





















## >>>> 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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## About Grupo Aval

Information as of December 31st, 2019

<b>Key Figures</b>	
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Balance Sheet Ps	. trillions	Key Ratios		Clients	(millions)
Total Assets	\$278.8	ROAA	2.0%	Banking Clients	16.1
Net Loans	\$173.9	ROAE	16.4%	Pension Fund Clients	14.1
Deposits	\$175.5	Tangible Equity Ratio	9.2%	Points of Service <sup>(1)</sup> (thousands)	49.0
Attr. Net Income	\$3.03	Efficiency	47.6%		
Third Party Assets Under Mgmt.	. \$259.9	Deposits to Loans Ratio	101%	Market Capitalization <sup>(2)</sup>	\$32.6

## **Business Composition**



## Geographic

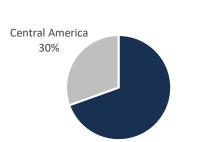
## Central America 30% Colombia 70%

## **Type of Business**



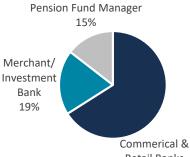
## By Net Income<sup>(3)</sup>





Colombia 70%

## **Type of Business**



Retail Banks 66%

Source: Consolidated company filings; Bloomberg.

(1) Points of service includes full service branches, banking correspondents and other Branch formats. (2) As of December 30, 2020. (3) Net income for the last 12 months ended as of December 31,2019.

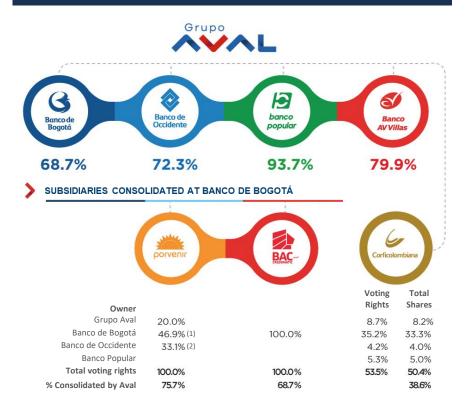




## Grupo Aval's diverse source of value generation

Information as of December 31st, 2019

## **Our operations**



## **Key Figures**

	Banco de Bogotá	Banco de Occidente	banco popular	Banco AV Villas	Corficolombiana	Grupo AVAL
(Ps \$ trillions)	POLVEUIL BWC (CREDOWNIE					
Net Loans	113.1	29.4	19.3	11.7	2.1	173.9
Assets	175.0	42.6	25.1	15.2	31.8	278.8
Deposits	117.8	28.7	17.0	11.9	4.1	175.5
Liabilities	153.2	37.7	22.0	13.4	21.8	245.5
Total equity	21.9	4.9	3.1	1.8	10.0	33.3
Attributable equity	20.6	4.8	3.0	1.8	7.7	19.9
Net income	2.8	0.6	0.3	0.2	1.5	3.0
ROAA	1.8%	1.4%	1.2%	1.6%	7.1%	2.0%
ROAE	14.4%	12.2%	10.3%	14.1%		16.4%

Source: Company data

(1) 36.5% through Banco de Bogotá and 10.4% through Fiduciaria Bogotá. (2) 24.2% through Banco de Occidente and 8.9% through Fiduciaria de Occidente. (3) Subsidiaries consolidated at Banco de Bogotá.



#### SHAREHOLDER COMPOSITION OF GRUPO AVAL AS OF DECEMBER 31, 2019 **NUMBER OF NUMBER OF SHAREHOLDER TOTAL NUMBER OF SHARES** % OWNED **COMMON SHARES PREFERRED SHARES** ADMINEGOCIOS S.A.S. 6,094,903,964 27,921,669 6,122,825,633 27.5% ACTIUNIDOS S.A. 687,451,726 16.7% 3,028,922,128 3,716,373,854 EL ZUQUE S.A. 561,052,547 958,153,905 1,519,206,452 6.8% JPMORGAN CHASE BANK NA FBO HOLDERS OF DR(AVAL ADR 1.294.505.400 1,294,505,400 5.8% 5.7% INVERSIONES ESCORIAL S.A. 1,270,118,990 1,270,118,990 SOCINEG S.A. 532,546,743 683,851,342 1,216,398,085 5.5% 497,711,356 AMINVERSIONES S.A. 631,496,256 1,129,207,612 5.1% INTRASSETS TRADING S A 986,514,816 986,514,816 4.4% RENDIFIN S.A 636,198,157 164,660,421 800,858,578 3.6% INVERSEGOVIA S.A. 403.605.252 403,605,252 1.8% JARA ALBARRACIN MANUEL GUILLERMO 73,410,448 313,814,188 387,224,636 1.7% INVERPROGRESO S.A. 1.4% 295,254,441 16,760,770 312,015,211 **NEGOCIOS Y BIENES S.A.S** 278,007,490 13 278,007,503 1.2% FONDO BURSATIL ISHARES COLCAP 233,790,758 233,790,758 1.0% 0.5% FDO DE PENSIONES OBLIGATORIAS PROTECCION MODERADO 17,394,093 96,538,741 113,932,834 VELEZ TRUJILLO INES HELENA 3.616.925 82.408.614 86.025.539 0.4% 0.4% MULTIASSETS INVESTMENTS S A 10,249,964 68,212,418 78,462,382 FONDO DE PENSIONES OBLIGATORIAS PORVENIR MODERADO 3,269,325 69,071,458 72,340,783 0.3% 67,778,317 FONDO BURSATIL HORIZONS COLOMBIA SELECT DE S&P. 67,778,317 0.3% VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND 59,103,590 59,103,590 0.3% ABU DHABI INVESTMENT AUTHORITY J.P. MORGAN 49,195,298 49,195,298 0.2% 0.2% VANGUARD EMERGING MARKERTS STOCK INDEX FUND 47,704,537 47,704,537 VOL-P30 FONDO DE PENSIONES PROTECCION 45,442,187 45.442.187 0.2% PATRIMONIO AUTONOMO FC - KOV017 44,000,000 44,000,000 0.2% CUBIDES OF ARTE HENRY 39,458,947 39,458,947 0.2% 1,906,919,965 OTHER SHAREHOLDERS WITH LESS PARTICIPATION 311,228,435 1,595,691,530 8.6% TOTAL SHARES OUTSTANDING 15,137,789,974 7,143,227,185 22,281,017,159





Figures as December 31st, 2019

#### **Market Share**

#### **Market Position**



Complete suite of banking products offered through our four Colombian banks

26.2% market share in assets

25.2% market share in net loans26.4% market share in deposits

32.1% market share in corporate lending

26.2% market share in consumer lending

40.8% market share in payroll lending

19.6% market share in credit cards

23.0% market share in vehicle loans

33.0% 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

#3 in credit cards

#2 in vehicle loans

#1 in net income



 Leading Central American banking group with presence in Panamá, Costa Rica, Guatemala, Honduras, El Salvador, and Nicaragua

9.4% market share in assets

10.3% market share in net loans

9.7% market share in deposits

40.4% market share in credit card issuance<sup>(1)</sup>

56.3% market share in credit card acquiring<sup>(1)</sup>

■ 13.7% 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

44.3% market share in assets under management<sup>(2)</sup>

48.2% market share in net income

58.1% 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







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

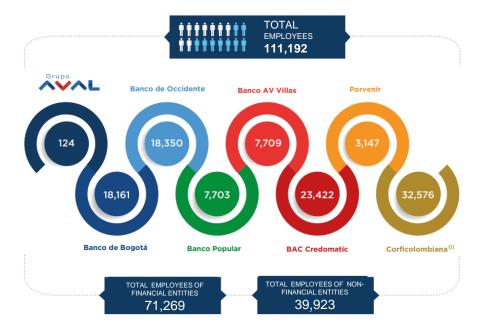


#### **Executive Officers**

#### Grupo GENERAL SHAREHOLDERS MEETING External Auditor >> **KPMG Board of Directors Audit Committee** President and CEO Luis Carlos Sarmiento Gutiérrez Chief of Internal Control >> Rafael Neira\* Internal Audit Officer >> David Escobar\* >> >> >> Chief Financial Chief Risk Chief of Information VP of Corporate Officer Management Officer Technology Marketing Diego Solano Luz Karime Vargas\* Rodolfo Vélez José Manuel Averbe >> >> >> >> >> VP of VP of VP of VP of VP of Accounting Processes Infraestructure Innovation and Technology María Edith Juan Carlos and Security Technology Process González Andrade Jorge Giraldo Arquitecture Orlando Díaz Fabio Cardona >> Chief Legal Counsel

#### **Employees**

Jorge Rincón Plata



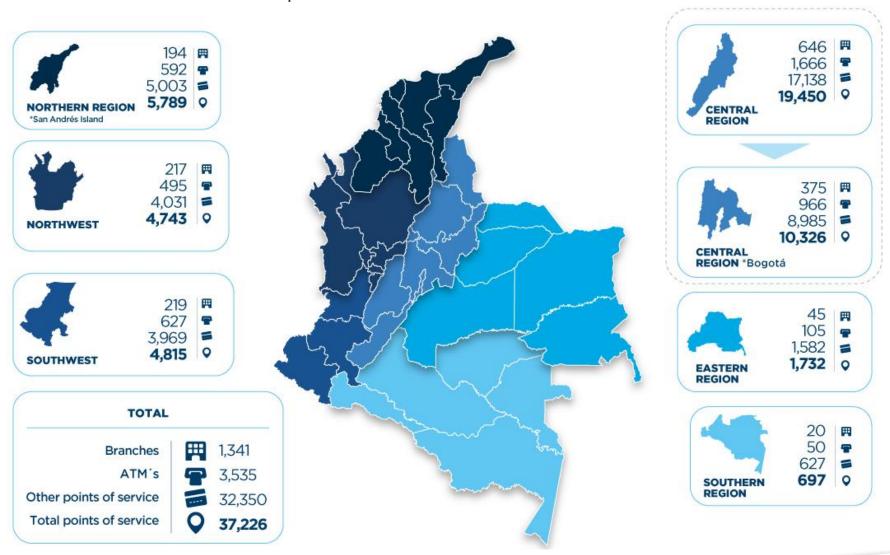






# >>>> Our network in Colombia

Through our more than **37,226 points** of service we provide services to **12.3 million banking customers** and **14.1 million affiliates** to our pension and severance funds.









## Our network in Central America

In Central America we have more than **11,758 points of service**, we serve **3.8 million customers** in the region.



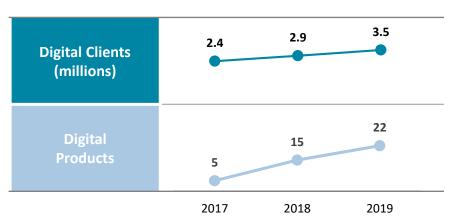


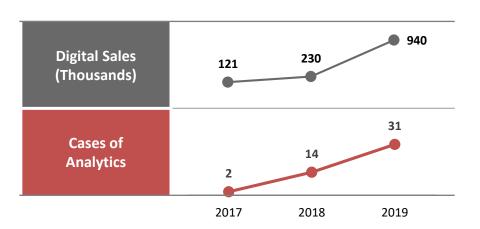
#### **Strategy**

- We are taking advantage of new digital technologies to improve customer experience, reach new customers, create new products and markets, and improve our efficiency
- We have launched a coordinated effort to digitalize our front and back offices, redesigning our core products, processes, and transactions
- Through analytics, we strive to better understand and serve our clients as well as improve our core activities such as risk, pricing and customer lifecycle management

#### **Evolution**

- Since their creation 3 years ago, our digitalization labs have yielded strong results. We now have:
  - 3.5 million (or 20%) of our clients are digital
  - 35% of our retail product sales are supported by our digital initiatives
  - 22 core products have been digitalized in our banks
  - 60% of our transactions are digital







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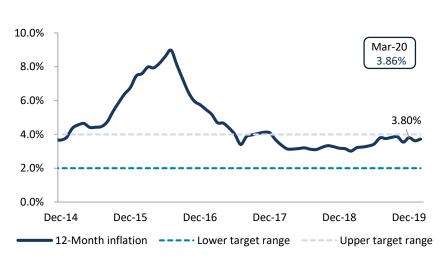
## Macroeconomic context – Colombia (1 I 2)

#### Real GDP anual growth (%)

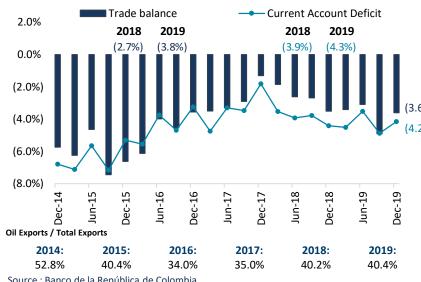


Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

#### **Inflation**

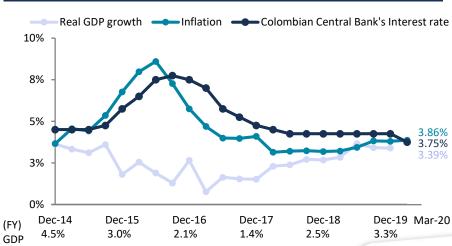


#### Current Account (% GDP, quarterly)



Source : Banco de la República de Colombia

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



Source: Banco de la República de Colombia and DANE. GDP as of December 2019. GDP Seasonally-adjusted, constant prices (2015 basis)

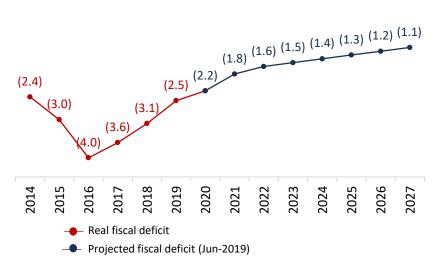






## Macroeconomic context – Colombia (2 I 2)

#### Projected Fiscal Deficit – Fiscal Rule (% of GDP)



Source: Ministry of Finance. Projections start in 2020.

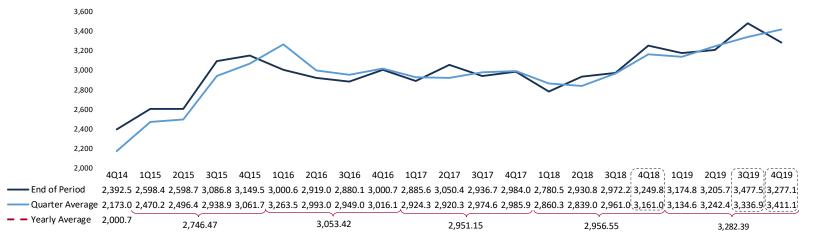
#### **Unemployment(%)**





\*Last twelve month average from March 2019 to February 2020 Source: Banco de la República de Colombia. Urban unemployment defined as unemployment of 13 cities and their metropolitan areas

#### **Colombian Peso Exchange Rate**



FY19 vs FY18

End of Period 0.8%

Yearly Average 11.0%

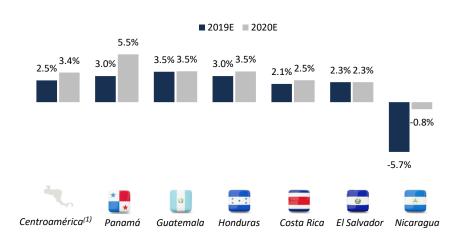


Source : Banco de la República de Colombia



## Macroeconomic context – Central America

#### **Growth Outlook - Real GDP**

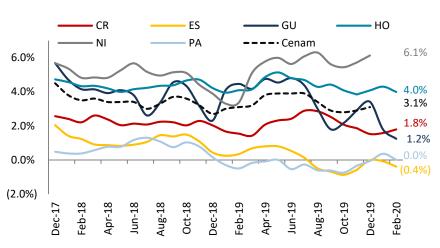


Source: IMF (WEO October 2019); (1) Aggregate growth of all the Central American countries.

## Regional Exchange Rates(100= 12/31/2017)

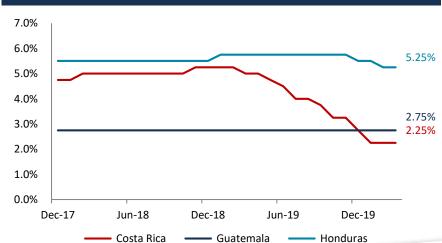


#### **Inflation per Country**



Source: SECMCA. CR: Costa Rica, ES: El Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá, Cenam: Central America. Inflation of Nicaragua and Cenam as of December 2019.

## Central Bank's Interest Rates(%)



Source: SECMCA



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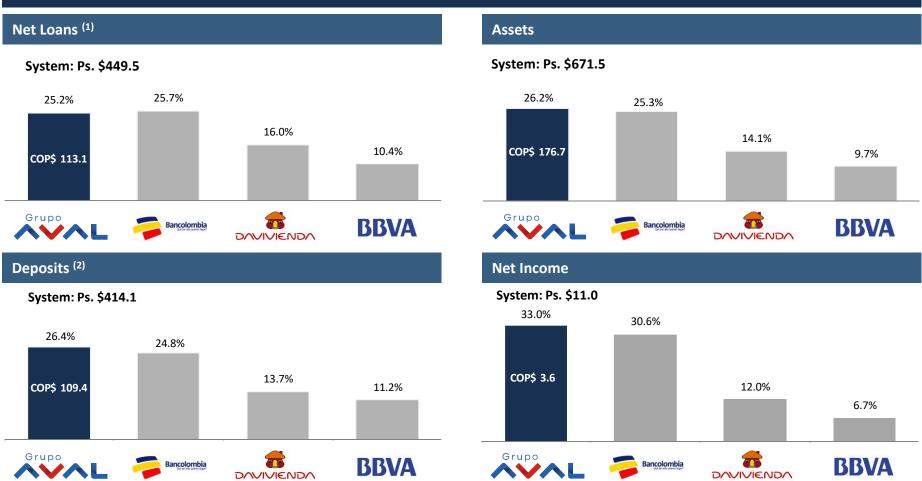


## Grupo Aval continues to be a clear leader in the Colombian market



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, 2019. System: sum of banks. Grupo Aval is the sum of Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas



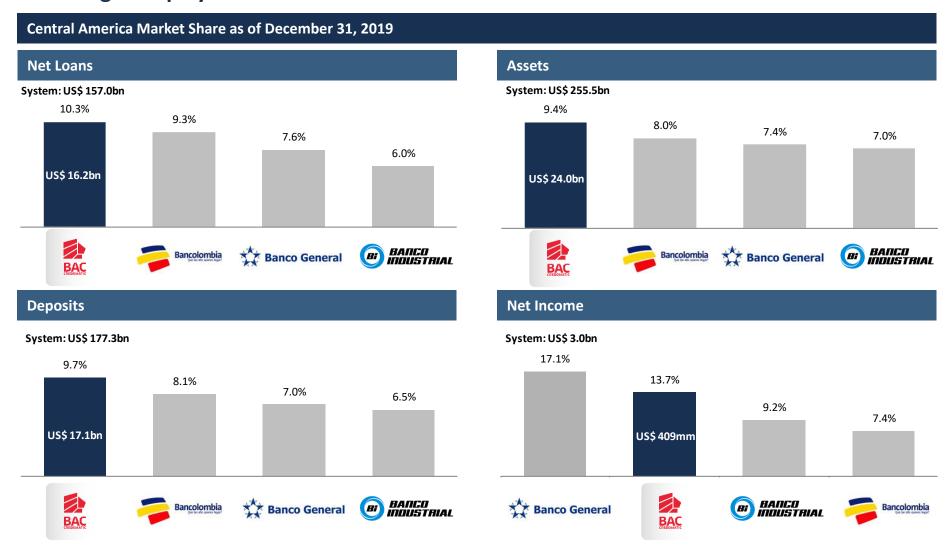
<sup>(1)</sup> Figures refer to capital of net loans and leases excluding interbank & overnight funds for comparative purposes.

<sup>(2)</sup> 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





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 Agricola (Salvador).



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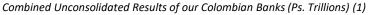
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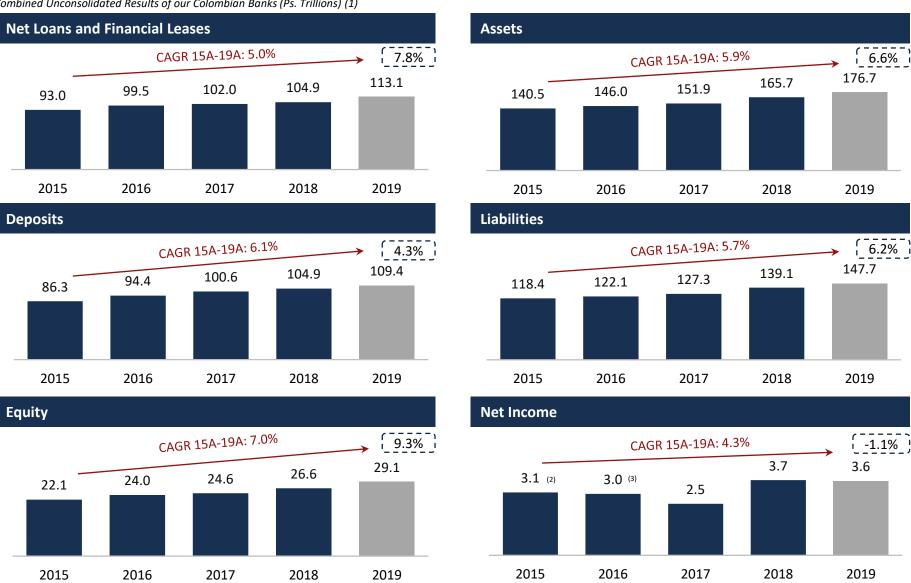


Our combined Colombian operation has shown strong results in the past

Δ% LTM Growth

years (1 I 3)





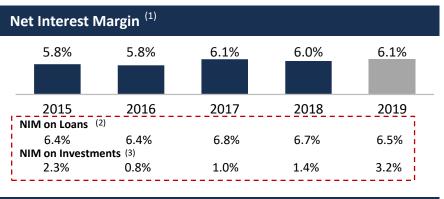
Source: Company filings. (1) Aggregated unconsolidated results of Grupo Aval banks. Figures under IFRS as adopted by the Superintendency of Finance. (2) Excludes PS 236.2 billion extraordinary effect of dividends and equity method during the first half of 2015. (4) Adjusted for the non-recurring effect of Ps. 2.2 trillion associated with the deconsolidation of Corficolombiana at Banco de Bogotá.



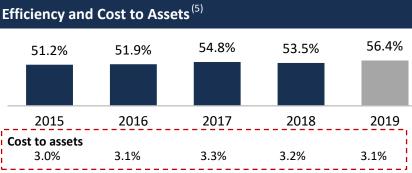


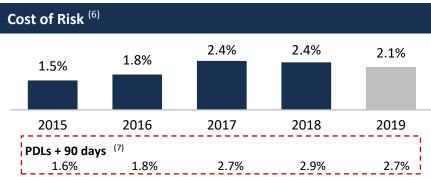
# Our combined Colombian operation has shown strong results in the past years (2 I 3)

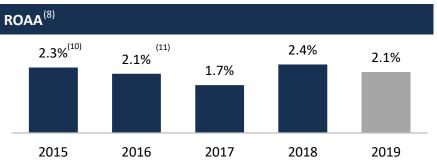


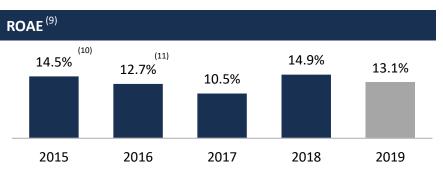












Source: Company filings. Figures are reported under IFRS as adopted by the Superintendency of Finance. (1) NIM calculated as Net Interest Income divided by total average interest earning assets. (12 month average of total interest- earning assets); (2) Net Interest Income on Loans to average loans and financial leases; (3) Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities had financial leases; (3) Net Interest income on fixed income securities, net trading income investment securities and Interbank and overnight funds; (4) Fee income nation calculated as net fee income divided by total operating income before net provisions; (5) Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average gross loans excluding interbank and overnight funds (12 month average of gross loans); (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 income before non-controlling interest divided by average assets (12 month average of total assets). (9) ROAE calculated as net income divided by average equity, (10) 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 (11) Combined figures for 2016 were adjusted for the non-recurring effect of Ps. 2.2 trillion associated with the deconsolidation of Corficolombiana at Banco de Bogotá.





# Our combined Colombian operation has shown strong results in the past years (3 I 3)





Source: Company filings. Figures are reported under IFRS as adopted by the Superintendency of Finance. (1) Yield on Commercial Loans calculated as commercial loan portfolio interest income excluding interbank & overnight funds divided by total average loans (12 month average of commercial loan portfolio); (2) Yield on Consumer Loans calculated as consumer loan portfolio interest income excluding residential mortgages divided by total average loans (12 month average of loan portfolio); (4) Cost of funds calculated as loan portfolio interest excluding interest





## Our Central American operation show a strong track record of growth (1 I 3)

BAC Credomatic as of December 31st, 2019 (US\$Bn)





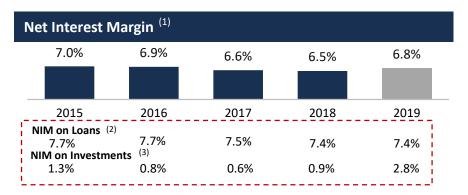
Source: Company filings. Figures under IFRS.



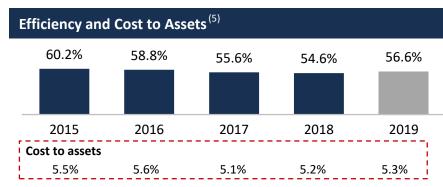


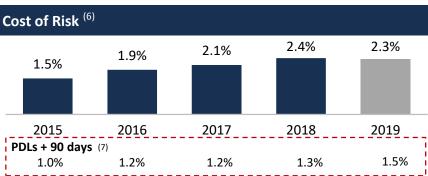
## Our Central American operation show a strong track record of growth (2 I 3)

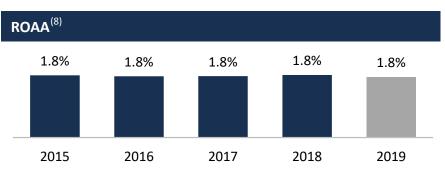


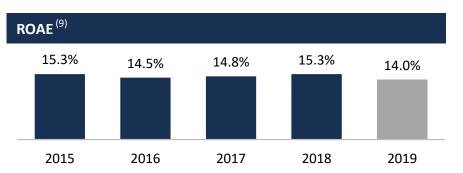












Source: Company filings. Unaudited figures. Figures are reported under IFRS. (1) NIM calculated as Net Interest Income of interest Income of interest Income of interest Income on Loans to average loans and financial leases; (3) Net Interest Income on fixed income securities, net trading income from equity 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 income before net provisions; (5) Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (13 month average) for cost to assets; (6) Cost of Risk calculated as impairment loss net of recoveries of charged-off assets divided by average gross loans; (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 income before non-controlling interest divided by average assets (13 month average of total assets). (9) ROAE calculated as net income divided by average equity, (13 month average equity).





# Our Central American operation show a strong track record of growth (3 I 3)





Source: Company filings. Unaudited figures. Figures are reported under IFRS. (1) Yield on Commercial Loans calculated as commercial loan portfolio interest income excluding interbank & overnight funds divided by total average loans (5 quarter average of commercial loan portfolio); (2) Yield on Consumer Loans calculated as consumer loan portfolio interest income excluding residential mortgages divided by total average loans (5 quarter average of consumer loan portfolio); (3) Yield on Loans calculated as loan portfolio interest excluding interbank & overnight funds divided by total average loans (5 quarter average of loan portfolio); (4) Cost of funds calculated as total interest expense divided by total funds. Funds includes deposits, interbank borrowings and overnight funds, borrowings from banks and others, bonds and borrowings from development entities (5 quarter average of funds); (5) Yield on Investments calculated as Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit to average securities (5 quarter average of securities); (6) Calculated as Yield on Loans minus Cost of Funds.



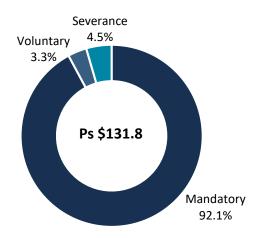


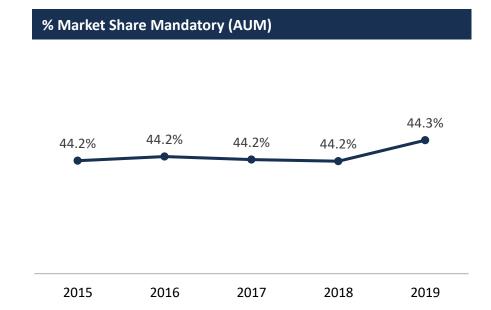
# Porvenir is the leading private pension and severance fund manager in Colombia



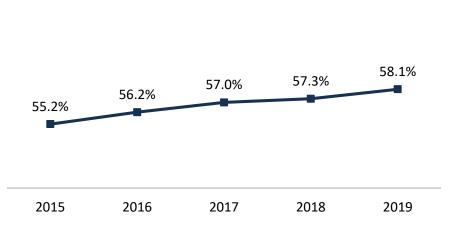
#### **Assets Under Management**

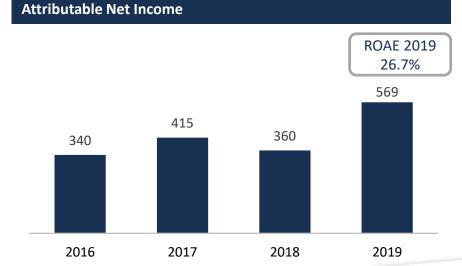
Figures in Ps. Trillions under IFRS as December 31st, 2019





#### % Market Shaere Mandatory ( Affiliates)





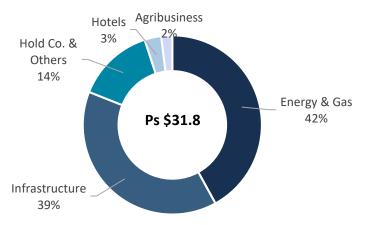




## Corficolombiana invests primarily in four industries

## **Assets Composition by Sector**

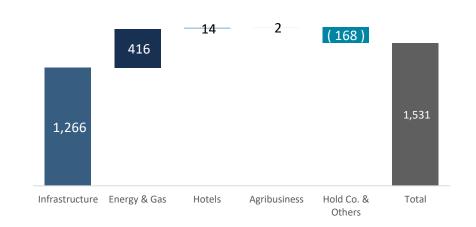
Figures in Ps. Trillions under IFRS as December 31st, 2019



#### Net Income by Sector

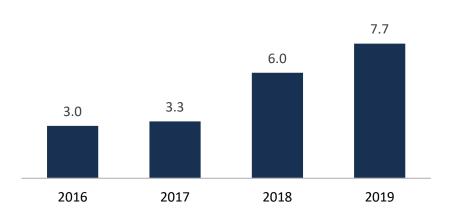
2016

Figures in Ps. Billions under IFRS as December 31st, 2019



#### **Attributable Equity**

Figures in Ps. Trillions under IFRS



# Attributable Net Income Figures in Ps. Billions under IFRS ROAE 2019 22.1% 1,620 1,531

2017

2018

Source: Company filings and Superintendency of Finance.



2019

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



LTM growth

Figures in Ps. Trillions under IFRS as December 31st, 2019



19.9

2019

17.8

2018

16.3

2017

Source: Consolidated company public filings.

14.6

2015

15.6

2016



2019

3.0

2.9

2018

2.1

2016

2.0

2017

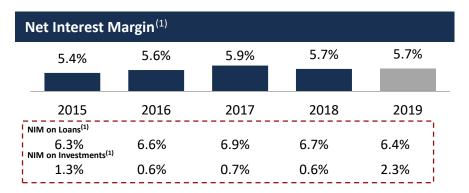
2.0

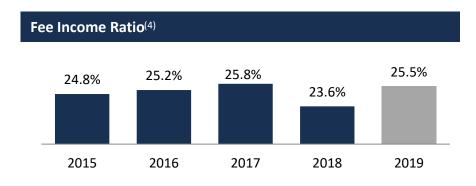
2015

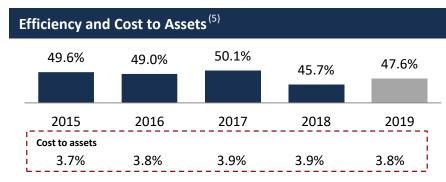


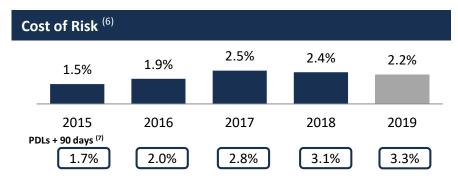
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## Grupo Aval's track record of consolidated results (2 I 2)

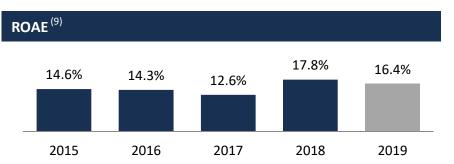










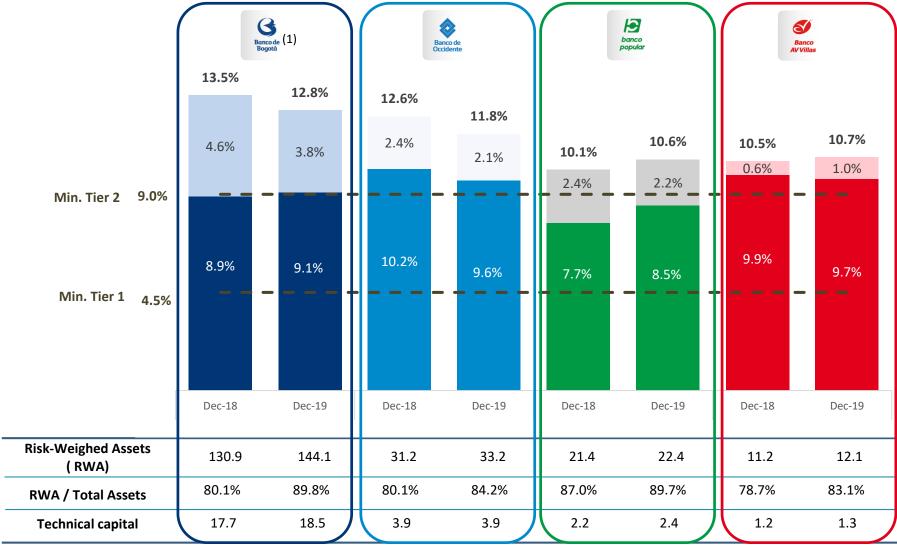


Source: Consolidated company public filings. Figures are reported under IFRS. (1) Calculated as net interest income divided by total average interest-earning assets.; (2) Calculated as net interest income on loans to average loans and financial leases; (3) net interest income on fixed income securities, 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 income before net provisions, we changed the calculation of the fee income ratio 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 net income and other accounts receivable 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 divided by average of assets (9) Calculated as net income attributable to owners of the parent divided by the average of attributable equity.





## > Recent evolution of our bank's consolidates solvency ratios



■ Tier 1 ■ Tier 2





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