

BLADEX AT A GLANCE | FACTSHEET 1Q18

The main purpose of Foreign Trade Bank of Latin America (BLADEX) is to foster growth throughout Latin America ("LatAm"), by focusing on the main elements of the trade value chain, and on 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)
- Multinational DNA embedded in its ownership structure, business model, management and culture
- 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

Business Value Proposition

DEEP KNOWLEDGE OF LATIN AMERICA	CORE COMPETENCY IN TRADE FINANCE	SUPPORT OF INVESTMENTS AND REGIONAL INTEGRATION	EFFICIENT MEASUREMENT AND MANAGEMENT
<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Deep knowledge of Trade Finance with more than 38 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • World-class standards in Corporate Governance, focused on Enterprise-Wide Risk Management • LEAN, client-focused efficient organizational structure

Business Products & Services Offer

Bladex's products and services are categorized into three main areas: i) Financial Intermediation Business, ii) Structuring and Syndications Business and iii) Treasury.

Financial Intermediation Business:

- ✓ 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 Business:

- ✓ Financial solutions designed to meet clients' needs
- ✓ Provides access to structured funding for a wide base of financial institutions and companies in Latin America

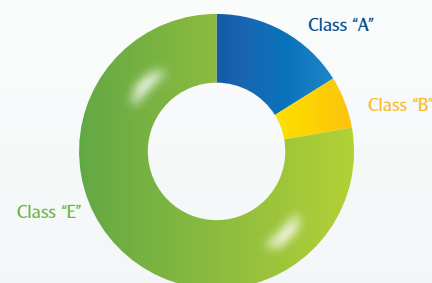
Treasury:

- ✓ Debt capital market and deposit products for investment and cash flow optimization
- ✓ Treasury services

Multinational Organization

Unique ownership structure combines strong support with world class corporate governance

Shareholder Composition
As of March 31, 2018



16%

Central Banks or designees from 23 LatAm countries⁽¹⁾

6%

LatAm international-Banks and Financial Institutions

78%

Public Float (NYSE listed)

⁽¹⁾ Enjoy super-majority rights related to changes in the Bank's Articles of Incorporation

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



▶ Main Office
 ▶ Representative Offices
 ▶ Agency

Credit Ratings

Moody's	Fitch	S&P
P-2 Short-Term	F2 Short-Term	A-2 Short-Term
Baa2 Long-Term	BBB+ Long-Term	BBB Long-Term
Negative Perspective	Stable Perspective	Stable Perspective

Financial Information Highlights

(In US\$ million, except percentages and per share amounts)	2013	2014	2015	2016	2017	1Q18
	US-GAAP	IFRS				

Selected Profit or Loss Data:						
Net Interest Income	123.1	141.3	145.5	155.2	119.8	26.6
Business Profit	89.4	99.7	99.0	91.5	82.0	14.5
Non-Core Profit	(4.6)	2.7	5.0	(4.5)	-	-
Profit for the period	84.8	102.4	104.0	87.0	82.0	14.5

Selected Financial Position Data						
Loan Portfolio	6,148	6,686	6,692	6,021	5,506	5,225
Assets	7,471	8,022	8,286	7,181	6,268	5,875
Deposits	2,361	2,507	2,795	2,803	2,929	2,814
Short & Long term borrowings and placements	4,145	4,393	4,426	3,247	2,212	1,950
Stockholders' Equity	858	911	972	1,011	1,043	1,047

Selected Financial Ratios						
Return on Average Assets (ROAA)	1.2%	1.4%	1.3%	1.2%	1.3%	0.9%
Return on Average Equity (ROAE)	10.0%	11.5%	11.0%	8.8%	8.0%	5.6%
Net Interest Margin (NIM)	1.75%	1.88%	1.84%	2.08%	1.85%	1.68%
Efficiency Ratio	41%	32%	30%	27%	34%	47%
Non-performing loans (NPL) to Loan Portfolio	0.05%	0.06%	0.78%	1.09%	1.07%	1.12%
NPL coverage (x times)	25.0	21.7	1.8	1.7	1.5	1.5

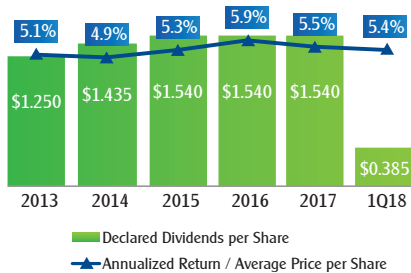
Shares and Market Capitalization						
Number of shares outstanding (thousand)	38,573	38,777	38,969	39,160	39,429	39,546
Share price (as of period end)	28.02	30.10	25.93	29.44	26.90	28.50
Market capitalization	1,081	1,167	1,010	1,153	1,061	1,127
Earnings per share (EPS)	2.21	2.65	2.67	2.23	2.09	0.37
Book value (BV)	22.24	23.49	24.94	25.83	26.45	26.47
Price to EPS (times)	12.7	11.4	9.7	13.2	12.9	15.4
Price to BV (times)	1.3	1.3	1.0	1.1	1.0	1.1

Financial Information from 2014 to date were prepared in accordance with International Financial Reporting Standards (IFRS) as issued by IASB. The financial information corresponding to the year 2013 follows the previous accounting standard, US-GAAP. Bladex completed its transition process to IFRS from US-GAAP in 2015.

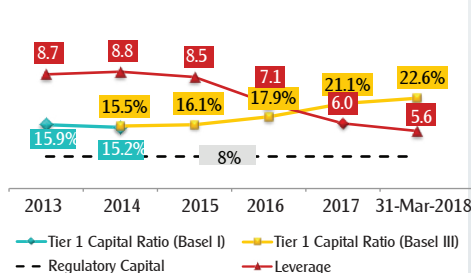
Solid Capitalization with Attractive Dividends

Bladex pays dividends according to its core net income evolution, while always maintaining conservative capitalization and leverage levels

Dividend per Share



Tier 1 and Leverage Ratio

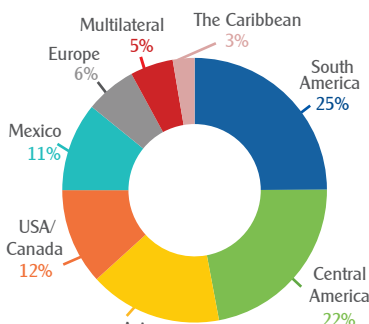


Diversified Funding Structure

Bladex has broad access to funding in highly liquid markets with ample diversification of funding sources through deposits, bi-lateral agreements, private placements, syndications and bond issuances

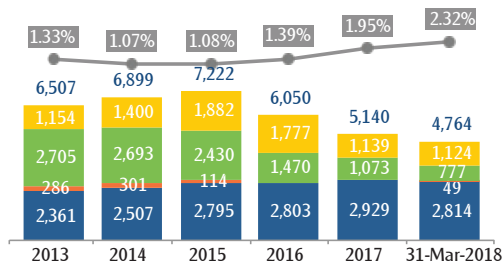
Funding Sources by Geographic Market

As of March 31, 2018



Funding Sources by Type (EoP)

US\$ million, except percentages

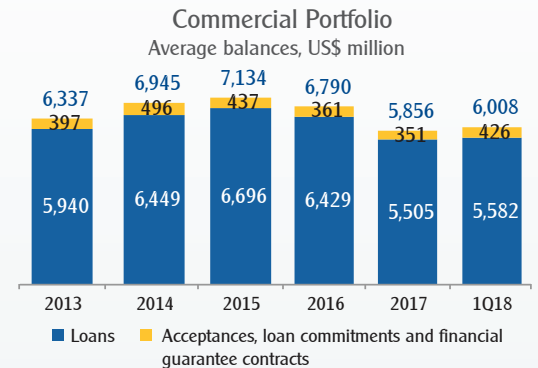


(1) Deposits from central banks shareholders or designees represent 70% as of March 31, 2018.

(2) Corresponds to the average cost of funds for the period.

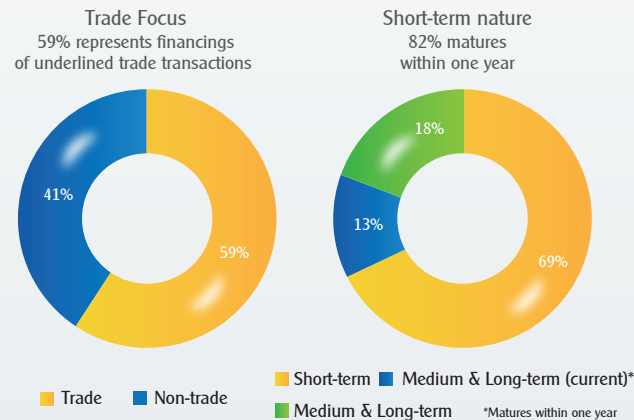
Commercial Portfolio Evolution

The Commercial Portfolio of loans, acceptances, loan commitments and financial guarantee contracts represents Bladex's core business. The portfolio is diversified throughout the Region across many industry sectors and client segments.



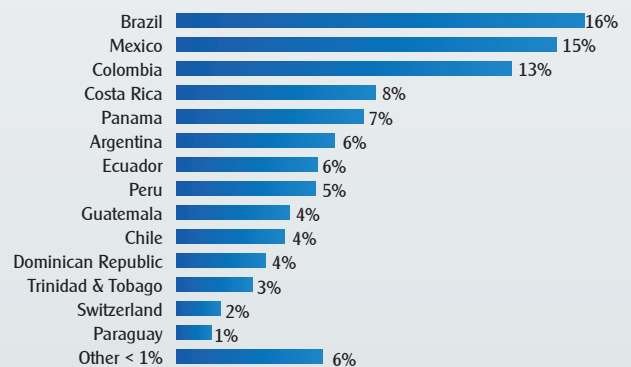
Commercial Portfolio by Trade Indicator and Tenor

As of March 31, 2018



Commercial Portfolio by Country Risk

As of March 31, 2018



Commercial Portfolio by Industry

As of March 31, 2018

