







## **Corporate Presentation**

February 2021

## >>>> Disclaimer

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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## Aval's structural strengths to navigate cycles





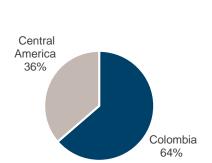


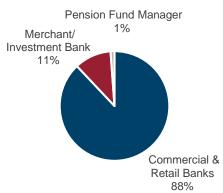
Key Figures (as of September 30, 2020)				
Balance Sheet	US\$ billions			
Total Assets	\$86.4			
Net Loans	\$52.4			
Deposits	\$56.2			
Attr. Net Income	\$0.44			
Third Party Assets Under Mgmt.	\$76.2			

#### **Business Composition**

Geographic





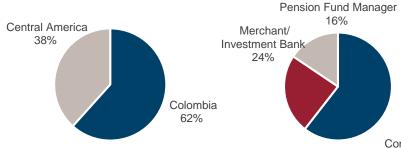


Type of Business

By Net Income (for nine month period ended September 30, 2020)

Geographic

Type of Business



Commercial & Retail Banks 61%

61%

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 \$3,865.47 per U.S. \$1.00 as of September 30, 2020 (1) Calculated as annualized net income divided by the average of assets for the four quarters ending September 30, 2020 divided by the average of attributable equity for the four quarters ending September 30, 2020 divided by four. (3) Calculated as total equity minus intangible assets (goodwill plus other intangible assets) divided by total assets minus intangible assets.



Pricing discipline Risk Strict underwriting standards Management Long term value Innovation Digitalization Search for **Profitable** efficiencies and Shared Services economies of Growth scale Selection, compensation and retention Continuous strengthening of our governance Sustainability Collectively increase our impact on our stakeholders





banco

popular

multibank

Banco de

Banco de

Figures as of September 30th, 2020

#### **Market Share**

#### **Market Position**







26.8% market share in deposits

31.1% market share in corporate lending

27.0% market share in consumer lending

42.4% market share in payroll lending

20.0% market share in credit cards

24.1% market share in vehicle loans.

54.3% market share in net income

#1 in assets

#2 in net loans

#1 in deposits

#1 in corporate lending

#1 in consumer lending

#1 in payroll lending

#2 in credit cards

#2 in vehicle loans

#1 in net income





12.6% market share in net loans

11.4% market share in deposits

40.7% market share in credit card issuance<sup>(1)</sup>

■ 56.3% market share in credit card acquiring (1)

■ 15.1% market share in net income

#1 in assets

#1 in net loans

#1 in deposits

#1 in credit card issuance

#1 in credit card acquiring

#2 in net income



Leading private pension and severance fund manager in Colombia

44.1% market share in assets under management<sup>(2)</sup>

58.6% market share in affiliates<sup>(2)</sup>

#1 in assets under management

#1 in net income

#1 in affiliates

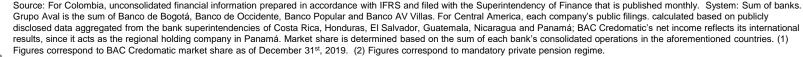


Largest toll road operator in Colombia

Largest gas transportation and distribution company in Colombia

Largest business hotel chain in Colombia

+25 thousand hectares of agribusiness farmable land



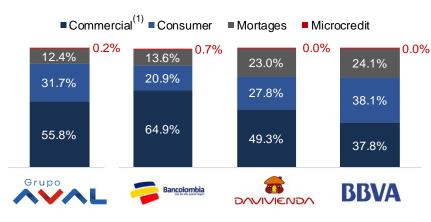




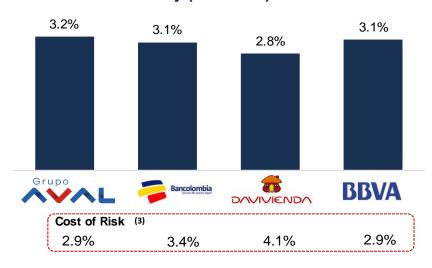
### Grupo Aval remains a strong competitor among its peers

Figures as of September 30th, 2020

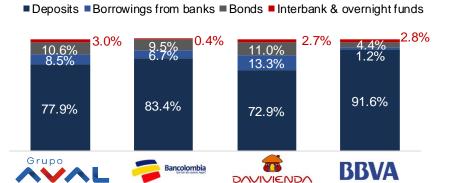
#### **Gross Loan Portfolio Composition**



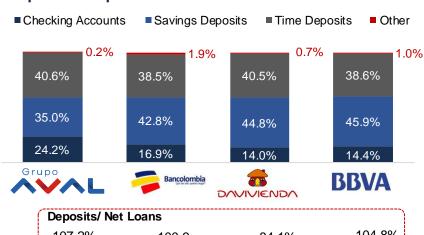
### Loan Portfolio Quality (PDLs 90+) (2)



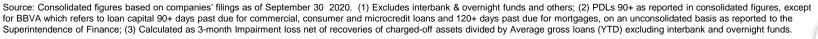
#### **Funding Composition**



#### **Deposit Composition**



104.8% 107.2% 100.9 84.1%





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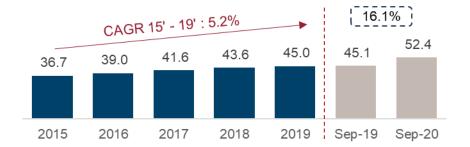




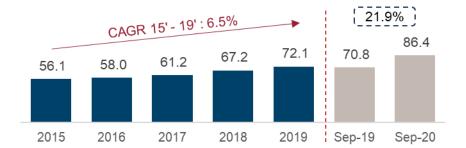
# Proven capability to deliver sound financial results (1 I 2) Continuous and sustained growth



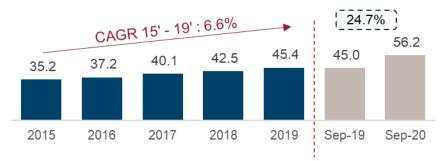
#### **Net Loan Portfolio**



#### Assets



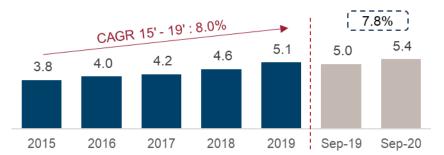
#### **Deposits**



#### Liabilities



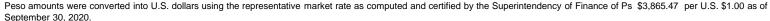
#### **Attributable Shareholders' Equity**



#### **Net Attributable Income**



Source: Consolidated company public filings.

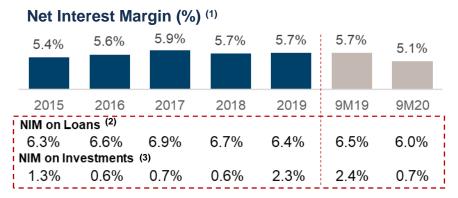




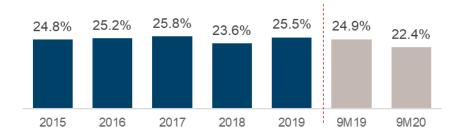
## **>>>>**

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

### Grupo Avals solid track record of consolidated results



#### Fee Income Ratio (%) (4)



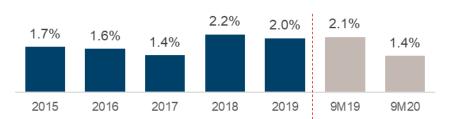
#### Efficiency (%) (5)



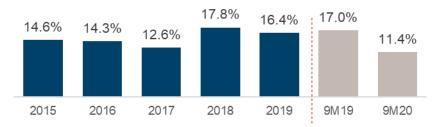
#### Cost of Risk<sup>(6)</sup>



#### **ROAA (%)** (8)



#### ROAE (9)



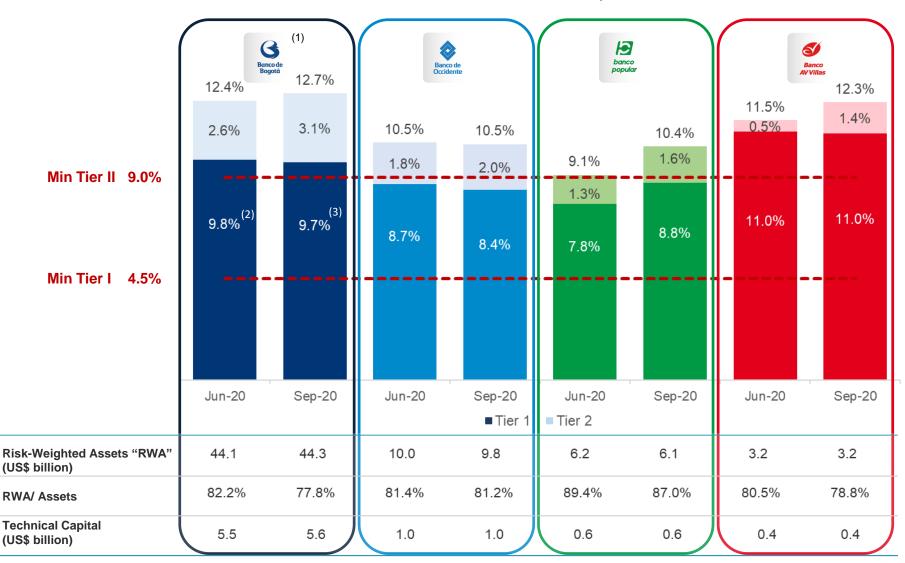
Source: Consolidated company public filings. Figures are reported under IFRS. (1) Calculated as net interest income divided by total average interest-earning assets.; (2) Calculated as net interest income on loans to average loans and financial leases; (3) net interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and on interbank and overnight funds; (4) Fee income ratio calculated as net fee income divided by total operating in come 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

#### Consolidated Solvency Ratios

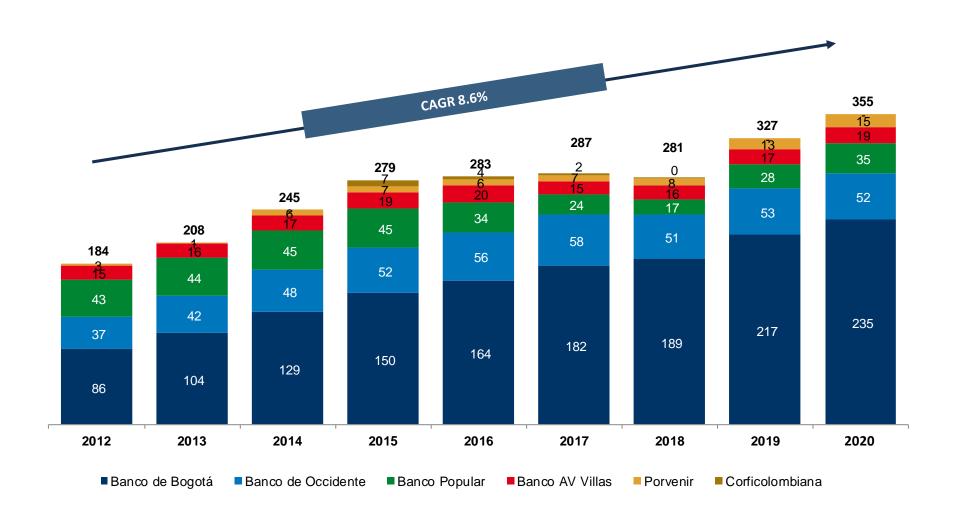






## >>>> Steady dividend stream to Grupo Aval

#### Cash Dividends Received by Grupo Aval (US\$ million)





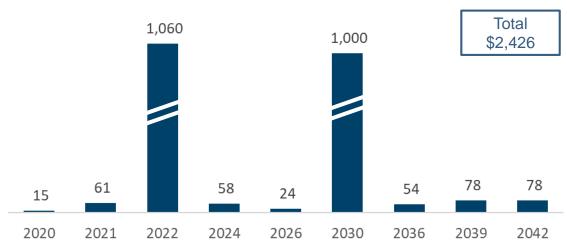


## Grupo Aval's debt profile and total assets

#### Combined Debt Profile (as of September 30, 2020; US\$ million)

Total Assets	
Cash and equivalents	704
Fixed income investments	83
Fixed income investments (AT1)	520
Senior loans to subsidiaries	580
Cash and loans to subsidiaries	1,887
Investments in subsidiaries	6,069
Other assets	182
Total assets	8,138

#### **Maturity Schedule of Loans and Bonds**



#### **Evolution of Key Combined Ratios (as of September 30, 2020)**

Debt service coverage and leverage ratios	3Q19	2Q20	3Q20
Double leverage (1)	1.14x	1.20x	1.20x
Net debt / Core earnings (2), (3)	2.7x	3.3x	3.5x
Net debt / Cash dividends (2), (3)	3.2x	4.3x	4.6x
Core earnings / Interest expense (2)	5.5x	3.9x	4.1x



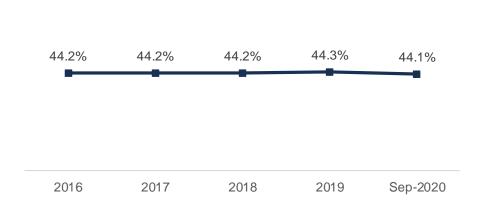


### Porvenir is the leading private pension and severance fund in Colombia

#### Assets Under Management (as of September 30, 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 \$3,865.47 per U.S. \$1.00 as of September 30, 2020. (1) Calculated as annualized net income attributable to owners of the parent divided by the average of attributable equity for the four quarters ending September 30, 2020 divided by four.

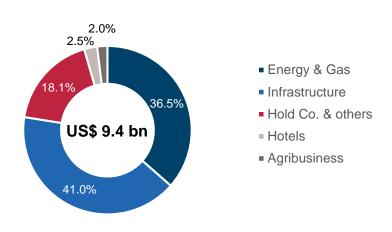


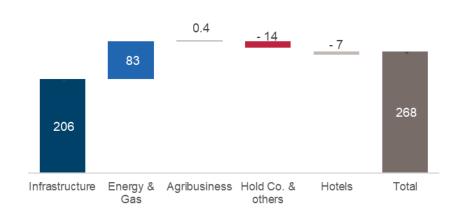


### Corficolombiana invest primarily in four industries

#### Asset Composition by Sector (as of September 30, 2020)

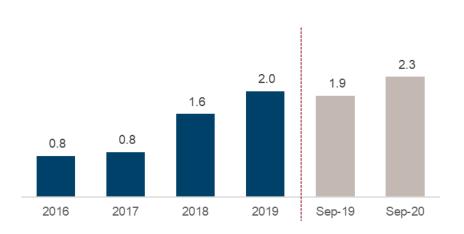
#### Net Income by Sector (9M20; US\$ mm)

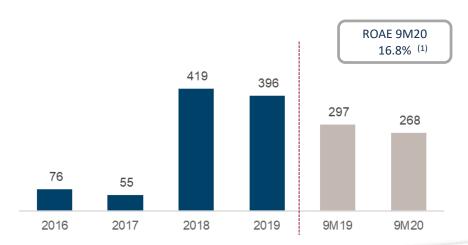




#### **Attributable Equity (US\$ billion)**

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





Source: Company fillings and Superintendency of Finance



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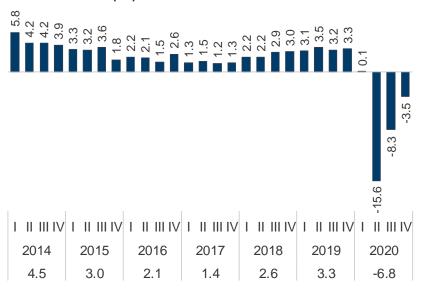
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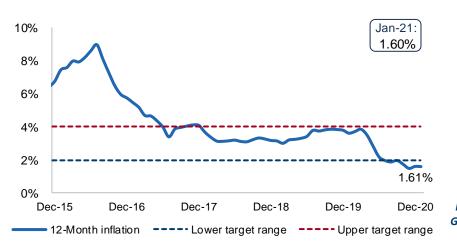
### Macroeconomic context - Colombia (1 | 2)

#### GDP Growth (%)

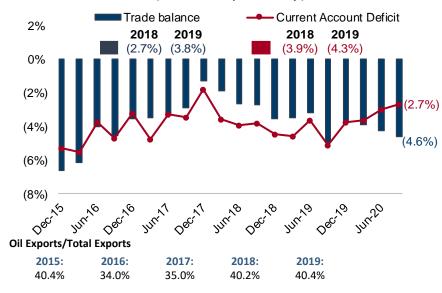


Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

#### Inflation (%)

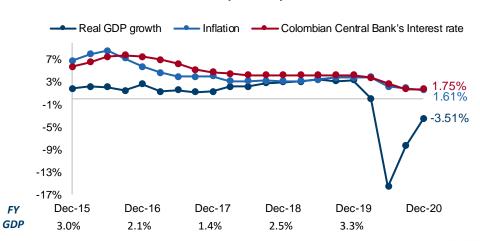


#### Current Account (% GDP, quarterly)



Source: Banco de la República de Colombia.

#### Central Bank's Monetary Policy



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

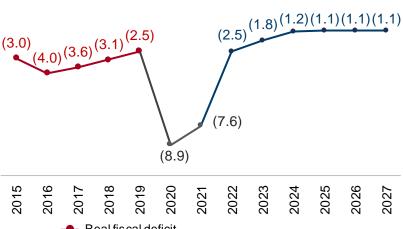




### Macroeconomic context - Colombia (2 | 2)

### Real and Projected Fiscal Deficit

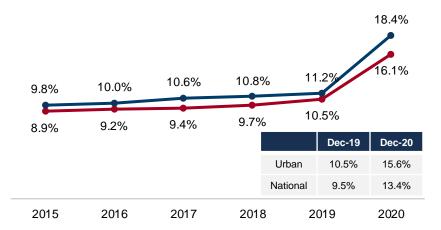
Fiscal Rule (% of GDP)



- Real fiscal deficit
- Projected fis cal deficit (Jun-2020)
- Projected fiscal deficit (Nov-2020)

Source: Ministry of Finance. Projections start in 2020.

#### Unemployment (%)



LTM average national unemployment ——LTM average urban unemployment

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

#### Colombian Peso Exchange Rate



FY20 vs FY19 End of Period 4.7% YTD Average 12.5%

4Q20 vs. 4Q19	4Q20 vs. 3Q20
4.7%	(11.2%)
7.3%	(1.9%)

3,053.42 2,951.15 2.956.55 3,691.27 3,282.39

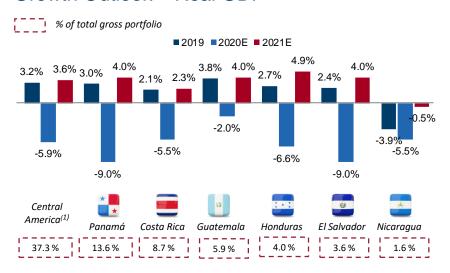


YTD Average



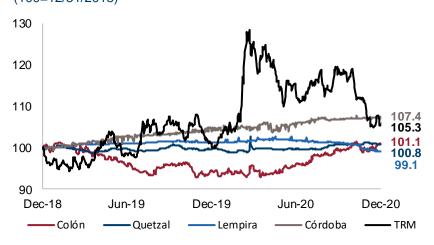
### Macroeconomic context - Central America

#### Growth Outlook - Real GDP



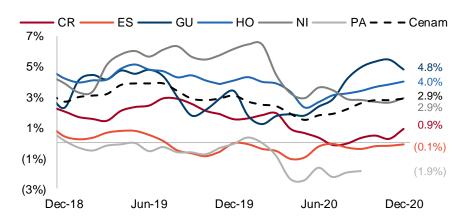
Source: IMF (WEO October 2020); (1) Aggregate growth of all the Central American countries.

## Regional Exchange Rates (100=12/31/2018)



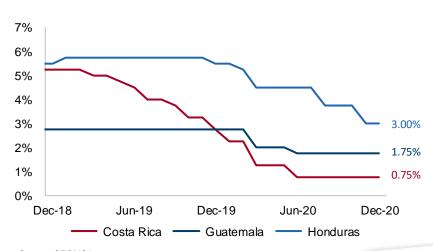
Source: Bloomberg

#### Inflation per Country



Source: SECMCA. CR: Costa Rica, ES: El Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá, Cenam: Central America. Panamá as of September 2020.

#### Central Bank's Interest Rates



Source: SECMCA.



