

# >>> Aviso legal

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. Details of the calculations of non-IFRS measures such as ROAA and ROAE, among others, are explained when required in this report.

Banco de Bogotá executed a spin-off of a 75% equity stake in BAC Holding International Corp ("BHI"); to its shareholders and Grupo Aval subsequently spun-off its equity interest to its shareholders on March 29, 2022. Prior to the spin-off, Banco de Bogotá was the direct and only parent of BHI. Furthermore, on December 19, 2022, Banco de Bogotá sold 20.89% of the outstanding investment of BHI through a tender offer. As of December 31, 2022, Banco de Bogotá held 4.11% of BHI. This investment is reflected as an investment at fair value through other comprehensive income.

As a result, for comparability purposes, we have prepared and present supplemental unaudited pro forma financial information for the twelve months ended December 31, 2021, that assumes the spin-off was completed on January 1, 2021. As a result of the sale of 20.89% of BHI, in this presentation we have reclassified the BHI's equity method to discontinued operation for the second and third quarter of 2022.

The supplemental unaudited pro forma financial information does not purport to be indicative of our results of operations or financial position had the relevant transactions occurred on the dates assumed and does not project our results of operations or financial position for any future period or date. The pro forma financial information is unaudited and the completion of the external audit for the year ended December 31, 2022, may result in adjustments to the unaudited pro forma financial information presented herein any such adjustments may be material. For further information, please see the supplemental unaudited pro forma financial information in our fourth quarter of 2022 earnings release.

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.



# >>> Table of content

- 1) About Grupo Aval
- 2 ) Macroeconomic context in Colombia
- (3) Financial system in Colombia
- 4 Evolution of our operating entities (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance



# >>> Table of content

- 1) About Grupo Aval
- (2) Macroeconomic context in Colombia
- (3) Financial system in Colombia
- 4 Evolution of our operating entities (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance

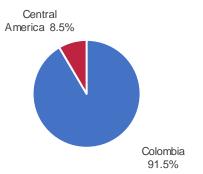


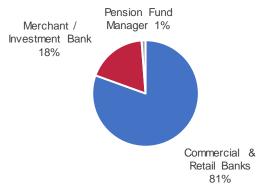


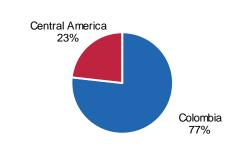
Key Figures					
Balance Sheet	Ps. trillions	Key Ratios	FY 22	Clients	(millions)
Total Assets	\$295.6	ROAA	1.6%	Banking Clients	14.9
Net Loans	\$179.1	ROAE	14.0%	Pension Fund Clients	16.6
Deposits	\$173.3	Tangible Equity Ratio	9.1%	Points of Service <sup>(1)</sup> (thousands)	60.9
Attributable Net Income	\$2.5	Efficiency	45.8%		
Attributable Net Income continued op.	\$1.9	Deposits to Loans Ratio	96.8%	Market Capitalization <sup>(2)</sup>	\$13.5

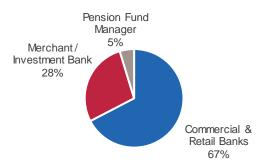
### **Business Composition**

# By Assets By Net Income<sup>(3)</sup> Geographic Type of Business Geographic Type of Business Type of Business









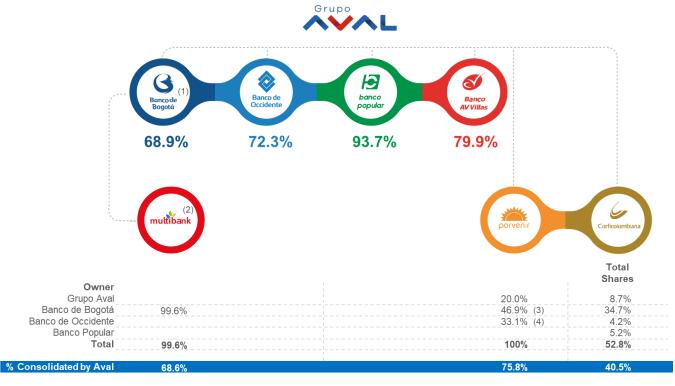




# **Grupo Aval's diverse source of value generation**

Information as of December 31st, 2022

#### **Our operations**



- (1) Banco de Bogotá holds 4.11% stake in BHI
- (2) Ownership in Multibank
- (3) Includes Banco de Bogotá and Fiduciaria Bogotá ownership.
- (4) Includes Banco de Occidente and Fiduciaria Occidente ownership

## **Key Figures**

(Ps \$ trillions)	Banco de Bogotá	Banco de Occidente	banco popular	Banco AV Villas	Corficolombiana	Grupo
Net Loans	95.3	43.7	24.0	14.5	2.5	179.1
Assets	137.9	60.0	32.7	19.6	54.0	295.6
Liabilities	122.1	54.8	29.4	17.8	39.2	264.8
Deposits	88.0	43.1	24.3	14.8	6.6	   173.3
Total equity	15.8	5.2	3.2	1.8	14.9	30.8
Attributable equity	15.8	5.2	3.2	1.8	11.5	16.5
Attributable net income	2.8	0.45	0.08	0.10	1.73	2.48
ROAA	1.9%	0.8%	0.3%	0.6%	4.7%	1.6%
ROAE	15.9%	8.9%	2.5%	5.6%	15.7%	14.0%

<sup>(\*)</sup> Multibank is consolidated at Banco de Bogotá.



# >>> Shareholders Composition

SHAREHOLDER COMPOSITION OF GRUPO AVAL AS OF DECEMBER 31, 2022				
SHAREHOLDER	NUMBER OF COMMON SHARES	NUMBER OF PREFERRED SHARES	TOTAL NUMBER OF SHARES	% OWNED
ADMINEGOCIOS S A S	6,538,047,501	31,801,123	6,569,848,624	27.67%
ACTIUNIDOS S A	3,433,148,778	737,434,431	4,170,583,209	17.57%
EL ZUQUE S A	646,578,216	1,027,818,613	1,674,396,829	7.05%
INVERSIONES ESCORIAL S A	1,381,850,155	-	1,381,850,155	5.82%
SOCINEG S A	589,159,975	733,572,273	1,322,732,248	5.57%
AMINVERSIONES S A	694,707,391	533,898,566	1,228,605,957	5.17%
INTRASSETS TRADING S A	1,058,241,568	-	1,058,241,568	4.46%
RENDIFIN S A	697,365,390	204,258,722	901,624,112	3.80%
FONDO PENSIONES OBLIGATOR. PORVENIR MAYOR RIESGO	854,289	552,428,746	553,283,035	2.33%
INVERSEGOVIA S A	432,950,268	-	432,950,268	1.82%
INVERPROGRESO S A	316,721,570	17,979,399	334,700,969	1.41%
FONDO DE PENSIONES OBLIGATORIAS PROTECCION MAYOR R	-	321,945,845	321,945,845	1.36%
FONDO BURSATIL ISHARES MSCI COLCAP	-	297,308,392	297,308,392	1.25%
JPMORGAN CHASE BANK NA FBO HOLDERS OF DR(AVAL ADR	-	225,216,960	225,216,960	0.95%
KREISMAN SAS	80,304,432	101,324,592	181,629,024	0.76%
FONDO DE PENSIONES OBLIGATORIAS PORVENIR MODERADO	3,507,028	146,236,523	149,743,551	0.63%
FDO DE PENSIONES OBLIGATORIAS PROTECCION MODERADO	18,647,959	117,230,471	135,878,430	0.57%
FONDO BURSATIL HORIZONS COLOMBIA SELECT DE S&P	-	125,212,761	125,212,761	0.53%
FONDO PENSIONES OBLIGATORIAS PORVENIR CONSERVADOR	-	119,400,122	119,400,122	0.50%
INVERLEBEN S.A.S.	109,115	106,496,425	106,605,540	0.45%
FDO PENS OBLIGATORIAS COLFONDOS MAYOR RIESGO	-	101,856,940	101,856,940	0.43%
FONDO DE PENSIONES OBLIGATORIAS COLFONDOS MODERADO	-	90,937,363	90,937,363	0.38%
FONDO ESPECIAL PORVENIR DE RETIRO PROGRAMADO	-	89,783,051	89,783,051	0.38%
FONDO DE PENSIONES OBLIGATORIAS PROTECCION RETIRO	-	86,497,439	86,497,439	0.36%
WIPFEL SAS	3,879,901	80,000,000	83,879,901	0.35%
OTHER SHAREHOLDERS	308,072,444	1,690,691,017	1,998,763,461	8.42%
TOTAL SHARES OUTSTANDING	16,204,145,980	7,539,329,774	23,743,475,754	100.00%



# >>> Our Strategy

## **Operating segments**



## Commercial banking



# Merchant banking



# Pension and severance fund management



## **Segments**

Large corporations

**SMEs** 

Very small businesses

High net worth

Mass consumer market

#### **Products**

Commercial

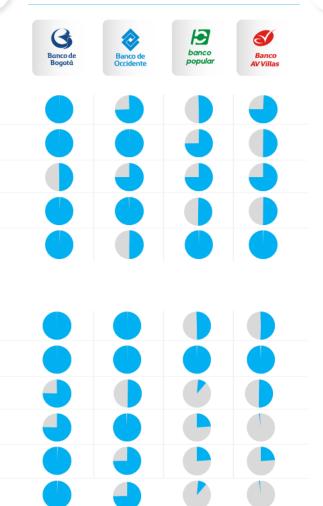
Consumer

Mortgages

Leases

Treasury operations

Internal operations



# Equity investments



Infrastructure



Energy and gas



Agribusiness



Hospitality



Financial services among others

**Treasury operations** 

**Investment banking** 

# Assets under management



Mandatory pension funds



Voluntary pension funds



Severance funds



Others





Figures as December 31st, 2022 Market Share Market Position



porvenin

- Complete suite of banking products offered through our four Colombian banks
  - 23.5% in asset
    23.8% in gross loans
    24.8% in deposits
    27.0% in corporate lending
    26.9% in consumer lending
  - 45.3% in payroll lending
  - 18.6% in credit cards
  - 25.1% in vehicle loans
  - 20.7% in net income

- #2 in assets
- #2 in gross loans
- #2 in deposits
- #2 in corporate lending
- #1 in consumer lending
- #1 in payroll lending
- #2 in credit cards
- #2 in vehicle loans
- #2 in net income





29.3% in net income

■ 60.5% in affiliates (1)

- #1 in assets under management
- #2 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
- +26 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 Selection, compensation and retention **Talent** Continuous strengthening of our governance Sustainability Collectively increase our impact on our stakeholders

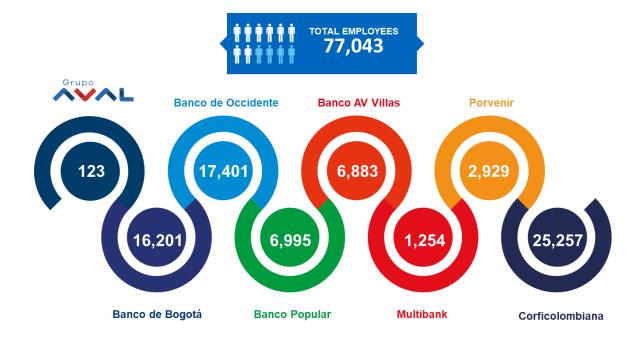


#### **Executive Officers**

#### >>>> GENERAL SHAREHOLDERS MEETING External Auditor >>> **Board of Directors Audit Committee Risk Committee** President and CEO Luis Carlos Sarmiento Gutiérrez >> Chief of Internal Control **>>** Rafael Neira\* Internal Audit Officer David Escobar\* >> >> >> >> Chief of Information Chief Legal Chief Financial Chief Risk and Officer Technology Officer Compliance Diego Solano Jorge Adrián Officer Rodolfo Vélez Rincón Eduardo Duque\* >> >> >> >> >> VP of Chief of Marketing VP of VP of VP of Officer Infraestructure Innovation and Accounting **Processes** María Edith José Manuel **Juan Carlos** and Security Technology González Andrade Ayerbe Jorge Giraldo Arquitecture Fabio Cardona

Grupo

# **Employees**





<sup>\*</sup>internal control

# **Our network**

# Panama (MFH)

















**Banking costumers Branches** ATM'S Other points of service **Total points of service** 



<u>2022</u> 0.1 M 60 20 0 80

**Banking costumers Branches** ATM'S Other points of service **Total points of service** 



14.8 M







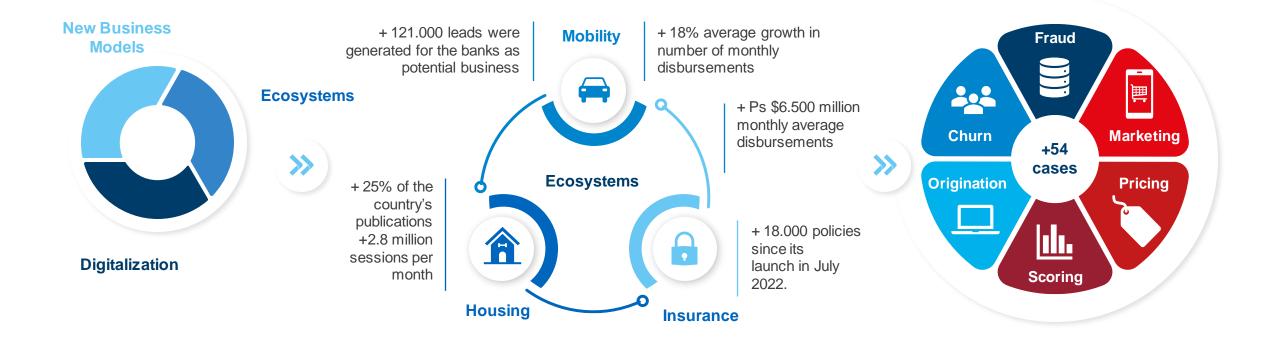
56,673

<u>2022</u>

60,891



# >>> Digital strategy



~ 5 million



Digital Clients

18.3%

vs 2021

+425%



Digital Wallet
Clients
growth

vs 2021

~ 2.2 million



Digital Sales (# of products)

43.7 %

vs 2021

**56%**<sup>1</sup> digital sales ratio

80%



Digitalized products <sup>2</sup>



**70%** 

**Digital transactions** 

<sup>)</sup> Digital sales ratio is calculated considering only the sales of retail products for which a digitalized solution has been developed.

<sup>2)</sup> Banking digitalized products to strategic banking products.

# **ESG** Highlights

# Corporate efficiencies and innovation

*dale!* grew 425% in total customers and 311% in monetary transactions vs 2021

*tuplús* grew 12% in active clients, and 22% in redemptions.

# Corporate Governance & Risk

Banco de Occidente, Banco Popular and Banco AV Villas are working on **ESRMS** implementation

Banco de Bogotá has had ESRMS since 2019 and by 2022 it carried out 361 analyses, totaling an evaluated amount of possible approvals of COP \$23.4 trillion

#### Financial performance .....

Porvenir made 52% AUM inversions with ESG Criteria

Banco de Bogotá and Banco de Occidente continued developing ESG products such as the **Unicef** and **Saving The Amazon** credit cards.



#### **Human Capital**

Banco de Bogotá, Banco de Occidente, Banco Popular got **Great Place to Work Certification** 

Porvenir got 1rst place in Great Place to Work For Women

Grupo Aval, its four banks, Porvenir and Corficolombiana received **Friendly Biz** recertification

#### **Environment**

CTIC began operations and attended +2.200 patients and received the LEED Healthcare Gold certification

**Porvenir**, impacted more than 2 million people with its **financial education program** 

Banco de Bogotá designed the Climate Strategy aligned Net Zero and published the first TCFD report

- Banco de Bogotá and
  Corficolombiana were included
  in the **Dow Jones**Sustainability Index yearbook
- Grupo Aval and its four banks joined the financial initiative UNEP FI
- Grupo Aval, Banco de Bogotá and Banco de Occidente were in the top 10 in "Merco Empresas y líderes"
- Committed to the
  United Nations Global
  Compact



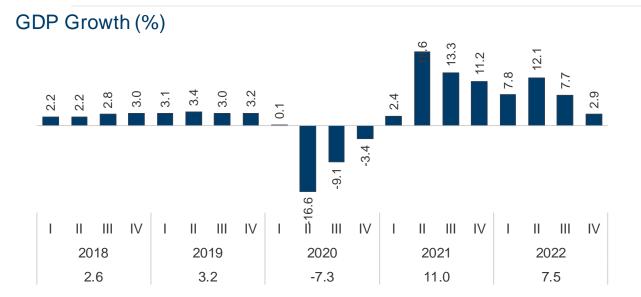
# Agenda

- 1) About Grupo Aval
- 2 ) Macroeconomic context in Colombia
- (3) Financial system in Colombia
- 4 Evolution of our operating entities (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance



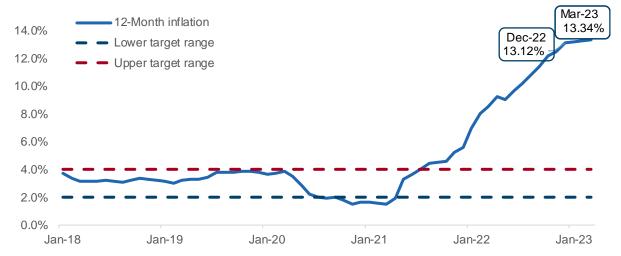


# Macroeconomic context - Colombia (1 I 2)

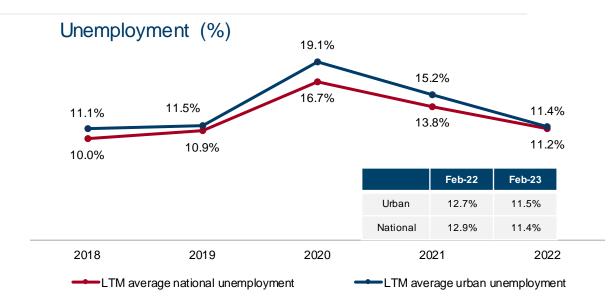


Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

## Inflation (%)

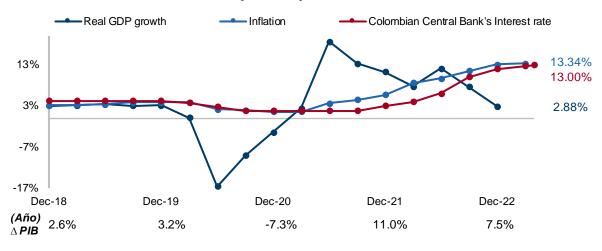


Source: Banco de la República de Colombia and DANE.



Source: Banco de la República de Colombia. Urban unemploy ment defined as unemploy ment of 13 cities and their metropolitan areas. LTM: Last Twelve Months.

### Central Bank's Monetary Policy



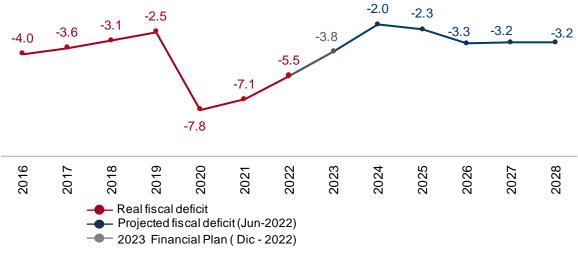
Source: : Banrep y DANE. Seasonally adjusted, constant prices of 2015 GDP





# Macroeconomic context - Colombia (2 I 2)

## Real and Projected Fiscal Deficit Fiscal Rule (% of GDP)



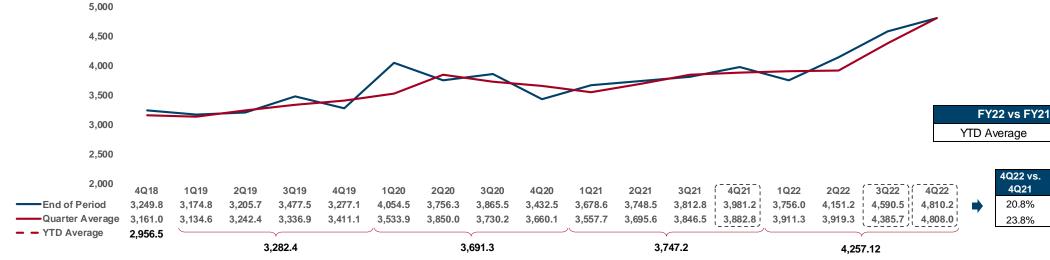
Source: Ministry of Finance. Projections start in 2023.

## Current Account (% GDP, quarterly)



Source: Banco de la República de Colombia and DANE.

## Colombian Peso Exchange Rate



4Q21	3Q22
20.8%	4.8%
23.8%	9.6%

4Q22 vs. 4Q22 vs.

13.6%



# >>> Table of content

- (1) About Grupo Aval
- 2 ) Macroeconomic context in Colombia
- 3 Financial system in Colombia
- 4 Evolution of our operating entities (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance



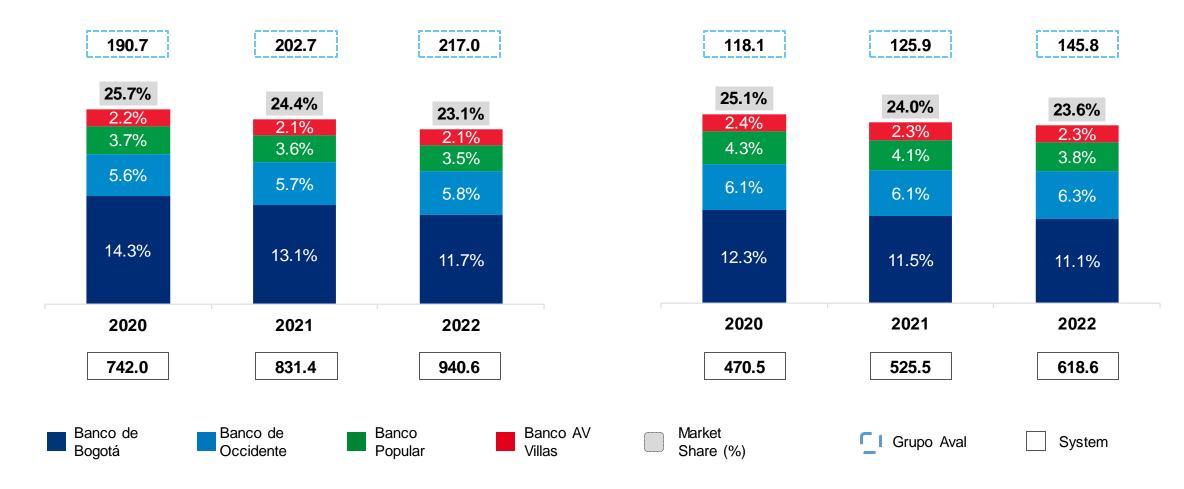
# **>>>**

# Colombian Financial System

Market share evolution of our Colombian banking subsidiaries

Figures in Ps. trillions

Assets Net Loans





# **>>>**

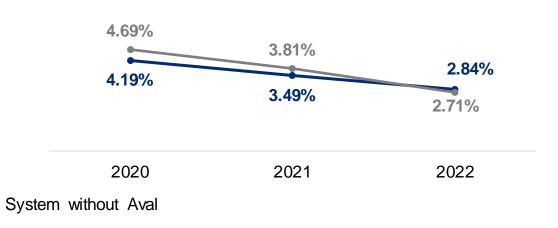
# **Colombian Financial System**

Evolution of the loan portfolio quality of our Colombian banking subsidiaries

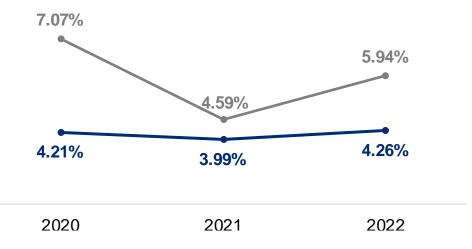
#### Total loans PDLs / Total loans

# 4.48% 4.23% 4.26% 3.80% 3.50% 2020 2021 2022 ——— Grupo Aval

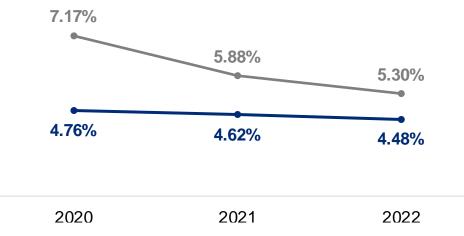
## Commercial Ioans PDLs / Commercial Ioans



## Consumer loans PDLs/ Consumer loans



# Mortgages PDLs / Mortgages







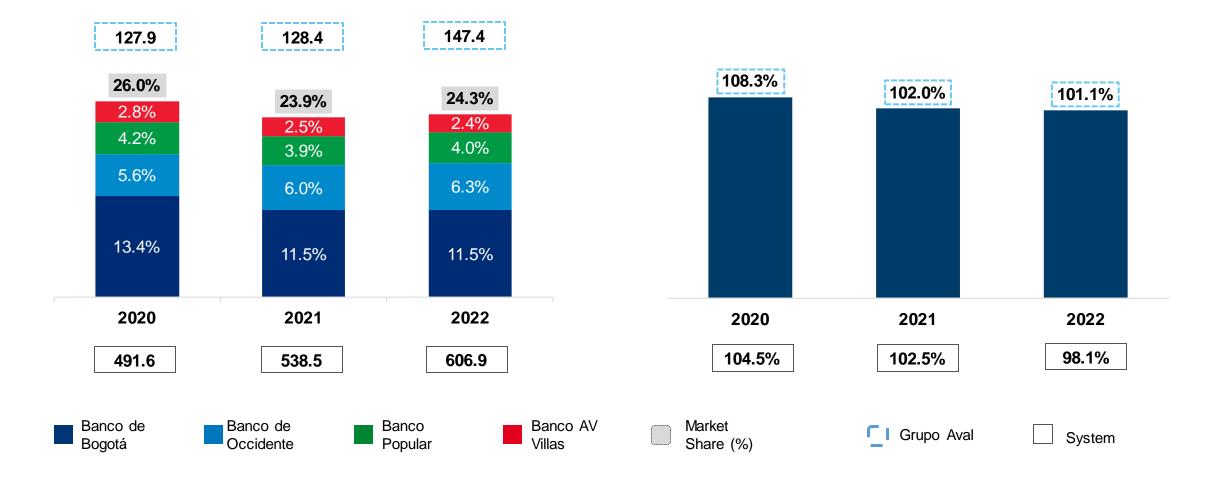
# Colombian Financial System

Market share evolution of our Colombian banking subsidiaries

Figures in Ps. trillions

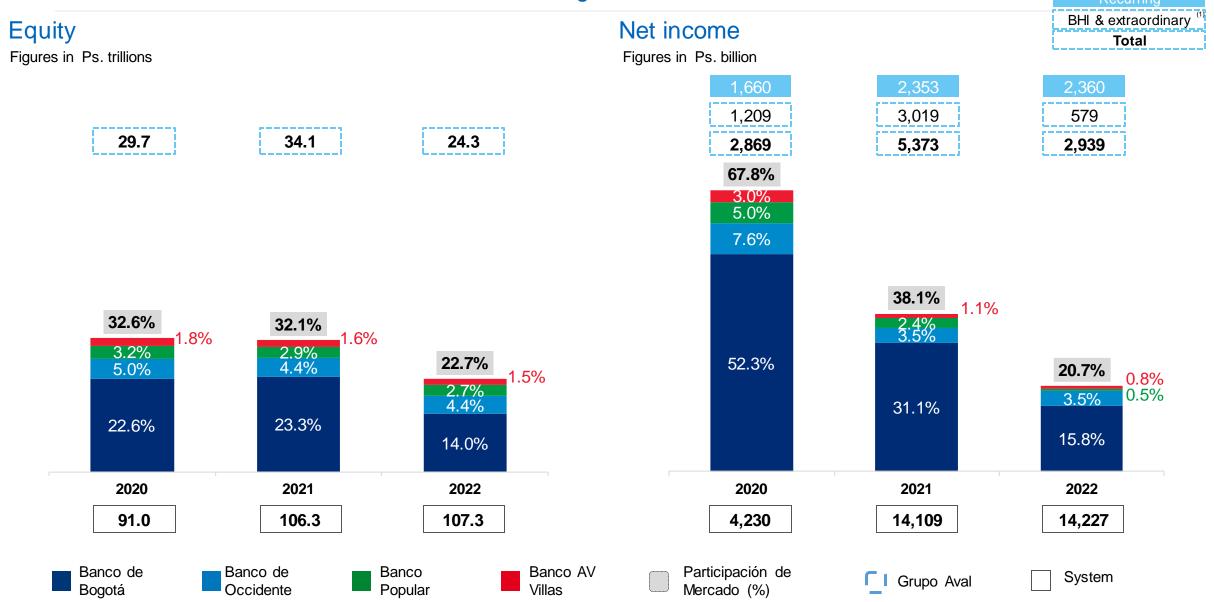
# **Deposits**

# Deposits to Net Loans





# Market share evolution of our Colombian banking subsidiaries



Source: Superintendency of Finance, unconsolidated financial information

System: Sum of banks and y Commercial Financing Companies

# >>> Table of content

- (1) About Grupo Aval
- 2 ) Macroeconomic context in Colombia
- (3) Financial system in Colombia
- 4 Evolution of our operating entities (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance

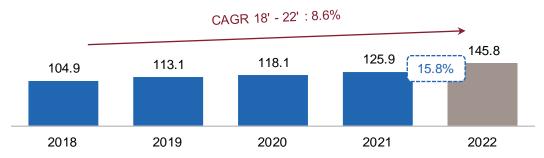


# **Evolution of our subsidiaries**

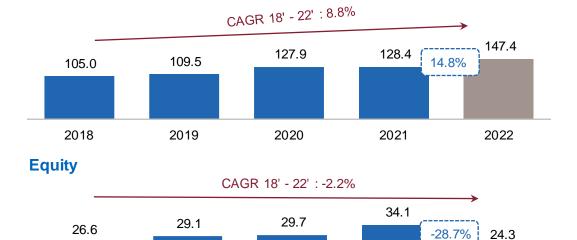
# Results of our combined banking operation in Colombia

Figures in Ps. Trillions

#### **Net Loans and Financial Leases**



#### **Deposits**

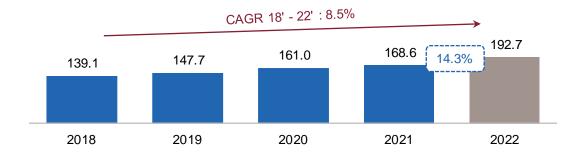


2020

#### **Assets**



#### Liabilities



#### **Net Income**





2018

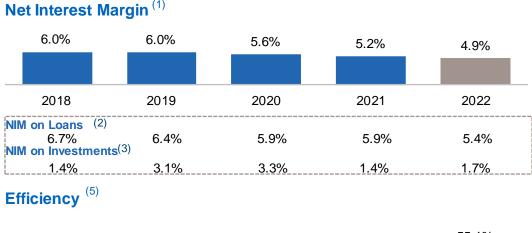
2019

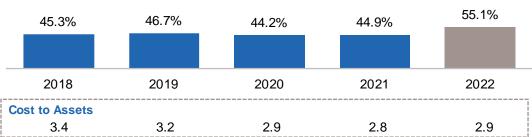
2021

2022

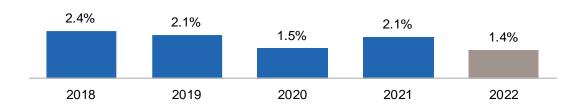


# Evolution of our subsidiaries Results of our combined banking operation in Colombia

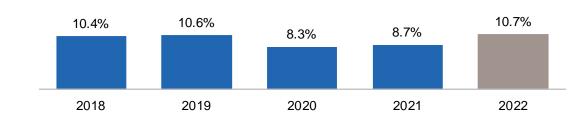








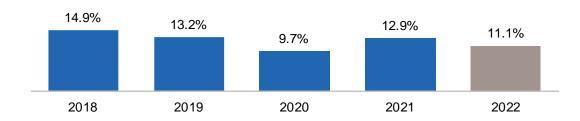
# Fee Income Ratio<sup>(4)</sup>

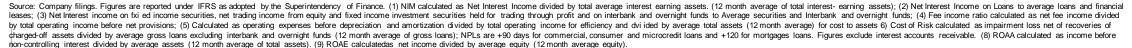


### Cost of Risk<sup>(6)</sup>



#### ROAE (9)



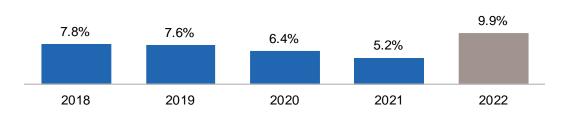




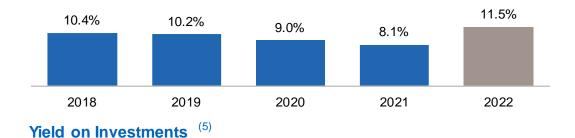
# **>>>**

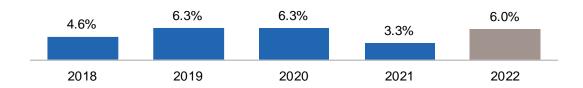
# Evolution of our subsidiaries Results of our combined banking operation in Colombia

#### **Yield on Commercial Loans** (1)

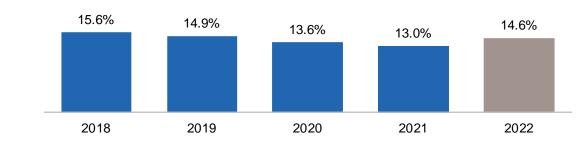


Yield on Loans (3)

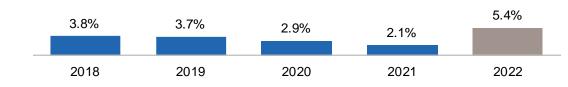




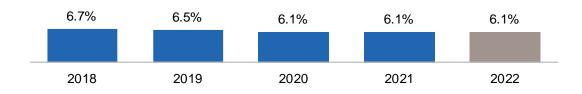
# **Yield on Consumer Loans** (2)



Cost of Funds (4)



Spread (Loans – Funds) (6)

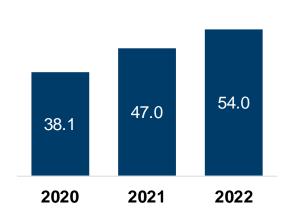




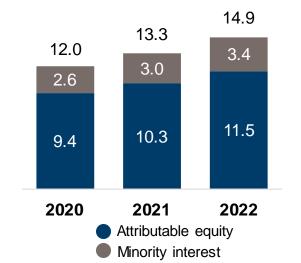
# Evolution of our subsidiaries Corficolombiana consolidated results

Figures in Ps. Trillions

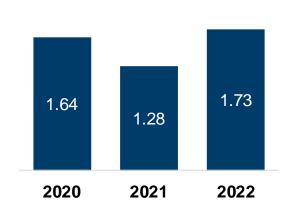
Assets



#### **Equity**

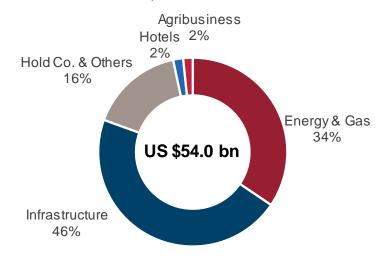


#### **Net Income**



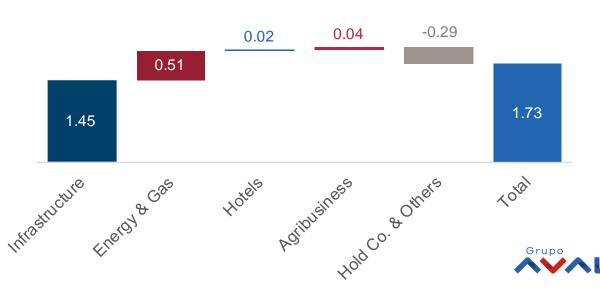
#### Composición activos por sector

Figures as of December 31st, 2022



#### **Net Income by Sector**

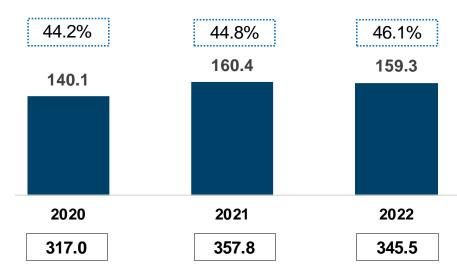
Figures as of December 31st, 2022



Market Share
System

Figures in Ps. Trillions

#### **AUMs Mandatory pension funds**



#### **AUMs Voluntary pension funds**

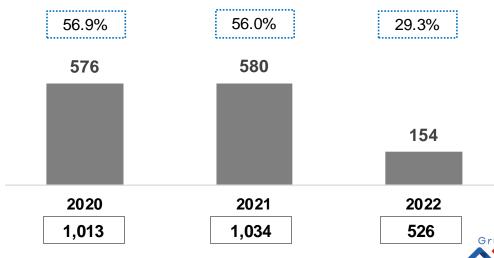


#### **AUMs Severance funds**



#### **Net income**

Figures in Ps. billions



# >>> Table of content

- (1) About Grupo Aval
- (2) Macroeconomic context in Colombia
- (3) Financial system in Colombia
- 4 Evolution of our subsidiaries (unconsolidated)
- 5 Grupo Aval's historial consolidated financial performance

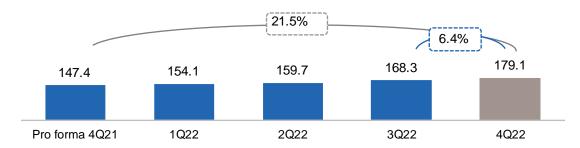




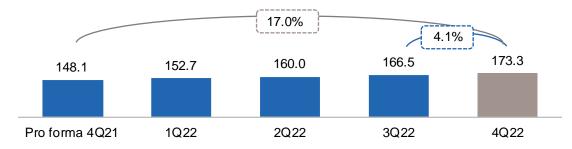
# **Grupo Aval consolidated results (1 I 2)**

Figures in Ps. Trillions under IFRS

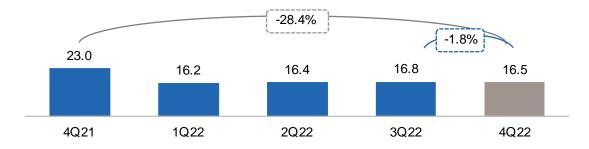
#### **Net Loans and Financial Leases**



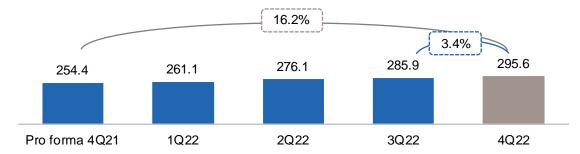
#### **Deposits**



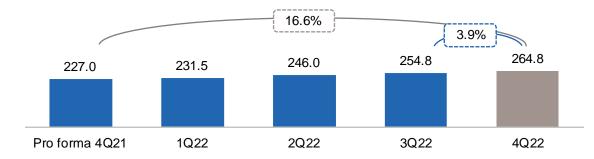
#### **Attributable Equity**



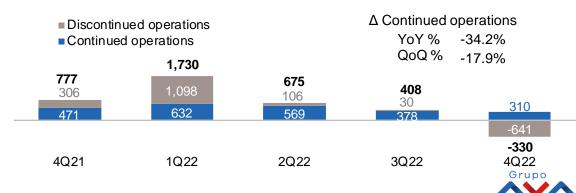
#### **Assets**



#### Liabilities



#### **Attributable Net Income**



19.8%

4Q22

1.5%

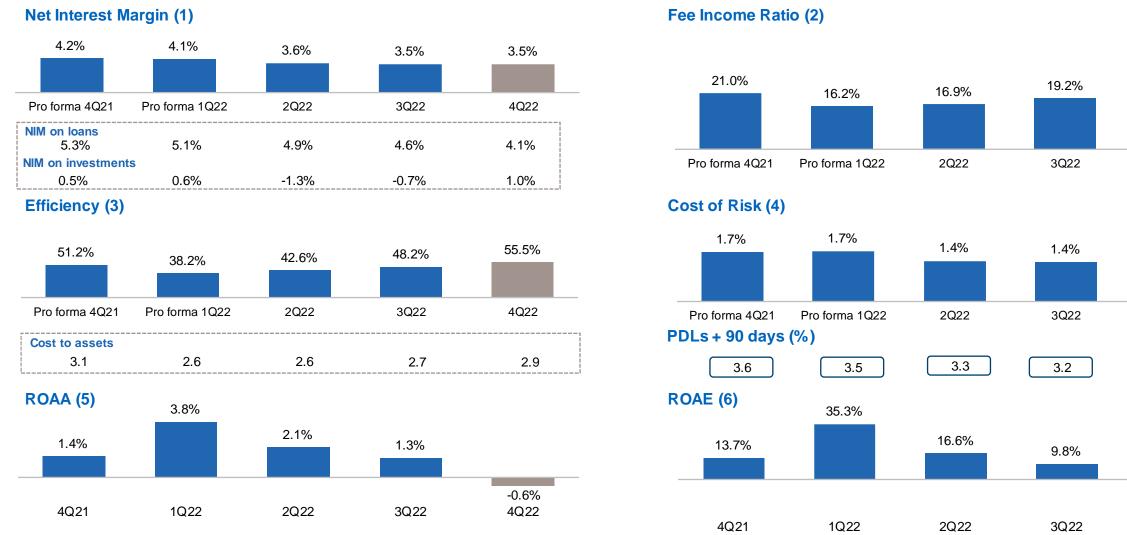
4Q22

3.3

-8.0%

4Q22

# **Grupo Aval consolidated results (2 | 2)**



Source: Consolidated company public filings

Pro-forma Loans, Allowances, Net Interest, Fees and Operating costs for 4Q21 are calculated based on the previously reported consolidated figures excluding BHI's contribution to these numbers.

attributable to owners of the parent divided by the average of attributable equity.

Pro-forma ratios for 1Q22 are based on reported revenues and expenses, associated to each ratio; however, the denominators averages used to calculate these ratios contain pro-forma figures from previous quarters. (1) Calculated as net interest income divided by total average interest-earning assets.; Calculated as net interest income on loans to average loans and financial leases; Net interest income securities, net trading income from equity and fixed income investment securities held for trading through profit and on interbank and overnight funds to average securities and Interbank and overnight funds; (2) 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 as calculated on our Annual Reports on Form 20-F. Figures for 2018, 2017, 2016, 2015 and 2014 have been changed for comparison purposes; (3) Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total 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; (4) 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; NPLs are +90 days for commercial, consumer and microcredit loans and +120 for mortgages loans. Figures exclude interest accounts receivable. (5) ROAA calculated as net income before non-controlling interest divided by average of assets (6) Calculated as net income



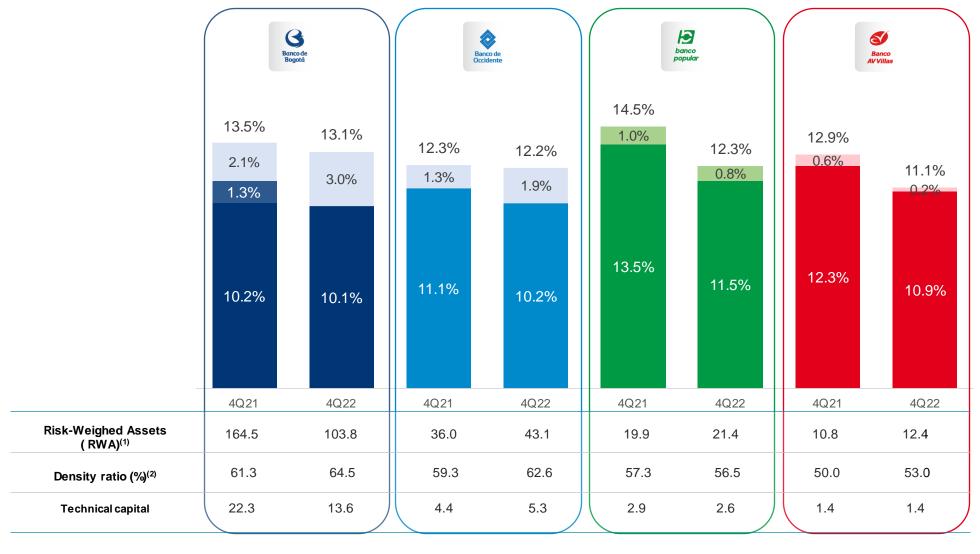
Pro-forma ratios for 4Q21 are calculated based on the pro-forma figures explained above.



# Recent evolution of our bank's consolidates solvency ratios

Figures in Ps. Trillions

## Solvency ratios





# Investorrelations@grupoaval.com

#### **Andrea Arevalo**

Strategic Planning and Investor Relations Manager Tel: (601) 7433222 x 23422 <u>aarevalo@grupoaval.com</u>

# **Mabel Rojas**

Strategic Planning and Investor Relations Director Tel: (601) 7433222x 23349 marojas@grupoaval.com

# **Simón Franky**

Strategic Planning and Investor Relations Analyst Tel: (601) 7433222x 23425 <a href="mailto:sfranky@grupoaval.com">sfranky@grupoaval.com</a>



