







June 2019



















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Consolidated Financial information of Grupo Aval for the years 2019, 2018, 2017, 2016, and 2015 has been prepared under IFRS as issued by IASB. Unconsolidated information of our subsidiaries, combined information of Grupo Aval and comparative disclosures of our financial and operating performance for the years 2019, 2018, 2017, 2016 and 2015 against that of our competitors in Colombia has been prepared under IFRS as applicable under Colombian regulations reported to the Superintendency of Finance. Comparative disclosures of our financial and operating performance against that of our competitors in Central America are based on public information available in each of the countries' financial superintendency. Unless otherwise indicated or the context otherwise requires, market share and other data comparing our performance and that of our competitors reflects the unconsolidated results of our banking subsidiaries, Sociedad Administradora de Fondos de Pensiones y Cesantías Porvenir S.A. ("Porvenir") and Corporación Financiera Colombiana S.A. ("Corficolombiana"). Aggregate or Combined data throughout this document pertaining to Grupo Aval reflects the summation of unconsolidated results of our banking subsidiaries. Grupo Aval has been granted the IR Recognition by the Colombian Securities Exchange (Bolsa de Valores de Colombia S.A). This is not a certification of the registered securities or the solvency of the issuer. Also, does not imply an opinion on the quality and accuracy of the content, it only denotes a verification of the existence of the information on the website of the issuer. When applicable, in this report we refer to billions as thousands of millions. Unless otherwise indicated, certain Colombian peso amounts are translated into U.S. dollars at the representative market rates as computed and certified by the Superintendency of Finance of Ps 3,174.79 As of March 31, 2019.



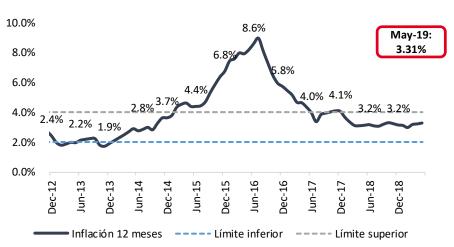
# The Colombian economy's fundamentals are trending in the right direction (1/3)



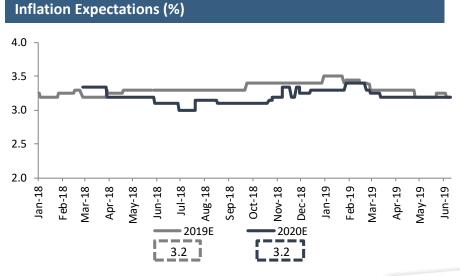


Source: DANE. Seasonally adjusted, constant prices of 2015 GDP





Source: Bloomberg Consensus

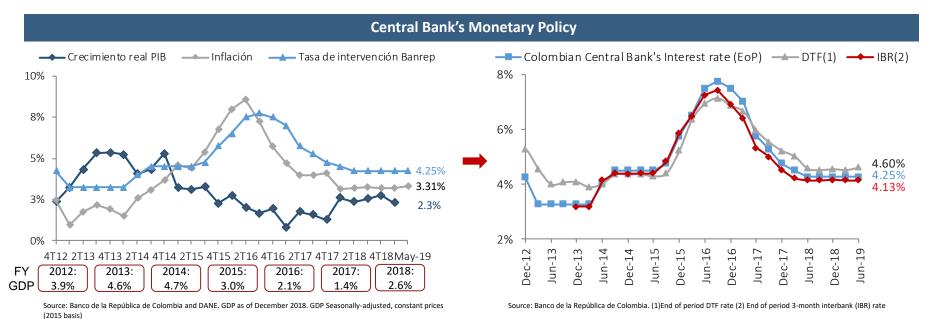


Source: Banco de la República de Colombia and DANE.

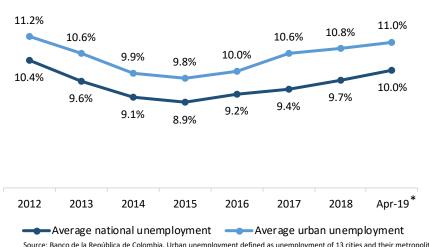




# The Colombian economy's fundamentals are trending in the right direction (2/3)



#### 12-month Average Unemployment



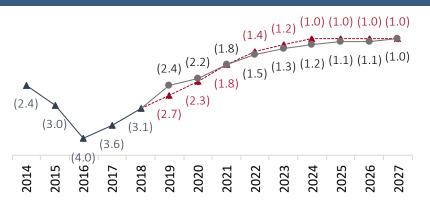
Source: Banco de la República de Colombia. Urban unemployment defined as unemployment of 13 cities and their metropolitan areas \*Last twelve month average from May 2018 to April 2019



# **>>>>>**

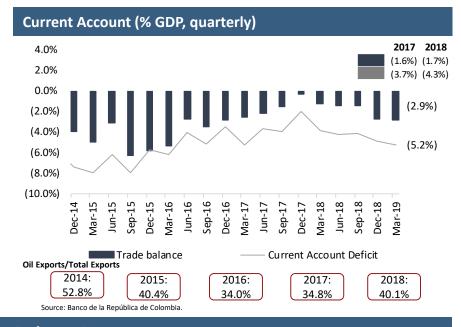
## The Colombian economy's fundamentals are trending in the right direction (3/3)



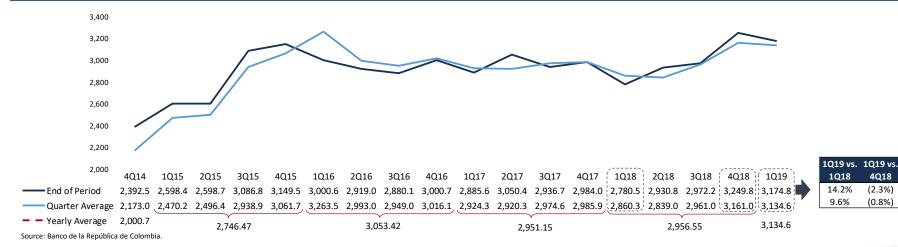


- → Real fiscal deficit
- Projected fiscal deficit (Mar-2019)
- Projected fiscal deficit (Apr-2018)

Source: Ministry of Finance. Projections start in 2019.



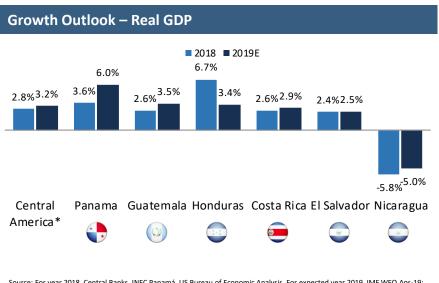
#### **Colombian Peso Exchange Rate**





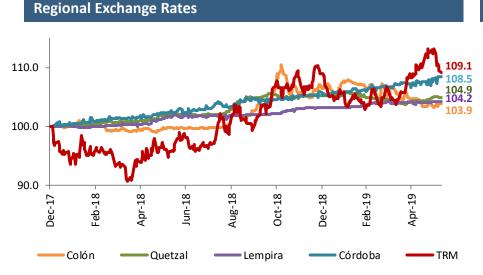


## Central American countries continue to have a robust growth outlook, set to benefit from positive momentum in the US economy



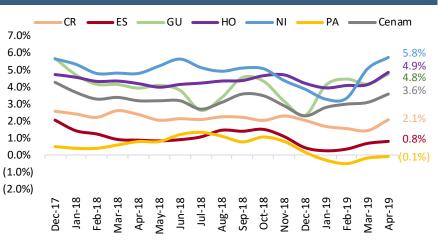
Source: For year 2018, Central Banks, INEC Panamá, US Bureau of Economic Analysis. For expected year 2019, IMF WEO Apr-19; (\*) Aggregate growth of all the Central American countries

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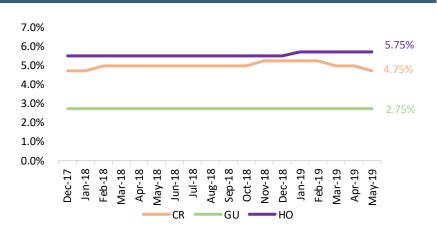
Source: Bloomberg CR: Costa Rica, ES: el Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panamá

### **Inflation per Country**



Source: SECMCA. CR: Costa Rica, ES: El Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panama. Central America's inflation as of December 2018.

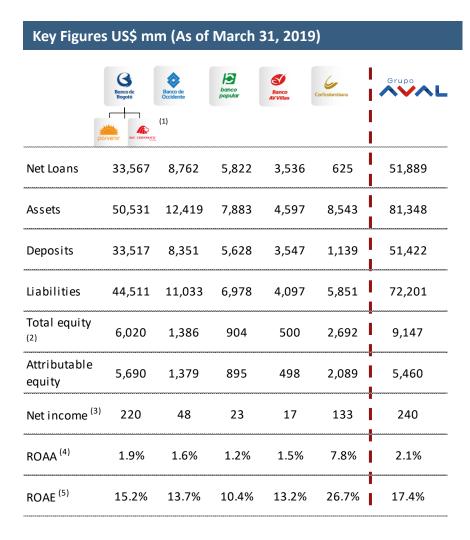
#### **Central Banks' Interest Rates**

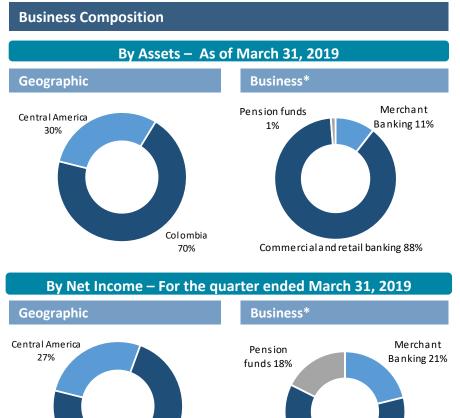






## Grupo Aval's diverse sources of value generation





Colombia 73%

Source: Unaudited company filings under IFRS. (1) Companies that consolidate into Banco de Bogotá; (2) Includes equity attributable to the owners of the parent and non-controlling interest; (3) Net income attributable to the owners of the parent; (4) ROAA calculated as net income before non-controlling interest divided by average assets (total assets at 4Q18 and 1Q19 divided by two); (5) ROAE calculated as net income attributable to owners of the parent divided by average equity attributable to owners of the parent (equity attributable to owners of the parent company at 4Q18 and 1Q19 divided by two); Figures were converted with the representative market rates as computed and certified by the Superintendency of Finance of Ps 3,174.79 as of March 31. 2019.

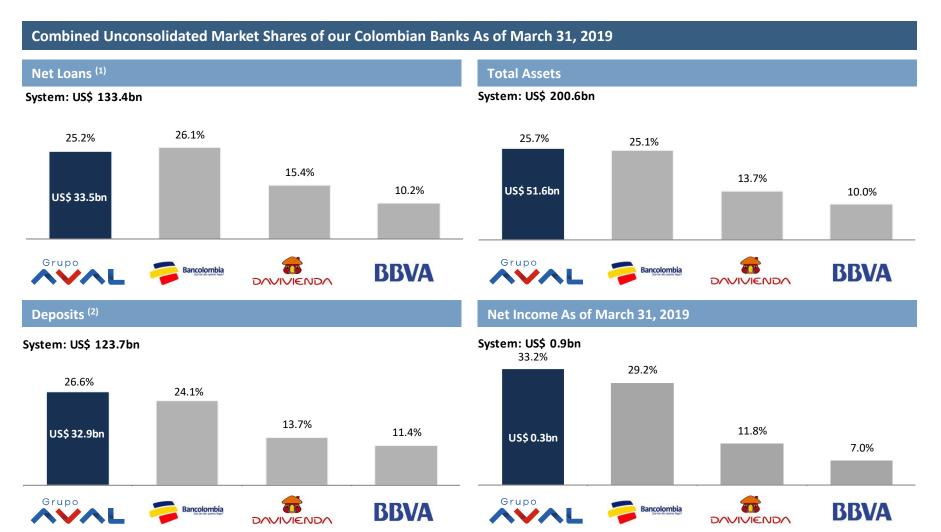


Commercial and retail banking 61%

<sup>\*</sup> Eliminations are accounted for in the commercial and retail banking business.



## Grupo Aval continues to be the leader in the Colombian market



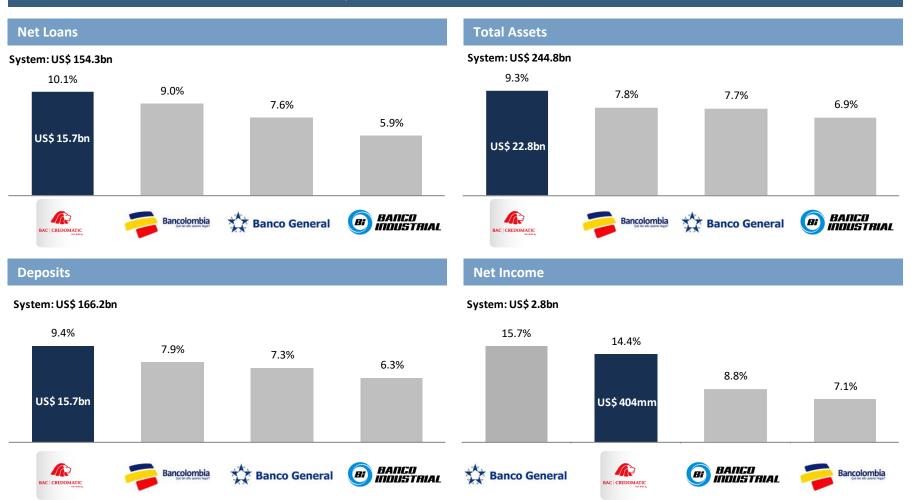
Source: Unconsolidated information under IFRS filed with the Superintendency of Finance and published monthly; As of March 31, 2019. System: Sum of banks. Grupo Aval is the sum of Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas. Figures were converted with the representative market rates as computed and certified by the Superintendency of Finance of Ps 3,174.79 as of March 31, 2019. (1) Figures refer to net loans and leases excluding interbank & overnight funds for comparative purposes; (2) Deposits are calculated as checking accounts, savings accounts and time deposits.





## Through BAC Credomatic, Grupo Aval is the largest and one of the most profitable regional players in Central America

#### Central America Market Share As of December 31, 2019

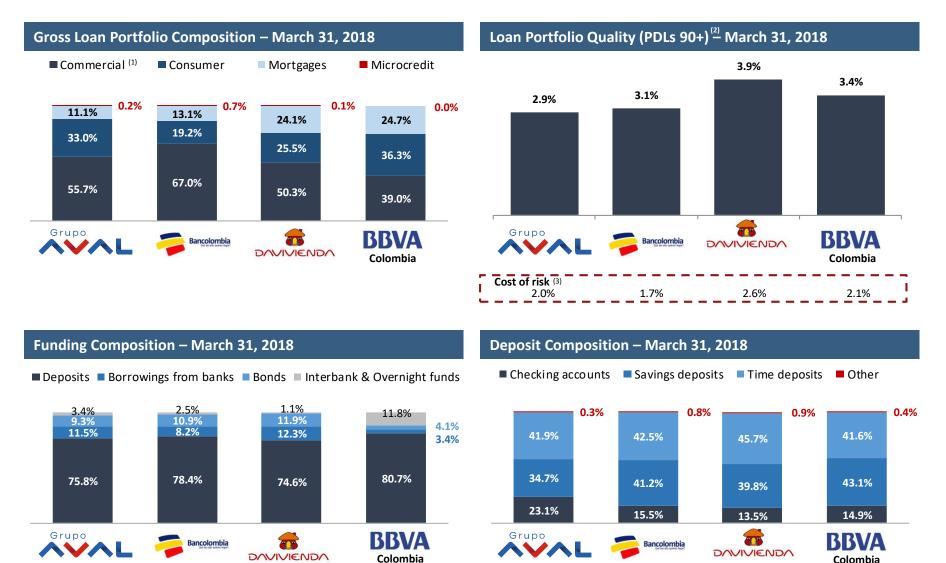


Source: Company filings. Calculated based on publicly disclosed data aggregated from the local Superintendencies of Costa Rica, Honduras, El Salvador, Guatemala, Nicaragua and Panama. BAC Credomatic's net income reflects BAC Credomatic International's results, since it acts as the regional holding company in Panama. Market share is determined based on the sum of each bank's consolidated operations in the aforementioned countries. Bancolombia includes Banistmo (Panama), Bancolombia (Panama), Grupo Agromercantil (Guatemala) and Banco Agricola (Salvador).





### Grupo Aval remains a strong competitor among its peers



Deposits / Net loans

99.1%

85.7%

82.2%

Source: Consolidated figures based on company filings as of March, 2019. Figures were converted with the representative market rate as computed and certified by the Superintendency of Finance of Ps 3,174.79 As of March 31, 2019. [1] Excludes interbank & overnight funds and others;12 Consolidated loans 90+ days past due for commercial, consumer and microcredit loans and 120+ days past due for mortgages, for BBVA on an unconsolidated capital only basis as reported to the Superintendency of Finance; (3) Calculated as 3-month Impairment loss net of recoveries of charged-off assets divided by Average gross loans (YTD) excluding interbank and overnight funds.

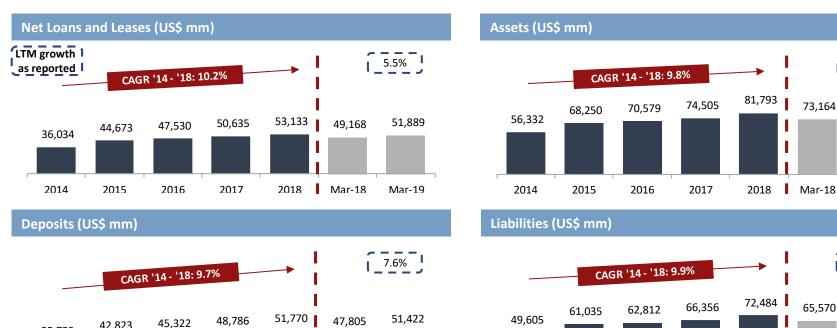


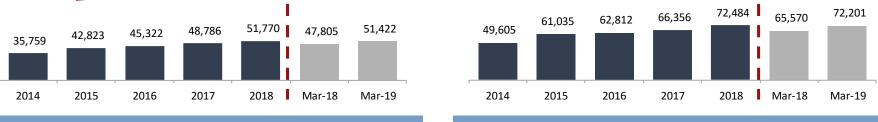
Colombia

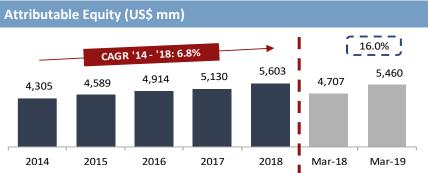
102.5%

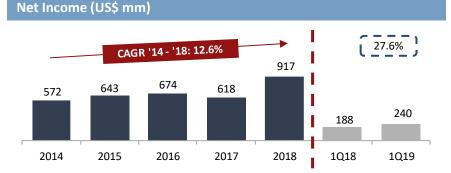


## Grupo Aval's track record of consolidated results (1/2)









Source: Company filings. Consolidated results of Grupo Aval. All figures were converted with the representative market rate as computed and certified by the Superintendency of Finance of Ps 3,174.79 As of March 31, 2019, to maintain comparability.

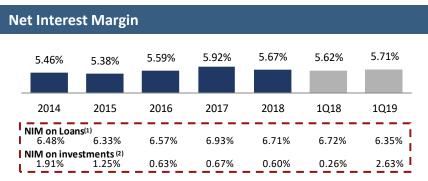


81,348

Mar-19



## Grupo Aval's track record of consolidated results (2/2)



NIM: Net interest income divided by total average interest-earning assets (for 2014 through 2018 according to 20-F and for quarters total interest-earning assets at 4Q and 1Q divided by two).

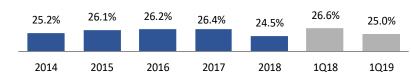
#### **Efficiency and Cost to Assets** 49.9% 50.1% 49.6% 49.5% 49.0% 45.7% 44.7% 2014 2015 2016 2017 2018 1018 1019 Cost to assets 3.8% 3.7% 3.8% 3.9% 3.9% 3.7% 3.5%

Efficiency and Cost to assets: Cost to income efficiency ratio is calculated as total other expenses divided by net interest income plus net income from commissions and fees, net income from sales of goods and services, net trading income, net income from other financial instruments mandatory at FVTPL and total other income and cost to assets as total other expenses divided by average total assets (five quarter average for 2014 through 2018 and for quarters total assets at 4Q and 1Q divided by two). Both calculations exclude the full wealth tax from expenses.



Calculated as income before non-controlling interest divided by average assets (for 2014 through 2018 according to 20-F and for quarters total assets at 4Q and 1Q divided by two).

#### **Fee Income Ratio**



Fee Income ratio: Net fee income divided by total operating income before net provisions excluding other operating income.

#### Cost of Risk

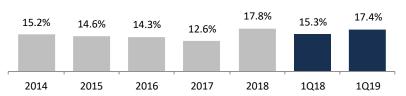


Cost of Risk: Impairment loss on loans and other accounts receivable net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds (for 2014 through 2018 according to 20-F and for quarters total assets at 4Q and 10 divided by two).

#### Charge-offs / Average Gross Loans



#### ROAE



Calculated as net income attributable to owners of the parent divided by average equity attributable to owners of the parent (for 2014 through 2018 according to 20-F and for quarters equity attributable to owners of the parent at 4Q and 1Q divided by two).

G

Source: Company filings. (1) Net Interest Income on Loans to Average loans and financial leases; (2) Net Interest income on fixed income securities at FVOCI and AC, net trading income from equity and fixed income investment securities at FVTPL and on interbank and overnight funds to Average investments and Interbank and overnight funds; (3) PDLs +90 days on commercial, consumer, mortgages and microcredit.

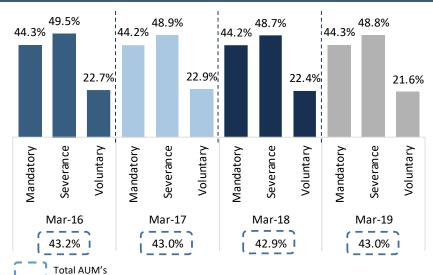


### > Porvenir is the leading private pension and severance fund manager in Colombia

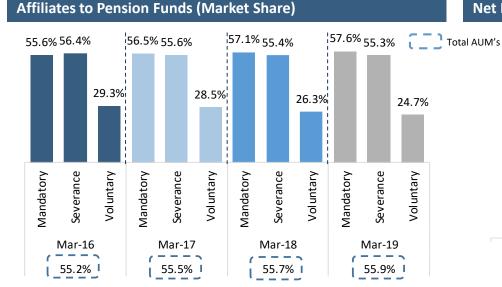
#### Assets Under Management and profitability (US\$ Bn)

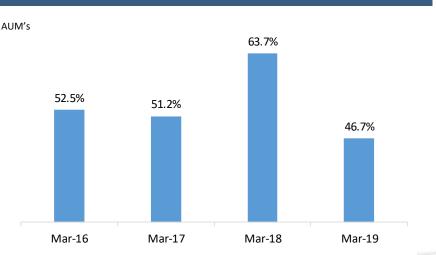
	Mar-16	Mar-17	Mar-18	Mar-19
Mandatory	24.1	27.7	31.2	35.0
Severance	1.8	2.0	2.2	2.4
Voluntary	1.0	1.1	1.2	1.3
Total AUMs (US\$ Bn)	26.9	30.8	34.6	38.6
Net Income (US\$ mm)*	32.3	35.4	26.2	52.3
ROAE**				32.6%

### **Assets Under Management (Market Share)**



#### **Net Income (Market Share)**





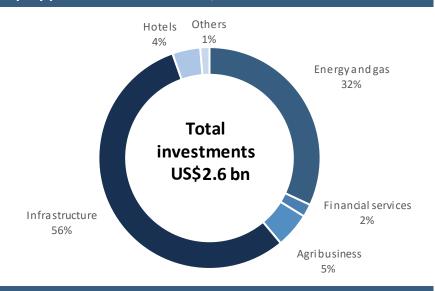


<sup>\*</sup>Net income for the three months period as of March 2019. \*\*Calculated as net income divided by average equity (12 months average equity for December-18)

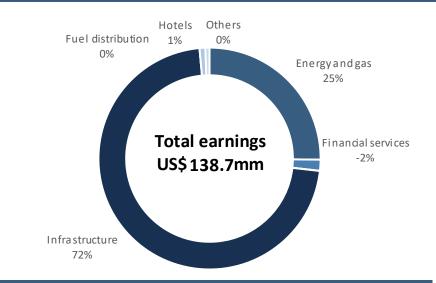


### Corficolombiana invests in multiple industries reflecting the Colombian economy

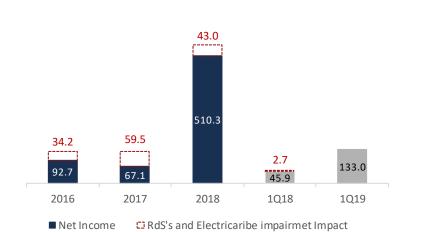
#### Equity portfolio As of March 31, 2019



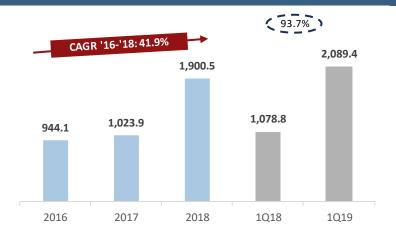
#### Net Income contribution As of March 31, 2019



#### **Net Income (Consolidated)**



#### **Total Attributable Equity (Consolidated)**







## Recent evolution of our banks' consolidated solvency ratios

#### **Consolidated Solvency Ratios of our Banks**

