

# **Corporate Presentation** 2018





Grupo Aval Acciones y Valores S.A. ("Grupo Aval") is an issuer of securities in Colombia and the United States, registered with Colombia's National Registry of Shares and Issuers (Registro Nacional de Valores y Emisores) and the United States Securities and Exchange Commission ("SEC"). As such, it is subject to the control of the Superintendency of Finance and compliance with applicable U.S. securities regulation as a "foreign private issuer" under Rule 405 of the U.S. Securities Act of 1933.

All of our banking subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas), Porvenir and Corficolombiana, are subject to inspection and surveillance as financial institutions by the Superintendency of Finance. Although we are not a financial institution, as a result of the enactment of Law 1870 of 2017, also known as Law of Financial Conglomerates, starting on September 2018, Grupo Aval will be subject to the supervision and regulation of the Superintendency of Finance. Grupo Aval, as the holding company of its financial conglomerate will become responsible for the compliance with capital adequacy requirements, corporate governance standards, financial risk management and internal control framework and criteria for identifying, managing and revealing conflicts of interest, applicable to its financial conglomerate.

Pursuant to Law 1314 of 2009, since January 1, 2015 financial entities and Colombian issuers of publicly traded securities such as Grupo Aval must prepare financial statements in accordance with IFRS. IFRS as applicable under Colombian regulations differs in certain aspects from IFRS as currently issued by the IASB.

The unaudited 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.

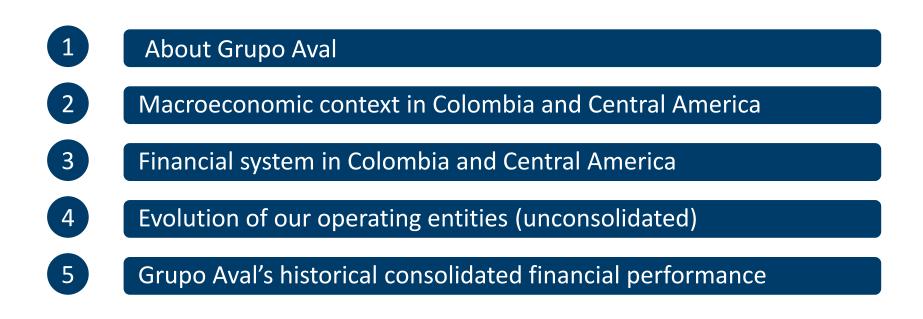
This report may include forward-looking statements, which actual results may vary from those stated herein as a consequence of changes in general, economic and business conditions, changes in interest and currency rates and other risks factors as evidenced in our Form 20-F available at the SEC webpage. Recipients of this document are responsible for the assessment and use of the information provided herein. Grupo Aval will not have any obligation to update the information herein and shall not be responsible for any decision taken by investors in connection with this document. The content of this document and the unaudited figures included herein are not intended to provide full disclosure on Grupo Aval or its affiliates.

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

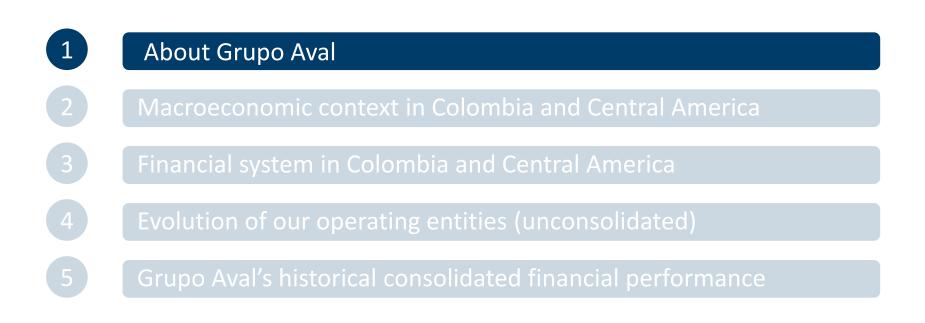


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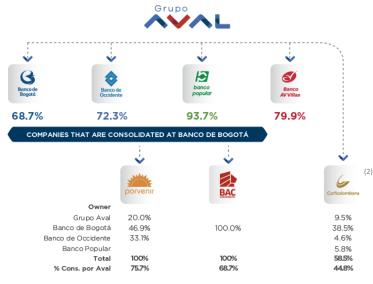




Information as of December 31st, 2017

#### **Our Operations**

We are **the largest financial conglomerate in Colombia and one of the leading banking groups in Central America** with over Ps. 236.5 trillions in total assets and 468.0 trillions<sup>(1)</sup> in assets under management



(1) Since June 2016, Corficolombiana consolidates directly in Grupo Aval

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- We have more than 14.7 million banking clients (11.3 in Colombia and 3.4 in Central America) which we serve through a wide banking network with 1,421 branches and 3,781 ATM's in Colombia, as well as 694 branches and 1,993 ATM's in Central America
- We are the only regionally integrated banking player in Central America
- Within our portfolio we have a merchant bank and a pension and severance fund manager in Colombia

	Diversified Business Platform
٠	Full-service with nationwide coverage

- Leader in the commercial lending business (17% market share <sup>(3)</sup>)
- Focus on enterprise customers and affluent segments  $\otimes$ • Leading presence in the southwest region of Colombia and in niche Banco de Occidente products such as auto loans and leasing Market leader in payroll loans B banco Leading provider of financial solutions to government entities popular throughout Colombia S Consumer-focused bank Banco Targets mid-income segments of the populations AV Villas • Leading Central American bank • Full-service financial institution with the leading credit card BAC | CREDOMATIC issuance and merchant-acquiring franchises in the region Leading merchant bank in Colombia • Actively managed equity portfolio through controlling and non-Corficolombiana controlling investments.
  - Leading private pension and severance fund manager in Colombia
  - Leader in assets under management with a 43% market share and 12.7 million affiliates
  - Defines guiding principles and strategy that create value for its subsidiaries and shareholders through multi-brand management, capital adequacy analysis, M&A execution, budget and control, risk management, shared services and compliance.
- Source: Company filings, consolidated figures. (1) Includes total assets and assets under management. (2) Since June 2016, Corficolombiana consolidates directly on Grupo Aval. (3) Source: Colombia's Superintendence of Finance as of December 2017. Net loans excluding interbank and overnight funds in a system defined as the sum of banks and commercial financing companies

G

Banco de Bogotá

porvenin

Grupo





Our business model is founded in a multi-brand strategy, which allows us to materialize on the individual strengths of each of our subsidiaries, as well as their specific experience and positioning in the different types of products, geographic locations and customer profiles. We work in an articulated manner (capitalizing on opportunities for synergies and the transfer of best practices) and aligned to the strategic focus of the holding company.

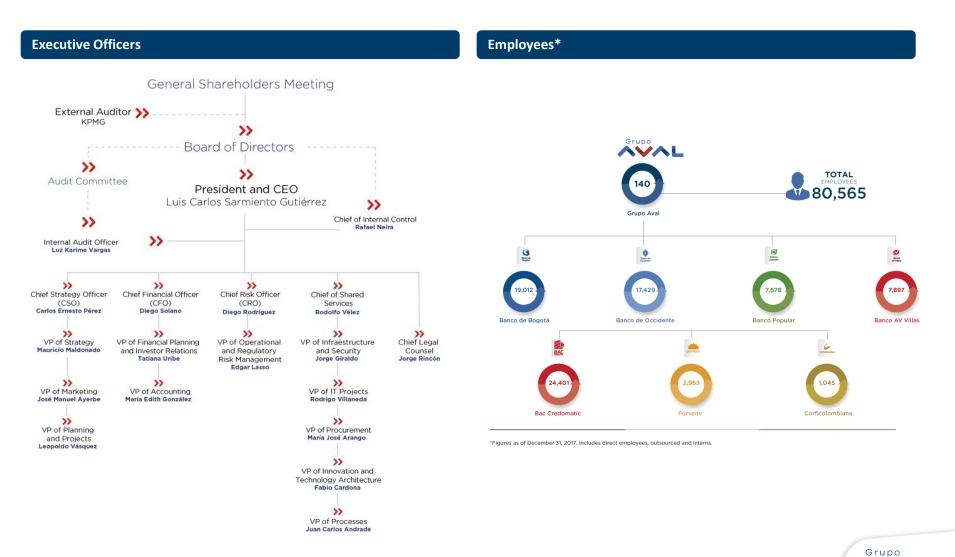
COSTUMERS	Banco de Bogotá	Banco de Occidente	banco popular	Banco AV Villas	Grupo
Corporate	•	•	•	•	
SMEs					
Micro businesses				•	•
Affluent consumer market		•			
Mass consumer market					
PRODUCTS Commercial loans		•			
Commercial loans		•			
Consumer loans					
Mortgages			Č		•
Leases	•				
Cash management operations					



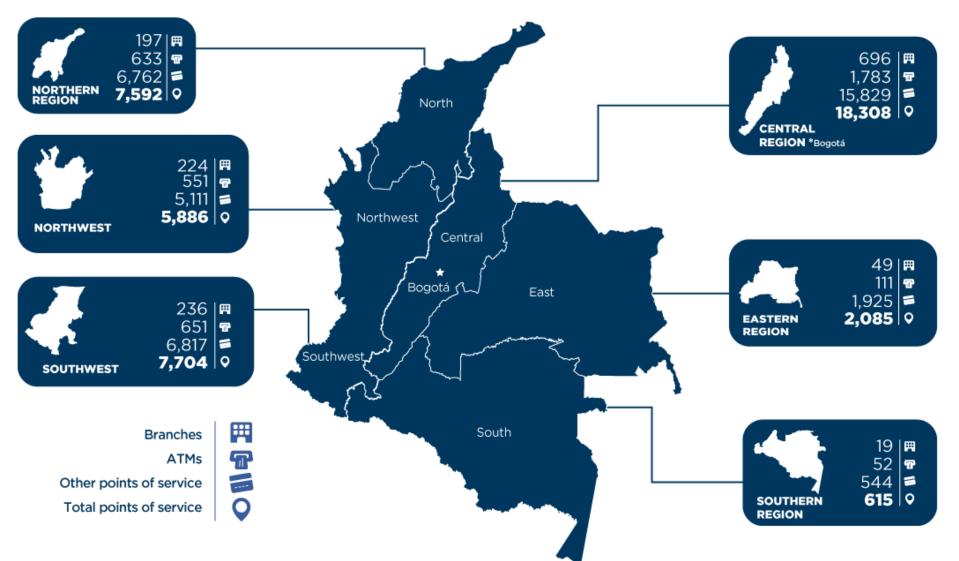


# >>>>> Our Employees

One of our main structural strengths is to have a directive and managerial team (at all levels) with the technical qualifications and ideal experience to lead the largest financial conglomerate in Colombia and Central America. To be consistent with our strategic approach, we value the experience, we prioritize the well-being of our employees and we encourage their professional and personal development.

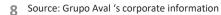






1

Through our more than **42,000** points of service and with the support of more than **56,100** employees in Colombia, we provide services to **11.3 million banking customers** and **12.7 million affiliates** to our pension and severance funds.







In Central America we have more than **10,700** points of service and **24,400** employees. We serve **3.4** million customers in the region.



1

Source: Grupo Aval 's corporate information

## 

### Transactions migration to non-traditional channels

• In our Colombian operation, monetary transactions made in branches decreased from 34% to 30% between December 2016 and December 2017. Meanwhile, nontraditional channels (mobile devices, internet, ATMs and banking correspondents) increase their share from 66% to 70%

### **Digital transactions growth**

• In our Colombian operations, the number of monetary transactions made through internet and mobile devices increase from 11.1 million in 2016, to 16.3 millions in 2017 showing a 46% growth.

Transactions made through mobile devices increased by 157% during the year and for the first time exceeded the number of internet transactions.

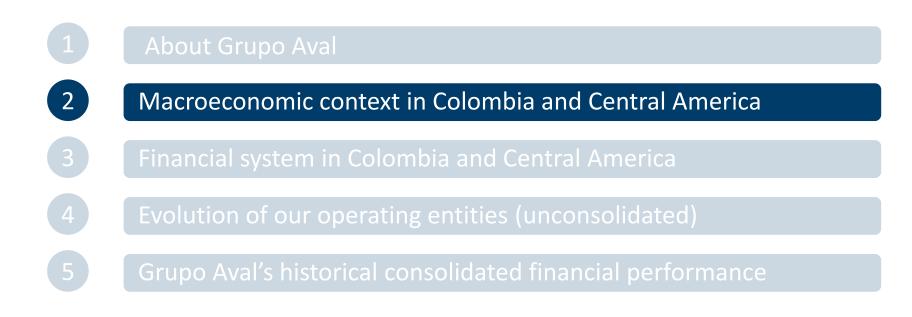
In Colombia, 1 out of every 4 clients is a digital client
 In Colombia, 1 out of every 4 clients is a digital client
 In Central America, 1 out of every 3 clients is a digital client.

### Launch of digital strategy

- In 2017, two digital laboratories were launched. Banco de Bogotá Digital Lab was successfully launched at the beginning of the year followed by Aval Digital Lab. Jointly and coupled with the digitalization efforts of subsidiaries such as BAC and Porvenir, Grupo Aval has formally initiated its digital transformation process. Some of the achievements accomplished so far are:
  - ✓ More than 15,000 digital accounts have been opened in Banco de Bogotá
  - ✓ Credit card approval process has been automated reducing the analysis time to 7 minutes
  - ✓ More than 12,000 products were sold in Central America through BAC's digital channels, showing a 17.5% increase
  - ✓ 90% of Porvenir's procedures and enquiries are being done through digital channels
- Aval is the first financial conglomerate in Colombia to obtain the approval to constitute a SEDPE "Aval Soluciones Digitales", intended to facilitate the transaction flow between people and businesses.



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## The Colombian economy's fundamentals are trending in the right direction (1/3)

### 2





Source: DANE. Quarterly and annual GDP growth. Constant prices as of 2005

### Inflation

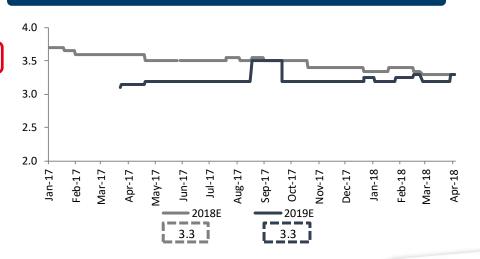


Source: Banco de la República de Colombia and DANE

### **Expected Real GDP Growth**



### Inflation Expectation (%)

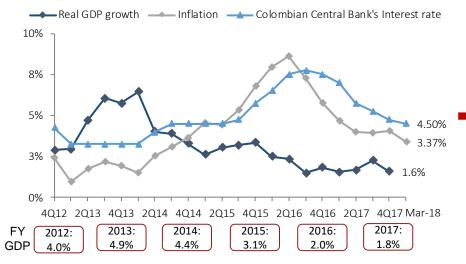


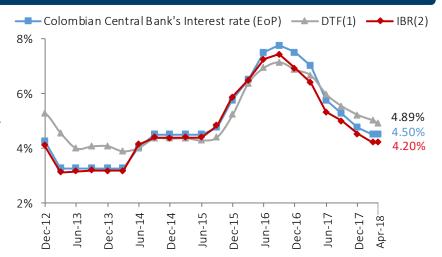


## The Colombian economy's fundamentals are trending in the right direction (2/3)

### 2

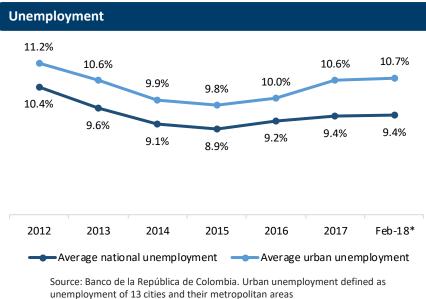
### **Central Bank's Monetary Policy**





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 3month interbank (IBR) rate



\*Last twelve months average

Grupo

## >>> The Colombian economy's fundamentals are trending in the right direction (3/3)

2

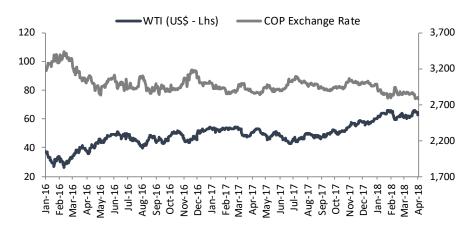
Colombian Government Fiscal Deficit (% of GDP)

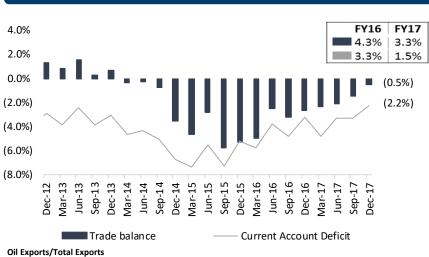


— Fiscal deficit as defined per fiscal rule

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

### Colombian Peso vs WTI US\$/barrel





Current Account (% GDP, quarterly not seasonally adjusted)

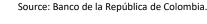


Source: Banco de la República de Colombia y DANE.

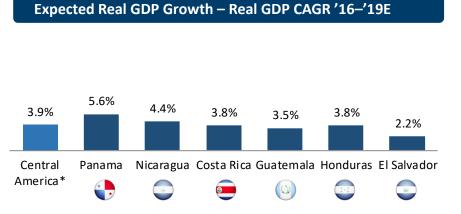
### **Colombian Peso Exchange Rate**

	4Q16	3Q17	4Q17	4Q17 vs. 4Q16	4Q17 v 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%

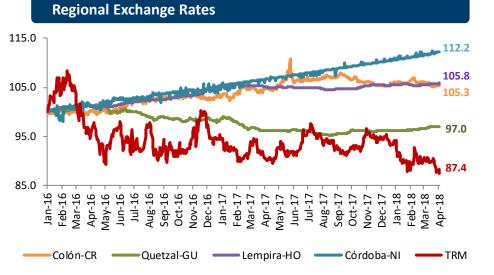
	2016	2017	2017 vs. 2016
Full Year Average	3 <i>,</i> 053.4	2,951.2	(3.3%)



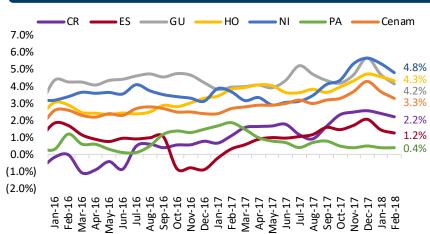
## Central American countries continue to have a robust growth outlook, set to benefit from positive momentum in the US economy



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



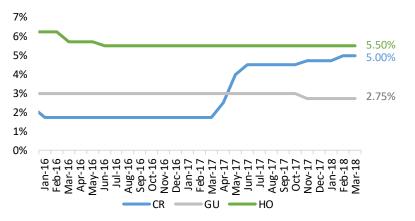
Basis 100 = January 1st 2016. Source: Bloomberg CR: Costa Rica, ES: el Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá



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

### **Central Banks' Interest Rates**

**Inflation per Country** 

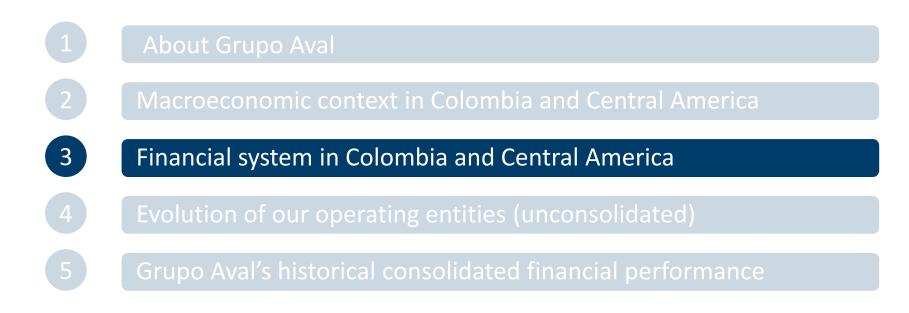






Source: SECMCA

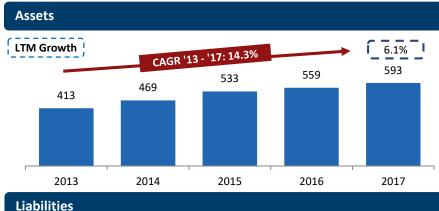
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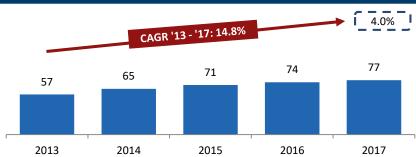


# Colombia's financial system

### Figures in Ps. trillion

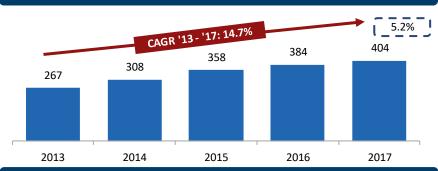




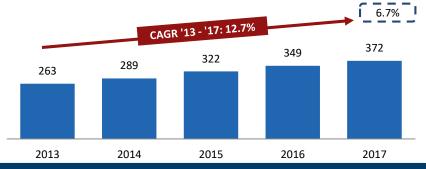


2013201420152016201720132014201420152016Source: Figures for 2013 and 2014 are reported under Colombian Banking GAAP. Figures for 2015 and over are reported under IFRS as adopted by the Superintendency of Finance. Unconsolidated results under IFRS presented to the<br/>Superintendency of Finance and published on a monthly basis. System: sum of banks and commercial financing companies (1) Deposits are calculated as checking accounts, savings accounts and time deposits. (2) Excludes the non-recurring effect<br/>Ps. 729.8 billions driven by the reclassification of Banco to Cricicolombiana at Banco de Bogotá.20172013201420152016

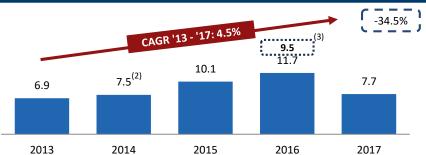
### Net Loans



Deposits <sup>(1)</sup>



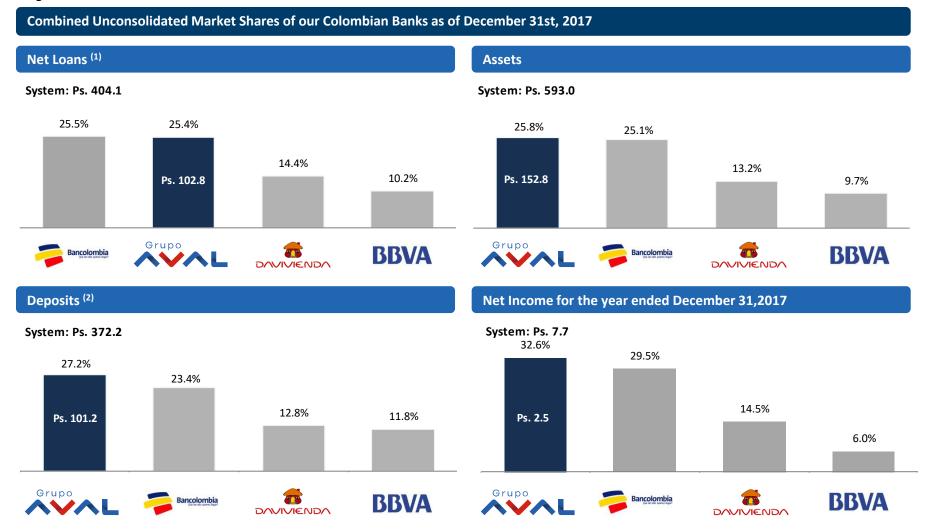
Net Income



Grupo

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

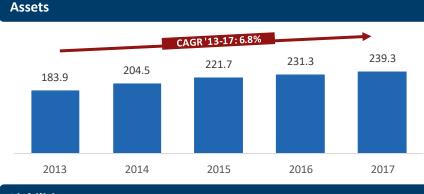
Figures in Ps. trillion



Source: Unconsolidated results under IFRS as adopted by the Superintendency of Finance and published on a monthly basis as of December, 2017. System: sum of banks and commercial financing companies. Grupo Aval is the sum of Banco de Bogotá, Banco de Occidente, Banco Popular, Banco AV Villas and Leasing Corficolombiana. Bancolombia was calculated as the sum of Bancolombia S.A and Compañía de financiamiento Tuya (1) Figures refer to capital of net loans and leases excluding interbank & overnight funds for comparative purposes. (2) Deposits are calculated as checking accounts, savings accounts and time deposits.

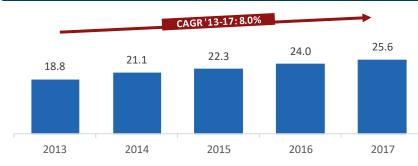


# >>>>> Central America's financial system



Liabilities





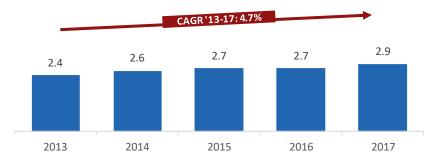
### Net Loans



Deposits



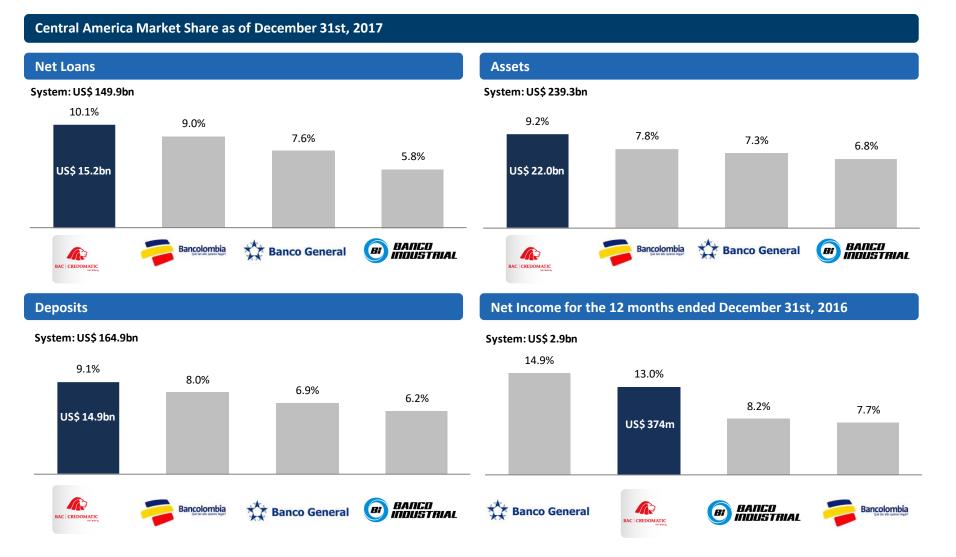
Net Income



Source: Corporate filings. Figures calculated based on publicly disclosed data aggregated from the local superintendencies of Costa Rica, Honduras, El Salvador, Guatemala, Nicaragua and Panama. Figures do not include offshore operations for banks different from BAC Credomatic.



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



Source: Corporate filings. Figures calculated based on publicly disclosed data aggregated from the local superintendencies of Costa Rica, Honduras, El Salvador, Guatemala, Nicaragua and Panama. Figures do not include offshore operations for banks different from BAC Credomatic.



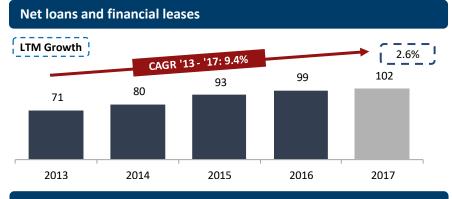
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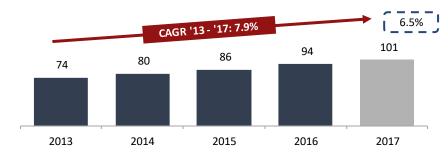


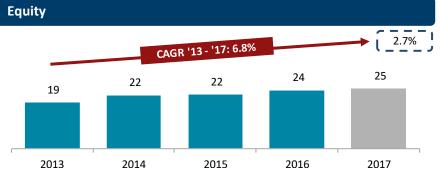
# Our combined Colombian operation has shown strong results in the past years (1/2)

Combined Unconsolidated Results of our Colombian Banks as of December 31st, 2017 (Ps. Trillions)<sup>(1)</sup>



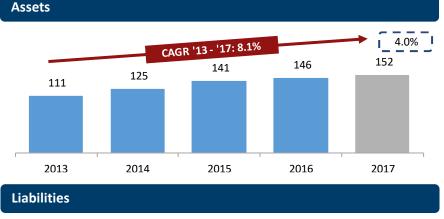
Deposits

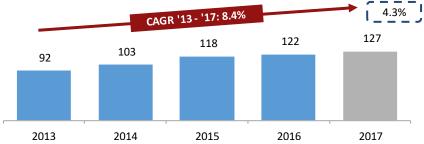




Source: Company filings. (1) Unconsolidated results of Grupo Aval. Figures for 2013 and 2014 are reported under Colombian Banking GAAP. Figures for 2015 and over are reported under IFRS as adopted by the Superintendency of Finance. (2)Excludes the non-recurring effect of Ps. 729.8 billion driven by the reclassification of Banco de Occidente's investment in Corficolombiana from its available for sale portfolio to its trading portfolio, and by the sale of part of these shares to Grupo Aval. (3)Excludes PS 236.2 billion extraordinary effect of dividends and equity method during the first half of 2015. (4) Adjusted for the non-recurring effect of Ps. 2.2 trillion associated with the deconsolidation of Corficolombiana at Banco

Net income





 CAGR '13 - '17: 0.5%
 [-16.1%]

 2.5
 2.6

 2013
 2014

 2015
 2016

 2016
 2017

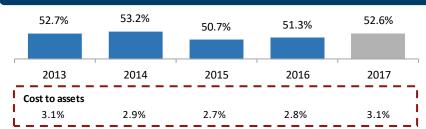
Grupo

# Our combined Colombian operation has shown strong results in the past years (2/2)

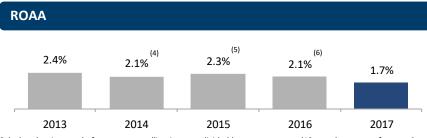


NIM calculated as Net interest income divided by total average interest-earning assets (13 months average for years)

### **Efficiency and Cost to assets**



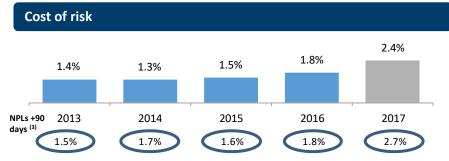
Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (13 months average for years) for cost to assets. Excludes costs that do not impact Grupo Aval's consolidated financials for Ps. 37 bn in 2013, Ps. 41 bn in 2014, Ps. 50 bn in 2015, Ps. 52 bn in 2016 and Ps. 214 bn in 2017



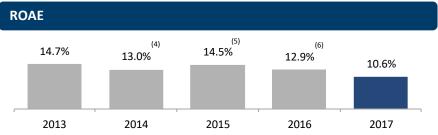
Calculated as income before non-controlling interest divided by average assets (13 months average for years)



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



Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by average gross loans excluding interbank and overnight funds (13 months average for years)



Calculated as net income divided by average equity attributable to owners of the parent company (13 months average for years)

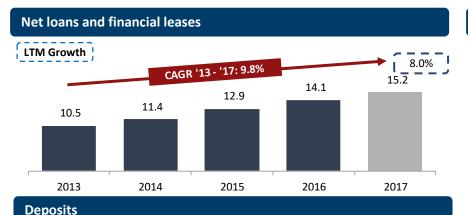
Source: Company filings. Figures for 2013 and 2014 are reported under Colombian Banking GAAP. Figures for 2015 and over are reported under IFRS as adopted by the Superintendency of Finance. (1) Net Interest Income on Loans to Average loans and financial leases; (2) Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and loss, and on interbank and overnight funds to Average securities and Interbank and overnight funds; (3) PDLs +90 days exclude interest accounts receivable. (4) Combined figures for 2014 exclude the non-recurring effect of Ps. 729.8 billion driven by the reclassification of Banco de Occidente's investment in Corficolombiana from its available for sale portfolio to its trading portfolio, and by the sale of part of these shares to Grupo Aval. (5) Combined figures for 2015 were adjusted for the Ps. 236.2 billion extraordinary effect of dividends and equity method during the first half of the year (6) Combined figures for 2016 were adjusted for the deconsolidation of Corficolombiana at Banco de Bogotá.

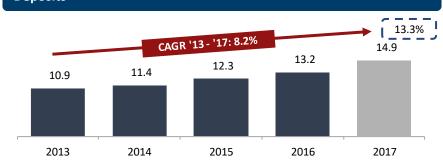


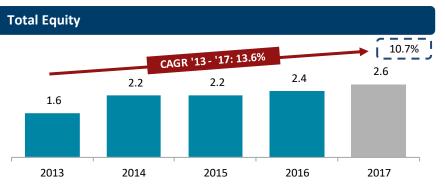
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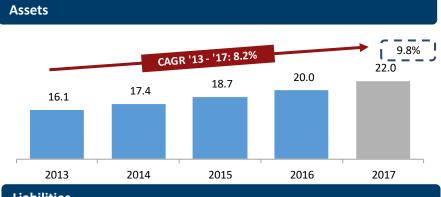
# $\rightarrow$ Our Central American operation show a strong track record of growth (1/2)

BAC Credomatic as of December 31st, 2017 (US\$Bn)

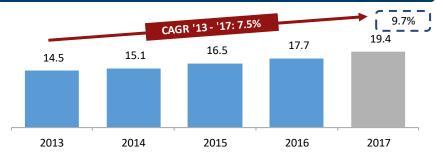


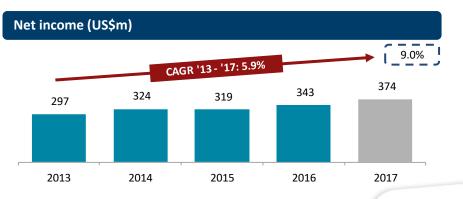








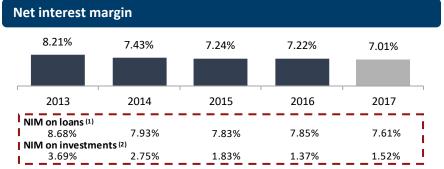




Grupe

Source: Company filings. Unaudited figures. Figures for 2013 and 2014 are reported under US GAAP. Figures for 2015 and over are reported under IFRS.

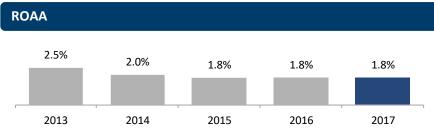
# >>>>> Our Central American operation show a strong track record of growth (2/2)



NIM calculated as Net interest income divided by total average interest-earning assets (five quarters average for years)

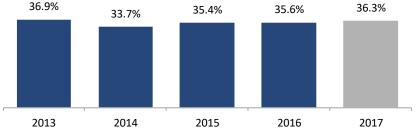


Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and by average total assets (five quarters average for years) for cost to assets

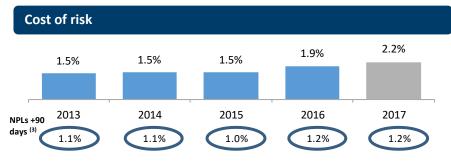


Calculated as income before non-controlling interest divided by average assets (five quarters average for years)

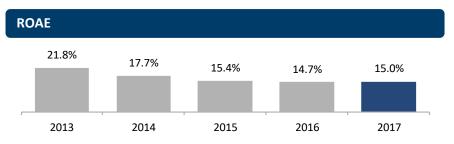
Fee income ratio



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



Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds (five quarters average for years)



Calculated as net income divided by average equity attributable to owners of the parent company (five quarters average for years of equity attributable to owners of the parent company)

Source: Company filings. Figures for 2013 and 2014 are reported under US GAAP. Figures for 2015 and over are reported under IFRS. (1) Net Interest Income on Loans to Average loans and financial leases; (2) Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and loss, and on interbank and overnight funds to Average securities and Interbank and overnight funds; (3) NPLs +90 days exclude interest accounts receivable.



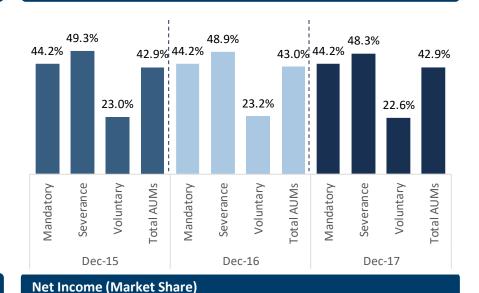
(4)

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

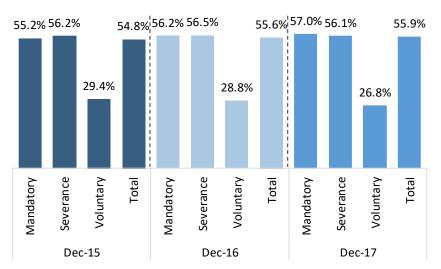
### Assets Under Management (Ps.\$ Trillions)

	Dec-15	Dec-16	Dec-17
Mandatory	73.7	84.4	100.4
Severance	4.0	4.5	5.1
Voluntary	3.1	3.4	3.9
Total AUMs	80.8	92.3	109.3
Net Income (Ps.\$ bn)	277	355	422
ROAE	22.3%	25.3%	25.5%

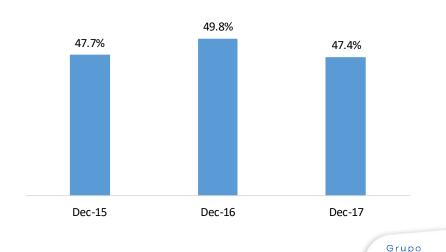
#### Assets Under Management (Market Share)



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



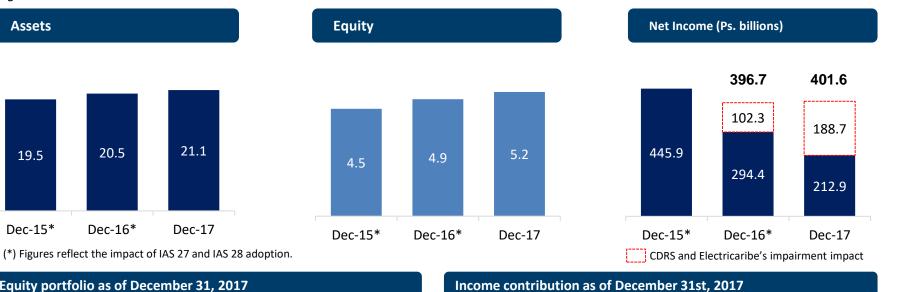
### Affiliates to Pension Funds (Market Share)



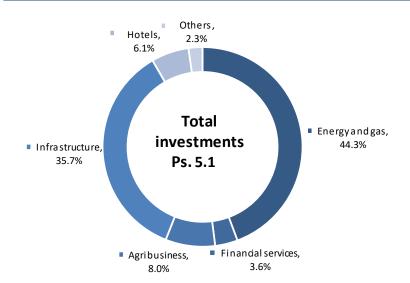
Source: Superintendencia de Colombia.

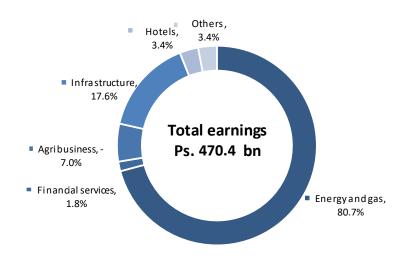
## Corficolombiana invests in multiple industries reflecting the Colombian economy

Figures in Ps. Trillions under IFRS











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Source: Company filings and Superintendency of Finance.

# >>>> Table of content





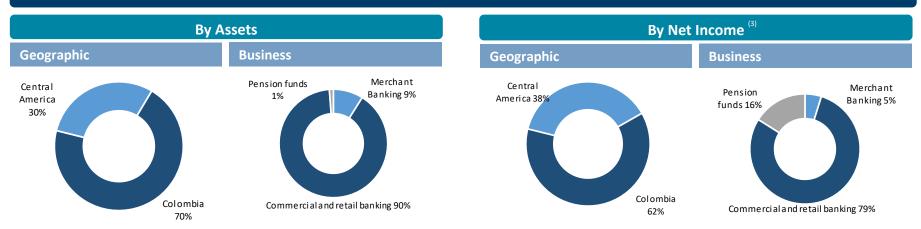
## Grupo Aval's diverse sources of value generation

Information as of December 31st, 2017

### Key Figures in Ps. Billions as of December 31, 2017



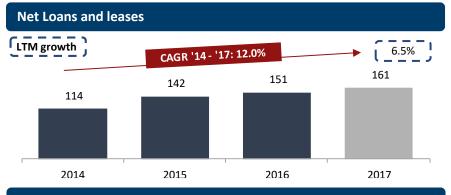
### **Business Composition**



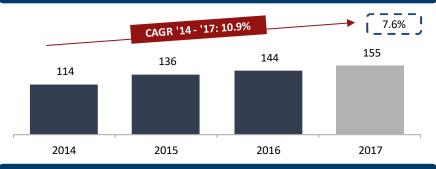


## Grupo Aval's track record of consolidated results (1/2)

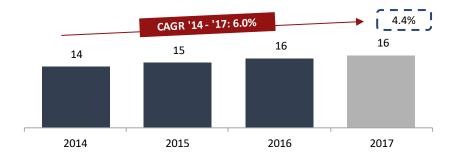
Figures in Ps. Trillions under IFRS as December 31st, 2017

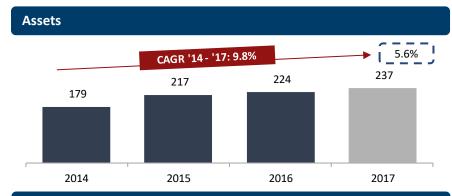


Deposits

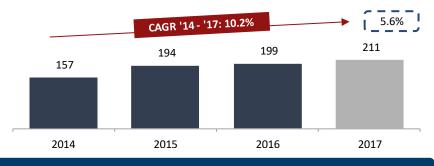


### **Attributable Equity**

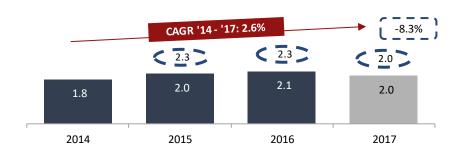




Liabilities



Net Income



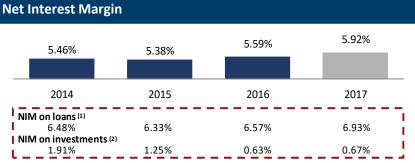
Grupo

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Source: Company filings. Figures for 2014 and over are reported under IFRS

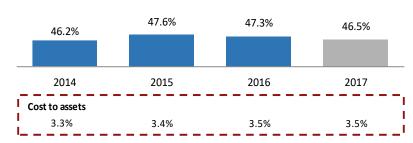
🗲 Figures adjusting for one-time payment of attributable wealth tax of Ps. 208.7 billion, Ps. 181.5 billion and Ps. 69.1 billion for 2015, 2016 and 2017, respectively.

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

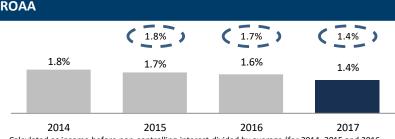


NIM calculated as Net interest income divided by total average interest-earning assets (for 2014, 2015 and 2016 according to 20-F and for 2017 total interest-earning assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five)

### Efficiency

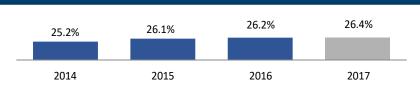


Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (for 2014, 2015 and 2016 according to 20-F and for 2017 total assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by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

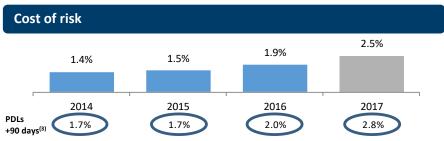


Calculated as income before non-controlling interest divided by average (for 2014, 2015 and 2016 according to 20-F and for 2017 total interest-earning assets at 4Q16, 1Q17, 2Q17, 3Q17 and 4Q17 divided by five).

### Fee income ratio



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



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).

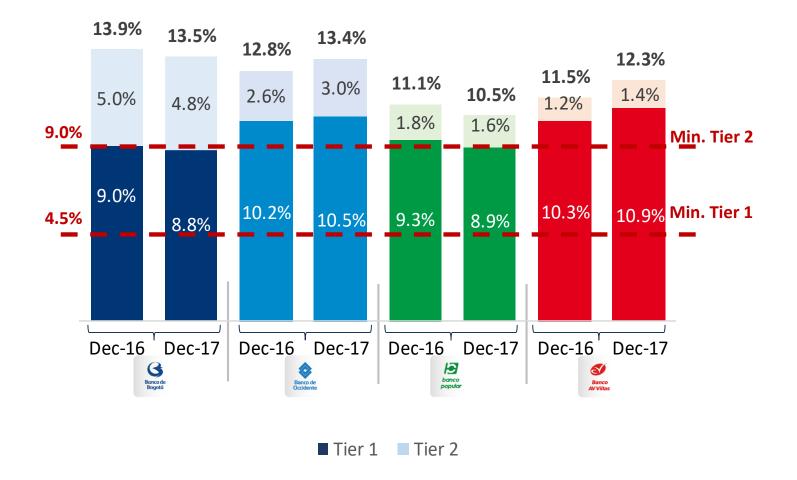
Source: Company filings. <sup>(1)</sup> Net Interest Income on Loans to Average loans and financial leases; <sup>(2)</sup> Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities and Interbank and overnight funds to Average securitis and Interbank and overnight fund

Figures adjusting for one-time payment of attributable wealth tax of Ps. 208.7 billion, Ps. 181.5 billion and Ps. 69.1 billion (for net income and ROAE) and total wealth tax of Ps. 303.2 billion, Ps. 267.6 billion and Ps. 101.8 billion (for ROAA) for 2015, 2016 and 2017 respectively.



## **Necent evolution of our banks' consolidated solvency ratios**

### **Consolidated Solvency Ratios of our Banks**





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Source: Consolidated figures based on company filings



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