

# BLADEX AT A GLANCE | FACTSHEET 3Q21

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

## 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:

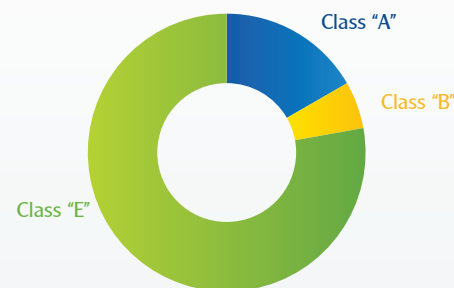
- ✓ Debt capital market and deposit products for investment and cash flow optimization
- ✓ Treasury services

## Multinational Organization

Unique ownership structure combines strong support with world class corporate governance

### Shareholder Composition

As of September 30, 2021



17%

Central Banks or designees from 23 LatAm countries<sup>(1)</sup>

5%

LatAm international-Banks and Financial Institutions

78%

Public Float (NYSE listed)

<sup>(1)</sup> 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	S&P	Fitch
P-2 Short-Term	A-2 Short-Term	F3 Short-Term
Baa2 Long-Term	BBB Long-Term	BBB Long-Term
Stable Outlook	Stable Outlook	Stable Outlook

## Financial Information Highlights

(In US\$ million, except percentages and per share amounts)	2016	2017	2018	2019	2020	9M21
<b>Selected Profit or Loss Data:</b>						
Net Interest Income	155.2	119.8	109.7	109.5	92.4	62.0
Fees and commissions, net	14.3	17.5	17.2	15.6	10.4	12.1
(Loss) gain on financial instruments, net	(2.9)	(0.7)	(1.0)	(1.4)	(4.8)	0.1
Other income, net	1.4	1.7	1.7	2.9	1.1	0.3
Total revenues	168.0	138.3	127.6	126.7	99.2	74.4
(Provision for) reversal of credit losses	(35.1)	(9.4)	(57.5)	(0.4)	1.5	(2.2)
(Loss) gain on non-financial assets, net	-	-	(10.0)	0.5	0.3	-
Operating expenses	(45.8)	(46.9)	(48.9)	(40.7)	(37.3)	(29.6)
Profit for the year	87.0	82.0	11.1	86.1	63.6	42.6
<b>Selected Financial Position Data</b>						
Liquidity	1,008	619	1,706	1,160	1,048	827
Loan Portfolio	6,021	5,506	5,778	5,893	4,911	5,292
Total Assets	7,181	6,268	7,609	7,250	6,289	6,977
Deposits	2,803	2,929	2,971	2,888	3,139	3,379
Repos, borrowings and debt, net	3,247	2,212	3,558	3,179	1,996	2,292
Total Equity	1,011	1,043	994	1,016	1,038	1,013
<b>Selected Financial Ratios</b>						
Return on Average Assets (ROAA)	1.2%	1.3%	0.2%	1.4%	1.0%	0.9%
Return on Average Equity (ROAE)	8.8%	8.0%	1.1%	8.6%	6.2%	5.5%
Net Interest Margin (NIM)	2.08%	1.85%	1.71%	1.74%	1.41%	1.28%
Net Interest Spread ("NIS")	1.84%	1.48%	1.21%	1.19%	1.13%	1.11%
Tier 1 Capital Ratio (Basel III)	17.9%	21.1%	18.1%	19.8%	26.0%	21.3%
SBP Regulatory Capital Adequacy	16.6%	18.7%	17.1%	17.3%	20.2%	16.9%
Efficiency Ratio	27%	34%	38%	32%	38%	40%
Credit-impaired loans to Loan Portfolio	1.09%	1.07%	1.12%	1.05%	0.22%	0.20%
Credit-impaired coverage (x times)	1.7	1.5	1.6	1.7	4.2	4.4
Total allowance for losses to Credit Portfolio (%)	1.71%	1.45%	1.63%	1.56%	0.75%	0.67%
<b>Shares and Market Capitalization</b>						
Number of shares outstanding (thousand)	39,160	39,429	39,539	39,602	39,678	38,017
Share price (as of period end)	29.44	26.90	17.30	21.38	15.83	17.54
Market capitalization	1,153	1,061	684	847	628	667
Earnings per share (EPS)	2.23	2.09	0.28	2.17	1.60	1.08
Book value per share (BVPS)	25.83	26.45	25.13	25.66	26.16	26.64
Annualized return / Average price per share	5.9%	5.5%	6.4%	7.6%	7.1%	6.3%
Pay-Out Ratio: Paid Dividend / EPS	69%	74%	547%	71%	71%	69%
Price to EPS (times)	13.2	12.9	61.4	9.8	9.9	11.8
Price to BVPS (times)	1.1	1.0	0.7	0.8	0.6	0.7

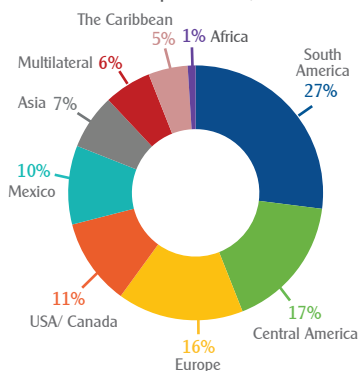
The consolidated financial information has been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board ("IASB").

## 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

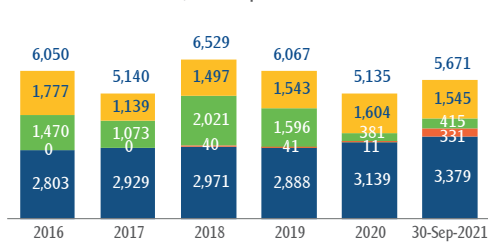
### Funding Sources by Geographic Market

As of September 30, 2021



### Funding Sources by Type

US\$ million, End of period balances

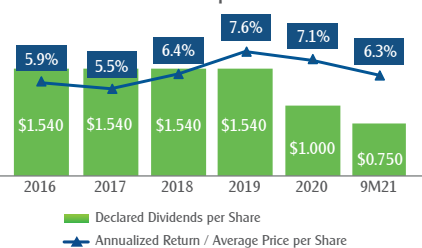


<sup>(1)</sup> Deposits from central banks shareholders or designees represent 47% as of September 30, 2021

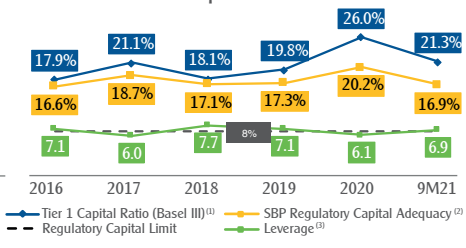
## Solid Capitalization with Attractive Dividends

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

### Dividend per Share



### Capital Ratios

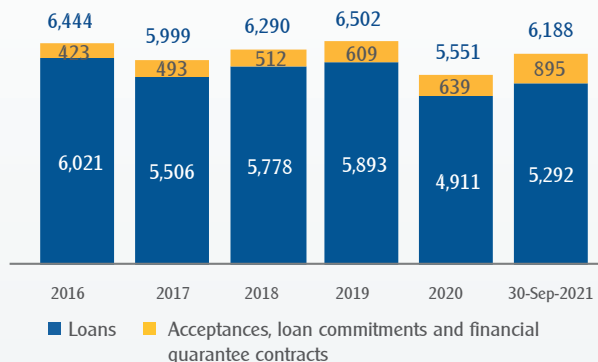


(1) Based on Basel III Internal ratings-based (IRB) approach  
 (2) As defined by the Superintendent of Banks of Panama (SBP), based on Basel III Standardized Approach  
 (3) Assets to Equity

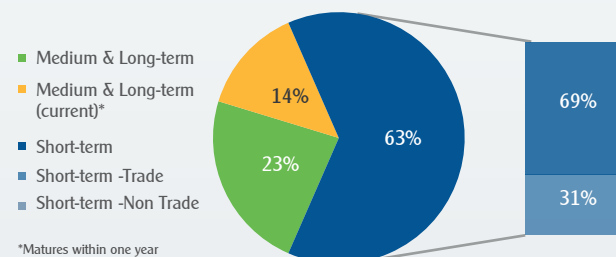
## Commercial Portfolio Evolution

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

### Commercial Portfolio EoP balances, US\$ million

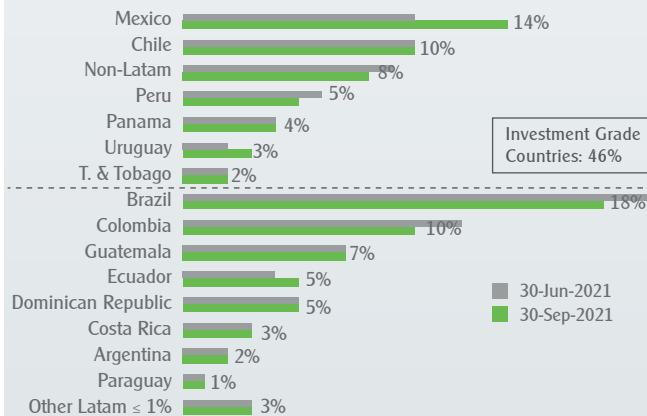


### Commercial Portfolio by Tenor and Trade Indicator As of September 30, 2021



\*Matures within one year

### Commercial Portfolio by Country Risk As of September 30, 2021



### Commercial Portfolio by Industry As of September 30, 2021

