BLADEX AT A GLANCE | FACTSHEET 4Q19

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**
- In-depth knowledge of Latin America’s local markets, jurisdictions and industry sectors
- Investment grade profile with strong and unique shareholding structure involving 23 Latin American governments
- Vast correspondent banking network throughout Latin America and other regions of the world
- Regional integrator, within Latin America and with the world’s largest markets

**Core Competency in Trade Finance**
- Deep knowledge of Trade Finance with 40 years of remarkable success
- Uniquely qualified staff with strong product expertise in: trade value chain, cross-border finance, supply-side & distribution, both intra-regional and inter-regional

**Support of Investments and Regional Integration**
- Strategically positioned to capture growth opportunities, and trade flow dynamics in our support of investments and regional integration
- Single point of contact
- Client specific solutions
- Long-term relationship

**Efficient Measurement and Management**
- World-class standards in Corporate Governance, focused on Enterprise-Wide Risk Management
- Client-focused efficient organizational structure

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

Shareholder Composition

- As of December 31, 2019
- Class “A”
- Class “B”
- Class “E”

16%
6%
78%

Central Banks or designees from 23 LatAm countries (1)
LatAm international Banks and Financial Institutions
Public Float (NYSE listed)

Credit Ratings

- Moody’s
  - P-2 Short-Term
  - Baa2 Long-Term
  - Negative Outlook

- Fitch
  - F2 Short-Term
  - BBB+ Long-Term
  - Negative Outlook

- S&P
  - A-2 Short-Term
  - BBB Long-Term
  - Negative Outlook

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

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P.O. Box 0819-08730, Panama, Republic of Panama • Tel: (507) 210-8500 • Swift: BLAEPA PA • Website: www.bladex.com
### Financial Information Highlights

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<tbody>
<tr>
<td>Net Income (US$ million)</td>
<td>141.3</td>
<td>145.5</td>
<td>155.2</td>
<td>119.8</td>
<td>109.7</td>
<td>109.5</td>
</tr>
<tr>
<td>Fees and Commissions, net (US$ million)</td>
<td>17.5</td>
<td>19.2</td>
<td>14.3</td>
<td>17.5</td>
<td>17.2</td>
<td>15.6</td>
</tr>
<tr>
<td>Gain (loss) on financial instruments, net (US$ million)</td>
<td>7.9</td>
<td>7.6</td>
<td>(2.9)</td>
<td>(0.7)</td>
<td>(1.0)</td>
<td>(1.4)</td>
</tr>
<tr>
<td>Other income, net (US$ million)</td>
<td>1.8</td>
<td>1.6</td>
<td>1.4</td>
<td>1.7</td>
<td>1.7</td>
<td>2.9</td>
</tr>
<tr>
<td>Total Revenues (US$ million)</td>
<td>167.6</td>
<td>173.9</td>
<td>166.0</td>
<td>138.3</td>
<td>127.6</td>
<td>126.7</td>
</tr>
<tr>
<td>Impairment loss on financial instruments (US$ million)</td>
<td>(11.6)</td>
<td>(12.1)</td>
<td>(35.1)</td>
<td>(9.4)</td>
<td>(57.5)</td>
<td>(57.4)</td>
</tr>
<tr>
<td>Gain (loss) on non-financial assets, net (US$ million)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(10.0)</td>
<td>0.5</td>
</tr>
<tr>
<td>Operating expenses (US$ million)</td>
<td>(53.6)</td>
<td>(51.8)</td>
<td>(45.8)</td>
<td>(46.9)</td>
<td>(48.9)</td>
<td>(40.7)</td>
</tr>
<tr>
<td>Profit for the year (US$ million)</td>
<td>102.4</td>
<td>104.0</td>
<td>87.0</td>
<td>82.0</td>
<td>11.1</td>
<td>86.1</td>
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### Selected Profit or Loss Data

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<tbody>
<tr>
<td>Assets</td>
<td>6,686</td>
<td>6,692</td>
<td>6,021</td>
<td>5,506</td>
<td>5,778</td>
<td>5,893</td>
</tr>
<tr>
<td>Deposits</td>
<td>8,022</td>
<td>8,286</td>
<td>7,181</td>
<td>6,266</td>
<td>7,609</td>
<td>7,250</td>
</tr>
<tr>
<td>Repossessions and debt, net</td>
<td>2,507</td>
<td>2,795</td>
<td>2,803</td>
<td>2,929</td>
<td>2,971</td>
<td>2,888</td>
</tr>
<tr>
<td>Stockholders' Equity</td>
<td>911</td>
<td>972</td>
<td>1,011</td>
<td>1,043</td>
<td>994</td>
<td>847</td>
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</table>

### Selected Financial Position Data

<table>
<thead>
<tr>
<th>Financial Information</th>
<th>Return on Average Assets (ROAA)</th>
<th>Return on Average Equity (ROAE)</th>
<th>Net Interest Margin (NIM)</th>
<th>Return on Average Equity (ROAE)</th>
<th>Return on Average Equity (ROE)</th>
</tr>
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<tbody>
<tr>
<td>2014</td>
<td>1.4%</td>
<td>11.5%</td>
<td>1.88%</td>
<td>0.06%</td>
<td>-11.6%</td>
</tr>
<tr>
<td>2015</td>
<td>1.3%</td>
<td>11.0%</td>
<td>2.67%</td>
<td>0.78%</td>
<td>-18.1%</td>
</tr>
<tr>
<td>2016</td>
<td>1.2%</td>
<td>8.8%</td>
<td>2.23%</td>
<td>1.09%</td>
<td>-35.1%</td>
</tr>
<tr>
<td>2017</td>
<td>1.3%</td>
<td>8.0%</td>
<td>2.09%</td>
<td>1.07%</td>
<td>-9.4%</td>
</tr>
<tr>
<td>2018</td>
<td>1.7%</td>
<td>11.0%</td>
<td>0.28%</td>
<td>1.12%</td>
<td>57.5%</td>
</tr>
<tr>
<td>2019</td>
<td>1.5%</td>
<td>8.8%</td>
<td>2.17%</td>
<td>1.05%</td>
<td>0.4%</td>
</tr>
</tbody>
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### Financial Information from 2014 to date was prepared in accordance with International Financial Reporting Standards (IFRS) as issued by IASB.

### Commercial Portfolio Evolution

#### Commercial Portfolio by Industry

- **Financial Institutions**
  - **Oil and Gas (Integrated)**
  - **Electric Power**
  - **Food and Beverage**
  - **Metal Manufacturing**
  - **Retail Trade**
  - **Other Services**
  - **Mining**
  - **Coffee**
  - **Oil and Gas (Downstream)**
  - **Sugar**
  - **Other Manufacturing Industries**
  - **Airlines**
  - **Shipping**
  - **Sovereign**
  - **Construction and Infrastructure**
  - **Plastics and Packaging**

#### Commercial Portfolio by Country Risk

- **Brazil**
- **Colombia**
- **Mexico**
- **Chile**
- **Ecuador**
- **Guatemala**
- **Panama**
- **Dominican Republic**
- **Costa Rica**
- **Argentina**
- **Trinidad & Tobago**
- **Peru**
- **Honduras**
- **Paraguay**
- **El Salvador**
- **Other non-LatAm and < 1%**

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