

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

### January, 2014

### Disclaimer

Grupo Aval Acciones y Valores S.A. ("Grupo Aval") is an issuer in Colombia of securities registered with the National Registry of Shares and Issuers (Registro Nacional de Valores y Emisores), and in this capacity, it is subject to oversight by the Superintendency of Finance. Grupo Aval is not a financial institution and it is not supervised or regulated as a financial institution in Colombia. Grupo Aval is not required to file individual, nor consolidated financial statements on a monthly basis.

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."

Recipients of this document are responsible for the assessment and use of the information provided herein. Grupo Aval shall not be responsible for any decision taken by investors in connection with this document. The content of this document is not intended to provide full disclosure on Grupo Aval or its affiliates.

Tatiana Uribe Benninghoff Vice-President of Financial Planning and Investor Relations

Tel.: +571 241 9700 x3297 / 3600 E-mail: turibe@grupoaval.com



**BALANCE SHEET** 

(Ps. Millions)

ASSETS



CASH AND CASH EQUIVALENTS Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** 

Available for Sale

Available for Sale

Consumer Ioans

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 Commercial loans

Held to maturity

Equity securities

Debt securities

Trading

Trading

Allowance









Growth (%) Jan-14 Vs. Jan-14 Vs.

Jan-13

(9.9)

(66.6)

(19.1)

16.5

(23.2)

44.9

9.1

32.7

(48.8)

33.5

5.0

23.3

14.4

10.4

18.2

76.4

13.6

13.8

(1.6)

6.4

(2.6)

78.6

(1.2)

4.5

12.8

(9.8)

(12.2)

(4.9)

58.2

9.7

12.6

13.3

6.6

16.9

(2.3)

13.1

4.6

2.3

(14.2)

2.6

16.0

(18.9)

3.5

12.3

14.1

12.6

185.6

8.0

Dec-13

(18.3)

(69.6)

(26.7)

3.0

(16.5)

10.0

6.4

(2.1)

(0.2)

(2.1)

1.3

0.6

0.6

0.4

(0.1)

4.6

(0.6)

1.3

0.5

1.4

(0.1)

1.6

48.0

(4.6)

(0.3)

(0.9)

(3.8)

12.1

(0.4)

32.1

1.6

(1.4)

(11.0)

4.7

(2.1)

(2.8)

88.8

24.3

2.5

(12.5)

0.6

0.1

86.1

(10.9)

(1.2)

(2.2)

(1.4)

(31.7)

| G | rupo |  |
|---|------|--|
| 4 |      |  |

Jan-14

6,196,064

6,644,923

13,216,673

2,492,778

7,631,495

3,092,399

10,866,393

10,823,258

24,079,999

45,202,308

20,730,474

341,622

1,964,365

6,069,976

(2,650,173)

71,658,572

687,766

(83,990)

603.776

508,278

858,117

406,887

58,436

459,586

486,502

600,073

2,192,361

109,584,499

14,937,633

18,885,684

38,635,531

73,065,317

606,468

692,202

1,788,493

5,111,027

1,905,594

6,842,607

603,684

825,210

91,076,707

18,507,792

109,584,499

242,575

1,026,989

43,135

(3,067)

448,859

| Banco de Bogotú Occidente  | Sono ArVillas | AVAL |
|----------------------------|---------------|------|
| GRUPO AVAL ACCIONES Y VALO |               |      |

|      | Bogotá     | Occidente | popular  | AV Villas  |             |   |
|------|------------|-----------|----------|------------|-------------|---|
|      |            |           |          |            |             |   |
| GRUI | PO AVAL A  | ACCIONES  | Y VALORE | S S.A.     |             |   |
| COM  | IBINED FIN | ANCIAL S  | TATEMEN1 | S AS OF JA | ANUARY, 201 | 4 |

As of

Dec-13

7,586,261

1,477,726

9,063,987

12,828,053

2,986,539

6,934,919

2,906,596

11,102,313

11,059,098

23,927,338

44,925,073

20,657,417

341,857

1,877,803

6,104,929

(2,614,938)

71,292,141

678,278

(84,107)

594.170 i

343,458

860,339

410,564

60,774

410,049

488,629

454,346

2,156,871

111,139,196

16,777,968

18,045,719

39,449,172

75,161,014

1,438,452

4,984,356

1,894,417

6,833,088

324,395

926,266

92.205.969

18,933,227

111,139,196

277,346

888,155

366,635

1,076,530

43,215

(3,028)

Jan-13

6,875,390

1,343,065

8,218,455

11,346,595

3,246,000

5,266,248

2,834,347

8,190,065

8,105,845

19,533,739

39,506,990

18,772,561

288,978

1,113,631

5,618,336

(2,332,587)

62,967,908

698,982

(78,957)

620.025

284.551

1,039,547

821,202

360,784

64,764

523,518

511,382

379,391

1,999,378

97,324,645

13,180,080

17,718,914

33,057,476

621,031

242,405

64,577,501

1,710,638

4,994,187

1,857,005

5,897,382

744,646

797,169

81.103.768

16,220,877

97,324,645

282,835

84,220

(2,921)











## GRUPO AVAL ACCIONES Y VALORES S.A. COMBINED FINANCIAL STATEMENTS AS OF JANUARY, 2014

| INCOME STATEMENT   | Y       | TD               | Growth (%)            | Month          |                    | Growth (%)           |  |
|--|---------|------------------|-----------------------|----------------|--------------------|----------------------|--|
| (Ps. Millions)   | Jan-13  | Jan-14           | Jan-14 Vs. Jan-<br>13 | Dec-13         | Jan-14             | Jan-14 Vs.<br>Dec-13 |  |
| INTEREST INCOME  |         |                  | 13                    |                |                    | Dec-13               |  |
| Interest on loans  | 580,373 | 575,305          | (0.9)                 | 579,237        | 575,305            | (0.7)                |  |
| Interest on investment securities  | 152,041 | 39,603           | (74.0)                | 48,056         | 39,603             | (17.6)               |  |
| Interbank and overnight funds  | 11,889  | 10,357           | (12.9)                | 11,094         | 10,357             | (6.6)                |  |
| Financial leases   | 52,903  | 49,476           | (6.5)                 | 49,039         | 49,476             | 0.9                  |  |
| Total Interest Income  | 797,207 | 674,742          | (15.4)                | 687,426        | 674,742            | (1.8)                |  |
| INTEREST EXPENSE   |         | ,                | ( - ,                 |                | ,                  | • -                  |  |
| Checking accounts  | 11,153  | 9,135            | (18.1)                | 9,289          | 9,135              | (1.7                 |  |
| Time deposits  | 83,550  | 66,034           | (21.0)                | 65,899         |                    | 0.2                  |  |
| Saving deposits  | 103,552 | 100,404          | (3.0)                 | 100,401        | 100,404            | 0.0                  |  |
| Total interest expense on deposits   | 198,255 | 175,572          | (11.4)                | 175,589        | 175,572            | (0.0                 |  |
| Borrowings from banks and others   | 15,199  | 10,710           | (29.5)                | 9,829          | 10,710             | 9.0                  |  |
| Interbank and overnight funds (expenses)   | 5,017   | 3,990            | (20.5)                | 2,268          | 3,990              | 75.9                 |  |
| Bonds  | 30,119  | 33,190           | 10.2                  | 32,822         | 33,190             | 1.1                  |  |
| Total interest expense   | 248,590 | 223,462          | (10.1)                | 220,508        | 223,462            | 1.3                  |  |
| Net Interest Income  | 548,617 | 451,280          | (17.7)                | 466,918        | 451,280            | (3.3                 |  |
| Provisions for loan and financial lease losses, accrued interest and other, net  | 90,271  | 92,029           | 1.9                   | 110,246        | 92,029             | (16.5)               |  |
| Recovery of charged-off assets   | (7,900) | (11,412)         | 44.5                  | (15,427)       | (11,412)           | (26.0)               |  |
| Provision for investment securities, foreclosed assets and other assets  | 1,443   | 2,196            | 52.2                  | 4,192          | 2,196              | (47.6                |  |
| Recovery of provisions for investments securities, foreclosed assets and other assets  | (1,194) | (917)            | (23.2)                | (2,382)        | (917)              | (61.5                |  |
| Total provisions, net  | 82,620  | 81,896           | (0.9)                 | 96,628         | 81,896             | (15.2                |  |
| Net interest income after provisions   | 465,997 | 369 <i>,</i> 383 | (20.7)                | 370,290        | 369,383            | (0.2)                |  |
| FEES AND OTHER SERVICES INCOME   |         |                  |                       |                |                    |                      |  |
| Commissions from banking services  | 77,054  | 85,346           | 10.8                  | 99,701         | 85,346             | (14.4)               |  |
| Branch network services  | 2,528   | 2,288            | (9.5)                 | 2,702          | 2,288              | (15.3)               |  |
| Credit card merchant fees  | 15,345  | 17,107           | 11.5                  | 24,589         | 17,107             | (30.4)               |  |
| Checking fees  | 5,303   | 5,415            | 2.1                   | 5,539          | 5,415              | (2.2)                |  |
| Other  | 6,465   | 8,072            | 24.9                  | 8,279          | 8,072              | (2.5)                |  |
| Total fees and other services income   | 106,695 | 118,227          | 10.8                  | 140,809        |                    | (16.0                |  |
| Fees and other services expenses   | 30,718  | 31,880           | 3.8                   | 35,476         | 31,880             | (10.1                |  |
| Fees and other services income, net  | 75,977  | 86,347           | 13.6                  | 105,333        | 86,347             | (18.0                |  |
| OTHER OPERATING INCOME   |         |                  |                       |                |                    |                      |  |
| Foreign exchange (losses) gains, net   | 13,089  | 181,100          | N.A.                  | (8,017)        | 181,100            | N.A.                 |  |
| Gains (losses) on derivative operations, net   | (5,595) |                  | •                     | 25,467         | (165,269)          | (749.0               |  |
| Gains on sales of investments in equity securities, net  | (0)     | -                | 100.0                 | -              | -                  | N.A.                 |  |
| Dividend Income  | 1       | 1                | (18.0)                | 119,116        | 1                  | (100.0)              |  |
| Other  | 14,858  | 18,892           | 27.1                  | 15,923         | 18,892             | 18.6                 |  |
| Total other operating income   | 22,354  | 34,724           |                       | 152,489        | 34,724             | (77.2)               |  |
| Total operating income   | 564,328 | 490,455          | (13.1)                | 628,112        | 490,455            | (21.9)               |  |
| OPERATING EXPENSES   | 05 204  | 404047           |                       | 407.400        | 404.047            | <b></b>              |  |
| Salaries and employee benefits   | 96,381  | 101,047          | 4.8                   | 107,193        | 101,047            | (5.7                 |  |
| Bonus plan payments  | 3,019   | 3,230            | 7.0                   | 3,166          |                    | 2.0                  |  |
| Termination payments   | 457     | 775              | 69.3                  | (993)          |                    | 178.0                |  |
| Administrative and other expenses  | 169,430 | 162,535          | (4.1)                 | 197,415        |                    | (17.7)               |  |
| Insurance on deposit, net  | 15,337  | 16,223           | 5.8                   | 18,315         |                    | (11.4)               |  |
| Charitable and other donation expenses   | 115     |                  | i                     | 220            |                    |                      |  |
| Depreciation Conduction to the conduction of the | 17,687  | 23,081           | 30.5                  | 21,102         | 23,081             | 9.4                  |  |
| Goodwill amortization  | 1,989   |                  |                       | 2,126          |                    | 0.0                  |  |
| Total operating expenses   | 304,416 |                  |                       | 348,545        | 309,139<br>181,316 | •                    |  |
| Net operating income NON-OPERATING INCOME (EXPENSE)  | 259,912 | 181,316          | (30.2)                | 279,567        | 181,316            | (35.1                |  |
|  | 0.770   | 20.020           | 1111                  | 27.020         | 20.020             | /2F 41               |  |
| Other income   | 9,779   |                  | i                     | 27,938         |                    | (25.1                |  |
| Other expenses   | 4,901   | ,                | 35.6                  | 9,859          |                    | (32.6                |  |
| Non-operating income (expense), net  | 4,878   |                  |                       | 18,079         |                    | (20.9                |  |
| Income before income tax expense   | 264,790 |                  |                       | <b>297,646</b> |                    |                      |  |
| Income tax expense   | 98,825  |                  |                       | 77,501         |                    |                      |  |
| Net income   | 165,965 | 125,666          | (24.3)                | 220,145        | 125,666            | (42.9)               |  |





CASH AND CASH EQUIVALENTS

Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** Debt securities

Available for Sale

Available for Sale

Consumer Ioans

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 Commercial loans

Held to maturity

Equity securities

Trading

Trading

Allowance







| Banco de<br>Bogotá        |    |           | Banco<br>AV Villas |              |             |        |        | Build  | ае водона            |                    |
|---------------------------|----|-----------|--------------------|--------------|-------------|--------|--------|--------|----------------------|--------------------|
| BANCO DE BO<br>UNCONSOLID |    | NCIAL STA | TEMENT             | rs as of Jan | NUARY, 2014 |        |        |        |                      |                    |
| BALANCE SHE               | ET |           |                    |              |             |        | As of  |        | Grow                 | th (%)             |
|                           |    |           |                    |              |             |        |        |        |                      |                    |
| (Ps. Millions)            |    |           |                    |              |             | Jan-13 | Dec-13 | Jan-14 | Jan-14 Vs.<br>Dec-13 | Jan-14 V<br>Jan-13 |

| Banco de Bogotá |  |
|-----------------|--|
|-----------------|--|

| 3 | Banco de Bogotá |
|---|-----------------|
|---|-----------------|

3,888,519

4,857,587

5,365,855

1,155,545

2,809,352

1,400,958

8,906,609

8,906,609

14,271,717

26,485,104

6,803,699

316,304

750,699

1,454,185

(1.182.092)

34,627,899

342,410

(45,699)

296,711

298,283

742,579

351,515

3,176

19,463

191,146

465,905

144,458

1,056,836

57,327,276

8,781,472

10,849,795

18,320,112

420,178 38,371,558

321,919

329,085

149,451

885,175

111,088

328,686

45,773,175

11,554,101

57,327,276

2,545,104

2,731,110

(747)

969,068

3,470,765

960,030

4,430,795

5,521,115

1,238,173

2,776,009

1,506,934

6,429,067

6,429,067

11,949,478

23,150,676

6,182,499

256,088

215,986

1,303,744

(1,016,733)

30,092,260

342,897

(40,793)

302,104

229,803

502,542

317,129

22,514

239,196

487,235

113,256

1,027,773

49,714,852

7,393,929

9,642,409

16,588,555

33,924,741

299,847

189,513

358,297

121,541

830,328

344,171

275,691

40,296,030

9,418,822

49,714,852

1,487,420

2,764,329

768

(704)

| 3 | Banco de Bogotá |
|---|-----------------|
|   |                 |

3,096,192

3,292,999

5,188,642

2,784,207

1,511,014

8,830,877

8.830.877

14,018,736

26,822,297

6,862,731

317,159

813,447

1,453,049

(1,198,578)

35,070,104

350,315

(46,206)

304,109

407,865

716,115

351,351

4,985

18,730

239,462

463,911

275,259

1,069,274

56,232,900

8,190,882

11,006,333

16,937,258

36,474,646

340,172

585,484

802,431

136,423

944,874

328,332

270,215

44,985,420

11,247,479

56,232,900

2,648,856

2,794,161

(783)

893,422

196,808

(20.4)

(79.7)

(32.2)

(3.3)

(0.9)

7.9

(0.9)

N.A.

(0.9)

4.9

(1.8)

1.3

0.9

0.3

8.4

(0.1)

1.4

1.3

2.3

1.1

2.5

36.7

(3.6)

(0.0)

56.9

(3.8)

25.3

(0.4)

90.5

1.2

(1.9)

(6.7)

1.4

(7.5)

(19.0)

(4.9)

81.9

143.8

2.3

(8.7)

6.7

4.1

195.6

(17.8)

(1.7)

(2.7)

(1.9)

(22.7)

(10.8)

(79.5)

(25.7)

(6.0)

(27.8)

0.3

0.3

37.4

N.A.

37.4

11.2

17.3

15.9

11.0

23.8

276.6

11.5

17.9

16.5

2.2

13.3

77.5

42.5

10.8 549.3

(16.8)

0.1

(4.8)

4.0

13.1

10.8

14.1

2.1

13.4

208.9

124.0

1.1

12.2

13.8

78.1

(4.6)

(2.0)

11.6

19.4

13.1

143.0

0.7











## BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014

| INCOME STATEMENT  | YTI              | )                 | Growth (%)            | Month              |                   | Growth (%)           |  |
|---|------------------|-------------------|-----------------------|--------------------|-------------------|----------------------|--|
| (Ps. Millions)  | Jan-13           | Jan-14            | Jan-14 Vs. Jan-<br>13 | Dec-13             | Jan-14            | Jan-14 Vs.<br>Dec-13 |  |
| INTEREST INCOME   | !                |                   |                       | !                  |                   |                      |  |
| Interest on loans   | 268,651          | 268,920           | 0.1                   | 272,680            | 268,920           | (1.4)                |  |
| Interest on investment securities   | 102,954          | 13,843            | (86.6)                | 21,042             | 13,843            | (34.2)               |  |
| Interbank and overnight funds   | 7,421            | 6,332             | (14.7)                | 6,634              | 6,332             | (4.6)                |  |
| Financial leases  | 11,671           | 11,436            | (2.0)                 | 11,251             | 11,436            | 1.6                  |  |
| Total Interest Income   | 390,697          | 300,531           | (23.1)                | 311,607            | 300,531           | (3.6)                |  |
| INTEREST EXPENSE  |                  |                   |                       | !                  | !                 | 1                    |  |
| Checking accounts   | 8,386            | 7,677             | (8.5)                 | 7,791              | 7,677             | (1.5)                |  |
| Time deposits   | 44,378           | 37,154            | (16.3)                | 37,094             | 37,154            | 0.2                  |  |
| Saving deposits   | 55,170           | 45,699            | (17.2)                | 47,571             | 45,699            | (3.9)                |  |
| Total interest expense on deposits  | 107,934          | 90,531            | (16.1)                | 92,456             | 90,531            | (2.1)                |  |
| Borrowings from banks and others  | 6,980            | 5,213             | (25.3)                | 4,441              | 5,213             | 17.4                 |  |
| Interbank and overnight funds (expenses)  | 890              | 613               | (31.1)                | 545                | 613               | 12.4                 |  |
| Bonds   | 7,084            | 12,264            | 73.1                  | 11,876             | 12,264            | 3.3                  |  |
| Total interest expense  | 122,887          | 108,620           | (11.6)                | 109,318            | 108,620           | (0.6)                |  |
| Net Interest Income   | 267,810          | 191,911           | (28.3)                | 202,289            | 191,911           | (5.1)                |  |
| Provisions for loan and financial lease losses, accrued interest and other, net       | 34,381           | 44,184            | 28.5                  | 58,787             | 44,184            | (24.8)               |  |
| Recovery of charged-off assets  | (3,600)          | (5,549)           | 54.1                  | (5,365)            | (5,549)           |                      |  |
| Provision for investment securities, foreclosed assets and other assets               | 388              | 557               | 43.5                  | 1,076              | 557               | (48.3)               |  |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (398)            | (248)             |                       | (81)               | (248)             |                      |  |
| Total provisions, net   | 30,770           | 38,944            | 26.6                  | 54,416             | 38,944            | (28.4)               |  |
| Net interest income after provisions  | 237,040          | 152,967           | (35.5)                | 147,873            | 152,967           | 3.4                  |  |
| FEES AND OTHER SERVICES INCOME  |                  |                   | (55.5)                |                    |                   |                      |  |
| Commissions from banking services   | 43,513           | 48,415            | 11.3                  | 60,400             | 48,415            | (19.8)               |  |
| Branch network services   | 2,518            | 2,278             | (9.6)                 | 2,692              | 2,278             | (15.4)               |  |
| Credit card merchant fees   | 5,020            | 6,394             | 27.4                  | 9,147              | 6,394             | (30.1)               |  |
| Checking fees   | 2,748            | 2,754             | 0.2                   | 2,827              | 2,754             | (2.6)                |  |
| Other   | 262              | 280               | 6.7                   | 373                | 280               | (24.9)               |  |
| Total fees and other services income  | 54,061           | 60,121            | 11.2                  | 75,439             | 60,121            | (20.3)               |  |
| Fees and other services expenses  | 11,116           | 11,357            | 2.2                   | 11,889             | 11,357            | (4.5)                |  |
| Fees and other services income, net   | 42,945           | 48,764            | 13.5                  | 63,550             | 48,764            | (23.3)               |  |
| OTHER OPERATING INCOME  | 42,545           | 40,704            | 13.3                  | 03,330             | 40,704            | (23.3)               |  |
| Foreign exchange (losses) gains, net  | 9,566            | 172,686           | N.A.                  | (7,283)            | 172,686           | N.A.                 |  |
| Gains (losses) on derivative operations, net  | (4,402)          | (160,445)         |                       | 21,641             | (160,445)         |                      |  |
| Gains on sales of investments in equity securities, net                               | (4,402)          | (100,443)         | N.A.                  | 21,041             | (100,443)         | (041.4)<br>N.A.      |  |
| Dividend Income   |                  | _                 | N.A.<br>N.A.          | 119,116            | _                 | (100.0)              |  |
| Other   | 224              | 316               | 40.7                  | 251                | 316               | 25.9                 |  |
|   |                  |                   |                       |                    |                   |                      |  |
| Total onesting income   | 5,388<br>285,373 | 12,557<br>214,288 | 133.0<br>(24.9)       | 133,724<br>345,147 | 12,557<br>214,288 | (90.6)<br>(37.9)     |  |
| Total operating income  | 205,575          | 214,200           | (24.5)                | 343,147            | 214,200           | (37.3)               |  |
| OPERATING EXPENSES  | 40.252           | 44.070            | 44.5                  | 40.605             | 44.070            | (0.2)                |  |
| Salaries and employee benefits  | 40,353           | 44,978            | 11.5                  | 49,605             | 44,978            | (9.3)                |  |
| Bonus plan payments   | 1,060            | 1,095             | 3.3                   | 251                | 1,095             | 336.0                |  |
| Termination payments  | 50               | 42                | (17.1)                | 1                  | 42                | N.A.                 |  |
| Administrative and other expenses   | 83,331           | 77,274            | (7.3)                 | 96,698             | 77,274            | (20.1)               |  |
| Insurance on deposit, net   | 7,713            | 7,329             | (5.0)                 | 8,787              | 7,329             | (16.6)               |  |
| Charitable and other donation expenses  | -                | -                 | N.A.                  | -                  | -                 | N.A.                 |  |
| Depreciation  | 4,108            | 4,780             | 16.4                  | 4,718              | 4,780             | 1.3                  |  |
| Goodwill amortization   | 1,865            | 1,994             | 6.9                   | 1,994              | 1,994             | (0.0)                |  |
| Total operating expenses  | 138,481          | 137,492           |                       | 162,053            | 137,492           | (15.2)               |  |
| Net operating income  | 146,893          | 76,796            | (47.7)                | 183,094            | 76,796            | (58.1)               |  |
| NON-OPERATING INCOME (EXPENSE)  |                  |                   |                       |                    |                   |                      |  |
| Other income  | 3,324            | 7,765             | 133.6                 | 13,200             | 7,765             | (41.2)               |  |
| Other expenses  | 1,546            | 3,094             |                       | 3,685              | 3,094             | (16.0)               |  |
| Non-operating income (expense), net   | 1,778            | 4,671             |                       | 9,515              | 4,671             | (50.9)               |  |
|   | 148,671          | 81,467            | (45.2)                | 192,609            | 81,467            | (57.7)               |  |
| Income before income tax expense  | 140,071          | 01,.07            | , , ,                 |                    |                   |                      |  |
| Income before income tax expense Income tax expense                                   | 56,896           | 29,644            | •                     | 45,552             | 29,644            | (34.9)               |  |



ASSETS

**Trading** 

Trading

Allowance



CASH AND CASH EQUIVALENTS Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** Debt securities

Available for Sale

Available for Sale

Consumer Ioans

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

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** 

LOANS AND FINANCIAL LEASES Commercial loans

Held to maturity

Equity securities







| Banco de Banco de Coccidente Aprildo Al Villas                                |        |        | Ballet | ue Occiu             | ente     |
|---|--------|--------|--------|----------------------|----------|
| BANCO DE OCCIDENTE<br>UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014 |        |        |        |                      |          |
| BALANCE SHEET   |        | As of  |        | Grow                 | th (%)   |
| (Ps. Millions)  | Jan-13 | Dec-13 | Jan-14 | Jan-14 Vs.<br>Dec-13 | Jan-14 \ |

1,882,413

1,960,398

2,206,811

1,019,431

707,086

480,294

5,017

1,214,527

1,209,510

3,421,337

9,218,638

3,513,180

3,991,033

16,104,467

(620,160)

157,972

(19,848)

138.123

52,357

443,322

243,685

359,651

26,547

134,344

239,472

398,079

23,545,930

3,632,637

3,691,434

7,041,043

14,542,942

177,829

50,838

371,745

106,932

450,950

142,310

130,432

20,062,193

3,483,737

23,545,930

2,512,087

1,753,958

24,148

1,776

77,985

2,118,566

2,565,853

2,735,248

1,387,795

1,604,928

1,604,928

4,340,176

10,682,684

4,319,372

4,383,508

18,718,956

(698,746)

151,350

(19,237)

132.113

42.826

219,738

245,347

407,002

25,233

123,662

22,724

272,028

443,990

27,559,648

5,581,111

3,783,273

8,320,285

17,962,742

278,074

42,449

581,557

83,911

418,490

29,228

158,093

23,756,205

3,803,443

27,559,648

2,473,313

2,006,423

32,138

755,783

591,670

447,286

|  | Banco de Occidente |
|--|--------------------|
|  |                    |

1,240,773

1,416,919

2,751,673

1,619,247

1,492,740

1,492,740

4,244,413

10,671,128

4,333,907

4,356,693

18,693,058

(706,158)

150,672

(20,172)

130.501

97,903

219,685

246,033

401,527

23,791

123,849

277,974

454,611

26,352,855

4,455,920

4,155,372

8,301,401

17,076,082

163,389

103,726

268,689

67,309

403,358

54,243

133,256

22,635,221

26,352,855

3,717,634

2,473,313

2,055,243

22,591

37,489

620,861

511,565

176,147

(41.4)

(60.6)

(44.8)

0.6

(32.3)

16.7

4.9

(7.0)

N.A.

(7.0)

N.A.

(2.2)

(0.1)

0.3

N.A.

16.6

(0.6)

1.1

(0.1)

(0.4)

4.9

(1.2)

(0.0)

0.3

(1.3)

(5.7)

0.2

(0.6)

2.2

2.4

(4.4)

(20.2)

9.8

(0.2)

(41.2)

(4.9)

144.4

(53.8)

(19.8)

85.6

(15.7)

(4.7)

(2.3)

(4.4)

2.4

(3.6)

128.6

(34.1)

125.9

(27.7)

24.7

(49.8)

129.0

29.3

22.9

(100.0)

23.4

N.A.

24.1

15.8

23.4

N.A.

N.A.

9.2

13.9

16.1

(4.6)

1.6

(5.5)

87.0

(50.4)

1.0

11.6

(10.4)

(7.8)

(6.4)

16.1

14.2

11.9

22.7

12.6

17.9

(8.1)

17.4

104.0

(27.7)

17.2

(37.1)

(10.6)

(1.5)

(61.9)

2.2

12.8

6.7

11.9











### BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014

| INCOME STATEMENT  | YT      | D       | Growth (%)            | Mo      | Growth (%) |                      |
|---|---------|---------|-----------------------|---------|------------|----------------------|
| (Ps. Millions)  | Jan-13  | Jan-14  | Jan-14 Vs. Jan-<br>13 | Dec-13  | Jan-14     | Jan-14 Vs.<br>Dec-13 |
| INTEREST INCOME   |         |         | 13                    |         |            | Dec-13               |
| Interest on loans   | 124,925 | 125,957 | 0.8                   | 124,479 | 125,957    | 1.2                  |
| Interest on investment securities   | 16,097  | 8,154   | (49.3)                | 8,494   | 8,154      | (4.0)                |
| Interbank and overnight funds   | 2,774   | 2,995   | 8.0                   | 3,142   | 2,995      | (4.7)                |
| Financial leases  | 38,007  | 35,735  | (6.0)                 | 35,318  | 35,735     | 1.2                  |
| Total Interest Income   | 181,803 | 172,841 | (4.9)                 | 171,431 | 172,841    | 0.8                  |
| INTEREST EXPENSE  |         | ·       | ` '                   |         | ,          |                      |
| Checking accounts   | 950     | 887     | (6.7)                 | 951     | 887        | (6.8)                |
| Time deposits   | 18,399  | 15,727  | (14.5)                | 16,049  | 15,727     | (2.0)                |
| Saving deposits   | 20,457  | 22,011  | 7.6                   | 21,107  | 22,011     | 4.3                  |
| Total interest expense on deposits  | 39,806  | 38,625  | (3.0)                 | 38,107  | 38,625     | 1.4                  |
| Borrowings from banks and others  | 5,618   | 4,816   | (14.3)                | 4,783   | 4,816      | 0.7                  |
| Interbank and overnight funds (expenses)  | 1,740   | 1,224   | (29.6)                | 415     | 1,224      | 195.3                |
| Bonds   | 12,636  | 12,378  | (2.0)                 | 12,287  | 12,378     | 0.7                  |
| Total interest expense  | 59,801  | 57,043  | (4.6)                 | 55,592  | 57,043     | 2.6                  |
| Net Interest Income   | 122,002 | 115,798 | (5.1)                 | 115,840 | 115,798    | (0.0)                |
| Provisions for loan and financial lease losses, accrued interest and other, net       | 30,357  | 30,936  | 1.9                   | 35,721  | 30,936     | (13.4)               |
| Recovery of charged-off assets  | (2,212) | (3,184) | 44.0                  | (5,163) | (3,184)    | (38.3)               |
| Provision for investment securities, foreclosed assets and other assets               | 732     | 891     | 21.6                  | 1,730   | 891        | (48.5)               |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (520)   | (579)   | 11.2                  | (1,255) | (579)      | (53.9)               |
| Total provisions, net   | 28,358  | 28,064  | (1.0)                 | 31,034  | 28,064     | (9.6)                |
| Net interest income after provisions  | 93,644  | 87,734  | (6.3)                 | 84,806  | 87,734     | 3.5                  |
| FEES AND OTHER SERVICES INCOME  | !       |         |                       |         |            |                      |
| Commissions from banking services   | 14,709  | 15,578  | 5.9                   | 16,692  | 15,578     | (6.7)                |
| Branch network services   | -       | -       | N.A.                  | -       | -          | N.A.                 |
| Credit card merchant fees   | 8,321   | 8,626   | 3.7                   | 12,127  | 8,626      | (28.9)               |
| Checking fees   | 1,710   | 1,824   | 6.7                   | 1,739   | 1,824      | 4.9                  |
| Other   | 2,157   | 2,777   | 28.8                  | 2,973   | 2,777      | (6.6)                |
| Total fees and other services income  | 26,897  | 28,806  | 7.1                   | 33,531  | 28,806     | (14.1)               |
| Fees and other services expenses  | 11,010  | 11,498  | 4.4                   | 12,244  | 11,498     | (6.1)                |
| Fees and other services income, net   | 15,887  | 17,307  | 8.9                   | 21,287  | 17,307     | (18.7)               |
| OTHER OPERATING INCOME  | į       |         |                       |         |            |                      |
| Foreign exchange (losses) gains, net  | 3,200   | 7,124   | 122.6                 | (855)   | 7,124      | 932.9                |
| Gains (losses) on derivative operations, net  | (1,141) | (4,264) | 273.6                 | 3,749   | (4,264)    | (213.7)              |
| Gains on sales of investments in equity securities, net                               | -       | =       | N.A.                  | -       | -          | N.A.                 |
| Dividend Income   | 1       | 1       | (18.0)                | -       | 1          | N.A.                 |
| Other   | 14,520  | 18,407  | 26.8                  | 15,550  | 18,407     | 18.4                 |
| Total other operating income  | 16,580  | 21,269  | 28.3                  | 18,444  | 21,269     | 15.3                 |
| Total operating income  | 126,112 | 126,310 | 0.2                   | 124,537 | 126,310    | 1.4                  |
| OPERATING EXPENSES  | į       |         |                       |         |            |                      |
| Salaries and employee benefits  | 25,988  | 25,223  | (2.9)                 | 25,975  | 25,223     | (2.9)                |
| Bonus plan payments   | 1,754   | 1,856   | 5.8                   | 2,186   | 1,856      | (15.1)               |
| Termination payments  | 346     | 333     | (3.8)                 | (1,036) | 333        | 132.1                |
| Administrative and other expenses   | 34,606  | 37,721  | 9.0                   | 40,972  | 37,721     | (7.9)                |
| Insurance on deposit, net   | 3,602   | 4,234   | 17.5                  | 4,428   | 4,234      | (4.4)                |
| Charitable and other donation expenses  | 1       | 3       | 334.3                 | 48      | 3          | (92.9)               |
| Depreciation  | 10,054  | 15,014  | 49.3                  | 12,459  | 15,014     | 20.5                 |
| Goodwill amortization   | 124     | 133     | 6.9                   | 133     | 133        | 0.0                  |
| Total operating expenses  | 76,476  | 84,518  | 10.5                  | 85,163  | 84,518     | (8.0)                |
| Net operating income  | 49,636  | 41,792  | (15.8)                | 39,374  | 41,792     | 6.1                  |
| NON-OPERATING INCOME (EXPENSE)  | !       |         |                       |         |            |                      |
| Other income  | 3,726   | 5,124   | 37.5                  | 1,247   | 5,124      | 311.0                |
| Other expenses  | 1,269   | 1,140   |                       | 2,095   | 1,140      | (45.6)               |
| Non-operating income (expense), net   | 2,457   | 3,984   |                       | (848)   |            |                      |
| Income before income tax expense  | 52,092  | 45,777  |                       | 38,525  | 45,777     |                      |
| Income tax expense  | 17,958  | 16,018  | (10.8)                | 8,158   | 16,018     | 96.3                 |
|   | 34,134  | 29,758  |                       | 30,367  | 29,758     |                      |



**BALANCE SHEET** 

(Ps. Millions)

Trading

Trading

Allowance

**ASSETS** 



CASH AND CASH EQUIVALENTS Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

INVESTMENT SECURITIES Debt securities

Available for Sale

Available for Sale

Consumer loans

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Checking accounts

Savings deposits

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

**Total liabilities** 

Time deposits

Goodwill, net

**Total assets** 

LIABILITIES **DEPOSITS** 

Other

**Bonds** 

**Total deposits** 

Other assets, net Reappraisal of assets

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 Borrowings from banks and other

Total liabilities and shareholders' equity

LOANS AND FINANCIAL LEASES Commercial loans

Held to maturity

Equity securities



Jan-14

1,257,992

1,262,236

2.837.815

1,968,530

265,244

604,041

531,007

43,135

487,872

3,368,822

5,241,793

6,515,652

13,636

98,244

260,234

(444,333)

119,769

110,621

(9,148)

1,435

375

49,920

159,613

11,624

57,178

32,644

446,733

17,186,427

1,543,352

1,348,177

9,020,421

11,976,126

64,175

1,582

6,063

161,058

21,090

389,597

179,285

370,851

14,826,091

2,360,336

17,186,427

1,720,438

11,685,226

4,244

Growth (%) Jan-14 Vs. Jan-14 Vs.

Jan-13

26.4

N.A.

26.9

81.6

2.2

155.5

13.3

8.5

27.1

7.1

N.A.

64.1

7.2

4.0

(10.4)

13.8

(19.6)

2.1

4.9

(6.8)

(8.1)

(6.7)

7.2

5.3

2.8

10.1

(42.0)

N.A.

97.6

24.8

14.6

(0.6)

(31.1)

57.0

(39.8)

28.0

(23.0)

(96.0)

(60.8)

(25.3)

(5.8)

(9.3)

8.5

15.6

8.9

14.6

(18.6)

(30.4)

Dec-13

21.5

(8.2)

21.3

14.6

37.7

15.3

4.8

(8.3)

(0.2)

(8.9)

N.A.

10.2

0.8

0.1

(1.3)

(0.7)

(2.6)

1.3

0.3

2.8

4.5

2.7

15.6

2.3

(0.9)

(2.8)

(1.1)

(0.9)

N.A.

18.7

2.6

3.5

(0.3)

16.2

7.2

6.7

(38.2)

27.4

57.3

3.1

(10.3)

(9.6)

(5.2)

12.8

(4.1)

4.4

(1.7)

3.5

As of

Dec-13

1,035,797

1,040,422

2,476,806

1,707,811

192,630

576,365

579,008

43,215

535,793

3,055,814

5,202,301

6,509,117

13,819

98,925

267,236

(438,500)

116,510

107,758

(8,752)

1,241

48,792

161,030

11,748

57,713

27,501

435,203

16,600,505

1,547,232

1,159,954

8,413,033

11,224,065

103,846

1,242

3,854

156,175

23,521

431,113

158,982

386,716

14,200,340

2,400,166

16,600,505

1,814,671

386

11,652,898

4,624

| BANCO POPULAR   |  |
|---|--|
| Diffice For other                                       |  |
| UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014 |  |
|   |  |

| Banco de<br>Bogotá | Eanco de Occidente | Banco<br>AV Villas | band | co popular |
|--------------------|--------------------|--------------------|------|------------|
| O POPU             | LAR                |                    |      |            |

| Banco de<br>Bogotá |      | banco<br>popular | Banco<br>AV Villas | banco popular |
|--------------------|------|------------------|--------------------|---------------|
| BANCO POPU         | ILAR |                  |                    |               |

| AV VIII.O | ance de ban popu | Banco<br>AV Villas | banco popular |
|-----------|------------------|--------------------|---------------|
|           | ban<br>popul     | Banco              | banco popular |

Jan-13

994,883

994,883

1,563,061

259,446

770,518

533,097

489,441

33,941

455,500

2,052,503

4,888,676

6,265,736

15,213 86,305

323,559

(435,347)

128,559

(9,951)

2,063

365

46,588

151,641

10,562

98,530

16,524

357,962

14,994,372

1,551,982

1,955,408

5,744,888

106,582

9,358,859

152,684

410,636

28,223

413,651

220,173

341,894

12,826,049

2,168,322

14,994,372

1,897,875

2,055

118,608

11,144,143











### BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014

| INCOME STATEMENT  | YTD     |         | Growth (%)            | Mor             | th      | Growth (%)           |
|---|---------|---------|-----------------------|-----------------|---------|----------------------|
| (Ps. Millions)  | Jan-13  | Jan-14  | Jan-14 Vs. Jan-<br>13 | Dec-13          | Jan-14  | Jan-14 Vs.<br>Dec-13 |
| INTEREST INCOME   |         |         | 15                    |                 |         | Dec-13               |
| Interest on loans   | 121,940 | 115,756 | (5.1)                 | 115,478         | 115,756 | 0.2                  |
| Interest on investment securities   | 15,351  | 10,344  | (32.6)                | 14,018          | 10,344  | (26.2                |
| Interbank and overnight funds   | 754     | 807     | 7.0                   | 1,109           | 807     | (27.2                |
| Financial leases  | 3,224   | 2,305   | (28.5)                | 2,471           | 2,305   | `<br>(6.7            |
| Total Interest Income   | 141,270 | 129,212 |                       | 133,075         | 129,212 | (2.9                 |
| INTEREST EXPENSE  |         |         | ì í                   | į               | Ĺ       | Ì                    |
| Checking accounts   | 1,615   | 485     | (70.0)                | 425             | 485     | 14.0                 |
| Time deposits   | 9,575   | 4,891   | (48.9)                | 4,914           | 4,891   | (0.5                 |
| Saving deposits   | 20,110  | 25,283  | 25.7                  | 24,491          | 25,283  | 3.2                  |
| Total interest expense on deposits  | 31,300  | 30,658  | (2.1)                 | 29,830          | 30,658  | 2.8                  |
| Borrowings from banks and others  | 2,212   | 410     | (81.4)                | 418             | 410     | (1.8                 |
| Interbank and overnight funds (expenses)  | 337     | 269     | (20.3)                | 338             | 269     | (20.5                |
| Bonds   | 10,398  | 8,548   | (17.8)                | 8,659           | 8,548   | (1.3                 |
| Total interest expense  | 44,247  | 39,885  | (9.9)                 | 39,244          | 39,885  | 1.6                  |
| Net Interest Income   | 97,022  | 89,327  | (7.9)                 | 93,830          | 89,327  | (4.8                 |
| Provisions for loan and financial lease losses, accrued interest and other, net       | 5,862   | 6,726   | 14.8                  | 8,382           | 6,726   | (19.8                |
| Recovery of charged-off assets  | (854)   | (1,040) | 21.9                  | (3,172)         | (1,040) | (67.2                |
| Provision for investment securities, foreclosed assets and other assets               | 176     | 244     | 38.1                  | 425             | 244     | (42.6                |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (145)   | (66)    | (54.3)                | (1,046)         | (66)    | (93.7                |
| Total provisions, net   | 5,039   | 5,863   | 16.4                  | 4,590           | 5,863   | 27.8                 |
| Net interest income after provisions  | 91,983  | 83,464  | (9.3)                 | 89,241          | 83,464  | (6.5                 |
| FEES AND OTHER SERVICES INCOME  |         |         |                       | !               |         |                      |
| Commissions from banking services   | 6,529   | 7,788   | 19.3                  | 9,930           | 7,788   | (21.6                |
| Branch network services   | 10      | 10      | _                     | 10              | 10      |                      |
| Credit card merchant fees   | 643     | 614     | (4.5)                 | 1,120           | 614     | (45.2                |
| Checking fees   | 258     | 228     | (11.4)                | 262             | 228     | (13.0                |
| Other   | 690     | 552     |                       | 674             | 552     | (18.2                |
| Total fees and other services income  | 8,130   | 9,192   |                       | 11,997          | 9,192   |                      |
| Fees and other services expenses  | 3,149   | 3,175   | 0.8                   | 4,760           | 3,175   | (33.3                |
| Fees and other services income, net   | 4,981   | 6,017   | 20.8                  | 7,237           | 6,017   | (16.9                |
| OTHER OPERATING INCOME  |         |         |                       |                 | Ĺ       | ·                    |
| Foreign exchange (losses) gains, net  | 232     | 845     | 263.6                 | 83              | 845     | 914.4                |
| Gains (losses) on derivative operations, net  | (16)    | (103)   |                       | (2)             | (103)   | N.A.                 |
| Gains on sales of investments in equity securities, net                               | (0)     | ` -     | 100.0                 | `-              | ` -     | N.A.                 |
| Dividend Income   | -       | -       | N.A.                  | -               | -       | N.A.                 |
| Other   | 113     | 125     | 10.8                  | 121             | 125     | 3.3                  |
| Total other operating income  | 329     | 868     | 163.7                 | 202             | 868     | 328.9                |
| Total operating income  | 97,293  | 90.348  | (7.1)                 | 96,680          | 90,348  | (6.5                 |
| OPERATING EXPENSES  |         |         | · /                   |                 |         | ,                    |
| Salaries and employee benefits  | 17,641  | 18,288  | 3.7                   | 19,164          | 18,288  | (4.6                 |
| Bonus plan payments   | 166     | 185     | 11.6                  | 188             | 185     | (1.6                 |
| Termination payments  | 56      | _       | (100.0)               | 34              | _       | (100.0               |
| Administrative and other expenses   | 30,881  | 25,973  |                       | 36,312          | 25,973  | (28.5                |
| Insurance on deposit, net   | 2,343   | 2,785   | 18.8                  | 3,222           | 2,785   |                      |
| Charitable and other donation expenses  | 114     | 119     |                       | 119             | 119     | 0.0                  |
| Depreciation  | 1,751   | 1,839   | 5.0                   | 1,845           | 1,839   | (0.3                 |
| Goodwill amortization   | -,, 31  | -,055   | N.A.                  |                 | -,055   | (0.5<br>N.A.         |
| Total operating expenses  | 52,953  | 49,189  |                       | 60,884          | 49,189  | (19.2                |
| Net operating income  | 44,340  | 41,159  |                       | 35,796          | 41,159  | 15.0                 |
| NON-OPERATING INCOME (EXPENSE)  | ,5-0    | 71,133  | (7.2)                 | 55,750          | 41,133  |                      |
| Other income  | 2,541   | 7,372   | 190.1                 | 12,374          | 7,372   | (40.4                |
| Other expenses  | 1,487   | 1,770   |                       | 3,039           | 1,770   |                      |
| Non-operating income (expense), net   | 1,467   | 5,602   |                       | 9,335           | 5,602   |                      |
| Income before income tax expense  | 45,395  | 46,762  | 1                     | 9,335<br>45,131 | 46,762  |                      |
|   | 43,333  | 40,/02  | 3.0                   | 45,151          | 40,762  | 3.0                  |
| Income tax expense  | 18,040  | 16,727  | (7.3)                 | 17,786          | 16,727  | (6.0                 |



ASSETS

Trading

Trading

Allowance









543,379

56,747

600,126

2,250,143

1,029,961

882,580

337,602

11,768

11,768

(2,281)

2,259,631

2,554,985

3,025,229

11,734

996,041

(295,601)

6,292,389

68,007

(10,419)

57,588

65,421

102,448

4,329

37,528

10,360

220,841

868,152

2,252,697

4,395,742

7,602,649

86,057

1,025

523,957

90,648

20,463

159,639

25,098

52,771

8,476,249

1,175,517

9,651,766

9,651,766

1,107



CASH AND CASH EQUIVALENTS

Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

**INVESTMENT SECURITIES** Debt securities

Available for Sale

Available for Sale

Consumer Ioans

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 Commercial loans

Held to maturity

Equity securities

| Britico de<br>Brogotà Giciadanda Occidenda AV Villas                       |        | 6      | Danco  | AV VIIIds  |           |
|--|--------|--------|--------|------------|-----------|
| BANCO AV VILLAS<br>UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014 |        |        |        |            |           |
| BALANCE SHEET  |        | As of  |        | Grow       | th (%)    |
| (Ps. Millions)   | Jan-13 | Dec-13 | Jan-14 | Jan-14 Vs. | Jan-14 Vs |

527,330

305,049

832,379

2,055,608

1,012,635

728,951

314,022

57,030

45,262

11,768

(2,217)

2,110,421

2,249,000

2,811,146

17,677

809,563

(260,346)

5,627,039

69,555

(8,365)

61,190

47,095

108,747

5,141

51,447

10,139

215,564

9,069,491

601,532

2,429,664

3,682,990

6,750,959

827,912

65,265

26,138

37,992

49,151

7,919,495

1,149,996

9,069,491

162,077

36,774

328

| 4 | Banco AV Villas |  |
|---|-----------------|--|
|   |                 |  |

|   | 4 | Banco AV Villas |   |
|---|---|-----------------|---|
| , |   |                 | ļ |

601,107

672,768

2,438,543

1,259,511

822,548

356,484

11,768

11,768

(2,284)

2,448,027

2,467,091

3,018,185

1,015,185

(301,103)

6,210,184

67,010

(8,464)

58,546

41,269

101,121

4,291

39,097

14,196

221,743

747,479

2,375,801

4,376,450

7,538,462

38,732

1,410

711,310

100,565

17,752

167,765

41,824

50,888

8,629,975

1,182,343

9,812,318

9,812,318

1,075

10,826

71,661

10.6

26.3

12.1

8.4

(6.8)

22.3

5.6

N.A.

0.1

8.3

(3.4)

(0.2)

(7.7)

1.9

N.A.

1.9

(1.3)

(1.5)

1.7

(2.9)

(1.3)

N.A.

(0.9)

4.2

N.A.

37.0

0.4

1.7

(13.9)

5.5

(0.4)

(55.0)

(0.8)

37.5

35.8

10.9

(13.2)

5.1

N.A.

66.6

(3.6)

1.8

0.6

1.7

(36.9)

(18.8)

14.0

(76.5)

(19.2)

18.6

12.8

24.4

13.5

(79.4)

(0.0)

3.0

16.0

9.7 7.4

(38.8)

25.4

N.A.

15.7

10.4

(3.7)

1.2

(4.3)

228.0

(12.4)

(7.0)

N.A.

(16.5)

(24.0)

N.A.

40.0

2.9

8.2

24.3

(2.2)

18.8

5.3

11.7

N.A.

(14.1)

54.1

(32.1)

3.5

N.A.

10.1

3.5

9.0

2.8

8.2

(100.0)











### BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF JANUARY, 2014

| INCOME STATEMENT  | YTE     | )       | Growth (%)            | Mon        | th      | Growth (%)           |
|---|---------|---------|-----------------------|------------|---------|----------------------|
| (Ps. Millions)  | Jan-13  | Jan-14  | Jan-14 Vs. Jan-<br>13 | Dec-13     | Jan-14  | Jan-14 Vs.<br>Dec-13 |
| INTEREST INCOME   |         |         | 15                    |            |         | Dec-13               |
| Interest on loans   | 64,856  | 64,671  | (0.3)                 | 66,601     | 64,671  | (2.9)                |
| Interest on investment securities   | 17,641  | 7,263   | (58.8)                | 4,502      | 7,263   | 61.3                 |
| Interbank and overnight funds   | 940     | 223     | (76.2)                | 210        | 223     | 6.4                  |
| Financial leases  | - [     | =       | N.A.                  | - į        | -       | N.A.                 |
| Total Interest Income   | 83,437  | 72,158  |                       | 71,313     | 72,158  | 1.2                  |
| INTEREST EXPENSE  |         | ,       | , ,                   | 1          | Ĺ       |                      |
| Checking accounts   | 201     | 86      | (57.1)                | 121        | 86      | (28.9)               |
| Time deposits   | 11,198  | 8,261   | (26.2)                | 7,842      | 8,261   | 5.4                  |
| Saving deposits   | 7,815   | 7,410   | (5.2)                 | 7,233      | 7,410   | 2.5                  |
| Total interest expense on deposits  | 19,215  | 15,758  | (18.0)                | 15,196     | 15,758  | 3.7                  |
| Borrowings from banks and others  | 389     | 272     | (30.3)                | 188        | 272     | 44.8                 |
| Interbank and overnight funds (expenses)  | 2,050   | 1,884   | (8.1)                 | 970        | 1,884   | 94.2                 |
| Bonds   | - i     | -       | N.A.                  | -          | -       | N.A.                 |
| Total interest expense  | 21,654  | 17,914  | (17.3)                | 16,354     | 17,914  | 9.5                  |
| Net Interest Income   | 61,782  | 54,244  | (12.2)                | 54,959     | 54,244  | (1.3)                |
| Provisions for loan and financial lease losses, accrued interest and other, net       | 19,671  | 10,182  | (48.2)                | 7,356      | 10,182  | 38.4                 |
| Recovery of charged-off assets  | (1,234) | (1,638) | 32.7                  | (1,728)    | (1,638) | (5.2)                |
| Provision for investment securities, foreclosed assets and other assets               | 146     | 505     | 245.6                 | 961        | 505     | (47.4)               |
| Recovery of provisions for investments securities, foreclosed assets and other assets | (131)   | (24)    | (81.5)                | (1)        | (24)    | N.A.                 |
| Total provisions, net   | 18,452  | 9,025   | (51.1)                | 6,588      | 9,025   | 37.0                 |
| Net interest income after provisions  | 43,330  | 45,219  | 4.4                   | 48,371     | 45,219  | (6.5)                |
| FEES AND OTHER SERVICES INCOME  | !       |         |                       | !          |         |                      |
| Commissions from banking services   | 12,303  | 13,565  | 10.3                  | 12,679     | 13,565  | 7.0                  |
| Branch network services   | - !     | -       | N.A.                  | - !        | -       | N.A.                 |
| Credit card merchant fees   | 1,361   | 1,472   | 8.2                   | 2,195      | 1,472   | (32.9)               |
| Checking fees   | 588     | 608     | 3.5                   | 711        | 608     | (14.4)               |
| Other   | 3,356   | 4,464   | 33.0                  | 4,258      | 4,464   | 4.8                  |
| Total fees and other services income  | 17,607  | 20,109  | 14.2                  | 19,843     | 20,109  | 1.3                  |
| Fees and other services expenses  | 5,443   | 5,850   | 7.5                   | 6,584      | 5,850   | (11.1)               |
| Fees and other services income, net   | 12,164  | 14,259  | 17.2                  | 13,258     | 14,259  | 7.5                  |
| OTHER OPERATING INCOME  |         |         |                       |            |         |                      |
| Foreign exchange (losses) gains, net  | 90      | 444     | 392.0                 | 38         | 444     | N.A.                 |
| Gains (losses) on derivative operations, net  | (35)    | (458)   |                       | 80         | (458)   | (673.9)              |
| Gains on sales of investments in equity securities, net                               | -       | -       | N.A.                  | -          | -       | N.A.                 |
| Dividend Income   | -1      | -       | N.A.                  | - [        | -       | N.A.                 |
| Other   | 1       | 44      | N.A.                  | 1          | 44      | N.A.                 |
| Total other operating income  | 56      | 30      |                       | 119        | 30      | (74.4)               |
| Total operating income  | 55,550  | 59,508  | 7.1                   | 61,748     | 59,508  | (3.6)                |
| OPERATING EXPENSES  |         |         |                       |            |         |                      |
| Salaries and employee benefits  | 12,399  | 12,557  | 1.3                   | 12,449     | 12,557  | 0.9                  |
| Bonus plan payments   | 39      | 94      | 142.3                 | 541        | 94      | (82.6)               |
| Termination payments  | 5       | 400     | N.A.                  | 9          | 400     | N.A.                 |
| Administrative and other expenses   | 20,611  | 21,567  |                       | 23,434     | 21,567  | (8.0)                |
| Insurance on deposit, net   | 1,679   | 1,875   |                       | 1,879      | 1,875   | (0.2)                |
| Charitable and other donation expenses  | - į     | -       | N.A.                  | 52         | -       | (100.0)              |
| Depreciation  | 1,774   | 1,447   | (18.4)                | 2,080      | 1,447   | (30.4)               |
| Goodwill amortization   | - j     | -       | N.A.                  | - <u>i</u> | -       | N.A.                 |
| Total operating expenses  | 36,506  | 37,940  |                       | 40,444     | 37,940  | (6.2)                |
| Net operating income  | 19,044  | 21,568  | 13.3                  | 21,304     | 21,568  | 1.2                  |
| NON-OPERATING INCOME (EXPENSE)  |         |         |                       |            |         |                      |
| Other income  | 188     | 677     |                       | 1,117      | 677     | (39.3)               |
| Other expenses  | 599     | 642     |                       | 1,039      | 642     | (38.3)               |
| Non-operating income (expense), net   | (411)   | 36      |                       | 77         | 36      | (53.5)               |
| Income before income tax expense  | 18,633  | 21,604  |                       | 21,381     | 21,604  | 1.0                  |
| Income tax expense  | 5,931   | 7,553   |                       | 6,006      | 7,553   | 25.8                 |
| Net income  | 12,702  | 14,051  | 10.6                  | 15,375     | 14,051  | (8.6)                |