



Titularizadora
COLOMBIANA

Titularizamos sueños para **Impulsar al país**

**Corporate Presentation
January 2025**

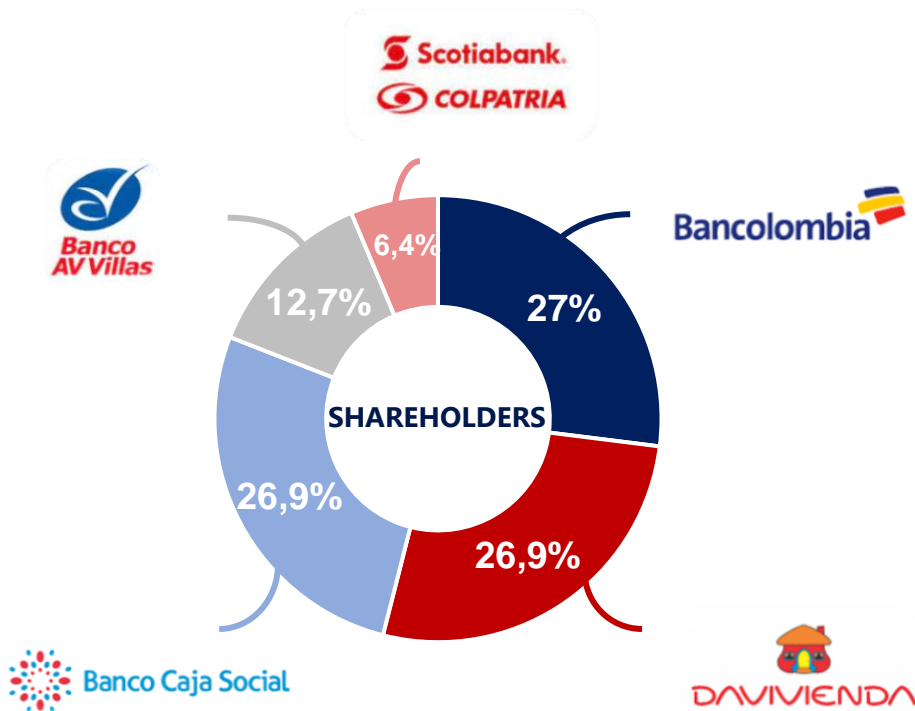


Our Company

- Created in 2001, after the Colombian 1990's mortgage crisis
- First asset securitization company in Colombia
- Equity: USD \$37 millions
- Supervised by the Financial Superintendence of Colombia
- More than USD **\$6,7bn** in **81** 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

BRC
Standard & Poor's
S&P Global
AAA



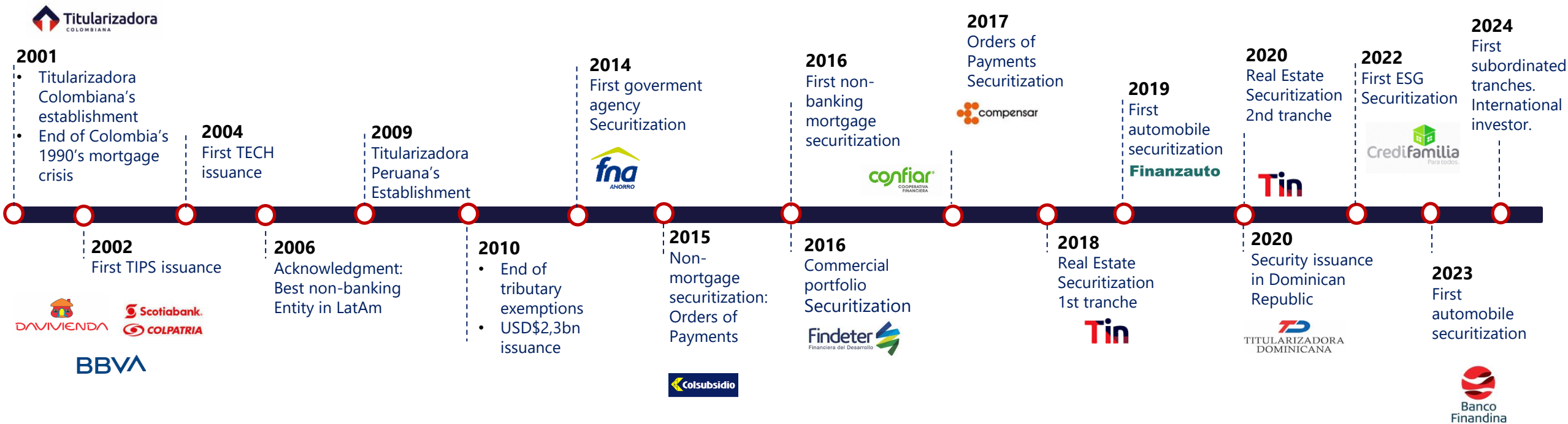
Titularizadora Colombiana
Administración Maestra de emisiones de
Titularización de Cartera hipotecaria
CO. S.C. CER145151

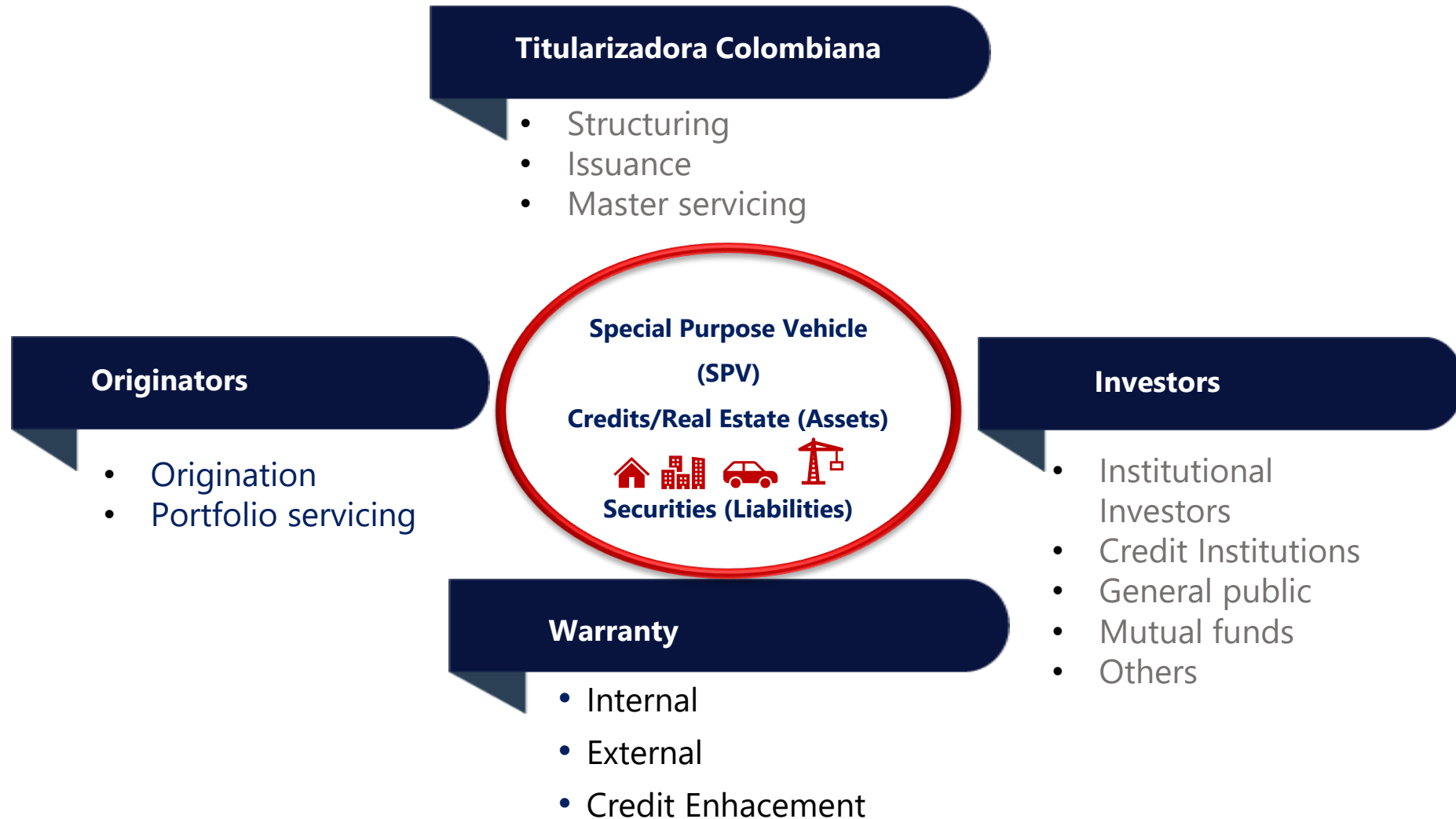
Signatory of:
PRI Principles for
Responsible
Investment



Securitization Meaning

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





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 Vehicule)

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.

Property Separation

Remote bankruptcy

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

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



Mortgage

| Issuance | Type | # | Amount |
|------------|------------------------------|----|-------------|
| TIPS PESOS | RMBS Fixed Rate OB | 42 | \$ 4.128,83 |
| TIPS UVR | RMBS Indexed OB | 19 | \$ 1.842,6 |
| TIS | RMBS Fixed Rate ONB | 1 | \$ 23,1 |
| TECH | RMBS Non-performing loans OB | 3 | \$ 243,52 |
| Total | | 65 | \$ 6.238,06 |



Payroll Deduction Loans

| Issuance | Type | # | Amount |
|-----------|--------------------------|---|----------|
| TIL PESOS | ABS Order of Payment ONB | 4 | \$ 80,92 |



Automobiles

| Issuance | Type | # | Amount |
|-----------|-------------------|----|-----------|
| TIV PESOS | ABS Car Loans ONB | 10 | \$ 241,20 |



Commercial

| Issuance | Type | # | Amount |
|----------|--------------------------|---|----------|
| TER IPC | ABS Commercial Portfolio | 1 | \$ 57,62 |



Real Estate

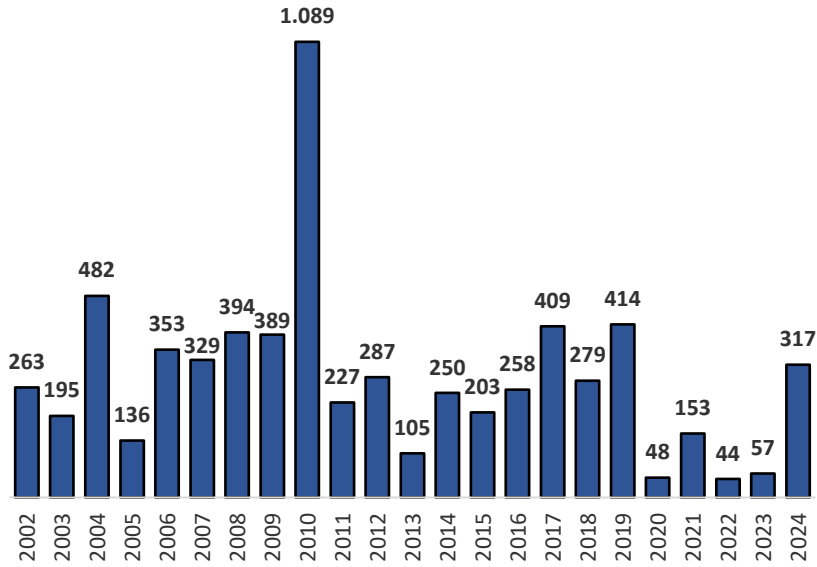
| Issuance | Type | # | Amount |
|----------|--------------------|---|----------|
| TIN | Real-Estate Assets | 1 | \$ 65,96 |



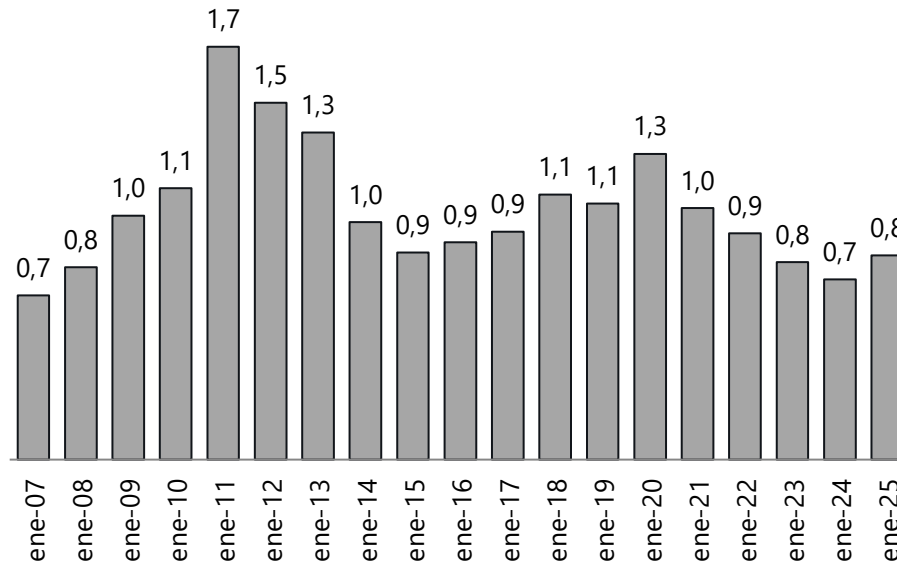
| Historic Issuance | # | Amount |
|-------------------|----|---------|
| | 81 | \$ 6.72 |

Our total asset under management outstanding rose to USD \$0.9 billions and involves different kinds of assets.

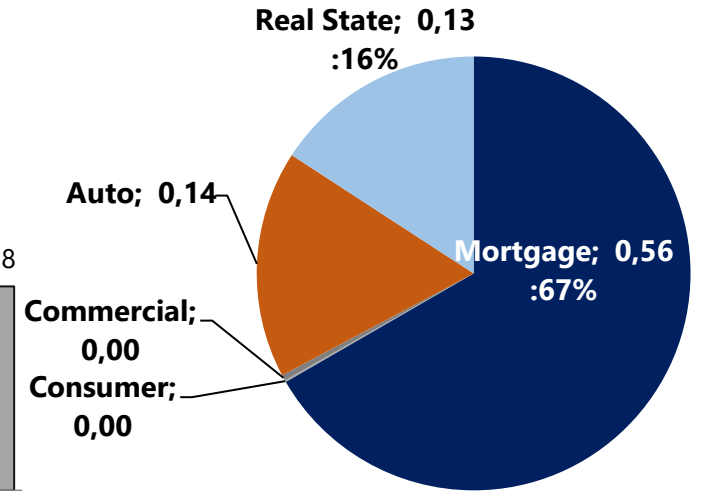
Issuance by Year (USD million)



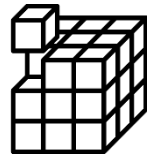
Asset-Backed Securities Outstanding (USD billion)



Portfolio Structure (USD billion)



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



Leader in the securitization market, with 23 years of experience, 81 issuances, and over \$6.7 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.



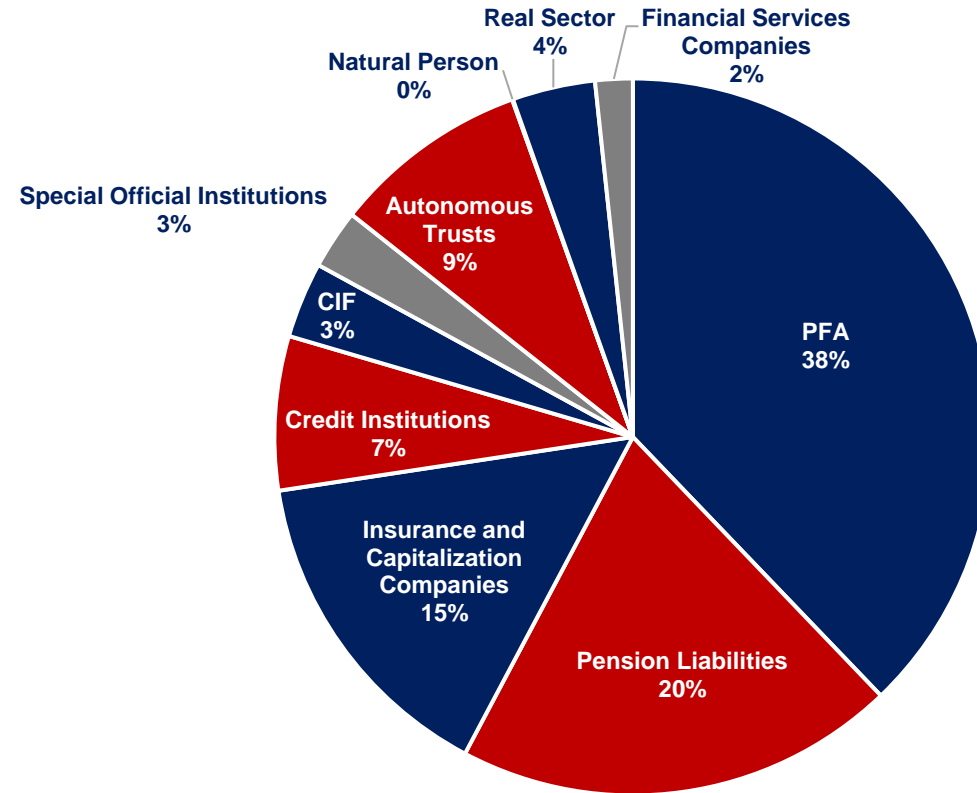
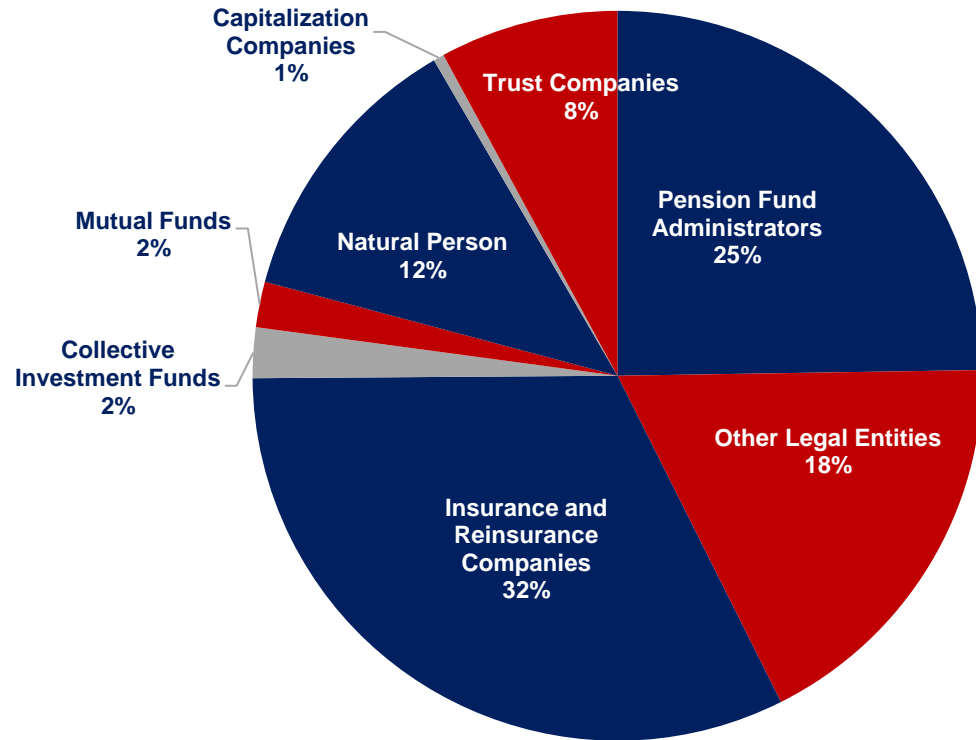
Expert, specialized, and highly qualified team.



We share best market practices in portfolio origination and management.

TIN Holders

TIPS Holders





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

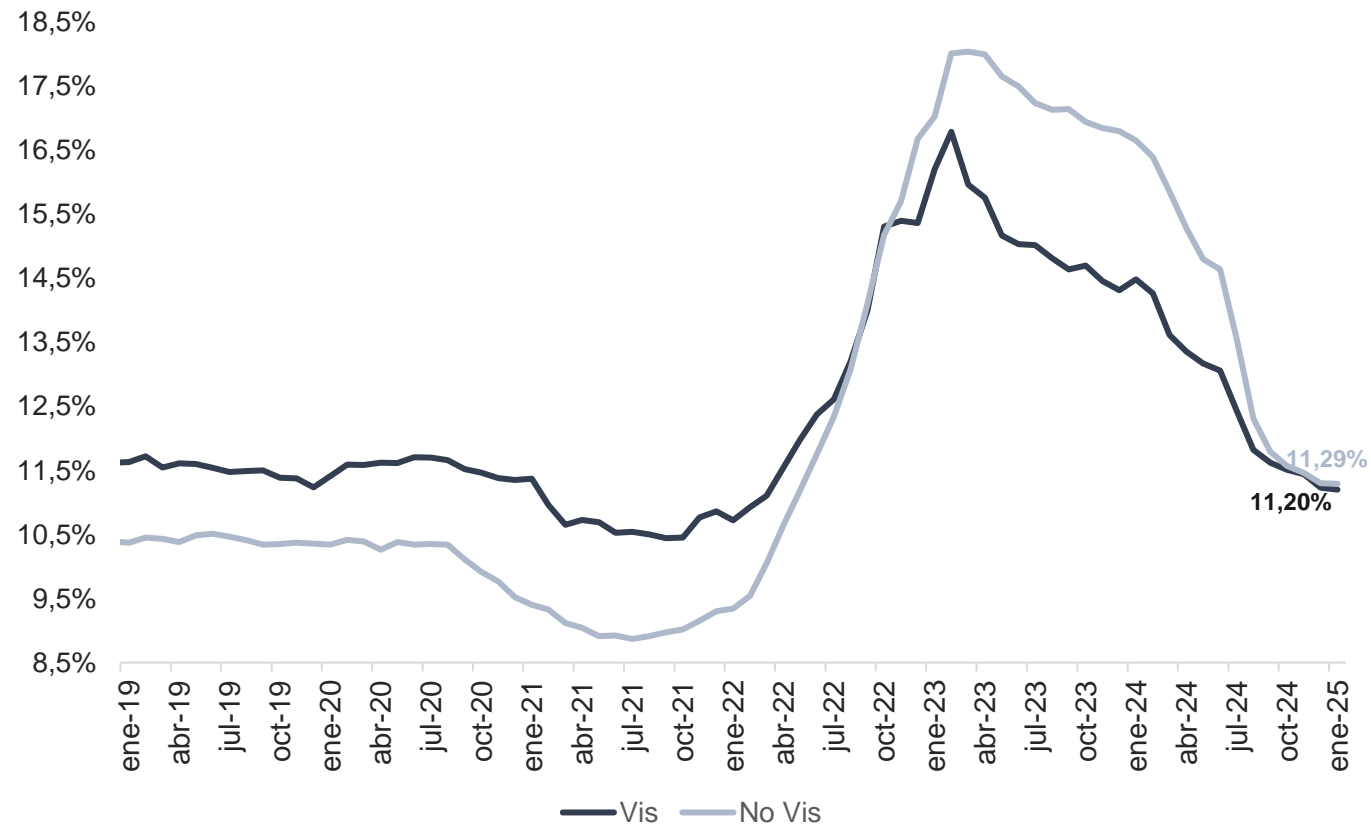
✓ Profit that the originator earns when the portfolio performs well

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

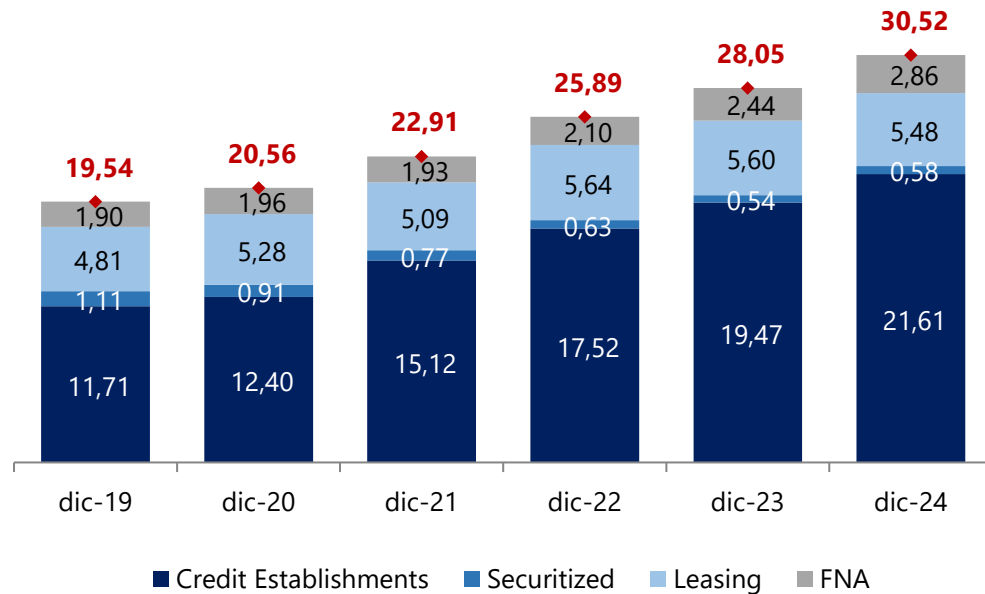
Our products contributed to the development of fixed-rate loans and lower costs in the housing finance sector.

Average Mortgage Interest Rate
(%)

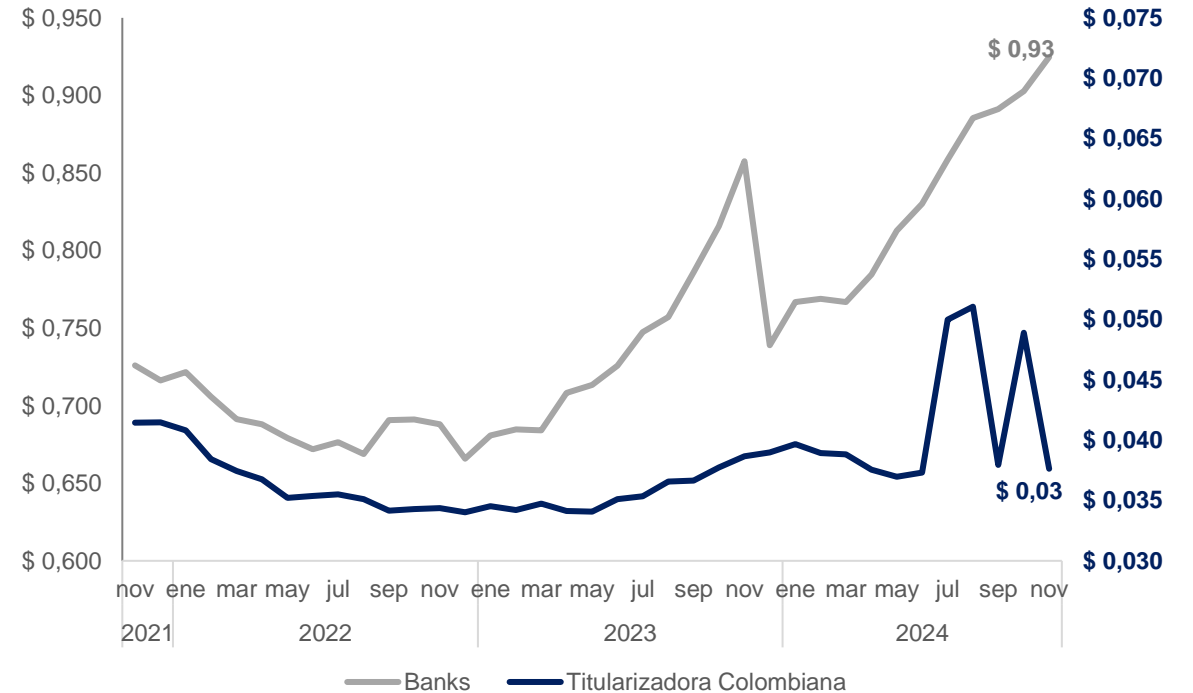


Our products contributed to the development of fixed-rate loans and lower costs in the housing finance sector.

Mortgage Loans Outstanding
(USD\$ billions)



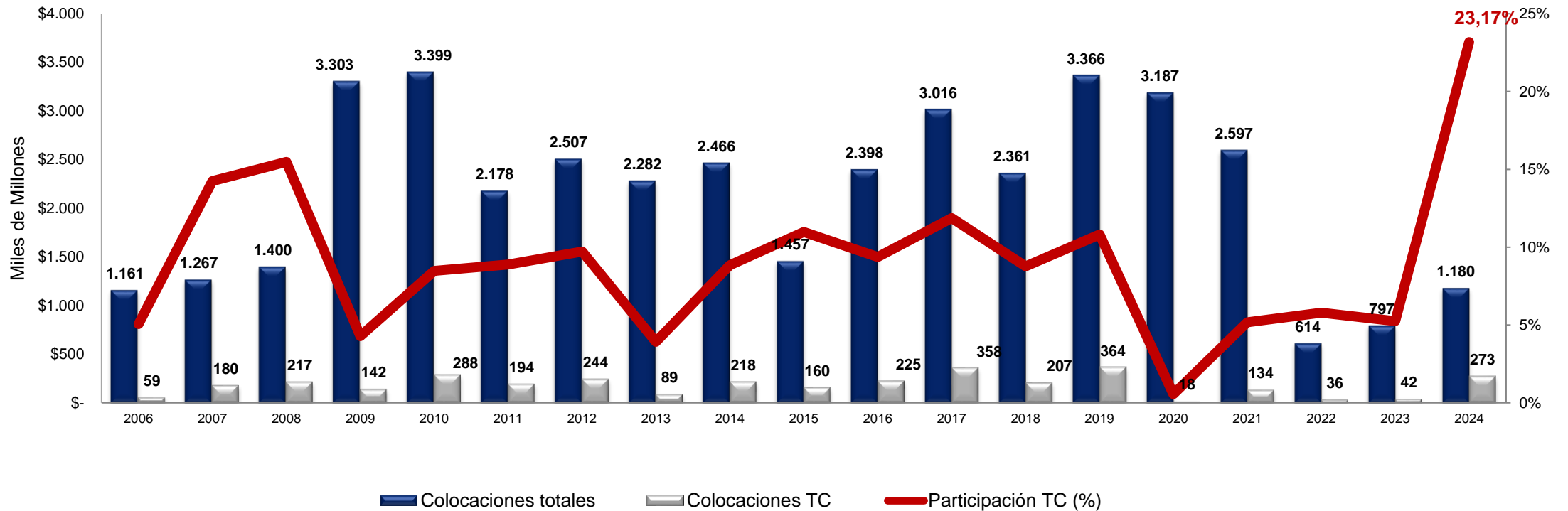
Non-performing Loans (>4 months)
(USD\$ billions)



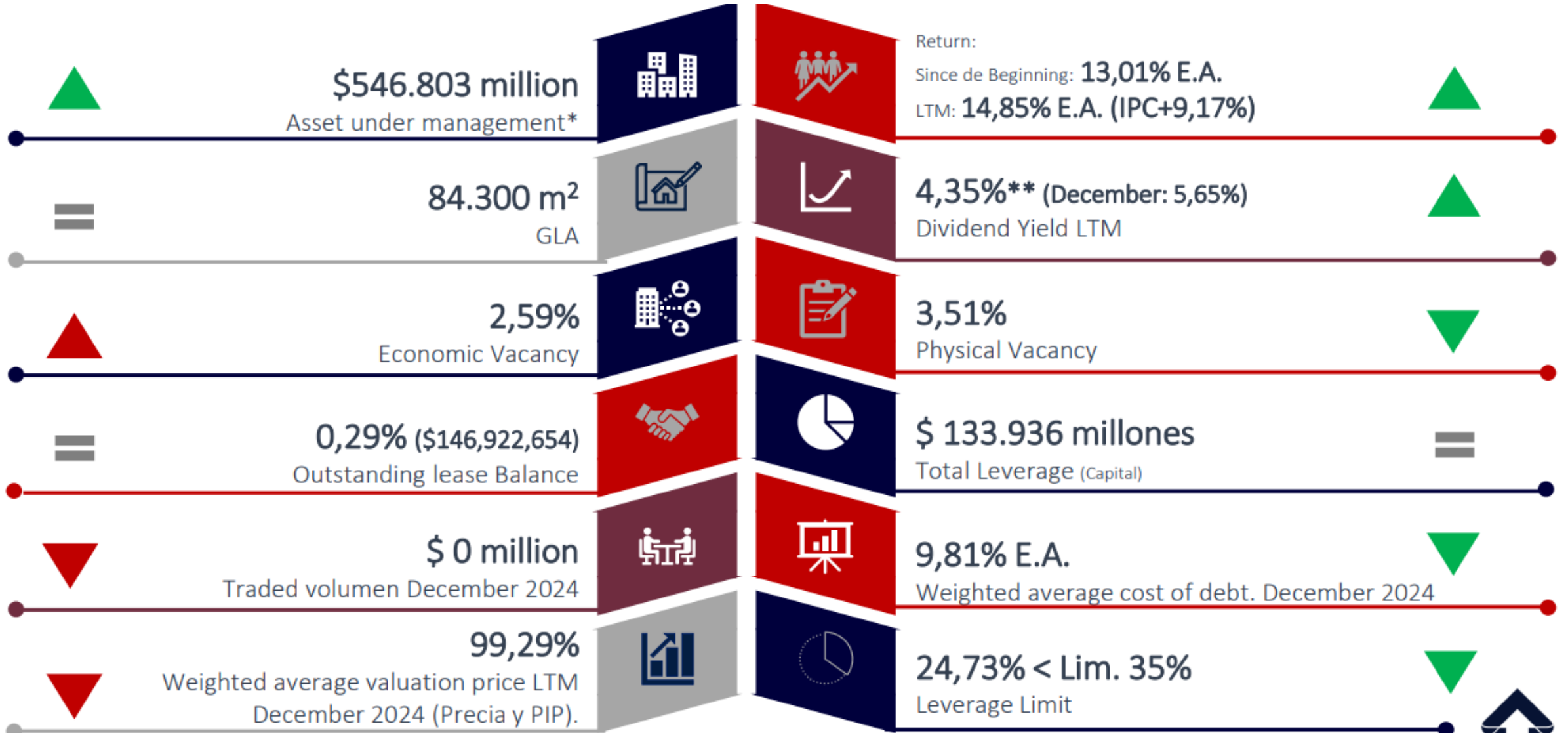
Source: Titularizadora Colombiana. *Parity COP/USD= \$4.170,01

Also promoting the development of the Colombian capital market.

Share of Fixed Rate Issuance
(USD million)



Source: Titularizadora Colombiana. *Parity COP/USD= \$4.170,01



Indicators as at September 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 focus 2022 - 2027

1

**Enhance the Mortgage
Portafolio Business**
(Core Business)

2

**Develop businesses that will
generate growth and
competitive advantages in the
market**
(Adjacent Businesses)

3

**Explore and incorporate new
technologies and disruptive
models**
(Bets)

4

Internacionalization

Date December 16th 2022

Originator



Series A Rating

AAA

BRC Ratings

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

Second opinion

“Good”



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

Impact:



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.

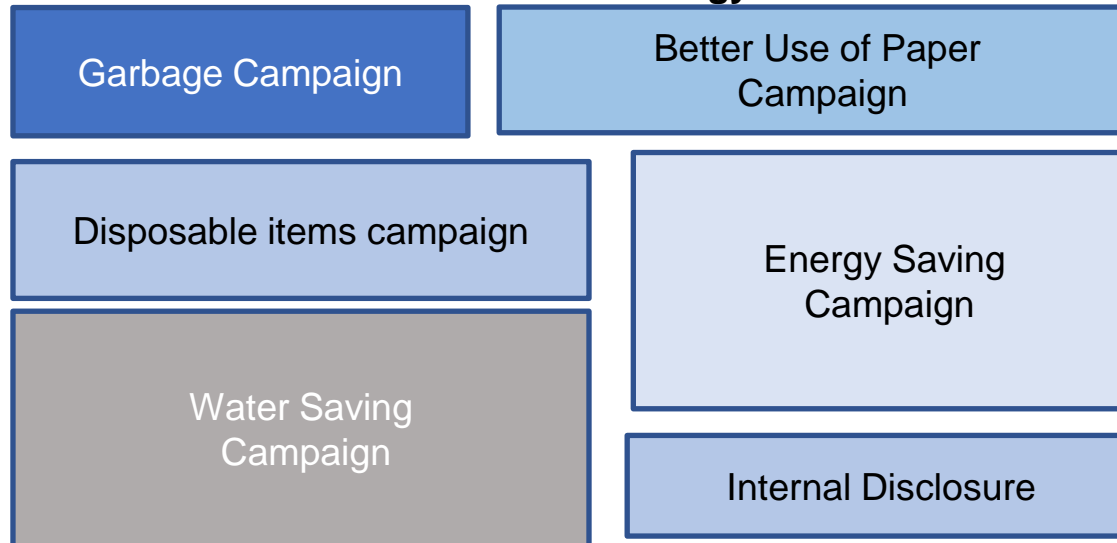
*The unit of real value (UVR in Spanish) is a unit of account that reflects the purchasing power of the currency based on the variation of the consumer price index (CPI).

4



Environmental

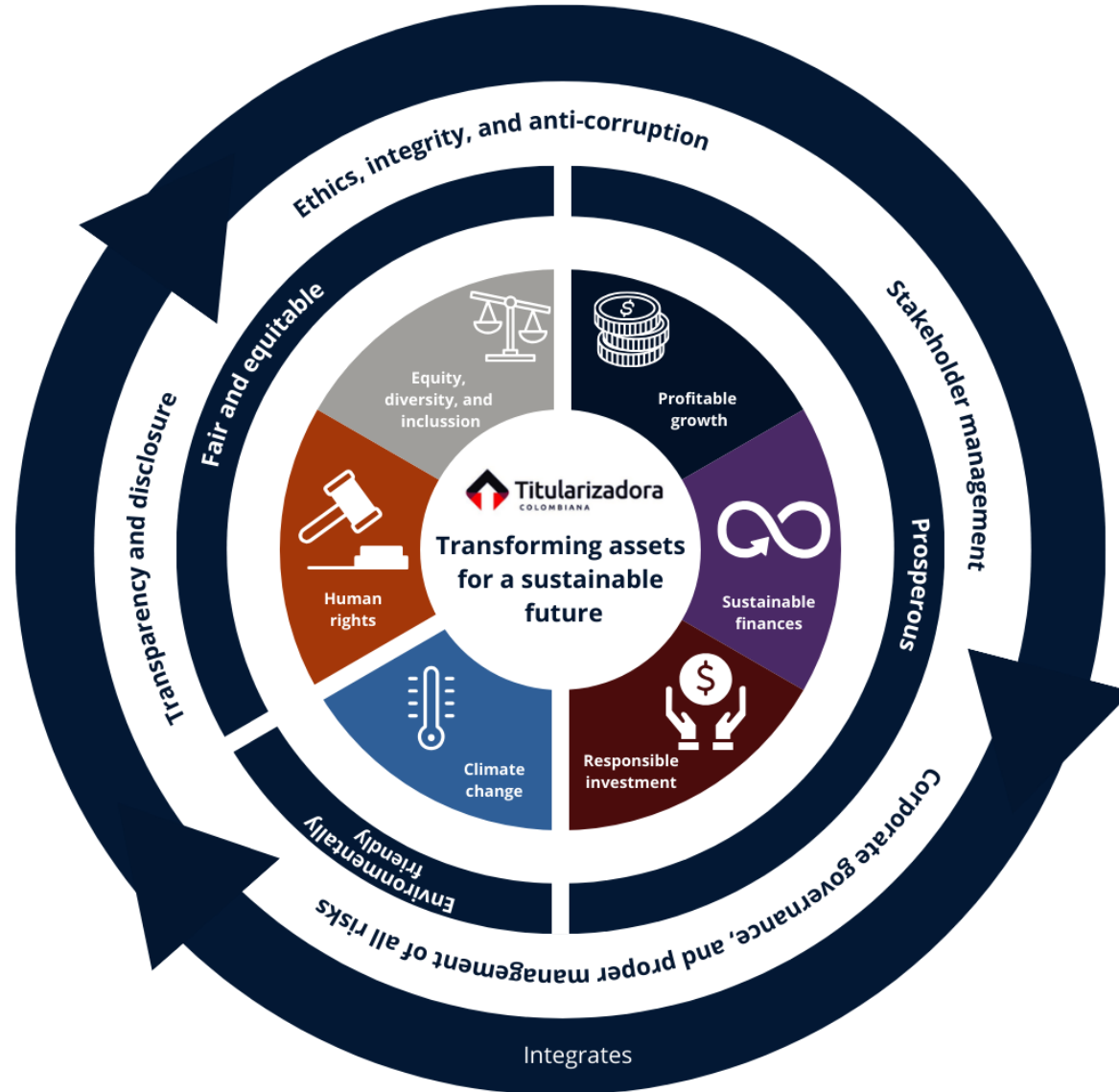
Strategy



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

Titularizadora
COLOMBIANA

Transforming assets for a sustainable future.



Stakeholders

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

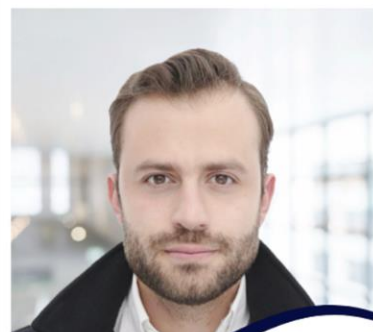




Ana María Salcedo





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