

Grupo SURA

Results Presentation 3Q 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



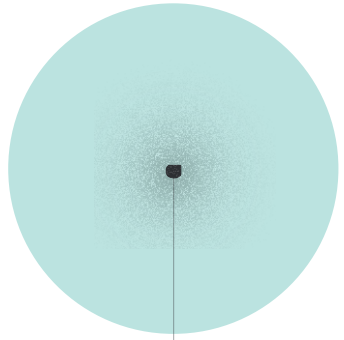
GRUPO SURA
CONSOLIDATED RESULTS



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



SURA ASSET MANAGEMENT
PENSIONS, SAVINGS AND ASSET MANAGEMET

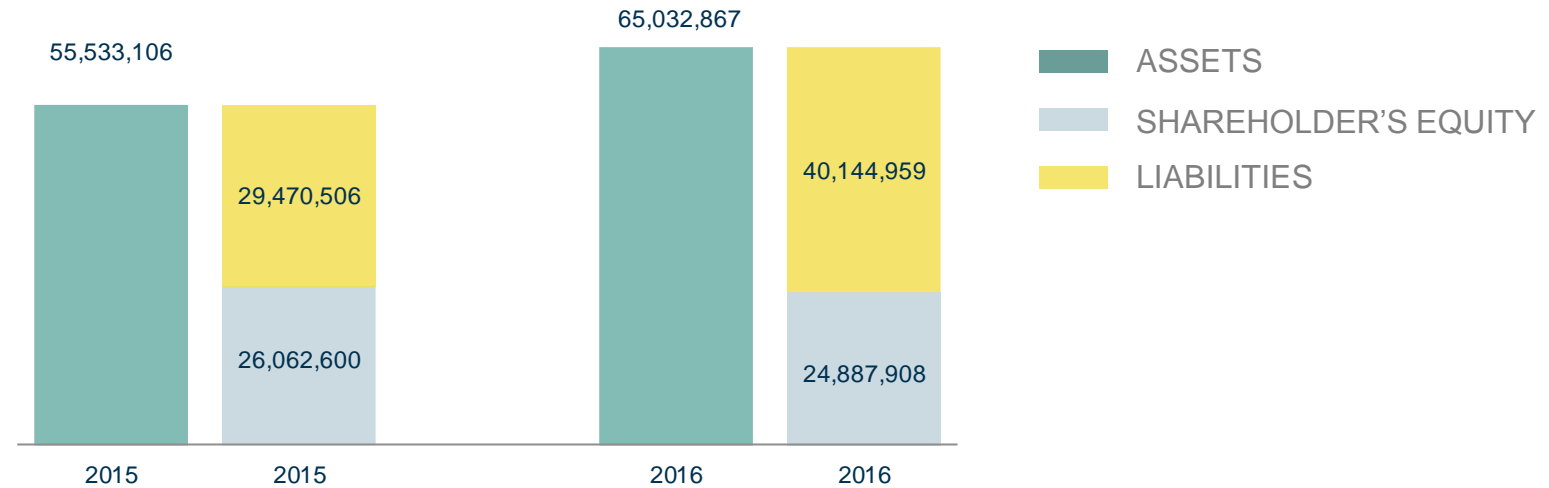


GRUPO SURA
CONSOLIDATED RESULTS 3Q

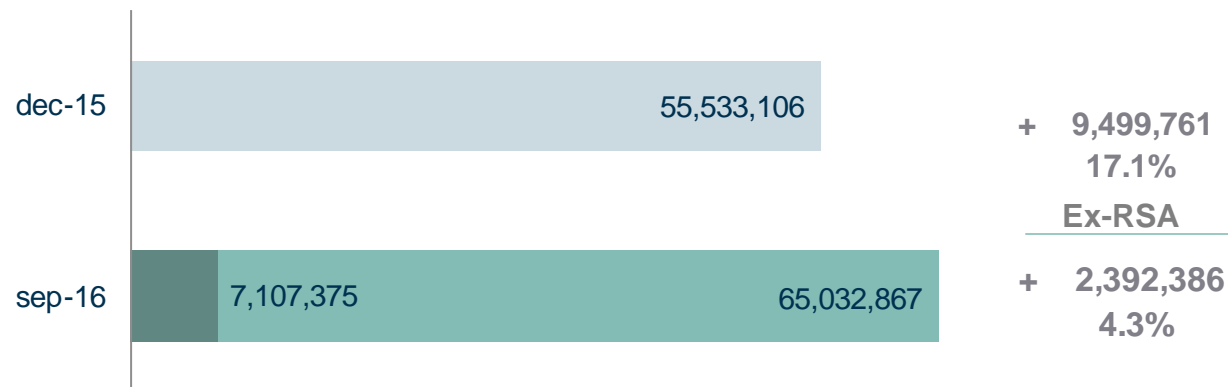
Panama



STATEMENT OF FINANCIAL POSITION CONSOLIDATED



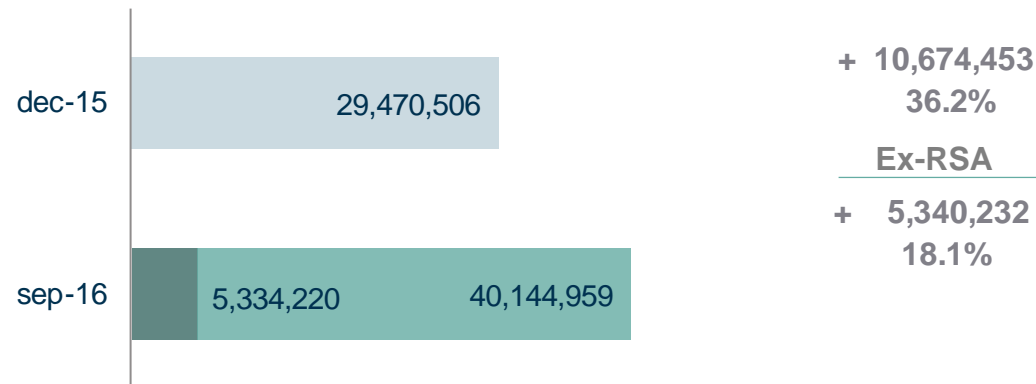
ASSETS



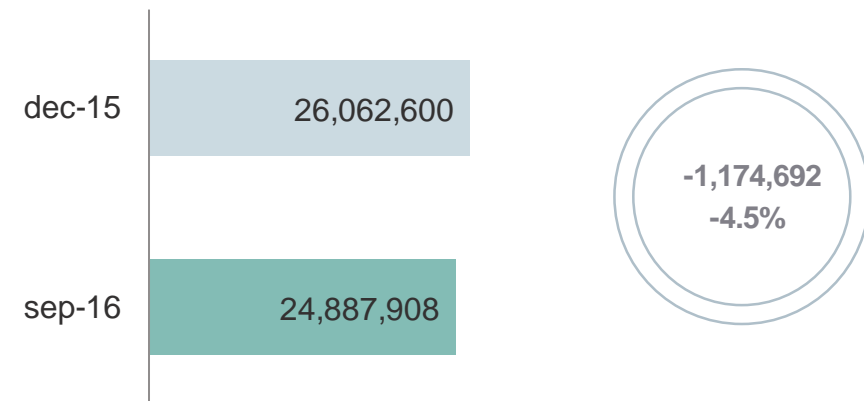
	sep-16	Var. \$MM	%Change
Cash and cash equivalents	1,908,359	475,175	33.2%
Investments	24,823,761	3,099,870	14.3%
Accounts receivable	5,060,126	2,018,378	66.4%
Technical insurance reserves - reinsurers	2,784,997	2,203,873	379.2%
Identified intangible assets	4,450,429	570,060	14.7%
Other assets	729,756	370,722	103.3%
Main variations		8,738,078	

STATEMENT OF FINANCIAL POSITION CONSOLIDATED

LIABILITIES



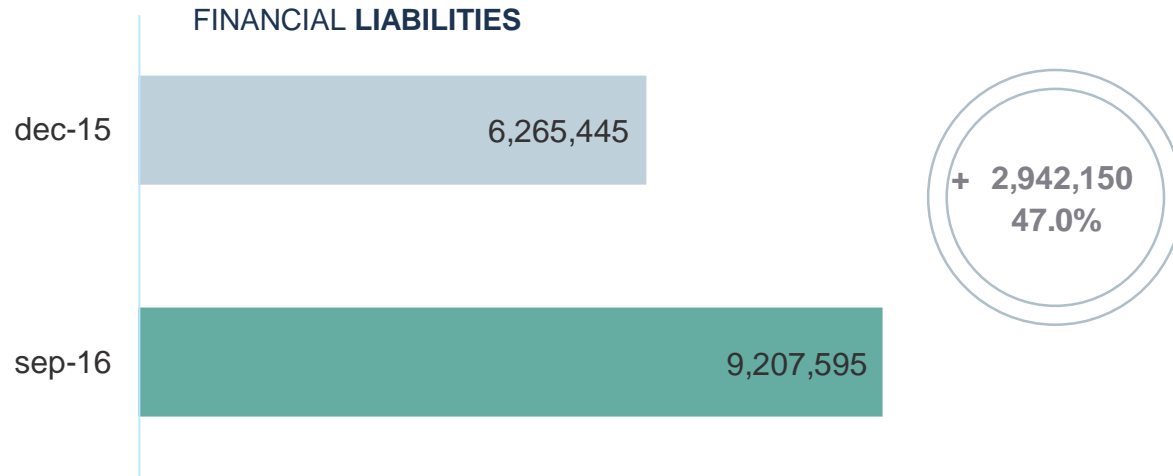
TOTAL SHAREHOLDER'S EQUITY



	sep-16	Var. \$MM	%Change
Financial liabilities	3,280,674	652,734	24.8%
Technical reserves	24,421,652	5,555,672	29.4%
Accounts payable	2,646,092	1,271,331	92.5%
Issued securities	5,926,920	2,289,416	62.9%
Main variations		9,769,154	

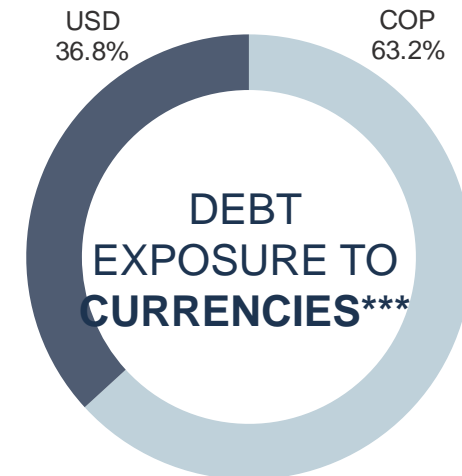
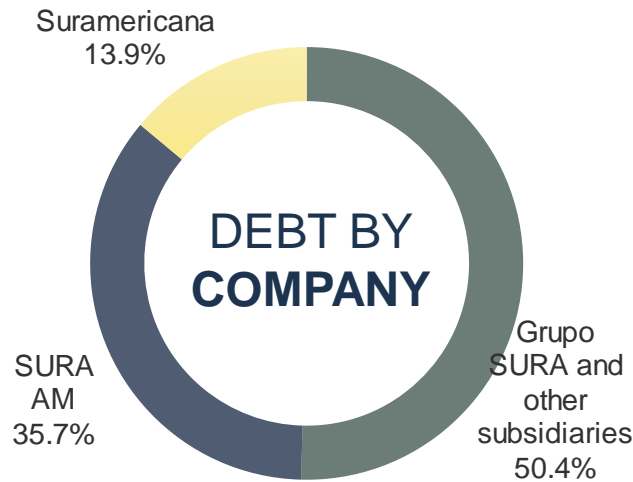
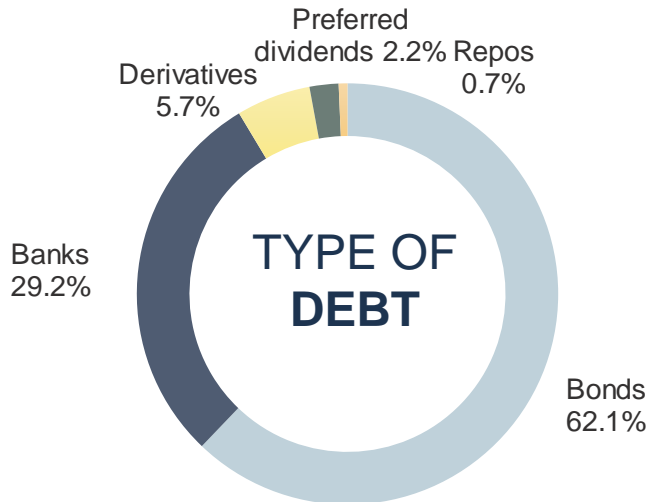
STATEMENT OF FINANCIAL POSITION

DEBT

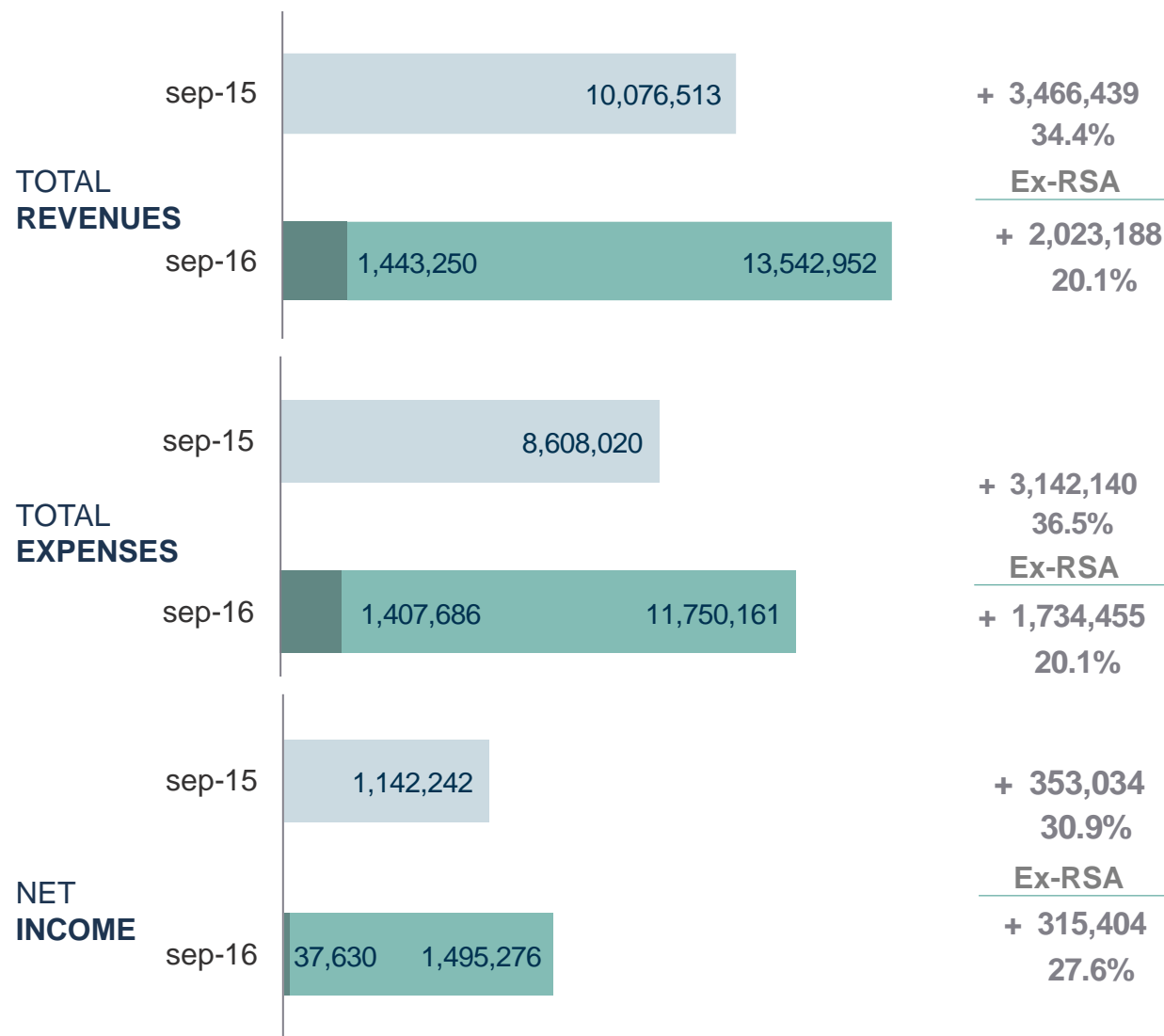


Grupo SURA's unconsolidated Financial Debt: COP 4.3 Billion*

Grupo SURA's unconsolidated Cash: COP 185,052 Million**



STATEMENT OF COMPREHENSIVE INCOME CONSOLIDATED



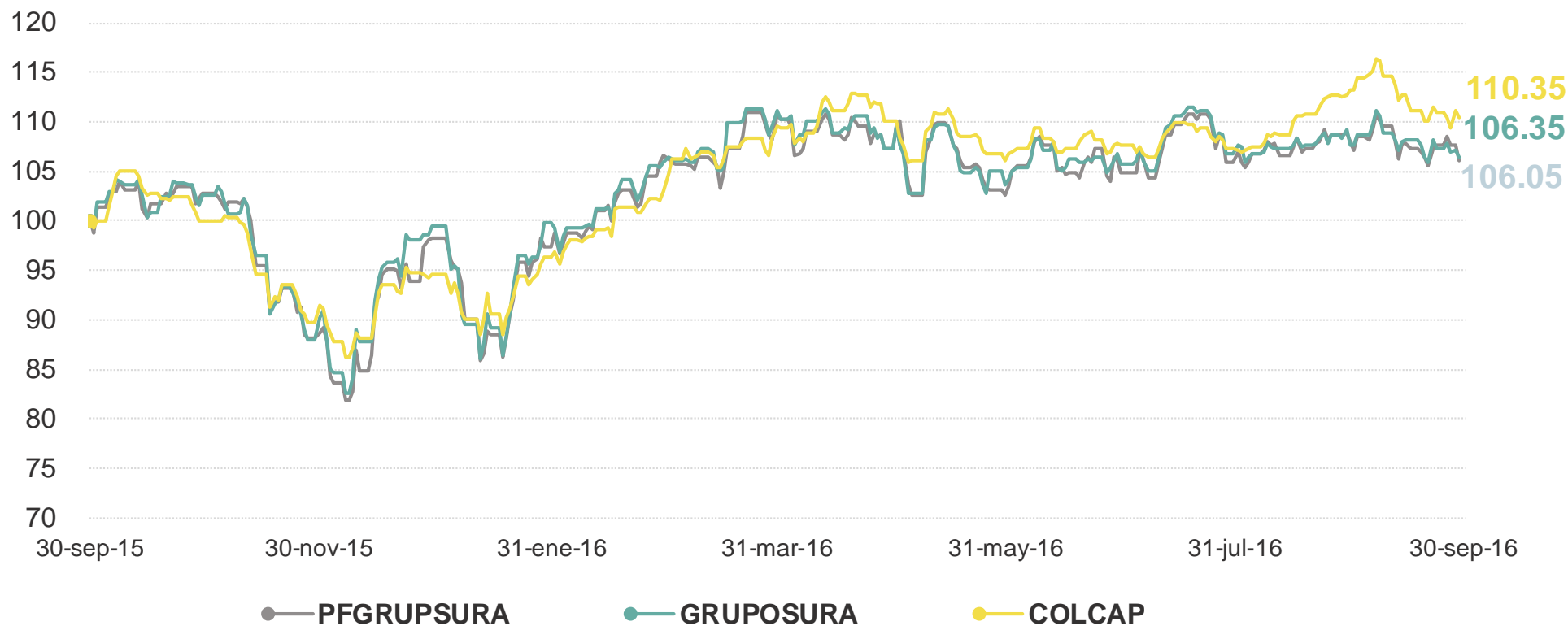
	sep-16	Var. \$	%Var	% / Revenues
Retained premiums (net)	7,517,354	2,114,224	39.1%	55.5%
Commission income	1,601,090	174,278	12.2%	11.8%
Revenues on services rendered	1,699,257	265,855	18.5%	12.5%
Investment income	1,602,319	644,989	67.4%	11.8%
Revenues via equity method	644,390	(114,242)	-15.1%	4.8%
Exchange difference (net)	277,843	305,951		2.1%

Main variations 3,391,056

	sep-16	Var. \$	%Var	% / Revenues
Retained claims	3,690,067	1,223,524	49.6%	-27.2%
Adjustments to reserves	1,866,277	138,906	8.0%	-13.8%
Costs of services rendered	1,704,616	264,417	18.4%	-12.6%
Administrative expense	2,433,661	625,229	34.6%	-18.0%
Brokerage commissions	953,811	471,109	97.6%	-7.0%
Interest	393,675	177,741	82.3%	-2.9%

Main variations 2,900,927

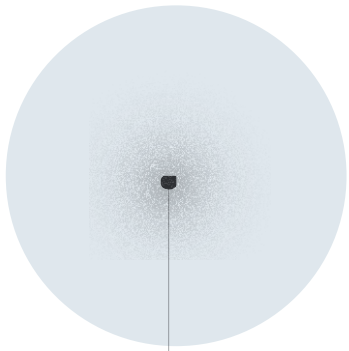
STOCK EVOLUTION



	30-sep-16	% Annual Var*	% YTD Var*
GRUPOSURA (Pesos)	37,620	4.8%	5.4%
PFGRUPSURA (Pesos)	37,300	5.4%	7.2%
COLCAP (Points)	1,339	9.8%	16.0%

* Annual appraisal without dividends

**850 International Funds with
21.6% of total shares**



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

CONSOLIDATED RESULTS 3Q

Bogotá



SURA ASEGURAMIENTO, TENDENCIAS Y RIESGOS

SURAMERICANA S.A

STATEMENT OF COMPREHENSIVE INCOME



Suramericana S.A. Consolidated	sep-16	sep-15	%Var	RSA	Suramericana ex-RSA	
Retained premiums (net)	5,438,220	3,565,116	52.5%	1,270,712	4,167,508	16.9%
Commission income	187,503	116,077	61.5%	48,289	139,214	19.9%
Revenues on services rendered	1,571,696	1,318,413	19.2%	4	1,571,693	19.2%
Investment income	849,680	435,984	94.9%	70,920	778,759	78.6%
Other	125,312	76,528	63.7%	53,326	71,987	-5.9%
Total revenues	8,172,411	5,512,119	48.3%	1,443,250	6,729,161	22.1%
Retained claims	(2,922,041)	(1,924,967)	51.8%	(496,600)	(2,425,441)	26.0%
Adjustments to reserves	(253,090)	(165,948)	52.5%	(81,559)	(171,532)	3.4%
Costs of services rendered	(1,586,643)	(1,342,123)	18.2%	0	(1,586,643)	18.2%
Administrative expense	(1,399,641)	(856,831)	63.4%	(371,263)	(1,028,378)	20.0%
Brokerage commissions	(806,630)	(363,784)	121.7%	(339,585)	(467,046)	28.4%
Fees	(455,450)	(327,712)	39.0%	(52,040)	(403,410)	23.1%
Interest	(81,421)	(27,220)	199.1%	(811)	(80,611)	196.1%
Other	(185,905)	(87,759)	111.8%	(65,828)	(120,077)	36.8%
Total expense	(7.690.823)	(5.096.343)	50.9%	(1,407,686)	(6,283,138)	23.3%
Earnings before tax	481,588	415,775	15.8%	35,565	446,023	7.3%
Income tax	(47,745)	(114,497)	-58.3%	2,066	(49,811)	-56.5%
Net Income	433,843	301,278	44.0%	37,630	396,212	31.5%

SURA ASEGURAMIENTO, TENDENCIAS Y RIESGOS
SURAMERICANA S.A
CONSOLIDATED STATEMENT OF FINANCIAL POSITION

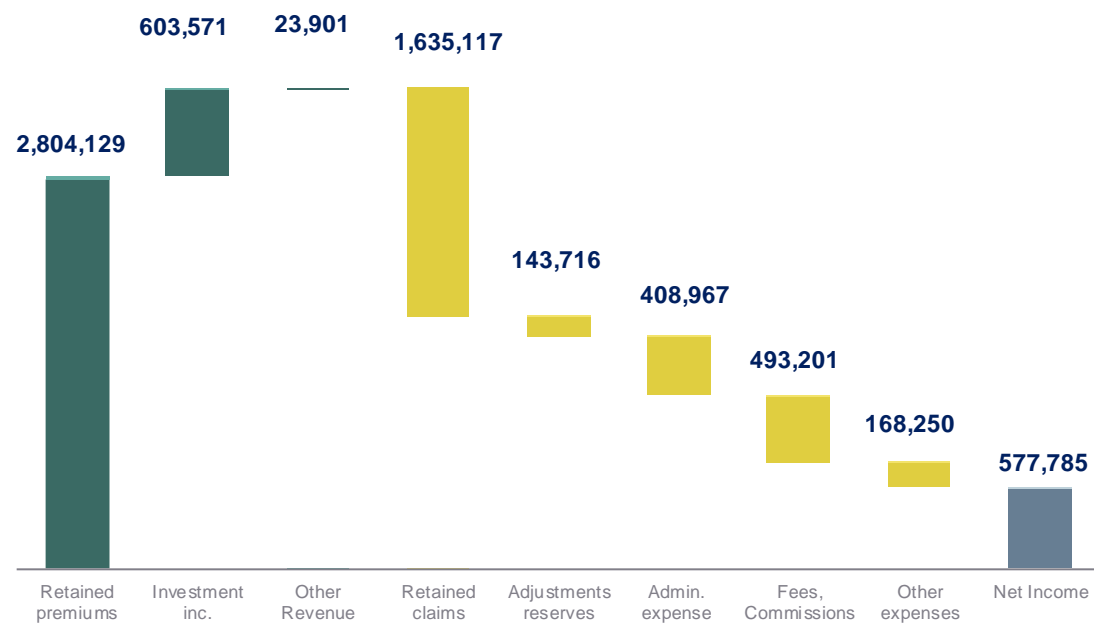


<u>Suramericana Consolidated</u>	<u>sep-16</u>	<u>dic-15</u>	<u>%Var</u>	<u>RSA</u>	<u>Suramericana ex-RSA</u>	
Cash and cash equivalents	1,324,771	762,498	73.7%	415,925	908,846	19.2%
Investments	10,262,302	8,160,767	25.8%	1,425,513	8,836,789	8.3%
Accounts receivable	6,938,449	2,802,297	147.6%	3,452,639	3,485,810	24.4%
Taxes	724,995	263,510	175.1%	420,806	304,189	15.4%
Other Assets	237,583	90,293	163.1%	116,333	121,250	34.3%
Deferred Acquisition Cost	7,533	13,387	-43.7%	0	7,533	-43.7%
Properties	1,428,128	927,947	53.9%	93,787	1,334,341	43.8%
Goodwill	479,151	119,324	301.6%	293,510	185,642	55.6%
Identified intangible assets	565,099	70,910	696.9%	888,862	(323,763)	-556.6%
Total assets	21,968,011	13,210,934	66.3%	7,107,375	14,860,636	12.5%
Financial liabilities	1,283,449	554,927	131.3%	0	1,283,449	131.3%
Technical reserves	12,725,906	8,112,515	56.9%	3,447,534	9,278,372	14.4%
Provisions	456,791	217,463	110.1%	193,884	262,907	20.9%
Accounts payable	3,155,953	853,707	269.7%	981,192	2,174,761	154.7%
Other non-financial liabilities	369,847	333,666	10.8%	62,716	307,130	-8.0%
Taxes	1,056,494	473,875	122.9%	648,895	407,599	-14.0%
Total liabilities	19,048,439	10,546,153	80.6%	5,334,220	13,714,218	30.0%
Total equity	2,919,572	2,664,781	9.6%		2,919,572	9.6%

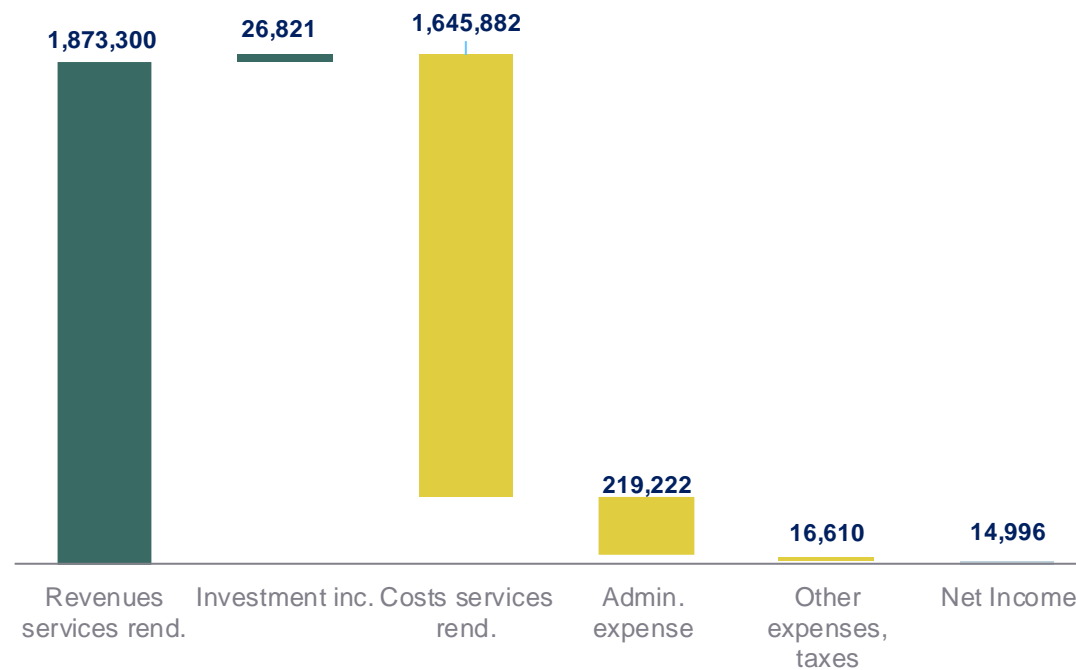
SEGMENTS MAIN FIGURES



LIFE



HEALTH CARE

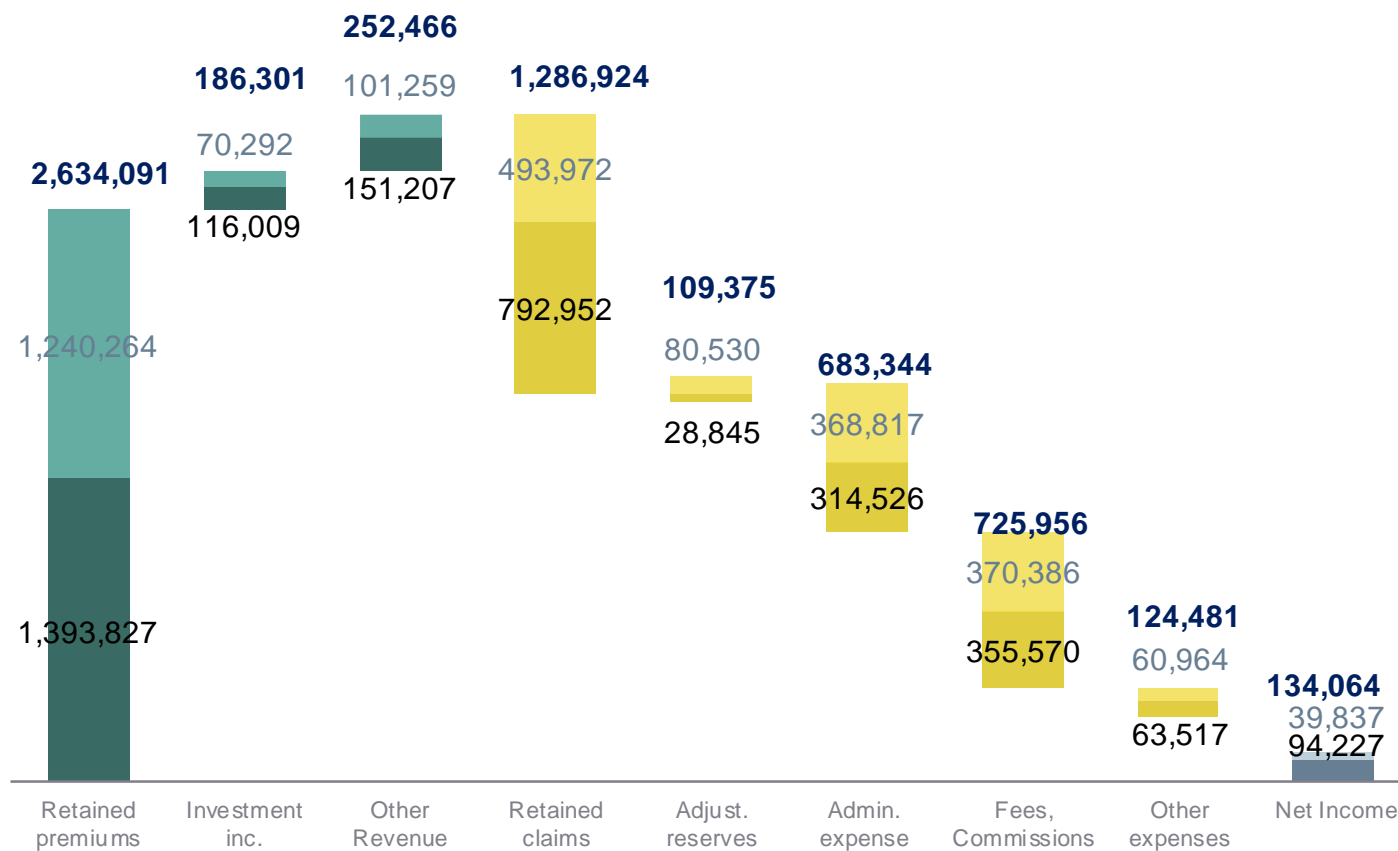


SEGMENTS

MAIN FIGURES



NON-LIFE



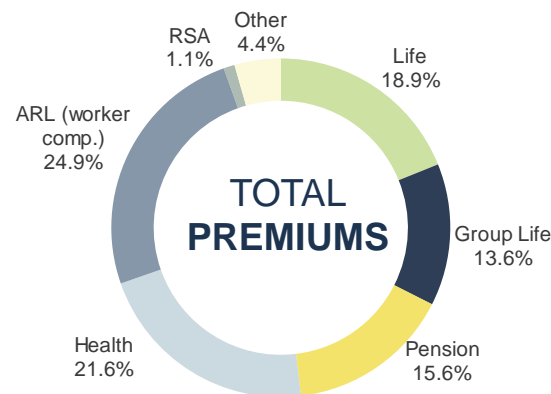
SEGMENTS

PREMIUMS AND CLAIMS RATIO



LIFE

	Premiums		Retained Claims Ratio	
	sep-16	%Var	sep-16	sep-15
Life	547,556	10.9%	24.9%	20.0%
Group Life	393,055	6.6%	39.0%	31.5%
Pension	453,296	0.2%	98.9%	95.9%
Health	625,007	18.2%	66.8%	63.8%
ARL (workers)	720,580	13.4%	57.4%	51.8%
RSA	30,591	0.0%	8.6%	0.0%
Other	127,850	-2.6%	118.2%	95.4%
Total	2,897,935	11.0%	60.1%	55.6%

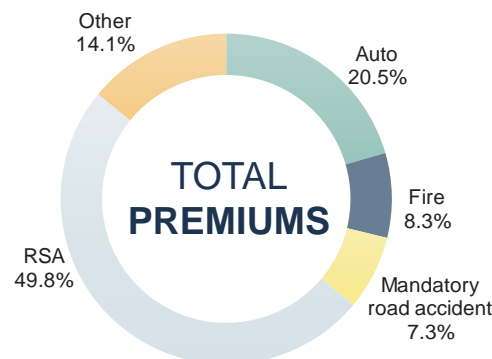


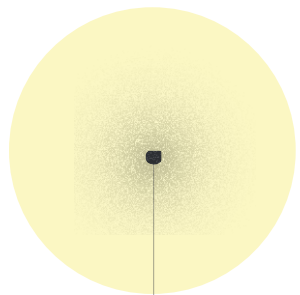
HEALTH CARE

	Services rendered		Claims Ratio	
	sep-16	%Var	sep-16	sep-15
EPS	1,443,631	20.5%	93.4%	94.4%
IPS	283,306	21.8%		
Dinámica	146,363	12.6%		
Total	1,873,300	20.0%		

NON LIFE

	Premiums		Retained Claims Ratio	
	sep-16	%Var	sep-16	sep-15
Auto	768,632	27.0%	67.9%	64.0%
Fire	310,122	-0.4%	33.5%	30.7%
Mandatory road	273,598	20.4%	59.8%	49.9%
RSA	1,866,987		39.9%	0.0%
Other	527,349	31.3%	34.5%	36.0%
Total	3,746,689	142.4%	48.9%	53.9%



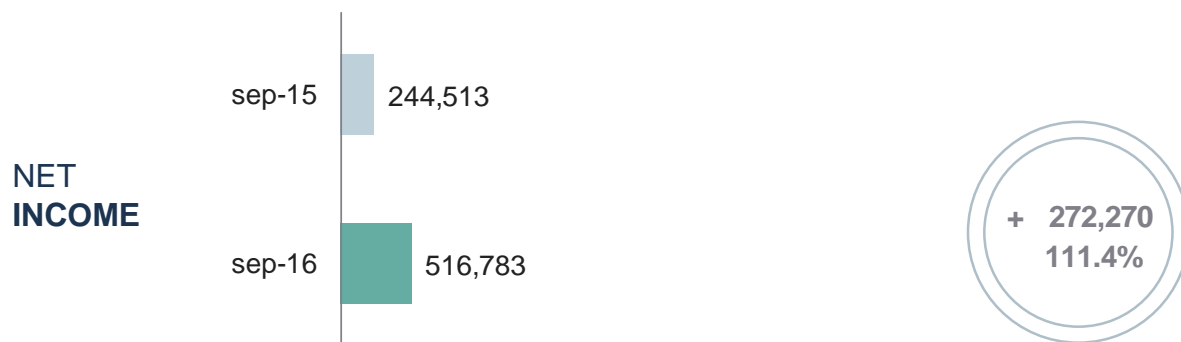
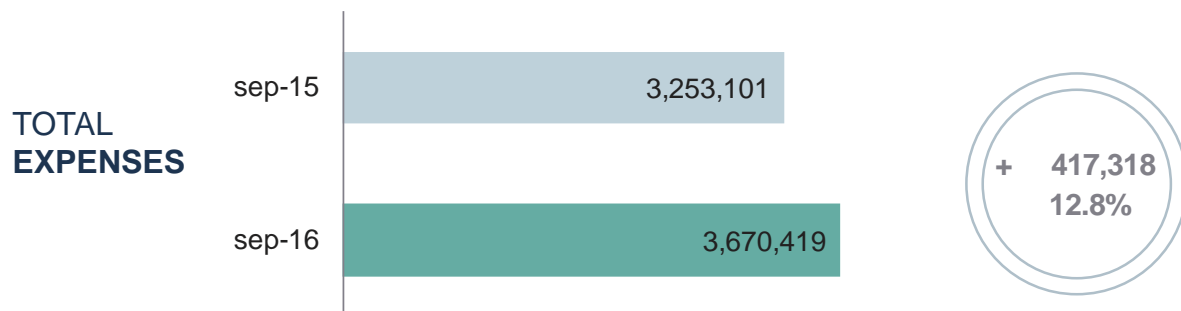
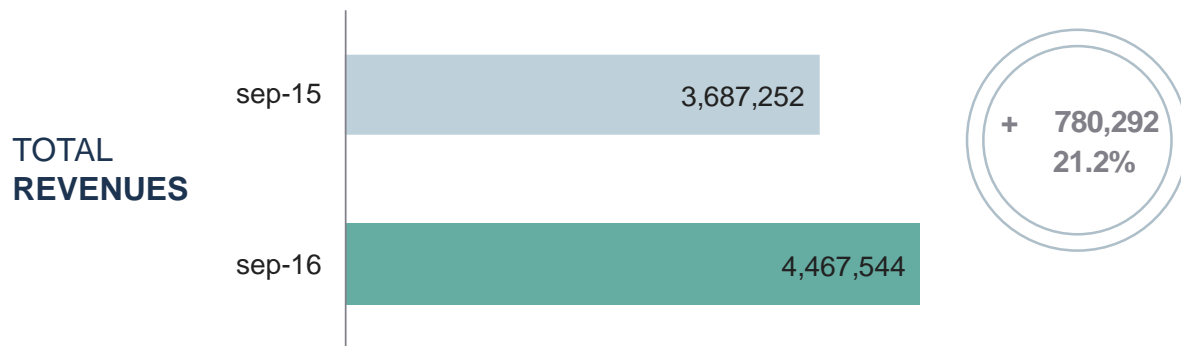


SURA ASSET MANAGEMENT
CONSOLIDATED RESULTS 3Q

Santiago de Chile



SURA ASSET MANAGEMENT CONSOLIDATED FIGURES



	sep-16	Var. \$	%Change	%/Revenue
Retained premiums (net)	2,080,787	241,287	13.1%	46.6%
Commission income	1,413,615	102,876	7.8%	31.6%
Investment income	837,486	352,988	72.9%	18.7%
Revenues via equity method	86,426	13,064	17.8%	1.9%
Exchange difference (net)	29,268	68,288		0.7%

Main Variations **778,503**

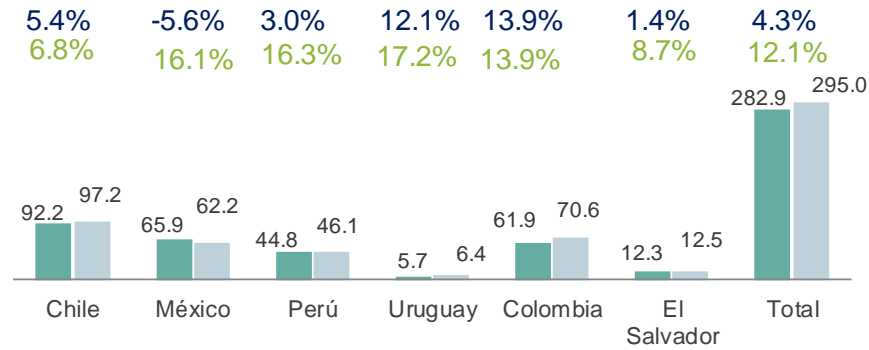
	sep-16	Var. \$	%Change	%/Revenue
Retained claims	771,023	227,401	41.8%	-17.3%
Adjustments to reserves	1,613,187	51,764	3.3%	-36.1%
Administrative expense	966,164	66,823	7.4%	-21.6%
Interest	117,321	34,691	42.0%	-2.6%

Main Variations **380,678**

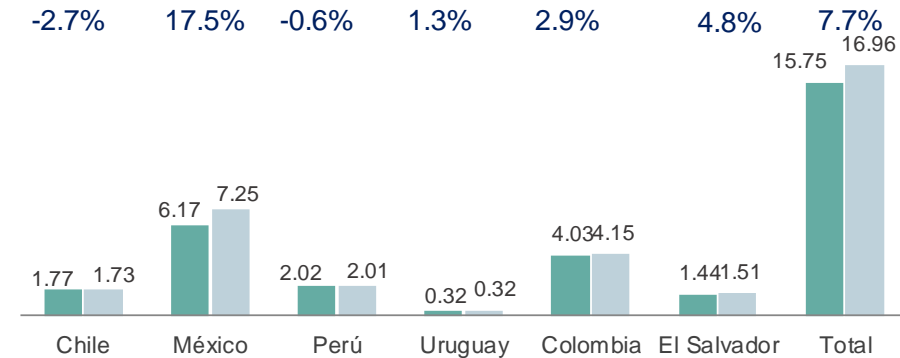
MANDATORY PENSION MARKET FIGURES



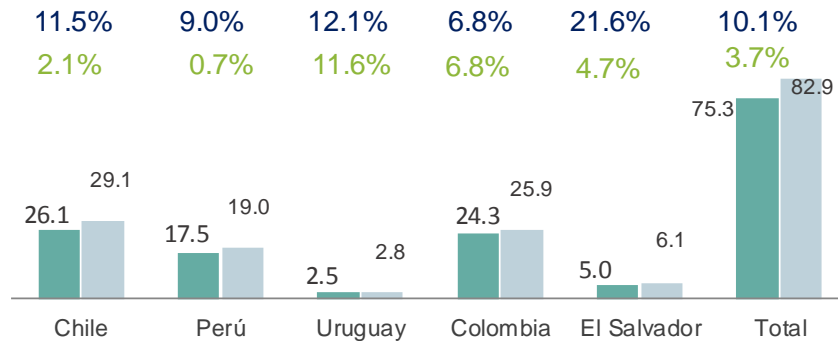
ASSETS UNDER MANAGEMENT



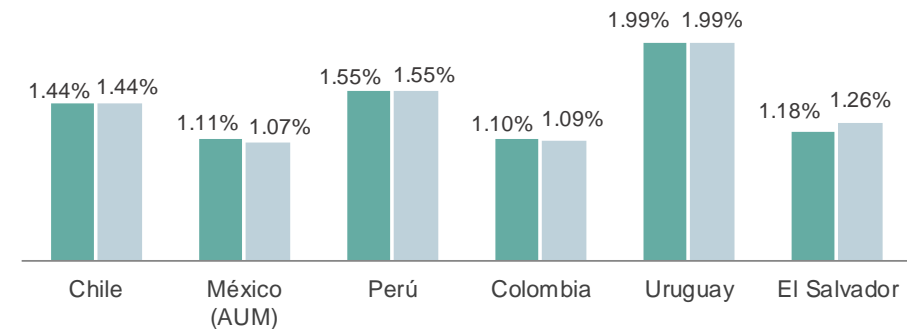
FUND MEMBERSHIP (MM)



WAGE BASE



COMMISSION

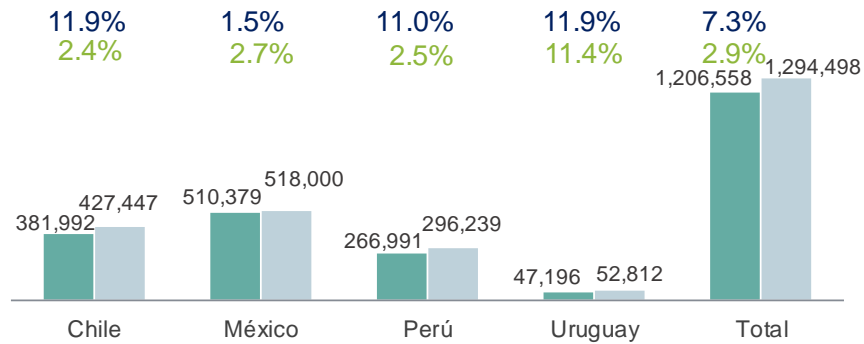


■ sep-15
 ■ sep-16
 ■ %Change COP
 ■ %Change Local Currencies

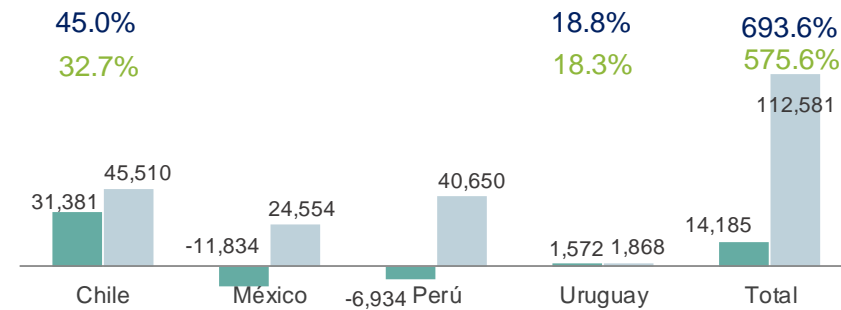
MANDATORY PENSION MAIN FIGURES



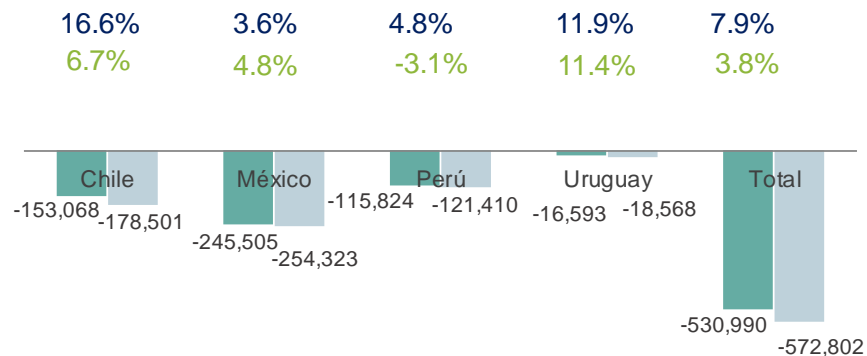
COMMISSION INCOME



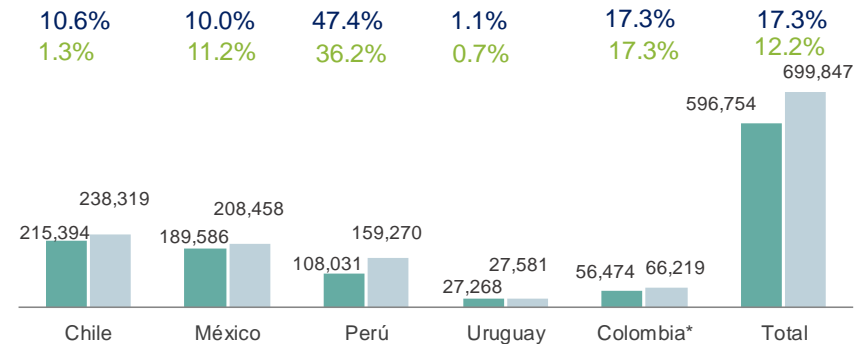
RETURN ON ENCAJE



OPERATING EXPENSE



NET INCOME

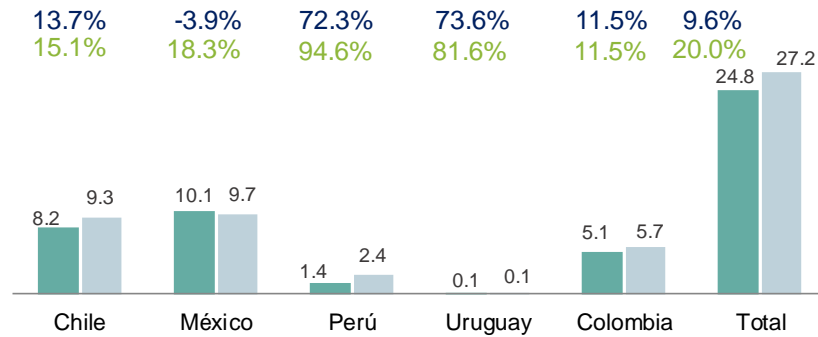


■ sep-15
 ■ sep-16
 ■ %Change COP
 ■ %Change Local Currencies

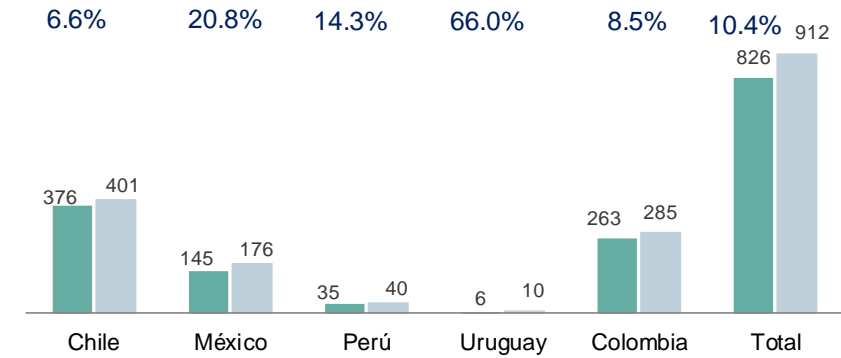
VOLUNTARY SAVINGS SEGMENT MARKET FIGURES



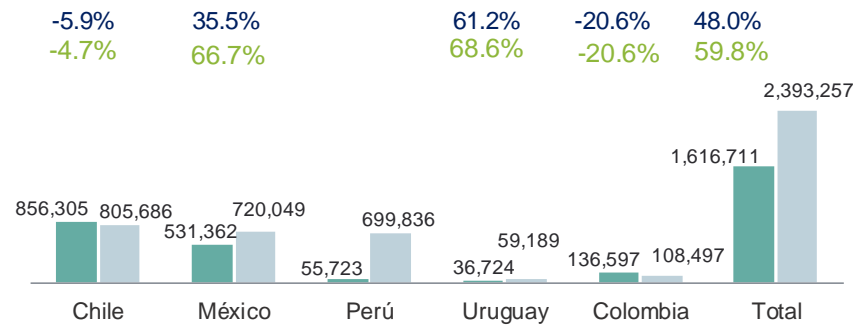
ASSETS UNDER MANAGEMENT (COP Billions)



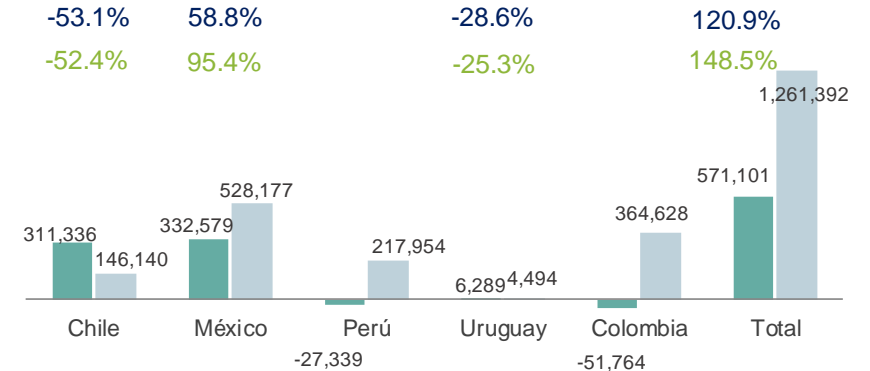
CLIENTS (THOUSANDS)



NET FLOW



RETURNS

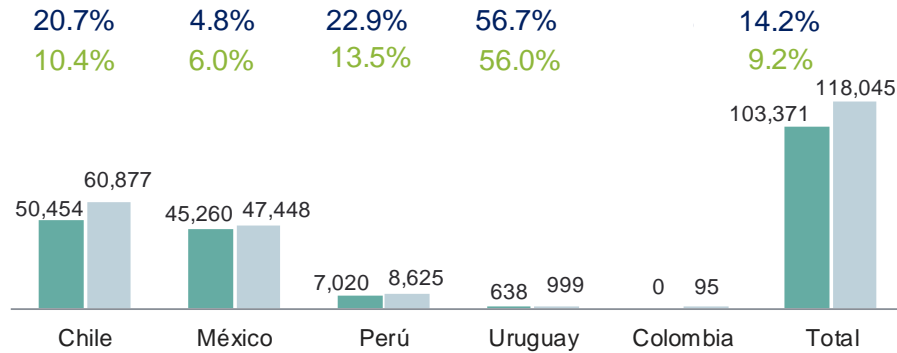


■ sep-15
 ■ sep-16
 ■ %Change COP
 ■ %Change Local Currencies

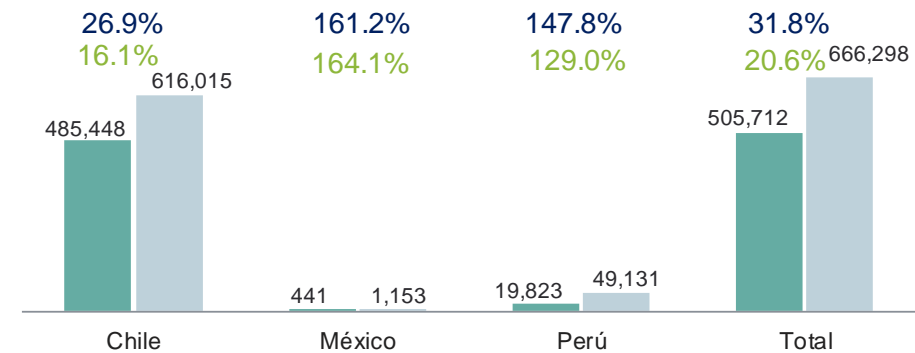
VOLUNTARY SAVINGS SEGMENT MAIN FIGURES



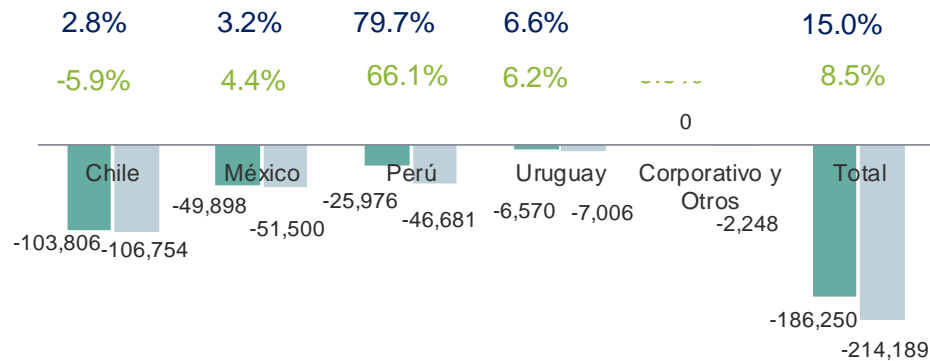
COMMISSION INCOME



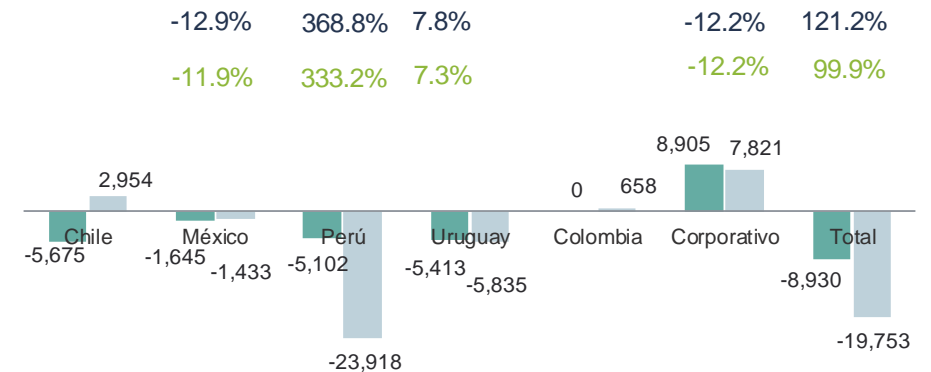
NET PREMIUMS WITH SAVINGS



OPERATING EXPENSE



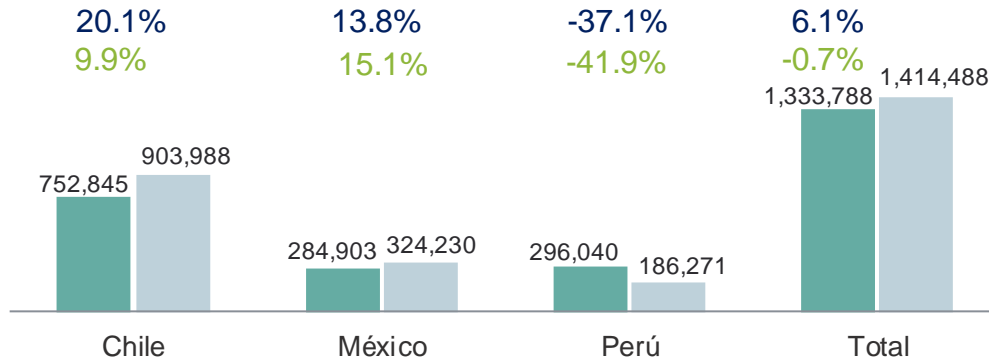
NET INCOME



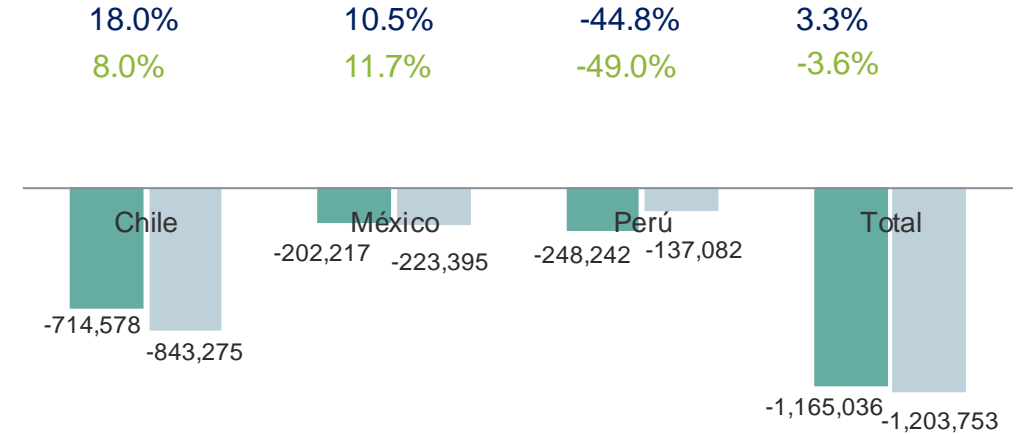
INSURANCE SEGMENT MAIN FIGURES



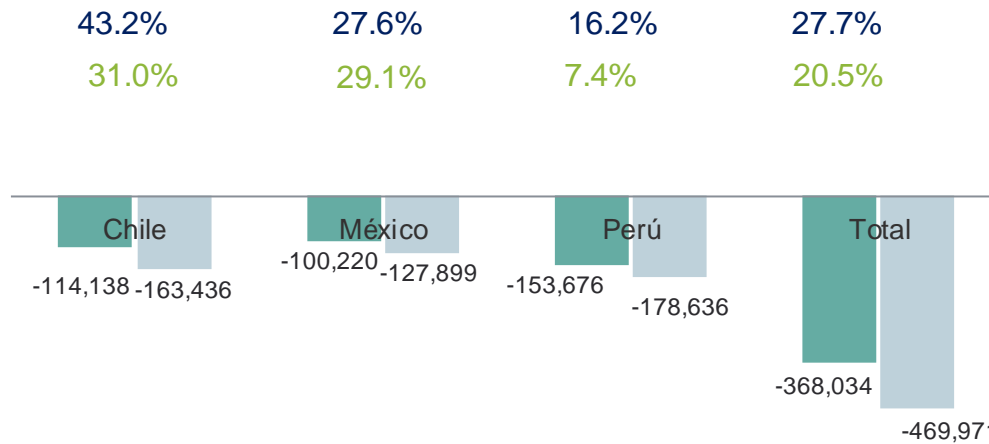
TOTAL PREMIUMS



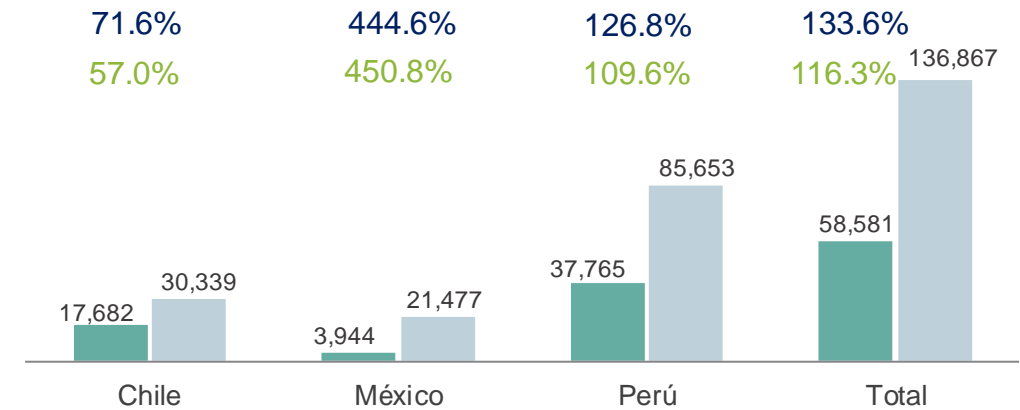
ADJUSTMENTS TO RESERVES



RETAINED CLAIMS



NET INCOME



■ sep-15
 ■ sep-16
 ■ %Change COP
 ■ %Change Local Currencies

CEO: DAVID BOJANINI

CFO: RICARDO JARAMILLO

IR Director:
JUAN CARLOS GOMEZ

IR Specialist:
MARIA ADELAIDA OCHOA
E-mail: ir@gruposura.com.co
Phone: (574) 4355941

www.gruposura.com.co



GRUPO SURA App
Para dispositivos móvil
(App Store – Google Play)