# Report of 2Q2016 consolidated results 

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


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, 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.
The unaudited consolidated financial information included in this document is presented in accordance with IFRS as currently issued by the IASB. Details of the calculations of non-GAAP measures such as ROAA and ROAE, among others, are explained when required in this report.

Because of our recent migration to IFRS and recent implementation of IFRS accounting principles, the unaudited consolidated financial information for the first and second quarter 2016, and the comparative information for the relevant unaudited consolidated periods of 2015 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.

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Report of 2Q2016 consolidated results
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## Bogotá August 31st, 2016. GRUPO AVAL ACCIONES Y VALORES S.A. ("Grupo Aval") reports a consolidated attributable net income result of Ps 601.1 billion for 2Q16 versus a Ps 466.4 billion figure reported for 1 Q16. ROAE for the quarter was $16.3 \%$ and ROAA for the quarter was $1.7 \%$.

## The following are the main highlights of our 2Q16 results under IFRS:

- Attributable Net Income for the quarter was 601.1 billion pesos or 27 pesos per share, showing a $6 \%$ increase versus the comparable 2Q2015 result of 569.0 billion pesos or 26 pesos per share.
- Total net loan portfolio grew by $13.3 \%$ in the last twelve months and by $1.6 \%$ in the quarter. In absence of exchange rate movements of the period, the net loan portfolio would have grown by $2.4 \%$ in the quarter.
- Deposits grew by $11.8 \%$ in the last twelve months and by $0.1 \%$ in the quarter. In absence of exchange rate movements of the period, the deposits would have grown by $0.8 \%$ in the quarter.
- The ratio of Deposits to Net Loans closed at 0.96x in June 30, 2016.
- In line with a continued increase in the DTF rate following several increases in the Central Bank discount rate, average yield on loans has increased by 140 basis points in the last twelve months and 41 basis points between 1Q2016 and 2Q2016 closing at 11.3\% for this quarter. Cost of funds, on the other hand, increased by 110 basis points in the last twelve months and 47 bps in the quarter closing at $4.5 \%$. Therefore, the spread between average yield on loans and average cost of funds has expanded by 30 basis points in the last twelve months.
- NIM on loans was $6.5 \%$ for the quarter showing a slight increase versus the NIM on loans twelve months back and in line with this ratio for 1Q2016. NIM on total investments was $0.8 \%$, in line with this ratio during 2Q2015 and 50 basis points less than the $1.3 \%$ reported in 1Q2016. Total NIM was $5.6 \%$ in 2Q2016 showing a 30 basis points increase versus this same number during 1Q2015 and a slight decrease versus the Total NIM of $5.7 \%$ in 1Q2016.
- Cost of risk for 2Q2016 was $2.1 \%$ before recoveries of provisions and $1.9 \%$ after recoveries of allowances for loan losses. These ratios were affected by significant non-recurrent provisions made during the quarter and by the decrease in the size of the loan portfolio, which was mainly caused by F/X effects. In absence of nonrecurrent provisions, cost of risk before recoveries would have been $1.9 \%$ and $1.7 \%$ after recoveries of allowances for loan losses.
- Our consolidated efficiency ratio, measured as cost to income, was $47.2 \%$ for the quarter, in line with our expected efficiency for this year, 100 basis points better than our efficiency for FY2015 and similar to our FY2014 efficiency. Despite a moderate growth in operating expenses during 2Q2016, the ratio shows a deterioration versus 1Q2016 driven mainly by a decrease in Net Interest Income.
- As of June 30, 2016, all our banks will show Tier 1 capital ratios in excess of $9.35 \%$ and as high as $10.1 \%$. Banco de Bogota is shown on an actual and pro-forma basis as this Tier 1 ratio will be materialized after the bank holds its shareholders' meeting on September 13, 2016 in which it will capitalize substantial portion of its 1 S 2016 earnings including a $\$ 2.2$ trillion non-recurrent gain from the deconsolidation of Corficolombiana.
- During 2Q2016, our return on average assets was $1.7 \%$, and our return on average equity was $16.3 \%$.
- Since June $30^{\text {th }}, 2016$ Grupo Aval controls and directly consolidates Corficolombiana.

Grupo Aval Acciones y Valores S.A.

## Consolidated Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Statement of Financial Position | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $2 \mathrm{Q16}$ vs. 1 Q16 | 2 Q 16 vs. 2 Q15 |
| Cash and cash equivalents | 18,335.6 | 21,366.3 | 21,004.5 | -1.7\% | 14.6\% |
| Total financial assets held for trading through profit or losses | 5,932.9 | 5,927.9 | 4,777.4 | -19.4\% | -19.5\% |
| Total available for sale financial assets | 20,172.1 | 20,368.4 | 20,257.6 | -0.5\% | 0.4\% |
| Investments held to maturity | 2,414.0 | 2,288.4 | 2,265.6 | -1.0\% | -6.1\% |
| Other financial assets at fair value through profit or losses | 1,814.9 | 1,933.3 | 1,978.7 | 2.3\% | 9.0\% |
| Total financial assets held for investment | 30,333.8 | 30,517.9 | 29,279.2 | -4.1\% | -3.5\% |
| Total loans and receivables, net | 125,631.6 | 140,064.6 | 142,286.7 | 1.6\% | 13.3\% |
| Tangible assets | 5,926.1 | 6,572.0 | 6,729.9 | 2.4\% | 13.6\% |
| Goodwill | 6,191.1 | 6,825.9 | 6,696.6 | -1.9\% | 8.2\% |
| Concession arrangements rights | 1,898.3 | 2,453.3 | 2,415.1 | -1.6\% | 27.2\% |
| Other assets | 5,599.8 | 7,072.3 | 7,274.2 | 2.9\% | 29.9\% |
| Total assets | 193,916.3 | 214,872.2 | 215,686.2 | 0.4\% | 11.2\% |
| Derivative instruments held for trading | 860.4 | 1,164.0 | 910.0 | -21.8\% | 5.8\% |
| Deposits from clients at amortized cost | 122,541.8 | 136,882.7 | 137,016.2 | 0.1\% | 11.8\% |
| Interbank borrowings and overnight funds | 9,221.1 | 9,268.8 | 8,702.2 | -6.1\% | -5.6\% |
| Borrowings from banks and others | 13,793.4 | 16,561.9 | 16,540.5 | -0.1\% | 19.9\% |
| Bonds | 14,917.8 | 15,836.9 | 17,240.2 | 8.9\% | 15.6\% |
| Borrowings from development entities | 2,172.0 | 2,623.4 | 2,739.4 | 4.4\% | 26.1\% |
| Other liabilities | 8,196.7 | 9,649.4 | 8,756.4 | -9.3\% | 6.8\% |
| Total liabilities | 171,703.1 | 191,987.1 | 191,904.8 | 0.0\% | 11.8\% |
| Equity attributable to owners of the parent company | 14,118.6 | 14,380.1 | 15,083.7 | 4.9\% | 6.8\% |
| Non-controlling interests | 8,094.6 | 8,505.0 | 8,697.7 | 2.3\% | 7.5\% |
| Total equity | 22,213.2 | 22,885.1 | 23,781.4 | 3.9\% | 7.1\% |
| Total liabilities and equity | 193,916.3 | 214,872.2 | 215,686.2 | 0.4\% | 11.2\% |
| Consolidated Statement of income | 2 Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| Interest income | 3,363.2 | 4,165.3 | 4,254.9 | 2.2\% | 26.5\% |
| Interest expense | 1,370.7 | 1,848.1 | 2,056.7 | 11.3\% | 50.0\% |
| Net interest income | 1,992.4 | 2,317.2 | 2,198.3 | -5.1\% | 10.3\% |
| Impairment loss on loans and accounts receivable | 542.7 | 718.5 | 728.1 | 1.3\% | 34.2\% |
| Impairment loss on other financial assets | 5.1 | 1.2 | 77.1 | N.A. | N.A. |
| Recovery of charged-off assets | (53.3) | (49.7) | (61.0) | 22.8\% | 14.5\% |
| Impairment loss on financial assets, net | 494.5 | 670.1 | 744.2 | 11.1\% | 50.5\% |
| Net income from commissions and fees | 866.8 | 1,050.3 | 1,043.0 | -0.7\% | 20.3\% |
| Net trading income | 163.8 | 132.8 | 201.0 | 51.4\% | 22.7\% |
| Net income from financial instruments designated at fair value | 38.3 | 41.7 | 45.3 | 8.6\% | 18.4\% |
| Total other income (expense) | 528.6 | 752.7 | 698.1 | -7.3\% | 32.1\% |
| Total other expenses | 1,734.0 | 2,255.1 | 2,057.9 | -8.7\% | 18.7\% |
| Income before income tax expense | 1,361.4 | 1,369.5 | 1,383.6 | 1.0\% | 1.6\% |
| Income tax expense | 420.2 | 573.9 | 469.3 | -18.2\% | 11.7\% |
| Income from continued operations | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Income from discontinued operations | - | - | - | N.A | N.A |
| Net income before non-controlling interest | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Non-controlling interest | 372.2 | 329.2 | 313.1 | -4.9\% | -15.9\% |
| Net income attributable to the owners of the parent company | 569.0 | 466.4 | 601.1 | 28.9\% | 5.6\% |
| Key ratios | 2Q15 | 1Q16 | 2 Q16 | 2015 | 2016 |
| Net Interest Margin(1) | 5.4\% | 5.6\% | 5.3\% | 5.4\% | 5.4\% |
| Net Interest Margin (including net trading income)(1) | 5.3\% | 5.7\% | 5.6\% | 5.4\% | 5.6\% |
| Efficiency ratio(2) | 46.2\% | 44.1\% | 47.2\% | 45.8\% | 45.6\% |
| ROAA(3) | 2.0\% | 1.5\% | 1.7\% | 1.7\% | 1.6\% |
| ROAE (4) | 16.6\% | 12.9\% | 16.3\% | 13.2\% | 14.5\% |
| 30 days PDL / Total loans and leases (5) | 2.6\% | 2.7\% | 2.8\% | 2.6\% | 2.8\% |
| Provision expense / Average loans and leases (6) | 1.8\% | 2.0\% | 2.1\% | 1.7\% | 2.0\% |
| Allowance / 30 days PDL (5) | 1.1 | 1.0 | 1.0 | 1.1 | 1.0 |
| Allowance / Total loans and leases | 2.7\% | 2.7\% | 2.7\% | 2.7\% | 2.7\% |
| Charge-offs / Average loans and leases (6) | 1.0\% | 1.6\% | 1.9\% | 1.2\% | 1.8\% |
| Total loans and leases, net / Total assets | 64.8\% | 65.2\% | 66.0\% | 64.8\% | 66.0\% |
| Deposits / Total loans and leases, net | 97.5\% | 97.7\% | 96.3\% | 97.5\% | 96.3\% |
| Equity / Assets | 11.5\% | 10.7\% | 11.0\% | 11.5\% | 11.0\% |
| Tangible equity ratio (7) | 8.3\% | 7.4\% | 7.9\% | 8.3\% | 7.9\% |
| 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) | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 | 22,281,017,159 |
| Common share price (EoP) | 1,270.0 | 1,150.0 | 1,160.0 | 1,270.0 | 1,160.0 |
| Preferred share price (EoP) | 1,275.0 | 1,170.0 | 1,180.0 | 1,275.0 | 1,180.0 |
| BV/ EoP shares in Ps. | 633.7 | 645.4 | 677.0 | 633.7 | 677.0 |
| EPS | 25.5 | 20.9 | 27.0 | 40.5 | 47.9 |
| P/E (8) | 12.5 | 14.0 | 10.9 | 15.7 | 12.3 |
| P/BV (8) | 2.0 | 1.8 | 1.7 | 2.0 | 1.7 |

(1) NIM is calculated as Net Interest Income divided by the average of Interest Earning Assets; (2) Efficiency Ratio is calculated as personnel plus administrative and other expenses divided by net interest income plus net trading income, other income and fees and other services income, net (excluding others); (3) ROAA is calculated as Income before Minority Interest divided by the average of total assets for each quarter; (4) ROAE is calculated as Net Income attributable to Grupo Aval's shareholders divided by the average of shareholders' attributable equity for each quarter; (5) Total loans excluding interbank and overnight funds and 30 days past due calculated on a capital basis do not include interest accounts receivables; (6) Refers to average gross loans for the period; (7) Tangible Equity Ratio is calculated as Total Equity minus Intangibles (excluding those related to concessions) divided by Total Assets minus Intangibles (excluding those related to concessions); (8) Based on Preferred share prices.

## Statement of Financial Position Analysis

## 1. Assets

Total assets as of June $30^{\text {th }}, 2016$ totaled Ps $215,686.2$ billion showing an increase of $11.2 \%$ versus June $30^{\text {th }}, 2015$, and $0.4 \%$ versus March $31^{\text {st }} 2016$. Growth in assets was mainly driven by a $13.3 \%$ year over year growth in total loans and receivables, net to Ps 142,286.7 billion. When excluding FX, asset growth would have been $7.8 \%$ versus June $30^{\text {th }}, 2015$ and $1.2 \%$ versus March $31^{\text {st }}, 2016$ and for the total loans and receivables, net growth would have been $9.8 \%$ and $2.4 \%$, respectively.

### 1.1 Loans and receivables, net

Total loans and leases operations and receivables portfolio increased by $13.2 \%$ between June $30^{\text {th }}$, 2016 and June $30^{\text {th }}, 2015$ to Ps 146,127.5 billion ( $9.9 \%$ excluding FX) driven by (i) a $9.7 \%$ increase in Commercial loans and leases to Ps $85,805.4$ billion ( $7.5 \%$ excluding FX), (ii) a $17.1 \%$ increase in Consumer loans and leases to Ps $43,224.0$ billion ( $12.8 \%$ excluding FX), (iii) a $23.2 \%$ increase in Mortgages and housing leases to Ps $13,556.3$ billion ( $14.4 \%$ excluding FX) and (iv) a $3.0 \%$ increase in Microcredit loans and leases to Ps 394.2 billion (3.0\% excluding FX).

| Total loans and receivables, net | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} 2 \text { Q16 vs. } \\ 2 \text { Q15 } \end{gathered}$ |
| Loans and receivables |  |  |  |  |  |
| Commercial loans and leases | 78,186.2 | 85,032.0 | 85,805.4 | 0.9\% | 9.7\% |
| Consumer loans and leases | 36,898.9 | 42,214.7 | 43,224.0 | 2.4\% | 17.1\% |
| Mortgages and housing leases | 11,007.0 | 13,338.5 | 13,556.3 | 1.6\% | 23.2\% |
| Microcredit loans and leases | 382.9 | 394.5 | 394.2 | -0.1\% | 3.0\% |
| Loans and receivables | 126,475.0 | 140,979.7 | 142,980.0 | 1.4\% | 13.1\% |
| Interbank \& overnight funds | 2,570.1 | 2,899.6 | 3,147.5 | 8.6\% | 22.5\% |
| Total loans and leases operations and receivables portfolio | 129,045.1 | 143,879.2 | 146,127.5 | 1.6\% | 13.2\% |
| Allowance for impairment of loans and receivables | $(3,413.6)$ | $(3,814.7)$ | $(3,840.8)$ | 0.7\% | 12.5\% |
| Allowance for impairment of commercial loans | $(1,730.8)$ | $(1,877.5)$ | $(1,851.8)$ | -1.4\% | 7.0\% |
| Allowance for impairment of consumer loans | $(1,535.9)$ | $(1,763.4)$ | $(1,808.4)$ | 2.6\% | 17.7\% |
| Allowance for impairment of mortgages | (98.3) | (120.7) | (125.5) | 4.0\% | 27.6\% |
| Allowance for impairment of microcredit loans | (48.5) | (53.0) | (55.1) | 3.9\% | 13.6\% |
| Total loans and receivables, net | 125,631.6 | 140,064.6 | 142,286.7 | 1.6\% | 13.3\% |

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The following table shows the loan composition per entity. Banco de Bogotá decreased its share to $64.2 \%$ and Banco Popular increased its share to $10.8 \%$.

| Gross loans / Bank (\$) | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} 2 \text { Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} 2 \text { Q16 vs. } \\ 2 \text { Q15 } \end{gathered}$ |
| Banco de Bogotá | 81,460.3 | 92,635.0 | 93,778.0 | 1.2\% | 15.1\% |
| Domestic ${ }^{(1)}$ | 49,256.1 | 51,921.0 | 53,380.4 | 2.8\% | 8.4\% |
| Central America | 32,204.2 | 40,714.0 | 40,397.6 | -0.8\% | 25.4\% |
| Banco de Occidente | 23,976.9 | 26,395.5 | 26,779.8 | 1.5\% | 11.7\% |
| Banco Popular | 13,777.6 | 15,087.7 | 15,814.8 | 4.8\% | 14.8\% |
| Banco AV Villas | 8,128.9 | 8,880.0 | 9,019.4 | 1.6\% | 11.0\% |
| Corficolombiana ${ }^{(1)}$ | 2,124.6 | 1,749.6 | 1,711.5 | -2.2\% | -19.4\% |
| Eliminations | (423.2) | (868.5) | (976.0) | 12.4\% | 130.6\% |
| Total Grupo Aval | 129,045.1 | 143,879.2 | 146,127.5 | 1.6\% | 13.2\% |
|  |  |  |  |  |  |
| Gross loans / Bank (\%) | 2Q15 | 1Q16 | 2Q16 |  |  |
| Banco de Bogotá | 63.1\% | 64.4\% | 64.2\% |  |  |
| Domestic | 38.2\% | 36.1\% | 36.5\% |  |  |
| Central America | 25.0\% | 28.3\% | 27.6\% |  |  |
| Banco de Occidente | 18.6\% | 18.3\% | 18.3\% |  |  |
| Banco Popular | 10.7\% | 10.5\% | 10.8\% |  |  |
| Banco AV Villas | 6.3\% | 6.2\% | 6.2\% |  |  |
| Corficolombiana | 1.6\% | 1.2\% | 1.2\% |  |  |
| Eliminations | -0.3\% | -0.6\% | -0.7\% |  |  |
| Total Grupo Aval | 100\% | 100\% | 100\% |  |  |

As detailed below, of the total of Grupo Aval's loans, $72.4 \%$ are domestic and $27.6 \%$ are foreign (reflecting the Central American operations). Total foreign loans grew $25.4 \%$ during the past 12 months and decreased by $0.8 \%$ in the quarter. The decrease in our Central American operations versus 1016 is largely attributable to the effect of the Colombian Peso's appreciation. Excluding FX yearly and quarterly growth for our Central American operations would have been $11.7 \%$ and $2.0 \%$, respectively.

| Gross loans | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| Domestic |  |  |  |  |  |
| Commercial loans and leases | 64,947.7 | 68,607.5 | 69,498.6 | 1.3\% | 7.0\% |
| Consumer loans and leases | 25,436.4 | 27,626.1 | 28,668.2 | 3.8\% | 12.7\% |
| Mortgages and housing leases | 4,133.8 | 4,996.3 | 5,234.7 | 4.8\% | 26.6\% |
| Microcredit loans and leases | 382.9 | 394.5 | 394.2 | -0.1\% | 3.0\% |
| Interbank \& overnight funds | 1,940.1 | 1,540.8 | 1,934.1 | 25.5\% | -0.3\% |
| Total domestic loans | 96,840.9 | 103,165.2 | 105,729.9 | 2.5\% | 9.2\% |
| Foreign |  |  |  |  |  |
| Commercial loans and leases | 13,238.4 | 16,424.5 | 16,306.8 | -0.7\% | 23.2\% |
| Consumer loans and leases | 11,462.5 | 14,588.6 | 14,555.8 | -0.2\% | 27.0\% |
| Mortgages and housing leases | 6,873.2 | 8,342.1 | 8,321.6 | -0.2\% | 21.1\% |
| Microcredit loans and leases | - | - | - | - | - |
| Interbank \& overnight funds | 630.0 | 1,358.8 | 1,213.4 | -10.7\% | 92.6\% |
| Total foreign loans | 32,204.2 | 40,714.0 | 40,397.6 | -0.8\% | 25.4\% |
| Total loans and leases operations and receivables portfolio | 129,045.1 | 143,879.2 | 146,127.5 | 1.6\% | 13.2\% |

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The ratio of 30 days PDL to total loans closed 2 Q16 in $2.8 \%$ compared to the $2.7 \%$ in 1Q16. The ratio of NPL to total loans was $1.7 \%$ for 2Q16 and $1.8 \%$ for 1Q16. Finally, the ratio of CDE Loans to total loans was $4.0 \%$ in 2Q16, the same as in 1Q16.

Grupo Aval's coverage of its non-performing loans and leases was $1.6 x$ for 2Q16, $1.5 x$ for 1 Q16. Allowance to CDE Loans was $0.7 x$ and allowance to 30 days PDL was 1.0 x both for 2 Q 16 and 1 Q 16 . Impairment loss, net of recoveries of charged off assets to average total loans was $1.9 \%$ in 2Q16, the same achieved in 1Q16. Charge-offs to average total loans was $1.9 \%$ in 2Q16, 1.6\% in 1 Q16 and 1.0\% in 2Q15.

| Total loans and leases operations and receivables portfolio | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| "A" normal risk | 118,037.4 | 131,716.4 | 133,225.6 | 1.1\% | 12.9\% |
| "B" acceptable risk | 3,357.9 | 3,571.6 | 4,053.0 | 13.5\% | 20.7\% |
| "C' appreciable risk | 2,775.4 | 2,827.5 | 2,788.2 | -1.4\% | 0.5\% |
| "D" significant risk | 1,398.0 | 1,840.4 | 1,918.7 | 4.3\% | 37.2\% |
| "E" unrecoverable | 906.3 | 1,023.8 | 994.5 | -2.9\% | 9.7\% |
| Loans and receivables | 126,475.0 | 140,979.7 | 142,980.0 | 1.4\% | 13.1\% |
| Interbank and overnight funds | 2,570.1 | 2,899.6 | 3,147.5 | 8.6\% | 22.5\% |
| Total loans \& leases operations and receivables portfolio | 129,045.1 | 143,879.2 | 146,127.5 | 1.6\% | 13.2\% |
| CDE Loans | 5,079.7 | 5,691.7 | 5,701.4 |  |  |
| 30 Days Past Due Loans | 3,217.9 | 3,792.5 | 3,910.0 |  |  |
| 90 Days Past Due Loans | 1,882.1 | 2,175.4 | 2,112.4 |  |  |
| Non perfoming loans(1) | 2,171.2 | 2,508.9 | 2,461.1 |  |  |
| CDE loans / Total loans (*) | 4.0\% | 4.0\% | 4.0\% |  |  |
| 30 Days PDL / Total loans (*) | 2.6\% | 2.7\% | 2.8\% |  |  |
| 90 Days PDL / Total loans (*) | 1.5\% | 1.6\% | 1.5\% |  |  |
| NPL / Total loans (*) | 1.7\% | 1.8\% | 1.7\% |  |  |
| Allowance for impairment / CDE loans | 0.7 | 0.7 | 0.7 |  |  |
| Allowance for impairment / 30 Days PDL | 1.1 | 1.0 | 1.0 |  |  |
| Allowance for impairment / 90 Days PDL | 1.8 | 1.8 | 1.8 |  |  |
| Allowance for impairment / NPL | 1.6 | 1.5 | 1.6 |  |  |
| Allowance for impairment / Total loans (*) | 2.7\% | 2.7\% | 2.7\% |  |  |
| Impairment loss / CDE loans | 0.4 | 0.5 | 0.5 |  |  |
| Impairment loss / 30 Days PDL | 0.7 | 0.8 | 0.7 |  |  |
| Impairment loss / 90 Days PDL | 1.2 | 1.3 | 1.4 |  |  |
| Impairment loss / Average total loans (*) | 1.8\% | 2.0\% | 2.1\% |  |  |
| Impairment loss, net of recoveries of charged-off assets / Average total loans (*) | 1.6\% | 1.9\% | 1.9\% |  |  |
| Charge-offs / Average total loans (*) | 1.0\% | 1.6\% | 1.9\% |  |  |

[^0]
## Report of 2Q2016 consolidated results

Information reported in Ps billions and under IFRS

### 1.2 Financial assets held for investment

Total financial assets held for investment decreased $3.5 \%$ to Ps $29,279.2$ billion between June $30^{\text {th }}, 2016$ and June $30^{\text {th }}, 2015$ and by $4.1 \%$ versus March $31^{\text {st }}, 2016$. Ps $23,982.1$ billion of our total gross portfolio is invested in debt securities, which decreased by $6.4 \%$ between June $30^{\text {th }}, 2016$ and June $30^{\text {th }}, 2015$ and by $3.1 \%$ since March $31^{\text {st }}, 2016$. Ps $2,305.7$ billion of total gross investment securities is invested in equity securities, which increased by $3.8 \%$ between June $30^{\text {th }}, 2016$ and June $30^{\text {th }}, 2015$ and decreased $9.5 \%$ since March 31 ${ }^{\text {st }}, 2016$.

The average yield on our fixed income investment securities (held for trading through profit or losses, available for sale, held to maturity and Interbank \& Overnight funds) was $5.6 \%$ in 2Q16, $5.7 \%$ in $1 Q 16$ and 4.4\% in 2Q15.

| Financial assets held for investment | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ 2 \text { Q15 } \end{gathered}$ |
| Debt securities | 3,945.7 | 3,016.5 | 2,189.2 | -27.4\% | -44.5\% |
| Equity securities | 1,321.2 | 1,613.7 | 1,575.5 | -2.4\% | 19.2\% |
| Derivative instruments | 665.9 | 1,297.7 | 1,012.7 | -22.0\% | 52.1\% |
| Total financial assets held for trading through profit or losses | 5,932.9 | 5,927.9 | 4,777.4 | -19.4\% | -19.5\% |
| Debt securities | 19,273.0 | 19,434.4 | 19,527.4 | 0.5\% | 1.3\% |
| Equity securities | 899.1 | 934.0 | 730.2 | -21.8\% | -18.8\% |
| Total available for sale financial assets | 20,172.1 | 20,368.4 | 20,257.6 | -0.5\% | 0.4\% |
| Investments held to maturity | 2,414.0 | 2,288.4 | 2,265.6 | -1.0\% | -6.1\% |
| Other financial assets at fair value through profit or losses | 1,815.1 | 1,933.3 | 1,978.7 | 2.3\% | 9.0\% |
| Total financial assets held for investment | 30,333.8 | 30,517.9 | 29,279.2 | -4.1\% | -3.5\% |

### 1.3 Cash and Cash Equivalents

As of June $30^{\text {th }}, 2016$ cash and balances at central bank had a balance of Ps 21,004.5 billion showing an increase of $14.6 \%$ versus June $30^{\text {th }}, 2015$ and a decrease of $1.7 \%$ versus March $31^{\text {st }}$, 2016 ( $8.7 \%$ increase and $0.6 \%$ decrease excluding FX).

### 1.4 Goodwill and Other Intangibles

Goodwill and other intangibles as of June $30^{\text {th }}$, 2016 reached Ps 9,799.9 billion, increasing by $14.7 \%$ versus June $30^{\text {th }}, 2015$ and decreasing by $1.2 \%$ versus March $31^{\text {st }}, 2016$.

Goodwill as of June $30^{\text {th }}, 2016$ was Ps $6,696.6$ billion, increasing by $8.2 \%$ versus June $30^{\text {th }}, 2015$ and decreasing by $1.9 \%$ versus March $31^{\text {st }}, 2016$. The decrease in the quarter was driven by the appreciation of the currency.

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

## 2. Liabilities

As of March 31st, 2016 funding represented $95.0 \%$ of total liabilities and other liabilities represented $5.0 \%$, slightly increasing from the $94.4 \%$ for 1 Q16 and the $94.7 \%$ of 2 Q15.

### 2.1 Funding

Total Funding which includes (i) Deposits, (ii) Interbank borrowings and overnight funds, (iii) Borrowings from banks and others, (iv) Bonds, and (v) Borrowing from development entities had a balance of Ps $182,238.4$ billion as of June $30^{\text {th }}, 2016$ showing an increase of $12.0 \%$ versus June $30^{\text {th }}$, 2015 and $0.6 \%$ versus March $31^{\text {st }}, 2016$ ( $8.6 \%$ and $1.4 \%$ increases excluding FX). Total deposits represented $75.2 \%$ of total funding as of the end 2 Q16, $75.6 \%$ for $1 Q 16$ and $75.3 \%$ for 2 Q15.

Average cost of funds was $4.5 \%$ in 2Q16, $4.1 \%$ in 1Q16 and $3.4 \%$ in 2 Q 15.

| Deposits from clients at amortized cost | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| Checking accounts | 28,262.1 | 32,795.3 | 30,056.9 | -8.4\% | 6.4\% |
| Time deposits | 47,181.8 | 53,545.9 | 55,425.5 | 3.5\% | 17.5\% |
| Savings deposits | 46,786.9 | 50,169.7 | 51,114.9 | 1.9\% | 9.3\% |
| Other deposits | 310.9 | 371.8 | 418.8 | 12.7\% | 34.7\% |
| Deposits from clients at amortized cost | 122,541.8 | 136,882.7 | 137,016.2 | 0.1\% | 11.8\% |

Of our total deposits as of June $30^{\text {th }}, 2016$ checking accounts represented $21.9 \%$, time deposits $40.5 \%$, savings accounts $37.3 \%$, and other deposits $0.3 \%$.

The following table shows the deposits composition by bank:

| Deposits / Bank (\$) | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| Banco de Bogotá | 79,123.0 | 89,132.8 | 87,407.5 | -1.9\% | 10.5\% |
| Domestic ${ }^{(1)}$ | 48,612.0 | 51,823.4 | 50,907.8 | -1.8\% | 4.7\% |
| Central America | 30,511.0 | 37,309.4 | 36,499.6 | -2.2\% | 19.6\% |
| Banco de Occidente | 22,583.6 | 24,151.3 | 24,824.4 | 2.8\% | 9.9\% |
| Banco Popular | 12,082.0 | 12,719.8 | 13,928.8 | 9.5\% | 15.3\% |
| Banco AV Villas | 8,339.6 | 8,891.2 | 9,225.2 | 3.8\% | 10.6\% |
| Corficolombiana ${ }^{(1)}$ | 3,234.8 | 4,307.7 | 3,962.0 | -8.0\% | 22.5\% |
| Eliminations | $(2,821.3)$ | $(2,320.1)$ | $(2,331.6)$ | 0.5\% | -17.4\% |
| Total Grupo Aval | 122,541.8 | 136,882.7 | 137,016.2 | 0.1\% | 11.8\% |
|  |  |  |  |  |  |
| Deposits / Bank (\%) | 2Q15 | 1Q16 | 2Q16 |  |  |
| Banco de Bogotá | 64.6\% | 65.1\% | 63.8\% |  |  |
| Local | 39.7\% | 37.9\% | 37.2\% |  |  |
| Central America | 24.9\% | 27.3\% | 26.6\% |  |  |
| Banco de Occidente | 18.4\% | 17.6\% | 18.1\% |  |  |
| Banco Popular | 9.9\% | 9.3\% | 10.2\% |  |  |
| Banco AV Villas | 6.8\% | 6.5\% | 6.7\% |  |  |
| Corficolombiana | 2.6\% | 3.1\% | 2.9\% |  |  |
| Eliminations | -2.3\% | -1.7\% | -1.7\% |  |  |
| Total Grupo Aval | 100.0\% | 100.0\% | 100.0\% |  |  |

### 2.1.2 Borrowings from Banks and Other (includes borrowings from development entities)

As of June $30^{\text {th }}, 2016$ borrowings from banks and other totaled Ps 19,279.9 billion, showing a increase of $20.8 \%$ versus June $30^{\text {th }}, 2015$ and an increase of $0.5 \%$ versus March $31^{\text {st }}, 2016$. Excluding FX, borrowings from banks and other grew $12.2 \%$ versus 2 Q15 and $2.1 \%$ versus 1 Q16.

### 2.1.3 Bonds

Total bonds as of June $30^{\text {th }}, 2016$ totaled Ps $17,240.2$ billion showing an increase of $15.6 \%$ versus June $30^{\text {th }}, 2015$ and $8.9 \%$ versus March 31st 2016 . Excluding FX, bonds grew $14.6 \%$ versus 2 Q15 and $9.1 \%$ versus 1 Q16.

## 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 June $30^{\text {th }}$, 2016 minority interest was Ps $8,697.7$ billion which increased by $7.5 \%$ versus June $30^{\text {th }}, 2015$. Total minority Interest slightly increased from $36.4 \%$ of total equity on June $30^{\text {th }}, 2015$ to $36.6 \%$ for June $30^{\text {th }}, 2016$. 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 | 2Q15 | 1Q16 | 2Q16 | 2Q16 vs. 1Q16 ${ }^{\Delta}$ | 2Q16 vs. 2Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banco de Bogotá | 68.7\% | 68.7\% | 68.7\% | - | 5 |
| Banco de Occidente | 72.2\% | 72.3\% | 72.3\% | - | 3 |
| Banco Popular | 93.7\% | 93.7\% | 93.7\% | - | 1 |
| Banco AV Villas | 79.9\% | 79.9\% | 79.9\% | - | 0 |
| BAC Credomatic ${ }^{(1)}$ | 68.7\% | 68.7\% | 68.7\% | - | 5 |
| Porvenir ${ }^{(2)}$ | 75.7\% | 75.7\% | 75.7\% | (0) | 3 |
| Corficolombiana ${ }^{(3)}$ | 44.4\% | 44.5\% | 44.5\% | - | 12 |
| Grupo Aval Limited | 100.0\% | 100.0\% | 100.0\% | - | - |
| Grupo Aval International Ltd. | 100.0\% | 100.0\% | 100.0\% | - | - |

## 4. Attributable Shareholders' Equity

Attributable shareholders' equity as of June $30^{\text {th }}$, 2016 was Ps $15,083.7$ billion, showing an increase of $6.8 \%$ versus June $30^{\text {th }}, 2015$ and $4.9 \%$ versus March $31^{\text {st }}, 2016$.

## Income Statement Analysis

Our net income attributable to shareholders for 2Q16 of Ps 601.1 billion shows an increase of $5.6 \%$ versus 2Q15 and $28.9 \%$ versus 1Q16.

| Consolidated Statement of income | 2Q15 | 1Q16 | 2Q16 | 2Q16 vs. 1Q16 2Q16 vs. 2Q15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Interest income | 3,363.2 | 4,165.3 | 4,254.9 | 2.2\% | 26.5\% |
| Interest expense | 1,370.7 | 1,848.1 | 2,056.7 | 11.3\% | 50.0\% |
| Net interest income | 1,992.4 | 2,317.2 | 2,198.3 | -5.1\% | 10.3\% |
| Impairment loss on loans and accounts receivable | 542.7 | 718.5 | 728.1 | 1.3\% | 34.2\% |
| Impairment loss on other financial assets | 5.1 | 1.2 | 77.1 | N.A. | N.A. |
| Recovery of charged-off assets | (53.3) | (49.7) | (61.0) | 22.8\% | 14.5\% |
| Impairment loss on financial assets, net | 494.5 | 670.1 | 744.2 | 11.1\% | 50.5\% |
| Net income from commissions and fees | 866.8 | 1,050.3 | 1,043.0 | -0.7\% | 20.3\% |
| Net trading income | 163.8 | 132.8 | 201.0 | 51.4\% | 22.7\% |
| Net income from financial instruments designated at fair value | 38.3 | 41.7 | 45.3 | 8.6\% | 18.4\% |
| Total other income (expense) | 528.6 | 752.7 | 698.1 | -7.3\% | 32.1\% |
| Total other expenses | 1,734.0 | 2,255.1 | 2,057.9 | -8.7\% | 18.7\% |
| Income before income tax expense | 1,361.4 | 1,369.5 | 1,383.6 | 1.0\% | 1.6\% |
| Income tax expense | 420.2 | 573.9 | 469.3 | -18.2\% | 11.7\% |
| Income from continued operations | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Income from discontinued operations | - | - | - | N.A | N.A |
| Net income before non-controlling interest | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Non-controlling interest | 372.2 | 329.2 | 313.1 | -4.9\% | -15.9\% |
| Net income attributable to the owners of the parent company | 569.0 | 466.4 | 601.1 | 28.9\% | 5.6\% |

## 1. Net Interest Income

| Net interest income | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| Interest income |  |  |  |  |  |
| Commercial | 1,399.2 | 1,787.9 | 1,975.5 | 10.5\% | 41.2\% |
| Interbank and overnight funds | 50.1 | 46.1 | 25.8 | -44.1\% | -48.5\% |
| Consumer | 1,432.7 | 1,758.0 | 1,740.0 | -1.0\% | 21.5\% |
| Mortgages and housing leases | 209.9 | 281.5 | 278.6 | -1.0\% | 32.7\% |
| Microcredit | 26.1 | 29.0 | 28.8 | -0.6\% | 10.3\% |
| Loan portfolio interest | 3,118.0 | 3,902.6 | 4,048.7 | 3.7\% | 29.9\% |
| Interests on investments in debt securities | 245.2 | 262.7 | 206.2 | -21.5\% | -15.9\% |
| Total interest income | 3,363.2 | 4,165.3 | 4,254.9 | 2.2\% | 26.5\% |
| Interest expense |  |  |  |  |  |
| Checking accounts | 43.1 | 66.7 | 69.1 | 3.6\% | 60.4\% |
| Time deposits | 534.1 | 721.2 | 827.6 | 14.8\% | 54.9\% |
| Savings deposits | 339.1 | 457.1 | 523.5 | 14.5\% | 54.4\% |
| Total interest expenses on deposits | 916.3 | 1,245.0 | 1,420.3 | 14.1\% | 55.0\% |
| Borrowings | 424.7 | 554.8 | 580.5 | 4.6\% | 36.7\% |
| Interbank borrowings and overnight funds | 76.6 | 149.1 | 167.6 | 12.4\% | 118.8\% |
| Borrowings from banks and others | 92.4 | 122.5 | 133.2 | 8.8\% | 44.2\% |
| Bonds | 255.7 | 283.3 | 279.6 | -1.3\% | 9.3\% |
| Borrowings from development entities | 29.6 | 48.2 | 55.9 | 16.0\% | 88.8\% |
| Total interest expense | 1,370.7 | 1,848.1 | 2,056.7 | 11.3\% | 50.0\% |
| Net interest income | 1,992.4 | 2,317.2 | 2,198.3 | -5.1\% | 10.3\% |

Our net interest income increased by $10.3 \%$ to Ps 2,198.3 for 2 Q 16 versus 2 Q 15 and decreased by $5.1 \%$ versus $1 Q 16$. The main reason for the decrease versus $1 Q 16$ was a $21.5 \%$ decrease in interests on investments on debt securities, as well as a $14.1 \%$ increase in the cost of deposits.

Our Net Interest Margin ${ }^{(1)}$ was 5.6\% for 2Q16, 5.7\% 1Q16, and 5.3\% in 2Q2015. Net Interest Margin on Loans was $6.5 \%$ for 2Q16, stable as compared to the $6.5 \%$ achieved in 1Q16 and an increase from the $6.4 \%$ achieved in 2Q15. On the other hand, our Net Fixed Income Investments Margin was $0.8 \%$ in 2Q16 versus $1.3 \%$ in 1Q16 and $0.9 \%$ in 2 Q15.

## 2. Impairment loss on financial assets, net

Our impairment loss on financial assets, net increased by $50.5 \%$ to Ps 744.2 billion for 2 Q 16 versus 2 Q15 and by $11.1 \%$ versus 1 Q16.

| Impairment loss on financial assets, net | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 2Q15 } \end{gathered}$ |
| Impairment loss on loans and accounts receivable | 542.7 | 718.5 | 728.1 | 1.3\% | 34.2\% |
| Recovery of charged-off assets | (53.3) | (49.7) | (61.0) | 22.8\% | 14.5\% |
| Impairment loss on other financial assets | 5.1 | 1.2 | 77.1 | N.A. | N.A. |
| Impairment loss on financial assets, net | 494.5 | 670.1 | 744.2 | 11.1\% | 50.5\% |

Our annualized cost of risk was $2.1 \%$ for 2Q16, $2.0 \%$ for $1 Q 16$ and $1.8 \%$ for 2Q15. Net of recoveries of charged-off assets our ratio was $1.9 \%$ for 2Q16 and 1Q16, and 1.6\% for 2Q15.

[^1]
## 3. Net income from commissions and fees

Net income from commissions and fees increased by $20.3 \%$ to Ps $1,043.0$ for 2 Q16 versus 2 Q16 and decreased by $0.7 \%$ in the quarter. Income from commissions and fees increased by $18.1 \%$ to Ps $1,191.5$ billion in 2 Q 16 versus 2 Q 15 and decreased by $0.3 \%$ in the quarter.

| Total non-interest income | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{gathered} \text { 2Q16 vs. } \\ \text { 1Q16 } \end{gathered}$ | $\begin{gathered} 2 \text { Q16 vs. } \\ 2 \text { Q15 } \end{gathered}$ |
| Income from commissions and fees |  |  |  |  |  |
| Banking fees ${ }^{(1)}$ | 713.6 | 905.7 | 897.1 | -0.9\% | 25.7\% |
| Trust activities | 59.6 | 34.5 | 40.5 | 17.6\% | -32.0\% |
| Pension and severance fund management | 194.4 | 213.5 | 206.4 | -3.3\% | 6.2\% |
| Bonded warehouse services | 41.1 | 41.9 | 47.5 | 13.4\% | 15.5\% |
| Total income from commissions and fees | 1,008.7 | 1,195.6 | 1,191.5 | -0.3\% | 18.1\% |
| Expenses for commissions and fees | 141.9 | 145.3 | 148.5 | 2.2\% | 4.6\% |
| Net income from commissions and fees | 866.8 | 1,050.3 | 1,043.0 | -0.7\% | 20.3\% |
| Net trading income | 163.8 | 132.8 | 201.0 | 51.4\% | 22.7\% |
| Net income from financial instruments designated at fair value | 38.3 | 41.7 | 45.3 | 8.6\% | 18.4\% |
| Other income (expense) |  |  |  |  |  |
| Foreign exchange gains (losses), net | 32.1 | 200.9 | 196.2 | -2.3\% | N.A. |
| Net gain on sale of investments | 22.3 | 147.8 | 38.8 | -73.7\% | 74.4\% |
| Gain on the sale of non-current assets held for sale | 14.1 | 2.5 | 17.0 | N.A. | 20.0\% |
| Income from non-consolidated investments ${ }^{(2)}$ | 102.1 | 86.2 | 81.6 | -5.4\% | -20.1\% |
| Income from non-financial sector, net | 190.1 | 212.9 | 213.0 | 0.0\% | 12.0\% |
| Other operating income | 167.9 | 102.3 | 151.5 | 48.1\% | -9.8\% |
| Total other income (expense) | 528.6 | 752.7 | 698.1 | -7.3\% | 32.1\% |
| Total non-interest income | 1,597.5 | 1,977.5 | 1,987.4 | 0.5\% | 24.4\% |

${ }^{(1)}$ Includes commissions on banking services, office network services, credit and debit card fees, fees on drafts, checks and checkbooks and other fees ${ }^{(2)}$ Includes equity method and dividends

## 4. Other income (expense)

Total other income (expense) for 2Q16 totaled Ps 698.1 billion increased by $32.1 \%$ versus 2 Q15 and decreasing $7.3 \%$ versus 1Q16. Our efficiency ratio measured as operating expenses before depreciation and amortization to total income, was $47.2 \%$ in a cost to income basis in 2 Q 16 slightly increasing from the $44.1 \%$ achieved in 1Q16 and from $46.2 \%$ in 2Q15. The ratio of annualized operating expenses before depreciation and amortization as a percentage of average total assets also increased slightly to $3.5 \%$ in 2 Q16 from $3.4 \%$ in $1 Q 16$ and the $3.3 \%$ in 2Q15.

## 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 Corficolombiana), and (ii) the minority stakes that third party shareholders hold in the consolidated subsidiaries at the bank level (mainly Porvenir). For 2Q16, minority interest in the income statement was Ps 313.1 billion, showing an decrease of $15.9 \%$ versus 1Q16 and $4.9 \%$ versus 1Q16. The ratio of Minority Interest to income before Minority Interest was $34.3 \%$ in 2Q16, 41.4\% in 1Q16 and 39.5\% in 2 Q 15.

## Information related to Grupo Aval Acciones y Valores S.A. (Holding Company) and Grupo Aval Limited

The holding company recorded a total gross indebtedness of Ps 1,225.9 billion (Ps 702,1 billion of bank debt and Ps 523,9 billion of bonds denominated in Colombian pesos) as of June 30, 2016. It also guarantees irrevocably and unconditionally Grupo Aval Limited's (144A / Reg S) 2017 (USD 600 million) and 2022 (USD 1,000 million) bonds under their respective indentures. As of June 30, 2016 the total amount outstanding of such bonds was USD 1.6 billion, or Ps $4,744.7$ billion when translated into pesos.

The debt at Grupo Aval Limited is serviced with interest income on loans to subsidiaries and cash \& cash equivalents. Grupo Aval Limited and has not required, to this date, cash from Grupo Aval Acciones y Valores S.A. to fulfill its obligations. The main sources of cash to pay the debt and debt service at Grupo Aval Acciones y Valores S.A. has been the dividend income from its subsidiaries and the returns on its cash \& cash equivalents.

When combined, Grupo Aval Acciones y Valores S.A. and Grupo Aval Ltd. had Ps 2,010.1 billion of total liquid assets and a total gross indebtedness of Ps $5,953.6$ billion (Ps 5,866.5 billion when excluding accrued interests payable) and a net indebtedness of Ps 3,943.5 billion as of June 30, 2016:

| Total liquid assets as of 2Q16 |  |
| :--- | ---: |
| Cash and cash equivalents | 672.7 |
| Fixed income investments | 118.8 |
| Callable Senior loans to subsidiaries | $1,218.6$ |
| Total liquid assets | $\mathbf{2 , 0 1 0 . 1}$ |

# Maturity schedule of our combined gross debt 



As of June $30^{\text {th }}, 2016$ our combined double leverage (calculated as investments in subsidiaries at book value, subordinated loans to subsidiaries and goodwill as a percentage of shareholders' equity) was 1.2 x as of the same date. Finally, we present an evolution of our key ratios on a combined basis:
Debt service coverage and leverage ratios
Double leverage (1)
Net debt / Core earnings (2)(3)
Net debt / Cash dividends (2)(3)
Core Earnings / Interest Expense (2)

| 2Q15 | 3Q15 |
| :---: | :---: |
| 1.1 x | 1.1 x |
| 4.4 x | 3.2 x |
| 2.8 x | 3.4 x |
| 4.5 x | 3.8 x |


| $4 \mathrm{Q15}$ |
| :---: |
| 1.2 x |
| 4.1 x |
| 4.9 x |
| 4.0 x |


| $\mathbf{1 Q 1 6}$ |
| :---: |
| $1.2 x$ |
| $4.1 x$ |
| $4.8 x$ |
| $3.5 x$ |


| $2 \mathrm{Q16}$ |
| :---: |
| 1.2 x |
| 3.9 x |
| 4.8 x |
| 3.7 x |


| $\Delta$ |  |
| :---: | :---: |
| 2Q16 vs. | 2Q16 vs. |
| 1Q16 | 2 Q15 |
| 0.0 | 0.1 |
| -0.3 | -0.5 |
| 0.0 | 1.9 |
| 0.2 | -0.8 |

Recent changes in our ratios show the impact of the USD 500 million subordinated loan granted by Grupo Aval Limited to Banco de Bogotá at the end $4 Q 15$ and the effect of FX movements between periods.

## ABOUT GRUPO AVAL

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

## Investor Relations Contacts

Tatiana Uribe Benninghoff<br>Vice President of Financial Planning and Investor Relations<br>Tel: +571 $2419700 \times 3600$<br>E-mail: turibe@grupoaval.com

Information reported in Ps billions and under IFRS

Grupo Aval Acciones y Valores S.A.

## Consolidated Financial Statements Under Full IFRS

## Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Statement of Financial Position | 2Q15 | 1Q16 | 2Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2 Q 16 vs. 1Q16 | 2 Q 16 vs. 2 Q 15 |
| Cash and cash equivalents | 18,335.6 | 21,366.3 | 21,004.5 | -1.7\% | 14.6\% |
| Financial assets held for investment |  |  |  |  |  |
| Debt securities | 3,945.7 | 3,016.5 | 2,189.2 | -27.4\% | -44.5\% |
| Equity securities | 1,321.2 | 1,613.7 | 1,575.5 | -2.4\% | 19.2\% |
| Derivative instruments | 665.9 | 1,297.7 | 1,012.7 | -22.0\% | 52.1\% |
| Total financial assets held for trading through profit or losses | 5,932.9 | 5,927.9 | 4,777.4 | -19.4\% | -19.5\% |
| Debt securities | 19,273.0 | 19,434.4 | 19,527.4 | 0.5\% | 1.3\% |
| Equity securities | 899.1 | 934.0 | 730.2 | -21.8\% | -18.8\% |
| Total available for sale financial assets | 20,172.1 | 20,368.4 | 20,257.6 | -0.5\% | 0.4\% |
| Investments held to maturity | 2,414.0 | 2,288.4 | 2,265.6 | -1.0\% | -6.1\% |
| Other financial assets at fair value through profit or losses | 1,815.1 | 1,933.3 | 1,978.7 | 2.3\% | 9.0\% |
| Total financial assets held for investment | 30,333.8 | 30,517.9 | 29,279.2 | -4.1\% | -3.5\% |
| Loans and receivables |  |  |  |  |  |
| Commercial loans and leases | 80,756.3 | 87,931.6 | 88,952.9 | 1.2\% | 10.1\% |
| Commercial loans and leases | 78,186.2 | 85,032.0 | 85,805.4 | 0.9\% | 9.7\% |
| Interbank \& overnight funds | 2,570.1 | 2,899.6 | 3,147.5 | 8.6\% | 22.5\% |
| Consumer loans and leases | 36,898.9 | 42,214.7 | 43,224.0 | 2.4\% | 17.1\% |
| Mortgages and housing leases | 11,007.0 | 13,338.5 | 13,556.3 | 1.6\% | 23.2\% |
| Microcredit loans and leases | 382.9 | 394.5 | 394.2 | -0.1\% | 3.0\% |
| Total loans and leases operations and receivables portfolio | 129,045.1 | 143,879.2 | 146,127.5 | 1.6\% | 13.2\% |
| Allowance for impairment of loans and receivables | $(3,413.6)$ | $(3,814.7)$ | $(3,840.8)$ | 0.7\% | 12.5\% |
| Total loans and receivables, net | 125,631.6 | 140,064.6 | 142,286.7 | 1.6\% | 13.3\% |
| Other accounts receivable | 1,980.6 | 3,428.4 | 3,243.9 | -5.4\% | 63.8\% |
| Hedging derivatives | 41.4 | 362.7 | 422.2 | 16.4\% | N.A. |
| Non-current assets held for sale | 241.2 | 154.6 | 156.7 | 1.3\% | -35.0\% |
| Investments in associates and joint ventures | 920.8 | 875.8 | 1,009.7 | 15.3\% | 9.7\% |
| Own-use property, plant and equipment, net | 5,340.1 | 5,774.6 | 5,903.2 | 2.2\% | 10.5\% |
| Investment properties | 371.0 | 550.6 | 560.4 | 1.8\% | 51.0\% |
| Biological assets | 215.0 | 246.8 | 266.3 | 7.9\% | 23.9\% |
| Tangible assets | 5,926.1 | 6,572.0 | 6,729.9 | 2.4\% | 13.6\% |
| Goodwill | 6,191.1 | 6,825.9 | 6,696.6 | -1.9\% | 8.2\% |
| Concession arrangements rights | 1,898.3 | 2,453.3 | 2,415.1 | -1.6\% | 27.2\% |
| Other intangible assets | 452.9 | 635.5 | 688.3 | 8.3\% | 52.0\% |
| Intangible assets | 8,542.2 | 9,914.7 | 9,799.9 | -1.2\% | 14.7\% |
| Current | 997.0 | 476.3 | 847.6 | 77.9\% | -15.0\% |
| Deferred | 446.9 | 635.2 | 332.0 | -47.7\% | -25.7\% |
| Income tax assets | 1,443.9 | 1,111.5 | 1,179.6 | 6.1\% | -18.3\% |
| Other assets | 519.2 | 503.7 | 574.0 | 13.9\% | 10.6\% |
| Total assets | 193,916.3 | 214,872.2 | 215,686.2 | 0.4\% | 11.2\% |
| Derivative instruments held for trading | 860.4 | 1,164.0 | 910.0 | -21.8\% | 5.8\% |
| Total financial liabilities at fair value | 860.4 | 1,164.0 | 910.0 | -21.8\% | 5.8\% |
| Deposits from clients at amortized cost | 122,541.8 | 136,882.7 | 137,016.2 | 0.1\% | 11.8\% |
| Checking accounts | 28,262.1 | 32,795.3 | 30,056.9 | -8.4\% | 6.4\% |
| Time deposits | 47,181.8 | 53,545.9 | 55,425.5 | 3.5\% | 17.5\% |
| Savings deposits | 46,786.9 | 50,169.7 | 51,114.9 | 1.9\% | 9.3\% |
| Other deposits | 310.9 | 371.8 | 418.8 | 12.7\% | 34.7\% |
| Financial obligations | 37,932.3 | 41,667.6 | 42,482.9 | 2.0\% | 12.0\% |
| Interbank borrowings and overnight funds | 9,221.1 | 9,268.8 | 8,702.2 | -6.1\% | -5.6\% |
| Borrowings from banks and others | 13,793.4 | 16,561.9 | 16,540.5 | -0.1\% | 19.9\% |
| Bonds | 14,917.8 | 15,836.9 | 17,240.2 | 8.9\% | 15.6\% |
| Borrowings from development entities | 2,172.0 | 2,623.4 | 2,739.4 | 4.4\% | 26.1\% |
| Total financial liabilities at amortized cost | 162,646.1 | 181,173.7 | 182,238.4 | 0.6\% | 12.0\% |
| Hedging derivatives | 399.7 | 121.2 | 90.9 | -25.0\% | -77.3\% |
| Litigation | 193.5 | 237.5 | 159.4 | -32.9\% | -17.6\% |
| Other provisions | 814.1 | 660.8 | 536.3 | -18.8\% | -34.1\% |
| Provisions | 1,007.6 | 898.3 | 695.7 | -22.5\% | -31.0\% |
| Current | 487.9 | 609.0 | 716.5 | 17.6\% | 46.9\% |
| Deferred | 1,365.9 | 1,245.2 | 1,276.9 | 2.5\% | -6.5\% |
| Income tax liabilities | 1,853.8 | 1,854.2 | 1,993.4 | 7.5\% | 7.5\% |
| Employee benefits | 1,000.2 | 1,042.7 | 1,034.4 | -0.8\% | 3.4\% |
| Other liabilities | 3,935.4 | 5,733.0 | 4,942.0 | -13.8\% | 25.6\% |
| Total liabilities | 171,703.1 | 191,987.1 | 191,904.8 | 0.0\% | 11.8\% |
| Equity attributable to owners of the parent company | 14,118.6 | 14,380.1 | 15,083.7 | 4.9\% | 6.8\% |
| Non-controlling interests | 8,094.6 | 8,505.0 | 8,697.7 | 2.3\% | 7.5\% |
| Total equity | 22,213.2 | 22,885.1 | 23,781.4 | 3.9\% | 7.1\% |
| Total liabilities and equity | 193,916.3 | 214,872.2 | 215,686.2 | 0.4\% | 11.2\% |

## Report of 2Q2016 consolidated results

Information reported in Ps billions and under IFRS

## Grupo Aval Acciones y Valores S.A.

Consolidated Financial Statements Under Full IFRS

## Financial Statements Under Full IFRS

Information in Ps. Billions

| Consolidated Statement of income | YTD 2015 | YTD 2016 | $\begin{gathered} \Delta \\ 2016 \text { vs. } 2015 \\ \hline \end{gathered}$ | 2Q15 | 1Q16 | 2 Q16 | $\Delta$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | 2 Q 16 vs. 1 Q16 | 2 Q 16 vs. 2 Q15 |
| Interest income |  |  |  |  |  |  |  |  |
| Loan portfolio interest | 6,071.0 | 7,951.3 | 31.0\% | 3,118.0 | 3,902.6 | 4,048.7 | 3.7\% | 29.9\% |
| Interests on investments in debt securities | 509.1 | 468.9 | -7.9\% | 245.2 | 262.7 | 206.2 | -21.5\% | -15.9\% |
| Total interest income | 6,580.1 | 8,420.2 | 28.0\% | 3,363.2 | 4,165.3 | 4,254.9 | 2.2\% | 26.5\% |
| Interest expense |  |  |  |  |  |  |  |  |
| Checking accounts | 90.3 | 135.8 | 50.4\% | 43.1 | 66.7 | 69.1 | 3.6\% | 60.4\% |
| Time deposits | 1,044.1 | 1,548.9 | 48.3\% | 534.1 | 721.2 | 827.6 | 14.8\% | 54.9\% |
| Savings deposits | 646.7 | 980.6 | 51.6\% | 339.1 | 457.1 | 523.5 | 14.5\% | 54.4\% |
| Total interest expenses on deposits | 1,781.1 | 2,665.3 | 49.6\% | 916.3 | 1,245.0 | 1,420.3 | 14.1\% | 55.0\% |
| Borrowings | 821.4 | 1,135.3 | 38.2\% | 424.7 | 554.8 | 580.5 | 4.6\% | 36.7\% |
| Interbank borrowings and overnight funds | 136.3 | 316.7 | 132.4\% | 76.6 | 149.1 | 167.6 | 12.4\% | 118.8\% |
| Borrowings from banks and others | 186.4 | 255.7 | 37.2\% | 92.4 | 122.5 | 133.2 | 8.8\% | 44.2\% |
| Bonds | 498.8 | 562.9 | 12.9\% | 255.7 | 283.3 | 279.6 | -1.3\% | 9.3\% |
| Borrowings from development entities | 58.0 | 104.1 | 79.5\% | 29.6 | 48.2 | 55.9 | 16.0\% | 88.8\% |
| Total interest expense | 2,660.5 | 3,904.7 | 46.8\% | 1,370.7 | 1,848.1 | 2,056.7 | 11.3\% | 50.0\% |
| Net interest income | 3,919.6 | 4,515.5 | 15.2\% | 1,992.4 | 2,317.2 | 2,198.3 | -5.1\% | 10.3\% |
| Impairment loss on financial assets |  |  |  |  |  |  |  |  |
| Impairment loss on loans and accounts receivable | 1,003.0 | 1,446.6 | 44.2\% | 542.7 | 718.5 | 728.1 | 1.3\% | 34.2\% |
| Recovery of charged-off assets | (101.5) | (110.6) | 9.0\% | (53.3) | (49.7) | (61.0) | 22.8\% | 14.5\% |
| Impairment loss on other financial assets | 12.7 | 78.3 | N.A. | 5.1 | 1.2 | 77.1 | N.A. | N.A. |
| Impairment loss on financial assets, net | 914.2 | 1,414.3 | 54.7\% | 494.5 | 670.1 | 744.2 | 11.1\% | 50.5\% |
| Net interest income, after impairment loss on financial assets | 3,005.4 | 3,101.2 | 3.2\% | 1,497.9 | 1,647.2 | 1,454.1 | -11.7\% | -2.9\% |
| Income from commissions and fees |  |  |  |  |  |  |  |  |
| Banking fees ${ }^{(1)}$ | 1,413.6 | 1,802.7 | 27.5\% | 713.6 | 905.7 | 897.1 | -0.9\% | 25.7\% |
| Trust activities | 115.7 | 75.0 | -35.2\% | 59.6 | 34.5 | 40.5 | 17.6\% | -32.0\% |
| Pension and severance fund management | 393.2 | 419.9 | 6.8\% | 194.4 | 213.5 | 206.4 | -3.3\% | 6.2\% |
| Bonded warehouse services | 80.8 | 89.4 | 10.6\% | 41.1 | 41.9 | 47.5 | 13.4\% | 15.5\% |
| Total income from commissions and fees | 2,003.3 | 2,387.1 | 19.2\% | 1,008.7 | 1,195.6 | 1,191.5 | -0.3\% | 18.1\% |
| Expenses for commissions and fees | 283.1 | 293.8 | 3.8\% | 141.9 | 145.3 | 148.5 | 2.2\% | 4.6\% |
| Net income from commissions and fees | 1,720.2 | 2,093.3 | 21.7\% | 866.8 | 1,050.3 | 1,043.0 | -0.7\% | 20.3\% |
| Net trading income | 204.3 | 333.8 | 63.3\% | 163.8 | 132.8 | 201.0 | 51.4\% | 22.7\% |
| Net income from financial instruments designated at fair value | 76.5 | 87.0 | 13.6\% | 38.3 | 41.7 | 45.3 | 8.6\% | 18.4\% |
| Other income (expense) |  |  |  |  |  |  |  |  |
| Foreign exchange gains (losses), net | 180.8 | 397.2 | 119.7\% | 32.1 | 200.9 | 196.2 | -2.3\% | N.A. |
| Net gain on sale of investments | 57.3 | 186.6 | N.A. | 22.3 | 147.8 | 38.8 | -73.7\% | 74.4\% |
| Gain on the sale of non-current assets held for sale | 18.0 | 19.5 | 8.3\% | 14.1 | 2.5 | 17.0 | N.A. | 20.0\% |
| Income from non-consolidated investments ${ }^{(2)}$ | 126.6 | 167.8 | 32.6\% | 102.1 | 86.2 | 81.6 | -5.4\% | -20.1\% |
| Income from non-financial sector, net | 382.4 | 425.9 | 11.4\% | 190.1 | 212.9 | 213.0 | 0.0\% | 12.0\% |
| Other operating income | 368.9 | 253.8 | -31.2\% | 167.9 | 102.3 | 151.5 | 48.1\% | -9.8\% |
| Total other income (expense) | 1,134.0 | 1,450.8 | 27.9\% | 528.6 | 752.7 | 698.1 | -7.3\% | 32.1\% |
| Other expenses |  |  |  |  |  |  |  |  |
| Loss on the sale of non-current assets held for sale | (0.0) | 3.7 | N.A | (0.0) | 0.4 | 3.3 | N.A. | N.A |
| Personnel expenses | 1,440.2 | 1,740.8 | 20.9\% | 727.0 | 877.0 | 863.9 | -1.5\% | 18.8\% |
| General and administrative expenses | 1,924.3 | 2,278.9 | 18.4\% | 853.7 | 1,237.8 | 1,041.1 | -15.9\% | 22.0\% |
| Depreciation and amortization | 226.1 | 212.2 | -6.2\% | 111.2 | 107.3 | 104.9 | -2.3\% | -5.7\% |
| Other operating expenses | 91.2 | 77.3 | -15.2\% | 42.2 | 32.6 | 44.7 | 37.2\% | 6.0\% |
| Total other expenses | 3,681.7 | 4,313.0 | 17.1\% | 1,734.0 | 2,255.1 | 2,057.9 | -8.7\% | 18.7\% |
| Income before income tax expense | 2,458.8 | 2,753.1 | 12.0\% | 1,361.4 | 1,369.5 | 1,383.6 | 1.0\% | 1.6\% |
| Income tax expense | 898.8 | 1,043.2 | 16.1\% | 420.2 | 573.9 | 469.3 | -18.2\% | 11.7\% |
| Income from continued operations | 1,560.0 | 1,709.8 | 9.6\% | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Income from discontinued operations | - | - | - | - | - | - | - | - |
| Net income before non-controlling interest | 1,560.0 | 1,709.8 | 9.6\% | 941.1 | 795.6 | 914.2 | 14.9\% | -2.9\% |
| Non-controlling interest | 656.8 | 642.3 | -2.2\% | 372.2 | 329.2 | 313.1 | -4.9\% | -15.9\% |
| Net income attributable to the owners of the parent company | 903.1 | 1,067.5 | 18.2\% | 569.0 | 466.4 | 601.1 | 28.9\% | 5.6\% |

[^2]
[^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.
    ${ }^{(*)}$ Total loans excluding interbank and overnight funds. 30 days past due, 90 days past due and NPL's are calculated on a capital basis and do not include interest accounts receivables.

[^1]:    ${ }^{(1)}$ Grupo Aval's NIM without income from investment securities held for trading through profit or loss was $5.3 \%$ for $2 \mathrm{Q} 16,5.6 \%$ for 1 Q 16 and $5.4 \%$ for 2Q15.

[^2]:    ${ }^{(1)}$ Includes commissions on banking services, office network services, credit and debit card fees, fees on drafts, checks and checkbooks and other fees
    ${ }^{(2)}$ Includes equity method and dividends

