

Grupo SURA

Results Presentation 1Q 2016

DISCLAIMER



The forward-looking statements contained herein are based on Management's current forecasts and outlook

For better illustration and decision-making, figures for Suramericana, SURA Asset Management and its subsidiaries are administrative rather than accountant, and therefore may differ from those presented to entities officers. Thus, Grupo de Inversiones Suramericana assumes no obligation to update or correct the information contained in this presentation.

AGENDA

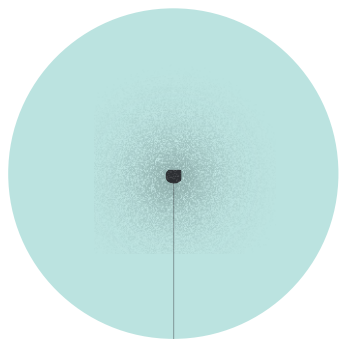
Results Presentation



GRUPO SURA
CONSOLIDATED RESULTS

SURA ASEGURAMIENTO, TENDENCIAS Y RIESGOS
SURAMERICANA S.A
INSURANCE AND RISK MANAGEMENT

SURA ASSET MANAGEMENT
PENSIONS, SAVINGS AND ASSET MANAGEMET



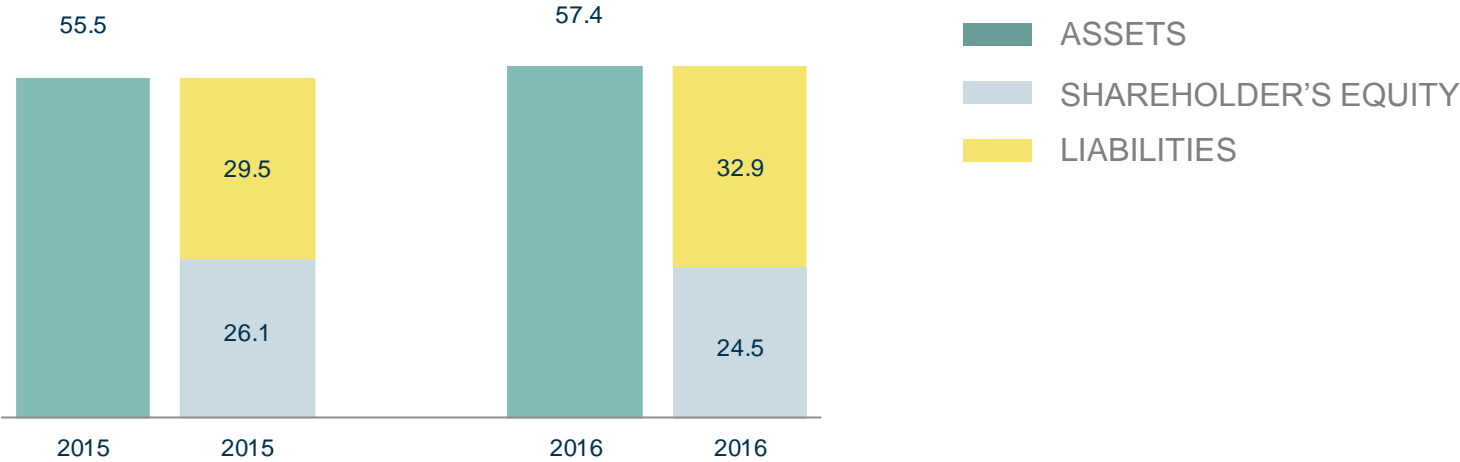
GRUPO SURA

CONSOLIDATED RESULTS 1Q

Panama



STATEMENT OF FINANCIAL POSITION CONSOLIDATED



ASSETS



	mar-16	Var. \$Bn	dec-15	%Change
Investments	21.7	(0.1)	21.7	-0.3%
Goodwill	4.2	(0.1)	4.3	-1.6%
Identified intangible assets	3.8	(0.1)	3.9	-2.1%
Investments in related companies	17.6	(0.1)	17.8	-0.7%
Main variations		(0.3)		
Cash and cash equivalents	2.5	1.1	1.4	77.4%

STATEMENT OF FINANCIAL POSITION CONSOLIDATED

LIABILITIES



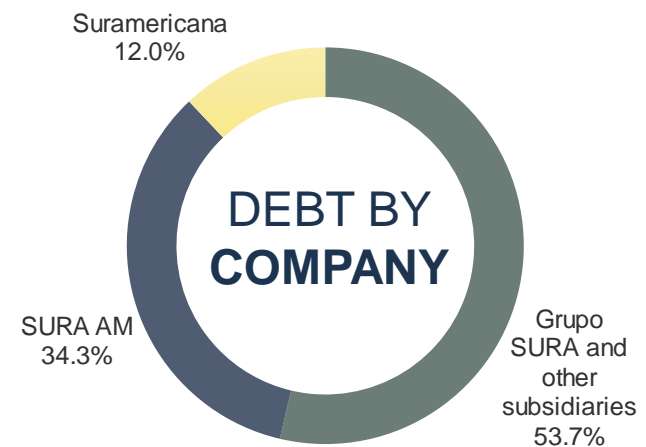
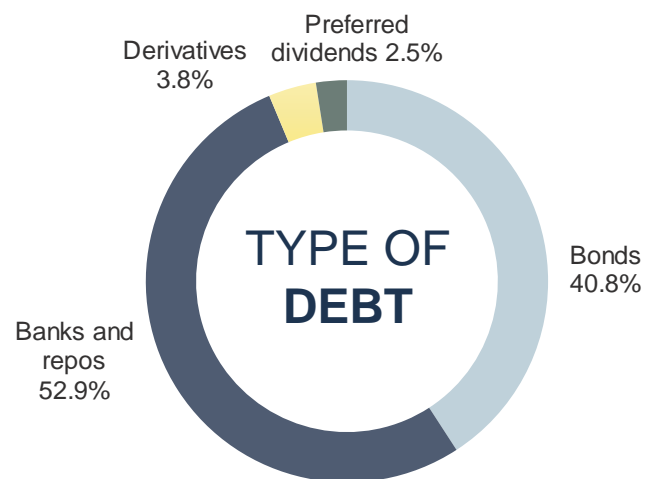
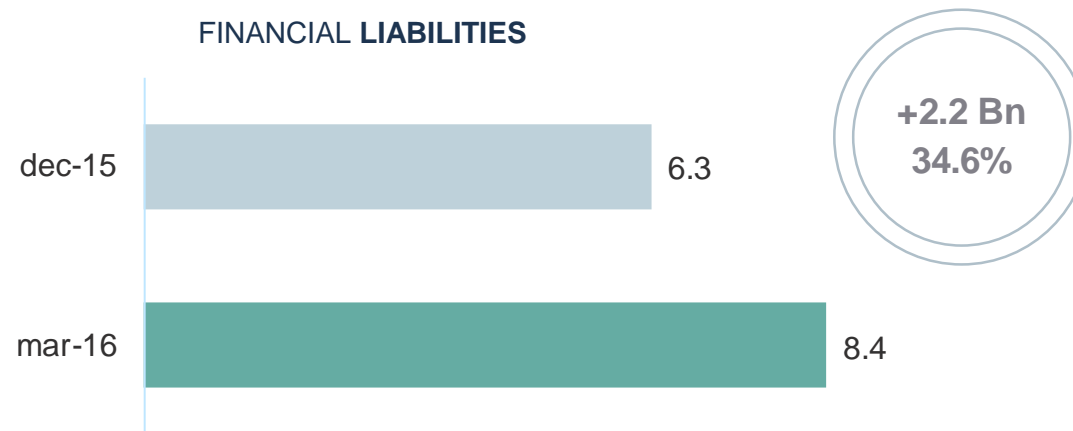
TOTAL SHAREHOLDER'S EQUITY



	mar-16	Var. \$Bn	dec-15	%Change
Other financial liabilities	4.8	2.2	2.6	81.9%
Technical reserves	19.4	0.5	18.9	2.8%
Issued securities	3.7	0.0	3.6	0.4%
Main variations		2.7		

STATEMENT OF FINANCIAL POSITION

DEBT

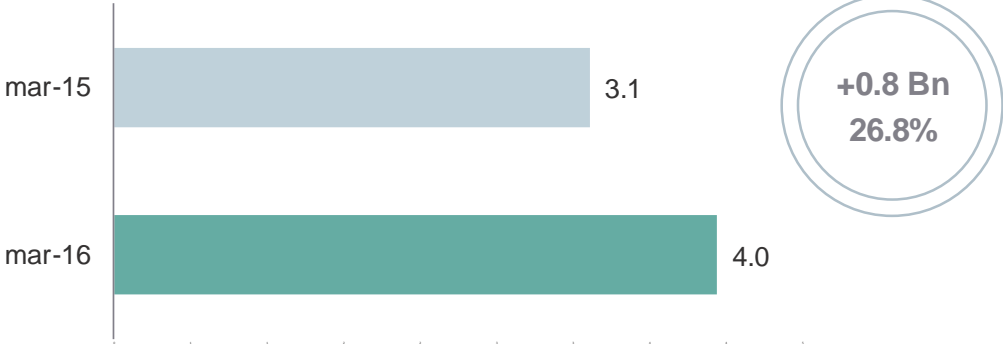


STATEMENT OF COMPREHENSIVE INCOME

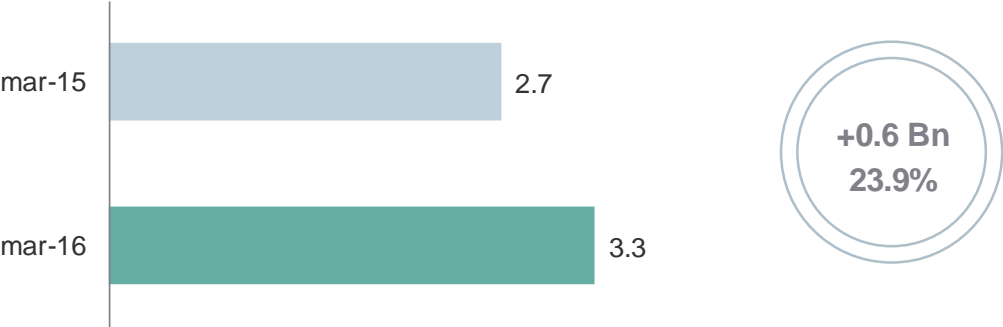
CONSOLIDATED



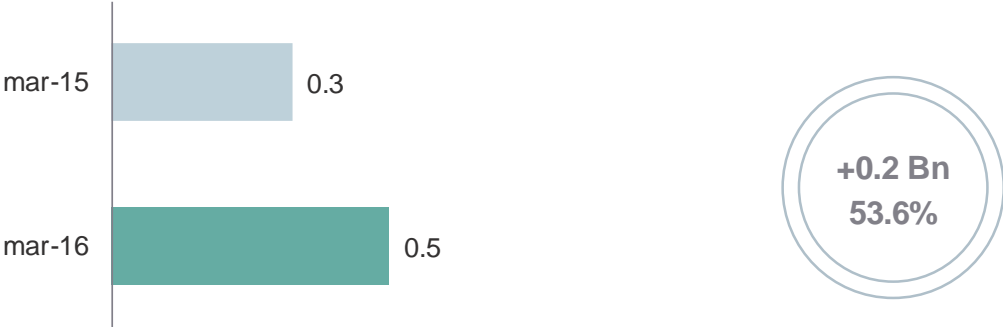
TOTAL REVENUES



TOTAL EXPENSES



NET INCOME



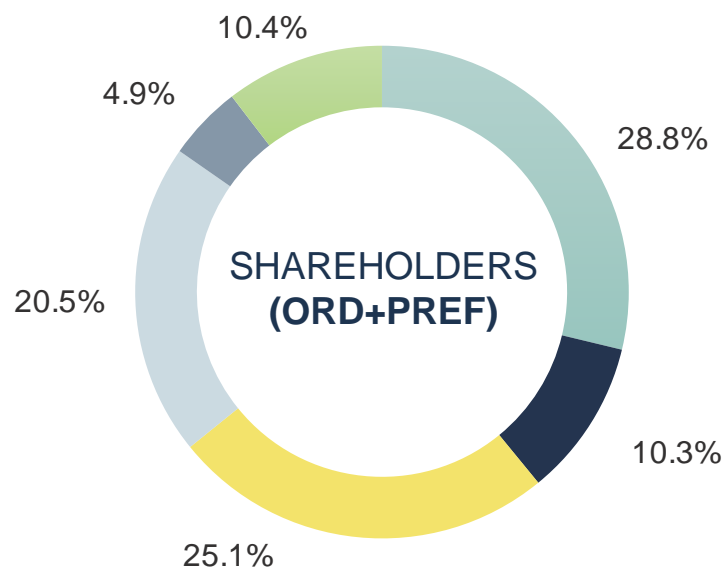
	mar-16	Var. \$	mar-15	%Var
Retained premiums (net)	2.0	0.4	1.6	26.0%
Commission income	0.5	0.1	0.5	16.2%
Revenues on services rendered	0.6	0.1	0.5	21.3%
Investment income	0.4	0.1	0.3	20.6%
Exchange difference (net)	0.2	0.2	0.0	2728.5%
Revenues via equity method	0.2	(0.0)	0.2	-18.5%

Main variations 0.8

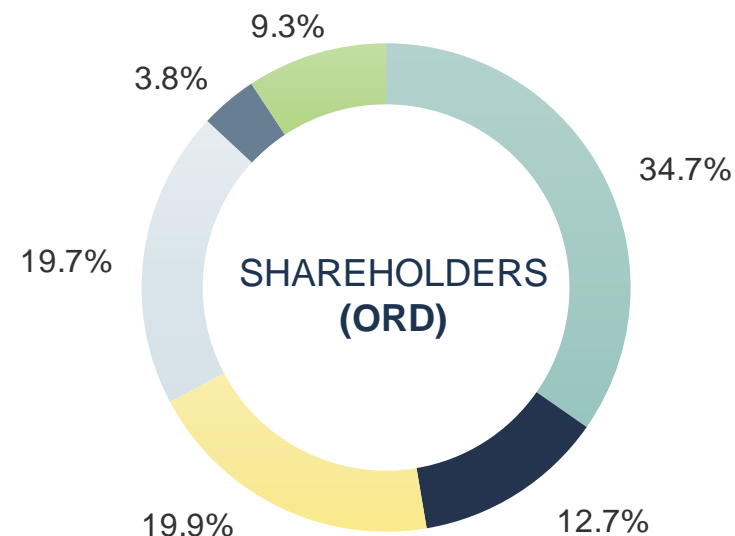
	mar-16	Var. \$	mar-15	%Var
Retained claims	1.0	0.2	0.8	31.6%
Adjustments to reserves	0.6	0.1	0.4	28.0%
Costs of services rendered	0.5	0.1	0.5	17.3%
Administrative expense	0.8	0.1	0.7	16.7%
Commissions, fees & interest	0.4	0.1	0.3	27.2%

Main variations 0.6

SHAREHOLDERS

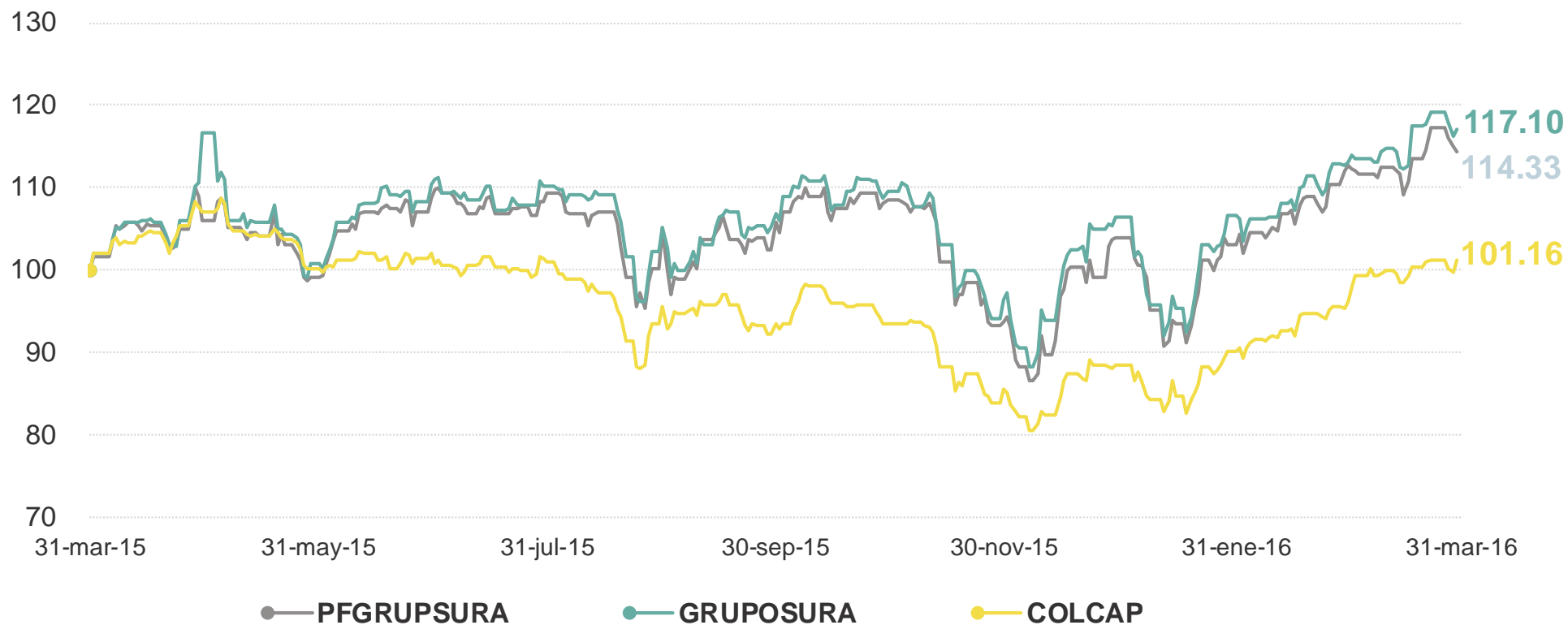


- Grupo Argos and subsidiaries
- Grupo Nutresa
- Colombian Pension Funds
- International Funds
- Retail Investors
- Institutional Investors



Outstanding Ord. Shares: 469,037,260
 Outstanding Pref. Shares: 106,334,963
 Total outstanding shares: 575,372,223
 Market Cap (COP billion): 22.9
 Number of Shareholders: 16,263
 International Funds: 846

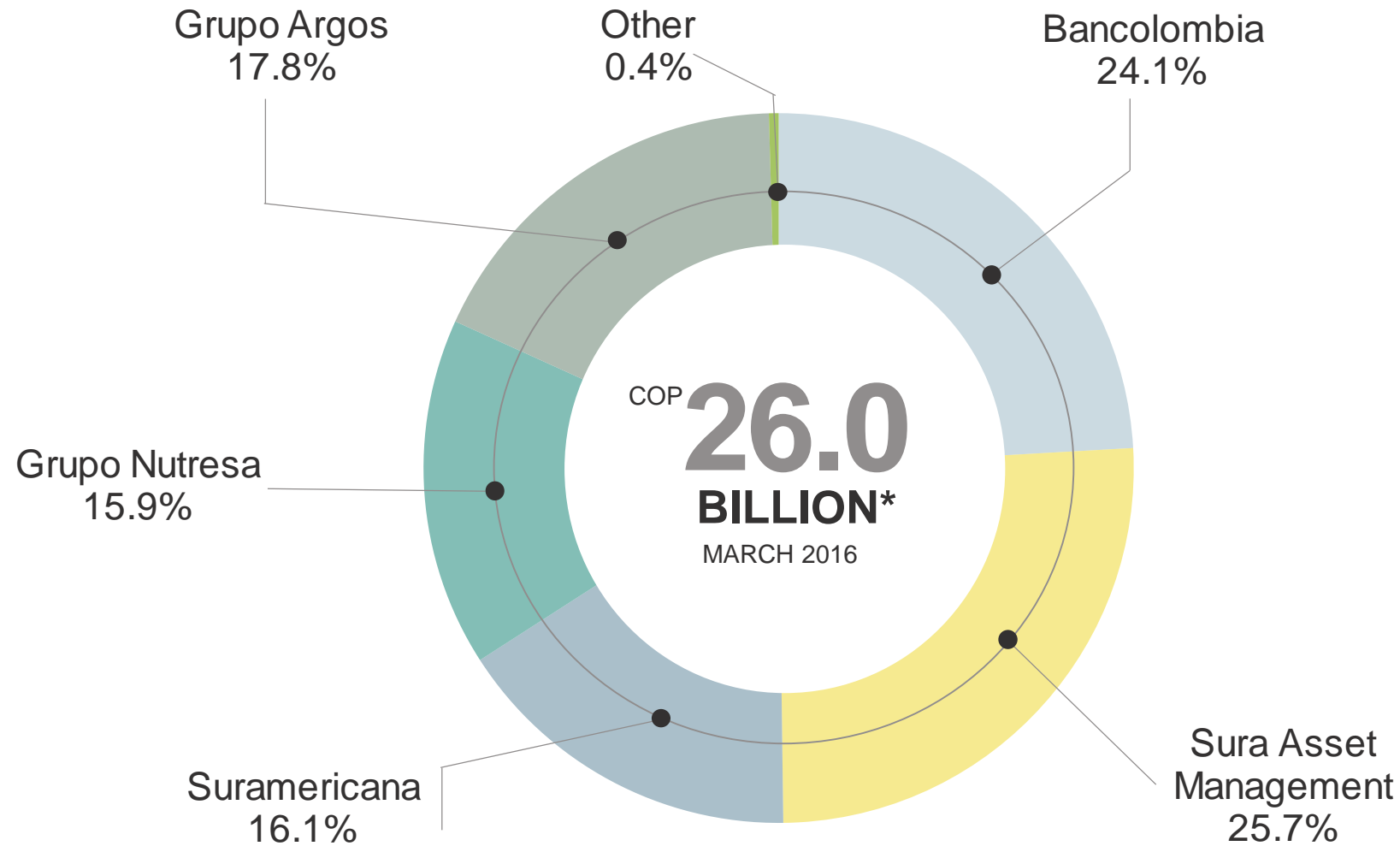
STOCK EVOLUTION



	31-mar-16	% Annual Var*	% YTD Var*	31-dic-15	31-mar-15
GRUPOSURA (Pesos)	39,900	18.9%	11.8%	35,700	33,560
PFGRUPSURA (Pesos)	39,200	17.0%	12.6%	34,800	33,500
COLCAP (Points)	1,336	2.4%	15.8%	1,154	1,305

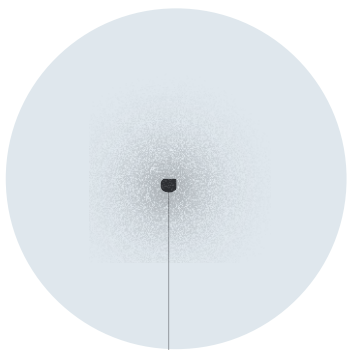
* Annual appraisal without dividends

PORTAFOLIO DE INVERSIONES



Including their commercial value pursuant to accountant standards and the stakes held

NOTE: Considering Suramericana at 2x P/BV and SURA Asset Management at 1x P/BV, listed companies at market value



**SURA ASEGURAMIENTO,
TENDENCIAS Y RIESGOS**
SURAMERICANA S.A

CONSOLIDATED RESULTS 1Q

Bogotá



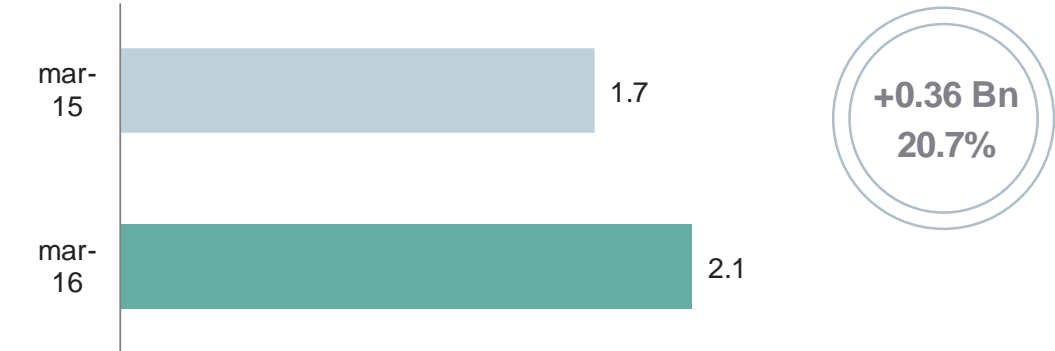
SURA ASEGURAMIENTO, TENDENCIAS Y RIESGOS

SURAMERICANA S.A

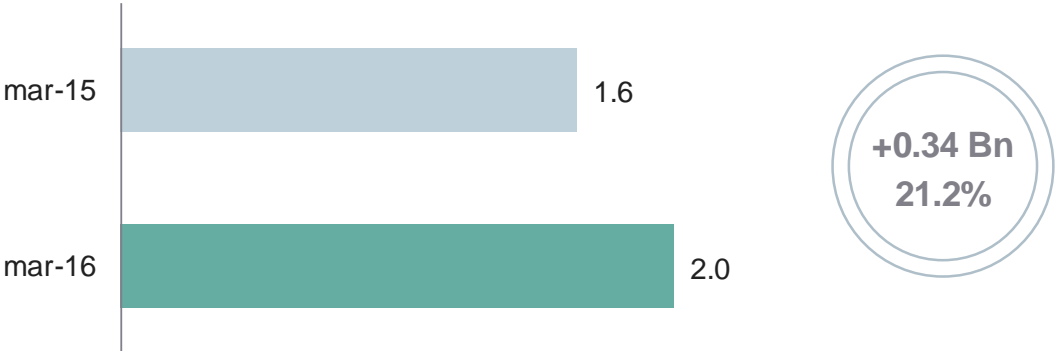
CONSOLIDATED FIGURES



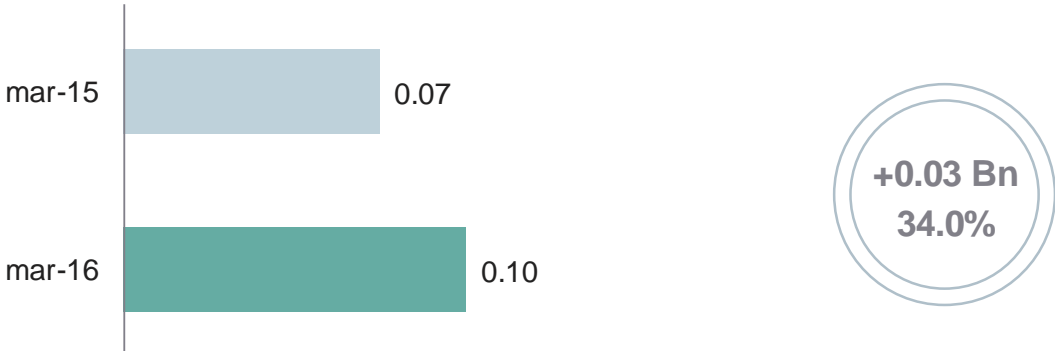
TOTAL REVENUES



TOTAL EXPENSES



NET INCOME



	mar-16	Var. \$	mar-15	%Var
Retained premiums (net)	1.3	0.2	1.1	18.0%
Revenues on services rendered	0.5	0.1	0.4	22.1%
Investment income	0.2	0.1	0.2	42.0%
Main variations	0.4			

	mar-16	Var. \$	mar-15	%Var
Retained claims	0.8	0.2	0.6	26.8%
Adjustments to reserves	0.04	0.01	0.0	37.7%
Costs of services rendered	0.5	0.1	0.4	17.4%
Administrative expense	0.4	0.1	0.3	20.3%
Commissions & fees	0.3	0.1	0.2	24.3%
Main variations	0.4			

SEGMENTS MAIN FIGURES



LIFE	mar-16	\$ Var.	mar-15	%Var
Retained premiums (net)	849	85	764	11.2%
Investment income	197	70	128	54.7%
Retained claims	(521)	(86)	(435)	19.7%
Adjustments to reserves	(26)	(7)	(19)	35.2%
Administrative expense	(164)	(17)	(147)	11.5%
Fees, Commissions	(144)	(20)	(124)	15.9%
Income tax	(0)	3	(3)	-95.4%
Net Income	140	12	129	9.2%

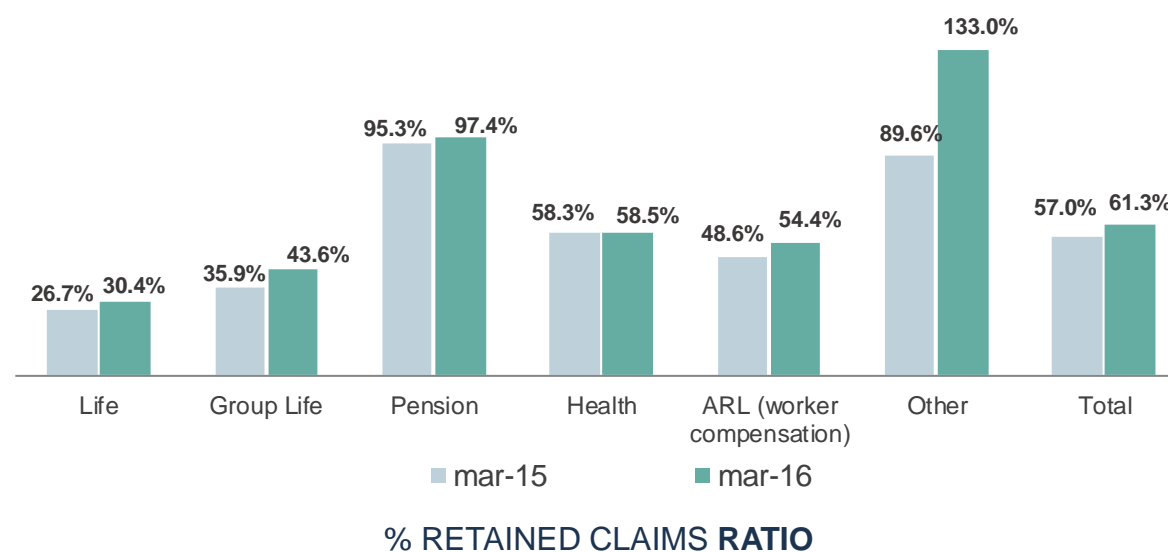
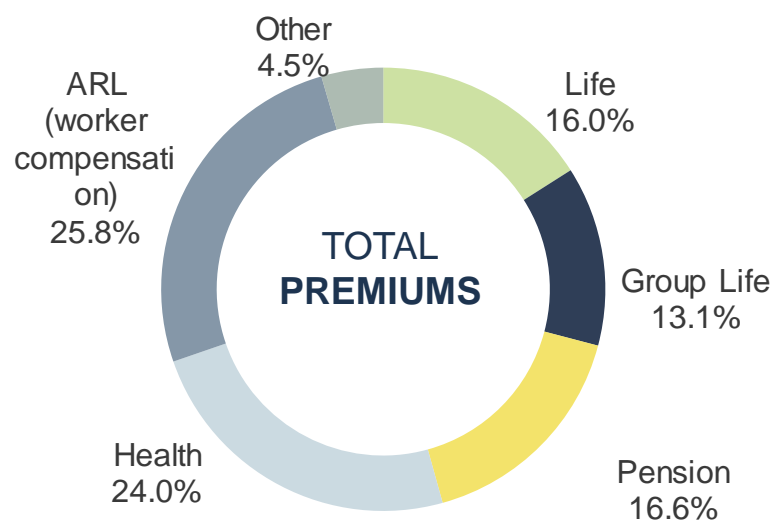
NON-LIFE	mar-16	\$ Var.	mar-15	%Var
Retained premiums (net)	433	112	320	35.1%
Investment income	27	(7)	33	-19.7%
Retained claims	(254)	(78)	(176)	44.3%
Adjustments to reserves	(12)	(4)	(8)	43.8%
Administrative expense	(101)	(19)	(82)	23.2%
Fees, Commissions	(128)	(32)	(96)	33.3%
Income tax	(3)	2	(5)	-36.6%
Net Income	(8)	(8)	(0)	

HEALTH CARE	mar-16	\$ Var.	mar-15	%Var
Revenues from services rendered	607	111	496	22.3%
Investment income	11	(7)	18	-37.9%
Costs of services rendered	(530)	(79)	(451)	17.5%
Administrative expense	(74)	(17)	(57)	30.5%
Fees, Commissions	(4)	1	(5)	-12.9%
Income tax	(2)	0	(2)	-1.7%
Net Income	5	9	(3)	

CORPORATE	mar-16	\$ Var.	mar-15	%Var
Administrative expense	(16)	(8)	(8)	101.5%
Fees	(7)	(6)	(1)	525.1%
Income tax	(27)	10	(37)	-27.8%
Exchange difference (net)	27	27	0	
Net Income	(27)	19	(46)	-41.1%

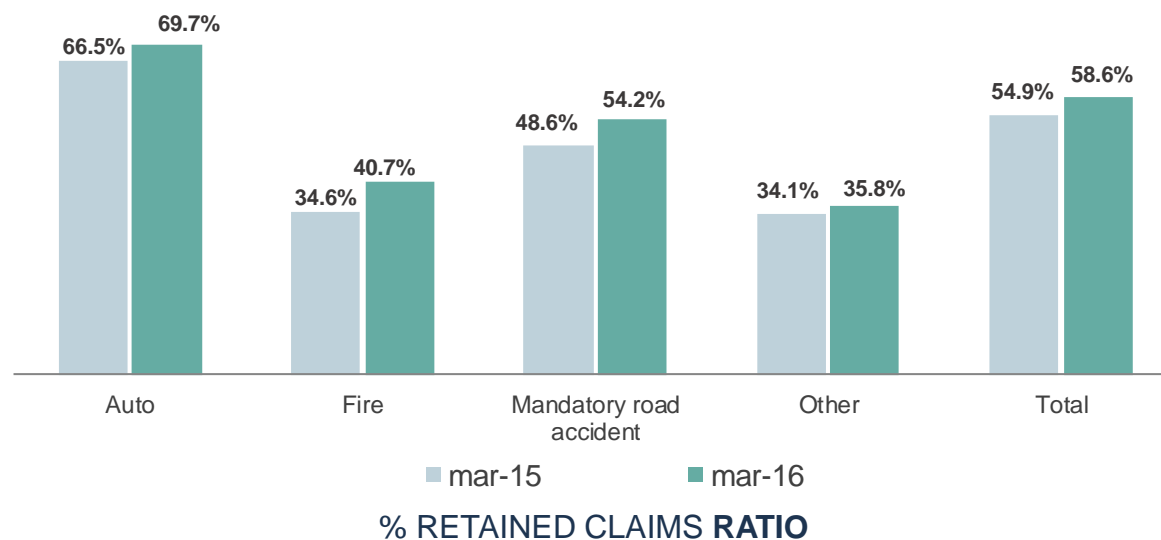
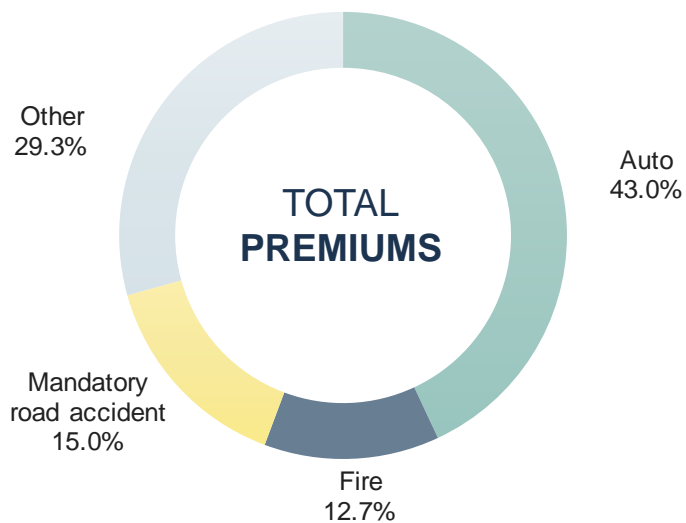
LIFE INSURANCE SEGMENT PREMIUMS AND CLAIMS RATIO

	Premiums		Retained Premiums		Retained Claims Ratio	
	mar-16	%Var	mar-16	%Var	mar-16	mar-15
Life	139,605	16.2%	123,050	17.6%	30.4%	26.7%
Group Life	114,593	12.9%	112,238	13.1%	43.6%	35.9%
Pension	145,024	-1.9%	144,682	0.9%	97.4%	95.3%
Health	209,860	19.4%	205,974	18.5%	58.5%	58.3%
ARL (worker compensation)	225,314	10.1%	225,314	10.1%	54.4%	48.6%
Other	39,327	-0.7%	37,846	-0.1%	133.0%	89.6%
Total	873,722	10.7%	849,103	11.2%	61.3%	57.0%



NON-LIFE INSURANCE SEGMENT PREMIUMS AND CLAIMS RATIO

	Premiums		Retained Premiums		Retained Claims Ratio	
	mar-16	%Var	mar-16	%Var	mar-16	mar-15
Auto	253,213	37.4%	245,043	37.7%	69.7%	66.5%
Fire	74,487	9.9%	15,202	-12.1%	40.7%	34.6%
Mandatory road accident	88,214	20.6%	80,505	32.4%	54.2%	48.6%
Other	172,486	47.9%	91,952	43.1%	35.8%	34.1%
Total	588,399	33.1%	432,702	35.1%	58.6%	54.9%

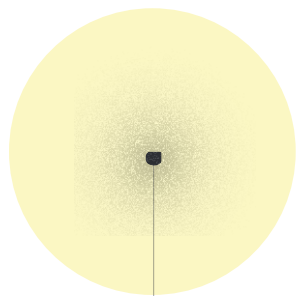


HEALTH CARE SEGMENT

PREMIUMS AND CLAIMS RATIO



	Services rendered		Costs of services		Claims Ratio	
	mar-16	%Var	mar-16	%Var	mar-16	mar-15
EPS	474,696	24.7%	438,165	18.3%	92.3%	97.3%
IPS	86,035	17.3%	59,708	17.0%		
Dinámica	46,405	9.8%	31,773	9.0%		
Total	607,135	22.3%	529,646	17.5%		



SURA ASSET MANAGEMENT

CONSOLIDATED RESULTS 1Q

Santiago de Chile

GRUPO
Sura



SURA ASSET MANAGEMENT

CONSOLIDATED FIGURES



TOTAL REVENUES



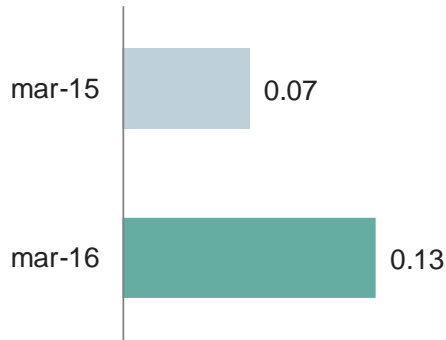
+0.32 Bn
28.5%

TOTAL EXPENSES



+0.22 Bn
22.2%

NET INCOME



+0.07 Bn
99.5%

	mar-16	Var. \$	mar-15	%Change
Retained premiums (net)	0.7	0.2	0.5	43.8%
Commission income	0.5	0.1	0.4	16.8%
Investment income	0.2	0.03	0.2	14.0%
Revenues via equity method	0.03	0.01	0.02	46.0%
Main Variations	0.3			

	mar-16	Var. \$	mar-15	%Change
Retained claims	0.2	0.1	0.2	49.8%
Adjustments to reserves	0.5	0.1	0.4	27.3%
Administrative expense	0.4	0.05	0.4	12.6%
Commisssions & fees	0.03	0.01	0.02	46.5%
Main Variations	0.2			

SEGMENTS MAIN FIGURES



MANDATORY PENSION

	mar-16	\$ Var.	mar-15	%Change
Commission income	443	57	386	14.8%
Investment income	12	(38)	50	-75.5%
Equity method	24	8	16	48.7%
Administrative expense	(184)	(29)	(155)	19.0%
Fees, Commissions	(10)	(2)	(8)	24.1%
Income tax	(68)	5	(72)	-6.3%
Net Income	215	(7)	222	-3.2%

VOLUNTARY SAVINGS

	mar-16	\$ Var.	mar-15	%Change
Retained premiums (net)	215	96	119	81.0%
Commission income	40	12	28	42.3%
Investment income	(21)	(71)	50	
Equity method	3	1	3	30.5%
Adjustments to reserves	(91)	27	(118)	-22.8%
Administrative expense	(60)	(8)	(52)	16.2%
Fees, Commissions	(9)	(8)	(0)	5348.3%
Income tax	2	1	2	38.1%
Net Income	(2)	3	(5)	-56.9%

INSURANCE

	mar-16	\$ Var.	mar-15	%Change
Retained premiums (net)	485	117	368	31.8%
Investment income	193	92	101	91.8%
Retained claims	(154)	(35)	(119)	29.5%
Adjustments to reserves	(424)	(138)	(286)	48.0%
Administrative expense	(45)	(18)	(27)	68.5%
Fees, Commissions	(11)	(1)	(10)	6.4%
Income tax	(5)	(4)	(1)	423.5%
Net Income	37	13	24	55.2%

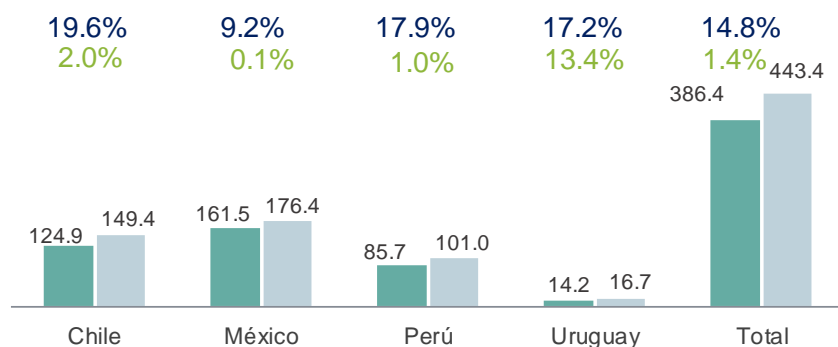
CORPORATE

	mar-16	\$ Var.	mar-15	%Var
Administrative expense	(113)	11	(125)	-9.1%
Fees	(2)	1	(3)	-26.3%
Exchange difference (net)	19	45	(27)	
Income tax	(5)	(30)	25	
Net Income	(115)	58	(172)	-33.5%

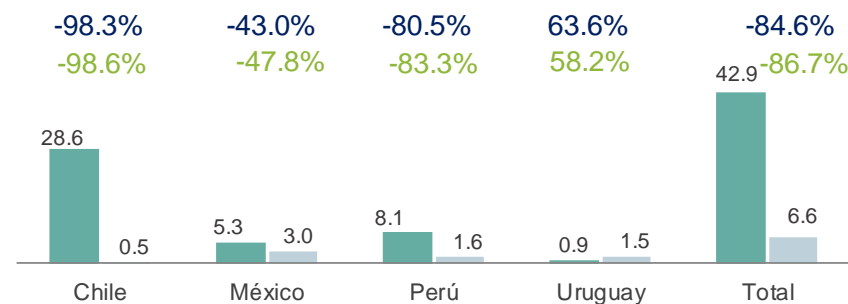
MANDATORY PENSION MAIN FIGURES



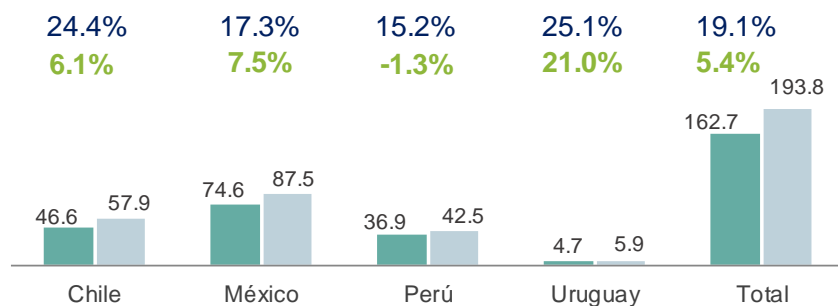
COMMISSION INCOME



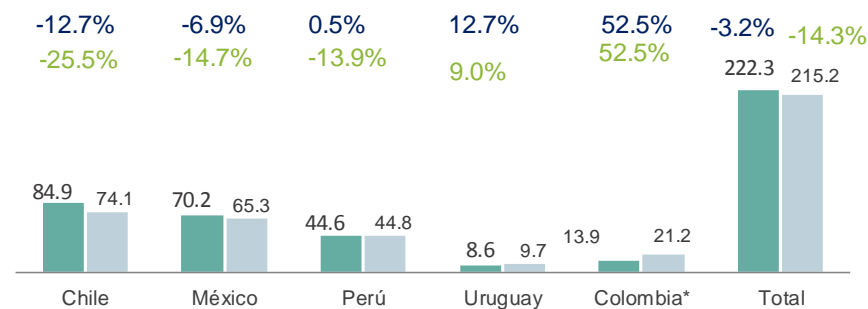
RETURN ON ENCAJE



OPERATING AND ADMINISTRATIVE EXPENSE



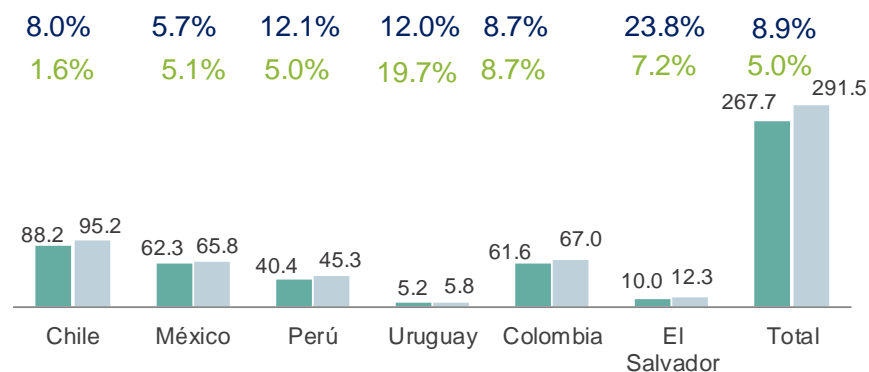
NET INCOME



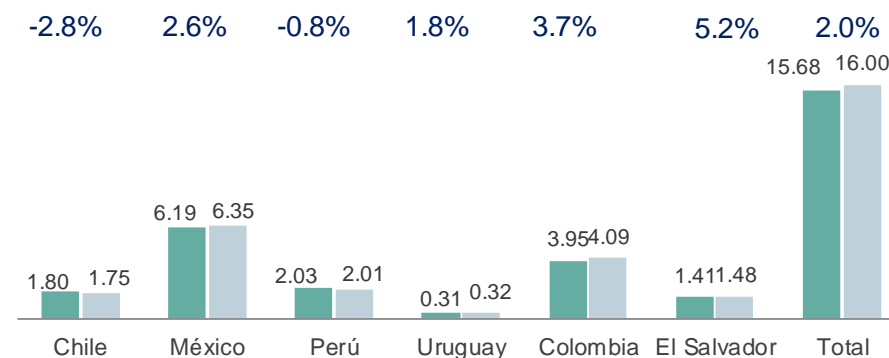
MANDATORY PENSION MARKET FIGURES



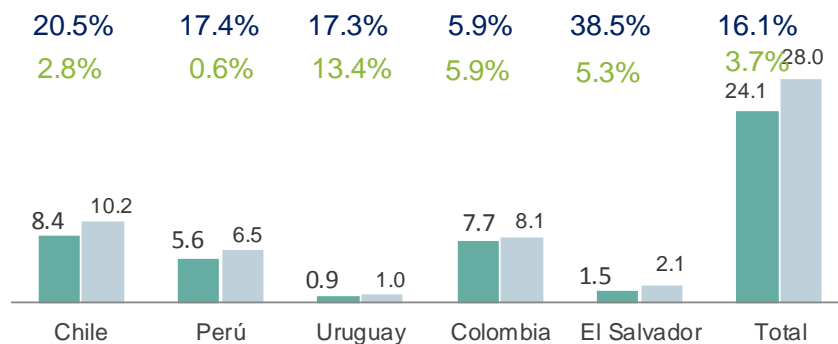
ASSETS UNDER MANAGEMENT (COP BILLION)



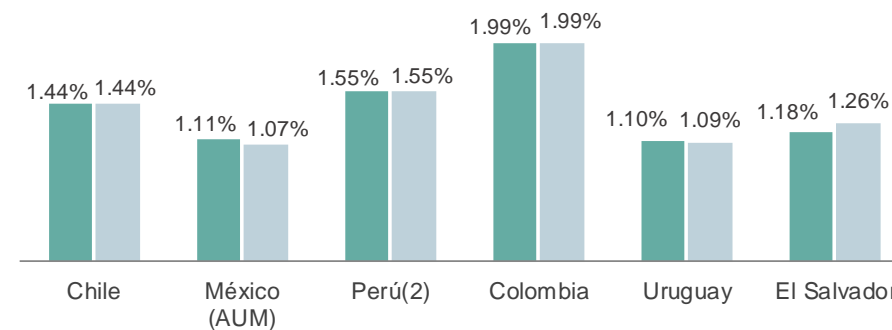
FUND MEMBERSHIP (MM)



WAGE BASE (COP BILLION)



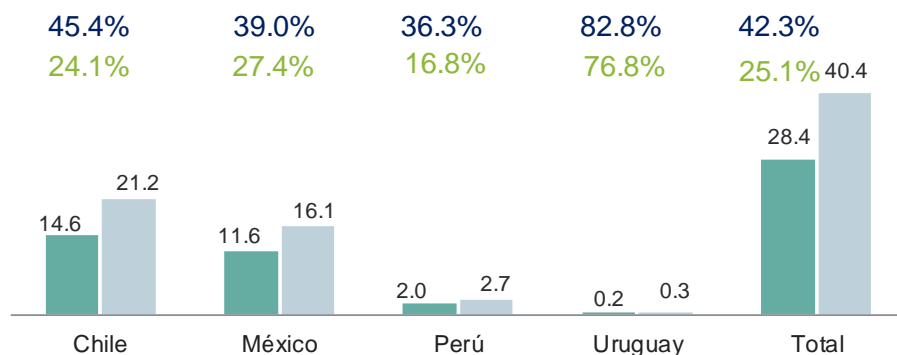
COMMISSION



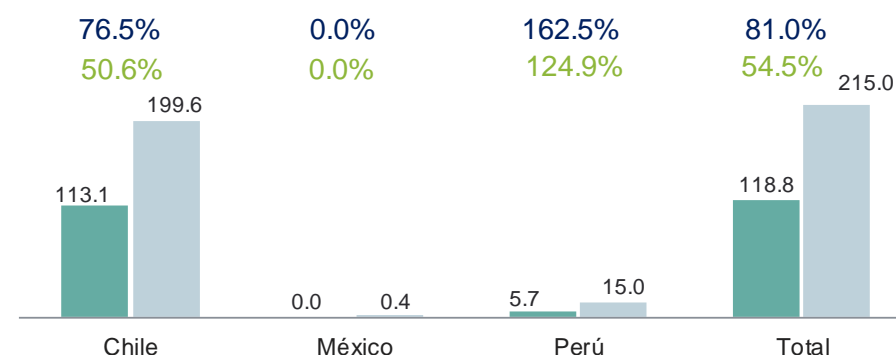
VOLUNTARY SAVINGS SEGMENT MAIN FIGURES



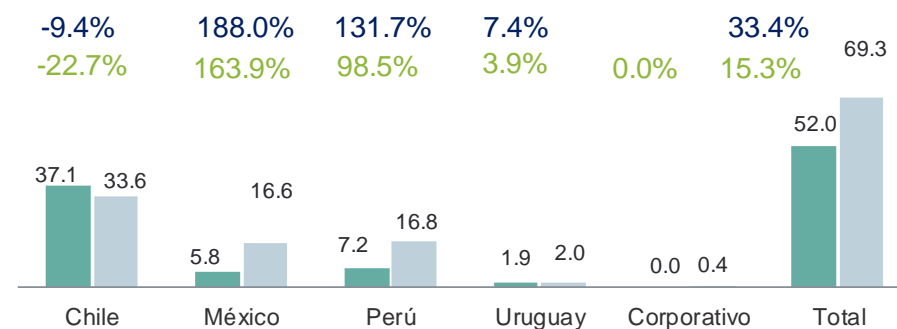
COMMISSION INCOME



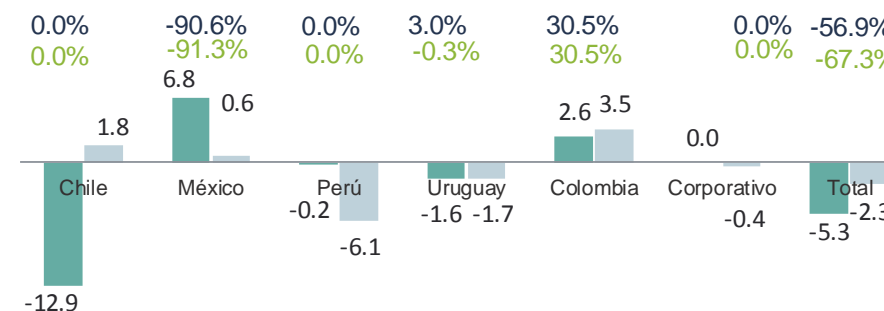
NET PREMIUMS WITH SAVINGS



OPERATING AND ADMINISTRATIVE EXPENSE



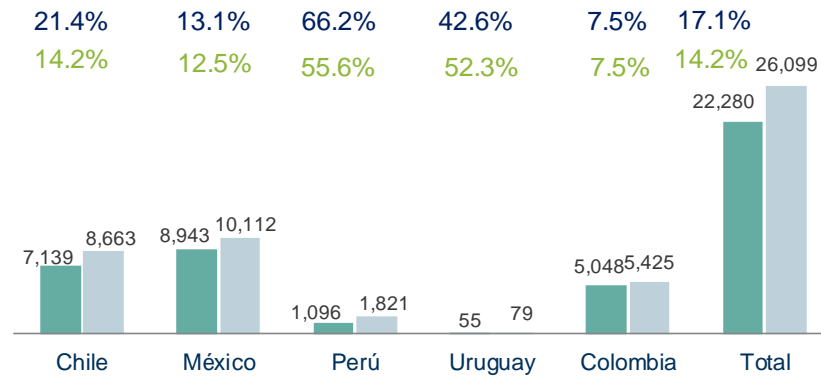
NET INCOME



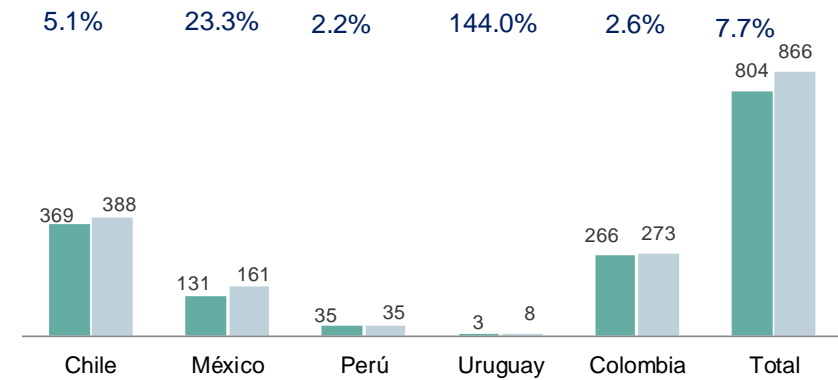
VOLUNTARY SAVINGS SEGMENT MARKET FIGURES



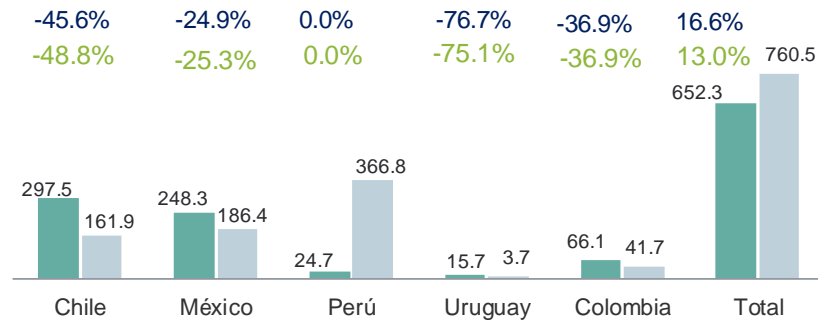
ASSETS UNDER MANAGEMENT (COP THOUSAND MILLIONS)



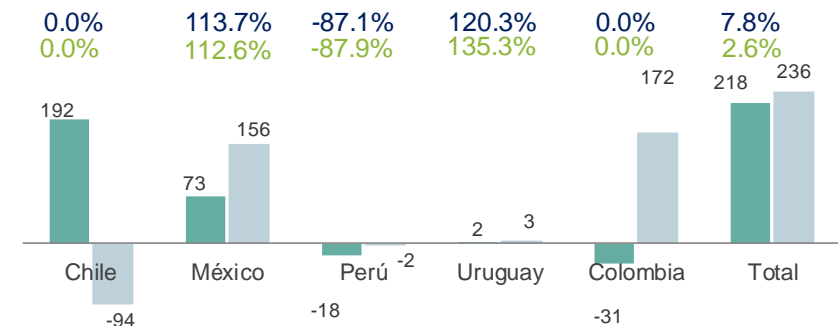
CLIENTS (THOUSANDS)



NET FLOW (COP THOUSAND MILLIONS)



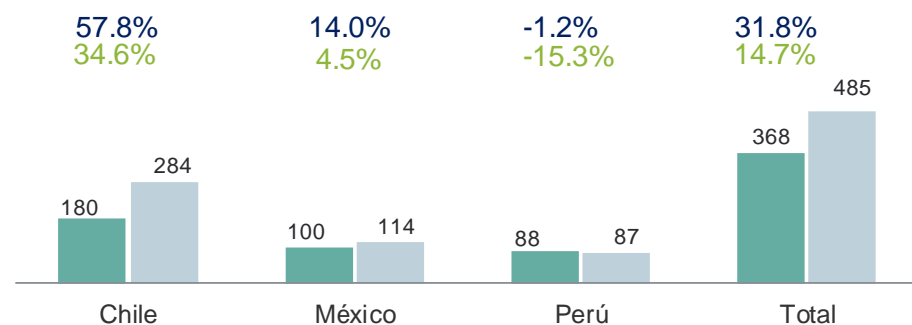
RETURNS (COP THOUSAND MILLIONS)



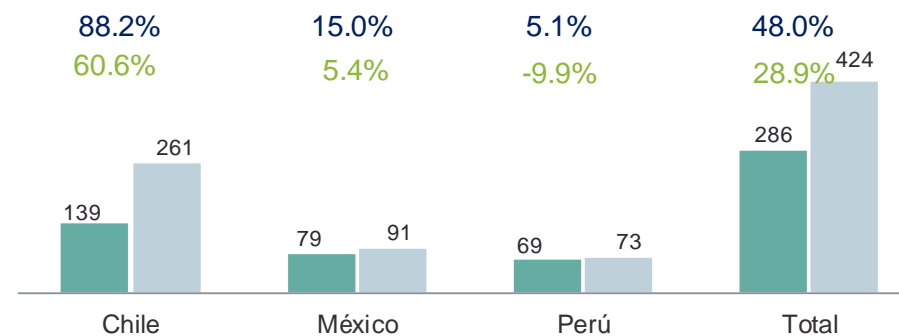
INSURANCE SEGMENT MAIN FIGURES



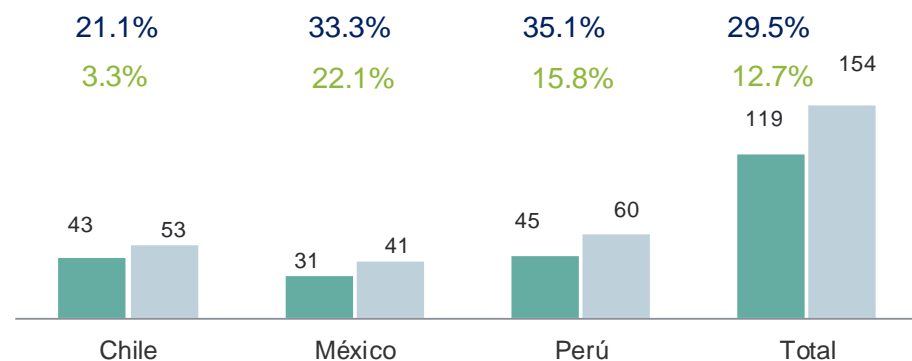
TOTAL PREMIUMS



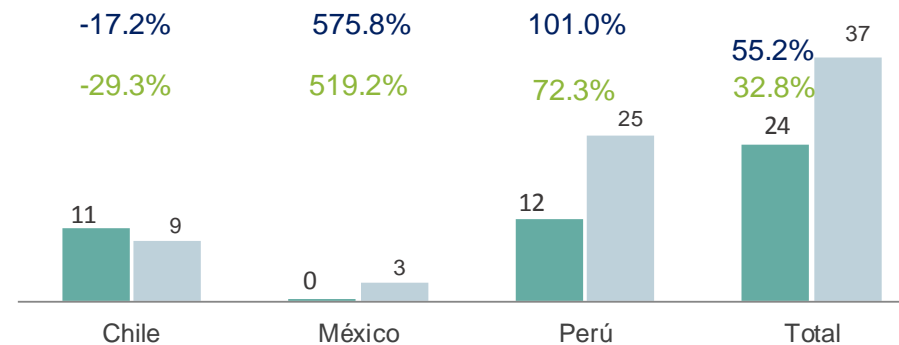
ADJUSTMENTS TO RESERVES



RETAINED CLAIMS



NET INCOME



mar-15 mar-16 %Change COP %Change Local Currencies

CEO: DAVID BOJANINI

CFO: RICARDO JARAMILLO

IR Director:
JUAN CARLOS GOMEZ

IR Specialist:
MARIA ADELAIDA OCHOA
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Phone: (574) 4355941

www.gruposura.com.co



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