

1Q - 2018

QUARTERLY RESULTS



Grupo SURA had consolidated revenue for COP 4.76 billion and net profits for COP 310,153 million during the first quarter of 2018.



The Positive operating performance of Suramericana and SURA Asset Management Offset part of the strong impact caused by the volatility of the capital markets on the yield from investments by the insurance and pensions businesses.

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OUTSTANDING EVENTS DURING THE QUARTER »



Grupo SURA Evolves to be more relevant, profitable and sustainable

The update to the strategic direction for the entire Business Group was presented during the General Shareholders Assembly. Find out its key elements.

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AAA rating for Suramericana's long-term debt ratified

Standard & Poor's confirmed their rating as it recognized the satisfactory progress of the integration of the new affiliates of the Company that specializes in insurance and risk and trends management.

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Sale of the annuities business in Chile agreed

Optimization of de SURA Asset Management's portfolio continues, in keeping with the decision to focus on managing pension funds and drive the savings and investment, and institutional management businesses.

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Alliance with BlackRock in Peru to launch mutual fund completed

The agreement with the world's largest fund administrator will make it possible to leverage the value proposition in tis country with more personalized services in the face of a growing demand for this type of investment alternatives.

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New leader in SUARA AM's Investment Management unit

He is Pablo Sprenger, who took over on May 2 and had been the CEO in this affiliate's operations in Mexico.

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Fundación SURA extends the scope of its Félix y Susana program

This year, the initiative to promote healthy community living in school expands its coverage in El Salvador and Colombia by means of several alliances.

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GOOD OPERATING PERFORMANCE OF THE BUSINESSES IN SPITE OF LOWER REVENUE FROM INVESTMENTS

Grupo SURA reported to the market the results for the first quarter of 2018, in which it underlines an operational growth of the affiliates Suramericana and SURA Asset Management, así and a beginning of the year marked by market volatility. This external effect was reflected in lower yields for its own investment portfolios that back the insurance and pensions businesses.

The Company had consolidated revenue for COP 4.76 billion (USD 1,666 million), a decrease of 2.2% (COP 105,137 million or USD 36.8 Compared to January-March 2017.

This behavior is partially explained by a 47% reduction in revenue from investments (COP 253,497 million or USD 88.7 million. It also indicated that the revenue from the previsional insurance in Colombia was no longer received because Suramericana withdrew from that product to focus on other solutions more in keeping with its strategy.

SURAMERICANA

REVENUE
GROWTH

▲ 3.6%

COP 3.36 billion

USD 1,117.5

CONSOLIDATED NET PROFITS

COP 100,590MM

EFFORTS TO IMPROVE EFFICIENCY CONTINUE

Total expenses for Grupo SURA during the first quarter decreased by 0.6% compared to the same period in 2017, for a total of 4.34 billion (USD 1,519.6 million. This decrease is due to a lower adjustment to the reserves for insurance, greater control over administrative expenses in all businesses, and lower interest on the debt, which reflects the focus on efficiency.

In this context, Grupo SURA's net consolidated profit for the first quarter was COP 310,153 million (USD 108.5 million, 23.5% less than one year ago; profits attributable to the controlling entity came to COP 268,982 million (USD 94.1 million, a decrease of 20.6%.

In addition, Grupo SURA's assets totaled 66.71 billion, (USD 23,992 million, 3.3% less than last December, while equity decreased by 4.2%, to COP 25.13 billion (USD 9,037 million.

SURA ASSET MANAGEMENT

CONSOLIDATED NET PROFITS

COP 132,310MM



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“The recent high volatility of the markets affected the revenue from the yield of the investment, compared to an outstanding first quarter in 2017, But it has been possible to partially offset this with the positive operating results of the affiliates, which have been focused consolidating their businesses, solidifying a profitable growth, continue improving on efficiency, and delivering increasingly better solutions to current and potential clients”

David Bojanini García
CEO Grupo SURA



Ricardo Jaramillo Mejía, Vice-president of Corporate Finance, speaks about these quarterly results and the advances in the management of the Business Group, in the following short video.



LET'S GET STARTED



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INFORMATION ON THE SHARES »

The price of GRUPOSURA's common share on the last day in March 2018, closed at COP 37,280, with an annual variation of -4.6% and accumulated for the third quarter (YTD) of -7.5%.

PFGRUPSURA's preferred share closed the first quarter at COP 35,600, with an annual variation of -6.8% and YTD of -8.7%

PERFORMANCE OF THE TWO SECURITIES IN BOLSA DE VALORES DE COLOMBIA



◆ GRUPOSURA	◆ PFGRUPSURA	◆ COLCAP
37,280	35,600	1,456
COP	COP	Points

871

INTERNATIONAL FUNDS

with

21.52%



share participation in Grupo SURA

	31-MAR-18	% VAR. QUARTERLY	% VAR ANNUAL
GRUPOSURA (Pesos)	37,280	-7.5%	-4.6%
PFGRUPSURA (Pesos)	35,600	-8.7%	-6.8%
COLCAP (Points)	1,456	-3.8%	6.6%



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GRUPO SURA EVOLVES ITS STRATEGY TO BECOME MORE RELEVANT IN LATIN AMERICA

This update to Grupo SURA's road map is consistent with the requirements of the environment and includes in its priorities leveraging a more profitable business growth, consolidate the businesses acquired over the past several years, and build greater efficiencies and capabilities leveraged on technology and innovation for the three strategic investments: SURA Asset Management, Suramericana and Bancolombia.

The update to the strategic direction's strategic purpose is "to create wellbeing and sustainable development for people, organizations, and society." This reflects the intention of creating more value and trust among investors in Grupo SURA and intends to make the company increasingly useful for the development of the countries where it is present.

This is a way to advance in the aspiration of being an Organization that wants to become a referent in financial services in Latin America. And to make this a reality, six strategic fronts were prioritized. These fronts are also the focus and strengths of de Grupo SURA to accompany and add value to its strategic investments.



ASPIRACIÓN

To be the Latin American group of reference in the financial services sector because of its **ability to evolve and create superior value for the shareholders and for society**

"This strategic direction includes an unarguable element to think about: sustainability, both for Grupo SURA, all the companies that are part of the investment portfolio, and for society at large. This is why we continue to analyze the environment in which we operate and will operate in the future, finding out what the trends are in technology, markets, and population development. At the same time, this requires a careful identification of the risks we will be facing in the short, medium and long term," Said David Bojanini, CEO of Grupo SURA, during the General Shareholders Assembly held in Medellín this past March 23.



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SURA ASSET MANAGEMENT AGREED TO SELL ITS ANNUITIES OPERATION IN CHILE

The regulatory approvals to finalize the sale agreement, for por USD 232 million are expected during the next few months so that SURA Asset Management Chile can transfer its annuities business to Bicecorp and Compañía de Inversiones Bice Chileconsult.

This transaction corresponds exclusively to the sale of the Annuities business in that county because the Company will focus on strength-ening its core savings and investment business, which includes previsional savings and complementary products in its offerings, including individual and collective protection, disability and survivorship insurance.

“Our strategy is to strengthen our position in Chile in those areas where we can contribute the most value to our clients. We have made sure that this operation is carried out with a company that can serve or annuities clients with the same high standard that characterize SURA”

Ignacio Calle

CEO of SURA Asset Management.



USD 232^{MM}

Sum agreed with
Bicecorp for the sale
of its annuities
business.

In this manner, this affiliate reaffirms its presence in Chile through AFP Capital, Administradora General de Fondos SURA, Seguros de Vida SURA and Corredores de Bolsa SURA. La The operation does not involve other companies from Grupo Empresarial SURA in that country.



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NEW LEADER IN SURA AM'S INVESTMENT MANAGEMENT UNIT

To strengthen the business unit dedicated to managing assets for the institutional sector in SURA Asset Management (SURA AM), Pablo Sprenger Rochette is responsible for the Investment Management unit as last May st 2, after working as the CEO of SURA AM's operation in Mexico since 2014.

The Investment Management Unit is an optimal investment vehicle in Latin America, with access to global markets. Since it was created in 2012 it has been strengthening its capability for local and global distribution as a Latin American platform to connect major investors, such as insurance companies, pension funds, and capital funds, among others.

Pablo Sprenger is an industrial civil engineer by Universidad Católica de Chile and holds an MBA from the Kellogg School of Management. He has ample professional experience heavy held positions in Falabella Servicios Financieros, AFP Bansander and ING Chile. He has been working for SURA Asset Management since 2012, first in the position of vice president of business and commercial development, and later as CEO for SURA AM México.

Since May, Enrique Solórzano is responsible for that position. He had been in charge of AFORE SURA, in Mexico.



Pablo Sprenger, Leader of the Investment Management Unit

"We are pleased by Pablo's arrival at this new position to serve the institutional segment which has a great potential for us. We know his technical capabilities, his strategic vision, his work for innovation, and the human qualities that he processes. All these are key differentiators in our company".

Ignacio Calle, CEO SURA AM



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RESULTS



S&P RATIFIED ITS AAA RATING FOR SURAMERICANA

“Suramericana maintains a robust structure for managing the financial and nonfinancial risks of the controlling entity and its affiliates”.

S&P's rating report dated
March 8, 2018

progress with integration of the recently acquired affiliates, the broader geographic diversification of revenue, operating and commercial synergies, and appropriate solvency levels were some of the aspects highlighted by Standard & Poor's (S&P) to confirm, in early March, it is AAA rating for the long-term debt of our affiliate that specializes in insurance and trend and risk management.

The report from the technical committee, based on information as of 2017, highlights implementation of corporate projects that improve the companies' competitiveness and the outlook for continuous improvement of the internal capital generation by the affiliates outside of Colombia, which is positive for the sub- holding's financial profile.

“Suramericana benefits from several synergies with its main shareholder (Grupo SURA), about which we know to the implementation of corporate governance systems that meet the highest international standards,” the document reports.

Managing trends and risks to develop solutions for the clients is quoted by S&P as a “positive aspect” that encourages a culture of innovation to maintain the value proposition in the forefront.



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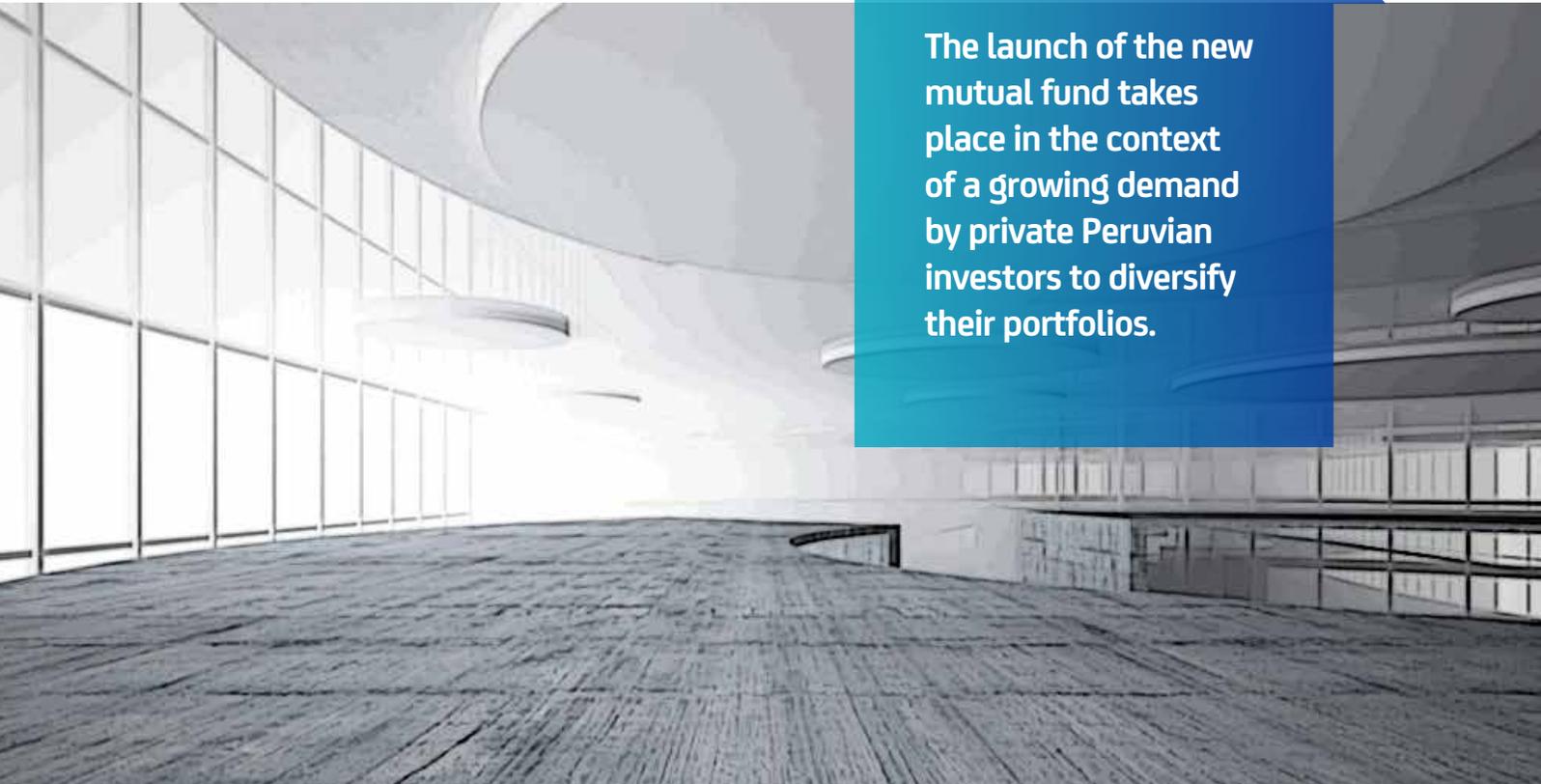
SURA AM AND BLACKROCK JOIN FORCES TO LAUNCH A MUTUAL FUND IN PERU

SURA Asset Management and BlackRock together launched a mutual fund in Peru that will allow savers and local investors to access shares in between three and four thousand companies from 22 countries and concentrate 90% of the world's stock market.

In addition, this alliance with world's biggest funds administrator will make it possible to leverage the proposition for the clients, which becomes an opportunity to grow this business.

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The launch of the new mutual fund takes place in the context of a growing demand by private Peruvian investors to diversify their portfolios.



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FUNDACION SURA'S FÉLIX Y SUSANA PROGRAM EXPANDED

with its clear focus on creating development and well-being through education and culture, Fundación SURA began to expand its Félix y Susana program, one of the main initiatives to improve the quality of education by promoting healthy community living and contributing to stronger relationships among the children, the family, and school.

Last February, it is about, the program delivered teaching materials in thirty schools where 300 teachers will work to benefit close to 9500 children in basic elementary courses. The expansion also took place in the Dominican Republic where the initiative is being carried out with local allies since 2015.

In addition, as a result of an agreement with the Bogota Secretary of Education coverage of the Félix y Susana program was expanded this year to seventy public schools in the Colombian capital, where over 800 teachers and school administrators are being trained. This experience is the first co-funding project with a territorial entity carried out by Fundación SURA.

Impact of Félix y Susana in Colombia



“ This year we intend to take the Félix y Susana program to places other than schools, such as museums, libraries, play areas, and other community learning spaces for children, looking for allies in different parts of the country ”

Tatyana Orozco

Grupo SURA's vice president for corporate affairs concluded.

