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# Corporate Presentation

June 2020



Grupo Aval Acciones y Valores S.A. (“Grupo Aval”) is an issuer of securities in Colombia and in the United States.. As such, it is subject to compliance with securities regulation in Colombia and applicable U.S. securities regulation. Grupo Aval is also subject to the inspection and supervision of the Superintendency of Finance as holding company of the Aval financial conglomerate.

The consolidated financial information included in this document is presented in accordance with IFRS as currently issued by the IASB. Details of the calculations of non-GAAP measures such as ROAA and ROAE, among others, are explained when required in this report.

This report includes forward-looking statements. In some cases, you can identify these forward-looking statements by words such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of these and other comparable words. Actual results and events may differ materially from those anticipated herein as a consequence of changes in general, economic and business conditions, changes in interest and currency rates and other risk described from time to time in our filings with the Registro Nacional de Valores y Emisores and the SEC.

Recipients of this document are responsible for the assessment and use of the information provided herein. Matters described in this presentation and our knowledge of them may change extensively and materially over time but we expressly disclaim any obligation to review, update or correct the information provided in this report, including any forward looking statements, and do not intend to provide any update for such material developments prior to our next earnings report.

The content of this document and the figures included herein are intended to provide a summary of the subjects discussed rather than a comprehensive description.

When applicable, in this document we refer to billions as thousands of millions.

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Grupo Aval and its Subsidiaries have deployed actions that benefit more than **2.9MM** people and we are looking continuously into solutions to support our stakeholders.

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# Types of Relief offered to customers

Reliefs



**+Ps 34.3 trillion**  
**27% of the total gross portfolio<sup>(1)</sup>**



**+ USD 8.2 billion**  
**48% of total loan portfolio<sup>(1)</sup>**

- We disbursed:



**Ps 3.0 trillion** in loans for payroll payments and working capital loans for SMEs and microenterprises guaranteed by the FNG<sup>(2)</sup>



**Ps 75 billion** in a special line for direct payroll payment loans



**Ps 135 billion** from the Bancoldex line to companies in the *Orange Economy*



Fees waived on transfers to non-Aval banks originated in our digital channels and in our call centers



**94,788 retirees** have opened digital saving accounts



Strengthening our digital channels

- **24% monthly growth<sup>(3)</sup>** in transactions in our Mobile Banking apps
- **56% monthly growth<sup>(3)</sup>** in Aval Pay Center and in our retail transactional webpages

As of May 29, 2020

(1) Loan portfolio at March 31, 2020

(2) FNG: Fondo Nacional de Garantías

(3) Monetary transactions in Colombia. Growth calculated as April transactions vs. average transactions between December 2019 - March 2020

## Liquidity and market risk



Daily monitoring of our banks' liquidity positions and Value at Risk of our Investment Portfolios



Thus far no signs of significant deterioration in liquidity indicators or Value at Risk



- Full compliance with the Net Stable Funding Ratio
- Adequate coverage of Maximum Probable Withdrawal Ratio

## Credit Risk



Identification of the most affected sectors and special monitoring of loans to those sectors and in general of higher risk loans.

## Operational Risk and continuity of operations plans



Protocols to guarantee availability and security of information



Strengthening of cybersecurity controls and increased awareness campaigns



Compliance with Sanitation Measures

# >>>> Care of employees and support of suppliers

## Employees



Approximately **94%** of our administrative employees are working remotely



Frequent communication with our employees reinforcing preventive actions



Special sanitizing measures to protect employees working in offices and branches

## Suppliers



Aval Banks are paying its almost **+4,500 SMEs** and Microenterprise suppliers in **5 days or less**. This allows them to improve their cash flow and protect their businesses.

To support **+3,000 families** that depend on the *Orange Economy*, a digital content platform called “La Morada” was created under the #ExperienciasAval concept where people were able to access 300 hours of free entertainment.





## Contributions in Colombia and Central America

- **Mr. Luis Carlos Sarmiento Angulo**, controlling shareholder of Grupo Aval, donated **Ps 80 billion** destined to acquire:



**300,000** diagnostic tests



Ventilators and medical equipment



**400,000** food aid packages

- Donations to local Government:
  - Aval Banks made donations to Bogotá, Cali, El Salvador and Guatemala

- Promigas donated **Ps 22 billion** to strengthen the response capacity of the healthcare sector in the Caribbean region



- **Mr. Sarmiento Gutiérrez**, CEO of Grupo Aval, serves as a pilot and makes humanitarian flights to transport kits and diagnostic tests for Covid-19



## Key Figures (as of March 31, 2020)

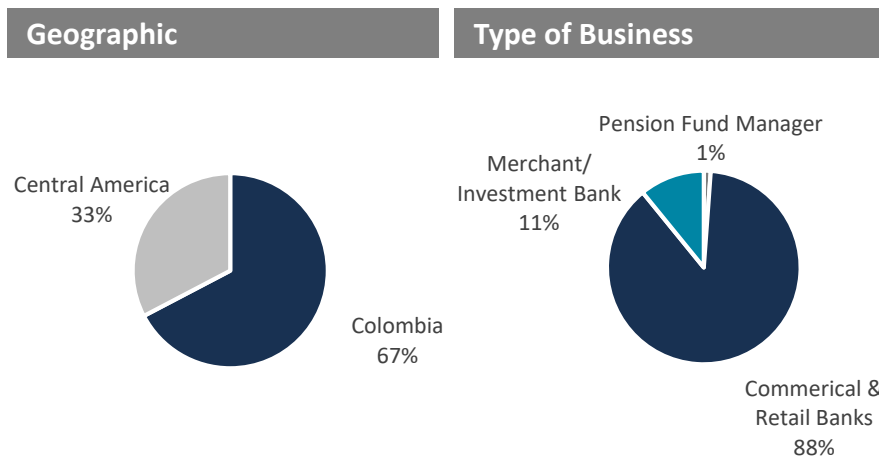
Balance Sheet	US\$ billions
Total Assets	\$79.0
Net Loans	\$48.1
Deposits	\$50.1
Attr. Net Income	\$0.17
Third Party Assets Under Mgmt.	\$67.1

## Key Ratios

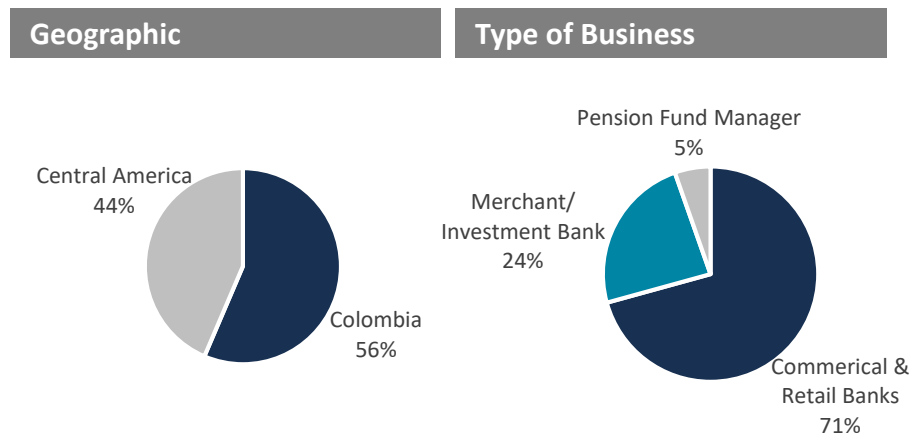
ROAA <sup>(1)</sup>	1.8%
ROAE <sup>(2)</sup>	14.2%
Tangible Equity Ratio <sup>(3)</sup>	7.5%
Efficiency	47.1%
Deposits to Loans Ratio	104%

## Business Composition

### By Assets (as of March 31, 2020)

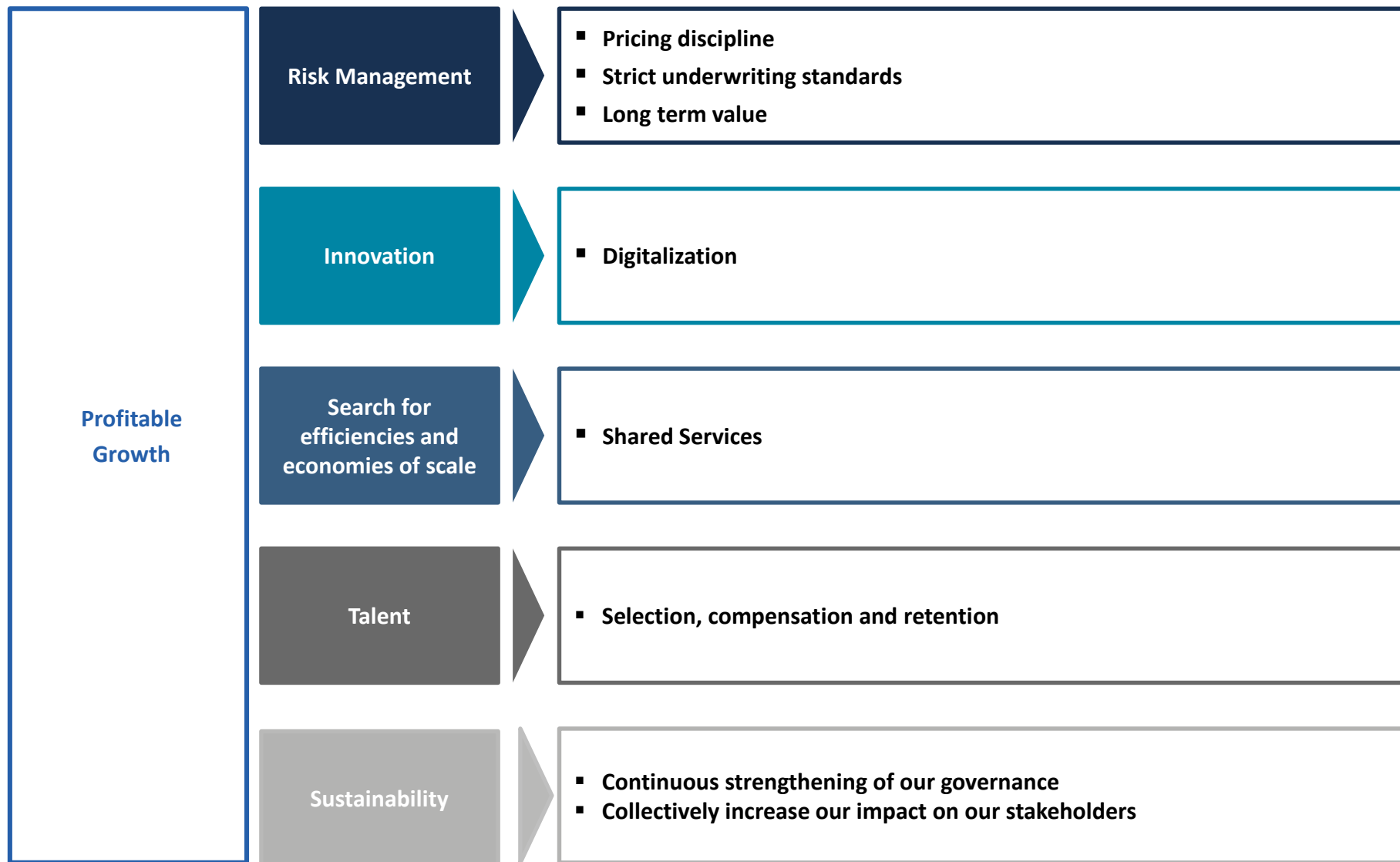


### By Net Income (for three month period ended March 31, 2020)



Source: Consolidated company public filings; Bloomberg.

Note: Peso amounts were converted to U.S. dollars using the representative market rate as computed and certified by the Superintendency of Finance of \$4,054.54 per U.S. \$1.00 as of March 31, 2020 (1) Calculated as annualized net income divided by the average of assets for the two quarters ending March 31, 2020 divided by two. (2) Calculated as annualized net income attributable to owners of the parent divided by the average of attributable equity for the two quarters ending March 31, 2020 divided by two. (3) Calculated as total equity minus intangible assets (goodwill plus other intangible assets) divided by total assets minus intangible assets.






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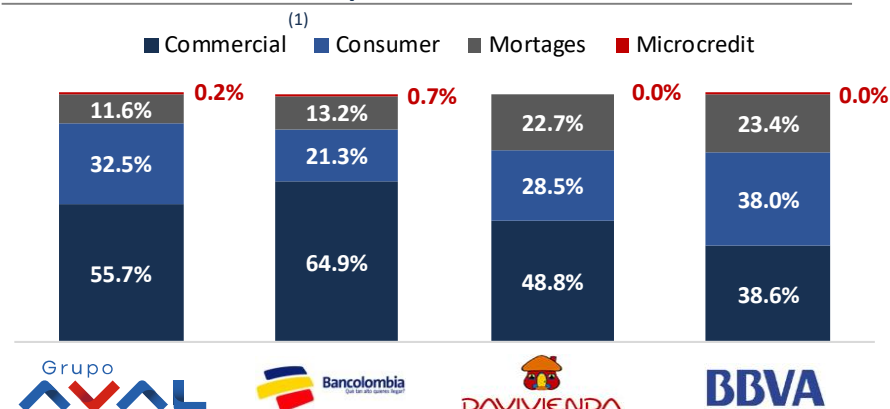
4 Macro Overview

	Market Share	Market Position
	<ul style="list-style-type: none"> <li>Complete suite of banking products offered through our four Colombian banks                             <ul style="list-style-type: none"> <li>26.5% market share in assets</li> <li>25.1% market share in net loans</li> <li>27.2% market share in deposits</li> <li>31.9% market share in corporate lending <sup>(1)</sup></li> <li>26.1% market share in consumer lending</li> <li>40.4% market share in payroll lending <sup>(1)</sup></li> <li>19.8% market share in credit cards <sup>(1)</sup></li> <li>23.0% market share in vehicle loans <sup>(1)</sup></li> <li>39.8% market share in net income</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>#1 in assets</li> <li>#2 in net loans</li> <li>#1 in deposits</li> <li>#1 in corporate lending</li> <li>#1 in consumer lending</li> <li>#1 in payroll lending</li> <li>#3 in credit cards</li> <li>#2 in vehicle loans</li> <li>#1 in net income</li> </ul> <p><i>Figures as of March 31st, 2020</i></p>
	<ul style="list-style-type: none"> <li>Leading Central American banking group with presence in Panamá, Costa Rica, Guatemala, Honduras, El Salvador, and Nicaragua                             <ul style="list-style-type: none"> <li>9.4% market share in assets</li> <li>10.3% market share in net loans</li> <li>9.7% market share in deposits</li> <li>40.7% market share in credit card issuance</li> <li>56.3% market share in credit card acquiring</li> <li>13.7% market share in net income</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>#1 in assets</li> <li>#1 in net loans</li> <li>#1 in deposits</li> <li>#1 in credit card issuance</li> <li>#1 in credit card acquiring</li> <li>#2 in net income</li> </ul> <p><i>Figures as of December 31st, 2019</i></p>
	<ul style="list-style-type: none"> <li>Leading private pension and severance fund manager in Colombia                             <ul style="list-style-type: none"> <li>44.4% market share in assets under management<sup>(2)</sup></li> <li>58.2% market share in affiliates<sup>(2)</sup></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>#1 in assets under management</li> <li>#1 in net income</li> <li>#1 in affiliates</li> </ul> <p><i>Figures as of March 31st, 2020</i></p>
	<ul style="list-style-type: none"> <li>Largest toll road operator in Colombia</li> <li>Largest gas transportation and distribution company in Colombia</li> <li>Largest business hotel chain in Colombia</li> <li>+25 thousand hectares of agribusiness farmable land</li> </ul>	

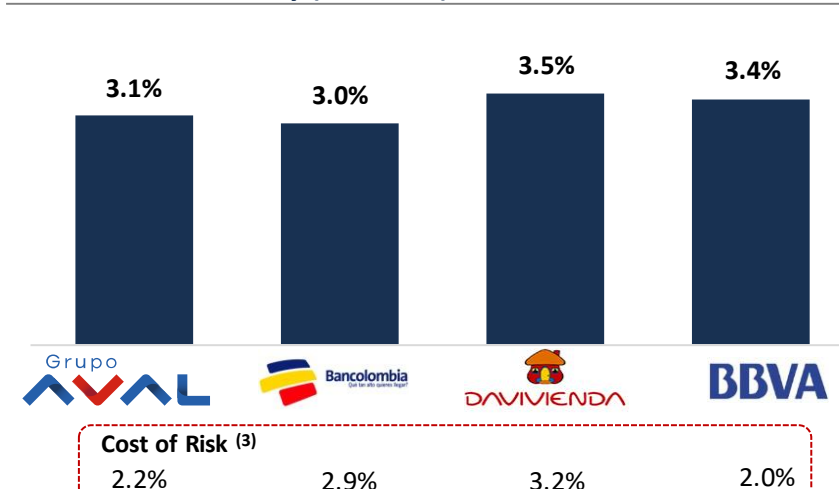
Source: For Colombia, unconsolidated financial information prepared in accordance with IFRS and filed with the Superintendency of Finance that is published monthly. System: Sum of banks. Grupo Aval is the sum of Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas. For Central America, each company's public filings. calculated based on publicly disclosed data aggregated from the bank superintendencies of Costa Rica, Honduras, El Salvador, Guatemala, Nicaragua and Panamá; BAC Credomatic's net income reflects its international results, since it acts as the regional holding company in Panamá. Market share is determined based on the sum of each bank's consolidated operations in the aforementioned countries (1) Figures as of January 31, 2020; (2) Figures correspond to mandatory private pension regime.

# Grupo Aval remains a strong competitor among its peers

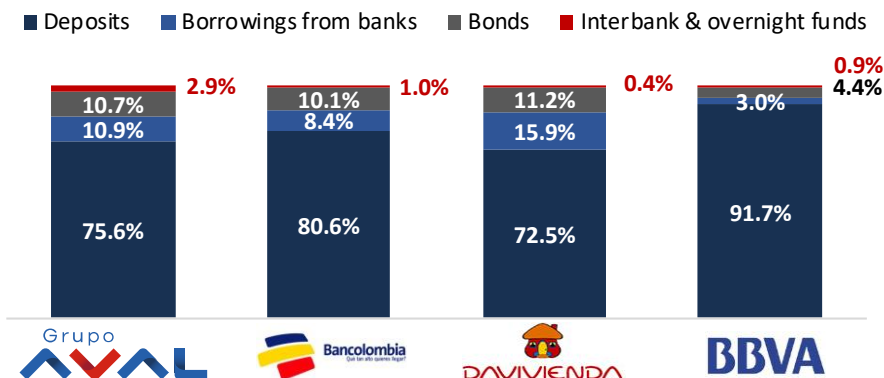
## Gross Loan Portfolio Composition – March 31, 2020



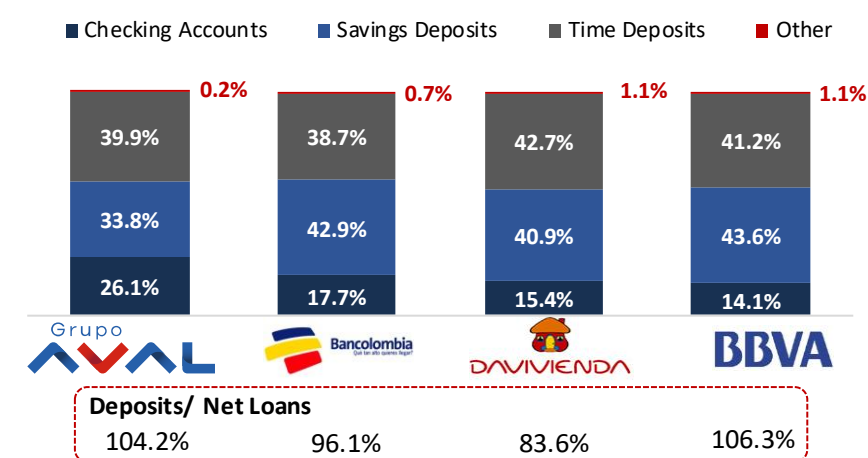
## Loan Portfolio Quality (PDLs 90+) – March 31, 2020<sup>(2)</sup>



## Funding Composition – March 31, 2020



## Deposit Composition – March 31, 2020



Source: Consolidated figures based on company filings as of March 31, 2020. (1) Excludes interbank & overnight funds and others; (2) PDLs 90+ as reported in consolidated figures, except for BBVA which refers to loan capital 90+ days past due for commercial, consumer and microcredit loans and 120+ days past due for mortgages, on an unconsolidated basis as reported to the Superintendencia of Finance; (3) Calculated as 3-month Impairment loss net of recoveries of charged-off assets divided by Average gross loans (YTD) excluding interbank and overnight funds.

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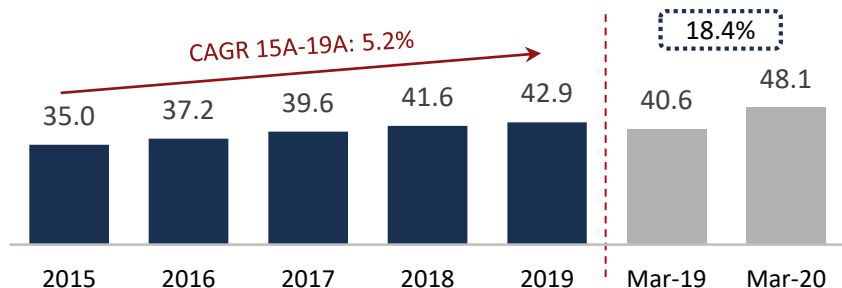
4 Macro Overview

# Proven capability to deliver sound financial results (1 | 2)

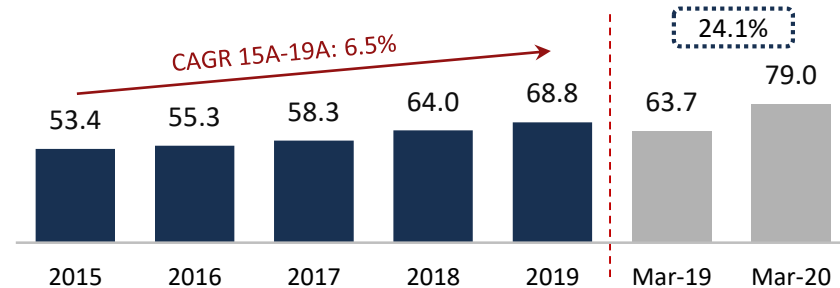
## Continuous and sustained growth

Δ% LTM

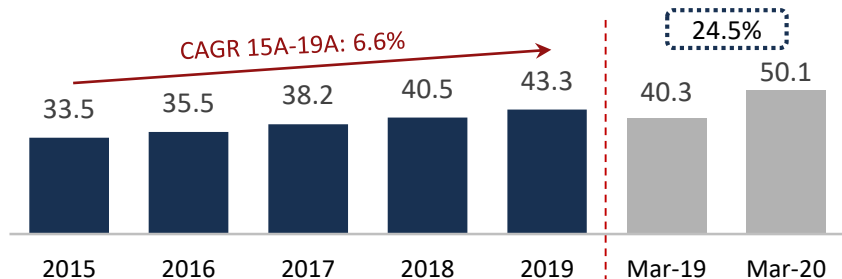
### Net Loan Portfolio



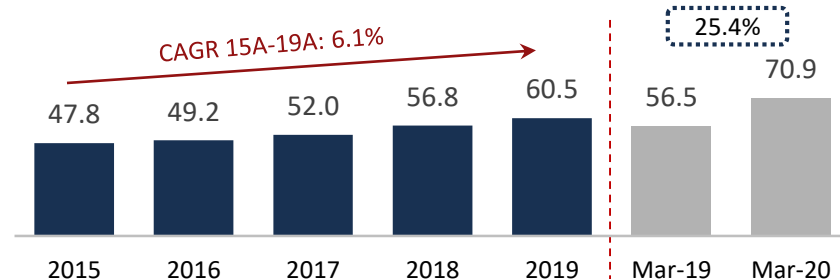
### Assets



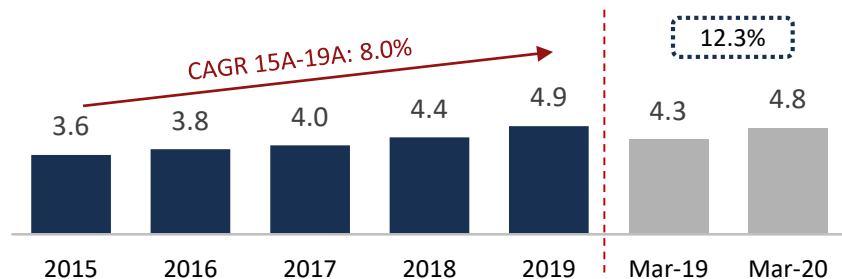
### Deposits



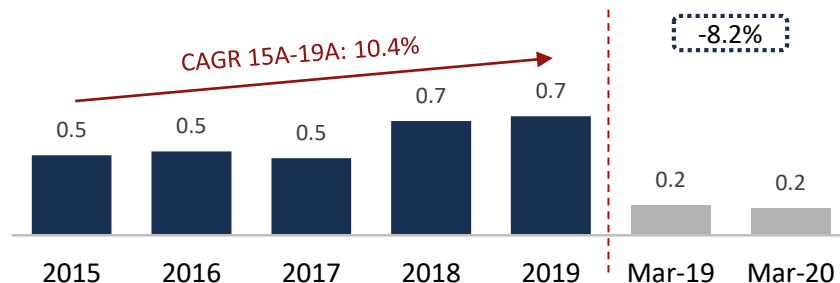
### Liabilities



### Attributable Shareholders' Equity



### Net Attributable Income



Source: Consolidated company public filings.

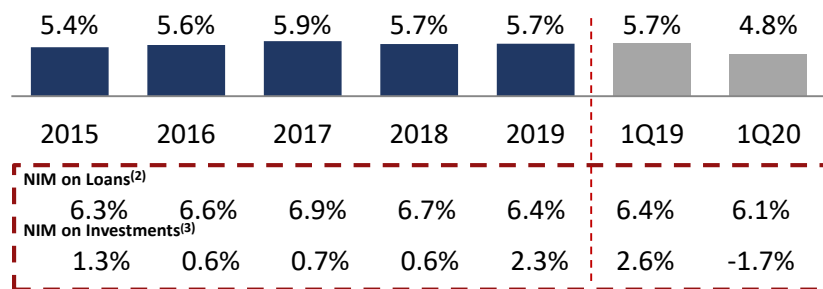
Peso amounts were converted into U.S. dollars using the representative market rate as computed and certified by the Superintendency of Finance of Ps \$4,054.54 per U.S. \$1.00 as of March 31, 2020.



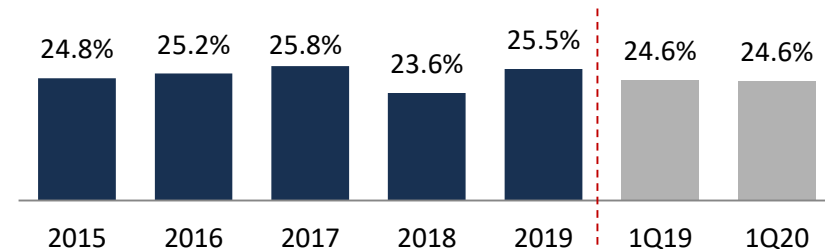
# Proven capability to deliver sound financial results (2 | 2)

## Grupo Avals solid track record of consolidated results

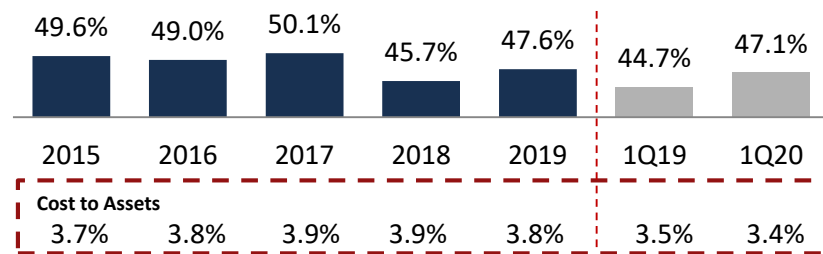
### Net Interest Margin (%) <sup>(1)</sup>



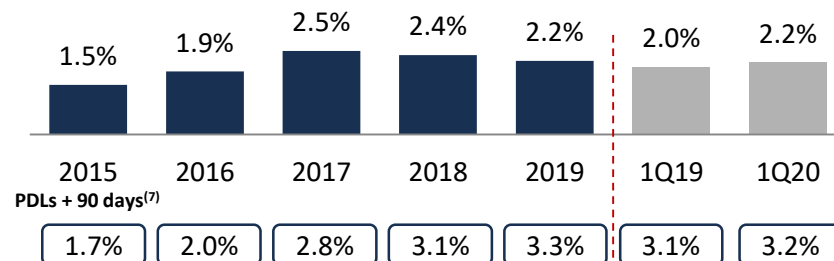
### Fee Income Ratio (%) <sup>(4)</sup>



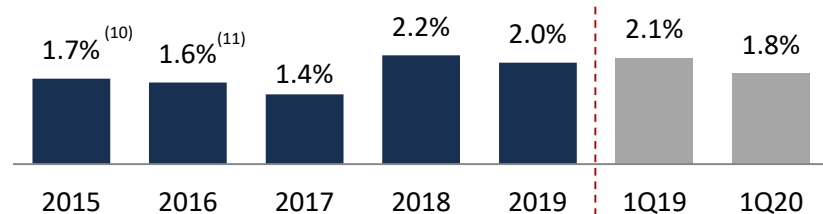
### Efficiency (%) <sup>(5)</sup>



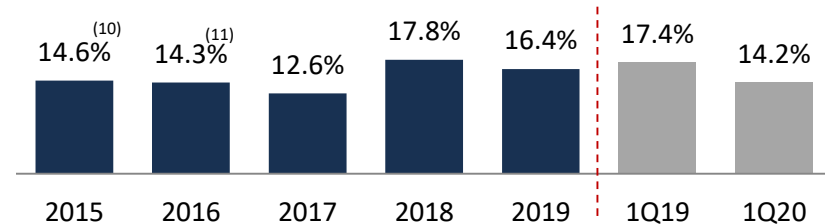
### Cost of Risk<sup>(6)</sup>



### ROAA (%) <sup>(8)</sup>



### ROAE <sup>(9)</sup>

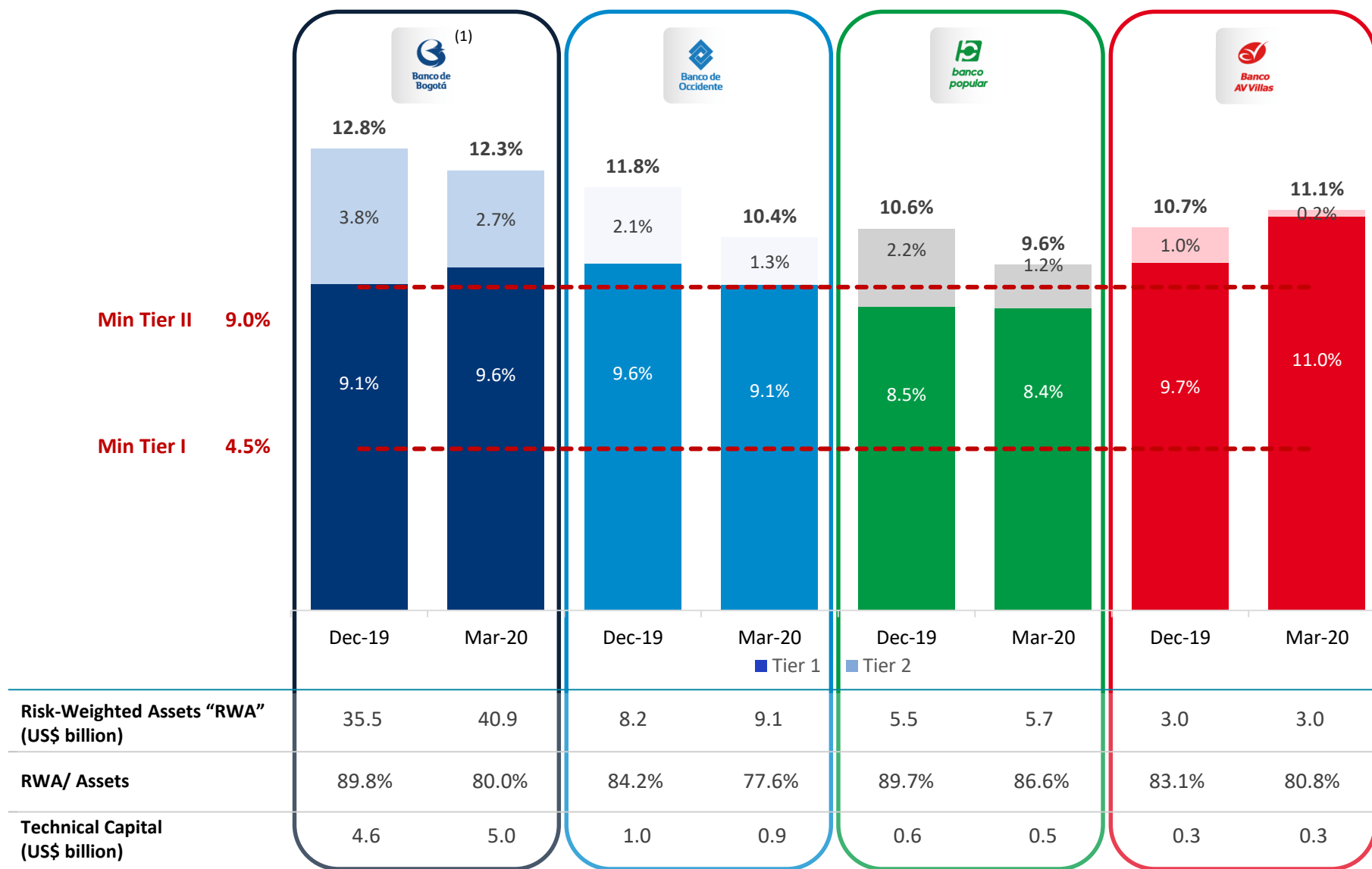


Source: Consolidated company public filings. Figures are reported under IFRS. (1) Calculated as net interest income divided by total average interest-earning assets.; (2) Calculated as net interest income on loans to average loans and financial leases; (3) net interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and on interbank and overnight funds to average securities and interbank and overnight funds; (4) Fee income ratio calculated as net fee income divided by total operating income before net provisions, we changed the calculation of the fee income ratio as calculated on our Annual Reports on Form 20-F. Figures for 2018, 2017, 2016, 2015 and 2014 have been changed for comparison purposes; (5) Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets for cost to assets, we changed the calculation of the efficiency ratio as calculated on our Annual Reports on Form 20-F. Figures for 2018, 2017, 2016, 2015 and 2014 have been changed for comparison purposes; (6) Calculated as impairment loss on loans and other accounts receivable net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds; (7) NPLs are +90 days for commercial, consumer and microcredit loans and +120 for mortgages loans. Figures exclude interest accounts receivable. (8) ROAA calculated as net income before non-controlling interest divided by average of assets (9) Calculated as net income attributable to owners of the parent divided by the average of attributable equity.



# Supported on a sound capital structure

Consistent positive evolution of solvency ratios of our subsidiaries

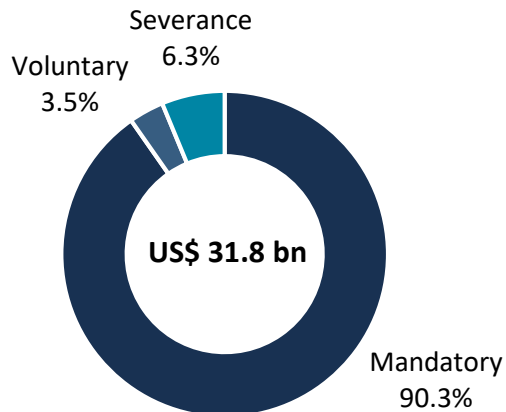


Source: Company public filings.

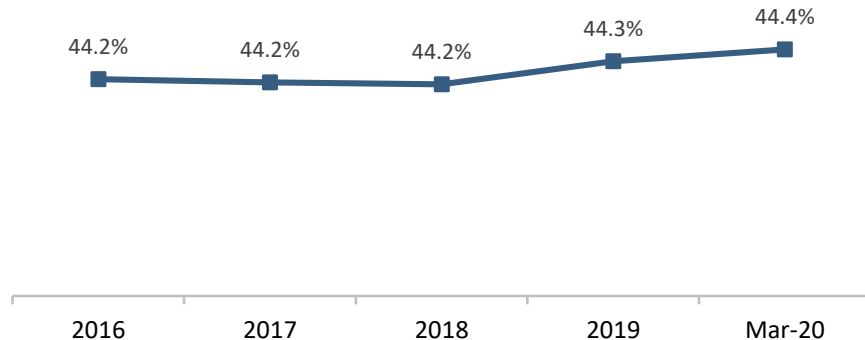
Peso amounts were converted into U.S. dollars using the representative market rate as computed and certified by the Superintendency of Finance of Ps \$4,054.54 per U.S. \$1.00 as of March 31, 2020. (1) Consolidates BAC Credomatic and Porvenir.

# Porvenir is the leading private pension and severance fund in Colombia

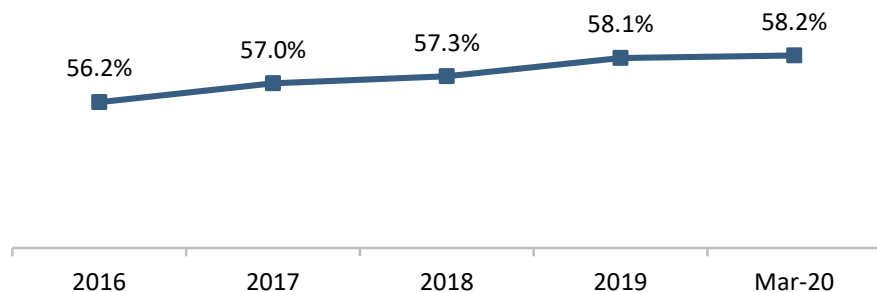
## Assets Under Management (AUM ; as of March 31, 2020)



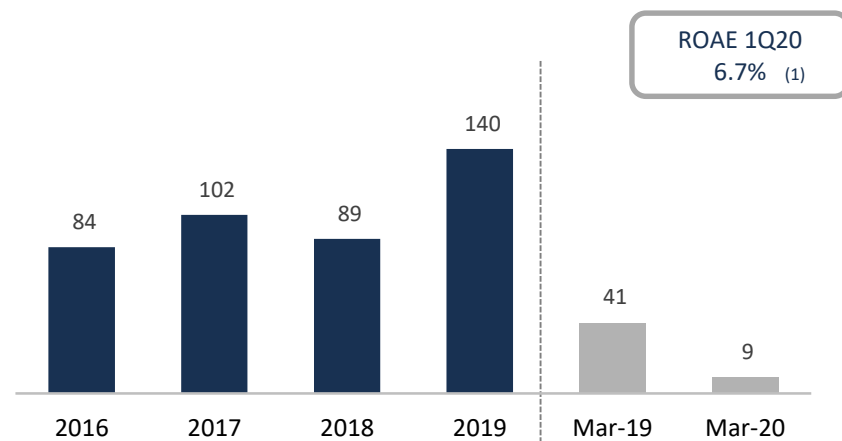
## % Market Share Mandatory (AUM)



## % Market Share Mandatory (Affiliates)



## Attributable Net Income (US\$ million)



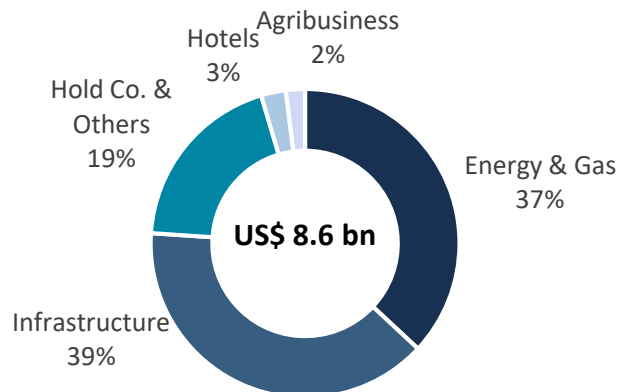
Source: Superintendency of Finance. Information compiled for private pension funds (AFP) only.

Peso amounts were converted into U.S. dollars using the representative market rate as computed and certified by the Superintendency of Finance of Ps 4,054.54 per U.S. \$1.00 as of March 31, 2020. (1)

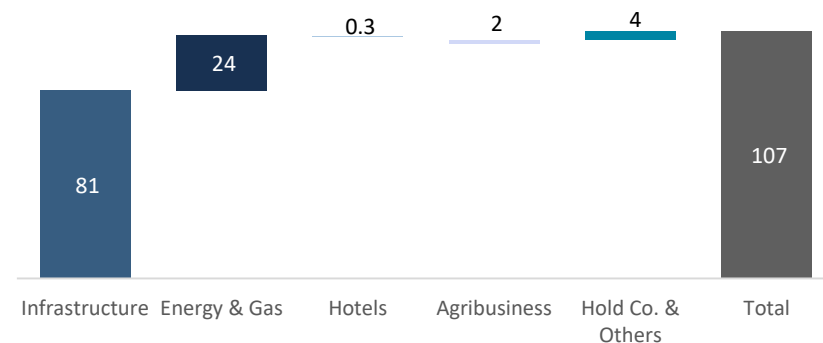
Calculated as annualized net income attributable to owners of the parent divided by the average of attributable equity for the two quarters ending March 31, 2020 divided by two.

# Corficolombiana invest primarily in four industries

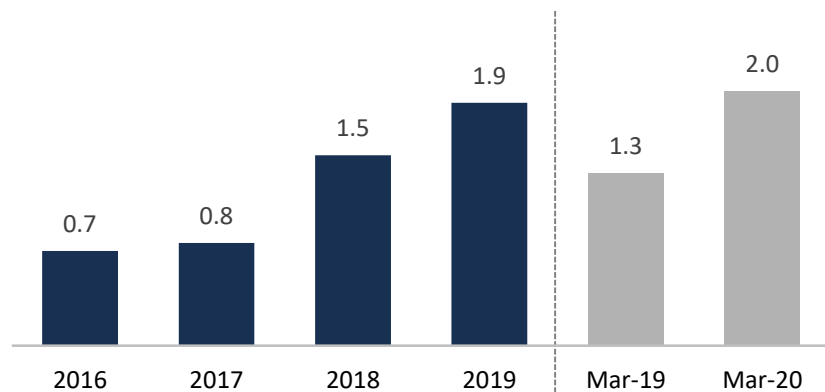
### Asset Composition by Sector (as of March 31, 2020)



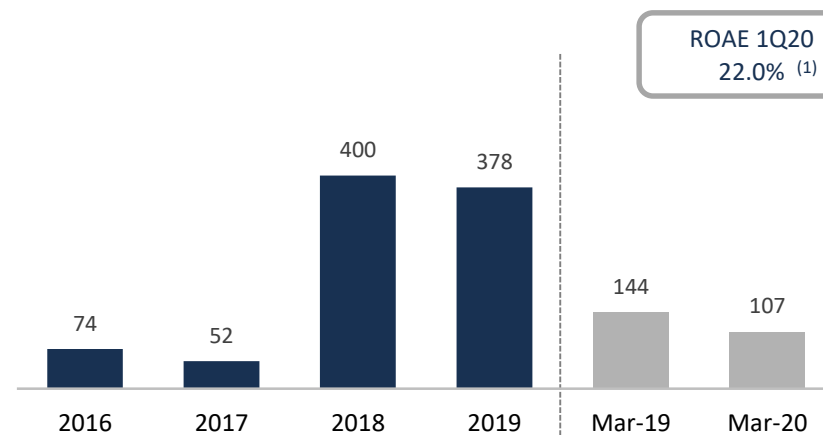
### Net Income by Sector (1Q20 ; US\$ mm)



### Attributable Equity (US\$ billion)



### Attributable Net Income (US\$ million)



Source: Company filings and Superintendency of Finance

Peso amounts were converted into U.S. dollars using the representative market rate as computed and certified by the Superintendency of Finance of Ps \$4,054.54 per U.S. \$1.00 as of March 31, 2020.

(1) Calculated as annualized net income attributable to owners of the parent divided by the average of attributable equity for the two quarters ending March 31, 2020 divided by two.

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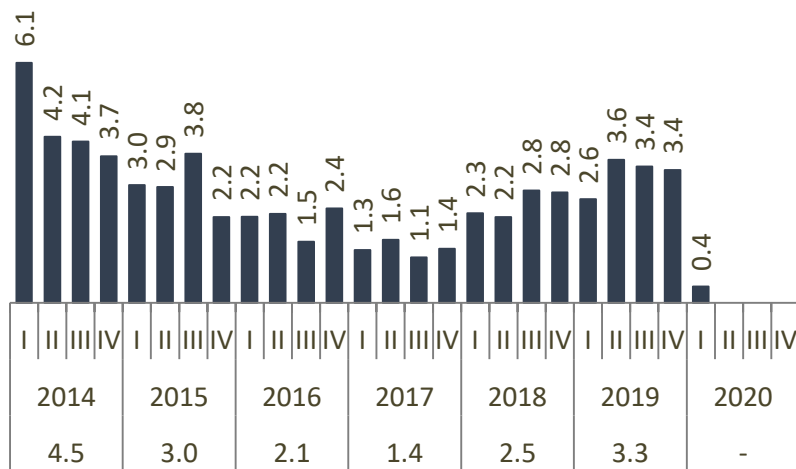
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# Macroeconomic context - Colombia

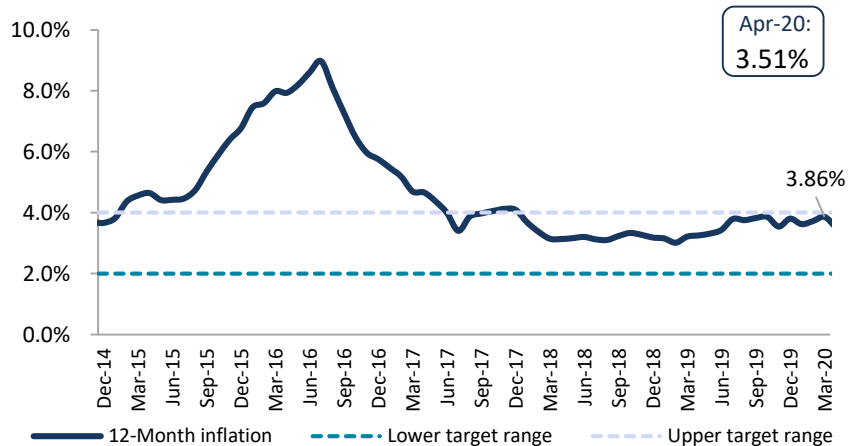
( 1 | 2 )

## GDP Growth (%)



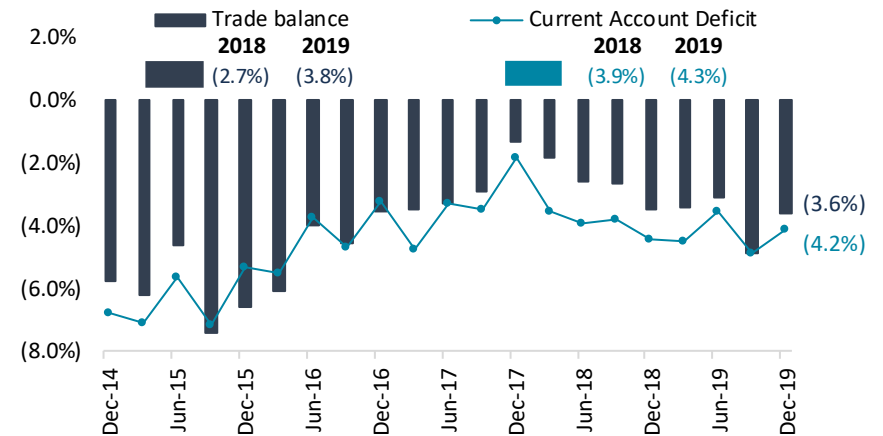
Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

## Inflation (%)



Source: Banco de la República de Colombia and DANE.

## Current Account (% GDP, quarterly)

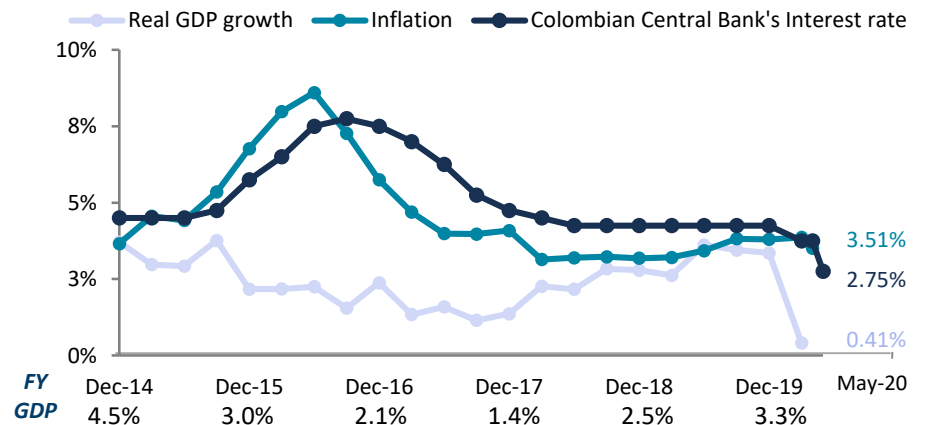


## Oil Exports/Total Exports

Year	Oil Exports/Total Exports (%)
2014:	52.8%
2015:	40.4%
2016:	34.0%
2017:	35.0%
2018:	40.2%
2019:	40.4%

Source: Banco de la República de Colombia.

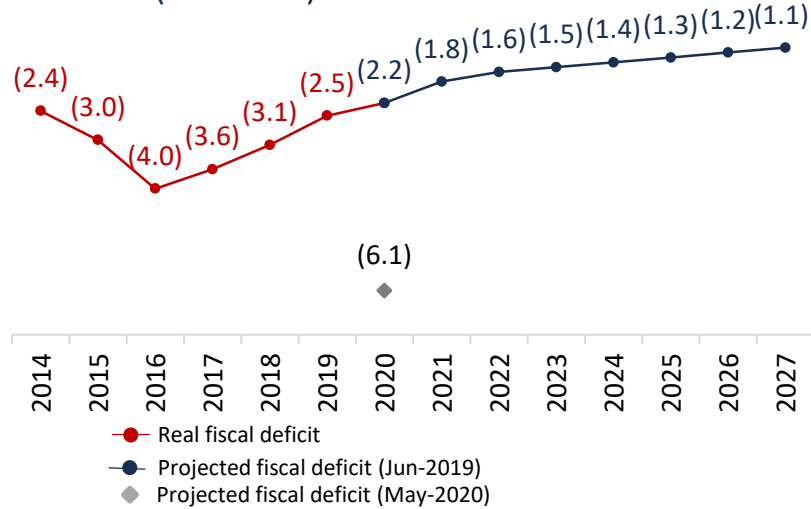
## Central Bank's Monetary Policy



Source: Banco de la República de Colombia and DANE. GDP as of December 2019. GDP Seasonally-adjusted, constant prices (2015 basis)

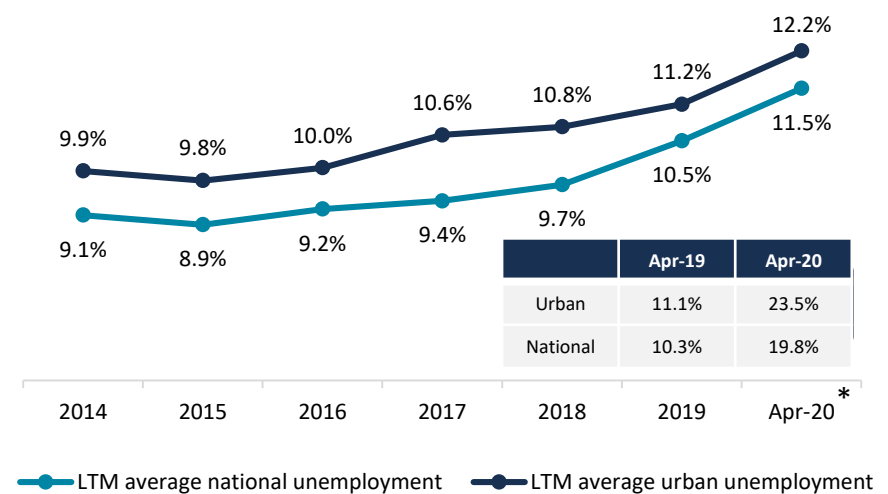
## Real and Projected Fiscal Deficit

### Fiscal Rule (% of GDP)



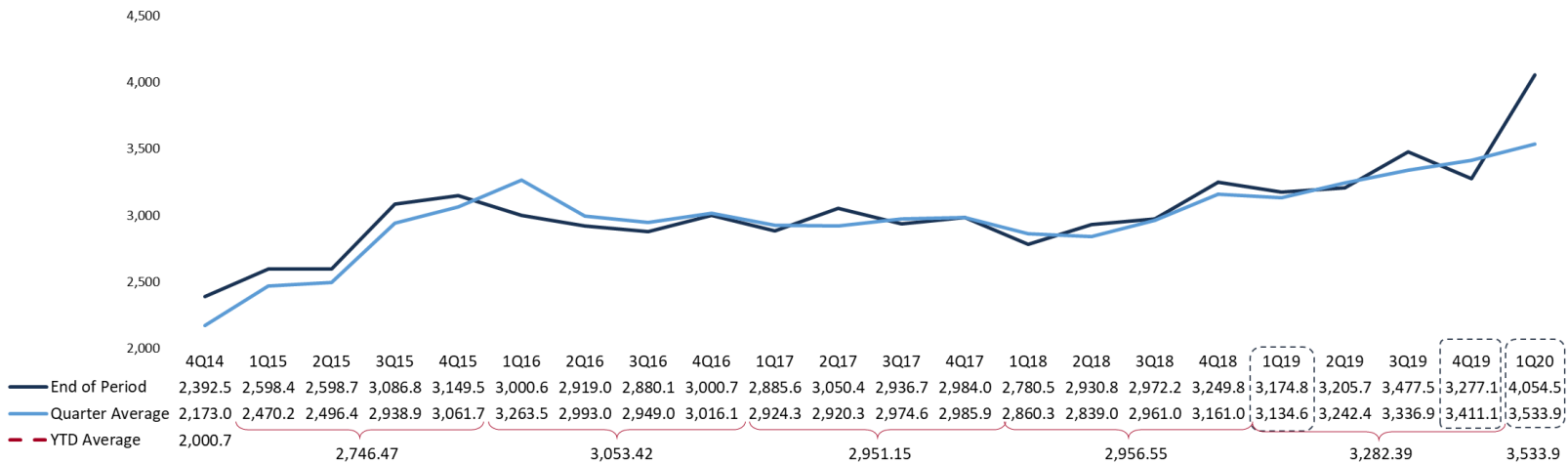
Source: Ministry of Finance. Projections start in 2020.

## Unemployment (%)



Source: Banco de la República de Colombia. Urban unemployment defined as unemployment of 13 cities and their metropolitan areas. \* Last twelve months average from May 2019 to April 2020.

## Colombian Peso Exchange Rate

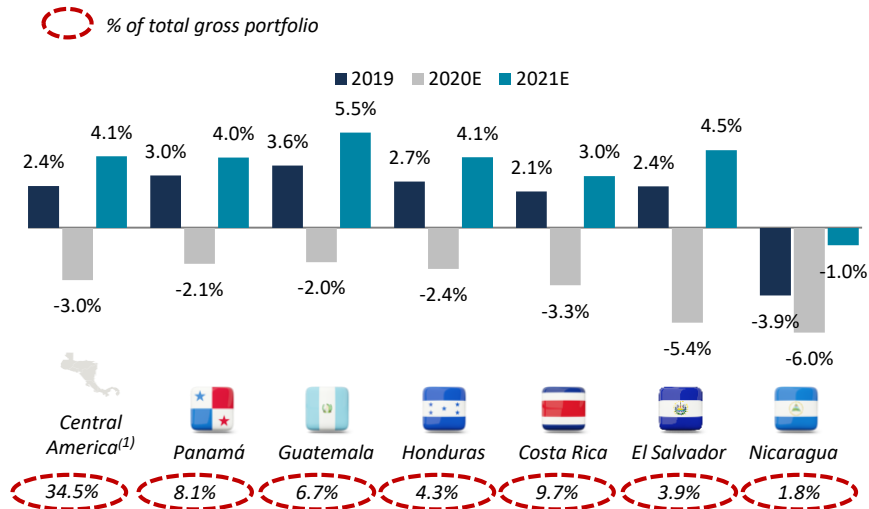


Source: Banco de la República de Colombia.

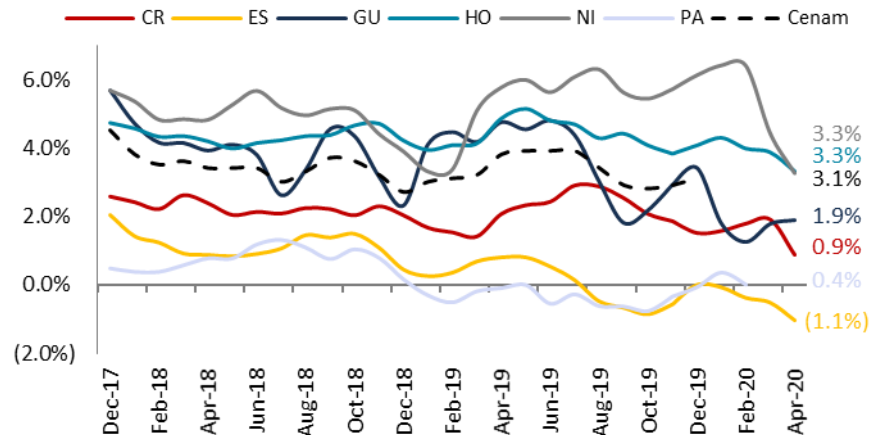
1Q20 vs. 1Q19	1Q20 vs. 4Q19
27.7%	23.7%
12.7%	3.6%

# Macroeconomic context – Central America

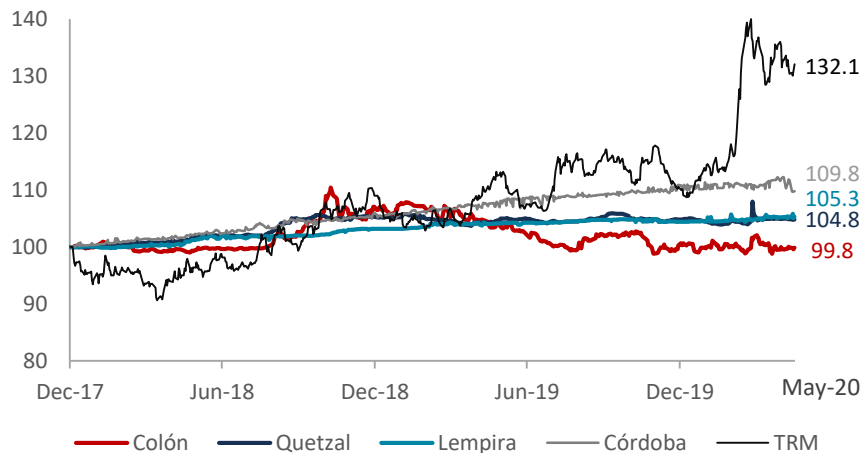
## Growth Outlook – Real GDP



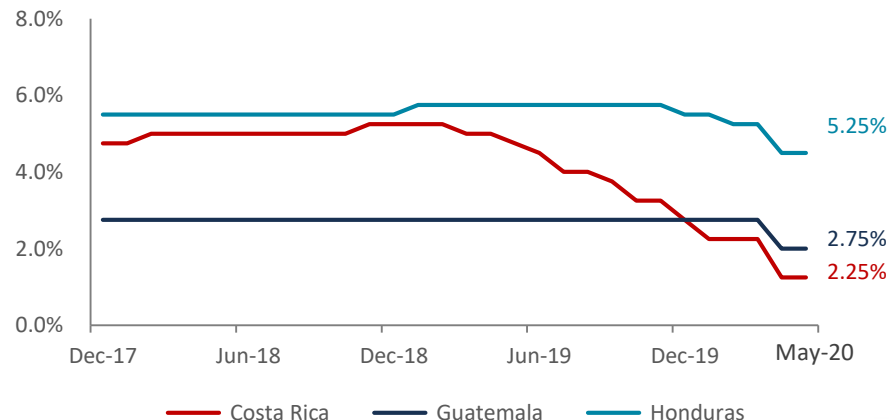
## Inflation per Country



## Regional Exchange Rates (100=12/31/2017)



## Central Bank's Interest Rates





Grupo

