# Report of 3Q 2015 consolidated results 

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


## Disclaimer

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

Although we are not a financial institution, until December 31, 2014 we prepared the unaudited consolidated financial information included in our quarterly reports in accordance with the regulations of the Superintendency of Finance for financial institutions and generally accepted accounting principles for banks to operate in Colombia, also known as Colombian Banking GAAP because we believe that presentation on that basis most appropriately reflected our activities as a holding company of a group of banks and other financial institutions.

However, in 2009 the Colombian Congress enacted Law 1314 establishing the implementation of IFRS in Colombia. As a result, since January 1, 2015 financial entities and Colombian issuers of publicly traded securities such as Grupo Aval must prepare financial statements in accordance with IFRS.

IFRS as applicable under Colombian regulations differs in certain aspects from IFRS as currently issued by the IASB. Our 20-F annual report filed with the SEC provides a description of the principal differences between Colombian Banking GAAP and U.S. GAAP as well as expected changes from our implementation of IFRS as applicable under Colombian regulations.

The unaudited consolidated financial information included in this webcast 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.

As a result of our migration to IFRS and our first year of implementation of IFRS accounting principles, our interim unaudited consolidated financial information for 2015, and the comparative interim information for the respective periods of 2014, may be subject to further amendments.

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

When applicable, in this webcast we refer to billions as thousands of millions.

Bogotá, December 2 ${ }^{\text {nd }}$, 2015. GRUPO AVAL ACCIONES Y VALORES S.A. ("Grupo Aval") reports a consolidated attributable net income result of Ps. 444.8 billion for 3Q15. As of September 30, 2015 total assets for Grupo Aval were Ps. 210.6 trillion, total liabilities totaled Ps. 189.6 trillion and total equity plus minority interest totaled Ps. 21.0 trillion.

## Grupo Aval financials for 3Q15 show the following general results:

- Total consolidated assets grew by $23.3 \%$ versus $3 Q 2014$ and by $8.2 \%$ versus 2 Q2015. In absence of the devaluation of the peso ( $53 \%$ LTM and 19\% in the quarter), assets would have grown 10.6\% and 3.1\% respectively.
- Gross loans grew by $29.7 \%$ versus 3Q2014 and by $9.1 \%$ versus 2Q2015. In absence of the devaluation of the peso, gross loans would have grown $16.6 \%$ and $4.2 \%$ respectively.
- Quality of the loan portfolio shows stability with PDL's (+30 days) of $2.5 \%$ for 3 Q2015 versus $2.6 \%$ in 2Q2015 and $2.7 \%$ in 3Q2014, and NPL's of 1.6\% for 3Q2015 versus 1.7\% in 2Q2015 and 1.8\% in 3Q2014.
- Cost of risk (net) improved to $1.4 \%$ in 3Q2015 from 1.9\% in 2Q2015 and 1.6\% in 3Q2014.
- Total deposits grew by $19.0 \%$ versus $3 Q 2014$ and by $5.3 \%$ versus 2Q2015. In absence of the devaluation of the peso, deposits would have grown $7.3 \%$ and $0.6 \%$ respectively.
- Ratio of deposits to gross loans shows, as of September 2015, a tightening in liquidity that has been partially reverted during October and November of this year.
- Total Equity decreases by $2.1 \%$ between 2Q2015 and 3Q2015 driven by the distribution of profits of the first semester of the year, and by an increase in the unrealized gains of our Fixed Income Portfolio.
- Tangible Capital ratio shows a deterioration as of the end of 3Q2015 due to the asset growth of the period, the contraction in Total Equity, and the impact that the devaluation of the peso had on our USD denominated Goodwill.
- NIM on loans was $6.3 \%$ for 3 Q2015 versus $6.4 \%$ in 2Q2015. Yield on loans remained at $10 \%$ for the period while average cost of funds increased from $3.4 \%$ to $3.5 \%$.
- NIM on fixed income investments declined to $0.5 \%$ in 3 Q2015 versus $1.4 \%$ for 2Q2015.
- As a result of the above, Total NIM contracted to $5.3 \%$ in 3 Q 2015 from $5.4 \%$ in 2 Q 2015 .
- Efficiency ratio shows a slight deterioration in the quarter on a cost to income basis going from $46.3 \%$ in 2Q2015 to 50.7\% in 3Q2015. On a cost to asset basis, the ratio went from 3.3\% in 2Q2015 to 3.5\% in 3Q2015.
- ROAA for the quarter was $1.5 \%$ and ROAE for the quarter was $13.3 \%$.


## Other matters:

- Previously published IFRS figures for 1Q2015 and 2Q2015 have been revised as the IFRS implementation process continues to adjust some figures. The revision has no material impact on YTD net income.

Grupo Aval Acciones y Valores S.A.

## Consolidated Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Balance Sheet | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3Q15 vs. 2Q15 3Q15 vs. 3Q14 |  |
| Cash and balances at central bank | 20,115.5 | 18,351.5 | 18,716.0 | 2.0\% | -7.0\% |
| Financial assets held for investment | 27,194.3 | 30,338.1 | 31,424.9 | 3.6\% | 15.6\% |
| Total loans and leases portfolio at amortized cost | 105,371.1 | 125,407.3 | 137,032.6 | 9.3\% | 30.0\% |
| Non-current assets held for sale | 194.5 | 241.2 | 244.5 | 1.4\% | 25.7\% |
| Investment in associates and joint ventures | 642.7 | 780.4 | 902.0 | 15.6\% | 40.4\% |
| Tangible assets | 5,605.4 | 5,946.6 | 6,289.3 | 5.8\% | 12.2\% |
| Intangible assets | 7,232.7 | 8,559.1 | 9,573.9 | 11.9\% | 32.4\% |
| Income tax assets | 1,914.3 | 2,055.8 | 2,850.6 | 38.7\% | 48.9\% |
| Other assets | 2,524.7 | 2,994.9 | 3,530.1 | 17.9\% | 39.8\% |
| Total assets | 170,795.3 | 194,674.8 | 210,564.0 | 8.2\% | 23.3\% |
| Financial liabilities at fair value | 408.0 | 867.0 | 1,573.7 | 81.5\% | 285.7\% |
| Deposits from clients at amortized cost | 108,469.5 | 122,575.3 | 129,090.8 | 5.3\% | 19.0\% |
| Borrowings | 31,016.3 | 37,908.0 | 45,253.5 | 19.4\% | 45.9\% |
| Borrowings from rediscount banks | 2,193.6 | 2,168.8 | 2,376.1 | 9.6\% | 8.3\% |
| Total liabilities at amortized cost | 141,679.3 | 162,652.2 | 176,720.4 | 8.6\% | 24.7\% |
| Income tax liabilities | 3,231.4 | 3,677.6 | 4,246.1 | 15.5\% | 31.4\% |
| Employee benefits | 1,070.5 | 1,000.2 | 1,112.1 | 11.2\% | 3.9\% |
| Other liabilities | 4,628.9 | 5,068.6 | 5,941.7 | 17.2\% | 28.4\% |
| Total liabilities | 151,018.1 | 173,265.7 | 189,593.9 | 9.4\% | 25.5\% |
| Attributable to the owners of the parent company | 12,677.5 | 13,603.0 | 13,160.8 | -3.3\% | 3.8\% |
| Non-controlling interests | 7,099.7 | 7,806.1 | 7,809.2 | 0.0\% | 10.0\% |
| Total shareholder's equity | 19,777.1 | 21,409.1 | 20,970.0 | -2.1\% | 6.0\% |
| Total liabilities and shareholder's equity | 170,795.3 | 194,674.8 | 210,564.0 | 8.2\% | 23.3\% |
|  |  |  |  |  |  |
| Consolidated Statement of income | 3Q14 | 2Q15 | 3Q15 | 3 Q 15 vs. 2 Q 15 3Q15 vs. 3 Q 14 |  |
| Interest income | 3,014.3 | 3,447.6 | 3,605.4 | 4.6\% | 19.6\% |
| Interest expense | 1,161.3 | 1,370.7 | 1,481.9 | 8.1\% | 27.6\% |
| Net interest income | 1,853.0 | 2,076.8 | 2,123.5 | 2.2\% | 14.6\% |
| Provisions for losses on loans and other impairments | 375.8 | 554.1 | 411.6 | -25.7\% | 9.5\% |
| Net interest income after provisions | 1,477.2 | 1,522.8 | 1,712.0 | 12.4\% | 15.9\% |
| Fees and other services income, net | 692.1 | 840.9 | 933.3 | 11.0\% | 34.9\% |
| Other income | 624.3 | 717.6 | 578.4 | -19.4\% | -7.3\% |
| Other expenses | 1,629.8 | 1,709.6 | 1,966.2 | 15.0\% | 20.6\% |
| Income before tax expense | 1,163.8 | 1,371.7 | 1,257.6 | -8.3\% | 8.1\% |
| Income tax expense | 428.8 | 489.9 | 502.6 | 2.6\% | 17.2\% |
| Income from continued operations | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Income from discontinued operations | - | - | - | - | - |
| Net income before non-controlling interest | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Non controlling interest | (321.8) | (312.8) | (310.1) | -0.9\% | -3.6\% |
| Net income attributable to the owners of the parent company | 413.2 | 569.0 | 444.8 | -21.8\% | 7.7\% |
|  |  |  |  |  |  |
| Key ratios | 3Q14 | 2 Q15 | 3Q15 | YTD 2014 | YTD 2015 |
| NIM(1) | 5.7\% | 5.4\% | 5.3\% | 5.8\% | 5.4\% |
| Efficiency ratio(2) | 47.7\% | 46.3\% | 50.7\% | 47.3\% | 48.5\% |
| ROAA (3) | 1.8\% | 1.8\% | 1.5\% | 1.9\% | 1.5\% |
| ROAE(4) | 14.1\% | 17.1\% | 13.3\% | 15.9\% | 13.6\% |
| 30 days PDL / Total loans and leases | 2.7\% | 2.6\% | 2.5\% | 2.7\% | 2.5\% |
| Provision expense / Average loans and leases (5) | 1.6\% | 1.9\% | 1.4\% | 1.6\% | 1.6\% |
| Allowance / 30 days PDL | 1.1 | 1.1 | 1.0 | 1.1 | 1.0 |
| Allowance / Total loans and leases | 2.8\% | 2.7\% | 2.5\% | 2.8\% | 2.5\% |
| Charge offs / Average loans and leases (5) | 1.4\% | 1.2\% | 1.5\% | 1.2\% | 1.4\% |
| Total loans and leases, net / Total assets | 61.7\% | 64.4\% | 65.1\% | 61.7\% | 65.1\% |
| Deposits / Total loans and leases, net | 102.9\% | 97.7\% | 94.2\% | 102.9\% | 94.2\% |
| Equity + Min. interest / Assets | 11.6\% | 11.0\% | 10.0\% | 11.6\% | 10.0\% |
| Tangible equity ratio (6) | 7.7\% | 6.9\% | 5.7\% | 7.7\% | 5.7\% |
| Shares outstanding (EoP) | 22,036,572,719 | 22,281,017,159 | 22,281,017,159 | 22,036,572,719 | 22,281,017,159 |
| Shares outstanding (Average) | 20,513,223,292 | 22,281,017,159 | 22,281,017,159 | 20,431,963,138 | 22,281,017,159 |
| Common share price (EoP) | 1,380 | 1,270 | 1,180 | 1,380 | 1,180 |
| Preferred share price (EoP) | 1,390 | 1,275 | 1,175 | 1,390 | 1,175 |
| BV/ EoP shares in Ps. | 575.3 | 610.5 | 590.7 | 575.3 | 590.7 |
| EPS | 20.1 | 25.5 | 20.0 | 66.6 | 60.5 |
| P/E (7) | 17.3 | 12.5 | 14.7 | 15.7 | 14.6 |
| P/BV (7) | 2.4 | 2.1 | 2.0 | 2.4 | 2.0 |

## Balance Sheet Analysis

## 1. Assets

Total assets as of September 30, 2015 totaled Ps. 210,564.0 billion showing an increase of $23.3 \%$ versus September 30, 2014 and one of $8.2 \%$ versus June 30, 2015. Growth in assets was mainly driven by a 30.0\% year over year growth in Net Loans and Leases to Ps. 137,032.6 billion. When excluding the effect of the Colombian Peso (Ps.) depreciation of the period, asset growth would have been $10.6 \%$ versus September 30, 2014 and $3.1 \%$ versus June 30, 2015 and Net Loans and Leases growth would have been $16.7 \%$ and $4.3 \%$, respectively.

### 1.1 Loans and Leases

Total Gross Loans and Leases increased by 29.7\% between September 30, 2014 and September 30, 2015 to Ps. 140,550.7 billion ( $16.6 \%$ excluding Ps. depreciation effect) driven by (i) a $26.8 \%$ increase in Commercial loans and leases to Ps. $84,664.8$ billion ( $18.1 \%$ excluding Ps. depreciation effect), (ii) a $29.3 \%$ increase in Consumer loans and leases to Ps. 40,165.0 billion ( $13.8 \%$ excluding Ps. depreciation effect), (iii) a $52.7 \%$ increase in Mortgage loans and housing leases to Ps. 12,748.4 billion (15.5\% excluding Ps. depreciation effect) and (iv) a 6.7\% increase in Microcredit loans and leases to Ps. 391,7 billion ( $6.7 \%$ excluding Ps. depreciation effect).

| Total loans and leases portfolio at amortized cost | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Loans \& leases operations and receivables portfolio |  |  |  |  |  |
| Commercial loans and leases | 66,748.2 | 78,178.5 | 84,664.8 | 8.3\% | 26.8\% |
| Consumer loans and leases | 31,060.2 | 36,664.3 | 40,165.0 | 9.5\% | 29.3\% |
| Mortgages and housing leases | 8,351.0 | 11,007.0 | 12,748.4 | 15.8\% | 52.7\% |
| Microcredit loans and leases | 367.2 | 382.9 | 391.7 | 2.3\% | 6.7\% |
| Loans \& leases operations and receivables portfolio | 106,526.6 | 126,232.8 | 137,970.0 | 9.3\% | 29.5\% |
| Interbank \& overnight funds and others | 1,849.0 | 2,588.1 | 2,580.7 | -0.3\% | 39.6\% |
| Total loans \& leases operations and receivables portfolio | 108,375.5 | 128,820.9 | 140,550.7 | 9.1\% | 29.7\% |
| Allowance for loans \& leases operations and receivables portfolio | $(3,004.4)$ | $(3,413.6)$ | (3,518.1) | 3.1\% | 17.1\% |
| Allowance for commercial loans \& leases | $(1,578.0)$ | $(1,730.8)$ | $(1,800.8)$ | 4.0\% | 14.1\% |
| Allowance for consumer loans \& leases | (71.5) | (98.3) | (104.1) | 5.9\% | 45.7\% |
| Allowance for mortgage loans \& leases | $(1,318.7)$ | $(1,535.9)$ | $(1,565.7)$ | 1.9\% | 18.7\% |
| Allowance for microcredit loans \& leases | (36.2) | (48.5) | (47.5) | -2.2\% | 31.2\% |
| Total loans and leases portfolio at amortized cost | 105,371.1 | 125,407.3 | 137,032.6 | 9.3\% | 30.0\% |

The following table shows the loan composition per entity. Banco de Bogotá increased its share to $65.8 \%$ of the total loan portfolio due to higher growth rates in its Colombian operation versus other Banks and thanks to the impacts of the devaluation of the currency.


As detailed below, of the total of Grupo Aval's loans, $71.6 \%$ are domestic and $28.4 \%$ are foreign (reflecting the Central American operations). Total foreign loans grew 73.4\% during the past 12 months and increased by $23.9 \%$ in the quarter. The growth in our Central American operations versus September 2014 is largely attributable to the effect of the Colombian Peso's depreciation. Excluding the effect of the Ps. depreciation yearly and quarterly growth for our Central American operations would have been $13.6 \%$ and $4.3 \%$, respectively.


The ratio of 30 days PDL to Total Loans showed an improvement and closed 3015 in $2.5 \%$ compared to the $2.6 \%$ in 2Q15. The ratio of 90 days PDL to Total Loans was $1.4 \%$ in $3 Q 15$ compared to the $1.5 \%$ in $2 Q 15$ and $1.6 \%$ in 3Q14. Finally, the ratio of CDE Loans to Total Loans was $4.0 \%$ in $3 Q 15$ compared to the $4.1 \%$ in 2 Q15.

Grupo Aval's coverage of its non-performing loans and leases was 1.6x for 3Q15, 2Q15 and 3Q14. Allowance to CDE Loans was $0.6 x$ and Allowance to 30 days PDL was 1.0x, both for 3Q15. Provision expense net of recoveries of charged off assets to average Total Loans was $1.2 \%$ in $3 Q 15$ versus $1.8 \%$ in 2 Q15 and $1.4 \%$ in 1Q15. Charge offs to average total loans was $1.5 \%$ in $3 Q 15,1.2 \%$ in $2 Q 15$ and $1.4 \%$ in 3Q14.

|  |  |  |  | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: |
| Total loans and leases portfolio at amortized cost | 3Q14 | 2Q15 | 3Q15 | $\begin{array}{cc} 3 \mathrm{Q} 15 \mathrm{vs} . & 3 \mathrm{Q} 15 \mathrm{vs} . \\ 2 \mathrm{Q} 15 & 3 \mathrm{Q} 14 \end{array}$ |
| "A" normal risk | 99,473.9 | 117,757.7 | 128,980.6 | 9.5\% 29.7\% |
| "B" acceptable risk | 2,812.4 | 3,256.2 | 3,443.6 | 5.8\% 22.4\% |
| "C" appreciable risk | 2,105.4 | 2,836.9 | 3,073.1 | 8.3\% 46.0\% |
| "D" significant risk | 1,340.2 | 1,448.6 | 1,540.6 | 6.3\% 14.9\% |
| "E" unrecoverable | 794.6 | 933.4 | 932.2 | -0.1\% 17.3\% |
| Loans \& leases operations and receivables portfolio | 106,526.6 | 126,232.8 | 137,970.0 | 9.3\% 29.5\% |
| Interbank \& overnight funds and others | 1,849.0 | 2,588.1 | 2,580.7 | -0.3\% 39.6\% |
| Total loans \& leases operations and receivables portfolio | 108,375.5 | 128,820.9 | 140,550.7 | 9.1\% 29.7\% |
| CDE Loans | 4,240.2 | 5,218.9 | 5,545.8 |  |
| 30 Days Past Due Loans | 2,794.8 | 3,378.1 | 3,736.6 |  |
| 90 Days Past Due Loans | 1,618.5 | 2,005.3 | 2,249.0 |  |


| CDE loans / Total loans | 4.0\% | 4.1\% | 4.0\% |
| :---: | :---: | :---: | :---: |
| 30 Days PDL (*) / Total loans | 2.7\% | 2.6\% | 2.5\% |
| 90 Days PDL (*) / Total loans | 1.6\% | 1.5\% | 1.4\% |
| NPL(*)/ Total loans | 1.8\% | 1.7\% | 1.6\% |
| Allowance / CDE loans | 0.7 | 0.7 | 0.6 |
| Allowance / 30 Days PDL (*) | 1.1 | 1.1 | 1.0 |
| Allowance/ 90 Days PDL (*) | 1.9 | 1.8 | 1.8 |
| Allowance / NPL (*) | 1.6 | 1.6 | 1.6 |
| Allowance / Total loans | 2.8\% | 2.7\% | 2.5\% |
| Provision expense / CDE loans | 0.4 | 0.5 | 0.3 |
| Provision expense / 30 Days PDL (*) | 0.6 | 0.7 | 0.5 |
| Provision expense / 90 Days PDL (*) | 1.0 | 1.3 | 1.0 |
| Provision expense / NPL (*) | 0.9 | 1.1 | 0.8 |
| Provision expense / Average total loans | 1.6\% | 1.9\% | 1.4\% |
| Provision expense, net of recoveries of charged-off assets / Average total loans | 1.4\% | 1.8\% | 1.2\% |
| Charge Off / Average total loans | 1.4\% | 1.2\% | 1.5\% |

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### 1.2 Fixed income and equity investments

Investment securities, net (excluding derivatives) grew 12.3\% to Ps 28,300.6 billion between September 30,2014 and September 30, 2015 and grew $1.6 \%$ versus June 30, 2015. Ps. 25,822.2 billion of our total gross portfolio is invested in debt securities, which grew by $12.9 \%$ between September 30, 2014 and September 30, 2015 and by $0.7 \%$ since June 30, 2015. Ps. 2,480.0 billion of total gross investment securities is invested in equity securities, which grew $5.8 \%$ between September 30, 2014 and September 30, 2015 and $11.2 \%$ since June 30, 2015.

The average yield on fixed income investment securities was $3.8 \%$ in $3 Q 15,4.8 \%$ in $2 Q 15$ and $5.2 \%$ in 3 Q14.

| Total assets held for investment | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Financial assets held for trading |  |  |  |  |  |
| Fixed income investments | 2,901.8 | 3,080.6 | 3,323.9 | 7.9\% | 14.5\% |
| Equity investments | 1,528.0 | 1,395.1 | 1,360.6 | -2.5\% | -11.0\% |
| Total financial assets held for trading | 4,429.9 | 4,475.7 | 4,684.5 | 4.7\% | 5.7\% |
| Financial assets available for sale |  |  |  |  |  |
| Fixed income investments | 16,856.3 | 19,775.4 | 19,248.6 | -2.7\% | 14.2\% |
| Equity investments | 815.5 | 834.3 | 1,119.5 | 34.2\% | 37.3\% |
| Total financial assets available for sale | 17,671.8 | 20,609.8 | 20,368.1 | -1.2\% | 15.3\% |
| Held-to-maturity investments | 3,107.2 | 2,781.6 | 3,249.7 | 16.8\% | 4.6\% |
| Allowance for financial assets held for investment | (11.0) | (19.2) | (1.6) | -91.5\% | -85.1\% |
| Total financial assets held for investment | 25,197.9 | 27,847.9 | 28,300.6 | 1.6\% | 12.3\% |

### 1.3 Cash and Cash Equivalents

As of September 30, 2015, Cash and cash equivalents had a balance of Ps. 18,716.0 billion showing a decrease of $7.0 \%$ versus September 30, 2014 and an increase of $2.0 \%$ versus June 30, 2015 ($11.8 \%$ and $-0.8 \%$ excluding Ps. depreciation effect).

### 1.4 Goodwill and Other Intangibles

Goodwill and other intangibles as of September 30, 2015 was Ps. 9,573.9 billion, increasing by $32.4 \%$ versus September 30, 2014 and by 11.9\% versus June 30, 2015.

Goodwill as of September 30, 2015 was Ps. 6,959.8 billion, increasing by $31.2 \%$ versus September 30,2014 and by $12.4 \%$ versus June 30, 2015. This increase was primarily attributable to the impact of the peso depreciation as the majority of the goodwill at Aval is denominated in USD.

Other intangibles reflect the value of road concessions and other financial assets, mainly recorded at Corficolombiana.

## 2. Liabilities

As of September 30, 2015 funding represented $93 \%$ of total liabilities and other liabilities represented 7\%. As of June 30, 2015 and September 30, 2014 this composition was $94 \%$ and $6 \%$, 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. $176,720.4$ billion as of September 30, 2015 showing an increase of $24.7 \%$ versus September 30, 2014 and of $8.6 \%$ versus June 30, 2015 ( $10.0 \%$ and $2.9 \%$ excluding Ps. depreciation effect). Total deposits represented $73 \%$ of total funding as of the end $3 Q 15$ and $77 \%$ and $75 \%$ for $3 Q 14$ and 2 Q15.

Average cost of funds was $3.5 \%$ in 3Q15, 3.4\% in 2Q15 and 3.3\% in 3Q14.

| Deposits from clients at amortized cost | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Checking accounts | 24,326 | 28,262 | 29,697 | 5.1\% | 22.1\% |
| Time deposits | 38,894 | 47,044 | 49,541 | 5.3\% | 27.4\% |
| Saving deposits | 44,626 | 46,951 | 49,322 | 5.0\% | 10.5\% |
| Other deposits | 624 | 318 | 531 | 67.0\% | -14.9\% |
| Deposits from clients at amortized cost | 108,469 | 122,575 | 129,091 | 5.3\% | 19.0\% |

Of our total deposits as of September 30, 2015, checking accounts represented 23.0\%, time deposits $38.4 \%$, saving accounts $38.2 \%$ and other deposits $0.4 \%$.

The following table shows the deposits composition by bank:

| Deposits/ Bank (\$) | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} 3 \text { Q15 vs. } \\ 2 \text { Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Banco de Bogotá | 71,156.0 | 82,058.2 | 89,408.4 | 9.0\% | 25.7\% |
| Local | 48,702.5 | 51,547.2 | 52,809.3 | 2.4\% | 8.4\% |
| Central America | 22,453.4 | 30,511.0 | 36,599.1 | 20.0\% | 63.0\% |
| Banco de Occidente | 22,495.0 | 22,583.6 | 22,347.7 | -1.0\% | -0.7\% |
| Banco Popular | 10,981.7 | 12,090.0 | 11,813.3 | -2.3\% | 7.6\% |
| Banco AV Villas | 8,121.0 | 8,365.8 | 8,396.4 | 0.4\% | 3.4\% |
| Eliminations | 4,284.2 | 2,522.3 | 2,875.1 | 14.0\% | -32.9\% |
| Total Grupo Aval | 108,469.5 | 122,575.3 | 129,090.8 | 5.3\% | 19.0\% |
| Deposits/ Bank (\%) | 3Q14 | 2Q15 | 3Q15 |  |  |
| Banco de Bogotá | 65.6\% | 66.9\% | 69.3\% |  |  |
| Local | 44.9\% | 42.1\% | 40.9\% |  |  |
| Central America | 20.7\% | 24.9\% | 28.4\% |  |  |
| Banco de Occidente | 20.7\% | 18.4\% | 17.3\% |  |  |
| Banco Popular | 10.1\% | 9.9\% | 9.2\% |  |  |
| Banco AV Villas | 7.5\% | 6.8\% | 6.5\% |  |  |
| Eliminations | 3.9\% | 2.1\% | 2.2\% |  |  |
| Total Grupo Aval | 100.0\% | 100.0\% | 100.0\% |  |  |

### 2.1.2 Borrowings from Banks and Other (includes borrowings from rediscount bank)

As of September 30, 2015, borrowings from banks and other totaled Ps. 19.742,2 billion, showing an increase of $47.8 \%$ versus September 30, 2014 and an increase of $21.4 \%$ versus June 30, 2015. Excluding the effect of the peso depreciation, borrowings from banks and other grew $14.8 \%$ versus 3Q14 and 8.9\% versus 2Q15.

### 2.1.3 Bonds

Total bonds as of September 30, 2015 totaled Ps. 16,391.7 billion showing an increase of $26.4 \%$ versus September 30, 2014 and of $10.0 \%$ versus June 30, 2015. Excluding the effect of the peso depreciation, bonds grew $1.3 \%$ versus 3 Q14 and decreased $0.1 \%$ versus 2Q15.

## 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 September 30, 2015 Minority Interest was Ps. 7,809.2 billion which increased by $10.0 \%$ versus September 30, 2014. Total Minority Interest increased from 35.9\% of Total Equity for September 30, 2014 to $37.2 \%$ for September 30, 2015. 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.

| Direct \& indirect ownership of main subsidiaries | 3Q14 | 2Q15 | 3Q15 | 3Q15 vs. 2 Q15 | 3Q15 vs. 3Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banco de Bogotá ${ }^{(1)}$ | 67.8\% | 68.7\% | 68.7\% | 4 | 92 |
| Banco de Occidente | 72.2\% | 72.2\% | 72.3\% | 1 | 5 |
| Banco Popular | 93.7\% | 93.7\% | 93.7\% | - | - |
| Banco AV Villas | 79.9\% | 79.9\% | 79.9\% | - | - |
| BAC Credomatic ${ }^{(2)}$ | 67.8\% | 68.7\% | 68.7\% | 4 | 92 |
| Porvenir ${ }^{(3)}$ | 75.2\% | 75.7\% | 75.7\% | - | 42 |
| Corficolombiana ${ }^{(4)}$ | 41.2\% | 44.3\% | 44.3\% | - | 310 |
| GAL | 100.0\% | 100.0\% | 100.0\% | - | - |
| GAIL | 100.0\% | 100.0\% | 100.0\% | - | - |

(1) Grupo Aval's ownership in Banco de Bogotá increased during 4Q2014 both through open market transactions along the year and the rights issuance held between November and December, 2014; (2) BAC Credomatic is fully owned by Banco de Bogotá, as such, the increase in Grupo Aval's total ownership is explained by the rise in our ownership in Banco de Bogotá; (3) Grupo Aval indirectly owns a $100 \%$ of Porvenir as follows: 20.0\% in Grupo Aval, $46.9 \%$ in Banco de Bogotá and $33.1 \%$ in Banco de Occidente. Porvenir's results consolidate into Banco de Bogotá; (4) Grupo Aval increased its direct ownership in Corficolombiana through the acquisition of 20.008 .260 common shares $(9.3 \%$ of shares outstanding) of Corficolombiana from Banco de Occidente in December 17, 2014.

## 4. Attributable Shareholders' Equity

Attributable shareholders' equity as of September 30, 2015 was Ps. $13,160.8$ billion showing an increase of $3.8 \%$ versus September 30, 2014. Attributable shareholders' equity decreased by $3.3 \%$ versus June 30, 2015 mainly driven by the distribution of profits and a decline in the other comprehensive income associated to an increase in the unrealized gains and losses of the fixed income portfolio.

Distribution of profits during 3Q15 amounted to Ps. 655,062.

## Income Statement Analysis

Our net income attributable to shareholders for 3Q15 of Ps. 444.8 billion shows an increase of $7.7 \%$ versus 3Q14 and a decrease of $21.8 \%$ versus 2Q15. Despite a $12.4 \%$ in crease in Net Income after provisions and a $11.0 \%$ increase in Fees and Other Service Income, net; other income decreased by $19.4 \%$ and other expenses increased by $15.0 \%$, making the income before tax expense contract by 8.3\%. As tax expenses increased and minority interest decreased, Aval's attributable net income contracted by $21.8 \%$.

| Consolidated Statement of income | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} 3 \text { Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Interest income |  |  |  |  |  |
| Interest on loans and leases | 2,642.0 | 3,124.3 | 3,355.7 | 7.4\% | 27.0\% |
| Changes in fair value of financial assets | 281.4 | 88.4 | 178.5 | 101.9\% | -36.6\% |
| Interests on fixed income investments at amortized cost | 90.8 | 234.9 | 71.2 | -69.7\% | -21.6\% |
| Total interest income | 3,014.3 | 3,447.6 | 3,605.4 | 4.6\% | 19.6\% |
| Total interest expense | 1,161.3 | 1,370.7 | 1,481.9 | 8.1\% | 27.6\% |
| Net interest income | 1,853.0 | 2,076.8 | 2,123.5 | 2.2\% | 14.6\% |
| Total net provisions for losses on loans and other impairments | 375.8 | 554.1 | 411.6 | -25.7\% | 9.5\% |
| Net interest income after provisions | 1,477.2 | 1,522.8 | 1,712.0 | 12.4\% | 15.9\% |
| Fees and other services income | 835.3 | 999.9 | 1,099.8 | 10.0\% | 31.7\% |
| Fees and other services expenses | 143.2 | 159.1 | 166.4 | 4.6\% | 16.2\% |
| Fees and other services income, net | 692.1 | 840.9 | 933.3 | 11.0\% | 34.9\% |
| Other income | 624 | 718 | 578 | -19.4\% | -7.3\% |
| Other expenses | 1,630 | 1,710 | 1,966 | 15.0\% | 20.6\% |
| Income before tax expense | 1,163.8 | 1,371.7 | 1,257.6 | -8.3\% | 8.1\% |
| Income tax expense | 428.8 | 489.9 | 502.6 | 2.6\% | 17.2\% |
| Income from continued operations | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Income from discontinued operations | - | - | - | - | - |
| Net income before non-controlling interest | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Non controlling interest | (321.8) | (312.8) | (310.1) | -0.9\% | -3.6\% |
| Net income attributable to the owners of the parent company | 413.2 | 569.0 | 444.8 | -21.8\% | 7.7\% |

## 1. Net Interest Income

| Net interest income | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Interest income |  |  |  |  |  |
| Interest on loans and leases | 2,642.0 | 3,124.3 | 3,355.7 | 7.4\% | 27.0\% |
| Changes in fair value of financial assets | 281.4 | 88.4 | 178.5 | 101.9\% | -36.6\% |
| Interests on fixed income investments at amortized cost | 90.8 | 234.9 | 71.2 | -69.7\% | -21.6\% |
| Total interest income | 3,014.3 | 3,447.6 | 3,605.4 | 4.6\% | 19.6\% |
| Interest expense |  |  |  |  |  |
| Checking accounts | 44.7 | 43.1 | 46.3 | 7.4\% | 3.5\% |
| Time deposits | 407.5 | 534.2 | 572.5 | 7.2\% | 40.5\% |
| Saving deposits | 346.3 | 339.1 | 366.8 | 8.2\% | 5.9\% |
| Total interest expenses on deposits | 798.5 | 916.4 | 985.5 | 7.5\% | 23.4\% |
| Deposits from financial institutions | (0.1) | - | - | - | - |
| Borrowings | 280.7 | 338.8 | 362.3 | 6.9\% | 29.1\% |
| Interbank and overnight funds | 51.0 | 76.6 | 83.8 | 9.4\% | 64.2\% |
| Borrowings from banks and others | 112.1 | 127.2 | 131.4 | 3.3\% | 17.3\% |
| Bonds | 117.6 | 135.0 | 147.1 | 8.9\% | 25.1\% |
| Borrowings from rediscount banks | 82.2 | 115.6 | 134.0 | 16.0\% | 63.1\% |
| Total interest expense | 1,161.3 | 1,370.7 | 1,481.9 | 8.1\% | 27.6\% |
| Net interest income | 1,853.0 | 2,076.8 | 2,123.5 | 2.2\% | 14.6\% |

Our net interest income increased by $14.6 \%$ to Ps. 2,123.5 for $3 Q 15$ versus $3 Q 14$ and by $2.2 \%$ versus 2Q15. The main reasons for the increase versus 3 Q14 were:

- A 19.6\% increase in interest income derived from a $27.0 \%$ increase in interest income from loans and leases, offset by a $32.9 \%$ decrease in interest income from investment securities.
- Offsetting the increase in interest income described above was a $27.6 \%$ increase in interest expense derived from a $23.4 \%$ increase in interests paid on deposits and a $36.8 \%$ in interests paid on other funding.

Our Net Interest Margin was 5.3\% for 3Q15, down from 5.4\% in 2Q15 and 5.7\% in 3Q14. Net Interest Margin on Loans was $6.3 \%$ in 3Q15, $6.4 \%$ in $2 Q 15$ and $6.2 \%$ in 3Q14. On the other hand, our Net Fixed Income Investments Margin was 0.5\% in 3Q15 versus 1.4\% in 2Q15 and 2.4\% in 3Q14.

## 2. Provision expense, net

Our total net provision expense increased by $9.5 \%$ to Ps. 411.6 billion for 3Q15 versus $3 Q 14$ and decreased by $25.7 \%$ versus 2 Q15 .

| Total net provisions for losses on loans and other impairments | 3Q14 | 2Q15 | 3Q15 | $\begin{array}{\|cc} \Delta \\ 3 \text { Q15 vs. } & 3 \text { Q15 vs. } \\ 2 \mathrm{Q} 15 & 3 \mathrm{Q} 14 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Expenses for allowance for loan \& lease losses and accrued interest | 417.2 | 601.8 | 465.3 | -22.7\% | 11.5\% |
| Recovery of charged-off assets | 52.1 | 53.3 | 62.6 | 17.6\% | 20.2\% |
| Expenses for allowance for investments | 0.0 | 0.2 | 0.1 | -63.2\% | N.A. |
| Impairment of foreclosed assets | 10.6 | 5.3 | 8.8 | 66.1\% | -16.9\% |
| Total net provisions for losses on loans and other impairments | 375.8 | 554.1 | 411.6 | -25.7\% | 9.5\% |

Our annualized net provision expense to average loans was 1.4\% for 3Q15, 1.9\% for 2 Q 15 and $1.6 \%$ for 3Q14. Net of recoveries of charged-off loans our ratios were $1.2 \%$ for $3 Q 15 ; 1.8 \%$ for $2 Q 15$ and 1.4\% for 3Q14.

## 3. Fee income and other income, net

Total fees and other operating income, net increased by $14.8 \%$ to Ps. 1,511.8 for 3 Q15 versus 3Q14 and decreased $3.0 \%$ in the quarter. Total fees and other services income, net increased by $34.9 \%$ to Ps. 933.3 billion in 3Q15 versus 3Q14 and by $11.0 \%$ in the quarter.

Total other income decreased by $7.3 \%$ to Ps. 578.4 versus $3 Q 14$ and by $19.4 \%$ versus $2 Q 15$. The yearly decrease was driven by a drop in other income.

| Total fees and other income | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} 3 \text { Q15 vs. } \\ 3 \text { Q14 } \end{gathered}$ |
| Fees and other services income |  |  |  |  |  |
| Commissions from banking services | 413.1 | 485.0 | 554.2 | 14.3\% | 34.2\% |
| Branch network services | 8.0 | 7.3 | 8.7 | 18.8\% | 8.6\% |
| Credit and debit card fees | 104.0 | 192.0 | 208.5 | 8.6\% | 100.5\% |
| Checking fees | 16.5 | 18.0 | 18.2 | 1.2\% | 10.4\% |
| Warehouse services | 49.9 | 41.2 | 42.6 | 3.4\% | -14.6\% |
| Fiduciary activities | 56.2 | 59.6 | 60.4 | 1.4\% | 7.5\% |
| Pension plan management | 187.7 | 194.4 | 201.4 | 3.6\% | 7.3\% |
| Other | 0.0 | 2.5 | 5.7 | 131.3\% | - |
| Total fees and other services income | 835.3 | 999.9 | 1,099.8 | 10.0\% | 31.7\% |
| Fees and other services expenses | 143.2 | 159.1 | 166.4 | 4.6\% | 16.2\% |
| Fees and other services income, net | 692.1 | 840.9 | 933.3 | 11.0\% | 34.9\% |
| Other income |  |  |  |  |  |
| Hedging activities and foreign exchange (losses) gains, net | 50 | 162 | 67 | -58.8\% | 32.9\% |
| Dividend \& Equity Method Income | 42 | 84 | 83 | -1.3\% | 99.6\% |
| Income from the non-financial sector, net | 243 | 265 | 248 | -6.3\% | 1.9\% |
| Other Income | 289 | 207 | 180 | -12.8\% | -37.6\% |
| Total other income | 624.3 | 717.6 | 578.4 | -19.4\% | -7.3\% |
| Total fees and other income | 1,316.4 | 1,558.5 | 1,511.8 | -3.0\% | 14.8\% |

## 4. Other expenses

Total other expenses for 3 Q15 of Ps. 1,966.2 billion increased by $20.6 \%$ versus $3 Q 14$ and $15.0 \%$ versus 2Q15. Our efficiency ratio measured as operating expenses before depreciation and amortization to total income, was $50.7 \%$ in a cost to income basis in 3Q15 deteriorating from $47.7 \%$ in $3 Q 14$ and $46.3 \%$ in 2Q15. The ratio of annualized operating expenses before depreciation and amortization as a percentage of average total assets was $3.5 \%$ in 3Q15 and $3.3 \%$ in 3Q14 and 2 Q15.

## 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 3Q15, Minority Interest in the income statement was Ps. 310.1 billion, showing a decrease of $3.6 \%$ versus 3Q14 and 0.9\% versus 2Q15. The ratio of Minority Interest to income before Minority Interest was $41.1 \%$ in 3Q15, 43.8\% in 3Q14 and 35.5\% in 2Q15.

## 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.

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## Consolidated Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Balance Sheet | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Cash and balances at central bank | 20,115.5 | 18,351.5 | 18,716.0 | 2.0\% | -7.0\% |
| Financial assets held for trading |  |  |  |  |  |
| Fixed income investments | 2,901.8 | 3,080.6 | 3,323.9 | 7.9\% | 14.5\% |
| Equity investments | 1,528.0 | 1,395.1 | 1,360.6 | -2.5\% | -11.0\% |
| Derivatives | 301.0 | 675.1 | 1,270.9 | 88.3\% | 322.2\% |
| Other financial assets under concession contracts | 1,695.4 | 1,815.1 | 1,853.4 | 2.1\% | 9.3\% |
| Total financial assets held for trading | 6,426.3 | 6,965.9 | 7,808.8 | 12.1\% | 21.5\% |
| Financial assets available for sale |  |  |  |  |  |
| Fixed income investments | 16,856.3 | 19,775.4 | 19,248.6 | -2.7\% | 14.2\% |
| Equity investments | 815.5 | 834.3 | 1,119.5 | 34.2\% | 37.3\% |
| Total financial assets available for sale | 17,671.8 | 20,609.8 | 20,368.1 | -1.2\% | 15.3\% |
| Held-to-maturity investments | 3,107.2 | 2,781.6 | 3,249.7 | 16.8\% | 4.6\% |
| Allowance for financial assets held for investment | (11.0) | (19.2) | (1.6) | -91.5\% | -85.1\% |
| Total financial assets held for investment | 27,194.3 | 30,338.1 | 31,424.9 | 3.6\% | 15.6\% |
| Loans \& leases operations and receivables portfolio |  |  |  |  |  |
| Commercial loans and leases | 68,597 | 80,767 | 87,246 | 8.0\% | 27.2\% |
| Commercial loans and leases | 66,748 | 78,179 | 84,665 | 8.3\% | 26.8\% |
| Interbank \& overnight funds and others | 1,849 | 2,588 | 2,581 | -0.3\% | 39.6\% |
| Consumer loans and leases | 31,060 | 36,664 | 40,165 | 9.5\% | 29.3\% |
| Mortgages and housing leases | 8,351 | 11,007 | 12,748 | 15.8\% | 52.7\% |
| Microcredit loans and leases | 367 | 383 | 392 | 2.3\% | 6.7\% |
| Total loans \& leases operations and receivables portfolio | 108,375.5 | 128,820.9 | 140,550.7 | 9.1\% | 29.7\% |
| Allowance for loans \& leases operations and receivables portfolio | -3,004 | -3,414 | -3,518 | 3.1\% | 17.1\% |
| Total loans and leases portfolio at amortized cost | 105,371.1 | 125,407.3 | 137,032.6 | 9.3\% | 30.0\% |
| Other accounts receivable | 2,014.3 | 2,564.2 | 3,039.1 | 18.5\% | 50.9\% |
| Derivatives used for hedging | 44.7 | 41.4 | 38.6 | -6.7\% | -13.6\% |
| Non-current assets held for sale | 194.5 | 241.2 | 244.5 | 1.4\% | 25.7\% |
| Investment in associates and joint ventures | 642.7 | 780.4 | 902.0 | 15.6\% | 40.4\% |
| Tangible assets | 5,605.4 | 5,946.6 | 6,289.3 | 5.8\% | 12.2\% |
| Intangible assets | 7,232.7 | 8,559.1 | 9,573.9 | 11.9\% | 32.4\% |
| Income tax assets | 1,914.3 | 2,055.8 | 2,850.6 | 38.7\% | 48.9\% |
| Other assets | 465.8 | 389.3 | 452.4 | 16.2\% | -2.9\% |
| Total assets | 170,795.3 | 194,674.8 | 210,564.0 | 8.2\% | 23.3\% |
| Financial liabilities at fair value | 408.0 | 867.0 | 1,573.7 | 81.5\% | 285.7\% |
| Deposits from financial institutions | - | - | - | - | - |
| Deposits from clients at amortized cost | 108,469.5 | 122,575.3 | 129,090.8 | 5.3\% | 19.0\% |
| Checking accounts | 24,325.9 | 28,262.1 | 29,697.1 | 5.1\% | 22.1\% |
| Time deposits | 38,894.0 | 47,044.1 | 49,541.0 | 5.3\% | 27.4\% |
| Saving deposits | 44,626.0 | 46,951.3 | 49,321.9 | 5.0\% | 10.5\% |
| Other deposits | 623.6 | 317.8 | 530.8 | 67.0\% | -14.9\% |
| Borrowings | 31,016.3 | 37,908.0 | 45,253.5 | 19.4\% | 45.9\% |
| Interbank borrowings and overnight funds | 7,065.2 | 9,133.3 | 11,765.8 | 28.8\% | 66.5\% |
| Borrowings from banks and others | 10,982.0 | 13,868.6 | 17,096.1 | 23.3\% | 55.7\% |
| Bonds | 12,969.1 | 14,906.2 | 16,391.7 | 10.0\% | 26.4\% |
| Borrowings from rediscount banks | 2,193.6 | 2,168.8 | 2,376.1 | 9.6\% | 8.3\% |
| Total liabilities at amortized cost | 141,679.3 | 162,652.2 | 176,720.4 | 8.6\% | 24.7\% |
| Derivatives used for hedging | 130.2 | 399.9 | 756.4 | 89.1\% | 481.0\% |
| Provisions | 795.3 | 738.0 | 1,012.2 | 37.2\% | 27.3\% |
| Income tax liabilities | 3,231.4 | 3,677.6 | 4,246.1 | 15.5\% | 31.4\% |
| Employee benefits | 1,070.5 | 1,000.2 | 1,112.1 | 11.2\% | 3.9\% |
| Other liabilities | 3,703.4 | 3,930.7 | 4,173.0 | 6.2\% | 12.7\% |
| Total liabilities | 151,018.1 | 173,265.7 | 189,593.9 | 9.4\% | 25.5\% |
| Shareholder's equity attributable to the owners of the parent company | 12,677.5 | 13,603.0 | 13,160.8 | -3.3\% | 3.8\% |
| Non-controlling interests | 7,099.7 | 7,806.1 | 7,809.2 | 0.0\% | 10.0\% |
| Total shareholder's equity | 19,777.1 | 21,409.1 | 20,970.0 | -2.1\% | 6.0\% |
| Total liabilities and shareholder's equity | 170,795.3 | 194,674.8 | 210,564.0 | 8.2\% | 23.3\% |


| Consolidated Statement of income | YTD 2014 | YTD 2015 | \% | 3Q14 | 2Q15 | 3Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 2Q15 } \end{gathered}$ | $\begin{gathered} \text { 3Q15 vs. } \\ \text { 3Q14 } \end{gathered}$ |
| Interest income |  |  |  |  |  |  |  |  |
| Interest on loans and leases | 7,815.2 | 9,431.7 | 20.7\% | 2,642.0 | 3,124.3 | 3,355.7 | 7.4\% | 27.0\% |
| Changes in fair value of financial assets | 790.0 | 312.8 | -60.4\% | 281.4 | 88.4 | 178.5 | 101.9\% | -36.6\% |
| Interests on fixed income investments at amortized cost | 230.0 | 616.7 | 168.1\% | 90.8 | 234.9 | 71.2 | -69.7\% | -21.6\% |
| Total interest income | 8,835.2 | 10,361.2 | 17.3\% | 3,014.3 | 3,447.6 | 3,605.4 | 4.6\% | 19.6\% |
| Interest expense |  |  |  |  |  |  |  |  |
| Checking accounts | 127.0 | 136.6 | 7.5\% | 44.7 | 43.1 | 46.3 | 7.4\% | 3.5\% |
| Time deposits | 1,166.6 | 1,616.6 | 38.6\% | 407.5 | 534.2 | 572.5 | 7.2\% | 40.5\% |
| Saving deposits | 954.7 | 1,013.5 | 6.2\% | 346.3 | 339.1 | 366.8 | 8.2\% | 5.9\% |
| Total interest expenses on deposits | 2,248.3 | 2,766.6 | 23.1\% | 798.5 | 916.4 | 985.5 | 7.5\% | 23.4\% |
| Deposits from financial institutions | (0.1) | - | - | (0.1) | - | - | - | - |
| Borrowings | 793.7 | 1,012.9 | 27.6\% | 280.7 | 338.8 | 362.3 | 6.9\% | 29.1\% |
| Interbank and overnight funds | 138.7 | 220.1 | 58.7\% | 51.0 | 76.6 | 83.8 | 9.4\% | 64.2\% |
| Borrowings from banks and others | 326.6 | 377.6 | 15.6\% | 112.1 | 127.2 | 131.4 | 3.3\% | 17.3\% |
| Bonds | 328.4 | 415.1 | 26.4\% | 117.6 | 135.0 | 147.1 | 8.9\% | 25.1\% |
| Borrowings from rediscount banks | 245.8 | 362.9 | 47.6\% | 82.2 | 115.6 | 134.0 | 16.0\% | 63.1\% |
| Total interest expense | 3,287.7 | 4,142.4 | 26.0\% | 1,161.3 | 1,370.7 | 1,481.9 | 8.1\% | 27.6\% |
| Net interest income | 5,547.6 | 6,218.8 | 12.1\% | 1,853.0 | 2,076.8 | 2,123.5 | 2.2\% | 14.6\% |
| Provisions for losses on loans and other impairments |  |  |  |  |  |  |  |  |
| Expenses for allowance for loan \& lease losses and accrued interest | 1,208.6 | 1,512.2 | 25.1\% | 417.2 | 601.8 | 465.3 | -22.7\% | 11.5\% |
| Recovery of charged-off assets | 137.6 | 164.1 | 19.3\% | 52.1 | 53.3 | 62.6 | 17.6\% | 20.2\% |
| Expenses for allowance for investments | 7.3 | 0.5 | -92.9\% | 0.0 | 0.2 | 0.1 | -63.2\% | 77750.0\% |
| Impairment of foreclosed assets | 9.9 | 23.1 | - | 10.6 | 5.3 | 8.8 | 66.1\% | - |
| Total net provisions for losses on loans and other impairments | 1,088.2 | 1,371.7 | 26.1\% | 375.8 | 554.1 | 411.6 | -25.7\% | 9.5\% |
| Net interest income after provisions | 4,459.4 | 4,847.1 | 8.7\% | 1,477.2 | 1,522.8 | 1,712.0 | 12.4\% | 15.9\% |
| Fees and other services income |  |  |  |  |  |  |  |  |
| Commissions from banking services | 1,205.1 | 1,511.1 | 25.4\% | 413.1 | 485.0 | 554 | 14.3\% | 34.2\% |
| Branch network services | 22.4 | 25.8 | 14.8\% | 8.0 | 7.3 | 9 | 18.8\% | 8.6\% |
| Credit and debit card fees | 317.6 | 591.2 | 86.2\% | 104.0 | 192.0 | 208 | 8.6\% | 100.5\% |
| Checking fees | 49.7 | 53.2 | 7.0\% | 16.5 | 18.0 | 18 | 1.2\% | 10.4\% |
| Warehouse services | 143.0 | 123.6 | -13.5\% | 49.9 | 41.2 | 43 | 3.4\% | -14.6\% |
| Fiduciary activities | 169.0 | 176.1 | 4.2\% | 56.2 | 59.6 | 60 | 1.4\% | 7.5\% |
| Pension plan management | 564.8 | 594.6 | 5.3\% | 187.7 | 194.4 | 201 | 3.6\% | 7.3\% |
| Other | 0.0 | 9.9 | - | 0.0 | 2.5 | 6 | 131.3\% | - |
| Total fees and other services income | 2,471.6 | 3,085.5 | 24.8\% | 835.3 | 999.9 | 1,099.8 | 10.0\% | 31.7\% |
| Fees and other services expenses | 405.4 | 487.9 | 20.4\% | 143.2 | 159.1 | 166.4 | 4.6\% | 16.2\% |
| Fees and other services income, net | 2,066.2 | 2,597.6 | 25.7\% | 692.1 | 840.9 | 933.3 | 11.0\% | 34.9\% |
| Other income |  |  |  |  |  |  |  |  |
| Hedging activities and foreign exchange (losses) gains, net | 242 | 299 | 23.3\% | 50 | 162 | 67 | -58.8\% | 32.9\% |
| Net gains on sales of investments | 8 | 4 | -45.5\% | 6 | 0 | 4 | 1729.7\% | -31.7\% |
| Income from sales of non-current assets available for sale | 0 | 27 | - | 0 | 15 | 7 | -53.8\% | N.A. |
| Equity method | 35 | 153 | 337.6\% | 6 | 83 | 54 | -34.9\% | 812.8\% |
| Dividends | 95 | 46 | -51.9\% | 36 | 2 | 29 | 1825.1\% | -18.0\% |
| Gains on valuation of biological assets, net | - | 14 | - | - | 4 | 5 | 12.7\% | - |
| Income from the non-financial sector, net | 659 | 804 | 22.0\% | 243 | 265 | 248 | -6.3\% | 1.9\% |
| Other income | 785 | 569 | -27.5\% | 283 | 187 | 165 | -11.9\% | -41.9\% |
| Total other income | 1,824.5 | 1,916.1 | 5.0\% | 624.3 | 717.6 | 578.4 | -19.4\% | -7.3\% |
| Other expenses |  |  |  |  |  |  |  |  |
| Losses from sales of non-current assets available for sale | 3 | 3 | 25.0\% | 1 | 1 | 1 | 10.5\% | 35.4\% |
| Payroll expenses | 1,853 | 2,277 | 22.9\% | 630 | 734 | 823 | 12.1\% | 30.7\% |
| Termination expenses | 25 | 29 | 17.5\% | 9 | 10 | 11 | 17.8\% | 22.9\% |
| Bonus plan payments | 85 | 85 | 0.7\% | 22 | 22 | 35 | 54.5\% | 59.9\% |
| Salaries and employee benefits | 1,743 | 2,162 | 24.0\% | 599 | 702 | 777 | 10.7\% | 29.8\% |
| Administrative expenses | 2,241 | 2,657 | 18.5\% | 747 | 865 | 939 | 8.6\% | 25.6\% |
| Depreciation and amortization | 435 | 356 | -18.2\% | 152 | 116 | 120 | 3.8\% | -21.0\% |
| Other operating expenses | 233 | 440 | 88.9\% | 99 | (6) | 83 | -1527.1\% | -16.4\% |
| Total other expenses | 4,763.9 | 5,731.8 | 20.3\% | 1,629.8 | 1,709.6 | 1,966.2 | 15.0\% | 20.6\% |
| Income before tax expense | 3,586.2 | 3,629.0 | 1.2\% | 1,163.8 | 1,371.7 | 1,257.6 | -8.3\% | 8.1\% |
| Income tax expense | 1,287.5 | 1,435.4 | 11.5\% | 428.8 | 489.9 | 502.6 | 2.6\% | 17.2\% |
| Income from continued operations | 2,298.6 | 2,193.6 | -4.6\% | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Income from discontinued operations | - | - | - | - | - | - | - | - |
| Net income before non-controlling interest | 2,298.6 | 2,193.6 | -4.6\% | 735.0 | 881.8 | 754.9 | -14.4\% | 2.7\% |
| Non controlling interest | (938.1) | (845.6) | -9.9\% | (321.8) | (312.8) | (310.1) | -0.9\% | -3.6\% |
| Net income attributable to the owners of the parent company | 1,360.5 | 1,348.0 | -0.9\% | 413.2 | 569.0 | 444.8 | -21.8\% | 7.7\% |
|  |  |  |  |  |  |  |  | 17/17 |


[^0]:    (1) NPL defined as microcredit loans more than 30 days past due, consumer more than 60 days past due, mortgage loans more than 120 days past due and commercial loans more than 90 days past due.
     are only calculated on a capital basis (they do not include interest accounts receivables)

