



Banco General

Management Discussion

2023



General Information

Banco General, S.A., is a corporation organized and existing under the laws of Panama. The Bank operates in Panama under a General License issued by the Superintendence of Banks of Panama ("SBP"), which entitles it to carry out banking business with local and foreign clients. The Bank has a network of representative offices in Colombia, Guatemala, El Salvador, and Peru and also conducts banking business in Costa Rica, through its subsidiary, Banco General (Costa Rica), S.A. All references to "we", "us", "our", "Bank" and "Banco General" are to Banco General, S.A., and its consolidated subsidiaries, unless otherwise indicated or so required by the context.

The following discussion is based on the information contained in the condensed consolidated audited financial statements, as of December 2023. Some figures (including percentages) in this document have been rounded.

The Bank prepares its consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Total Assets

As of December 31, 2023, the Bank's gross loan portfolio increased by US\$284.8 million, or 2.4% from US\$11,690.2 million in December 2022, to US\$11,975.0 million in December 2023. During this period, the Bank's residential mortgage portfolio grew 0.2%, from US\$4,797.5 million to US\$4,807.3 million; the consumer loan portfolio increased 9.0%, from US\$1,809.5 million to US\$1,971.8 million; the corporate loan portfolio, comprised of both local and regional corporate clients, increased 2.0%, from US\$4,634.3 million to US\$4,724.8 million; and other loans (comprised of pledge loans, overdrafts and financial leases) increased 5.0% from US\$448.8 million to US\$471.1 million. The Bank's local corporate loan portfolio decreased 2.2%, from US\$3,472.8 million to US\$3,397.3 million, and the Bank's regional corporate loan portfolio increased 14.3%, from US\$1,161.5 million to US\$1,327.4 million. The Bank's total investment portfolio primarily made up of investment-grade liquid fixed-income investments and the local and regional corporate fixed-income portfolio decreased 2.4%, from US\$5,279.8 million in December 2022 to US\$5,155.0 million in December 2023.

Total Liabilities

The Bank's total deposits increased by US\$68.0 million, or 0.5% from US\$13,166.6 million in December 2022 to US\$13,234.7 million in December 2023. During this period, time deposits increased by US\$250.9 million, or 4.8% from US\$5,220.8 million to US\$5,471.8 million, representing 41.3% of total deposits, with an average remaining life of 13 months, and 70.3% having original maturities of one year or more. Savings accounts decreased by US\$174.6 million, or 3.5%, from US\$5,060.3 million to US\$4,885.6 million, representing 36.9% of total deposits. Demand deposits decreased by US\$8.3 million, or 0.3%, from US\$2,885.5 million to US\$2,877.2 million, representing 21.7% of total deposits.

The Bank's total borrowings and placements decreased by US\$139.9 million, from US\$1,400.5 million in December 2022 to US\$1,260.6 million in December 2023. As of December 31, 2023, 31.7% or US\$400.0 million of the Bank's financial debt consists of the subordinated perpetual bonds issued in May 2021.

Equity

The Bank's equity increased by US\$348.7 million, or 13.5%, from US\$2,578.6 million in December 2022 to US\$2,927.3 million in December 2023, mainly driven by an increase in retained earnings of US\$226.3 million, and an increase of capital reserves of US\$115.7 million (mainly due to increase in the valuation of the investment portfolio). The Bank's equity to total assets ratio increased to 15.63% in December 2023 versus 14.01% in December 2022.



Liquidity and Funding Sources

The Bank's Assets and Liabilities Committee ("ALCO") is responsible for developing policies relating to the management of the Bank's assets and liabilities that enables us to maintain interest rate, market, maturity, liquidity, and foreign exchange exposures, within the Bank's approved limits while maximizing the return on shareholders' equity.

The Bank's asset and liability management policy seeks to ensure that sufficient liquidity is available to honor withdrawals of deposits, to make payments upon maturity of other liabilities, to extend loans or other forms of credit, and to meet the Bank's working capital needs.

Our Treasury Department is responsible for managing the Bank's liquidity and funding positions, as well as executing the Bank's investment strategy. The Bank's policies require high absolute levels of liquidity composed of high-quality liquid assets, a key pillar of the Bank's financial strategy.

Consistent with the Bank's conservative financial policies, we have historically maintained high levels of liquidity in investment-grade liquid investments, which are complemented by: (i) an adequate asset and liability maturity structure, (ii) a diversified and stable deposit base, (iii) access to multiple sources of financings (representing 7.98% of total liabilities); and (iv) low levels of short-term institutional liabilities, all of which give us a stable asset and liability structure.

Primary liquidity amounted to 29.58% on December 2023, comprised of cash, bank deposits and liquid investment-grade fixed-income investments, divided by total deposits and borrowings (excluding perpetual bonds). The Bank's total primary liquidity has an average credit rating of AA- of which 51.2% are AAA rated investments. As of December 31, 2023, these liquid assets represented 31.5% of total deposits and 22.3% of total assets.

In addition to our internal liquidity limits, the Bank must comply with liquidity rules established by the SBP, which require banks to have liquid assets of no less than 30% of qualified deposits, with maturities of less than 186 days, excluding deposits from foreign subsidiaries and pledged deposits. For the calculation of this ratio, the SBP allows for all loan installments and maturities classified as standard with a term of less than 186 days to be considered liquid assets. The loan installments and maturities can only account up to 30% of the total liquid assets used in this ratio. As of December 31, 2023, the Bank maintained a regulatory liquidity of 41.83% and a liquidity coverage ratio (LCR) of 355.64%.

A. Loan Portfolio

The Bank's loan portfolio is well diversified among client's segments and a wide variety of products. As of December 31, 2023, total gross loans amounted to US\$11,975.0 million comprised by: (i) 56.6% retail loans (40.1% residential loans and 16.5% consumer loans), (ii) 39.5% corporate loans (28.4% local corporate loans and 11.1% foreign corporate loans), and (iii) 3.9% other loans (which includes pledge loans, overdrafts, and financial leases).

To minimize the risk of credit losses, the Bank emphasizes on granting loans secured by collateral, particularly single-family residences, other properties, and deposits, in addition to applying strict underwriting guidelines and "know your customer" policies. As of December 31, 2023, 71.8% of all loans were secured by residential or commercial properties, deposits, or other assets; 62.0% of all loans were secured by first lien mortgages on land and improvements, and 9.8% of all loans were backed by pledged deposits and other assets. The combination of our underwriting policies and security interests held as collateral, has resulted in historically low gross write-off levels, averaging 0.34% of total loans for the last two years ending December 31, 2023.

As of December 31, 2023, 87.2% of the Bank's loan portfolio was comprised of local borrowers (individuals and corporations) based in Panama, and 12.8% was comprised of regional clients based primarily in Costa Rica, Colombia, Guatemala, El Salvador, Peru, and Mexico, including clients of our universal banking subsidiary in Costa Rica, Banco General (Costa Rica), S.A., which has 8 branches. As of December 31, 2023, 99.9% of the Bank's loans were denominated in US dollars, which is the legal tender in Panama.



The following table summarizes the composition of the loan portfolio by type of loan as of December 31, 2023, 2022 and 2021, respectively:

	As of December 31			(% Change)	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Local loans					
Commercial	327,705	371,731	350,371	(11.8%)	6.1%
Interim construction loans	265,160	286,742	378,674	(7.5%)	(24.3%)
Lines of credit	1,019,344	935,698	781,406	8.9%	19.7%
Residential mortgage loans	4,659,178	4,634,457	4,527,931	0.5%	2.4%
Commercial mortgage loans	1,785,136	1,878,588	1,919,261	(5.0%)	(2.1%)
Personal loans, auto loans and credit cards	1,963,721	1,801,740	1,707,751	9.0%	5.5%
Pledge loans and overdrafts	329,659	315,459	303,712	4.5%	3.9%
Leasing	91,931	73,634	65,341	24.8%	12.7%
Total local loans	10,441,835	10,298,049	10,034,446	1.4%	2.6%
Foreign loans					
Commercial	788,221	682,780	620,293	15.4%	10.1%
Lines of credit	399,792	314,033	243,162	27.3%	29.1%
Residential mortgage loans	148,074	163,069	185,841	(9.2%)	(12.3%)
Commercial mortgage loans	139,405	164,735	161,100	(15.4%)	2.3%
Personal loans, auto loans and credit cards	8,088	7,805	9,253	3.6%	(15.7%)
Pledge loans and overdrafts	49,546	59,725	43,683	(17.0%)	36.7%
Total foreign loans	1,533,126	1,392,146	1,263,333	10.1%	10.2%
Total loans	11,974,961	11,690,196	11,297,779	2.4%	3.5%
Allowance for loan losses	394,787	432,999	467,706	(8.8%)	(7.4%)
Unearned commissions	38,961	38,496	36,092	1.2%	6.7%
Total loans, net	11,541,213	11,218,700	10,793,981	2.9%	3.9%



Non-Accrual Loans

Regulation issued by the SBP requires the classification of loans with a non-accrual status if any of the following conditions exist: (i) principal and interest payments exceed past due limits established by the SBP (91 days or more of principal and/or interest payments past due for all types of loans, except for mortgage loans and overdrafts which have a limit of 120 and 30 days, respectively); or (ii) the debtor's financial condition has been adversely affected (including: deterioration of the payment capacity, collateral weakness, or other factors known to us, such as fraud, death of the debtor, insolvency or bankruptcy) in a manner that places the collection of the loan at risk.

The following table presents non-accrual loans according to loan type as of December 31, 2023, 2022 and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
	(in thousands of U.S. dollars, except for percentages)				
Non accrual loans					
Commercial	873	1,347	9,015	(35.2%)	(85.1%)
Interim construction loans	-	1,002	1,918	(100.0%)	(47.7%)
Lines of credit	5,729	6,096	6,520	(6.0%)	(6.5%)
Residential mortgage loans	186,546	200,761	236,062	(7.1%)	(15.0%)
Commercial mortgage loans	39,457	36,781	35,389	7.3%	3.9%
Personal loans, auto loans and credit cards	25,952	30,441	46,857	(14.7%)	(35.0%)
Pledge loans and overdrafts	157	826	2,025	(80.9%)	(59.2%)
Leasing	81	535	1,754	(84.8%)	(69.5%)
Total non accrual loans	258,795	277,789	339,539	(6.8%)	(18.2%)
Total loans	11,974,961	11,690,196	11,297,779		
Allowance for loan losses	394,787	432,999	467,706		
Non accrual loans / total loans	2.16%	2.38%	3.01%		
Allowance for loans losses / non accrual loans	152.55%	155.87%	137.75%		

Non-accrual loans decreased to US\$258.8 million as of December 31, 2023, compared to US\$277.8 million as of December 31, 2022. The decrease in non-accrual loans is mainly attributable to: (i) a US\$14.3 million decrease in the residential mortgage non-accrual balance from US\$200.8 million to US\$186.5 million; (ii) a decrease of US\$4.4 million in consumer non-accrual balance from US\$30.4 million to US\$26.0 million; and (iii) a US\$0.3 million decrease in the corporate and other loans non-accrual balance from US\$46.6 million to US\$46.3 million.

Non-accrual loans calculated in accordance with SBP regulations represented 2.16% of total loans as of December 31, 2023, compared to 2.38% as of December 31, 2022. The Bank's coverage of allowance for loan losses was 152.55% of non-accrual loans, as compared to 155.87% as of December 31, 2022.



Past Due Loans

The Bank classifies the loans in its portfolio, as past due if: (i) during the life of the loan, scheduled interest and/or principal payments are more than 90 days past due; and (ii) at the final maturity of the loan, all amounts due are not paid after 30 days of the final maturity date.

The following table presents past due loans, according to loan type as of December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
	(in thousands of U.S. dollars, except for percentages)				
Past due loans					
Commercial	1,043	1,347	6,310	(22.6%)	(78.6%)
Interim construction loans	-	1,002	1,918	(100.0%)	(47.7%)
Lines of credit	5,729	6,244	6,940	(8.3%)	(10.0%)
Residential mortgage loans	233,429	237,114	279,187	(1.6%)	(15.1%)
Commercial mortgage loans	37,996	36,856	35,409	3.1%	4.1%
Personal loans, auto loans and credit cards	25,776	30,341	47,179	(15.0%)	(35.7%)
Pledge loans and overdrafts	169	922	2,142	(81.7%)	(57.0%)
Leasing	143	543	2,035	(73.6%)	(73.3%)
Total past due loans	304,284	314,370	381,120	(3.2%)	(17.5%)
Total loans	11,974,961	11,690,196	11,297,779		
Allowance for loan losses	394,787	432,999	467,706		
Past due loans / total loans	2.54%	2.69%	3.37%		
Allowance for loan losses / past due loans	129.74%	137.74%	122.72%		

Past due loans decreased to US\$304.3 million as of December 31, 2023, compared to US\$314.4 million as of December 31, 2022. The decrease in past due loans is mainly attributable to: (i) a US\$4.5 million decrease in the balance of past due consumer loans from US\$30.3 million to US\$25.8 million; (ii) a decrease of US\$3.7 million in the past due balance of residential mortgage loans from US\$237.1 million to US\$233.4 million; and (iii) a decrease of US\$1.8 million in the past due balance of corporate and other loans from US\$46.9 million to US\$45.1 million.

Past due loans represented 2.54% of total loans as of December 31, 2023, compared to 2.69% as of December 31, 2022. The Bank's coverage of allowance for loan losses was 129.74% of past due loans, compared to 137.74% as of December 31, 2022.

Allowance for Loan Losses

To maintain the allowance for loan losses at required levels, provisions for loan losses are accounted for as charges on income and added to the allowance and any subsequent write-offs are applied against this allowance.

The allowance for loan losses at amortized cost consists of expected credit losses (ECL) based on the loans' credit risk rating and the mechanisms used to determine the loans' probability of default depending on the impairment stage assigned to each loan. The ECL model is determined by grouping loans with similar credit risk characteristics, and segmented methodologies for "Consumer Banking" and "Corporate Banking". Both methodologies consist of probability of default, loss given default, and exposure to default estimates.

The ECL model presents three stages of impairment for financial assets that are applied from the date of origin or acquisition. These stages are summarized below:

Stage 1: The Bank recognizes a credit loss allowance at an amount equivalent to the expected credit losses for the following 12-months period. This represents the portion of lifetime expected credit losses resulting from default events



that are possible within a 12-months period as of the reporting date, assuming that credit risk has not increased significantly since initial recognition.

Stage 2: The Bank recognizes a credit loss allowance at an amount equal to the total lifetime expected credit losses (LTECL) for those financial assets which are considered to have experienced a significant increase in credit risk since their initial recognition. This requires the calculation of ECL based on the asset's remaining lifetime probability of default (LTPD). The allowance for credit losses is higher in this stage because of the increase in credit risk and the impact of a longer time horizon in comparison to stage 1.

Stage 3: The Bank recognizes a loss allowance at an amount equal to the expected credit loss during the total lifetime of the asset, based on a probability of default (PD) of 100% over the asset's recoverable cash flows.

Our IFRS 9 models and the information used to estimate expected credit losses in the consumer, mortgage and corporate portfolio, and thus set adequate levels of loan loss reserves may not be able to fully capture all the potential additional levels of risk resulting from the effects of the Covid-19 pandemic, which resulted in (i) a contraction of GDP during 2020 followed by a solid recovery thereafter, with only a few specific sectors of the economy still lagging pre-pandemic levels, and (ii) higher levels of unemployment and informal employment. Therefore, the Bank developed complementary models to incorporate the potential increase in risk levels and the corresponding additional loan loss reserves.

The following table presents the breakdown of the allowance for loan losses under IFRS 9 parameters as of December 31, 2023:

	As of December 31, 2023			As of December 31, 2022			(%) Change	
	Loans	Allowance	%	Loans	Allowance	%	Loans	Allowance
(in thousands of U.S. dollars, except percentages)								
Stage 1	10,068,716	132,012	1.3%	9,566,504	136,927	1.4%	5.2%	(3.6%)
Stage 2	1,643,698	208,039	12.7%	1,833,525	234,895	12.8%	(10.4%)	(11.4%)
Stage 3	262,547	54,736	20.8%	290,167	61,177	21.1%	(9.5%)	(10.5%)
Total	11,974,961	394,787	3.3%	11,690,196	432,999	3.7%	2.4%	(8.8%)

The allowance for loan losses decreased to US\$394.8 million in December 2023, or 3.3% of the total loan portfolio, from US\$433.0 million, or 3.7% of the total loan portfolio, as of December 2022.

Stage 1 loans increased US\$502.2 million to US\$10,068.7 and the allowance level decreased from US\$136.9 million (1.4% of stage 1 loans) in December 2022 to US\$132.0 million (1.3% of stage 1 loans) in December 2023. The amount of loans in Stage 2 decreased from US\$1,833.5 million to US\$1,643.7 million, and the allowance level decreased from US\$234.9 million (12.8% of stage 2 loans) to US\$208.0 million (12.7% of stage 2 loans). The amount of loans in Stage 3 decreased from US\$290.2 million to US\$262.5 million and the allowance level decreased from US\$61.2 million (21.1% of stage 3 loans) to US\$54.7 million (20.8% of stage 3 loans).

As of December 2023, the Bank's total restructured loans amounted to US\$844.9 million (December 2022: US\$1,149.6 million), primarily as a result of the loans that were modified pursuant to regulation issued by the SBP during the global pandemic. Moreover, from the total restructured loans, US\$493.6 million or 58.4% are current with their contractual payments. Furthermore, as of December 2023, US\$733.9 million or 86.9% of restructured loans were backed by mortgage collateral (December 2022: US\$1,040.5 million or 90.5%).



The following table presents the breakdown of the allowance for loans losses as of as of December 31, 2023, 2022 and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/ 2022	2022/ 2021
(in thousands of U.S. dollars, except for percentages)					
Allowance at the beginning of period	432,999	467,706	383,795	(7.4%)	21.9%
Provision charged to expenses, net of recoveries	(40,138)	(42,396)	155,642	(5.3%)	n/a
Write-offs:					
Commercial	563	318	7,777	77.0%	(95.9%)
Interim construction loans	1,028	129	119	699.6%	8.3%
Lines of credit	44	583	536	(92.5%)	8.9%
Residential mortgage loans	4,600	2,260	1,749	103.5%	29.3%
Commercial mortgage loans	288	1,366	247	(78.9%)	452.3%
Personal and auto loans and credit cards	40,925	26,495	86,471	54.5%	(69.4%)
<i>Auto</i>	<i>2,403</i>	<i>2,422</i>	<i>4,408</i>	(0.8%)	(45.1%)
<i>Personal</i>	<i>23,728</i>	<i>11,341</i>	<i>37,434</i>	109.2%	(69.7%)
<i>Credit cards</i>	<i>14,794</i>	<i>12,732</i>	<i>44,630</i>	16.2%	(71.5%)
Pledge loans and overdrafts	140	350	146	(60.1%)	139.9%
Leasing	52	22	-	0.0%	100.0%
Total write-offs	47,640	31,523	97,044	51.1%	(67.5%)
Recoveries	49,565	39,212	25,313	26.4%	54.9%
Allowance at the end of period	394,787	432,999	467,706	(8.8%)	(7.4%)
Total loans	11,974,961	11,690,196	11,297,779		
Allowance for loan losses / total loans	3.30%	3.70%	4.14%		
Write-offs / total loans	0.40%	0.27%	0.86%		
Net write-offs / total loans	(0.02%)	(0.07%)	0.63%		

For the year ended December 31, 2023, total write-offs amounted to US\$47.6 million (0.40% of total loans), as compared to US\$31.5 million (0.27% of total loans) for the same period in 2022. Moreover, write-offs in 2021 were impacted by a complementary, exceptional, and voluntary write-off policy adopted by the Bank for clients that had contractual monthly payments repeatedly deferred, demonstrated a weaker financial position, and exhibited limited capacity to service their loans. This exceptional policy was based on analyzing a combination of factors in addition to delinquency, such as the debtor's employment status, the economic activity of the employer, the loan's collateral, the client's internal credit risk category, and the number of deferred payments granted.

B. Capital Resources

One of the cornerstones of our financial strategy is our strong capital position, which exceeds local and international regulatory requirements contained in the Basel Accords, and has supported our investment grade ratings since 1997, currently holding the following ratings: BBB by Standard & Poor's, Baa3 by Moody's, and BBB- by Fitch Ratings, and are higher on a stand-alone basis, but constrained by Panama's sovereign rating due to their methodologies.

As of December 31, 2023, the Bank has a total capital of US\$3,260.7 million, or 3.0 times the SBP required regulatory capital of 8.0%. The ratio of total capital to risk-weighted assets ("RWA") was 24.24%, based entirely of primary capital, which increased US\$347.3 million compared to December 2022, and total risk-weighted assets of US\$13,450.9 million. Total risk-weighted assets include: US\$12,045.9 million of credit and investment risk RWA (which increased from US\$11,258.8 million in 2022 mainly as a result of a rollback of an adjustment in the weight attributable to categories 7 and 8 to 100%, issued by the SBP during the Covid-19 pandemic), US\$642.0 million of market risk RWA, and US\$763.0 million of operational risk RWA.

In addition to the above-mentioned regulatory capital adequacy requirements, Agreement 4-2013 issued by the SBP



requires that all banks maintain a countercyclical dynamic reserve of not less than 1.25% and no more than 2.50% of the risk-weighted loans classified as standard loans. The dynamic reserve is presented as part of the legal reserves in the equity section of the Bank's financial statements and is considered part of the regulatory capital if a bank's regulatory capital exceeds the minimum capital adequacy ratio of 8.0%. As of December 31, 2023, the Bank's dynamic reserve balance was US\$149.5 million.

The Bank's subsidiaries General de Seguros, S.A., BG Valores, S.A., ProFuturo Administradora de Fondos de Pensiones y Cesantía, S.A., BG Investment Co., Inc., BG Trust, Inc., Banco General (Costa Rica), S.A., Banco General (Overseas), Inc., and Commercial Re. Overseas, Ltd. are all subject to minimum capital requirements stipulated by their corresponding regulators including but not limited to the SBP, the Superintendence of Insurance and Reinsurance of Panama, the Superintendence of Capital Markets of Panama, the General Superintendency of Financial Entities of Costa Rica (SUGEF), the Monetary Authority of the Cayman Islands (CIMA), the British Virgin Islands Financial Services Commission, and others. As of December 31, 2023, all the subsidiaries of the Bank complied with the minimum capital requirements applicable according to their respective regulation.

The following table presents information regarding the Bank's capital levels as of December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/ 2022	2022/ 2021
(in thousands of U.S. dollars, except for percentages)					
Regulatory primary capital					
Common shares	500,000	500,000	500,000	0.0%	0.0%
Legal reserve	192,810	190,917	190,606	1.0%	0.2%
Other items comprehensive income	(163,678)	(279,368)	74,008	(41.4%)	(477.5%)
Retained earnings	2,377,583	2,150,471	1,916,158	10.6%	12.2%
Less: Regulatory adjustments	46,021	48,638	51,547	(5.4%)	(5.6%)
Total regulatory primary capital - CET 1	2,860,694	2,513,381	2,629,225	13.8%	(4.4%)
Minimum regulatory primary capital - CET 1 (4.5%)	605,290	569,536	599,177	6.3%	(4.9%)
Additional primary capital (Tier 1)					
Subordinated perpetual bonds	400,000	400,000	400,000	0.0%	0.0%
Total additional primary capital	400,000	400,000	400,000	0.0%	0.0%
Total primary capital	3,260,694	2,913,381	3,029,225	11.9%	(3.8%)
Minimum regulatory total primary capital (6.0%)	807,053	759,381	798,903	6.3%	(4.9%)
Total capital	3,260,694	2,913,381	3,029,225	11.9%	(3.8%)
Minimum regulatory total capital (8.0%)	1,076,071	1,012,508	1,065,204	6.3%	(4.9%)
Credit risk-weighted assets	12,045,910	11,258,810	11,506,121	7.0%	(2.1%)
Market risk-weighted assets	641,963	657,676	1,154,481	(2.4%)	(43.0%)
Operational risk-weighted assets	763,010	739,859	654,452	3.1%	13.1%
Risk-weighted assets	13,450,883	12,656,345	13,315,053	6.3%	(4.9%)
Capital ratios					
Total regulatory primary capital ratio	21.27%	19.86%	19.75%		
Total primary capital ratio	24.24%	23.02%	22.75%		
Total capital ratio	24.24%	23.02%	22.75%		

The Bank's level of capitalization reflects the Board of Director's commitment to maintaining a strong capital base to support depositors and enable us to support growth opportunities and weather unexpected adverse events.



C. Results of Operations for the years ended on December 31, 2023, 2022 and 2021.

The following table presents the Bank's principal consolidated results of operations for the years ended December 31, 2023, 2022 and 2021, respectively:

	As of December 31			(% Change)	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Total interest and commission income	1,159,228	981,120	915,487	18.2%	7.2%
Total interest expenses	(320,629)	(264,276)	(279,046)	21.3%	(5.3%)
Net interest and commission income	838,599	716,843	636,441	17.0%	12.6%
Total Provisions, net	42,265	34,683	(152,251)	21.9%	n/a
Other Income (expenses):					
Fees and other commissions	353,110	313,279	256,690	12.7%	22.0%
Insurances premiums, net	41,624	38,516	32,688	8.1%	17.8%
Gain (loss) on financial instruments, net	(46,978)	(94,685)	8,346	(50.4%)	n/a
Other Income, net	52,018	28,471	29,230	82.7%	(2.6%)
Commission expenses and other expenses	(158,157)	(110,891)	(92,081)	42.6%	20.4%
Total other income, net	241,616	174,690	234,872	38.3%	(25.6%)
General and administrative expenses	(341,937)	(326,005)	(296,869)	4.9%	9.8%
Equity participation in associates	14,509	15,137	10,833	(4.1%)	39.7%
Net income before income tax	795,053	615,348	433,026	29.2%	42.1%
Income tax, net	(114,337)	(77,091)	(24,839)	48.3%	210.4%
Net Income	680,716	538,256	408,187	26.5%	31.9%

For the year ended December 31, 2023, the Bank's net income was US\$680.7 million, which represents an increase of US\$142.5 million, or 26.5%, compared to US\$538.3 million for the same period in 2022. ROAE and ROAA were 24.28% and 3.71%, respectively, compared to 21.21% and 2.90% for the same period 2022. These results were mainly due to the following factors:

Net Interest and Commission Income

The following table presents the Bank's net interest and commission income and related average rate and margin information for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(% Change)	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Total interest and commission income	1,159,228	981,120	915,487	18.2%	7.2%
Total interest expenses	320,629	264,276	279,046	21.3%	(5.3%)
Net interest and commission income	838,599	716,843	636,441	17.0%	12.6%
Average interest - earning assets	16,729,806	16,928,522	17,202,148	(1.2%)	(1.6%)
Average interest - bearing liabilities	12,402,691	12,888,830	13,052,614	(3.8%)	(1.3%)
Net interest margin ⁽¹⁾	5.01%	4.23%	3.70%		
Average interest rate earned ⁽²⁾	6.93%	5.80%	5.32%		
Average interest rate paid ⁽³⁾	2.59%	2.05%	2.14%		

⁽¹⁾ Net interest and commission income (before provisions for possible loan losses) as a percentage of average total interest-earning assets.

⁽²⁾ Total interest and commission income divided by average interest-earning assets.

⁽³⁾ Total interest expenses divided by average interest-bearing liabilities.



The 17.0% increase in net interest and commission income for the year ended on December 31, 2023, as compared to the same period for 2022, was a result of a 113 basis points increase in average interest rate earned on interest earning assets, offset by an increase of 54 basis points in the average interest paid on interest bearing liabilities.

Total Interest and Commission Income

The following table presents information as to the Bank's total interest and commission income for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Total interest and commission income	1,159,228	981,120	915,487	18.2%	7.2%
Average interest-earning assets:					
Deposits with banks	317,579	428,538	534,504	(25.9%)	(19.8%)
Investments and other financial assets, net	5,108,572	5,633,491	5,800,840	(9.3%)	(2.9%)
Loans, net	11,303,656	10,866,494	10,866,804	4.0%	(0.0%)
Total	16,729,806	16,928,522	17,202,148	(1.2%)	(1.6%)
Average interest rate earned:					
Deposits with banks	3.84%	1.43%	1.01%		
Investments and other financial assets, net	4.77%	3.23%	2.46%		
Loans, net	7.99%	7.30%	7.06%		
Total	6.93%	5.80%	5.32%		

For the year ended on December 31, 2023, our diversified loan portfolio represented 67.6% of the Bank's total average interest earning assets and generated 77.9% of the total interest and commissions income.

Total interest and commission income increased US\$178.1 million, or 18.2% for the year ended on December 31, 2023, and was the result of a 113 basis points increase of the average interest rate earned, offset by a US\$198.7 million reduction in average interest-earning assets.

The 113 basis points increase of the average interest rate earned on interest-earning assets was primarily due to: (i) a 69 basis points increase of the interest received on net loans, and (ii) a 154 basis points increase of the interest received on investments and other financial assets.

The decrease in the average interest-earning assets was mainly due to a 9.3% decrease in investments and other financial assets, offset by a 4.0% increase in net loans.

The following table presents the effect of changes in the Bank's interest and commission income as a result of changes in: (i) the average volume of interest earning assets, and (ii) the average interest rate earned during the year ended on December 31, 2023:

	2023/2022			2022/2021		
	By volume	By rate	Net change	By volume	By rate	Net change
(in thousands of U.S. dollars)						
Deposits with banks	(1,592)	7,638	6,046	(1,065)	1,840	775
Investments and other financial assets	(16,947)	78,516	61,569	(4,114)	43,369	39,254
Loans, net	31,907	78,586	110,493	(22)	25,624	25,602
Net Change	13,368	164,740	178,108	(5,201)	70,834	65,632

As compared to the same period in 2022, the increase in the average rate earned, from 5.80% to 6.93% for the year ended December 31, 2023, resulted in an increase of US\$164.7 million in interest and commission income; and the



increase of US\$13.4 million in interest and commission income from volume, was primarily the result of a higher volume of average net loans, partially offset by a lower volume in average deposits and investments.

Total Interest Expenses

The following table presents information as to the Bank's total interest expenses for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Total interest expenses	320,629	264,276	279,046	21.3%	(5.3%)
Average interest-bearing liabilities:					
Savings and other deposits	5,793,986	6,060,955	5,920,700	(4.4%)	2.4%
Time deposits	5,358,134	5,486,674	5,805,305	(2.3%)	(5.5%)
Borrowings and placements ⁽¹⁾	1,249,536	1,341,202	1,326,609	(6.8%)	1.1%
Total	12,401,655	12,888,830	13,052,614	(3.8%)	(1.3%)
Average interest rate paid:					
Savings and other deposits	1.00%	0.64%	0.64%		
Time deposits - clients	3.80%	3.07%	3.33%		
Borrowings and placements ⁽¹⁾	4.73%	4.26%	3.62%		
Total	2.59%	2.05%	2.14%		

⁽¹⁾ Includes Repos, Borrowings and placements and Perpetual Bonds.

The Bank's total interest expenses is mainly attributable to interest paid on deposits, which represented 81.6% of the total interest expense for the year ended on December 31, 2023, as compared to 78.4% for the same period in 2022.

Total interest expense increased US\$56.4 million, or 21.3% for the year ended on December 31, 2023, and was result of a 54 basis points increase in the average interest rate paid on interest bearing liabilities, offset by a 3.8% reduction in average interest-bearing liabilities.

The increase in the average interest rate paid was mainly attributable to: (i) a 73 basis point increase on the average interest rate paid on time deposits, (ii) a 47 basis point increase on the average interest rate paid on borrowings and placements, and (iii) a 36 basis point increase on the average interest rate paid on savings and other deposits.

The 3.8% decrease in the average interest-bearing liabilities was mainly due to a 4.4% decrease in average savings and other deposits and 2.3% decrease in average time deposits.

The following table sets forth the effect of changes in the Bank's total interest expense as a result of changes in: (i) the average volume of interest-bearing liabilities, and (ii) the average interest rate paid during the year ended 2023 and 2022:

	2023/2022			2022/2021		
	By volume	By rate	Net change	By volume	By rate	Net change
(in thousands of U.S. dollars)						
Savings and other deposits	(1,711)	20,988	19,278	897	72	969
Time deposits	(3,944)	39,042	35,098	(10,602)	(14,199)	(24,801)
Borrowings and placements ⁽¹⁾	(3,901)	5,878	1,977	528	8,535	9,063
Net change	(9,556)	65,908	56,352	(9,177)	(5,593)	(14,769)

⁽¹⁾ Includes Repos, Borrowings and placements and Perpetual Bonds.



As compared to the same period in 2022, the decrease of US\$487.2 million in average interest-bearing liabilities for the year ended on December 31, 2023, resulted in a decrease of US\$9.6 million on interest expense, while the increase in the average rate paid, from 2.05% to 2.59%, resulted in an increase of US\$65.9 million on interest expense.

Provision for Loan Losses

The following table presents the Bank's allowance for loan losses, net of write-offs and recoveries included in the Bank's results of operations for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
(in millions of U.S. dollars, except for percentages)					
Allowance for loan losses at the beginning of period	432,999	467,706	383,795	(7.4%)	21.9%
Provisions charged to expenses, net of recoveries	(40,138)	(42,396)	155,642	(5.3%)	n/a
Write-offs	47,640	31,523	97,044	51.1%	(67.5%)
Recovery of Write-offs	49,565	39,212	25,313	26.4%	54.9%
Balance at the end of period	394,787	432,999	467,706	(8.8%)	(7.4%)
Total Loans	11,974,961	11,690,196	11,297,779		
Net loan loss provisions to total loans	(0.34%)	(0.36%)	1.38%		
Write-offs to total loans	0.40%	0.27%	0.86%		
Net write-offs to total loans	(0.02%)	(0.07%)	0.63%		
Allowance to total loans	3.30%	3.70%	4.14%		

For the year ended on December 31, 2023, the provision charged to expenses, net of recoveries recorded a net release of reserves of US\$40.1 million, as compared to a net release of US\$42.4 million for the same period in 2022. The net release of reserves was the result of the continuous improvement in the quality of our loan portfolio, which resulted in a lower reserve requirement, as well as higher recoveries.

For the year ended on December 31, 2023, write-offs increased US\$16.1 million, from US\$31.5 million on 2022 (or 0.36% of total loans) to US\$47.6 million on 2023 (or 0.40% of total loans), while recoveries increased by US\$10.4 million from US\$39.2 million on 2022, to US\$49.6 million on 2023.

The allowance for loan losses decreased US\$38.2 million, from US\$433.0 million or 3.70% of total loans on December 2022, to US\$394.8 million or 3.30% of total loans on December 2023. Based on our IFRS 9 and our complementary models, we believe that our current allowance for loan losses adequately covers the credit risk of the Bank's loan portfolio.

Other Income, Net

The following table presents the information as to the Bank's fees, commission and other income, net for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/2022	2022/2021
(in thousands of U.S. dollars, except for percentages)					
Fees and commission income, net	194,953	202,388	164,608	(3.7%)	23.0%
Insurance premiums, net	41,624	38,516	32,688	8.1%	17.8%
Gain (loss) on financial instruments, net	(46,978)	(94,685)	8,346	(50.4%)	n/a
Other income, net	52,018	28,471	29,230	82.7%	(2.6%)
Total of other income, net	241,616	174,690	234,872	38.3%	(25.6%)

The 38.3% increase in total other income, net for the year ended on December 31, 2023, primarily reflects the following factors:



Fees and Commission Income, Net

The 3.7% decrease in fees and commission income, net of commission expenses and other expenses for the year ended on December 31, 2023, was mainly due to an increase of 18.9% in fees and commission income as a result of higher debit and credit card transaction volume; offset by: (i) a 42.6% increase in commission and other expenses related to the reclassification in 2023 of certain credit and debit card costs, and (ii) the reclassification of certain mobile and online banking revenues to other income, net. Excluding these reclassifications, net fees and commission income increased 18.5%. The total number of credit and debit cards issued by the Bank increased by 10.9%, from 1.6 million in December 2022 to 1.7 million in December 2023. The total number of credit and debit card transactions increased by 20.6% from 253.9 million in 2022 to 306.3 million in the same period of 2023.

Insurance Premiums, Net

Net insurance premiums increased by 8.1% for the year ended on December 31, 2023, as compared to the same period in 2022, mainly due to an increase in insurance premiums of 10.7%, partially offset by an increase in net claims of 21.3%.

Gain (Loss) on Financial Instruments, Net

Gain (loss) on financial instruments, net for the year ended on December 31, 2023, resulted in a net loss of US\$47.0 million, as a result of: (i) sales of fixed income securities with accumulated losses in Other Comprehensive Income, and (ii) the impact of interest rate hedges that reduce duration in the investment portfolio due to a decrease in interest rates during 2023; offset by realized and unrealized gains in investments classified as fair value through profit and loss. For reference, during 2023, the interest rates for 1-year US Treasuries increased 6 basis points and decreased 22 and 15 basis points for 3-year and 5-years US Treasuries, respectively.

Other Income, Net

Other income, net increased by US\$23.5 million, in the year ended on December 31, 2023, primarily due to an increase of certain mobile and online banking revenues of US\$12.3 million, which are now being registered in other income, net (previously in fees and commission income, net).

General and Administrative Expenses

The following table presents the Bank's principal general and administrative expenses for the years ended December 31, 2023, 2022, and 2021, respectively:

	As of December 31			(%) Change	
	2023	2022	2021	2023/ 2022	2022/ 2021
(in thousands of U.S. dollars, except for percentages)					
Salaries and other employee expenses	189,660	170,971	162,629	10.9%	5.1%
Depreciation and amortization expenses	37,166	30,651	28,385	21.3%	8.0%
Premises and equipment expenses	34,596	29,965	25,119	15.5%	19.3%
Other expenses	80,514	94,419	80,736	(14.7%)	16.9%
Total	341,937	326,005	296,869	4.9%	9.8%

The 4.9% increase in general and administrative expenses for the year ended on December 31, 2023, primarily reflects the following factors:

Salaries and Other Employee Expenses

For the year ended December 31, 2023, salaries and other employee expenses represented 55.5% of total general and administrative expenses, as compared to 52.4% for the same period in 2022. The 10.9% increase in salaries and other employee expenses was attributable to a moderate increase in salaries and voluntary profit sharing an 6.6% increase in the number of employees.



Depreciation and Amortization Expenses

Total depreciation and amortization expense increased US\$6.5 million or 21.3% for the year ended on December 31, 2023, mainly due to an increase in investments in hardware and software assets as the Bank continues to develop its technological capabilities and the extraordinary amortization of a technological asset as a result of changes in online and mobile applications.

Premises and Equipment Expenses

Premises and equipment expenses increased by US\$4.6 million or 15.5% for the year ended in December 31, 2023, as compared to the same period in December 31, 2022, mainly due to an increase in technological maintenance costs due to growth in platforms and licenses.

Other Expenses

Other expenses decreased US\$13.9 million or 14.7%, for the year ended on December 31, 2023, mainly due to the classification of certain credit and debit card costs as commission expenses and other expenses. Excluding these credit and debit card costs, other expenses increased 19.1% during 2023.

Taxes

Net income tax amounted to US\$114.3 million for the year ended on December 31, 2023 (US\$105.3 million in estimated income tax and US\$9.0 million in deferred income tax). The US\$37.2 million increase in net income tax was primarily driven by a higher taxable income.

Operational Efficiency

The Bank's operational efficiency ratio was 31.23% for the year ended December 31, 2023, as compared to 35.96% for the same period in 2022 mainly as a result of: (i) a US\$188.0 million increase or 20.7% in operating income, and (ii) a US\$15.9 million, or 4.9%, increase in the Bank's general and administrative expenses. The amount of general and administrative expenses was impacted favorably by US\$32.5 million of debit and credit card costs, which starting January 2023 are being registered in commission expenses and other expenses.



BANCO GENERAL, S.A. & Subsidiaries
Consolidated Income Statement
For the years ended December 31

	2023	2022	2021	2020	2019
	(in thousands of U.S. dollars)				
Total interest and commission income	1,159,228	981,120	915,487	994,471	1,086,146
Total interest expenses	(320,629)	(264,276)	(279,046)	(331,732)	(386,964)
Net interest and commission income	838,599	716,843	636,441	662,739	699,182
Total Provisions, net	42,265	34,683	(152,251)	(283,992)	(44,923)
Net interest and commission income after provisions	880,864	751,526	484,191	378,747	654,259
Other Income (expenses):					
Fees and other commissions	353,110	313,279	256,690	204,466	229,221
Insurance premiums, net	41,624	38,516	32,688	35,593	33,930
Gain (loss) on financial instruments, net	(46,978)	(94,685)	8,346	19,252	15,348
Other income, net	52,018	28,471	29,230	30,439	28,608
Commission expenses and other expenses	(158,157)	(110,891)	(92,081)	(78,686)	(94,964)
Total other income, net	241,616	174,690	234,872	211,063	212,143
General and administrative expenses	(341,937)	(326,005)	(296,869)	(290,239)	(308,175)
Equity participation in associates	14,509	15,137	10,833	7,329	10,898
Net income before income tax	795,053	615,348	433,026	306,900	569,124
Income tax, estimated	(105,369)	(71,250)	(43,654)	(40,307)	(66,375)
Income tax, deferred	(8,968)	(5,841)	18,815	54,567	1,517
Income tax, net	(114,337)	(77,091)	(24,839)	14,260	(64,858)
Net income	680,716	538,256	408,187	321,160	504,266



BANCO GENERAL, S.A. & Subsidiaries
Consolidated Balance Sheet
As of December 31

	2023	2022	2021	2020	2019
	(in thousands of U.S. dollars)				
Assets					
Cash and deposits with banks	809,845	657,810	645,454	800,585	730,474
Securities and other financial assets	5,124,922	5,249,921	6,175,130	5,624,784	4,973,441
Loans	11,974,961	11,690,196	11,297,779	11,444,423	12,083,689
Allowance for possible loans losses	(394,787)	(432,999)	(467,706)	(383,795)	(165,159)
Unearned comissions	(38,961)	(38,496)	(36,092)	(37,045)	(43,302)
Investments in associates	30,112	29,917	25,021	21,686	24,881
Other assets	1,225,515	1,250,384	1,142,412	1,146,145	1,119,697
Total assets	18,731,607	18,406,731	18,781,998	18,616,783	18,723,721
Liabilities and shareholder's equity					
Total Deposits	13,234,652	13,166,642	13,800,612	13,449,536	12,455,268
Securities sold under repurchase agreements	-	198,243	-	-	403,947
Borrowings and placements	860,648	802,268	893,646	1,076,469	1,914,581
Perpetual bonds	400,000	400,000	400,000	217,680	217,680
Other liabilities	1,308,960	1,260,962	996,692	1,239,887	1,249,506
Total liabilities	15,804,260	15,828,114	16,090,949	15,983,572	16,240,982
Shareholder's equity	2,927,347	2,578,617	2,691,048	2,633,211	2,482,739
Total liabilities and shareholder's equity	18,731,607	18,406,731	18,781,998	18,616,783	18,723,721
Operational data (in units)					
Number of customers	1,737,887	1,603,641	1,402,139	1,200,346	1,052,219
Number of customers affiliated in digital channels ⁽¹⁾	1,569,219	1,405,814	1,192,418	957,082	714,769
% active customers in digital channels ⁽²⁾	81.6%	79.1%	73.9%	63.9%	53.8%
Number of employees ⁽³⁾	4,983	4,674	4,510	4,554	4,714
Number of branches ⁽⁴⁾	80	80	82	83	86
Number of ATMs ⁽⁴⁾	637	637	633	638	645
Assets under management (in US\$ million) ⁽⁵⁾	14,447	12,752	12,140	11,300	11,823

⁽¹⁾ Only considers BG clients. ⁽²⁾ Active customers in digital channels (as a percentage of total clients) represents clients who transact/visit our online banking or mobile application during the last month. ⁽³⁾ Total number of permanent full-time employees for BG & Subsidiaries at the end of the period. ⁽⁴⁾ Total number of branches and ATMs in Panamá and Costa Rica. ⁽⁵⁾ Assets under management at BG Valores and BG Investment.



BANCO GENERAL, S.A. & Subsidiaries
Financial Ratios
For the years ended December 31

	2023	2022	2021	2020	2019
Profitability and efficiency:					
Net Interest Margin ⁽¹⁾	5.01%	4.23%	3.70%	3.79%	4.06%
Return on average assets ⁽²⁾	3.71%	2.90%	2.17%	1.68%	2.68%
Return on average equity ⁽²⁾	24.28%	21.21%	15.25%	12.30%	21.07%
Efficiency ⁽³⁾	31.23%	35.96%	33.65%	32.94%	33.42%
Operating expenses / average total assets ⁽²⁾	1.86%	1.76%	1.58%	1.51%	1.64%
Other income / operating income ⁽⁴⁾	27.82%	27.93%	25.82%	21.38%	21.17%
Liquidity:					
Primary Liquidity / total deposits and obligations ⁽⁵⁾	29.58%	29.75%	35.25%	29.40%	27.29%
Regulatory Liquidity / qualified deposits	41.83%	39.04%	44.84%	40.45%	38.21%
Loans, net / client deposits ⁽⁶⁾	87.26%	85.22%	78.23%	82.00%	96.10%
Liquidity Coverage Ratio (LCR)	355.64%	155.07%	198.11%	158.18%	137.46%
Capital:					
Total regulatory primary capital ratio ⁽⁷⁾	21.27%	19.86%	19.75%	19.12%	18.70%
Total primary capital ratio ⁽⁷⁾	24.24%	23.02%	22.75%	20.74%	20.38%
Total capital ratio ⁽⁷⁾	24.24%	23.02%	22.75%	20.74%	20.38%
Equity / assets	15.63%	14.01%	14.33%	14.14%	13.26%
Asset quality:					
Non accrual loans / total loans ⁽⁸⁾	2.16%	2.38%	3.01%	1.46%	1.07%
Past due loans / total loans ⁽⁹⁾	2.54%	2.69%	3.37%	1.54%	1.27%
Allowance for loan losses / total loans	3.30%	3.70%	4.14%	3.35%	1.37%
Allowance for loan losses / non accrual loans ⁽⁸⁾	152.55%	155.87%	137.75%	230.33%	127.67%
Allowance for loan losses / past due loans ⁽⁹⁾	129.74%	137.74%	122.72%	218.01%	107.65%
Write-offs / total loans	0.40%	0.27%	0.86%	0.73%	0.52%
Net write-offs / total loans	(0.02%)	(0.07%)	0.63%	0.54%	0.29%

⁽¹⁾ Net interest margin refers to net interest and commission income divided by average interest-earning assets. Average interest-earning assets are determined on average monthly balances. ⁽²⁾ Percentages have been calculated using monthly averages. ⁽³⁾ Efficiency is defined as general and administrative expenses divided by the sum of net interest, commission income, other income, net, and equity participation in associates. ⁽⁴⁾ Other income corresponds to the sum of fees and other commissions, insurance premiums, net, and other income, net; while operating income corresponds to the sum of income from interest and commissions, fees and other commissions, insurance premiums, net and other income, net. ⁽⁵⁾ Primary liquidity is comprised of: (a) cash and deposits with banks, and (b) high quality (investment grade) fixed income securities, including repos, fixed income mutual funds, treasury bills, negotiable CDs, commercial paper, corporate and sovereign bonds, MBS, CMOs and ABS. ⁽⁶⁾ Client deposits exclude interbank deposits. ⁽⁷⁾ Capital ratios as a percentage of risk weighted assets. ⁽⁸⁾ Non accrual loans: all loans past due 90+ days on interest and/or principal payments, residential mortgages past due 120+ days, and overdrafts past due +30 days. ⁽⁹⁾ Past due loans: all loans past due 90+ days on interest and/or principal payments and all loans past due 30 days post maturity.