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# Investor Presentation

## LarrainVial

### 12th Annual Andean Conference

March 2018



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This presentation may contain certain forward-looking statements and information relating to Grupo Aval that reflects the current views and/or expectations of Grupo Aval and its management with respect to its performance, business and future events. Forward looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect” or any other words or phrases of similar meaning. Such statements are subject to a number of risks, uncertainties and assumptions. Estimates and forward-looking statements are mainly based on our current expectations and estimates on projections of future events and trends, which affect or may affect our businesses and results of operations. Factors that may cause actual results to differ materially from those expressed in the forward-looking statements in this presentation include, among others: changes in Colombian, Central American, regional and international business and economic, political or other conditions; developments affecting Colombian and international capital and financial markets; government regulation and tax matters and developments affecting our company and industry; increases in defaults by our customers; increases in goodwill impairment losses; decreases in deposits, customer loss or revenue loss; increases in provisions for contingent liabilities; our ability to sustain or improve our financial performance; increases in inflation rates; changes in interest rates which may, among other effects, adversely affect margins and the valuation of our treasury portfolio; decreases in the spread between investment yields and implied interest rates in annuities; movements in exchange rates; competition in the banking and financial services, credit card services, insurance, asset management, pension fund administration and related industries; adequacy of risk management procedures and credit, market and other risks of lending and investment activities; decreases in our level of capitalization; changes in market values of Colombian and Central American securities, particularly Colombian government securities; adverse legal or regulatory disputes or proceedings; internal security issues affecting countries where we will operate and natural disasters; loss of key members of our senior management; and other factors that may affect our financial condition, liquidity and results of operations.

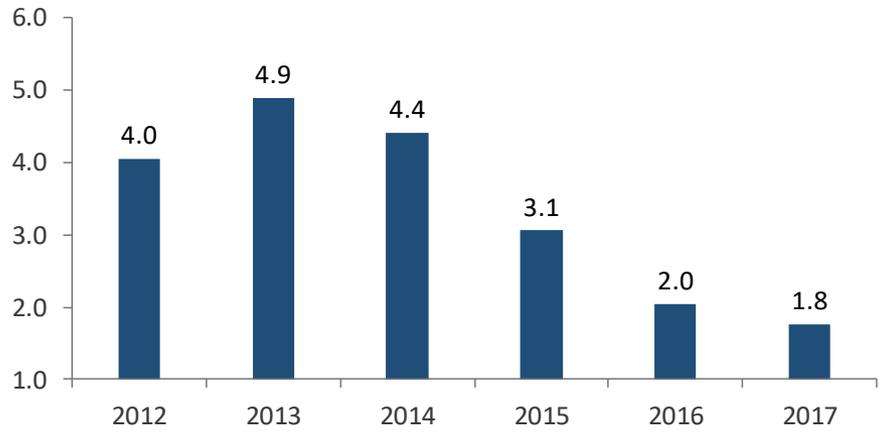
Any forward-looking statement contained in this presentation reflects the current views of Grupo Aval with respect to future events, and it assumes no obligation to publicly update or revise these forward-looking statements for any reason, or to update the reasons why actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future, except as otherwise required by applicable law. The market and competitive position data, including market forecasts and statistical data, used throughout this presentation was obtained from internal surveys, market research, independent consultant reports, publicly available information, governmental agencies and industry publications. Although we have no reason to believe that any of this information or these reports are inaccurate in any material respect, we have not independently verified such data. Grupo Aval and its shareholders do not make any representation as to the accuracy of such information.

Balance sheet and statement of income data included in this presentation for the year ended December 31, 2013 and previous years, reflects unconsolidated or consolidated information under Colombian Banking GAAP or U.S. GAAP, as applicable. Consolidated Financial information of Grupo Aval for the years 2017, 2016, 2015 and 2014 has been prepared under IFRS as issued by IASB. Unconsolidated information of our subsidiaries, combined information of Grupo Aval and comparative disclosures of our financial and operating performance for the years 2017, 2016, 2015 and 2014 against that of our competitors in Colombia has been prepared under IFRS as applicable under Colombian regulations reported to the Superintendency of Finance. Comparative disclosures of our financial and operating performance against that of our competitors in Central America are based on public information available in each of the countries’ financial superintendency.

Because of our recent migration to IFRS and recent implementation of IFRS accounting principles, the unaudited consolidated financial information for the 2017, 2016, and the comparative information for the relevant consolidated periods of 2015 presented herein, may be subject to further amendments. Our banking subsidiaries report unconsolidated financial data to the Superintendency of Finance; however, Grupo Aval, as a holding company, is not required to report such unconsolidated data. Unless otherwise indicated or the context otherwise requires, market share and other data comparing our performance and that of our competitors reflects the unconsolidated results of our banking subsidiaries, Sociedad Administradora de Fondos de Pensiones y Cesantías Porvenir S.A. (“Porvenir”) and Corporación Financiera Colombiana S.A. (“Corficolombiana”). Aggregate or Combined data throughout this document pertaining to Grupo Aval reflects the summation of unconsolidated results of our banking subsidiaries. Grupo Aval has been granted the IR Recognition by the Colombian Securities Exchange (Bolsa de Valores de Colombia S.A). This is not a certification of the registered securities or the solvency of the issuer. Also, does not imply an opinion on the quality and accuracy of the content, it only denotes a verification of the existence of the information on the website of the issuer. When applicable, in this report we refer to billions as thousands of millions. Unless otherwise indicated, certain Colombian peso amounts are translated into U.S. dollars at the representative market rates as computed and certified by the Superintendency of Finance of Ps 2,984.00 as of December 31, 2017.

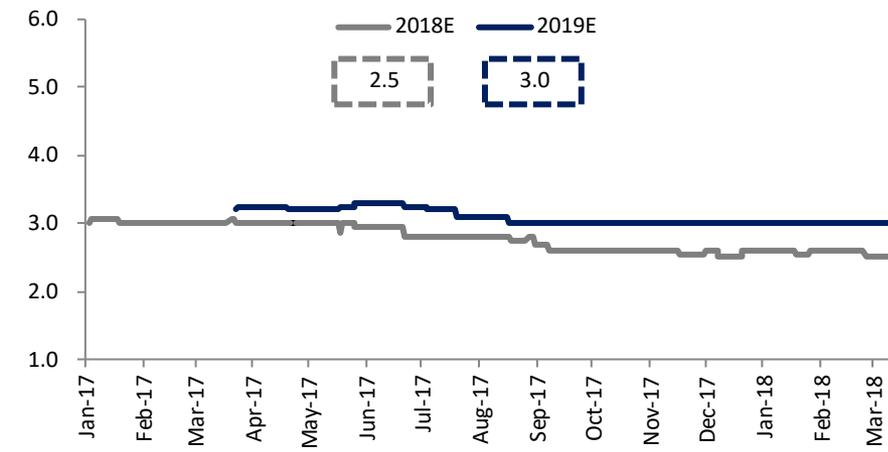
# The Colombian economy's fundamentals are trending in the right direction (1/2)

## GDP Growth (%)



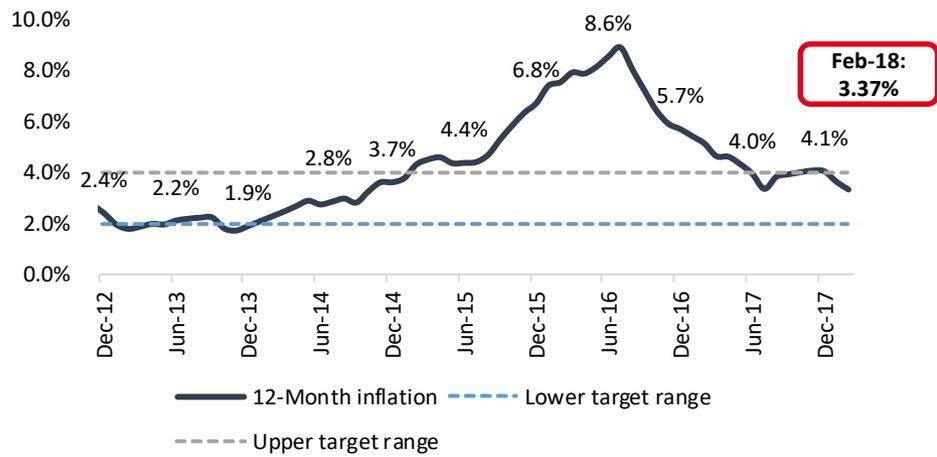
Source: DANE

## GDP Growth Expectations (%)



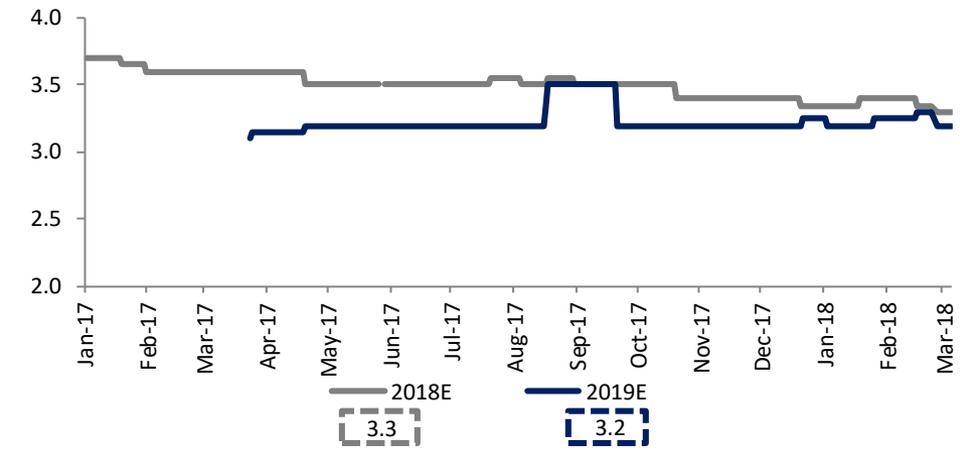
Source: Bloomberg Consensus

## Inflation



Source: Banco de la República de Colombia, and DANE.

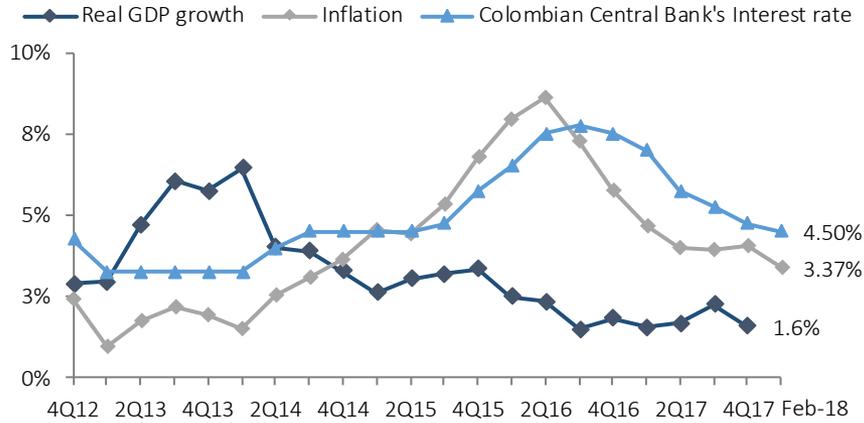
## Inflation Expectations (%)



Source: Bloomberg Consensus

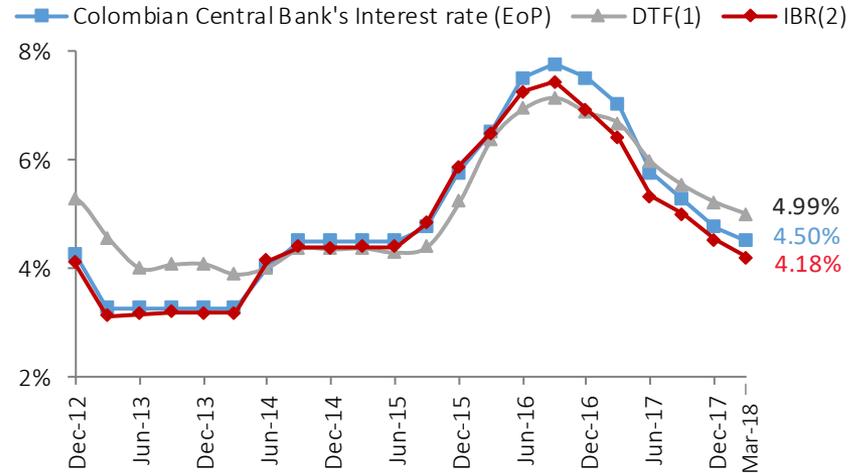
# The Colombian economy's fundamentals are trending in the right direction (1/2)

## Central Bank's Monetary Policy



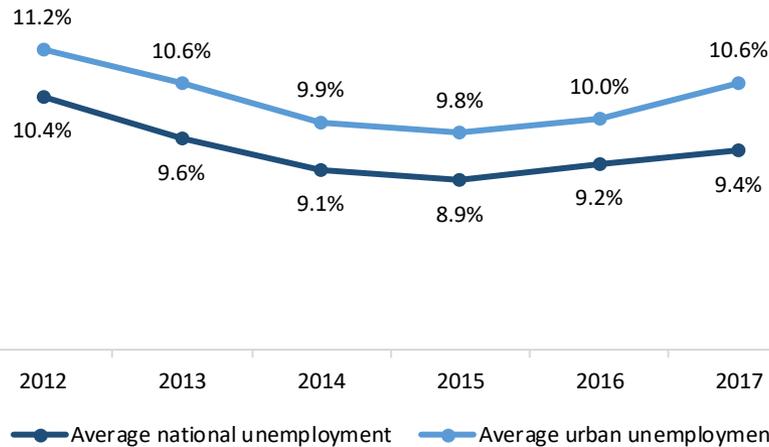
FY	2012:	2013:	2014:	2015:	2016:	2017:
GDP	4.0%	4.9%	4.4%	3.1%	2.0%	1.8%

Source: Banco de la República de Colombia and DANE.



Source: Banco de la República de Colombia. (1) End of period DTF rate (2) End of period 3-month interbank (IBR) rate

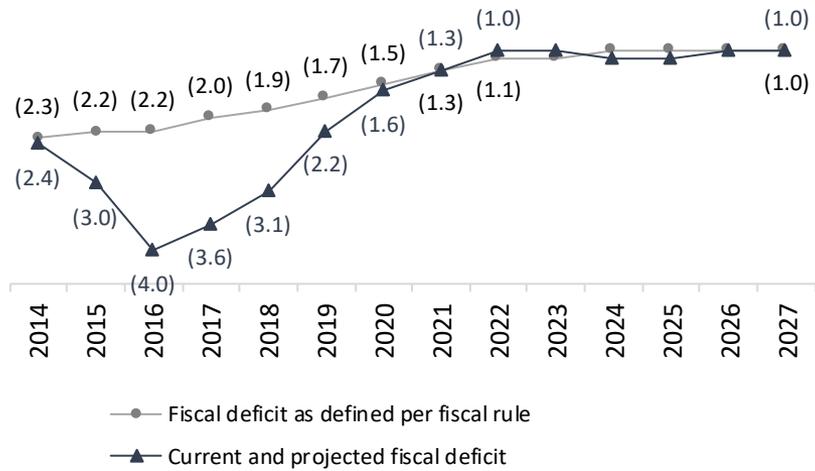
## Unemployment (%)



Source: Banco de la República de Colombia

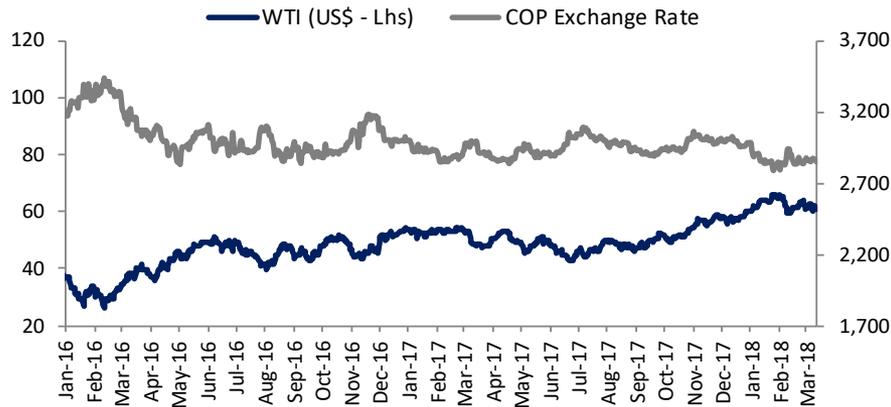
# The Colombian economy's fundamentals are trending in the right direction (2/2)

## Colombian Government Fiscal Deficit (% of GDP)



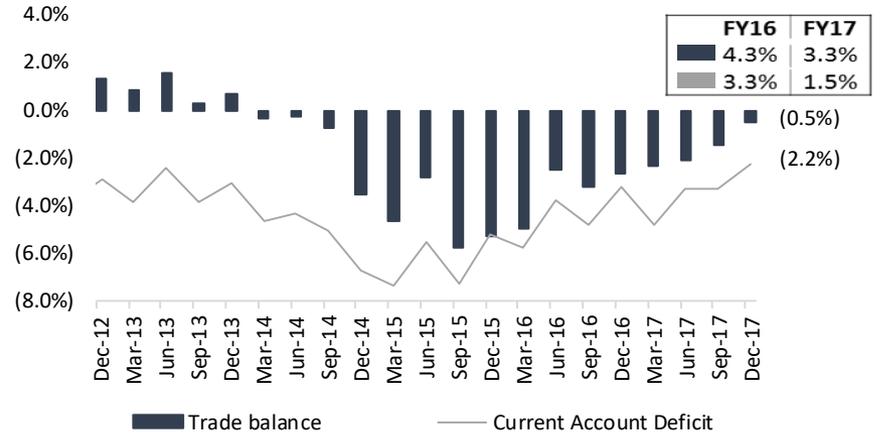
Source: Ministry of Finance. Projections according to 2017 mid-term fiscal framework.

## Colombian Peso vs WTI US\$/barrel



Source: Bloomberg and DANE

## Current Account (% GDP, quarterly not seasonally adjusted)



Oil Exports/Total Exports

2012: 51.4%	2013: 54.4%	2014: 52.2%	2015: 39.6%	2016: 33.9%	2017: 34.5%
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## Colombian Peso Exchange Rate

	4Q16	3Q17	4Q17	4Q17 vs. 4Q16	4Q17 vs. 3Q17
End of Period	3,000.7	2,936.7	2,984.0	(0.6%)	1.6%
Quarter Average	3,016.1	2,974.6	2,985.9	(1.0%)	0.4%

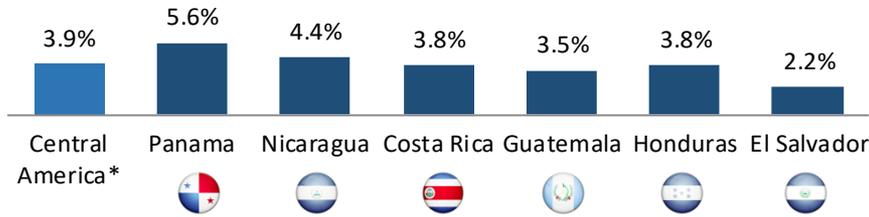
  

	2016	2017	2017 vs. 2016
Full Year Average	3,053.4	2,951.2	(3.3%)

Source: Banco de la República de Colombia.

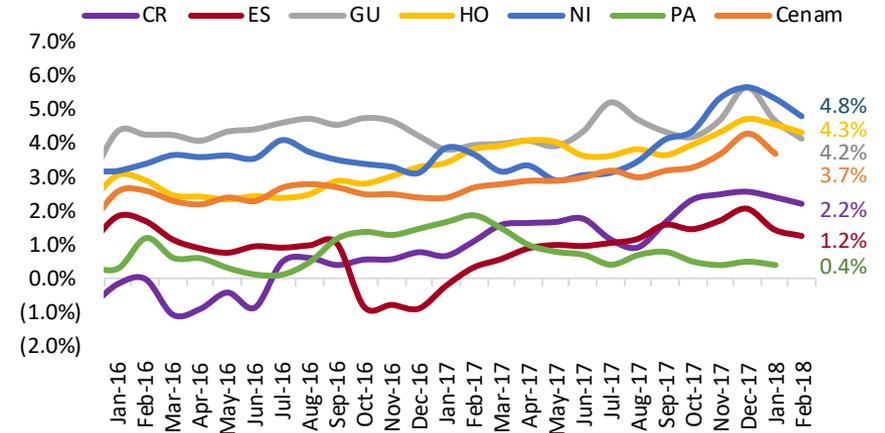
# Central American countries continue to have a robust growth outlook, set to benefit from positive momentum in the US economy

## Promising Growth Outlook – Real GDP CAGR '16–'19E



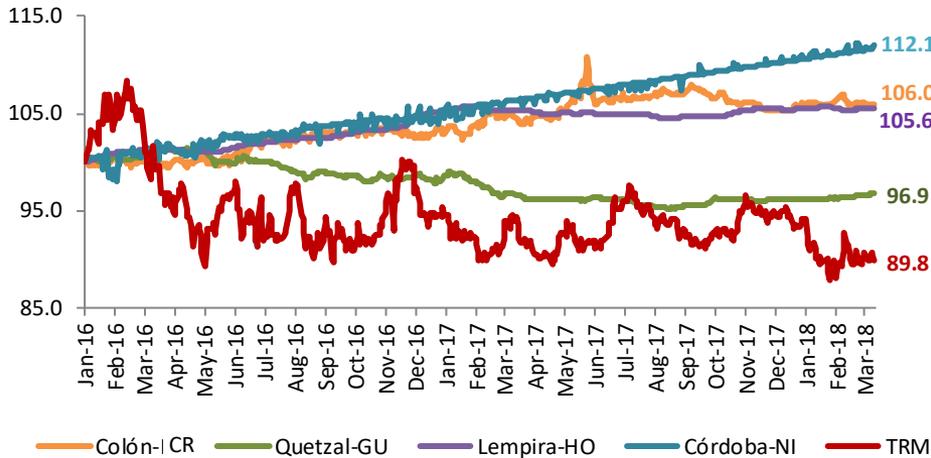
Source: IMF WEO Oct-17; (\*) Aggregate growth of all the Central American countries

## Inflation per Country



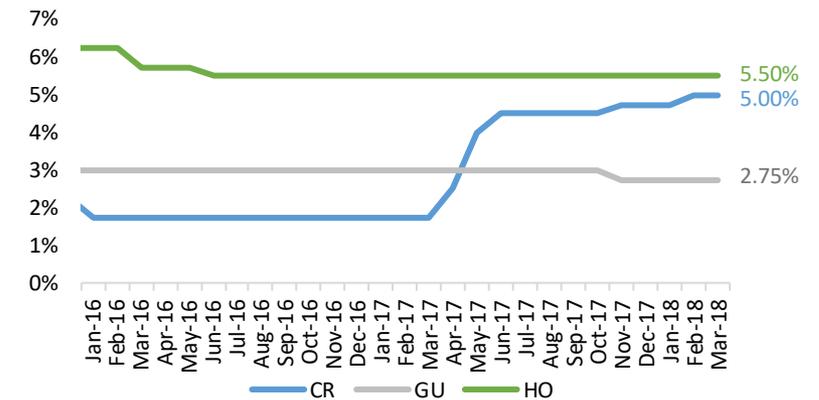
Source: SECMCA. Inflation of Cenam as of December, 2017. CR: Costa Rica, ES: el Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá

## Regional Exchange Rates



Source: Bloomberg CR: Costa Rica, ES: el Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá

## Central Banks' Interest Rates



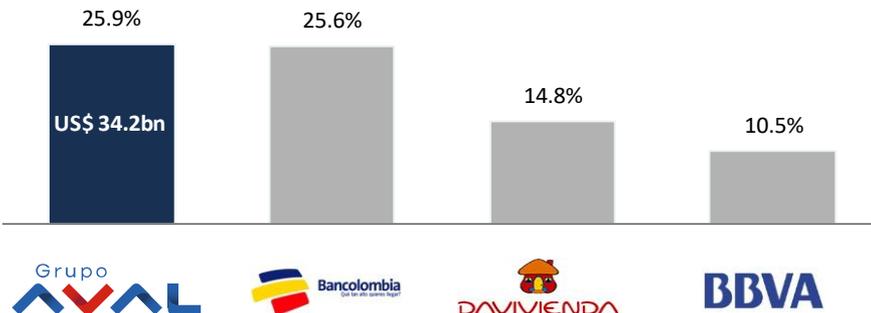
Source: SECMCA

# Grupo Aval continues to be the leader in the Colombian market

## Combined Unconsolidated Market Shares of our Colombian Banks as of December 31, 2017

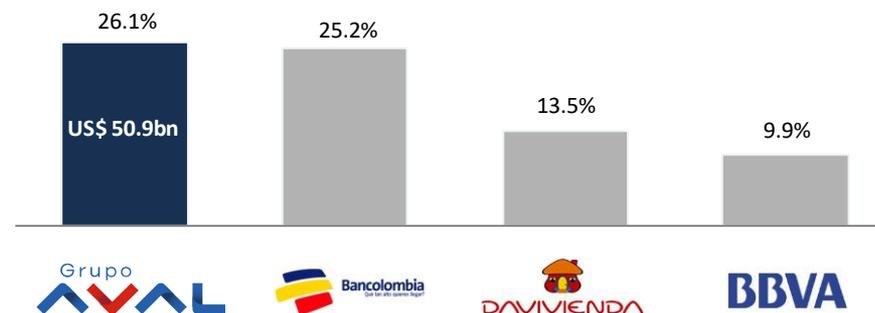
### Net Loans <sup>(1)</sup>

System: US\$ 132.2bn



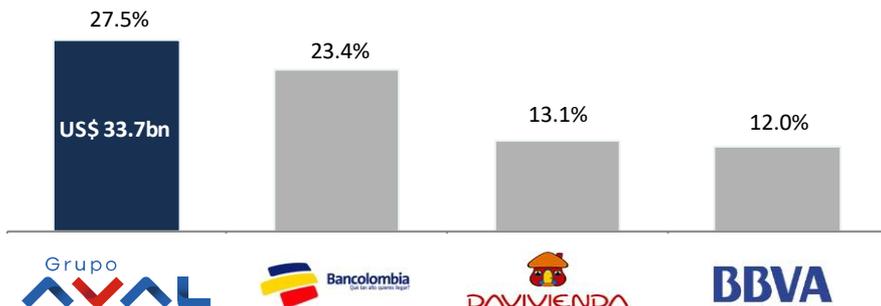
### Total Assets

System: US\$ 194.7bn



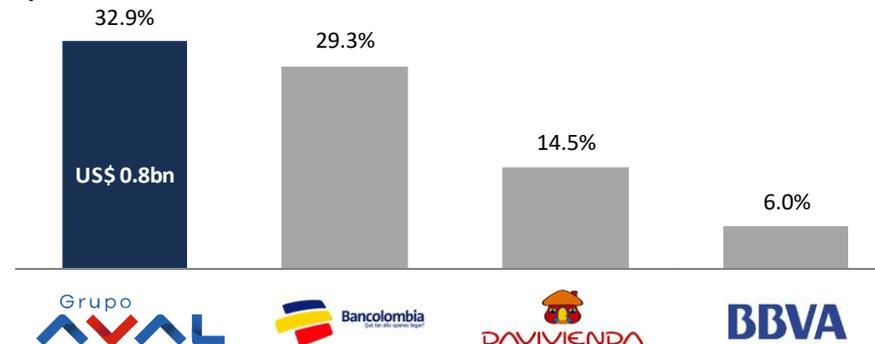
### Deposits <sup>(1)</sup>

System: US\$ 122.4bn



### Net Income

System: US\$ 2.6bn

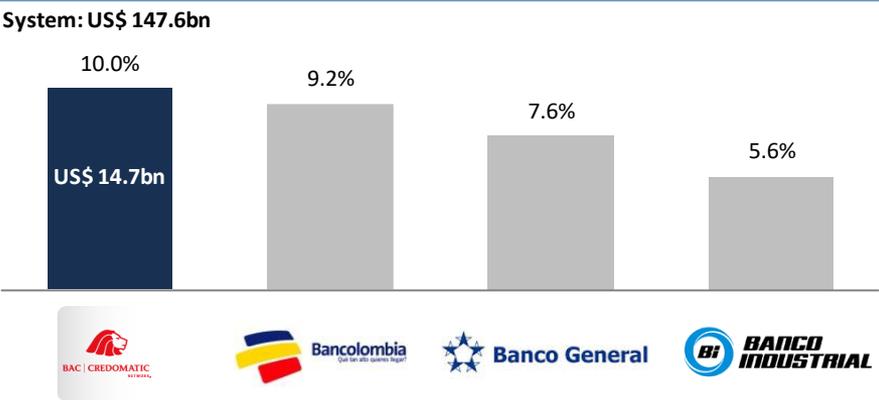


Source: Unconsolidated information under IFRS filed with the Colombian Superintendency of Finance and published monthly; as of December 31, 2017. System: Sum of banks. Grupo Aval is the sum of Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas. Figures were converted with the representative market rates as computed and certified by the Superintendency of Finance of Ps 2,984.00 as of December 31, 2017. <sup>(1)</sup> Figures refer to net loans and leases excluding interbank & overnight funds for comparative purposes; Deposits are calculated as checking accounts, savings accounts and time deposits.

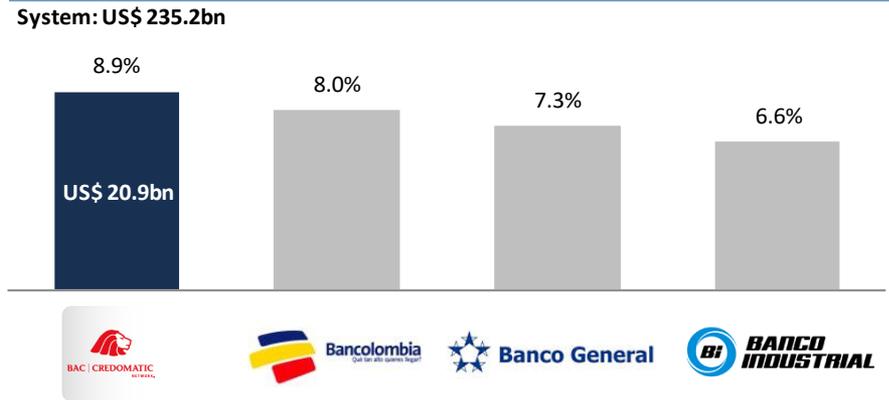
# Through BAC Credomatic, Grupo Aval is the largest and one of the most profitable regional players in Central America

## Central America Market Share as of September 30, 2017

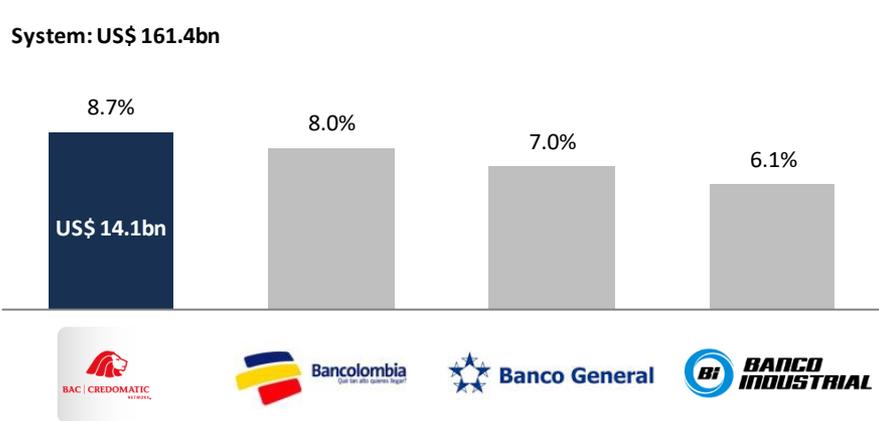
### Net Loans



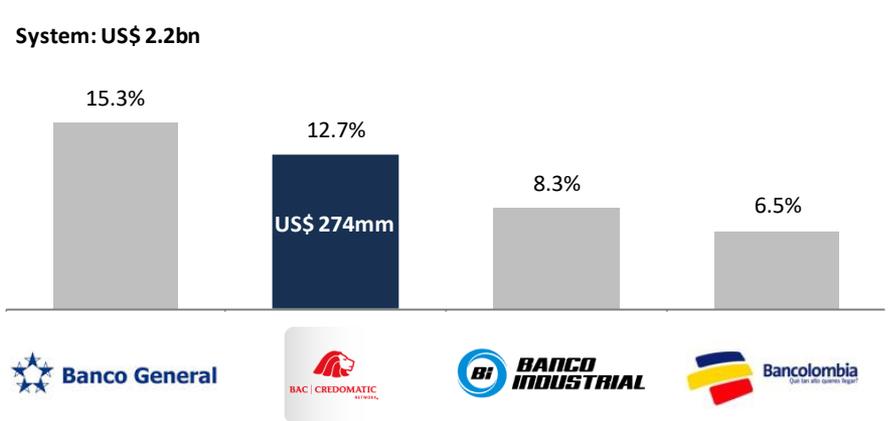
### Total Assets



### Deposits



### Net Income for 9 months ended September 30, 2017

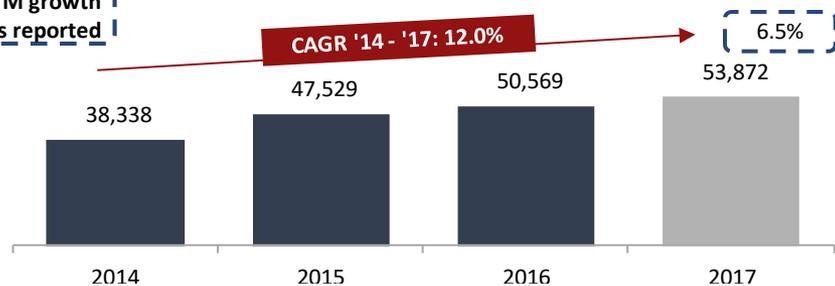


Source: Company filings. Calculated based on publicly disclosed data aggregated from the local superintendencies of Costa Rica, Honduras, El Salvador, Guatemala, Nicaragua and Panama. BAC Credomatic's net income reflects BAC Credomatic International's results, since it acts as the regional holding company in Panama. Market share is determined based on the sum of each bank's consolidated operations in the aforementioned countries. Bancolombia includes Banistmo (Panama), Bancolombia (Panama), Grupo Agromercantil (Guatemala) and Banco Agrícola (Salvador).

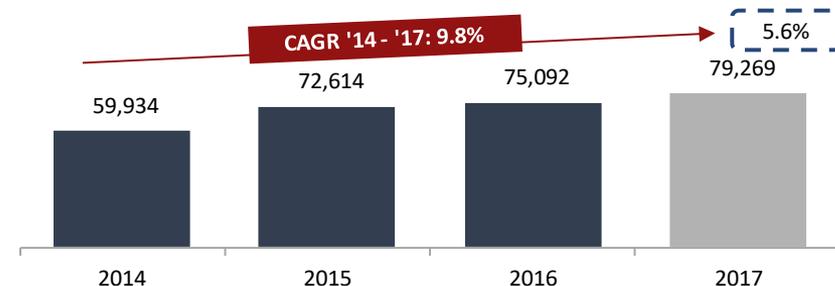
# Grupo Aval's track record of consolidated results (1/2)

## Net Loans and Leases (US\$ mm)

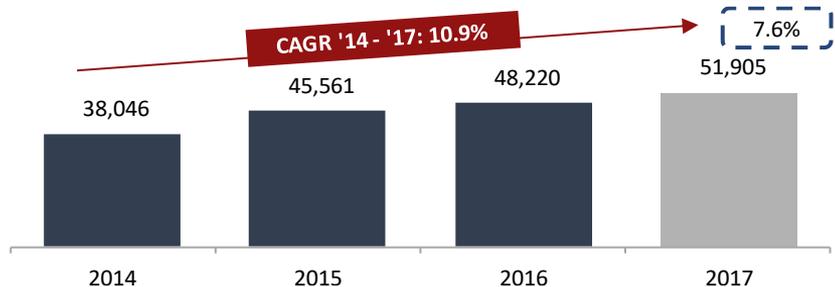
LTM growth  
as reported



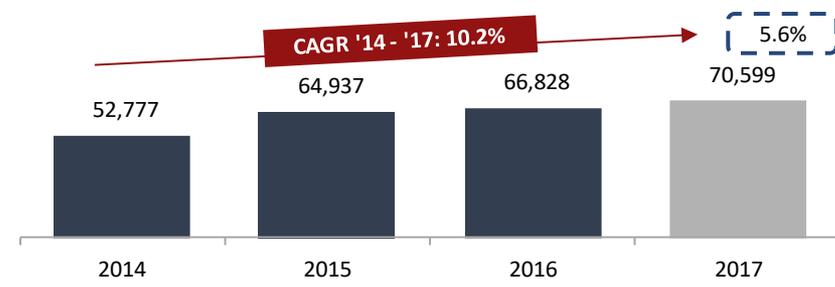
## Assets (US\$ mm)



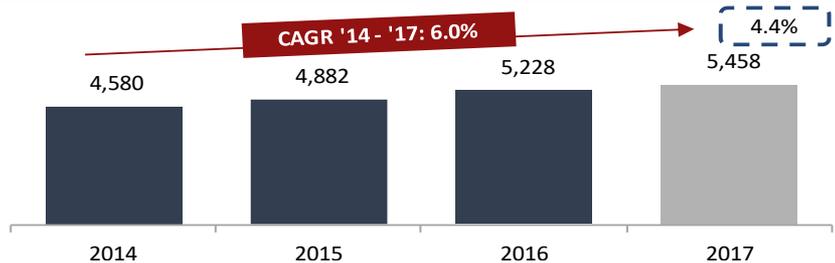
## Deposits (US\$ mm)



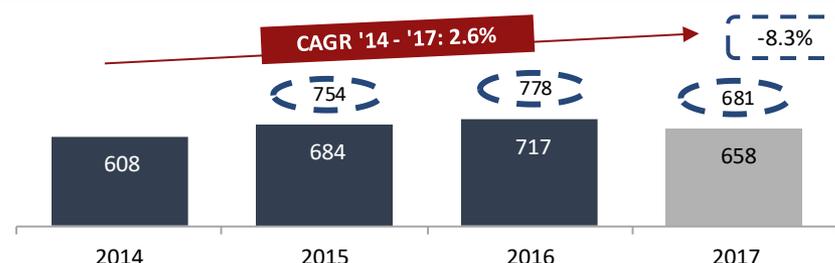
## Liabilities (US\$ mm)



## Attributable Equity (US\$ mm)



## Net Income (US\$ mm)

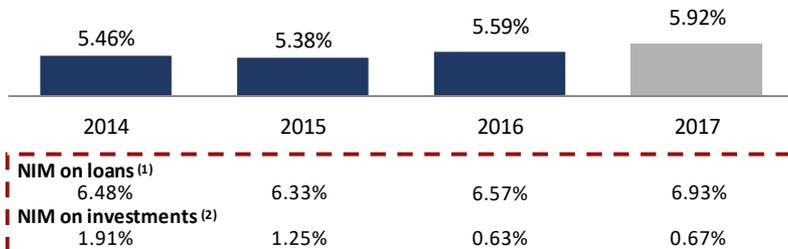


Source: Company filings. Consolidated results of Grupo Aval. All figures were converted with the representative market rate as computed and certified by the Superintendency of Finance of Ps 2,984.00 as of December 31, 2017, to maintain comparability. <sup>(1)</sup> Net income includes US\$69.9 billion, US\$60.8 billion and US\$23.2 billion of attributable wealth tax paid during 1Q15, 1Q16 and 1Q17 respectively.

Figures adjusting for one-time payment of attributable wealth tax of US\$69.9 billion, US\$60.8 billion and US\$23.2 billion for 2015, 2016 and 2017 respectively.

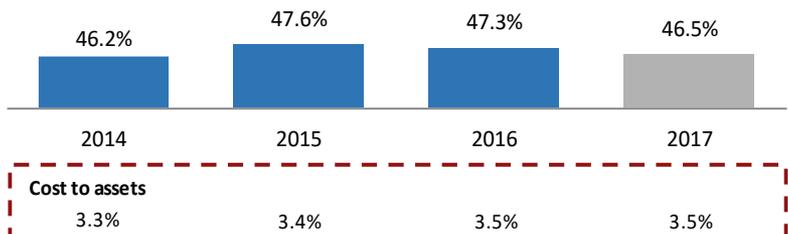
# Grupo Aval's track record of consolidated results (2/2)

## Net Interest Margin



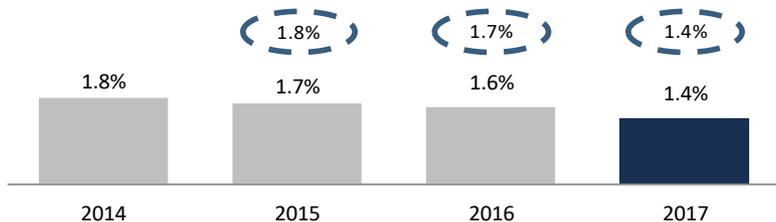
NIM calculated as Net interest income divided by total average interest-earning assets (for 2014, 2015 and 2016 according to 20-F and for 2017 total interest-earning assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five)

## Efficiency and Cost to Assets



Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (for 2014, 2015 and 2016 according to 20-F and for 2017 total assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five) for cost to assets. Both calculation exclude the full wealth tax from operating expenses

## ROAA

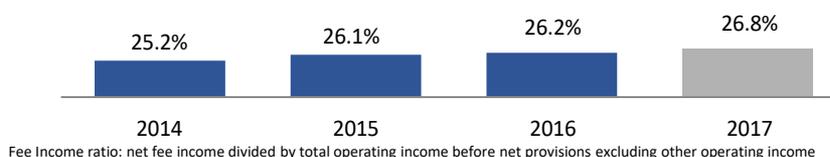


Calculated as income before non-controlling interest divided by average (for 2014, 2015 and 2016 according to 20-F and for 2017 total interest-earning assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five).

Source: Company filings. <sup>(1)</sup> Net Interest Income on Loans to Average loans and financial leases; <sup>(2)</sup> 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; <sup>(3)</sup> PDLs +90 days include interest accounts receivable.

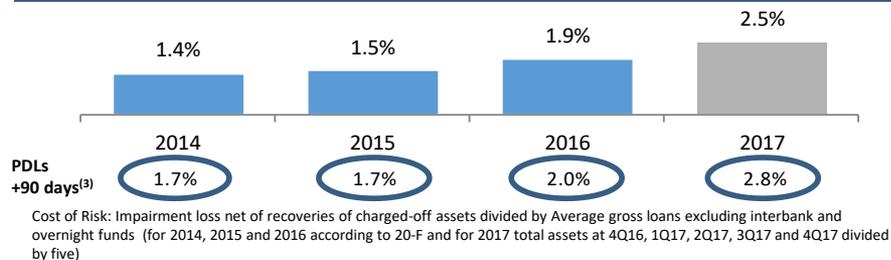
Figures adjusting for one-time payment of attributable wealth tax of US\$69.9 billion, US\$60.8 billion and US\$23.2 billion (for net income and ROAE) and total wealth tax of US\$101.6 billion, US\$89.7 billion and US\$34.1 billion (for ROAA) for 2015, 2016 and 2017 respectively.

## Fee Income Ratio



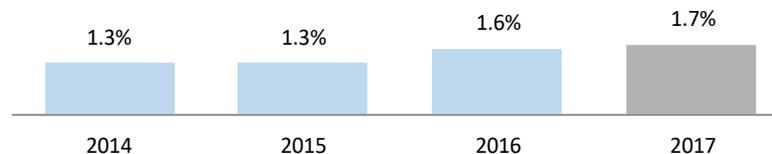
Fee Income ratio: net fee income divided by total operating income before net provisions excluding other operating income

## Cost of Risk

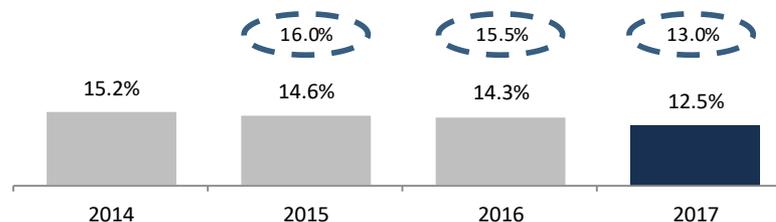


Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds (for 2014, 2015 and 2016 according to 20-F and for 2017 total assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five)

## Charge-offs / Average Gross Loans



## ROAE



Calculated as net income divided by average equity attributable to owners of the parent company (for 2014, 2015 and 2016 according to 20-F and for 2017 equity attributable to owners of the parent company at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five).

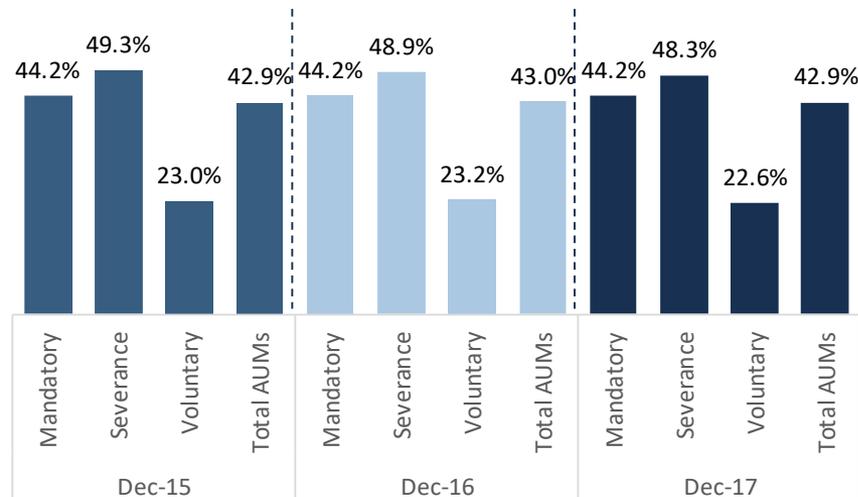
# Porvenir is the leading private pension and severance fund manager in Colombia

## Assets Under Management and profitability (US\$ Bn)

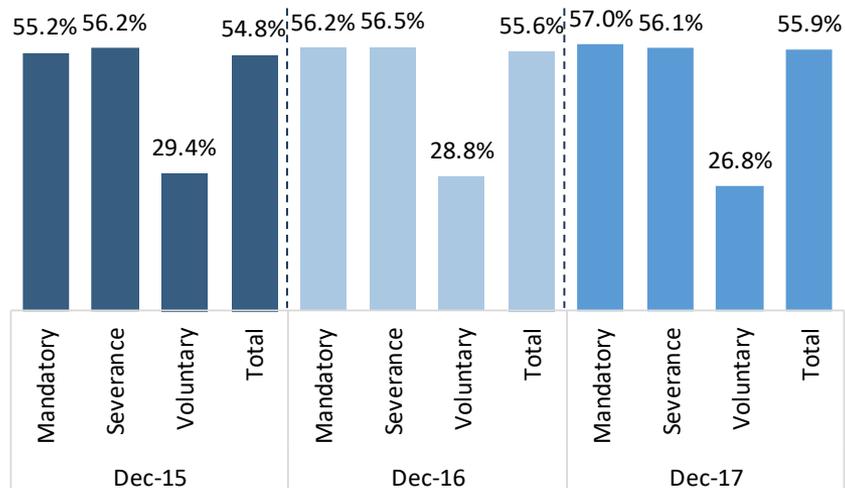
	Dec-15	Dec-16	Dec-17
Mandatory	24.7	28.3	33.6
Severance	1.4	1.5	1.7
Voluntary	1.0	1.1	1.3
<b>Total AUMs (US\$ Bn)</b>	<b>27.1</b>	<b>30.9</b>	<b>36.6</b>
Net Income (US\$ mm)	93	119	141
<b>ROAE</b>	<b>22.3%</b>	<b>25.3%</b>	<b>25.5%</b>

Calculated as net income divided by average equity (13 months average for years of equity)

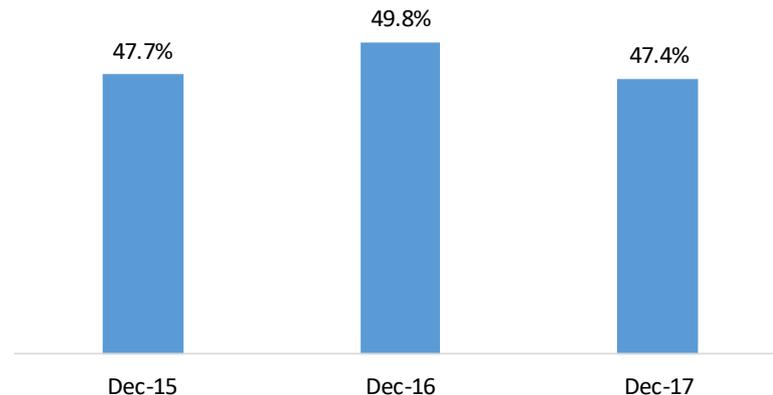
## Assets Under Management (Market Share)



## Affiliates to Pension Funds (Market Share)



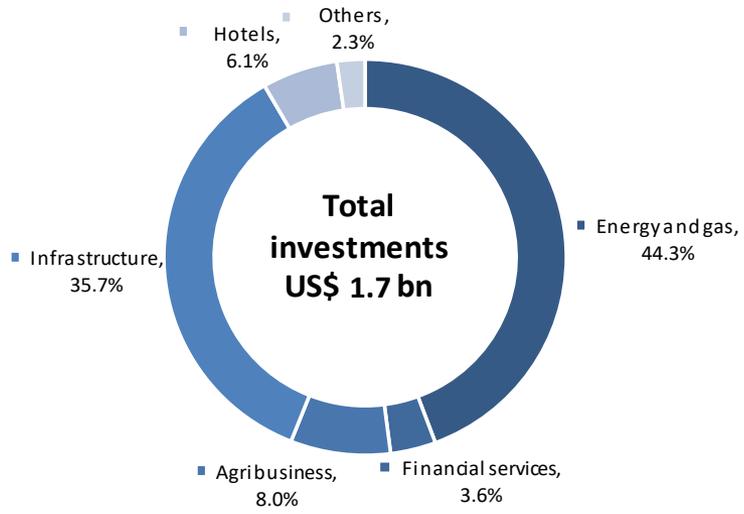
## Net Income (Market Share)



Source: Superintendency of Finance. All figures were converted with the representative market rate as computed and certified by the Superintendency of Finance of Ps 2,984.00 as of December 31, 2017, to maintain comparability.

# Corficolombiana invests in multiple industries reflecting the Colombian economy

Equity portfolio as of December 31, 2017



Income contribution as of December 31, 2017



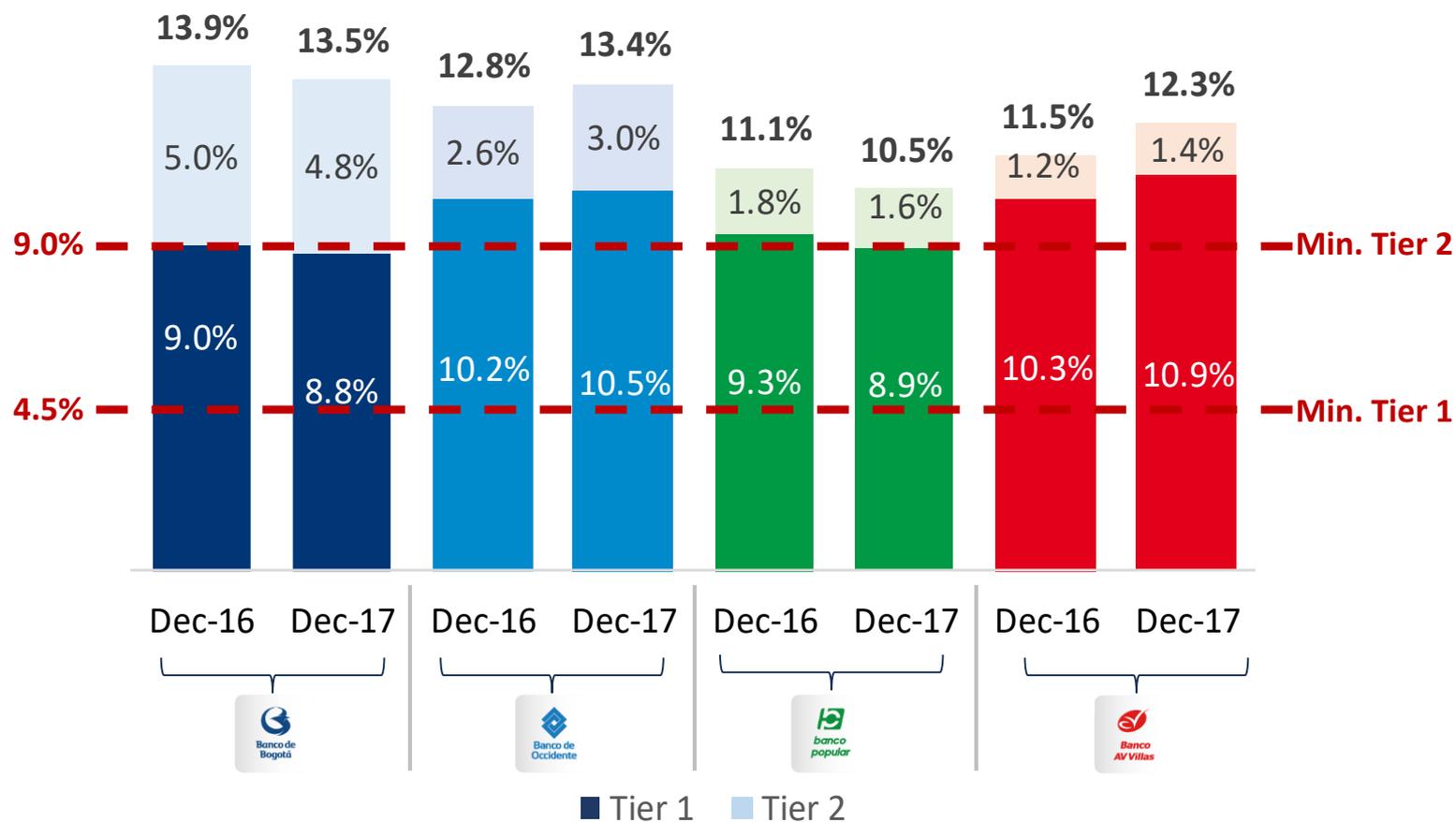
## Corficolombiana's investment portfolio

<b>Infrastructure</b>	
<b>Energy &amp; Gas</b>	
<b>Hotel</b>	
<b>Financial</b>	
<b>Agribusiness</b>	

Source: Company filings. All figures were converted with the representative market rate as computed and certified by the Superintendency of Finance of Ps 2,984.00 as of December 31, 2017, to maintain comparability.

# Recent evolution of our banks' consolidated solvency ratios

## Consolidated Solvency Ratios of our Banks



Source: Consolidated figures based on company filings.

Grupo

