MOODY'S
INVESTORS SERVICE

Access is everything™

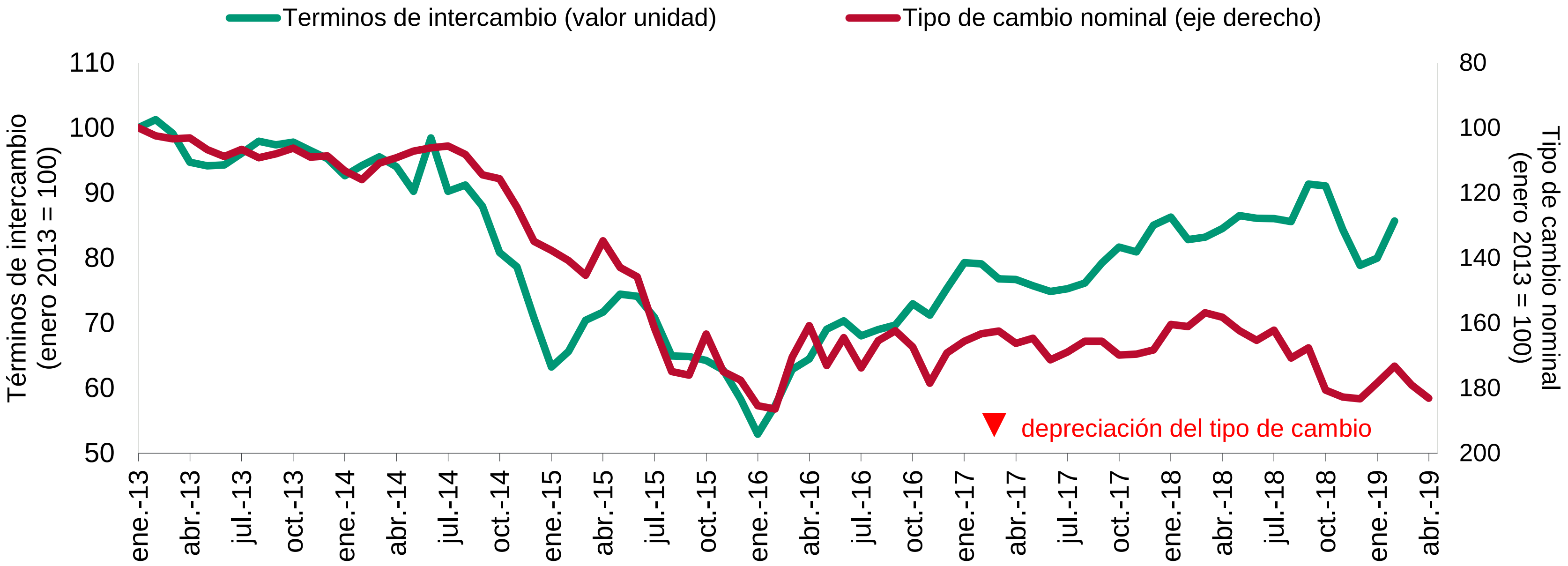
31o Simposio Mercado de Capitales
Perspectivas de Colombia

Alberto Jones Tamayo, Presidente y Regional Head North Latam

22 de agosto de 2019

Factores que llevaron a un cambio en la perspectiva en 2018 (I)

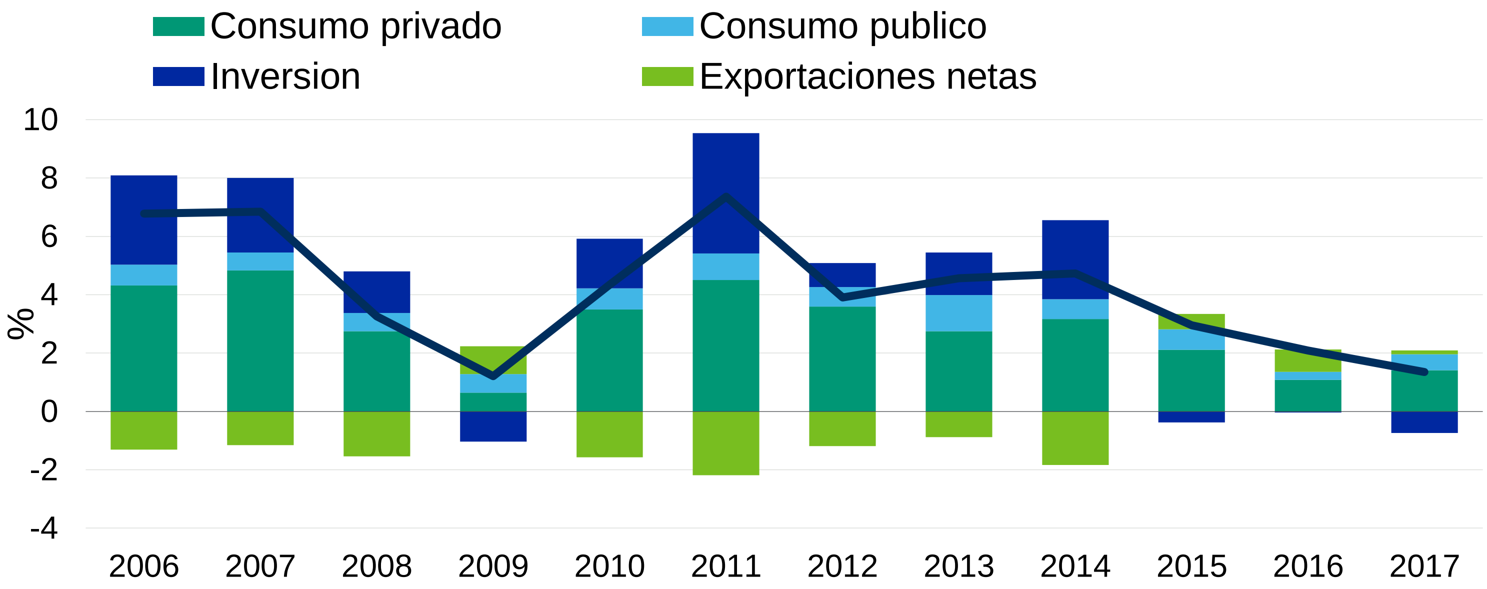
Choque severo de términos de intercambio por caída del petróleo



Fuente: Banrep via Haver, Moody's Investors Service

Factores que llevaron a un cambio en la perspectiva en 2018 (I)

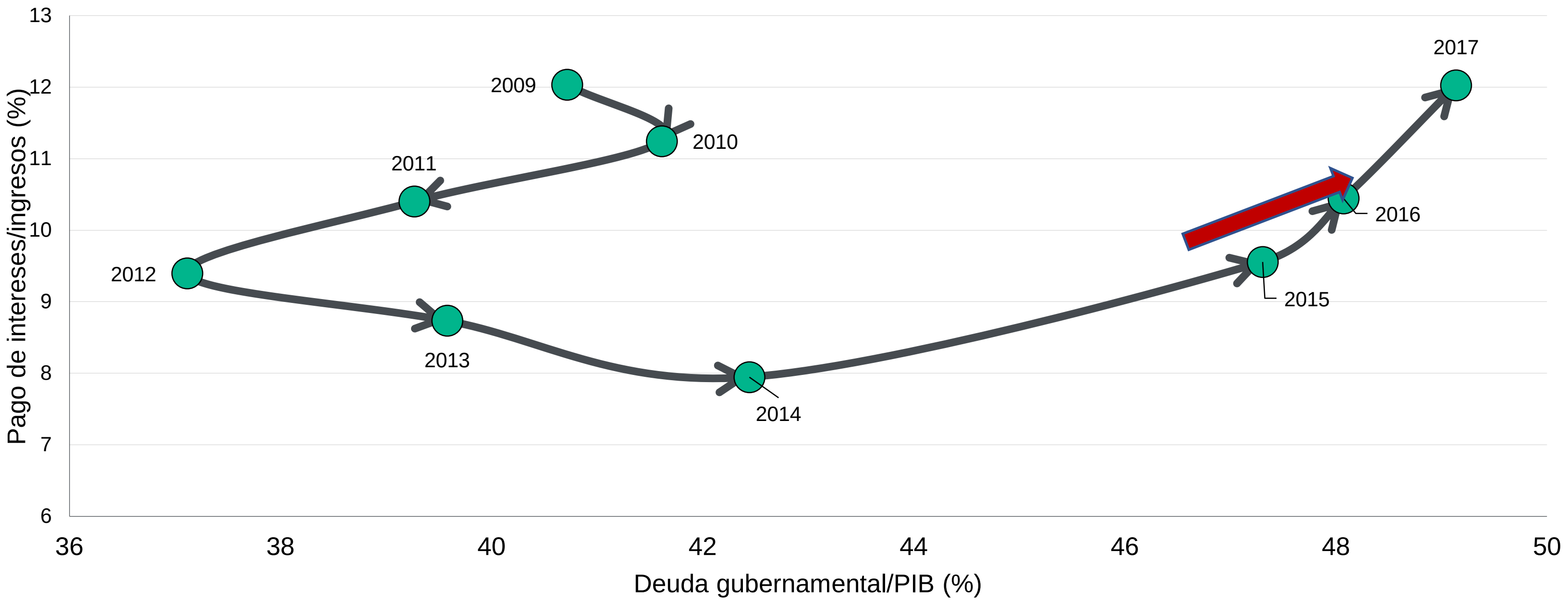
Desaceleración de la economía por menor inversión y consumo



Fuente: DANE via Haver, Moody's Investors Service

Factores que llevaron a un cambio en la perspectiva en 2018 (II)

Deterioro de las métricas de deuda gubernamental

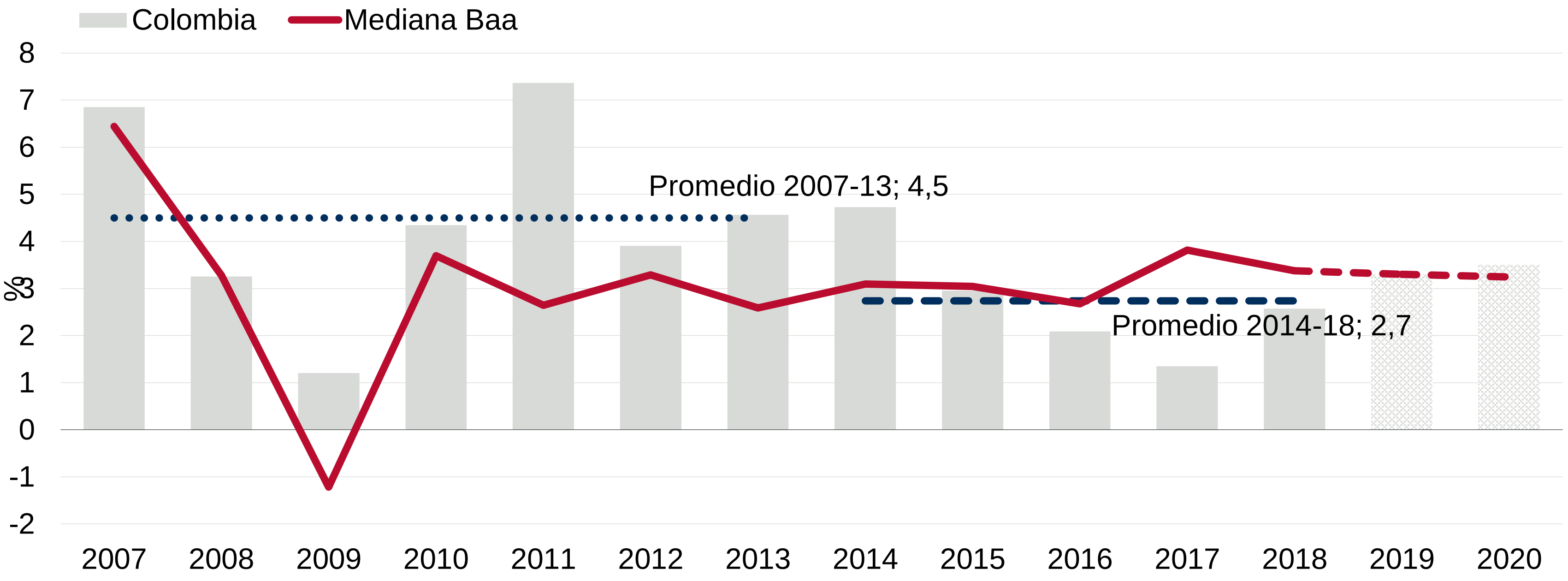


Fuente: Ministerio de Hacienda, Moody's Investors Service

Escenario base de Moody’s: Colombia Baa2 Estable

- Variables macroeconómicas: crecimiento, cuentas fiscales, cuentas externas
- Marco y diseño de políticas macroeconómicas: regla fiscal vs decisiones de política fiscal
- Predictibilidad de las políticas macroeconómicas
- Análisis comparativo: Colombia vs pares

Recuperación del crecimiento y convergencia con pares (Baa)



Fuente: Banrep via Haver, Moody's Investors Service

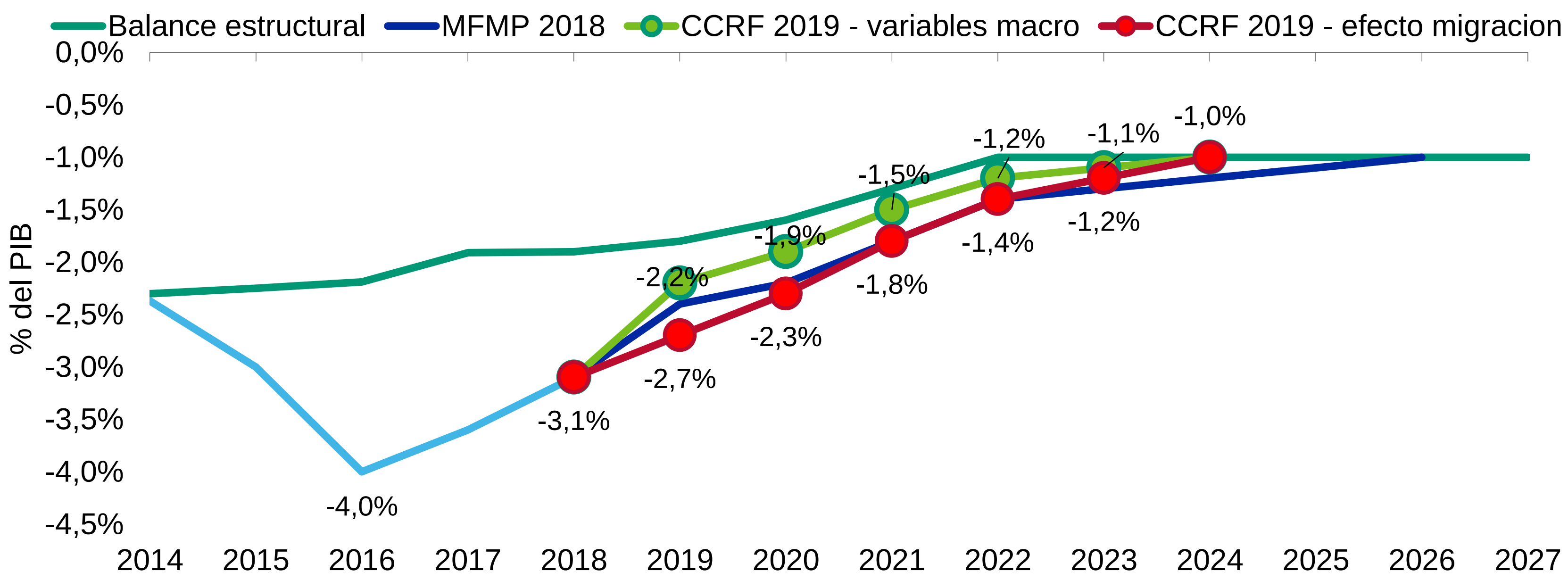
Marco y diseño de la política fiscal 2018-19

- Reforma tributaria 2018 (Ley de Financiamiento 2019)
  - Aumento en el recaudo durante 2019; complicaciones para mayor consolidación fiscal post-2019

- Regla fiscal y cambios a las metas del déficit
  - Revisión de las variables macro (brecha de producto y precio del petróleo)
  - Impacto fiscal de la migración venezolana

Cambios a las metas fiscales: déficit gubernamental

Revisión de supuestos macroeconómicos conllevan revisión metas déficit fiscal



Fuente: Ministerio de Hacienda, Moody's Investors Service

Cambios a las metas fiscales: déficit gubernamental

- Revisión de supuestos macroeconómicos conllevan revisión metas déficit fiscal
- Revisiones constantes restan predictibilidad a la política fiscal – se afecta la credibilidad
- Regla sólo establece límites (déficit fiscal) bajo los cuales puede operar el gobierno

¿Cuál es el ancla de política fiscal en Colombia ahora?

Ancla de política fiscal en Colombia

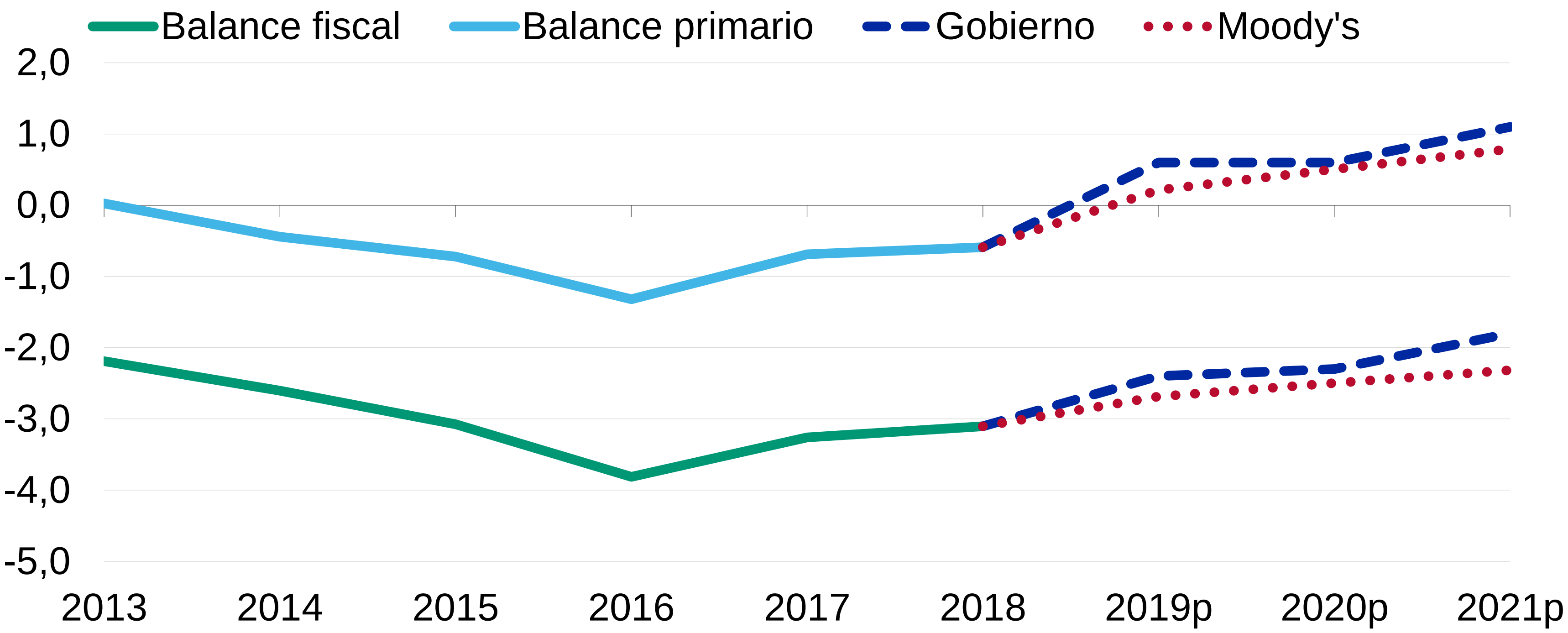
Gobierno del Presidente Santos:

- Compromiso: Mitigar impacto del choque de términos de intercambio
- Utilizar espacio fiscal concedido por la regla
- Deterioro de las métricas de deuda

Gobierno del Presidente Duque:

- Compromiso: asegurar estabilización métricas deuda gubernamental
- Mantener superávits primarios

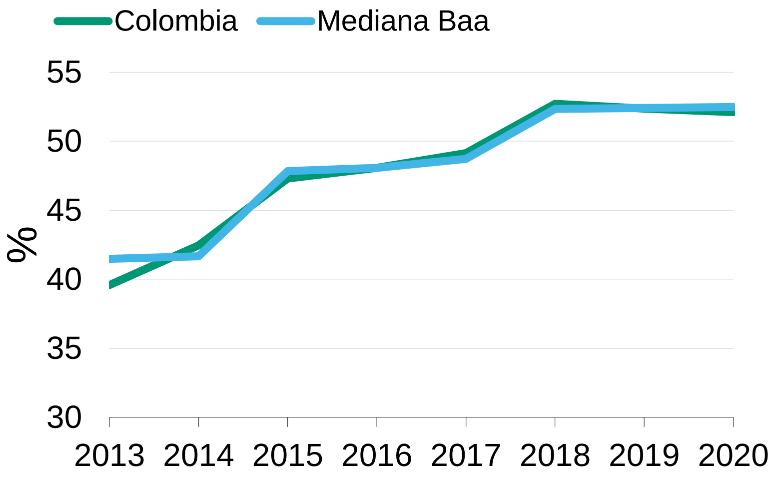
Trayectoria del déficit fiscal



Fuente: Ministerio de Hacienda, Moody's Investors Service

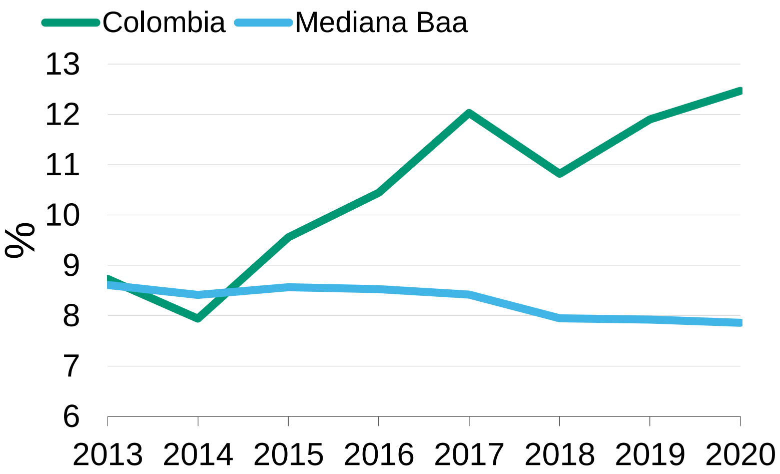
Métricas de deuda gubernamental

Deuda/PIB:
En línea con Baa



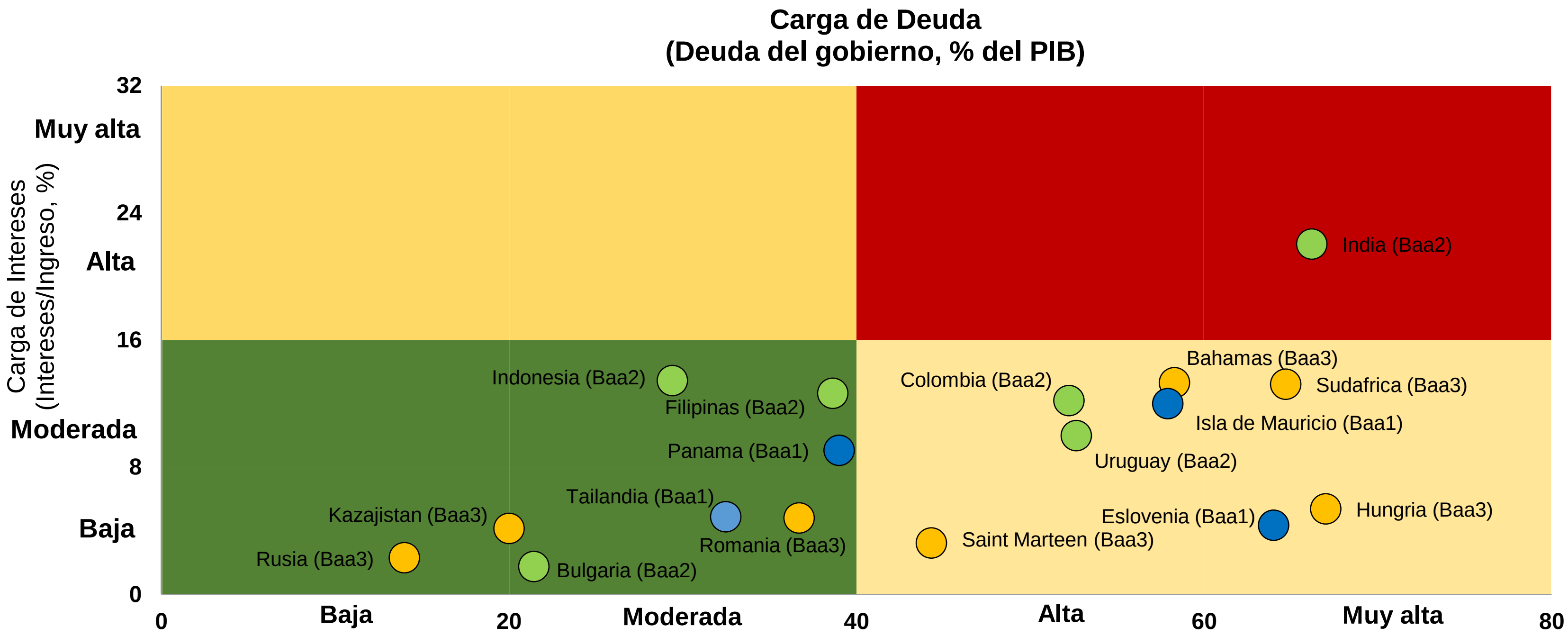
Fuente: Ministerio de Hacienda, Moody’s Investors Service

Pagos de intereses/ingresos gubernamentales:
Mayor que los Baa



Fuente: Ministerio de Hacienda, Moody’s Investors Service

Colombia: posicionamiento relativo métricas deuda gubernamental



Promedio 2019-20

Fuente: Moody's Investors Service

Análisis Comparativo: exposición a riesgos crediticios

	Exposicion a riesgos crediticios		Mitigantes de riesgos	
	Riesgos hoja de balance (% deuda en moneda extranjera)	Riesgos de liquidez (% acreedores externos)	Perfil de endeudamiento (requerimientos de financiamiento y perfil de amortizacion)	Colchones fiscales
Argentina	Alto	Moderado	Debil	No
Ecuador	--	Alto	Moderado	No
Republica Dominicana	Alto	Alto	Moderado	No
El Salvador	--	Alto	Moderado	No
Guatemala	Alto	Moderado	Moderado	No
Honduras	Alto	Moderado	Moderado	No
Paraguay	Alto	Alto	Fuerte	No
Costa Rica	Moderado	Bajo	Debil	No
Nicaragua	Alto	Moderado	Fuerte	No
Panama	--	Alto	Fuerte	Si (activos)
Brasil	Bajo	Bajo	Debil	No
Colombia	Moderado	Moderado	Fuerte	Si (LCF)
Mexico	Bajo	Moderado	Moderado	Si (LCF)
Uruguay	Moderado	Moderado	Fuerte	Si (activos)
Peru	Moderado	Moderado	Fuerte	Si (activos)
Chile	Bajo	Bajo	Fuerte	Si (activos)

Mayor exposición

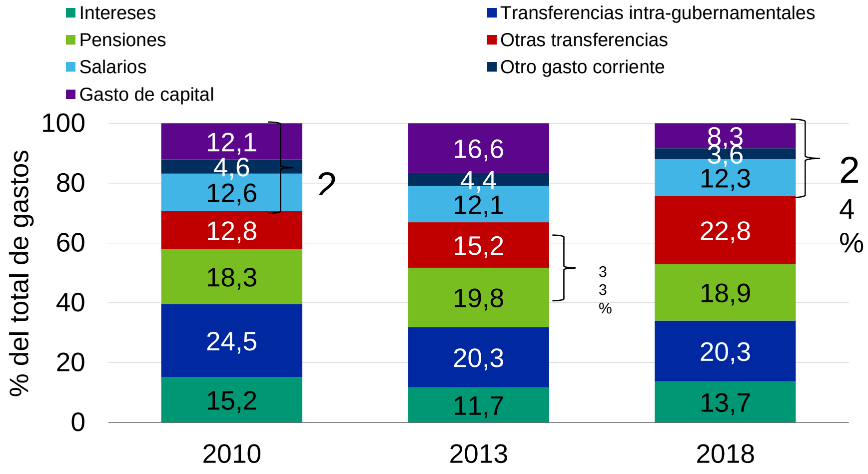
Menor exposición

Fuente: Moody's Investors Service

- Retos pendientes

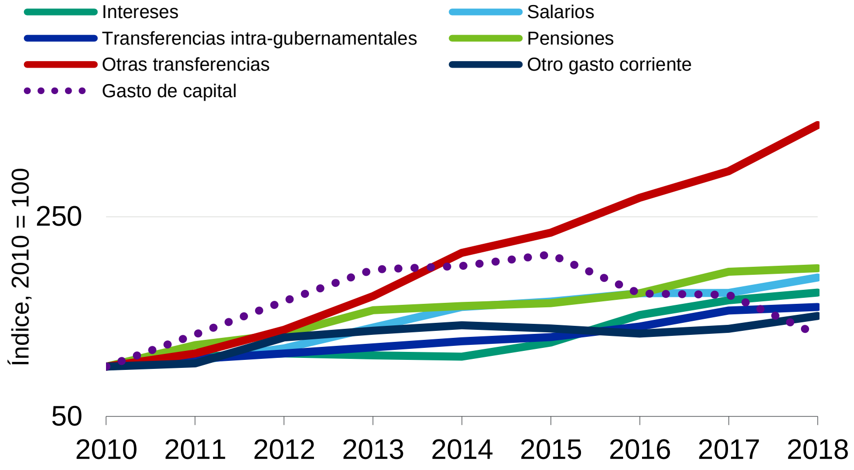
Gastos: Limitantes estructurales para ajustar cuentas fiscales

Inflexibilidad del gasto gubernamental



Fuente: Ministerio de Hacienda, Moody’s Investors Service

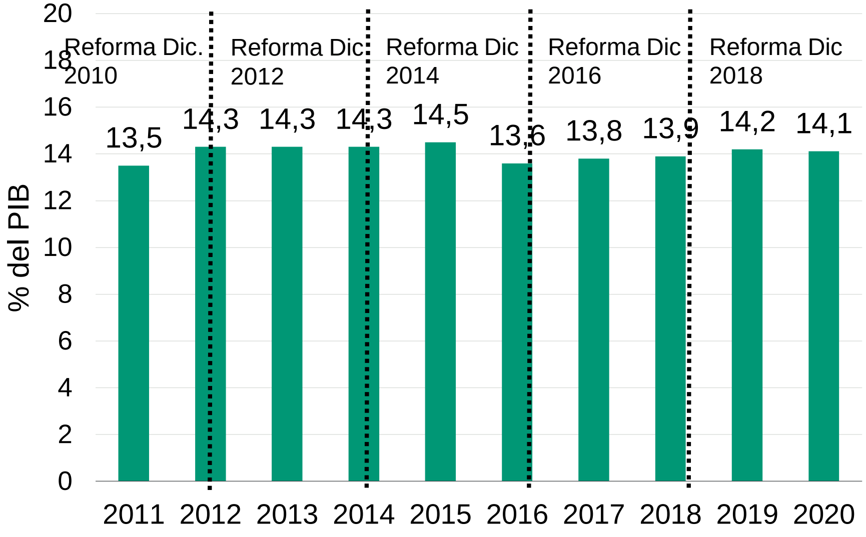
Gasto de capital como variable de ajuste, mientras subsidios crecen



Fuente: Ministerio de Hacienda, Moody’s Investors Service

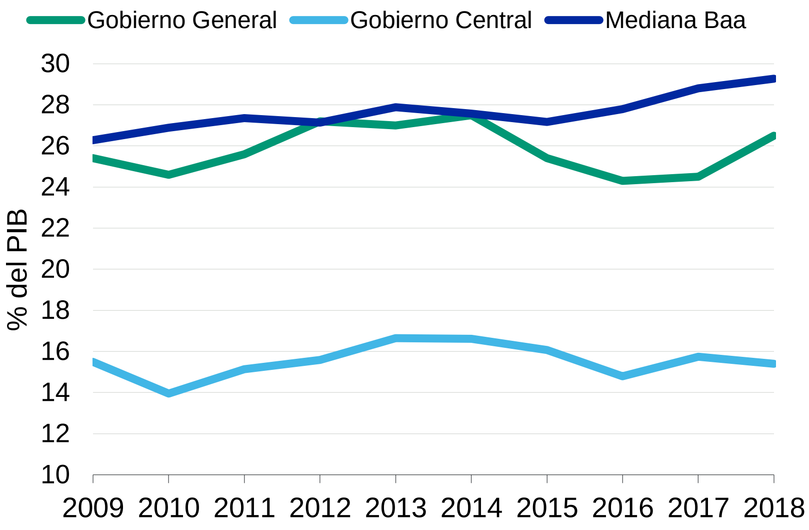
Ingresos tributarios: Reformas constantes, resultados menores

A pesar de varias reformas, ingresos se mantienen "constantes"



Fuente: Ministerio de Hacienda, Moody's Investors Service

Recaudo del gobierno central relativamente bajo en relación a pares Baa



Fuente: Ministerio de Hacienda, Moody's Investors Service

Retos adicionales

Crecimiento económico

- La apuesta del gobierno es apuntalar el crecimiento potencial de la economía, ¿puede Colombia volver a crecer sosteniblemente a 4%?

Política fiscal

- Con menor espacio fiscal, ¿la regla actual provee el mejor marco?
- ¿Cómo mejorar el uso de recursos a nivel del gobierno general?
- ¿Cómo mejorar el proceso presupuestario?

Globally and locally acknowledged for award-winning expertise in credit ratings, research and risk analysis.

AMERICAS

Best CLO Rating Agency: 2016–2018

Best Credit Rating Agency Mexico: 2018

#1 US Credit Rating Agency: 2012–2018

#1 US Rating Agency: 1997–2018

EMEA

Best Rating Agency: 2017, 2019

Multi-award winner including best rating agency categories: 2015–2018

ASIA PACIFIC

Multi-award winner: 2015–2018

Green Rating Agency of the Year: 2017–2018

Australian Rating Agency of the Year: 2014–2018

Best Rating Agency in Asia 2018

#1 Asia Credit Rating Agency: 2012–2016*

ISLAMIC FINANCE

Market Leadership Award, Islamic Finance Intelligence & Ratings: 2016–2018

Best Islamic Finance Rating Agency: 2015

Best Islamic Rating Agency: 2015, 2017

* discontinued in 2017

Access is everything™

Expertise

A comprehensive view of the global markets through our ratings and research.

Credibility

Over 100 years of experience delivering forward-looking, independent, stable and transparent opinions.

Engagement

Meaningful interactions across multiple channels between our analysts and market participants.

CREDIT RATINGS ISSUED BY MOODY'S INVESTORS SERVICE, INC. AND ITS RATINGS AFFILIATES ("MIS") ARE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MOODY'S PUBLICATIONS MAY INCLUDE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR IMPAIRMENT. SEE MOODY'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY MOODY'S RATINGS. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS AND MOODY'S OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. CREDIT RATINGS AND MOODY'S PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. NEITHER CREDIT RATINGS NOR MOODY'S PUBLICATIONS COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. MOODY'S ISSUES ITS CREDIT RATINGS AND PUBLISHES MOODY'S PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

MOODY'S CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS OR MOODY'S PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER.

CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK AS THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing the Moody's publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by any negligence (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or any contingency within or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any rating, agreed to pay to Moody's Investors Service, Inc. for ratings opinions and services rendered by it fees ranging from $1,000 to approximately $2,700,000. MCO and MIS also maintain policies and procedures to address the independence of MIS's ratings and rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold ratings from MIS and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at www.moodys.com under the heading "Investor Relations — Corporate Governance — Director and Shareholder Affiliation Policy."

Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657AFSL 336969 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors.

Additional terms for Japan only: Moody's Japan K.K. ("MJKK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJKK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a NRSRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJKK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

MJKK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJKK or MSFJ (as applicable) have, prior to assignment of any rating, agreed to pay to MJKK or MSFJ (as applicable) for ratings opinions and services rendered by it fees ranging from JPY125,000 to approximately JPY250,000,000.

MJKK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.