



# 4Q23 and FY 2023 Consolidated Earning Results

IFRS

AVAL  
LISTED  
NYSE



Grupo Aval Acciones y Valores S.A. (“Grupo Aval”) is an issuer of securities in Colombia and in the United States (“SEC”). 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-IFRS measures such as ROAA and ROAE, among others, are explained when required in this report.

Banco de Bogotá executed a spin-off of a 75% equity stake in BAC Holding International Corp (“BHI”); to its shareholders and Grupo Aval subsequently spun-off its equity interest to its shareholders on March 29, 2022. On December 19, 2022, Banco de Bogotá sold 20.89% of the outstanding investment of BHI through a tender offer. As of December 31, 2022, Banco de Bogotá held 4.11% of BHI. This investment is reflected as an investment at fair value through other comprehensive income. Following the sale, the equity method recognized under the “share of profit of equity accounted investees, net of tax (equity method)” between April and November was reclassified to discontinued operations. For comparability purposes of this presentation, we have reclassified BHI’s equity method for the second and third quarter of 2022 to net income from discontinued operations. Banco de Bogotá’s remaining 4.11% interest in BHI was disposed of in March 2023.

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.

# Consolidated key results for the year

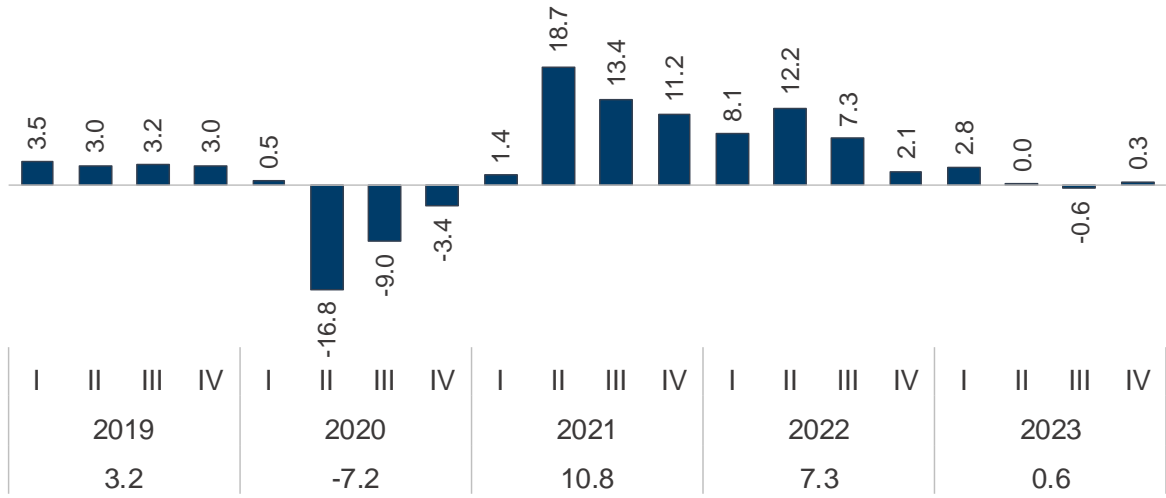
COP \$tn		2022	2023	2023 vs 2022
Balance Sheet	Gross Loans	\$ 182.3	\$ 185.8	1.9%
	Deposits	\$ 173.3	\$ 182.0	5.0%
	Deposits/Net Loans	0.97 x	1.03 x	7%
Loan Quality	90 days PDLs / Gross Loans	3.3%	4.0%	73 bps
	Allowance/90 days PDLs	1.55 x	1.36 x	-0.19 x
	Cost of risk	1.5% (*)	2.3%	79 bps
Profitability	Net interest margin	3.7% (*)	3.4%	(24) bps
	Fee income Ratio	17.9%	20.9%	298 bps
	Efficiency Ratio	45.8%	52.1%	631 bps
	Attributable net income	\$ 2.48	\$ 0.74	(70.2%)
	Attributable net income of continuing operations	\$ 1.89	\$ 0.74	(60.9%)
	ROAA	1.6%	0.7%	(91) bps
	ROAE	14.0%	4.5%	(947) bps

(\*) Pro-forma ratios for 2022 are based on reported revenues and expenses, associated to each ratio; however, the denominators average used to calculate these ratios contains pro-forma figures from previous quarters.

**Gross loans** excludes interbank and overnight funds. **PDLs 90+** defined as loans more than 90 days past due. **Cost of Risk** calculated as Impairment loss on loans and other accounts receivable net of recoveries of charged-off assets divided by average gross loans. **Net Interest Margin** includes net interest income plus net trading income from investment securities held for trading through profit or loss divided by total average interest-earning assets. **Fee income ratio** is calculated as net income from commissions and fees divided by net interest income plus net income from commissions and fees, gross profit from sales of goods and services, net trading income, net income from other financial instruments mandatory at FVTPL and total other income. **Efficiency Ratio** is calculated as total other expenses divided by net interest income plus net income from commissions and fees, gross profit from sales of goods and services, net trading income, net income from other financial instruments mandatory at FVTPL and total other income. **ROAA** is calculated as annualized Net Income divided by average of total assets. **ROAE** is calculated as Net Income attributable to Aval's shareholders divided by average attributable shareholders' equity. **NS** refers to non-significant figures.

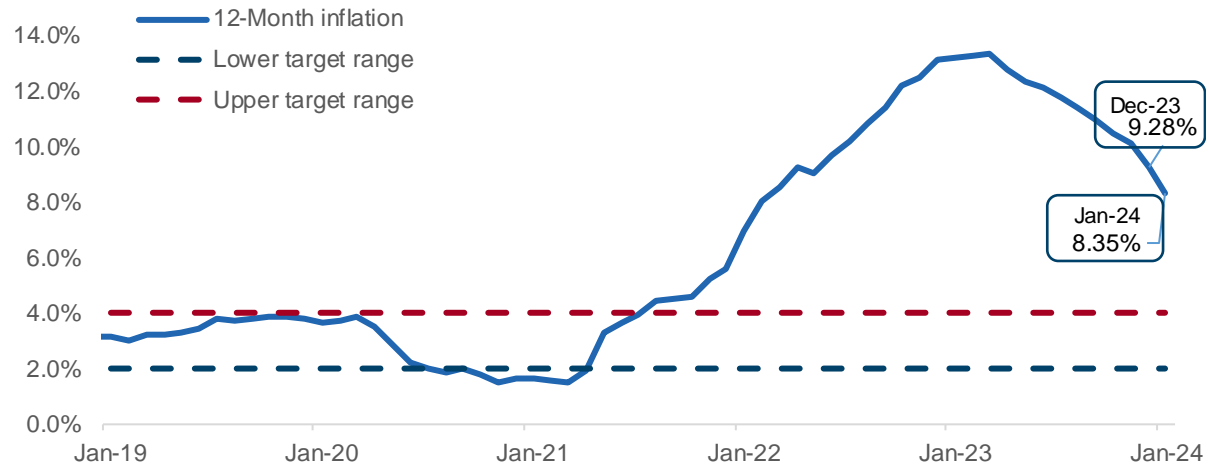
# Macroeconomic context – Colombia (1 | 2)

## GDP Growth (%)



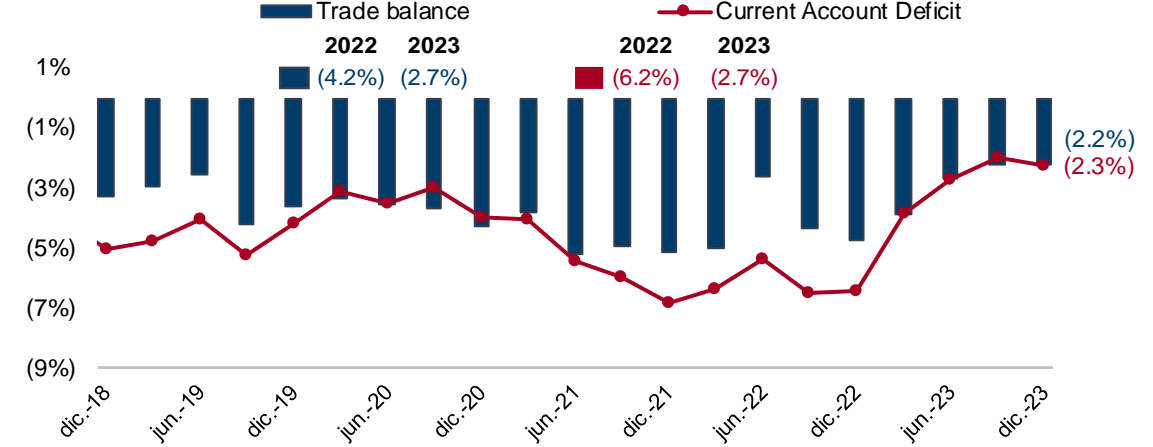
Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

## Inflation (%)



Source: Banco de la República de Colombia and DANE.

## Current Account (% GDP, quarterly)

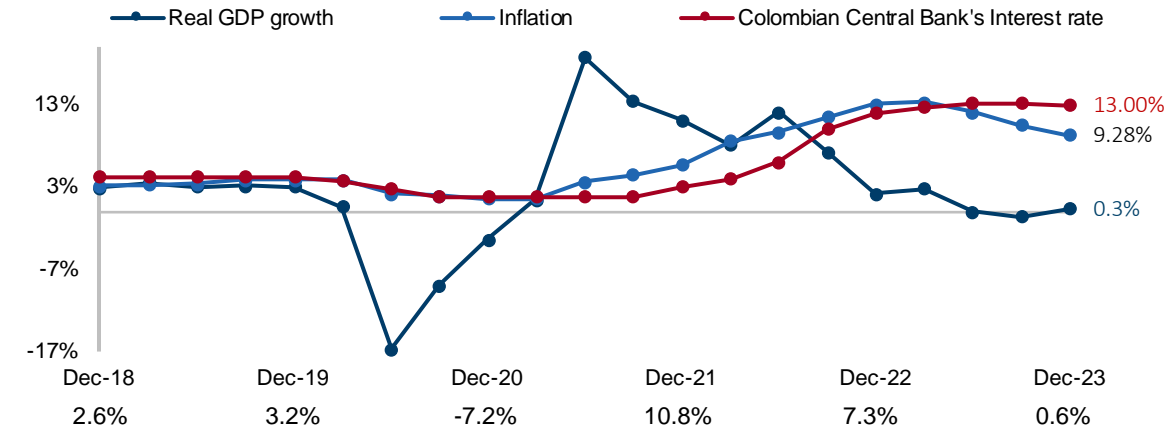


## Oil Exports/Total Exports

Year	2018	2019	2020	2021	2022	2023
Value	40.2%	40.4%	28.2%	32.7%	32.9%	31.5%

Source: Banco de la República de Colombia and DANE.

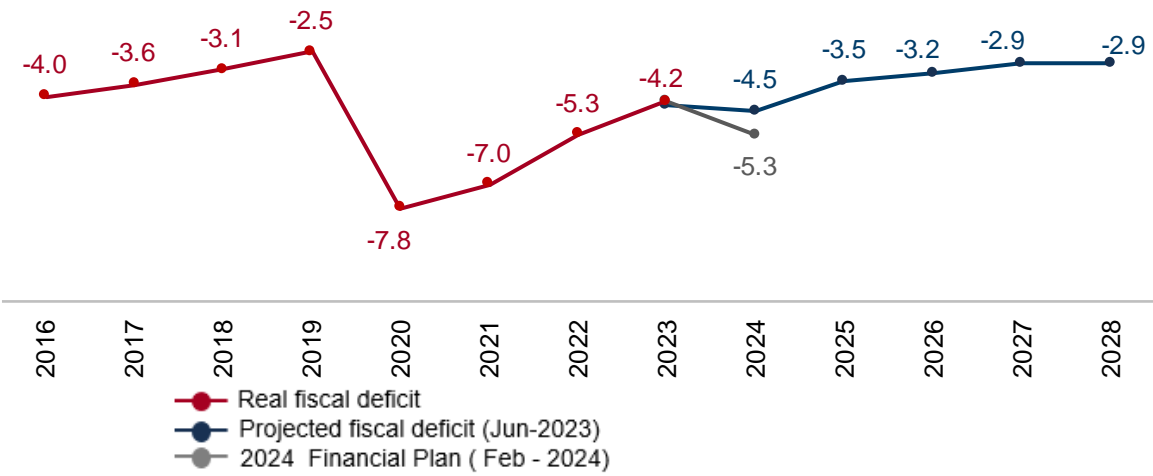
## Central Bank's Monetary Policy



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

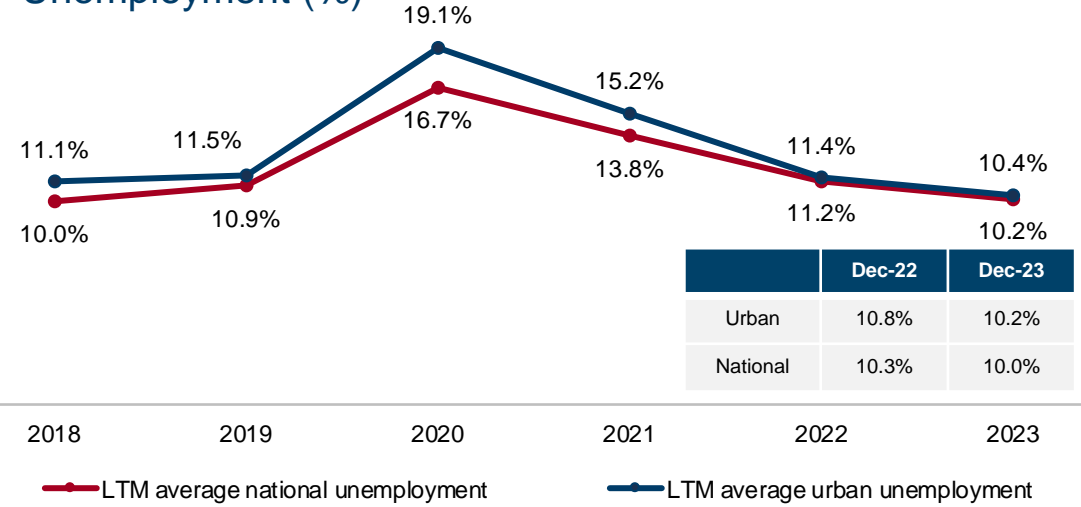
# Macroeconomic context – Colombia (2 | 2)

## Real and Projected Fiscal Deficit Fiscal Rule (% of GDP)



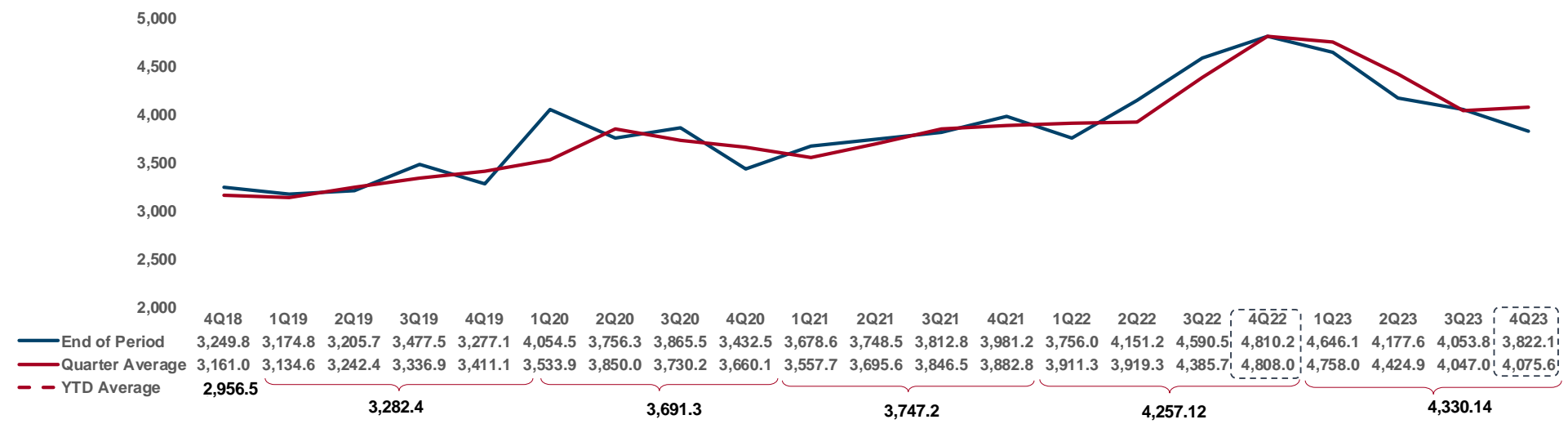
Source: Ministry of Finance. Projections start in 2023.

## Unemployment (%)



Source: Banco de la República de Colombia. Urban unemployment defined as unemployment of 13 cities and their metropolitan areas.

## Colombian Peso Exchange Rate



FY23 vs FY22	
YTD Average	1.7%

4Q23 vs. 4Q22	4Q23 vs. 3Q23
(20.5%)	(5.7%)
(15.2%)	0.7%

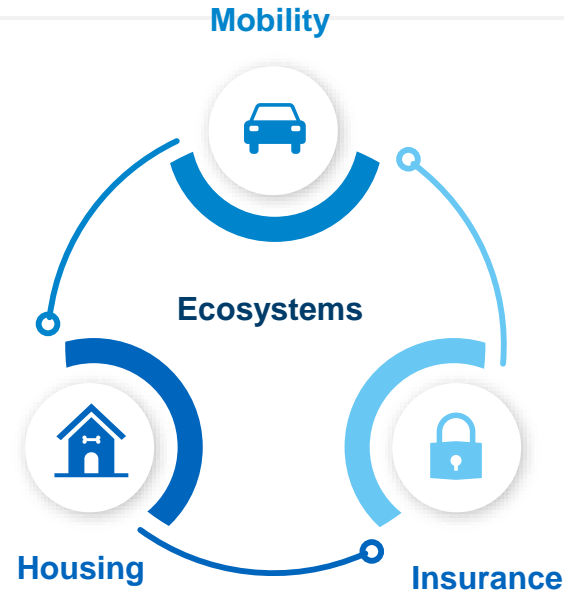
Source: Banco de la República de Colombia.



## New Business Models

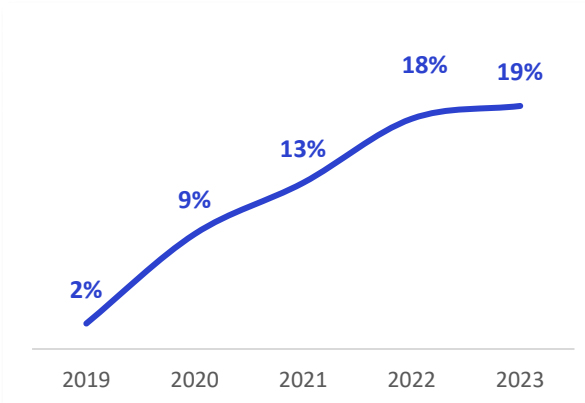


## Ecosystems

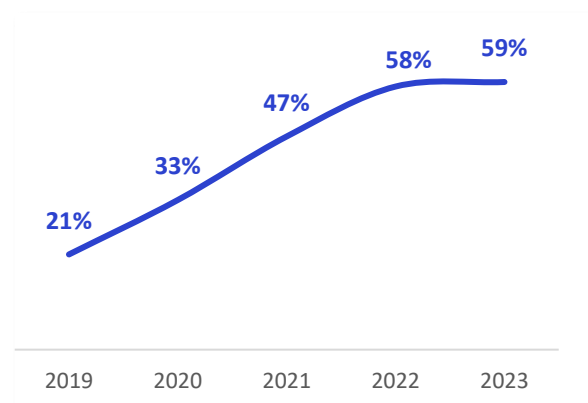


## Digitalization

**Digital sales ratio**  
Consumer portfolio (Ps. disbursed)



**Digital sales ratio**  
Consumer portfolio (# of products)



Digital Sales  
(# of products)

**59%<sup>1</sup>** digital sales ratio

Digitalized  
products <sup>2</sup>

**90%**

Digital  
transactions

**83.7%**

Digital Sales  
(# of products)

**~ 1.9 million**

**dale!**  
Digital Wallet  
Clients

**2.0 million** 230.6 %  
vs 2022

Digital Active  
Clients

**~ 6.1 million** 23.5%  
vs 2022

1) Digital sales ratio is calculated considering only the sales of retail products for which a digitalized solution has been developed.

2) Banking digitalized products to strategic banking products.

We launched the project "**Misión La Guajira**" together with Social Prosperity, to find structural and sustainable solutions for the supply of water, energy and food security for the inhabitants of this department

**CTIC treated more than 7,488 patients**

Entities have implemented **inclusion initiatives and financial education programs**

Banco de Occidente ranked seventh in the **Great Place to Work** ranking, as the best place to work for women

We started implementing **ESRMS** (Environmental and Social Risks Management System) in Occidente, Popular and Villas. In 2023, Banco de Bogota increased by 11% the number of clients evaluated under ESRMS

We updated our **Mission, Vision and Strategic Pillars**, in line with changes in operating environment.

We redefined the **double materiality** prioritizing **10 topics** in the Environmental, Social and Governance dimensions

**Banco de Bogotá** issued Colombia's first sustainable subordinated bond in the international market and is Colombia's first Net Zero bank

**Corficolombiana** reached carbon neutrality, offsetting its emissions through reforestation projects

Our entities planted nearly **300,000 trees** in Colombia

We launched our new brand purpose:

**"Creamos progreso consciente con toda Colombia"**

Experiencias Aval celebrated its **10th anniversary**, participating in **280** events with more than **1 million** tickets sold.

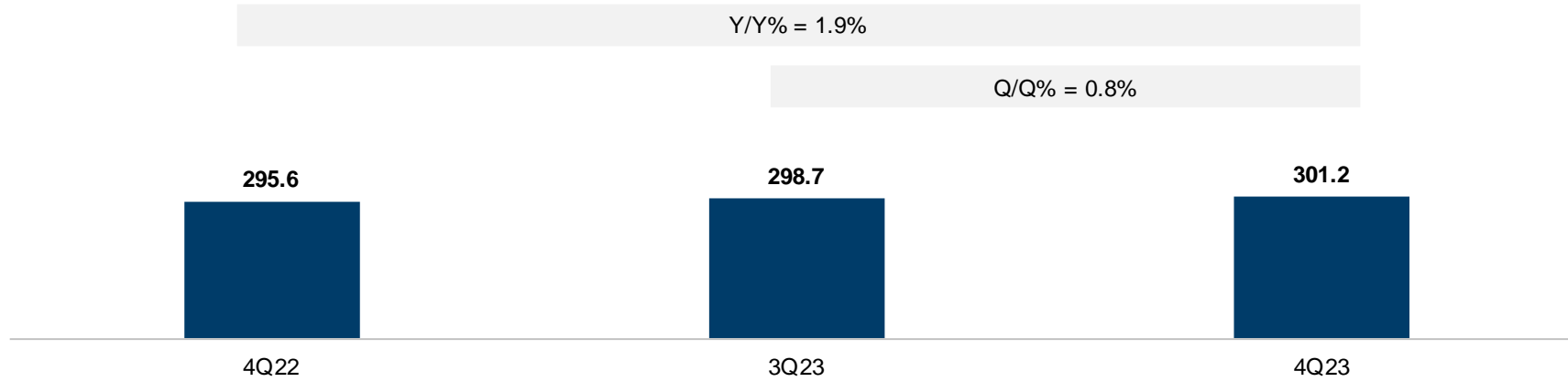
**dale!** had a **231%** growth in customers, reaching 2 million clients, and 182% in successful monetary transactions reaching 6.6 million



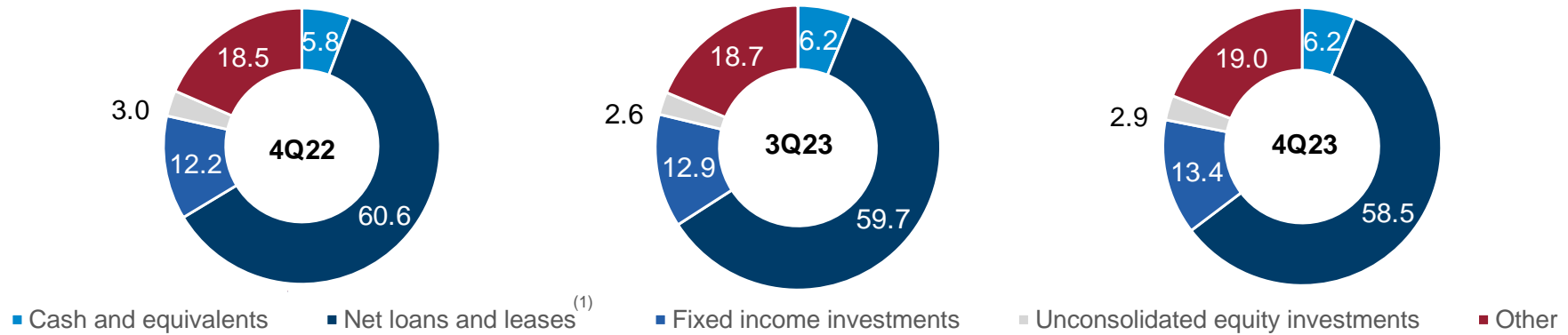
Banco de Bogotá and Corficolombiana were included in the **Dow Jones Sustainability Index yearbook**



Total assets



Assets breakdown (%)



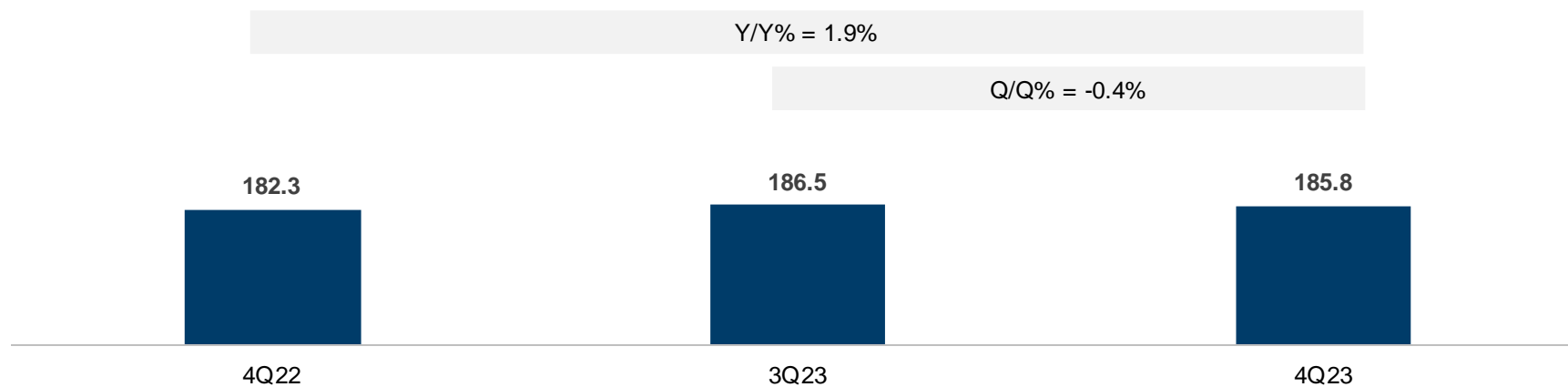
(1) Net loans and leases include interbank and overnight funds.



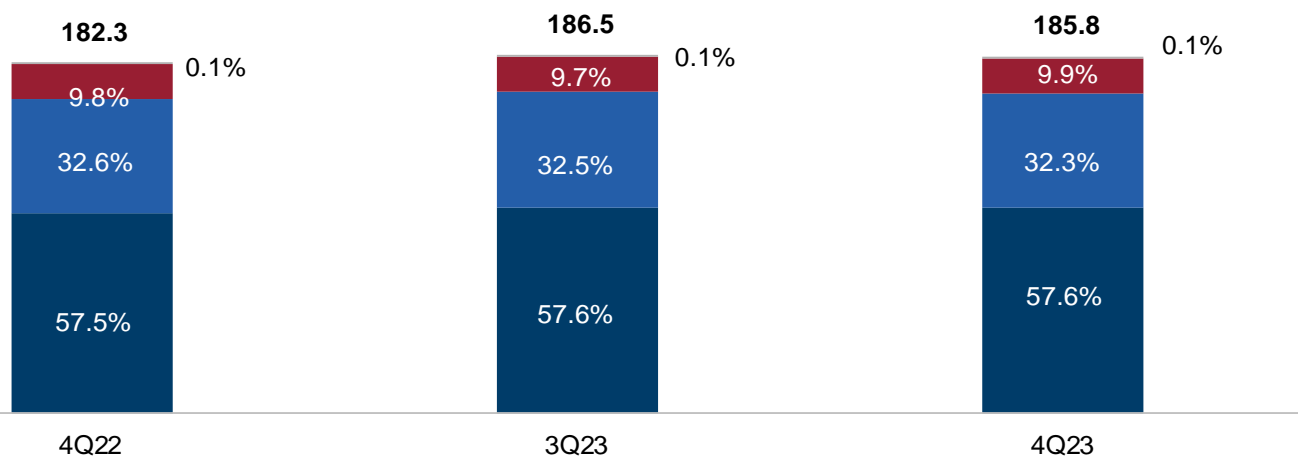
# Loan and receivables

Figures in Ps. Trillions – Excluding interbank and overnight funds

## Gross loans

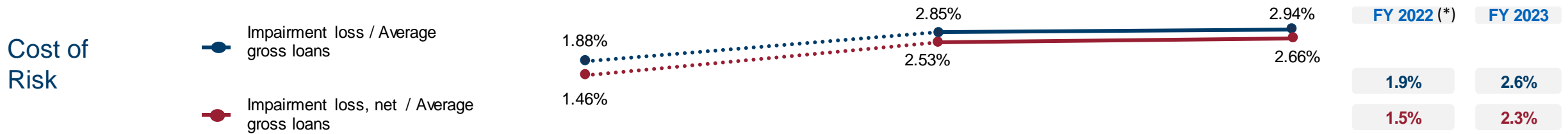
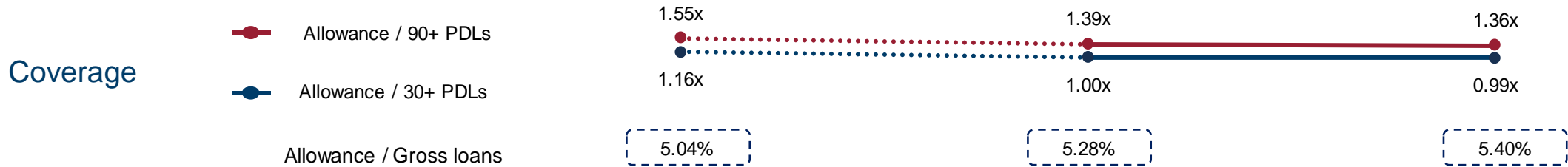
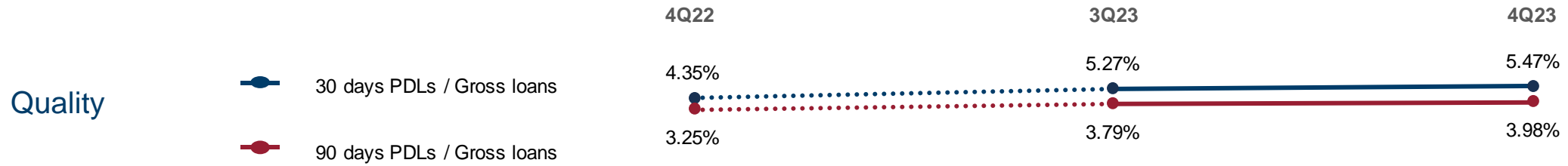


## Gross loans breakdown



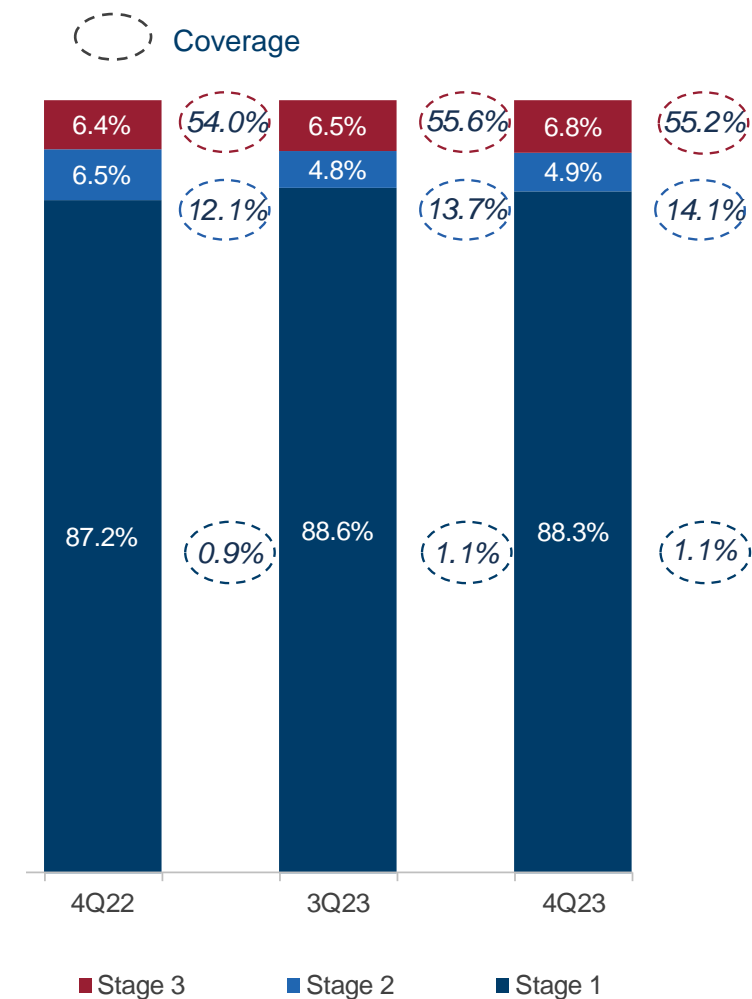
	Y/Y%	Q/Q%
Microcredit	3.7	1.9
Mortgages	3.4	2.0
Consumer	1.0	-1.0
Commercial	2.2	-0.4

# Loan portfolio quality



	30 days past due loans <sup>(1)</sup>			90 days past due loans <sup>(2)</sup>		
	4Q22	3Q23	4Q23	4Q22	3Q23	4Q23
Commercial	4.03%	4.54%	4.77%	3.62%	3.97%	4.21%
Consumer	4.69%	6.15%	6.28%	2.65%	3.51%	3.56%
Mortgages	4.87%	6.46%	6.67%	3.02%	3.57%	3.88%
Microcredit	14.01%	16.20%	17.16%	10.90%	12.88%	13.34%
<b>Total loans</b>	<b>4.35%</b>	<b>5.27%</b>	<b>5.47%</b>	<b>3.25%</b>	<b>3.79%</b>	<b>3.98%</b>

## Loans and coverage by Stages (%)



	30 days past due formation <sup>(1)</sup>					FY22 (*)	FY23
	4Q22	1Q23	2Q23	3Q23	4Q23		
Initial +30 PDLs	7,574	7,923	8,973	9,384	9,819	7,184	7,923
New +30 PDLs	1,157	1,884	1,676	1,306	1,541	3,951	6,408
Charge-offs	(807)	(834)	(1,265)	(871)	(1,205)	(3,212)	(4,176)
<b>Final +30 PDLs</b>	<b>7,923</b>	<b>8,973</b>	<b>9,384</b>	<b>9,819</b>	<b>10,155</b>	<b>7,923</b>	<b>10,155</b>

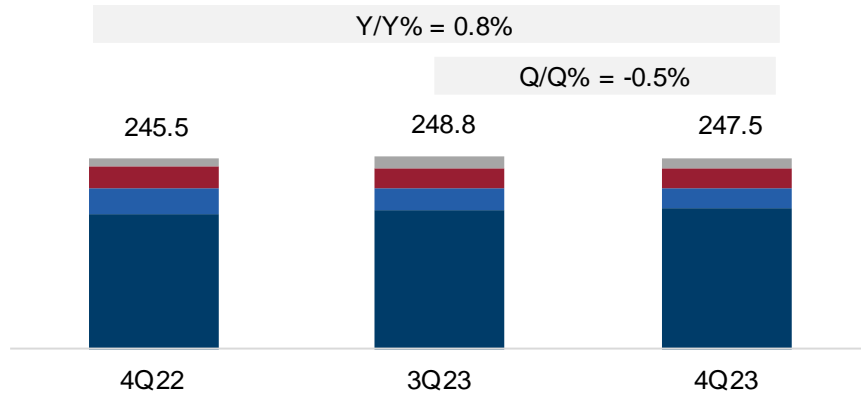
	90 days past due formation <sup>(2)</sup>					FY22 (*)	FY23
	4Q22	1Q23	2Q23	3Q23	4Q23		
Initial +90 PDLs	5,653	5,934	6,360	6,575	7,073	5,606	5,934
New +90 PDLs	1,089	1,261	1,480	1,369	1,529	3,540	5,638
Charge-offs	(807)	(834)	(1,265)	(871)	(1,205)	(3,212)	(4,176)
<b>Final +90 PDLs</b>	<b>5,934</b>	<b>6,360</b>	<b>6,575</b>	<b>7,073</b>	<b>7,396</b>	<b>5,934</b>	<b>7,396</b>

(1) Past Due Loans + 30 / Total Loans including interest accounts receivable

(2) Past Due Loans + 90 / Total Loans including interest accounts receivable. PDLs 90+ defined as loans more than 90 days past due.

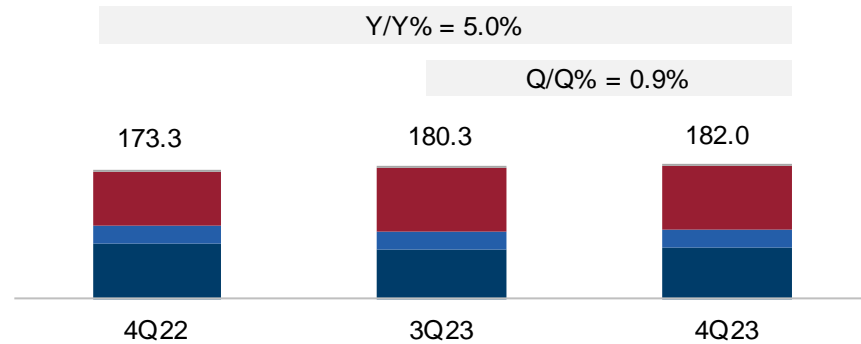
(\*) Pro-forma ratios for FY 2022 are calculated based on the reported consolidated figures excluding BHI's contribution to these numbers.

## Total funding



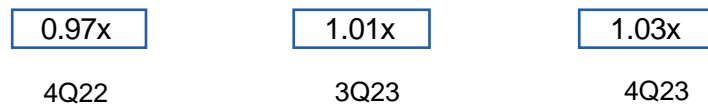
Funding breakdown (%)	4Q22	3Q23	4Q23
Deposits	70.6%	72.5%	73.5%
Banks and others	14.1%	11.5%	10.9%
Bonds issued	11.6%	9.9%	9.5%
Interbank borrowings	3.7%	6.2%	6.1%

## Total deposits



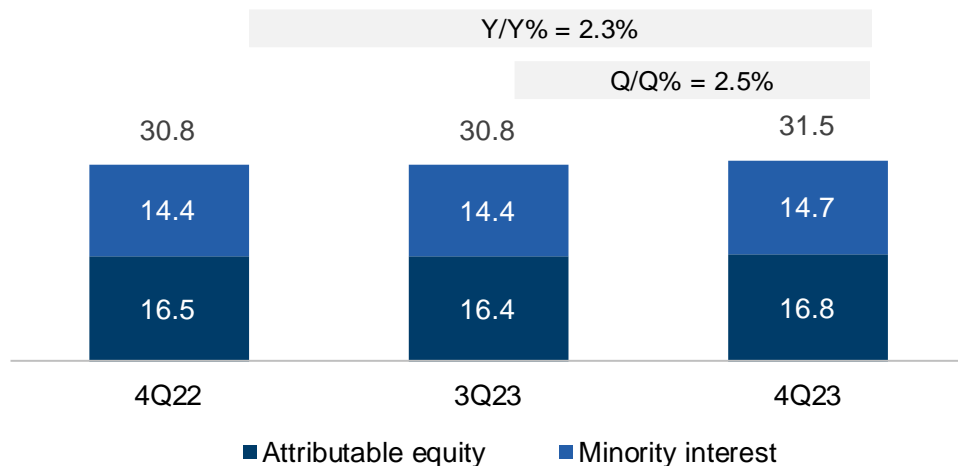
Deposit breakdown (%)	4Q22	3Q23	4Q23
Savings accounts	42.9%	37.9%	39.1%
Checking accounts	15.0%	12.7%	13.1%
Time deposits	41.7%	49.2%	47.6%
Others	0.5%	0.2%	0.2%

## Deposits / Net loans\*(%)

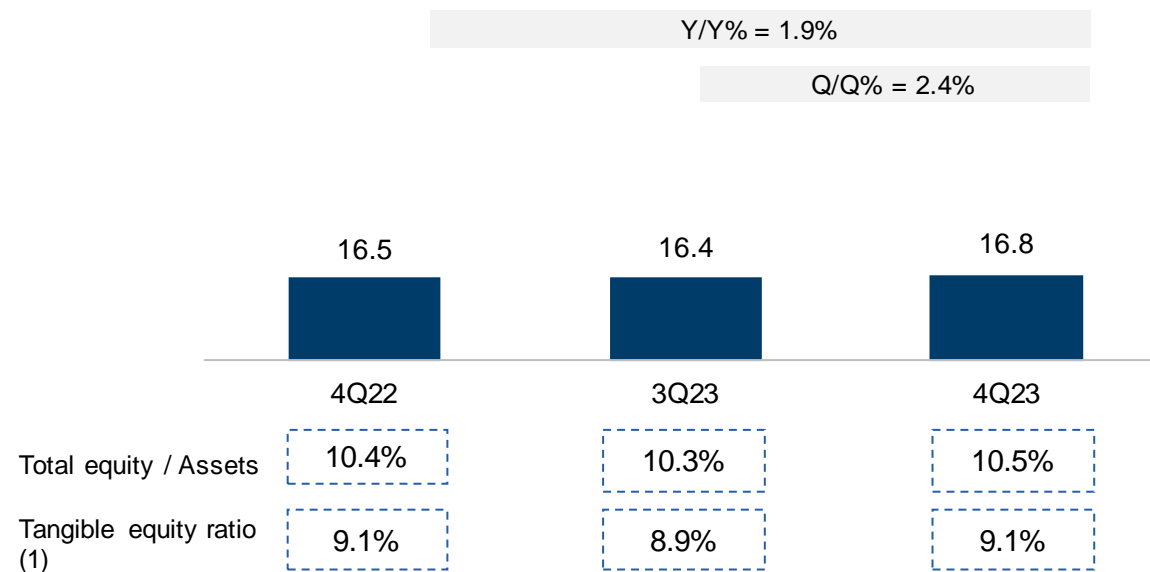


(\*) Net Loans equals gross loans plus interbank and overnight funds net of allowance for impairment of loans and receivables

## Attributable Equity + Minority Interest



## Attributable Shareholders Equity



## Consolidated Capital Adequacy of our Banks (%)



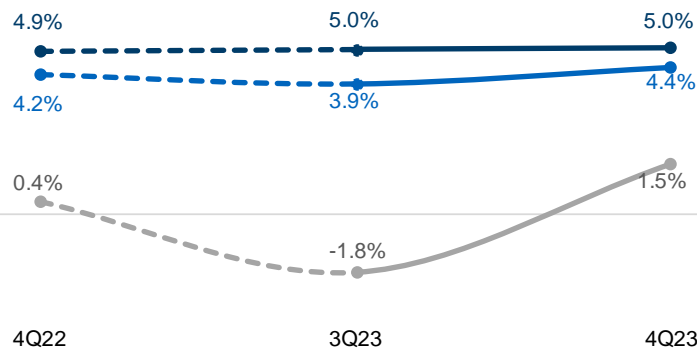
	4Q22	3Q23	4Q23	4Q22	3Q23	4Q23	4Q22	3Q23	4Q23	4Q22	3Q23	4Q23
Core Equity Tier 1	10.1	10.0	12.9	10.2	10.2	10.9	11.5	10.8	20.3	10.9	11.1	11.4
AT1	-	-	-	-	-	-	-	-	-	-	-	-
<b>Primary capital (Tier 1)</b>	<b>10.1</b>	<b>10.0</b>	<b>12.9</b>	<b>10.2</b>	<b>10.2</b>	<b>10.9</b>	<b>11.5</b>	<b>10.8</b>	<b>20.3</b>	<b>10.9</b>	<b>11.1</b>	<b>11.4</b>
<b>Additional capital (Tier 2)</b>	<b>3.0</b>	<b>2.6</b>	<b>2.4</b>	<b>2.0</b>	<b>1.5</b>	<b>1.4</b>	<b>0.8</b>	<b>0.8</b>	<b>0.1</b>	<b>0.2</b>	<b>0.2</b>	<b>0.2</b>
<b>Solvency Ratio</b>	<b>13.1</b>	<b>12.6</b>	<b>15.4</b>	<b>12.2</b>	<b>11.7</b>	<b>12.3</b>	<b>12.3</b>	<b>11.6</b>	<b>20.4</b>	<b>11.1</b>	<b>11.3</b>	<b>11.6</b>

(1) Tangible Equity Ratio is calculated as Total Equity minus Goodwill and other Intangibles divided by Total Assets minus Goodwill and other Intangibles.

(2) Banco AV Villas does not have to comply with consolidated capital adequacy requirements.

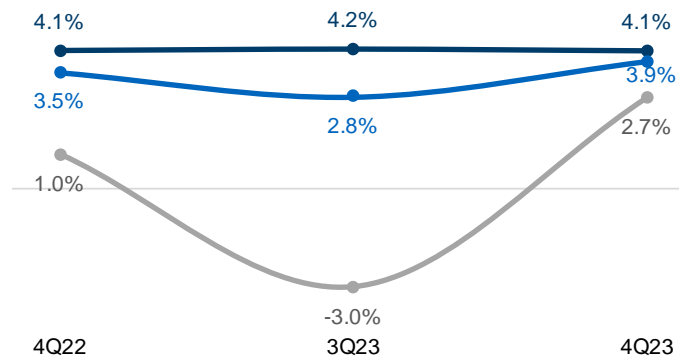
4Q22	3Q23	4Q23	4Q23 / 4Q22	4Q23 / 3Q23
2.0	1.6	2.2	13.8%	39.4%

### Banking segment



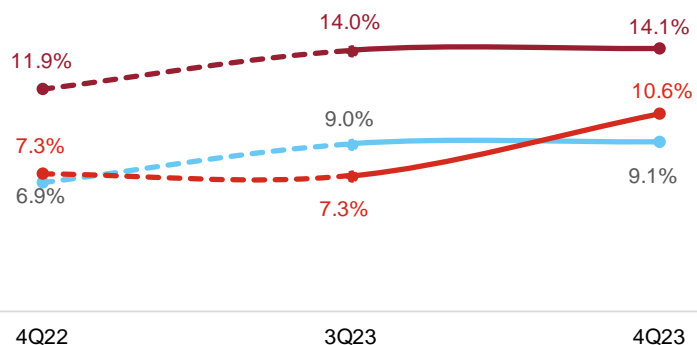
FY 2022	FY 2023
5.3%	4.8%
4.5%	4.2%
0.5%	0.9%

### Grupo Aval

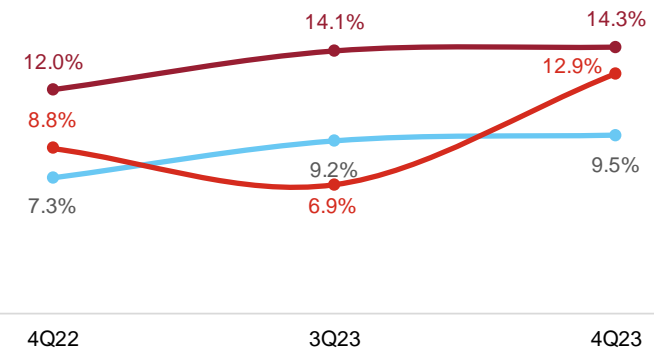


FY 2022 (*)	FY 2023
4.7%	4.0%
3.7%	3.4%
-0.1%	1.2%

Loans interest margin (1)   Net interest margin (2)   Net fixed income margin (3)



FY 2022	FY 2023
10.1%	13.7%
4.9%	9.2%
5.3%	9.7%



FY 2022 (*)	FY 2023
10.2%	13.8%
5.1%	9.2%
5.4%	11.0%

Avg. Yield on loans   Cost of funds   Avg. Yield on fixed income and interbank & overnight funds

(\*) Pro-forma ratios for FY 2022 are based on reported revenues and expenses, associated to each ratio; however, the denominators averages used to calculate these ratios contain pro-forma figures from previous quarters.

(1) Loans Interest Margin: Net Interest Income on Loans to Average loans and financial leases.

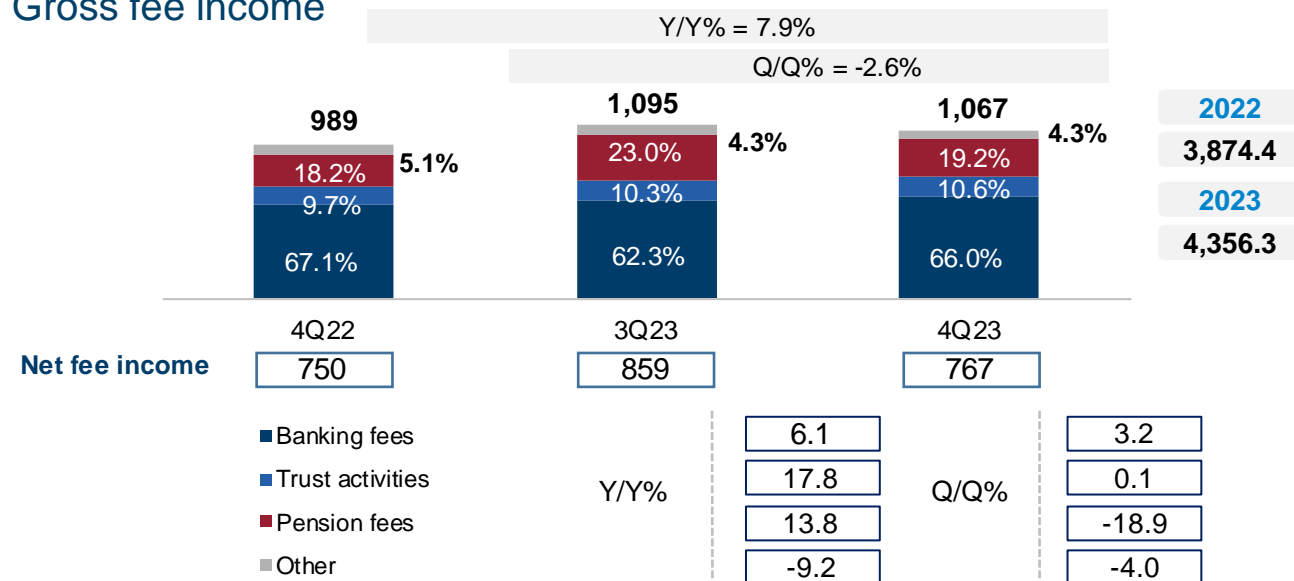
(2) Net Interest Income and Net Interest Margin: Includes net interest income plus net trading income from investment securities held for trading through profit or loss divided by total average interest-earning assets. NIM without income from investment securities held for trading through profit or loss was 2.8% for 4Q23, 3.0% for 3Q23, and 3.3% for 4Q22, for FY 2023 was 2.9% and 3.5% for FY 2022.

(3) Net Investments Margin: 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.

# Fees and other operating income

Figures in Ps. Billions

## Gross fee income



## Non-financial sector (\*)

	4Q22	3Q23	4Q23	FY22	FY23
Energy & gas	109	279	266	1,109	1,052
Infrastructure	860	423	591	3,649	2,412
Hotels	18	23	26	72	86
Agribusiness	36	2	7	95	17
Other (**)	-105	-89	-94	-381	-348
<b>Total</b>	<b>918</b>	<b>638</b>	<b>797</b>	<b>4,545</b>	<b>3,218</b>

(\*) Net income from sales of goods and services

(\*\*) Reflects net NFS from Nexa BPO, Megalinea and Aportes en Línea call-centers and other subsidiaries

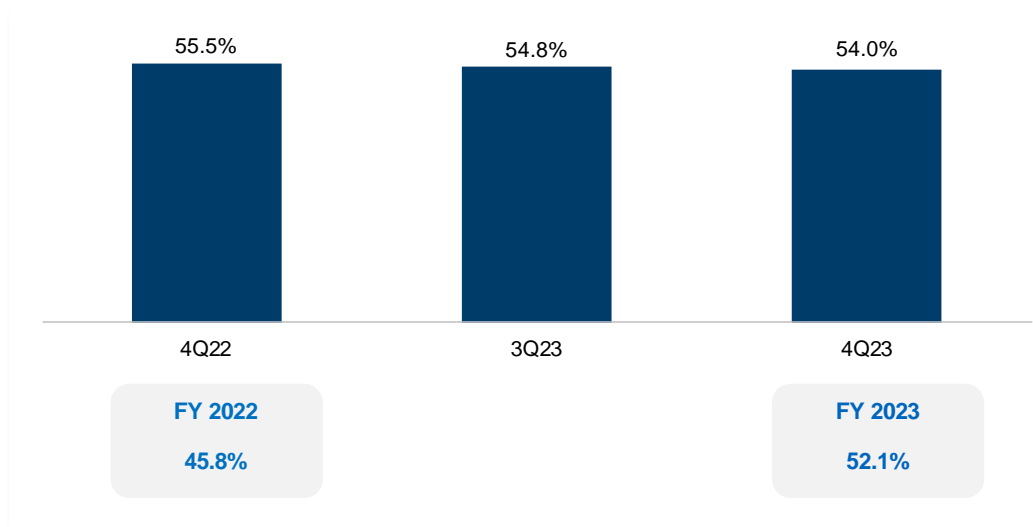
## Other operating income

	4Q22	3Q23	4Q23	FY22	FY23
Total derivatives income	407	-227	-506	1,530	-2,581
Foreign exchange gains (losses), net	-540	318	251	-1,826	2,254
<b>Derivatives and foreign exchange gains (losses), net (1)</b>	<b>-133</b>	<b>90</b>	<b>-255</b>	<b>-296</b>	<b>-327</b>
Gains on valuation of assets	29	14	90	50	75
Net income from other financial instruments mandatory at FVTPL	68	77	77	279	324
Net gain on sale of investments and OCI realization	-112	4	44	-135	109
Gain on the sale of non-current assets held for sale	2	15	12	10	49
Income from non-consolidated investments (2)	91	95	86	493	498
Other income from operations	203	254	175	558	767
<b>Total other income from operations</b>	<b>148</b>	<b>550</b>	<b>229</b>	<b>960</b>	<b>1,494</b>

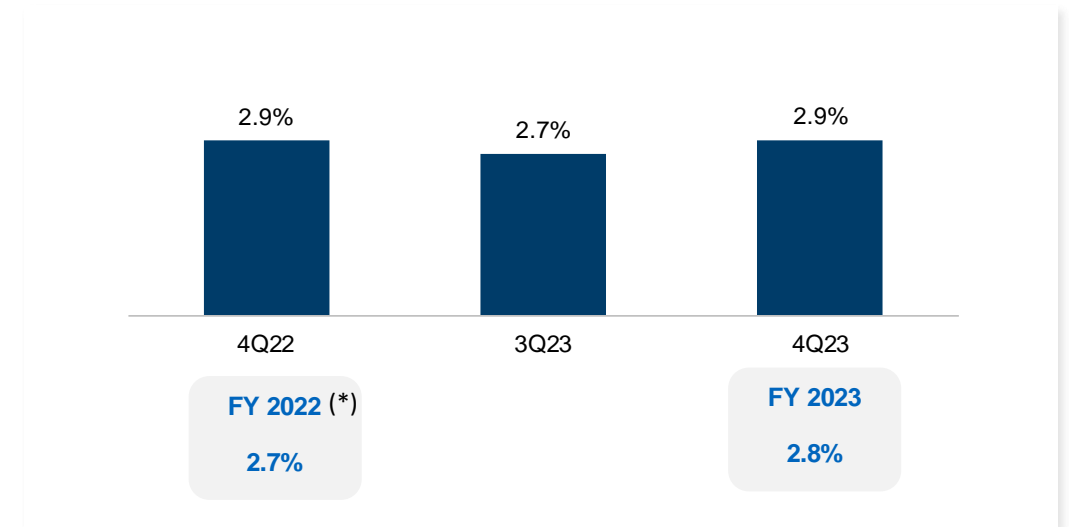
(1) Includes income from trading and hedging derivatives reflected as part of the net trading income on the Statement of Profit or Loss.

(2) Includes share of profit of equity accounted investees, net of tax, and dividend income.

### Cost to income<sup>(1)</sup>



### Cost to assets<sup>(2)</sup>



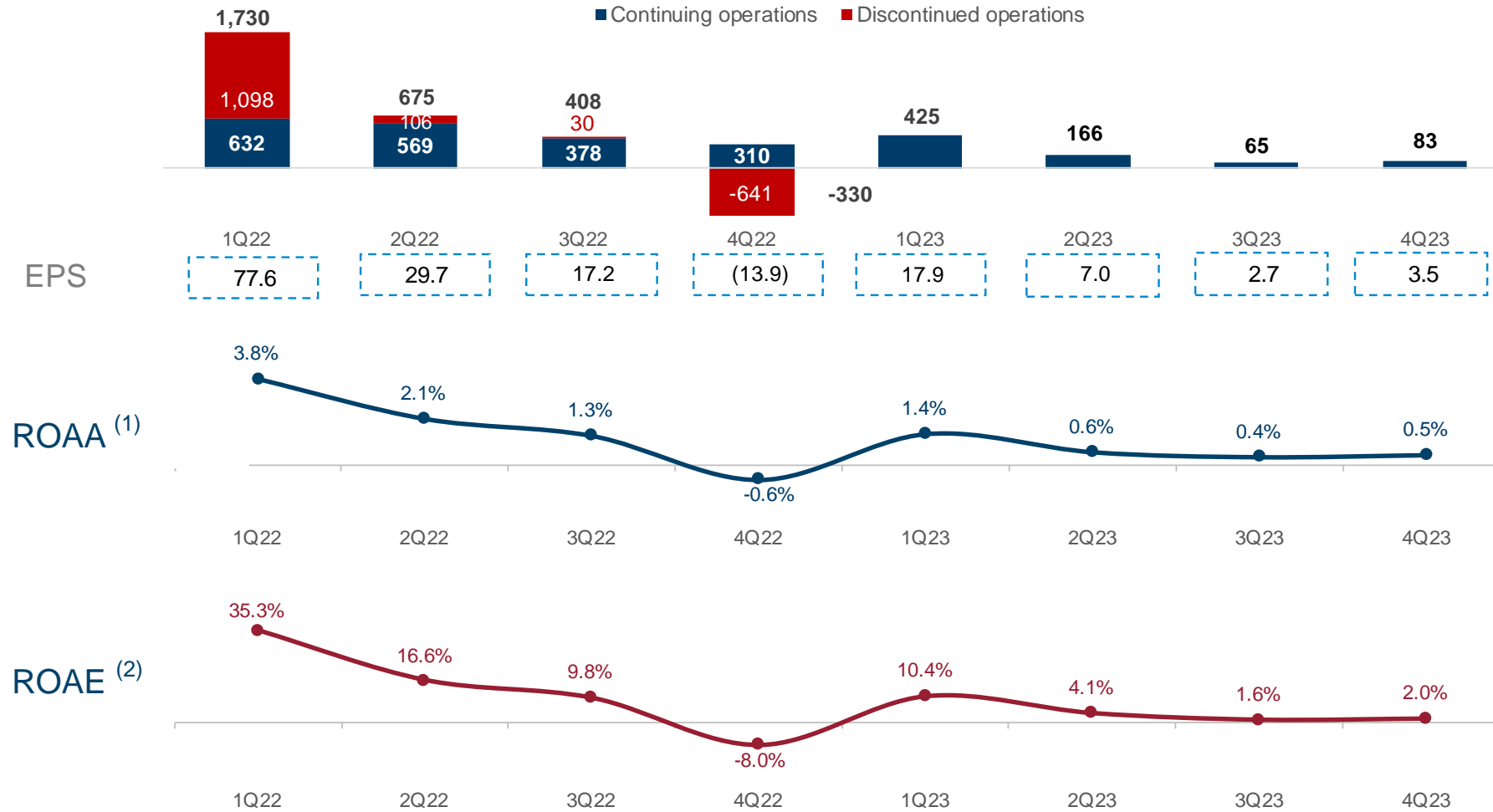
(1) Cost to income efficiency ratio is calculated as total other expenses divided by net interest income plus net income from commissions and fees, net income from sales of goods and services, net trading income, net income from other financial instruments mandatory at FVTPL and total other income.

(2) Cost to assets efficiency ratio is calculated as annualized total other expenses divided by average total assets.

(\*) Pro-forma ratios for FY 22 are based on reported revenues and expenses, associated to each ratio; however, the denominators averages used to calculate these ratios contain pro-forma figures from previous quarters.



## Net income attributable to controlling interest



FY 2022	FY 2023
2,482.9	739.0
1,888.9	739.0
594.0	0.0
\$107.3	\$31.1

FY 2022	FY 2023
1.6%	0.7%

FY 2022	FY 2023
14.0%	4.5%

(1) ROAA for each quarter is calculated as annualized Net Income divided by average of total assets.  
 (2) ROAE for each quarter is calculated as annualized Net Income attributable to Aval's shareholders divided by average attributable shareholders' equity

Grupo

