

# Monthly report of unconsolidated results of our banking operation in Colombia under Colombian Banking GAAP

### March, 2013

### Disclaimer

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These results are exclusively provided for informational purposes and contain the unconsolidated financial statements of our four Colombian banking subsidiaries (Banco de Bogotá, Banco de Occidente, Banco Popular and Banco AV Villas, together, the "Banks") as reported to the Superintendency of Finance, and the combined financial statements of the unconsolidated results of our Banks, which reflect approximately 80% of the consolidated results of Grupo Aval. These unconsolidated financial statements do not reflect the consolidation process of subsidiaries such as Corficolombiana, Porvenir or BAC Credomatic, are not intended to reflect the consolidated financial statements of Grupo Aval and are not necessarily indicative of the results for any other future interim period.

Even though, the information herein has not been audited, financial statements and other financial data included in this report is prepared in accordance with the regulations of the Superintendency of Finance for financial institutions (Resolution 3600 of 1988 and External Circular 100 of 1995) and, on issues not addressed by these regulations, generally accepted accounting principles prescribed by the Superintendency of Finance for banks to operate in Colombia, consistently applied, together with such regulations, on the filing date, "Colombian Banking GAAP."

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**BALANCE SHEET** 









Growth (%)

As of

39,784,759

18,971,850

290,135

1,151,460

5,658,818

(2,376,696)

63,480,326

740,386

(82,470)

657,915

203,704

1,032,960

829,864

357,207

64,954

514,130

509,393

444,576

2,030,831

97,226,315

13,082,413

17,899,124

32,200,462

63,719,395

537,397

229,648

2,388,826

4,108,350

1,755,570

6,867,973

742,494

738,306

80,829,936

16,396,379

97,226,315

279,373

39,653,526

19,069,116

290,766

1,175,332

5,692,740

(2,409,375)

63,472,104

759,173

(84,777)

674,396

176,910

1,216,105

834,077

353,634

63,094

499,115

507,404

522,807

2,047,545

97,385,659

13,395,955

18,639,650

31,736,750

64,288,375

516,020

185,624

1,303,433

4,114,346

2,475,837

6,888,452

831,271

746,114

81,097,886

16,287,773

97,385,659

264,434

(0.3)

0.5

0.2

2.1

0.6

1.4

(0.0)

2.5

2.8

2.5

(13.2)

17.7

0.5

(1.0)

(2.9)

(2.9)

(0.4)

17.6

0.8

0.2

2.4

4.1

(1.4)

(4.0)

0.9

(19.2)

(45.4)

0.1

(5.3)

41.0

0.3

12.0

1.1

0.3

(0.7)

0.2

9.0

17.5

0.9

36.8

20.6

13.5

12.7

22.7

25.8

22.4

(48.2)

16.4

(8.7)

6.6

52.2

(18.4)

(4.4)

45.1

17.8

9.5

5.2

11.6

9.2

8.8

(15.1)

(34.1)

56.7

(21.9)

15.2

13.1

29.0

9.7

(4.4)

8.5

15.1

9.5

### **GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF MARCH, 2013**

(Ps. Millions)	Mar-12	Feb-13	Mar-13	Vs. Feb-13	Mar-12
ASSETS		!	r i	1	
CASH AND CASH EQUIVALENTS		i	• •	Í	l
Cash and due from banks	5,591,007	6,338,891	6,788,243	7.1	21.4
Interbank and overnight funds	1,568,269	639,866	744,380	16.3	(52.5)
Total Cash and cash equivalents	7,159,276	6,978,757	7,532,623	7.9	5.2
INVESTMENT SECURITIES		į		į	•
Debt securities	11,383,060	11,773,139	11,054,143	(6.1)	(2.9)
Trading	2,017,607	3,412,341	2,991,325	(12.3)	48.3
Available for Sale	6,418,575	5,533,072	5,247,833	(5.2)	(18.2)
Held to maturity	2,946,878	2,827,726	2,814,985	(0.5)	(4.5)
Equity securities	7,591,831	8,351,493	8,434,659	1.0	11.1
Trading	33,328	99,409	99,903	0.5	199.8
Available for Sale	7,558,503	8,252,084	8,334,756	1.0	10.3
Allowance	(2,874)	(2,935)	(2,958)	0.8	2.9
Total investment securities net	18 972 017	20 121 696	19 485 845	(3.2)	2.7

36,363,473

16,224,731

288,312

859,122

4,719,022

(2,123,070)

56,331,590

618,600

(67,399)

551,201

341,255

913,564

331,687

41,459

611,569

530,936

360,387

1,738,162

88,928,023

12,732,513

16,697,189

29,064,417

59,102,158

608,038

281,486

832,020

229,617

5,265,849

2,188,778

5,340,312

757,586

780,722

74,778,526

14,149,497

88,928,023

1,044,921

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Goodwill, net

**Total assets** 

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

Total deposits

Other assets, net

Microcredit

LOANS AND FINANCIAL LEASES Commercial loans

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges











## GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF MARCH, 2013

INCOME STATEMENT	YTD Mar-12 Mar-13			Mor	Growth (%)	
(Ps. Millions)			LTM	Feb-12 Mar-13		Mar-13 Vs. Feb-13
INTEREST INCOME						
Interest on loans	1,527,122	1,712,565	12.1	564,300	567,892	0.6
Interest on investment securities	201,277	349,922	73.9	79,951	117,930	47.5
Interbank and overnight funds	38,398	33,861	(11.8)	11,552	10,421	(9.8)
Financial leases	127,611	155,800	22.1	52,450	50,447	(3.8)
Total Interest Income	1,894,407	2,252,149	18.9	708,252	746,689	5.4
INTEREST EXPENSE						
Checking accounts	24,429	31,726	29.9	10,287	10,286	(0.0)
Time deposits	212,452	244,819	15.2	81,194	80,075	(1.4)
Saving deposits	278,821	283,123	1.5	89,975	89,595	(0.4)
Total interest expense on deposits	515,703	559,668	8.5	181,457	179,956	(8.0)
Borrowings from banks and others	56,550	40,953	(27.6)	13,291	12,463	(6.2)
Interbank and overnight funds (expenses)	12,701	15,929	25.4	6,223	4,689	(24.7)
Bonds	94,185	96,621	2.6	31,265	35,237	12.7
Total interest expense	679,138	713,170	5.0	232,235	232,345	0.0
Net Interest Income	1,215,270	1,538,979	26.6	476,017	514,345	8.1
Provisions for loan and financial lease losses, accrued interest and other, net	202,684	299,117	47.6	96,732	112,115	15.9
Recovery of charged-off assets Provision for investment securities, foreclosed assets and other assets	(33,596) 7,947	(28,723) 4,508	(14.5)	(10,295) 1,481	(10,528) 1,583	2.3 6.9
Recovery of provisions for investments securities, foreclosed assets and other assets	(1,966)	(1,959)	(43.3) (0.3)	(193)	1,565 (572)	
Total provisions, net	175,069	272,943	55.9	87,725	102,598	17.0
Net interest income after provisions	1,040,200	1,266,036	21.7	388,292	411,747	6.0
FEES AND OTHER SERVICES INCOME	1,040,200	1,200,030	21.7	300,232	411,747	0.0
Commissions from banking services	214,947	230,912	7.4	75,932	77,926	2.6
Branch network services	7,936	7,157	(9.8)	2,340	2,289	(2.1)
Credit card merchant fees	36,708	39,531	7.7	13,006	11,180	(14.0)
Checking fees	18,243	15,816	(13.3)	5,500	5,013	(8.8)
Other	21,094	20,955	(0.7)	7,275	7,215	(0.8)
Total fees and other services income	298,928	314,372	5.2	104,053	103,624	(0.4)
Fees and other services expenses	82,439	88,405	7.2	34,643	23,044	(33.5)
Fees and other services income, net	216,489	225,967	4.4	69,410	80,580	16.1
OTHER OPERATING INCOME	i	i		i		
Foreign exchange (losses) gains, net	(128,892)	86,728	(167.3)	52,077	21,561	(58.6)
Gains (losses) on derivative operations, net	150,523	(53,856)	(135.8)	(40,793)	(7,468)	(81.7)
Gains on sales of investments in equity securities, net	(2)	(0)	(83.0)	(0)	(0)	(74.1)
Dividend Income	243,978	281,333	15.3	51,819	229,513	342.9
Other	43,314	44,946	3.8	14,989	15,099	0.7
Total other operating income	308,921	359,151	16.3	78,093	258,705	231.3
Total operating income	1,565,610	1,851,154	18.2	535,795	751,031	40.2
OPERATING EXPENSES						
Salaries and employee benefits	277,025	300,688	8.5	102,539	101,768	(0.8)
Bonus plan payments	10,367	9,945	(4.1)	2,813	4,112	46.2
Termination payments	1,914	1,450	(24.2)	464	528	13.9
Administrative and other expenses	420,537	483,830	15.1	154,204	160,196	3.9
Insurance on deposit, net	41,083	45,728	11.3	15,048	15,343	2.0
Charitable and other donation expenses	760 53.130	428	(43.7)	120	192	
Depreciation  Goodwill amortization	52,129 5,583	55,189 5,967	5.9 6.9	18,677 1,989	18,825 1,989	0.8 0.0
	809,397	903,225	11.6	295,855	302,955	2.4
Total operating expenses  Net operating income	756,213	947,929	25.4	295,855	302,955 448,076	86.7
NON-OPERATING INCOME (EXPENSE)	730,213	547,525	23.4	239,940	440,076	80./
Other income	41,219	62,869	52.5	13,021	40,070	207.7
Other income Other expenses	15,559	19,302	24.1	6,786	7,616	
Non-operating income (expense), net	25,660	43,567	69.8	6,235	32,454	
	23,000	45,507	03.0			
	_	991 496	26.8	246 175	480 531	95.2
Income before income tax expense Income tax expense	<b>781,873</b> 191,831	<b>991,496</b> 268,381	<b>26.8</b> 39.9	<b>246,175</b> 70,518	<b>480,531</b> 99,038	



**BALANCE SHEET** 









As of



Growth (%)

### BANCO DE BOGOTÁ **UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013**

(Ps. Millions)	Mar-12	Feb-13	Mar-13	Mar-13 Vs. Feb-13	Mar-13 Vs. Mar-12
ASSETS					
CASH AND CASH EQUIVALENTS		i			
Cash and due from banks	2,713,664	3,371,979	3,076,347	(8.8)	13.4
Interbank and overnight funds	1,014,652	62,113	121,704	95.9	(88.0)
Total Cash and cash equivalents	3,728,316	3,434,092	3,198,051	(6.9)	(14.2)
INVESTMENT SECURITIES		i			·
Debt securities	4,910,034	5,744,008	5,304,950	(7.6)	8.0
Trading	553,804	1,083,191	974,466	(10.0)	76.0
Available for Sale	2,998,377	3,155,131	2,826,524	(10.4)	(5.7)
Held to maturity	1,357,853	1,505,686	1,503,960	(0.1)	10.8
Equity securities	5,999,661	6,539,153	6,604,684	1.0	10.1
Trading	-	- i	-	N.A.	N.A.
Available for Sale	5,999,661	6,539,153	6,604,684	1.0	10.1
Allowance	(710)	(719)	(726)	1.0	2.2
Total investment securities, net	10,908,984	12,282,442	11,908,908	(3.0)	9.2
LOANS AND FINANCIAL LEASES		i			
Commercial loans	21,150,828	23,343,057	23,376,312	0.1	10.5
Consumer loans	5,266,751	6,229,068	6,246,937	0.3	18.6
Microcredit	246,347	257,960	259,773	0.7	5.5
Mortgage loans	64,485	246,077	268,122	9.0	315.8
Financial leases	975,150	1,313,172	1,337,628	1.9	37.2
Allowance for loans and financial leases losses	(882,522)	(1,038,957)	(1,057,553)	1.8	19.8
Total loans and financial leases, net	26,821,038	30,350,376	30,431,218	0.3	13.5

304,293

(34,605)269,689

281,737

543,627

312,455

19,047

281,399

505,564

129,017

905,074

44,705,946

7,317,292

9,216,968

13,123,969

29,913,517

255,288

219,605

288,430

111,161

2,827,872

1,075,512

1,494,703

288,046

246,056

36,464,903

8,241,044

44,705,946

366,072

(43,097)

322,975

159,796

551,895

317,541

754

22,191

231,427

485,370

162,699

1,061,444

49,383,003

7,442,987

9,869,626

15,276,165

32,860,658

271,881

181,979

1,028,813

1,880,733

97,836

732,433

359,215

227,892

39,787,659

9,595,344

49,383,003

2,418,099

381,108

(45,251)

335,856

137,099

662,026

318,457

878

21,884

225,682

483,505

180,689

1,090,676

48,994,928

7,445,207

10,490,767

14,355,648

32,549,619

257,997

140,255

390,903

128,007

1,981,547

1,246,709

2,438,578

416,954

222,548

39,515,121

9,479,807

48,994,928

4.1

5.0

4.0

(14.2)

20.0

0.3

16.4

(1.4)

(2.5)

(0.4)

11.1

2.8

(8.0)

0.0

6.3

(6.0)

(5.1)

(0.9)

(22.9)

(62.0)

5.4

30.8

70.2

0.8

16.1

(2.3)

(0.7)

(1.2)

(0.8)

25.2

30.8

24.5

(51.3)

21.8

1.9

N.A.

14.9

(19.8)

(4.4)40.0

20.5

9.6

1.7

13.8

9.4

1.1

8.8

(36.1)

35.5

(29.9)

15.2

15.9

63.1

44.8

(9.6)

8.4

15.0

9.6

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Goodwill, net

**Total assets** 

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

Total deposits

Other assets, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

**Estimated Liabilities** 

Other liabilities

**Total liabilities** 











## BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013

INCOME STATEMENT	YTD			Month		Growth (%)	
(Ps. Millions)	Mar-12	Mar-13	LTM	Feb-12	Mar-13	Mar-13 Vs. Feb-13	
INTEREST INCOME							
Interest on loans	698,217	790,465	13.2	261,819	259,995	(0.7)	
Interest on investment securities	95,094	202,888	113.4	38,026	61,908	62.8	
Interbank and overnight funds	17,398	17,687	1.7	5,796	4,469	(22.9)	
Financial leases	23,726	34,748	46.5	11,545	11,531	(0.1)	
Total Interest Income	834,435	1,045,788	25.3	317,187	337,904	6.5	
INTEREST EXPENSE				!			
Checking accounts	17,964	25,346	41.1	8,408	8,553	1.7	
Time deposits	116,824	130,666	11.8	43,055	43,233	0.4	
Saving deposits	130,123	142,714	9.7	45,799	41,745	(8.9)	
Total interest expense on deposits	264,911	298,726	12.8	97,261	93,531	(3.8)	
Borrowings from banks and others	24,204	17,991	(25.7)	5,743	5,269	(8.3)	
Interbank and overnight funds (expenses)	2,182	3,239	48.4	1,148	1,202	4.7	
Bonds	25,225	27,806	10.2	8,713	12,009	37.8	
Total interest expense	316,522	347,763	9.9	112,865	112,010	(0.8)	
Net Interest Income	517,913	698,024	34.8	204,321	225,893	10.6	
Provisions for loan and financial lease losses, accrued interest and other, net	81,544	127,371	56.2	44,216	48,774	10.3	
Recovery of charged-off assets	(9,498)	(11,966)	26.0	(3,288)	(5,079)	54.5	
Provision for investment securities, foreclosed assets and other assets	2,746	1,185		349	448	28.4	
Recovery of provisions for investments securities, foreclosed assets and other assets	(281)	(613)		(125)	(90)		
Total provisions, net	74,511	115,976	55.6	41,153	44,053	7.0	
Net interest income after provisions	443,403	582,049	31.3	163,168	181,841	11.4	
FEES AND OTHER SERVICES INCOME	Í						
Commissions from banking services	124,836	133,122	6.6	43,921	45,688	4.0	
Branch network services	7,906	7,127	(9.8)	2,330	2,279	(2.2)	
Credit card merchant fees	13,841	14,861	7.4	4,714	5,127	8.8	
Checking fees	9,711	8,329	(14.2)	2,880	2,702	(6.2)	
Other	1,180	1,499	27.1	985	251	(74.5)	
Total fees and other services income	157,473	164,937	4.7	54,830	56,046	2.2	
Fees and other services expenses	35,091	37,996		18,144	8,736		
Fees and other services income, net	122,382	126,941	3.7	36,686	47,310	29.0	
OTHER OPERATING INCOME		ĺ			,		
Foreign exchange (losses) gains, net	(124,722)	74,898	(160.1)	45,771	19,561	(57.3)	
Gains (losses) on derivative operations, net	140,442	(47,516)		(36,047)	(7,067)		
Gains on sales of investments in equity securities, net	, -	` ′ -	N.A.	` ′ -		N.A.	
Dividend Income	153,386	178,095	16.1	34,536	143,559	315.7	
Other	620	664	7.0	230	210	(8.6)	
Total other operating income	169,727	206,141		44,490	156,263	251.2	
Total operating income	735,511	915,131	24.4	244,344	385,413	57.7	
OPERATING EXPENSES		ĺ			ĺ		
Salaries and employee benefits	111,657	128,052	14.7	44,155	43,544	(1.4)	
Bonus plan payments	3,417	3,034	(11.2)	990	984	(0.6)	
Termination payments	644	150	(76.6)	4	96	2,536.3	
Administrative and other expenses	190,269	226,867	19.2	69,538	73,997	6.4	
Insurance on deposit, net	20,078	22,692		7,518	7,461	(0.7)	
Charitable and other donation expenses	1	72		- ,,,,,,	72		
Depreciation	11,147	12,557	•	4,207	4,243	0.9	
Goodwill amortization	5,234	5,595	6.9	1,865	1,865	0.0	
Total operating expenses	342,448	399,020		128,276	132,263		
Net operating income	393,064	516,111	31.3	116,067	253,151	118.1	
NON-OPERATING INCOME (EXPENSE)	333,004	J10,111	31.3	110,007	233,131	110.1	
Other income	12,557	12,505	(0.4)	4,120	5,062	22.9	
Other income Other expenses	12,557 4,980	11,016		4,120 4,552	4,918		
Non-operating income (expense), net	4,980 <b>7,576</b>	1,489		4,552 <b>(432)</b>	4,918 <b>144</b>		
Income before income tax expense	400,640	517,600	(80.3) 29.2	115,635	253,294		
	95,099			29,841			
Income tax expense		132,644			45,907		
Net income	305,541	384,955	26.0	85,794	207,387	141.7	



Debt securities

Available for Sale

Available for Sale

Commercial loans

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Total deposits

Savings deposits

Goodwill, net

**Total assets** 

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

Other assets, net

Microcredit

Total investment securities, net

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

**Estimated Liabilities** 

Other liabilities

**Total liabilities** 

LOANS AND FINANCIAL LEASES

Held to maturity

Equity securities

Trading

Trading

Allowance









2,186,752

986,467

724,810

475,475

5,054

1,264,551

1,259,497

3.451.303

9,356,479

3,647,022

4,034,118

16,399,067

(640,316)

176,388

(21,319)

155,069

459,316

247,104

352,319

25,615

23,900

314,638

375,141

23,922,321

3,724,927

3,886,477

6,931,524

14,698,216

155,289

43,679

388,726

83,463

559,270

159,618

120,551

20,433,771

3,488,550

23,922,321

2,512,087

1,868,161

132,010

38,079

1,763

(5.0)

(9.3)

(1.7)

(0.4)

1.5

0.3

1.5

N.A.

(2.7)

0.4

1.6

N.A.

(0.6)

0.3

2.2

0.6

3.5

4.2

3.4

(9.0)

12.3

1.4

(1.1)

(6.2)

(0.1)

(0.5)

21.6

(4.4)

1.9

5.0

3.5

0.1

(7.9)

2.1

(4.5)

(14.9)

(34.8)

15.6

19.5

0.3

1.9

1.9

4.4

(10.1)

20.0

(19.5)

(33.1)

12.4

N.A.

12.0

N.A.

(3.0)

10.2

26.0

N.A.

N.A.

16.6

8.7

15.1

28.9

25.0

29.4

(32.3)

31.8

(29.4)

164.0

6.4

(7.6)

(5.8)

66.0

15.1

12.6

3.9

37.0

5.6

(36.8)

11.1

(26.1)213.8

6.3

38.4

9.9

17.7

(1.1)

(4.4)

12.5

13.3

12.6

BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013					
BALANCE SHEET		As of		Grow	rth (%)
(Ps. Millions)	Mar-12	Feb-13	Mar-13	Mar-13 Vs. Feb-13	Mar-13 Vs. Mar-12
ASSETS				!	,
CASH AND CASH EQUIVALENTS		i		i	
Cash and due from banks	1,138,064	1,479,673	1,544,435	4.4	35.7
Interbank and overnight funds	393,743	122,707	404,326	229.5	2.7
Total Cash and cash equivalents	1,531,807	1,602,380	1,948,761	21.6	27.2
INVESTMENT SECURITIES		i		í	

2,432,923

821,869

900,668

710,387

1,124,796

1,124,796

3,557,719

8,488,603

2,893,422

3,460,286

14,253,285

(589,026)

136,869

(17,060)

119,809

56,248

348,493

350,239

331,276

142,797

25,372

189,525

326,034

21,242,308

3,585,482

2,836,182

6,565,234

13,232,655

245,757

59,141

123,872

60,287

508,780

161,474

126,126

18,163,592

3,078,716

21,242,308

2,133,651

1,757,606

9,704

2,302,567

1,087,568

737,405

477,594

5,038

1,245,403

1,240,365

3,547,971

9,315,879

3,588,023

4,020,563

16,299,495

(626,743)

170,378

(20,461)

149,916

41,846

409,158

243,685

356,093

27,306

132,118

258,701

392,497

23,485,189

3,547,426

3,754,528

6,921,595

14,392,233

168,684

45,736

457,011

128,066

483,710

133,541

120,233

20,061,778

3,423,412

23,485,189

2,512,087

1,789,163

24,024

1,773











## BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013

INCOME STATEMENT	YTD			Month		Growth (%)
(Ps. Millions)	Mar-12	Mar-13	LTM	Feb-12	Mar-13	Mar-13 Vs. Feb-13
INTEREST INCOME						
Interest on loans	322,222	366,752	13.8	118,125	123,701	4.7
Interest on investment securities	34,219	46,349	35.4	16,289	13,964	(14.3)
Interbank and overnight funds	13,399	10,429	(22.2)	4,084	3,571	(12.6)
Financial leases	95,354	111,727	17.2	37,936	35,783	(5.7)
Total Interest Income	465,194	535,257	15.1	176,434	177,019	0.3
INTEREST EXPENSE						
Checking accounts	1,930	2,700	39.9	899	850	(5.5)
Time deposits	34,296	54,881	60.0	18,080	18,402	1.8
Saving deposits	66,164	59,623	(9.9)	19,065	20,101	5.4
Total interest expense on deposits	102,390	117,204	14.5	38,044	39,353	3.4
Borrowings from banks and others	21,751	16,574	(23.8)	5,427	5,529	1.9
Interbank and overnight funds (expenses)	3,877	6,071	56.6	2,587	1,743	(32.6)
Bonds	39,588	40,256	1.7	13,965	13,654	(2.2)
Total interest expense	167,607	180,104	7.5	60,024	60,279	0.4
Net Interest Income	297,587	355,153	19.3	116,411	116,740	0.3
Provisions for Ioan and financial lease losses, accrued interest and other, net	67,860	90,962	34.0	26,222	34,383	31.1
Recovery of charged-off assets	(10,305)	(9,189)	(10.8)	(4,158)	(2,818)	(32.2)
Provision for investment securities, foreclosed assets and other assets	3,406	2,366	(30.5)	773	860	11.2
Recovery of provisions for investments securities, foreclosed assets and other assets	(1,059)	(838)	(20.9)	(7)	(311)	4,507.5
Total provisions, net	59,901	83,301	39.1	22,830	32,113	40.7
Net interest income after provisions	237,685	271,852	14.4	93,581	84,627	(9.6)
FEES AND OTHER SERVICES INCOME						
Commissions from banking services	35,424	40,934	15.6	13,222	13,003	(1.7)
Branch network services	-	-	N.A.	-	_	N.A.
Credit card merchant fees	18,471	19,607		6,773	4,513	(33.4)
Checking fees	5,638	4,933	(12.5)	1,733	1,489	(14.1)
Other	8,695	7,131		2,135	2,840	33.0
Total fees and other services income	68,227	72,606		23,863	21,846	
Fees and other services expenses	26,851	25,952		8,748	6,195	
Fees and other services income, net	41,376	46,653		15,115	15,651	3.5
OTHER OPERATING INCOME					ĺ	
Foreign exchange (losses) gains, net	(1,891)	10,348	(647.3)	5,567	1,581	(71.6)
Gains (losses) on derivative operations, net	9,114	(5,971)		(4,513)		
Gains on sales of investments in equity securities, net	- /	-	N.A.	-		N.A.
Dividend Income	66,593	81,376	22.2	17,283	64,091	270.8
Other	42,361	43,956	3.8	14,651	14,785	0.9
Total other operating income	116,176	129,709		32,988	80,140	
Total operating income	395,238	448,214		141,684	180,418	
OPERATING EXPENSES		,			,	
Salaries and employee benefits	73,311	79,645	8.6	26,867	26,789	(0.3)
Bonus plan payments	4,709	5,139	9.1	1,613	1,771	9.8
Termination payments	1,003	1,038	3.5	346	346	-
Administrative and other expenses	94,658	103,579	9.4	34,198	34,775	1.7
Insurance on deposit, net	9,542	10,817		3,555	3,660	2.9
Charitable and other donation expenses	416	14		6		9.6
Depreciation	31,195	32,496		11,204	11,238	0.3
Goodwill amortization	31,193	32,490		124	124	0.0
Total operating expenses	215,183	233,100		77,913	78,710	
Net operating income	180,055	233,100		63,771	101,707	
NON-OPERATING INCOME (EXPENSE)	180,033	213,114	19.5	03,771	101,/0/	39.3
Other income	6,942	7,181	3.5	2 111	1 2/15	126 21
Other income Other expenses	5,536	7,181 3,077		2,111 890	1,345 918	
·	1,406			1,221	918 <b>427</b>	
Non-operating income (expense), net	1,406			64,992	102,134	
Income before income tax expense	181,461 37,850	219,218 49,119		-		
Income tax expense	143,610			16,291	14,870	
Net income	143,610	170,099	18.4	48,700	87,264	79.2





Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** Debt securities

Available for Sale

Held to maturity

Available for Sale

Commercial loans

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

Total deposits

Other assets, net

Microcredit

Total investment securities, net

Total loans and financial leases, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Allowance for loans and financial leases losses

Interest accrued on loans and financial leases

Interest accrued on loans and financial leases, net

Allowance on Interest accrued on loans and financial leases

Bankers' acceptances, spot transactions and derivatives

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Total liabilities and shareholders' equity

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

LOANS AND FINANCIAL LEASES

Equity securities

Trading

Trading

Allowance





Banco de Bogotá			Banco AV Villas				<b>-</b> /		
BANCO POPU		ANCIAL ST	ATEMEN1	TS AS OF MARCH, 2013					
<b>BALANCE SH</b>	EET					As of		Grow	/th (%)
(Ps. Millions)					Mar-12	Feb-13	Mar-13	Mar-13 Vs. Feb-13	Mar-13 Vs. Mar-12
ASSETS					-	!			
CASH AND CA	SH EQUIV	ALENTS				i			
Cash and d	ue from ba	anks			1,201,270	883,961	1,540,296	74.2	28.2

150,825

1,352,095

2,057,277

1,307,892

174,596

574,789

455,652

33,161

422,491

2,512,929

4,622,146

5,644,465

18,621

88,320

283,586

(399,477)

116,230

107,287

106,589

130,001

411

8,747

133,258

28,255

336,066

14,975,804

1,316,016

2,282,376

6,045,648

9,710,087

66,047

2,740

6,000

554,283

453,421

244,157

367,845

13,086,482

1,889,322

14,975,804

1,711,958

35,992

(8,943)

2,506

10,257,661

294,329

1,178,290

1,640,343

329,023

778,677

532,642

494,686

33,889

460,797

2,135,029

4,818,901

6,320,742

15,055

87,059

325,083

(444,707)

131,255

(10,365)

120,890

1,925

360

31,975

158,023

10,428

12,002

359,910

15,231,570

1,491,464

1,936,488

6,232,415

9,721,656

61,290

1,933

4,717

369,406

407,111

198,961

348,192

13,017,687

2,213,883

15,231,570

1,937,787

27,925

100,605

11,122,133

BALANCE SHEET	
(Ps. Millions)	
ASSETS	

banco popular
---------------

banco popular
---------------

banco popular	
---------------	--

banco popular	
---------------	--

165,526

1,705,822

1,566,085

278,110

762,472

525,503

492,957

34,149

458,807

2,059,041

4,678,952

6,332,384

14,562

87,008

320,994

(431,796)

127,024

117,771

(9,253)

1,658

438

51,969

158,360

10,330

92,767

15,305

361,004

15,576,569

1,583,616

1,919,531

6,627,037

10,195,339

65,155

1,689

3,664

181,318

490,248

189,946

356,165

13,384,036

2,192,533

15,576,569

1,937,787

27,879

11,002,105

(43.8)

44.8

(4.5)

(15.5)

(2.1)

(1.3)

(0.3)

8.0

(0.4)

N.A.

(3.6)

(2.9)

0.2

(3.3)

(0.1)

(1.3)

(2.9)

(1.1)

(3.2)

(2.6)

(10.7)

(13.9)

62.5

0.2

21.7

(0.9)

(7.8)

N.A.

27.5

0.3

2.3

6.2

(0.9)

6.3

6.3

4.9

(12.6)

(22.3)

(50.9)

(0.2)

20.4

(4.5)

2.3

2.8

(1.0)

2.3

9.7

26.2

(23.9)

59.3

(41.7)

(8.6)

8.2

3.0

8.6

N.A.

(18.1)

1.2

12.2

(21.8)

(1.5)

13.2

8.1

7.3

9.3

3.5

9.8

(33.8)

(51.2)

21.8

6.5

18.1

(30.4)

N.A.

(45.8)

7.4

4.0

20.3

(15.9)

9.6

(1.4)

5.0

(38.3)

(38.9)

(67.3)

(22.5)

8.1

13.2

(22.2)

(3.2)

2.3

16.0

4.0











## BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013

INCOME STATEMENT	YT	D		Mor	nth	Growth (%)
(Ps. Millions)	Mar-12	Mar-13	LTM	Feb-12	Mar-13	Mar-13 Vs. Feb-13
INTEREST INCOME						
Interest on loans	337,565	360,786	6.9	119,805	119,041	(0.6)
Interest on investment securities	37,953	32,011	(15.7)	6,930	9,730	40.4
Interbank and overnight funds	4,725	3,539	(25.1)	772	2,012	160.6
Financial leases	8,531	9,325	9.3	2,969	3,132	5.5
Total Interest Income	388,774	405,661	4.3	130,475	133,916	2.6
INTEREST EXPENSE	!	!		!	!	
Checking accounts	4,148	3,159	(23.8)	848	696	(17.9)
Time deposits	30,422	27,646	(9.1)	9,214	8,856	(3.9)
Saving deposits	62,081	57,826	(6.9)	17,601	20,114	14.3
Total interest expense on deposits	96,651	88,630	(8.3)	27,663	29,667	7.2
Borrowings from banks and others	8,481	5,233	(38.3)	1,765	1,256	(28.8)
Interbank and overnight funds (expenses)	1,546	1,113	(28.0)	575	201	(65.1)
Bonds	29,372	28,559	(2.8)	8,586	9,574	11.5
Total interest expense	136,049	123,534	(9.2)	38,589	40,698	5.5
Net Interest Income	252,724	282,126	11.6	91,887	93,217	1.4
Provisions for Ioan and financial lease losses, accrued interest and other, net	22,532	21,243	(5.7)	9,949	5,432	(45.4)
Recovery of charged-off assets	(4,469)	(2,960)	(33.8)	(1,188)	(918)	(22.7)
Provision for investment securities, foreclosed assets and other assets	1,126	510	(54.7)	219	115	(47.5)
Recovery of provisions for investments securities, foreclosed assets and other assets	(407)	(300)	(26.3)	(61)	(94)	53.0
Total provisions, net	18,782	18,493	(1.5)	8,918	4,535	(49.1)
Net interest income after provisions	233,942	263,634	12.7	82,968	88,682	6.9
FEES AND OTHER SERVICES INCOME	!					
Commissions from banking services	19,153	19,550	2.1	6,440	6,581	2.2
Branch network services	30	30	-	10	10	-
Credit card merchant fees	1,405	1,526	8.6	436	447	2.5
Checking fees	917	801	(12.7)	278	265	(4.6)
Other	2,705	2,025	(25.2)	723	612	(15.3)
Total fees and other services income	24,210	23,931	(1.2)	7,887	7,915	0.4
Fees and other services expenses	7,331	9,077	23.8	2,861	3,067	
Fees and other services income, net	16,880	14,854	(12.0)	5,025	4,849	(3.5)
OTHER OPERATING INCOME	!	!		!		
Foreign exchange (losses) gains, net	(1,443)	978	(167.8)	475	270	(43.2)
Gains (losses) on derivative operations, net	2	(82)	(5,347.5)	(45)	(21)	
Gains on sales of investments in equity securities, net	(2)	(0)	(83.0)	(0)	(0)	(74.1)
Dividend Income	20,776	21,863	5.2	- [	21,863	N.A.
Other	333	326	(2.2)	108	104	(3.9)
Total other operating income	19,666	23,084	17.4	538	22,216	
Total operating income	270,488	301,572	11.5	88,532	115,747	30.7
OPERATING EXPENSES						
Salaries and employee benefits	55,023	55,044	0.0	18,653	18,750	0.5
Bonus plan payments	1,963	1,461	(25.6)	134	1,161	765.0
Termination payments	58	120	106.9	0	64	241,325.9
Administrative and other expenses	67,905	84,541	24.5	26,950	26,709	(0.9)
Insurance on deposit, net	6,890	7,161	3.9	2,297	2,520	9.7
Charitable and other donation expenses	343	343	0.0	114	114	(0.0)
Depreciation	4,949	5,326	7.6	1,780	1,795	0.8
Goodwill amortization	-	-	N.A.	-	-	N.A.
Total operating expenses	137,131	153,996	12.3	49,929	51,114	
Net operating income	133,357	147,576	10.7	38,603	64,633	67.4
NON-OPERATING INCOME (EXPENSE)						
Other income	16,594	42,003	153.1	6,362	33,100	420.3
Other expenses	2,905	3,048	4.9	854	707	(17.2)
Non-operating income (expense), net	13,689	38,955	184.6	5,507	32,393	
Income before income tax expense	147,046	186,531	26.9	44,110	97,026	
Income tax expense	44,217	60,997	37.9	16,320	26,637	
Net income	102,829	125,534	22.1	27,790	70,389	153.3





Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Total deposits

Savings deposits

Goodwill, net

Total assets

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

Other assets, net

Property, plant and equipment, net

Prepaid expenses and deferred charges

Bankers' acceptances, spot transactions and derivatives

Interbank borrowings and overnight funds

Borrowings from banks and other

Accrued interest payable

Other accounts payable

Total shareholders' equity

Total liabilities and shareholders' equity

**Estimated Liabilities** 

Other liabilities

**Total liabilities** 







As of

Feb-13

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A33E13					
CASH AND CASH EQUIVALENTS		į	į		
Cash and due from banks	538,009	603,278	627,165	4.0	16.6
Interbank and overnight funds	9,049	160,717	52,824	(67.1)	483.8
Total Cash and cash equivalents	547,058	763,995	679,989	(11.0)	24.3
INVESTMENT SECURITIES		i	i		
Debt securities	1,982,826	2,086,221	1,996,357	(4.3)	0.7
Trading	467,338	912,559	752,283	(17.6)	61.0
Available for Sale	1,211,638	861,859	934,026	8.4	(22.9)
Held to maturity	303,850	311,803	310,048	(0.6)	2.0
Equity securities	11,723	72,250	72,468	0.3	518.2
Trading	167	60,482	60,700	0.4	36,232.7
Available for Sale	11,556	11,768	11,768	0.0	1.8
Allowance	(2,164)	(2,216)	(2,232)	0.7	3.2
Total investment convision not	4 002 205	2,156,255	2,066,592	(4.2)	3.7
Total investment securities, net	1,992,385	2,130,233	2,000,392	(4.2)	3.7
LOANS AND FINANCIAL LEASES	1,992,385	2,130,233	2,000,392	(4.2)	3.7
·	2,101,895	2,306,923	2,066,392	(2.8)	6.7
LOANS AND FINANCIAL LEASES		i	i		
LOANS AND FINANCIAL LEASES Commercial loans	2,101,895	2,306,923	2,241,782	(2.8)	6.7
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans	2,101,895 2,420,093	2,306,923 2,834,018	2,241,782 2,842,773	(2.8) 0.3	6.7 17.5
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit	2,101,895 2,420,093 23,345	2,306,923 2,834,018 17,120	2,241,782 2,842,773 16,431	(2.8) 0.3 (4.0)	6.7 17.5 (29.6)
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans	2,101,895 2,420,093 23,345	2,306,923 2,834,018 17,120 816,551 - (266,290)	2,241,782 2,842,773 16,431	(2.8) 0.3 (4.0) 0.2	6.7 17.5 (29.6) 15.9
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans  Financial leases	2,101,895 2,420,093 23,345 706,317	2,306,923 2,834,018 17,120 816,551	2,241,782 2,842,773 16,431 818,438	(2.8) 0.3 (4.0) 0.2 N.A.	6.7 17.5 (29.6) 15.9 N.A.
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans  Financial leases  Allowance for loans and financial leases losses	2,101,895 2,420,093 23,345 706,317 - (252,044)	2,306,923 2,834,018 17,120 816,551 (266,290) 5,708,321 72,680	2,241,782 2,842,773 16,431 818,438 - (279,709)	(2.8) 0.3 (4.0) 0.2 N.A. 5.0	6.7 17.5 (29.6) 15.9 N.A. 11.0
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans  Financial leases  Allowance for loans and financial leases losses  Total loans and financial leases, net	2,101,895 2,420,093 23,345 706,317 - (252,044) <b>4,999,606</b>	2,306,923 2,834,018 17,120 816,551 (266,290) 5,708,321	2,241,782 2,842,773 16,431 818,438 - (279,709) 5,639,714	(2.8) 0.3 (4.0) 0.2 N.A. 5.0	6.7 17.5 (29.6) 15.9 N.A. 11.0
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans  Financial leases  Allowance for loans and financial leases losses  Total loans and financial leases, net  Interest accrued on loans and financial leases	2,101,895 2,420,093 23,345 706,317 - (252,044) 4,999,606 61,208	2,306,923 2,834,018 17,120 816,551 (266,290) 5,708,321 72,680 (8,546)	2,241,782 2,842,773 16,431 818,438 (279,709) 5,639,714 74,654 (8,954)	(2.8) 0.3 (4.0) 0.2 N.A. 5.0 (1.2) 2.7	6.7 17.5 (29.6) 15.9 N.A. 11.0
LOANS AND FINANCIAL LEASES  Commercial loans  Consumer loans  Microcredit  Mortgage loans  Financial leases  Allowance for loans and financial leases losses  Total loans and financial leases, net  Interest accrued on loans and financial leases  Allowance on Interest accrued on loans and financial leases	2,101,895 2,420,093 23,345 706,317 (252,044) 4,999,606 61,208 (6,791)	2,306,923 2,834,018 17,120 816,551 - (266,290) 5,708,321 72,680 (8,546)	2,241,782 2,842,773 16,431 818,438 - (279,709) 5,639,714 74,654 (8,954)	(2.8) 0.3 (4.0) 0.2 N.A. 5.0 (1.2) 2.7	6.7 17.5 (29.6) 15.9 N.A. 11.0 12.8 22.0 31.8

# (Ps. Millions) **ASSETS**

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ANCO AV VILLAS		
NCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013		
	T .	
ALANCE SHEET		

NCO AV VILLAS ICONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013	
LANCE SHEET	

MEN	TS AS OF MARCH, 2013	3		

Mar-12

46,212

120,869

3,962

54,115

13,589

170,987

8,003,964

513,723

2,361,664

3,329,566

6,245,898

413,718

126,088

22,176

151,064

63,909

40,695

940,416

7,063,548

8,003,964

40,946

39,933

5,029

49,979

11,174

216,980

600,536

2,338,483

3,770,287

6,744,849

35,542

898,285

69,049

25,546

132,316

50,778

41,990

7,962,812

1,163,741

9,126,552

9,126,552

110,616

42,795

5,264

48,656

12,175

220,725

8,891,841

642,205

2,342,876

3,822,541

6,845,202

37,579

520,139

83,321

25,085

179,609

64,753

46,850

7,764,959

1,126,883

8,891,841

110,157

7.2

(0.4)

N.A.

4.7

(2.6)

N.A.

9.0

1.7

(2.6)

6.9

0.2

1.4

5.7

1.5

N.A.

(42.1)

20.7

(1.8)

35.7

N.A.

27.5

11.6

(2.5)

(3.2)

(2.6)

(7.4)

(8.9)

N.A.

32.9

(10.1)

N.A.

(10.4)

29.1

11.1

25.0

(8.0)

14.8

(8.2)

9.6

N.A.

25.7

(33.9)

13.1

18.9

N.A.

1.3

15.1

9.9

19.8

11.1

<b>S</b>	Banco AV Villas	
	Banco AV VIIIas	

Mar-13

Growth (%)

Mar-13 Vs.

Mar-12

Mar-13

Vs. Feb-13











## BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2013

INCOME STATEMENT	YTD			Month		Growth (%)	
(Ps. Millions)	Mar-12	Mar-13	LTM	Feb-12	Mar-13	Mar-13 Vs. Feb-13	
INTEREST INCOME						100 13	
Interest on loans	169,118	194,562	15.0	64,550	65,155	0.9	
Interest on investment securities	34,011	68,675		18,706	32,328	72.8	
Interbank and overnight funds	2,876	2,207	(23.3)	900	368		
Financial leases	_,070		N.A.	_	_	N.A.	
Total Interest Income	206,005	265,444		84,156	97,851		
INTEREST EXPENSE	_00,000	_00,	_0.5	0.)_00	37,332	_0.0	
Checking accounts	388	521	34.4	133	187	41.0	
Time deposits	30,909	31,627	2.3	10,845	9,583	(11.6)	
Saving deposits	20,454	22,960	•	7,511	7,634		
Total interest expense on deposits	51.751	55,107	6.5	18.488	17,405		
Borrowings from banks and others	2,114	1,155		356	410		
Interbank and overnight funds (expenses)	5,095	5,506	8.1	1,913	1,543	(19.4)	
Bonds	-	-	N.A.		_,	N.A.	
Total interest expense	58,960	61,769		20,757	19,357		
Net Interest Income	147,045	203,675		63,399	78,494		
Provisions for loan and financial lease losses, accrued interest and other, net	30,747	59,542		16,345	23,526		
Recovery of charged-off assets	(9,324)	(4,608)		(1,661)	(1,712)		
Provision for investment securities, foreclosed assets and other assets	670	447		140	160		
Recovery of provisions for investments securities, foreclosed assets and other assets	(218)	(207)		(0)	(76)		
Total provisions, net	21,875	55,173		14,824	21,897	47.7	
Net interest income after provisions	125,170	148,502		48,575	56,597		
FEES AND OTHER SERVICES INCOME	ĺ	- /					
Commissions from banking services	35,535	37,306	5.0	12,349	12,654	2.5	
Branch network services	-	_	N.A.			N.A.	
Credit card merchant fees	2,991	3,537		1,083	1,093	0.9	
Checking fees	1,977	1,754	(11.3)	609	557	(8.5)	
Other	8,514	10,301		3,432	3,512		
Total fees and other services income	49,017	52,897	7.9	17,473	17,817	2.0	
Fees and other services expenses	13,166	15,380		4,890	5,046		
Fees and other services income, net	35,851	37,518	4.6	12,583	12,771	1.5	
OTHER OPERATING INCOME				i			
Foreign exchange (losses) gains, net	(837)	504	(160.1)	264	149	(43.5)	
Gains (losses) on derivative operations, net	966	(286)	(129.6)	(188)	(63)	(66.5)	
Gains on sales of investments in equity securities, net	-	-	N.A.	- !	_	N.A.	
Dividend Income	3,222	-	(100.0)	-	-	N.A.	
Other	-	1	N.A.	1	=	(100.0)	
Total other operating income	3,351	218		77	86		
Total operating income	164,373	186,238	13.3	61,235	69,453	13.4	
OPERATING EXPENSES				i			
Salaries and employee benefits	37,034	37,947	2.5	12,864	12,684	(1.4)	
Bonus plan payments	277	311	12.4	77	196	156.1	
Termination payments	208	141	(32.2)	114	22	(80.7)	
Administrative and other expenses	67,706	68,843	1.7	23,517	24,714	5.1	
Insurance on deposit, net	4,573	5,058		1,677	1,702	1.5	
Charitable and other donation expenses	-	-	N.A.	-	-	N.A.	
Depreciation	4,838	4,810	•	1,486	1,550		
Goodwill amortization	-	-	N.A.	-	-	N.A.	
Total operating expenses	114,636	117,110		39,736	40,868		
Net operating income	49,737	69,128		21,499	28,585		
NON-OPERATING INCOME (EXPENSE)							
Other income	5,127	1,180	(77.0)	428	563	31.5	
Other expenses	2,138	2,161		489	1,073		
Non-operating income (expense), net	2,989	(981)		(61)	(509)		
Income before income tax expense	52,726	68,147		21,438	28,076		
Income tax expense	14,665	25,620		8,066	11,623		
Net income	38,061	42,527	11.7	13,372	16,453		
Net monte	30,001	42,327	11./	13,372	10,433	23.0	