



Banco Latinoamericano de Comercio Exterior, S.A. ("Bladex")

1Q21 Earnings Results Presentation
May 5, 2021

BLX
LISTED
NYSE

This presentation contains forward-looking statements of expected future developments within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements can be identified by words such as: “anticipate”, “intend”, “plan”, “goal”, “seek”, “believe”, “project”, “estimate”, “expect”, “strategy”, “future”, “likely”, “may”, “should”, “will” and similar references to future periods. The forward-looking statements in this presentation include the Bank’s financial position, asset quality and profitability, among others. These forward-looking statements reflect the expectations of the Bank’s management and are based on currently available data; however, actual performance and results are subject to future events and uncertainties, which could materially impact the Bank’s expectations. Among the factors that can cause actual performance and results to differ materially are as follows: the coronavirus (COVID-19) pandemic and government actions intended to limit its spread; the anticipated changes in the Bank’s credit portfolio; the continuation of the Bank’s preferred creditor status; the impact of increasing/decreasing interest rates and of the macroeconomic environment in the Region on the Bank’s financial condition; the execution of the Bank’s strategies and initiatives, including its revenue diversification strategy; the adequacy of the Bank’s allowance for expected credit losses; the need for additional allowance for expected credit losses; the Bank’s ability to achieve future growth, to reduce its liquidity levels and increase its leverage; the Bank’s ability to maintain its investment-grade credit ratings; the availability and mix of future sources of funding for the Bank’s lending operations; potential trading losses; the possibility of fraud; and the adequacy of the Bank’s sources of liquidity to replace deposit withdrawals. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

First Quarter Results: Poised for Growth

We are seeing signs of recovery in 2021, but they are not yet reflected in our 1Q21 results

Sequential quarterly growth in our high-quality and diversified Commercial Portfolio continues the trend that started in 3Q20

Higher commodity prices and trade volumes are enhancing loan growth

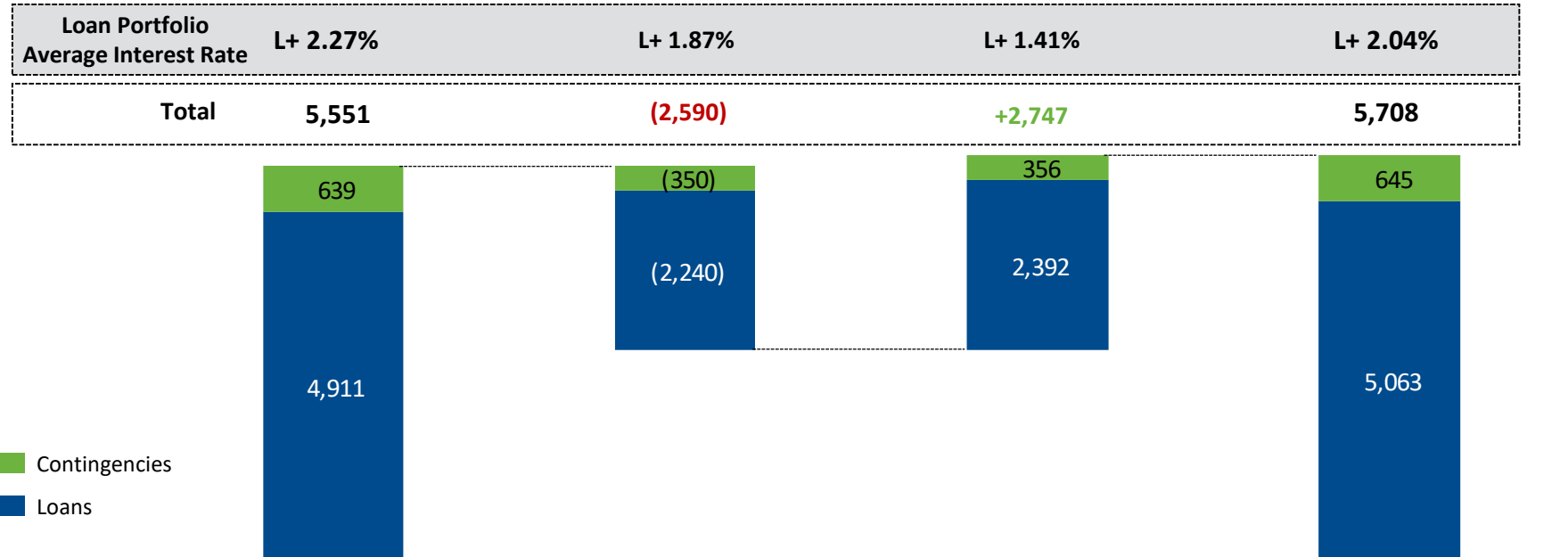
1Q21 results continue to reflect historically low Libor rates, and net lending spreads returning to pre-Covid levels, partly offset by higher Q-on-Q average lending balances, which still remain below pre-Pandemic amounts

Asset quality remains sound, with no significant impact in allowances for credit losses

Stock Repurchase of up to \$60 million reflects the Bank's conviction on its potential to generate value for its shareholders, while ensuring its strength and stability to support future growth

Sequential quarterly growth continues the trend that started in 3Q20; lending spreads returning to pre-Covid levels on high quality portfolio and ample liquidity

(USD millions, except for %) - QoQ



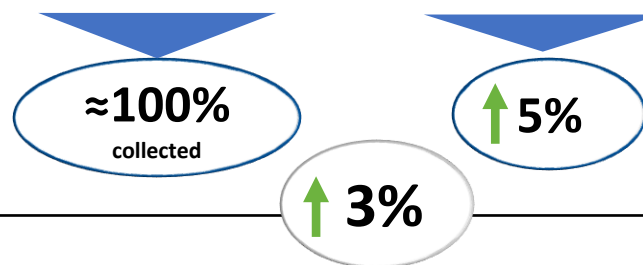
■ Contingencies
■ Loans

31-Dec-20

Maturities *

Disbursements

31-Mar-21



+3% growth QoQ in Commercial Portfolio, on 5% quarterly increase in origination while collecting virtually all scheduled maturities

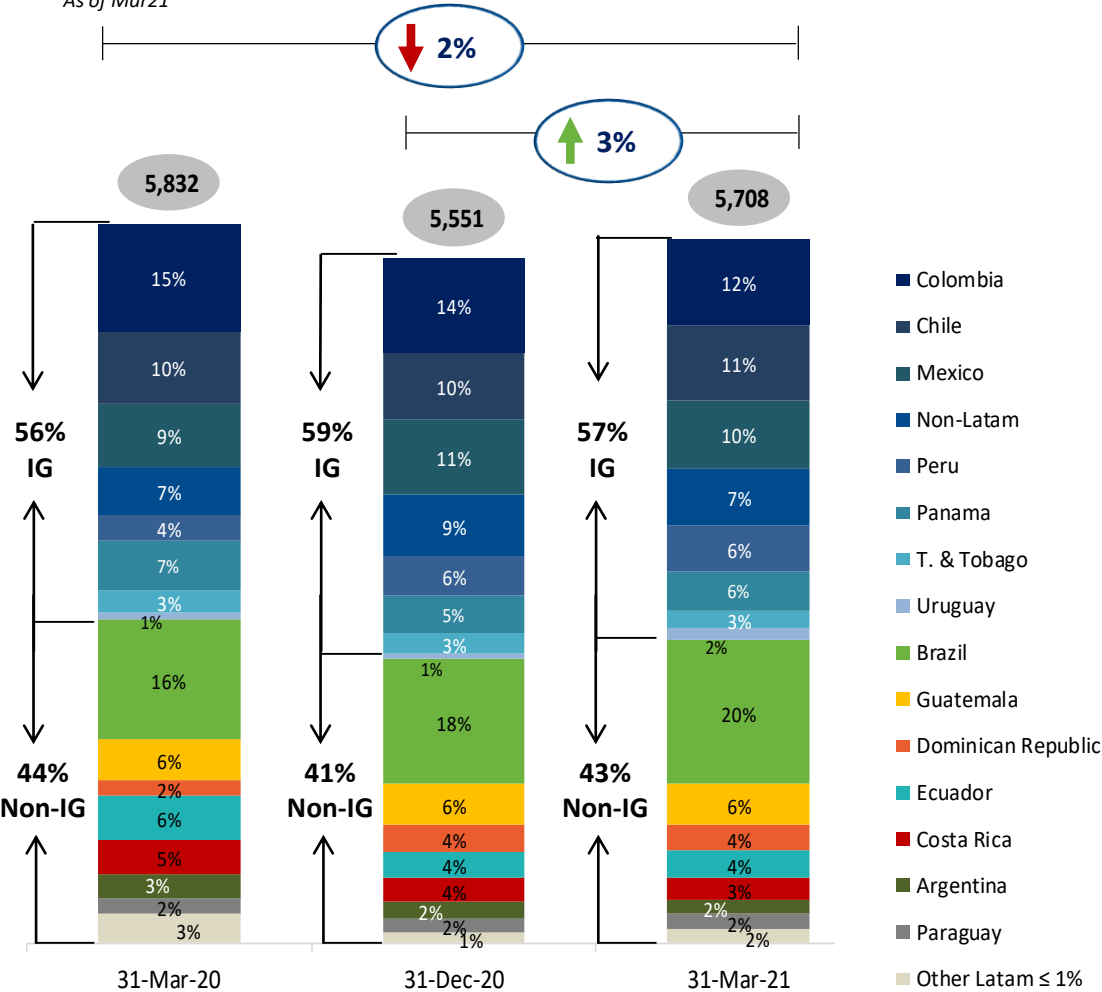
- 57% in Investment Grade countries
- 77% maturing in less than a year (+2pp. QoQ)
- Exposures in top-tier clients (FIs & Corporate industry leaders)
- Resilient credit quality with NPL ratio stable at 0.2%
- Continued risk assessment and close contact with clients

(*) Includes prepayments and sales

Preservation of sound credit quality and well-diversified exposure across countries, with constant relevant participation in Investment Grade Countries

Commercial Portfolio by Country

As of Mar21



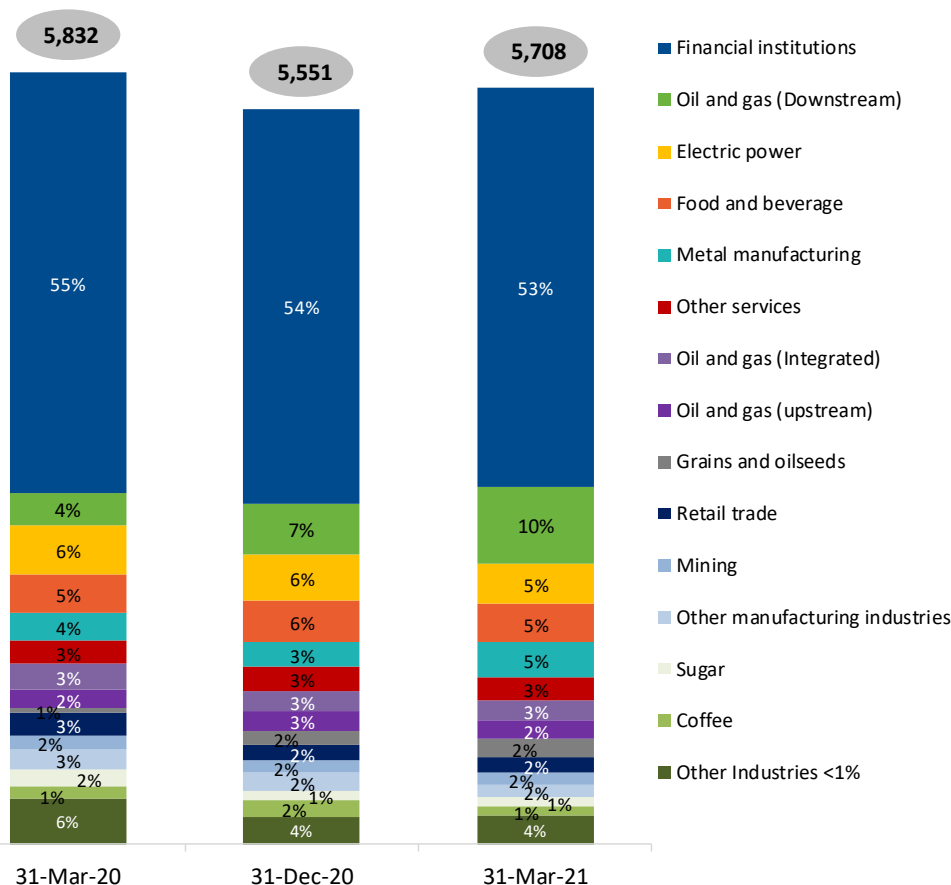
QoQ Variation



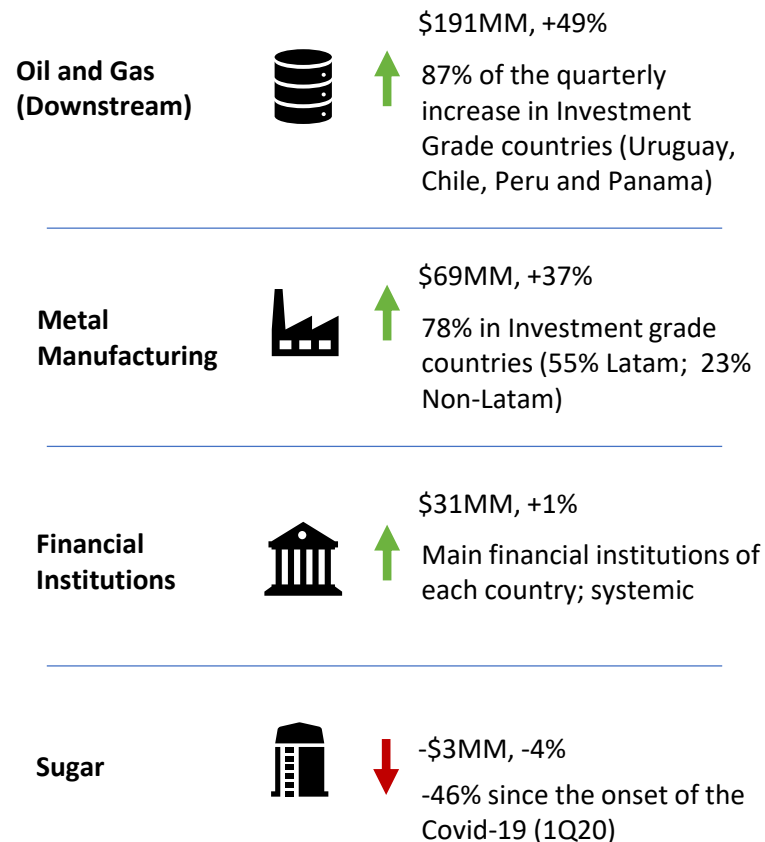
Quarterly growth mostly tied to commodity-related industries while exposure to higher risk sectors continues to decrease since the onset of Covid-19

Commercial Portfolio by Industry

As of Mar21



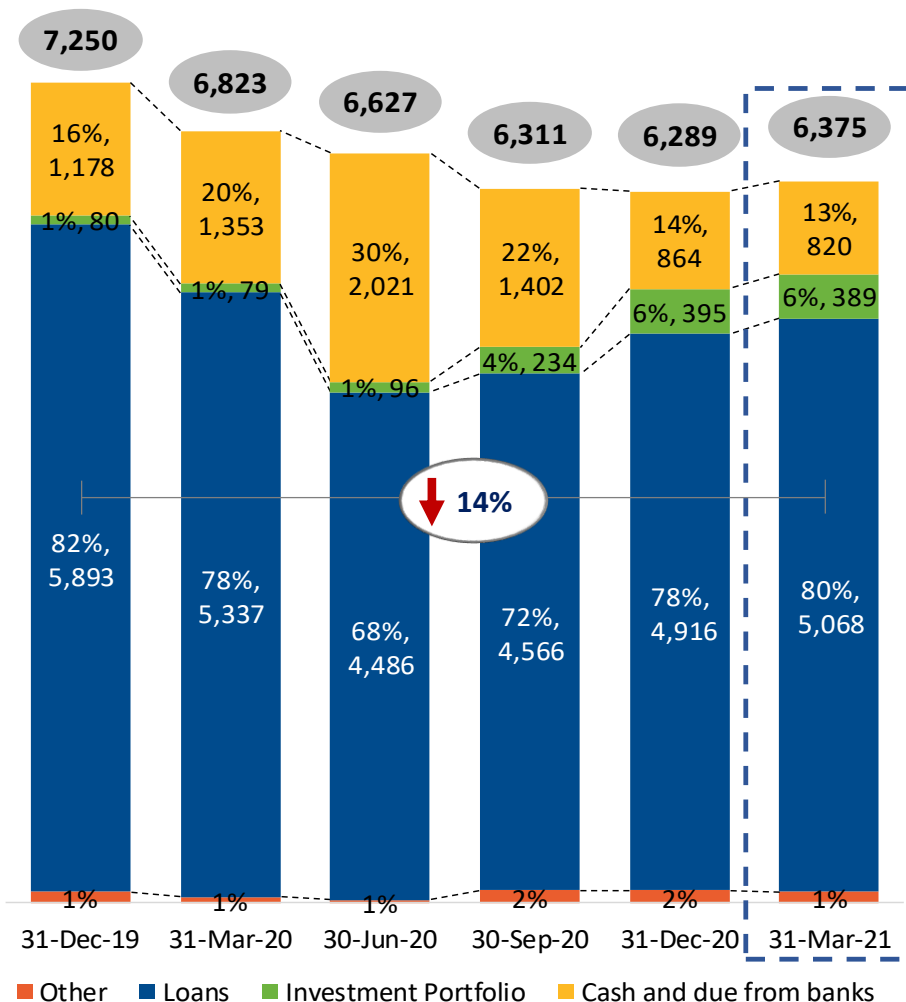
QoQ variation



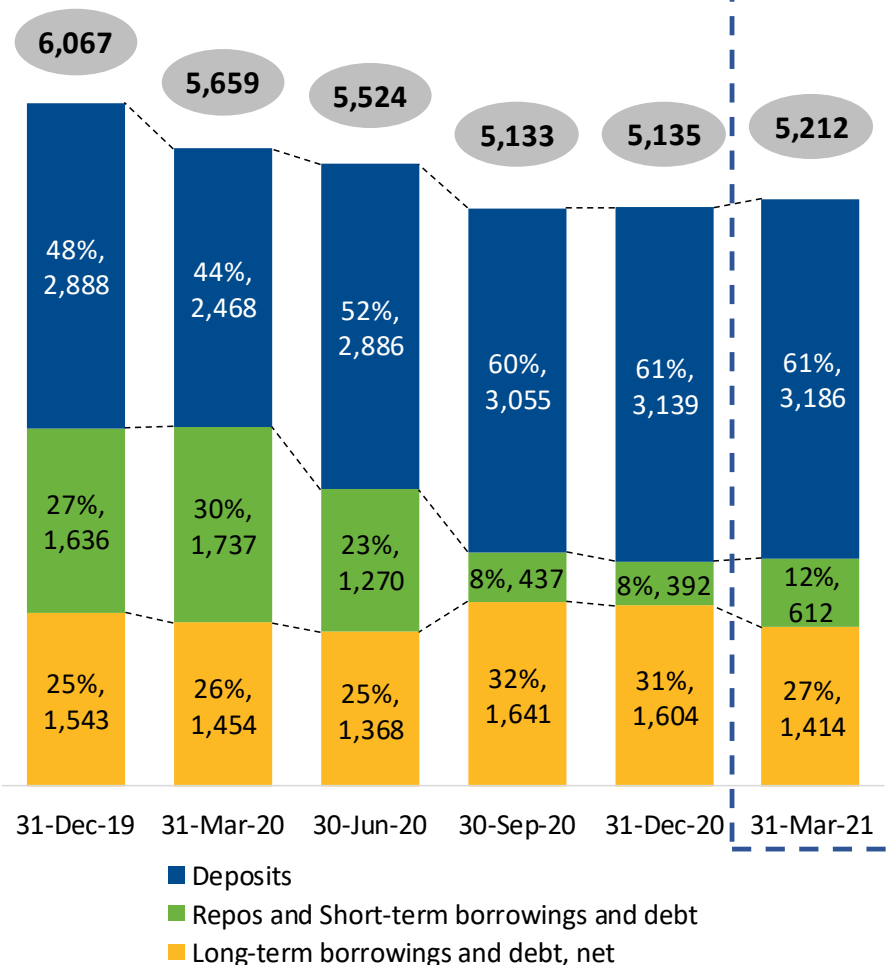
Sustained optimization of the asset – liability structure, with loan portfolio growth supported by stable deposit base and ample availability to diversified funding sources

(USD millions, except for %) - EoP

Total Assets



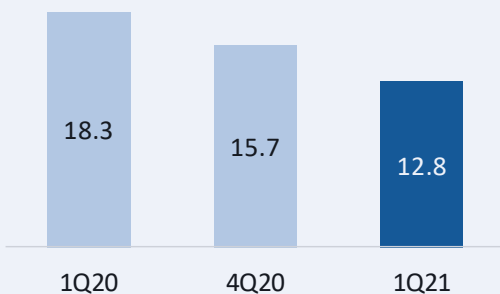
Funding Structure



1Q21 results impacted by lower Libor rates and net lending spreads returning to pre-Covid levels, while average lending volumes still below last year's balance

Profit for the Period

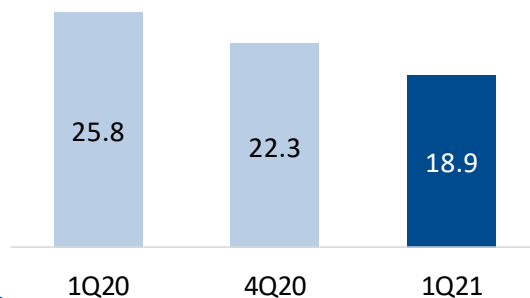
(USD millions)



Performance Ratios

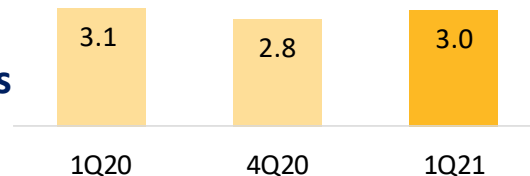
	1Q20	4Q20	1Q21
NIM	1.59%	1.37%	1.24%
NIS	1.16%	1.17%	1.04%
ROAE	7.2%	6.1%	5.0%
ROAA	1.1%	1.0%	0.8%
Efficiency Ratio	36.7%	40.2%	41.6%

Net Interest Income



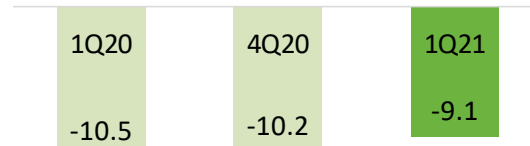
- Annual reduction attributed to lower Libor rates and lower average loan volumes
- Sequential quarterly reduction in NII on a 43bps decrease in the all-in rate differential between Loans and Financial Liabilities

Fees and Commissions



- Stable fees and commissions on letters of credit business
- Fees from syndication activity remain low

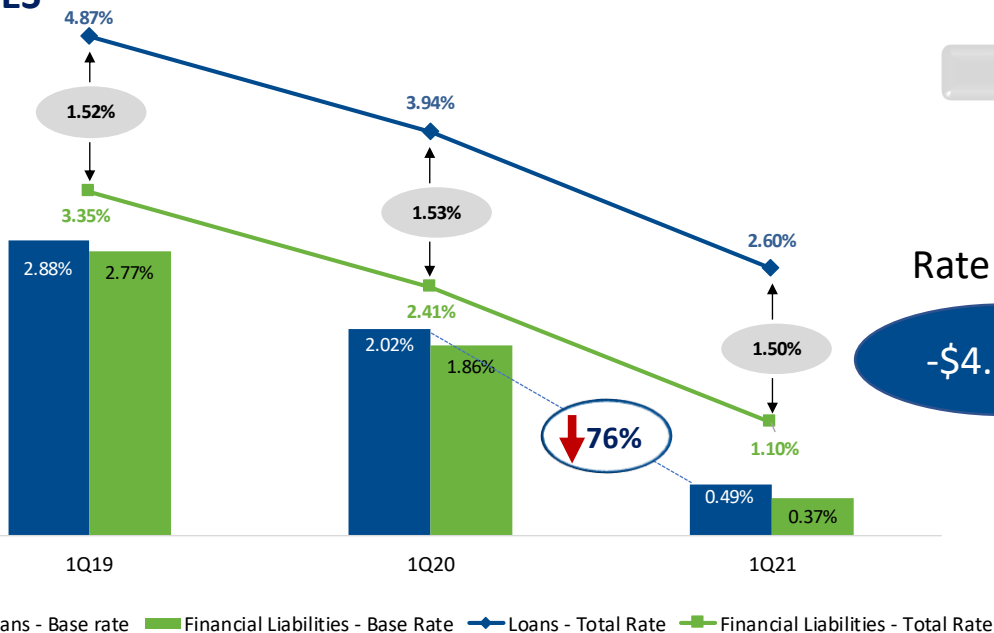
Operating Expenses



- Sequential quarterly reduction in expenses on seasonality

Annual decrease in 1Q21 NII mainly on lower Libor-based market rates and average lending volumes still below pre-Covid levels

RATES



1Q21 vs 1Q20

Rate impact

-\$4.2MM

NII impact

-\$6.9MM

Volume impact

-\$2.7MM

- Average Libor-based rates have decreased 150bps YoY (and 240bps vs 1Q19)
- Net Lending Spread differential at 150 bps, at similar levels vs 1Q20 and 1Q19, while average loan volume at \$4.8 billion still below (-16% YoY)
- The Investment Portfolio continues to be a relevant complement to the Bank's Commercial Portfolio, half of which is invested in corporate debt securities classified as HQLA by Basel III standards, enhancing the overall return of the Bank's liquidity position

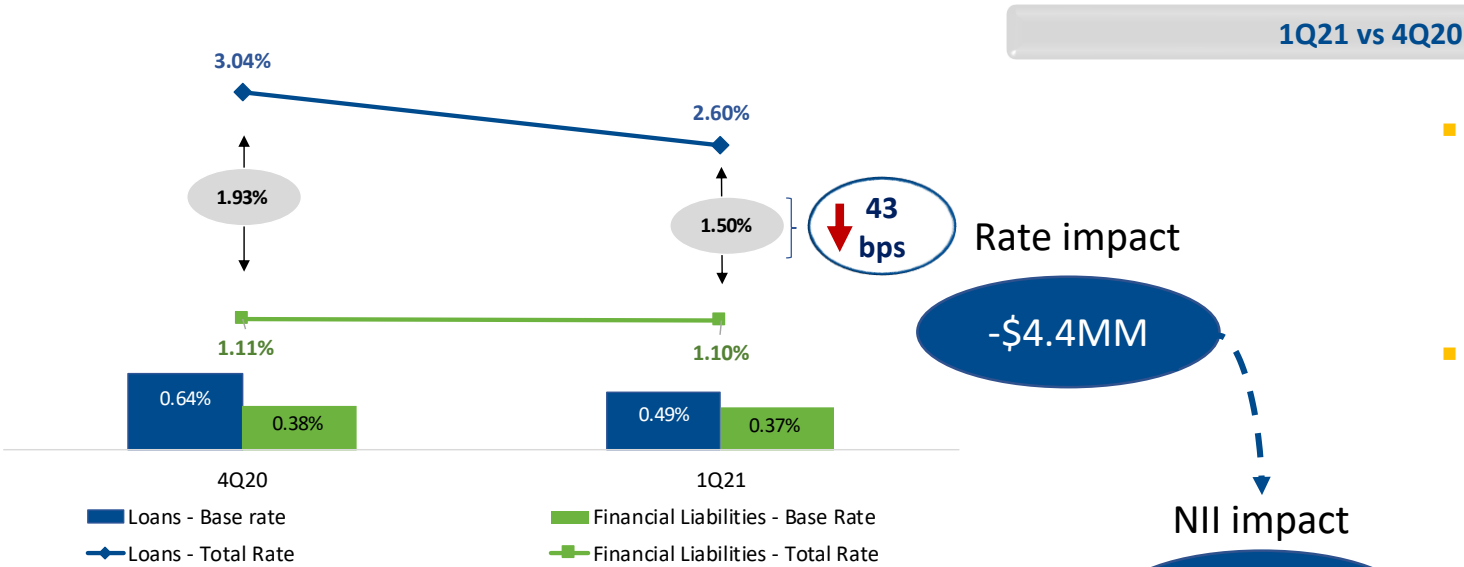
VOLUMES

		Average Balances	
Loans *	1Q19	5,567	} ↓16%
	1Q20	5,660	
	1Q21	4,762	
Financial Liabilities	1Q19	5,439	
	1Q20	5,439	
	1Q21	5,117	
Investment Portfolio	1Q19	103	
	1Q20	75	
	1Q21	400	
Cash and due from banks	1Q19	877	
	1Q20	798	
	1Q21	1,005	

* Gross of unearned interest and deferred fees. Includes NPLs effect

Net lending spread reached pre-Covid levels in 1Q21, partially offset by increased credit portfolio and lower liquidity balances

RATES



- Downward trend in lending spread particularly to banks, in a highly liquid environment
- Libor-based loan rates continue its downward repricing, while liabilities' repricing occurred throughout 2020

VOLUMES

Average Balances

Loans *	4Q20	4,619	↑ 3%
	1Q21	4,762	
Financial Liabilities	4Q20	5,441	
	1Q21	5,117	
Investment Portfolio	4Q20	337	
	1Q21	400	
Cash and due from banks	4Q20	1,526	
	1Q21	1,005	

Volume impact
+\$1.0MM

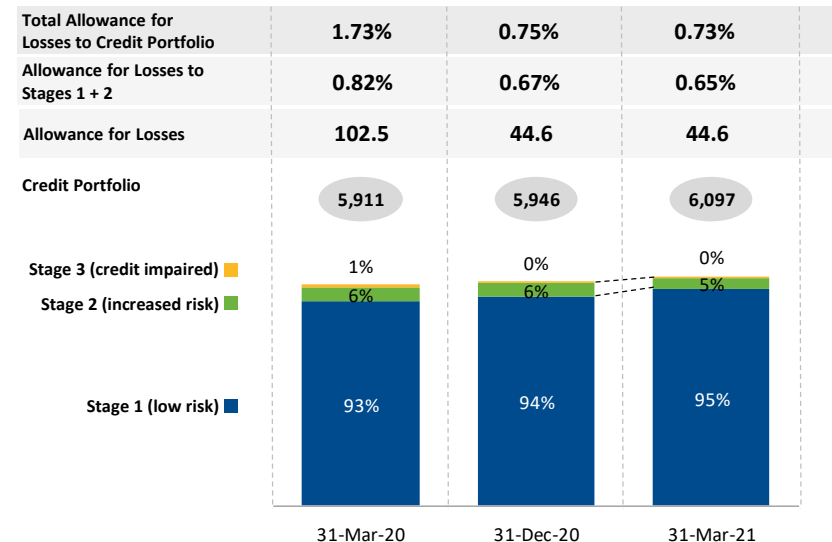
- Positive volume effect resulting from increased loan portfolio average balance, coupled with lower required funding on a decreased cash position

* Gross of unearned interest and deferred fees. Includes NPLs effect

Allowances for credit losses reflect Bladex's sound asset quality, with 95% of credits classified as Stage 1 (low risk) under IFRS 9, and Credit Portfolio growth focused on high quality origination

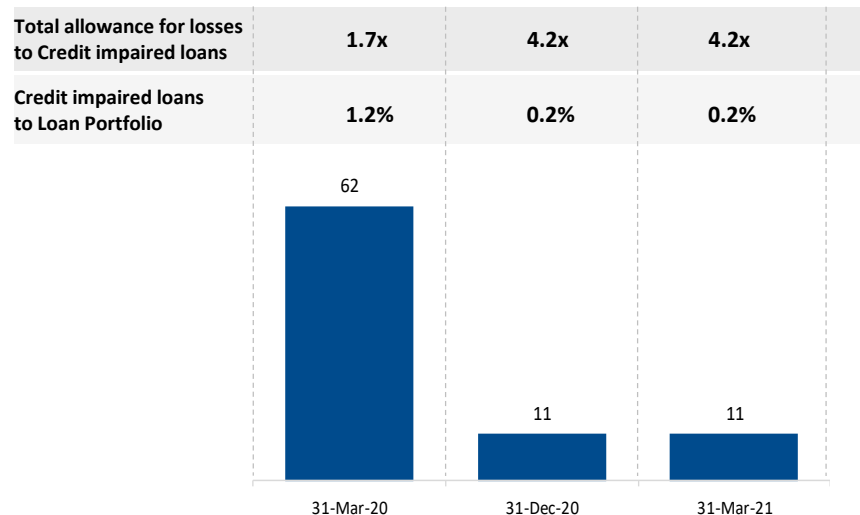
Allowance for Credit Losses

(USD millions, except for %)



Credit Impaired Loans

(USD millions, except for %)



- Current NPLs related to the retail trade business

At and for the three months ended

(USD million)	31-Mar-20	30-Jun-20	30-Sep-20	31-Dec-20	31-Mar-21
Allowance for losses ¹					
Balance at beginning of the period	\$102.5	\$102.5	\$47.8	\$44.9	\$44.6
(Reversals) provisions	(0.1)	(2.6)	1.5	(0.3)	0.0
Write-offs, net of recoveries	<u>0.1</u>	<u>(52.1)</u>	<u>(4.4)</u>	<u>0.0</u>	<u>0.0</u>
End of period balance	\$102.5	\$47.8	\$44.9	\$44.6	\$44.6

- Write-offs during 2020 relate to the sale of troubled loans for which individual reserves were previously allocated.

(1) Includes allowance for expected credit losses on loans at amortized cost, on loan commitments and financial guarantees contracts, and on securities at amortized cost and at fair value through other comprehensive income.



Questions & Answers