

## Proposed Amendment to the Issue and Placement Rules and Regulations for the Company's Preferred Shares, as Issued in 2011

Grupo de Inversiones Suramericana S.A. hereby announces a proposal for updating the Share Issuance and Placement Rules and Regulations corresponding to the Preferred Shares Issued in 2011, which shall be submitted for the consideration of the shareholders at the upcoming Shareholders' Meeting be held next March 31; the purpose of which is to update these rules and regulations to meet market standards, and include certain items that enhance the terms and conditions applicable to said shareholders while providing the Company with greater flexibility for managing its capital structure.

| Current Text                   | Proposed Text                  | Justification                            |
|--------------------------------|--------------------------------|--|
| Article Two Section 25.        | Article Two Section 25.        | The Shareholders at their Annual         |
| Preferred share rights: All    | Preferred share rights:        | Shareholders' Meeting in 2012            |
| those preferred shares that    | Preferred shares shall carry   | approved the following proposal          |
| are subscribed through this    | the following rights:          | presented by the Board of                |
| share subscription offering    |                                | Directors: "Beginning at the end         |
| shall be accorded the          |                                | of the third year after the              |
| following rights:              |                                | corresponding allotment date             |
|                                |                                | and for each subsequent year,            |
| a. During a term of three (3)  | a. The right to receive a      | each of the Company's non-               |
| years following the date on    | minimum preferred dividend     | voting preferred shares shall be         |
| which these are allotted, the  | equivalent to 1% of the        | entitled to a minimum preferred          |
| right to a preferred dividend, | Reference Subscription Price   | dividend equal to an annual rate         |
| equal to an annual 3% of the   | of said Preferred Shares (as   | of <b>0.5%</b> of the subscription price |
| subscription price for each    | stipulated below), providing   | of the aforementioned stock,             |
| preferred share, payable on a  | this exceeds the dividend      | providing this exceeds the               |
| quarterly in arrears basis, on | declared for the Company's     | dividend declared for the                |
| the same date as the           | ordinary shares. Should this   | Company's ordinary shares;               |
| dividends corresponding to     | not be the case, the preferred | should this not be the case the          |
| the Company's ordinary         | dividend shall be set at the   | preferred dividend shall be set at       |
| shares are paid out.           | same value as the ordinary     | the same value as the ordinary           |
|                                | dividend. For this purpose,    | dividend. This preferred dividend        |
|                                | the Reference Subscription     | shall be paid out at the same            |
|                                | Price shall be understood to   | frequency as that corresponding          |
|                                | mean the subscription price    | to the initial three-year period         |
|                                | corresponding to any           | and in all other aspects shall be        |
|                                | placement of preferred shares  | governed by that stipulated for          |
|                                | on the part of the Company     | this issue of preferred shares."         |
|                                | corresponding to the most      |  |

## Annual Shareholders General Meeting



recent primary market As part of our purpose to adjust transaction carried out, as these Rules and Regulations approved by the General based on market terms, we are Assembly of Shareholders, proposing to modify the including, but not limited to, minimum preferential dividend issues and public offerings, from zero point five percent private issues, credit (0.5%) to one percent (1%) per year on the updated price of the capitalizations, payments of scrip dividends. In no event Company's preferred shares shall this be understood to corresponding to any placement mean the Reference of Preferred Shares that the Subscription Price Company carried out as part of corresponding to the prices of the most recent transaction on the primary market approved by preferred shares traded on the secondary market, The the General Assembly of General Assembly of Shareholders, including, but not Shareholders at their Annual limited to issues and public Meeting shall determine the offerings, private issues, credit form in which these preferred capitalizations, payments of dividends are to be paid and scrip dividends, among other the corresponding payment items. dates, based on the same terms and conditions The primary market transaction applicable to the dividends that would serve to establish the corresponding to ordinary corresponding Reference Subscription Price and this shares. would always have to be duly approved by the General Assembly of Shareholders. This new proposal to change the minimum preferred dividend from 0.5% to 1% shall effectively imply an increase in the minimum guaranteed dividend as part of the dividend distribution corresponding to 2016, since this would increase the percentage used for the respective calculation and the reference price would be

adjusted based on the increase in the value of these preferred



|   |   | all and the set of the |
|---|---|--|
|   |   | shares since they were first   |
|   |   | created and issued in 2011.  |
|   |   | Should this proposal be  |
|   |   | approved, the Reference  |
|   |   | Subscription Price may be  |
|   |   | adjusted over time in  |
|   |   | accordance with the price that   |
|   |   | the General Assembly of  |
|   |   | Shareholders should approve for  |
|   |   | conducting operations on the   |
|   |   | primary market or placing new  |
|   |   | preferred shares. This being the   |
|   |   | case, since the General Assembly   |
|   |   | of Shareholders would have to  |
|   |   | decide on the value of these   |
|   |   | shares, the Company's value and  |
|   |   | the minimum return obtained  |
|   |   | from said preferred shares   |
|   |   | would remain aligned over time.  |
|   |   | However, the Company does not  |
|   |   | guarantee that, in the event of  |
|   |   | such issues, the Reference   |
|   |   | Subscription Price may not be  |
|   |   | reduced in the future, which in  |
|   |   | any event would require due  |
|   |   | approval from the holders of   |
|   |   | the Company's ordinary shares.   |
| Devenent of successful                    | Deument of purchased                      |  |
| Payment of preferred dividends shall take | Payment of preferred dividends shall take |  |
| precedence over those of                  | precedence over those of                  |  |
|   |   |  |
| ordinary shares.                          | ordinary shares.                          |  |
|   |   |  |
| The preferred dividend                    |   |  |
| corresponding to the period               |   | This text is deleted because it is   |
| beginning on the date on                  |   | no longer in effect.   |
| which the preferred shares                |   |  |
| are allotted and ending on                |   |  |
| December 31, 2011, shall be               |   |  |
| paid out on a proportional                |   |  |
| basis.                                    |   |  |
|   |   |  |



| Said preferred dividend shall   |                                 |                                  |
|---------------------------------|---------------------------------|----------------------------------|
| be paid, in conjunction with    |                                 |                                  |
| the preferred dividend for the  |                                 |                                  |
| first quarter of 2012, on the   |                                 |                                  |
| date of the first dividend      |                                 |                                  |
| payment corresponding to the    |                                 |                                  |
| Company's ordinary shares, as   |                                 |                                  |
| approved at an Annual           |                                 |                                  |
| Shareholders' Meeting that      |                                 |                                  |
| took place in 2012.             |                                 |                                  |
| The Shareholders at their       |                                 |                                  |
| Annual Meeting of 2012 shall    |                                 |                                  |
| decide on the minimum           |                                 |                                  |
| preferred dividend to be paid   |                                 |                                  |
| out as of the end of the third  |                                 |                                  |
| year onwards.                   |                                 |                                  |
| The holders of preferred        | The holders of preferred        |                                  |
| shares shall not be entitled to | shares shall not be entitled to |                                  |
| participate to the same extent  | participate to the same extent  |                                  |
| as holders of ordinary shares   | as ordinary shares in the       |                                  |
| in the amount of profits to be  | amount of profits to be         |                                  |
| distributed after deducting     | distributed after deducting     |                                  |
| their preferred dividend.       | their preferred dividend.       |                                  |
|                                 |                                 |                                  |
| ()                              | ()                              |                                  |
| (e) Holders of preferred        | (e) Holders of preferred        |                                  |
| shares shall be entitled to     | shares shall be entitled to     |                                  |
| attend all shareholder          | attend all shareholder          |                                  |
| meetings but may only be        | meetings but may only be        |                                  |
| accorded speaking and voting    | accorded speaking and voting    |                                  |
| privileges when the following   | privileges when the following   |                                  |
| matters are discussed:          | matters are discussed:          |                                  |
| i. Converting preferred shares  | i. Converting preferred shares  |                                  |
| to ordinary shares,             | to ordinary shares,             |                                  |
| ii. Modifications to the        |                                 |                                  |
| number of preferred shares      |                                 | Our aim is to adjust these Rules |
| outstanding,                    |                                 | and Regulations to market terms  |
|                                 |                                 | and the Company with greater     |

## Annual Shareholders General Meeting



| iii Madifications that may      | ii Madifications that may       | flovibility for managing its sanital          |
|---------------------------------|---------------------------------|---|
| iii. Modifications that may     | ii. Modifications that may      | flexibility for managing its capital          |
| impair the terms and            | impair the terms and            | structure through:                            |
| conditions or rights inherent   | conditions or rights inherent   | <ul> <li>Preferred Share</li> </ul>           |
| to the holders of Preferred     | to the holders of Preferred     | Dividend payments;                            |
| Shares-                         | Shares                          | <ul> <li>Eventual issues of shares</li> </ul> |
|                                 |                                 | and / or convertible                          |
| iv. A change in the Company's   | iii. A change in the Company's  | bonds,  |
| corporate purpose.              | corporate purpose.              | <ul> <li>Share repurchase</li> </ul>          |
|                                 |                                 | programs,                                     |
| In these cases an affirmative   | In these cases an affirmative   | <ul> <li>Facilitate a potential</li> </ul>    |
| vote of 70% of all those        | vote of 70% of all those        | upgrade to level 3 for                        |
| shares making up the            | shares making up the            | the Company's                                 |
| Company's subscribed share      | Company's subscribed share      | preferential ADRs.                            |
| capital shall be required, this | capital shall be required, this |   |
| to include the affirmative vote | to include the affirmative vote | This so as to achieve the                     |
| of all non-voting preferred     | of all non-voting preferred     | ultimate goal of providing                    |
| shares in this same             | shares in this same             | greater shareholder value.                    |
| percentage and proportion.      | percentage and proportion.      |   |
| percentage and proportion.      | percentage and proportion.      |   |
|                                 |                                 |   |
| ()                              | ()                              |   |
| ()                              | ()                              |   |
|                                 | C. Evencicing the vielt of      |   |
|                                 | G. Exercising the right of      |   |
|                                 | inspection as provided for in   | Grant additional voting rights to             |
|                                 | the Company's Bylaws.           | holders of preferred shares.                  |