



# 4Q23 Earnings Results

February 2024

# Key Results: Solid Financial Performance in 2023

**Sustained Growth on Loan Portfolio and Strong Growth on Deposits**



**Credit Book**

**\$9.5 Bn**

↑ 3% QoQ | ↑ 9% YoY



**Deposits**

**\$4.4 Bn**

↑ 5% QoQ | ↑ 38% YoY

**Increased NII and Margin Expansion**



**FY NII**

**\$233M**

↑ 58% YoY



**FY NIM**

**2.5%**

↑ 78 bps YoY

**Strong Fee Income and Efficiency Improvement while Investing in Transformation**



**FY Net Fees**

**\$32.5M**

↑ 64% YoY



**FY Efficiency Ratio**

**27.2%**

↓ 582 bps YoY

**Higher Profits and RoE Expansion Fostered by increased Margins**



**FY Net Income**

**\$166.2M**

↑ 81% YoY

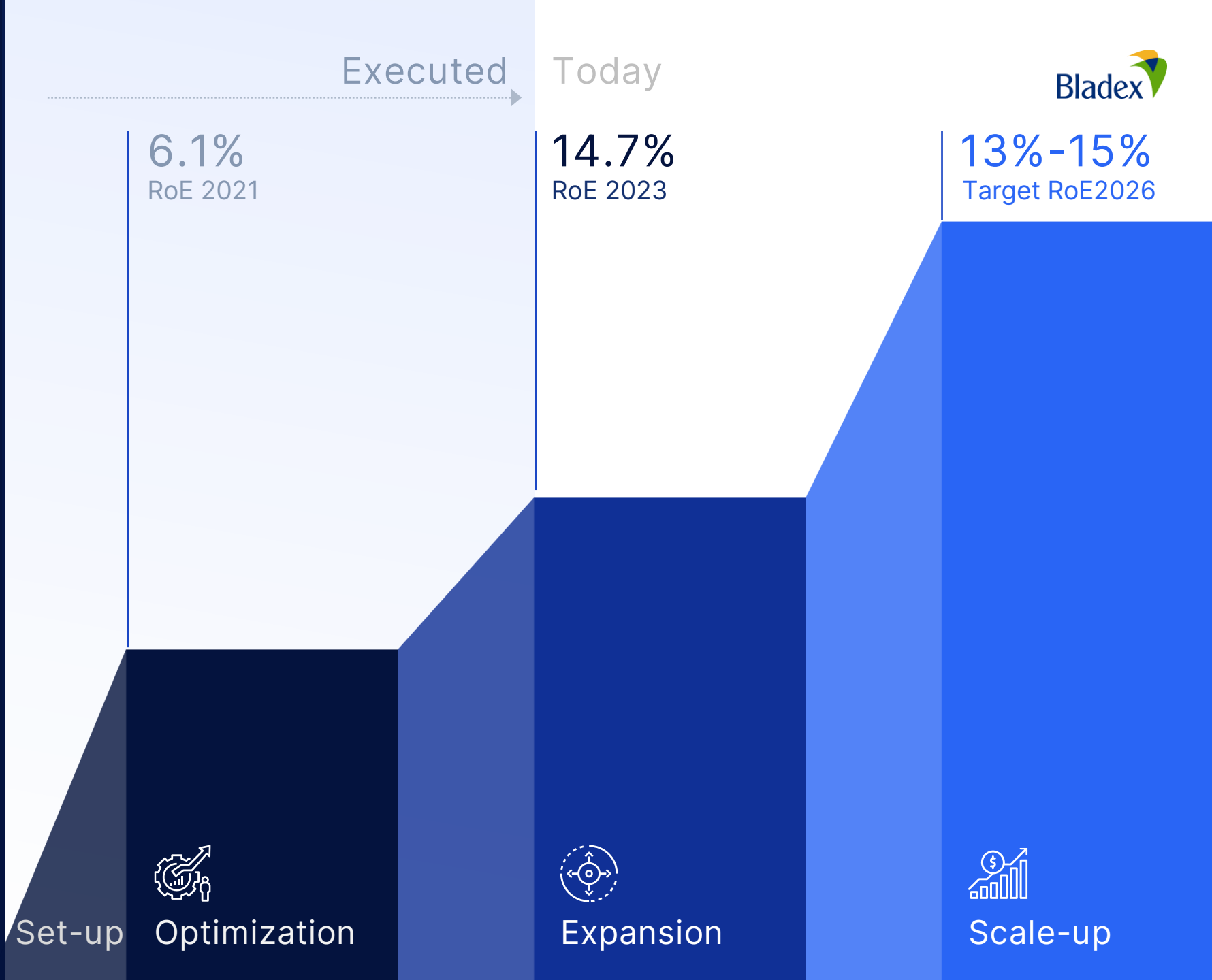


**FY ROE**

**14.7%**

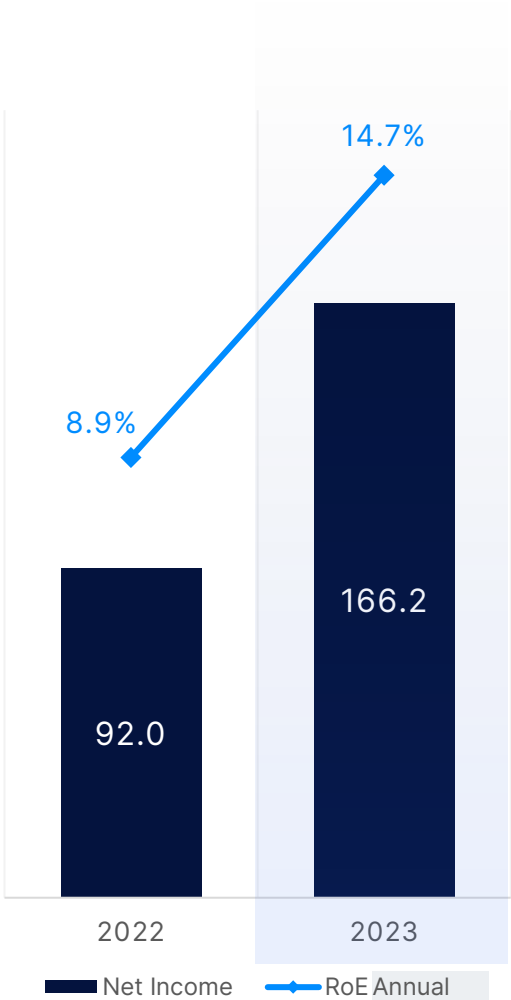
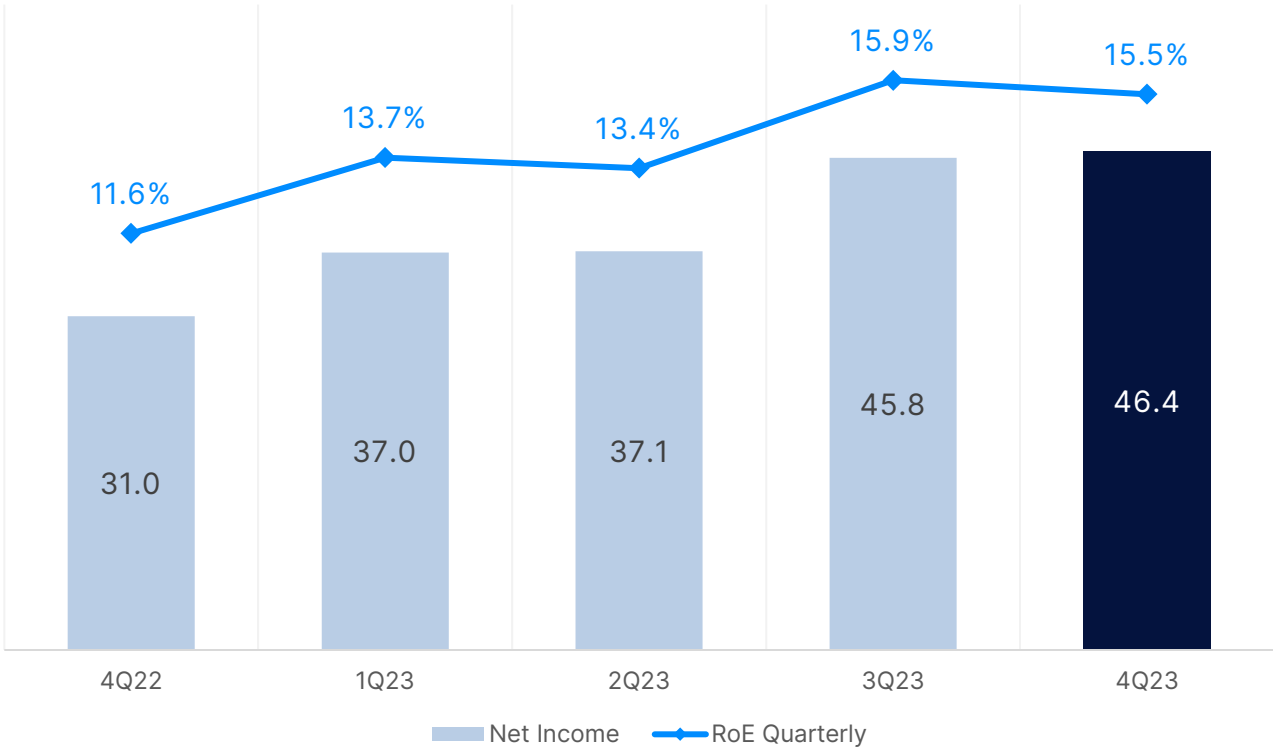
↑ 573 bps YoY

# Executing our 5-year Strategic Plan to Capture Our Full Potential



(USD millions, except for %)

## Net Income & RoE

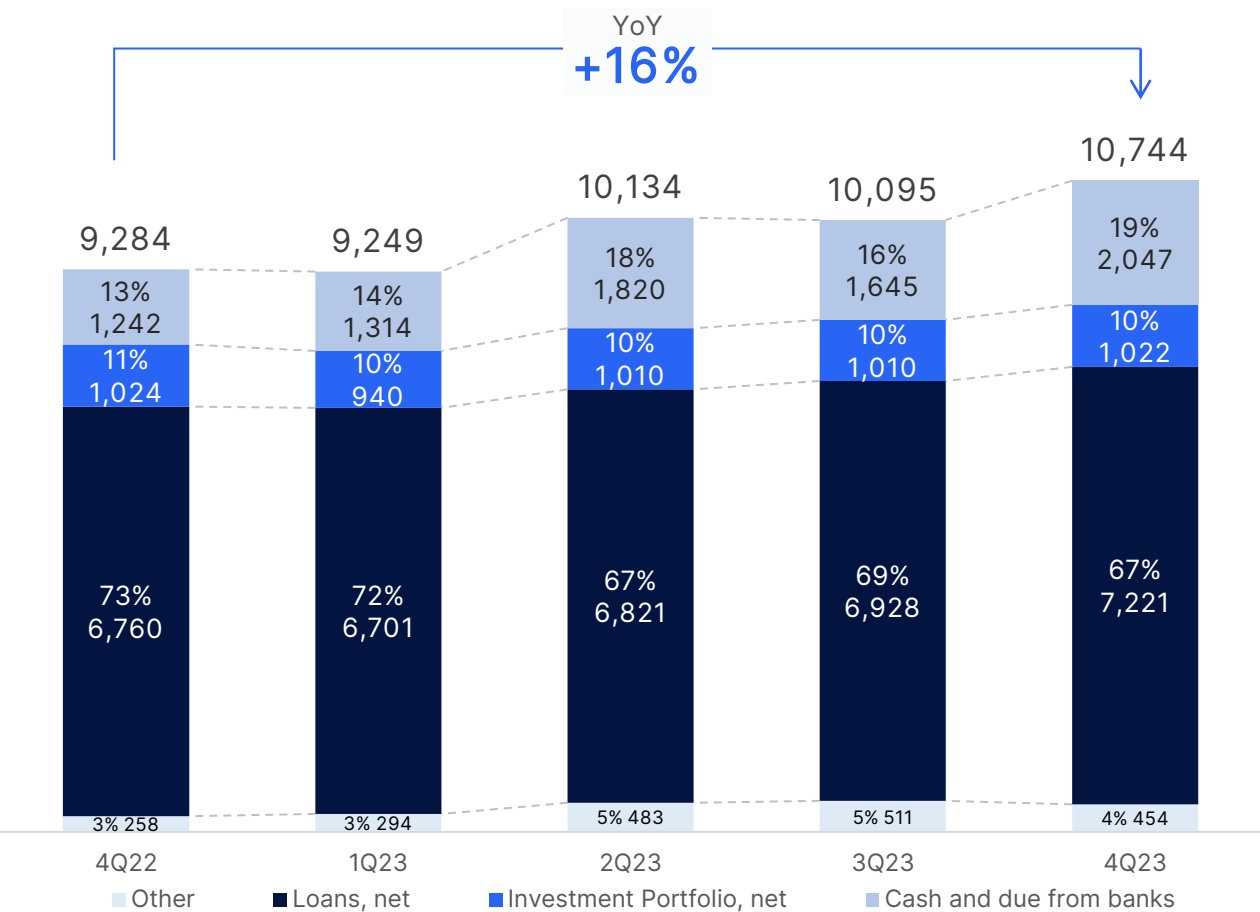


# Strategy Execution Driving Assets Expansion and Profitable Commercial Portfolio Growth

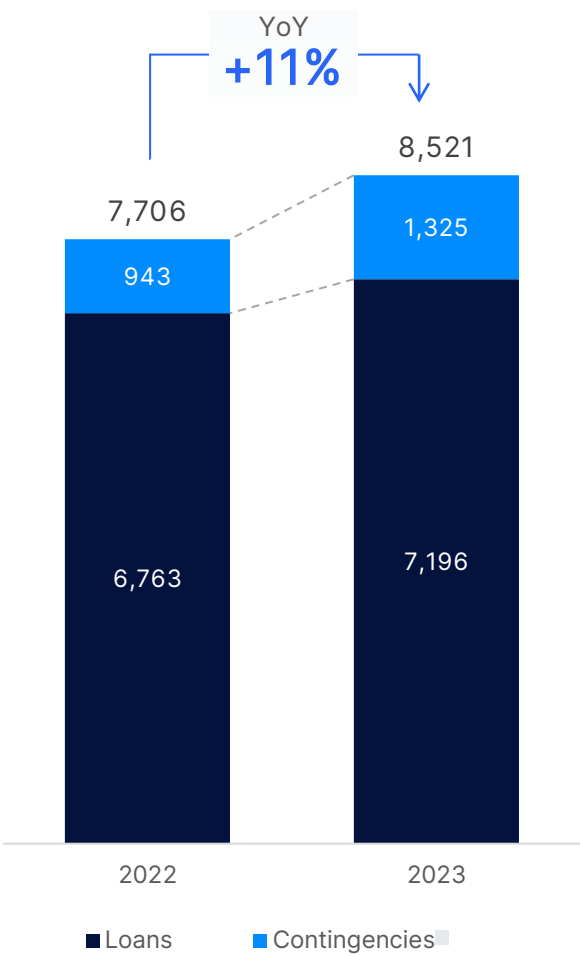


(USD millions, except for %)

## Total Assets



## Commercial Portfolio<sup>1</sup>

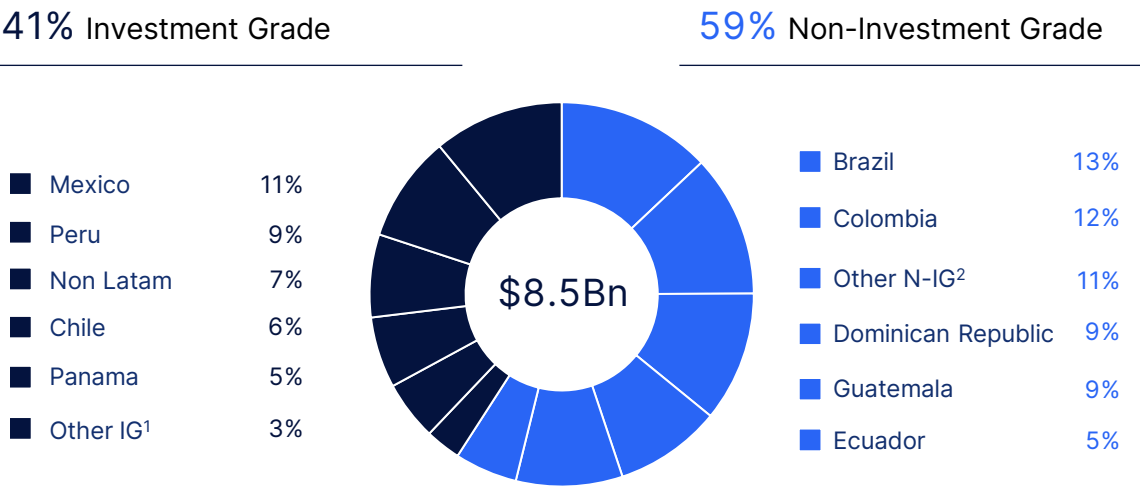


(1)The Bank's "Commercial Portfolio" includes gross loans at amortized cost (or the "Loan Portfolio"), loan commitments and financial guarantee contracts, such as issued and confirmed letters of credit, stand-by letters of credit, guarantees covering commercial risk and other assets consisting of customers' liabilities under acceptances.

(USD millions, except for %)

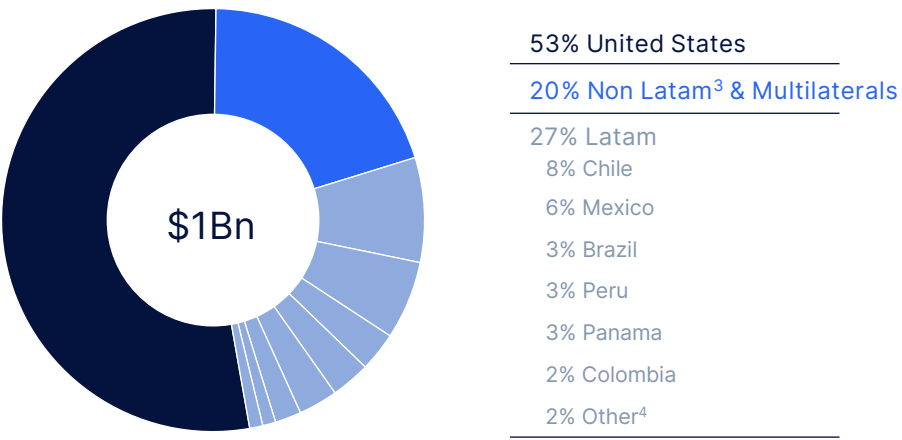
## Commercial Portfolio by Country

Avg. Term to Maturity 13 months



## Investment Portfolio

Avg. Term to Maturity 2.3 years  
Investment Grade 81%



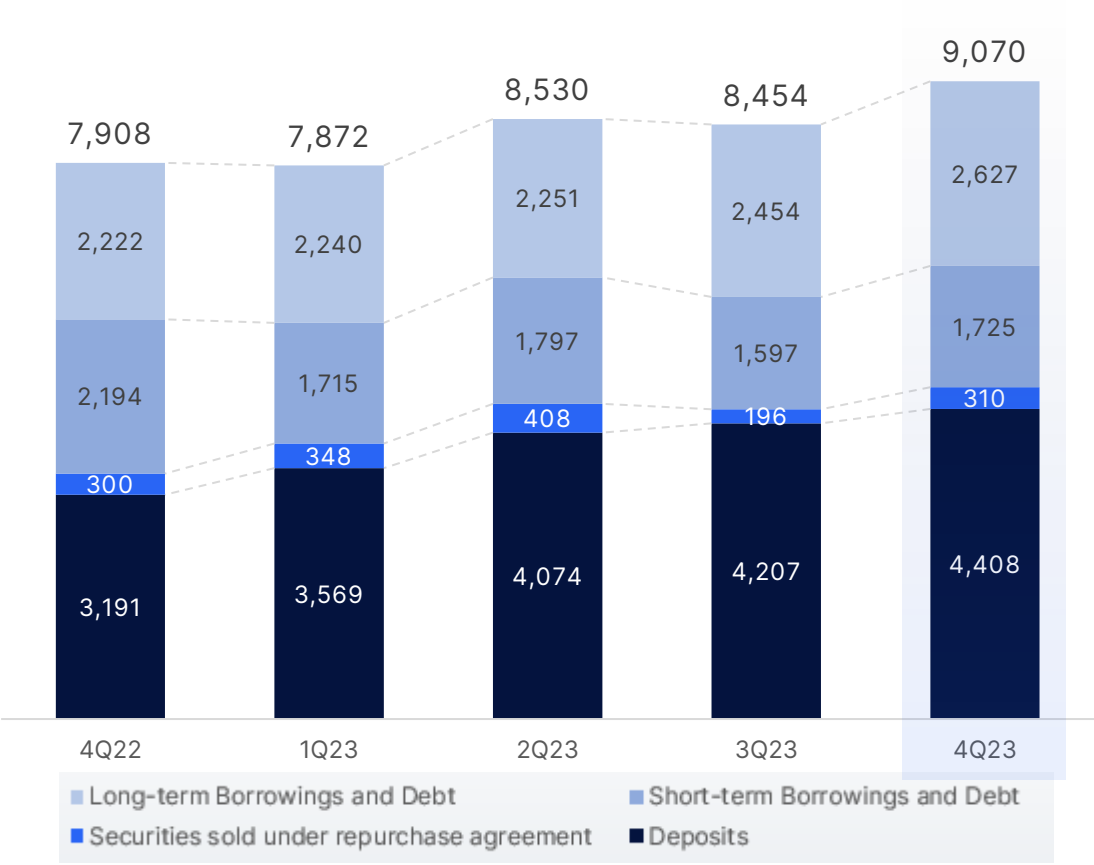
(1) Other IG: Trinidad & Tobago and Uruguay. (2) Other N-IG: Costa Rica, Honduras, Paraguay, Other Latam ≤ 1%.

(3) Non Latam: Japan, South Korea, United Kingdom, Canada, Germany, Israel, Norway, Ireland and Italy. (4) Other: Costa Rica, Dominican Republic,

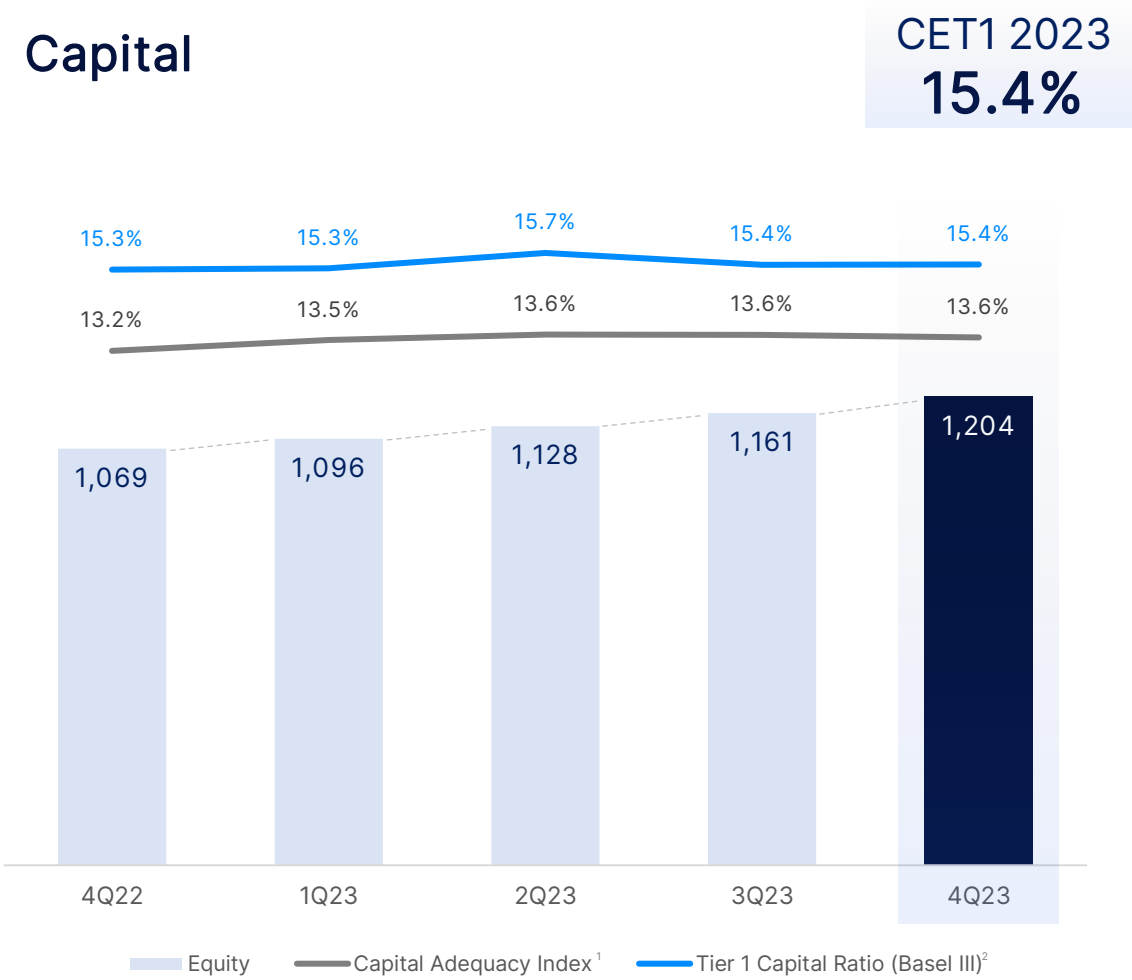
# Record Level of Deposits and Diverse Funding while maintaining strong capitalization



## Funding Sources



## Capital



(1) As defined by the SBP, in which risk-weighted assets are calculated under the Basel Standardized Approach for Credit Risk. The minimum Regulatory Total Capital Adequacy Ratio should be of no less than 8.0% of total risk-weighted assets. (2) Tier 1 Capital ratio is calculated according to Basel III capital adequacy guidelines, and as a percentage of risk-weighted assets. Risk-weighted assets are estimated based on Basel III capital adequacy guidelines, utilizing internal-ratings based approach or "IRB" for credit risk and standardized approach for operational risk.

## Net Interest Spread



Annual Net Interest Spread  
NIS

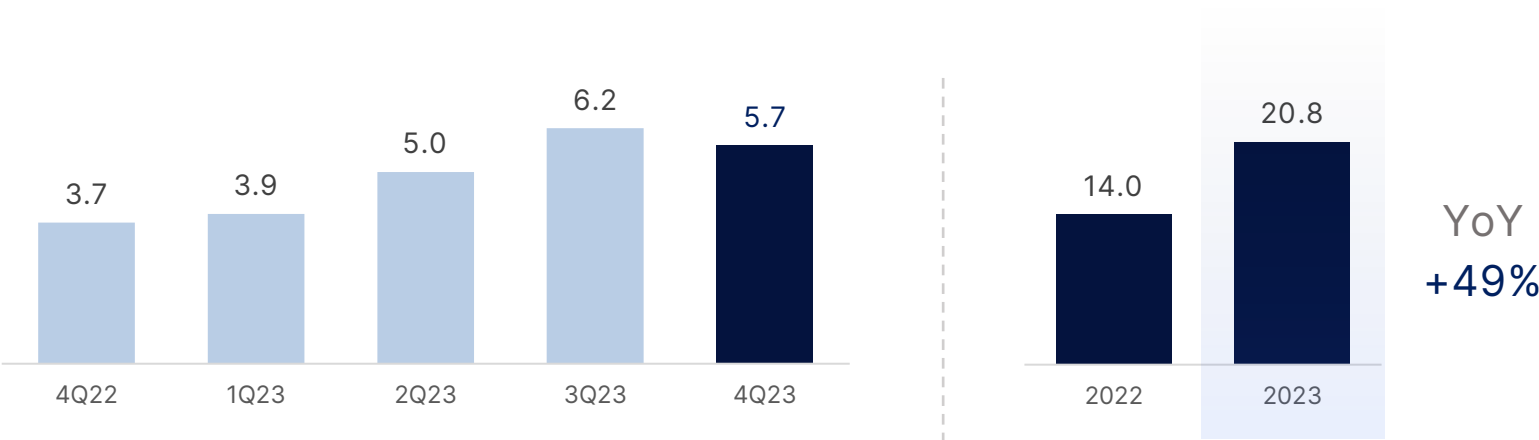
2022  
**1.39%** → 2023  
**1.84%**



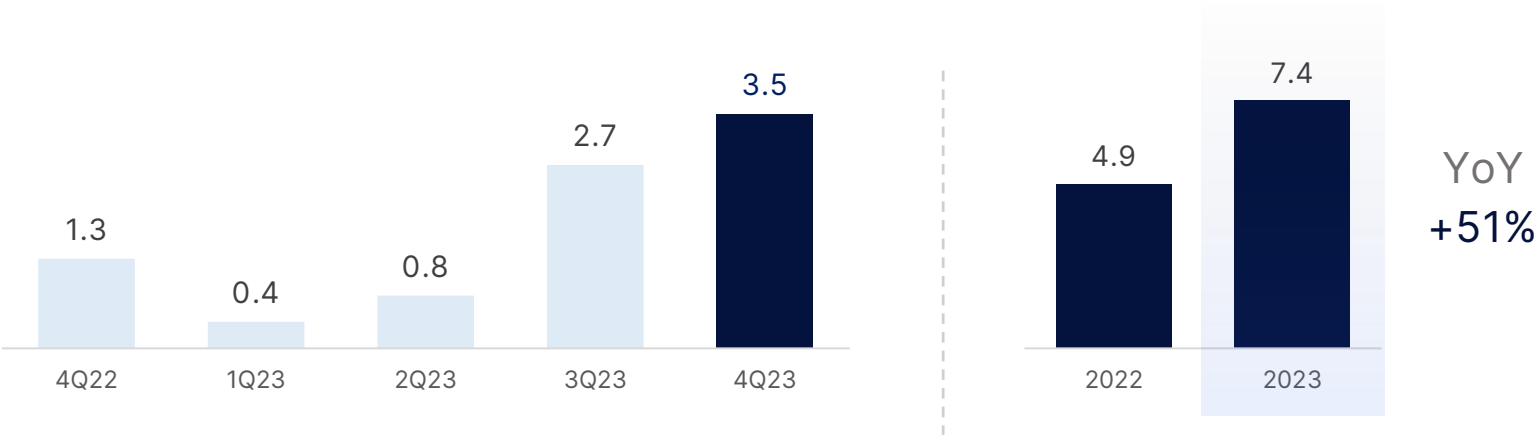
# NII Growth Driven by Successful Implementation of Strategic Initiatives and Market Interest Rates



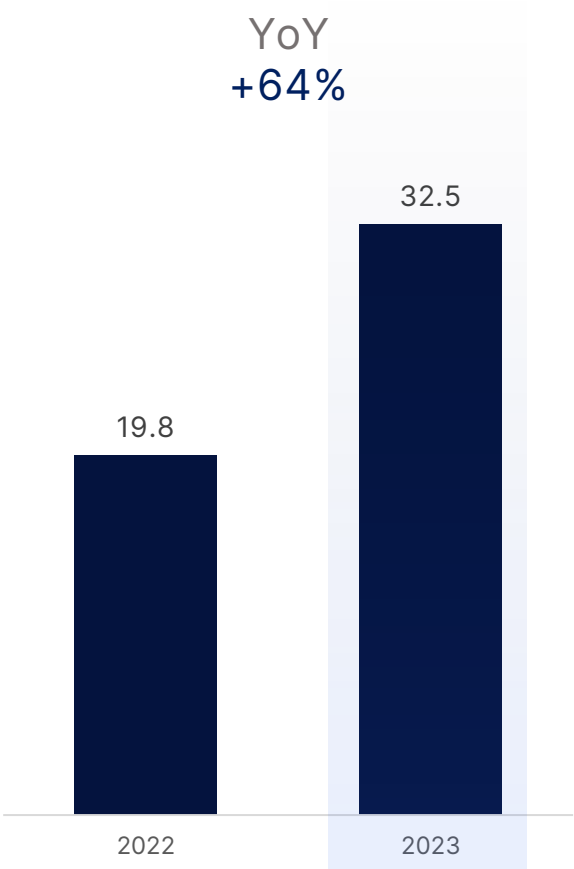
## Letters of Credit Fees



## Loan Structuring & Syndication Fees

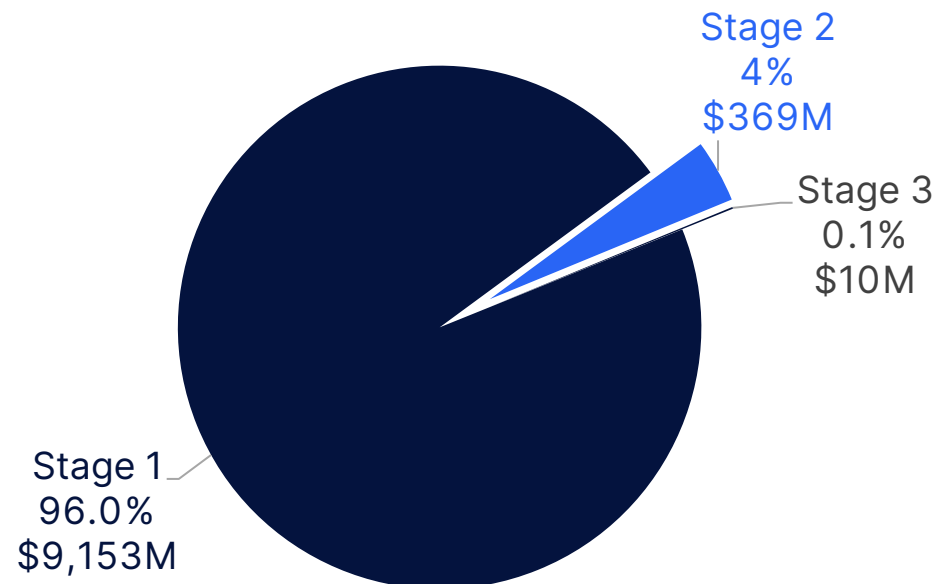


## Total Fees



Strong Asset  
Quality, Low Credit  
Risk and Robust  
Reserve Coverage

## Exposure by Stages



(USD millions, except for %)

Total Allowance for Credit  
Losses to Impaired Credits

654%

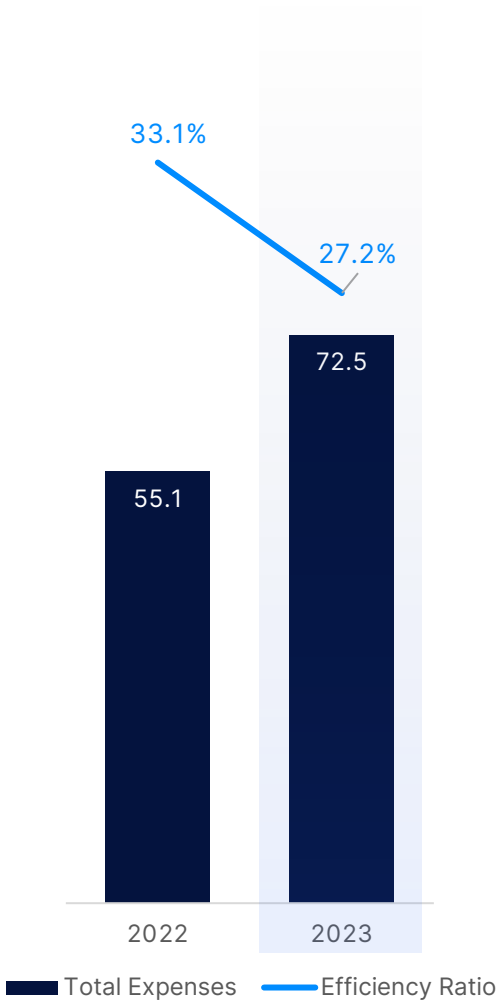
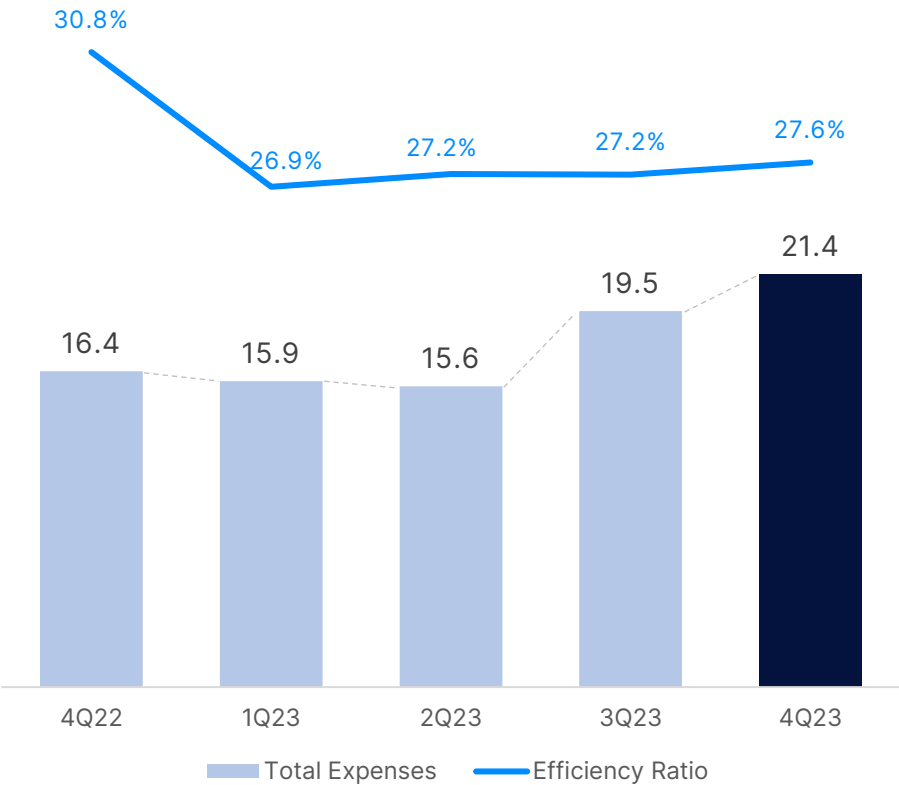
(USD millions, except for %)	4Q22	1Q23	2Q23	3Q23	4Q23
<b>Allowance for losses<sup>1</sup></b>					
Balance at beginning of the period	61.8	66.8	72.4	50.2	56.2
Provisions (reversals)	5.8	6.3	4.7	6.5	10.0
Recoveries (write-offs)	-0.8	-0.7	-26.9	-0.5	0.0
<b>End of period balance</b>	<b>\$66.8</b>	<b>\$72.4</b>	<b>\$50.2</b>	<b>\$56.2</b>	<b>\$66.1</b>
Impaired Credits to Total Credit Portfolio (EOP)	0.4%	0.4%	0.4%	0.1%	0.1%

(1) Includes allowance for expected credit losses on loans at amortized cost, on loan commitments and financial guarantees contracts, and on securities at amortized cost and at fair value through other comprehensive income

Strong Revenue Growth Maintains Lower Cost-to-Income Ratio



Opex & Efficiency Ratio



Efficiency for 2023

27.2%

(USD millions, except for %)



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# Closing Remarks

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FEBRUARY 2024

	Guidance
Portfolio Growth	5% -7%
Deposit Growth <sup>(1)</sup>	12% - 14%
NIM	~2.5%
Efficiency Ratio	~30%
ROE	14% - 15%
CET1	15% - 16%



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# Q&A

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This presentation contains forward-looking statements of expected future developments within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements can be identified by words such as: “anticipate”, “intend”, “plan”, “goal”, “seek”, “believe”, “project”, “estimate”, “expect”, “strategy”, “future”, “likely”, “may”, “should”, “will” and similar references to future periods. The forward-looking statements in this presentation include the Bank’s financial position, asset quality and profitability, among others. These forward-looking statements reflect the expectations of the Bank’s management and are based on currently available data; however, actual performance and results are subject to future events and uncertainties, which could materially impact the Bank’s expectations. Among the factors that can cause actual performance and results to differ materially are as follows: the coronavirus (COVID-19) pandemic and geopolitical events; the anticipated changes in the Bank’s credit portfolio; the continuation of the Bank’s preferred creditor status; the impact of increasing/decreasing interest rates and of the macroeconomic environment in the Region on the Bank’s financial condition; the execution of the Bank’s strategies and initiatives, including its revenue diversification strategy; the adequacy of the Bank’s allowance for expected credit losses; the need for additional allowance for expected credit losses; the Bank’s ability to achieve future growth, to reduce its liquidity levels and increase its leverage; the Bank’s ability to maintain its investment-grade credit ratings; the availability and mix of future sources of funding for the Bank’s lending operations; potential trading losses; the possibility of fraud; and the adequacy of the Bank’s sources of liquidity to replace deposit withdrawals. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.





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# Exhibits

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FEBRUARY 2024

	4Q23	3Q23	4Q22	2023	2022
<b>Key Income Statement Highlights</b>					
Net Interest Income ("NII")	\$65.6	\$60.5	\$49.4	\$233.2	\$148.0
Fees and commissions, net	\$10.1	\$11.1	\$5.3	\$32.5	\$19.8
(Loss) gain on financial instruments, net	\$1.9	\$0.0	(\$1.6)	(\$0.0)	(\$1.4)
Other income, net	\$0.3	\$0.1	\$0.0	\$0.5	\$0.3
Total revenues	\$77.8	\$71.8	\$53.2	\$266.1	\$166.7
Provision for credit losses	(\$10.0)	(\$6.5)	(\$5.8)	(\$27.5)	(\$19.5)
Operating expenses	(\$21.4)	(\$19.5)	(\$16.4)	(\$72.5)	(\$55.1)
Profit for the period	\$46.4	\$45.8	\$31.0	\$166.2	\$92.0
<b>Profitability Ratios</b>					
Earnings per Share ("EPS") <sup>(*)</sup>	\$1.27	\$1.25	\$0.85	\$4.55	\$2.54
Return on Average Equity ("ROE") <sup>(*)</sup>	15.5%	15.9%	11.6%	14.7%	8.9%
Return on Average Assets ("ROA") <sup>(*)</sup>	1.8%	1.8%	1.3%	1.7%	1.0%
Net Interest Margin ("NIM") <sup>(*)</sup>	2.62%	2.48%	2.11%	2.49%	1.71%
Net Interest Spread ("NIS") <sup>(*)</sup>	1.92%	1.83%	1.63%	1.84%	1.39%
Efficiency Ratio <sup>(*)</sup>	27.6%	27.2%	30.8%	27.2%	33.1%
<b>Assets, Capital, Liquidity &amp; Credit Quality</b>					
Credit Portfolio <sup>(*)</sup>	\$9,532	\$9,244	\$8,726	\$9,532	\$8,726
Commercial Portfolio <sup>(*)</sup>	\$8,521	\$8,244	\$7,706	\$8,521	\$7,706
Investment Portfolio	\$1,011	\$1,000	\$1,020	\$1,011	\$1,020
Total assets	\$10,744	\$10,095	\$9,284	\$10,744	\$9,284
Total equity	\$1,204	\$1,161	\$1,069	\$1,204	\$1,069
Market capitalization <sup>(*)</sup>	\$904	\$775	\$588	\$904	\$588
Tier 1 Capital to risk-weighted assets (Basel III – IRB) <sup>(*)</sup>	15.4%	15.4%	15.3%	15.4%	15.3%
Capital Adequacy Ratio (Regulatory) <sup>(*)</sup>	13.6%	13.6%	13.2%	13.6%	13.2%
Total assets / Total equity (times)	8.9	8.7	8.7	8.9	8.7
Liquid Assets / Total Assets <sup>(*)</sup>	18.6%	15.3%	13.7%	18.6%	13.7%
Credit-impaired loans to Loan Portfolio <sup>(*)</sup>	0.1%	0.1%	0.4%	0.1%	0.4%
Impaired credits <sup>(14)</sup> to Credit Portfolio	0.1%	0.1%	0.4%	0.1%	0.4%
Total allowance for losses to Credit Portfolio <sup>(*)</sup>	0.7%	0.6%	0.8%	0.7%	0.8%
Total allowance for losses to Impaired credits (times) <sup>(*)</sup>	6.5	5.6	1.9	6.5	1.9