



BLADEx AT A GLANCE | FACTSHEET 3Q19

Bladex is the Latin American Trade Finance Bank providing integrated financial solutions across Latin America's foreign trade value chain and supporting the Region's economic integration.

- First Latin American bank to be listed on the NYSE, ticker symbol "BLX", and to be rated investment Grade (both in 1992).
- Class "A" shareholders (Central Banks or designees from 23 LatAm countries) provide substantial support and represent a direct link between the Bank and the governments of Latin America
- Multinational DNA embedded in its regional presence, ownership structure, business model, management and organizational culture.

Business Value Proposition

DEEP KNOWLEDGE OF LATIN AMERICA	CORE COMPETENCY IN TRADE FINANCE	SUPPORT OF INVESTMENTS AND REGIONAL INTEGRATION	EFFICIENT MEASUREMENT AND MANAGEMENT
<ul style="list-style-type: none"> • In-depth knowledge of Latin America's local markets, jurisdictions and industry sectors • Investment grade profile with strong and unique shareholding structure involving 23 Latin American governments • Vast correspondent banking network throughout Latin America and other regions of the world • Regional integrator, within Latin America and with the world's largest markets 	<ul style="list-style-type: none"> • Deep knowledge of Trade Finance with 40 years of remarkable success • Uniquely qualified staff with strong product expertise in: trade value chain, cross-border finance, supply-side & distribution, both intra-regional and inter-regional 	<ul style="list-style-type: none"> • Strategically positioned to capture growth opportunities, and trade flow dynamics in our support of investments and regional integration • Single point of contact • Client specific solutions • Long-term relationship 	<ul style="list-style-type: none"> • World-class standards in Corporate Governance, focused on Enterprise-Wide Risk Management • Client-focused efficient organizational structure

Business Products & Services Offer

Bladex's products and services are categorized into three main areas: i) Financial Intermediation, ii) Structuring and Syndications and iii) Treasury.

Financial Intermediation:

- ✓ Trade: Foreign trade products – short and medium term instruments that help drive the cross-border activity of corporations
- ✓ Working Capital: Structured Credit and lending facilities for short and medium-term financing of supply chain, materials & equipment and inventories, across a wide range of activity sectors

Syndication and Structuring:

- ✓ Financial solutions designed to meet clients' needs
- ✓ Provides access to structured funding for a wide base of financial institutions and corporations in Latin America

Treasury:

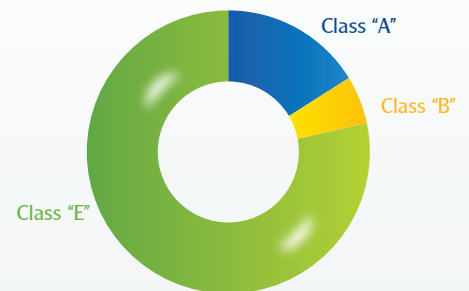
- ✓ Debt capital market and deposit products for investment and cash flow optimization
- ✓ Treasury services

Multinational Organization

Unique ownership structure combines strong support with world class corporate governance

Shareholder Composition

As of September 30, 2019



16%

Central Banks or designees from 23 LatAm countries⁽¹⁾

6%

LatAm international-Banks and Financial Institutions

78%

Public Float (NYSE listed)

⁽¹⁾ Enjoy super-majority rights related to changes in the Bank's Articles of Incorporation

Regional Presence

The Bank operates in over 23 jurisdictions and supports the expansion and servicing of its client base of financial institutions and corporations across the Americas with its expertise and solid credit ratings



▶ Main Office
 ▶ Representative Offices
 ▶ Agency
 ▶ Representative License

Credit Ratings

Moody's	Fitch	S&P
P-2 Short-Term	F2 Short-Term	A-2 Short-Term
Baa2 Long-Term	BBB+ Long-Term	BBB Long-Term
Negative Outlook	Negative Outlook	Negative Outlook

Financial Information Highlights

(In US\$ million, except percentages and per share amounts)	2014	2015	2016	2017	2018	9M19
---	------	------	------	------	------	------

Selected Profit or Loss Data:						
Net Interest Income	141.3	145.5	155.2	119.8	109.7	82.6
Fees and commissions, net	17.5	19.2	14.3	17.5	17.2	10.3
Gain (loss) on financial instruments, net	7.0	7.6	(2.9)	(0.7)	(1.0)	0.7
Other income, net	1.8	1.6	1.4	1.7	1.7	1.7
Total revenues	167.6	173.9	168.0	138.3	127.6	95.2
Impairment loss on financial instruments	(11.6)	(18.1)	(35.1)	(9.4)	(57.5)	(2.4)
Impairment loss on non-financial assets	-	-	-	-	(10.0)	0.5
Operating expenses	(53.6)	(51.8)	(45.8)	(46.9)	(48.9)	(29.4)
Profit for the period	102.4	104.0	87.0	82.0	11.1	64.0

Selected Financial Position Data						
Loan Portfolio	6,686	6,692	6,021	5,506	5,778	5,554
Assets	8,022	8,286	7,181	6,268	7,609	6,681
Deposits	2,507	2,795	2,803	2,929	2,971	2,851
Repos, borrowings and debt, net	4,393	4,426	3,247	2,212	3,558	2,682
Stockholders' Equity	911	972	1,011	1,043	994	1,009

Selected Financial Ratios						
Return on Average Assets (ROAA)	1.4%	1.3%	1.2%	1.3%	0.2%	1.4%
Return on Average Equity (ROAE)	11.5%	11.0%	8.8%	8.0%	1.1%	8.5%
Net Interest Margin (NIM)	1.88%	1.84%	2.08%	1.85%	1.71%	1.77%
Efficiency Ratio	32%	30%	27%	34%	38%	31%
Credit-impaired loans to Loan Portfolio	0.06%	0.78%	1.09%	1.07%	1.12%	1.11%
Credit-impaired coverage (x times)	21.7	1.8	1.7	1.5	1.6	1.7

Shares and Market Capitalization						
Number of shares outstanding (thousand)	38,777	38,969	39,160	39,429	39,539	39,602
Share price (as of period end)	30.10	25.93	29.44	26.90	17.30	19.94
Market capitalization	1,167	1,010	1,153	1,061	684	790
Earnings per share (EPS)	2.65	2.67	2.23	2.09	0.28	1.62
Book value per share (BVPS)	23.49	24.94	25.83	26.45	25.13	25.48
Price to EPS (times)	11.4	9.7	13.2	12.9	61.4	9.3
Price to BVPS (times)	1.3	1.0	1.1	1.0	0.7	0.8

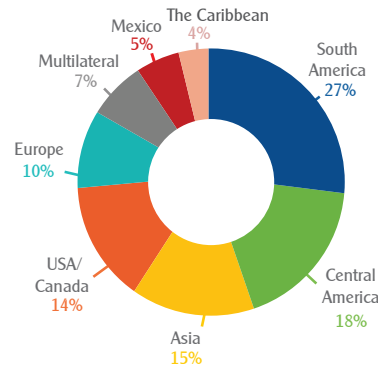
Financial Information from 2014 to date was prepared in accordance with International Financial Reporting Standards (IFRS) as issued by IASB.

Diversified Funding Structure

Bladex has broad access to funding in highly liquid markets with ample diversification of funding sources through deposits, bi-lateral agreements, private placements, syndications and bond issuances

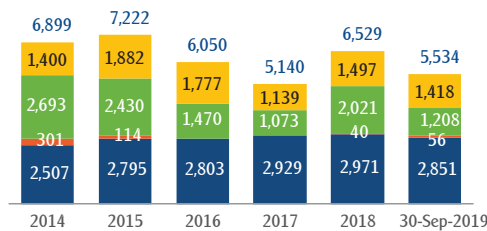
Funding Sources by Geographic Market

As of September 30, 2019



Funding Sources by Type

US\$ million
End of period balances

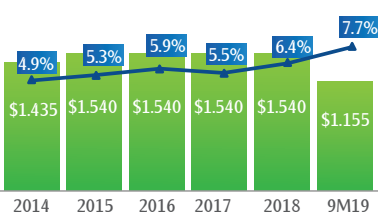


⁽¹⁾Deposits from central banks shareholders or designees represent 62% as of September 30, 2019

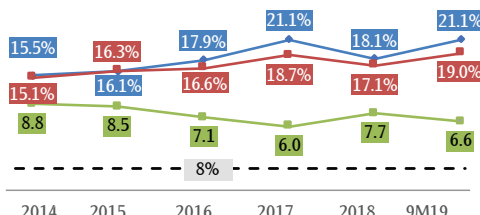
Solid Capitalization with Attractive Dividends

Bladex pays dividends according to its profit evolution, while always maintaining conservative capitalization and leverage levels

Dividend per Share



Capital Ratios

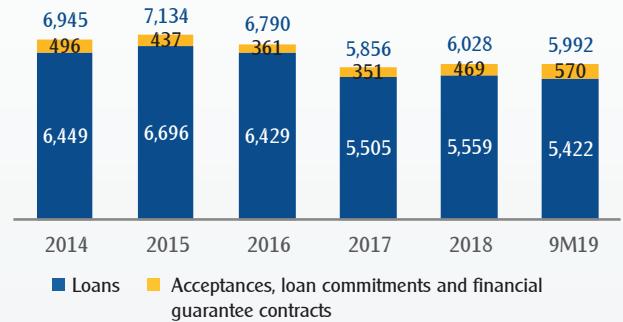


⁽¹⁾ Based on Basel III Internal ratings-based (IRB) approach
⁽²⁾ As defined by the Superintendencia de Banks of Panama (SBP), based on Basel III Standardized Approach
⁽³⁾ Assets to Equity

Commercial Portfolio Evolution

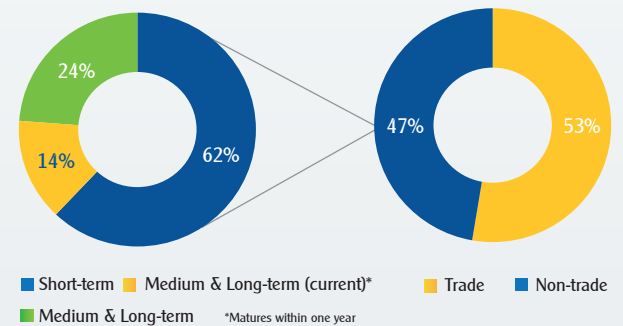
The Commercial Portfolio of loans, acceptances, loan commitments and financial guarantee contracts represents Bladex's core business. The portfolio is diversified through out the Region across many industry sectors and client segments.

Commercial Portfolio Average balances, US\$ million



Commercial Portfolio by Tenor and Trade Indicator

As of September 30, 2019



Commercial Portfolio by Country Risk

As of September 30, 2019



Commercial Portfolio by Industry

As of September 30, 2019

