# Report of 4Q 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 ("SEC"). As such, it is subject to the control of the Superintendency of Finance and compliance with applicable U.S. securities regulation as a "foreign private issuer" under Rule 405 of the U.S. Securities Act of 1933. 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.

Because of our migration to IFRS and our first year of implementation of IFRS accounting principles, the unaudited consolidated financial information for 2015, and the comparative information for the respective periods of 2014 presented herein, 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 and the unaudited figures included herein are 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 April 11, 2016. GRUPO AVAL ACCIONES Y VALORES S.A. ("Grupo Aval") reports a consolidated attributable net income result of Ps. 693,392 million for 4Q15 versus a 444,825 million figure reported for 3Q15. ROAE for the quarter was $19.8 \%$ and ROAA for the quarter was $2.2 \%$.

## The following are the main highlights of Grupo Aval's FY2015 results under Full IFRS:

- Net income attributable for the shareholders was 2.04 trillion pesos or 92 pesos per share, which compares favorably versus the 1.81 trillion pesos or 87 pesos per share achieved during 2014, also under Full IFRS. Excluding the non-recurring impact of the payment of the equity tax, net income for 2015 would have been 2.25 trillion or 101 pesos per share.
- ROAE for the year was $14.5 \%$ and ROAA was $1.7 \%$.
- Asset growth for year was $21 \%$ and liability growth was $23 \%$, both denominated in pesos. Excluding the impact of the devaluation of the peso, asset growth would have been $12 \%$ and liabilities growth would have been $14 \%$.
- The growth in assets was driven mainly by the growth in the loan book which increased in pesos by $23 \%$, or by $14 \%$, excluding the impact of the devaluation.
- The Deposit to Net Loan ratio for year end 2015 was $0.96 x$, which compares favorably versus other Colombian peers.
- The 30 days PDL ratio was $2.4 \%$ for FY 2015 versus $2.6 \%$ for FY 2014. The NPL ratio was $1.6 \%$ for FY 2015 versus 1.7\% for FY 2014.
- The Cost of Risk was $1.66 \%$ in 2015 versus $1.58 \%$ in 2014.
- NIM for the year was $5.51 \%$, versus $5.59 \%$ in 2014. We were able to maintain a stable NIM of loans of $6.3 \%$ and ended the year with a NIM on investments of $1.9 \%$ versus $2.6 \%$ during 2014.
- The efficiency ratio was $48 \%$ for 2015 versus $47 \%$ for 2014 . The deterioration of this ratio was mainly explained by the impact that the devaluation of the peso.
- The implicit tax rate for the year was 36\% for FY 2015 versus 38\% for FY 2014.

Note: Figures for FY2014 and 4Q2014 included in this report have been adjusted versus the sum of the unaudited consolidated quarters under IFRS previously reported. Earnings for the year have not substantially changed (a 1.5\% reduction), however the classification of certain line items has been revised. All Income Statement adjustments for the year are reflected in the 4th quarter of 2014. In addition, some adjustments were made to the 3rd quarter 2015 balance sheet compared to what we have previously reported.

## Grupo Aval Acciones y Valores S.A.

## Consolidated Financial Statements Under Full IFRS

Information in Ps. Billions


| Key ratios | 4Q14 | 3Q15 | 4Q15 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NIM(1) | 5.5\% | 5.3\% | 5.7\% | 5.6\% | 5.5\% |
| Efficiency ratio(2) | 45.6\% | 50.7\% | 46.7\% | 46.8\% | 48.0\% |
| ROAA(3) | 1.6\% | 1.5\% | 2.2\% | 1.8\% | 1.7\% |
| ROAE(4) | 13.8\% | 13.1\% | 19.8\% | 15.2\% | 14.5\% |
| 30 days PDL / Total loans and leases | 2.6\% | 2.5\% | 2.4\% | 2.6\% | 2.4\% |
| Provision expense / Average loans and leases (5) | 1.7\% | 1.4\% | 1.8\% | 1.6\% | 1.7\% |
| Allowance / 30 days PDL | 1.1 | 1.0 | 1.1 | 1.1 | 1.1 |
| Allowance / Total loans and leases | 2.7\% | 2.5\% | 2.6\% | 2.7\% | 2.6\% |
| Charge offs / Average loans and leases (5) | 1.6\% | 1.5\% | 1.3\% | 1.7\% | 1.8\% |
| Total loans and leases, net / Total assets | 63.5\% | 65.1\% | 65.0\% | 63.5\% | 65.0\% |
| Deposits / Total loans and leases, net | 99.2\% | 94.2\% | 95.9\% | 99.2\% | 95.9\% |
| Equity + Min. interest / Assets | 11.9\% | 10.3\% | 10.5\% | 11.9\% | 10.5\% |
| Tangible equity ratio (6) | 7.7\% | 6.0\% | 6.2\% | 7.7\% | 6.2\% |
| Shares outstanding (EoP) | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 |
| Shares outstanding (Average) | 22,278,360,154 | 22,281,017,159 | 22,281,017,159 | 20,897,356,358 | 22,281,017,159 |
| Common share price (EoP) | 1,305 | 1,180 | 1,090 | 1,305 | 1,090 |
| Preferred share price (EoP) | 1,280 | 1,175 | 1,090 | 1,280 | 1,090 |
| BV/ EoP shares in Ps. | 616.0 | 611.2 | 647.6 | 616.0 | 647.6 |
| EPS | 20.4 | 20.0 | 31.1 | 86.7 | 91.6 |
| P/E (7) | 15.7 | 14.7 | 8.8 | 14.8 | 11.9 |
| P/BV (7) | 2.1 | 1.9 | 1.7 | 2.1 | 1.7 |



 for the period; (6) Tangible Equity Ratio is calculated as Total Equity minus Intangibles divided by Total Assets minus Intangibles; (7) Based on Preferred share prices.

## Balance Sheet Analysis

## 1. Assets

Total assets as of December 31, 2015 totaled Ps. 218,030.3 billion showing an increase of $21.1 \%$ versus December 31, 2014 and one of $3.5 \%$ versus September 30, 2015. Growth in assets was mainly driven by a $24.0 \%$ year over year growth in total loans and leases portfolio at amortized cost to Ps. $141,827.7$ billion. When excluding the effect of the Colombian Peso (Ps.) depreciation of the period, asset growth would have been 12.1\% versus December 31, 2014 and $2.9 \%$ versus September 30, 2015 and for the total loans and leases portfolio at amortized cost growth would have been $15.0 \%$ and $2.9 \%$, respectively.

### 1.1 Loans and Leases

Total loans \& leases operations and receivables portfolio increased by 23.8\% between December 31, 2014 and December 31, 2015 to Ps. 145,546.0 billion (14.9\% excluding Ps. depreciation effect) driven by (i) a $19.5 \%$ increase in Commercial loans and leases to Ps. $85,413.2$ billion ( $13.6 \%$ excluding Ps. depreciation effect), (ii) a $24.7 \%$ increase in Consumer loans and leases to Ps. 42,230.5 billion (14.0\% excluding Ps. depreciation effect), (iii) a 37.2\% increase in Mortgage loans and housing leases to Ps. $13,418.1$ billion ( $14.5 \%$ excluding Ps. depreciation effect) and (iv) a $7.3 \%$ increase in Microcredit loans and leases to Ps. 399.3 billion (7.3\% excluding Ps. depreciation effect).

| Total loans and leases portfolio at amortized cost | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Loans \& leases operations and receivables portfolio |  |  |  |  |  |
| Commercial loans and leases | 71,494.7 | 84,664.8 | 85,413.2 | 0.9\% | 19.5\% |
| Consumer loans and leases | 33,878.9 | 40,165.0 | 42,230.5 | 5.1\% | 24.7\% |
| Mortgages and housing leases | 9,778.1 | 12,748.4 | 13,418.1 | 5.3\% | 37.2\% |
| Microcredit loans and leases | 372.3 | 391.7 | 399.3 | 1.9\% | 7.3\% |
| Loans \& leases operations and receivables portfolio | 115,524.0 | 137,970.0 | 141,461.0 | 2.5\% | 22.5\% |
| Interbank \& overnight funds and others | 2,034.6 | 2,580.7 | 4,085.0 | 58.3\% | 100.8\% |
| Total loans \& leases operations and receivables portfolio | 117,558.5 | 140,550.7 | 145,546.0 | 3.6\% | 23.8\% |
| Allowance for loans \& leases operations and receivables portfolio | $(3,157.8)$ | $(3,518.1)$ | $(3,718.3)$ | 5.7\% | 17.8\% |
| Allowance for commercial loans \& leases | $(1,603.0)$ | $(1,800.8)$ | $(1,874.6)$ | 4.1\% | 16.9\% |
| Allowance for consumer loans \& leases | (100.0) | (104.1) | (112.7) | 8.2\% | 12.7\% |
| Allowance for mortgage loans \& leases | $(1,407.1)$ | $(1,565.7)$ | $(1,681.8)$ | 7.4\% | 19.5\% |
| Allowance for microcredit loans \& leases | (47.8) | (47.5) | (49.2) | 3.6\% | 2.9\% |
| Total loans and leases portfolio at amortized cost | 114,400.7 | 137,032.6 | 141,827.7 | 3.5\% | 24.0\% |

The following table shows the loan composition per entity. Banco de Bogotá decreased its share to $65.4 \%$ and Banco de Occidente increased its share to $18.6 \%$.

| Gross loans / Bank (\$) | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Banco de Bogotá | 72,776.3 | 90,783.6 | 92,513.2 | 1.9\% | 27.1\% |
| Local | 44,976.5 | 51,661.1 | 51,111.6 | -1.1\% | 13.6\% |
| Central America | 27,799.8 | 39,122.6 | 41,401.5 | 5.8\% | 48.9\% |
| Banco de Occidente | 22,396.2 | 24,906.9 | 26,325.6 | 5.7\% | 17.5\% |
| Banco Popular | 13,128.7 | 14,207.3 | 14,673.7 | 3.3\% | 11.8\% |
| Banco AV Villas | 7,285.3 | 8,394.8 | 8,425.9 | 0.4\% | 15.7\% |
| Eliminations | 62.5 | 322.6 | 477.4 | 48.0\% | 664.3\% |
| Total Grupo Aval | 115,524.0 | 137,970.0 | 141,461.0 | 2.5\% | 22.5\% |
| Gross loans / Bank (\%) | 4Q14 | 3Q15 | 4Q15 |  |  |
| Banco de Bogotá | 63.0\% | 65.8\% | 65.4\% |  |  |
| Local | 38.9\% | 37.4\% | 36.1\% |  |  |
| Central America | 24.1\% | 28.4\% | 29.3\% |  |  |
| Banco de Occidente | 19.4\% | 18.1\% | 18.6\% |  |  |
| Banco Popular | 11.4\% | 10.3\% | 10.4\% |  |  |
| Banco AV Villas | 6.3\% | 6.1\% | 6.0\% |  |  |
| Eliminations | 0.1\% | 0.2\% | 0.3\% |  |  |
| Total Grupo Aval | 100\% | 100\% | 100\% |  |  |

As detailed below, of the total of Grupo Aval's loans, $70.7 \%$ are domestic and $29.3 \%$ are foreign (reflecting the Central American operations). Total foreign loans grew $46.0 \%$ during the past 12 months and increased by $5.8 \%$ in the quarter. The growth in our Central American operations versus December 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 $13.1 \%$ and $3.7 \%$, respectively.

| Gross loans | 4Q14 | 3Q15 | 4Q15 | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Domestic |  |  |  |  |  |
| Commercial loans and leases | 59,843.6 | 67,895.1 | 67,810.2 | -0.1\% | 13.3\% |
| Consumer loans and leases | 23,867.8 | 26,117.9 | 27,091.6 | 3.7\% | 13.5\% |
| Mortgages and housing leases | 3,640.6 | 4,442.7 | 4,758.4 | 7.1\% | 30.7\% |
| Microcredit loans and leases | 372.3 | 391.7 | 399.3 | 1.9\% | 7.3\% |
| Total domestic loans | 87,724.2 | 98,847.4 | 100,059.5 | 1.2\% | 14.1\% |
| Foreign |  |  |  |  |  |
| Commercial loans and leases | 11,651 | 16,770 | 17,603 | 5.0\% | 51.1\% |
| Consumer loans and leases | 10,011 | 14,047 | 15,139 | 7.8\% | 51.2\% |
| Mortgages and housing leases | 6,138 | 8,306 | 8,660 | 4.3\% | 41.1\% |
| Microcredit loans and leases | - | - | - | - | - |
| Total foreign loans | 27,799.8 | 39,122.6 | 41,401.5 | 5.8\% | 48.9\% |
| Total loans | 115,524.0 | 137,970.0 | 141,461.0 | 2.5\% | 22.5\% |

The ratio of 30 days PDL to total loans showed an improvement and closed $4 \mathrm{Q15}$ in $2.4 \%$ compared to the $2.5 \%$ in 3Q15. The ratio of 90 days PDL to total loans remained stable at $1.4 \%$ for both periods. Finally, the ratio of CDE Loans to total loans was $4.3 \%$ in 4Q15 compared to the $4.0 \%$ in $3 Q 15$.

Grupo Aval's coverage of its non-performing loans and leases remained at $1.6 x$ for $4 Q 15,3 Q 15$ and 4Q14. Allowance to CDE Loans was $0.6 x$ and allowance to 30 days PDL was $1.1 x$, both for 4 Q15. Provision expense net of recoveries of charged off assets to average total loans was $1.6 \%$ in 4 Q 15 versus $1.2 \%$ in 3 Q15 and $1.6 \%$ in 4Q14. Charge offs to average total loans was $1.3 \%$ in $4 \mathrm{Q} 15,1.5 \%$ in 3Q15 and 1.6\% in 4Q14.

| Total loans and leases portfolio at amortized cost | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| "A" normal risk | 107,914.6 | 128,980.6 | 132,304.7 | 2.6\% | 22.6\% |
| "B" acceptable risk | 2,886.2 | 3,443.6 | 3,055.6 | -11.3\% | 5.9\% |
| "C' appreciable risk | 2,456.1 | 3,073.1 | 3,392.0 | 10.4\% | 38.1\% |
| "D' significant risk | 1,414.6 | 1,540.6 | 1,665.4 | 8.1\% | 17.7\% |
| "E" unrecoverable | 852.5 | 932.2 | 1,043.2 | 11.9\% | 22.4\% |
| Loans \& leases operations and receivables portfolio | 115,524.0 | 137,970.0 | 141,461.0 | 2.5\% | 22.5\% |
| Interbank \& overnight funds and others | 2,034.6 | 2,580.7 | 4,085.0 | 58.3\% | 100.8\% |
| Total loans \& leases operations and receivables portfolio | 117,558.5 | 140,550.7 | 145,546.0 | 3.6\% | 23.8\% |
| CDE Loans | 4,723.2 | 5,545.8 | 6,100.7 |  |  |
| 30 Days Past Due Loans | 2,912.9 | 3,390.7 | 3,360.7 |  |  |
| 90 Days Past Due Loans | 1,701.6 | 1,949.6 | 1,989.5 |  |  |
| Non Performing Loans(1) | 1,962.2 | 2,247.1 | 2,303.8 |  |  |
| CDE loans / Total loans | 4.1\% | 4.0\% | 4.3\% |  |  |
| 30 Days PDL (*) / Total loans | 2.6\% | 2.5\% | 2.4\% |  |  |
| 90 Days PDL (*) / Total loans | 1.5\% | 1.4\% | 1.4\% |  |  |
| NPL(*)/ Total loans | 1.7\% | 1.6\% | 1.6\% |  |  |
| Allowance / CDE loans | 0.7 | 0.6 | 0.6 |  |  |
| Allowance / 30 Days PDL (*) | 1.1 | 1.0 | 1.1 |  |  |
| Allowance/ 90 Days PDL (*) | 1.9 | 1.8 | 1.9 |  |  |
| Allowance / NPL (*) | 1.6 | 1.6 | 1.6 |  |  |
| Allowance / Total loans | 2.7\% | 2.5\% | 2.6\% |  |  |
| Provision expense / CDE loans | 0.4 | 0.3 | 0.4 |  |  |
| Provision expense / 30 Days PDL (*) | 0.7 | 0.5 | 0.7 |  |  |
| Provision expense / 90 Days PDL (*) | 1.1 | 1.0 | 1.2 |  |  |
| Provision expense / NPL (*) | 1.0 | 0.8 | 1.1 |  |  |
| Provision expense / Average total loans | 1.7\% | 1.4\% | 1.8\% |  |  |
| Provision expense, net of recoveries of charged-off assets / Average total loans | 1.6\% | 1.2\% | 1.6\% |  |  |
| Charge Off / Average total loans | 1.6\% | 1.5\% | 1.3\% |  |  |

(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)

### 1.2 Fixed income and equity investments

Total financial assets held for investment (excluding derivatives) grew 1.6\% to Ps 26,663.4 billion between December 31, 2015 and December 31, 2014 and decreased 5.8\% versus September 30, 2015. Ps. $24,444.6$ billion of our total gross portfolio is invested in debt securities, which grew by $1.0 \%$ between December 31, 2015 and December 31, 2014 and decreased by 5.3\% since September 30, 2015. Ps. $2,218.8$ billion of total gross investment securities is invested in equity securities, which grew $8.6 \%$ between December 31, 2015 and December 31, 2014 and decreased 10.5\% since September 30, 2015.

The average yield on fixed income investment securities was $5.7 \%$ in $4 \mathrm{Q} 15,3.8 \%$ in $3 Q 15$ and $3.7 \%$ in 4 Q14.

| Total assets held for investment | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Financial assets held for trading |  |  |  |  |  |
| Fixed income investments | 3,476.2 | 3,323.9 | 3,061.9 | -7.9\% | -11.9\% |
| Equity investments | 1,340.4 | 1,360.6 | 1,521.3 | 11.8\% | 13.5\% |
| Total financial assets held for trading | 4,816.6 | 4,684.5 | 4,583.2 | -2.2\% | -4.8\% |
| Financial assets available for sale |  |  |  |  |  |
| Fixed income investments | 18,056.1 | 19,248.6 | 18,987.4 | -1.4\% | 5.2\% |
| Equity investments | 702.7 | 1,119.5 | 697.6 | -37.7\% | -0.7\% |
| Total financial assets available for sale | 18,758.8 | 20,368.1 | 19,684.9 | -3.4\% | 4.9\% |
| Held-to-maturity investments | 2,665.8 | 3,249.7 | 2,395.3 | -26.3\% | -10.1\% |
| Allowance for financial assets held for investment | 0.0 | (1.6) | (0.0) | -100.0\% | -100.0\% |
| Total financial assets held for investment | 26,241.3 | 28,300.6 | 26,663.4 | -5.8\% | 1.6\% |

### 1.3 Cash and Cash Equivalents

As of December 31, 2015, cash and balances at central bank had a balance of Ps. 22,285.0 billion showing an increase of $29.0 \%$ versus December 31, 2014 and an increase of $19.1 \%$ versus September 30, 2015 ( $22.8 \%$ and $18.7 \%$ excluding Ps. depreciation effect).

### 1.4 Goodwill and Other Intangibles

Goodwill and other intangibles as of December 31, 2015 was Ps. 10,059.6 billion, increasing by $24.2 \%$ versus December 31, 2014 and by 5.1\% versus September 30, 2015.

Goodwill as of December 31, 2015 was Ps. 7,056.0 billion, increasing by $20.3 \%$ versus December 31,2014 and by $1.4 \%$ versus September 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

For the three periods presented funding represented $94 \%$ of total liabilities and other liabilities represented 6\%.

### 2.1 Funding

Total Funding which includes (i) Deposits, (ii) Interbank borrowings and overnight funds, (iii) Borrowings from banks and other and (iv) Bonds hada balance of Ps. 183,253.9 billion as of December 31, 2015 showing an increase of $23.5 \%$ versus December 31, 2014 and of $3.7 \%$ versus September 30, 2015 ( $14.3 \%$ and $3.1 \%$ excluding Ps. depreciation effect). Total deposits represented $74 \%$ of total funding as of the end 4Q15, 73\% for 3Q15 and 77\% for 4Q14.

Average cost of funds was $3.6 \%$ in 4Q15, $3.5 \%$ in 3 Q15 and $3.3 \%$ in 4Q14.

| Deposits from clients at amortized cost | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Checking accounts | 28,756.7 | 29,697.1 | 33,430.7 | 12.6\% | 16.3\% |
| Time deposits | 42,147.8 | 49,541.0 | 51,777.4 | 4.5\% | 22.8\% |
| Saving deposits | 42,253.4 | 49,321.9 | 50,298.1 | 2.0\% | 19.0\% |
| Other deposits | 370.5 | 530.8 | 448.5 | -15.5\% | 21.0\% |
| Deposits from clients at amortized cost | 113,528.5 | 129,090.8 | 135,954.6 | 5.3\% | 19.8\% |

Of our total deposits as of December 31, 2015, checking accounts represented 24.6\%, time deposits $38.1 \%$, saving accounts $37.0 \%$ and other deposits $0.3 \%$.

The following table shows the deposits composition by bank:

| Deposits/ Bank (\$) | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Banco de Bogotá | 73,652.8 | 89,408.4 | 92,044.2 | 2.9\% | 25.0\% |
| Local | 46,242.2 | 52,809.3 | 53,019.4 | 0.4\% | 14.7\% |
| Central America | 27,410.6 | 36,599.1 | 39,024.7 | 6.6\% | 42.4\% |
| Banco de Occidente | 23,231.7 | 22,347.7 | 23,890.9 | 6.9\% | 2.8\% |
| Banco Popular | 10,509.1 | 11,813.3 | 12,605.3 | 6.7\% | 19.9\% |
| Banco AV Villas | 8,396.4 | 8,396.4 | 8,958.5 | 6.7\% | 6.7\% |
| Eliminations | 2,261.5 | 2,875.1 | 1,544.2 | -46.3\% | -31.7\% |
| Total Grupo Aval | 113,528.5 | 129,090.8 | 135,954.6 | 5.3\% | 19.8\% |
| Deposits/ Bank (\%) | 4Q14 | 3Q15 | 4Q15 |  |  |
| Banco de Bogotá | 64.9\% | 69.3\% | 67.7\% |  |  |
| Local | 40.7\% | 40.9\% | 39.0\% |  |  |
| Central America | 24.1\% | 28.4\% | 28.7\% |  |  |
| Banco de Occidente | 20.5\% | 17.3\% | 17.6\% |  |  |
| Banco Popular | 9.3\% | 9.2\% | 9.3\% |  |  |
| Banco AV Villas | 7.4\% | 6.5\% | 6.6\% |  |  |
| Eliminations | 2.0\% | 2.2\% | 1.1\% |  |  |
| Total Grupo Aval | 100.0\% | 100.0\% | 100.0\% |  |  |

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

As of December 31, 2015, borrowings from banks and other totaled Ps. 21,326.6 billion, showing an increase of $34.7 \%$ versus December 31, 2014 and an increase of $9.5 \%$ versus September 30, 2015. Excluding the effect of the peso depreciation, borrowings from banks and other grew $13.7 \%$ versus 4Q14 and 8.2\% versus 3Q15.

### 2.1.3 Bonds

Total bonds as of December 31, 2015 totaled Ps. 16,567.1 billion showing an increase of $17.2 \%$ versus December 31, 2014 and of $1.1 \%$ versus September 30, 2015. Excluding the effect of the peso depreciation, bonds grew $15.1 \%$ versus 4Q14 and 0.9\%\% versus 3Q15.

## 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 December 31, 2015 Minority Interest was Ps. 8,477.8 billion which increased by $11.1 \%$ versus December 31, 2014. Total minority Interest increased from 35.7\% of total equity for December 31, 2014 to 37.0\% for December 31, 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 | 4Q14 | 3Q15 | 4Q15 | 4Q15 vs. 3Q15 | 4Q15 vs. 4Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banco de Bogotá | 68.7\% | 68.7\% | 68.7\% | 1 | 5 |
| Banco de Occidente | 72.2\% | 72.3\% | 72.3\% | 2 | 3 |
| Banco Popular | 93.7\% | 93.7\% | 93.7\% | 0 | 0 |
| Banco AV Villas | 79.9\% | 79.9\% | 79.9\% | - | - |
| BAC Credomatic ${ }^{(1)}$ | 68.7\% | 68.7\% | 68.7\% | 1 | 5 |
| Porvenir ${ }^{(2)}$ | 75.7\% | 75.7\% | 75.7\% | - | 3 |
| Corficolombiana ${ }^{(3)}$ | 44.3\% | 44.3\% | 44.4\% | - | 15 |

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## 4. Attributable Shareholders' Equity

Attributable shareholders' equity as of December 31, 2015 was Ps. 14,428.4 billion showing an increase of $5.1 \%$ versus December 31, 2014 and of $6.0 \%$ versus September 30, 2015.

## Income Statement Analysis

Our net income attributable to shareholders for 4 Q15 of Ps. 693.4 billion shows an increase of $52.8 \%$ versus 4 Q 14 and of $55.9 \%$ versus 3 Q 15 . This result was positively affected by a quarterly increase of 11.9\% in Net interest Income, a 11.3\% increase in Fees and Other Services Income, net and a $28.7 \%$ increase in other income.

| Consolidated Statement of income | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Interest income |  |  |  |  |  |
| Interest on loans and leases | 2,818.2 | 3,355.7 | 3,582.8 | 6.8\% | 27.1\% |
| Changes in fair value of financial assets | 254.1 | 178.5 | 184.2 | 3.2\% | -27.5\% |
| Interests on fixed income investments at amortized cost | 22.4 | 71.2 | 217.6 | 205.5\% | 871.8\% |
| Total interest income | 3,094.8 | 3,605.4 | 3,984.6 | 10.5\% | 28.8\% |
| Total interest expense | 1,208.0 | 1,481.9 | 1,609.1 | 8.6\% | 33.2\% |
| Net interest income | 1,886.8 | 2,123.5 | 2,375.6 | 11.9\% | 25.9\% |
| Total net provisions for losses on loans and other impairments | 419.7 | 411.6 | 573.1 | 39.3\% | 36.6\% |
| Net interest income after provisions | 1,467.1 | 1,712.0 | 1,802.5 | 5.3\% | 22.9\% |
| Fees and other services income | 1,044.2 | 1,099.8 | 1,182.2 | 7.5\% | 13.2\% |
| Fees and other services expenses | 111.1 | 166.4 | 143.6 | -13.7\% | 29.2\% |
| Fees and other services income, net | 933.1 | 933.3 | 1,038.7 | 11.3\% | 11.3\% |
| Other income | 393.2 | 578.4 | 744.4 | 28.7\% | 89.3\% |
| Other expenses | 1,570.9 | 1,966.2 | 1,989.8 | 1.2\% | 26.7\% |
| Income before tax expense | 1,222.5 | 1,257.6 | 1,595.7 | 26.9\% | 30.5\% |
| Income tax expense | 520.8 | 502.6 | 443.6 | -11.7\% | -14.8\% |
| Income from continued operations | 701.7 | 754.9 | 1,152.1 | 52.6\% | 64.2\% |
| Income from discontinued operations | - | - | - | - | - |
| Net income before non-controlling interest | 701.7 | 754.9 | 1,152.1 | 52.6\% | 64.2\% |
| Non controlling interest | (247.8) | (310.1) | (458.7) | 47.9\% | 85.1\% |
| Net income attributable to the owners of the parent company | 453.9 | 444.8 | 693.4 | 55.9\% | 52.8\% |

## 1. Net Interest Income

| Net interest income | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Interest income |  |  |  |  |  |
| Interest on loans and leases | 2,818.2 | 3,355.7 | 3,582.8 | 6.8\% | 27.1\% |
| Changes in fair value of financial assets | 254.1 | 178.5 | 184.2 | 3.2\% | -27.5\% |
| Interests on fixed income investments at amortized cost | 22.4 | 71.2 | 217.6 | 205.5\% | 871.8\% |
| Total interest income | 3,094.8 | 3,605.4 | 3,984.6 | 10.5\% | 28.8\% |
| Interest expense |  |  |  |  |  |
| Checking accounts | 44.3 | 46.3 | 46.6 | 0.7\% | 5.3\% |
| Time deposits | 466.3 | 572.5 | 606.3 | 5.9\% | 30.0\% |
| Saving deposits | 326.2 | 366.8 | 412.7 | 12.5\% | 26.5\% |
| Total interest expenses on deposits | 836.9 | 985.5 | 1,065.6 | 8.1\% | 27.3\% |
| Deposits from financial institutions | (0.1) | - | - | - | - |
| Borrowings | 351.0 | 462.4 | 499.7 | 8.1\% | 42.4\% |
| Interbank and overnight funds | 46.3 | 83.8 | 120.5 | 43.8\% | 160.3\% |
| Borrowings from banks and others | 37.4 | 231.6 | 23.7 | -89.7\% | -36.5\% |
| Bonds | 267.3 | 147.1 | 355.5 | 141.7\% | 33.0\% |
| Borrowings from rediscount banks | 20.2 | 33.9 | 43.7 | 29.0\% | 116.9\% |
| Total interest expense | 1,208.0 | 1,481.9 | 1,609.1 | 8.6\% | 33.2\% |
| Net interest income | 1,886.8 | 2,123.5 | 2,375.6 | 11.9\% | 25.9\% |

Our net interest income increased by $25.9 \%$ to Ps. 2,375.6 for 4Q15 versus 4Q14 and by $11.9 \%$ versus 3Q15. The main reason for the increase versus 4 Q14 was a $28.8 \%$ increase in total interest income, driven by a $27.1 \%$ increase in interest on loans and leases

Our Net Interest Margin was 5.7\% for 4Q15, up from 5.3\% in 3Q15 and 5.5\% in 4Q14. Net Interest Margin on Loans was 6.3\% for both 4Q15 and 3Q15. On the other hand, our Net Fixed Income Investments Margin was 2.3\% in 4Q15 versus 0.6\% in 3Q15 and 1.6\% in 4Q14.

## 2. Provision expense, net

Our total net provision expense increased by $36.6 \%$ to Ps. 573.1 billion for 4Q15 versus 4Q14 and by $39.3 \%$ versus 3Q15.

| Total net provisions for losses on loans and other impairments | 4Q14 | 3Q15 | 4Q15 | $\Delta$  <br> 4Q15 vs. 4Q15 vs. <br> 3Q15 $4 Q 14$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Expenses for allowance for loan \& lease losses and accrued interest | 483.6 | 465.3 | 615.6 | 32.3\% | 27.3\% |
| Recovery of charged-off assets | 52.0 | 62.6 | 54.6 | -12.8\% | 5.0\% |
| Expenses for allowance for investments | (6.8) | 0.1 | 5.7 | N.A. | N.A. |
| Impairment of foreclosed assets | (5.1) | 8.8 | 6.4 | -27.2\% | -226.5\% |
| Total net provisions for losses on loans and other impairments | 419.7 | 411.6 | 573.1 | 39.3\% | 36.6\% |

Our annualized net provision expense to average loans was 1.8\% for 4Q15, 1.4\% for 3 Q15 and 1.7\% for 4Q14. Net of recoveries of charged-off loans our ratios were $1.6 \%$ for 4Q15, 1.2\% for 3Q15 and 1.6\% for 4Q14.

## 3. Fee income and other income, net

Total fees and other income increased by $34.4 \%$ to Ps. 1,783.0 for 4 Q15 versus 4 Q14 and by $17.9 \%$ in the quarter. Fees and other services income, net increased by $11.3 \%$ to Ps. $1,038.7$ billion in 4 Q15 versus 4 Q14 and by $11.3 \%$ in the quarter.

Total other income increased by $89.3 \%$ to Ps. 744.4 versus 4Q14 and by $28.7 \%$ versus $3 Q 15$.

| Total fees and other income | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 3Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14. } \end{gathered}$ |
| Fees and other services income |  |  |  |  |  |
| Banking fees ${ }^{(1)}$ | 754.0 | 795.3 | 887.7 | 11.6\% | 17.7\% |
| Warehouse services | 41.7 | 42.6 | 43.7 | 2.5\% | 4.8\% |
| Fiduciary activities | 55.6 | 60.4 | 59.4 | -1.6\% | 6.9\% |
| Pension fees | 192.9 | 201.4 | 191.5 | -4.9\% | -0.8\% |
| Total fees and other services income | 1,044.2 | 1,099.8 | 1,182.2 | 7.5\% | 13.2\% |
| Fees and other services expenses | 111.1 | 166.4 | 143.6 | -13.7\% | 29.2\% |
| Fees and other services income, net | 933.1 | 933.3 | 1,038.7 | 11.3\% | 11.3\% |
| Other income |  |  |  |  |  |
| Hedging activities and foreign exchange (losses) gains, net | 190.6 | 66.7 | 219.0 | 228.5\% | 14.9\% |
| Net gains on sales of investments | 10.4 | 3.9 | 0.1 | -98.5\% | -99.4\% |
| Income from sales of non-current assets available for sale | 49.0 | 7.1 | 4.6 | -36.0\% | -90.7\% |
| Income from non-consolidated investments ${ }^{(2)}$ | 128.7 | 88.2 | 51.5 | -41.7\% | -60.0\% |
| Income from the non-financial sector, net | 173.0 | 248.1 | 292.0 | 17.7\% | 68.8\% |
| Other income | (158.6) | 164.5 | 177.3 | 7.7\% | -211.8\% |
| Total other income | 393.2 | 578.4 | 744.4 | 28.7\% | 89.3\% |
| Total fees and other income | 1,326.3 | 1,511.8 | 1,783.0 | 17.9\% | 34.4\% |

## 4. Other expenses

Total other expenses for 4Q15 of Ps. 1,989.8 billion increased by $26.7 \%$ versus $4 Q 14$ and $1.2 \%$ versus 3Q15. Our efficiency ratio measured as operating expenses before depreciation and amortization to total income, was $46.7 \%$ in a cost to income basis in 4Q15 deteriorating from $45.6 \%$ in 4Q14 and improving from $50.7 \%$ in 3Q15. The ratio of annualized operating expenses before depreciation and amortization as a percentage of average total assets remained stable at $3.5 \%$ for the three periods presented.

## 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 4Q15, Minority Interest in the income statement was Ps. 458.7 billion, showing an increase of $85.1 \%$ versus 4Q14 and of $47.9 \%$ versus 3Q15. The ratio of Minority Interest to income before Minority Interest was $39.8 \%$ in 4Q15, 41.1\% in 3Q15 and 35.3\% in 4Q14.

## 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

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## Consolidated Financial Statements Under Full IFRS

## Information in Ps. Billions

| Consolidated Balance Sheet | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{aligned} & \text { 4Q15 vs. } \\ & \text { 3Q15 } \end{aligned}$ | $\begin{gathered} \text { 4Q15 vs. } \\ \text { 4Q14 } \end{gathered}$ |
| Cash and balances at central bank | 17,269.8 | 18,716.0 | 22,285.0 | 19.1\% | 29.0\% |
| Financial assets held for trading |  |  |  |  |  |
| Fixed income investments | 3,476.2 | 3,323.9 | 3,061.9 | -7.9\% | -11.9\% |
| Equity investments | 1,340.4 | 1,360.6 | 1,521.3 | 11.8\% | 13.5\% |
| Derivatives | 1,047.8 | 1,270.9 | 1,025.0 | -19.4\% | -2.2\% |
| Other financial assets under concession contracts | 1,738.6 | 1,853.4 | 1,891.7 | 2.1\% | 8.8\% |
| Total financial assets held for trading | 7,603.1 | 7,808.8 | 7,499.8 | -4.0\% | -1.4\% |
| Financial assets available for sale |  |  |  |  |  |
| Fixed income investments | 18,056.1 | 19,248.6 | 18,987.4 | -1.4\% | 5.2\% |
| Equity investments | 702.7 | 1,119.5 | 697.6 | -37.7\% | -0.7\% |
| Total financial assets available for sale | 18,758.8 | 20,368.1 | 19,684.9 | -3.4\% | 4.9\% |
| Held-to-maturity investments | 2,665.8 | 3,249.7 | 2,395.3 | -26.3\% | -10.1\% |
| Allowance for financial assets held for investment | 0.0 | (1.6) | (0.0) | -100.0\% | -100.0\% |
| Total financial assets held for investment | 29,027.8 | 31,424.9 | 29,580.1 | -5.9\% | 1.9\% |
| Loans \& leases operations and receivables portfolio |  |  |  |  |  |
| Commercial loans and leases | 73,529 | 87,246 | 89,498 | 2.6\% | 21.7\% |
| Commercial loans and leases | 71,495 | 84,665 | 85,413 | 0.9\% | 19.5\% |
| Interbank \& overnight funds and others | 2,035 | 2,581 | 4,085 | 58.3\% | 100.8\% |
| Consumer loans and leases | 33,879 | 40,165 | 42,231 | 5.1\% | 24.7\% |
| Mortgages and housing leases | 9,778 | 12,748 | 13,418 | 5.3\% | 37.2\% |
| Microcredit loans and leases | 372 | 392 | 399 | 1.9\% | 7.3\% |
| Total loans \& leases operations and receivables portfolio | 117,558.5 | 140,550.7 | 145,546.0 | 3.6\% | 23.8\% |
| Allowance for loans \& leases operations and receivables portfolio | -3,158 | -3,518 | -3,718 | 5.7\% | 17.8\% |
| Total loans and leases portfolio at amortized cost | 114,400.7 | 137,032.6 | 141,827.7 | 3.5\% | 24.0\% |
| Other accounts receivable | 2,233.4 | 3,039.1 | 3,202.2 | 5.4\% | 43.4\% |
| Derivatives used for hedging | 64.8 | 38.6 | 33.7 | -12.7\% | -48.0\% |
| Non-current assets held for sale | 211.2 | 244.5 | 199.5 | -18.4\% | -5.6\% |
| Investment in associates and joint ventures | 704.1 | 902.0 | 960.7 | 6.5\% | 36.4\% |
| Tangible assets | 5,886.7 | 6,289.3 | 6,514.0 | 3.6\% | 10.7\% |
| Intangible assets | 8,098.1 | 9,573.9 | 10,059.6 | 5.1\% | 24.2\% |
| Income tax assets | 1,634.3 | 2,850.6 | 2,836.2 | -0.5\% | 73.5\% |
| Other assets | 505.5 | 452.4 | 531.7 | 17.5\% | 5.2\% |
| Total assets | 180,036.5 | 210,564.0 | 218,030.3 | 3.5\% | 21.1\% |
| Financial liabilities at fair value | 1,183.1 | 1,573.7 | 1,143.2 | -27.4\% | -3.4\% |
| Deposits from financial institutions | - | - | - | - | - |
| Deposits from clients at amortized cost | 113,528.5 | 129,090.8 | 135,954.6 | 5.3\% | 19.8\% |
| Checking accounts | 28,756.7 | 29,697.1 | 33,430.7 | 12.6\% | 16.3\% |
| Time deposits | 42,147.8 | 49,541.0 | 51,777.4 | 4.5\% | 22.8\% |
| Saving deposits | 42,253.4 | 49,321.9 | 50,298.1 | 2.0\% | 19.0\% |
| Other deposits | 370.5 | 530.8 | 448.5 | -15.5\% | 21.0\% |
| Borrowings | 32,780.3 | 45,253.5 | 44,792.6 | -1.0\% | 36.6\% |
| Interbank borrowings and overnight funds | 4,929.5 | 11,765.8 | 9,405.5 | -20.1\% | 90.8\% |
| Borrowings from banks and others | 13,720.7 | 17,096.1 | 18,820.0 | 10.1\% | 37.2\% |
| Bonds | 14,130.1 | 16,391.7 | 16,567.1 | 1.1\% | 17.2\% |
| Borrowings from rediscount banks | 2,108.5 | 2,376.1 | 2,506.6 | 5.5\% | 18.9\% |
| Total liabilities at amortized cost | 148,417.3 | 176,720.4 | 183,253.9 | 3.7\% | 23.5\% |
| Derivatives used for hedging | 559.5 | 756.4 | 337.7 | -55.3\% | -39.6\% |
| Provisions | 860.5 | 1,012.2 | 744.7 | -26.4\% | -13.5\% |
| Income tax liabilities | 2,769.8 | 3,581.1 | 3,098.6 | -13.5\% | 11.9\% |
| Employee benefits | 975.7 | 1,112.1 | 1,022.3 | -8.1\% | 4.8\% |
| Other liabilities | 3,914.7 | 4,173.0 | 5,523.5 | 32.4\% | 41.1\% |
| Total liabilities | 158,680.5 | 188,928.9 | 195,124.0 | 3.3\% | 23.0\% |
| Shareholder's equity attributable to the owners of the parent company | 13,724.3 | 13,617.7 | 14,428.4 | 6.0\% | 5.1\% |
| Non-controlling interests | 7,631.6 | 8,017.4 | 8,477.8 | 5.7\% | 11.1\% |
| Total shareholder's equity | 21,356.0 | 21,635.1 | 22,906.3 | 5.9\% | 7.3\% |
| Total liabilities and shareholder's equity | 180,036.5 | 210,564.0 | 218,030.3 | 3.5\% | 21.1\% |

## Grupo Aval Acciones y Valores S.A.

## Consolidated Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Statement of income | 2014 | 2015 | \% | 4Q14 | 3Q15 | 4Q15 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | $\begin{gathered} 4 \text { Q15 vs. } \\ 3 \text { Q15 } \end{gathered}$ | $\begin{gathered} \text { 4Q15 vs. } \\ 4 \mathrm{Q} 14 \\ \hline \end{gathered}$ |
| Interest income |  |  |  |  |  |  |  |  |
| Interest on loans and leases | 10,633.5 | 13,014.5 | 22.4\% | 2,818.2 | 3,355.7 | 3,582.8 | 6.8\% | 27.1\% |
| Changes in fair value of financial assets | 1,044.1 | 497.0 | -52.4\% | 254.1 | 178.5 | 184.2 | 3.2\% | -27.5\% |
| Interests on fixed income investments at amortized cost | 252.4 | 834.4 | 230.5\% | 22.4 | 71.2 | 217.6 | 205.5\% | 871.8\% |
| Total interest income | 11,930.0 | 14,345.9 | 20.3\% | 3,094.8 | 3,605.4 | 3,984.6 | 10.5\% | 28.8\% |
| Interest expense |  |  |  |  |  |  |  |  |
| Checking accounts | 171.3 | 183.2 | 7.0\% | 44.3 | 46.3 | 46.6 | 0.7\% | 5.3\% |
| Time deposits | 1,632.9 | 2,222.8 | 36.1\% | 466.3 | 572.5 | 606.3 | 5.9\% | 30.0\% |
| Saving deposits | 1,280.9 | 1,426.2 | 11.3\% | 326.2 | 366.8 | 412.7 | 12.5\% | 26.5\% |
| Total interest expenses on deposits | 3,085.2 | 3,832.2 | 24.2\% | 836.9 | 985.5 | 1,065.6 | 8.1\% | 27.3\% |
| Deposits from financial institutions | (0.2) | - | - | (0.1) | - | - |  | - |
| Borrowings | 1,335.9 | 1,783.6 | 33.5\% | 351.0 | 462.4 | 499.7 | 8.1\% | 42.4\% |
| Interbank and overnight funds | 185.0 | 340.6 | 84.2\% | 46.3 | 83.8 | 120.5 | 43.8\% | 160.3\% |
| Borrowings from banks and others | 555.2 | 672.4 | 21.1\% | 37.4 | 231.6 | 23.7 | -89.7\% | -36.5\% |
| Bonds | 595.8 | 770.6 | 29.3\% | 267.3 | 147.1 | 355.5 | 141.7\% | 33.0\% |
| Borrowings from rediscount banks | 77.6 | 135.7 | 74.7\% | 20.2 | 33.9 | 43.7 | 29.0\% | 116.9\% |
| Total interest expense | 4,498.5 | 5,751.5 | 27.9\% | 1,208.0 | 1,481.9 | 1,609.1 | 8.6\% | 33.2\% |
| Net interest income | 7,431.5 | 8,594.4 | 15.6\% | 1,886.8 | 2,123.5 | 2,375.6 | 11.9\% | 25.9\% |
| Provisions for losses on loans and other impairments |  |  |  |  |  |  |  |  |
| Expenses for allowance for loan \& lease losses and accrued interest | 1,692.2 | 2,127.8 | 25.7\% | 483.6 | 465.3 | 615.6 | 32.3\% | 27.3\% |
| Recovery of charged-off assets | 189.6 | 218.7 | 15.3\% | 52.0 | 62.6 | 54.6 | -12.8\% | 5.0\% |
| Expenses for allowance for investments | 0.5 | 6.2 | 1177.6\% | (6.8) | 0.1 | 5.7 | 6703.2\% | -183.7\% |
| Impairment of foreclosed assets | 4.8 | 29.5 | - | (5.1) | 8.8 | 6.4 | -27.2\% | - |
| Total net provisions for losses on loans and other impairments | 1,507.9 | 1,944.8 | 29.0\% | 419.7 | 411.6 | 573.1 | 39.3\% | 36.6\% |
| Net interest income after provisions | 5,923.6 | 6,649.6 | 12.3\% | 1,467.1 | 1,712.0 | 1,802.5 | 5.3\% | 22.9\% |
| Fees and other services income |  |  |  |  |  |  |  |  |
| Banking fees ${ }^{(1)}$ | 2,348.8 | 3,078.8 | 31.1\% | 754.0 | 795.3 | 887.7 | 11.6\% | 17.7\% |
| Warehouse services | 184.7 | 167.3 | -9.4\% | 41.7 | 42.6 | 43.7 | 2.5\% | 4.8\% |
| Fiduciary activities | 224.6 | 235.6 | 4.9\% | 55.6 | 60.4 | 59.4 | -1.6\% | 6.9\% |
| Pension fees | 757.7 | 786.0 | 3.7\% | 192.9 | 201.4 | 191.5 | -4.9\% | -0.8\% |
| Total fees and other services income | 3,515.8 | 4,267.7 | 21.4\% | 1,044.2 | 1,099.8 | 1,182.2 | 7.5\% | 13.2\% |
| Fees and other services expenses | 516.5 | 631.5 | 22.3\% | 111.1 | 166.4 | 143.6 | -13.7\% | 29.2\% |
| Fees and other services income, net | 2,999.3 | 3,636.3 | 21.2\% | 933.1 | 933.3 | 1,038.7 | 11.3\% | 11.3\% |
| Other income |  |  |  |  |  |  |  |  |
| Hedging activities and foreign exchange (losses) gains, net | 433.1 | 517.9 | 19.6\% | 190.6 | 66.7 | 219.0 | 228.5\% | 14.9\% |
| Net gains on sales of investments | 18.6 | 4.5 | -75.8\% | 10.4 | 3.9 | 0.1 | -98.5\% | -99.4\% |
| Income from sales of non-current assets available for sale | 49.0 | 31.6 | -35.6\% | 49.0 | 7.1 | 4.6 | -36.0\% | N.A. |
| Income from non-consolidated investments ${ }^{(2)}$ | 258.4 | 264.0 | 2.2\% | 128.7 | 88.2 | 51.5 | -41.7\% | N.A. |
| Income from the non-financial sector, net | 832.0 | 1,095.7 | 31.7\% | 173.0 | 248.1 | 292.0 | 17.7\% | 68.8\% |
| Other income | 626.6 | 746.7 | 19.2\% | (158.6) | 164.5 | 177.3 | 7.7\% | -211.8\% |
| Total other income | 2,217.7 | 2,660.4 | 20.0\% | 393.2 | 578.4 | 744.4 | 28.7\% | 89.3\% |
| Other expenses |  |  |  |  |  |  |  |  |
| Payroll expenses | 2,508.8 | 3,112.3 | 24.1\% | 656.2 | 822.9 | 835.8 | 1.6\% | 27.4\% |
| Termination expenses | 31.6 | 51.9 | 64.1\% | 6.8 | 11.3 | 22.7 | 100.1\% | 235.5\% |
| Bonus plan payments | 113.7 | 113.5 | -0.2\% | 28.8 | 34.5 | 28.0 | -18.8\% | -2.7\% |
| Salaries and employee benefits | 2,363.5 | 2,946.9 | 24.7\% | 620.6 | 777.0 | 785.1 | 1.0\% | 26.5\% |
| Administrative expenses | 3,122.6 | 3,681.6 | 17.9\% | 881.5 | 938.5 | 1,025.1 | 9.2\% | 16.3\% |
| Equity tax | - | 303.2 | - | - | - | - | - | - |
| Depreciation and amortization | 445.2 | 488.3 | 9.7\% | 10.3 | 120.3 | 132.5 | 10.1\% | 1183.1\% |
| Other operating expenses, net | 258.2 | 136.2 | -47.3\% | 22.8 | 83.1 | (3.5) | -104.2\% | -115.4\% |
| Total other expenses | 6,334.8 | 7,721.6 | 21.9\% | 1,570.9 | 1,966.2 | 1,989.8 | 1.2\% | 26.7\% |
| Income before tax expense | 4,805.8 | 5,224.7 | 8.7\% | 1,222.5 | 1,257.6 | 1,595.7 | 26.9\% | 30.5\% |
| Income tax expense | 1,808.3 | 1,879.0 | 3.9\% | 520.8 | 502.6 | 443.6 | -11.7\% | -14.8\% |
| Income from continued operations | 2,997.5 | 3,345.7 | 11.6\% | 701.7 | 754.9 | 1,152.1 | 52.6\% | 64.2\% |
| Income from discontinued operations | - | - | - | - | - | - | - | - |
| Net income before non-controlling interest | 2,997.5 | 3,345.7 | 11.6\% | 701.7 | 754.9 | 1,152.1 | 52.6\% | 64.2\% |
| Non controlling interest | (1,185.9) | (1,304.3) | 10.0\% | (247.8) | (310.1) | (458.7) | 47.9\% | 85.1\% |
| Net income attributable to the owners of the parent company | 1,811.6 | 2,041.4 | 12.7\% | 453.9 | 444.8 | 693.4 | 55.9\% | 52.8\% |

[^1]
[^0]:    (1) 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; (2) 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; (3) 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 and further acquisitions through open market transactions.

[^1]:    ${ }^{(1)}$ Includes commissions from Banking services, branch network services, credit and debit card fees and checking fees
    ${ }^{(2)}$ Includes equity method, dividends and gains on valuation of biological assets

