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BANCOLOMBIA SA  
Form 6-K  
May 18, 2004

CONFORMED COPY

SECURITIES AND EXCHANGE COMMISSION  
Washington D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER  
Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1933

For the month of May 2004

BANCOLOMBIA S.A.  
(Translation of Registrant's name into English)

Calle 50 No. 51-66  
Medellin, Colombia  
(Address of principal executive offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F

Form 40-F

(Indicate by check mark whether the registrant by furnishing the information contained in this form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes

No

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-\_\_\_\_\_.)

This Report on Form 6-K shall be incorporated by reference into the registrant's registration statement on Form F-3 (File No. 333-12658).

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

BANCOLOMBIA S.A.  
(Registrant)

Date: May 14, 2004

By /s/ JAIME ALBERTO VELASQUEZ B.

-----  
Name: Jaime Alberto Velasquez B.  
Title: Vice President of Finance

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[BANCOLOMBIA LOGO]

[THE BANKER LOGO]

## CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2004

MAY 12, 2004. Medellin, Colombia - BANCOLOMBIA S.A. (NYSE: CIB) announced today the financial results for the quarter ended March 31, 2004.(1)

### CONSOLIDATED INCOME STATEMENT AND BALANCE SHEET

| (Ps millions)                                     | QUARTER           |                   |
|---|-------------------|-------------------|
|   | 4Q 03             | 1Q 04             |
| <b>ASSETS</b>                                     |                   |                   |
| Loans, net  | 7.642.405         | 7.949.252         |
| Investment securities, net                        | 4.336.724         | 5.081.643         |
| Other assets                                      | 3.197.000         | 2.410.643         |
| <b>TOTAL ASSETS</b>                               | <b>15.176.129</b> | <b>15.441.538</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>       |                   |                   |
| Deposits  | 10.231.997        | 10.304.446        |
| Other liabilities                                 | 3.254.753         | 3.445.294         |
| <b>TOTAL LIABILITIES</b>                          | <b>13.486.750</b> | <b>13.749.740</b> |
| Shareholders' equity                              | 1.689.379         | 1.691.798         |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b> | <b>15.176.129</b> | <b>15.441.538</b> |
| <br>  |                   |                   |
| Interest income                                   | 458.649           | 451.128           |
| Interest expense                                  | 139.880           | 131.245           |
| <b>NET INTEREST INCOME</b>                        | <b>318.769</b>    | <b>319.883</b>    |
| Net provisions                                    | (25.531)          | (34.804)          |
| Other operating income                            | 142.383           | 153.302           |
| Other operating expense                           | (268.226)         | (228.862)         |
| Non-operating income, net                         | (1.939)           | (9.368)           |
| Income tax expense                                | (19.108)          | (76.103)          |
| <b>NET INCOME</b>                                 | <b>146.348</b>    | <b>124.048</b>    |

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 (1) This report corresponds to the consolidated financial statements of BANCOLOMBIA and its affiliated companies of which it owns, directly or indirectly, 50% or more of the voting capital stock. For this reason, the financial information contained herein is not comparable to BANCOLOMBIA's consolidated results (with its financial subsidiaries) released prior to March 2003. This information has been prepared in accordance with generally accepted accounting principles in Colombia, is stated in nominal terms and has not been audited. All growth rates mentioned herein are not adjusted for inflation.

ANY REFERENCE TO BANCOLOMBIA MUST BE UNDERSTOOD AS TO THE BANK AND ITS AFFILIATES, UNLESS OTHERWISE SPECIFIED.

#### CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS

This release contains statements that may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and

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interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and various others factors, that could cause actual results to differ materially from those indicated in such statements. We do not intend, and do not assume any obligation, to update these forward-looking statements.

Exchange rate: March 31, 2004 TRM Ps 2,678.16 = 1 US\$  
Average exchange rate March 2004 Ps 2,682.09 = 1 US\$

### CONTACTS

|                     |                     |                     |
|---------------------|---------------------|---------------------|
| JAIME A. VELASQUEZ  | MAURICIO BOTERO     | FAX: (574) 2317208  |
| FINANCIAL VP        | IR MANAGER          | WWW.BANCOLOMBIA.COM |
| TEL.: (574) 5108666 | TEL.: (574) 5108866 |                     |

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### 1. HIGHLIGHTS:

- BANCOLOMBIA's net income amounted to Ps 124.0 billion, or US\$ 0.321 per ADS, during the quarter ended March 31, 2004, as compared to a net income of Ps 146.3 billion, or US\$ 0.362 per ADS, for the quarter ended December 31, 2003 and Ps 81.9 billion, or US\$ 0.192 per ADS, during the quarter ended March 31, 2003.
- Income before income taxes amounted to Ps 200.2 billion, Ps 165.5 billion and Ps 94.8 billion during the quarters ended March 31, 2004, December 31, 2003 and March 31, 2003, respectively.
- Net interest income was very stable quarter over quarter amounting to Ps 319.9 billion, but increasing 39.9% as compared to the same period in 2003.
- Net interest margin was 10.4% during the first quarter of 2004, as compared to 11.1% during the fourth quarter of 2003 and 8.3% during the first quarter of 2003.
- Total net fees and income from services amounted to Ps 98.8 billion, increasing 4.0% from the previous quarter and 22.9% as compared to the first quarter of 2003.
- Total other operating income increased 14.9% from the previous quarter and 45.3% as compared to the same period in 2003, amounting to Ps 54.5 billion; the increase largely reflected gains due to dividend income.
- BANCOLOMBIA's ratio of past due loans to total loans for the quarter ended March 31, 2004 was 1.8%, and allowances for past due loans decreased to 291% compared to 328% for the previous quarter.
- During the quarter ended March 31, 2004 BANCOLOMBIA's shareholders' equity increased 0.1% despite dividend's payment, over the previous quarter, and 31.7% as compared to the first quarter of 2003.
- The ROAE (Return on average shareholders' equity) and ROAA (Return on average total assets) for the quarter ended March 31, 2004 were 31.9% and 3.5%, respectively, while for the fourth quarter of 2003 they were 38.8% and 4.2%, respectively.

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- The efficiency ratio improved to 48.4%, as compared to 58.2% and 55.7% for the fourth quarter and the first quarter of 2003, respectively.

### CONTACTS

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## 2. CONSOLIDATED BALANCE SHEET

### 2.1 ASSETS

BANCOLOMBIA's total assets increased 1.8% over the quarter to Ps 15,442 billion as of March 31, 2004, from Ps 15,176 billion as of December 31, 2003, and 19.8% from Ps 12,892 billion as of March 31, 2003. Investment debt securities increased 17.8% compared to the fourth quarter of 2003.

#### 2.1.1 LOAN PORTFOLIO

Total corporate loans decreased 7.2% quarter over quarter from Ps 5,272 billion to Ps 4,894 billion, due to seasonality, but they increased 14.5% as compared to the same period in fiscal year 2003. Corporate Working capital loans decreased 9.0% over the quarter, but increased 15.1% as compared to the first quarter in year 2003.

#### LOAN PORTFOLIO

| (Ps millions)                             | 31-MAR-03        | AS OF<br>31-DEC-03 | 31-MAR-04        | 1Q 04/4Q 03 |
|---|------------------|--------------------|------------------|-------------|
| <b>CORPORATE</b>                          |                  |                    |                  |             |
| Working capital loans                     | 3.702.986        | 4.687.153          | 4.263.643        | -9,0        |
| Loans funded by                           |                  |                    |                  |             |
| domestic development banks                | 382.035          | 394.947            | 410.068          | 3,8         |
| Trade Financing                           | 138.357          | 149.582            | 151.378          | 1,2         |
| Overdrafts                                | 43.750           | 32.371             | 48.481           | 49,7        |
| Credit Cards                              | 6.632            | 8.237              | 20.891           | 153,6       |
| <b>TOTAL CORPORATE</b>                    | <b>4.273.760</b> | <b>5.272.290</b>   | <b>4.894.461</b> | <b>-7,1</b> |
| <b>RETAIL</b>                             |                  |                    |                  |             |
| Working capital loans                     | 722.657          | 898.239            | 951.858          | 5,9         |
| Personal loans                            | 586.251          | 814.885            | 846.659          | 3,9         |
| Loans funded by                           |                  |                    |                  |             |
| domestic development banks                | 294.363          | 330.246            | 340.278          | 3,0         |
| Credit Cards                              | 267.578          | 335.172            | 323.239          | -3,5        |
| Overdrafts                                | 98.241           | 81.294             | 110.288          | 35,6        |
| Automobile loans                          | 24.884           | 229.737            | 255.289          | 11,1        |
| Trade Financing                           | 11.431           | 19.644             | 17.976           | -8,4        |
| <b>TOTAL RETAIL</b>                       | <b>2.005.405</b> | <b>2.709.217</b>   | <b>2.845.587</b> | <b>5,0</b>  |
| MORTGAGE                                  | 38.769           | 48.161             | 49.740           | 3,2         |
| CAPITAL LEASES                            | -                | -                  | 583.438          | 100,0       |
| <b>TOTAL LOANS AND CAPITAL LEASES (1)</b> | <b>6.317.934</b> | <b>8.029.668</b>   | <b>8.373.226</b> | <b>4,2</b>  |

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|  |           |           |           |     |
|--|-----------|-----------|-----------|-----|
| ALLOWANCE FOR LOAN LOSSES AND CAPITAL LEASES | (360.076) | (387.263) | (423.974) | 9,4 |
| TOTAL LOANS AND CAPITAL LEASES, NET          | 5.957.858 | 7.642.405 | 7.949.252 | 4,0 |

(1) The Superintendency of Banking in its External Circular Number 040 of October 23, 2003, established that capital leases have to be included in gross loans as of January 1, 2004. For this reason, the amount of total loans is not comparable with the previous quarter.

### CONTACTS

|                     |                     |                     |
|---------------------|---------------------|---------------------|
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In spite of seasonality, total retail loans increased 5.0% from Ps 2,709 billion as of December 31, 2003 to Ps 2,846 billion as of March 31, 2004 taking into account that Sufinanciamiento is included since the fourth quarter of 2003, this is partially why total retail loans increased 41.9% compared to the first quarter of 2003.

### 2.1.2 ASSET QUALITY

As of March 31, 2004 the Bank's past due loans as a percentage of total loans were 1.8%, as compared to 1.5% as of December 31, 2003.

### LOAN CLASSIFICATION

| ( Ps millions)   | AS OF 31-MAR-03 |       | AS OF 31-DEC-03 |       |
|--|-----------------|-------|-----------------|-------|
| "A" Normal   | 5.292.633       | 83,8% | 7.288.273       | 90,8% |
| "B" Subnormal  | 330.417         | 5,2%  | 345.297         | 4,3%  |
| "C" Deficient  | 229.841         | 3,7%  | 109.615         | 1,4%  |
| "D" Doubtful recovery  | 254.910         | 4,0%  | 196.075         | 2,4%  |
| "E" Unrecoverable  | 210.133         | 3,3%  | 90.408          | 1,1%  |
| TOTAL  | 6.317.934       | 100%  | 8.029.668       | 100%  |
| LOANS CLASSIFIED AS C, D AND E<br>AS A PERCENTAGE OF TOTAL LOANS |                 | 11,0% |                 | 4,9%  |

### ASSET QUALITY

| (Ps millions)                           | AS OF<br>31-MAR-03 | AS OF<br>31-DEC-03 | 31-MAR-04 | 1Q 04/4Q |
|---|--------------------|--------------------|-----------|----------|
| Total performing past due loans         | 41.071             | 43.471             | 52.484    | 20       |
| Total non-performing past due loans (1) | 127.688            | 76.182             | 95.066    | 24       |
| Total past due loans                    | 168.759            | 119.653            | 147.550   | 23       |

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|   |         |         |         |   |
|---|---------|---------|---------|---|
| Allowance for loans and accrued interest losses | 382.757 | 392.433 | 430.048 | 9 |
| Past due loans to total loans                   | 2,67%   | 1,49%   | 1,76%   |   |
| Non-performing loans to total loans             | 2,02%   | 0,95%   | 1,14%   |   |
| C, D, and E loans to total loans                | 11,00%  | 4,93%   | 5,04%   |   |
| Allowances to past due loans (2)                | 226,81% | 327,98% | 291,46% |   |
| Allowances to C, D, and E loans (2)             | 55,08%  | 99,07%  | 102,00% |   |
| Allowances to non-performing loans (2)          | 299,76% | 515,13% | 452,37% |   |
| Allowances to total loans                       | 6,06%   | 4,89%   | 5,14%   |   |
| Performing loans to total loans                 | 97,98%  | 99,05%  | 98,86%  |   |

(1) Non-performing loans comprise consumer loans that are past due 60 days or more, commercial loans that are past due 90 days or more, and mortgage loans that are past due 120 days or more.

(2) Allowance means allowance for loan and accrued interest losses.

### 2.2 LIABILITIES

Total deposits increased slightly 0.7% over the quarter, from Ps 10,232 billion as of December 31, 2003, to Ps 10,304 billion as of March 31, 2004. Interest bearing and non-interest bearing checking accounts decreased 20.5% and 16.9%, respectively, as compared to the previous quarter, but they increased 20.0% and 13.7%, respectively, as compared to the same period in 2003.

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Bonds amounted to Ps 475.5 billion due mainly to the issuance of bonds in an aggregate amount of Ps 400 billion on February 11, 2004. This issuance has allowed BANCOLOMBIA to improve its liability structure by extending the duration of its liabilities.

### FUNDING MIX COMPOSITION

|                      | 31-MAR-03 | AS OF<br>31-DEC-03 | 31-MAR-04 |
|----------------------|-----------|--------------------|-----------|
| NON-INTEREST BEARING | 19,24%    | 22,67%             | 20,31%    |
| Checking accounts    | 17,46%    | 21,43%             | 17,69%    |
| Other                | 1,78%     | 1,24%              | 2,62%     |
|                      | -----     | -----              | -----     |
| INTEREST BEARING     | 80,76%    | 77,33%             | 79,69%    |
| Checking accounts    | 9,76%     | 13,23%             | 10,44%    |
| Time deposits        | 43,15%    | 41,41%             | 41,55%    |
| Savings deposits     | 27,85%    | 22,69%             | 27,70%    |
|                      | -----     | -----              | -----     |
| TOTAL DEPOSITS       | 100,00%   | 100,00%            | 100,00%   |
|                      | -----     | -----              | -----     |

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### 2.3 SHAREHOLDERS' EQUITY

BANCOLOMBIA's shareholders' equity totaled Ps 1,692 billion during the first quarter of 2004. Despite the payment of dividends, shareholder's equity increased 0.1% and 31.7%, as compared to the previous quarter and the first quarter of 2003, respectively. Unrealized gains on investment debt securities totaled Ps 122.5 billion as of March 31, 2004.

As of March 31, 2004, the Bank's capital adequacy (as defined in footnote 2 below) was 12.7%. The decrease from the previous quarter is explained by the increase of risk weighted assets.

#### TECHNICAL EQUITY RISK WEIGHTED ASSETS Consolidated

| (Ps millions)         | 31-MAR-03 | AS OF<br>31-DEC-03 |
|-----------------------|-----------|--------------------|
| Basic capital         | 850.820   | 1.167.427          |
| Additional capital    | 247.857   | 260.454            |
| Technical capital (1) | 1.098.677 | 1.427.881          |
| Risk weighted assets  | 9.178.035 | 10.920.514         |
| CAPITAL ADEQUACY (2)  | 11,97%    | 13,08%             |

(1) Technical capital is the sum of basic capital and additional capital.

(2) Capital Adequacy is Technical capital divided by Risk weighted assets

### 3. INCOME STATEMENT

BANCOLOMBIA's net income amounted to Ps 124.0 billion during the quarter ended March 31, 2004, as compared to net income of Ps 146.3 billion for the quarter ended December 31, 2003 and Ps 81.9 billion for the same period last year. Income before taxes, however, amounted to Ps 200.2 billion, as compared to Ps 165.5 billion for the previous quarter and Ps 94.8 billion for the first quarter of 2003.

#### CONTACTS

|                     |                     |                     |
|---------------------|---------------------|---------------------|
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### 3.1 NET INTEREST INCOME

Net interest income increased by 0.4% to Ps 319.9 billion for the quarter ended March 31, 2004, compared to Ps 318.8 billion for the quarter ended December 31, 2003. This represents an increase of 39.9% compared to Ps 228.7 billion for the quarter ended March 31, 2003. Interest on investment securities increased 25.2%, quarter over quarter, due mainly to valorization of securities.

### 3.2 PROVISIONS

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Total net provisions for the first quarter of 2004 amounted to Ps 34.8 billion, increasing 36.3% as compared to the previous quarter, due mainly to investment provisions. During the first quarter of 2003, however, total net provisions amounted to Ps 59.4 billion which shows a decrease of 41.4% during this quarter.

### 3.3 FEES AND INCOME FROM SERVICES

Total net fees and other service income increased to Ps 98.8 billion during the first quarter of 2004, a 4.0% increase as compared to Ps 95.0 billion for the previous quarter and a 22.9% increase as compared to Ps 80.4 billion for the first quarter of 2003.

BANCOLOMBIA's accumulated unconsolidated credit card billing increased 31.2% during the first quarter of 2004, resulting in a 18.3% market share of the Colombian credit card business. In addition, the Bank's unconsolidated number of outstanding credit cards increased 15.0% compared to the previous quarter, resulting in a 13.5% market share. BC American Express credit card showed an excellent performance, increasing its billing to Ps 83 billion and the number of outstanding credit cards to more than 65,000 cards, as of March 31, 2004 reaching a market share of 3.8% and 2.6%, respectively.

#### ACCUMULATED CREDIT CARD BILLING

| (As of March 31, in Ps million) | 2003      | 2004      | %      | 2004   |
|---------------------------------|-----------|-----------|--------|--------|
|                                 |           |           | Growth | Mkt. S |
| Bancolombia Mastercard          | 84.460    | 113.493   | 34,4%  |        |
| Bancolombia VISA                | 179.298   | 205.414   | 14,6%  |        |
| Bancolombia American Express    | 42.338    | 82.611    | 95,1%  |        |
| TOTAL BANCOLOMBIA               | 306.096   | 401.518   | 31,2%  |        |
| Colombian credit card industry  | 1.748.980 | 2.198.041 | 25,7%  |        |

Source: Credibanco, American Express and Red Multicolor

#### CREDIT CARD MARKET SHARE

| Number of credit cards as of March 31, | 2003      | 2004      | %      | 2004   |
|--|-----------|-----------|--------|--------|
|  |           |           | Growth | Mkt. S |
| Bancolombia Mastercard                 | 100.500   | 110.334   | 9,8%   | 4,4    |
| Bancolombia VISA                       | 157.079   | 162.089   | 3,2%   | 6,5    |
| Bancolombia American Express           | 36.007    | 65.257    | 81,2%  | 2,6    |
| TOTAL BANCOLOMBIA                      | 293.586   | 337.680   | 15,0%  | 13,5   |
| Colombian credit card industry         | 2.263.558 | 2.497.370 | 10,3%  |        |

Source: Credibanco, American Express and Red Multicolor.

#### CONTACTS

|                     |                     |                     |
|---------------------|---------------------|---------------------|
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### 3.4 OPERATING EXPENSES

Operating expenses decreased 1.3% quarter over quarter totaling Ps 223 billion during the quarter ended March 31, 2004. Due to the acquisition of Sufinanciamiento, operating expenses for the first quarter are not comparable on a year to year basis.

BANCOLOMBIA's efficiency ratio reached 48.4% improving from 58.2% for the quarter ended December 31, 2003. This improvement is explained both by the decrease in operating expenses and by the increase in net operating income.

### 3.5 OTHER OPERATING INCOME

Other operating income totaled Ps 54.5 billion during the first quarter of 2004, a 14.9% increase from Ps 47.4 billion during the previous quarter and a 45.3% increase from Ps 37.5 billion, during the first quarter of 2003. The increase resulted from higher dividend income. BANCOLOMBIA received Ps 14.9 billion in dividends from other affiliate companies such as Conavi, Proteccion and Corfinsura, in which it holds less than 50% of the outstanding voting shares.

### CONTACTS

JAIME A. VELASQUEZ  
FINANCIAL VP  
TEL.: (574) 5108666

MAURICIO BOTERO  
IR MANAGER  
TEL.: (574) 5108866

FAX: (574) 2317208  
WWW.BANCOLOMBIA.COM

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### 4. SUBSIDIARIES

#### BANCOLOMBIA PANAMA AND ITS SUBSIDIARIES

The following table is expressed in US dollars.

#### BANCOLOMBIA PANAMA INCOME STATEMENT AND BALANCE SHEET

|   | (US\$) | QUARTER              |                      | GR |
|---|--------|----------------------|----------------------|----|
|   |        | 4Q 03                | 1Q 04                |    |
| <b>ASSETS</b>                               |        |                      |                      |    |
| Loans and capital leases, net               |        | 543.831.063          | 529.520.180          | -  |
| Investment securities, net                  |        | 428.185.477          | 501.426.570          | 1  |
| Overnight funds sold                        |        | 203.722.770          | 131.350.618          | -3 |
| Other assets                                |        | 41.625.456           | 47.695.944           | 1  |
| <b>TOTAL ASSETS</b>                         |        | <b>1.217.364.766</b> | <b>1.209.993.312</b> | -  |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b> |        |                      |                      |    |
| Deposits                                    |        | 1.056.979.257        | 1.039.175.184        | -  |
| Other liabilities                           |        | 9.885.773            | 8.971.956            | -  |
| <b>TOTAL LIABILITIES</b>                    |        | <b>1.066.865.030</b> | <b>1.048.147.140</b> | -  |

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|  |               |               |     |
|--|---------------|---------------|-----|
| Shareholders' equity                       | 150.499.736   | 161.846.172   |     |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 1.217.364.766 | 1.209.993.312 | -   |
| Interest income                            | 21.070.917    | 20.834.651    | -   |
| Interest expense                           | (4.585.345)   | (4.409.984)   | -   |
| NET INTEREST INCOME                        | 16.485.572    | 16.424.667    | -   |
| Net provisions                             | (291.335)     | (6.873.368)   | 225 |
| Other operating income                     | 135.917       | 1.140.750     | 73  |
| Other operating expense                    | (998.099)     | (638.385)     | -3  |
| NET INCOME                                 | 15.332.055    | 10.053.664    | -3  |

BANCOLOMBIA Panama's total assets decreased 0.6% over the quarter to US\$1,210 million as of March 31, 2004, as compared to US\$1,217 million as of December 31, 2003. Even though net investment securities increased 17.1% over the quarter, the overnight funds sold decreased 35.5%.

BANCOLOMBIA Panama's shareholders' equity increased 7.5% over the quarter from US\$151 million as of December 31, 2003, to US\$162 million as of March 31, 2004. Unrealized gains on investment securities totaled US\$25.6 million as of March 31, 2004, up 22.0% from US\$21 million as of December 31, 2003.

BANCOLOMBIA Panama reported net income of US\$10.1 million during the quarter ended March 31, 2004, as compared to net income of US\$15.3 million for the quarter ended December 31, 2003, mainly due to higher net provisions.

### CONTACTS

|                     |                     |                     |
|---------------------|---------------------|---------------------|
| JAIME A. VELASQUEZ  | MAURICIO BOTERO     | FAX: (574) 2317208  |
| FINANCIAL VP        | IR MANAGER          | WWW.BANCOLOMBIA.COM |
| TEL.: (574) 5108666 | TEL.: (574) 5108866 |                     |

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### 5. RATINGS AND RECOGNITIONS

- The risk-rating firm BRC Investor Services ratified the Bank's AAA rating for long-term debt and BRC 1+ for short-term obligations. These ratings are the highest given in the national financial sector.
- For the second consecutive year, BANCOLOMBIA received Deutsche Bank's Straight Through Processing (STP) Excellence award, in recognition of BANCOLOMBIA's excellence in quality of payment messages sent to Deutsche Bank.

### PRINCIPAL RATIOS

| PROFITABILITY                              | QUARTERS |        |        |
|--|----------|--------|--------|
|  | 1Q 03    | 4Q 03  | 1Q 04  |
| Net interest margin (1)                    | 8,33%    | 11,12% | 10,38% |
| Return on average total assets (2)         | 2,57%    | 4,24%  | 3,52%  |
| Return on average shareholders' equity (3) | 25,60%   | 38,83% | 31,88% |

### EFFICIENCY

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|  |        |        |        |
|--|--------|--------|--------|
| Operating expenses to net operating income (4) | 55,74% | 58,16% | 48,37% |
| Operating expenses to average total assets (4) | 6,07%  | 7,77%  | 6,49%  |

### CAPITAL ADEQUACY

|   |        |        |        |
|---|--------|--------|--------|
| Shareholders' equity to total assets      | 9,96%  | 11,13% | 10,96% |
| Technical capital to risk weighted assets | 11,97% | 13,08% | 12,66% |

- (1) Defined as Net Interest Income divided by monthly average interest-earning assets.
- (2) Net income divided by monthly average total assets.
- (3) Net income divided by monthly average shareholders' equity.
- (4) Operating income includes net interest income, total fees and income from services, and total other operating income. The efficiency ratios contained herein are not comparable to those previously released by BANCOLOMBIA because merger expenses have been included as operating expenses.

### STOCK INDICATORS

|                          | QUARTERS    |             |             |
|--------------------------|-------------|-------------|-------------|
|                          | 1Q 03       | 4Q 03       | 1Q 04       |
| Net Income (Ps millions) | 81.853      | 146.348     | 124.048     |
| USD Earnings per ADS     | 0,192       | 0,362       | 0,321       |
| ROAA                     | 2,57%       | 4,24%       | 3,52%       |
| ROAE                     | 25,60%      | 38,83%      | 31,88%      |
| P/BV ADS (1)             | 0,91        | 1,28        | 1,73        |
| P/BV Local (2) (3)       | 1,03        | 1,38        | 1,84        |
| Shares Outstanding       | 576.695.395 | 576.695.395 | 576.695.395 |

- (1) Defined as ADS price divided by ADS book value.
- (2) Defined as Share price divided by share book value.
- (3) Share prices on the Colombian Stock Exchange

### CONTACTS

JAIME A. VELASQUEZ  
FINANCIAL VP  
TEL.: (574) 5108666

MAURICIO BOTERO  
IR MANAGER  
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WWW.BANCOLOMBIA.COM

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### CONSOLIDATED BALANCE SHEET

|               |           |                    |           |
|---------------|-----------|--------------------|-----------|
| (Ps millions) | 31-MAR-03 | AS OF<br>31-DEC-03 | 31-MAR-04 |
|---------------|-----------|--------------------|-----------|

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|  |            |            |            |
|--|------------|------------|------------|
| ASSETS   |            |            |            |
| Cash and due from banks                        | 514.897    | 848.052    | 716.943    |
| Overnight funds sold                           | 455.176    | 598.409    | 379.588    |
| TOTAL CASH AND EQUIVALENTS                     | 970.073    | 1.446.461  | 1.096.531  |
| -----  |            |            |            |
| DEBT SECURITIES                                | 4.160.656  | 4.171.591  | 4.912.921  |
| Trading  | 1.594.013  | 1.644.068  | 2.055.356  |
| Available for Sale                             | 1.928.535  | 1.805.230  | 2.133.985  |
| Held to Maturity                               | 638.108    | 722.293    | 723.580    |
| EQUITY SECURITIES                              | 300.247    | 246.172    | 260.606    |
| Trading  | 80.605     | 17.667     | 15.255     |
| Available for Sale                             | 219.642    | 228.505    | 245.351    |
| Market value allowance                         | (82.783)   | (81.039)   | (91.883)   |
| NET INVESTMENT SECURITIES                      | 4.378.120  | 4.336.724  | 5.081.644  |
| -----  |            |            |            |
| Gross loans and capital leases                 | 6.317.934  | 8.029.668  | 8.373.226  |
| Allowance for loan losses                      | (360.076)  | (387.263)  | (423.974)  |
| NET TOTAL LOANS                                | 5.957.858  | 7.642.405  | 7.949.252  |
| -----  |            |            |            |
| Accrued interest receivable on loans           | 93.702     | 108.379    | 91.724     |
| Allowance for accrued interest losses          | (22.681)   | (5.170)    | (6.074)    |
| NET TOTAL INTEREST ACCRUED                     | 71.021     | 103.209    | 85.650     |
| -----  |            |            |            |
| Customers' acceptances and derivatives         | 14.641     | 1.539      | 61.730     |
| Net accounts receivable                        | 128.832    | 162.399    | 147.233    |
| Net premises and equipment                     | 326.007    | 337.964    | 354.412    |
| Foreclosed assets                              | 43.710     | 27.645     | 24.212     |
| Prepaid expenses and deferred charges          | 53.045     | 27.831     | 26.002     |
| Good will                                      | 113.242    | 99.910     | 94.062     |
| Operating leases, net                          | 404.820    | 537.207    | 10.544     |
| Other  | 176.539    | 199.422    | 251.676    |
| Reappraisal of assets                          | 254.588    | 253.413    | 258.590    |
| TOTAL ASSETS                                   | 12.892.496 | 15.176.129 | 15.441.538 |
|  |            |            |            |
| LIABILITIES AND SHAREHOLDERS' EQUITY           |            |            |            |
| LIABILITIES                                    |            |            |            |
| DEPOSITS                                       |            |            |            |
| NON-INTEREST BEARING                           |            |            |            |
| Checking accounts                              | 1.603.879  | 2.193.069  | 1.823.222  |
| Other  | 163.435    | 126.718    | 270.445    |
| -----  |            |            |            |
| INTEREST BEARING                               |            |            |            |
| Checking accounts                              | 896.113    | 1.353.123  | 1.075.653  |
| Time deposits                                  | 3.963.257  | 4.237.345  | 4.281.006  |
| Savings deposits                               | 2.557.940  | 2.321.742  | 2.854.120  |
| -----  |            |            |            |
| TOTAL DEPOSITS                                 | 9.184.624  | 10.231.997 | 10.304.446 |
| Overnight funds                                | 588.942    | 1.118.139  | 714.712    |
| Bank acceptances outstanding                   | 33.034     | 35.833     | 37.139     |
| Interbank borrowings                           | 300.010    | 456.059    | 379.845    |
| Borrowings from domestic development banks     | 608.256    | 755.536    | 768.977    |
| Accounts payable                               | 521.454    | 545.319    | 660.061    |
| Other liabilities                              | 155.212    | 174.317    | 170.518    |
| Bonds  | 62.742     | 71.818     | 475.520    |
| Accrued expenses                               | 107.547    | 56.173     | 198.642    |
| Minority interest in consolidated subsidiaries | 46.120     | 41.559     | 39.880     |
| TOTAL LIABILITIES                              | 11.607.941 | 13.486.750 | 13.749.740 |
| Shareholders' equity                           | 1.284.555  | 1.689.379  | 1.691.798  |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY     | 12.892.496 | 15.176.129 | 15.441.538 |
|  |            |            |            |
| CONTACTS                                       |            |            |            |

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JAIME A. VELASQUEZ  
FINANCIAL VP  
TEL.: (574) 5108666

MAURICIO BOTERO  
IR MANAGER  
TEL.: (574) 5108866

FAX: (574) 2317208  
WWW.BANCOLOMBIA.COM

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CONSOLIDATED INCOME STATEMENT

| (Ps Millions)  | 1Q 03    | QUARTER<br>4Q 03 |
|--|----------|------------------|
| INTEREST INCOME AND EXPENSES   |          |                  |
| Interest on loans  | 187.260  | 298.906          |
| Interest on investment securities  | 133.800  | 135.635          |
| Overnight funds  | 3.547    | 5.405            |
| Leasing  | 12.001   | 18.703           |
| TOTAL INTEREST INCOME  | 336.608  | 458.649          |
| -----  |          |                  |
| Interest expense   |          |                  |
| Checking accounts  | 2.946    | 3.115            |
| Time deposits  | 55.094   | 78.144           |
| Savings deposits   | 27.293   | 28.558           |
| TOTAL INTEREST ON DEPOSITS   | 85.333   | 109.817          |
| -----  |          |                  |
| Interbank borrowings   | 109      | 1.743            |
| Borrowings from domestic development banks                                   | 13.333   | 16.154           |
| Overnight funds  | 8.465    | 11.385           |
| Bonds  | 686      | 781              |
| TOTAL INTEREST EXPENSE   | 107.926  | 139.880          |
| -----  |          |                  |
| NET INTEREST INCOME  | 228.682  | 318.769          |
| Provision for loan and accrued interest losses, net                          | (42.460) | (39.776)         |
| Recovery of charged-off loans  | 4.389    | 5.540            |
| Provision for foreclosed assets and other assets                             | (22.059) | 3.552            |
| Recovery of provisions for foreclosed assets and other assets                | 730      | 5.153            |
| -----  |          |                  |
| TOTAL NET PROVISIONS   | (59.400) | (25.531)         |
| NET INTEREST INCOME AFTER PROVISION FOR LOANS<br>AND ACCRUED INTEREST LOSSES | 169.282  | 293.238          |
| -----  |          |                  |
| Commissions from banking services  | 31.086   | 41.454           |
| Credit card merchant fees  | 12.010   | 22.469           |
| Credit and debit card annual fees  | 13.347   | 15.915           |
| Checking fees  | 11.043   | 12.885           |
| Warehouse services   | 9.648    | 10.796           |
| Commissions-fees from fiduciary activities                                   | 8.076    | 11.498           |
| Check remittance   | 5.338    | 5.167            |
| International operations   | 6.149    | 7.190            |
| TOTAL FEES AND OTHER SERVICE INCOME  | 96.697   | 127.374          |
| -----  |          |                  |
| Fees and other service expenses  | (16.285) | (32.395)         |
| TOTAL FEES AND INCOME FROM SERVICES  | 80.412   | 94.979           |
| -----  |          |                  |
| OTHER OPERATING INCOME   |          |                  |
| Net foreign exchange gains   | 8.550    | 27.454           |

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|                                       |          |          |
|---------------------------------------|----------|----------|
| Dividend income                       | 9.532    | 478      |
| Forward contacts in foreign currency  | 1.413    | (11.526) |
| Revenues from commercial subsidiaries | 14.700   | 23.387   |
| Communication, postage and others     | 3.306    | 7.611    |
| TOTAL OTHER OPERATING INCOME          | 37.501   | 47.404   |
|                                       | -----    | -----    |
| TOTAL INCOME                          | 287.195  | 435.621  |
| OPERATING EXPENSES                    |          |          |
| Salaries and employee benefits        | 72.286   | 94.733   |
| Payment plan bonuses'                 | 5.260    | 3.952    |
| Compensation                          | 7.339    | 3.746    |
| Administrative and other expenses     | 94.051   | 110.411  |
| Donation expenses                     | 11       | 1.095    |
| Depreciation                          | 8.585    | 12.280   |
| TOTAL OPERATING EXPENSES              | 187.532  | 226.217  |
|                                       | -----    | -----    |
| NET OPERATING INCOME                  | 99.663   | 209.404  |
| Merger expenses                       | 5.662    | 5.662    |
| Goodwill amortization                 | -        | 36.347   |
| NON-OPERATING INCOME (EXPENSE)        |          |          |
| Other income                          | 7.606    | 16.356   |
| Minority interest                     | (1.439)  | (538)    |
| Recovery of deposit security          | -        | -        |
| Other expense                         | (5.343)  | (17.757) |
| TOTAL NON-OPERATING INCOME            | 824      | (1.939)  |
| INCOME BEFORE INCOME TAXES            | 94.825   | 165.456  |
| Income tax expense                    | (12.972) | (19.108) |
| NET INCOME                            | 81.853   | 146.348  |

CONTACTS

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