth |
| Bancolombia VISA | 238,201 | 300,553 | 26,18\% |
| Bancolombia Mastercard | 421,342 | 470,961 | 11,78\% |
| Bancolombia American Express | 172,957 | 239,210 | 38,31\% |
| TOTAL BANCOLOMBIA | 832,501 | 1.010,724 | 21, 41\% |
| Colombian credit card market | 4.446,039 | 5.583,171 | 25,58\% |

Source: Credibanco, American Express y Red Multicolor

| CREDIT CARD MARKET SHARE |  |  | \% |
| :---: | :---: | :---: | :---: |
| Outstanding credit cards as of June 30,2005 | 2004 | 2005 | Growth |
| Bancolombia VISA | 106.943 | 137.274 | 28, 36\% |
| Bancolombia Mastercard | 165.225 | 177.741 | 7,58\% |
| Bancolombia American Express | 68.493 | 96.617 | 41,06\% |
| TOTAL BANCOLOMBIA | 340.661 | 411.632 | 20,83\% |
| Colombian credit card market | 2.525 .673 | 3.056 .154 | 21, 00\% |

Source: Credibanco, American Express y Red Multicolor.

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BANCOLOMBIA's accumulated unconsolidated credit card billing increased \(21.4 \%\) during the second quarter of 2005 , resulting in an 18.1\% market share of the Colombian credit card business. In addition, the Bank's number of outstanding credit cards increased 20.8\%, resulting in a \(13.5 \%\) market share. BC American Express credit card showed excellent performance, increasing its billing to Ps 239.2 billion and the number of outstanding credit cards to 96,617 cards, as of June 30, 2005, reaching a market share of \(4.3 \%\) of total billing and \(3.2 \%\) of outstanding credit cards.
3.4 OPERATING EXPENSES
Total operating expenses increased \(2.7 \%\) during the second quarter of 2005, amounting to Ps 251.4 billion. Nonetheless, due to the increase in net interest income discussed in section 3.1 , BANCOLOMBIA's efficiency ratio dropped to \(50.5 \%\) during the quarter.
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(1) Defined as Net Interest Income divided by monthly average interest-earning assets.
(2) Net income divided by monthly average total assets.
(3) Net income divided by monthly average shareholders' equity.
(4) Operating income includes net interest income, total fees and income from services, and total other operating income. The efficiency ratios contained herein are not comparable to those previously released by BANCOLOMBIA because merger expenses have been included as operating expenses.

| 4. SUBSIDIARIES 2005 |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| BANCOLOMBIA PANAMA AND ITS SUBSIDIARIES |  |  |  |
| The following table is expressed in US dollars. |  |  |  |
| BANCOLOMBIA PANAMA AND ITS SUBSIDIARIES |  |  |  |
| BALANCE SHEET |  |  |  |
| AND INCOME STATEMENT |  | QUARTER |  |
| (US\$) | 2Q 04 | 1Q 05 | 2Q 05 |
| ASSETS |  |  |  |
| Loans and financial leases, net | 521.118 .663 | 526.841 .306 | 534.249 .551 |
| Investment securities, net | 508.776 .132 | 372.797 .891 | 394.997 .540 |
| Overnight funds sold | 109.401 .486 | 258.850 .700 | 210.871 .221 |
| Other assets | 41.388 .857 | 49.768 .563 | 63.556 .517 |
| TOTAL ASSETS | 1.180 .685 .138 | 1.208 .258 .460 | 1.203 .674 .829 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |
| Deposits | 1.022 .790 .639 | 1.020 .806 .955 | 959.678 .271 |
| Other liabilities | 5.733 .688 | 5.233 .240 | 48.346 .202 |
| TOTAL LIABILITIES | 1.028 .524 .327 | 1.026 .040 .195 | 1.008 .024 .473 |
| Shareholders' equity | 152.160 .811 | 182.218 .265 | 195.650 .356 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 1.180 .685 .138 | 1.208 .258 .460 | 1.203 .674 .829 |
| Interest income | 16.528 .605 | 13.362 .278 | 17.459 .346 |
| Interest expense | (4.263.276) | (5.892.404) | (6.204.917) |
| NET INTEREST INCOME | 12.265 .329 | 7.469 .874 | 11.254 .429 |
| Net provisions | (99.229) | (1.404.904) | (1.318.776) |
| Other operating income | 297.755 | 1.538 .268 | 1.351 .951 |
| Other operating expense | (533.777) | (1.484.540) | (1.422.337) |
| NET INCOME | 11.930 .078 | 6.118 .698 | 9.865 .267 |

Total assets were very stable amounting to US\$1,204 million as of June 30, 2005. Additionally, shareholders' equity increased 7.4\% over the quarter, from US\$182 million as of March 31, 2005 to US\$196 million as of June 30, 2005.

BANCOLOMBIA Panama reported net income of US\$9.9 million during the second quarter, increasing $61.2 \%$ compared to the previous quarter. This increase is explained by the recovery on bond prices mentioned above.

CONSOLIDATED BALANCE SHEET
(Ps millions)

## ASSETS

Cash and due from banks
Overnight funds sold
TOTAL CASH AND EQUIVALENTS

## DEBT SECURITIES

Trading
Available for Sale
Held to Maturity
EQUITY SECURITIES
Trading
Available for Sale
Market value allowance
NET INVESTMENT SECURITIES

Commercial loans
Consumer loans
Small business loans
Mortgage loans
Finance lease
Allowance for loans and financial leases losses
NET TOTAL LOANS AND FINANCIAL LEASES

Accrued interest receivable on loans
Allowance for accrued interest losses
NET TOTAL INTEREST ACCRUED

Customers' acceptances and derivatives
Net accounts receivable
Net premises and equipment
Foreclosed assets
Prepaid expenses and deferred charges
Good will
Operating lease, net
Other
Reappraisal of assets
TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY
LIABILITIES
DEPOSITS
NON-INTEREST BEARING
Checking accounts
Other

INTEREST BEARING
Checking accounts
Time deposits
Savings deposits

TOTAL DEPOSITS
Overnight funds
Bank acceptances outstanding
Interbank borrowings
Borrowings from domestic development banks
Accounts payable
Accrued interest payable
JUN-04
639.644
423.373
1.063 .017
-------
5.039 .124
2.111 .136
2.268 .043
659.945
283.288
43.159
240.129
$(83.524)$
5.238 .888
---------
6.679 .410

$$
1.404 .989
$$

$$
84.628
$$

$$
51.291
$$

$$
672.710
$$

$$
(439.466)
$$

$$
8.453 .562
$$

$$
\begin{array}{r}
--------- \\
104.869
\end{array}
$$

$$
(5.486)
$$

$$
99.383
$$

$$
\begin{array}{r}
--------- \\
67.102
\end{array}
$$

162.264
371.661
30.961
18.336
87.905
9.965
237.437
266.883
16.107 .364
-----------
2.110 .170
1.924 .749
185.421
---------
8.473 .812
1.221 .367
4.118 .498
3.133 .947
---------
10.583 .982
1.097 .369
48.632
253.365
762.680
567.274
93.581

MAR-05
852.551
525.528
1.378 .079
-------
5.023 .808
2.295 .496
2.006 .927
721.385
355.450
83.950
271.500
$(65.486)$
5.313 .772

| 732.639 |
| :---: |
| 311.420 |
| 1.044 .059 |
| 5.363 .761 |
| 2.156 .776 |
| 2.521 .179 |
| 685.806 |
| 302.665 |
| 26.189 |
| 276.476 |
| (64.585) |
| 5.601 .841 |
| 8.131 .479 |
| 1.796 .030 |
| 95.943 |
| 58.324 |
| 1.040 .760 |
| (466.653) |
| 10.655 .883 |
| 128.841 |
| (4.034) |
| 124.807 |
| 50.480 |
| 204.532 |
| 376.263 |
| 10.362 |
| 12.217 |
| 62.264 |
| 7.104 |
| 293.715 |
| 279.698 |
| 18.723 .225 |


| 2.387 .663 | 2.381 .533 |
| :---: | :---: |
| 2.232 .125 | 2.226 .941 |
| 155.538 | 154.592 |
| 9.724 .041 | 9.383 .163 |
| 937.442 | 1.043 .645 |
| 4.671 .305 | 4.548 .281 |
| 4.115 .294 | 3.791 .237 |
| 12.111.704 | 11.764 .696 |
| 509.366 | 1.123 .770 |
| 49.894 | 41.664 |
| 669.331 | 817.794 |
| 848.751 | 858.736 |
| 908.101 | 645.319 |
| 111.027 | 113.883 |

$2 Q \quad 05 / 10$ --------

-0,
-0,
-0,
$-\cdots$,
-31,
-2,
-7,
-2,
120,
-16,
22,
1,
-28,
2,

| Other liabilities | 158.719 | 214.765 | 238.781 |
| :---: | :---: | :---: | :---: |
| Bonds | 522.896 | 569.718 | 562.449 |
| Accrued expenses | 253.172 | 198.932 | 274.722 |
| Minority interest in consolidated subsidiaries | 40.999 | 43.559 | 44.224 |
| TOTAL LIABILITIES | 14.382.669 | 16.235 .148 | 16.486 .038 |
| SHAREHOLDER'S EQUITY |  |  |  |
| SUBSCRIBED AND PAID IN CAPITAL | 288.348 | 288.348 | 288.348 |
| Non Voting Preference Shares | 89.218 | 89.218 | 89.218 |
| Common Shares | 199.130 | 199.130 | 199.130 |
| RETAINED EARNINGS | 1.103 .423 | 1.331 .838 | 1.491 .310 |
| Appropiated | 862.792 | 1.204 .114 | 1.193 .705 |
| Unappropiated | 240.631 | 127.724 | 297.605 |
| REAPPRAISAL AND OTHERS | 289.192 | 320.036 | 342.998 |
| GROSS UNREALIZED GAIN OR LOSS ON DEBT SECURITIES | 43.732 | 42.772 | 114.531 |
| TOTAL SHAREHOLDER'S EQUITY | 1.724 .695 | 1.982 .994 | 2.237 .187 |


|  | AS OF |  |  |  | QUARTER |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CONSOLIDATED INCOME STATEMENT (Ps Millions) | JUN-0 4 | JUN-05 | $\begin{aligned} & \text { JUN-05 / } \\ & \text { JUN-0 } 4 \end{aligned}$ | 2Q 04 | 1Q 05 |
| INTEREST INCOME AND EXPENSES |  |  |  |  |  |
| Interest on loans | 534,442 | 645,389 | 20.76\% | 276,572 | 315,62 |
| Interest on investment securities | 242,742 | 269,816 | 11.15\% | 72,877 | 111,31 |
| Overnight funds | 7,753 | 14,197 | 83.12\% | 4,139 | 5,58 |
| Leasing | 42,074 | 65,747 | $56.27 \%$ | 22,295 | 31,86 |
| TOTAL INTEREST INCOME | 827,011 | 995,149 | 20.33\% | 375,883 | 464,37 |
| Interest expense |  |  |  |  |  |
| Checking accounts | 6,238 | 9,008 | $44.41 \%$ | 3,075 | 4,61 |
| Time deposits | 125,267 | 150,866 | $20.44 \%$ | 62,815 | 74,67 |
| Savings deposits | 67,743 | 87,966 | 29.85\% | 37,679 | 42,65 |
| TOTAL INTEREST ON DEPOSITS | 199,248 | 247,840 | $24.39 \%$ | 103,569 | 121,94 |
| Interbank borrowings | 2,402 | 12,188 | $407.41 \%$ | 900 | 6,64 |
| Borrowings from domestic development banks | 35,646 | 40,293 | $13.04 \%$ | 17,870 | 20,49 |
| Overnight funds | 15,666 | 17,495 | 11.67\% | 5,644 | 7,37 |
| Bonds | 17,287 | 26,114 | $51.06 \%$ | 11,021 | 13,35 |
| TOTAL INTEREST EXPENSE | 270,249 | 343,930 | $27.26 \%$ | 139,004 | 169,80 |
| NET INTEREST INCOME | 556,762 | 651,219 | $16.97 \%$ | 236,879 | 294,56 |
| Provision for loan and accrued interest |  |  |  |  |  |
| Recovery of charged-off loans | 14,069 | 20,489 | $45.63 \%$ | 7,836 | 6, 80 |

Provision for foreclosed assets and other assets
Recovery of provisions for foreclosed assets and other assets

TOTAL NET PROVISIONS
NET INTEREST INCOME AFTER PROVISION FOR
LOANS AND ACCRUED INTEREST LOSSES
Commissions from banking services and other services
Electronic services and ATM's fees
Branch network services
Collections and payments fees
Credit card merchant fees
Credit and debit card annual fees
Checking fees
Warehouse services
Fiduciary activities
Check remittance
International operations
FEES AND OTHER SERVICE INCOME

Fees and other service expenses
TOTAL FEES AND INCOME FROM SERVICES, NET

OTHER OPERATING INCOME
Net foreign exchange gains
Forward contracts in foreign currency Dividend income
Revenues from commercial subsidiaries
Communication, postage, rent and others
TOTAL OTHER OPERATING INCOME

TOTAL INCOME
OPERATING EXPENSES
Salaries and employee benefits
Bonus plan payments
Compensation
Administrative and other expenses
Deposit security, net
Donation expenses
Depreciation
TOTAL OPERATING EXPENSES

NET OPERATING INCOME
Merger expenses
Goodwill amortization Banco de Colombia NON-OPERATING INCOME (EXPENSE)

Other income
Minority interest
Other expense
TOTAL NON-OPERATING INCOME
INCOME BEFORE INCOME TAXES
Income tax expense

NET INCOME

| $(18,893)$ | $(9,000)$ | -52.36\% | 2,527 | (1,89 |
| :---: | :---: | :---: | :---: | :---: |
| 10,659 | 7,689 | -27.86\% | 9,545 | 1,18 |
| $(38,564)$ | $(53,523)$ | 38.79\% | $(3,760)$ | $(26,13$ |
| 518,198 | 597,696 | 15.34\% | 233,119 | 268,43 |
| 33,003 | 40,622 | 23.08\% | 18,609 | 20,98 |
| 28,432 | 34,194 | 20.27\% | 14,625 | 17, 04 |
| 18,105 | 20,690 | 14.28\% | 9,416 | 9, 74 |
| 17,629 | 22,334 | 26.69\% | 8,257 | 10,66 |
| 36,309 | 42,460 | 16.94\% | 18,695 | 19,59 |
| 33,229 | 39,425 | 18.65\% | 16,982 | 18,86 |
| 24,100 | 25,653 | 6.44\% | 12,081 | 12,37 |
| 23,102 | 27,634 | 19.62\% | 11,789 | 14,74 |
| 25,826 | 27,945 | 8.20\% | 13,072 | 13,49 |
| 5,561 | 4,998 | -10.12\% | 2,728 | 2,42 |
| 9,690 | 11,184 | 15.42\% | 4,520 | 5,12 |
| 254,986 | 297,139 | 16.53\% | 130,774 | 145,06 |
| $(45,078)$ | $(53,940)$ | 19.66\% | $(21,529)$ | $(28,95$ |
| 209,908 | 243,199 | 15.86\% | 109,245 | 116,10 |
| $(47,896)$ | $(59,033)$ | 23.25\% | 10,830 | (17,17 |
| 75,698 | 88,872 | 17.40\% | 3,255 | 30,89 |
| 15,909 | 29,611 | 86.13\% | 991 | 28, 30 |
| 38,929 | 35,165 | -9.67\% | 16,848 | 14,76 |
| 1,612 | 5,285 | 227.95\% | 1,015 | 2,61 |
| 84,252 | 99,900 | 18.57\% | 32,939 | 59,38 |
| 812,358 | 940,795 | 15.81\% | 375,303 | 443,92 |
| 174,709 | 201,294 | 15.22\% | 88,328 | 99,43 |
| 14,374 | 8,235 | -42.71\% | 5,109 | 6,19 |
| 9,543 | 4,500 | -52.85\% | 4,678 | 2,08 |
| 210,560 | 239,561 | 13.77\% | 109,217 | 116,73 |
| 6,222 | 16,831 | 170.51\% | 2,455 | 7,66 |
| 93 | 94 | 1.08\% | 45 |  |
| 21,334 | 25,796 | 20.91\% | 11,046 | 12,73 |
| 436,835 | 496,311 | 13.62\% | 220,878 | 244,89 |
| 375,523 | 444,484 | 18.36\% | 154,425 | 199,03 |
| -- | 10,498 | 100.00\% | -- | 2,90 |
| 11,324 | 11,324 | 0.00\% | 5,662 | 5,66 |
| 22,912 | 24,143 | 5.37\% | 13,671 | 7,00 |
| $(1,592)$ | $(1,915)$ | 20.29\% | $(1,404)$ | (99 |
| $(31,858)$ | $(19,874)$ | -37.62\% | $(7,520)$ | (5,06 |
| $(10,538)$ | 2,354 | -122.34\% | 4,747 | 94 |
| 353,661 | 425,016 | 20.18\% | 153,510 | 191,40 |
| $(113,030)$ | $(127,411)$ | 12.72\% | $(36,927)$ | $(63,68$ |
| 240,631 | 297,605 | 23.68\% | 116,583 | 127,72 |

5. PRO-FORMA FINANCIAL STATEMENTS (2)

| PRINCIPAL RATIOS | AS OF | 30, 2005 |
| :---: | :---: | :---: |
|  | BANCOLOMBIA | BANCOLOMBIA |
|  | PRE-MERGER | POST-MERGER (1) |
| PROFITABILITY |  |  |
| Net interest margin | 8. $49 \%$ | $7.38 \%$ |
| Return on total assets | $3.42 \%$ | $2.95 \%$ |
| Return on shareholders' equity | 29.59\% | 28.55\% |
| EFFICIENCY |  |  |
| Operating expenses to net operating income | $52.11 \%$ | $57.56 \%$ |
| Operating expenses to average total assets | $5.96 \%$ | $5.89 \%$ |
| CAPITAL ADEQUACY |  |  |
| Shareholders' equity to total assets | $11.95 \%$ | 10.33\% |
| Technical capital to risk weighted assets | $13.69 \%$ | $11.12 \%$ |

(1) Calculated with figures as of June 30, 2005, not with averages like the Pre-Merger ratios

| TECHNICAL CAPITAL RISK WEIGHTED ASSETS (Ps millions) | BANCOLOMBIA <br> PRE-MERGER | BANCOLOMBIA POST-MERGER | MERGER <br> EFFECT <br> \% |
| :---: | :---: | :---: | :---: |
| Basic capital (Tier I) | 1.682 .375 | 1.955 .867 | 16,26\% |
| Additional capital (Tier II) | 308.543 | 513.214 | 66, 33\% |
| Technical capital (1) | 1.990 .918 | 2.469 .081 | 24,02\% |
| Risk weighted assets included market risk | 14.544 .531 | 22.203 .580 | 52, 66\% |
| CAPITAL ADEQUACY (2) | 13,69\% | 11,12\% | -2,57\% |

(1) Technical capital is the sum of basic capital and additional capital.
(2) Capital Adequacy is Technical capital divided by Risk weighted assets

[^1]Suramericana S.A. ("Corfinsura") and Conavi Banco Comercial y de Ahorros S.A ("Conavi"), as of June 30, 2005, adjusted to give effect to the acquisition of Corfinsura and Conavi by Bancolombia, realized through the merger of the three entities, as if the merger had been completed as of June 30, 2005.

The pro forma amounts have been developed from (a) the unaudited consolidated financial results of Bancolombia, included in this report, (b) the unaudited consolidated financial results of Corfinsura, giving effect to the spin-off of the portion of Corfinsura's assets and liabilities that will not be assumed by Bancolombia through the merger, as of June 30,2005 and (c) the unaudited consolidated financial results of Conavi, as of June 30 , 2005. These financial statements have been prepared in accordance with generally accepted accounting principles in Colombia, are stated in nominal terms and have not been audited.

There can be no assurance that the Superintendency of Banking will not modify the accounting characterization for some of these items, in accordance with generally accepted accounting principles in Colombia.

The unaudited pro forma combined condensed financial statements are provided for illustrative purposes only and do not purport to represent what the actual consolidated results of operations or the consolidated financial position of Bancolombia would have been, nor are they necessarily indicative of future consolidated results of operations or consolidated financial position. The unaudited pro forma combined condensed financial statements do not include the realization of cost savings from operating efficiencies, revenue synergies or other restructuring costs currently expected to result from the merger. No assurance can be given that any such savings or other expected benefits of the merger will in fact take place, whether at the level of management's current expectations or at all.
[BANCOLOMBIA LOGO]
2205

|  | AS OF JUNE 30, 2005 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS AND FINANCIAL LEASES CLASSIFICATION ( Ps millions) | BANCOLOMBIA PRE-MERGER |  | BANCOLOMBIA POST-MERGER |  | MERGER <br> EFFECT |
| "A" Normal | 10.294 .476 | 92, 6\% | 16.255 .410 | 92,6\% | 57, 9\% |
| "B" Subnormal | 349.882 | 3,1\% | 628.849 | 3, 6\% | 79,7\% |
| "C" Deficient | 141.570 | 1, 3\% | 209.101 | 1, 2\% | 47,7\% |
| "D" Doubtful recovery | 237.610 | 2,1\% | 284.589 | 1,6\% | 19,8\% |
| "E" Unrecoverable | 98.998 | 0,9\% | 174.451 | 1,0\% | 76, 2\% |
| TOTAL | 11.122 .536 | 100\% | 17.552 .400 | 100\% | 57, 8\% |

LOANS AND FINANCIAL LEASES CLASSIFIED
AS C, D AND E AS A PERCENTAGE OF
TOTAL LOANS AND FINANCIAL LEASES 4,3\% 3,8\%

AS OF JUNE 30, 2005
ASSET QUALITY
( Ps millions)
-----------
Total performing past due loans
Total non-performing past due loans (1)
Total past due loans
Allowance for loans and accrued interest losses
Past due loans to total loans
Non-performing loans to total loans
C, D, and E loans to total loans
Allowances to past due loans (2)
Allowances to C, D, and E loans (2)
Allowances to non-performing loans (2)
Allowances to total loans
Performing loans to total loans

| BANCOLOMBIA | BANCOLOMBIA | MERGER |
| :---: | :---: | :---: |
| PRE-MERGER | POST-MERGER | EFFECT \% |
| 81.504 | 286.525 | 251,55\% |
| 103.245 | 250.046 | 142,19\% |
| 184.749 | 536.571 | 190,43\% |
| 470.687 | 705.552 | 49,90\% |
| 1,66\% | 3,06\% |  |
| 0,93\% | 1,42\% |  |
| 4,30\% | 3,81\% |  |
| 254,77\% | 131,49\% |  |
| 98,43\% | 105,60\% |  |
| 455,89\% | 282,17\% |  |
| 4,23\% | 4,02\% |  |
| 99,07\% | 98,58\% |  |

[^2]CONSOLIDATED BALANCE SHEET
(Ps million and US Dollars millions)


## ASSETS

Cash and due from banks
Overnight funds sold
TOTAL CASH AND EQUIVALENTS
DEBT SECURITIES
Trading
Available for Sale
Held to Maturity
EQUITY SECURITIES
Trading
Available for Sale
Market value allowance
NET INVESTMENT SECURITIES
Commercial loans
Consumer loans
Small business loans

AS OF JUNE 30, 2005

| BANCOLOMBIA | BANCOLOMBIA | MERGER |
| :---: | :---: | :---: |
| PRE-MERGER | POST-MERGER | EFFECT |
|  |  | \% |


| 732,639 | $1,146,553$ | $56.50 \%$ |
| ---: | ---: | ---: |
| 311,420 | 812,086 | $160.77 \%$ |
| $1,044,059$ | $1,958,639$ | $87.60 \%$ |
| --------- | --------- | $37.97 \%$ |
| $5,363,761$ | $7,400,501$ | $89.18 \%$ |
| $2,156,776$ | $4,080,234$ | $-1.87 \%$ |
| $2,521,179$ | $2,474,099$ | $23.38 \%$ |
| 685,806 | 846,168 | $-29.56 \%$ |
| 302,665 | 213,193 | $20.96 \%$ |
| 26,189 | 31,678 | $-34.35 \%$ |
| 276,476 | 181,515 | $-0.08 \%$ |
| $(64,585)$ | $(64,532)$ | $34.76 \%$ |
| $5,601,841$ | $7,549,162$ | $40.71 \%$ |
| $--------------183 \%$ |  |  |
| $8,131,479$ | $11,441,432$ | $18.33 \%$ |
| $1,796,030$ | $2,125,157$ | $0.30 \%$ |
| 95,943 | 96,232 |  |

Mortgage loans
Finance lease
Allowance for loans and financial leases losses
NET TOTAL LOANS AND FINANCIAL LEASES
Accrued interest receivable on loans
Allowance for accrued interest losses
NET TOTAL INTEREST ACCRUED
Customers' acceptances and derivatives
Net accounts receivable
Net premises and equipment
Foreclosed assets
Prepaid expenses and deferred charges
Good will
Operating lease, net
Other
Reappraisal of assets
TOTAL ASSETS
LIABILITIES AND SHAREHOLDERS' EQUITY
LIABILITIES
DEPOSITS
NON-INTEREST BEARING
Checking accounts
Other
INTEREST BEARING
Checking accounts
Time deposits
Savings deposits
TOTAL DEPOSITS
Overnight funds
Bank acceptances outstanding
Interbank borrowings
Borrowings from domestic development banks
Accounts payable
Accrued interest payable
Other liabilities
Bonds
Accrued expenses
Minority interest in consolidated subsidiaries
TOTAL LIABILITIES
SHAREHOLDER'S EQUITY
SUBSCRIBED AND PAID IN CAPITAL
RETAINED EARNINGS
Appropiated
Unappropiated
REAPPRAISAL AND OTHER
GROSS UNREALIZED GAIN OR LOSS ON DEBT SECURITIES
TOTAL SHAREHOLDER'S EQUITY
58,324
$1,040,760$
$(466,653)$

10,655,883 $-------128,841$
$(4,034)$
124,807
-----------
204,532
376,263
10,362
12,217
62,264
7,104
293,715
279,698
18,723,225

2,381,533
2,226,941
154,592
-----------163
2,502,570

[BANCOLOMBIA LOGO]

CONSOLIDATED INCOME STATEMENT
(Ps million and US Dollars millions)

## INTEREST INCOME AND EXPENSES

Interest on loans
Interest on investment securities
Overnight funds and other
Leasing
TOTAL INTEREST INCOME

Interest expense
Checking accounts
Time deposits
Savings deposits
TOTAL INTEREST ON DEPOSITS

Interbank borrowings
Borrowings from domestic development banks
Overnight funds
Bonds
TOTAL INTEREST EXPENSE

NET INTEREST INCOME
Provision for loan and accrued interest losses, net
Recovery of charged-off loans
Provision for foreclosed assets and other assets Recovery of provisions for foreclosed assets and other assets

TOTAL NET PROVISIONS
NET INTEREST INCOME AFTER PROVISION FOR LOANS
AND ACCRUED INTEREST LOSSES

Commissions from banking services and other services
Electronic services and ATM's fees
Branch network services
Collections and payments fees
Credit card merchant fees
Credit and debit card annual fees
Checking fees
Warehouse services
Fiduciary activities
Check remittance
International operations
FEES AND OTHER SERVICE INCOME

Fees and other service expenses
TOTAL FEES AND INCOME FROM SERVICES, NET

ACCUMULATED JUNE 30, 2005
-------------
BANCOLOMBIA
PRE-MERGER

645,389
269,816
14,197
65,747
995,149

| 9,008 |
| ---: |
| 150,866 |
| 87,966 |
| 247,840 |

12,188
40,293
17,495
26,114
343,930
-----------
651,219
$(72,701)$
20,489
$(9,000)$
7,689
------------

597,696

40,622
34,194
20,690
22,334
42,460
39,425
25,653
27,634
27,945
4,998
11,184
297,139
-----------
$(53,940)$
243,199

BANCOLOMBIA
POST-MERGER


| 987,243 |
| ---: |
| 382,112 |
| 15,643 |
| 136,089 |
| $1,521,087$ |
| 9,090 |
| 230,657 |
| 118,381 |
| 358,128 |
| $--90,693$ |
| 78,523 |
| 40,236 |
| 80,739 |
| 578,319 |
| 942,768 |
| $(77,385)$ |
| 31,306 |
| $(28,674)$ |
| 24,234 |

892,249
-----

47,376
22,811
27,043
50,764
103,924
27,663
27,524
28,827
5,001
13,325
439,431
$(77,887)$
361,544

## MERGER

EFFECT
\%
------_-_---
52.97\%
41.62\%
10.19\%
106.99\%
52.85\%
------------
$0.91 \%$
52.89\%
34.58\%
44.50\%
$---------\quad$
$69.78 \%$
94.88\%
129.99\%
209.18\%
68.15\%
------------
6.44\%
52.79\%
218.60\%
215.18\%
$-5.61 \%$
49.28\%
$109.67 \%$
38.55\%
10.25\%
21.09\%
19.56\%
$163.60 \%$
7.83\%
$-0.40 \%$
3.16\%
$0.06 \%$
19.15\%
47.89\%
44.40\%
48.66\%

OTHER OPERATING INCOME
Net foreign exchange gains
Forward contracts in foreign currency Dividend income
Revenues from commercial subsidiaries Communication, postage, rent and others TOTAL OTHER OPERATING INCOME

TOTAL INCOME OPERATING EXPENSES
Salaries and employee benefits
Bonus plan payments
Compensation
Administrative and other expenses
Deposit security, net
Donation expenses
Depreciation
TOTAL OPERATING EXPENSES
NET OPERATING INCOME
Merger expenses
Goodwill amortization Banco de Colombia
NON-OPERATING INCOME (EXPENSE)
Other income
Minority interest
Other expense
TOTAL NON-OPERATING INCOME
INCOME BEFORE INCOME TAXES
Income tax expense
NET INCOME
------------

| (59,033) | (61,094) | 3.49\% |
| :---: | :---: | :---: |
| 88,872 | 105,166 | $18.33 \%$ |
| 29,611 | 39,364 | $32.94 \%$ |
| 35,165 | 65,746 | $86.96 \%$ |
| 5,285 | 7,798 | $47.55 \%$ |
| 99,900 | 156,980 | $57.14 \%$ |
| 940,795 | 1,410,773 | $49.96 \%$ |
| 201,294 | 302,473 | $50.26 \%$ |
| 8,235 | 8,703 | $5.68 \%$ |
| 4,500 | 4,756 | 5.69\% |
| 239,561 | 425,747 | $77.72 \%$ |
| 16,831 | 27,086 | $60.93 \%$ |
| 94 | 403 | 328.72\% |
| 25,796 | 43,183 | $67.40 \%$ |
| 496,311 | 812,351 | $63.68 \%$ |
| 444,484 | 598,422 | $34.63 \%$ |
| 10,498 | 17,381 | $65.56 \%$ |
| 11,324 | 11,324 | $0.00 \%$ |
| 24,143 | 37,224 | $54.18 \%$ |
| $(1,915)$ | $(3,089)$ | $61.31 \%$ |
| $(19,874)$ | $(41,516)$ | 108.90\% |
| 2,354 | $(7,381)$ | -413.55\% |
| 425,016 | 562,336 | $32.31 \%$ |
| $(127,411)$ | (141,272) | $10.88 \%$ |
| 297,605 | 421,064 | 41.48\% |


[^0]:    2.1.2 INVESTMENT PORTFOLIO

[^1]:    (2) The unaudited pro forma combined condensed financial statements presented below are derived from the consolidated unaudited financial statements of Bancolombia, Corporacion Financiera Nacional y

[^2]:    (1) Non-performing loans comprise consumer loans that are past due 60 days or more, commercial loans that are past due 90 days or more, and mortgage loans that are past due 120 days or more.
    (2) Allowance means allowance for loan and accrued interest losses.

