BANCOLOMBIA SA
Form 6-K
August 04, 2009

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UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION<br>Washington D.C. 20549<br>FORM 6-K<br>REPORT OF FOREIGN PRIVATE ISSUER<br>PURSUANT TO RULE 13a-16 OR 15d-16 OF<br>THE SECURITIES EXCHANGE ACT OF 1934<br>For the month of August, 2009.<br>Commission File Number 001-32535<br>Bancolombia S.A.<br>(Translation of registrant s name into English)<br>Cra. 48 \# 26-85<br>Medellín, Colombia<br>(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 p Form 40-F o
Indicate by check mark if the registrant is submitting the Form $6-\mathrm{K}$ in paper as permitted by Regulation S-T Rule 101(b)(1): o
Indicate by check mark if the registrant is submitting the Form $6-\mathrm{K}$ in paper as permitted by Regulation S-T Rule 101(b)(2): o
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 o No p
If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82- $\qquad$ _.

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# CONSOLIDATED FINANCIAL RESULTS <br> FOR THE QUARTER ENDED <br> JUNE 30, 2009 

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[^0]and its affiliates of which it owns, directly or indirectly more than $50 \%$ of the voting capital stock. These financial statements have been prepared in accordance with generally accepted accounting principles in Colombia and the regulations of Superintendency of Finance in
Colombia, collectively COL GAAP.
BANCOLOMBIA maintains accounting records in Colombian pesos, referred to herein as Ps. or COP . Certain monetary amounts, percentages and other figures included in this report have been subject to rounding adjustments. There have been no changes to the Bank sprincipal accounting policies in the quarter ended June 30, 2009. The statements of income for the quarter ended June 30, 2009 are not necessarily indicative of the results for any other future interim period. For more information, please refer to the Bank s filings with the Securities and

Exchange
Commission, which are available on the Commission s
website at
www.sec.gov.
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 21E 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. Certain monetary amounts, percentages and other figures included in this report have been subject to rounding adjustments.
Any reference to BANCOLOMBIA means the Bank together with its affiliates, unless otherwise specified.
Representative Market Rate: July 1, 2009 COP. 2,145.21= US\$ 1 Average Representative Market Rate 1H09 COP $2,326.40=$ US $\$$

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## 1. SUMMARY

Bancolombia S.A. ( BANCOLOMBIA or the Bank ) reports consolidated net income of 253.1 billion Colombian pesos ( COP ) for the quarter ended June 30, 2009 ( 2 Q 09 ) or COP 321.29 per share-U.S. $\$ 0.60$ per ADR. For the first six months of 2009, ( 1 H 09 ) net income totaled COP 564.2 billion, decreasing $10.3 \%$ as compared to the first six months of 2008 ( 1 H 08 ).
During 2Q09, BANCOLOMBIA maintained its strong balance sheet. The Bank reserves for loan losses represented $5.2 \%$ of total loans by the end of 2Q09 while coverage, measured by the ratio of allowances for loans and accrued interest losses to past due loans (overdue more than 30 days), increased to $137.3 \%$ in 2Q09. On the other hand, past due loans ratio improved, decreasing from $4.0 \%$ in 1Q09 to $3.9 \%$ by the end of 2Q09.
Driven primarily by corporate lending, BANCOLOMBIA experienced loan growth in COP denominated loans during 2Q09, increasing $5 \%$ and $17 \%$ as compared to the end of the quarter ended March 31, 2009 ( 1 Q 09 ) and the quarter ended June 30, 2008 ( 2Q08 ) respectively. Likewise, deposits continued their positive performance reaching COP 42,888 billion as of June 30,2009 , representing an increase of $24 \%$ as compared to 2 Q 08 , while the ratio of net loans to deposits (including borrowings from development banks) remained stable at $92 \%$ at the end of 2Q09.
In 2Q09 net interest income decreased $6 \%$ as compared to 1 Q 09 as the Bank experienced margin compression driven by the rapid decrease in interest rates in Colombia; the weighted average of the interest rates for 90 day CDs offered by the Colombian financial system ( DTF ) felt 259 basis points during the quarter. As a result, the Bank s net interest margins compressed as a significant portion of BANCOLOMBIA s loan portfolio is indexed to DTF.
In addition, the Bank s non-interest income was mixed during 2Q09:
Net fees and income from services continued its positive performance reaching a record COP 379.7 billion for 2 Q 09 , representing an increase of $27.0 \%$ as compared to 2 Q 08 .

Other operating income amounted to COP 20 billion, decreasing $89.8 \%$ as compared to 2 Q 08 due to the negative impact in the line item of income from derivative financial instruments caused by a COP 62.9 billion non-recurring charge during 2 Q 09 , related to rule changes concerning valuation methodologies for derivative instruments established by the Colombian regulator. The Bank notes that it finished amortizing the reduction in the carrying value of derivatives in 2 Q 09 . For further information about non-recurring events please see Section 2.1 Effect of non-recurring items in results of this report. The Bank s results were impacted by high credit cost as net provision charges totaled COP 345.0 billion in 2Q09, an increase of $43 \%$ as compared to 2Q08, although stable as compared to the COP 339.9 billion provision charges for 1Q09. In addition, operating expenses totaled COP 681.3 billion, decreasing for the second consecutive quarter (down $5 \%$ as compared to 1Q09).
Overall, the annualized return on average shareholders equity ( ROE ) for 2 Q 09 is $16.5 \%$ while the ROE for the first six months of 2009 is $18.2 \%$.
Shareholders equity amounted to COP 6,213 billion by the end of 2Q09 while capital adequacy (tier $1+2$ capital ratio) finished at $12.94 \%$ in 2Q09, up from $12.73 \%$ in 1 Q 09 .

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BANCOLOMBIA: Summary of consolidated financial quarterly results ${ }^{2}$.
CONSOLIDATED BALANCE SHEET
AND INCOME STATEMENT

|  |  |  |  | 2Q 09 / | 2Q 09 / |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (COP millions) | 2Q 08 | $\mathbf{1 Q} \mathbf{0 9}$ | 2Q 09 | $\mathbf{1 Q ~ 0 9}$ | $\mathbf{2 Q ~ 0 8}$ |
| ASSETS |  |  |  |  |  |
| Loans and financial leases, net | $37,710,491$ | $43,492,984$ | $42,383,700$ | $-2.55 \%$ | $12.39 \%$ |
| Investment securities, net | $6,168,070$ | $8,268,653$ | $7,549,268$ | $-8.70 \%$ | $22.39 \%$ |
| Other assets | $10,432,007$ | $13,182,624$ | $13,334,336$ | $1.15 \%$ | $27.82 \%$ |
|  |  |  |  |  |  |
| Total assets | $\mathbf{5 4 , 3 1 0 , 5 6 8}$ | $\mathbf{6 4 , 9 4 4 , 2 6 1}$ | $\mathbf{6 3 , 2 6 7 , 3 0 4}$ | $\mathbf{- 2 . 5 8 \%}$ | $\mathbf{1 6 . 4 9 \%}$ |

LIABILITIES AND
SHAREHOLDERS EQUITY
Deposits
Non-interest bearing
Interest bearing
Other liabilities
Total liabilities
Shareholders equity

| $\mathbf{3 4 , 5 3 8 , 3 5 4}$ | $\mathbf{4 3 , 5 1 5 , 1 8 9}$ | $\mathbf{4 2 , 8 8 8 , 3 5 6}$ | $\mathbf{- 1 . 4 4 \%}$ | $\mathbf{2 4 . 1 8 \%}$ |
| ---: | ---: | ---: | ---: | ---: |
| $4,764,975$ | $5,071,172$ | $5,008,486$ | $-1.24 \%$ | $5.11 \%$ |
| $29,773,379$ | $38,444,017$ | $37,879,870$ | $-1.47 \%$ | $27.23 \%$ |
| $\mathbf{1 4 , 4 8 0 , 4 6 4}$ | $\mathbf{1 5 , 3 5 0 , 8 2 4}$ | $\mathbf{1 4 , 1 6 5 , 4 5 9}$ | $\mathbf{- 7 . 7 2 \%}$ | $\mathbf{- 2 . 1 8 \%}$ |
| $\mathbf{4 9 , 0 1 8 , 8 1 8}$ | $\mathbf{5 8 , 8 6 6 , 0 1 3}$ | $\mathbf{5 7 , 0 5 3 , 8 1 5}$ | $\mathbf{- 3 . 0 8 \%}$ | $\mathbf{1 6 . 3 9 \%}$ |
| $5,291,750$ | $6,078,248$ | $6,213,489$ | $2.22 \%$ | $17.42 \%$ |
|  |  |  |  |  |
| $\mathbf{5 4 , 3 1 0 , 5 6 8}$ | $\mathbf{6 4 , 9 4 4 , 2 6 1}$ | $\mathbf{6 3 , 2 6 7 , 3 0 4}$ | $\mathbf{- 2 . 5 8 \%}$ | $\mathbf{1 6 . 4 9 \%}$ |


| Interest income | $1,494,665$ | $1,790,817$ | $1,652,790$ | $-7.71 \%$ | $10.58 \%$ |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Interest expense | 636,839 | 805,646 | 726,356 | $-9.84 \%$ | $14.06 \%$ |
| Net interest income | $\mathbf{8 5 7 , 8 2 6}$ | $\mathbf{9 8 5 , 1 7 1}$ | $\mathbf{9 2 6 , 4 3 4}$ | $\mathbf{- 5 . 9 6 \%}$ | $\mathbf{8 . 0 0 \%}$ |
| Net provisions | $(241,685)$ | $(339,913)$ | $(344,957)$ | $1.48 \%$ | $42.73 \%$ |
| Fees and income from service, net | 298,984 | 367,047 | 379,719 | $3.45 \%$ | $27.00 \%$ |
| Other operating income | 195,761 | 126,372 | 20,025 | $-84.15 \%$ | $-89.77 \%$ |
| Total operating expense | $(609,566)$ | $(716,667)$ | $(681,306)$ | $-4.93 \%$ | $11.77 \%$ |
| Goodwill amortization | $(10,497)$ | $(20,193)$ | $(18,104)$ | $-10.35 \%$ | $72.47 \%$ |
| Non-operating income, net | 29,883 | 27,181 | 24,920 | $-8.32 \%$ | $-16.61 \%$ |
| Income tax expense | $(145,359)$ | $(117,873)$ | $(53,608)$ | $-54.52 \%$ | $-63.12 \%$ |
|  |  |  |  |  |  |
| Net income | $\mathbf{3 7 5 , 3 4 7}$ | $\mathbf{3 1 1 , 1 2 5}$ | $\mathbf{2 5 3 , 1 2 3}$ | $\mathbf{- 1 8 . 6 4 \%}$ | $\mathbf{- 3 2 . 5 6 \%}$ |


|  | Quarter |  |  | As of |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| PRINCIPAL RATIOS | 2Q08 |  | 1Q09 | 2Q09 | Jun-08 |  | Jun-09

Operating expenses to net operating income Operating expenses to average total assets
CAPITAL ADEQUACY
Shareholders equity to total assets
Technical capital to risk weighted assets
KEY FINANCIAL HIGHLIGHTS

| Net income per ADS (USD) | 0.99 | 0.62 | 0.60 | 1.66 | 1.34 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net income per share \$COP $^{\text {P/BV ADS }}{ }^{(4)}$ | 476.43 | 394.92 | 321.29 | 798.68 | 716.21 |
| P/BV Local $^{(5)}(6)$ | 2.24 | 1.61 | 2.07 |  |  |
| P/E $^{(7)}$ | 2.12 | 1.58 | 2.08 |  |  |
| ADR price $^{(8)}$ | 7.62 | 7.77 | 12.75 |  |  |
| Common price $^{(8)}$ | 31.30 | 19.47 | 30.50 |  |  |
| Shares outstanding $^{(9)}$ | 14,220 | 12,220 | 16,400 |  |  |
| US Dollar exchange rate | $787,827,003$ | $787,827,003$ | $787,827,003$ |  |  |
| (quarter end) |  |  |  |  |  |
|  | $1,923.02$ | $2,544.24$ | $2,145.21$ |  |  |

(1) Defined as net interest income divided by monthly average interest-earning assets.
(2) Net income
divided by monthly average assets.
(3) Net income divided by monthly average shareholders equity.
(4) Defined as ADS price divided by ADS book value.
(5) Defined as share price divided by share book value.

| $45.84 \%$ | $49.84 \%$ | $52.74 \%$ | $47.12 \%$ | $51.21 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $4.72 \%$ | $4.61 \%$ | $4.37 \%$ | $4.67 \%$ | $4.50 \%$ |
|  |  |  |  |  |
| $9.74 \%$ | $9.36 \%$ | $9.82 \%$ |  |  |
|  |  |  |  |  |
| $11.82 \%$ | $12.73 \%$ | $12.94 \%$ |  |  |
|  |  |  |  | 1.34 |
| 0.99 | 0.62 | 0.60 | 1.66 | 716.21 |
| 476.43 | 394.92 | 321.29 | 798.68 |  |
| 2.24 | 1.61 | 2.07 |  |  |
| 2.12 | 1.58 | 2.08 |  |  |
| 7.62 | 7.77 | 12.75 |  |  |
| 31.30 | 19.47 | 30.50 |  |  |
| 14,220 | 12,220 | 16,400 |  |  |
| $787,827,003$ | $787,827,003$ | $787,827,003$ |  |  |
| $1,923.02$ | $2,544.24$ | $2,145.21$ |  |  |

(6) Share prices on the Colombian
Stock
Exchange.
(7) Defined as market
capitalization divided by annualized quarter results.
(8) Prices by the end of the respective quarter.
(9) Common and preferred.

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## 2. CONSOLIDATED BALANCE SHEET

### 2.1. Assets

As of June 30, 2009, BANCOLOMBIA s assets totaled COP 63,267 billion, representing a decrease of $3 \%$ as compared to the end of 1 Q 09 and an increase of $17 \%$ as compared to the end of 2 Q 08 . Assets denominated in currencies other than COP (primarily U.S. dollars) represented $27 \%$ of total assets (or U.S. 7.9 billion) by the end of 2Q09. The $16 \%$ appreciation of the COP against the U.S. dollar during 2Q09 affected the COP conversion of assets denominated in currencies other than COP and accounted for the $3 \%$ decrease in the Bank s assets at the end of 2Q09. Asset structure remained stable during 2Q09: net loans and financial leases accounted for $67.0 \%$ of assets, representing no change as compared to the previous quarter, while net investments securities decreased to $11.9 \%$ from $12.7 \%$, and cash and equivalents increased to $10.7 \%$ from $10.0 \%$ as compared to 1Q09.

### 2.1.1 Loan Portfolio

As of June 30, 2009, BANCOLOMBIA s gross loans totaled COP 44,714 billion, decreasing $2 \%$ as compared to 1Q09 and increasing $14 \%$ as compared to 2 Q08. As of June 30, 2009 U.S. dollar denominated loans represented $25 \%$ of the loan portfolio; therefore, COP appreciation also had a significant impact on the COP conversion of the U.S. dollar denominated loans.
During 2Q09, BANCOLOMBIA maintained a strong balance sheet through the adequate coverage of its loan portfolio. For further explanation regarding coverage of the loan portfolio, please see Section 3 Asset Quality \& Balance Sheet Strength of this report.
Overall, BANCOLOMBIA maintained its position as leader in the Colombian and Salvadorian markets in 2Q09. According to ASOBANCARIA (Colombia s national banking association), BANCOLOMBIA s gross loans market share of the Colombian financial system as of June 2009 was $21.8 \%$, favorably compared to the $21.2 \%$ market share the firm had by the end of 2Q08. Likewise, according to ABANSA (El Salvador s national banking association), Banco Agricola, Bancolombia s subsidiary in El Salvador, had a market share of $30.2 \%$ of Salvadorian gross loans as of June 30, 2009, increasing significantly from the $28.5 \% \%$ market share at the end of 2Q08.

## Peso denominated lending activity and loan portfolio

Last quarter was a dynamic period for lending activity for COP denominated loans which account for $75 \%$ of total loans, representing an increase of $5 \%$ and $17 \%$ as compared to the figures presented at the end of 1Q9 and 2Q08, respectively. Loan growth was driven by commercial loans which increased $9 \%$ during 2Q09, and was slightly off-set by consumer loans which decreased $2 \%$ during 2Q09. Loan growth in 2Q09 was driven to a large extent by loans in the oil \& gas sector, infrastructure development, commercial electricity generation and telecommunications.
Mortgage loans presented no significant growth in 2Q09 and increased $0.4 \%$ when accounting for securitized mortgage loans (BANCOLOMBIA securitized COP 259.9 billion of mortgage loans in the local market in 2Q09). However, mortgage applications increased as a result of the Colombian government s housing subsidy program that was implemented in April 09 and also by lower long-term interest rates in Colombia. The housing subsidy consists of interest rate relief (paid by the Colombian Government directly to mortgage lenders) ranging from 3 to 5 percentage points deducted from the total interest rate (depending on the size of the mortgage). The housing subsidy is only applicable for the purchase of new houses, has a time frame of 7 years from disbursement and is not cumulative with other housing subsidies.

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## U.S. dollar denominated lending activity

U.S. dollar denominated lending remained weak, reflecting a lower demand for credit in the Bank soff-shore subsidiaries (explained by lower international trade flows from our clients) and a lower economic environment in El Salvador. Net.net, loans amounted to U.S. $\$ 5.2$ billion by the end of 2Q09, decreasing $5.1 \%$ as compared to 2Q08. The following table summarizes BANCOLOMBIA S total loan portfolio:

| LOAN PORTFOLIO |  | As of |  |  | wth |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (COP millions) | 30-Jun-08 | 31-Mar-09 | 30-Jun-09 | Jun-09/Mar-09 | Jun-09/Jun-08 |
| CORPORATE |  |  |  |  |  |
| Working capital loans | 16,147,393 | 19,912,726 | 20,480,489 | 2.85\% | 26.83\% |
| Loans funded by domestic development banks | 983,613 | 1,139,681 | 754,878 | -33.76\% | -23.25\% |
| Trade Financing | 993,021 | 1,759,618 | 1,536,181 | -12.70\% | 54.70\% |
| Overdrafts | 227,848 | 106,149 | 108,467 | 2.18\% | -52.40\% |
| Credit Cards | 43,414 | 45,081 | 38,577 | -14.43\% | -11.14\% |
| TOTAL CORPORATE | 18,395,289 | 22,963,255 | 22,918,592 | -0.19\% | 24.59\% |
| RETAIL AND SMEs |  |  |  |  |  |
| Working capital loans | 3,913,770 | 4,180,779 | 4,139,241 | -0.99\% | 5.76\% |
| Personal loans | 3,982,508 | 4,390,615 | 4,009,022 | -8.69\% | 0.67\% |
| Loans funded by domestic development banks | 807,006 | 887,381 | 841,001 | -5.23\% | 4.21\% |
| Credit Cards | 2,220,956 | 2,495,335 | 2,409,140 | -3.45\% | 8.47\% |
| Overdrafts | 306,272 | 300,937 | 305,275 | 1.44\% | -0.33\% |
| Automobile loans | 1,358,355 | 1,313,282 | 1,228,467 | -6.46\% | -9.56\% |
| Trade Financing | 96,566 | 119,932 | 98,344 | -18.00\% | 1.84\% |
| TOTAL RETAIL AND SMEs | 12,685,433 | 13,688,261 | 13,030,490 | -4.81\% | 2.72\% |
| MORTGAGE | 3,149,911 | 3,521,499 | 3,271,842 | -7.09\% | 3.87\% |
| FINANCIAL LEASES | 5,096,379 | 5,670,912 | 5,492,600 | -3.14\% | 7.77\% |
| Total loans and financial |  |  |  |  |  |
| leases | 39,327,012 | 45,843,927 | 44,713,524 | -2.47\% | 13.70\% |
| Allowance for loan losses and |  |  |  |  |  |
| financial leases | (1,616,521) | $(2,350,943)$ | $(2,329,824)$ | -0.90\% | 44.13\% |
| Total loans and financial |  |  |  |  |  |
| leases, net | 37,710,491 | 43,492,984 | 42,383,700 | -2.55\% | 12.39\% |

### 2.1.2. Investment Portfolio

As of June 30, 2009, BANCOLOMBIA s net investment securities amounted to COP. 7,549 billion, representing a 9\% decrease as compared to the end of 1 Q 09 , and an increase of $22 \%$ as compared to the figures at the end of 2 Q 09 . Net investment securities are primarily investments in debt securities, which represented $98 \%$ of BANCOLOMBIA s net investment securities portfolio at the end of 2Q09 and $11.6 \%$ of total assets, down from $12.4 \%$ of assets represented at the end of 1Q09.

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### 2.2. Funding

As of June 30, 2009, BANCOLOMBIA s liabilities reached COP 57,054 billion, decreasing 3\% as compared to 1Q09 and increasing $16 \%$ as compared to 2Q08.
As a result of an expansionist monetary policy, the Colombian monetary market s liquidity has remained adequate allowing the local capital markets to function properly. In fact, local bond issuances activity continued to be dynamic during 2Q09. During the first half of 2009 new corporate bonds issued in the local market accounted for COP 5.8 trillion, an amount approximately three times greater than that corresponding to bonds issued in the local market during 1 H 08 .
Regardless of the type of currency, the Bank has maintained a solid liquidity position. In particular, the Bank continued to experience deposit growth in 2Q09, with deposits totaling COP 42,888 billion, an increase of COP 8,350 billion, or $24 \%$ as compared to 2 Q 08 . COP denominated deposits, $71 \%$ of BANCOLOMBIA s total deposits, increased $1 \%$ and $22 \%$ as compared to 1 Q 09 and 2Q08 respectively. During the last year, the Bank increased its market share of deposits within Colombia s banking system from $18.5 \%$ in June 2008 to $19.7 \%$ in June 2009. In El Salvador, through its subsidiary Banco Agricola, the Bank increased its market share of deposits from $29.8 \%$ in June 2008 to $31.1 \%$ in June 2009.
With regard to the funding mix, non-interest bearing deposits decreased $1 \%$ over 2Q09 reaching COP 5,008 billion. On a yearly basis, non-interest bearing deposits increased $5 \%$ from the figure presented at the end of 2Q08. On the other hand, interest bearing deposits decreased $1 \%$ during 2 Q 09 as compared to 1 Q 09 . Overall, time deposits slightly decreased their relative size in the funding mix to $50 \%$ from $51 \%$ in 1Q09, while demand deposits increased to $49 \%$ from $48 \%$ at the end of 1 Q09.
U.S. dollar denominated deposits continued to grow, increasing $10 \%$ in 2Q09 as compared to 1 Q 09 (measured in U.S. dollars), as the Bank s off-shore banking franchises continue to benefit from underlying growth, particularly from increasing client fund inflows and deposit growth in El Salvador. As a result of the solid performance of U.S. dollar denominated deposits, U.S. dollar interbank borrowings decreased 39\% in 2Q09 as compared to 1Q09, while U.S. dollar denominated borrowing from domestic development banks decreased $43 \%$ in the same period.
Overall, as a result of the growth of deposits, the Bank s liabilities structure has changed in the last year. As of June 30, 2009, deposits represented $75 \%$ of total liabilities, up from $70 \%$ at the end of 2 Q 08 , while the ratio of net loans to deposits (including borrowings from development banks) remained stable at $92 \%$ at the end of 2Q09. On the other hand, liabilities in the form of bonds or notes amounted to COP 3,894 billion, a decrease of $2 \%$ as compared to 1Q09 while borrowing from domestic development banks and interbank borrowings line items decreased $11 \%$.

## Deposits Mix

| COP Millions | Jun-08 | Mar-09 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Checking accounts | $5,892,512$ | $17.06 \%$ | $7,285,850$ | $16.74 \%$ | $6,878,151$ | $16.04 \%$ |
| Time deposits | $16,097,667$ | $46.61 \%$ | $22,165,667$ | $50.94 \%$ | $21,508,359$ | $50.15 \%$ |
| Savings deposits | $12,150,236$ | $35.18 \%$ | $13,644,258$ | $31.36 \%$ | $14,133,895$ | $32.96 \%$ |
| Others | 397,939 | $1.15 \%$ | 419,414 | $0.96 \%$ | 367,951 | $0.86 \%$ |
|  |  |  |  |  |  |  |
| Total deposits | $\mathbf{3 4 , 5 3 8 , 3 5 4}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{4 3 , 5 1 5 , 1 8 9}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{4 2 , 8 8 8 , 3 5 6}$ | $\mathbf{1 0 0 . 0 0 \%}$ |

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### 2.3. Shareholders equity and regulatory capital

Shareholders equity amounted to COP 6,213 billion at the end of 2 Q 09 , increasing from $\operatorname{COP} 6,078$ billion at the end of 1 Q 09 , driven primarily by the quarter s results. On a yearly basis, shareholders equity increased $17.4 \%$ as compared to the end of 2 Q 08 .
During 2Q09, the Bank s capital adequacy slightly increased. Capital adequacy (tier $1+2$ capital ratio) finished 2Q09 at $12.9 \%$, up from $12.7 \%$ in 1Q09. Basic capital (tier 1) ratio at the end of 2 Q 09 was $10.0 \%$ while additional capital (tier 2) ratio was $2.9 \%$.

## CECHNICAL CAPITAL RISK WEIGHTED ASSETS

| Consolidated (COP millions) | Jun-08 | \% | Mar-09 | \% | Jun-09 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3asic capital (Tier I) | 4,569,691 | 9.49\% | 5,544,550 | 9.62\% | 5,540,492 | 9.990 |
| Additional capital (Tier II) | 1,122,139 | 2.33\% | 1,792,719 | 3.11\% | 1,632,250 | 2.940 |
| Technical capital (1) | 5,691,830 | 11.82\% | 7,337,270 | 12.73\% | 7,172,742 | $12.94 \%$ |
| Risk weighted assets included market risk | 48,139,875 |  | 57,657,657 |  | 55,434,962 |  |
| CAPITAL ADEQUACY ${ }^{(2)}$ | 11.82\% |  | 12.73\% |  | 12.94\% |  |

(1) Technical capital is the sum of basic and additional capital.
(2) Capital
adequacy is technical capital divided by risk weighted assets.

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## 3. INCOME STATEMENT

BANCOLOMBIA reported net income of COP 253.1 billion for the quarter ended June 30, 2009 (COP 321.29 per share or U.S. $\$ 0.60$ per ADR) representing a decrease of $19 \%$ as compared to 1 Q 09 and a decrease of $33 \%$ as compared to 2 Q 08 . The results are primarily explained by lower revenues (lower other operating income and net interest income, though slightly off-set by the good performance of fees) and provisions charges that remained high during 2Q09. On the positive side, operating expenses decreased $5 \%$ in 2Q09 as compared to 1Q09 and the Bank finished amortizing the reduction in the carrying value of derivatives during 2 Q 09 , relating to rule changes concerning valuation methodologies for derivative instruments established by the Colombian regulator.
For the 1 H 09 , net income totaled COP 564.2 billion, decreasing $10.3 \%$ as compared to the 1 H 08 .
ROE for 2Q09 is $16.5 \%$ while the ROE for the first six months of 2009 is $18.2 \%$.

### 3.1. Effect of non-recurring items in results

The Bank s results in 2Q09 and 2Q08 presented significant non-recurring items that affect the comparison basis between periods. The following is a summary of the most representative non-recurring events.
Other operating income line item was impacted by:
A positive non-recurring impact in the line item of sales of equity securities in 2 Q 08 , as the Bank recorded gains on sales of investment securities of COP 37.1 billion related to the sale of its interest in Multienlace S.A.
A negative impact on the line item of income from derivative financial instruments in 2Q09 by a COP 62.9 billion charge related to rule changes concerning valuation methodologies for derivative instruments established by the Colombian regulator. As previously noted, the Bank finished amortizing the reductions related to such regulatory changes in 2 Q 09 .
In 2Q08, the Bank recorded non operating income of COP 26.1 billion related to the compensation received in connection with the membership rights recognized by Visa International Service Association (Visa International ) as a result of the initial public offering of VISA Inc.

### 3.2. Net Interest Income

During 2Q09, interest on loans reached COP 1,306 billion, decreasing $6 \%$ as compared to 1 Q 09 , due to lower interest rates in the loan portfolio as a result of the decreasing interest rates environment in Colombia. During the last few months, the Colombian Central Bank has continued its expansionist monetary cycle in an effort to support economic activity in the current economic slowdown and due to a more favorable inflationary outlook for 2009. Specifically, the Colombian Central Bank s overnight lending decreased 550 basis points since December 2008, of which 250 basis points were cut in 2Q09. By the end of 2Q09 the Colombian Central Bank s overnight lending rate was $4.5 \%$. The DTF has followed suit, falling 259 basis points during 2Q09 and reaching $5.54 \%$ in the week of June 29, 2009. Such a decrease in rates impacts a significant portion of BANCOLOMBIA s loan portfolio that is indexed to DTF. On a yearly basis, interest on loans increased COP 131.8 billion in 2Q09, or $11.2 \%$ as compared to COP 1,174 billion recorded in 2Q08.

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Interest on financial leases reached COP 191.7 billion, decreasing 10.5\% as compared to 1Q09 and increasing $1.6 \%$ as compared to 2Q08.
Interest on investment securities amounted to COP 137.7 billion, decreasing $10.6 \%$ in 2Q09 as compared to 1Q09 and increasing $1.6 \%$ as compared to 2 Q 08 , driven by a more stable performance in the valuation of bonds in Colombia and a smaller average debt securities portfolio held during 2Q09.
Overall, total interest income was COP 1,653 billion during 2 Q 09 , decreasing $8 \%$ as compared to 1 Q 09 , while interest expense was COP 726.4 billion, decreasing $10 \%$ as compared to the previous quarter. Consequently, net interest income for 2Q09 totaled COP. 926.4 billion, decreasing $6 \%$ as compared to the previous quarter but $8 \%$ higher than net interest income for 2Q08. As a result of decreasing interest rates and their net effect in the net interest income, net interest margin was $6.7 \%$ for 2Q09, down from the $7.1 \%$ for 1 Q 09 .

### 3.3. Fees and Income from Services

During 2Q09 net fees and income from services continued to perform well totaling COP 379.7 billion, which represents an increase of $3.5 \%$ as compared to 1 Q 09 and $27.0 \%$ as compared to 2 Q 08 . Net fees and income from services were driven primarily by the solid performance of credit and debit card annual fees, fiduciary activities, commission from banking and other services and collection and payments fees.
In particular, credit and debit card annual fees were COP 137.3 billion, up $27 \%$ from 2Q08. Fees related to fiduciary activities outperformed its solid 1Q09 results reaching COP 42.7 billion, up $10 \%$ as compared to 1Q09, and almost doubling the results for 2Q08 (an increase of 93\%). Commissions from banking services and other services were COP 69.0 billion, up $21 \%$ as compared with 2Q08. Collections and payments fees were COP 45.9 billion, increasing $19 \%$ as compared to 2 Q 08 . Branch network services were COP 26.8 billion, up $7 \%$ from 2Q08. Pension plan administration fees were COP 25.3 billion, up $32 \%$ as compared to 2 Q 08 . The remaining fee categories: checking, electronic services and ATM, international operations, brokerage, credit card merchant, check remittances fees had aggregated revenue of COP 69.5 billion, decreasing $9 \%$ as compared to 2Q08.
Fees and other service related expenses totaled COP 36.8 billion in 2Q09, increasing $9.2 \%$ as compared to 1 Q 09 . On a yearly basis, fees and other service expenses decreased COP 10.7 billion, or $22.6 \%$ as compared to 2Q08. The following table summarizes BANCOLOMBIA s participation in the credit card business in Colombia:

| ACCUMULATED CREDIT CARD BILLING |  |  | $\%$ | Market |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  | Share |
| (COP millions) | $31 / 06 / 2008$ | $31 / 06 / 2009$ | Growth | $8.24 \%$ |
| Bancolombia VISA | 807,371 | 845,281 | $4.70 \%$ | $10.96 \%$ |
| Bancolombia Mastercard | $1,055,566$ | $1,124,231$ | $6.51 \%$ | $7.98 \%$ |
| Bancolombia American Express | 691,620 | 818,916 | $18.41 \%$ | $\mathbf{2 7 . 1 8 \%}$ |
| Total Bancolombia | $\mathbf{2 , 5 5 4 , 5 5 7}$ | $\mathbf{2 , 7 8 8 , 4 2 7}$ | $\mathbf{9 . 1 6 \%}$ |  |
| Colombian Credit Card Market |  |  |  | $3.32 \%$ |

Source: Credibanco y Redeban multicolor

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| CREDIT CARD MARKET SHARE |  |  | $\%$ | Market |
| :--- | ---: | ---: | ---: | ---: |
| (Outstanding credit cards) | $31 / 06 / 2008$ | $31 / 06 / 2009$ | Growth | Share |
| Bancolombia VISA | 305,780 | 306,966 | $0.39 \%$ | $5.87 \%$ |
| Bancolombia Mastercard | 361,480 | 365,572 | $1.13 \%$ | $6.99 \%$ |
| Bancolombia American Express | 273,378 | 324,541 | $18.72 \%$ | $6.20 \%$ |
| Total Bancolombia | $\mathbf{9 4 0 , 6 3 8}$ | $\mathbf{9 9 7 , 0 7 9}$ | $\mathbf{6 . 0 0 \%}$ | $\mathbf{1 9 . 0 5 \%}$ |
|  |  |  |  |  |
| Colombian Credit Card Market | $5,265,859$ | $5,232,858$ | $-0.63 \%$ |  |

## Source: Credibanco y Redeban multicolor

### 3.4. Other Operating Income

Total other operating income totaled COP 20.0 billion for 2 Q 09 , decreasing $84.2 \%$ as compared to 1 Q 09 and $89.8 \%$ as compared to 2 Q 08 . As explained, the other operating income line item was substantially affected by non-recurring events in 2Q09 and 2Q08, thereby affecting the comparison basis between periods. Please refer to Section 2.1. Effect of non-recurring items in results of this report for an explanation of these events.
The combined revenue related to net foreign exchange gains and derivative financial instruments totaled a negative COP 60.2 billion in 2Q09, decreasing COP 79.4 billion as compared to 1Q09 and COP 136.8 billion as compared to 2Q08. In particular, this combined revenue was impacted by the adoption during the second half of 2008 of certain rule changes concerning valuation methodologies for derivative instruments. These changes in valuation methodologies of derivatives were required by external circulars $025,030,044$ and 063 issued by the Colombian Superintendency of Finance and resulted in a reduction in the carrying value of derivatives which negatively impacted the income from derivative financial instruments in COP 62.9 billion during 2Q09.
Communication, postage, rent and others (primarily comprising income related to operating leases and commercial discounts) totaled COP 38.4 billion in 2Q09, representing an increase of $44 \%$ as compared to 2Q08. Dividend income, primarily obtained from investments in non-subsidiaries totaled COP 4.2 billion, decreasing from COP 16.6 billion in 2Q08.
The remaining other operating income categories (i.e. gains(losses) on sales of investments on equity securities, securitization income, revenues from commercial subsidiaries and insurance income) had an aggregated revenue of COP 37.6 billion, decreasing COP 16.5 billion, or $31 \%$ as compared to 1 Q 09 due to lower insurance income during 2Q09. On a yearly basis, the remaining other operating income categories decreased COP 39.0 billion, or $51 \%$ as compared to 2Q08 due to the lower gains on sales of equity securities as in 2 Q 08 there was a positive non-recurring impact in such line item in connection with the Bank s recorded gains on sales of investment securities of COP 37.2 billion related to the sale of interest in Multienlace S.A.

### 3.5. Provision charges

Provision charges totaled COP 345.0 billion in 2Q09, a $1.5 \%$ increase as compared to COP 339.9 billion for 1 Q 09 . On a relative basis, annualized provision charges for 2Q09 represented $3.1 \%$ of average loans, a slight increase from 3.0\% in 1Q09.
For an explanation of the trends driving the current level of provisions charges, please see Section 4 Asset Quality \& Balance Sheet Strength of this report.

### 3.6. Operating expenses

During 2Q09, operating expenses totaled COP 681.3 billion, decreasing $5 \%$ as compared to 1 Q 09 , but increasing $12 \%$ as compared to the figures for 2 Q 08 .

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Administrative and other expenses decreased for the second consecutive quarter, totaling COP 333.7 billion in 2Q09, which represents a decrease of COP 32.5 billion, or $9 \%$, as compared to 1 Q 09 . On a yearly basis, administrative and other expenses increased $14 \%$ as compared to 2Q08 driven by increased fees paid in connection with software development and IT upgrades the Bank is currently undertaking.
Personnel expenses (the sum of salaries and employee benefits, bonus plan payments and compensation) totaled COP 282.3 billion in 2Q09, decreasing $1 \%$ as compared to 1 Q 09 and increasing $4 \%$ as compared to 2 Q 08 . Such performance has been primarily driven by lower bonus plan payments related to BANCOLOMBIA s variable compensation program in which compensation is determined taking into account the economic value added by the firm.
Depreciation expense totaled COP 45.6 billion in 2Q09, up $47 \%$ as compared to 2Q08, driven by the growth in the depreciation of assets that are part of the operating lease business of BANCOLOMBIA. In particular, COP 15.8 billion or $33 \%$ of the quarter s depreciation expense is associated with operating lease assets.

Despite decreasing expenses, efficiency, measured as the ratio of operating expenses to net operating income, experienced some deterioration as this ratio increased to $52.7 \%$ from $49.8 \%$ the previous quarter. Such deterioration is explained by the impact of lower revenues during 2 Q 09 . However, operating expenses for the quarter ended June 30, 2009 represented $4.4 \%$ of total assets, a smaller proportion than the $4.6 \%$ as of the end of 2Q08.

## 4. Asset Quality and Balance Sheet Strength

As of June, 30, 2009 past due loans ( PDLs ), those overdue more than 30 days, amounted to COP. 1,737.1 billion, or $3.88 \%$, of total loans decreasing from COP $1,829.9$ billion, or $3.99 \%$ of total loans, in 1Q09. The lower level of PDLs as a percentage of total loans is explained primarily by higher charge-offs during 2 Q 09 , although a milder increase in past due loans (before charge-offs) is also responsible for the improvement of such quality indicator. Net loans charge-offs during 2Q09 totaled COP 330.7 billion, representing an increase as compared to COP 182.8 billion in charge-offs during 1Q09. However, the pace of deterioration slowed during 2Q09 as compared to 1Q09; the increase of past due loans before charge-offs for 2Q09 was COP 237.9 billion, down COP 150.9 billion or $39 \%$ as compared to COP 388.7 billion presented for 1Q09.
During 2Q09, BANCOLOMBIA maintained a strong balance sheet in terms of loan loss reserves. Allowances for loan losses totaled COP 2,330 billion, or $5.2 \%$ of total loans, which is higher than the $5.1 \%$ of total loans as of March 30, 2009, while coverage, measured by the ratio of allowances for loans and accrued interest losses to PDLs reached $137.3 \%$ at the end of 2Q09, increasing from $131.7 \%$ in 1 Q 09 and $120.1 \%$ in 2 Q 08 .

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The following tables present key metrics for asset quality:

financial leasing operations of any type, interest is no longer accumulated after they are more than 30 days past due.
(2) Under

Colombian
Bank
regulations, a loan is past due when it is at least 31 days past the actual due date.

OANS AND FINANCIAL LEASES CLASSIFICATION
COP millions)

| As of 30-Jun-08 |  | As of 31-Mar-09 |  | As of 30-Jun-09 |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $36,597,476$ | $93.1 \%$ | $41,996,277$ | $91.6 \%$ | $41,324,935$ | $92.4 \%$ |
| $1,417,227$ | $3.6 \%$ | $1,931,128$ | $4.2 \%$ | $1,601,358$ | $3.6 \%$ |
| 374,663 | $1.0 \%$ | 587,394 | $1.3 \%$ | 574,681 | $1.3 \%$ |
| 621,091 | $1.5 \%$ | 957,631 | $2.1 \%$ | 908,207 | $2.0 \%$ |
| 316,555 | $0.8 \%$ | 371,497 | $0.8 \%$ | 304,343 | $0.7 \%$ |
|  |  |  |  |  |  |
| $\mathbf{3 9 , 3 2 7 , 0 1 2}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{4 5 , 8 4 3 , 9 2 7}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{4 4 , 7 1 3 , 5 2 4}$ | $\mathbf{1 0 0 \%}$ |

A Normal
B Subnormal

| \% Of loan |  |  |  |
| :--- | ---: | ---: | ---: |
| Portfolio | 30-Jun-08 | 31-Mar-09 | 30-Jun-09 |
| $64.1 \%$ | $2.1 \%$ | $2.7 \%$ | $2.7 \%$ |
| $16.0 \%$ | $6.2 \%$ | $6.5 \%$ | $6.2 \%$ |
| $0.3 \%$ | $10.2 \%$ | $12.8 \%$ | $10.6 \%$ |
| $7.3 \%$ | $7.5 \%$ | $8.9 \%$ | $9.3 \%$ |
| $12.3 \%$ | $3.7 \%$ | $3.8 \%$ | $3.7 \%$ |
|  |  |  |  |
| $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{3 . 5 \%}$ | $\mathbf{4 . 0 \%}$ | $\mathbf{3 . 9 \%}$ |

C Deficient
D Doubtful recovery
E Unrecoverable

## otal

39,327,012 $100 \% ~ 45,843,927 \quad 100 \% ~ 44,713,524100 \%$
oans and financial leases classified as C, D and E as a ercentage of total loans and financial leases
3.3\%
4.2\%
4.0\%

## 5. BANCOLOMBIA Company Description (NYSE: CIB)

BANCOLOMBIA is a full service financial institution incorporated in Colombia that offers a wide range of banking products and services to a diversified individual and corporate customer base of more than 6.4 million customers. BANCOLOMBIA delivers its products and services via its regional network comprised of Colombia s largest

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non-government owned banking network, El Salvador s leading financial conglomerate (Banagricola S.A.), off-shore banking subsidiaries in Panama, Cayman and Puerto Rico, as well as an agency in Miami. Together, BANCOLOMBIA and its subsidiaries provide stock brokerage, investment banking, leasing, factoring, consumer finance, fiduciary and trust services, asset management, pension fund administration, and insurance, among others.

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## 6. Annexs

### 6.1. Balance Sheet

BALANCE SHEET
(COP 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
Microcredit
Mortgage loans
Finance lease
Allowance for loan 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, net
Prepaid expenses and deferred charges
Goodwill
Operating leases, net
Other
Reappraisal of assets

## Total assets

| Jun-08 |
| ---: |
|  |
| $4,203,606$ |
| 820,588 |
| $\mathbf{5 , 0 2 4 , 1 9 4}$ |
|  |
| $\mathbf{6 , 0 1 3 , 6 0 4}$ |
| $1,954,381$ |
| $1,883,080$ |
| $2,176,143$ |
| $\mathbf{2 2 7 , 3 7 2}$ |
| 51,726 |
| 175,646 |
| $-72,906$ |
| $\mathbf{6 , 1 6 8 , 0 7 0}$ |

Mar-09
4,227,630
$2,241,330$
$\mathbf{6 , 4 6 8 , 9 6 0}$

$\mathbf{8 , 0 7 3 , 2 7 5}$
$2,748,186$
$2,261,753$
$3,063,336$
$\mathbf{2 6 4 , 0 9 8}$
71,000
193,098
$-68,720$
$\mathbf{8 , 2 6 8 , 6 5 3}$

| $24,022,762$ | $28,823,076$ |
| ---: | ---: |
| $6,925,338$ | $7,683,969$ |
| 132,622 | 144,471 |
| $3,149,911$ | $3,521,499$ |
| $5,096,379$ | $5,670,912$ |
| $-1,616,521$ | $-2,350,943$ |

37,710,491

482,991
-35,970
447,021

100,081

## 855,548

885,666
23,672

135,071
909,121
630,942
904,895
515,796

54,310,568

604,388
-58,841
512,409
$-55,820$
456,589
87,781
728,475
$1,269,341$
30,914

129,448

| $47.47 \%$ | $29.34 \%$ |
| ---: | ---: |
| $7.44 \%$ | $-8.51 \%$ |
| $-0.09 \%$ | $43.19 \%$ |
| $2.49 \%$ | $33.85 \%$ |
|  |  |
| $-51.55 \%$ | $5.92 \%$ |
| $-17.22 \%$ | $2.26 \%$ |
| $1.75 \%$ | $26.01 \%$ |
| $15.04 \%$ | $50.76 \%$ |
| $-1.77 \%$ | $26.83 \%$ |
|  | $\mathbf{1 6 . 4 9 \%}$ |

## LIABILITIES AND

SHAREHOLDERS EQUITY

## LIABILITIES

DEPOSITS

| Non-interest bearing | 4,764,975 | 5,071,172 | 5,008,486 | -1.24\% | 5.11\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Checking accounts | 4,367,036 | 4,651,758 | 4,640,535 | -0.24\% | 6.26\% |
| Other | 397,939 | 419,414 | 367,951 | -12.27\% | -7.54\% |
| Interest bearing | 29,773,379 | 38,444,017 | 37,879,870 | -1.47\% | 27.23\% |
| Checking accounts | 1,525,476 | 2,634,092 | 2,237,616 | -15.05\% | 46.68\% |
| Time deposits | 16,097,667 | 22,165,667 | 21,508,359 | -2.97\% | 33.61\% |
| Savings deposits | 12,150,236 | 13,644,258 | 14,133,895 | 3.59\% | 16.33\% |
| Total deposits | 34,538,354 | 43,515,189 | 42,888,356 | -1.44\% | 24.18\% |
| Overnight funds | 2,772,806 | 1,994,609 | 2,472,605 | 23.96\% | -10.83\% |
| Bank acceptances outstanding | 36,536 | 42,216 | 33,086 | -21.63\% | -9.44\% |
| Interbank borrowings | 1,493,083 | 1,701,495 | 876,344 | -48.50\% | -41.31\% |
| Borrowings from domestic development banks | 3,718,117 | 3,676,489 | 3,260,963 | -11.30\% | -12.30\% |
| Accounts payable | 2,059,164 | 2,040,332 | 1,809,332 | -11.32\% | -12.13\% |
| Accrued interest payable | 334,435 | 469,841 | 517,775 | 10.20\% | 54.82\% |
| Other liabilities | 521,447 | 662,175 | 521,279 | -21.28\% | -0.03\% |
| Bonds | 2,767,762 | 3,983,146 | 3,893,681 | -2.25\% | 40.68\% |
| Accrued expenses | 688,604 | 589,587 | 588,149 | -0.24\% | -14.59\% |
| Minority interest in consolidated subsidiaries | 88,510 | 190,934 | 192,245 | 0.69\% | 117.20\% |
| Total liabilities | 49,018,818 | 58,866,013 | 57,053,815 | -3.08\% | 16.39\% |
| SHAREHOLDERS EQUITY |  |  |  |  |  |
| Subscribed and paid in capital | 393,914 | 393,914 | 393,914 | 0.00\% | 0.00\% |
| Retained earnings | 4,223,649 | 4,869,462 | 4,995,206 | 2.58\% | 18.27\% |
| Appropiated | 3,594,426 | 4,558,337 | 4,430,958 | -2.79\% | 23.27\% |
| Unappropiated | 629,223 | 311,125 | 564,248 | 81.36\% | -10.33\% |
| Reappraisal and others | 737,842 | 827,189 | 817,229 | -1.20\% | 10.76\% |
| Gross unrealized gain or loss on debt securities | -63,655 | -12,317 | 7,140 | 157.97\% | 111.22\% |
| Total shareholder s equity | 5,291,750 | 6,078,248 | 6,213,489 | 2.22\% | 17.42\% |

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### 6.2 Income Statement


Branch network services
Collections and payments
fees

Credit card merchant fees Credit and debit card annual fees
Checking fees
Fiduciary activities
Pension plan administration Brokerage fees Check remittance International operations Fees and other service income

| 49,033 | 53,396 | $8.90 \%$ | 25,166 | 26,590 | 26,806 | $0.81 \%$ | $6.52 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |
| 75,649 | 88,813 | $17.40 \%$ | 38,753 | 42,889 | 45,924 | $7.08 \%$ | $18.50 \%$ |
| 13,984 | 13,807 | $-1.27 \%$ | 5,906 | 7,216 | 6,591 | $-8.66 \%$ | $11.60 \%$ |
|  |  |  |  |  |  |  |  |
| 208,529 | 274,458 | $31.62 \%$ | 108,029 | 137,205 | 137,253 | $0.03 \%$ | $27.05 \%$ |
| 33,076 | 34,435 | $4.11 \%$ | 16,726 | 16,959 | 17,476 | $3.05 \%$ | $4.48 \%$ |
| 41,980 | 81,633 | $94.46 \%$ | 22,176 | 38,941 | 42,692 | $9.63 \%$ | $92.51 \%$ |
|  |  |  |  |  |  |  |  |
| 39,997 | 51,499 | $28.76 \%$ | 19,143 | 26,163 | 25,336 | $-3.16 \%$ | $32.35 \%$ |
| 30,456 | 18,312 | $-39.87 \%$ | 16,329 | 7,902 | 10,410 | $31.74 \%$ | $-36.25 \%$ |
| 13,011 | 12,898 | $-0.87 \%$ | 6,333 | 6,150 | 6,748 | $9.72 \%$ | $6.55 \%$ |
| 19,965 | 26,940 | $34.94 \%$ | 9,872 | 13,632 | 13,308 | $-2.38 \%$ | $34.81 \%$ |
|  |  |  |  |  |  |  |  |
| $\mathbf{6 7 8 , 5 5 6}$ | $\mathbf{8 1 7 , 3 1 0}$ | $\mathbf{2 0 . 4 5 \%}$ | $\mathbf{3 4 6 , 5 4 1}$ | $\mathbf{4 0 0 , 7 6 3}$ | $\mathbf{4 1 6 , 5 4 7}$ | $\mathbf{3 . 9 4 \%}$ | $\mathbf{2 0 . 2 0 \%}$ |

Fees and other service expenses
Total fees and income from services, net

Other operating income
Net foreign exchange gains
Forward contracts in foreign currency
Gains(loss) on sales of investments on equity
securities
Securitization income
Dividend income
Revenues from commercial subsidiaries
Insurance income
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
$(72,631) \quad(70,544) \quad-2.87 \%$
$(47,557)$
$(33,716)$
$(36,828)$
$9.23 \%-22.56 \%$

298,98
367,047
379,71
$\mathbf{3 . 4 5 \%}$
$27.00 \%$

$$
\text { 605,925 } 746,766 \quad 23.24 \%
$$

8,984
, 047
$(50,326)$
$(116,648) \quad 131.78 \%$
59,760
205,295
(32
321,9

$182,848 \quad 75,728 \quad-58.58 \%$
16,846
$(186,065)$
261,793
$240.70 \% \quad 1454.04 \%$

| 37,084 | 538 | $-98.55 \%$ | 37,180 | 6 | 532 | $8766.67 \%$ | $-98.57 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 21,844 | 27,162 | $24.35 \%$ | 12,776 | 13,668 | 13,494 | $-1.27 \%$ | $5.62 \%$ |
| 36,417 | 20,772 | $-42.96 \%$ | 15,929 | 16,570 | 4,202 | $-74.64 \%$ | $-73.62 \%$ |
|  |  |  |  |  |  |  |  |
| 51,722 | 51,875 | $0.30 \%$ | 25,635 | 28,656 | 23,219 | $-18.97 \%$ | $-9.42 \%$ |
| 5,797 | 12,178 | $110.07 \%$ | 985 | 11,811 | 367 | $-96.89 \%$ | $-62.74 \%$ |
| 45,118 | 74,792 | $65.77 \%$ | 26,650 | 36,431 | 38,361 | $5.30 \%$ | $43.94 \%$ |
|  |  |  |  |  |  |  |  |
| $\mathbf{3 3 0 , 5 0 4}$ | $\mathbf{1 4 6 , 3 9 7}$ | $\mathbf{- 5 5 . 7 0 \%}$ | $\mathbf{1 9 5 , 7 6 1}$ | $\mathbf{1 2 6 , 3 7 2}$ | $\mathbf{2 0 , 0 2 5}$ | $\mathbf{- 8 4 . 1 5 \%}$ | $\mathbf{- 8 9 . 7 7 \%}$ |
|  |  |  |  |  |  |  |  |
| $\mathbf{2 , 1 7 5 , 7 8 1}$ | $\mathbf{2 , 1 1 9 , 8 9 8}$ | $\mathbf{- 2 . 5 7 \%}$ | $\mathbf{1 , 1 1 0 , 8 8 6}$ | $\mathbf{1 , 1 3 8 , 6 7 7}$ | $\mathbf{9 8 1 , 2 2 1}$ | $\mathbf{- 1 3 . 8 3 \%}$ | $\mathbf{- 1 1 . 6 7 \%}$ |


| 437,013 | 519,644 | $18.91 \%$ |
| ---: | ---: | ---: |
| 65,971 | 37,936 | $-42.50 \%$ |
| 13,534 | 10,224 | $-24.46 \%$ |
|  |  |  |
| 583,391 | 699,863 | $19.96 \%$ |
| 26,678 | 38,639 | $44.83 \%$ |
| 1,519 | 1,393 | $-8.29 \%$ |
| 65,538 | 90,274 | $37.74 \%$ |
| $\mathbf{1 , 1 9 3 , 6 4 4}$ | $\mathbf{1 , 3 9 7 , 9 7 3}$ | $\mathbf{1 7 . 1 2 \%}$ |

217,796
47,519
6,301

293,916
12,354
546
31,134
$\mathbf{6 0 9 , 5 6 6}$
254,652
26,023
4,834
366,188
19,617
706
44,647
716,667

| 264,992 | $4.06 \%$ | $21.67 \%$ |
| ---: | ---: | ---: |
| 11,913 | $-54.22 \%$ | $-74.93 \%$ |
| 5,390 | $11.50 \%$ | $-14.46 \%$ |
|  |  |  |
| 333,675 | $-8.88 \%$ | $13.53 \%$ |
| 19,022 | $-3.03 \%$ | $53.97 \%$ |
| 687 | $-2.69 \%$ | $25.82 \%$ |
| 45,627 | $2.19 \%$ | $46.55 \%$ |
| $\mathbf{6 8 1 , 3 0 6}$ | $\mathbf{- 4 . 9 3 \%}$ | $\mathbf{1 1 . 7 7 \%}$ |

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| Net operating income | $\mathbf{9 8 2 , 1 3 7}$ | $\mathbf{7 2 1 , 9 2 5}$ | $\mathbf{- 2 6 . 4 9 \%}$ | $\mathbf{5 0 1 , 3 2 0}$ | $\mathbf{4 2 2 , 0 1 0}$ | $\mathbf{2 9 9 , 9 1 5}$ | $\mathbf{- 2 8 . 9 3 \%}$ | $\mathbf{- 4 0 . 1 7 \%}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Goodwill amortization${ }^{(1)}$ | 27,058 | 38,297 | $41.54 \%$ | 10,497 | 20,193 | 18,104 | $-10.35 \%$ | $72.47 \%$ |
| Non-operating income <br> (expense) |  |  |  |  |  |  |  |  |
| Other income | 80,966 | 119,174 | $47.19 \%$ | 58,628 | 62,766 | 56,408 | $-10.13 \%$ | $-3.79 \%$ |
| Minority interest | $(10,196)$ | $(10,743)$ | $5.36 \%$ | $(6,435)$ | $(5,136)$ | $(5,607)$ | $9.17 \%$ | $-12.87 \%$ |
| Other expense | $(94,316)$ | $(56,330)$ | $-40.28 \%$ | $(22,310)$ | $(30,449)$ | $(25,881)$ | $-15.00 \%$ | $16.01 \%$ |
| Total non-operating <br> income | $\mathbf{( 2 3 , 5 4 6 )}$ | $\mathbf{5 2 , 1 0 1}$ | $\mathbf{3 2 1 . 2 7 \%}$ | $\mathbf{2 9 , 8 8 3}$ | $\mathbf{2 7 , 1 8 1}$ | $\mathbf{2 4 , 9 2 0}$ | $\mathbf{- 8 . 3 2 \%}$ | $\mathbf{- 1 6 . 6 1 \%}$ |
| Income before income <br> taxes | $\mathbf{9 3 1 , 5 3 3}$ | $\mathbf{7 3 5 , 7 2 9}$ | $\mathbf{- 2 1 . 0 2 \%}$ | $\mathbf{5 2 0 , 7 0 6}$ | $\mathbf{4 2 8 , 9 9 8}$ | $\mathbf{3 0 6 , 7 3 1}$ | $\mathbf{- 2 8 . 5 0 \%}$ | $\mathbf{- 4 1 . 0 9 \%}$ |
| Income tax expense | $(302,310)$ | $(171,481)$ | $-43.28 \%$ | $(145,359)$ | $(117,873)$ | $(53,608)$ | $-54.52 \%$ | $-63.12 \%$ |
|  | $\mathbf{6 2 9 , 2 2 3}$ | $\mathbf{5 6 4 , 2 4 8}$ | $\mathbf{- 1 0 . 3 3 \%}$ | $\mathbf{3 7 5 , 3 4 7}$ | $\mathbf{3 1 1 , 1 2 5}$ | $\mathbf{2 5 3 , 1 2 3}$ | $\mathbf{- 1 8 . 6 4 \%}$ | $\mathbf{- 3 2 . 5 6 \%}$ |

## Table of Contents

## 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 03, 2009

By: /s/ JAIME ALBERTO VELÁSQUEZ B.<br>Name: Jaime Alberto Velásquez B.<br>Title: Vice President of Finance


[^0]:    1 This report corresponds to the consolidated
    financial statements
    of
    BANCOLOMBIA
    S.A.
    ( BANCOLOMBIA )

