

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

March, 2014

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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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Mar-13

6,788,243

744,380

7,532,623

11,054,143

2,991,325

5,247,833

2,814,985

8,434,659

8,334,756

19,485,845

39,653,526

19,069,116

1,175,332

5,692,740

(2,409,375)

63,472,104

759,173

(84,777)

674,396

176,910

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

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

516,020

185,624

1,216,105

290,766

99,903

(2,958)

As of

Feb-14

6,980,714

1,029,240

8,009,953

13.545.895

1,918,201

8,545,792

3,081,902

10,828,692

10,783,986

24,371,505

46,668,189

20,876,247

345,790

2,046,965

6,148,408

(2,688,135)

73,397,465

724,673

(87,515)

637,158

431,023

868,977

398,462

58,588

451,265

574,161

866,438

2,323,311

113,391,632

15,382,787

20,064,563

40,478,805

76,574,003

647.849

598,360

1,727,266

5,402,696

1,881,703

6,871,532

740,213

780,221

94,791,465

18,600,167

113,391,632

215,470

1,003,326

44,707

(3.083)

2

Growth (%)

Mar-14 Vs.

Mar-13

13.2

(56.5)

31.1

(27.8)

76.5

9.1

29.4

(51.6)

30.3

4.0

30.4

19.6

10.4

19.5

81.0

8.5

12.5

17.3

(6.0)

7.1

(7.6)

174.6

20.1

14.4

(11.3)

(24.8)

12.7

33.4

4.9

18.6

21.8

10.8

24.5

13.5

19.9

157.0

131.3

38.1

(12.2)

(12.3)

(7.4)

(2.4)

1.8

19.1 16.2

18.6

5.3

6.3

Mar-14

10.1

(68.6)

(0.0)

7.0

12.6

8.4

(0.3)

8.0

8.2

0.7

(0.2)

4.2

1.6

0.8

0.5

3.9

0.4

0.9

1.4

(1.5)

3.8

(2.2)

12.7

45.6

1.1

1.5

(4.5)

(16.8)

(0.4)

(7.6)

1.9

6.1

2.9

(2.4)

(9.6)

0.7

(20.3)

74.6

5.2

7.7

15.5

(7.2)

9.6

(2.6)

1.9

1.8

1.9

(19.5)

Vs. Feb-14

Mar-14

7,685,666

8,009,112

14.496.089

2,160,394

9,264,022

3,071,674

10,911,220

10,862,852

25,404,233

47,432,819

21,053,452

347,551

2,126,800

6,175,792

(2,711,177)

74,425,237

713,942

(90,831)

623,111

485,883

878,126

404,462

55,978

375,568

571,846

697,279

2,147,179

115,539,053

16,322,482

20,648,587

39,521,970

77,078,761

585,722

477,146

3,015,050

5,682,597

2,172,487

6,376,903

811,013

759,560

96,605,685

18,933,369

115,539,053

232,169

1,461,039

48,368

(3,076)

323,446

BALANCE SHEET

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

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

(Ps. Millions)

Trading

Trading

Allowance

ASSETS

	Occidente		All Villas
GRUPO AVAL	ACCIONE	S V V/AI OP	EC C A
GROPO AVAL	ACCIONE	J I VALOR	LJ J.A.

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











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

INCOME STATEMENT	YT	D	Growth (%)	Мо	nth	Growth (%)
(Ps. Millions)	Mar-13	Mar-14	Mar-14 Vs. Mar- 13	Feb-14	Mar-14	Mar-14 Vs. Feb-14
INTEREST INCOME			13			100 14
Interest on loans	1,712,565	1,725,052	0.7	568,273	581,474	2.3
Interest on investment securities	349,922	158,914	(54.6)	51,262	68,049	32.7
Interbank and overnight funds	33,861	28,421		8,591	9,472	10.3
Financial leases	155,800	149,003	(4.4)	49,171	50,355	2.4
Total Interest Income	2,252,149	2,061,389	(8.5)	677,297	709,351	4.7
INTEREST EXPENSE	_,,_,	_,,,,,,,,,	(0.0)	011,201	100,002	
Checking accounts	31,726	28,480	(10.2)	8,919	10,427	16.9
Time deposits	244,819	206,651	•	68,202	72,415	6.2
Saving deposits	283,123	293,030		90,124	102,503	13.7
Total interest expense on deposits	559,668	528,162	(5.6)	167,245	185,345	10.8
Borrowings from banks and others	40,953	31,773		10,052	11,010	9.5
Interbank and overnight funds (expenses)	15,929	13,750		5,359	4,401	(17.9
Bonds	96,621	95,898		31,424	31,284	(0.4
Total interest expense	713,170	669,582		214,080		8.4
Net Interest Income	1,538,979	1,391,807		463,217	477,310	3.0
Provisions for loan and financial lease losses, accrued interest and other, net	299,117	297,989		109,441		(11.8
Recovery of charged-off assets	(28,723)	(44,109)		(13,263)		
Provision for investment securities, foreclosed assets and other assets	4,508	8,407	i	3,564	` ′ ′	(25.7
Recovery of provisions for investments securities, foreclosed assets and other assets	(1,959)	(3,465)	•	(1,441)		
Total provisions, net	272,943	258,821	(5.2)	98,301	78,624	(20.0
Net interest income after provisions	1,266,036	1,132,986	(10.5)	364,916	398,686	9.3
FEES AND OTHER SERVICES INCOME	1,200,030	1,132,300	(10.5)	304,310	390,000	3.3
Commissions from banking services	230,912	261,094	13.1	82,299	93,448	13.5
-			10.3			
Branch network services	7,157	7,897		3,001	2,609	(13.1
Credit card merchant fees	39,531	50,430	27.6	15,570	17,754	14.0
Checking fees	15,816	16,671	5.4	5,500	5,757	4.7
Other	20,955	23,603		7,502	8,029	7.0
Total fees and other services income	314,372	359,696		113,872		12.1
Fees and other services expenses	88,405	90,967		27,634	31,453	13.8
Fees and other services income, net	225,967	268,729	18.9	86,239	96,143	11.5
OTHER OPERATING INCOME	06.720	00.240	1.0	F0 FC0	(142 412)	(202.0
Foreign exchange (losses) gains, net	86,728	88,248	1.8	50,560	(143,412)	
Gains (losses) on derivative operations, net	(53,856)	(42,328)	•	(35,824)	158,765	543.2
Gains on sales of investments in equity securities, net	(0)	-	100.0	-	-	N.A.
Dividend Income	281,333	411,943	46.4	40,857		808.3
Other	44,946	56,904		18,196		8.9
Total other operating income	359,151	514,766		73,789	406,253	450.6
Total operating income	1,851,154	1,916,481	3.5	524,943	901,083	71.7
OPERATING EXPENSES						
Salaries and employee benefits	300,688	311,782	3.7	105,735	105,001	(0.7
Bonus plan payments	9,945	9,452		3,260	2,962	(9.1
Termination payments	1,450	1,401	(3.4)	615	11	(98.1
Administrative and other expenses	483,830	515,509	6.5	164,958	186,431	13.0
Insurance on deposit, net	45,728	50,258	9.9	16,761	17,274	3.1
Charitable and other donation expenses	428	369		123		0.0
Depreciation	55,189	67,064	21.5	21,796	22,187	1.8
Goodwill amortization	5,967	6,945		2,315		0.0
Total operating expenses	903,225	962,780	6.6	315,563	336,304	6.6
Net operating income	947,929	953,701	0.6	209,380	564,778	169.7
NON-OPERATING INCOME (EXPENSE)	!			!		
Other income	62,869	51,266	(18.5)	8,972	21,356	138.0
Other expenses	19,302	19,304	0.0	6,357	6,303	(0.9
Non-operating income (expense), net	43,567	31,962	(26.6)	2,615	15,053	475.5
Income before income tax expense	991,496	985,663	(0.6)	211,996	579,831	173.5
Income tax expense	268,381	230,730	(14.0)	60,637	100,214	65.3



(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

Reappraisal of assets

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

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







Banco de Bogotá			Banco AV Villas		Banc	o de Bogota
BANCO DE BO UNCONSOLID		ANCIAL STA	ATEMENTS AS	OF MARCH, 2014		
BALANCE SHE	ET				As of	Growth (%)

Mar-13

3,076,347

121,704

3,198,051

5,304,950

2,826,524

1,503,960

6,604,684

6,604,684

11,908,908

23,376,312

6,246,937

259,773

268,122 1,337,628

(1,057,553)

30,431,218

381,108

(45,251)

335,856

137,099

662,026

318,457

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

878

(726)

974,466

Feb-14

3,575,356

4,077,388

5,371,610

3,326,189

1,507,214

8,796,069

8,796,069

14,166,886

27,656,555

6,925,494

321,451

862,905

1,551,630

(1,224,105)

36,093,931

370,518

(47,901)

322,617

351,773

692,616

356,421

4,901

19,356

235,768

551,702

478,213

1,175,066

58,526,639

8,551,523

11,709,658

17,874,200

38,479,752

344,371

510,149

851,877

103,087

828,699

467,601

231,649

47,120,253

11,406,386

58,526,639

2,677,781

2,969,658

(793)

538,208

502,032

G	Banco de Bogotá
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Mar-14

4,470,481

4,565,338

6,105,335

3,907,784

1,502,681

8,779,373

8,779,373

14,883,944

28,245,904

7,007,574

323,998

905,411

1,582,364

(1,248,535)

36,816,716

363,745

(51,496)

312,250

388,503

928,201

353,463

4,819

19,174

159,607

549,520

439,925

1,005,792

60,427,249

9,393,502

11,989,188

17,594,503

39,238,919

261,726

387,155

1,695,106

3,183,329

1,057,531

2,593,937

487,931

209,554

48,975,330

11,451,919

60,427,249

121,868

(763)

694,869

94,857

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

Mar-14 Vs.

Mar-13

45.3

(22.1)

42.8

15.1

(28.7)

38.3

(0.1)

32.9

N.A.

32.9

5.1

25.0

20.8

12.2

24.7

237.7

18.3

18.1

21.0

(4.6)

13.8

(7.0)183.4

40.2

11.0

449.0

(12.4)

(29.3)

13.7

143.5

(7.8)

23.3

26.2

14.3

22.6

1.4

20.6

176.0

333.6

60.6

(4.8)

(15.2)

17.0

(5.8)

23.9

20.8

23.3

6.4

Mar-14

Vs. Feb-14

25.0

(81.1)

12.0

13.7

29.1

17.5

(0.3)

(0.2)

N.A.

(0.2)

(3.8)

5.1

2.1

1.2

0.8

4.9

2.0

2.0

2.0

(1.8)

7.5

(3.2)

10.4

34.0

(8.0)

(1.7)

(0.9)

(32.3)

(0.4)

(8.0)

3.2

9.8

2.4

(1.6)

2.0

(24.0)

(24.1)

99.0

7.2

18.2

27.6

(3.1)

4.3

(9.5)

3.9

0.4

3.2

(14.4)











BANCO DE BOGOTÁ UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014

INCOME STATEMENT	YTD		Growth (%)	Month		Growth (%)	
(Ps. Millions)	Mar-13	Mar-14	Mar-14 Vs. Mar- 13	Feb-14	Mar-14	Mar-14 Vs. Feb-14	
INTEREST INCOME			13			165-14	
Interest on loans	790,465	807,233	2.1	266,448	271,865	2.0	
Interest on investment securities	202,888	59,179	(70.8)	18,367	26,969	46.8	
Interbank and overnight funds	17,687	15,974	(9.7)	4,321	5,321	23.1	
Financial leases	34,748	34,961	0.6	11,673	11,852	1.5	
Total Interest Income	1,045,788	917,347	(12.3)	300,809	316,007	5.1	
INTEREST EXPENSE			!	- !	-		
Checking accounts	25,346	24,008	(5.3)	7,555	8,776	16.2	
Time deposits	130,666	113,329	(13.3)	37,252	38,923	4.5	
Saving deposits	142,714	130,591	(8.5)	38,793	46,098	18.8	
Total interest expense on deposits	298,726	267,927	(10.3)	83,600	93,797	12.2	
Borrowings from banks and others	17,991	15,131	(15.9)	4,560	5,359	17.5	
Interbank and overnight funds (expenses)	3,239	4,458	37.6	2,794	1,052	(62.4	
Bonds	27,806	36,764	32.2	12,483	12,017	(3.7	
Total interest expense	347,763	324,281	(6.8)	103,437	112,224	8.5	
Net Interest Income	698,024	593,066	(15.0)	197,372	203,783	3.2	
Provisions for loan and financial lease losses, accrued interest and other, net	127,371	150,312	18.0	60,236	45,892	(23.8	
Recovery of charged-off assets	(11,966)	(14,795)	23.6	(4,707)	(4,540)	(3.5	
Provision for investment securities, foreclosed assets and other assets	1,185	2,121	79.0	1,000	564	(43.6	
Recovery of provisions for investments securities, foreclosed assets and other assets	(613)	(367)	<u> </u>	(93)	(27)	(71.1	
Total provisions, net	115,976	137,271	18.4	56,437	41,890	(25.8	
Net interest income after provisions	582,049	455,795	(21.7)	140,935	161,893	14.9	
FEES AND OTHER SERVICES INCOME				-	-		
Commissions from banking services	133,122	150,787	13.3	46,704	55,668	19.2	
Branch network services	7,127	7,867	10.4	2,991	2,599	(13.1	
Credit card merchant fees	14,861	19,507	31.3	6,021	7,093	17.8	
Checking fees	8,329	8,748	5.0	2,915	3,079	5.6	
Other	1,499	841	(43.9)	288	273	(5.1	
Total fees and other services income	164,937	187,750	13.8	58,919	68,711	16.6	
Fees and other services expenses	37,996	32,140	(15.4)	9,946	10,838	9.0	
Fees and other services income, net	126,941	155,610	22.6	48,973	57,873	18.2	
OTHER OPERATING INCOME	į		ļ	-	-		
Foreign exchange (losses) gains, net	74,898	82,109	9.6	47,496	(138,073)	(390.7	
Gains (losses) on derivative operations, net	(47,516)	(45,770)	(3.7)	(36,319)	150,993	515.7	
Gains on sales of investments in equity securities, net	-	-	N.A.	-	-	N.A.	
Dividend Income	178,095	318,902	79.1	27,690	291,213	951.7	
Other	664	905	36.3	299	290	(2.9	
Total other operating income	206,141	356,146	72.8	39,166	304,423	677.3	
Total operating income	915,131	967,552	5.7	229,074	524,189	128.8	
OPERATING EXPENSES			į	-	-		
Salaries and employee benefits	128,052	137,777	7.6	47,141	45,658	(3.1	
Bonus plan payments	3,034	3,334	9.9	1,173	1,066	(9.2	
Termination payments	150	154	2.4	89	23	(74.2	
Administrative and other expenses	226,867	257,430	13.5	83,365	95,206	14.2	
Insurance on deposit, net	22,692	22,280	(1.8)	7,462	7,489	0.4	
Charitable and other donation expenses	72	-	(100.0)	-	-	N.A.	
Depreciation	12,557	14,508	15.5	4,819	4,909	1.9	
Goodwill amortization	5,595	6,547	17.0	2,182	2,182	(0.0)	
Total operating expenses	399,020	442,031	10.8	146,232	156,533	7.0	
Net operating income	516,111	525,521	1.8	82,842	367,656	343.8	
NON-OPERATING INCOME (EXPENSE)	Ţ		!	- !	-		
Other income	12,505	22,023	76.1	5,323	8,935	67.9	
	12,505						
Other expenses	11,016	6,873	(37.6)	1,568	2,211	41.1	
Other expenses Non-operating income (expense), net		6,873 15,150	, ,	1,568 3,756	2,211 6,724		
	11,016		917.5			79.0	
Non-operating income (expense), net	11,016 1,489	15,150	917.5 4.5	3,756	6,724	41.1 79.0 332.3 165.9	

552,855

615,513

1,722,497

1,555,237

1,555,237

4,446,102

11,069,890

4,477,328

4,343,589

19,210,659

(731,541)

160,644

(20,243)

140,401

95,121

422,855

265,787

399,277

19,974

122,544

22,326

168,733

467,683

27,568,895

4,482,818

4,708,862

8,582,264

17,958,481

184,537

87,435

66,868

509,753

80,605

131,808

23,744,814

27,568,895

3,824,081

2,062,527

651,389

2,195,948

51,394

(9.9)

2.4

(0.4)

4.4

N.A.

4.4

N.A.

1.0

0.7

1.9

N.A.

22.7

0.0

1.6

8.0

(0.7)

(0.5)

(0.7)

23.9

89.1

5.2

1.5

(11.2)

0.3

(0.6)

(2.1)

1.6

(0.0)

4.5

0.7

2.2

1.5

2.6

2.1

(5.9)

2.1

(16.6)

38.4

(2.7)

1.1

4.6

1.6

107.4

(46.2)

(44.0)

137.6

29.5

23.0

23.5

N.A. 28.8

18.3

22.8

N.A.

N.A. 7.7

14.2

17.1

(8.9)

(5.0)

(9.5)

(7.9)

7.6

13.3

(22.0)

(7.2)

(6.6)

(46.4)

24.7

15.2

20.3

21.2

23.8

18.8

22.2

100.2

67.6

17.5 (19.9)

(8.9)

(17.9)

(49.5)

9.3

16.2

9.6

15.2

149.8

(100.0)

6



Trading

Trading

Allowance

Available for Sale

Available for Sale

Consumer Loans Microcredit

Mortgage loans

Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Time deposits

Savings deposits

Accrued interest payable

Other accounts payable

Total shareholders' equity

Estimated Liabilities

Other liabilities

Total liabilities

Goodwill, net

Total assets

LIABILITIES **DEPOSITS**

Other

Bonds

Total deposits

Other assets, net

Total investment securities, net LOANS AND FINANCIAL LEASES Commercial loans

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

Held to maturity

Equity securities

BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014					
BALANCE SHEET		As of		Grow	th (%)
(Ps. Millions)	Mar-13	Feb-14	Mar-14	Mar-14 Vs. Feb-14	Mar-14 Vs. Mar-13
ASSETS		Į.			
CASH AND CASH EQUIVALENTS		i			
Cash and due from banks	1,544,435	1,288,349	1,632,788	26.7	5.7
Interbank and overnight funds	404,326	346,249	154,644	(55.3)	(61.8)
Total Cash and cash equivalents	1,948,761	1,634,598	1,787,432	9.3	(8.3)
INVESTMENT SECURITIES		i			
Debt securities	2,186,752	2,913,030	2,890,865	(0.8)	32.2

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

38,079

459,316

247,104

352,319

25,615

132,010

23,900

314,638

375,141

23,922,321

3,724,927

3,886,477

6,931,524

14,698,216

1,868,161

83,463

559,270

159,618

120,551

20,433,771

3,488,550

23,922,321

2,512,087

155,289

43,679 388,726

1,763

613,313

617,995

1,681,722

1,489,911

1,489,911

4,402,940

10,995,916

4,393,609

4,343,086

(720,070)

161,734

(20,337)

141,397

76,744

223,663

252,732

393,188

22,493

122,140

22,459

313,624

477,651

27,138,070

4,483,711

4,505,536

8,525,886

17,695,691

180,558

85,240

314,145

71,056

499,471

58,253

135,490

23,483,770

3,654,299

27,138,070

2,473,313

2,151,111

19,054,441

41,901











BANCO DE OCCIDENTE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014

INCOME STATEMENT	Υπο			Мо	Growth (%)	
(Ps. Millions)	Mar-13	Mar-14	Mar-14 Vs. Mar- 13	Feb-14	Mar-14	Mar-14 Vs. Feb-14
INTEREST INCOME						
Interest on loans	366,752	374,198	2.0	121,268	126,972	4.7
Interest on investment securities	46,349	37,833	(18.4)	11,664	18,015	54.5
Interbank and overnight funds	10,429	9,265	(11.2)	3,257	3,013	(7.5
Financial leases	111,727	107,458	(3.8)	35,491	36,232	2.1
Total Interest Income	535,257	528,753		171,680	184,232	7.3
INTEREST EXPENSE				-	-	
Checking accounts	2,700	2,888	7.0	917	1,085	18.3
Time deposits	54,881	51,077	(6.9)	16,721	18,628	11.4
Saving deposits	59,623	64,377	8.0	20,023	22,344	11.6
Total interest expense on deposits	117,204	118,342	1.0	37,660	42,057	11.7
Borrowings from banks and others	16,574	14,602	(11.9)	4,821	4,965	3.0
Interbank and overnight funds (expenses)	6,071	2,486	(59.1)	316	946	199.6
Bonds	40,256	34,905	(13.3)	11,470	11,057	(3.6
Total interest expense	180,104			54,268		8.8
Net Interest Income	355,153			117,412	125,207	6.6
Provisions for loan and financial lease losses, accrued interest and other, net	90,962	97,604		32,797	33,871	3.3
Recovery of charged-off assets	(9,189)			(4,769)		
Provision for investment securities, foreclosed assets and other assets	2,366	4,330	83.0	1,751	1,688	(3.6
Recovery of provisions for investments securities, foreclosed assets and other assets	(838)	i i		(1,172)		
Total provisions, net	83,301	80,067		28,607	23,396	(18.2
Net interest income after provisions	271,852	278,350		88,805	101,811	14.6
FEES AND OTHER SERVICES INCOME				-		
Commissions from banking services	40,934	47,720	16.6	15,668	16,473	5.1
Branch network services			N.A.			N.A.
Credit card merchant fees	19,607	25,080	27.9	7,777	8,677	11.6
Checking fees	4,933	5,284	7.1	1,685	1,776	5.4
Other	7,131	8,246	15.6	2,589	2,881	11.3
Total fees and other services income	72,606	86,330		27,718	29,806	7.5
Fees and other services expenses	25,952	32,640		9,439	11,703	24.0
Fees and other services income, net	46,653	53,690		18,279	18,104	(1.0
OTHER OPERATING INCOME	.0,050	33,030	20.2			(
Foreign exchange (losses) gains, net	10,348	5,587	(46.0)	2,481	(4,019)	(262.0
Gains (losses) on derivative operations, net	(5,971)	-	162.4	660	7,330	N.A.
Gains on sales of investments in equity securities, net	(3)37.17	5,7.27	N.A.	_	- ,555	N.A.
Dividend Income	81,376	72,900	(10.4)	13,167	59,732	353.6
Other	43,956	55,576	26.4	17,772	19,397	9.1
Total other operating income	129,709	-		34,080	82,441	141.9
Total operating income	448,214	469,830		141,165	202,356	43.3
OPERATING EXPENSES	440,214	403,030	4.0	-	-	43.3
Salaries and employee benefits	79,645	78,594	(1.3)	26,572	26,799	0.9
Bonus plan payments	5,139	4,988	(2.9)	1,801	1,331	(26.1
Termination payments	1,038	4,988 502	(51.6)	333	(164)	
Administrative and other expenses	1,036	117,245	13.2	35,524	43,999	23.9
Insurance on deposit, net	103,579	13,069	20.8	4,385	43,999 4,450	
Charitable and other donation expenses	10,617	-		4,363 4	4,430	0.6
Depreciation	32,496	42,743	(22.0) 31.5		14,052	2.7
Goodwill amortization	32,496	42,743 398		13,677 133	14,052	0.0
						9.9
Total operating expenses	233,100			82,428	90,604	
Net operating income	215,114	212,281	(1.3)	58,737	111,752	90.3
NON-OPERATING INCOME (EXPENSE)	7,181	7.000	44.0	-	4.007	424-
		7,996	11.3	884	1,987	124.7
Other income		2 455				
Other income Other expenses	3,077			962	1,351	
Other income Other expenses Non-operating income (expense), net	3,077 4,104	4,542	10.7	(78)	636	917.5
Other income Other expenses	3,077	4,542 216,823	10.7 (1.1)		636	917.5 91.6

8

Growth (%)

Mar-14

Vs. Feb-14

(31.4)

(89.9)

(35.2)

3.4

14.1

3.3

(0.3)

4.7

0.3

5.1

N.A.

3.6

1.4

0.3

(3.3)

5.8

(1.5)

(2.1)

0.9

(2.5)

(3.4)

(2.4)

17.3

40.9

0.1

(1.7)

(1.6)

2.4

N.A.

19.4

0.5

(2.0)

1.5

(4.2)

(5.2)

(4.1)

22.1

35.3

(100.0)

4.6

3.3

15.8

8.2

4.3

(2.7)

3.0

(2.0)

Mar-14 Vs.

Mar-13

(28.6)

(93.2)

(34.9)

84.0

(11.5)

166.8

14.3

12.4

27.0

11.4

N.A.

66.9

18.3

3.6

(7.7)

28.9

(22.2)

1.6

9.3

(6.1)

(2.5)

(6.4)

(40.3)

26.6

(16.3)

13.8

(39.9)

N.A.

284.6

24.6

12.3

(0.2)

(32.4)

38.2

54.2

19.0

(27.7)

(5.0)

(24.5)

(12.8)

(11.2)

(5.2)

5.4

12.3

11.9

12.3

(100.0)

1.2



BALANCE SHEET

CASH AND CASH EQUIVALENTS Cash and due from banks

Interbank and overnight funds

Total Cash and cash equivalents

INVESTMENT SECURITIES

Available for Sale

Held to maturity

Available for Sale

Consumer Ioans

Mortgage loans Financial leases

Accounts receivable, net

Operating leases, net

Foreclosed assets, net

Reappraisal of assets

Checking accounts

Savings deposits

Time 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

Equity securities

Debt securities

Trading

Trading

Allowance

(Ps. Millions)

ASSETS









Mar-14

1,099,211

1,110,486

2,881,254

2,034,239

246,227

600,788

554,276

43,380

510,896

3,435,530

5,532,921

6,557,613

13,447

112,189

249,840

(438,598)

119,239

110.214

65,805

160,283

11,759

55,735

58,867

449,981

17,487,428

1,580,061

1,298,338

9,157,978

12,136,837

100,460

172,214

21,042

427,280

180,042

375,316

15,034,391

2,453,036

17,487,428

1,720,438

1,222

(9,024)

990

366

12,027,411

11,275

As of

Feb-14

1,601,354

111,301

1,712,655

2,787,068

1,968,879

215,890

602,300

529.477

43,239

486,238

3,316,545

5,458,202

6,540,236

13,910

106,010

253,693

(448,025)

122,291

112.953

46,699

160,065

11,950

54,412

49,290

447,618

17,837,429

1,556,346

1,355,833

9,658,449

12,652,886

82,258

903

1,637

164,638

20,378

368,921

166,329

359,890

15,456,020

2,381,409

17,837,429

1,720,438

(9,337)

844

373

11,924,025

BANCO POPULAR	
UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014	1

Banco de Bogotá	banco popular	Banco AV Villas	Saine popular
BANCO POPU	NCIAL STA	TEMENT	AS OF MARCH, 2014

Mar-13

1,540,296

165,526

1,705,822

1,566,085

278,110

762,472

525,503

492,957

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

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

27,879

490,248

189,946

356,165

13,384,036

2,192,533

15,576,569

1,937,787

438

11,002,105

34,149











BANCO POPULAR UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014

INCOME STATEMENT	YTD		Growth (%)	Month		Growth (%)	
(Ps. Millions)	Mar-13	Mar-14	Mar-14 Vs. Mar- 13	Feb-14	Mar-14	Mar-14 Vs. Feb-14	
INTEREST INCOME			13			105 14	
Interest on loans	360,786	347,305	(3.7)	115,208	116,341	1.0	
Interest on investment securities	32,011	37,032	15.7	11,674	15,015	28.6	
Interbank and overnight funds	3,539	2,580		846	927	9.6	
Financial leases	9,325	6,584	(29.4)	2,007	2,271	13.1	
Total Interest Income	405,661	393,502	(3.0)	129,735	134,554	3.7	
INTEREST EXPENSE			!	- !	-		
Checking accounts	3,159	1,311	(58.5)	363	464	27.7	
Time deposits	27,646	15,980	(42.2)	5,456	5,634	3.3	
Saving deposits	57,826	76,258	31.9	24,268	26,708	10.1	
Total interest expense on deposits	88,630	93,550	5.6	30,086	32,805	9.0	
Borrowings from banks and others	5,233	1,222	(76.6)	401	411	2.5	
Interbank and overnight funds (expenses)	1,113	967	(13.0)	329	370	12.5	
Bonds	28,559	24,228	(15.2)	7,470	8,210	9.9	
Total interest expense	123,534	119,968	(2.9)	38,286	41,796	9.2	
Net Interest Income	282,126	273,534	(3.0)	91,449	92,758	1.4	
Provisions for Ioan and financial lease losses, accrued interest and other, net	21,243	18,559	(12.6)	4,231	7,601	79.6	
Recovery of charged-off assets	(2,960)	(4,459)	50.7	(1,884)	(1,535)	(18.5	
Provision for investment securities, foreclosed assets and other assets	510	1,128	121.3	661	223	(66.2	
Recovery of provisions for investments securities, foreclosed assets and other assets	(300)	(276)	(8.1)	(27)	(182)	563.0	
Total provisions, net	18,493	14,952	(19.1)	2,981	6,108	104.9	
Net interest income after provisions	263,634	258,582	(1.9)	88,468	86,650	(2.1	
FEES AND OTHER SERVICES INCOME		<u> </u>		-	-	·	
Commissions from banking services	19,550	22,694	16.1	7,201	7,705	7.0	
Branch network services	30	30		10	10	_	
Credit card merchant fees	1,526	1,641	7.5	477	551	15.5	
Checking fees	801	733	(8.5)	257	248	(3.5	
Other	2,025	1,844		621	672	8.2	
Total fees and other services income	23,931	26,942		8,565	9,185	7.2	
Fees and other services expenses	9,077	8,619		2,576	2,867	11.3	
Fees and other services income, net	14,854	18,323	23.3	5,989	6,317	5.5	
OTHER OPERATING INCOME	,			-	-		
Foreign exchange (losses) gains, net	978	193	(80.3)	424	(1,077)	(353.8	
Gains (losses) on derivative operations, net	(82)	(108)		(87)	82	194.4	
Gains on sales of investments in equity securities, net	(0)	(,	100.0	-	_	N.A.	
Dividend Income	21,863	20,140		_	20,140	N.A.	
Other	326	376	1 1	125	126	1.1	
Total other operating income	23,084	20,602		462	19,272	N.A.	
Total operating income	301,572	297,507	• • •	94,919	112,239	18.2	
OPERATING EXPENSES	501,572	237,007	(2.0)		-		
Salaries and employee benefits	55,044	57,003	3.6	19,149	19,565	2.2	
Bonus plan payments	1,461	816		123	509	314.6	
Termination payments	120	258	114.7	193	65	(66.2	
Administrative and other expenses	84,541	76,334	(9.7)	25,330	25,031	(1.2	
Insurance on deposit, net	7,161	9,177	•	2,983	3,409		
•	343	358	•	119	119		
Charitable and other donation expenses Depreciation	5,326	5,560	•	1,866	1,855	•	
Goodwill amortization	3,340	5,560	4.4 N.A.	1,000	1,035	(U.6 N.A.	
	153,996	149,506		49,763	50,554		
Total operating expenses		149,506			-	1.6 36.6	
Net operating income	147,576	148,001	0.3	45,156	61,686	36.6	
NON-OPERATING INCOME (EXPENSE)	42.000	45.541	(62.4)	2 224		466-	
Other income	42,003	15,511	•	2,221	5,918		
Other expenses	3,048	6,208	•	2,530	1,909	(24.5	
Non-operating income (expense), net	38,955	9,303	_	(309)	4,010		
Income before income tax expense	186,531	157,304		44,847	65,695		
Income tax expense	60,997	48,310		15,981	15,602		
Net income	125,534	108,994	(13.2)	28,866	50,093	73.5	



515,654

69,658

585,312

2,474,187

1,569,003

550,791

354,394

13,236

11,768

(2,289)

2,485,133

2,557,516

3,016,907

1,036,150

(295,934)

6,325,068

70,131

(9,939)

60,192

40,348

99,760

4,789

38,944

25,312

222,977

791,207

2,493,536

4,420,269

7,745,674

40,662

2,068

559,606

117,289

20,950

184,611

48,030

53,192

8,731,421

1,158,074

9,889,494

9,889,494

1,661

10,429

1,467

483,185

62,671

545,855

2,618,635

1,599,502

666,442

352,691

22,334

17,347

(2,313)

2,638,657

2,584,105

3,010,938

1,057,806

(292,503)

70,315

(10,069)

60,246

44,179

98,592

5,072

37,682

29,754

223,724

866,102

2,652,198

4,187,225

7,744,524

38,999

1,334

668,555

131,106

22,391

177,922

62,435

42,882

8,851,149

1,204,332

10,055,482

10,055,482

1,269

6,370,452

10,106

4,988

10

wth (%) Mar-14 Vs. Mar-13

(23.0)

18.6

(19.7)

31.2

(11.4)

71.2

13.8

(69.2)

(91.8)

47.4

3.6

27.7

15.3

5.9

(38.5)

29.2

N.A.

4.6

13.0

(5.8)

12.5

(8.3)

N.A.

3.2

(10.5)

N.A.

(3.7)

(22.6)

N.A.

144.4

1.4

13.1

34.9

13.2

9.5

3.8

13.1

N.A.

28.5

57.4

(10.7)

(0.9)

N.A.

(3.6)

(8.5)

14.0

6.9

13.1

(6.3)

(10.0)

(6.7)

5.8

21.0

1.9

(0.5)

68.7

239.9

47.4

1.0

6.2

1.0

(0.2)

(3.1)

2.1

N.A.

(1.2)

0.7

0.3

1.3

0.1

(23.6)

9.5

(1.2)

N.A.

5.9

(3.2)

N.A.

17.6

0.3

1.7

9.5

6.4

(5.3)

(4.1)

(0.0)

(35.5)

19.5

11.8

6.9

(3.6)N.A.

30.0

(19.4)

1.4

4.0

1.7

BANCO AV VILLAS

CASH AND CASH EQUIVALENTS

Cash and due from banks

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

Reappraisal of assets

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

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

Trading

Trading

Allowance

Interbank and overnight funds

Total Cash and cash equivalents

UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014				
BALANCE SHEET		As of		Grow
(Ps. Millions)	Mar-13	Feb-14	Mar-14	Mar-14 Vs. Feb-14
ΔSSETS				T .

627,165

52,824

679,989

1,996,357

752,283

934,026

310,048

72,468

60,700

11,768

(2,232)

2,066,592

2,241,782

2,842,773

16,431

818,438

(279,709)

5,639,714

74,654

(8,954)

65,700 74

42,795

5,264

48,656

12,175

220,725

8,891,841

642,205

2,342,876

3,822,541

6,845,202

520,139

83,321

25,085

64,753

46,850

7,764,959

1,126,883

8,891,841

179,609

37,579

110,157











BANCO AV VILLAS UNCONSOLIDATED FINANCIAL STATEMENTS AS OF MARCH, 2014

Mar-13 Mar-14 19 Feb-14 Mar-14 Feb-14 Mar-14 Feb-14 Mar-14 Feb-14 Mar-14 Feb-14 Mar-14 Feb-14 Mar-15 Feb-14 Mar-14 Feb-14 Mar-16 Mar-1							Growth (%)
INTEREST NICONE 19,1502 19,1516 0.9 65,348 66,209 1	(Ps. Millions)	Mar-13	Mar-14		Feb-14	Mar-14	Mar-14 Vs.
Interest name of mirrest recent infection in mirrest members and other part in mirrest members and other part in mirrest members and other part in mirrest members are in mirrest members.	INTEREST INCOME			13			165-14
Interest name of mirrest recent infection in mirrest members and other part in mirrest members and other part in mirrest members and other part in mirrest members are in mirrest members.		194,562	196,316	0.9	65,348	66,296	1.5
Inserbank and overright funds				i			(15.8
Total Interest Recome	Interbank and overnight funds						26.5
NTREST DEPINSE	Financial leases	- 1	-	N.A.	- [-	N.A.
Checking accounts 321 273 (47,6) 84 103 2 2 2 2 2 2 2 2 2	Total Interest Income	265,444	221,787	(16.4)	75,072	74,557	(0.7
Time deposits 22,960 21,804 (5.07) 7,040 7,353 7,363 7,365 7,040 7,363 7,363 7,365 7,040 7,363 7,363 7,365 7	INTEREST EXPENSE	ļ			- !	-	
Saving disposits	Checking accounts	521	273	(47.6)	84	103	21.6
Total Interest expense on deposits 55.00 48.842 (12.3) 15.898 16.686 16.00 1.921 2.033 10.00 2.75 10.00 1.00	Time deposits	31,627	26,265	(17.0)	8,774	9,230	5.2
Borrowings from banks and others 1155 817 (29.3) 270 275 1	Saving deposits	22,960	21,804	(5.0)	7,040	7,353	4.4
Interbank and overnight funds (expenses) 5,508 5,838 6,0 1,921 2,033 1,035 1,036 1,0	Total interest expense on deposits	55,107	48,342	(12.3)	15,898	16,686	5.0
Sands	Borrowings from banks and others	1,155	817	(29.3)	270	275	2.0
Total interest expense 61,769 54,997 (110) 18,088 18,995 18,000 18,0	Interbank and overnight funds (expenses)	5,506	5,838	6.0	1,921	2,033	5.8
Net Interest Roome Provisions for Journal Provisions Provisions for Investments securities, foreclosed assets and other assets (47) 828 852 152 171 1 Recovery of provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (2.1) (8) Provisions for Investment securities, foreclosed assets and other assets (207) (194) (6.5) (149) (1.2) (Bonds	- 1	=	N.A.	- 1	-	N.A.
Provision for loan and financial lease losses, accrued interest and other, net \$9,542 31,514 (47.1) 12,176 9,156 (2,075) 7,075	Total interest expense	61,769	54,997	(11.0)	18,089	18,995	5.0
Recovery of charged-off assets	Net Interest Income	203,675	166,790	(18.1)	56,983	55,563	(2.5
Provision for investments securities, foreclosed assets and other assets 407 1946 165 149 121 178 178 178 179	Provisions for loan and financial lease losses, accrued interest and other, net	59,542	31,514	(47.1)	12,176	9,156	(24.8
Recovery of provisions for investments securities, foreclosed assets and other assets (207) (194) (6.5) (149) (21) (8) (721)	Recovery of charged-off assets	(4,608)	(5,616)	21.9	(1,903)	(2,075)	9.0
Total provisions, net 18,502 140,258 (5.6) 46,708 48,332 140,258 140,2	Provision for investment securities, foreclosed assets and other assets	447	828	85.2	152	171	12.5
Net Interest income after provisions 148,502 140,258 (5,5) 46,708 48,332 FEES AND OTHER SERVICES INCOME	Recovery of provisions for investments securities, foreclosed assets and other assets	(207)	(194)	(6.5)	(149)	(21)	(86.1
FEES AND OTHER SERVICES INCOME 37,306 39,894 6.9 12,726 13,602 13,602	Total provisions, net	55,173	26,531	(51.9)	10,276	7,231	(29.6
Commissions from banking services 37,306 39,894 6.9 12,726 13,602 12,726 12,727 12,7	Net interest income after provisions	148,502	140,258	(5.6)	46,708	48,332	3.5
Branch network services Credit card merchant fees 3,537 4,202 18.8 1,296 1,434 11 Checking fees 1,754 1,906 8.7 643 655 0 Other 10,301 12,671 23.0 4,005 4,203 1 Total fees and other services income 52,897 58,673 10.9 18,670 19,894 19,894 19,896 11,896 11,894 19,896 11,894 19,896 11,896 11,894 19,896 11	FEES AND OTHER SERVICES INCOME				-	-	1
Credit card merchant fees 3,537 4,202 18.8 1,296 1,434 11 Checking fees 1,754 1,906 8.7 643 655 1,001 12,671 23.0 4,005 4,203 0 Total fees and other services income 52,897 58,673 10.9 18,670 19,894 1 Fees and other services income, net 37,518 41,106 9.6 12,998 13,849 OTHER OPERATING INCOME 504 359 (28.7) 158 (244) (25 Gains (losses) on derivative operations, net (286) (178) (38.0) (79) 359 55 Gains (losses) on derivative operations, net (286) (178) (38.0) (79) 359 55 Gains (losses) on derivative operations, net (286) (178) (38.0) (79) 359 55 Gains (losses) on derivative operations, net (286) (178) (38.0) (79) 359 55 Gains (losses) on derivative operations, net (286) (181	Commissions from banking services	37,306	39,894	6.9	12,726	13,602	6.9
Checking fees	Branch network services	-	-	N.A.	-	-	N.A.
Other	Credit card merchant fees	3,537	4,202	18.8	1,296	1,434	10.6
Total fees and other services income 52,897 58,673 10.9 18,670 19,894	Checking fees	1,754	1,906	8.7	643	655	1.7
Fees and other services expenses 15,380 17,568 14.2 5,672 6,045	Other	10,301	12,671	23.0	4,005	4,203	4.9
Fees and other services income, net 37,518 41,106 9,6 12,998 13,849	Total fees and other services income						
OTHER OPERATING INCOME -	Fees and other services expenses					6,045	6.6
Foreign exchange (losses) gains, net 504 359 (28.7) 158 (244) (25.5		37,518	41,106	9.6	12,998	13,849	6.5
Gains (losses) on derivative operations, net Gains on sales of investments in equity securities, net Dividend Income Other Oth					-	-	
Gains on sales of investments in equity securities, net Dividend Income Other 1 1 47 N.A. 1 2 188 Total other operating income 1218 228 4.4 80 118 44 Total operating income 186,238 181,592 (2.5) 59,786 62,298 OPERATING EXPENSES Salaries and employee benefits 37,947 38,409 1.2 12,873 12,980 Bonus plan payments 311 313 0.6 163 56 (6) Termination payments 141 487 244.9 - 87 N.A. Administrative and other expenses 68,843 64,500 (6.3) 20,739 22,194 Insurance on deposit, net Charitable and other donation expenses 68,843 64,500 (6.3) 20,739 22,194 Insurance on deposit, net Charitable and other donation expenses 9,5058 5,732 13.3 1,931 1,926 (0) Charitable and other donation expenses 9,117,110 113,693 (2.9) 37,139 38,614 Net operating income 10,120 60,120 67,899 (1.8) 22,646 23,684 NON-OPERATING INCOME (EXPENSE) Other income 11,180 5,736 386.2 544 4,515 736 Other expenses 2,161 2,770 28.2 1,297 831 (3) Non-operating income (expense), net 10,00 - 2							
Dividend Income - - N.A. - - N.A.		(286)	(178)	i i i i i i i i i i i i i i i i i i i	(79)	359	
Other 1 47 N.A. 1 2 18 Total other operating income 218 228 4.4 80 118 44 Total operating income 186,238 131,592 (2.5) 59,786 62,298 4 OPERATING EXPENSES -	· · ·	-	-	:	-	-	N.A.
Total other operating income 218 228 4.4 80 118 44 Total operating income 186,238 181,592 (2.5) 59,786 62,298 62,298 OPERATING EXPENSES - <t< td=""><td></td><td>-</td><td>-</td><td>i</td><td>-</td><td>-</td><td>N.A.</td></t<>		-	-	i	-	-	N.A.
Total operating income 186,238 181,592 (2.5) 59,786 62,298 COPERATING EXPENSES					-		187.5
OPERATING EXPENSES -							
Salaries and employee benefits 37,947 38,409 1.2 12,873 12,980 0 Bonus plan payments 311 313 0.6 163 56 (63 Termination payments 141 487 244.9 - 87 N Administrative and other expenses 68,843 64,500 (6.3) 20,739 22,194 1 Insurance on deposit, net 5,058 5,732 13.3 1,931 1,926 (6 Charitable and other donation expenses - - - NA. - - - N Depreciation 4,810 4,253 (11.6) 1,435 1,371 (6 Goodwill amortization - - - NA. - - N Total operating expenses 117,110 113,693 (2.9) 37,139 38,614 38,614 Non-Operating income 69,128 67,899 (1.8) 22,646 23,684 Other income 1,180 5,736 386.2 544 4,515 73 Other expenses 2,16		186,238	181,592	(2.5)	59,786	62,298	4.2
Bonus plan payments 311 313 0.6 163 56 (66) Termination payments 141 487 244.9 - 87 N Administrative and other expenses 68,843 64,500 (6.3) 20,739 22,194 Insurance on deposit, net 5,058 5,732 13.3 1,931 1,926 (6 Charitable and other donation expenses - - NA. - - N Depreciation 4,810 4,253 (11.6) 1,435 1,371 (6 Goodwill amortization - - NA. - - N Total operating expenses 117,110 113,693 (2.9) 37,139 38,614 - NON-OPERATING INCOME (EXPENSE) - - - - - - Other expenses 2,161 2,770 28.2 1,297 831 (3) Non-operating income (expense), net (981) 2,966 402.3 (754) 3,683 58 Income before income tax expense 68,147 70,864 4.0 </td <td></td> <td></td> <td></td> <td></td> <td>- </td> <td></td> <td>i</td>					-		i
Termination payments 141 487 244.9 - 87 N Administrative and other expenses 68,843 64,500 (6.3) 20,739 22,194 1 Insurance on deposit, net 5,058 5,732 13.3 1,931 1,926 (0 Charitable and other donation expenses - - NA. - - N Depreciation 4,810 4,253 (11.6) 1,435 1,371 (0 Goodwill amortization - - NA. - - N Total operating expenses 117,110 113,693 (2.9) 37,139 38,614 - Non-OPERATING INCOME (EXPENSE) -				:			0.8
Administrative and other expenses 68,843 64,500 (6.3) 20,739 22,194 Insurance on deposit, net 5,058 5,732 13.3 1,931 1,926 (0 Charitable and other donation expenses - NA NA Depreciation 4,810 4,253 (11.6) 1,435 1,371 (6 Goodwill amortization NA NA Total operating expenses 117,110 113,693 (2.9) 37,139 38,614 Net operating income 69,128 67,899 (1.8) 22,646 23,684 NON-OPERATING INCOME (EXPENSE) 1,180 5,736 386.2 544 4,515 731 Other expenses 1,180 5,736 386.2 544 4,515 731 Other expenses 2,161 2,770 28.2 1,297 831 (3) Non-operating income (expense), net 981 2,966 402.3 (754) 3,683 581 Income before income tax expense 25,620 23,918 (6.6) 7,143 9,222 250 544 10 10 10 10 10 10 10 10 10 10 10 10 10		i		i	163		(65.7
Insurance on deposit, net 5,058 5,732 13.3 1,931 1,926 0 (:	-		N.A.
Charitable and other donation expenses	·						7.0
Depreciation 4,810 4,253 (11.6) 1,435 1,371 (6 Goodwill amortization - - - N.A. -		5,058	5,732	i	1,931	1,926	
Goodwill amortization - - N.A. - - N.B. - - - N.B. - - N.B. - - N.B. -<	•	=	=	i	-	=	N.A.
Total operating expenses 117,110 113,693 (2.9) 37,139 38,614 6 Net operating income 69,128 67,899 (1.8) 22,646 23,684 6 NON-OPERATING INCOME (EXPENSE) -<	•	4,810	4,253		1,435	1,371	(4.4
Net operating income 69,128 67,899 (1.8) 22,646 23,684 67,894 67,899 (1.8) 22,646 23,684 67,899 1,180 67,899 (1.8) 22,646 23,684 67,899 1,180 67,899 (1.8) 22,646 23,684 67,899 1,180 67,899 1,180 57,361 386.2 544 4,515 73 <t< td=""><td></td><td>- [</td><td>-</td><td></td><td>-</td><td>-</td><td>N.A.</td></t<>		- [-		-	-	N.A.
NON-OPERATING INCOME (EXPENSE) - <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>							
Other income 1,180 5,736 386.2 544 4,515 73 Other expenses 2,161 2,770 28.2 1,297 831 (3) Non-operating income (expense), net (981) 2,966 402.3 (754) 3,683 58 Income before income tax expense 68,147 70,864 4.0 21,893 27,368 21 Income tax expense 25,620 23,918 (6.6) 7,143 9,222 25	· · · · · · · · · · · · · · · · · · ·	69,128	67,899	(1.8)	22,646	23,684	4.6
Other expenses 2,161 2,770 28.2 1,297 831 (3) Non-operating income (expense), net (981) 2,966 402.3 (754) 3,683 58 Income before income tax expense 68,147 70,864 4.0 21,893 27,368 21 Income tax expense 25,620 23,918 (6.6) 7,143 9,222 25					-	-	i
Non-operating income (expense), net (981) 2,966 402.3 (754) 3,683 58 Income before income tax expense 68,147 70,864 4.0 21,893 27,368 21 Income tax expense 25,620 23,918 (6.6) 7,143 9,222 25							1
Income before income tax expense 68,147 70,864 4.0 21,893 27,368 21 Income tax expense 25,620 23,918 (6.6) 7,143 9,222 25	·						(35.9
Income tax expense 25,620 23,918 (6.6) 7,143 9,222 29							
	•						25.0
Net income 42,527 46,946 10.4 14,750 18,146 2:		25.020	22.010	(C C)	7 1 / 2	ດວວວ	29.1