

# Corporate Presentation

July 2024



Signatory of:



Titularizadora Colombiana  
Administración Maestra de emisiones de  
Titularización de Cartera hipotecaria  
CO. S.C. CER145151



# Titularizadora Colombiana

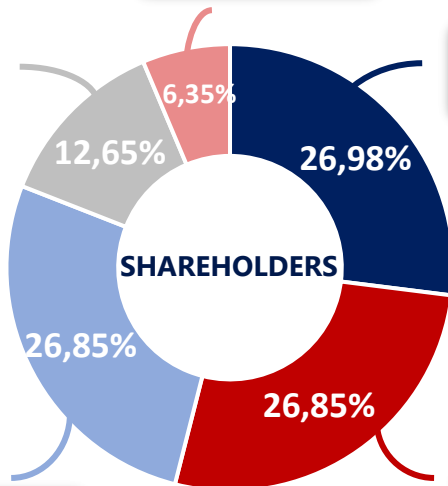


## Our Company

- Created in 2001, after the Colombian 1990's mortgage crisis
- First asset securitization company in Colombia
- Equity: USD \$36 millions
- Supervised by the Financial Superintendence of Colombia
- More than USD **\$6,5bn** in **77** issuances

## Our Purpose

Connecting the financing needs of different economic activities with the capital market, with transparency, efficiency and under the principles of sustainability, through the securitization of assets.



## Acknowledgments



Counterparty risk: AAA rating. This confirms our position as a market leader in mortgage securitization and administration



Best practices on information disclosure and investor relations Certification by the Colombian Stock Exchange Market– BVC since 2013.



**ISO 9001:2008** IR Issuer Distinction Management System quality certification as Master Servicing which involves the oversight of portfolio and information disclosure

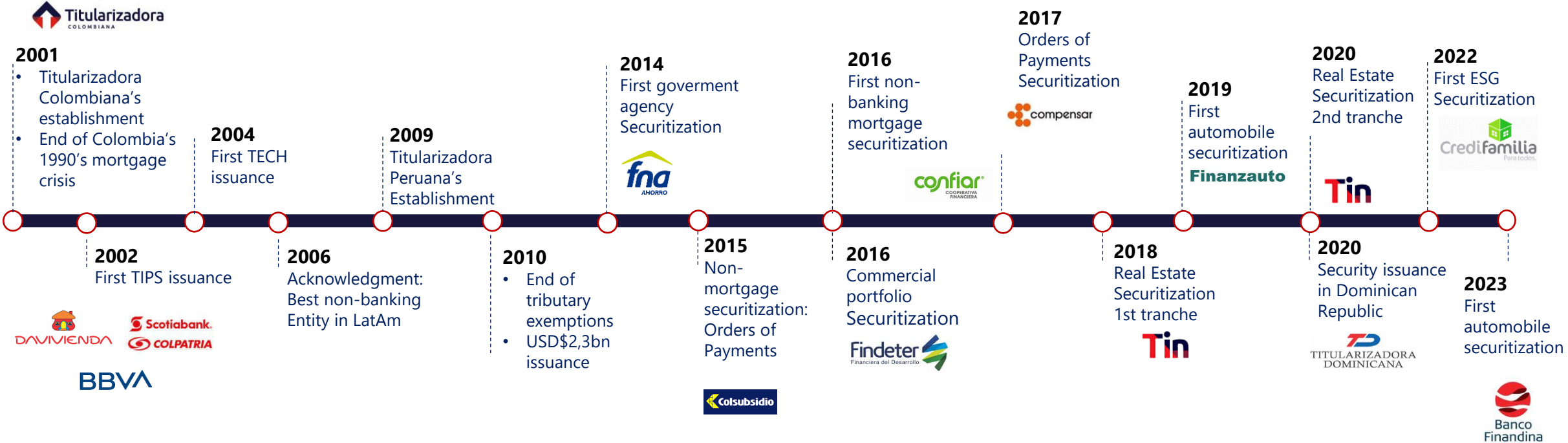


**Principles of Responsible Investment (PRI):** Titularizadora Colombiana has been a signatory to PRI since December 2023.

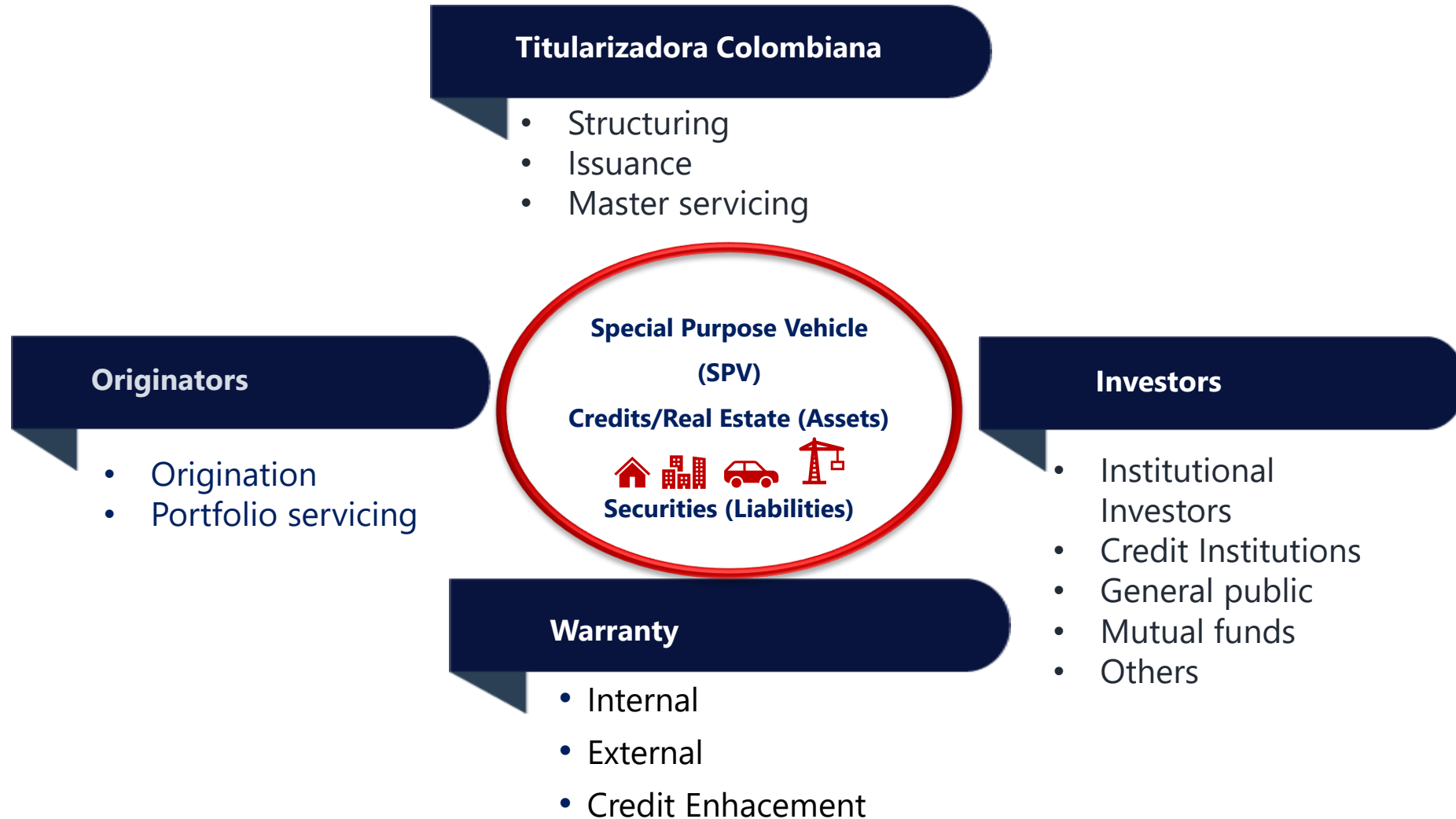
# Our History

## Securitization Meaning

Securitization is the process of transforming illiquid assets into investable securities backed by the underlying assets' cash flows.



# Securitization Scheme



# SPV's Legal Structure

## Special Legal Framework

- ◆ Allows the creation of an SPV (Universality) that packages assets, their guarantees and rights and has legal, financial and accounting separation from the Originator of the underlying asset and Titularizadora Colombiana
- ◆ Considering that the SPV does not have its own legal personality, the issuer is Titularizadora Colombiana charged to the SPV.

## SPV (Special Purpose Vehicle)

Firm Sale

Assets are transferred and cannot be returned to the Originator. The cash flows belong to the SPV and are dedicated to the payment of the securities issued.

The SPV separates the assets from the Originator's and Issuer's equity financially, legally and on the books

Property Separation

Remote bankruptcy

The Assets are immune from bankruptcy of the Originator and the Securitizer (Titularizadora Colombiana)

# Issuances by underlying asset and Originators



## Mortgage

| Issuance   | Type                         | #  | Amount      |
|------------|------------------------------|----|-------------|
| TIPS PESOS | RMBS Fixed Rate OB           | 39 | \$ 4.017,14 |
| TIPS UVR   | RMBS Indexed OB              | 19 | \$ 1.849,95 |
| TIS        | RMBS Fixed Rate ONB          | 2  | \$ 23,19    |
| TECH       | RMBS Non-performing loans OB | 3  | \$ 286,93   |
| Total      |                              | 63 | \$ 6.177,21 |



## Payroll Deduction Loans

| Issuance  | Type                     | # | Amount   |
|-----------|--------------------------|---|----------|
| TIL PESOS | ABS Order of Payment ONB | 4 | \$ 84,27 |



## Automobiles

| Issuance  | Type              | # | Amount    |
|-----------|-------------------|---|-----------|
| TIV PESOS | ABS Car Loans ONB | 7 | \$ 154,35 |



## Commercial



| Issuance | Type                     | # | Amount   |
|----------|--------------------------|---|----------|
| TER IPC  | ABS Commercial Portfolio | 1 | \$ 60,00 |



## Real Estate

| Issuance | Type               | # | Amount   |
|----------|--------------------|---|----------|
| TIN      | Real-Estate Assets | 2 | \$ 68,70 |



## Historic Issuance

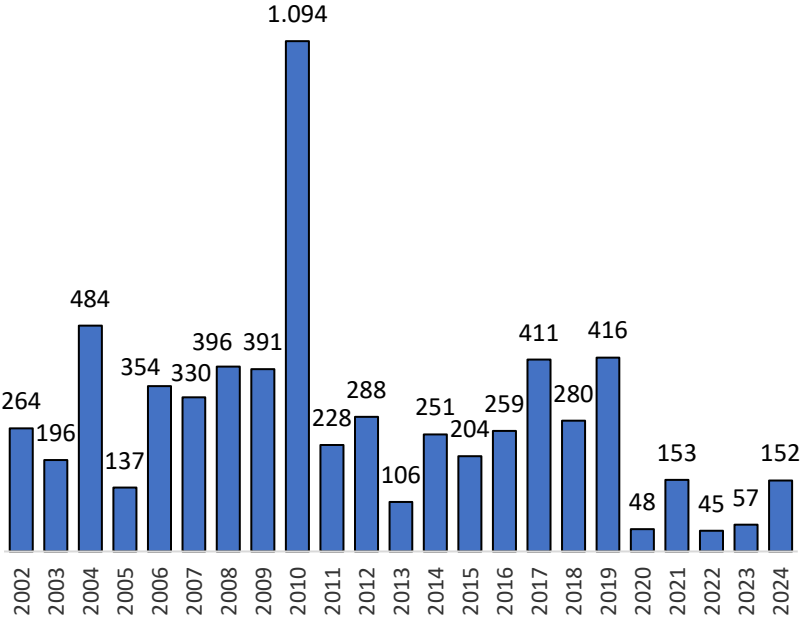
| #  | Amount   |
|----|----------|
| 77 | \$ 6.536 |

Source: Titularizadora Colombiana. \*Parity COP/USD= \$4.042,80

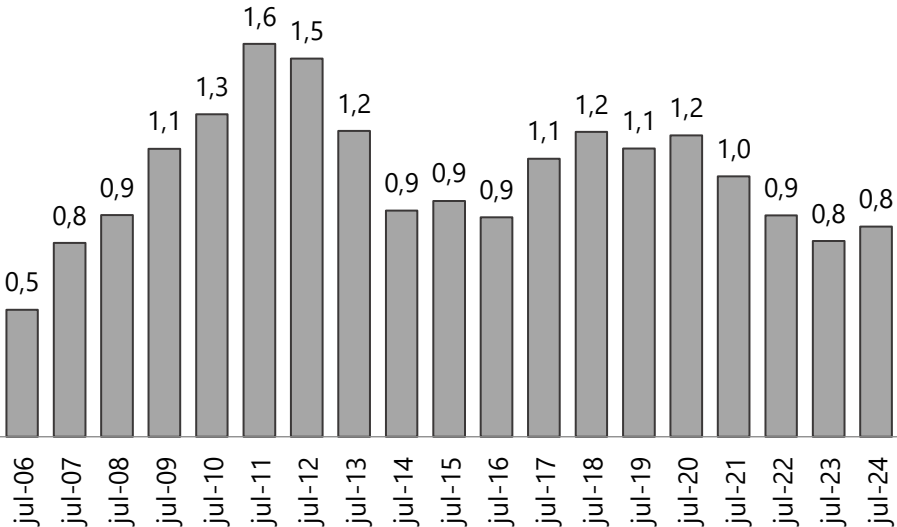
# Our Portfolio

Our total asset under management outstanding rose to USD \$0.8 billions and involves different kinds of assets.

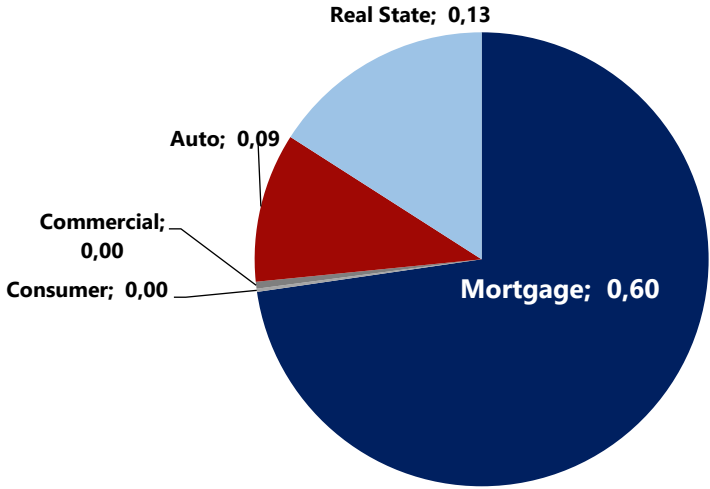
**Issuance by Year**  
(USD million)



**Asset-Backed Securities Outstanding**  
(USD billion)



**Portfolio Structure**  
(USD billion)



Source: Titularizadora Colombiana. \*Parity COP/USD= \$4.042,80

## Main Duties



### Structuring

- Standard certification and formulation.
- Definition of selection criteria.
- Financial structure
- Operational structure
- Legal structure
- Portfolio acquisition.



### Placement

- Commercial Management.
- Investor Visits.
- Coupon Rate Definition.
- Allocation.



### Management

- Asset Management
- Liability Management
- Investor Relations
- Market Issuance Reports
- Development of the Securities Market - Secondary Market



# Our Main Strengths



Leader in the securitization market, with 23 years of experience, 75 issuances, and over \$6.6 billion issued.



Turnkey process: No intermediaries required. All activities are carried out by Titularizadora Colombiana.



Originator's cost coverage: The originator does not incur initial, fixed, variable, or commission expenses. These costs are borne by the SPV.



The SPV is not subject to tax liability (no income tax, VAT exemption, and Financial Transactions Tax).



Automatic registration and approval of mortgage issuances with the SFC (approval within 3 to 5 days).



Consolidated relationship with institutional investors interested in this asset class.



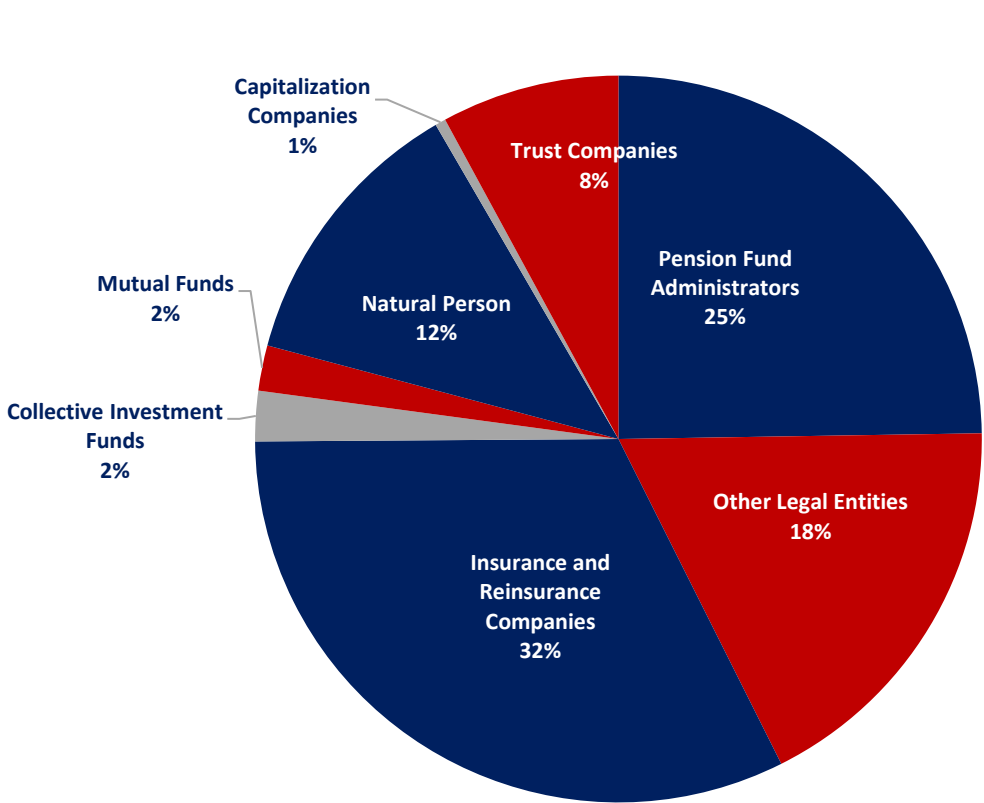
Expert, specialized, and highly qualified team.



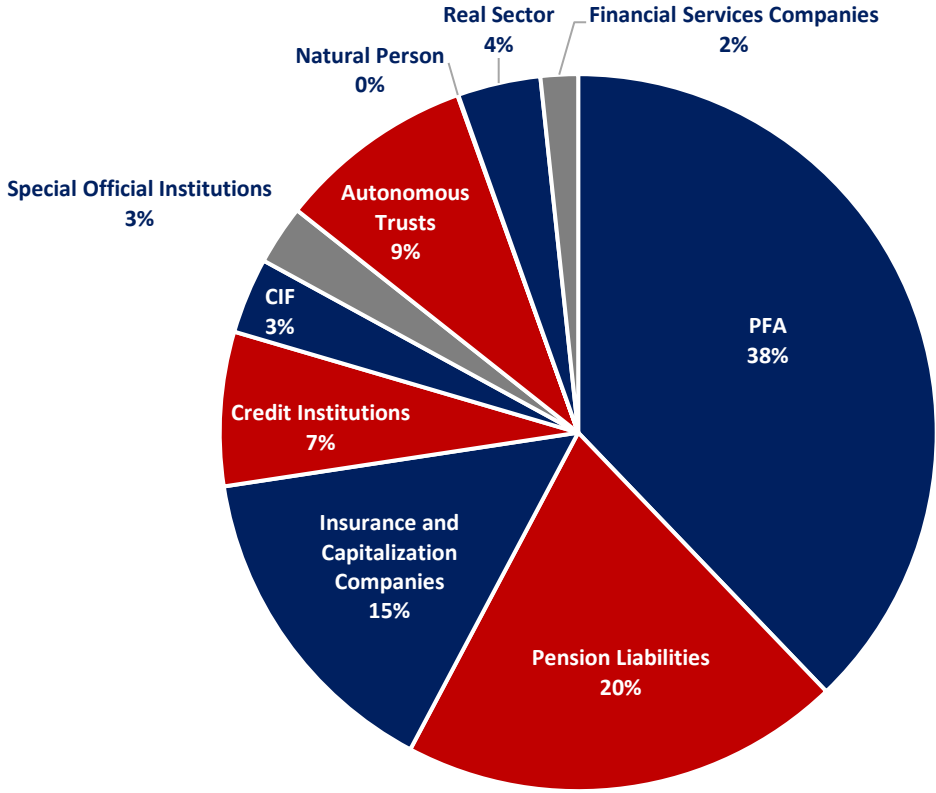
We share best market practices in portfolio origination and management.

# Our Investors

## TIN Holders



## TIPS Holders



# SPV Financial Structure

## Special Purpose Vehicle\*

| Asset                           | Liabilities |
|---------------------------------|-------------|
| Mortgage or other type of loans | Tranche A   |
|                                 | Tranche B   |
|                                 | Tranche MZ  |
|                                 | Tranche C   |
|                                 | Residual    |

✓ Titles A have priority in payment and all coverage is made so that these titles are paid without any problem

✓ The originator generally subscribes subordinated securities

✓ Profit that the originator earns when the portfolio performs well

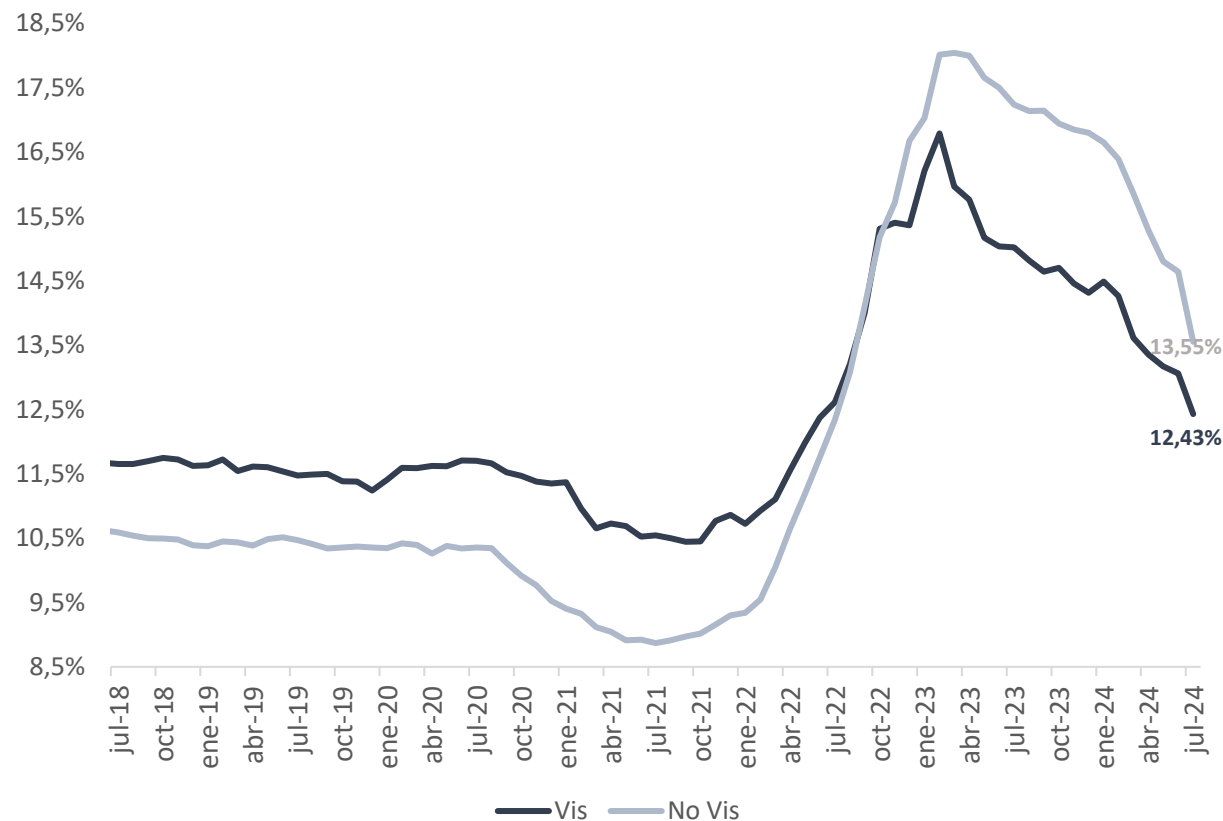
A Special Purpose Vehicle (SPV) is a distinct company with its own assets and liabilities, as well as its own legal status. The SPV allows the investors to receive payments (A bond returns) from these underlying assets before any other creditors

\*Only for loan asset-backed securities

# Our Contribution

Our products contributed to the development of fixed-rate loans and lower costs in the housing finance sector.

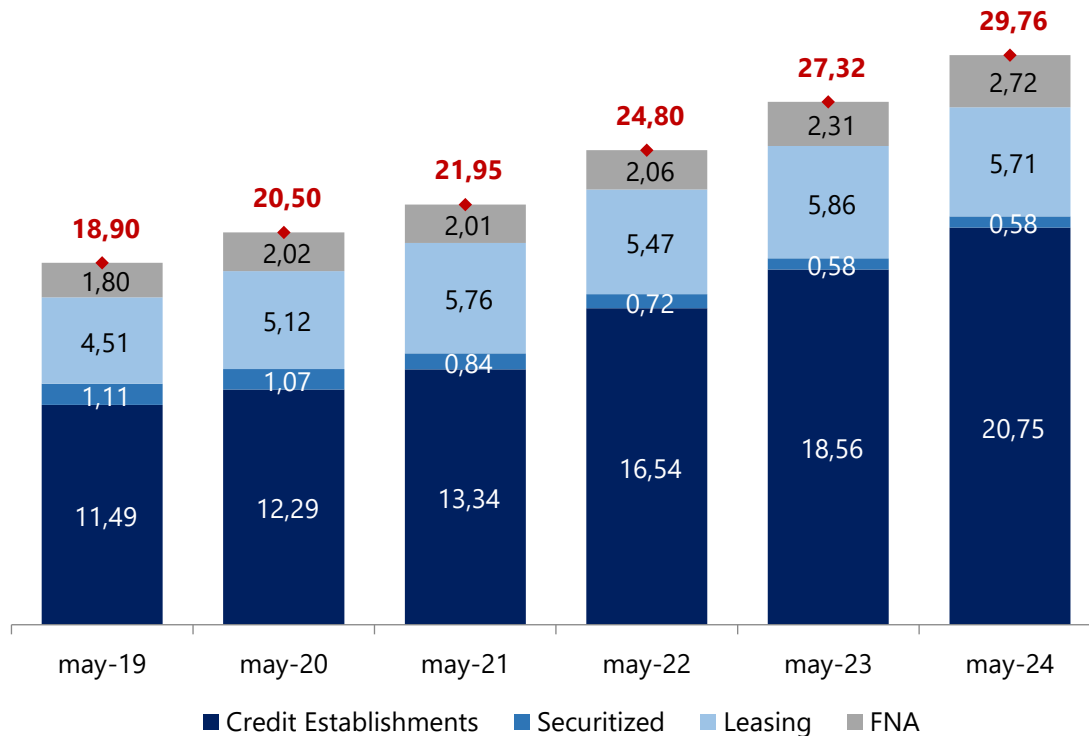
## Average Mortgage Interest Rate (%)



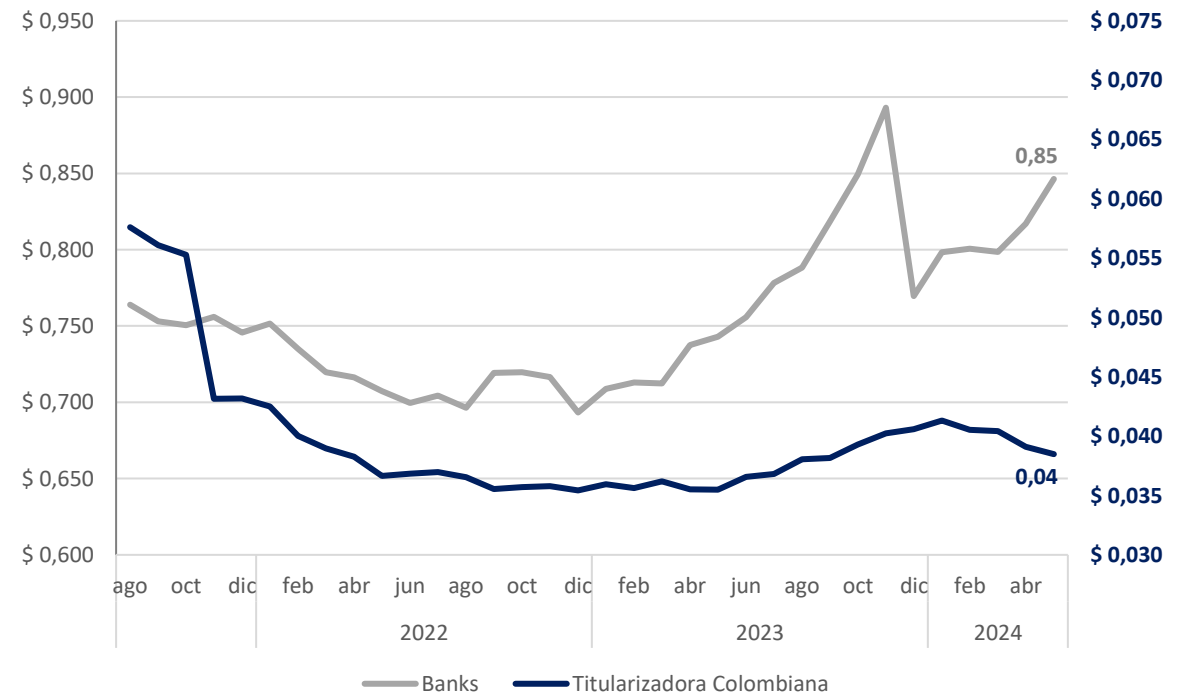
# Our Contribution

Our products contributed to the development of fixed-rate loans and lower costs in the housing finance sector.

## Mortgage Loans Outstanding (USD\$ billions)



## Non-performing Loans (>4 months) (USD\$ billions)

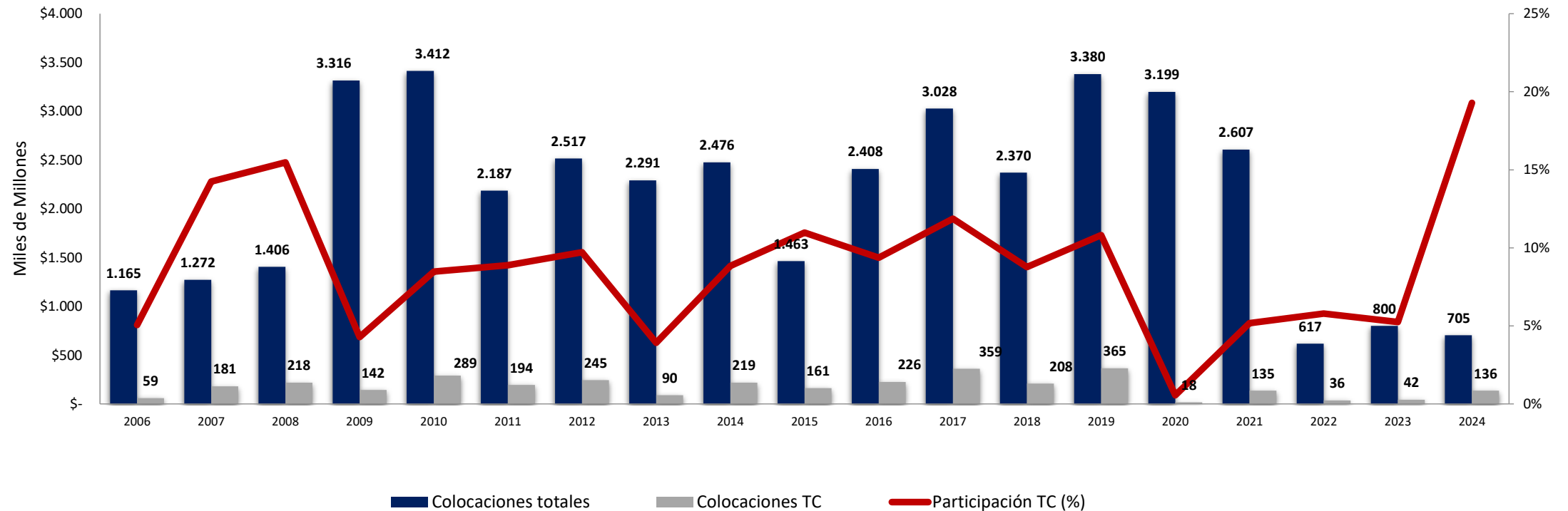


Source: Titularizadora Colombiana. \*Parity COP/USD= \$4.042,80

# Our Contribution

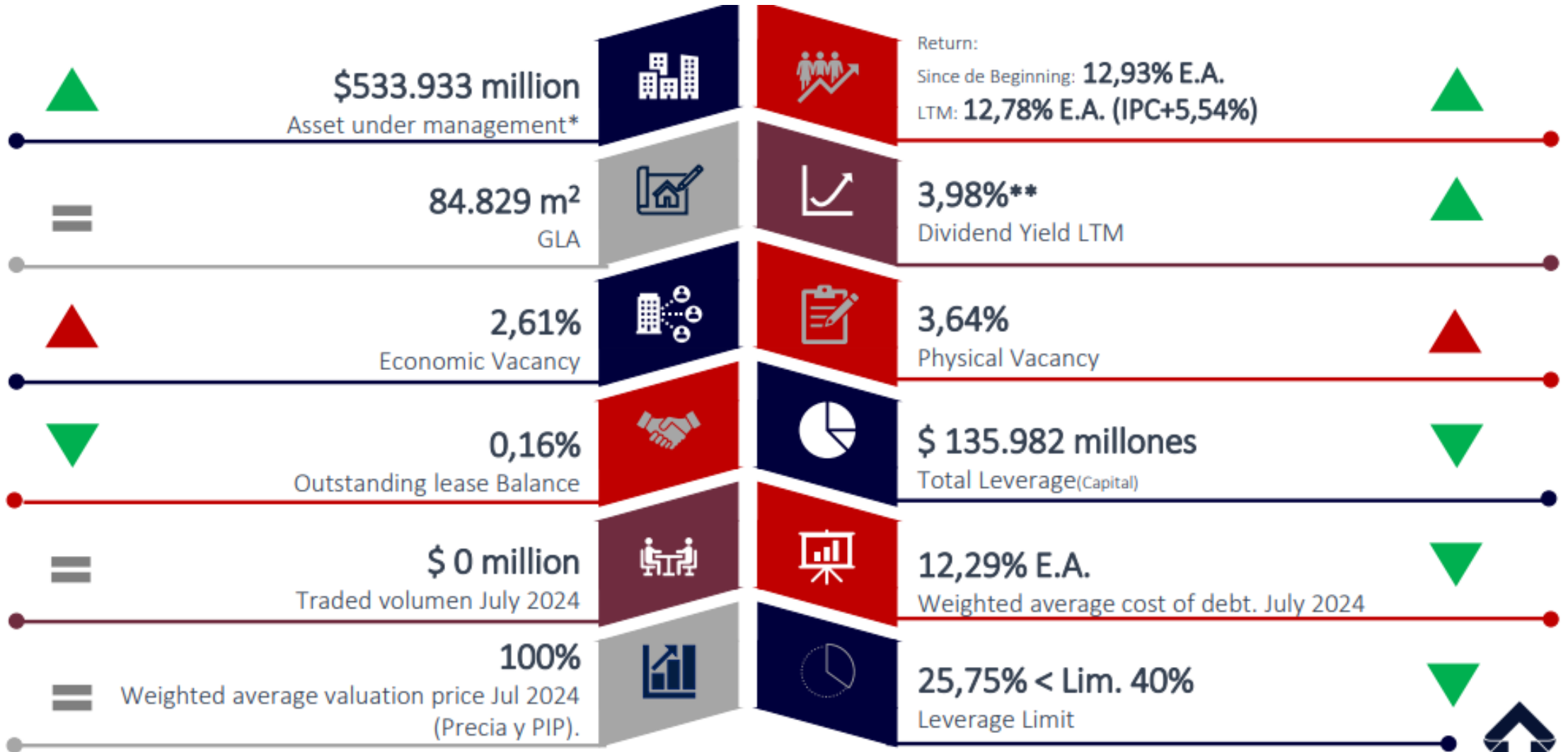
Also promoting the development of the Colombian capital market.

## Share of Fixed Rate Issuance (USD million)



Source: Titularizadora Colombiana. \*Parity COP/USD= \$4.042,80

# Indicators of our real-estate vehicle TIN



Indicators as at Jul 31, 2024.

\*\* Outstanding lease balance on operating income of previous 12 months.

\*\*\* Yields distributed average Year to date. Yield distribution in the month on the average security value for the month. LTM: Last 12 Months

# Strategic Pillars | Strategic Plan Titularizadora 2022-2027

1



## Enhancing the mortgage portfolio business (Core business)

- Reviewing / adjusting current value proposition

- Further developing the client's vision (originator and investor)



Success example in the market

2



## Developing businesses with significant rates of economic growth and competitive advantages in the market (Adjacent businesses)

- Non-mortgage loan portfolios of banks and non-banks institutions
- Real Estate business

3



## Exploring and incorporating new technologies and disruptive models (Bets)

- Disruptive / digital ecosystem
- Securitization of other assets
- Data mining



Innovative, efficient and resilient



Together we achieve more



More clients, more development



Better growth and major competitive advantages in the market



Sustainable and responsible business models



# Our Social Securitization

Date December 16th 2022

Originator



Impact:



Series A Rating

AAA

**BRC Ratings**

A Company of **S&P Global**  
\*No forma parte de NRSRO - S&P Global Ratings

Second opinion

“Good”



Ensure that the poor and the most vulnerable have equal rights in terms of economic resources, as well as access to basic services.



Strengthen the capacity of national financial institutions to promote and expand access to financial services.



Empower and promote social, economic, and political inclusion, regardless of age, gender, disability, race, ethnicity, or economic situation or any other condition.



Ensure access to adequate, safe, and affordable housing and improve low-income neighborhoods.

Portfolio Type

Mortgage VIS (100%)

Issued Amount

123.053.000 UVR\*  
(39.769 billion COP)

Series A placement rate

7,80% E.A (UVR\*)

Number of underlying assets

1.012 Mortgages

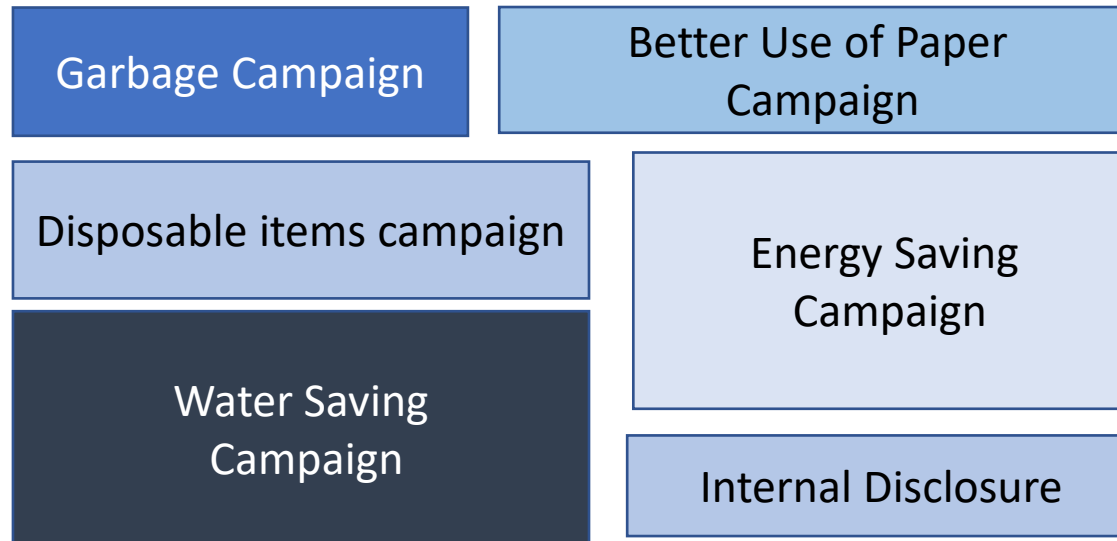
\*The unit of real value (UVR in Spanish) is a unit of account that reflects the purchasing power of the currency based on the variation of the consumer price index (CPI).

Source: Bolsa de Valores de Colombia.

4



Environmental Strategy



Strengthening the internal campaign *"Think Green: Leave your mark in the planet"*

# Our Sustainability Strategy



Transforming assets for a sustainable future.



## Stakeholders

- Staff
- Shareholders
- Board of Directors
- Investors
- Originators
- Authorities
- Placement agents
- Suppliers
- Credit rating agencies
- Tenants





## Contact Information

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# Titularizadora Colombiana

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