

# Grupo SURA

Results Presentation 4Q 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

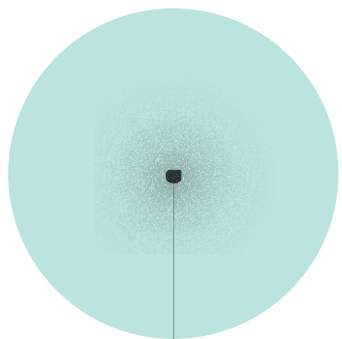


**GRUPO SURA**  
CONSOLIDATED RESULTS

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

**SURA ASSET MANAGEMENT**  
PENSIONS, SAVINGS AND ASSET MANAGEMET



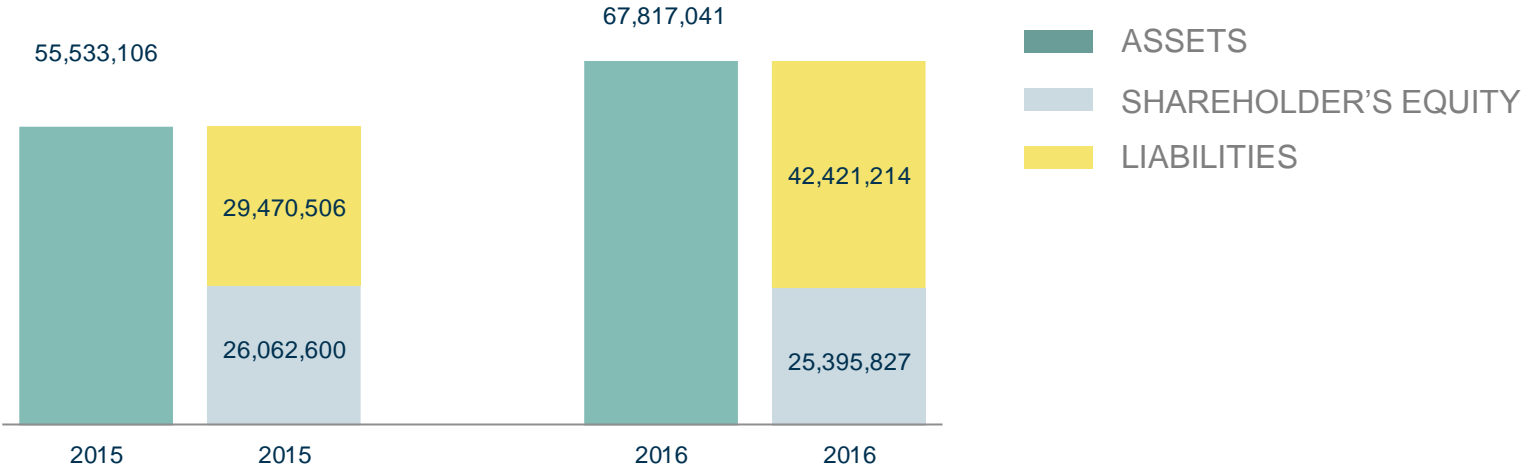


**GRUPO SURA**  
CONSOLIDATED RESULTS 4Q

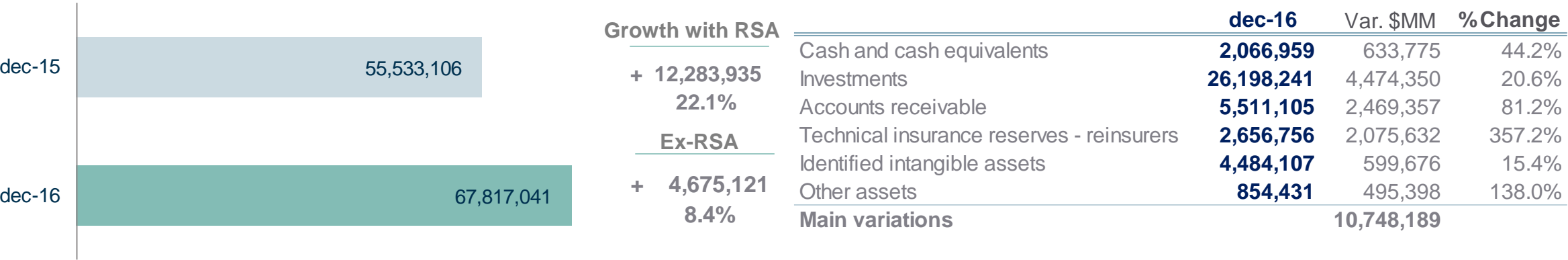
Panama



# STATEMENT OF FINANCIAL POSITION CONSOLIDATED

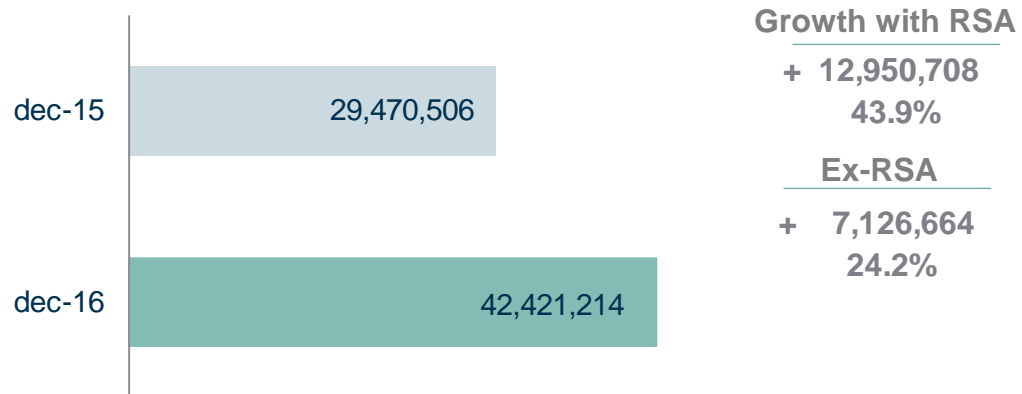


## ASSETS

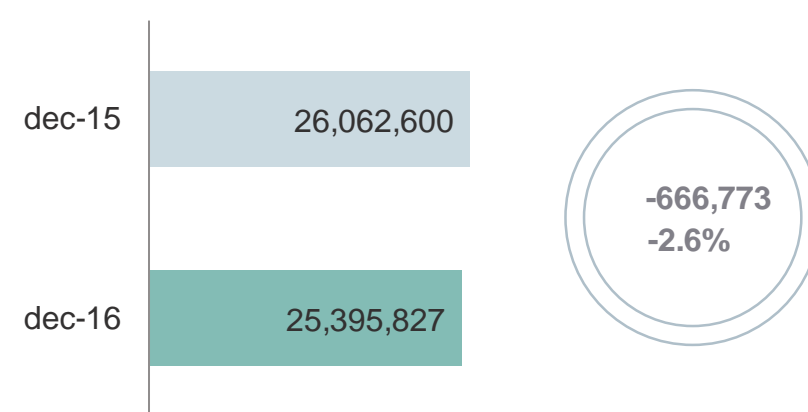


## STATEMENT OF FINANCIAL POSITION CONSOLIDATED

### LIABILITIES



### TOTAL SHAREHOLDER'S EQUITY



	dec-16	Var. \$MM	%Change
Financial liabilities	3,705,478	1,077,538	41.0%
Technical reserves	25,989,614	7,123,635	37.8%
Accounts payable	2,674,294	1,299,520	94.5%
Issued securities	6,038,924	2,401,420	66.0%
<b>Main variations</b>		<b>11,902,113</b>	

# STATEMENT OF FINANCIAL POSITION

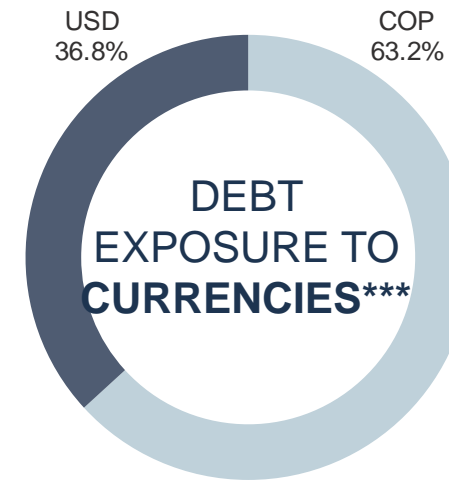
## DEBT



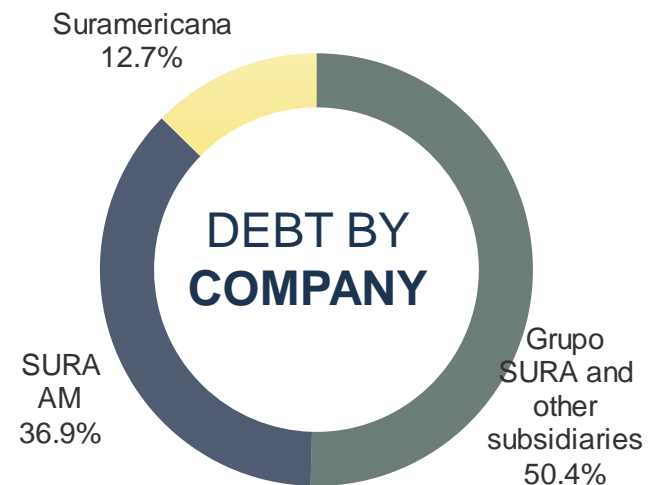
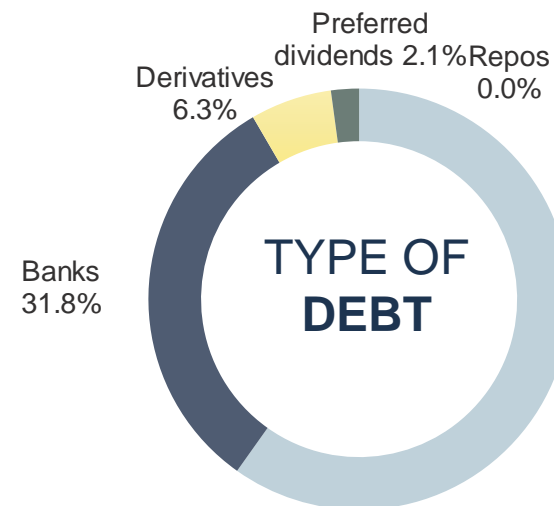
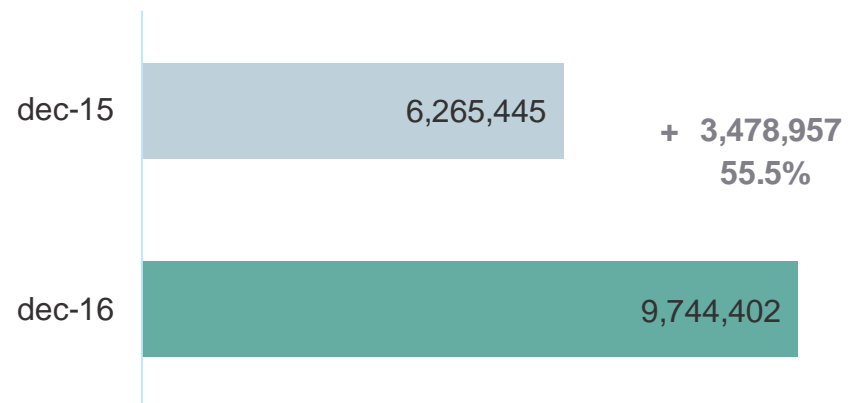
### UNCONSOLIDATED FINANCIAL LIABILITIES

**Grupo SURA's unconsolidated Financial Debt: COP 4.6 Billion\***

**Grupo SURA's unconsolidated Cash: COP 455,537 Million\*\***



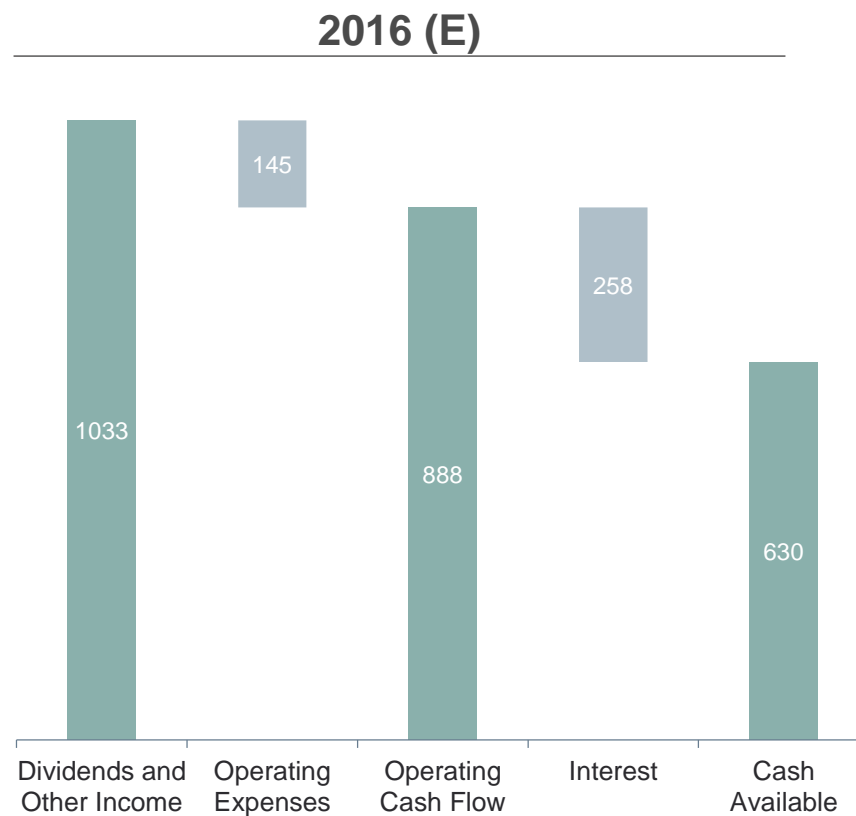
### CONSOLIDATED FINANCIAL LIABILITIES



# CASH FLOW GENERATION

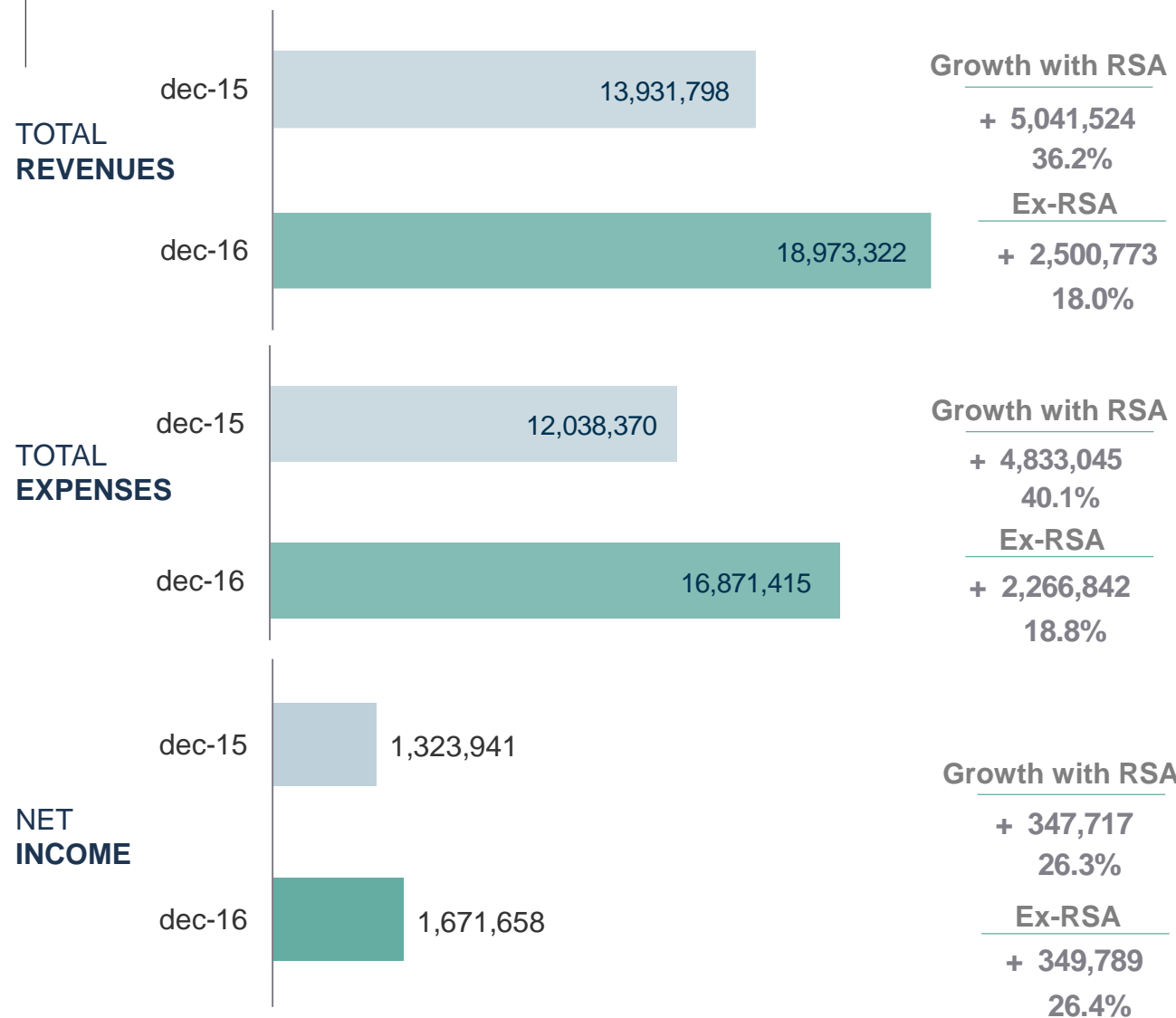


Grupo SURA generates close to COP 630,000 million for debt and dividend payment, and for investments





# STATEMENT OF COMPREHENSIVE INCOME CONSOLIDATED



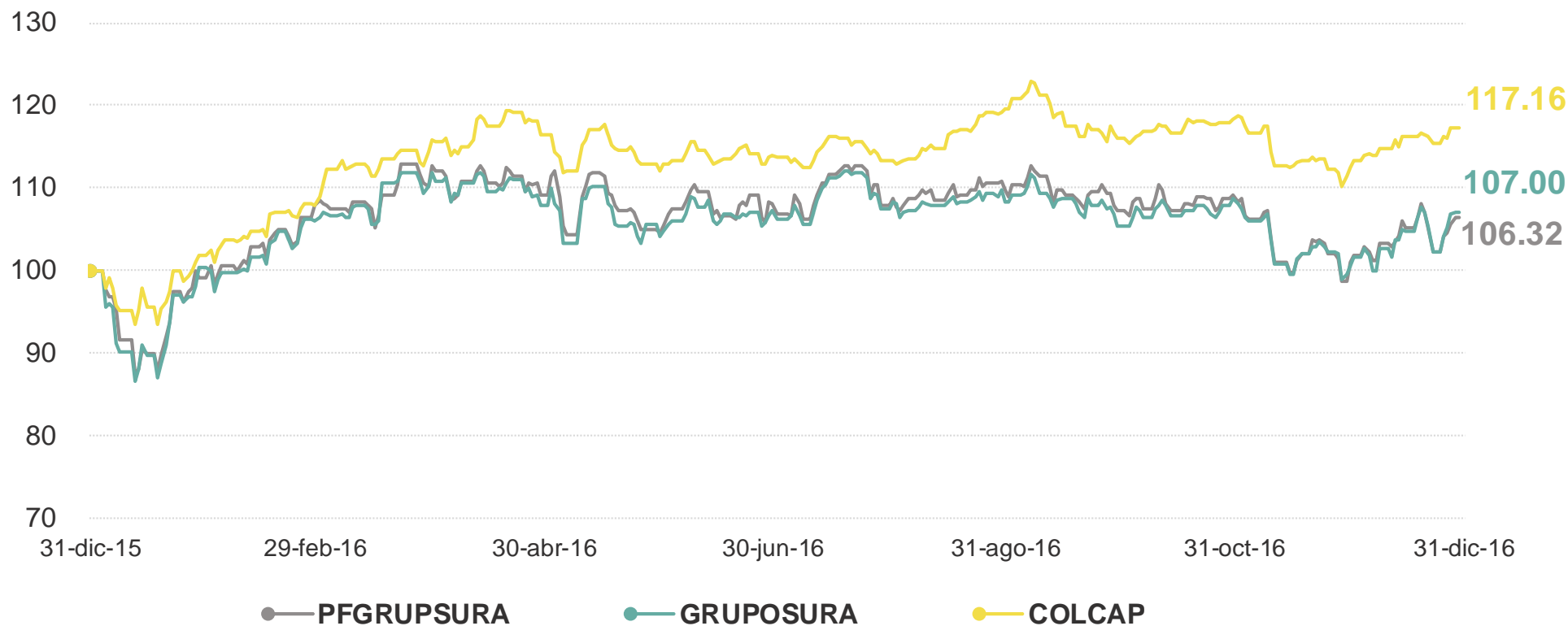
	dec-16	Var. \$	%Var	% / Revenues
Retained premiums (net)	10,832,013	3,299,882	43.8%	57.1%
Commission income	2,184,046	231,626	11.9%	11.5%
Revenues on services rendered	2,318,945	365,670	18.7%	12.2%
Investment income	2,113,026	653,293	44.8%	11.1%
Revenues via equity method	1,037,637	226,731	28.0%	5.5%
Exchange difference (net)	172,083	200,083		0.9%

**Main variations** 4,977,284

	dec-16	Var. \$	%Var	% / Revenues
Retained claims	5,250,935	1,842,226	54.0%	-27.7%
Adjustments to reserves	2,814,643	314,478	12.6%	-14.8%
Costs of services rendered	2,304,348	321,171	16.2%	-12.1%
Administrative expense	3,504,392	986,885	39.2%	-18.5%
Brokerage commissions	1,469,061	797,800	118.9%	-7.7%
Interest	532,932	246,659	86.2%	-2.8%

**Main variations** 4,509,218

# STOCK EVOLUTION

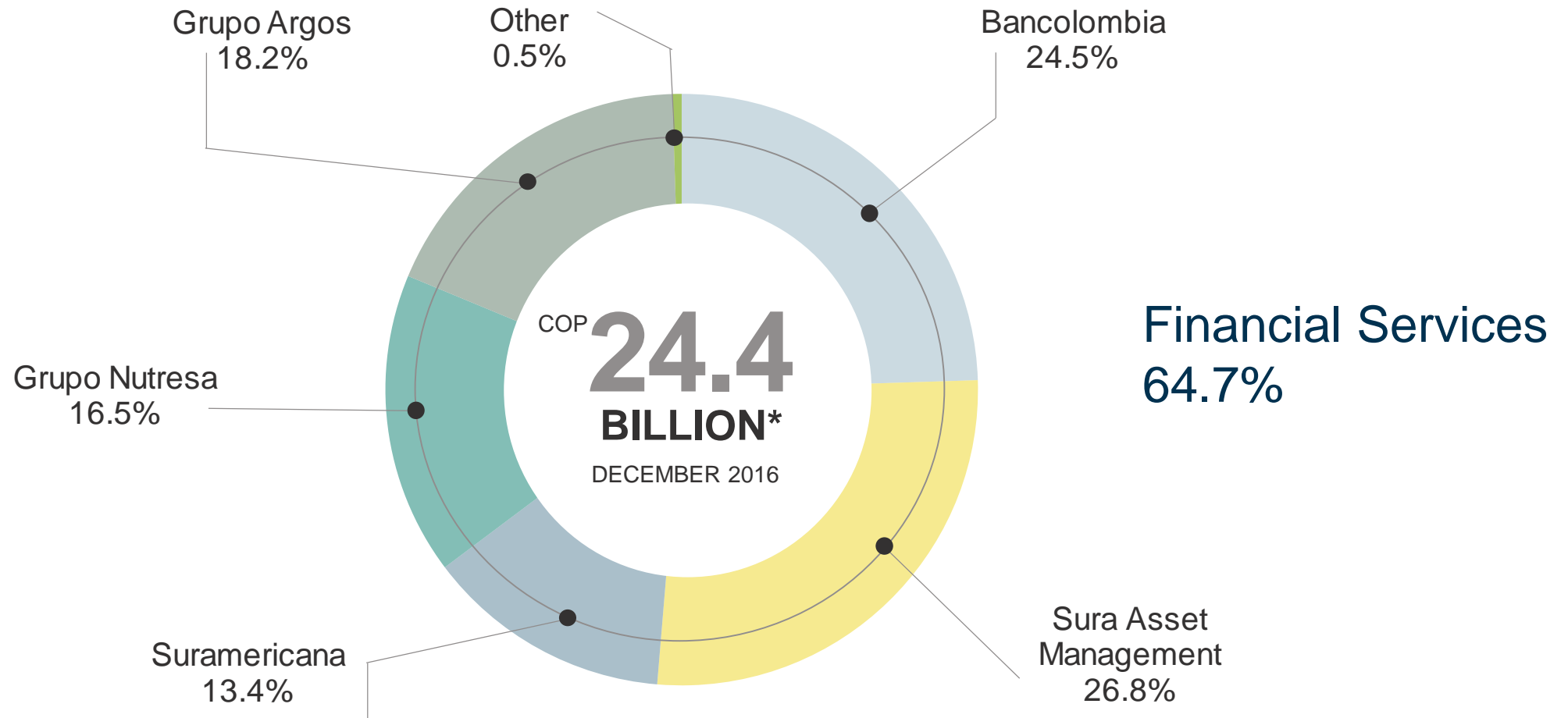


	31-dic-16	% Annual Var*	% YTD Var*
GRUPOSURA (Pesos)	38,200	7.0%	7.0%
PFGRUPSURA (Pesos)	37,000	6.3%	6.3%
COLCAP (Points)	1,352	17.2%	17.2%

\* Annual appraisal without dividends

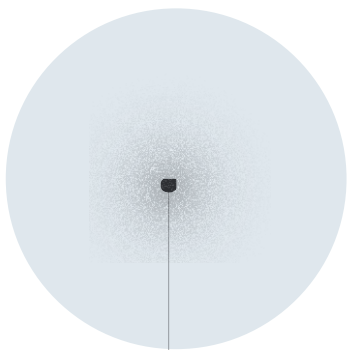
**853 International Funds with  
21.8% of total shares**

# INVESTMENT PORTFOLIO



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

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



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

CONSOLIDATED RESULTS 4Q

Bogotá





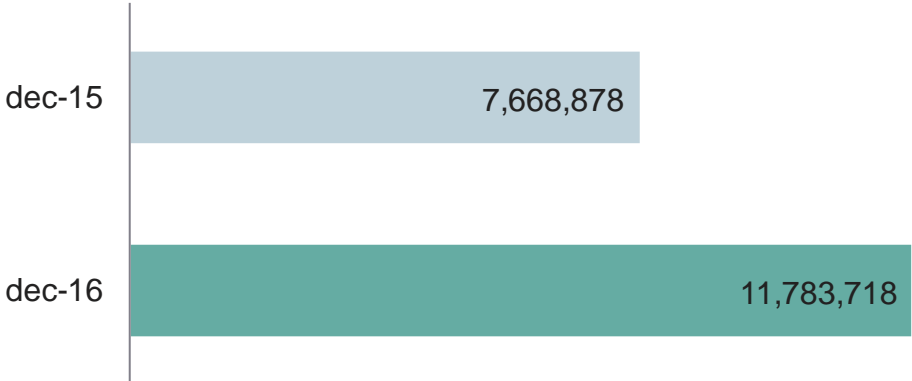
# SURA ASEGURAMIENTO, TENDENCIAS Y RIESGOS

SURAMERICANA S.A

## CONSOLIDATED FIGURES



### TOTAL REVENUES



#### Growth with RSA

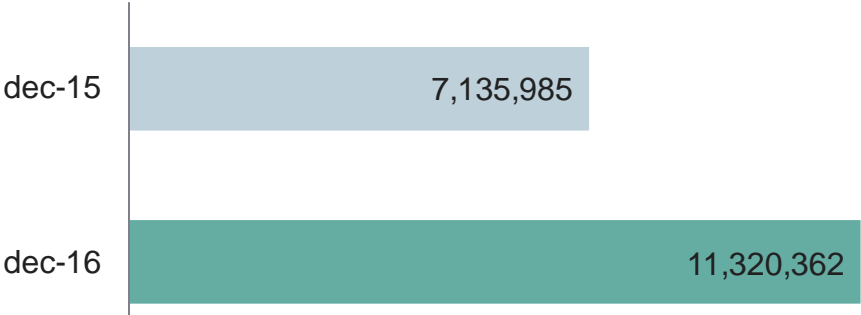
+ 4,114,840 MM  
53.7%

#### Ex-RSA

+ 1,574,090 MM  
20.5%

	dec-16	Var. \$	%Var
Retained premiums (net)	7,987,682	2,985,788	59.7%
Revenues on services rendered	2,138,383	359,283	20.2%
Investment income	1,104,887	500,207	82.7%
Main variations	3,845,278		

### TOTAL EXPENSES



#### Growth with RSA

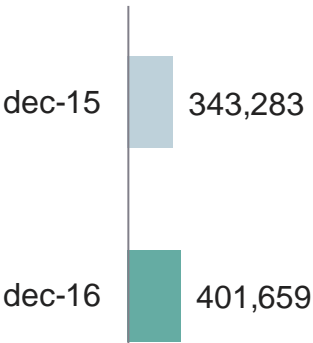
+ 4,184,377 MM  
58.6%

#### Ex-RSA

+ 1,618,174 MM  
22.7%

	dec-16	Var. \$	%Var
Retained claims	4,196,136	1,545,650	58.3%
Adjustments to reserves	626,114	303,671	94.2%
Costs of services rendered	2,137,982	305,692	16.7%
Administrative expense	2,094,138	872,664	71.4%
Commissions & fees	1,931,155	945,371	95.9%
Main variations	3,973,049		

### NET INCOME



#### Growth with RSA

+ 58,376 MM  
17.0%

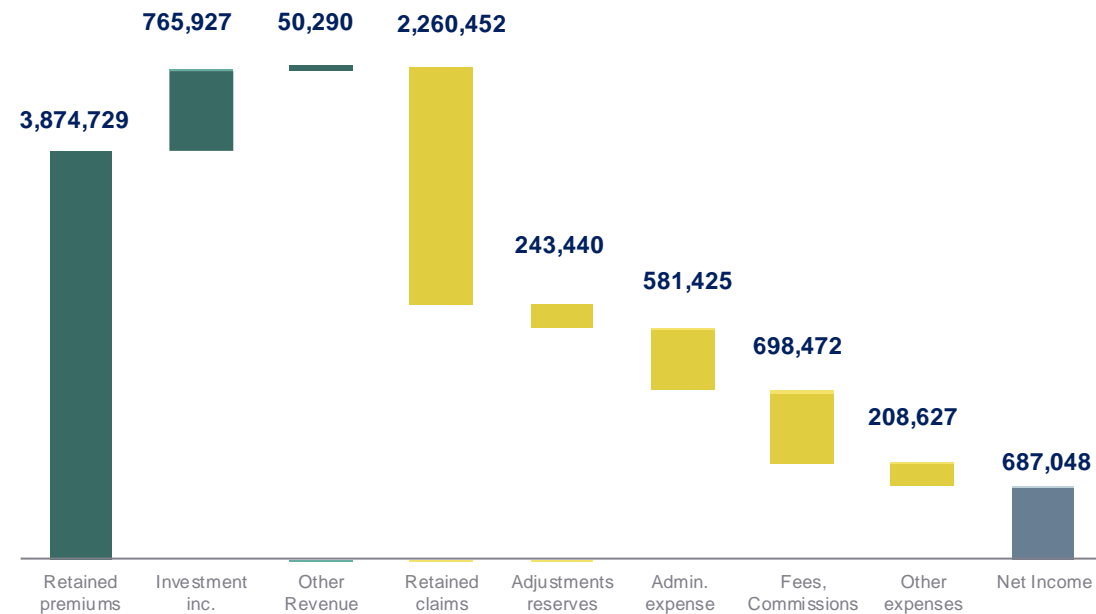
#### Ex-RSA

+ 60,448 MM  
17.6%

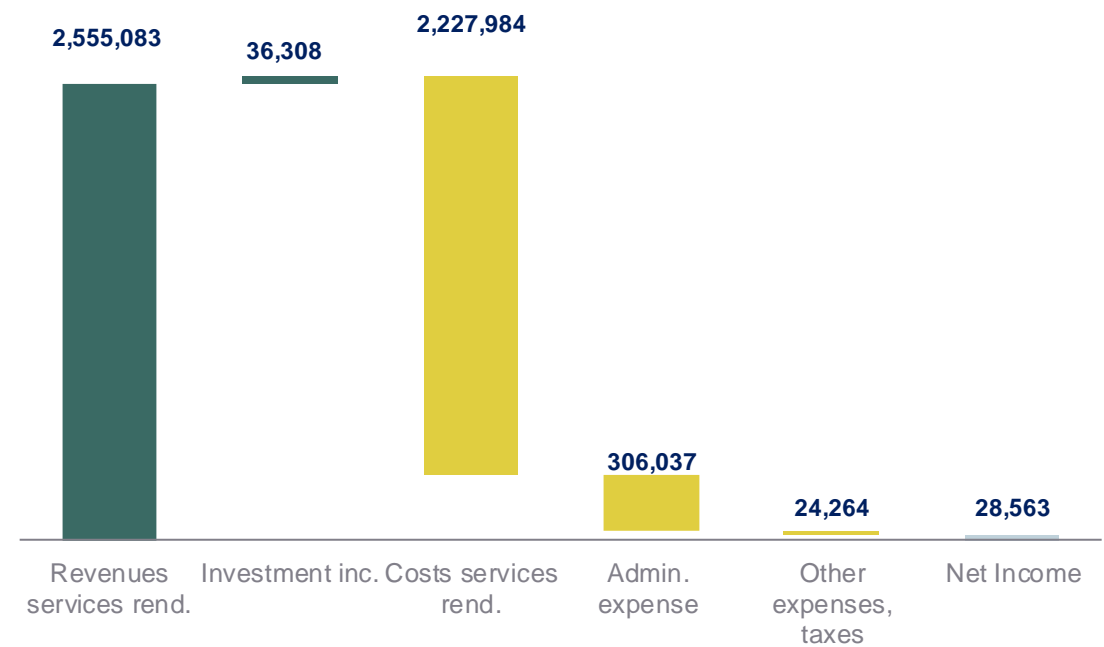


# SEGMENTS MAIN FIGURES

## LIFE

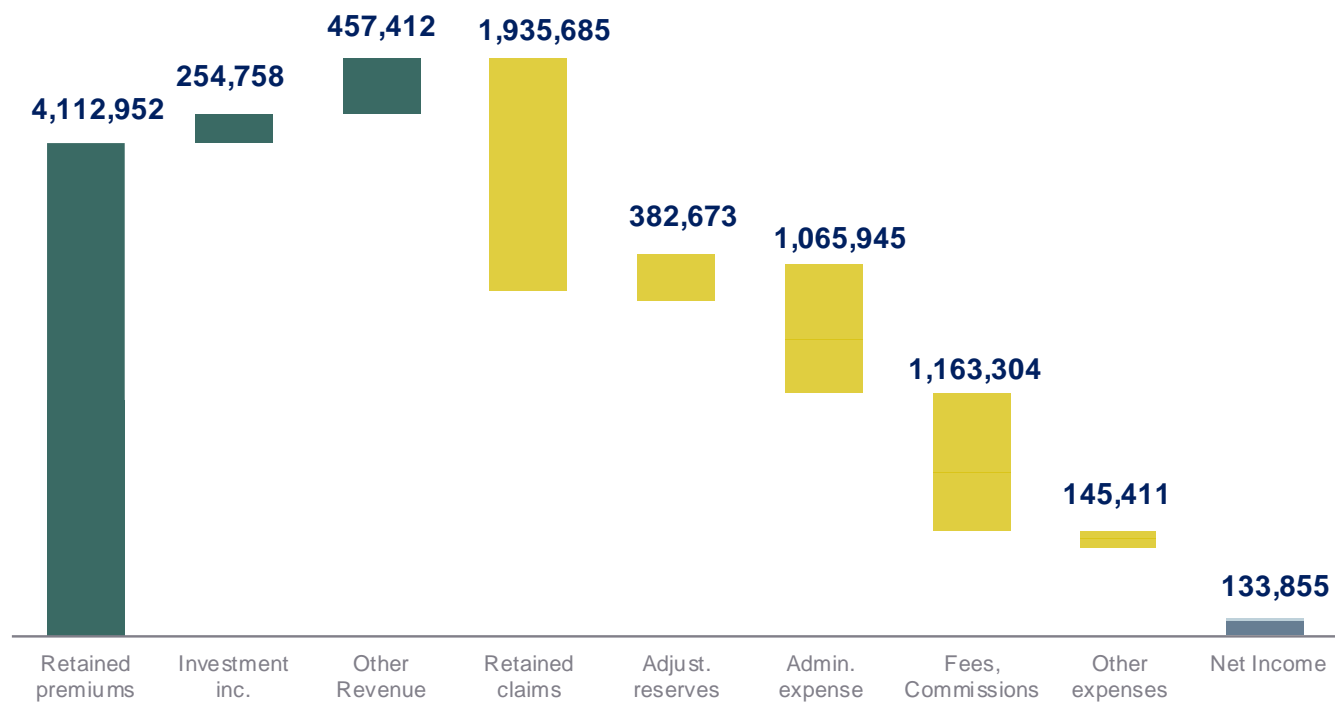


## HEALTH CARE



## SEGMENTS MAIN FIGURES

### NON-LIFE

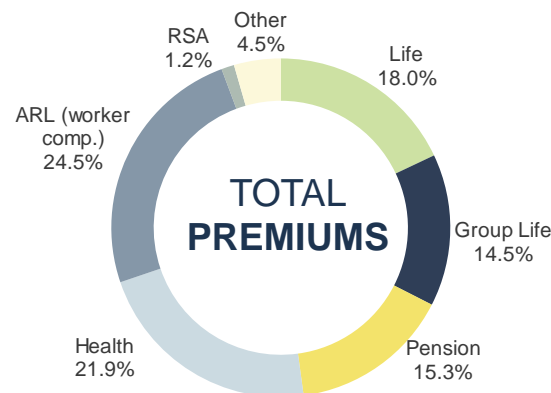


## SEGMENTS

### PREMIUMS AND CLAIMS RATIO

#### LIFE

	Premiums		Retained Claims Ratio	
	dec-16	%Var	dec-16	dec-15
Life	719,940	9.9%	25.7%	22.3%
Group Life	582,124	4.6%	35.3%	27.7%
Pension	614,741	0.8%	102.6%	98.0%
Health	879,008	18.0%	63.5%	60.9%
ARL (workers)	982,563	14.1%	61.1%	53.3%
RSA	49,043	0.0%	26.0%	0.0%
Other	178,716	0.4%	106.0%	97.7%
<b>Total</b>	<b>4,006,135</b>	<b>11.1%</b>	<b>60.1%</b>	<b>55.5%</b>

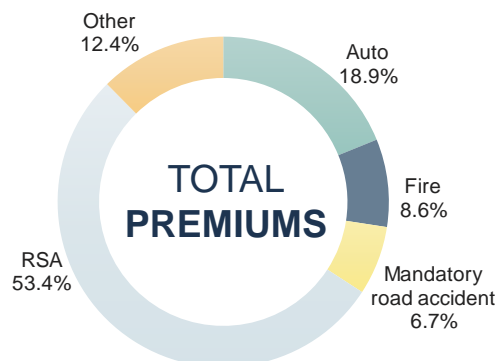


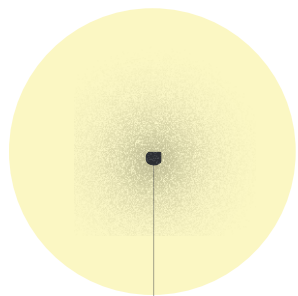
#### HEALTH CARE

	Services rendered		Claims Ratio	
	dec-16	%Var	dec-16	dec-15
EPS	1,967,770	21.3%	92.8%	93.8%
IPS	389,973	23.0%		
Dinámica	197,340	13.6%		
<b>Total</b>	<b>2,555,083</b>	<b>20.9%</b>		

#### NON LIFE

	Premiums		Retained Claims Ratio	
	dec-16	%Var	dec-16	dec-15
Auto	1,091,692	25.0%	64.4%	60.8%
Fire	496,862	1.2%	31.2%	33.8%
Mandatory road accident	390,724	18.8%	58.8%	46.8%
RSA	3,094,279		39.9%	0.0%
Other	716,527	13.9%	35.0%	33.3%
<b>Total</b>	<b>5,790,084</b>	<b>149.4%</b>	<b>47.1%</b>	<b>50.9%</b>





## **SURA ASSET MANAGEMENT**

CONSOLIDATED RESULTS 4Q

Santiago de Chile

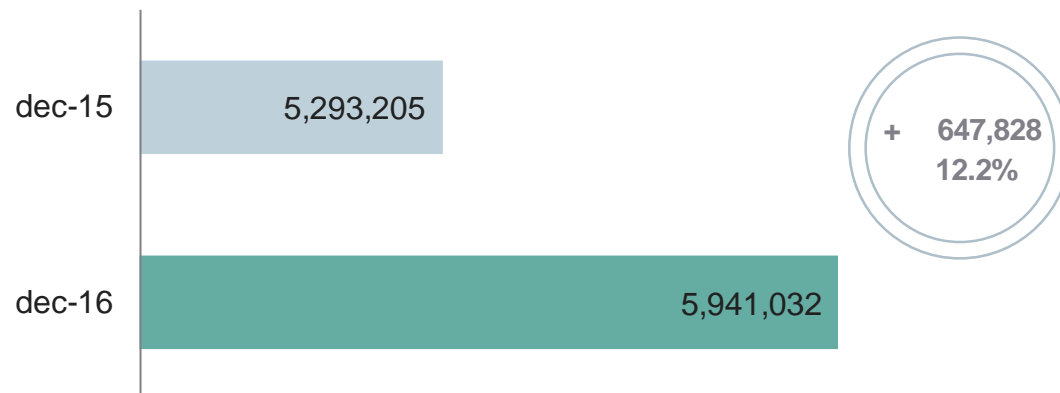
GRUPO  
**Sura**



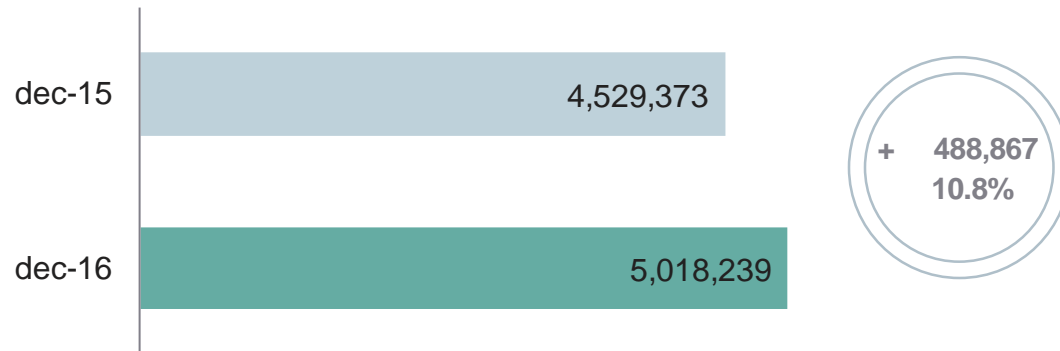
# SURA ASSET MANAGEMENT CONSOLIDATED FIGURES



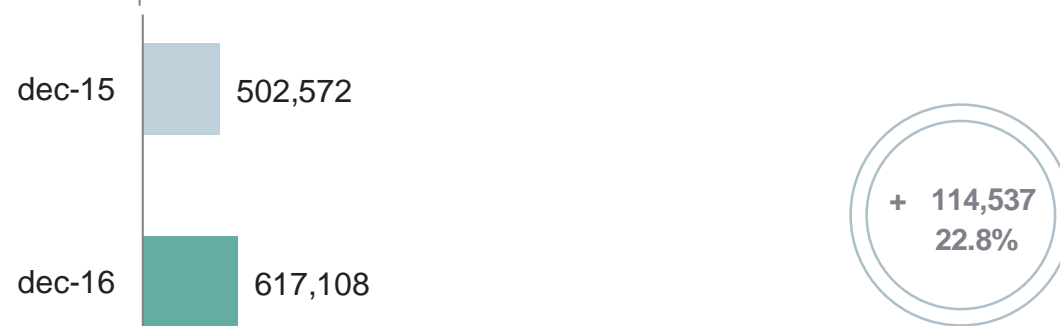
## TOTAL REVENUES



## TOTAL EXPENSES



## NET INCOME



	dec-16	Var. \$	%Change	%/Revenue
Retained premiums (net)	2,846,426	314,433	12.4%	47.9%
Commission income	1,885,039	85,755	4.8%	31.7%
Investment income	1,058,833	257,541	32.1%	17.8%
Revenues via equity method	119,060	21,801	22.4%	2.0%
Exchange difference (net)	3,467	32,393		0.1%

**Main Variations** 711,924

	dec-16	Var. \$	%Change	%/Revenue
Retained claims	1,058,866	297,812	39.1%	-17.8%
Adjustments to reserves	2,188,530	10,807	0.5%	-36.8%
Administrative expense	1,328,517	101,647	8.3%	-22.4%
Interest	165,678	50,928	44.4%	-2.8%

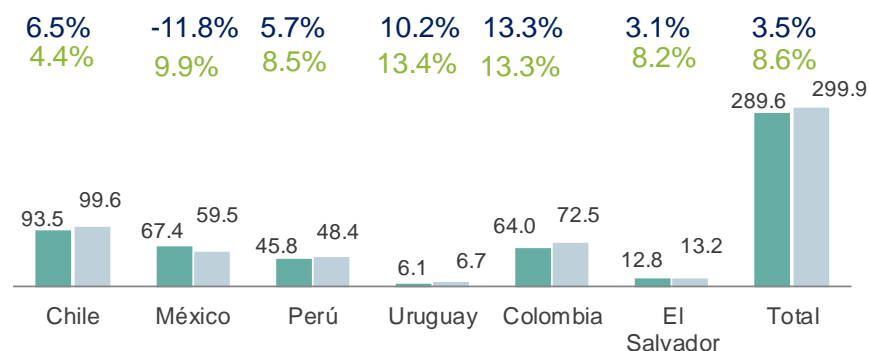
**Main Variations** 461,194



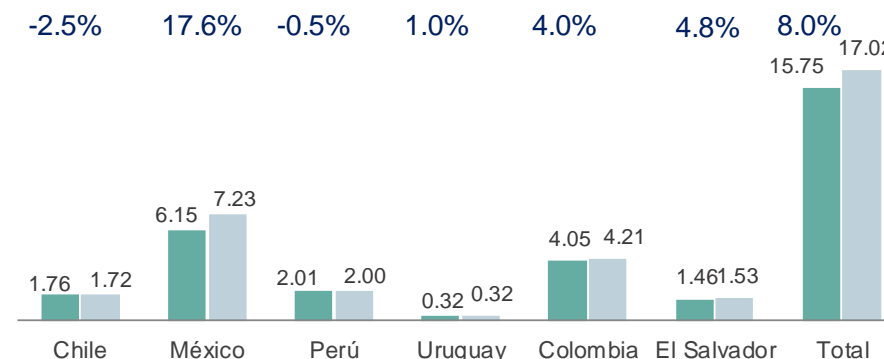
# MANDATORY PENSION MARKET FIGURES



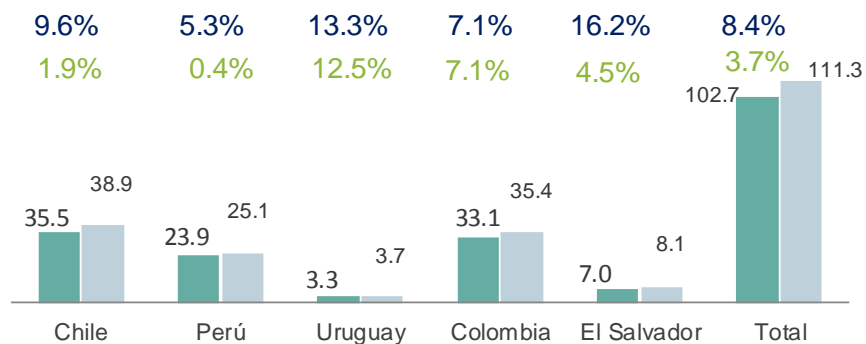
## ASSETS UNDER MANAGEMENT



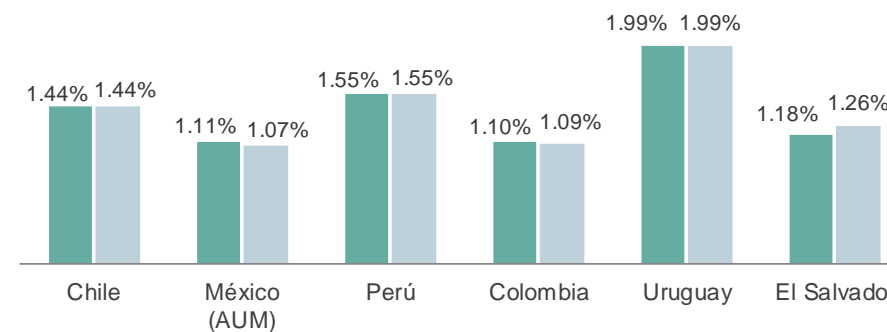
## FUND MEMBERSHIP (MM)



## WAGE BASE



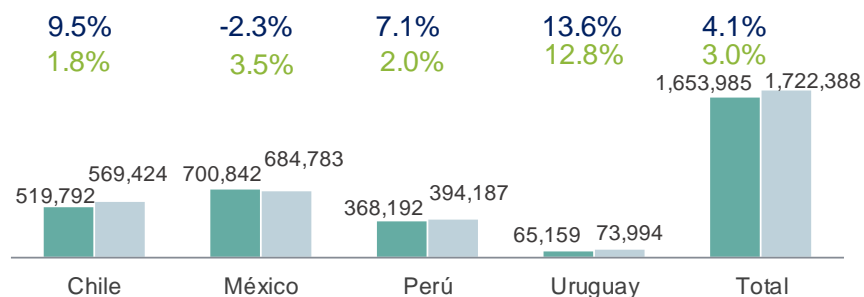
## COMMISSION



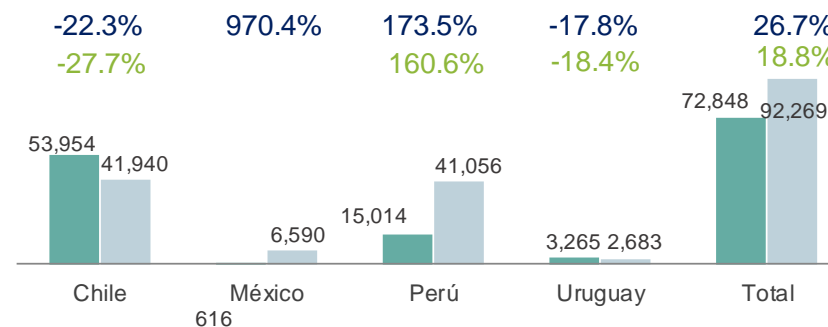
# MANDATORY PENSION MAIN FIGURES



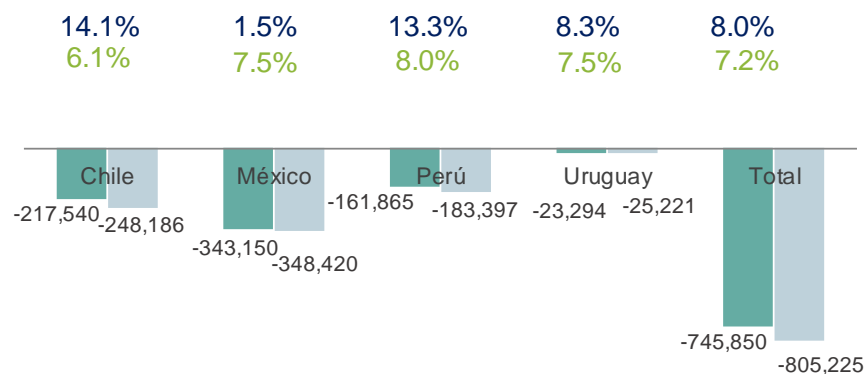
## COMMISSION INCOME



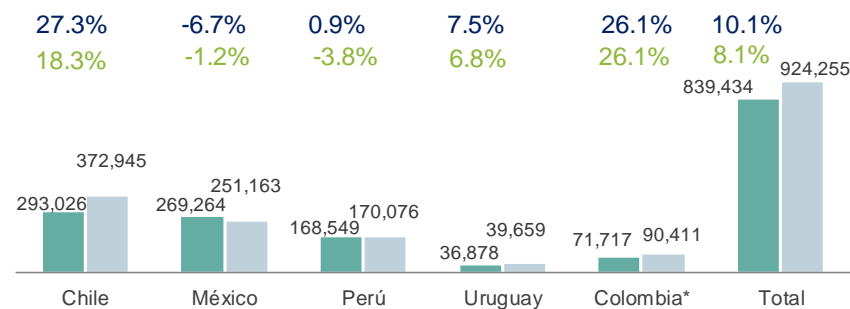
## RETURN ON ENCAJE



## OPERATING EXPENSE



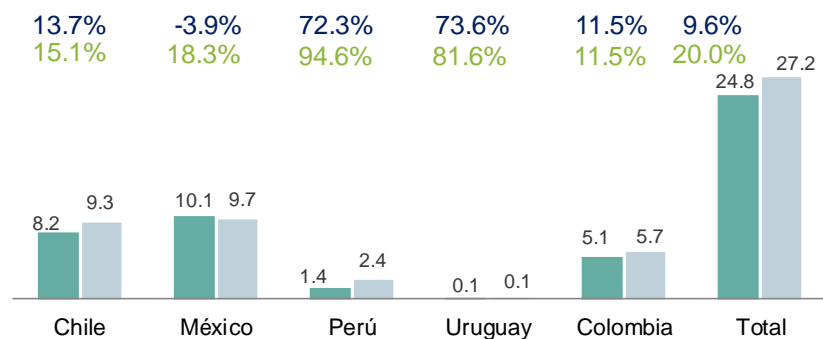
## NET INCOME



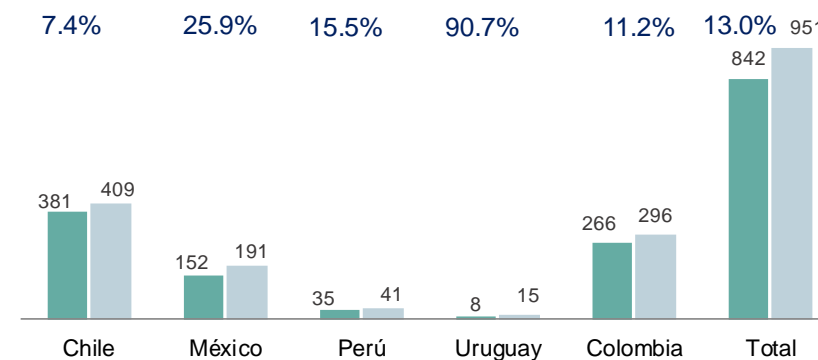
# VOLUNTARY SAVINGS SEGMENT MARKET FIGURES



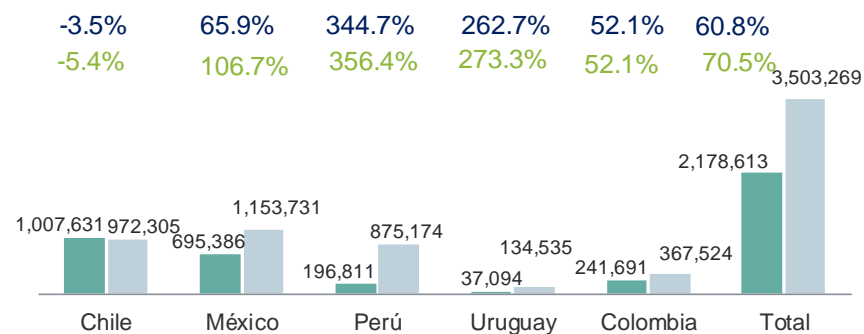
## ASSETS UNDER MANAGEMENT (COP Billions)



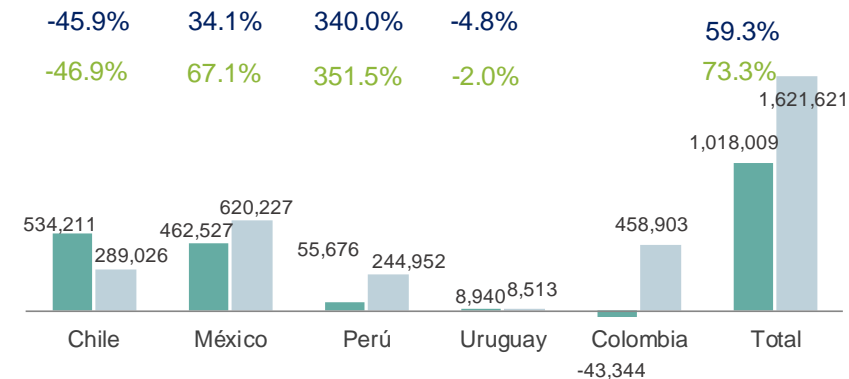
## CLIENTS (THOUSANDS)



## NET FLOW



## RETURNS



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

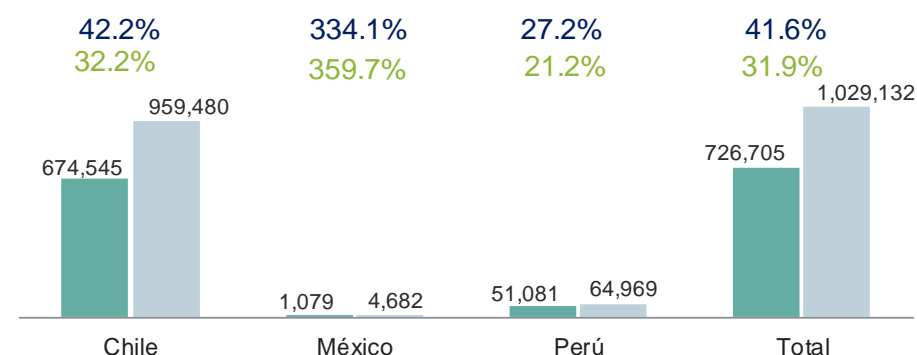
# VOLUNTARY SAVINGS SEGMENT MAIN FIGURES



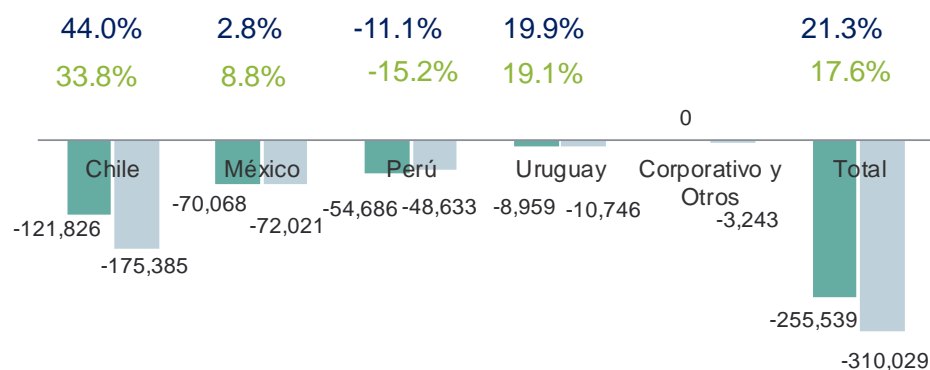
## COMMISSION INCOME



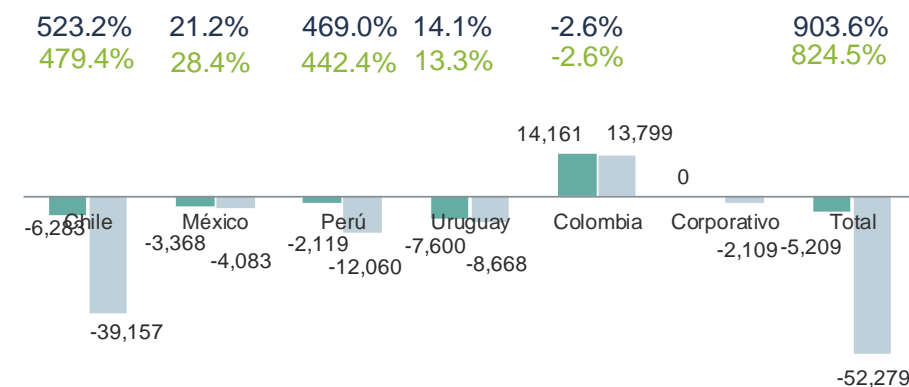
## NET PREMIUMS WITH SAVINGS



## OPERATING EXPENSE



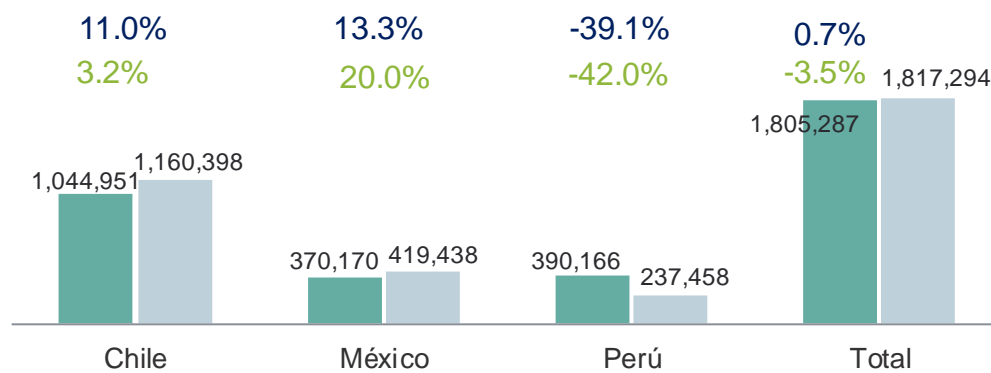
## NET INCOME



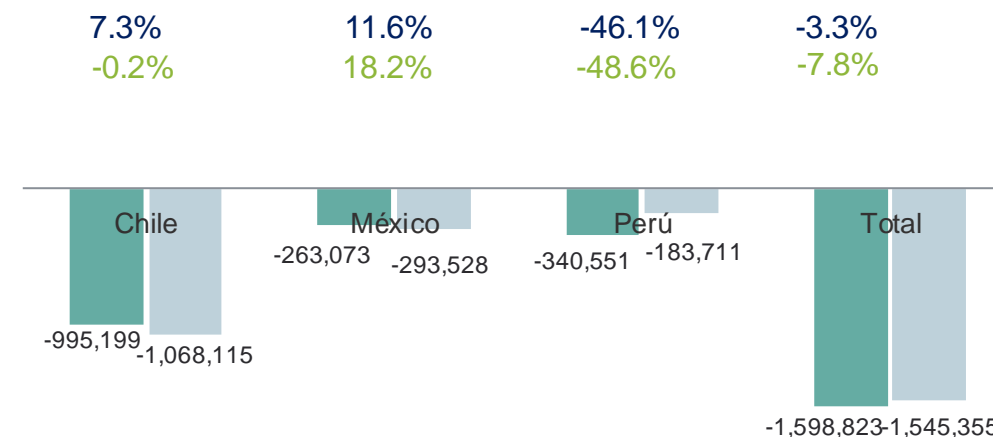
# INSURANCE SEGMENT MAIN FIGURES



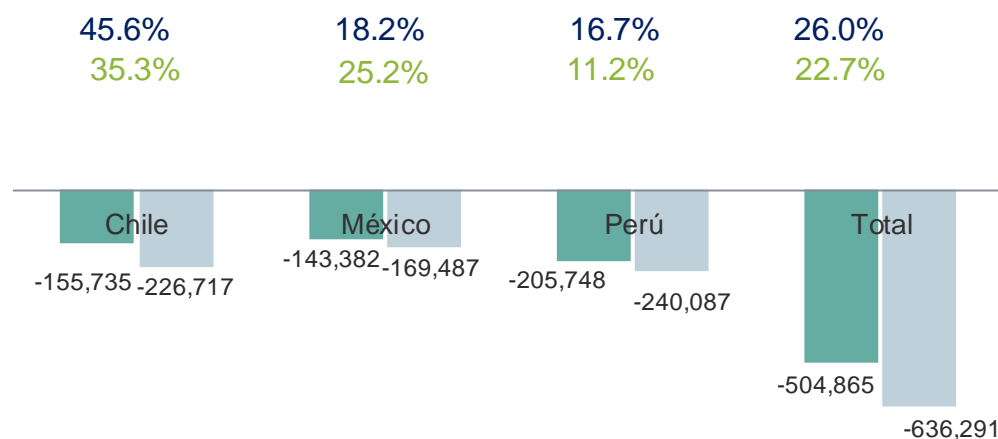
## TOTAL PREMIUMS



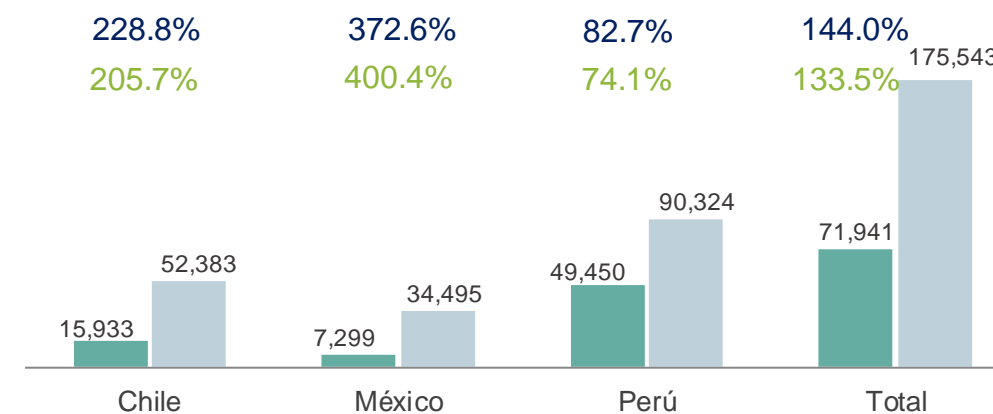
## ADJUSTMENTS TO RESERVES



## RETAINED CLAIMS



## NET INCOME





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CEO: DAVID BOJANINI

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CFO: RICARDO JARAMILLO

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IR MD:  
JUAN CARLOS GOMEZ

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IR Specialist:  
MARIA ADELAIDA OCHOA  
E-mail: [ir@gruposura.com.co](mailto:ir@gruposura.com.co)  
Phone: (574) 4443607

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[www.gruposura.com.co](http://www.gruposura.com.co)



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