

Medellín, March 23, 2004

2 - 073366  
File No. 82- 3989



**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**

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2004 MAY 18 A 10:03  
OFFICE OF INTERNATIONAL  
CORPORATE FINANCE

**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**

**MAY 19 2004**

**THOMSON  
FINANCIAL**

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

*llh*  
*5/19*

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

Carrera 43A No. 3-101 PBX (4) 319 62 00 Fax (4) 268 43 86 A.A. 1039 MEDELLÍN - COLOMBIA  
Avenida 8 Norte No. 12N-43 PBX (2) 668 44 22 Fax (2) 668 26 12 A.A. 4289 CALI - COLOMBIA  
Calle 72 No. 7-64 Piso 11 PBX (1) 376 68 68 Fax (1) 211 46 02 A.A. 8151 BOGOTÁ D.C. - COLOMBIA  
Calle 34 (Plaza de los Coches Esquina) No. 7-33 Piso 3 PBX (5) 664 44 66 Fax (5) 664 39 29 A.A. 570 CARTAGENA - COLOMBIA  
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SUPERINTENDENCIA DE VALORES ("SECURITIES COMMISSION")  
 FORMAT # 016  
 INFORMATION REGARDING PRINCIPAL SHAREHOLDER COMPANIES  
 CONTROLLED BY THE BANKING COMMISSION  
 File No. 82 - 3989  
 MARCH 2004

| CODE | LINE DESCRIPTION                                | COLUMN 01<br>NAME OF SHAREHOLDER COMPANY | COLUMN 02<br>ID # | COLUMN 03<br>TYPE OF 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                | 32.497.461            | 22.53      |
|      | 002 2nd 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 1st Preferred Stockholder                   |                                          |                   |                                     |                          |                       |            |
|      | 002 2nd Preferred Stockholder                   |                                          |                   |                                     |                          |                       |            |
|      | 003 3rd Preferred Stockholder                   |                                          |                   |                                     |                          |                       |            |
|      | 004 4th Preferred Stockholder                   |                                          |                   |                                     |                          |                       |            |
|      | 005 5th Preferred Stockholder                   |                                          |                   |                                     |                          |                       |            |
|      | 020 20th Preferred Stockholder                  |                                          |                   |                                     |                          |                       |            |
|      | 090 Other Shareholders With<br>Less Interest    |                                          |                   |                                     |                          |                       |            |
|      | 990 Non-voting Preferred Stock -<br>Subtotal    |                                          |                   |                                     |                          |                       |            |
| 03   | 001 1st Privileged Stockholder                  |                                          |                   |                                     |                          |                       |            |
|      | 002 2nd Privileged Stockholder                  |                                          |                   |                                     |                          |                       |            |
|      | 003 3rd Privileged Stockholder                  |                                          |                   |                                     |                          |                       |            |
|      | 004 4th Privileged Stockholder                  |                                          |                   |                                     |                          |                       |            |
|      | 005 5th 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. #

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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       |
| 7  | CIA. SURAMERICANA DE SEGUROS DE VIDA S.A.                      | 8.909.037.905  | 2                      | COLOMBIANA  | 4.283.412         | 2.97       |
| 8  | CIA. SURAMERICANA DE CONSTRUCCIONES S.A.                       | 890.903.406    | 2                      | COLOMBIANA  | 4.057.085         | 2.81       |
| 9  | INVERSIONES REACOL S.A.                                        | 830.049.535    | 2                      | COLOMBIANA  | 3.303.967         | 2.29       |
| 10 | CEMENTOS EL CAIRO S.A.                                         | 8.909.001.830  | 2                      | COLOMBIANA  | 3.177.104         | 2.20       |
| 11 | IND. COL. DE CAFÉ -COLCAFE-                                    | 8.909.035.321  |                        | COLOMBIANA  | 1.647.857         | 1.14       |
| 12 | FCA. DE CAFÉ LA BASTILLA S.A.                                  | 8.909.014.467  | 2                      | COLOMBIANA  | 1.611.457         | 1.12       |
| 13 | CEMENTOS DEL VALLE S.A.                                        | 8.903.004.371  | 2                      | COLOMBIANA  | 1.414.416         | 0.98       |
| 14 | FONDO DE PENSIONES HORIZONTES                                  | 800.231.967    | 2                      | COLOMBIANO  | 1.381.800         | 0.96       |
| 15 | CEMENTOS DEL CARIBE S.A.                                       | 8.901.002.510  | 2                      | COLOMBIANA  | 1.199.881         | 0.83       |
| 16 | INVERSIONES NACIONAL DE CHOCOLATES S.A.                        | 8.909.000.501  | 2                      | COLOMBIANA  | 1.154.062         | 0.80       |
| 17 | SUMITOMO MITSUI BANKING CORPORATION.                           | 90.914.798     | N.A.                   | EXTRANJERA  | 944.283           | 0.65       |
| 18 | FONDO DE PENSIONES PORVENIR                                    | 800.224.808    | 2                      | COLOMBIANA  | 939.624           | 0.65       |
| 19 | JARA ALBARRACIN MANUEL                                         | 19.354.408     | 1                      | COLOMBIANA  | 792.157           | 0.55       |
| 20 | FONDO PENSIONES OBLIGATORIAS SKNDIA S.A.                       | 800.253.055    | 2                      | COLOMBIANA  | 411.404           | 0.29       |
|    | OTROS ACCIONISTAS CON MENOS PARTICIPACION                      |                |                        |             | 20.344.138        | 14.10      |
|    | <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 | SHAREHOLDERS   | PRIOR YEAR  |
|      |                                     | # Shareholders  | # Shares     | # Shareholders | # Shares    |
| 01   | 005 Ordinary Stock                  | 2.181           | 125,323,359  | 1.781          | 125,323,359 |
|      | 010 Privileged Stock                | 5.00            | 18,935,397   | 5.00           | 18,935,397  |
|      | 015 Preferred Stock                 | -               | -            | -              | -           |
|      | 999 TOTAL                           | 2.786           | 144,258,756  | 1.786          | 144,258,756 |
|      | SHAREHOLDER DESCRIPTION             |                 |              |                |             |
| 02   | 005 % of Natural Persons            | 88.08           |              | 89.03          | 7.35        |
|      | 010 % of Juristic Persons           | 11.92           | 100.00       | 10.97          | 92.65       |
|      | 999 TOTAL                           | 100             | 100          | 100            | 100         |
| 03   | 005 % of Foreign Investors          | 0.39            | 13.90        | 0.39           | 15.64       |
|      | 010 % of Domestic Investors         | 99.61           | 86.10        | 99.61          | 84.36       |
|      | 999 TOTAL                           | 100             | 100          | 100            | 100         |
| 04   | 005 % of Public Investors           | 0.04            | -            | 0.06           | -           |
|      | 010 % of Private Investors          | 99.96           | 100          | 99.94          | 100         |
|      | 999 TOTAL                           | 100             | 100          | 100            | 100         |
| 05   | % Range of Shares Held Individually | -               | -            | -              | -           |
|      | UP TO 3%                            | 2.779           | 46,665,153   | 1.778          | 38,580,617  |
|      | 005 3.01% - 10.00%                  | 4               | 31,244,388   | 5              | 33,931,473  |
|      | 010 10.01% - 20.00%                 | 2               | 35,851,754   | 2              | 36,519,610  |
|      | 015 20.01% - 30.00%                 | 1               | 32,497,461   | 1              | 35,227,056  |
|      | 020 30.01% - 40.00%                 | -               | -            | -              | -           |
|      | 025 40.01% - 50.00%                 | -               | -            | -              | -           |
|      | 030 MORE THAN 50.00%                | -               | -            | -              | -           |
|      | 035 TOTAL                           | 2.786           | 144,258,756  | 1.786          | 144,258,756 |
|      | 999                                 |                 |              |                |             |

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

| CODE | LINE DESCRIPTION                                      | COLUMN 01<br>CURRENT QUARTER<br>Marzh - 04 | 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)         | 6.004.13                                   | 3.443.89                                           |
|      | 015 Equity Value of Share (Excl. Appreciation)        | 5.500.56                                   | 3.122.69                                           |
|      | 020 Earnings Or Loss Per Share                        | 588.45                                     | 156.35                                             |
| 02   | 005 Value of Dividends Declared On Common Shares      | 12.532.335.900.00                          | 8.146.018.335.00                                   |
|      | 010 Value of Dividends Declared On Other Shares       | 2.461.601.610.00                           | 1.600.041.046.50                                   |
|      | 015 Value of Dividends Declared On Preferred Stock    | -                                          | -                                                  |
|      | 999 Total Value of Dividends Declared                 | 14.993.937.510.00                          | 9.746.059.381.50                                   |
| 03   | 005 Total Value of Dividend Per Common Share          | 100.00                                     | 65.00                                              |
|      | 010 Total Value of Cash Dividend Per Common Share     | 130.00                                     | 65.00                                              |
|      | 015 Frequency of Payment Of Dividend Per Common Share | Quarterly                                  | Only                                               |
|      | 020 No. of Payments Of Dividend Per Share             | 4                                          | 4                                                  |
|      | 025 Date of First Payment                             | 01-04-04                                   | 01-04-03                                           |
|      | 030 Value of Dividend Per Common Share Paid In Shares | -                                          | -                                                  |
|      | 035 Value of Extraordinary Dividend Per Share         | -                                          | -                                                  |
|      | 040 Value of Dividend Per Privileged Share            | 130.00                                     | 84.50                                              |
|      | 045 Value of Dividend Per Preferred Share             | -                                          | -                                                  |
| 04   | 005 Total Number of Employees                         | 519                                        | 518                                                |
|      | 010 % of Permanent Employees                          | 94                                         | 97                                                 |
|      | 015 % of Temporary Employees                          | 3                                          | 3                                                  |
| 05   | 005 Depreciation Expense For Period                   | 544                                        | 529                                                |
| 06   | 005 % of Installed Capacity Used                      | N.A                                        | N.A                                                |
| 07   | 005 ADR and GDR Operations Abroad                     | -                                          | -                                                  |

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