

# **CORFINURA**

Medellín, January 27, 2004



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File No. 82- 3989

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**OFFICE OF INTERNATIONAL CORPORATE FINANCE**  
U.S. Securities and Exchange Commission  
450 Fifth Street, N.W.  
Stop 3-7  
Washington, DC 20549  
U.S.A.

SUPPL

**Re: 12G3-2 (b) Information Submitted by**  
**Corporación Financiera Nacional y Suramericana S.A.**

Ladies and Gentlemen :

In compliance with the requirements of Rule 12g3-2 (b) (1) (iii) under the U.S. Securities Exchange Act of 1934, enclosed please find an English translation of information that Corporación Financiera Nacional y Suramericana S.A. recently made public and file with the Colombia Stock Exchange.

Very truly yours,

PROCESSED

FEB 19 2004

THOMSON  
FINANCIAL

*Margarita Maria Mesa M.*  
**MARGARITA MARIA MESA M.**  
Secretary General

**CORPORACIÓN FINANCIERA NACIONAL Y SURAMERICANA S.A.**

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SUPERINTENDENCIA DE VALORES ("SECURITIES COMMISSION")  
 FORMAT # 016  
 INFORMATION REGARDING PRINCIPAL SHAREHOLDER COMPANIES  
 CONTROLLED BY THE BANKING COMMISSION  
 DECEMBER 2003  
 File No. 82 - 3989

| CODE | LINE DESCRIPTION                                | COLUMN 01<br>NAME OF SHAREHOLDER COMPANY | COLUMN 02<br>ID # | COLUMN 03<br>TYPE OF<br>IDENTIFICATION | COLUMN 04<br>NATIONALITY | No. OF SHARES<br>HELD | % INTEREST |
|------|-------------------------------------------------|------------------------------------------|-------------------|----------------------------------------|--------------------------|-----------------------|------------|
| 01   | 001 1 <sup>st</sup> Common Stockholder          | PORTAFOLIO DE INV. SURAMERICANA          | 8.110.112.582     | 2                                      | Colombian                | 35.885.737            | 22.80      |
|      | 002 2 <sup>nd</sup> Common Stockholder          | VALKIRIA S.A.                            | 8.002.022.464     | 2                                      | Colombian                | 14.918.863            | 10.34      |
|      | 003 3 <sup>rd</sup> Common Stockholder          | CIA. SURAMERICANA DE INVERSIONES         | 8.110.122.713     | 2                                      | Colombian                | 10.332.347            | 7.16       |
|      | 004 4 <sup>th</sup> Common Stockholder          | CIA. SURAMERICANA DE SEGUROS S.A.        | 8.909.034.079     | 2                                      | Colombian                | 9.703.659             | 6.73       |
|      | 005 5 <sup>th</sup> Common Stockholder          | BANCOLOMBIA                              | 8.909.039.388     | 2                                      | Colombian                | 6.654.844             | 4.61       |
|      | 020 20th Common Stockholder                     |                                          |                   |                                        |                          |                       |            |
|      | 090 Other Stockholders With<br>Less Interest    |                                          |                   |                                        |                          |                       |            |
|      | 999 Common Stock - Subtotal                     |                                          |                   |                                        |                          |                       |            |
| 02   | 001 1 <sup>st</sup> Preferred Stockholder       |                                          |                   |                                        |                          |                       |            |
|      | 002 2 <sup>nd</sup> Preferred Stockholder       |                                          |                   |                                        |                          |                       |            |
|      | 003 3 <sup>rd</sup> Preferred Stockholder       |                                          |                   |                                        |                          |                       |            |
|      | 004 4 <sup>th</sup> Preferred Stockholder       |                                          |                   |                                        |                          |                       |            |
|      | 005 5 <sup>th</sup> Preferred Stockholder       |                                          |                   |                                        |                          |                       |            |
|      | 020 20th Preferred Stockholder                  |                                          |                   |                                        |                          |                       |            |
|      | 090 Other Shareholders With<br>Less Interest    |                                          |                   |                                        |                          |                       |            |
|      | 990 Non-voting Preferred Stock -<br>Subtotal    |                                          |                   |                                        |                          |                       |            |
| 03   | 001 1 <sup>st</sup> Privileged Stockholder      |                                          |                   |                                        |                          |                       |            |
|      | 002 2 <sup>nd</sup> Privileged Stockholder      |                                          |                   |                                        |                          |                       |            |
|      | 003 3 <sup>rd</sup> Privileged Stockholder      |                                          |                   |                                        |                          |                       |            |
|      | 004 4 <sup>th</sup> Privileged Stockholder      |                                          |                   |                                        |                          |                       |            |
|      | 005 5 <sup>th</sup> Privileged Stockholder      |                                          |                   |                                        |                          |                       |            |
|      | 020 20th Privileged Stockholder                 |                                          |                   |                                        |                          |                       |            |
|      | 090 Other Shareholders With<br>Privileged Stock |                                          |                   |                                        |                          |                       |            |
|      | 999 Privileged Stock - Subtotal                 |                                          |                   |                                        |                          |                       |            |
| 04   | 999 Total Shares Outstanding                    |                                          |                   |                                        |                          |                       |            |

Note: Rank the twenty most important shareholders according to respective percentage interest  
 Type of Identification: 1 - Citizen's I.D.# 2. Tax I.D.# 3. I.D.# 5. Foreign Resident's I.D.#  
 Do not complete the spaces in black

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|    | Name of Shareholder Company                                    | Identification | Type of Identification | Nationality | N. Of Shares Held | % Interest |
|----|----------------------------------------------------------------|----------------|------------------------|-------------|-------------------|------------|
| 6  | CIA. DE CEMENTO ARGOS S.A.                                     | 8.909.002.663  | 2                      | COLOMBIANA  | 4.553.538         | 3.16       |
| 8  | CIA. SURAMERICANA DE SEGUROS DE VIDA S.A.                      | 8.909.037.905  | 2                      | COLOMBIANA  | 4.283.412         | 2.97       |
| 9  | CIA. NACIONAL DE CHOCOLATES S.A.                               | 8.909.000.501  | 2                      | COLOMBIANA  | 3.784.062         | 2.62       |
| 7  | CIA. SURAMERICANA DE CONSTRUCCIONES S.A.                       | 890.903.406    | 2                      | COLOMBIANA  | 3.357.683         | 2.33       |
| 10 | INVERSIONES REACOL S.A.                                        | 830.049.535    | 2                      | COLOMBIANA  | 3.303.967         | 2.29       |
| 11 | CEMENTOS EL CAIRO S.A.                                         | 8.909.001.830  | 2                      | COLOMBIANA  | 3.177.104         | 2.20       |
| 13 | IND. COL. DE CAFÉ - COLCAFE-                                   | 8.909.035.321  | 2                      | COLOMBIANA  | 1.647.857         | 1.14       |
| 14 | FCA. DE CAFÉ LA BASTILLA S.A.                                  | 8.909.014.467  | 2                      | COLOMBIANA  | 1.611.457         | 1.12       |
| 15 | CEMENTOS DEL VALLE S.A.                                        | 8.903.004.371  | 2                      | COLOMBIANA  | 1.414.416         | 0.98       |
| 12 | INTERNATIONAL FINANCE CORPORATION (IFC)                        | 236.001        | N.A.                   | EXTRANJERA  | 1.413.442         | 0.98       |
| 17 | CEMENTOS DEL CARIBE S.A.                                       | 8.901.002.510  | 2                      | COLOMBIANA  | 1.199.881         | 0.83       |
| 16 | FUNDACION BANCOLOMBIA                                          | 890.980.724    | 2                      | COLOMBIANA  | 1.059.883         | 0.73       |
| 18 | SUMITOMO MITSUI BANKING CORPORATION.                           | 90.914.798     | 2                      | EXTRANJERA  | 944.283           | 0.65       |
| 20 | INVERSIONES VILLEGAS 6 CIA. S. EN C. (En liquidación)          | 811.011.514    | 2                      | COLOMBIANA  | 691.191           | 0.48       |
| 19 | JARA ALBARRACIN MANUEL                                         | 19.354.408     | 1                      | COLOMBIANA  | 675.805           | 0.47       |
|    | OTROS ACCIONISTAS CON MENOS PARTICIPACION                      |                |                        |             | 17.709.928        | 12.28      |
|    | <b>Subtotal common shares</b>                                  |                |                        |             | 125.323.359       |            |
|    | <b>Shares with preferential dividend without right to vote</b> |                |                        |             |                   |            |
|    | <b>Privileged Shares</b>                                       |                |                        |             |                   |            |
| 1  | INTERNATIONAL FINANCE CORPORATION (IFC)                        | 236.001        | N.A.                   | EXTRANJERA  | 18.932.891        | 13.12      |
| 2  | SANCHEZ DE COSSIO AURA ROSA                                    | 21,315,899     | 1                      | COLOMBIANA  | 1,578             | -          |
| 3  | COSSIO SANCHEZ JUAN DIEGO                                      | 71,700,812     | 1                      | COLOMBIANO  | 838               | -          |
| 4  | LONDOÑO ARANGO LUIS GONZALO                                    | 3,472,986      | 1                      | COLOMBIANO  | 48                | -          |
| 5  | LOPEZ ALVAREZ FERNANDO                                         | 8,265,280      | 1                      | COLOMBIANO  | 42                | -          |
|    | <b>Subtotal Privileged Shares</b>                              |                |                        |             | 18,935,397        |            |
|    | <b>Total Shares in Circulation</b>                             |                |                        |             | 144,258,756       |            |

SUPERINTENDENCIA DE VALORES ("SECURITIES COMMISSION")  
 FORMAT 020  
 GENERAL FINANCIAL INFORMATION REGARDING SHARES AND SHAREHOLDING COMPANIES CONTROLLED  
 BY THE BANKING COMMISSION

| CODE | LINE DESCRIPTION                    | COLUMN 01       | COLUMN 02               | COLUMN 03      | COLUMN 04   |
|------|-------------------------------------|-----------------|-------------------------|----------------|-------------|
|      | SHAREHOLDER/SHARE DESCRIPTION       | CURRENT QUARTER | SAME QUARTER PRIOR YEAR | # Shareholders | # Shares    |
| 01   | 005 Ordinary Stock                  | 2.177           | 125.323.359             | 1.709          | 125.323.359 |
|      | 010 Privileged Stock                | 5.00            | 18.935.397              | 5.00           | 18.935.397  |
|      | 015 Preferred Stock                 | -               | -                       | -              | -           |
|      | 999 TOTAL                           | 2.019           | 144.258.756             | 1.714          | 144.258.756 |
|      | SHAREHOLDER DESCRIPTION             |                 |                         |                |             |
| 02   | 005 % of Natural Persons            | 88.54           | 8.27                    | 89.96          | 7.82        |
|      | 010 % of Juristic Persons           | 11.46           | 91.73                   | 10.04          | 92.18       |
|      | 999 TOTAL                           | 100             | 100                     | 100            | 100         |
| 03   | 005 % of Foreign Investors          | 0.41            | 14.79                   | 0.35           | 15.64       |
|      | 010 % of Domestic Investors         | 99.59           | 85.21                   | 99.65          | 84.36       |
|      | 999 TOTAL                           | 100             | 100                     | 100            | 100         |
| 04   | 005 % of Public Investors           | 0.05            | -                       | 0.06           | -           |
|      | 010 % of Private Investors          | 99.95           | 100                     | 99.94          | 100         |
|      | 999 TOTAL                           | 100             | 100                     | 100            | 100         |
| 05   | % Range of Shares Held Individually | -               | -                       | -              | -           |
|      | UP TO 3%                            | 2.175           | 44.863.435              | 1.706          | 38.580.617  |
|      | 3.01% - 10.00%                      | 4               | 31.244.388              | 5              | 33.931.473  |
|      | 10.01% - 20.00%                     | 2               | 35.265.196              | 2              | 36.519.610  |
|      | 20.01% - 30.00%                     | 1               | 32.885.737              | 1              | 35.227.056  |
|      | 30.01% - 40.00%                     | -               | -                       | -              | -           |
|      | 40.01% - 50.00%                     | -               | -                       | -              | -           |
|      | MORE THAN 50.00%                    | -               | -                       | -              | -           |
|      | 999 TOTAL                           | 2.182           | 144.258.756             | 1.714          | 144.258.756 |

SUPERINTENDENCIA DE VALORES ("SECURITIES COMMISSION")  
 FORMATO - 021  
 GENERAL FINANCIAL INFORMATION REGARDING EQUITY AND OTHER ITEMS

| CODE | LINE DESCRIPTION                                      | COLUMN 01<br>CURRENT QUARTER<br>Dec.-03 | COLUMN 02<br>SAME QUARTER PRIOR<br>YEAR<br>Dec.-03 |
|------|-------------------------------------------------------|-----------------------------------------|----------------------------------------------------|
| 01   | 005 Par Value of Share                                | 300                                     | 300                                                |
|      | 010 Equity Value of Share (Inc. Appreciation)         | 4,826.99                                | 3,472.10                                           |
|      | 015 Equity Value of Share (Excl. Appreciation)        | 4,416.81                                | 3,200.01                                           |
|      | 020 Earnings Or Loss Per Share                        | 531.36                                  | 230.29                                             |
| 02   | 005 Value of Dividends Declared On Common Shares      | 8,146,018,335.00                        | 6,682,593,816.00                                   |
|      | 010 Value of Dividends Declared On Other Shares       | 1,600,041,046.50                        | 1,403,112,917.70                                   |
|      | 015 Value of Dividends Declared On Preferred Stock    | -                                       | -                                                  |
|      | 999 Total Value of Dividends Declared                 | 9,746,059,381.50                        | 8,085,706,733.70                                   |
| 03   | 005 Total Value of Dividend Per Common Share          | 65.00                                   | 57.00                                              |
|      | 010 Total Value of Cash Dividend Per Common Share     | 65.00                                   | -                                                  |
|      | 015 Frequency of Payment Of Dividend Per Common Share | Quarterly                               | Only                                               |
|      | 020 No. of Payments Of Divident Per Share             | 4                                       | 1                                                  |
|      | 025 Date of First Payment                             | 01-04-03                                | 01-04-02                                           |
|      | 030 Value of Dividend Per Common Share Paid In Shares | -                                       | -                                                  |
|      | 035 Value of Extraordinary Dividend Per Share         | -                                       | -                                                  |
|      | 040 Value of Dividend Per Privileged Share            | 84.50                                   | 74.10                                              |
|      | 045 Value of Dividend Per Preferred Share             | -                                       | -                                                  |
| 04   | 005 Total Number of Employees                         | 515                                     | 497                                                |
|      | 010 % of Permanent Employees                          | 94                                      | 97                                                 |
|      | 015 % of Temporary Employees                          | 6                                       | 3                                                  |
| 05   | 005 Depreciation Expense For Period                   | 2,090                                   | 2,048                                              |
| 06   | 005 % of Installed Capacity Used                      | N.A                                     | N.A                                                |
| 07   | 005 ADR and GDR Operations Abroad                     | -                                       | -                                                  |

F-220-516