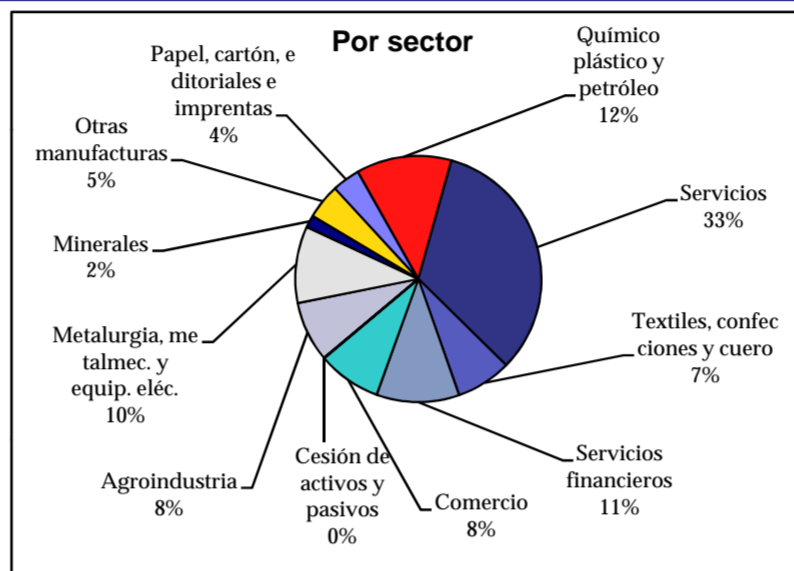


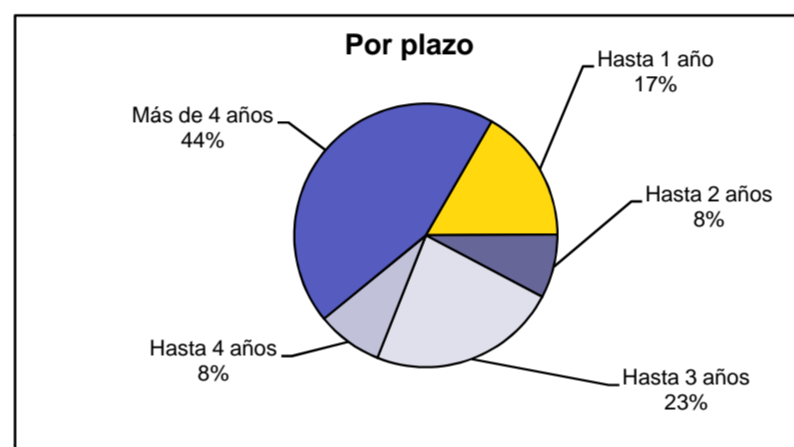
|                                    | 1992    | 1993    | 1994      | 1995      | 1996      | 1997      | 1998      | 1999      | 2000      | 2001      | 2002      | 2003      | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      |
|------------------------------------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Cartera en pesos                   | 445,494 | 461,005 | 495,989   | 607,240   | 671,061   | 842,814   | 1,029,415 | 1,405,866 | 1,500,681 | 1,806,548 | 2,067,864 | 3,111,285 | 3,084,985 | 2,711,832 | 2,615,305 | 3,078,333 | 3,713,334 | 4,329,888 |
| Cartera en USD (expresada en COP)  | 93,848  | 247,158 | 647,445   | 916,949   | 908,097   | 920,782   | 1,127,044 | 1,509,659 | 689,469   | 682,764   | 832,240   | 696,098   | 665,283   | 546,006   | 263,042   | 1,381,522 | 1,991,832 | 981,195   |
| Cartera total antes de provisiones | 539,342 | 708,163 | 1,143,434 | 1,524,189 | 1,579,159 | 1,863,597 | 2,156,463 | 2,915,525 | 2,190,129 | 2,489,312 | 2,900,104 | 3,807,384 | 3,750,268 | 3,257,839 | 2,878,347 | 4,459,855 | 5,705,166 | 5,313,092 |
| Cartera en USD (millones)          | 127     | 307     | 781       | 929       | 904       | 715       | 746       | 806       | 315       | 296       | 296       | 248       | 278       | 239       | 117       | 686       | 888       | 480       |

**COMPOSICIÓN DE LA CARTERA (COP)**  
Diciembre de 2009

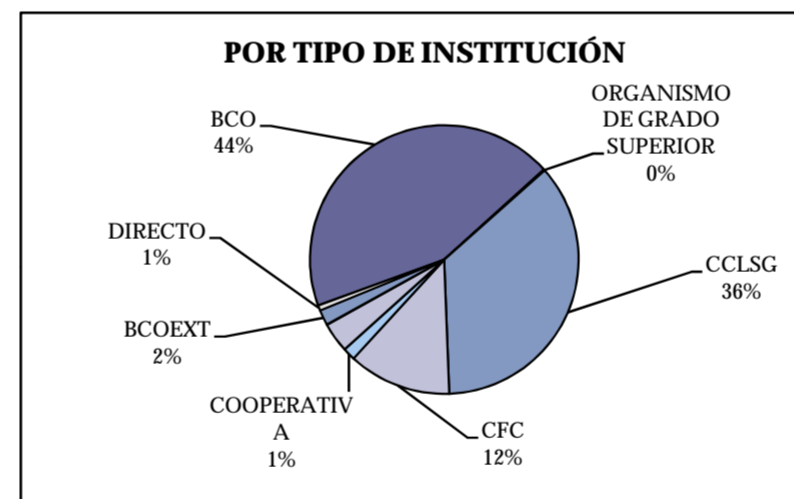
| POR SECTOR                             |                  |
|--|------------------|
| Agroindustria                          | 422.268          |
| Metalurgia, metalmec. y equip. eléc.   | 536.566          |
| Minerales                              | 86.181           |
| Otras manufacturas                     | 243.935          |
| Papel, cartón, editoriales e imprentas | 194.605          |
| Químico plástico y petróleo            | 664.800          |
| Servicios                              | 1.753.195        |
| Textiles, confecciones y cuero         | 385.908          |
| Servicios financieros                  | 578.543          |
| Comercio                               | 445.062          |
| Cesión de activos y pasivos            | 19               |
| <b>Total</b>                           | <b>5.311.083</b> |



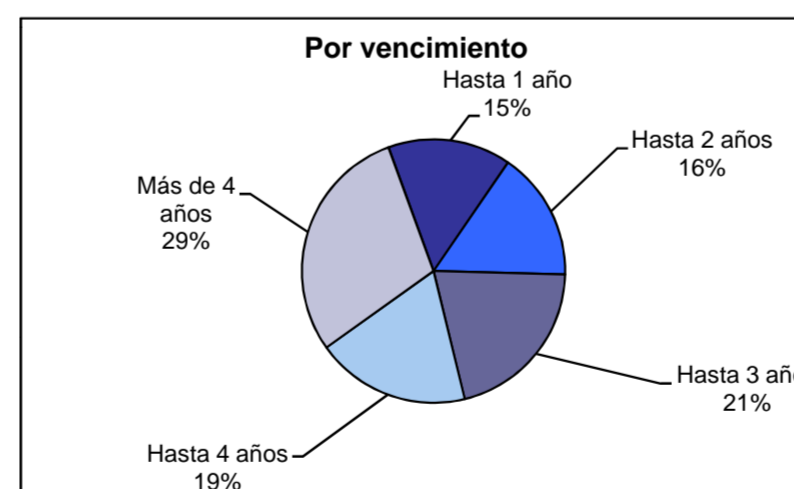
| POR PLAZO     |                  |
|---------------|------------------|
| Hasta 1 año   | 879.079          |
| Hasta 2 años  | 416.777          |
| Hasta 3 años  | 1.235.333        |
| Hasta 4 años  | 430.261          |
| Más de 4 años | 2.349.633        |
| <b>Total</b>  | <b>5.311.083</b> |

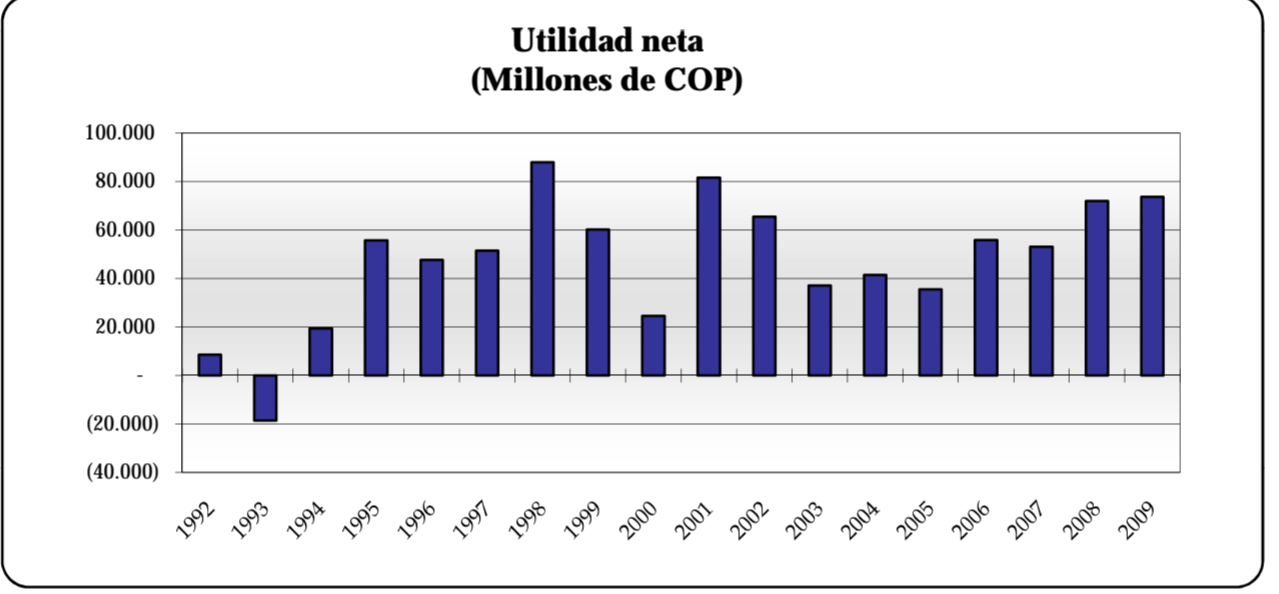
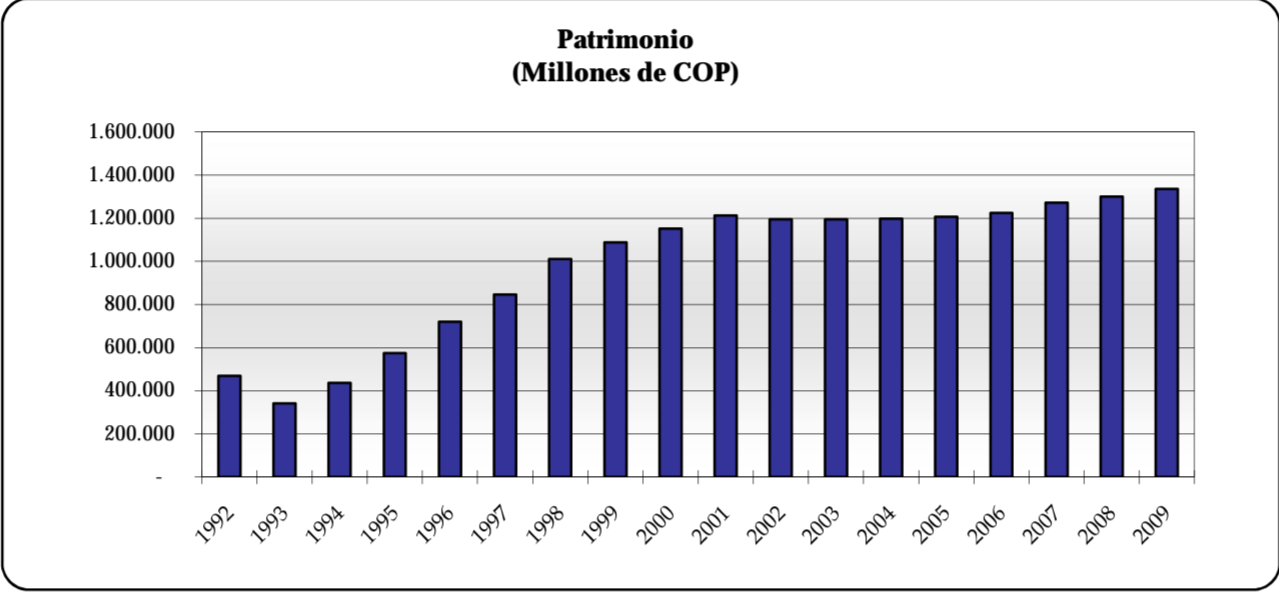
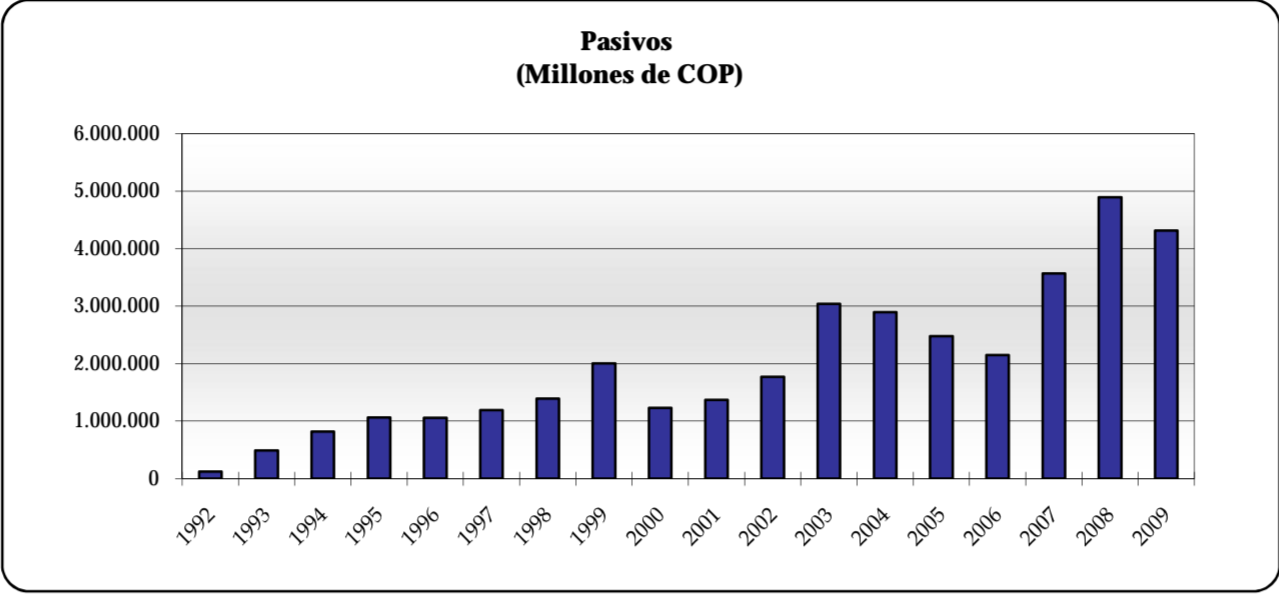
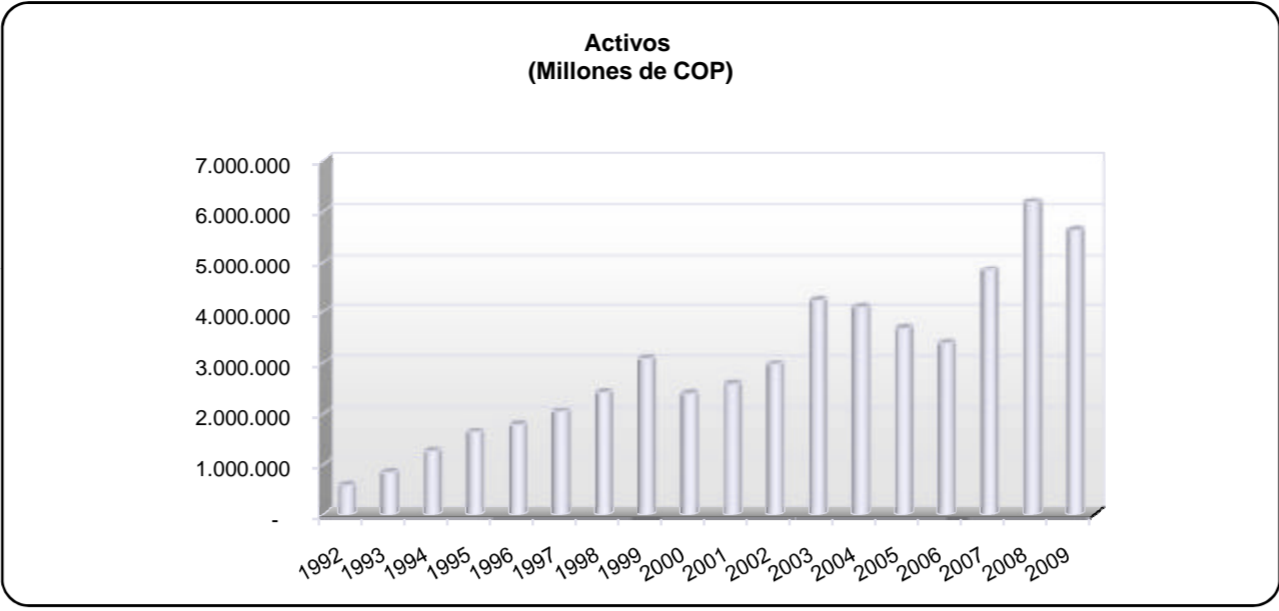


| POR TIPO DE INSTITUCIÓN     |                  |
|-----------------------------|------------------|
| BCO                         | 2.328.584        |
| ORGANISMO DE GRADO SUPERIOR | 8.250            |
| CCLSG                       | 1.909.597        |
| CFC                         | 659.735          |
| COOPERATIVA                 | 80.317           |
| ONG                         | 191.463          |
| BCOEXT                      | 99.207           |
| DIRECTO                     | 33.930           |
| <b>Total</b>                | <b>5.311.083</b> |



| POR VENCIMIENTO |                  |
|-----------------|------------------|
| Hasta 1 año     | 802.831          |
| Hasta 2 años    | 841.501          |
| Hasta 3 años    | 1.103.926        |
| Hasta 4 años    | 1.007.128        |
| Más de 4 años   | 1.555.697        |
| <b>Total</b>    | <b>5.311.083</b> |





**RESUMEN DE LOS RESULTADOS FINANCIEROS**  
(cifras en millones de pesos, excepto tasa de cambio)

|                              | 1992    | 1993     | 1994      | 1995      | 1996      | 1997      | 1998      | 1999      | 2000      | 2001      | 2002      | 2003      | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      |
|------------------------------|---------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Activos totales              | 589.375 | 832.318  | 1.252.625 | 1.637.682 | 1.776.286 | 2.040.216 | 2.402.324 | 3.090.608 | 2.381.903 | 2.582.666 | 2.962.846 | 4.232.701 | 4.093.933 | 3.683.792 | 3.373.776 | 4.840.382 | 6.193.406 | 5.649.341 |
| % de cambio                  |         | 41,22    | 50,50     | 30,74     | 8,46      | 14,86     | 17,75     | 28,65     | (22,93)   | 8,43      | 14,72     | 42,86     | (3,28)    | (10,02)   | (8,42)    | 43,47     | 27,95     | (8,78)    |
| Cartera                      | 539.342 | 708.163  | 1.143.434 | 1.524.189 | 1.579.159 | 1.863.597 | 2.156.463 | 2.915.525 | 2.190.129 | 2.489.312 | 2.900.104 | 3.807.384 | 3.750.268 | 3.257.838 | 2.878.347 | 4.459.855 | 5.705.166 | 5.311.083 |
| % de cambio                  |         | 31,30    | 61,46     | 33,30     | 3,61      | 18,01     | 15,72     | 35,20     | (24,88)   | 13,66     | 16,50     | 31,28     | (1,50)    | (13,13)   | (11,65)   | 54,95     | 27,92     | (6,91)    |
| Pasivos totales              | 120.170 | 491.512  | 816.192   | 1.063.934 | 1.056.730 | 1.193.484 | 1.392.275 | 2.003.360 | 1.229.464 | 1.370.366 | 1.767.832 | 3.038.316 | 2.896.056 | 2.477.783 | 2.148.777 | 3.568.305 | 4.893.877 | 4.313.110 |
| % de cambio                  |         | 309,01   | 66,06     | 30,35     | (0,68)    | 12,94     | 16,66     | 43,89     | (38,63)   | 11,46     | 29,00     | 71,87     | (4,68)    | (14,44)   | (13,28)   | 66,06     | 37,15     | (11,87)   |
| Patrimonio total             | 469.205 | 340.807  | 436.433   | 573.748   | 719.556   | 846.733   | 1.010.049 | 1.087.247 | 1.152.439 | 1.212.300 | 1.195.014 | 1.194.385 | 1.197.877 | 1.206.009 | 1.224.999 | 1.272.078 | 1.299.530 | 1.336.231 |
| % de cambio                  |         | (27,37)  | 28,06     | 31,46     | 25,41     | 17,67     | 19,29     | 7,64      | 6,00      | 5,19      | (1,43)    | (0,05)    | 0,29      | 0,68      | 1,57      | 3,84      | 2,16      | 2,82      |
| Utilidad ope. antes de prov. | 105.748 | 107.638  | 104.863   | 156.922   | 207.606   | 200.345   | 256.412   | 235.441   | 141.911   | 159.890   | 154.762   | 104.158   | 104.532   | 104.856   | 116.090   | 141.562   | 205.110   | 202.515   |
| % de cambio                  |         | 1,79     | (2,58)    | 49,65     | 32,30     | (3,50)    | 27,99     | (8,18)    | (39,73)   | 12,67     | (3,21)    | (32,70)   | 0,36      | 0,31      | 10,71     | 21,94     | 44,89     | (1,27)    |
| Utilidad antes de impuestos  | 11.925  | (11.516) | 23.947    | 63.105    | 74.860    | 74.098    | 126.459   | 100.276   | 44.017    | 105.847   | 91.303    | 62.990    | 67.547    | 61.552    | 81.991    | 65.656    | 84.978    | 87.419    |
| % de cambio                  |         | (196,57) | (307,95)  | 163,52    | 18,63     | (1,02)    | 70,66     | (20,70)   | (56,10)   | 140,47    | (13,74)   | (31,01)   | 7,23      | (8,88)    | 33,21     | (19,92)   | 29,43     | 2,87      |
| Utilidad neta                | 8.558   | (18.559) | 19.446    | 55.689    | 47.681    | 51.518    | 87.970    | 60.181    | 24.641    | 81.666    | 65.510    | 37.185    | 41.490    | 35.505    | 55.917    | 53.071    | 72.055    | 73.676    |
| % de cambio                  |         | (316,87) | 204,78    | 186,37    | (14,38)   | 8,05      | 70,75     | (31,59)   | (59,05)   | 231,42    | (19,78)   | (43,24)   | 11,58     | (14,43)   | 57,49     | (5,09)    | 35,77     | 2,25      |
| Tasa de cambio (COP/USD)     | 737,98  | 804,04   | 829,32    | 986,75    | 1.003,98  | 1.287,12  | 1.510,99  | 1.872,12  | 2.186,21  | 2.306,90  | 2.814,89  | 2.807,20  | 2.389,75  | 2.284,22  | 2.238,79  | 2.014,76  | 2.243,59  | 2.044,23  |