

Titularizamos sueños para Impulsar al país

Corporate Presentation May 2025



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Our Company

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Our

Company

- Created in 2001, after the Colombian 1990's mortgage crisis.
- First asset securitization company in Colombia.
- Equity: More than USD \$36.25 millions (may).
- Supervised by the Financia. Superintendence of Colombia.
- More than USD **\$6.77 bn** in **82** issuances.



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.

AAA

BRC Standard & Poor's S&P Global





Titularizadora Colombiana Administración Maestra de emisiones de Titularización de Cartera hipotecaria CO- S.C. CER145151 Signatory of:







- Our shareholders are **national financial institutions** with extensive experience and recognition in the local and regional market.
- They mainly include **banks and insurance companies.**
- Their experience and reputation in the financial sector allow them to contribute significantly to the development and growth of **Titularizadora Colombiana.**



We group or package financial assets to be transformed into securities and sold to investors in the market.



Investors

- Institutional Investors
- Credit Institutions
- General public
- Mutual funds
- Others



Originators

- Origination
- Portfolio servicing







Leader in the securitization market, with 24 years of experience, 82 issuances, and over \$6.77 billion issued.

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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.





Originators

• Securitization is an alternative for **funding diversification** and a tool to **manage balance sheet risks**.

• By selling the assets, the originator obtains **liquidity** / financing.

• Selling assets to the trust allows for the **transfer of credit**, **liquidity**, **interest rate**, **and prepayment risks** associated with that collateral to the investors in the securities, who have greater capacity and agility to manage them.

• By transferring portfolio risks and selling the assets, provisions are recovered, and capital is released.

• It reduces mismatch risks.

• Securitization enables financing through the capital markets.

Investors

Diversification of investment alternatives.

• Possibility to invest in assets through solid structures **without** assuming the direct risk of the asset.

• Competitive returns compared to other investment alternatives.

Possibility to invest in assets with different levels of risk.







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 **History**







Our **History**



A PARA		Mortgage	1			
-	Bancolombia	Issuance	Туре	#	Amount*	_
BBVA III Scotia	Banco Caja Social Nichers Brenze	TIPS PESOS	RMBS Fixed Rate OB	43	\$4.16	_
		TIPS UVR	RMBS Indexed OB	19	\$1.85	
Coomeya Nos facilita is vida	for CONTROL Protocol	TIS	RMBS Fixed Rate ONB	1	\$0.02	-
	-	TECH	RMBS Non- performing loans OB	3	\$0.29	-
•	compensar	Pyroll Dedu	uction Loans	66	\$6.32	-
	Colsubsidio Con teda le que te mercees	Issuance	Туре	#	Amount *	
		TIL	ABS Order of	4	\$0.08	
		PESOS	Payment ONB			

Automobiles

Issuance

TIV

PESOS



#

10

Туре

ABS Car Loans

ONB

Amount*

\$0.24

Issuance	Туре	#	Amount*
TER IPC	ABS Commercial Portfolio	1	\$0.06

	Issuance	Туре	#	Amount*
1	TIN	Real-Estate Assets	1	\$0.07





Finanzauto

Sanco Finandina

📣 Santander



We have issued over **\$6.77 billion USD** across **82 issuances**. The portfolio managed by the Titularizadora has a balance exceeding **\$791 million USD**, made up of different types of assets, with mortgage securitizations standing out.







Titularizadora Colombiana broke the market share record in fixed income issuances in 2024.

Share of Fixed Rate Issuance (USD million)





Colocaciones totales

Participación TC (%)



Our **Results**





Net Income (\$USD Millions)



(\$USD Millions) 28.10
26.58
26.58
dic-20
dic-21
dic-22
dic-23
dic-24

Equity

*Parity COP/USD= \$4.058,92

Structure: Financial, Operational, and Characteristics of the Securities









Key Elements of the Financial Structure

True Sale: The loans are removed from the originator's balance sheet.

Originators usually subscribe to subordinated and residual securities.

Tranches A + B **are backed** by the principal of the loan pool.

Coverage Mechanisms

- Subordination
- Partial Credit Enhancement Mechanism
- Excess Spread
- Balance Adjustment
- Payment Suspension Clauses
- Interest Rate Reduction Mechanism

* Flexibility to structure TIPS A with different tranches, maturities (from 5 to 15 years), and durations (from 1 to 5 years), according to investor preferences and the characteristics of the loan portfolio to be securitized.



Master Servicing processes contribute to the evaluation of originators and servicers, the standardization of origination and servicing processes, and the reduction of operational and credit risk in the issuances.

Certification of Originators and Servicers

Loan Portfolio Due Diligence

Loan Collection Procedure

Recovery Procedure



Our TIPS **Investors**



Institutional Investors: **96%**

Retail Investors: 4%



IOE: Instituciones Oficiales Especiales





COLOMBIAN

There is great potential in the mortgage market for securitization









TIN is an investment program aimed at the securitization of real estate assets (REIT-like), allowing investors to gain exposure to the returns generated by the management of the real estate portfolio in Colombia.



Rental income and property cash flows Only offices, warehouses, and commercial spaces (CORE)

Issuance of Participatory Securities



* Total Assets Under Management. Includes cash accounts, tangible assets, accounts recievable & other assets.

** Yield Distributed During the Month Over the Monthly Average Security Price.

*** Weighted Average Valuation Price for the Last 12 Months as of the Reporting Date (Precia and PiP).

**** Weighted Average Cost of Debt.

***** Loan to Value

TIN securities are participatory securities and, therefore, will not have a guaranteed return. Instead, their return will be variable and will depend on the performance of the investments that make up the Universality.









Strategic Priorities 2022 – 2027





Our Social Securitization



Date

<u>Originador</u>

Series A Grade

Second-Party Opinion

December 16, 2022

Mortgage Loan VIS (100%)

123,053,000 UVR (COP

Credifamilia Para todos.



"Good"

AAA

Sustainable

Portfolio Type:

Amount Issued:

Placement Rate for Series A:

Number of loans:

1.012 loans

denominated)

7,80% E.A (UVR-

39.769 billion)



Impact:

1 NO POVERTY

Ensure that the

poor and the most

vulnerable have

equal rights to

<u>economic</u>

resources, as well

as access to basic

services.



capacity of national

financial

institutions to

promote and

expand access to

financial services.



promote social,

economic, and

political inclusion

regardless of age,

gender, disability,

race, ethnicity, or

economic or other

<u>status.</u>



 Enguro access to
Ensure access to
<u>adequate, safe,</u>
and affordable
housing and basic
services, and
<u>upgrade slums.</u>

Source: Bolsa de Valores de Colombia (BVC)



Our Sustainability Strategy



Transforming assets for a sustainable future.





Stake-holders

- Emplyees
- Shareholders
- Board of Directors
- Investors
- Originators
- Authorities
- Placement Agents
- Suppliers
- Credit Ratng Agencies
- Tenants











