

**ESTADO DE SITUACION FINANCIERA**

A 31 DE DICIEMBRE 2019 y 2018

(Cifras expresadas en miles de pesos colombianos)

|  | Notas     | 2019              | 2018              | VARIACION          |               |
|--|-----------|-------------------|-------------------|--------------------|---------------|
|  |           |                   |                   | \$                 | %             |
| <b>ACTIVO</b>                          |           |                   |                   |                    |               |
| Efectivo y equivalentes al efectivo    | 5         | 1,813,918         | 3,236,978         | (1,423,060)        | -43.96%       |
| Activos financieros de inversión       | 6         | 551,869           | 278,641           | 273,228            | 98.06%        |
| Inventarios                            | 7         | 10,556            | -                 | 10,556             | 0.00%         |
| <b>Cartera de Crédito</b>              |           |                   |                   |                    |               |
| Cartera Vigente                        |           | 35,252,418        | 36,846,655        | (1,594,236)        | -4.33%        |
| Cartera Vencida                        |           | 1,571,871         | 1,360,610         | 211,260            | 15.53%        |
| <b>Créditos consumo y microcrédito</b> |           | <b>36,824,289</b> | <b>38,207,265</b> | <b>(1,382,976)</b> | <b>-3.62%</b> |
| (-) Deterioro                          |           | 587,493           | 589,221           | (1,728)            | -0.29%        |
| <b>Total Cartera de Crédito</b>        | <b>8</b>  | <b>36,236,796</b> | <b>37,618,044</b> | <b>(1,381,248)</b> | <b>-3.67%</b> |
| <b>Cuentas por Cobrar</b>              | <b>9</b>  | <b>3,129,456</b>  | <b>2,821,349</b>  | <b>308,107</b>     | <b>10.92%</b> |
| <b>Activos Materiales</b>              |           |                   |                   |                    |               |
| Propiedad, Planta y Equipo             |           | 2,804,570         | 2,455,611         | 348,959            | 14.21%        |
| (-) Depreciación Acumulada             |           | 1,961,249         | 1,752,487         | 208,762            | 11.91%        |
| <b>Total Activos Materiales</b>        | <b>10</b> | <b>843,321</b>    | <b>703,124</b>    | <b>140,197</b>     | <b>19.94%</b> |
| <b>Otros activos</b>                   | <b>11</b> | <b>277,477</b>    | <b>254,117</b>    | <b>23,360</b>      | <b>9.19%</b>  |
| <b>TOTAL ACTIVO</b>                    |           | <b>42,863,393</b> | <b>44,912,253</b> | <b>(2,048,860)</b> | <b>-4.56%</b> |


**PASIVO**

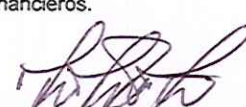
|  |           |                   |                   |                    |               |
|--|-----------|-------------------|-------------------|--------------------|---------------|
| <b>Créditos de bancos y otras obligaciones financieras</b> | <b>12</b> | <b>34,514,102</b> | <b>37,117,847</b> | <b>(2,603,745)</b> | <b>-7.01%</b> |
| Cuentas por pagar  | 13        | 665,843           | 957,633           | (291,790)          | -30.47%       |
| Impuestos, gravámenes y tasas                              |           | 0                 | 5,558             | (5,558)            | -100.00%      |
| Fondos Sociales y mutuales                                 | 14        | 0                 | 696,555           | (696,555)          | -100.00%      |
| Otros pasivos  | 15        | 1,327,890         | 659,334           | 668,556            | 101.40%       |
| <b>TOTAL PASIVO</b>  |           | <b>36,507,835</b> | <b>39,436,927</b> | <b>(2,929,092)</b> | <b>-7.43%</b> |

**PATRIMONIO**

|                                  |    |                   |                   |                    |               |
|----------------------------------|----|-------------------|-------------------|--------------------|---------------|
| Capital social                   |    | 5,213,757         | 4,405,356         | 808,401            | 18.35%        |
| Reservas                         | 16 | 1,067,556         | 997,055           | 70,501             | 7.07%         |
| Superávit                        |    | 476               | 476               | 0                  | 0.06%         |
| Resultado del ejercicio          |    | 234,055           | 230,139           | 3,916              | 1.70%         |
| Resultado ejercicios anteriores  |    | (160,286)         | (157,700)         | (2,586)            | 1.64%         |
| <b>TOTAL PATRIMONIO</b>          |    | <b>6,355,558</b>  | <b>5,475,326</b>  | <b>880,232</b>     | <b>16.08%</b> |
| <b>TOTAL PASIVO Y PATRIMONIO</b> |    | <b>42,863,393</b> | <b>44,912,253</b> | <b>(2,048,860)</b> | <b>-4.56%</b> |

Las notas 1 a 26 forman parte integrante de los estados financieros.

  
Beatriz Millán Mejía  
Gerente General

  
Martha Yaneth Ramirez Moreno  
Contador Publico  
TP 114848-T

  
Jairo Cáceres Machado  
Revisor Fiscal  
TP 14893-T

## ESTADO DE RESULTADOS INTEGRAL

DE ENERO 1o. AL 31 DE DICIEMBRE DE 2019 y 2018

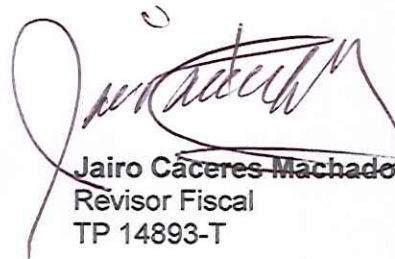
(Cifras expresadas en miles de pesos colombianos)

|  | Notas       | 2019             | 2018             | VARIACION       |               |
|--|-------------|------------------|------------------|-----------------|---------------|
|  |             |                  |                  | \$              | %             |
| <b>ACTIVIDAD DE CRÉDITO</b>              |             |                  |                  |                 |               |
| <b>Ingresos</b>                          | <b>18</b>   | <b>7,604,304</b> | <b>7,440,403</b> | <b>163,901</b>  | <b>2.2%</b>   |
| Consumo                                  |             | 6,173,924        | 5,956,806        | 217,118         | 3.6%          |
| Microcrédito                             |             | 1,430,380        | 1,483,597        | (53,217)        | -3.59%        |
| <b>Costos</b>                            | <b>19</b>   | <b>2,172,042</b> | <b>2,010,908</b> | <b>161,134</b>  | <b>8.0%</b>   |
| Créditos Bancarios                       |             | 1,245,889        | 1,021,034        | 224,855         | 22.0%         |
| Intereses Convenios                      |             | 926,153          | 989,874          | (63,721)        | -6.4%         |
| <b>Excedente Bruto Actividad Crédito</b> |             | <b>5,432,262</b> | <b>5,429,495</b> | <b>2,767</b>    | <b>0.1%</b>   |
| Recuperaciones                           |             | 182,607          | 250,491          | (67,884)        | -27.1%        |
| Otros Ingresos Actividad de crédito      | <b>20</b>   | 3,180,224        | 3,206,395        | (26,171)        | -0.8%         |
| Afiliaciones                             |             | 55,466           | 45,015           | 10,451          | 23.2%         |
| Venta Otros Productos                    |             | 4,466            | 0                | 4,466           | 100.0%        |
| (-) Deterioro                            | <b>21</b>   | 199,583          | 125,327          | 74,256          | 59.2%         |
| (-) Otros Costos y Gastos (Gmf)          | <b>19.1</b> | 360,403          | 315,396          | 45,007          | 14.3%         |
| <b>TOTAL EXCEDENTE BRUTO</b>             |             | <b>8,295,039</b> | <b>8,490,673</b> | <b>-195,634</b> | <b>-2.3%</b>  |
| <b>GASTOS DE ADMINISTRACIÓN</b>          |             |                  |                  |                 |               |
| (-)Beneficios a empleados                | <b>22</b>   | 3,441,335        | 3,503,851        | (62,516)        | -1.8%         |
| (-)Gastos Generales                      | <b>23</b>   | 4,236,224        | 4,438,782        | (202,558)       | -4.6%         |
| <b>Total Gastos de Administración</b>    |             | <b>7,677,559</b> | <b>7,942,633</b> | <b>-265,074</b> | <b>-3.3%</b>  |
| (-) Amortización                         |             | 14,382           | 24,962           | (10,580)        | -42.4%        |
| (-)Depreciación                          | <b>24</b>   | 209,873          | 197,933          | 11,940          | 6.0%          |
| (-)Gastos Financieros                    | <b>25</b>   | 228,878          | 176,173          | 52,705          | 29.9%         |
| <b>Total Gastos de Administración</b>    |             | <b>8,130,692</b> | <b>8,341,701</b> | <b>-211,009</b> | <b>-2.5%</b>  |
| <b>EXCEDENTE OPERACIONAL</b>             |             | <b>164,347</b>   | <b>148,972</b>   | <b>15,375</b>   | <b>10.3%</b>  |
| INGRESOS NO OPERACIONALES                | <b>20.1</b> | 99,260           | 202,408          | (103,148)       | -51.0%        |
| GASTOS NO OPERACIONALES                  | <b>26</b>   | 29,552           | 121,241          | (91,689)        | -75.6%        |
| <b>EXCEDENTE NO OPERACIONAL</b>          |             | <b>69,708</b>    | <b>81,167</b>    | <b>-11,459</b>  | <b>-14.1%</b> |
| <b>EXCEDENTE NETO</b>                    |             | <b>234,055</b>   | <b>230,139</b>   | <b>3,916</b>    | <b>1.7%</b>   |

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