

#### **Disclaimer**

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. Unconsolidated financial information of our subsidiaries and the Colombian banking system are presented in accordance with Colombian IFRS as reported the Superintendency of finance. Details of the calculations of non-IFRS 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.





# A leading financial conglomerate in Colombia

# **Key Consolidated Figures (Dec 24)**



Ps 327.9 Tn I US\$ 74.4 Bn<sup>1</sup> Total assets



Ps 424.5 Tn I US\$ 96.3 Bn<sup>1</sup> Assets under management



Ps 199.4 Tn I US\$ 45.2 Bn<sup>1</sup>
Gross loans



Ps 200.9 Tn I US\$ 45.6 Bn<sup>1</sup> Deposits



Ps 17.5 Tn I US\$ 4.0 Bn<sup>1</sup> Attributable equity



**+15 MM**Banking clients



**+17 MM**Pension fund clients

#### **Panama**



**1,009** Employees

19 Branches

**20** ATM's

**16** Other points of service



69,262 Employees

996 Branches

**2,833** ATM's

**120,085** Banking correspondents















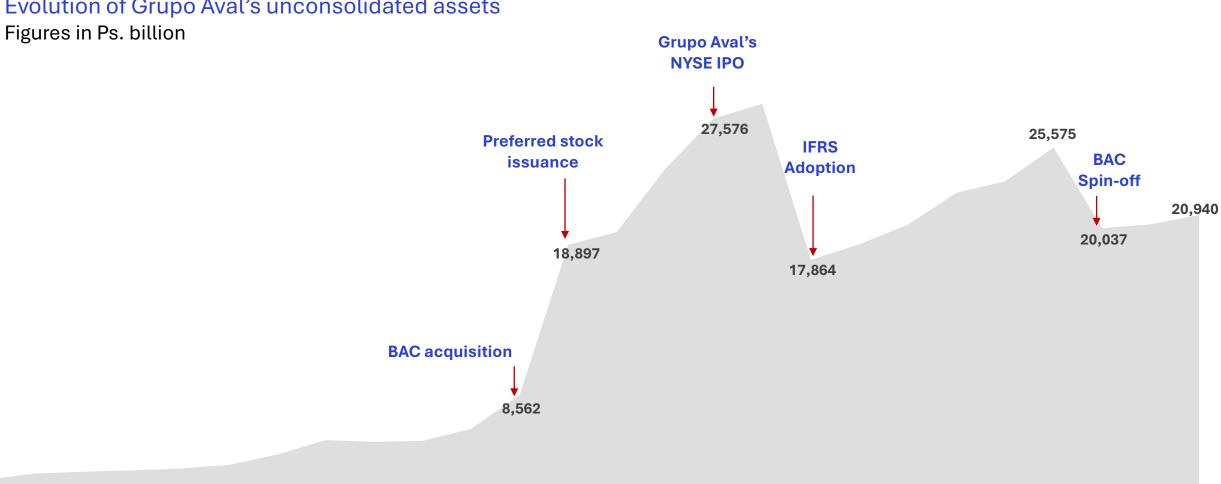




**Fully Integrated** and **inter-operable** network

# A story of continuous growth and excellence

# Evolution of Grupo Aval's unconsolidated assets

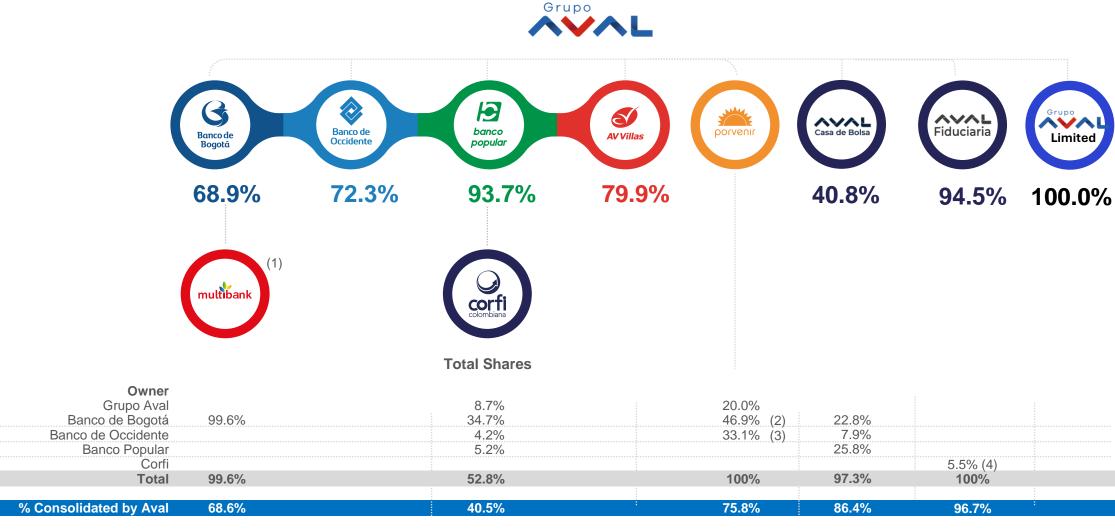


2,735

# +50 years generating conscious progress throughout Colombia

LAS VILLAS	BRINCO DE BOGOR	Porvenir	banco popular CORFICOLOMBIANA S.A.	GRUPO A VAL	Ahorramas  Banco union colombiano  Megabanco.	banco popular  EACCRECOMATE	AFP Horizonte Persone y Ceantlas	AVAL LISTED NYSE	multibank	Fiduciaria  Casa de Bolsa
1971 - 1972  Acquisitions and entrance to the banking industry	1991 - 1998  Acquisition of Banco de Bogotá to strengthen our position in the banking sector	1991 - 1994  Entrance to the pension and severance business	1997 - 1999  Privatization of Banco Popular  Acquisition of Corfi	1998 - 1999  Grupo Aval is created to consolidate investments in the financial sector	2000 - 2007 Further M&A and consolidation	2010 - 2011  Strategic reorganization of Banco Popular  International Expansion to Central America	2012 - 2013  Bond and stock issuances Strategic acquisitions	2014 - 2018 NYSE IPO	2019 - 2020  Grupo Aval's US\$1 bn bond issuance Strategic acquisitions	2021 - 2024  Strategic reorganization  Spin-off and sale of BHI  Purchase of Aval Fiduciaria and Aval Casa de Bolsa

# Acquiring controlling stakes in our main subsidiaries



- (1) Ownership in Multibank
- (2) Includes Banco de Bogotá and Fiduciaria Bogotá ownership
- (3) Includes Banco de Occidente and Fiduciaria Occidente ownership
- (4) Indirect participation through Valora. The purchase agreement considers the purchase of this participation in up to 6 months following December 16th, 2024

# **Generating value through 3 main operating segments**

# **Banking services**

### **Commercial Banking**

Str	ategic Focus	Bonco de Bogotá	Banco de Occidente	banco popular	Banco AV Villas
	Corporate				
	Medium enterprises				
nts	SMEs and very small businesses		•		•
me	Government		•		
Seg	Affluent				
,	Mass consumer market				
	Silver economy and public employees				

	Silver economy and public employees		
	Term loans and working capital		
	Treasury operations		
ces	Financial leases		
ervices	International operations	•	
S	Factoring		
and	Personal loans	•	
	Credit cards	•	•
Products	Automobile		
Pro	Payroll lending		
	Mortgages and housing leases		
	Trust services		

#### **Financial Services**









# Merchant banking





Infrastructure



Energy & gas



Agribusiness



Hotels

# Pension and severance fund management





Mandatory pension funds



Voluntary pension funds



Severance funds

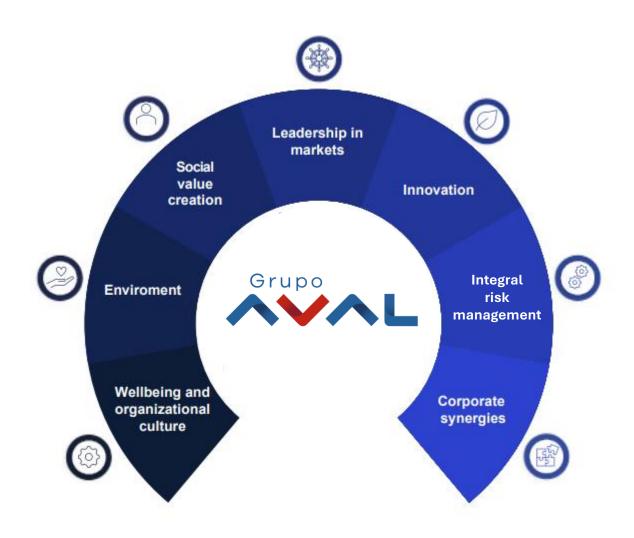


Other

# Grupo Aval's strategy is built around seven strategic pillars under a driving purpose

# **Purpose:**

"Partnering with Colombia to create conscientious progress"



# Looking into 2025 our strategy will focus on six corporate priorities



**Customer experience** 

**Financial diversification** 

**Synergies and efficiencies** 



Digital transformation and innovation



**Corporate culture** 



Sustainability

Figures as December 31st, 2024

#### **Market Share**



#### Complete suite of banking and non-banking products offered

- 25.3% in gross loans
- 25.2% in deposits
- 27.4% in commercial loans
- 29.3% in consumer lending ∑#1 <
- 16.2% in mortgage lending
- 25.1% in AUMs under trust ∑#1

- 28.1% in corporate lending
- 28.9% in medium enterprises
- 43.5% in payroll lending \\_#1\\\7
- 25.4% in vehicle loans
- 20.1% in personal lending
- 18.8% in credit cards



#### Leading private pension and severance fund manager in Colombia

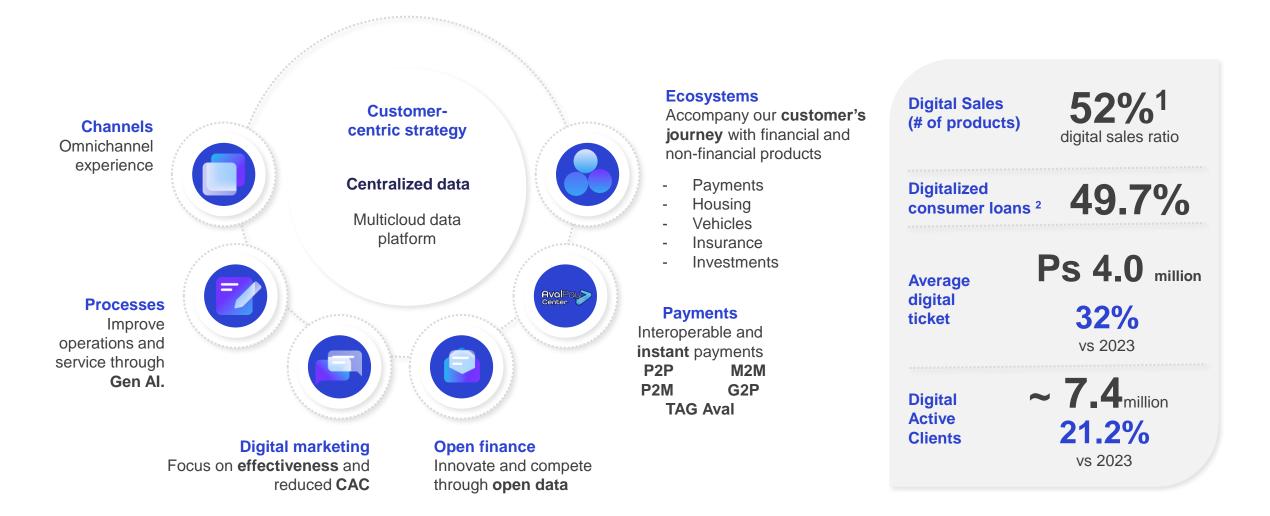
- 45.4% in assets under management ∑\_#1\_\_\_\_
- 44.8% in net income > [#1] <



#### Leading merchant bank in Colombia (corporación financiera)

- Largest toll road operator in Colombia ∑#1\_<
- Largest gas transportation and distribution company in Colombia ∑#1\_<
- Largest business hotel chain in Colombia ∑#1\_<
- +26 thousand hectares of agribusiness farmable land

# With a focus on innovation, leveraged by a customer-centric digital transformation strategy



# dale

+3,5 M clients



~700,000 small businesses and entrepreneurships

# **MISSION**

Provide a payment solution that is AGILE, INTEROPERABLE, SECURE AND WITH **HIGH UPTIME** (relative to peers), that contributes to BANCARIZATION and the **DEVELOPMENT and FORMALIZATION of** businesses, discouraging the use of cash.

- Free and instant interoperable transfers to any other bank or wallet
- Interoperable NFC and QR payments for individuals and businesses to any entity
- Savings piggy banks
- Free withdrawals in over 2,800 ATMs
- Payments for services and agreements to over 22,000 agreements including TAT payment buttons and catalog sales

- Remittances reception Instant and free to the receptor from 45 countries
- Payroll reception With free debit card
- Investment piggy banks with FiduOccidente
- **Deposit** by PSE or cash at any of Red Aval's banking correspondents
- Credit application of digital personal loans with Banco de Bogotá and Banco AV Villas



#### Co-branded cards:





#### Awards and recognitions:





#### **Features and benefits**



- and 120,000 correspondents of Red Aval

Digital and physical No handling fees

Benefits ecosystem

International acceptance

#ExperienciasAval

NFC contactless payments

Online payments

# With visible impacts on the environment and social value creation (1/3)

Dow Jones Sustainability Indices

Powered by the S&P Global CSA



**65 score** +16 pts vs 2023



**78 score** Top 15%



80 score



49 score

# Social

# **Employees**

+70,000

\*includes direct contracts, outsourcing and temporary contracts

Women

Men

52,3%

45,7%



# Misión Guajira

**+21.000** people **+3.000** families **80** communities

Solutions: water, energy, food, communication

Business plan for **280 artisans** 

**+20 communities** benefited from recycling initiatives

# \$70 billion COP

invested in social projects in 2024

# +15.000 people

Positively impacted by Foundations of the Banco de Bogotá, Corficolombiana y Promigas

# Sustainable loans reached \$23,1 trillion COP



**\$5,8** trillion COP



Social \$17,3 trillion COP

# **Environmental**

Our entities are committed to climate change: they all report under the **TCFD Framework**.

In the COP 16 we participated in more than 40 events and signed the **Mansion House**Declaration.

Banco de Occidente held the **16<sup>th</sup> edition** of the **Premio Planeta Azul**.



Through the Tarjeta
Débito Amazonía,
Banco de Bogotá
planted 3,000
mangroves in the
Colombian
Caribbean.



Carbon Footprint – Grupo Aval (t CO<sub>2</sub>)

599,2

Scope 1 Scope 2 Scope 3

4,35 36,15 558,76

We contributed to protect **2,184** species of fauna and flora and planted **983,000** trees.



#### Governance

#### **Board of Directors'** Committees:

- FSG
- Compensation

# **Vice Presidency of Sustainability and Strategic Projects** for Grupo Aval

#### **POLICIES:**

- Sustainable Policy.
- Human Rights Policy.
- Board of Directors' Regulations.
- Code of Good Governance.
- Responsible Finance Declaration.

We strengthened the ESG Grupo Aval Committees composed by ESG leaders in all of our entities

#### STANDARDS AND MEMBERSHIPS



















# **ESG AWARDS AND RECOGNITIONS**

#### **Forbes**

• Grupo Aval - Included in the list of 25 leading companies in sustainability.



Grupo Aval - 2nd conglomerate with the best reputation in Colombia. – 56<sup>th</sup>



• 5 of our top executives were recognized.



· Grupo Aval and all its subsidiaries were certified by Friendly Biz for their diversity, equity and inclusion achievements and initiatives



Banco de Bogotá was named Best Real Estate Bank in Colombia



• Banco de Occidente - First in the Great Place to Work ranking among companies within the category of more than 1.500 employees.



Banco AV Villas received the Silver Award in the "Customer Experience" category from Fintech Americas.



· Porvenir received the Excellent Track Record Award, the highest recognition for management excellence in Ibero-America.



· Porvenir - Recognition of its contributions to the productive inclusion of senior



- Corficolombiana Winner in the category 'fight against corruption',
- Banco de Occidente Winner in the category 'best business practices', for its initiative through UNICEF Credit Card, which contributes to Programa Wash in La Guajira.

On March 20, 2024 the members of the Board of Directors for the 2024 – 2025 period were appointed by our General Shareholders' Meeting

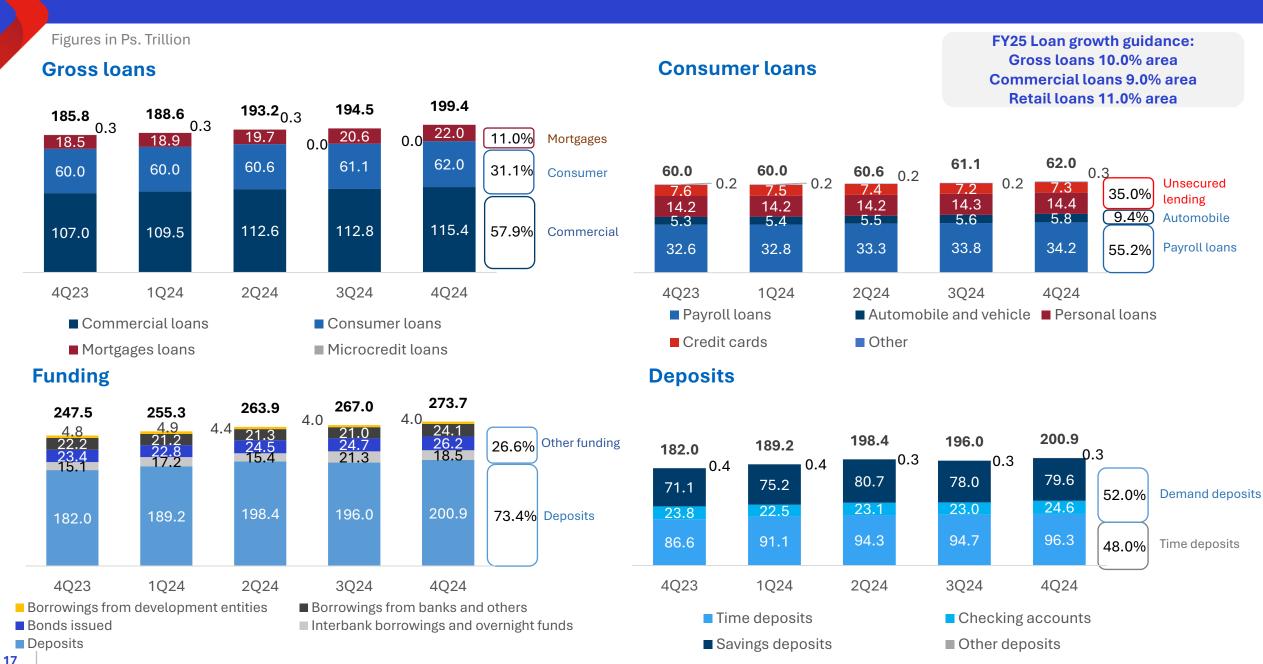
#### **Previous** Current principal members principal 9 members alternate members independent independent 6/9 28.6% Directors (\*) Directors (\*) 66.7%

✓ Starting April 1, 2024, the Boards of Directors of all 6 main subsidiaries are comprised of 9 principal members

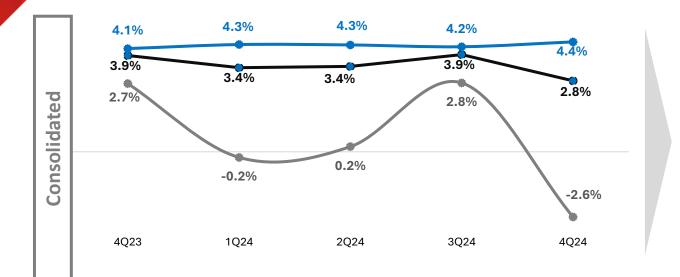
# Changes in our executive teams

- We are in the process of **renewing** and **strengthening the management of** our subsidiaries' management teams at the first and second levels, to better **support the execution of our strategy.** Changes in 5 out of the 6 (83%) CEOs of our 6 main subsidiaries in the last year, with ages averaging 56 years
- ✓ 3 out of 7 (43%) CEOs of Grupo Aval and our 6 main subsidiaries are women
- ✓ At the Holding level, two new Corporate Vice-presidencies were created: the Corporate VP of Sustainability and Strategic Projects and the Corporate VP of Financial Assets and Efficiency

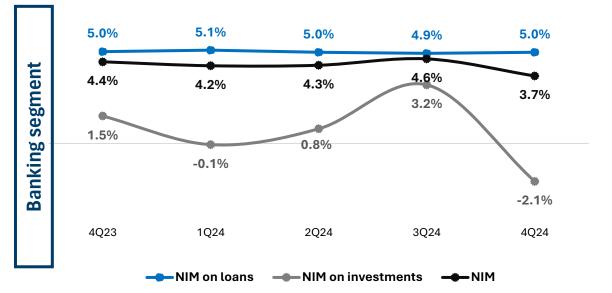
# With a diversified loan portfolio and deposits base



# **Recovering NIM components across segments**

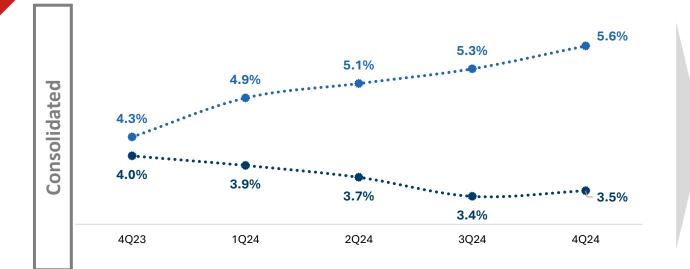


	FY23	FY24	FY25 Guidance
NIM	3.4%	3.4%	4.15% area
NIM on loans	4.0%	4.3%	4.60% area
NIM on investments	1.2%	0.0%	N.D.

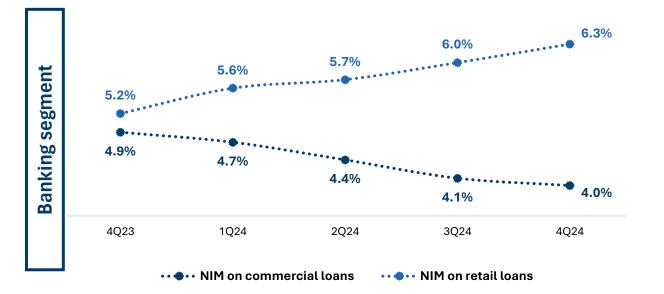


	FY23	FY24	FY25 Guidance
NIM	4.2%	4.2%	4.90% area
NIM on loans	4.8%	5.0%	5.40% area
NIM on investments	0.9%	0.4%	N.D.

# On the back of a recovery in NIM on retail loans



	FY23	FY24
NIM on commercial loans	3.9%	3.6%
NIM on retail loans	4.2%	5.2%

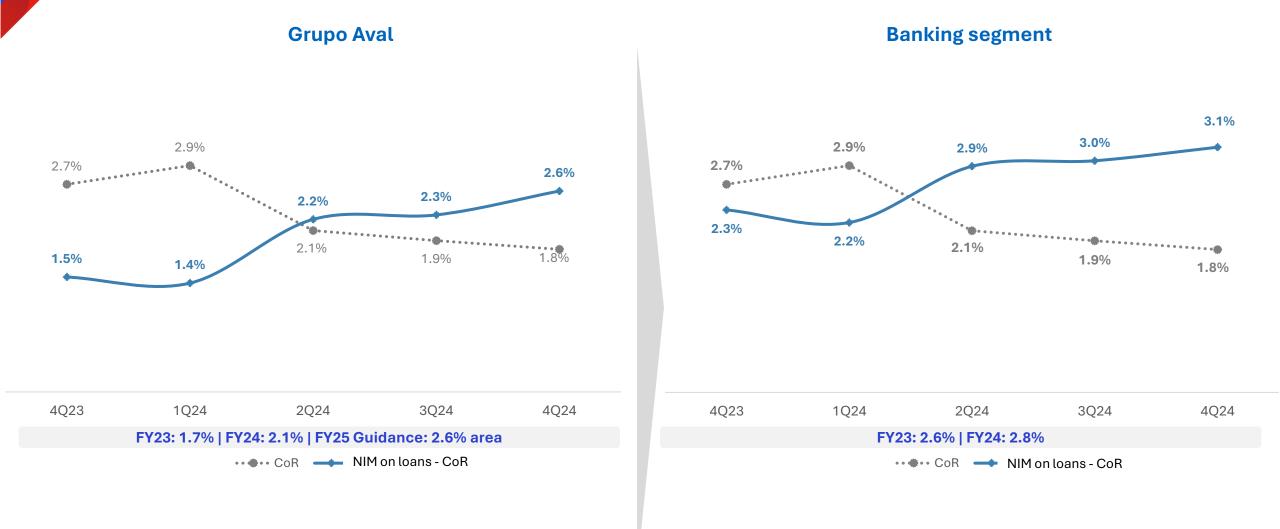


	FY23	FY24
NIM on commercial loans	4.8%	4.3%
NIM on retail loans	5.0%	5.9%

# And favorable asset quality trends in the loan portfolio



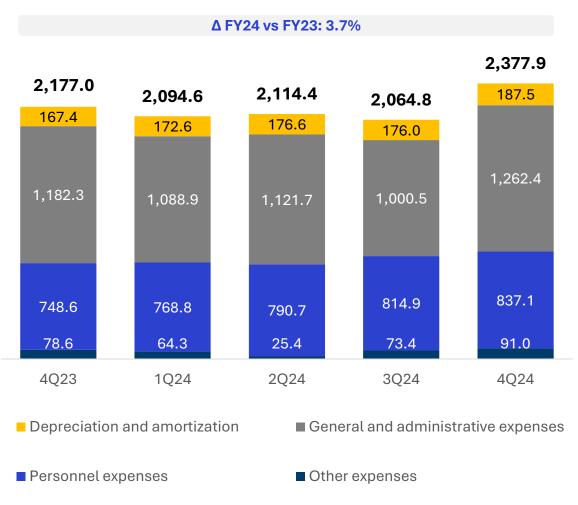
# Reflected on a recovery of risk adjusted NIM on loans



# **OPEX** growing below inflation and minimum wage metrics

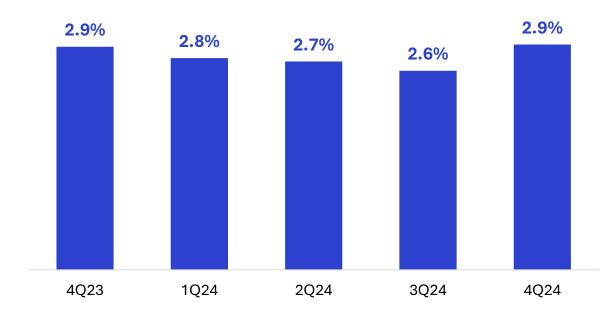
Figures in Ps. Billions

# Total other expenses



# Cost to assets (1)



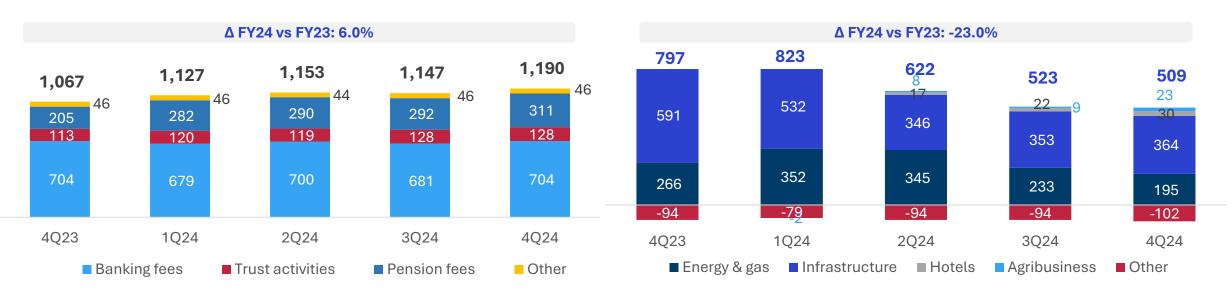


# With diversified revenues from non-banking fees and non-financial sector income (1 I 3)





#### Non-financial sector



# Other operating income

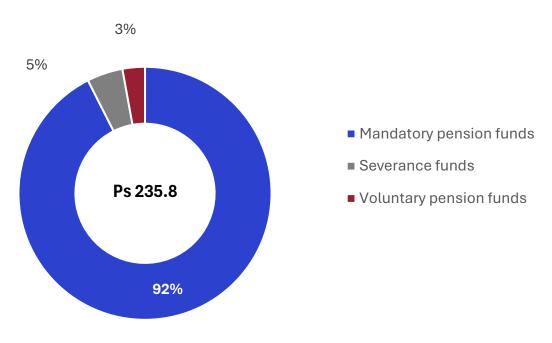
	4Q23	1Q24	2Q24	3Q24	4Q24	2023	2024
Total derivatives income	-506	-58	191	-242	525	-2,581	416
Foreign exchange gains (losses), net	251	32	-262	17	-242	2,254	-455
Derivatives and foreign exchange gains (losses), net (1)	-255	-26	-71	-225	283	-327	-39
Gains on valuation of assets	90	8	17	10	-8	75	27
Net income from other financial instruments mandatory at FVTPL	77	104	82	82	82	324	351
Net gain on sale of investments and OCI realization	44	53	-7	115	-12	109	150
Gain on the sale of non-current assets held for sale	12	4	5	11	4	49	24
Income from non-consolidated investments (2)	86	226	96	102	103	498	527
Other income from operations	175	87	152	166	213	767	618
Total other income from operations	229	456	275	261	665	1,494	1,657

# With diversified revenues from non-banking fees and non-financial sector income (2 I 3)

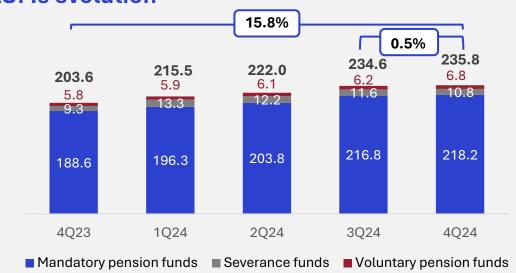
Figures in Ps. Trillion; at December 31, 2024

# **Porvenir**

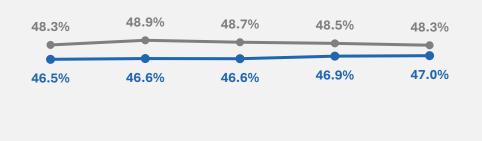
# **Assets under management**



#### **AUMs evolution**



#### Market share evolution



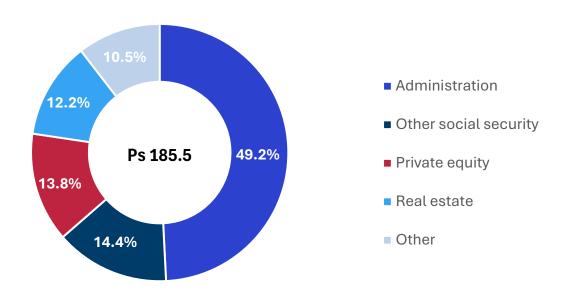


# With diversified revenues from non-banking fees and non-financial sector income (3 I 3)

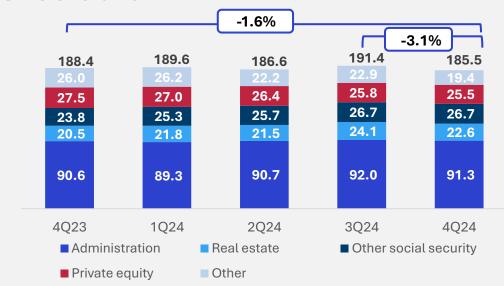
Figures in Ps. Trillion; at December 31, 2024

# **Trust & fiduciary management services**

# **Assets under management**



#### **AUMs evolution**



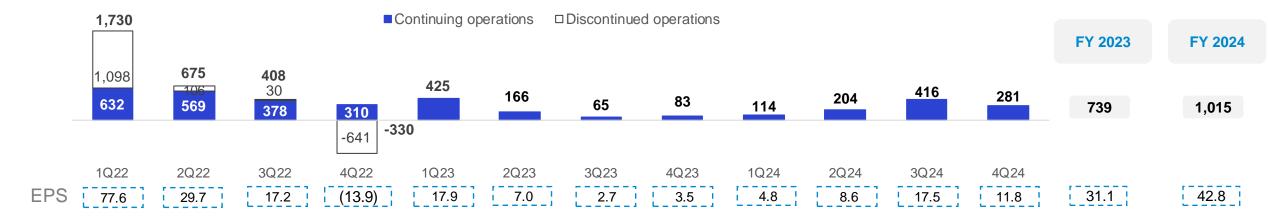
#### **Market share evolution**

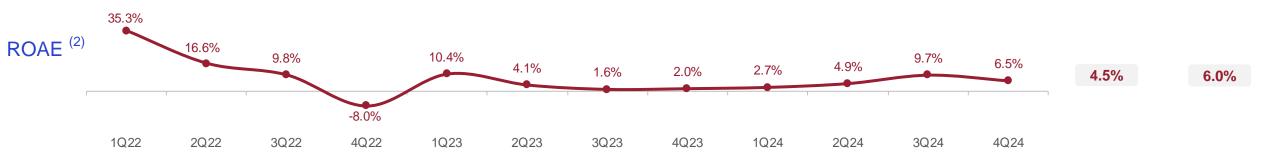


# Profitability has recovered on the back of key business metrics

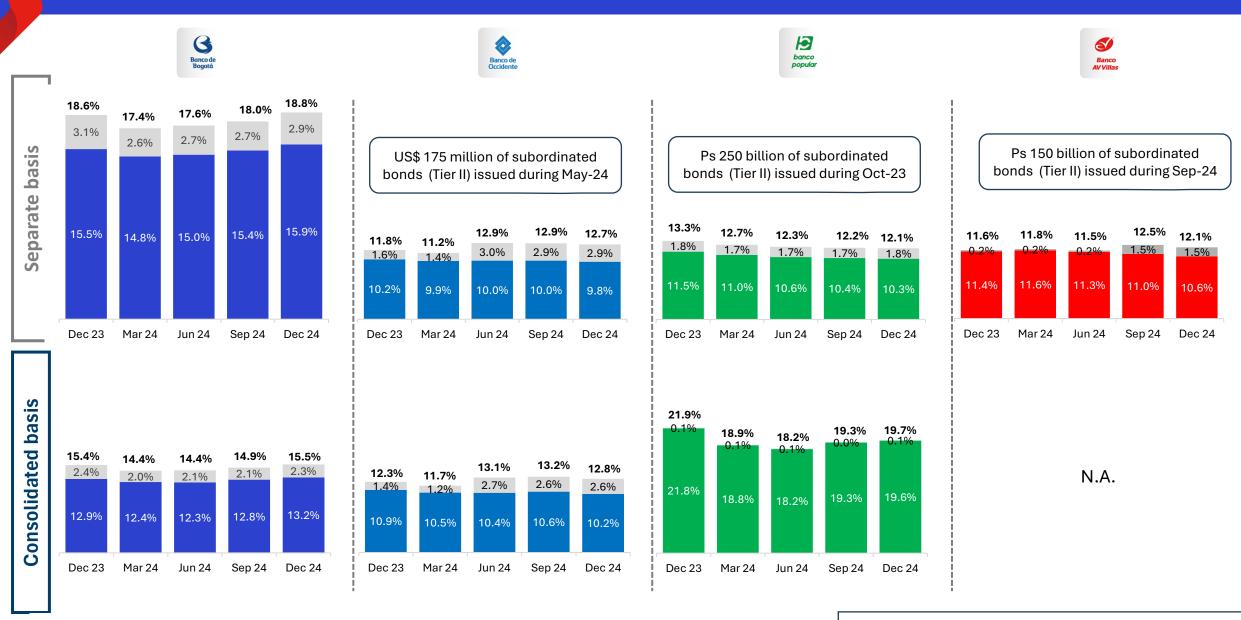
Figures in Ps. Billion

#### Net income attributable to controlling interest





# Supported on a sound capital structure



Banco de Bogotá is a systemically important financial institution required to comply with a 1.0% CET1 SIFI buffer. Banco de Occidente was declared a systemically important financial institution on November, 2024 and was given a 2-year period to comply with the 1.0% CET1 SIFI buffer in 6-month increments.

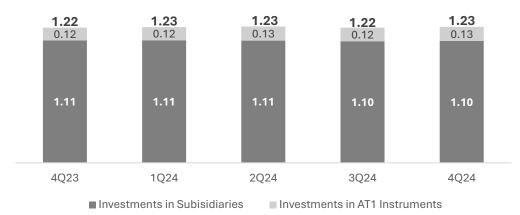
# **Grupo Aval's debt profile and total assets (combined figures)\***

# Asset composition (December 31, 2024)

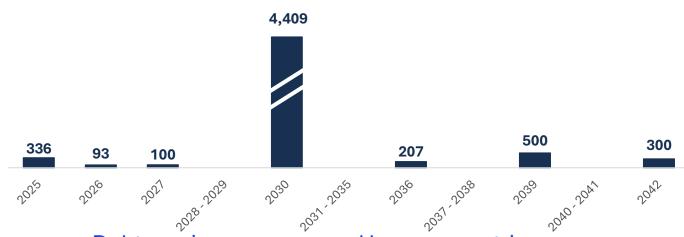
Figures in Ps. Billion

Cash and equivalents	586
Fixed income investments	139
Investments in AT1 instruments	2,304
Loans to related parties	1,390
Subtotal	4,420
Investments in subsidiaries	19,087
Other assets	701
Total assets	24,208

# Double leverage<sup>(1)</sup>



# Maturity shedule of our combined gross debt



# Debt service coverage and leverage metrics



<sup>(\*)</sup>Combined figures for Grupo Aval Acciones y Valores S.A. and Grupo Aval Limited. (1) Double leverage is calculated as investments in subsidiaries at book value (excluding revaluations), subordinated and AT1 instruments extended to subsidiaries and goodwill as a percentage of shareholders' equity. (2) Core earnings are defined as annualized recurring cash flow from dividends, investments and net operating income. (3) Net debt is calculated as total gross debt minus cash and cash equivalents and fixed income investments.

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# **Grupo Aval Acciones y Valores S.A. – Consolidated Financial Statements (1 | 2)**

Figures in Ps. Billions

Consolidated Statement of Financial Position	2Q23	4Q23	1Q24	2Q24	3Q24	<b>4Q24</b>		Δ
							4Q24 vs. 4Q23	4Q24 vs. 3Q24
Cash and cash equivalents	19,195.70	18,597.86	18,568.30	19,296.30	19,151.92	16,998.86	-8.60%	-11.24%
Trading assets	13,256.10	15,451.12	15,384.50	16,531.20	20,234.61	20,163.21	30.50%	-0.35%
Investment securities	32,829.60	34,425.69	36,560.00	37,257.80	36,525.21	39,162.62	13.76%	7.22%
Hedging derivatives assets	69.4	48.66	58.9	61.6	71.85	54.02	11.01%	-24.81%
Total loans, net	177,912.50	176,168.05	178,471.00	184,018.10	184,554.58	190,129.49	7.93%	3.02%
Tangible assets	7,113.60	6,995.89	7,094.40	7,198.30	7,172.74	7,243.44	3.54%	0.99%
Goodwill	2,215.20	2,202.22	2,203.00	2,214.10	2,215.20	2,223.61	0.97%	0.38%
Concession arrangement rights	13,558.60	13,557.27	13,568.40	13,881.70	13,998.87	14,314.56	5.59%	2.26%
Other assets	31,910.80	33,734.83	34,983.50	36,156.40	36,690.65	37,569.58	11.37%	2.40%
Total assets	298,061.60	301,181.60	306,892.00	316,615.60	320,615.63	327,859.38	8.86%	2.26%
Trading liabilities	1,859.90	2,154.36	1,193.10	1,375.50	983.37	1,011.93	-53.03%	2.91%
Hedging derivatives liabilities	8.9	217.57	160	66.6	24.96	21.66	-90.05%	-13.23%
Customer deposits	180,244.50	181,987.40	189,212.20	198,365.40	196,024.97	200,872.18	10.38%	2.47%
Interbank borrowings and overnight funds	13,459.90	15,081.92	17,222.00	15,427.40	21,295.95	18,509.77	22.73%	-13.08%
Borrowings from banks and others	23,916.90	22,218.46	21,170.20	21,276.50	21,027.44	24,060.86	8.29%	14.43%
Bonds issued	25,424.80	23,427.83	22,829.10	24,462.30	24,658.69	26,215.85	11.90%	6.31%
Borrowings from development entities	4,122.40	4,813.13	4,864.30	4,363.20	4,009.19	4,037.30	-16.12%	0.70%
Other liabilities	18,262.40	19,760.52	19,165.00	19,599.30	19,800.31	19,966.92	1.04%	0.84%
Total liabilities	267,299.60	269,661.18	275,816.00	284,936.40	287,824.88	294,696.47	9.28%	2.39%
Equity attributable to owners of the parent	16,465.40	16,782.67	16,452.20	16,719.80	17,386.50	17,451.26	3.98%	0.37%
Non-controlling interest	14,296.60	14,737.74	14,623.90	14,959.40	15,404.26	15,711.66	6.61%	2.00%
Total equity	30,762.00	31,520.42	31,076.00	31,679.20	32,790.75	33,162.92	5.21%	1.13%
Total liabilities and equity	298,061.60	301,181.60	306,892.00	316,615.60	320,615.63	327,859.38	8.86%	2.26%

# **Grupo Aval Acciones y Valores S.A. – Consolidated Financial Statements (2 | 2)**

Figures in Ps. Billions

			Δ				Δ	
Consolidated Statement of income	2023	2024	2024 vs. 2023	4Q23	3Q24	4Q24	4Q24 vs. 3Q24	4Q24 vs. 4Q23
Total interest income	28,919.40	28,181.93	-2.55%	7,421.89	6,873.96	6,832.90	-0.60%	-7.94%
Total interest expense	22,632.43	20,914.33	-7.59%	5,891.60	5,206.04	4,834.88	<i>-7</i> .13%	-17.94%
Net interest income	6,286.98	7,267.60	15.60%	1,530.30	1,667.92	1,998.03	19.79%	30.56%
Impairment losses (recoveries) on financial assets								
Loans and other accounts receivable	4,751.04	4,755.13	0.09%	1,370.11	1,096.37	1,047.32	-4.47%	-23.56%
Other financial assets	(12.87)	4.16	-132.34%	(2.28)	(0.11)	1.02	-1012.01%	-144.72%
Recovery of charged-off financial assets	(555.77)	(574.26)	3.33%	(132.51)	(157.69)	(148.18)	-6.03%	11.83%
Net impairment loss on financial assets	4,182.39	4,185.04	0.06%	1,235.32	938.57	900.17	-4.09%	-27.13%
Net interest income, after impairment losses	2,104.58	3,082.56	46.47%	294.97	729.35	1,097.86	50.52%	272.19%
Income from commissions and fees	4,356.34	4,616.14	5.96%	1,067.49	1,146.54	1,189.89	<b>3.78</b> %	11.47%
Expenses from commissions and fees	1,003.81	1,032.35	2.84%	300.59	264.74	280.80	6.06%	-6.59%
Net income from commissions and fees	3,352.52	3,583.79	6.90%	766.90	881.80	909.10	3.10%	18.54%
Income from sales of goods and services	11,223.56	11,048.60	-1.56%	3,077.85	2,606.53	3,223.29	23.66%	4.73%
Costs and expenses from sales of goods and services	8,005.60	8,571.24	7.07%	2,280.59	2,083.22	2,714.42	30.30%	19.02%
Gross profit from sales of goods and services	3,217.96	2,477.36	-23.01%	797.26	523.31	508.87	-2.76%	-36.17%
Total trading investment income	1,665.08	988.76	-40.62%	708.75	740.25	(199.07)	-126.89%	-128.09%
Total derivatives income	(2,581.13)	415.64	-116.10%	(506.48)	(242.04)	524.89	-316.86%	-203.63%
Net trading income	(916.05)	1,404.40	-253.31%	202.27	498.21	325.82	-34.60%	61.08%
Net income from other financial instruments mandatory at FVTPL	323.69	350.92	8.41%	76.58	82.14	82.14	0.00%	7.27%
Total other income	3,751.30	890.67	-76.26%	658.69	421.06	57.68	-86.30%	- <b>91.24</b> %
Total other expenses	8,346.45	8,651.80	3.66%	2,176.98	2,064.82	2,377.91	15.16%	<b>9.23</b> %
Net income before income tax expense	3,487.55	3,137.90	-10.03%	619.69	1,071.06	603.56	-43.65%	-2.60%
Income tax expense	1,310.43	946.43	(0.28)	251.10	342.36	63.14	-81.56%	-74.85%
Net income for the period	2,177.12	2,191.48	0.66%	368.60	728.70	540.42	-25.84%	46.61%
Net income for the period attributable to:								
Non-controlling interest	1,438.11	1,176.39	-18.20%	285.70	313.04	259.06	-17.24%	-9.32%
Net income attributable to owners of the parent	739.00	1,015.09	37.36%	82.90	415.66	281.35	-32.31%	<b>239.39</b> %