

























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 compliance with securities regulation in Colombia and applicable U.S. securities regulation.

All of our banking subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas), Porvenir and Corficolombiana, are subject to inspection and supervision as financial institutions by the Superintendency of Finance. Grupo Aval is now also subject to the inspection and supervision of the Superintendency of Finance as a result of Law 1870 of 2017, also known as Law of Financial Conglomerates, which came in effect on February 6, 2019. Grupo Aval, as the holding company of its financial conglomerate is responsible for the compliance with capital adequacy requirements, corporate governance standards, risk management and internal control and criteria for identifying, managing and revealing conflicts of interest, applicable to its financial conglomerate.

The 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. Full year and quarterly results for 2018 are not comparable to previous periods due to the prospective adoption in Colombia of IFRS 9 and IFRS 15 starting in January 1, 2018.

This report includes forward-looking statements. In some cases, you can identify these forward-looking statements by words such as "may," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of these and other comparable words. Actual results and events may differ materially from those anticipated herein as a consequence of changes in general, economic and business conditions, changes in interest and currency rates and other risk described from time to time in our filings with the Registro Nacional de Valores y Emisores and the SEC. Recipients of this document are responsible for the assessment and use of the information provided herein. Matters described in this presentation and our knowledge of them may change extensively and materially over time but we expressly disclaim any obligation to review, update or correct the information provided in this report, including any forward looking statements, and do not intend to provide any update for such material developments prior to our next earnings report. The content of this document and the figures included herein are intended to provide a summary of the subjects discussed rather than a comprehensive description.

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



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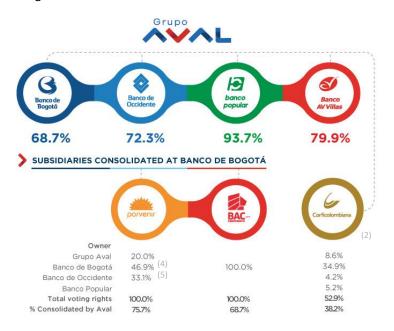
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Information as of December 31st, 2018

#### **Our Operations**

We are the largest financial group in Colombia and one of the leading banking groups in Central America with over Ps. 259.7 trillions in total assets and 498.3 trillions<sup>(1)</sup> in assets under management



- We have more than 15.6 million banking clients (12.1 in Colombia and 3.6 in Central America) which we serve through a wide banking network with 1,382 branches and 3,508 ATM's in Colombia, as well as 742 branches (6) and 2,062 ATM's in Central America
- We are the only regionally integrated banking player in Central America
- Within our portfolio we have a merchant bank and a pension and severance fund manager in Colombia

#### **Diversified Business Platform**



- Full-service with nationwide coverage
- Leader in the commercial lending business (16% market share (3))



- Focus on enterprise customers and affluent segments
- Leading presence in the southwest region of Colombia and in niche products such as auto loans and leasing



- Market leader in payroll loans
- Leading provider of financial solutions to government entities throughout Colombia



- Consumer-focused bank
- Targets mid-income segments of the populations



- Leading Central American bank
- Full-service financial institution with the leading credit card issuance and merchant-acquiring franchises in the region



- Leading merchant bank in Colombia
- Actively managed equity portfolio in key Colombian economy sectors such as infrastructure, energy and gas, hotels and agrobusiness



- Leading private pension and severance fund manager in Colombia
- Leader in assets under management (mandatory, voluntary and severances) with a 43% market share and 13.3 million affiliates



 Defines guiding principles and strategy that create value for its subsidiaries and shareholders through multi-brand management, capital adequacy analysis, M&A execution, budget and control, risk management, shared services and compliance.



| NAME   | NUMBER OF COMMON SHARES | NUMBER OF PREFERRED SHARES | TOTAL NUMBER OF SHARES | %OWNED |
|--|-------------------------|----------------------------|------------------------|--------|
| ADMINEGOCIOS S.A.S.                              | 6,092,163,513           | 25,309,753                 | 6,117,473,266          | 27.5%  |
| ACTIUNIDOS S.A.                                  | 3,028,922,128           | 687,451,726                | 3,716,373,854          | 16.7%  |
| L ZUQUE S.A.                                     | 561,052,547             | 958,153,905                | 1,519,206,452          | 6.8%   |
| PMORGAN CHASE BANK NA FBO HOLDERS OF DR(AVAL ADR | -                       | 1,398,845,560              | 1,398,845,560          | 6.3%   |
| NVERSIONES ESCORIAL S.A.                         | 1,270,118,990           | -                          | 1,270,118,990          | 5.7%   |
| OCINEG S.A                                       | 532,546,743             | 683,851,342                | 1,216,398,085          | 5.5%   |
| AMINVERSIONES S.A.                               | 631,496,256             | 497,711,356                | 1,129,207,612          | 5.1%   |
| NTRASSETS TRADING S A                            | 986,514,816             | -                          | 986,514,816            | 4.4%   |
| RENDIFIN S.A                                     | 636,198,157             | 164,660,421                | 800,858,578            | 3.6%   |
| NVERSEGOVIA S.A.                                 | 403,605,252             | -                          | 403,605,252            | 1.8%   |
| ARA ALBARRACIN MANUEL GUILLERMO                  | 70,152,453              | 262,058,754                | 332,211,207            | 1.5%   |
| NVERPROGRESO S.A.                                | 295,254,441             | 16,760,770                 | 312,015,211            | 1.4%   |
| NEGOCIOS Y BIENES S.A.S                          | 278,007,490             | 13                         | 278,007,503            | 1.2%   |
| ONDO BURSATIL ISHARES COLCAP                     | 23,476,629              | 187,070,688                | 210,547,317            | 0.9%   |
| DO DE PENSIONES OBLIGATORIAS PROTECCION MODERADO | 18,246,267              | 138,911,972                | 157,158,239            | 0.7%   |
| 'ELEZ TRUJILLO INES HELENA                       | 4,525,733               | 79,722,559                 | 84,248,292             | 0.4%   |
| MULTIASSETS INVESTMENTS S A                      | 10,249,964              | 68,212,418                 | 78,462,382             | 0.4%   |
| ANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND     | -                       | 60,701,337                 | 60,701,337             | 0.3%   |
| BU DHABI INVESTMENT AUTHORITY J.P. MORGAN        | -                       | 54,194,365                 | 54,194,365             | 0.2%   |
| ATRIMONIO AUTONOMO FC - KOV017                   | -                       | 54,000,000                 | 54,000,000             | 0.2%   |
| ANGUARD EMERGING MARKERTS STOCK INDEX FUND       | -                       | 49,487,050                 | 49,487,050             | 0.2%   |
| ONDO BURSATIL HORIZONS COLOMBIA SELECT DE S&P    | -                       | 48,527,156                 | 48,527,156             | 0.2%   |
| SHARES CORE MSCI EMERGING MARKETS ETF            | -                       | 37,717,874                 | 37,717,874             | 0.2%   |
| HARES AND BUSINESS INC.                          | 37,541,216              | -                          | 37,541,216             | 0.2%   |
| OL-P30 FONDO DE PENSIONES PROTECCION             | -                       | 35,475,002                 | 35,475,002             | 0.2%   |
| Other shareholders with less participation       | 284,744,101             | 1,607,376,442              | 1,892,120,543          | 8.5%   |

The company has 22,281,017,159 shares outstanding





Our business model is founded in a multi-brand strategy, which allows us to materialize on the individual strengths of each of our subsidiaries, as well as their specific experience and positioning in the different types of products, geographic locations and customer profiles. We work in an articulated manner (capitalizing on opportunities for synergies and the transfer of best practices) and aligned to the strategic focus of the holding company.





## >>>> Our Employees

VP of Accounting

María Edith González

and Projects

Leopoldo Vásquez

**Executive Officers** 

One of our main structural strengths is to have a directive and managerial team (at all levels) with the technical qualifications and ideal experience to lead the largest financial group in Colombia and Central America. To be consistent with our strategic approach, we value the experience, we prioritize the well-being of our employees and we encourage their professional and personal development.

Employees<sup>1</sup>

#### GENERAL SHAREHOLDERS MEETING External Auditor >>> KPMG >> **Board of Directors** >> >> **Audit Committee** AVAL Banco de Occidente Porvenir Banco AV Villas President and CEO Luis Carlos Sarmiento Gutiérrez **>>** *>>* Chief of Internal Control Internal Audit Officer **>>** Luz Karime Vargas >> >> **>>** >> Chief Digital Officer Chief Strategy Officer Chief Financial Officer Chief Risk Officer Chief of Shared (CRO) Services Ana Margarita Albir Diego Solano Diego Rodríguez Rodolfo Vélez >> >> >> >> >> VP of Operational VP of Marketing VP of Financial Planning VP of Infraestructure Chief Legal Counsel and Investor Relations and Regulatory José Manuel Ayerbe and Security Jorge Rincón Risk Management Tatiana Uribe Jorge Giraldo Edgar Lasso >> Banco de Bogotá Banco Popular **Bac Credomatic** Corficolombiana >> >> VP of Planning



TOTAL EMPLOYEES

24,056

TOTAL EMPLOYEES

67,135

VP of IT Projects

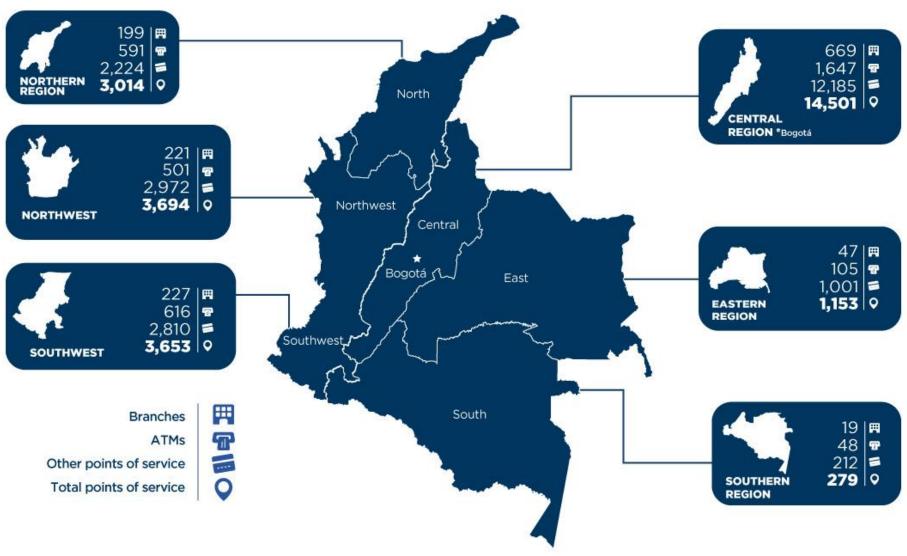
Rodrigo Villaneda

>>

VP of IT Procurement María José Arango

VP of Innovation and Technology Architecture Fabio Cardona

## Our network in Colombia



Through our more than **26,294** points of service and with the support of **67,135** employees in Colombia, we provide services to **12.1** million banking customers and **13.3** million affiliates to our pension and severance funds.

## >>>> Our network in Central America



In Central America we have more than **11,450** points of service and **24,056** employees. We serve **3.6** million customers in the region.



## Advances in digital development

In 2018, Aval Digital Labs was consolidated as a strategic platform that leads the digital transformation of Grupo Aval. Its purpose is to generate value added offers that digitally empower both users and collaborators. ADL started a robust ecosystem of digital transformation, identifying and facilitating synergies, aligning efforts and strengthening the digital capabilities of each of our financial subsidiaries

#### **Work fronts** Disruptive Digitalization **Innovation** Responsible for aligning Development of an the strategy and digital analytical strategy route, enhancing End-to-end aligned with the business Generation of nontransformation of user existent services or synergies, removing vision that allows the experiences with an agile implementation of products through obstacles and developing way of working that innovative processes digital talent predictive models delivers and evolves digital products Strategic Team **Analytics**

"Digital channels" in Banco de Bogotá. In 2018, transaction in digital channels increase its participation on total transaction from 56.5% in 2017 to 73.5% in 2018.

"Digital credit cards" in Banco AV Villas allows the online approval of credits online and a first purchase option.

"Occiauto Digital" in Banco de Occidente is the only solution in the Colombian financial market that approves auto loans in 7 minutes and is offered by auto dealerships national wide.

"Digital Payroll loans" in Banco **Popular** approves payroll loans in less than 10 minutes. The disbursement is made in less than 24 hours.



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



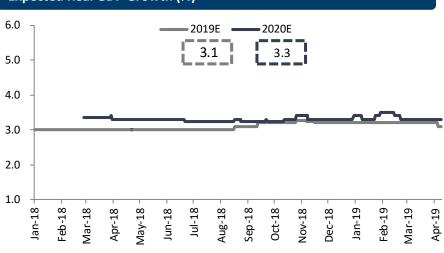


Source: DANE. Seasonally adjusted, constant prices of 2015 GDP

#### Inflation

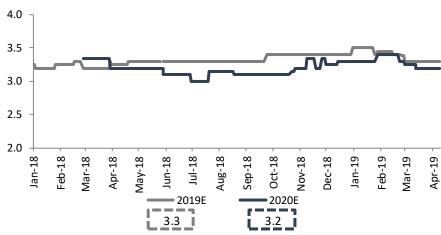


**Expected Real GDP Growth (%)** 



Source: Bloomberg Consensus

#### Inflation Expectation (%)



Source: Banco de la República de Colombia and DANE.

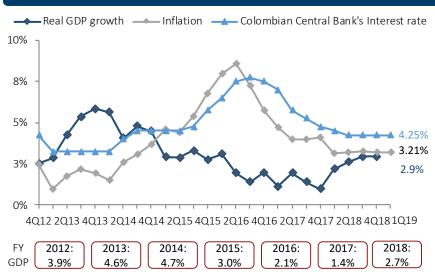




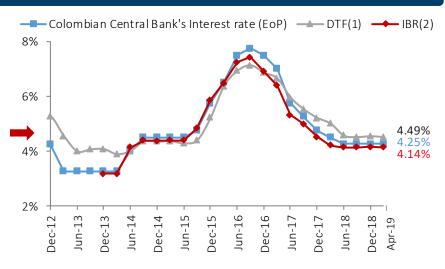


## The Colombian economy's fundamentals are trending in the right direction (2/3)

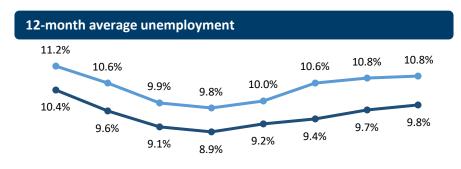
## **Central Bank's Monetary Policy**



Source: Banco de la República de Colombia and DANE. GDP as of December 2018. GDP Seasonally-adjusted, constant prices (2015 basis)



Source: Banco de la República de Colombia. (1)Current weekly DTF rate (2) Current weekly 3-month interbank (IBR) rate





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

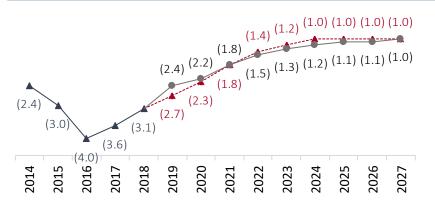






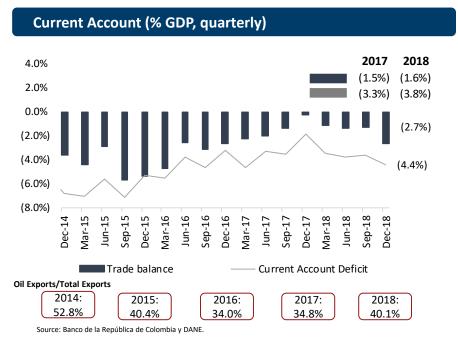
## The Colombian economy's fundamentals are trending in the right direction (3/3)





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

Source: Ministry of Finance. Projections start in 2019.



**Central Bank's Monetary Policy** 3,200 3.000 2.800 2,600 2,400 2,200 **FY18 vs. FY17** 2,000 2Q15 3Q15 4Q15 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 4Q14 1Q15 End of Period 8.9% 2,972.2 End of Period 2,598.4 2,598.7 3,086.8 3,149.5 3,000.6 2,919.0 2,880.1 3,000.7 2,885.6 3,050.4 2,936.7 2,984.0 2,780.5 2,930.8 3,249.8 2,173.0 2,470.2 2,496.4 2,938.9 3,061.7 3,263.5 2,993.0 2,949.0 3,016.1 2,924.3 2,920.3 2,974.6 2,985.9 2,860.3 2,839.0 2,961.0 3,161.0 Yearly Average 0.2% Yearly Average 2,000.7 2,951.15 2,956.55 2,746.47 3,053.42

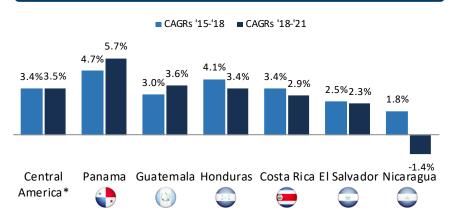
Source: Banco de la República de Colombia





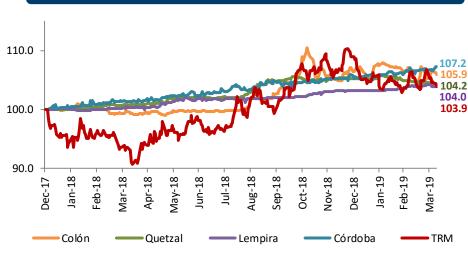
# Central American countries continue to have a robust growth outlook, set to benefit of from positive momentum in the US economy



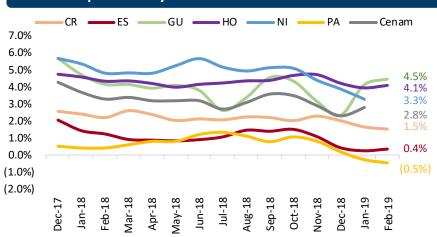


Source: IMF WEO Apr-19; (\*) Aggregate growth of all the Central American countries

## **Regional Exchange Rates**

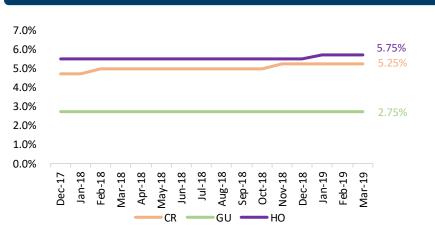


Inflation per Country



Source: SECMCA. CR: Costa Rica, ES: El Salvador, GU: Guatemala, HO: Honduras, NI: Nicaragua, PA: Panama. Central America and Nicaragua as of January 2019.

## **Central Banks' Interest Rates**



Source: SECMCA.



Source: Bloomberg

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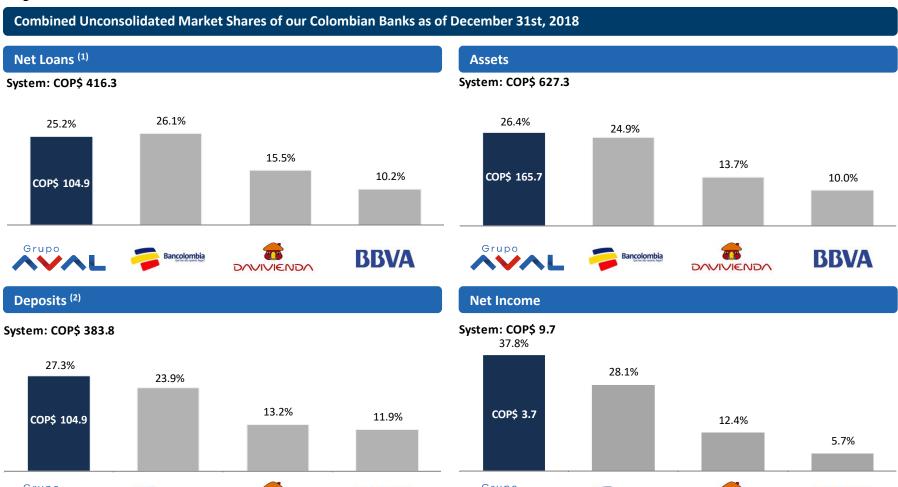


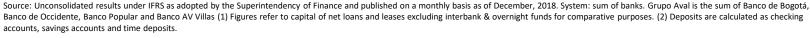




## Grupo Aval continues to be a clear leader in the Colombian market

Figures in Ps. trillion





**BBVA** 

VQNJINIVQ



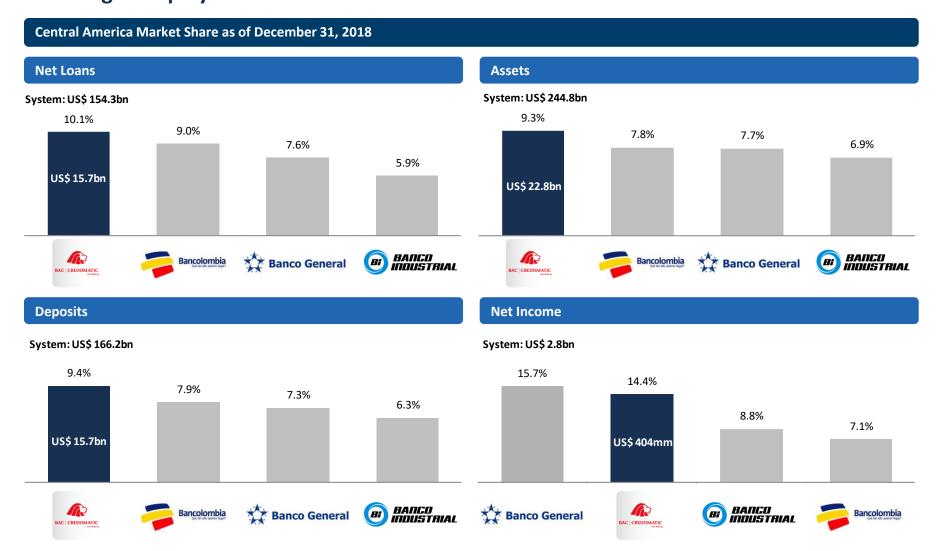
**BBVA** 

DAVIVIENDA



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







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## **>>>>**

# Our combined Colombian operation has shown strong results in the past years... (1/3)

Combined Unconsolidated Results of our Colombian Banks as of December 31st, 2018 (Ps. Trillions)(1)

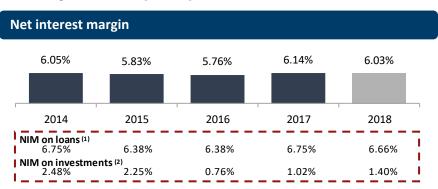


Source: Company filings. (1) Aggregated unconsolidated results of Grupo Aval banks. Figures for 2014 are reported under Colombian Banking GAAP. Figures for 2015 and over are reported under IFRS as adopted by the Superintendency of Finance. (2) Excludes the non-recurring effect of Ps. 729.8 billion driven by the reclassification of Banco de Occidente's investment in Corficolombiana from its available for sale portfolio, to its trading portfolio, and by the sale of part of these shares to Grupo Aval. (3) Excludes PS 236.2 billion extraordinary effect of dividends and equity method during the first half of 2015. (4) Adjusted for the non-recurring effect of Ps. 2.2 trillion associated with the deconsolidation of Corficolombiana at Banco de Bogotá.

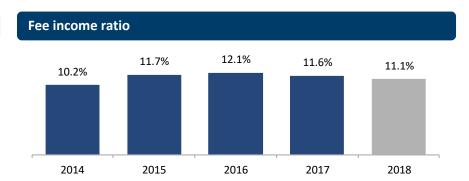




# Our combined Colombian operation has shown strong results in the past years... (2/3)

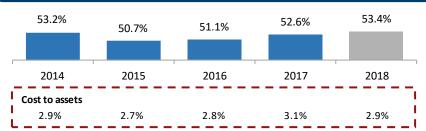


NIM calculated as Net interest income divided by total average interest-earning assets (Averages of 12 monthly averages for years)



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

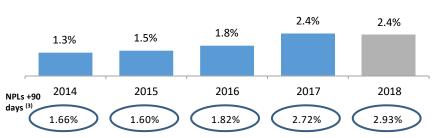
#### **Efficiency and Cost to assets**



Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (Averages of 12 monthly averages for years) for cost to assets. Excludes costs that do not impact Grupo Aval's consolidated financials for Ps. 41 bn in 2014, Ps. 50 bn in 2015, Ps. 52 bn in 2016, Ps. 214 bn in 2017 and Ps. 264 bn in 2018.

#### Cost of risk

**ROAE** 

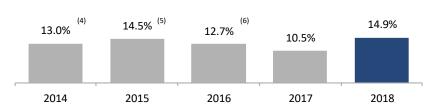


Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by average gross loans excluding interbank and overnight funds (Averages of 12 monthly averages for years)

#### **ROAA**



Calculated as income before non-controlling interest divided by average assets (Averages of 12 monthly averages for years)



Calculated as net income divided by average equity attributable to owners of the parent company (Averages of 12 monthly averages for years)

Source: Company filings. Figures for 2014 are reported under Colombian Banking GAAP. Figures for 2015 and over are reported under IFRS as adopted by the Superintendency of Finance. (1) Net Interest Income on Loans to Average loans and financial leases; (2) Net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit and on interbank and overnight funds; (3) NPLS are +90 days for commercial, consumer and microcredit loans and +120 for mortgages loans. Figures exclude interest accounts receivable. (6) Combined figures for 2014 exclude the non-recurring effect of Ps. 728, billion driven by the reclassification of Banco de Occidente's investment in Corficolombiana from its available for sale portfolio, and by the sale of part of these shares to Grupo Aval. (5) Combined figures for 2015 were adjusted for the Ps. 236.2 billion extraordinary effect of dividends and equity method during the first half of the year (6) Combined figures for 2016 were adjusted for the non-recurring effect of Ps. 2.2 trillion associated with the deconsolidation of Corficolombiana at Banco de Bogotá.





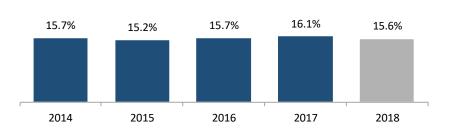
## Our combined Colombian operation has shown strong historic results in the 4 past years... (3/3)





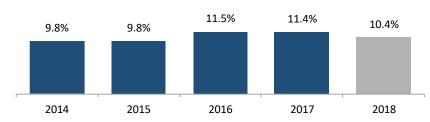
Yield on Commercial Loans calculated as commercial loan portfolio interest income excluding interbank & overnight funds divided by total average loans (Averages of 12 monthly averages for years)

#### **Yield on Consumer Loans**



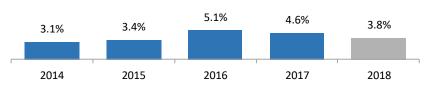
Yield on Consumer Loans calculated as consumer loan portfolio interest income excluding residential mortgages divided by total average loans (Averages of 12 monthly averages for years)

#### **Yield on Loans**



Yield on Loans calculated as loan portfolio interest excluding interbank & overnight funds divided by total average loans (Averages of 12 monthly averages for years)

#### **Cost of funds**



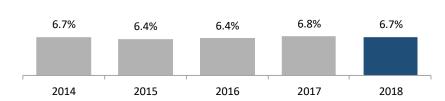
Cost of funds calculated as total interest expense divided by total funds. Funds includes deposits, interbank borrowings and overnight funds, borrowings from banks and others, bonds and borrowings from development entities (Averages of 12 monthly averages for years)

#### **Yield on Investments**



Calculated as net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit to Average securities (Averages of 12 monthly averages for years)

## Spread (Loans - Funds)

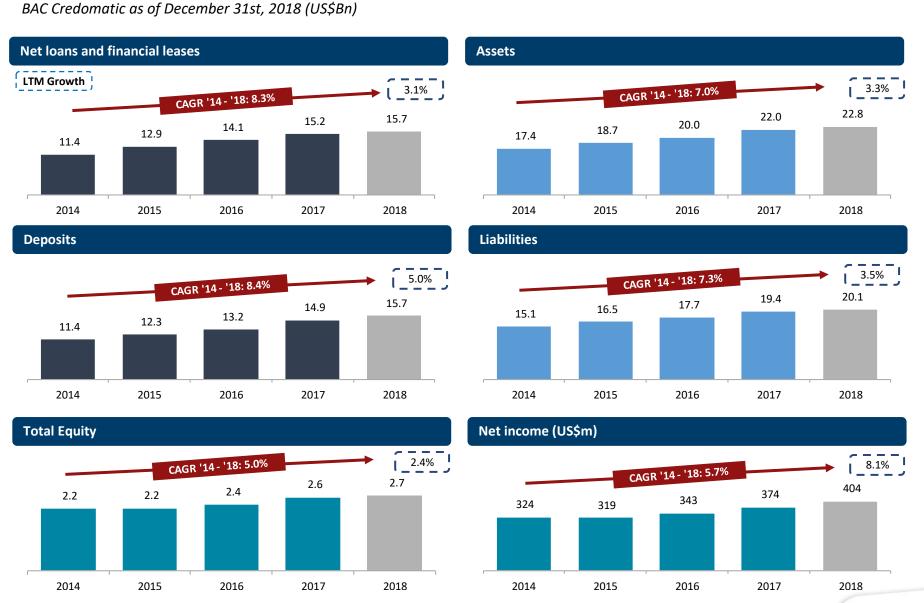


Calculated as Yield on Loans minus Cost of Funds





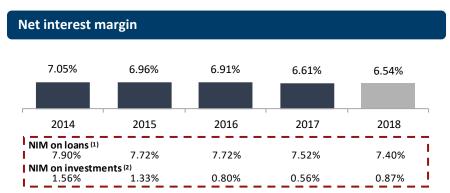








## Our Central American operation show a strong track record of growth (2/3)



NIM calculated as Net interest income divided by total average interest-earning assets (5 quarters average for years)

# 54.8% 56.2% 54.7% 51.3% 50.8% 2014 2015 2016 2017 2018 Cost to assets 5.0% 5.1% 5.1% 4.8% 4.8%

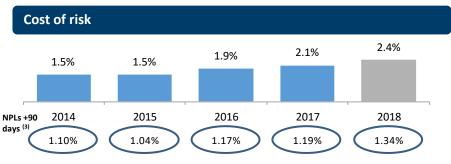
Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (13 months average for years) for cost to assets



Calculated as income before non-controlling interest divided by average assets (13 months average for years)



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



Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds (13 months average for years)



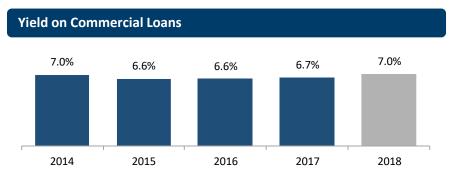
Calculated as net income divided by average equity attributable to owners of the parent company (13 months average for years of equity attributable to owners of the parent company)







## Our Central American operation show a strong track record of growth (3/3)



Yield on Commercial Loans calculated as commercial loan portfolio interest income excluding interbank & overnight funds divided by commercial loans (5 quarters average for years)



Yield on Loans calculated as loan portfolio interest excluding interbank & overnight funds divided by total average loans (5 quarters average for years)

#### **Yield on Investments**



Calculated as net Interest income on fixed income securities, net trading income from equity and fixed income investment securities held for trading through profit to Average securities



Yield on Consumer Loans calculated as consumer loan portfolio interest income excluding residential mortgages divided by consumer average loans (5 quarters average for years)

2016

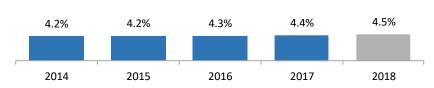
2017

2018

2015

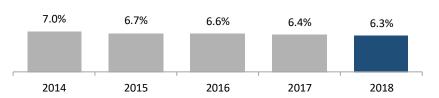
#### **Cost of funds**

2014



Cost of funds calculated as total interest expense divided by total funds. Funds includes deposits, interbank borrowings and overnight funds, borrowings from banks and others, bonds and borrowings from development entities (5 quarters average for years)

## Spread (Loans – Funds)



Calculated as Yield on Loans minus Cost of Funds



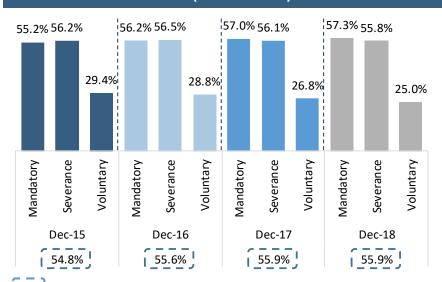


## Porvenir is the leading private pension and severance fund manager in Colombia

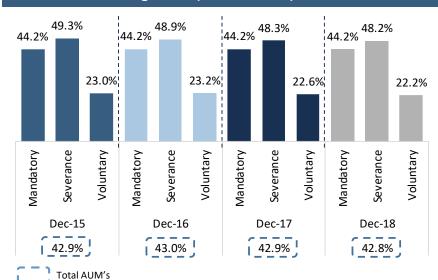
## Assets Under Management and profitability (Ps\$ tn)

|                    | Dec-15 | Dec-16 | Dec-17 | Dec-18 |
|--------------------|--------|--------|--------|--------|
| Mandatory          | 73.7   | 84.4   | 100.4  | 103.7  |
| Severance          | 4.0    | 4.5    | 5.1    | 5.2    |
| Voluntary          | 3.1    | 3.4    | 3.9    | 4.0    |
| Total AUMs         | 80.8   | 92.3   | 109.3  | 112.9  |
| Net Income (Ps bn) | 277    | 355    | 422    | 360    |
| ROAE*              | 22.3%  | 25.3%  | 25.5%  | 19.1%  |

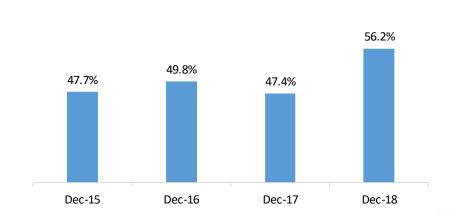
## **Affiliates to Pension Funds (Market Share)**



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



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





<sup>\*</sup>Calculated as net income divided by average equity (12 months average equity)



# Corficolombiana invests in multiple industries reflecting the Colombian economy

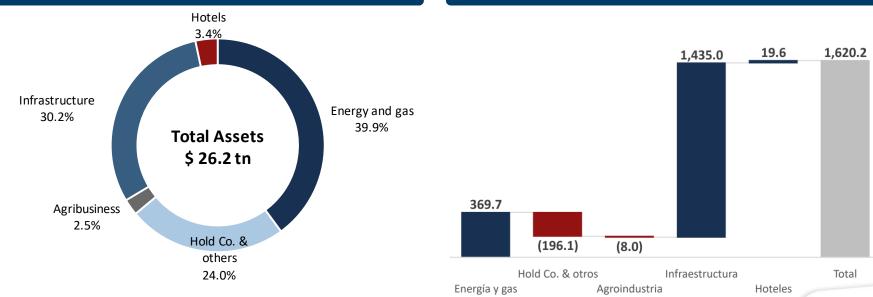








## Net income by sector as of December 31st, 2018



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- Financial system in Colombia and Central America
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- 5 Grupo Aval's historical consolidated financial performance

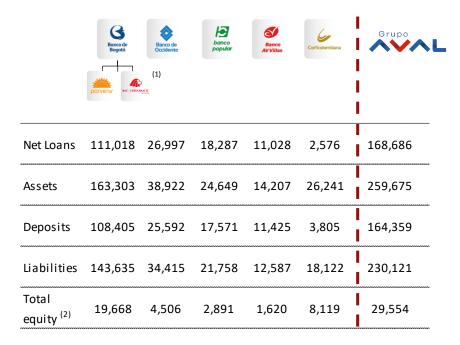


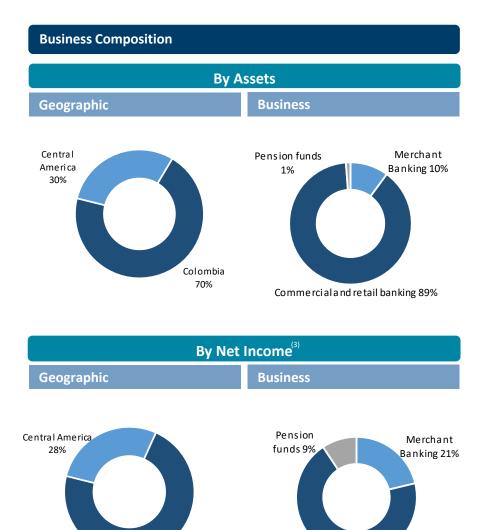


## **Grupo Aval's diverse sources of value generation**

Information as of December 31st, 2018

Key Figures in Ps. Billions as of December 31, 2018





Colombia 72%



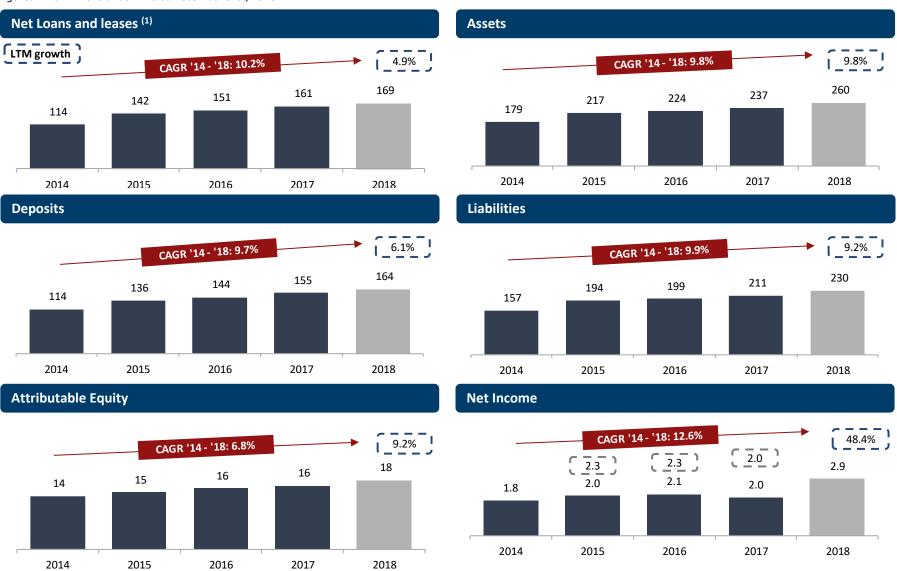
Commercial and retail banking 69%



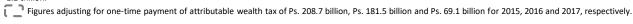
## Grupo Aval's track record of consolidated results (1/2)

5

Figures in Ps. Trillions under IFRS as December 31st, 2018



Source: Company filings. Figures for 2014 and over are reported under IFRS. (1) Figures refer to net loans and leases including interbank & overnight fund, includes adoption of IFRS 9 on January 1, 2018 for Ps 1.2 trillion.



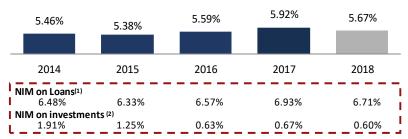






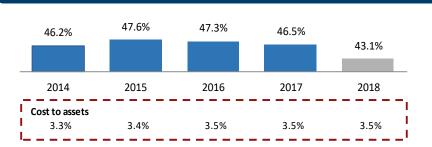
## Grupo Aval's track record of consolidated results (2/2)

#### **Net Interest Margin**



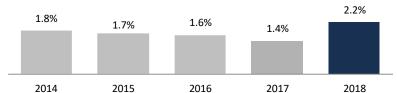
NIM calculated as Net interest income divided by total average interest-earning assets (for 2015, 2016, 2017 and 2018 according to 20-F).

#### **Efficiency**



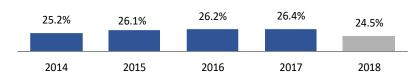
Efficiency and Cost to assets: Calculated as operating expenses before depreciation and amortization divided by total operating income for efficiency and divided by average total assets (for 2015, 2016, 2017 and 2018 according to 20-F) for cost to assets. Both calculations exclude the full wealth tax from operating expenses.

#### **ROAA**



Calculated as income before non-controlling interest divided by average (for 2015, 2016, 2017 and 2018 according to 20-F).

#### Fee income ratio



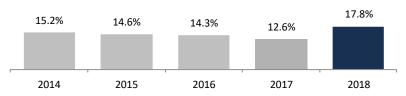
Fee Income ratio: net fee income divided by total operating income before net provisions excluding other operating income.



Cost of Risk: Impairment loss net of recoveries of charged-off assets divided by Average gross loans excluding interbank and overnight funds (for 2015, 2016, 2017 and 2018 according to 20-F).

# Charge-offs/Average gross loans 1.3% 1.3% 1.6% 1.7% 1.9% 2014 2015 2016 2017 2018

#### ROAE



Calculated as net income attributable to owners of the parent company divided by average equity attributable to owners of the parent company (for 2015, 2016, 2017 and 2018 according to 20-F).



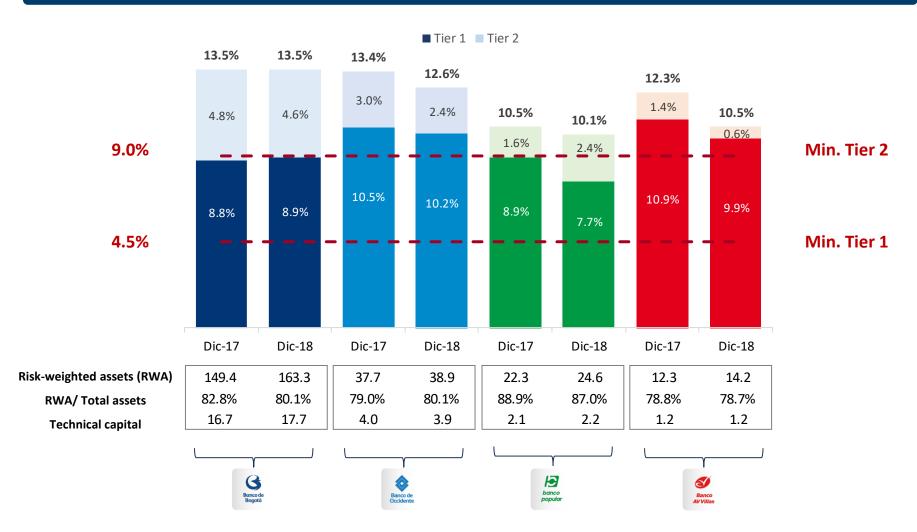


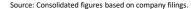
## Recent evolution of our banks' consolidated solvency ratios

5

Figures in Ps. Trillions under IFRS as December 31st, 2018

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









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