# Report of 1Q 2014 consolidated results 

Information reported in Ps. billions ${ }^{(1)}$ and under Colombian Banking GAAP
(1) We refer to billions as thousands of millions.

## Disclaimer

Grupo Aval Acciones y Valores S.A. ("Grupo Aval") is an issuer in Colombia of securities registered with the National Registry of Shares and Issuers (Registro Nacional de Valores y Emisores), and in this capacity, it is subject to the control of the Superintendency of Finance. Grupo Aval is a not a financial institution and is not supervised or regulated as a financial institution in Colombia. As an issuer of securities in Colombia, Grupo Aval is required to comply with periodic reporting requirements and corporate governance, however, it is not regulated as a financial institution or as a holding company of banking subsidiaries and, thus, is not required to comply with capital adequacy regulations applicable to banks and other financial institutions. All of our banking subsidiaries, Banco de Bogotá, Banco de Occidente, Banco Popular, Banco AV Villas, and their respective Colombian financial subsidiaries, including Porvenir and Corficolombiana, are subject to inspection and surveillance as financial institutions by, the Superintendency of Finance.

Quarterly information included herein has been audited and has been prepared in accordance with the regulations of the Superintendency of Finance for financial institutions (Resolution 3600 of 1988 and External Circular 100 of 1995) and, on issues not addressed by these regulations, generally accepted accounting principles prescribed by the Superintendency of Finance for banks to operate in Colombia, consistently applied, together with such regulations, on the filing date, "Colombian Banking GAAP." Details of the calculations of non-GAAP measures such as ROAA and ROAE, among others, are explained when required in this report. For annualized calculations we use the income or expense amount for each quarter and multiply it by four.

Although we are not a financial institution, we present our consolidated financial statements under Colombian Banking GAAP in this quarterly report because we believe that presentation on that basis most appropriately reflects our activities as a holding company of a group of banks and other financial institutions. The audited consolidated financial statements have not been reviewed or approved by the Superintendency of Finance; however, consolidated financial statements for each semester, prepared on the basis of Colombian Banking GAAP for each of our subsidiaries are remitted to the Superintendency of Finance for their review. The Colombian Banking GAAP consolidated financial statements included in this annual report differ from the consolidated financial statements published by Grupo Aval in Colombia, which are prepared under Colombian GAAP. Because we are not regulated as a financial institution in Colombia, we are required to prepare our consolidated financial statements for publication in Colombia under Colombian GAAP for companies other than financial institutions (Decree 2649 of 1993 and Circular No. 100-000006 of the Superintendency of Companies (Superintendencia de Sociedades) and former Superintendency of Securities (Superintendencia de Valores), currently the Superintendency of Finance) No. 011 of 2005, which differs in certain respects from Colombian Banking GAAP. These Colombian GAAP financial statements are presented biannually to our shareholders for approval, are reviewed and published by the Superintendency of Finance and are available in Spanish to the general public on Grupo Aval's web page. We do not file consolidated financial statements prepared on the basis of Colombian Banking GAAP with the Superintendency of Finance; however, because we have filed 20F annual reports with the SEC, we may from time to time publish semi-annual or quarterly financial data for subsequent periods on a Colombian Banking GAAP basis.

Colombian Banking GAAP differs in certain significant respects from generally accepted accounting principles in the United States, or U.S. GAAP. Our yearly audited consolidated financial statements included in our Form 20-F reports filed to the SEC provide a description of the principal differences between Colombian Banking GAAP and U.S. GAAP as they relate to our audited consolidated financial statements and provides a reconciliation of net income and shareholders' equity for the years and at the dates indicated therein. Unless otherwise indicated, all financial information of our company included in this report is stated on a consolidated basis prepared under Colombian Banking GAAP

Recipients of this document are responsible for the assessment and use of the information provided herein. Grupo Aval shall not be responsible for any decision taken by investors in connection with this document. The content of this document is not intended to provide full disclosure on Grupo Aval or its affiliates.

Bogotá, May 20th, 2014. GRUPO AVAL ACCIONES Y VALORES S.A. ("Grupo Aval") reports a consolidated net income result of Ps. 350.0 billion for 1Q14. As of March 31, 2014 total assets of Grupo Aval totaled Ps. 159.9 trillion, total liabilities excluding Minority Interest totaled Ps. 141.3 trillion and total shareholders' equity plus minority interest totaled Ps. 18.6 trillion.

## Grupo Aval results for 1Q14 show strong results of our banking operations with:

$\checkmark$ Total assets reaching Ps. 160 trillion after growing by $24.6 \%$ versus 1 Q 13 and by $3.6 \%$ versus 4Q13;
$\checkmark$ Gross loans reaching Ps. 100 trillion after growing by $23.4 \%$ versus 1013 and by $3.5 \%$ versus 4Q13;
$\checkmark$ Deposits reaching 104 trillion after growing by $28.3 \%$ in the year and by $3.1 \%$ versus 4Q13;
$\checkmark$ Constant and low cost funding structure with deposits representing $78 \%$ of total funding and checking and saving accounts representing 66\% of total deposits;
$\checkmark$ Strong capital position with a Tangible Capital Ratio of 8.8\%;
$\checkmark$ Stable Net Interest Margin at 5.9\% for 1Q14;
$\checkmark$ Improvement in our cost of risk to $1.3 \%$ despite a slight deterioration in our delinquency ratio;
$\checkmark$ Improvement in our efficiency ratio to $50.5 \%$ in 1 Q14 from $53.7 \%$ in 4Q13;
$\checkmark$ Excluding non-recurring events, associated with the volatility of the FX, which negatively impacted our net income before minority interest in Ps. 84 billion and our net income in Ps. 74 billion, our ROAA and ROAE for the quarter would have been $1.7 \%$ and $14.2 \% .^{(1)}$

Grupo Aval Acciones y Valores S.A.
Financial Statements in Colombian Banking GAAP
Quarterly Consolidated Balance Sheet
Information in Ps. Billions

| Balance Sheet | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q 14 vs. 4Q 13 | 1Q 14 vs. 1Q 13 |
| Cash and cash equivalents | 13,448.3 | 16,096.6 | 15,471.3 | -3.9\% | 15.0\% |
| Investment Securities, net | 22,497.4 | 27,298.6 | 29,248.4 | 7.1\% | 30.0\% |
| Loans and financial lease losses, net | 78,335.7 | 93,440.8 | 96,761.5 | 3.6\% | 23.5\% |
| Goodwill, net | 2,881.6 | 4,968.0 | 5,033.3 | 1.3\% | 74.7\% |
| Other assets, net | 8,697.6 | 9,069.7 | 9,903.6 | 9.2\% | 13.9\% |
| Reappraisal of assets | 2,492.7 | 3,413.7 | 3,467.6 | 1.6\% | 39.1\% |
| Total Assets | 128,353.2 | 154,287.4 | 159,885.6 | 3.6\% | 24.6\% |
| Total Deposits | 81,326.8 | 101,190.4 | 104,332.8 | 3.1\% | 28.3\% |
| Other Funding | 25,318.5 | 28,478.6 | 29,617.4 | 4.0\% | 17.0\% |
| Derivatives | 196.6 | 226.1 | 416.3 | 84.1\% | 111.7\% |
| Other liabilities | 6,664.6 | 6,191.8 | 6,889.1 | 11.3\% | 3.4\% |
| Total Liabilites excl. Minority Interest | 113,506.5 | 136,086.9 | 141,255.6 | 3.8\% | 24.4\% |
| Minority Interest | 5,673.3 | 6,472.2 | 6,569.4 | 1.5\% | 15.8\% |
| Shareholders' Equity | 9,173.4 | 11,728.2 | 12,060.6 | 2.8\% | 31.5\% |
| Total Liabilities, shareholders' equity and minority interest | 128,353.2 | 154,287.4 | 159,885.6 | 3.6\% | 24.6\% |
| INCOME STATEMENT |  |  |  |  |  |
| Total Interest Income | 2,858.5 | 2,727.8 | 2,864.1 | 5.0\% | 0.2\% |
| Interest expense | (982.2) | (954.7) | (999.7) | 4.7\% | 1.8\% |
| Net Interest Income | 1,876.2 | 1,773.1 | 1,864.5 | 5.2\% | -0.6\% |
| Total provisions, net | (323.5) | (340.0) | (311.3) | -8.4\% | -3.8\% |
| Fees and other services income, net | 619.9 | 762.7 | 758.9 | -0.5\% | 22.4\% |
| Other operating income | 412.0 | 239.7 | 255.5 | 6.6\% | -38.0\% |
| Operating expenses | $(1,372.3)$ | $(1,596.9)$ | $(1,586.0)$ | -0.7\% | 15.6\% |
| Non-operating income/(expense), net | 62.4 | 48.1 | 20.6 | -57.2\% | -67.0\% |
| Income before income tax expense and non- controlling interest | 1,274.7 | 886.7 | 1,002.2 | 13.0\% | -21.4\% |
| Income tax expense | (411.9) | (329.2) | (410.4) | 24.7\% | -0.4\% |
| Net Income before Minority interest | 862.8 | 557.5 | 591.7 | 6.1\% | -31.4\% |
| Income attributable to Minority Interest | (357.5) | (195.0) | (241.7) | 23.9\% | -32.4\% |
| Net Income attributable to Grupo Aval shareholders | 505.3 | 362.4 | 350.0 | -3.4\% | -30.7\% |
| Key ratios | 1Q13 | 4Q13 | 1Q14 | YTD Mar 2013 | YTD Mar 2014 |
| NIM (1) | 7.1\% | 6.0\% | 5.9\% | 7.1\% | 5.9\% |
| Efficiency Ratio (2) | 43.8\% | 53.7\% | 50.5\% | 43.8\% | 50.5\% |
| ROAA (3) | 2.7\% | 1.5\% | 1.5\% | 2.7\% | 1.5\% |
| ROAE (4) | 22.0\% | 14.8\% | 11.7\% | 22.0\% | 11.7\% |
| 30 days PDL / Total Loans | 2.6\% | 2.4\% | 2.7\% | 2.6\% | 2.7\% |
| Provision Expense / Average Loans (5) | 1.6\% | 1.5\% | 1.3\% | 1.6\% | 1.3\% |
| Allowance / PDL | 124.9\% | 133.3\% | 116.5\% | 124.9\% | 116.5\% |
| Allowance / Total Loans | 3.3\% | 3.2\% | 3.2\% | 3.3\% | 3.2\% |
| Charge Offs / Average Loans (5) | 1.0\% | 1.1\% | 0.9\% | 1.0\% | 0.9\% |
| Total Loans, net / Total assets | 61.0\% | 60.6\% | 60.5\% | 61.0\% | 60.5\% |
| Deposits / Total Loans, net | 103.8\% | 108.3\% | 107.8\% | 103.8\% | 107.8\% |
| Equity + Min. Interest / Assets | 11.6\% | 11.8\% | 11.7\% | 11.6\% | 11.7\% |
| Tangible Equity Ratio (6) | 9.5\% | 8.9\% | 8.8\% | 9.5\% | 8.8\% |
| Shares Outstanding (EoP) | 18,551,766,453 | 20,178,287,315 | 20,406,943,099 |  |  |
| Shares Outstanding (Average) | 18,551,656,161 | 18,772,832,829 | 20,374,195,242 |  |  |
| Common share price (EoP) | 1,265 | 1,295 | 1,295 |  |  |
| Preferred share price (EoP) | 1,290 | 1,275 | 1,305 |  |  |
| BV/ EoP shares in Ps. | 494.5 | 581.2 | 591.0 |  |  |
| EPS | 27.2 | 19.3 | 17.2 |  |  |
| P/E (7) | 11.8 | 16.5 | 19.0 |  |  |
| P/BV (7) | 2.6 | 2.2 | 2.2 |  |  |

## Balance Sheet Analysis

## 1. Assets

Total assets as of March 31, 2014 totaled Ps. 159,885.6 billion showing an increase of $24.6 \%$ versus March 31, 2013 and one of $3.6 \%$ versus December 31, 2013. Growth in assets was mainly driven by a 23.5\% year over year growth in Net Loans and Financial Leases to Ps. 96,761.5 billion and a 30.0\% year over year increase in Investment Securities, Net to Ps. 29,248.4 billion.

### 1.1 Loans and Financial Leases

Total Gross loans and financial leases increased by 23.4\% between March 31, 2013 and March 31, 2014 to Ps. 99,927.9 billion driven by (i) a $26.0 \%$ increase in Commercial loans to Ps. 57,262.8 billion, (ii) a $17.3 \%$ increase in Consumer loans to Ps. 28,298.2 billion, (iii) a $8.2 \%$ increase in Financial Leases to Ps. 7,072.3 billion and (iv) a $50.8 \%$ increase in Mortgage loans to Ps. 6,947.1 billion.

## Commercial

General purpose loans
Loans funded by development banks
Working capital loans
Credit cards
Overdrafts
Total commercial

## Consumer

Credit cards
Personal loans
Automobile and vehicle loans
Other
Total consumer

Microcredit
Financial leases
Mortgages
Total loans, Gross
Allowance for loan losses
Total loans, Net


| $5,740.4$ | $6,797.9$ | $6,858.5$ | $0.9 \%$ | $19.5 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $15,230.9$ | $17,523.1$ | $17,869.9$ | $2.0 \%$ | $17.3 \%$ |
| $2,914.8$ | $3,257.1$ | $3,325.7$ | $2.1 \%$ | $14.1 \%$ |
| 246.6 | 223.1 | 244.0 | $9.4 \%$ | $-1.0 \%$ |
|  | $\mathbf{2 4 , 8 0 1 . 3}$ | $\mathbf{2 8 , 2 9 8 . 2}$ | $\mathbf{1 . 8 \%}$ | $\mathbf{1 7 . 3} \%$ |


| 290.8 | 341.9 | 347.6 | $1.7 \%$ | $19.5 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $6,536.9$ | $6,995.0$ | $7,072.3$ | $1.1 \%$ | $8.2 \%$ |
| $4,605.8$ | $6,520.1$ | $6,947.1$ | $6.5 \%$ | $50.8 \%$ |
| $\mathbf{8 1 , 0 0 9 . 2}$ | $96,513.8$ | $99,927.9$ | $\mathbf{3 . 5 \%}$ | $\mathbf{2 3 . 4 \%}$ |
| $(2,673.5)$ | $(3,073.0)$ | $(3,166.4)$ | $3.0 \%$ | $18.4 \%$ |
| $\mathbf{7 8 , 3 3 5 . 7}$ | $93,440.8$ | $\mathbf{9 6 , 7 6 1 . 5}$ | $\mathbf{3 . 6 \%}$ | $\mathbf{2 3 . 5 \%}$ |

Between March 31, 2013 and March 31, 2014, general purpose commercial loans grew the most in absolute terms while commercial credit cards and mortgage loans grew the most in relative terms.

As of March 31, 2014, 60.7\% of the gross loan portfolio was generated at Banco de Bogotá, 20.2\% at Banco de Occidente, $12.5 \%$ at Banco Popular and $6.7 \%$ at Banco AV Villas. As of March 31, 2013, prior to the acquisitions in Central America (Grupo Reformador and BBVA Panama, now known as Banco BAC de Panama), 57.4\% was generated at Banco de Bogotá, 21.3\% at Banco de Occidente, $14.1 \%$ at Banco Popular and $7.3 \%$ at Banco AV Villas.


As detailed below, of the total of Grupo Aval's loans, $79.1 \%$ are domestic and $20.9 \%$ are foreign (reflecting the Central American operations). Total foreign loans grew 1.2\% versus 4Q13 and $56.3 \%$ during the past 12 months. This high growth in our Central American operations is attributable in part to the acquisitions of Grupo Reformador and BBVA Panamá (now known as Banco BAC de Panama).

| 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| 40,848.1 | 46,343.3 | 48,796.4 | 5.3\% | 19.5\% |
| 19,081.0 | 20,670.5 | 21,065.2 | 1.9\% | 10.4\% |
| 290.8 | 341.9 | 347.6 | 1.7\% | 19.5\% |
| 6,234.5 | 6,624.1 | 6,683.7 | 0.9\% | 7.2\% |
| 1,177.4 | 1,879.9 | 2,129.4 | 13.3\% | 80.9\% |
| 67,631.8 | 75,859.7 | 79,022.3 | 4.2\% | 16.8\% |
| 4,594.9 | 8,512.3 | 8,466.4 | -0.5\% | 84.3\% |
| 5,051.7 | 7,130.8 | 7,233.0 | 1.4\% | 43.2\% |
| - | - | - | - | - |
| 302.4 | 370.8 | 388.5 | 4.8\% | 28.5\% |
| 3,428.4 | 4,640.2 | 4,817.7 | 3.8\% | 40.5\% |
| 13,377.4 | 20,654.2 | 20,905.6 | 1.2\% | 56.3\% |
| 81,009.2 | 96,513.8 | 99,927.9 | 3.5\% | 23.4\% |

The ratio of CDE Loans to Total Loans was $3.6 \%$ in $1 Q 14$ versus $3.5 \%$ for both, 4 Q 13 and 1Q13. The ratio of 30 days PDL to Total Loans was $2.7 \%$ in 1 Q14 versus $2.4 \%$ in $4 Q 13$ and $2.6 \%$ in 1Q13. The ratio of NPL to Total Loans was $1.9 \%$ in 1Q14 versus $1.8 \%$ for both, 4Q13 and 1Q13.

During 1Q14 Grupo Aval's coverage of its non-performing loans and financial leases was as follows: Allowance to CDE Loans of 0.9x and Allowance to 30 days PDL of $1.2 x$. Loans and Financial Leases provision expense, net of reversals to average Total Loans was $1.3 \%$ in 1Q14 versus $1.5 \%$ in 4 Q 13 and $1.6 \%$ in 1Q13. Charge offs to average total loans was $0.9 \%$ in 1Q14 versus $1.1 \%$ in 4Q13 and 1.0\% in 1Q13.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ 4 Q 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 . \end{gathered}$ |
| "A" normal risk | 75,742.7 | 90,466.1 | 93,421.7 | 3.3\% | 23.3\% |
| "B" acceptable risk | 2,411.9 | 2,649.7 | 2,925.0 | 10.4\% | 21.3\% |
| "C" appreciable risk | 1,399.9 | 1,703.3 | 1,787.1 | 4.9\% | 27.7\% |
| "D" significant risk | 974.7 | 1,056.5 | 1,138.0 | 7.7\% | 16.8\% |
| "E" unrecoverable | 480.1 | 638.2 | 656.1 | 2.8\% | 36.7\% |
| Total Loans | 81,009.2 | 96,513.8 | 99,927.9 | 3.5\% | 23.4\% |
| CDE Loans | 2,854.6 | 3,398.0 | 3,581.2 |  |  |
| 30 Days Past Due Loans | 2,141.0 | 2,305.0 | 2,717.6 |  |  |
| Non Performing Loans(1) | 1,431.8 | 1,713.8 | 1,883.7 |  |  |
| CDE Loans / Total Loans | 3.5\% | 3.5\% | 3.6\% |  |  |
| PDL/Total Loans | 2.6\% | 2.4\% | 2.7\% |  |  |
| NPL/ Total Loans | 1.8\% | 1.8\% | 1.9\% |  |  |
| Allowance/ CDE Loans | 0.9 | 0.9 | 0.9 |  |  |
| Allowance/ PDL | 1.2 | 1.3 | 1.2 |  |  |
| Allowance/ NPL | 1.9 | 1.8 | 1.7 |  |  |
| Allowance/ Total Loans | 3.3\% | 3.2\% | 3.2\% |  |  |
| Provision Expense, net / CDE Loans | 0.4 | 0.4 | 0.4 |  |  |
| Provision Expense, net / PDL | 0.6 | 0.6 | 0.5 |  |  |
| Provision Expense, net / NPL | 0.9 | 0.8 | 0.7 |  |  |
| Provision Expense, net / Average total loans | 1.6\% | 1.5\% | 1.3\% |  |  |
| Charge Off / Average total loans | 1.0\% | 1.1\% | 0.9\% |  |  |

(1) NPL defined as microcredit loans more than 30 days past due, consumer, mortgage and financial leases more than 60 days past due and commercial loans more than 90 days past due.

### 1.2 Investment Securities

Investment securities, net grew by $30.0 \%$ to Ps. 29,248.4 billion between March 31, 2013 and March 31,2014 and by $7.1 \%$ versus December 31, 2013. Ps. $25,270.8$ billion of our total portfolio is invested in debt securities, which grew by $34.9 \%$ between March 31, 2013 and March 31, 2014 and Ps. 3,984.1 billion of total investment securities, net is invested in equity securities, which grew by $5.6 \%$ between March 31, 2013 and March 31, 2014.

The average yield on investment securities was 4.7\% in 1Q14, 4.7\% in 4Q13 and 8.6\% in 1Q13.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ 4 \mathrm{Q} 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Trading | 4,887.5 | 6,093.8 | 4,815.0 | -21.0\% | -1.5\% |
| Available for Sale | 10,608.9 | 14,132.5 | 16,964.9 | 20.0\% | 59.9\% |
| Held to maturity | 3,235.8 | 3,348.4 | 3,490.8 | 4.3\% | 7.9\% |
| Total Debt Securities | 18,732.2 | 23,574.7 | 25,270.8 | 7.2\% | 34.9\% |
| Trading | 1,625.0 | 1,424.0 | 1,593.4 | 11.9\% | -1.9\% |
| Available for Sale | 2,147.3 | 2,306.6 | 2,390.7 | 3.6\% | 11.3\% |
| Total Equity Securities | 3,772.3 | 3,730.6 | 3,984.1 | 6.8\% | 5.6\% |
| Allowance for investment securities | (7.1) | (6.7) | (6.5) | -2.5\% | -8.2\% |
| Investment Securities, net | 22,497.4 | 27,298.6 | 29,248.4 | 7.1\% | 30.0\% |
|  | 1 year or less | $1-5$ years | 5-10 years | 10 years or more | Total |
| 1Q13 |  |  |  |  |  |
| Fixed Income securities, net: |  |  |  |  |  |
| COP denominated | 2,941.4 | 4,673.8 | 4,576.6 | 1,265.0 | 13,456.8 |
| USD denominated | 1,729.5 | 1,645.1 | 1,889.1 | 8.9 | 5,272.6 |
| Total Fixed Income securities, net | 4,670.8 | 6,319.0 | 6,465.7 | 1,274.0 | 18,729.5 |
| (\% of Total Fixed Income Sec.) | 24.9\% | 33.7\% | 34.5\% | 6.8\% |  |
| Equity securities, net |  |  |  |  | 3,767.9 |
| Total Investment Securities |  |  |  |  | 22,497.4 |


| 4Q13 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income securities, net: |  |  |  |  |  |
| COP denominated | 4,315.0 | 7,863.7 | 3,624.7 | 1,194.0 | 16,997.4 |
| USD denominated | 2,046.2 | 2,342.1 | 2,121.4 | 65.0 | 6,574.7 |
| Total Fixed Income securities, net | 6,361.1 | 10,205.8 | 5,746.2 | 1,259.0 | 23,572.1 |
| (\% of Total Fixed Income Sec.) | 27.0\% | 43.3\% | 24.4\% | 5.3\% |  |
| Equity securities, net |  |  |  |  | 3,726.5 |
| Total Investment Securities |  |  |  |  | 27,298.6 |


| 1Q14 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income securities, net: |  |  |  |  |  |
| COP denominated | 4,696.4 | 6,806.4 | 5,765.7 | 1,580.5 | 18,849.0 |
| USD denominated | 1,770.1 | 2,281.8 | 2,312.9 | 54.5 | 6,419.4 |
| Total Fixed Income securities, net | 6,466.6 | 9,088.2 | 8,078.7 | 1,635.0 | 25,268.4 |
| (\% of Total Fixed Income Sec.) | 25.6\% | 36.0\% | 32.0\% | 6.5\% |  |
| Equity securities, net |  |  |  |  | 3,980.0 |
| Total Investment Securities |  |  |  |  | 29,248.4 |

### 1.3 Cash and Cash Equivalents

As of March 31, 2014, cash and cash equivalents balance of Ps. 15,471.3 billion showed an increase of $15.0 \%$ versus March 31, 2013 and a decrease of $3.9 \%$ versus 4Q13.

### 1.4 Goodwill

Goodwill as of March 31, 2014 was Ps. 5,033.3 billion, increasing by $74.7 \%$ versus March 31, 2013 and by $1.3 \%$ versus December 31, 2013. The increase year over year was primarily attributable to the goodwill generated in the acquisitions of AFP Horizonte Pensiones y Cesantías, Banco Reformador, Transcom Bank, BBVA Panama (now known as Banco BAC de Panama) and in the acquisitions of minority interests of Banco de Bogotá and Banco de Occidente.

| Goodwill | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Megabanco acquisition | 483.5 | 465.9 | 459.9 | -1.3\% | -4.9\% |
| Banco Popular, Banco de Occidente and Banco AV Villas acquisitions | 402.4 | 388.0 | 382.8 | -1.3\% | -4.9\% |
| Banco Aliadas and Banco Unión acquisitions | 23.9 | 22.7 | 22.3 | -1.8\% | -6.6\% |
| Intrex acquisition (recorded into Banco de Bogotá S.A. trough |  |  |  |  |  |
| Corficolombiana) | 127.2 | 124.4 | 123.3 | -0.9\% | -3.1\% |
| Proyectos de Infraestructura and Hoteles Estelar's |  |  |  |  |  |
| acquisitions | 7.6 | 7.5 | 7.4 | -0.9\% | -2.0\% |
| BAC Credomatic GEFC Inc. acquisition | 1,837.0 | 1,888.2 | 1,929.4 | 2.2\% | 5.0\% |
| Purchase of minority stake in Banco de Bogotá and in Banco de |  |  |  |  |  |
| Occidente |  | 388.9 | 406.8 | 4.6\% | N.A. |
| Banco BBVA Panamá acquisition |  | 612.3 | 627.5 | 2.5\% | N.A. |
| Banco Reformador acquisition |  | 437.1 | 444.6 | 1.7\% | N.A. |
| Transcom Ltd acquisition |  | 82.9 | 84.4 | 1.8\% | N.A. |
| Increase in shares of Corficolombiana |  | 10.0 | 10.0 | 0.0\% | N.A. |
| AFP Horizonte Pensiones y Censantías S.A. acquisition |  | 540.1 | 534.9 | -1.0\% | N.A. |
| Total Goodwill, net | 2,881.6 | 4,968.0 | 5,033.3 | 1.3\% | 74.7\% |

## 2. Liabilities excluding Minority Interest

As of March 31, 2014 and as of December 31, 2013, funding represented $95 \%$ of total liabilities excluding minority interest and accounts payable and other liabilities represented 5\%. This composition for 1Q13 was $94 \%$ versus $6 \%$, respectively.

### 2.1 Funding

Total Funding which includes (i) Deposits, (ii) Interbank borrowings and overnight funds, (iii) Borrowings from banks and other, (iv) Bonds, and (v) Bank acceptances had a balance of Ps. $133,950.2$ billion as of March 31, 2014 showing an increase of $25.6 \%$ versus March 31, 2013 and one of $3.3 \%$ versus December 31, 2013. Total deposits represented $78 \%$ of total funding for 1Q14 and $4 Q 13$ and $76 \%$ for 1Q13. Average cost of funds was $3.0 \%$ in 1Q14, $3.1 \%$ in $4 Q 13$ and $3.7 \%$ in 1 Q13.

### 2.1.1 Deposits

Total Deposits grew by 28.3\% to Ps. 104,332.8 billion between March 31, 2013 and March 31, 2014 and 3.1\% between December 31, 2013 and March 31, 2014. As of March 31, 2014, interest bearing deposits contributed with $87 \%$ of the total deposits, and grew by $29.7 \%$ versus March 31, 2013, and $5.7 \%$ versus December 31, 2013. Non-interest bearing deposits contributed with $13 \%$ of total deposits and grew by $19.5 \%$ versus March 31, 2013 and decreased by $11.0 \%$ versus December 31, 2013.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Deposits: |  |  |  |  |  |
| Checking accounts | 10,923.4 | 14,555.6 | 13,097.3 | -10.0\% | 19.9\% |
| Other | 719.3 | 1,087.9 | 820.5 | -24.6\% | 14.1\% |
| Non-interest bearing | 11,642.7 | 15,643.5 | 13,917.8 | -11.0\% | 19.5\% |
| Checking accounts | 8,281.4 | 10,328.1 | 11,749.6 | 13.8\% | 41.9\% |
| Time deposits | 27,994.1 | 32,739.2 | 35,156.7 | 7.4\% | 25.6\% |
| Saving deposits | 33,408.6 | 42,479.6 | 43,508.6 | 2.4\% | 30.2\% |
| Interest bearing | 69,684.1 | 85,546.9 | 90,415.0 | 5.7\% | 29.7\% |
| Total Deposits | 81,326.8 | 101,190.4 | 104,332.8 | 3.1\% | 28.3\% |

Of our total deposits as of March 31, 2014, checking accounts represented 23.8\%, time deposits $33.7 \%$, saving accounts $41.7 \%$ and other deposits $0.8 \%$ versus $24.6 \%, 32.4 \%, 42.0 \%$ and $1.1 \%$ as of December 31, 2013, respectively.

As of March 31, 2014, deposits contributed by Banco de Bogotá represented $63.2 \%$ of total deposits, by Banco de Occidente 19.2\%, by Banco Popular 11.6\%, and by Banco AV Villas 7.4\%. Eliminations accounted for $1.4 \%$ of Total Deposits. Local Deposits accounted for $79 \%$ and foreign Deposits accounted for $21 \%$.


| Deposits / Bank (\$) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banco de Bogotá | 50,032.1 | 64,093.8 | 65,907.1 | 2.8\% | 31.7\% |
| Local | 36,387.6 | 42,895.6 | 44,381.7 | 3.5\% | 22.0\% |
| Central America | 13,644.5 | 21,198.2 | 21,525.4 | 1.5\% | 57.8\% |
| Banco de Occidente | 16,344.8 | 19,899.8 | 20,056.9 | 0.8\% | 22.7\% |
| Banco Popular | 10,186.8 | 11,217.1 | 12,130.6 | 8.1\% | 19.1\% |
| Banco AV Villas | 6,844.1 | 7,602.0 | 7,744.5 | 1.9\% | 13.2\% |
| Eliminations | $(2,081.0)$ | $(1,622.3)$ | $(1,506.3)$ | -7.2\% | -27.6\% |
| Total Grupo Aval | 81,326.8 | 101,190.4 | 104,332.8 | 3.1\% | 28.3\% |
| Deposits / Bank (\%) |  |  |  |  |  |
| Banco de Bogotá | 61.5\% | 63.3\% | 63.2\% |  |  |
| Local | 44.7\% | 42.4\% | 42.5\% |  |  |
| Central America | 16.8\% | 20.9\% | 20.6\% |  |  |
| Banco de Occidente | 20.1\% | 19.7\% | 19.2\% |  |  |
| Banco Popular | 12.5\% | 11.1\% | 11.6\% |  |  |
| Banco AV Villas | 8.4\% | 7.5\% | 7.4\% |  |  |
| Eliminations | -2.6\% | -1.6\% | -1.4\% |  |  |
| Total Grupo Aval | 100.0\% | 100.0\% | 100.0\% |  |  |

### 2.1.2 Borrowings from Banks and Other

As of March 31, 2014, borrowings from banks and other totaled Ps. $12,428.5$ billion, showing an increase of $34.8 \%$ versus March 31, 2013 and one of $4.0 \%$ versus December 31, 2013 results.

### 2.1.3 Bonds

Total bonds as of March 31, 2014 totaled Ps. 10,779.6 billion showing a decrease of $2.7 \%$ versus March 31, 2013 and a decrease of $3.6 \%$ versus December 31, 2013.

## 3. Minority Interest

Minority Interest in Grupo Aval reflects: (i) the minority stakes that third party shareholders hold in each of its direct consolidated subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas), and (ii) the minority stakes that third party shareholders hold in the consolidated subsidiaries at the bank level (mainly Corficolombiana and Porvenir). As of March 31, 2014 Minority Interest was Ps. 6,569.4 billion which increased by $15.8 \%$ versus March 31, 2013. Total Minority Interest was $35.3 \%$ of Total Equity plus Minority Interest for March 31, 2014 and $35.6 \%$ for December 31, 2013. Total Minority Interest derives from the sum of the combined minority interests of our banks and of Grupo Aval, applying eliminations associated with the consolidation process of Grupo Aval.

## 4. Attributable Shareholders' Equity

Attributable shareholders' equity as of March 31, 2014 was Ps. $12,060.6$ billion showing an increase of $31.5 \%$ versus March 31, 2013, mainly attributable to our equity issuance of Ps. 2.4 trillion or $1,855,176,646$ shares at a price per share of $\$ 1.300$.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Subscribed and paid in capital |  |  |  |  |  |
| Common and preferred shares | 18.6 | 20.2 | 20.4 | 1.1\% | 10.0\% |
| Additional paid in capital | 3,672.7 | 5,784.5 | 6,081.5 | 5.1\% | 65.6\% |
| Retained Earnings | 3,754.1 | 4,340.4 | 4,140.4 | -4.6\% | 10.3\% |
| Equity surplus | 1,728.1 | 1,583.2 | 1,818.2 | 14.8\% | 5.2\% |
| Equity inflation adjustments | 654.1 | 652.2 | 652.1 | 0.0\% | -0.3\% |
| Reappraisal of assets | 1,021.0 | 1,454.5 | 1,472.3 | 1.2\% | 44.2\% |
| Unrealized net gains on Available for sale | 53.0 | (523.6) | (306.2) | -41.5\% | -677.6\% |
| Shareholders' Equity | 9,173.4 | 11,728.2 | 12,060.6 | 2.8\% | 31.5\% |

## Income Statement Analysis

Our net income attributable to shareholders for 1Q14 of Ps. 350.0 billion decreased by $3.4 \%$ versus 4 Q 13 results and by $30.7 \%$ versus 1 Q 13 results. The decrease versus previous quarter is affected by a non-recurrent foreign exchange loss of Ps. 84 billion in 1Q14, a lower contribution of our nonfinancial subsidiaries and a relevant increase in our income tax expense. Our net interest income for the period improved by $5.2 \%$ versus $4 Q 13$, our net provision expense decreased by $8.4 \%$ versus 4Q13, our other operating income increased by $6.6 \%$ versus 4Q13 and our operating expenses decreased by 0.7\%.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Total Interest Income | 2,858.5 | 2,727.8 | 2,864.1 | 5.0\% | 0.2\% |
| Interest expense | (982.2) | (954.7) | (999.7) | 4.7\% | 1.8\% |
| Net Interest Income | 1,876.2 | 1,773.1 | 1,864.5 | 5.2\% | -0.6\% |
| Total provisions, net | (323.5) | (340.0) | (311.3) | -8.4\% | -3.8\% |
| Fees and other services income, net | 619.9 | 762.7 | 758.9 | -0.5\% | 22.4\% |
| Other operating income ${ }^{(1)}$ | 412.0 | 239.7 | 255.5 | 6.6\% | -38.0\% |
| Operating expenses | $(1,372.3)$ | $(1,596.9)$ | $(1,586.0)$ | -0.7\% | 15.6\% |
| Non-operating income/(expense), net | 62.4 | 48.1 | 20.6 | -57.2\% | -67.0\% |
| Income before income tax expense and non- controlling interest | 1,274.7 | 886.7 | 1,002.2 | 13.0\% | -21.4\% |
| Income tax expense | (411.9) | (329.2) | (410.4) | 24.7\% | -0.4\% |
| Net Income before Minority interest | 862.8 | 557.5 | 591.7 | 6.1\% | -31.4\% |
| Income attributable to Minority Interest | (357.5) | (195.0) | (241.7) | 23.9\% | -32.4\% |
| Net Income attributable to Grupo Aval shareholders | 505.3 | 362.4 | 350.0 | -3.4\% | -30.7\% |

(1) Other operating income for 1Q14 includes Ps. 84 billion of non-recurrent foreign exchange losses.

1. Net Interest Income

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 4Q } 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Interest Income: |  |  |  |  |  |
| Interest on loans | 2,125.7 | 2,209.4 | 2,322.9 | 5.1\% | 9.3\% |
| Interest on investment securities | 500.4 | 311.0 | 327.7 | 5.4\% | -34.5\% |
| Interbank and overnight funds | 54.0 | 41.9 | 43.3 | 3.4\% | -19.9\% |
| Financial leases | 178.4 | 165.6 | 170.3 | 2.8\% | -4.5\% |
| Total Interest income | 2,858.5 | 2,727.8 | 2,864.1 | 5.0\% | 0.2\% |
| Interest expense: |  |  |  |  |  |
| Checking accounts | (39.7) | (37.0) | (40.0) | 8.0\% | 0.8\% |
| Time deposits | (370.4) | (325.6) | (371.8) | 14.2\% | 0.4\% |
| Saving deposits | (277.8) | (298.0) | (301.7) | 1.2\% | 8.6\% |
| Total interest expense on deposits | (687.9) | (660.6) | (713.5) | 8.0\% | 3.7\% |
| Interbank and overnight funds (expenses) | (39.7) | (42.9) | (37.9) | -11.7\% | -4.5\% |
| Borrowings from banks and others | (103.9) | (99.3) | (93.0) | -6.3\% | -10.5\% |
| Bonds | (150.7) | (151.8) | (155.2) | 2.2\% | 3.0\% |
| Total Interest Expense | (982.2) | (954.7) | (999.7) | 4.7\% | 1.8\% |
| Net Interest Income | 1,876.2 | 1,773.1 | 1,864.5 | 5.2\% | -0.6\% |

Our net interest income increased by $5.2 \%$ to Ps. 1,864.5 billion for 1Q14 versus 4Q13 and decreased by $0.6 \%$ versus 1Q13. The main reasons for the results versus 4Q13 were:

- A 5.0\% increase in interest income from loans and financial leases to Ps. 2,493.1 due to an increase of $8.0 \%$ in the average loans and financial lease portfolio up to Ps. 96,676.5 and despite a contraction in the average yield on loans from $10.6 \%$ in 4 Q13 to $10.3 \%$ in 1 Q14.
- Partially offsetting the increase in interest income described above there was a 4.7\% increase in interest expense up to Ps. 999.7, driven by a combination of an increase of $8.0 \%$ in interest paid in deposits and a decrease of $2.7 \%$ in interest paid in other funding.

Our Net Interest Margin was $5.9 \%$ for $1 Q 14$ versus $6.0 \%$ for 4Q13. This is consistent with the behavior of the average interest rates in Colombia between December 31, 2013 and March 31, 2014, where average DTF remained unchanged at 4.0\%.

## 2. Provision expense, net

Our total net provision expense decreased by $3.8 \%$ to Ps. 311.3 billion for 1Q14 versus 1Q13 and decreased by $8.4 \%$ versus 4Q13.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ 4 \mathrm{Q} 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Provisions for loan and financial lease losses, accrued interest and other receivables, net | (347.6) | (368.8) | (347.3) | -5.8\% | -0.1\% |
| Recovery of charged-off assets | 29.7 | 36.4 | 44.9 | 23.4\% | 50.9\% |
| Provision for investment securities, foreclosed assets and other assets | (9.1) | (14.1) | (12.8) | -9.3\% | 39.6\% |
| Recovery of provisions for investments securities, foreclosed assets and other assets | 3.5 | 6.5 | 3.9 | -40.6\% | 11.5\% |
| Total provisions, net | (323.5) | (340.0) | (311.3) | -8.4\% | -3.8\% |

Our annualized net provision expense to average loans was $1.3 \%$ for 1Q14 versus $1.5 \%$ in 4Q13 and $1.6 \%$ in 1Q13.

## 3. Fee Income and Other Operating income, net

Total fees and other operating income, net increased by $1.2 \%$ to Ps. 1,014.4 for 1Q14 versus 4Q13. Total fees and other services income, net decreased by $0.5 \%$ to Ps. 758.9 billion mainly due to a decrease of $8.6 \%$ in credit card merchant fees showing seasonality and a decrease of $14.7 \%$ in warehouse services fees.
Total other operating income increased by $6.6 \%$ to Ps. 255.5 versus 4Q13 mainly due to an increase in dividend income. Our results for 1Q14 include a non-recurrent foreign exchange loss of Ps. 84 billion which is not expected to affect our results of quarters to come.

|  | 1Q13 | 4Q13 | 1Q14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ 4 \mathrm{Q} 13 \end{gathered}$ | $\begin{gathered} \text { 1Q } 14 \text { vs. } \\ \text { 1Q } 13 \end{gathered}$ |
| Fees and other services income: |  |  |  |  |  |
| Commissions from banking services | 354.3 | 419.1 | 425.9 | 1.6\% | 20.2\% |
| Branch network services | 7.0 | 7.2 | 7.1 | -2.0\% | 0.5\% |
| Credit card merchant fees | 85.2 | 123.5 | 112.9 | -8.6\% | 32.6\% |
| Checking fees | 15.8 | 16.8 | 16.8 | -0.2\% | 6.1\% |
| Warehouse services | 41.9 | 53.0 | 45.3 | -14.7\% | 8.1\% |
| Fiduciary activities | 53.4 | 51.0 | 53.9 | 5.7\% | 0.9\% |
| Pension plan management | 135.8 | 183.6 | 178.1 | -3.0\% | 31.2\% |
| Other | 46.8 | 49.4 | 49.5 | 0.3\% | 5.8\% |
| Total fees and other services income | 740.2 | 903.7 | 889.4 | -1.6\% | 20.2\% |
| Fees and other services expenses | (120.3) | (141.0) | (130.5) | -7.4\% | 8.5\% |
| Fees and other services income, net | 619.9 | 762.7 | 758.9 | -0.5\% | 22.4\% |
| Other operating income: |  |  |  |  |  |
| Foreign exchange (losses) gains, net ${ }^{(1)}$ | 116.4 | 64.6 | 54.1 | -16.2\% | -53.5\% |
| Gains (losses) on derivative operations, net | (38.8) | 8.3 | (64.6) | -881.0\% | 66.7\% |
| Gains on sales of investments in equity securities, | 0.7 | 4.1 | 10.6 | 156.9\% | N.A. |
| Dividend income | 180.7 | 11.8 | 127.9 | 981.6\% | -29.2\% |
| Other | 43.5 | 27.5 | 49.4 | 79.6\% | 13.7\% |
| Income from non-financial sector, net | 109.6 | 123.4 | 78.1 | -36.7\% | -28.7\% |
| Total Other Operating income | 412.0 | 239.7 | 255.5 | 6.6\% | -38.0\% |
| Total Fee Income and Other Op. Income, net | 1,031.9 | 1,002.4 | 1,014.4 | 1.2\% | -1.7\% |

(1) Figure for 1 Q14 includes Ps. 84 billion of non-recurrent foreign exchange losses.

## 4. Operating Expenses

Total operating expenses for 1Q14 of Ps. 1,586.0 billion decreased by $0.7 \%$ versus 4Q13 and increased by $15.6 \%$ versus 1Q13. Our efficiency ratio (cost to income) was $50.5 \%$ in 1Q14 versus $43.8 \%$ in 1Q13 and $53.7 \%$ in 4Q13. The ratio of annualized operating expenses before depreciation and amortization as a percentage of average total assets improved to $3.7 \%$ in 1 Q14 from $4.1 \%$ in $4 \mathrm{Q13}$ and 4.0\% in 1Q13.

## 5. Minority Interest

Minority Interest in Grupo Aval reflects: (i) the minority stakes that third party shareholders hold in each of its direct consolidated subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas), and (ii) the minority stakes that third party shareholders hold in the consolidated subsidiaries at the bank level (mainly Corficolombiana and Porvenir). For 1Q14, Minority Interest in the income statement was Ps. 241.7 billion, showing a decrease of $32.4 \%$ versus 1Q13 and an increase of $23.9 \%$ versus 4Q13. The ratio of Minority Interest to income before Minority Interest went from $41.4 \%$ in $1 Q 13$ to $40.8 \%$ in 1Q14. In the quarters where dividend income is recognized, minority interest will be the highest of the year .

## ABOUT GRUPO AVAL

Grupo Aval is Colombia's largest banking group, and through our BAC Credomatic operations it is also the largest and the most profitable banking group in Central America. Grupo Aval currently operates through four commercial banks in Colombia (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas). It manages pension and severance funds through the largest pension and severance fund manager in Colombia (Porvenir) and owns the largest merchant bank in Colombia (Corficolombiana), each of which Aval controls and consolidates into its results.

## Investor Relations Contacts

Tatiana Uribe Benninghoff
Financial Planning and Investor Relations Vp
Tel: +571 $2419700 \times 3600$
E-mail: turibe@grupoaval.com

Carolina Fajardo Rivera
Investor Relations Analyst
Tel: +571 $2419700 \times 3292$
E-mail: cfajardo@grupoaval.com

Grupo Aval Acciones y Valores S.A.
Financial Statements in Colombian Banking GAAP
Consolidated Balance Sheet in Col. Bking GAAP
Information in Ps. Billions

Cash and cash equivalents:
Cash and due from banks Interbank and overnight funds
Cash and cash equivalents
Investment Securities
Trading
Available for Sale
Held to maturity

Total Debt Securities
Trading
Available for Sale
Total Equity Securities Allowance for investment securities
Investment Securities, net
Loans and financial leases:
Commercial loans
Consumer loans
Microcredit loans
Mortage loans
Financial leases
Allowance for loans and financiales lease losses
Loans and financial lease losses, net
Interest accrued on loans and financial leases
Allowance on Interest accrued on loans and financial leases
Interest accrued on loans and financial leases, net
Bankers' acceptances, spot
Accounts receivable, net
Property, plant and equipm
Operating leases, net
Foreclosed assets, net
Prepaid expenses and defer
Goodwill, net
Other assets, net
Reappraisal of assets
Total Assets
Deposits:
Checking accounts
Other
Non-interest bearing
Checking accounts
Time deposits
Saving deposits
Interest bearing

## Total Deposits

Bankers' acceptances, spot transactions and derivatives
Interbank borrowings and overnight funds
Borrowings from banks and other
Accured interest payable
Other accounts payable
Bonds
Estimates Liabilities

| Other liabilities |
| :--- |
| Total Liabilites excl. Minority Interest |

Minority Interest
Shareholders' Equity
Subscribed and paid in capital

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Common and preferred shares | 18.6 | 20.2 | 20.4 | 1.1\% | 10.0\% |
| Additional paid in capital | 3,672.7 | 5,784.5 | 6,081.5 | 5.1\% | 65.6\% |
| Retained Earnings | 3,754.1 | 4,340.4 | 4,140.4 | -4.6\% | 10.3\% |
| Appropriated | 3,248.8 | 3,574.8 | 3,790.4 | 6.0\% | 16.7\% |
| Unappropriated | 505.3 | 765.6 | 350.0 | -54.3\% | -30.7\% |
| Equity surplus | 1,728.1 | 1,583.2 | 1,818.2 | 14.8\% | 5.2\% |
| Equity inflation adjustments | 654.1 | 652.2 | 652.1 | 0.0\% | -0.3\% |
| Unrealized net gains on Available for sale inv. Securities | 53.0 | (523.6) | (306.2) | -41.5\% | -677.6\% |
| Reappraisal of assets | 1,021.0 | 1,454.5 | 1,472.3 | 1.2\% | 44.2\% |
| Total Shareholders Equity and Minority Interest | 14,846.8 | 18,200.5 | 18,630.0 | 2.4\% | 25.5\% |
| Total Liabilities, Shareholders Equity and Minority Interest | 128,353.2 | 154,287.4 | 159,885.6 | 3.6\% | 24.6\% |

Grupo Aval Acciones y Valores S.A.
Financial Statements in Colombian Banking GAAP Consolidated Income Statement in Col. Bking GAAP Information in $P$.
Interest Income:
Interest on loans
Interest on investment securities
Interbank and overnight funds
Financial leases
nterbank and overnight funds
Financial leases
Total Interest Income
Interest expense:
Checking accounts
Time deposits
Saving deposits
Total interest expense on deposits
Borrowings from banks and others
Interbank and overnight funds (expenses)
Bonds

Interest expense


| Change |  |
| :---: | :---: |
| 1 Q 14 vs. | 1 Q 14 vs. |
| 4 Q 13 | 1 Q 13 |


| Net Interest Income | 1,876.2 | 1,864.5 | -0.6\% | 1,876.2 | 1,773.1 | 1,864.5 | 5.2\% | -0.6\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provisions for loan and financial lease losses, accrued interest and other receivables, net | (347.6) | (347.3) | -0.1\% | (347.6) | (368.8) | (347.3) | -5.8\% | -0.1\% |
| Recovery of charged-off assets | 29.7 | 44.9 | 50.9\% | 29.7 | 36.4 | 44.9 | 23.4\% | 50.9\% |
| Provision for investment securities, foreclosed assets and other | (9.1) | (12.8) | 39.6\% | (9.1) | (14.1) | (12.8) | -9.3\% | 39.6\% |
| Recovery of provisions for investments securities, foreclosed assets and other assets | 3.5 | 3.9 | 11.5\% | 3.5 | 6.5 | 3.9 | -40.6\% | 11.5\% |
| Total provisions, net | (323.5) | (311.3) | -3.8\% | (323.5) | (340.0) | (311.3) | -8.4\% | -3.8\% |
| Net interest income after provisions | 1,552.7 | 1,553.1 | 0.0\% | 1,552.7 | 1,433.1 | 1,553.1 | 8.4\% | 0.0\% |
| Fees and other services income: |  |  |  |  |  |  |  |  |
| Commissions from banking services | 354.3 | 425.9 | 20.2\% | 354.3 | 419.1 | 425.9 | 1.6\% | 20.2\% |
| Branch network services | 7.0 | 7.1 | 0.5\% | 7.0 | 7.2 | 7.1 | -2.0\% | 0.5\% |
| Credit card merchant fees | 85.2 | 112.9 | 32.6\% | 85.2 | 123.5 | 112.9 | -8.6\% | 32.6\% |
| Checking fees | 15.8 | 16.8 | 6.1\% | 15.8 | 16.8 | 16.8 | -0.2\% | 6.1\% |
| Warehouse services | 41.9 | 45.3 | 8.1\% | 41.9 | 53.0 | 45.3 | -14.7\% | 8.1\% |
| Fiduciary activities | 53.4 | 53.9 | 0.9\% | 53.4 | 51.0 | 53.9 | 5.7\% | 0.9\% |
| Pension plan management | 135.8 | 178.1 | 31.2\% | 135.8 | 183.6 | 178.1 | -3.0\% | 31.2\% |
| Other | 46.8 | 49.5 | 5.8\% | 46.8 | 49.4 | 49.5 | 0.3\% | 5.8\% |
| Total fees and other services income | 740.2 | 889.4 | 20.2\% | 740.2 | 903.7 | 889.4 | -1.6\% | 20.2\% |
| Fees and other services expenses | (120.3) | (130.5) | 8.5\% | (120.3) | (141.0) | (130.5) | -7.4\% | 8.5\% |
| Fees and other services income, net | 619.9 | 758.9 | 22.4\% | 619.9 | 762.7 | 758.9 | -0.5\% | 22.4\% |

Other operating income:
Foreign exchange (losses) gains, net
Gains (losses) on derivative operations, net
Gains on sales of investments in equity securities, net

Other
Income from non-financial sector, net

| Other operating incom |
| :--- |
| Total operating income |

Operating expenses:

| Salaries and employee benefits | 507.5 | 578.1 | 13.9\% | 507.5 | 562.7 | 578.1 | 2.7\% | 13.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bonus plan payments | 28.6 | 31.7 | 10.7\% | 28.6 | 29.6 | 31.7 | 7.3\% | 10.7\% |
| Termination payments | 5.0 | 6.3 | 26.1\% | 5.0 | 4.2 | 6.3 | 51.1\% | 26.1\% |
| Administrative and other expenses | 680.1 | 779.9 | 14.7\% | 680.1 | 834.6 | 779.9 | -6.6\% | 14.7\% |
| Insurance on deposit, net | 50.5 | 57.4 | 13.7\% | 50.5 | 57.8 | 57.4 | -0.6\% | 13.7\% |
| Charitable and other donation expenses | 1.0 | 1.5 | 46.5\% | 1.0 | 1.9 | 1.5 | -20.2\% | 46.5\% |
| Depreciation | 74.2 | 91.8 | 23.7\% | 74.2 | 86.5 | 91.8 | 6.0\% | 23.7\% |
| Goodwill amortization | 25.3 | 39.3 | 55.4\% | 25.3 | 19.7 | 39.3 | 99.8\% | 55.4\% |
| Operating expenses | 1,372.3 | 1,586.0 | 15.6\% | 1,372.3 | 1,596.9 | 1,586.0 | -0.7\% | 15.6\% |
| Net operating income | 1,212.3 | 981.6 | -19.0\% | 1,212.3 | 838.6 | 981.6 | 17.1\% | -19.0\% |
| Non-operating income (expense): |  |  |  |  |  |  |  |  |
| Other income | 104.7 | 75.5 | -27.9\% | 104.7 | 104.5 | 75.5 | -27.7\% | -27.9\% |
| Other expense | (42.3) | (54.9) | 29.8\% | (42.3) | (56.4) | (54.9) | -2.6\% | 29.8\% |
| Non-operating income/(expense), net | 62.4 | 20.6 | -67.0\% | 62.4 | 48.1 | 20.6 | -57.2\% | -67.0\% |
| Income before income tax expense and non- controlling interest | 1,274.7 | 1,002.2 | -21.4\% | 1,274.7 | 886.7 | 1,002.2 | 13.0\% | -21.4\% |
| Income tax expense | (411.9) | (410.4) | -0.4\% | (411.9) | (329.2) | (410.4) | 24.7\% | -0.4\% |
| Net Income before Minority interest | 862.8 | 591.7 | -31.4\% | 862.8 | 557.5 | 591.7 | 6.1\% | -31.4\% |
| Income attributable to Minority Interest | 357.5 | 241.7 | -32.4\% | 357.5 | 195.0 | 241.7 | 23.9\% | -32.4\% |
| Net Income attributable to Grupo Aval shareholders | 505.3 | 350.0 | -30.7\% | 505.3 | 362.4 | 350.0 | -3.4\% | -30.7\% |

(1) Figure for 1 Q14 includes Ps. 84 billion of non-recurrent foreign exchange losses.

