

Condensed Consolidated Interim Financial Statements of Grupo de Inversiones Suramericana S.A.

For the Nine-month Period, between January 1<sup>st</sup> and September 30<sup>th</sup> of 2018



# RESPONSIBILITIES OF THE DIRECTORS OVER THE ACCOUNTS

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#### RESPONSIBILITIES OF THE DIRECTORS OVER THE ACCOUNTS

The Directors are required to prepare Financial Statements, for each financial period, that reasonably present the Company's financial position, results, and cash flows, at September 30, 2018, with comparative figures at September 30<sup>th</sup> and December 31<sup>st</sup> of 2017. For the preparation of these Financial Statements, the Directors are required to:

- Select appropriate Accounting Policies, and then apply them consistently.
- Present information, including Accounting Policies, that is relevant, reliable, comparable, and comprehensive.
- Make judgments, and reasonable, prudent estimates.
- State whether the applicable accounting standards have been followed, subject to any significant deviation revealed, and explained in the accounts.
- Prepare the accounts based on the ongoing business unless it is inappropriate to presume that the Company will continue in business.

The Directors confirm, that the accounts meet the above requirements.

In addition, the Directors consider, that they are responsible for maintaining appropriate accounting records, that reveal with reasonable accuracy, at any time, the financial situation of the Company. They are also responsible for safeguarding the assets of the Company and, therefore, for taking reasonable steps to prevent and detect, fraud, and other irregularities.

David Bojanini Garcia President Luis Fernando Soto Salazar Public Accountant Professional Card 16951-T



#### CERTIFICATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

The undersigned Legal Representative and Public Accountant, under whose responsibility, the Consolidated Financial Statements were prepared, certify:

That for the issuance of the Statement of Financial Position, at September 30, 2018, and of the Income Statement, for the year, as well as, the Statement of Other Comprehensive Income, Changes in Equity Statement, and the Cash flows Statement, for the year ended on that date, which are in compliance with the norms, are made available to Shareholders and Third Parties, and whose information, contained in them, have been previously verified.

Said affirmations, explicit and implicit, are the following:

*Existence*: The assets and liabilities of Grupo de Inversiones Suramericana S.A., exist on the cut-off date and the transactions recorded, have been realized, during the year.

Integrity: All economic events have been recognized.

*Rights and obligations*: The assets represent probable future economic benefits, and the liabilities represent probable future economic sacrifices, obtained or under the charge of Grupo de Inversiones Suramericana S.A., on the cut-off date.

*Valuation*: All elements have been recognized, in the appropriate amounts.

Presentation and disclosure: Economic events have been correctly classified, described, and disclosed.

In accordance with Article 46 of Law 964 of 2005, in my capacity as Legal Representative of Grupo de Inversiones Suramericana S.A., the Financial Statements, and other reports relevant to the public, related to the fiscal year ended September 30, 2018 and September 30<sup>th</sup> and December 31<sup>st</sup> of 2017, do not contain defects, inaccuracies, or errors, that prevent the knowledge of the true financial situation and the operations of the Company.

David Bojanini Garcia President Luis Fernando Soto Salazar Public Accountant Professional Card 16951-T



# GRUPO DE INVERSIONES SURAMERICANA S.A. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

At September 30, 2018 (with comparative figures at December 31, 2017) (Expressed as millions of Colombian Pesos)

	Note	September 2018	December 2017
Assets			
Cash and cash equivalents	6.1	1,704,366	1,588,289
Investments	6.1.1	26,838,207	26,926,217
Trade and other account receivables	6.1.2	5,413,822	6,213,746
Accounts receivable related parties and associates, current	6.1	205,749	39,726
Technical reserves part re-insurance	7.1	3,329,415	3,214,320
Inventories	12	9,329	14,347
Current tax assets	13	589,621	235,212
Non-current assets held for sale		36,205	36,711
Other financial assets	6.1	225,955	145,709
Other non-financial assets	12	163,922	112,460
Investment properties	15	972,246	1,031,538
Property and equipment	16	1,128,050	1,154,229
Intangible assets other than goodwill	9	4,107,033	4,532,439
Goodwill	9	4,573,538	4,768,779
Investments accounted for using the Equity Method	10.2	18,561,582	18,833,942
Deferred tax assets	13	102,830	161,246
Total assets		67,961,870	69,008,910
Liabilities			
Other financial liabilities	6.2.1	2,037,331	2,206,050
Trade and other accounts payable	6.2.2	2,781,697	2,881,222
Accounts payable to related parties	6.2	193,518	2,378
Technical reserves	7.4	25,758,674	26,195,224
Current tax liabilities	13	759,146	546,820
Provisions for employee benefits	20	503,796	515,752
Other non-financial liabilities	6.2	504,582	612,939
Other provisions	22	229,615	286,230
Securities issued	12	7,894,572	7,836,685
Deferred tax liabilities	13	1,501,379	1,699,049
Total liabilities		42,164,310	42,782,349



# GRUPO DE INVERSIONES SURAMERICANA S.A. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

At September 30, 2018 (with comparative figures at December 31, 2017) (Expressed as millions of Colombian Pesos)

Equity	Note	September 2018	December 2017
Share capital issued	24	109,121	109,121
Share premium		3,290,767	3,290,767
Net income		952,066	1,256,254
Retained earnings		13,494,944	12,950,590
Other equity interest	26	1,718,918	2,770,685
Reserves	24	3,905,725	3,452,104
Equity attributable to the holders of the controlling interest	est	23,471,541	23,829,521
Non-controlling interest	14	2,326,019	2,397,040
Total equity		25,797,560	26,226,561
Total equity and liabilities		67,961,870	69,008,910

The Notes are an integral part of these Financial Statements.

David Bojanini Garcia Legal Representative Luis Fernando Soto Salazar Accountant T.P. 16951-T Mariana Milagros Rodríguez Auditor T.P. 112752-T Designated by Ernst & Young Audit S.A.S. TR-530 (See my report of November 14, 2018)



# GRUPO DE INVERSIONES SURAMERICANA S.A.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the nine and three-month periods, ended September 30, 2018 (with comparative figures at September 30, 2017)

(Values expressed in millions of Colombian Pesos, except net profit per share)

		Accumul	ated	Qı	ıarter
	Notes	September 2018	September 2017	September 2018	September 2017
Premiums issued	7.2	9,426,184	10,515,844	3,109,287	3,689,297
Premiums		9,186,470	10,301,005	3,026,032	3,612,640
Complementary insurance services		239,714	214,839	83,255	76,657
Premiums ceded	7.2	(1,547,661)	(1,658,163)	(518,983)	(617,247)
Retained Premiums (Net)		7,878,523	8,857,681	2,590,304	3,072,050
	1.6	1 024 025	4 724 504	642.570	607.205
Commission income	16	1,834,935	1,731,584	613,578	607,305
Provision of services	18.1	2,479,569	2,055,714	862,384	722,131
Dividends	19	4,800	12,374	1,054	1,118
Investment income	19	935,245	723,556	325,566	165,480
Earnings at fair value	19	363,914	567,898	204,353	76,557
Profit from the interest in the Equity Method, associates	10.2	723,111	765,203	268,714	249,293
Profit from sales of investments	19	48,523	109,041	10,023	52,469
Income from investment properties		52,867	45,359	17,148	17,724
Exchange differences (Net)	19	10,113	(23,969)	(59,548)	108,833
Other income		174,178	312,466	44,817	134,619
Total income		14,505,778	15,156,907	4,878,393	5,207,579
Total claims	7	(6,177,514)	(5,913,317)	(2,191,174)	(2,011,834)
Reimbursement claims	7	1,572,409	1,181,660	683,203	332,015
Retained claims		(4,605,105)	(4,731,657)	(1,507,971)	(1,679,819)
Production reserves, net	7	(517,846)	(1,501,950)	(162,168)	(415,096)
Cost for services rendered	18.2	(2,357,029)	(1,961,745)	(848,836)	(692,949)
Administrative expenses	20	(1,279,920)	(1,324,059)	(510,304)	(454,089)
Employee benefits		(1,385,495)	(1,309,660)	(436,564)	(443,856)
Fees	17	(567,348)	(515,117)	(205,264)	(175,684)
Broker commissions	16.2	(1,309,913)	(1,298,057)	(355,586)	(399,096)
Amortization	9	(208,195)	(214,365)	(68,237)	(74,265)
Depreciation		(60,805)	(59,108)	(20,289)	(21,282)
Other expenses		(342,575)	(304,702)	(129,704)	(138,674)
Interest	19	(431,343)	(476,371)	(141,677)	(155,618)
Impairment		(9,165)	(20,876)	(7,405)	(8,496)
Total expenses		(13,074,739)	(13,717,667)	(4,394,005)	(4,658,924)



# GRUPO DE INVERSIONES SURAMERICANA S.A. CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the nine and three-month periods, ended September 30, 2018 (with comparative figures at September 30, 2017)

(Values expressed in millions of Colombian Pesos, except net profit per share)

		Accur	nulated	Quarter				
	Notes	September 2018	September 2017	September 2018	September 2017			
Pre-tax profit		1,413,039	1,439,240	434,388	548,655			
Income tax	13	(325,539)	(366,602)	(70,798)	(96,259)			
Profit, Net continuing operations		1,105,500	1,072,638	413,590	452,396			
Profit, Net discontinued operations		-	24,806	-	7,954			
Net profit		1,105,500	1,097,444	413,590	460,350			
Controlling income		952,066	943,607	357,298	407,543			
Non-controlling income	14	153,434	153,837	56,292	52,807			
Earnings per share								
Net income per share	21	2,030	2,012	762	869			

The Notes are an integral part of these Financial Statements.

David Bojanini Garcia Legal Representative Luis Fernando Soto Salazar Accountant T.P. 16951-T Mariana Milagros Rodríguez Auditor T.P. 112752-T Designated by Ernst & Young Audit S.A.S. TR-530 (See my report of November 14, 2018)



# GRUPO DE INVERSIONES SURAMERICANA S.A. STATEMENT OF OTHER COMPREHENSIVE INCOME

For the nine-month period, ended September 30, 2018 (With comparative figures at September 30, 2017) (Values expressed in millions of Colombian Pesos)

		Accum	ulated	Qua	rter
	Notes	September 2018	September 2017	September 2018	September 2017
Profit for the period		1,105,500	1,097,444	413,588	460,351
Other comprehensive income, losses in equity instruments of equity, net of taxes	26	(18,393)	(375)	(13,713)	4,879
Other comprehensive income, gains on revaluation, net of taxes	26	10,588	(6,132)	118	274
Other comprehensive income, losses from re-measurement of defined benefit plans, net of taxes	26	1,049	(873)	1,049	(420)
Total other comprehensive income not reclassified to profit or loss, net of tax		(6,756)	(7,380)	(12,546)	4,733
Gain (loss) from currency translation differences, net of tax	26	(695,451)	409,536	257,384	(242,363)
Loss on cash flow hedges, net of tax	26	(8,823)	1,149	(38,528)	1,198
Participation of other comprehensive income of associates and joint ventures accounted for using the Equity Method that is reclassified to profit or loss, net of tax	26	(473,247)	84,586	(206,627)	(47,422)
Total other comprehensive income reclassified to profit and loss		(1,177,521)	495,271	12,229	(288,587)
Total other comprehensive income		(1,184,277)	487,891	(317)	(283,854)
Total comprehensive income		(78,777)	1,585,335	413,271	176,497
Comprehensive income attributable to:					
Controlling interest		(100,279)	1,412,964	429,835	267,111
Non-controlling interest		21,502	172,371	(16,564)	(90,614)

The Notes are an integral part of these Financial Statements.

David Bojanini Garcia Legal Representative Luis Fernando Soto Salazar Accountant T.P. 16951-T Mariana Milagros Rodríguez Auditor T.P. 112752-T

Designated by Ernst & Young Audit S.A.S. TR-530 (See my report of November 14, 2018)



# GRUPO DE INVERSIONES SURAMERICANA S.A. STATEMENT OF CHANGES IN EQUITY—CONSOLIDATED

At September 30, 2018 (with comparative figures at September 30, 2017) (Expressed in millions of Colombian Pesos)

	Issued capital	Share premium	Retained earnings	Other interest in equity	Legal reserves	Occasional reserves	Net income	Equity attributable to controlling interest	Non-controlling interest	Total Equity
Balance at January 1, 2017	107,882	3,307,663	12,302,406	1,913,969	138,795	3,446,050	1,444,463	22,661,229	2,734,599	25,395,828
Issuance of shares	1,238	209,189	-	-	-	-	-	210,427		210,427
Other comprehensive income	-	-	-	468,254	-	-	-	468,254	18,047	486,301
Reserves for revaluation of property and equipment	-	-	-	(4,722)	-	-	-	(4,722)	259	(4,463)
Translation adjustment net foreign investment	-	-	-	390,288	-	-	-	390,288	18,760	409,048
Financial instruments with changes to the OCI	-	-	-	(1,381)	-	-	-	(1,381)	1,006	(375)
Losses from new measurements of defined benefit plans, net of taxes	-	-	-	(685)	-	-	-	(685)	(189)	(874)
The equity method recognized in equity	-	-	-	83,485	-	-	-	83,485	-	83,485
Flows hedging – derivative instruments	-	-	-	1,269	-	-	-	1,269	(1,790)	(521)
Net income	-	-	-	-	-	-	943,607	943,607	153,836	1,097,443
Total net comprehensive income for the period	-	-	-	468,254	-	-	943,607	1,411,861	171,883	1,583,744
Transfer to retained earnings	-	-	1,444,463	-	-	-	(1,444,463)	-	-	-
2016 Profit distribution in accordance with the Minutes No. 22, of the Shareholder's Meeting of March 31, 2018:	-	-	-	-	-	-	-	-	-	-
Dividends recognized as distributions for owners (488 pesos per share)	-	-	(280,780)	-	-	-	-	(280,780)	(100,733)	(381,513)
Donations for social projects	-	-	(5,000)	-	-	-	-	(5,000)	-	(5,000)
Reserves for the protection of investments	-	-	(549,701)	-	-	549,701	-	-	-	-
Excess paid for in the acquisition of non-controlling interest	-	-	-	-	-	(682,442)	-	(682,442)	(396,615)	(1,079,057)
Minimal dividends, preference shares	-	(226,085)	44,948	-	-	-	-	(181,137)	-	(181,137)
Increases (decreases) from other equity changes	-	-	(87,323)	-	-	-	-	(87,323)	35,324	(51,998)
Balance at September 30, 2017	109,121	3,290,767	12,869,013	2,382,223	138,795	3,313,308	943,607	23,046,835	2,444,458	25,491,293



# GRUPO DE INVERSIONES SURAMERICANA S.A. STATEMENT OF CHANGES IN EQUITY— CONSOLIDATED

At September 30, 2018 (with comparative figures at September 30, 2017) (Expressed in millions of Colombian Pesos)

	Issued capital	Share premium	Retained earnings		ccasional eserves	Legal reserves	Total reserves	Net income	Equity attributable to controlling interest	Non-controlling . interest	Total Equity
Balance at January 1, 2018	109,121	3,290,767	12,950,590	2,770,685	3,313,309	138,795	3,452,104	1,256,25	4 23,829,5	2,397,040	26,226,561
Other comprehensive income	-	-	-	(1,051,767)		-	-	•	- (1,051,76	7) (132,510)	(1,184,277)
Reserves for revaluation of property and equipment	-	-	-	8,924		-	-		- 8,9	<b>24</b> 1,664	10,588
Translation adjustment, net foreign investment	-	-	-	(565,231)		-	-		- (565,23	<b>1)</b> (130,220)	(695,451)
Financial instruments with changes to the OCI	-	-	-	(17,783)		-	-	-	- (17,78	<b>3)</b> (610)	(18,393)
Losses due to new measurements of defined benefit plans, net of taxes	-	-	-	851			-	-	- 8	<b>51</b> 198	1,049
The equity method recognized in equity	-	-	-	(472,671)	-		-		- (472,67	<b>1)</b> (576)	(473,247)
Flows hedging – derivative instruments	-	-	-	(5,857)			-		- (5,85	7) (2,966)	(8,823)
Net income	-	-	-	-		-	-	979,34	7 979,3	47 153,434	1,132,781
Total net comprehensive income for the period	-	-	-	(1,051,767)		-	-	979,34	7 (72,42	0) 20,924	(51,496)
Transfer to retained earnings	-	-	1,256,254	-			-	(1,256,254	1)	- (180)	(180)
Dividends recognized as distributions for owners (518 pesos per share) 13	-	-	(301,464)	-	-		-	-	- (301,46	4) (93,160)	(394,624)
Reserves for protection of investments	-	-	(453,621)	-	453,621		453,621		-		-
Minimum dividend preference shares 12	-	-	20,314	-			-		- 20,3	14 -	20,314
Impact from the application of new accounting standards	-	-	(5,477)	-			-	-	- (5,47	7) -	(5,477)
Impact from merge of subsidiaries (GIS Panamá – Finance)	-	-	(63,829)	-			-	- (27,281	l) (91,11	0) -	(91,110)
Increases or decreases from other equity changes	-	-	92,177	-			-		- 92,1	77 1,395	93,572
Balance at September 30, 2018	109,121	3,290,767	13,494,944	1,718,918	3,766,930	138,795	3,905,725	952,06	6 23,471,5	41 2,326,019	25,797,560

The Notes are an integral part of these Financial Statements.

David Bojanini Garcia Legal Representative Luis Fernando Soto Salazar Accountant T.P. 16951-T Mariana Milagros Rodríguez Auditor T.P. 112752-T

Designated by Ernst & Young Audit S.A.S. TR-530 (See my report of November 14, 2018)



# GRUPO DE INVERSIONES SURAMERICANA S.A.

# CONSOLIDATED CASH FLOWS STATEMENT

For the period ended September 30, 2018 (with comparative figures at September 30, 2017) (Values expressed millions of Colombian Pesos)

	Notes	September 2018	•
ncome		1,105,501	1,097,
Adjustments to reconcile net income			
Adjustments for income tax expenses	8	325,539	366,
Adjustments for financial costs	19	431,308	476,
Adjustments for decreases (increases) in inventories		5,018	
Adjustments for decreases (increases) in accounts receivable insurance activities		851,413	(84,2
Adjustments for decreases from accounts receivable from trade sources		(58,863)	(221,6
Adjustments for increases in other accounts receivable from operating activities		(1,057)	(4,5
Adjustments for increases in accounts payable from trade sources		73,441	13
Adjustments for increases (decreases) in accounts payable, insurance activities		(170,559)	6,
Adjustments for increases (decreases) in other accounts payable from operating activities		(91)	
Adjustments for depreciation and amortization expenses		409,343	399
Adjustments for impairment recognized in profit and loss for the period		9,165	20
Adjustments for provisions		(67,522)	137
Adjustments for losses from unrealized foreign currency		1,202,911	(884,
Adjustments for fair value profit		(333,324)	(569,
Adjustments for undistributed profits from application of the Equity Method	10	(723,111)	(765,
Other adjustments from items other than cash (Assessment of investments at amortized		(149,447)	(353,
cost)		(143,447)	(555,
Adjustments for losses (gains) from the disposal of non-current assets		5,703	(614,
Other adjustments from losses (gains) for the disposal of non-current assets		(933,537)	(712,
Variations of reserves		(551,646)	(1,376,
Total adjustments to reconcile net income		324,684	(4,165,
Net cash flows from operations		1,430,185	(3,067,
Dividends received, associates		351,566	386
Income tax paid (reimbursed)		(445,935)	(298,
Other non-financial assets		(128,667)	57
Net cash flows from operating activities		1,207,149	(2,923,
Cash flows from (used in) investing activities			
Cash flows from loss of control of subsidiaries or other businesses		4,829	
Cash flows used to obtain control of subsidiaries or other businesses		(2,069)	(684,
Other charges from the sale of equity or debt instruments of other entities		9,266,765	9,418
Other payments to acquire equity or debt instruments of other entities		(9,740,317)	(7,045,
Imports from the sale of property, plant and equipment		2,348	60
Purchase of property and equipment		(67,413)	(74,
Proceeds from sales of intangible assets		6,767	561
Purchase of intangible assets		(206,926)	(187,
Resources for sales of other long-term assets		2	335
Purchase of other long-term assets		(16,978)	(97,
Payments derived from future contracts, forward contracts, options and swap agreements (swaps)		(92,425)	(60,
Collections from future contracts, forward contracts, options and swap contracts (swaps)		2,688	70
Interest received		540,927	481
Net cash flows from (used in) investing activities		(301,802)	2,779



# GRUPO DE INVERSIONES SURAMERICANA S.A. CONSOLIDATED CASH FLOWS STATEMENT

For the period ended September 30, 2018 (with comparative figures at September 30, 2017) (Values expressed millions of Colombian Pesos)

	Note	September 2018	September 2017
Cash flows from financing activities			
Payments from issuance of shares		20,313	28,604
Proceeds from loans		1,907,887	4,297,612
Loan repayments		(2,194,950)	(3,343,181)
Payment of financial lease liabilities		(12,634)	(10,376)
Dividends paid	13	(203,484)	(373,690)
Interest paid		(309,133)	(396,419)
Other inflows (outflows) of cash		(2,500)	(5,821)
Net cash flows from financing activities		(794,501)	196,730
Increases (decreases,) net of cash and cash equivalents, before the changes in the exchange rate		110,846	52,806
Impact of variations in the exchange rate on cash and cash equivalents			
Impact of variations in the exchange rate on cash and cash equivalents		5,231	(147,728)
Net increase of cash and cash equivalent		116,077	(94,922)
Cash and cash equivalents at beginning of period	6.1	1,588,289	2,066,959
Cash and cash equivalents at end of period	6.1	1,704,366	1,972,037

The Notes are an integral part of these Financial Statements.

David Bojanini Garcia Legal Representative Luis Fernando Soto Salazar Accountant T.P. 16951-T Mariana Milagros Rodríguez Auditor T.P. 112752-T Designated by Ernst & Young Audit S.A.S. TR-530 (See my report of November 14, 2018)



# GRUPO DE INVERSIONES SURAMERICANA S.A. NOTES FOR THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

For the period ended at September 30, 2018 (with comparative figures at December 31, 2017), the figures of the Statement of Financial Position, and at September 30, 2017, figures of the Income Statement, Statement of Comprehensive Income, and Changes in Equity Statement and Statement of Cash Flows.)

Values are expressed in millions of Colombian Pesos, excluding foreign currency values, exchange rates, number of shares, and earnings per share.

#### NOTE 1. REPORTING ENTITY

Grupo de Inversiones Suramericana S.A., hereinafter, Parent Company, "Grupo SURA", was established in connection with the spin-off of Compañía Suramericana de Seguros S.A., according to Public Deed No. 2295 of 24 December 1997 of the 14<sup>th</sup> Notary, in Medellin, formalized accounting on 1 January 1998; the principal domicile is in the city of Medellin, at Carrera 43<sup>a</sup> #5<sup>a</sup> - 113, Floor 15, but may have branches, agencies, offices, and representations in other places in the country and abroad, when determined by the Board of Directors. The duration of the Company is until the year 2097.

Its corporate purpose is investment in movable and immovable property. Related to investment in property, plus any kind of movable property, may be done in shares, quotas, or shares in companies, entities, organizations, funds, or any other legal figure that allows investment of resources. It also may invest in securities or fixed income instruments, variable, whether or not listed on a public market. In any case, issuers and/or investees may be, public or private, national, or foreign.

The Company is subject to sole control by the Financial Superintendence of Colombia (Superintendencia Financiera de Colombia), being registered in the National Registry of Securities and Issuers (RNVE) as issuer of securities.

Grupo de Inversiones Suramericana S.A. is a Latin American company listed on the Colombia Stock Exchange (BVC) and is registered in the ADR program - Level I in the United States. It is also the only Latin American company in the sector Diversified Financial Services, which is part of the Dow Jones Sustainability Index, with which companies that stand out worldwide for its best practices in economic, environmental, and social issues, are recognized. Grupo SURA classifies its investments in two ways: strategic, focused in the sectors of finance services, insurance, pensions, savings, and investment, and investments in portfolio that are, primarily, in the sectors of processed foods, cement, and energy.

In recent years, companies that are part of portfolio investment Grupo SURA have extended their presence to other countries and regions in the Western Hemisphere, including Central America, the Caribbean, the United States, Peru, Chile, Uruguay, Mexico, Argentina, and Brazil.

The investments in the financial services sector includes a 46.12% from the shares with voting rights (equivalent to a share capital of 24.44%) of Bancolombia, where Grupo SURA is the largest shareholder, with a share of 81.13% of the capital of Suramericana S.A., the company that groups together insurance companies. The remaining 18.87% of the share capital of Suramericana belongs to German insurance company Münchener Rückversicherungs-Gesellschaft Munich, known as "Munich Re." In addition, Grupo SURA directly holds 76.47% share capital of Sura Asset Management S.A., and 7.11% through Grupo de Inversiones Suramericana Panamá S.A., a company that groups together investments in the sector of pensions, savings, and investments in the region. The remaining 16.42% of the share capital of Sura Asset Management S.A. is held by other local and international shareholders.



The investments in the segment of processed foods of the industry sector, includes a stake of 35.17% of the share capital of Grupo Nutresa S.A., the largest processed foods conglomerate in Colombia, where Grupo SURA is also the majority Shareholder.

The investments in segment cement, concrete, energy, ports, coal mines, and the real estate sector, includes a stake of 35.56% of shares with voting rights of Grupo Argos S.A. (equivalent to a participation of 26.78% of the share capital, where Grupo SURA is also the majority Shareholder. Grupo Argos S.A. is both the controlling Shareholder of Cementos Argos S.A. and Celsia S.A. E.S.P.

The main activities of Grupo SURA are described in Note 15 Operating Segments.

# NOTE 2. BASIS OF PREPARATION OF THE FINANCIAL STATEMENTS 2.1. STATEMENT OF COMPLIANCE

The Consolidated Financial Statements have been prepared in accordance with Accounting Standards and Financial Reporting accepted in Colombia (NCIF), established by Law 1314 of 2009, regulated by the Unified Regulatory Decree 2420 of 2015, amended by Decree 2496 of 2015 and 2131 of 2016. IFRS are based on the International Financial Reporting Standards (IFRS), along with the interpretations issued by the International Accounting Standards Board — as it is known by the acronym in English - IASB, translated in an official manner and authorized by the International Accounting Standards Board (IASB), contained in the "2015 red book version", published by the International Accounting Standards Board (IASB - as it is known by the acronym in English).

The application of said International Standards, in Colombia, is subject to certain exceptions, established by the regulator, and contained in Decree 2420 of 2015, and amending. These exceptions vary depending on the type of company, for Suramericana, the following applies:

• Article 4 of the Decree 2131 of 2016, modified in Part 2, of Book 2 of Decree 2420 of 2015, added to by Decree 2496, of 2015, allowing that at December 31 of 2016, the determination of the post-employment benefits for future retirement pensions or disability, under the requirements of IAS 19, nevertheless requires the disclosure of the calculation of pension liabilities,, in accordance with the parameters established in Decree 1625 of 2016, Articles 1.2.1.18.46 and following and, in the case of partial pension commutations, in accordance with the provisions of Number 5 of Article 2.2.8.8.31 of Decree 1833 of 2016, informing the variables used and the differences with the calculation realized, in the terms of the technical framework under NCIF.

### 2.2. FINANCIAL STATEMENTS FOR INTERIM PERIODS

The Condensed Consolidated Financial Statements, for the nine-month period, ended September 30, 2018, have been prepared in accordance with IAS 34 Interim Financial Reporting, and therefore, do not include all the information and disclosures required for Annual Financial Statements. Consequently, these Interim Financial Statements should be read in conjunction with the Annual Consolidated Financial Statements of Grupo SURA at December 31, 2017.

Some of the amounts and disclosures in relationship to the Third Quarter of 2017, presented in these Financial Statements for comparison purposes, may present variations from information published in the Condensed Consolidated Financial Statements at September 30, 2017, due to the creation of new activities, reclassifications in-lines, and adjustments that were realized following the audit and internal review by the Administration during the transition to NCIF, realized for the closing of the Financial Statements. ended December 31, 2017, submitted, and approved at the Shareholders' Meeting on February 27, 2018. The



Administration of the Group considers that these adjustments are not material and do not affect the reasonability of the information formerly published.

#### 2.3. BASIS FOR MEASUREMENT

The presentation of Financial Statements, in accordance with NCIF, requires that estimates and assumptions be made, which impact the reported amounts and disclosures of the Financial Statements, but do not impair the reliability of the financial information. The actual results may differ from those estimates. Estimates and assumptions are constantly reviewed. The review of the accounting estimates is recognized in the period, in which, the estimates are revised, in the case where the revision impacts that period, or in the period of the revision and future periods, if it the revisions impact both the current period, as well as, future periods.

Assets and liabilities are measured at cost or amortized cost, except for certain financial assets and liabilities and investment properties that are measured at fair value. Financial assets and liabilities measured at fair value correspond to those classified in the category of assets and liabilities at fair value through profit or loss, and those equity investments measured at fair value through equity, all financial derivatives and assets and recognized liabilities that are designated as hedged items in a fair value hedge, as well as, those whose book value is adjusted with changes in fair value, attributable to the hedged risk.

The Consolidated Financial Statements are presented in Colombian Pesos and its figures are expressed in millions of Colombian Pesos, rounded to the nearest unit, except net income per share and the representative exchange rate of the exchange market, which are expressed in Colombian Pesos and foreign currencies (for example: Dollars, Euros, etc. See Note 22).

#### 2.4. UPDATE OF ACCOUNTING POLICIES

The Board of Directors of Grupo SURA, upon recommendation of the Audit and Finance Committee, approved an update of the accounting policies, on the recognition of income from contracts with customers and the impairment methodologies, applied to financial assets, in order to standardize the scope in IFRS 15 and IFRS 9 respectively, which came into force as of January 1, 2018.

Faced with the income policy (IFRS 15), this update will allow the classification of the income obtained by the Company, in accordance with the activities, realized, to satisfy the obligations acquired contractually, with customers, regardless of whether they are stipulated in a single contract. Impact associated with this change in insurers, are presented where the separation of income received, from insurance premiums income from complementary services (assistance) is required, considering that there are different performance obligations to be met by clients. However, this change will only have an impact on the presentation of the Financial Statements. In Companies of the outsourcing segment, an impact of \$(2,445) million is presented, due to the restatement of the standard.

In relation to the prospective impairment policy (IFRS 9), the methodology is based on the relevance of impacting the Company's results, for the losses associated with the credit risk of the financial assets, from the initial moment of their recognition, in the balance sheet, instead of waiting for an event or contingency that evidences its deterioration to occur, as is the case with the incurred loss methodology, established in the previous standard (IAS 39). The prospective methodology corresponds to the estimated loss that can be foreseen, from the initial moment in which the financial asset is recognized, based on the probability of exposure and real guarantees that the company has, and presents a net impact of taxes on equity of \$(3,032).

## Hyperinflation Argentina



In recent years, the Argentine economy has shown high inflation rates, which has grown significantly in the Second Quarter of 2018, due to tariff adjustments in public services, the devaluation of the Argentine Peso, and seasonal factors. Although the measurement has not been totally consistent in recent years, and different indexes have coexisted, the data suggest that the cumulative inflation of the last three years has recently exceeded 100%, with which IAS 29 becomes mandatory as of July 1, 2018.

The Board of Directors of Grupo SURA approved the inclusion of the new hyperinflationary accounting policy, for applying adjustments, for inflation, in accordance with IAS 29 of Financial Information of hyperinflationary economies. Due to the operational complexity, as well as the collection of information, given the nature of the adjustments for inflation, to date, Grupo SURA is quantifying the impacts of applying the new policy to companies whose functional currency is the Argentine peso. The Interim Financial Statements, at September 30, 2018, do not include any impact, due to the application of IAS 29. However, according to preliminary calculations, Management believes that the impact on the Financial Statements are immaterial.

#### Leases

The Board of Directors approved the change in the Lease Accounting Policy, with the purpose of reflecting the new IFRS 16 of Leases, proposed by the International Accounting Standards Board (IASB), adopted in Colombia through Decree 2496 of 2015, and modified by Decree 2131 of 2016.

This change in accounting policies will be effective, as of January 1, 2019, and will be reflected in the assets for rights-of-use, and liabilities for leases.

#### 2.5. PRESENTATION OF FINANCIAL STATEMENTS

Grupo SURA presents the statement of financial position by liquidity order.

In the Statement of Comprehensive Income, income and expenses are not offset, unless such compensation is permitted or required by any accounting standard or interpretation and is described in Grupo SURA's policies.

### 2.6. CONSOLIDATION PRINCIPLES

## Subsidiaries

The Consolidated Financial Statements include the Financial Statements of Grupo SURA and its subsidiaries as of September 30, 2018. Grupo SURA consolidates the financial results of entities over which it exercises control.

A subsidiary is a controlled entity, directly or indirectly, by any of the companies that make up Grupo SURA. Control exists when one of the group companies has the power to direct the relevant activities of the subsidiary, which are generally operating activities and financing, in order to obtain benefits from its activities, and is exposed, or has rights, to the yields variables, of the same.

Grupo SURA's Consolidated Financial Statements are presented in Colombian Pesos, which in turn is the functional currency and presentation currency of Grupo SURA, the Parent Company. Each subsidiary Grupo SURA determines its own functional currency and items included in its Financial Statements using that functional currency.

The Financial Statements of subsidiaries for consolidation purposes, are prepared under the accounting policies of Grupo SURA, and included in the Consolidated Financial Statements from the date of acquisition to date the Grupo SURA loses its control.



Assets, liabilities, equity, income, costs, expenses, and cash-flows intra-Group are eliminated in the preparation of the Consolidated Financial Statements.

When Grupo SURA loses control over a subsidiary, any retained residual investment is measured at fair value, gains or losses arising from this measurement are recognized in profit or loss.

#### Investment in associates

An associate is an entity over which Grupo SURA has significant influence over the decisions of financial and operating policies without achieving control or joint control.

At the acquisition date, the excess of acquisition cost over the net fair value of identifiable assets, liabilities and contingent liabilities assumed of the associate or joint venture is recognized as goodwill. The goodwill is included in the book value of the investment.

The results, assets, and liabilities of associates are incorporated in the Consolidated Financial Statements using the Equity Method. The Equity Method is applied from the acquisition date to when the significant influence or joint control over the entity is lost.

The participation, of profit or loss of an associate, is presented in the Statement of Comprehensive Income, net of taxes and non-controlling interests in the subsidiaries of the associate or joint venture, the participation of changes, recognized directly in equity, and the other comprehensive income of the associate, is presented in the Statement of Changes in Equity and other consolidated comprehensive income.

Cash dividends received from the associate or joint venture is recognized by reducing the book value of the investment.

Grupo SURA periodically analyzes the existence of indicators of impairment and, if necessary, recognizes impairment losses for investment in the associate. Impairment losses are recognized in profit and loss and are calculated as the difference between the recoverable amount of the associate or joint venture, being the higher of value in use and its fair value less costs to sell, and their book value.

When the significant influence over the associate is lost, Grupo SURA measures and recognizes any retained residual investment remaining at fair value. The difference between the book amount of the associate (taking into account, the relevant items of other comprehensive income) and the fair value of the retained residual investment, with the value from its sale is recognized in profit or loss for the period.

#### Non-controlling interest

Non-controlling interests in net assets of consolidated subsidiaries are presented separately within the equity of Grupo SURA. Profit or loss and other comprehensive income are also attributed to non-controlling and controlling interests.

Purchases or sales of shares in subsidiaries, non -controlling interests that do not involve a loss of control are recognized directly in equity.



#### NOTE 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied in the preparation of the Condensed Consolidated Financial Statements, for the interim period ended September 30, 2018, are consistent with those used in the preparation of Annual Financial Statements to be prepared under IFRS as of December 31, 2017.

In accordance with the International Financial Reporting Standards and Financial Information accepted in Colombia (NCIF), Grupo SURA and its subsidiaries apply the accounting policies and procedures of the Parent Company. The following are the significant accounting policies applied by Grupo SURA, in the preparation of its Consolidated Financial Statements.

#### 3.1. INSURANCE ACTIVITIES

#### A. REINSURANCE AND COINSURANCE OPERATIONS

#### REINSURANCE

Grupo SURA considers reinsurance as a contractual relationship between an insurer and reinsurer, in which the first overall yields, or in part, the reinsurer, the risks assumed or to its policyholders.

Premiums corresponding to ceded reinsurance are registered according to the terms of reinsurance contracts and under the same criteria for direct insurance contracts.

Ceded reinsurance contracts do not relieve Grupo SURA of its obligations to policyholders.

Grupo SURA does not make compensation for the assets for reinsurance liabilities for insurance contracts generated and presented for separately in the Statement of Financial Position.

# COINSURANCE

Grupo SURA considers coinsurance as concurrency agreed two or more insurers in covering the same risk; for co-insurance contracts, the responsibility of each insurer to the insured is limited to its percentage stake in the business.

Grupo SURA's recognized in the Statement of Financial Position the balance derived from insurance operations based on the participation percentage agreed upon, in the insurance contract.

#### IMPAIRMENT OF REINSURANCE AND COINSURANCE

Grupo SURA considers that an asset for reinsurance and coinsurance is impaired and reduces its book value and recognizes the effects on the result, if, and only if:

- a) There is objective evidence, as a result of an event that occurred after the initial recognition of the asset for reinsurance, that the ceding may not receive all imports due to him according to the terms of the contract; and
- b) that event has an effect that can be measured reliably on amounts that the assigner will receive from the reinsurer.

# **B. DEFERRED ACQUISITION COSTS - DAC**

DAC corresponds to the deferral of the cost of acquiring new customers. For tax purposes, this cost decreases the basis of income tax, on the exercise performed, while for international standards an amortizable intangible asset can recognized that represents the right of the company to benefit from the investment management of its affiliates and it is amortized to the extent that the company recognizes revenues during the period in which a client maintains its investment with the Company.



## C. LIABILITIES FROM INSURANCE CONTRACTS

The liabilities from insurance contracts represent for Grupo SURA 's the best estimate of future payments to be made for the risks assumed in insurance obligations; which are measured and recognized through technical reserves. The reserves for Grupo SURA are:

a) Ongoing Risk Reserve: is one that is made for the fulfillment of future obligations arising from commitments under policies in effect on the date of calculation. The current ongoing risk reserve is made up of for the unearned premium reserve and the reserve for insufficient premiums.

The unearned premium reserve represents the portion of current written policies' premiums and premiums for policies with future onset of effect, discounting the shipping costs, corresponding to the time not running the risk.

The reserve for insufficient premium compliments the unearned premium, to the extent that the premium is not sufficient to cover the unexpired risks and expenses not incurred.

- b) Mathematical Reserve: it is one that provides for the payment of obligations in individual life insurance and the shelters whose premium has been calculated as leveled or whose insurance benefit is paid as income.
- c) Insufficient Asset Reserve: is one that is established to compensate for the failure that could arise, to cover expected liabilities flows that make up the Mathematical Reserve with flows of assets of the insurance company.
- d) Pending Claims Reserve: it is one that provides for the payment of claims incurred once notified or to ensure coverage not reported to the calculation date. The reserve for outstanding is made up of the reserve of notified claims and the reserve of occurred claims not reported.

Notified claims reserves corresponds to the amount of resources to earmarked for the insurer to meet future claim payments that have already occurred, once these have been notified, like expenses associated with these at the date of calculation of the reserve.

Reserve claims incurred, but not reported, represents an estimate of the amount of resources earmarked for the insurer to meet future claims payments that have already occurred at the date of calculation of the reserve, but they not yet have been notified to the insurance or for those which an entity does not have sufficient information.

- e) Claims Deviation Reserve: is one that is formed to cover risks whose claims experience may cause large deviations from the expected.
- f) Reserve Catastrophic Risk: is one that is formed to cover the risks arising from catastrophic events, characterized by its low frequency and high severity.

### D. EMBEDDED DERIVATIVES

Embedded derivatives in insurance contracts are separated if not considered to be closely related to the main insurance contract and do not meet the definition of an insurance contract.



These embedded derivatives are presented separately in the category of the financial instruments and are measured at fair value through profit or loss.

#### E. LIABILITIES ADEQUACY TEST

Technical provisions recorded are regularly subject to a reasonability test, in order to determine their adequacy on the basis of projections of all future cash flows of existing contracts. If, as a result of this test, it is shown that they are inadequate, they are adjusted against income for the year.

#### F. EXPECTED FAVORABLE RETURNS (EFF)

Grupo SURA recognizes future payments to be made for Expected Favorable Returns in terms of accidents and continuity that are agreed to at the start of insurance contracts, by recognizing a provision.

#### G. DEFERRED REVENUE

#### INCOME FROM REINSURANCE COMMISSIONS

Grupo SURA defines a reinsurance commission as economic compensation paid for by the reinsurer to the reinsured company, usually in proportional reinsurance on the volume of ceded premiums. Grupo SURA realizes the recognition of income during the period of the reinsurance coverage.

#### DEFERRED INCOME LIABILITIES (DIL)

Corresponds to deferred income contribution to cover maintenance costs and a reasonable level of income in the periods in which such affiliates become non-contributors or pensioners and that by law cannot be charged for the administration of funds and/or pension payments, while fiscal revenue is recognized in full in the year it is that it is perceived.

#### 3.2. CURRENCY

# 3.2.1. FUNCTIONAL

Items included in the Financial Statements of each of Grupo SURA entities are measured using the currency of the primary economic environment in which the entity operates (the functional currency). The functional and presentation of the Consolidated Financial Statements of Grupo SURA currency is the Colombian Peso, which is the currency of the primary economic environment in which it operates, also due to the currency that influences the cost and revenue structure.

#### 3.2.2 FOREIGN CURRENCY

Transactions in foreign currencies are initially recorded at the exchange rate of the functional currency prevailing at the date of the transaction. Subsequently, monetary assets and liabilities in foreign currencies are translated at the exchange rate of the functional currency prevailing at the closing date of the period; non-monetary items that are measured at fair value are translated using the exchange rates at the date when fair value and non-monetary items that are measured at amortized cost are translated using the exchange rates prevailing determined to date of the original transaction.

All exchange differences are recognized in the Statement of Comprehensive Income except for exchange differences arising from the translation of foreign operations recognized in other comprehensive income; until the disposal of the foreign operation to be recognized in profit or loss.

For the presentation of the Consolidated Financial Statements of Grupo SURA, the assets and liabilities of foreign operations, including goodwill and any adjustment to the fair value of the assets and liabilities arising from the acquisition, are translated into Colombian Pesos at the rate exchange rate at the closing date of the



reporting period. Income, costs and expenses and cash flows are translated at average exchange rates for the period.

### 3.3. INVESTMENTS

#### 3.3.1. SUBSIDIARIES

A subsidiary is a controlled entity, directly or indirectly, by any of the companies that make up Grupo SURA Control exists when one of the group companies has the power to direct the relevant activities of the subsidiary, which are generally operating activities and financing, in order to obtain benefits from its activities, and is exposed, or has rights, to the yields variables, of the same.

### 3.3.2. ASSOCIATES AND JOINT VENTURES

An associate is an entity over which Grupo SURA has significant influence over the decisions of financial and operating policies without achieving control or joint control.

Grupo SURA exercises significant influence when it has the power to intervene in the financial or operational decisions of another company, without achieving control or joint control. It should be presumed that Grupo SURA exerts significant influence when:

- Has, directly or indirectly, 20% or more of the voting power in the company, unless it can be shown that such influence does not exist through the management bodies; or
- Even if directly or indirectly ownership less than 20% of the voting power in the company, you can clearly demonstrate that there is significant influence through the governing bodies.

Grupo SURA evidences significant influence through one or more of the following aspects:

Representation in the management body of the Company or associate;

- Participation in the determination of policies and decisions on dividends and other distributions;
- Transactions of relative importance with the associate;
- Exchange of management personnel; or
- Providing essential technical information

Investments are initially recognized at the cost of the transaction and are subsequently measured to the Equity Method.

Grupo SURA must account at the time of acquisition of the investment the difference between the cost of the investment and the portion that corresponds to Grupo SURA in the net fair value of the identifiable assets and liabilities of the associate, as follows:

- If the portion of the fair value of the associated assets and liabilities of the associate is less than the value of the acquisition, a higher value that forms part of the cost of the investment arises; or
- If the fair value portion of the associated assets and liabilities of the associate is greater than the value of the acquisition, it is considered a purchase on an advantageous basis, this difference is recognized as income for the period.

Dividends received in cash from the associate or joint venture are recognized as a lower value of the investment.



Grupo SURA periodically analyzes the existence of impairment indicators and, if necessary, recognizes impairment losses on the investment in the associate or joint venture. Impairment losses are recognized in profit or loss for the period and are calculated as the difference between the recoverable value of the associate or joint venture, which is the higher of the value in use and its fair value less costs to sell, and Its value in books.

When significant influence on the associate or joint control over the joint venture is lost, Grupo SURA measures and recognizes any residual investment held in it at its fair value. The difference between the book value of the associate or joint venture (taking into account, the corresponding items of other comprehensive income) and the fair value of the residual investment retained, with the value from its sale, is recognized in the income for the period.

#### 3.4. INCOME

# Income from customers:

Grupo Sura establishes a five-step model, to account for the income derived from contracts with customers. Revenues are recognized for an amount that reflects the consideration to which an entity expects to be entitled, in exchange for transferring goods or services to a customer. The 5 steps identified for the determination of income recognition are:

- 1. Identification of the contract with the client
- 2. Identification of performance obligations
- 3. Determination of the transaction price
- 4. Assignment of the transaction price to each of the performance obligations
- 5. Recognition of income from ordinary activities when performance obligations are met.

The incremental costs (activatable costs,) are treated as assets, if Grupo Sura expects to recover them within the same contract. The costs of obtaining a contract, that is incurred independently, if the contract is won or not, will be carried to cost, in the period in which they are incurred.

Premium income issued, corresponds to the values received for insurance coverage, and complementary services to the insurance activity.

The following specific recognition criteria must also be met before income is recognized.

#### 3.4.1. INCOME FROM PREMIUMS ISSUED

The written premiums are comprised by the total premiums receivable, for the entire period of coverage. The income for written premiums is recognized at the time the respective policies are issued. They are distributed throughout the period, through technical reserve; the income of these premiums is reduced by cancellations and/or cancellations in the case of cancellations, corresponds to the amount of the premium accrued, up to the time of cancellation due to the expiration of the payment deadline.

Revenue, from premiums accepted in reinsurance, is incurred at the time of receiving the corresponding account statements of the reinsurers.

Unearned premiums are calculated separately for each individual policy to cover the remaining portion of the premiums written.

Complementary services to the insurance activity



The Company recognizes as complementary services to the insurance activity, the services provided, that do not correspond to insurance risks These services include: transportation due to injuries or illness, displacement and lodging of a relative, displacement due to the death of a relative, transportation in case of death, travel expenses for interruption of travel, telephone legal assistance, among others.

Revenues, received for services complementary to the insurance activity, are recognized when the transfer of the services committed to its customers is realized, and are recognized in the amounts that reflect the consideration, that the Company expects to receive, in exchange for said services.

"For policies issued by insurance companies, that are associated with the provision of services that do not require the occurrence of a claim, should be identified as a separate performance obligation."

#### 3.4.1.1. GENERAL SECURITIES

The solution of automobiles, home, and fire, includes a component of services that do not correspond to insurance risks such as: Transportation due to injuries or illness, displacement and lodging of a family member, displacement due to the death of a family member, transportation in case of death, professional driver, transmission of urgent messages, towing, lodging and transportation due to the damages of the car, lodging and transportation due to the theft of the car, mobile and locksmith workshop, location and shipment of spare parts, designated driver, accompaniment with the transit authority, orientation via telephone for transit procedures, plumbing damages, electricity, locksmith, replacement for glass damages, security services, travel expenses for interruption of travel, telephone assistance for legal matters. These components constitute additional performance obligations, under the requirements of IFRS 15, which is the reason why the Company must assign, to the value of the premium received, a portion for complementary services to the insurance activity, whenever applicable.

Grupo Sura decided to use the practical solution of IFRS 15 and will not adjust the value that has been committed, as consideration, to account for, the effects of a significant financing component, when it is expected, at initiation of the contract, in the period between, the time that the Company transfers committed service to the customer, and the time the customer pays for that good or service, is one year or less. Therefore, for short-term advances, the amount of such advances will not be adjusted, even if the impact of the financing component is significant.

#### 3.4.1.2. LIFE

The main corporate purpose of the Company is to realize individual insurance, and reinsurance operations on life policies, under the modalities and branches, expressly authorized by law.

### 3.4.2. INCOME FROM PROFESSIONAL RISK MANAGEMENT

Professional Risk Management estimates the value of mandatory contributions, taking into account workers who were affiliated, during all, or part of, the period (new entry and withdrawal), the basic salary of trading and type of risk reported in the last assessment or affiliation. When the employer does not report novelties, the estimated value of the quote may not be less than the amount quoted in the latest personal or voluntary contributions form.

#### 3.4.3. DIVIDEND INCOME

Grupo SURA recognizes revenue for dividends when:

- a) there has been established, the right to receive payment of the dividend;
- b) it is probable that the entity receives economic benefits associated with the dividend; and



c) The value of the dividend can be measured, reliably

The foregoing is not applicable when the dividend represents a recovery of the cost, of the investment.

#### 3.4.4. COMMISSION INCOME

When Grupo Sura involves a third party, in providing goods or services to a client, it is determined whether the nature of its commitment is a performance obligation, consisting of providing the goods or services specified by itself (i.e. the entity acts as a principal), or service in organization, for the third party, the supply of those goods or services (that is, the entity acts as an agent).

Grupo Sura will be a principal if it controls a good or service committed to, before the entity transfers it to a client. However, Grupo Sura is not necessarily acting as a principal, if it obtains the legal right over a product only momentarily, before the right is transferred to the client.

When Grupo Sura is defined as a principal, that is, satisfies a performance obligation, it recognizes revenue from ordinary activities, as the gross value of the consideration to which it expects to be entitled to change the goods or services transferred.

Grupo Sura acts as an agent, if the performance obligation consists of organizing the supply of goods or services for another entity. When Grupo Sura acts as an agent, revenue from ordinary activities is recognized for the value of any payment or commission, to which it expects to be entitled, in exchange for arranging for the other party, the provision of its goods or services. The payment, or commission, may be the net value of the consideration that the entity retains after paying, the other party, the consideration received in exchange for the goods or services, to be provided by that party.

Commission income is recognized with the provision of the service. Those that have arisen from the negotiations, or participation in the negotiations of a transaction of a third party, such as the disposition of the acquisition of shares, or other securities, or the purchase or sale of business, are recognized in the completion of the underlying transaction.

Portfolio fees and consultancy management and other services are recognized based on the services applicable to the contract where the service is provided.

The assets management fees related to investment funds and investment rates of the contract are recognized on a pro-rata basis over the period of service provision. The same principle applies to equity management, financial planning, and custody services that are continuously provided over an extended period of time. The fees charged and paid between banks, for service payments, are classified as income form fees and expenses for commissions.

### 3.4.5. OUTSOURCING COMPANIES

The services, provided by the outsourcing companies, are sold through separate contracts, with customers or bundled with the sale of equipment. The Group currently registers equipment and services as separate deliverables, and allocates an amount for each deliverable, using the relative fair value approach.

The Group concluded that services are delivered over time, taking into account that the client receives and consumes the benefits simultaneously. At present, income and accounts receivable are recognized, even though the collection of the total consideration depends on the successful completion of the services.



#### 3.4.6. INCOME FROM HEALTH PROVISION ENTITIES

The health companies, of Grupo Sura, as delegates of the Resource Manager of the General System of Social Security in Health (ADRES), for the collection of the contributions of the Mandatory Health Plan, receive a per capita value for the provision of services for each affiliate, which is called the capitation payment unit - CPU, which is modified annually by the National Council for Social Security in Health, and recognizes income from this concept. Likewise, the Company records, as income, the per capita value for promotion and prevention, recognized by the General System of Social Security in Health, in each return and compensation statement, once the respective compensation process has been completed.

Revenues from prepaid medical contracts are caused at expiration, of the same.

#### **3.5. TAXES**

The tax structure of each country in which they are located Grupo SURA companies, regulatory frameworks and the plurality of operations that develop companies, each company makes taxable taxes, fees, and contributions of national and territorial.

Income tax

#### Current

The assets and liabilities for current income tax for the period are measured values expected to be recovered or paid to the tax authority. The expense for income tax is recognized with the current tax clearance, realized between for taxable income and accounting profit or loss affected the rate of income tax for the current year and in accordance with the provisions of the tax rules. In Colombia, taxes and tax laws used to compute these values are those that are approved at the end of the reporting period is reported.

#### Deferred

The deferred income tax is recognized using the liability method calculated on temporary differences between the carrying amounts assets and liabilities and its tax bases. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences, future compensation of tax credits and unused tax losses to the extent that it is probable availability profit future tax against which they can be imputed. Deferred taxes are not discounted at present value.

Assets and deferred tax liabilities are not recognized if the temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and at the time of the transaction affects neither the accounting profit nor taxable profit or loss; and the case for Deferred tax liabilities when it arises from the initial recognition of goodwill.

Deferred tax liabilities related to investments in subsidiaries, associates, and interests in joint ventures are not recognized when the timing of the reversal of temporary differences can be controlled and it is probable that these differences will not reverse in the near future, and deferred taxes assets related to investments in subsidiaries, associates and interests in joint ventures are recognized only to the extent that it is probable that temporary differences will be reversed in the near future and is likely, the availability of future taxable profit against which these deductible differences will be charged.



The book value of deferred tax assets for is reviewed at each reporting date and are reduced to the extent that it is no longer probable that sufficient taxable profit will be available, in totality or in part of the deferred tax asset. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent that it is probable that future taxable income will recover.

Deferred tax assets and liabilities are measured at the tax rates that are expected to be applicable in the period when the asset is realized, or the liability is settled, based on tax rates and tax rules that were approved at the date of filing or whose approval is nearing completion by that date.

The deferred taxes assets and liabilities are offset if there is a legally enforceable right to do so and are to the same taxation authority.

Deferred tax is recognized in profit or loss, except when relating to items recognized outside profit or loss in this case will be presented in other comprehensive income or directly in equity.

Current assets and liabilities, for income tax, are also offset if they relate to the same taxation authority and intends to settle for the net value or to realize the asset and settle the liability simultaneously.

#### 3.6. INTANGIBLE ASSETS

An intangible asset is an identifiable asset, non-monetary without physical substance. Intangible assets acquired separately are initially measured at cost. The cost of intangible assets acquired in business combinations is its fair value at the date of acquisition. After initial recognition, intangible assets are carried at cost less any accumulated depreciation and any accumulated loss for impairment. Costs of intangible assets generated internally, excluding development costs that meet the recognition criteria, are not capitalized and expenditure is reflected in the Statement of Comprehensive Income in profit or loss, at the moment it is incurred.

The useful lives of intangible assets are determined as finite or indefinite. Intangible assets with finite useful lives are amortized over their useful life linearly and evaluated to determine whether they had any impairment whenever there are indications that the intangible asset might have suffered such impairment. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. Amortization expenses of intangible assets with finite useful lives are recognized in the Statement of Comprehensive Income.

Intangible assets with indefinite useful lives are not amortized, but are tested annually to determine whether impairment suffered, either individually or at the level of the CGU. The assessment of indefinite life is reviewed annually to determine whether the indefinite life remains valid. If not, the change in useful life from indefinite to finite is realized prospectively.

Gains or losses, arising when an intangible asset is derecognised, are measured as the difference between the value obtained in the arrangement and the book value of the asset and is recognized in the Statement od Comprehensive Income in the profit or loss.



#### 3.7. FINANCIAL INSTRUMENTS

#### Financial assets

Grupo SURA recognizes financial assets initially at fair value for subsequent measurement at amortized cost or at fair value depending on the business model of Grupo SURA to manage financial assets and the characteristics of contractual cash flows of the instrument.

In the initial recognition of an investment, Grupo SURA will measure a financial asset at its fair value. In the case of assets accounted for at fair value, decreased in transaction costs, since they are charged to an expense account, while for assets, accounted for at amortized cost, transaction costs are added, since they become an integral part of the cost, of the financial instrument, and as such, may be amortized over the life of the instrument, through the effective interest rate method.

Financial assets are recognized at the closing date of the transaction. Likewise, the interest income is recognized in the same rubric, where the valuation is recognized.

#### Accounts receivable

Grupo SURA defined that the business model for accounts receivable is to receive the contractual cash flows, that are initially measured at fair value and are subsequently measured at amortized cost using the effective interest rate.

Financial assets different to those measured at amortized cost

Financial assets, other than those measured at amortized cost, are measured at fair value, which includes investments in equity instruments, that are not held for trading purposes.

Dividends, received in cash, from these investments are recognized in the Income Statement, in the profit or loss section for the period.

Financial assets, that are measured at fair value, are not tested for impairment.

# Impairment of financial assets at amortized cost

For assets amortized cost, impairment is assessed using the model of credit losses incurred at the date of the reporting period.

The periodicity of the impairment is calculated monthly, and the model depends on the time of the financial asset:

## Commercial portfolio of clients:

The deterioration model of the client portfolio shows a percentage of impairment, applicable to the portfolio of companies, by the range of days in default; for this, historical information, available in each company, should be used to calculate the percentage of deterioration with which the portfolio will be impacted in the future. The number of periods, of historical information used, are sufficient to respond to the behavior of the payment of the clients, insuring that there is a balance in the statistics of the information and changes in the payment behavior, of the clients.

## Investments:

To determine the deterioration of this type of financial assets, investments are classified:



- Instruments, whose issuer is a Government, or an entity backed by the Government and which are issued in the functional currency of the country where that Government exercises sovereignty, will not deteriorate.
- Instruments without significant variation in the level of credit risk, from the moment of purchase: for these, the impairment will be determined, based on the probability of occurrence of a credit risk event, in the next 12 months after the reporting date.
- Instruments with significant variation, at the level of credit risk, from the moment of purchase: for these, the impairment will be determined, based on the probability of occurrence of a credit risk event, during the whole life of the instrument.

#### Reinsurance:

The objective of the analysis and validation, realized with the model, is to review the evolution and financial position.

The model has 2 sections. The first is made up of the quantitative indicators, and the second is a qualitative indicator.

To calculate the percentage of the deterioration, a function is constructed by sections, in which it assigns a percentage of deterioration to each rating from 0 to 10. This deterioration is 100% for companies rated between 0 and 2, and passing then, to a root type function for grades between 2 and 8.5. From this last qualification, a deterioration of 0% is assigned, as illustrated in the graph below.

#### Coinsurance:

For the calculation of the impairment, for this type of instruments, the following methodology is applied:

- 1. The net value, between the accounts receivable and accounts payable, of a co-insurer, is identified.
- 2. The impairment is applied to the co-insurer's result by default height between the accounts payable owed to a co-insurer and the account receivable from the same co-insurer at a given time.

This methodology is used, taking into account, the immateriality of co-insurance accounts receivable, and the effectiveness of portfolio management models, that reflect the effectiveness of each Company's Management.

#### Financial liabilities

Grupo SURA on initial recognition, measures its financial liabilities at fair value less the transaction costs that are directly attributable to the acquisition or issue of the financial liability and classifies, at the moment of initial recognition, the financial liabilities for subsequent measurement at amortized cost.

Liabilities, at amortized cost, are measured using the effective interest rate, when they are classified as long-term, that is with a maturity of 12 months. Gains and losses are recognized in the Statement of Comprehensive Income when the liabilities are derecognised as well as through the amortization process under the method of the effective interest rate, which is included in finance costs in the Statement of Comprehensive Income.

Financial instruments that contain both a liability component and equity (financial instruments compounds), shall be recognized and accounted for separately. The liability component is determined for the fair value of future cash flows and the residual value is assigned to the equity component.

### Derecognition

A financial asset or part of it, is derecognized from the Statement of Financial Position when it is sold, transferred, or expires, Grupo SURA loses control over the contractual rights or cash flows of the instrument.



A financial liability or part of it is derecognition from the Statement of Financial Position when the contractual obligation has been discharged or has expired.

# Off-setting financial instruments

The financial assets and financial liabilities are offset so that the net amount is reported in the Consolidated Statement of Financial Position only if (i) there is, at present, a legally enforceable right to offset the recognized values, and (ii) there is an intention to settle the net amount, or realize the assets and liabilities, simultaneously.

### Derivative financial instruments

Changes in the fair value of derivative contracts held for trading are included in profit (loss) from financial operations in the Statement of Comprehensive Income. Certain derivatives embedded in other financial instruments (embedded derivatives) are treated as separate derivatives when their risk and characteristics are not closely related to the host contract and it is not recorded at fair value with unrealized gains and losses are included in profit and loss.

Upon signing of a derivative contract, it must be designated, by Grupo SURA, as a derivative instrument for trading or hedging purposes.

Certain derivative transactions that do not qualify to be accounted for as derivatives for hedging are treated and reported as trading derivatives, even though they provide an effective hedge for managing risk positions.

#### 3.8. OPERATING SEGMENTS

An operating segment is a component of Grupo SURA that engages in business activities from which they may earn income and incur costs and expenses, on which are available financial information and whose operating results are reviewed regularly for the highest authority in operation decisions, Grupo SURA, and decisions, on the allocation of resources, to segments, and assessing the performance.

The financial information of the operating segments is prepared under the same accounting policies used in the preparation of the Consolidated Financial Statements of Grupo SURA.

#### 3.9. FAIR VALUE

Fair value is the price that would be received to sell an asset for or paid for transferring a liability in an orderly transaction between market participants at the measurement date. The fair value of all assets and financial liabilities is determined at the date of the presentation of Financial Statements for recognition or disclosure in the Notes to the Financial Statements.

The fair value is determined:

- Based on quoted prices in markets or identical assets for liabilities that the Company can access on the measurement date (Level 1)
- Based on valuation techniques commonly used for market participants using variables other than quoted prices that are observable for the assets or liabilities, directly or indirectly (Level 2)
- Based on internal valuation techniques of discounted cash flows or other valuation models for Grupo SURA using estimated variables unobservable for the asset or liability, in the absence of variables observed in the market (Level 3).



Judgments include data, such as liquidity risk, credit risk, and volatility. Changes in assumptions about these factors could impact the fair value of financial instruments reported.

#### 3.10. RELATED PARTIES

The following are considered related parties:

- 1. The companies that make up the **Grupo Empresarial SURA** ("The Companies").
- 2. The associated companies.

Only applies for transactions that are considered **unusual** (outside of the ordinary course of business of the company) **and materials.** 

In any case, it must be ensured, that the recurring transactions are realized, under competitive market conditions, and are recognized, in full, in the Financial Statements. For purposes of this document, the definition of associated companies, contained in the Accounting Policy for Investments in Associates, will be applied.

- 3. The Members of the Board of Directors (principals and alternates).
- 4. The Legal Representatives, excluding the Judicial Legal Representatives and Proxies.
- 5. The Personnel of Senior Management, specifically, the first two levels of the organization (including Executive Directors of Audit and Corporate or General Secretaries).
- 6. The close relatives of the Members of the Boards of Directors, the Legal Representatives, and the Personnel of Senior Management, that is, their spouses or permanent companions, as well as the persons within the first degree of consanguinity, first of affinity or only civil.

This policy will not apply to operations that do not involve the provision of a service, or the disposition of goods, between the parties; that is, collaborative activities, synergies, or joint developments, among the Companies, in the interest of the unity of purpose, and direction of the Grupo Empresarial SURA.

Aligned with the International Accounting Standards, and aware that each Company Group will be responsible for identifying transactions between related associated parties, with their businesses, the operations that will, at minimum, be considered, within the present policy are:

- Purchases or sales of products
- Purchases or sales of real estate and other assets
- Loans between companies, in effect at the close of the accounting period
- Leases, where there is a formalization, through a contract
- Provision or reception of services, where there is remuneration, reciprocity, and formalization, through a contract
- Transfers, in which a company generates development or research, exclusively for another entity, and there is remuneration, reciprocity, and formalization, through a contract
- Transfers made, in accordance with financing agreements, (including loans and equity contributions, in cash or in kind)
- Granting of collateral guarantees and warranties
- Settlement of liabilities, on behalf of the entity, or by the entity, on behalf of that related party
- Other commitments and contracts, where there is reciprocity and remuneration
- Transactions, (including compensation and benefits) with members of the Boards of Directors, Legal Representatives, and Senior Management Personnel, which correspond to the first two levels of the organization, that is, to people of the highest hierarchical level of the Companies, responsible of the ordinary course of business, and for devising, executing, and controlling the



- objectives and strategies of the companies; Auditors and Corporate or General Secretaries are included. (It must be transactions with the company, in which the Senior Manager works)
- Transactions within the Company, in which one of the Senior Managers, described above, and their spouse or permanent companion, or their relatives, within the first degree of consanguinity, first of affinity, or solely civil
- · Dividends declared

### Materiality of transactions

All transactions, between related parties must be realized, under conditions of full competition, and framed within the principles of transparency, fairness, and impartiality.

For the purposes of determining materiality, the following factors shall be taken into account:

- Legal, accounting, and tax compliance, in all jurisdictions
- Specific conditions agreed upon with minority Shareholders
- Amount of the operation, which will be defined in the specific policies or procedures of the Companies
- Realization of conditions, other than market conditions, due to a particular event
- Disclosure to regulatory or supervisory authorities
- Reporting requirements, to Senior Management and/or Board of Directors

It will be considered material, if one of these factors applies to at least one of the Companies involved in the transaction.

#### NOTE 4. STANDARDS ISSUED WITHOUT EFFECTIVE APPLICATION

The standards and interpretations, that have been published, but are not applicable at the date of these Financial Statements, are disclosed below. The Group will adopt these standards on the date they become effective, in accordance with the decrees, issued by the local authorities.

#### IFRS 16: Leases

IFRS 16 was issued by the IASB, in January 2016, and replaces IAS 17, IFRIC 4, SIC 15 and SIC 27. This standard, establishes the principles of recognition, measurement, presentation, and disclosure of leases, and requires that tenants account for all their leases, under the same balance sheet model, similar to the accounting under IAS 17 of financial leases. The standard includes two recognition exemptions for tenants: leasing of low-value assets (for example, personal computers), and short-term leases (that is, leases with a term of less than 12 months). At the beginning of the lease, the lessee will recognize a liability for the payment of royalties, (liability for lease), and an asset, representing the right to use the underlying asset, during the term of the lease (right to use the asset). Tenants must recognize the interest expense of the lease liability and the depreciation expense of the right to use, separately.

Tenants must also remediate the lease liability from the occurrence of certain events (for example, a change in the term of the lease, a change in future fees, as a result of a change in the rate, or rate used to determine such fees). The lessee will generally recognize the amount of the remeasurement, of the lease liability, as an adjustment in the right-of-use asset.

The accounting of the lessor, under IFRS 16, has no substantial modifications, with respect to that effectuated, under IAS 17. The lessors will continue to classify all of their leases, using the same classification principles of IAS 17, between financial and operating leases.



IFRS 16 also requires lessees, and lessors, to include more extensive disclosures, to those included under IAS 17. This standard has not been introduced in the Colombian accounting framework, by any decree, to date. The Group is evaluating the potential impact of this standard, in its Financial Statements.

#### IFRS 17: Insurance contracts

In May 2017, the IASB issued IFRS 17, a new comprehensive accounting standard, for insurance contracts, covering measurement and recognition, presentation, and disclosure. Once in effect, IFRS 17 will replace IFRS 4, issued in 2005. IFRS 17 applies to all types of insurance contracts, regardless of the type of entities that issue them, as well as certain guarantees, and financial instruments, with characteristics of discretionary participation. This standard includes few exceptions.

The general objective of the standard is to provide an accounting model for insurance contracts, that is more useful, and consistent, for insurers. Contrary to the requirements of IFRS 4, which primarily seeks to protect previous local accounting policies, IFRS 17 provides a comprehensive model for these contracts, including all relevant issues. The essence of this standard is a general model, supplemented by:

- A specific adaptation for contracts, with characteristics of direct participation (variable rate approach)
- A simplified approach, (the premium allocation approach), mainly for short-term contracts

IFRS 17 has not been introduced into the Colombian accounting framework, by any decree, to date. The Group is evaluating the potential impact of this standard, in its Financial Statements.

# NOTE 5. SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES, AND CAUSES OF UNCERTAINTY IN THE PREPARATION OF THE FINANCIAL STATEMENTS

The preparation of the Consolidated Financial Statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income, and expenses. Actual results could differ from these estimates.

The estimates and underlying assumptions are reviewed regularly. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods impacted.

The determination of these estimates and assumptions is subject to internal control procedures and approvals, which are considered for internal and external studies, industry statistics, environmental factors and trends and regulatory and regulatory requirements.

### Accounting estimates and assumptions

Herewith, are the key assumptions that estimate the future behavior of the variables to the reporting date that have a significant risk of causing a material adjustment to the value of the assets and liabilities during the following Financial Statement, by-product of the uncertainty surrounding described such behavior.

a) Revaluation of property for own use and investment properties Grupo SURA records real estate. (land and buildings). at fair value. and changes in it are recognized in other comprehensive income of the equity, and in the Income Statement, in the case of investment properties.



The revaluation increase, of assets for own use, will be recognized directly in other comprehensive income, and will be accumulated in equity, as a revaluation surplus. The revaluation is calculated every four years.

When the carrying amount of an asset, is reduced, as a result of a revaluation, such decrease shall be recognized in the profit and loss, for the period. However, the decrease will be recognized in other comprehensive income, to the extent that there is a credit balance, in the revaluation surplus, in relation to that asset. The decrease recognized in other comprehensive income, reduces the accumulated value in the equity, denominated revaluation surplus.

The fair value of land and buildings is based on periodic evaluations, realized by qualified external appraisers, as well as internally.

#### b) Fair value of financial instruments

When the fair value of the financial assets and financial liabilities recorded in the Statement of Financial Position is not obtained from active markets, it is determined using valuation techniques that include discount model cash flows. The information in these models is taken from observable markets where possible, but when it is not, some judgment is required to establish fair values. The trials include data such as liquidity risk, credit risk, and volatility.

#### c) Taxes

There is some uncertainty regarding the interpretation of complex tax regulations, changes to tax legislation and measurement and timing of future taxable income. Given the wide range of international trade relations and the complexity and long-term horizons of contractual agreements, differences between actual results and the estimates and assumptions made, as well as future changes to the latter arise. This may require future adjustments to taxable income and expenses already recorded. The Company establishes provisions, based on reasonable estimates, for possible findings of audits performed by tax authorities in all countries where it operates. The scope of these provisions is based on several factors, including historical experience from previous tax audits conducted by the tax authorities, upon the taxable entity.

Deferred tax assets are recognized for unused tax losses, to the extent that it is probable that there are taxable profits to offset such losses. An important judgment by management to determine the value to recognize the deferred tax asset, based on the likely timing and level of future taxable profits, together with future strategies of the Company's tax planning.

#### d) Impairment of goodwill

The determination of impairment of goodwill requires an estimation of the value in use of cash-generating units to which goodwill has been allocated it said. The calculation of value in use requires management to estimate the future cash flows of the CGU and appropriate discount rate to calculate the present value. When the actual future cash flows are lower than expected, there may be a loss for impairment.

- e) The useful life and residual values of property, equipment, and intangibles Grupo SURA shall review the useful lives of all property and equipment and intangible assets at least at the end of each accounting period. The effects of changes in the estimated life are recognized prospectively over the remaining life of the asset.
- f) The probability of occurrence and the value of the liabilities of uncertain value or contingent Grupo SURA shall recognize a provision when the following conditions are met:



- a) It has a present obligation (legal or implicit), as a result of a past event.
- b) Grupo SURA is likely to be an outflow of resources embodying economic benefits to settle that obligation.
- c) You can get a reliable estimate of the obligation.

#### **Judgments**

The preparation of the Financial Statements of Grupo SURA requires that management realize judgments, that may affect the values of revenues, expenses, assets, and liabilities reported, as well as, disclosure of contingent liabilities, at the close of the reporting period.

Information about critical judgments in applying accounting policies that have the most important effect on the amount recognized in the Financial Statements are described below:

- a. Classification of leases
- b. Classification of investment property

#### **NOTE 6. FINANCIAL INSTRUMENTS**

The following is a description of methodologies and assumptions used to determine the values of the financial instruments in the Financial Statements:

### Assets whose fair values approximated to the book value

Financial assets for having a short-term maturity (less than three months), demand deposits and savings accounts without specific maturity, the book value is approximated at fair value. In the case of other equity instruments, an adjustment is also realized to reflect the change in the differential required credit, since the instrument was initially recognized.

As for the instruments for short-term receivables, which are measured at amortized cost, the book value is equivalent, to a reasonable approximation of the fair value.

#### Financial instruments at agreed-upon rates

The fair value of fixed income assets, at amortized cost, is calculated by comparing market interest rates when first recognized, with the current market rates for similar financial instruments.

The estimated fair value of term deposits is based on discounted cash flows using current interest rates in the money market, debt with a similar credit risk and maturity.

#### Fair value hierarchy

Financial assets and liabilities of Grupo SURA are carried at fair value and are classified based on the fair value hierarchy detailed below:

# Level 1 - Quoted prices in markets assets

The input data are Level 1 quoted prices, unadjusted, in assets markets, for identical assets and liabilities. An active market is one where transactions often an asset or liability occur with sufficient volume to generate informative prices.

#### Level 2 - Modeling with data observable market entry

Inputs Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. The input data includes:

• Quoted prices for similar assets or liabilities in active markets;



- Quoted prices for identical or similar assets or liabilities but in markets that are not active; and
- The input data other than quoted prices, for example: interest rates and exchange rates.

# Level 3 - Modeling with unobservable input data

The input data Level 3 are not observable for the assets and liabilities. It can be used to determine fair value when observable inputs are not available. These ratings reflect assumptions that the business unit would take into account that market participants will be using, for example, yields on shares not listed on the stock market.

# Financial liabilities whose fair value approximates the book value

In the case of those obligations maturing in the short-term, their book value approximates their fair value. Accounts for long-term payables usually have maturities of between one and two years. This makes the respective book values are reasonable approximations of their fair values.

For loans with variable interest rates, the carrying amount corresponds to an approximation of its fair value. As for loans with fixed interest rates, the market interest rate for similar loans does not differ significantly; therefore, the carrying amount corresponds to a reasonable approximation of fair value.

The following are balances of financial assets and liabilities, of Grupo SURA, at the close of the fiscal years ended September 30, 2018 and December 31, 2017:

#### **6.1. FINANCIAL ASSETS**

The following is a breakdown of current and non-current financial assets, as well as financial assets:

#### September 2018

Current	Note	Financial assets at amortized cost	Financial at fair v		Other financial assets (cash)	Total
			Profit and loss	Equity		
Cash and cash equivalents		-	-	-	1,700,519	1,700,519
Investments	6.1.1	45,930	7,368,877	-		7,414,807
Accounts receivable	6.1.2	5,305,528	-	-	_	5,305,528
Accounts receivable from related parties (1)		205,749	-	-	_	205,749
Derivatives (Other financial assets)		-	9,188	-		9,188
Total current financial assets		5,557,207	7,378,065	-	1,700,519	14,635,791

Non-current	Note	Financial assets at amortized cost	Financial ass at fair value Profit and		Other Financial assets (cash)	Total
			loss	Equity		
Restricted cash (*)		-	-	-	3,847	3,847
Investments	6.1.1	15,744,436	3,502,696	176,268	-	19,423,400
Accounts receivable	6.1.2	108,294	-	-	-	108,294
Derivatives (other financial assets)		-	216,767	-	-	216,767
Total non-current financial assets		15,852,730	3,719,463	176,268	3,847	19,752,308
Total financial assets		21,409,937	11,097,528	176,268	1,704,366	34,388,099



(\*) Corresponds primarily to securities in legal proceedings, i.e. bank accounts seized by lawsuits against the Company.

# December 2017

Current	Note	Financial assets at amortized cost	Financial assets at fair value		Other Financial assets (cash)	Total
			Profit and loss	Equity		
Cash and cash equivalents		-	-	-	1,573,443	1,573,443
Investments	6.1.1	29,298	8,388,845	24,529	-	8,442,672
Accounts receivable	6.1.2	6,119,629	-	-	-	6,119,629
Accounts receivable from related parties (1)		39,726	-	-	-	39,726
Derivatives (Other financial assets)		-	22,001	-	-	22,001
Total current financial assets		6,188,653	8,410,846	24,529	1,573,443	16,197,471

Non-current	Note	Financial assets at amortized cost	Financial assets at fair value		Other Financial assets (cash)	Total
Restricted cash		-	-	-	14,846	14,846
Investments	6.1.1	14,907,394	3,527,065	49,086	-	18,483,545
Accounts receivable	6.1.2	94,117	-	-	-	94,117
Derivatives (other financial assets)		-	123,708	-	-	123,708
Total non-current financial assets		15,001,511	3,650,773	49,086	14,846	18,716,216
Total financial assets		21,190,164	12,061,619	73,615	1,588,289	34,913,687

(1) Accounts receivable, from related parties, correspond to dividends receivable from associated companies, and are summarized below:

	September 2018	December 2017
Bancolombia S.A.	119,869	-
Grupo Nutresa S.A.	45,824	21,601
Argos S.A.	37,604	-
Protección S.A.	223	17,789
Brinks Colombia S.A.	1,622	-
Others	607	336
Total dividends, receivable	205,749	39,726

Herewith, is a summary of financial assets, by country:

Country	September 2018	December 2017
Colombia	13,553,419	13,014,590
Chile	12,940,684	13,668,532
Mexico	3,921,358	3,427,899
Argentina	767,963	1,227,429



Country	September 2018	December 2017
Peru	816,890	1,021,677
Panama	747,693	757,724
Brazil	589,714	679,629
Uruguay	401,757	440,349
El Salvador	412,570	426,228
Dominican Republic	181,157	207,541
Bermuda	52,362	39,143
Spain	2,005	2,155
Curacao	453	542
Holland	74	249
Total	34,388,099	34,913,687

# 6.1.1. INVESTMENTS

A summary, of investments, is as follows:

	September 2018	December 2017
Colombian issuers	15,365,280	15,949,741
Titles of treasury -TES	4,544,094	3,906,573
Foreign issuers	4,179,301	4,281,075
Legal reserve pension fund - Investments at fair value in profit and loss	2,316,692	2,323,177
Other securities issued by the national government	408,893	433,318
Others	31,305	32,939
Impairment of investments of equity instruments changes in other comprehensive income	(276)	(276)
Impairment	(7,082)	(330)
	26,838,207	26,926,217

The movements of investment accounts are as follows:

Balance at December 31, 2016	26,198,241
Additions	10,567,068
Derecognition	(12,250,490)
Interest	(638,696)
Impairment	(9,591)
Valuation (net) of financial assets, at fair value	794,980
Valuation of equity investments	(91)
Dividends received	(607)
Valuation amortized cost	955,968
Exchange differences	1,309,435
Balance at December 31, 2017	26,926,217
Additions	9,740,317
Derecognition	(9,266,765)
Interest	(540,927)
Impairment	(811)
Valuation (net) of financial assets, at fair value	438,328
Valuation of equity investments	(19,361)



Valuation amortized cost	933,537
Exchange differences	(1,372,328)
Balance at September 30, 2018	26,838,207

# 6.1.2. TRADE AND OTHER ACCOUNTS RECEIVABLES

Herewith is a breakdown of accounts receivable at September 30, 2018 and December 2017:

	September 2018	December 2017
Insurance activities	3,803,451	4,649,207
Debtors	544,718	408,092
Payments for client consumption	353,584	327,326
Various	242,217	250,801
Legal withholdings	237,042	276,110
Current commercial accounts	183,946	205,438
Commissions	130,994	139,498
Payments of client housing	64,413	54,334
Credit portfolio	41,339	38,441
Advances to suppliers and contracts	28,242	12,297
To employees	19,512	58,569
Leases	11,720	12,848
Promise of sale	5,000	-
Stock brokerage companies	4,731	5,108
Sale of goods and services	9	-
Impairment of credit portfolio, other	(199)	(221)
General impairment (provision)	(608)	(573)
Impairment (provision) accounts receivable, consumption	(3,583)	(1,836)
Impairment (provision) trade and accounts receivable	(21,514)	(23,483)
Impairment (provision) accounts receivable, insurance activity	(73,845)	(69,961)
Impairment (provision) trade accounts receivable, other	(157,347)	(129,299)
Interest	-	1,050
Total	5,413,822	6,213,746

# **6.2. FINANCIAL LIABILITIES**

The following is related to the financial liabilities of Grupo SURA:

	Note	September 2018	December 2017
Other financial liabilities	6.2.1.	2,037,331	2,206,050
Trade and other accounts payable	6.2.2.	2,781,697	2,881,222
Accounts payable of related parties	13	193,518	2,378
Securities issued	12	7,894,572	7,836,685
		12,907,118	12,926,335

Below is a summary of non-current and current financial liabilities, as well as, by type of financial liabilities:



# September 2018

Current	Financial assets at amortized cost	Financial liabilities at fair value	Leases	Total
Leases (*)	-	-	17,613	17,613
Derivatives (*)	-	6,153	-	6,153
Accounts payable	2,639,093	-	-	2,639,093
Accounts payable for related parties	193,518	-	-	193,518
Other financial liabilities (*)	784,648	83,156	-	867,804
Total	3,617,259	89,309	17,613	3,724,181

Non-current	Financial assets At amortized cost	Financial liabilities at fair value	Leases	Total
Leases (*)	-	-	54,959	54,959
Derivatives (*)	-	270,721	-	270,721
Accounts payable	142,604	-	-	142,604
Other financial liabilities (*)	820,081		-	820,081
Securities issued	7,894,572		-	7,894,572
Total	8,857,257	270,721	54,959	9,182,937
Financial liabilities	12,474,516	360,030	72,572	12,907,118

# December 2017

Current	Financial assets at amortized cost	Financial liabilities at fair value	Leases	Total
Leases (*)	-	-	36,479	36,479
Derivatives (*)	-	1,893	-	1,893
Accounts payable	2,881,191	-	-	2,881,191
Accounts payable for related parties	2,378	-	-	2,378
Other financial liabilities (*)	1,037,090	-	-	1,037,088
Total	3,920,659	1,893	36,479	3,959,029

Current	Financial assets at amortized cost	Financial liabilities at fair value	Leases	Total
Leases (*)	-	-	63,334	63,334
Derivatives (*)	-	168,794	-	168,795
Accounts payable	32	-	-	32
Other financial liabilities (*)	898,461	-	-	898,461
Securities issued	7,836,685	-	-	7,836,685
Total	8,735,178	168,794	63,334	8,967,306
Financial Liabilities	12,655,837	170,687	99,813	12,926,336



(\*) Are part of the rubric of other financial liabilities, which include leases, derivatives, and financial obligations.

Below is a summary of financial liabilities by country:

	September 2018	December 2017
Colombia	10,835,712	6,847,921
Chile	1,138,768	1,088,683
Mexico	278,265	146,751
Brazil	157,740	121,094
Argentina	139,337	217,724
Panama	119,431	2,693,349
Dominican Republic	73,974	89,330
Peru	61,763	102,065
Uruguay	56,587	52,832
El Salvador	38,991	46,705
Bermuda	5,572	23,486
Spain	908	-
Holland	70	-
Curacao	-	1,496,395
Total	12,907,118	12,926,335

# 6.2.1. OTHER FINANCIAL LIABILITIES

Other financial liabilities are as follows:

	September 2018	December 2017
Financial leases	72,571	99,812
Financial derivatives (1)	276,875	170,688
Financial obligations (2)	1,687,885	1,935,550
Total	2,037,331	2,206,050

Grupo SURA has had no breach of capital, interest, or other non-compliance with respect to the liabilities as of September 30, 2018 and December 31, 2017.

#### (1) Hedge accounting

Grupo Sura uses derivatives, such as swaps and options, for accounting and hedging application, after the merger of Grupo Sura Finance, with Grupo Sura, and SUAM Finance, with Sura Asset Management. The hedge takes the valuation of the derivative to other comprehensive income and covers the difference in exchange of the bonds, in the Income Statement. (See note 12. Securities issued)

(2) The following is a breakdown of the financial obligations, by Company:

	September 2018	December 2017
Grupo SURA, separate	990,892	1,083,378



	September 2018	December 2017
Sura Asset Management and Subsidiaries	408,247	547,298
Suramericana and Subsidiaries	249,803	233,868
Other companies	28,837	64,051
Arus and Subsidiaries	10,106	6,955
Total	1,687,885	1,935,550

An overview of expirations and composition of obligations, for the years ended September 30, 2018 and December 31, 2017, is as follows:

Financial Entity	Interest Rates	Expiration	September 2018	December 2017
Bancolombia S.A.	IBR + 2.05%	2022	477,303	-
Banco Nacional de México S.A.	Libor + 0.62%	2022	238,427	-
Banco de Bogotá S.A.	IBR (90) + 1,8%	2019	162,346	159,999
Bancolombia Panamá	2.33%	2019	133,904	-
BBVA Colombia SA	7.70%	2020	88,826	104,491
Operaciones Repo	N/A	N/A	83,156	15,546
Banco de Bogotá S.A.	Fixed rate 5,86%	2019	73,149	-
Helm Bank - Panamá	2.55%	2018	53,344	-
Banco de crédito del Perú	TEA 2.090%	2018	45,023	46,837
Banco Popular S.A.	IBR 1M + 2	2018	37,927	36,068
Banco de Bogotá S.A.	DTF +1,39%	2018	36,245	91,501
Banco de Bogotá S.A.	IBR 1M + 1,95	2019	26,427	25,133
Banco de Bogotá S.A.	IBR 1M + 1,7%	2019	22,198	-
Banco de Bogotá S.A.	IBR 1M + 1,9	2019	21,141	20,106
Itaú Corpbanca Colombia S.A.	IBR 1M + 1,95	2019	21,141	-
Banco de Bogotá S.A.	IBR 1M + 1,9	2019	15,856	-
Itaú Corpbanca Colombia S.A.	IBR 1M + 1,95	2019	15,856	15,080
Banco AV Villas S.A.	IBR 1M + 1,7%	2019	15,856	-
Banco de Bogotá S.A.	IBR 1M + 1,8%	2019	15,856	-
Banco Popular S.A.	IBR 1M + 2	2018	11,355	11,361
Banco Popular S.A.	IBR 1M + 2	2018	10,571	10,053
Itaú Corpbanca Colombia S.A.	IBR 1M + 1,95	2019	10,571	10,053
Itaú S.A. (Panamá)	5.03%	2018	10,407	-
Bancolombia Panamá	3.30%	2018	8,928	-
Bancolombia S.A.	IBR+3.2	2018	7,001	7,003
Banco de Bogotá S.A.	IBR 1M + 1,95	2019	5,285	-
Banco Popular S.A.	IBR 1M + 1,9	2018	5,285	-
Bancolombia Panamá	3.25%	2018	4,758	_
Bancolombia S.A.	IBR+3.3	2018	4,517	4,168
Banco Popular S.A.	IBR 1M + 1,9	2018	4,010	4,012
Bancolombia S.A.	10.25%	2022	3,767	4,522
Bancolombia S.A.	IBR + 2.60%	2018	3,667	-
Bancolombia S.A.	IBR+3.79	2018	3,351	3,352
Bancolombia S.A.	6,14%	2018	2,601	-
Bancolombia S.A.	6.16%	2018	2,507	-
Itaú Corpbanca Colombia S.A.	DTF + 2,9%	2019	1,414	-



Financial Entity	Interest Rates	Expiration	September 2018	December 2017
Itaú Corpbanca Colombia S.A.	DTF + 2,9%	2019	1,244	-
Bancolombia S.A.	29,68%	2018	1,122	-
Bancolombia S.A.	IBR+4.4	2020	952	1,336
Bancolombia S.A.	IBR+4.3	2022	420	511
Bancolombia S.A.	29,68%	2018	45	-
Banco de América Central S.A.	19.68%	2018	32	-
Sobregiros Contables	N/A	N/A	22	-
Bancolombia S.A.	29,68%	2018	22	-
Bancolombia S.A.	29,68%	2018	21	-
Bancolombia S.A.	29,68%	2018	11	-
Banco Agricola S.A.	15.90%	2018	7	-
Bancolombia S.A.	29,68%	2018	5	-
Bancolombia S.A.	29,68%	2018	6	-
Banco de Bogotá S.A.	IBR90 +1,78%	2018	-	61,998
Operaciones repo	N/A	N/A	-	68,961
Others	N/A	N/A	-	8,354
Banco de Bogotá S.A.	IBR90 +1,78%	2019	-	34,999
Bancolombia S.A.	IBR 1M + 2,05	2018	-	15,080
Bancolombia S.A.	IBR 1M + 2	2018	-	15,080
Bancolombia S.A.	IBR 1M + 2	2018	-	11,057
Bancolombia S.A.	IBR 1M + 2,14	2018	-	10,053
Banco Popular S.A.	IBR 1M + 1,99	2018	-	5,027
Factoring Bancolombia		2022	-	902
Bancolombia S.A.	0.3339	2022	-	-
Bancolombia S.A.	0.3339	2022	-	1,506
Bancolombia S.A.	33.39%	2022	-	7
Bancolombia S.A.	33.39%	2018	-	1
Bancolombia S.A.	33.39%	2018	-	17
BBVA España	Libor + 1.25% /1.5%	2021	-	298,974
Banco de Bogotá S.A.	CPI+2.93%	2020	-	287,705
Bancolombia S.A.	IBR + 2.18%	2021	-	200,343
Bancolombia S.A.	IBR + 2.24%	2021	-	227,396
Banco Popular S.A.	CPI + 4,00%	2018	-	25,133
Banco AV Villas S.A.	IBR 1M + 3,20%	2018	-	5,026
Banco de Bogotá S.A.	N/A	2018	-	5,225
Banco de Bogotá S.A.	N/A	2018	-	33,880
Bancolombia S.A.	30.91%	2018	-	363
Bancolombia Panamá	Libor + 0.9%	2018	-	29,618
Bancolombia Panamá	Libor + 0.95%	2018	-	2,400
Bancolombia Panamá	Libor + 0.95%	2018	-	1,559
Bancolombia Panamá	Libor + 0.9%	2018	-	8,970
Bancolombia Panamá	Libor + 0.9%	2018	-	2,992
Bancolombia Panamá	Libor + 0.8%	2018	-	1,792
Total			1,687,885	1,935,550



#### 6.2.2. ACCOUNTS PAYABLE

The following is a breakdown of accounts payable:

	September 2018	December 2017
Accounts payable – insurers	1,600,348	1,770,907
Suppliers	464,001	501,165
Other accounts payable	717,348	609,150
Total, accounts payable	2,781,697	2,881,222

# NOTE 7. INSURANCE CONTRACTS

#### 7.1. TECHNICAL RESERVES, REINSURANCE PART

#### Reinsurance

Reinsurance assets represent benefits arising from insurance contracts, at the date of the Statement of Financial Position:

	September 2018	December 2017
Reinsurance claims notified	2,132,381	1,796,229
Ongoing risk reinsurance	1,025,437	1,297,282
Reinsurance of non-reported claims	170,827	119,113
Reinsurance deposits	770	1,696
Technical reserves for reinsurers part	3,329,415	3,214,320

Grupo SURA has a diversification of their risk insurance, in order to operate, in different industries, and maintain a strong presence in international markets.

Grupo SURA applies a system of procedures and limits that allow for control of the level of concentration of insurance risk. It is common practice to use reinsurance contracts as an element that mitigates the risk arising from concentration or accumulation of exceeding the maximum acceptance levels of insurance guarantees.

Insurers of Grupo SURA companies have ceded part of their risk contracts of insurance to reinsurers, to share potential losses that may occur.

#### 7.2. PREMIUMS

Net premiums earned by Grupo SURA and its subsidiaries, for the period ended, September 30st, are as follows:

	Accı	ımulated	Quar	ter			
	September 2018	September 2017	September 2018	September 2017			
Life insurance contracts	4,281,241	5,145,153	1,358,058	1,835,414			
Insurance contracts, non-life	5,144,943	5,370,691	1,751,229	1,853,883			
Premiums written	9,426,184	10,515,844	3,109,287	3,689,297			
Life insurance contracts – reinsurer part	(216,221)	(168,199)	(59,739)	(67,877)			
Insurance contracts, non-life – reinsurer part	(1,331,440)	(1,489,964)	(459,244)	(549,370)			
Premiums ceded	(1,547,661)	(1,658,163)	(518,983)	(617,247)			
Total, premiums net	7,878,523	8,857,681	2,590,304	3,072,050			



Premium income issued, includes complementary services, mainly from auto solutions and labor risk mitigation, offered by insurers, in Colombia, amounting to \$239,714, at September 2018, and \$214,839, at September 2017.

Premiums by countries, are detailed below:

# Accumulated

September 2018	Life insurance contracts	Non-life insurance contracts	Premiums written	Reinsurers of non- life insurance contracts	Reinsurers of life insurance contracts	Premiums ceded	Total net premiums
Argentina	-	740,082	740,082	-	(80,594)	(80,594)	659,488
Bermuda	-	67	67	-	-	_	67
Brazil	-	397,407	397,407	-	(108,172)	(108,172)	289,235
Chile	897,803	1,093,670	1,991,473	(34,364)	(379,233)	(413,597)	1,577,876
Colombia	2,870,977	1,694,122	4,565,099	(86,097)	(522,655)	(608,752)	3,956,347
Mexico	368,751	455,982	824,733	(63,296)	(97,646)	(160,942)	663,791
Panama	-	303,328	303,328	-	(50,100)	(50,100)	253,228
Dominican Republic	-	142,883	142,883	-	(63,227)	(63,227)	79,656
El Salvador	143,710	97,870	241,580	(32,464)	(10,981)	(43,445)	198,135
Uruguay	-	219,532	219,532	-	(18,832)	(18,832)	200,700
Total	4,281,241	5,144,943	9,426,184	(216,221)	(1,331,440)	(1,547,661)	7,878,523

# Quarter

September 2018	Life insurance contracts	Non-life insurance contracts	Premiums written	reinsurers of non- life insurance contracts	Reinsurers of life insurance contracts	Premiums ceded	Total net premiums
Argentina	-	225,473	225,473	-	(31,649)	(31,649)	193,824
Bermuda	-	(7)	(7)	-	-	-	(7)
Brazil	-	128,257	128,257	-	(34,370)	(34,370)	93,887
Chile	297,321	386,537	683,858	(11,682)	(131,185)	(142,867)	540,991
Colombia	930,374	607,819	1,538,193	(32,929)	(194,394)	(227,323)	1,310,870
Mexico	79,719	145,927	225,646	(2,941)	(22,424)	(25,365)	200,281
Panama	-	99,670	99,670	-	(14,671)	(14,671)	84,999
Dominican Republic	-	47,400	47,400	-	(21,108)	(21,108)	26,292
El Salvador	50,644	33,277	83,921	(12,187)	(3,182)	(15,369)	68,552
Uruguay	-	76,876	76,876	-	(6,261)	(6,261)	70,615
Total	1,358,058	1,751,229	3,109,287	(59,739)	(459,244)	(518,983)	2,590,304



# Accumulated

September 2017	Life insurance contracts	Non-life insurance contracts	Premiums written	Reinsurers of non- life insurance contracts	Reinsurers of life insurance contracts	Premiums ceded	Total net premiums
Argentina	-	900,491	900,491	-	(104,609)	(104,609)	795,882
Bermuda	-	25,661	25,661	-	(25,657)	(25,657)	4
Brazil	-	396,400	396,400	-	(44,506)	(44,506)	351,894
Chile	1,535,078	1,196,962	2,732,040	(23,450)	(476,253)	(499,703)	2,232,337
Colombia	3,084,795	1,629,706	4,714,501	(65,105)	(557,730)	(622,835)	4,091,666
Mexico	393,242	441,505	834,747	(54,763)	(112,763)	(167,526)	667,221
Panama	-	315,738	315,738	-	(48,475)	(48,475)	267,263
Dominican Republic	-	152,930	152,930	-	(81,410)	(81,410)	71,520
El Salvador	132,038	99,506	231,544	(24,881)	(19,499)	(44,380)	187,164
Uruguay	-	211,792	211,792	-	(19,062)	(19,062)	192,730
Total	5,145,153	5,370,691	10,515,844	(168,199)	(1,489,964)	(1,658,163)	8,857,681

# Quarter

September 2017	Life insurance contracts	Non-life insurance contracts	Premiums written	reinsurers of non- life insurance contracts	Reinsurers of life insurance contracts	Premiums ceded	Total net premiums
Argentina	-	309,779	309,779	-	(35,949)	(35,949)	273,830
Bermuda	-	25,661	25,661	-	(25,657)	(25,657)	4
Brazil	-	120,349	120,349	-	(15,398)	(15,398)	104,951
Chile	519,823	383,874	903,697	(9,196)	(175,785)	(184,981)	718,716
Colombia	1,121,692	562,881	1,684,573	(24,335)	(179,843)	(204,178)	1,480,395
Mexico	148,080	174,854	322,934	(23,289)	(39,013)	(62,302)	260,632
Panama	-	124,725	124,725	-	(41,723)	(41,723)	83,002
Dominican Republic	-	48,104	48,104	-	(25,764)	(25,764)	22,340
El Salvador	45,819	33,584	79,403	(11,057)	(5,676)	(16,733)	62,670
Uruguay	-	70,072	70,072	-	(4,562)	(4,562)	65,510
Total	1,835,414	1,853,883	3,689,297	(67,877)	(549,370)	(617,247)	3,072,050



# 7.3. RETAINED CLAIMS

Claims incurred by Grupo SURA and its subsidiaries, for the years ended September 30<sup>st</sup> of 2018 and 2017, are as follows:

	Accu	mulated	Quarter			
	September 2018	September 2017	September 2018	September 2017		
Total claims	6,177,514	5,913,317	2,191,174	2,011,834		
Reimbursement of claims	(1,572,409)	(1,181,660)	(683,203)	(332,015)		
Retained claims	4,605,105	4,731,657	1,507,971	1,679,819		

Claims, by country, are as follows:

Δc	CI.	ımı	u	late	•

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September 2018	Life insurance	Non-Life insurance	Total claims	Life insurance	Non-Life insurance	Reimbursement of claims	Total retained claims
Argentina	-	398,925	398,925	-	(55,866)	(55,866)	343,059
Bermuda	-	12	12	-	-	-	12
Brazil	-	167,400	167,400	-	(55,662)	(55,662)	111,738
Chile	792,659	463,505	1,256,164	(221)	(152,292)	(152,513)	1,103,651
Colombia	1,785,413	1,441,666	3,227,079	(135,535)	(733,662)	(869,197)	2,357,882
Holland	-	-	-	-	1	1	1
Mexico	166,380	510,278	676,658	-	(316,120)	(316,120)	360,538
Panama	-	109,194	109,194	-	(12,428)	(12,428)	96,766
Dominican Republic	-	101,325	101,325	-	(59,264)	(59,264)	42,061
El Salvador	82,254	43,182	125,436	(29,969)	(766)	(30,735)	94,701
Uruguay	-	115,321	115,321	-	(20,625)	(20,625)	94,696
Total	2,826,706	3,350,808	6,177,514	(165,725)	(1,406,684)	(1,572,409)	4,605,105

# Quarter

September 2018	Life insurance	Non-Life insurance	Total claims	Life insurance	Non-Life insurance	Reimbursement of claims	Total retained claims
Argentina	-	123,781	123,781	-	(17,411)	(17,411)	106,370
Bermuda	-	5	5	-	-	-	5
Brazil	-	57,799	57,799	-	(18,537)	(18,537)	39,262
Chile	245,614	150,240	395,854	(47)	(51,588)	(51,635)	344,219
Colombia	584,253	493,234	1,077,487	(54,009)	(256,119)	(310,128)	767,359
Mexico	59,256	303,235	362,491	-	(237,594)	(237,594)	124,897
Panama	-	43,006	43,006	-	(7,350)	(7,350)	35,656
Dominican Republic	-	29,721	29,721	-	(15,176)	(15,176)	14,545
El Salvador	30,260	14,559	44,819	(11,633)	(329)	(11,962)	32,857
Uruguay	-	56,211	56,211	(1)	(13,409)	(13,410)	42,801
Total	919,383	1,271,791	2,191,174	(65,690)	(617,513)	(683,203)	1,507,971

# Accumulated



September 2017	Life insurance	Non-Life insurance	Total claims	Life insurance	Non-Life insurance	Reimbursement of claims	Total retained claims
Argentina	-	431,454	431,454	-	(40,661)	(40,661)	390,793
Brazil	-	218,599	218,599	-	(47,400)	(47,400)	171,199
Chile	692,685	775,101	1,467,786	(428)	(477,926)	(478,354)	989,432
Colombia	1,969,083	1,098,022	3,067,105	(112,154)	(364,429)	(476,583)	2,590,522
Mexico	141,335	200,664	341,999	-	(42,674)	(42,674)	299,325
Panama	-	107,701	107,701	-	(22,117)	(22,117)	85,584
Dominican Republic	-	78,470	78,470	-	(34,113)	(34,113)	44,357
El Salvador	70,501	35,110	105,611	(19,509)	(1,553)	(21,062)	84,549
Uruguay	-	94,592	94,592	-	(18,696)	(18,696)	75,896
Total	2,873,604	3,039,713	5,913,317	(132,091)	(1,049,569)	(1,181,660)	4,731,657

#### Quarter

September 2017	Life insurance	Non-Life insurance	Total claims	Life insurance	Non-Life insurance	Reimbursement of claims	Total retained claims
Argentina	-	141,938	141,938	-	(10,626)	(10,626)	131,312
Brazil	-	74,461	74,461	-	(17,444)	(17,444)	57,017
Chile	272,701	129,171	401,872	(152)	(26,240)	(26,392)	375,480
Colombia	679,404	424,514	1,103,918	(33,153)	(171,877)	(205,030)	898,888
Mexico	53,886	92,532	146,418	-	(30,281)	(30,281)	116,137
Panama	-	42,115	42,115	-	(12,337)	(12,337)	29,778
Dominican Republic	-	31,497	31,497	-	(16,631)	(16,631)	14,866
El Salvador	27,033	11,621	38,654	(8,552)	(479)	(9,031)	29,623
Uruguay	-	30,961	30,961	-	(4,243)	(4,243)	26,718
Total	1,033,023	978,811	2,011,834	(41,857)	(290,158)	(332,015)	1,679,819

# 7 .4. Technical reserves insurance contracts Technical reserves.

The items included in the technical reserves item are divided into:

- <u>Claims reservations:</u> are provisions constituted to reflect the estimated cost of claims that have occurred and have not been paid. In this category are included:
- Reserve of claims: corresponds to liabilities and direct settlement expenses for reported losses. The reserve is recognized on the date on which the insured and / or beneficiary notifies the occurrence of the covered loss and is subject to a monthly recalculation.
- Reserve of unforeseen events (IBNR): this reserve is created to reflect those incidents that have occurred, but which as of the date of the reporting period have not been reported by the insured and/or beneficiary.
- Reserves for future commitments: are provisions established to reflect future commitments expected with the insured. In this category are included:
- <u>Mathematical reserves for insurance (exclude annuities):</u> insurance reserves are calculated on the basis of the actuarial method, taking the current conditions of insurance contracts. The liability is determined as the sum of the



present value of the expected future benefits, handling of claims and the expenses of administration of the policies, options and guarantees and the usefulness of the investments of assets that support said liabilities, which are directly related to the contract, less the discounted value of the premiums that are expected to be required to meet future payments based on the valuation assumptions used.

- <u>Mathematical reserves for annuities:</u> are calculated on the basis of the present value of the future benefits committed under the contract and the direct operational expenses in which the company will incur for the payment of the contract commitments.
- <u>Reserve of unearned premiums:</u> are constituted for short-term insurance (both collective and individual) in which the periodicity of premium payment differs from the validity of the coverage and consequently, a premium has been received for future risk, which must be provisioned. The provision is determined as the premium paid net of expenses and is amortized over the term of coverage.
- Reserves by deposit components (savings) in life insurance or reserve fund value: for insurance, Unit Linked, Universal Life (including Flexible), and other products that include the deposit component (saving is recognized the value of the insured's fund.
- Other reserves: Grupo SURA may recognize as "other" those reserves that are not covered in the descriptions developed above and that are permitted under the guidelines of their accounting policies.

The Group's companies, that are in the insurance business, are:

	Colombia	Chile	Mexico	Peru	Argentina	Brazil	Uruguay	Panama	Dominican Republic	El Salvador
Seguros de Vida										
Seguros de Vida Suramericana S.A.	Χ									
Seguros de Riesgos Profesionales Suramericana S. A	Χ									
Seguros de vida Sura S.A.		Χ								
Seguros de Vida Sura México S.A. de C.V.			Χ							
Pensiones Sura S.A. de C.V.			Χ							
Asesuisa Vida S.A.										Х
Seguros Sura S.A.				Х						
Seguros de Vida Suramericana S.A.		Χ								
Seguros de No Vida										
Seguros Generales Suramericana S.A.	Χ									
Seguros Suramericana Panamá S.A.								Χ		
Seguros Sura S.A.									Χ	
Aseguradora Suiza Salvadoreña S.A.										Χ
Seguros Sura (México) SA de C.V.			Χ							
Seguros Sura S.A.					Χ					
Atlantis Sociedad Inversora S.A.					X					
Seguros Sura S.A.						Χ				
Seguros Sura S.A.							X			

The technical reserves of Grupo SURA and its subsidiaries are as follows:

	September 2018	December 2017
Mathematical reserves	11,525,700	11,287,761
Reserves of unearned premiums	7,301,018	8,103,252



Reserves of claims not reported (IBNR)	1,225,918	1,585,659
Reserves for notified claims	5,237,074	4,772,739
Special reserves	181,939	161,815
Other reserves	287,025	283,998
Total, technical insurance reserves	25,758,674	26,195,224

Grupo SURA considers that the adequacy of premiums is an element of special importance, and its determination is supported by specific computer applications.

The treatment of benefits, as well as the adequacy of provisions, are basic principles of insurance management. The technical provisions are estimated, by the actuarial teams, of the different countries.

The movement and effects, in the measurement of insurance liabilities and reinsurance, are as follows:

	Insurance contract liabilities	Insurance contract assets	Net
At December 31, 2016	25,989,614	2,656,756	23,332,858
Changes in reserves	3,372,124	611,317	2,760,807
Adjustments for conversions	710,338	2,797	707,541
Adjustments for monetary corrections	131,478	-	131,478
Reclassification at disposal for sales	(4,008,330)	(56,550)	(3,951,780)
At December 31, 2017	26,195,224	3,214,320	22,980,904
Changes in reserves	887,439	327,660	559,779
Adjustments for conversions	(574,276)	19,777	(594,053)
Adjustments for monetary corrections	(749,713)	(232,342)	(517,371)
At September 31, 2018	25,758,674	3,329,415	22,429,259

Technical reserves, by Country, are as follows:

Country	September 2018	December 2017
Chile	10,183,744	11,196,089
Colombia	10,049,325	9,756,956
Mexico	3,336,654	2,612,360
Argentina	660,137	988,860
Panama	435,039	446,716
Brazil	394,367	452,988
El Salvador	348,089	343,865
Uruguay	217,081	230,394
Dominican Republic	123,833	150,013
Bermuda	10,405	16,983
Total insurance technical reserves	25,758,674	26,195,224



#### **NOTE 8. TAXES**

# 8.1. Applicable norms

Current and applicable tax provisions establish that the nominal rates of income tax for 2018, and 2017, applicable to Grupo SURA and its subsidiaries, located in Colombia, and to its subsidiaries located in Chile, Peru, Argentina, Brazil, Uruguay, Mexico, Panama, Dominican Republic, El Salvador, and Spain, are the following:

Country	2018	2017
Colombia	33%	40%
Chile	27%	25.5%
Peru	29.5%	29.5%
Argentina	35%	35%
Brazil	45%	45%
Uruguay	25%	25%

Country	2018	2017
Mexico	30%	30%
Panama	25%	25%
Dominican Republic	27%	27%
El Salvador	25%	25%
Spain	25%	25%

**Colombia:** Income tax is taxed at a rate of 33%, by way of tax of income, except for special provisions that are handled at special rates, and at 10% income from occasional gains.

Law 1819 of 2016 eliminated the CREE tax, and the surcharge on the CREE tax, for the years 2017 and 2018, and in turn, increased the general rate of income tax to 34% for 2017 and 33% for the following years, creating a surcharge on the tax of income and complementary services of 6% and 4%, for the taxable years 2017 and 2018, respectively, the latter applicable to taxable bases of \$800 million and above. In addition, it is assumed from 2017, that the liquid income may not be less than 3.5% of the net equity, on the last day of the immediately preceding taxable year.

Chile: In Chile, the law implemented, separate systems for "return of capital" and "income from work." The first, are taxed First Category Tax, which mainly affects businesses. Since the publication of Law No. 20.780 in September 2014, and after Law No. 20.899, in February 2016, two tax systems are born; Attributed Regime (Art. 14 A), whose rate. as of the year 2017. will be 25%, and the partially integrated Regime (Art 14 B), whose tax rate. for the year 2017. will be 25.5%. and for the years 2018 and the next, will amount to 27%. The general system will be a partially integrated regime, while certain taxpayers may opt for the attributed regime. The tax rate for the year 2018 is 27%, on the tax base, which is calculated by making additions, or decreases, ordered by the Income Law, in its Articles 29 to 33. The first category tax paid may be charged against final taxes (Global Supplementary Tax or Additional Tax), with the obligation to return 35%, as a fiscal debit (Not applicable when Chile maintains a treaty to avoid double taxation, with another country), which taxes, all of the income of natural persons, resident in the country; or the additional, that taxes the income of Chilean source, of natural and legal persons, residing outside the country, as the case may be.

**Peru**: The income tax rate as of December 31, 2017, and 2016, was 29.5%, on taxable income, after calculating the participation to the workers, which, according to what is established by the current regulations, is calculated, in the case of the Company, applying a rate of 5%, on the net taxable income.

**Mexico**: Income tax (ISR) is a direct tax on the profit obtained; that is, by the difference between the income and the deductions authorized in the fiscal year. This tax must be paid, on a monthly basis (on account of the annual tax), to the Tax Administration Service, or to the Authorized Offices of the Federal



Entities. During fiscal years 2017 and 2018, the income tax rate applicable in Mexico is 30%. Additionally, the participation of workers, in tax profits, is established, at a percentage of 10%.

**Brazil**: In Brazil, there is a category of taxes, on gross income and net income. On gross income, there are social contributions to the global rate of 4.65%, after deduction of claims paid, in accordance with Law 9.718 of 1998.

Regarding taxes on net income, taxes are levied at a rate of 15%, as income tax, plus 10% on the portion of the taxable income exceeding R \$240,000, per fiscal year, in accordance with Decree 3.000 of 1999. There is also a social contribution, on net income, at a 20% tariff, in effect, until December 2018. Afterwards, this rate will return to 15%, in accordance with Law 13.169 of 2015.

Argentina: Regarding tax matters, there are 3 levels of taxes: national taxes, provincial, and municipal taxes. The income tax is applied, at the current rate of 35%, on the estimated taxable income. The law 27.430, published on 12/29/2017, establishes modifications to the Imp. Law, to profits, among them, the modification of the tax rate for capital companies, which will be 30%, for the years beginning 01/01/2018, and until 12/31/2019, and will be reduced to 25%, for subsequent years. Dividends that are distributed, with an aliquot of 7%, or 13%, for the aforementioned periods, are also taxed, respectively. The *Deferred Tax Method* is applied at the local level and IFRS.

There is a tax on gross income, which has, as its tax base, the net premium of annulment, rents, financial income, and other taxable income. Deductions: losses paid net of recoveries, reinsurance, and reserves of ongoing risks, and outstanding claims, have a rate of 5.5%.

**Panama**: In accordance with current tax regulations, undistributed profits, attributable to local operations of the Insurers, registered under the laws of the Republic of Panama, would be subject to a complementary tax of 4%, on undistributed profits, and a tax on dividends from 10%, at the time of distribution, subtracting, in this case, 4% of the complementary tax withheld, and paid from those profits distributed in dividends.

Law No. 8 of March 15, 2010, eliminates the so-called Alternate Calculation of Income Tax (CAIR) and replaces it with another form of presumed taxation of income tax, obliging any legal entity, that accrues income in excess to B /.1,500,000, to determine, as the taxable base, of said tax, the sum that is greater between: (a) the net taxable income, calculated by the ordinary method, established in the Fiscal Code, and the net taxable income, that results, from applying, to the total of taxable income, 4.67%. This Law also modifies the general rates of Income Tax (ISR). The companies dedicated to insurance activities in Panama will pay income tax, based on 25%.

Legal persons who incur losses by reason of the tax calculated under the presumed method or that, due to the application of said presumed method, its effective rate exceeds the tax rates applicable for the fiscal period in question, may request the Directorate General of Revenue that is authorized to calculate the tax under the traditional method.

**Dominican Republic:** The Dominican Republic's tax code, as amended, establishes that the income tax payable, will be the highest, that is based on the net taxable income, or 1% of the assets, subject to taxes. The income tax rate, established by Law 253-12, is 27%. Likewise, the Law includes important modifications on transactions with related entities, and the obligation to include in the studies of transfer prices, and informative declaration of the transactions realized, with related locals, also included in the



concept of non-deductible expenses, the thin capitalization, applicable to the debts with entities from abroad, where the debt-capital ratio cannot be greater than 3/1.

El Salvador: The entities, incorporated in El Salvador, pay Income Tax, for the income obtained in the country, in accordance with the Law on Income Tax, contained in the Legislative Decree No. 134 of December 18, 1991, effective, January 1992. According to this Law, legal entities, domiciled or not, will calculate their tax, applying to the taxable income, the rate of thirty percent (30%), except for the companies that have obtained taxable income, less than, or equal to, one hundred fifty thousand dollars (\$150,000.00), which will apply the rate of twenty-five percent (25%), excluding, in addition to said calculation, that income, that would have been subject to the definitive withholding of income tax in the legal percentages, established in the Law.

**Uruguay**: The principal taxes, that apply in Uruguay, in accordance with the current regulations, Ordinance Text of 1996 (Titles 4, 6, 10, 14, 7, and 8), are Income Tax, Wealth Tax, VAT, and Personal Income Tax (Personal Income Tax) - IRNR (Non-resident income tax). The corresponding rates are 25% of Income Tax, 1.5% of Equity, 22% VAT, and between 7 and 12% of Personal Income Tax (IRPF) - IRNR (Non-Resident Income Tax). On the other hand, the insurers are responsible for paying Income Tax, whose rate varies between 5 and 7%, depending on the portfolio (1996 Ordinance Text Title 6), and the National Blood Tax, whose rate is 2%, on the premiums issued.

**Bermuda**: In Bermuda, there are no taxes on profits, income, dividends, or capital gains, nor withholding taxes on such concepts. The benefits can be accumulated, and it is not obligatory to pay dividends. If direct taxes are applied, there is the possibility of accessing legal stability contracts, until the year 2035. Although there are no taxes on corporate income, income from investments, derived from sources abroad, may be subject to a tax of retention in origin. The interest, generated for deposits in foreign currency, are exempt from taxes.

**Spain**: By means of the promulgation of Law 27/2014, of November 27, of the Corporation Tax, changes were introduced to corporation tax, among which are mainly:

# Regime of foreign securities holding entities

This regime allows the Foreign Securities Holding Entities ("ETVE") to apply the exemption method, to the income obtained from participations, in non-resident entities, that meet certain requirements.

One of the main changes, introduced by the regulation, is the increase to 20 million euros (up to now, 6 million euros), the minimum amount of the investment to access this regime, when a minimum 5% participation is not available.

However, this new limit does not apply to those entities that were already applying the ETVE regime in tax periods, that began prior to January 1, 2016, and have been complying, with the quantitative limit of 6 million euros, in their investees.

#### Type of tax

The general rate is progressively reduced, from 30% to 25%, within two years

In 2018: 25% In 2017: 25%



# 8.2. CURRENT TAXES

The following is a breakdown of current asset and liability taxes, at September 30, 2018 and December 31, 2017, include the following:

	September 2018	December 2017
Current tax assets		
Income tax and complementaries	229,217	39,627
Local taxes	22,682	11,337
Withholding tax	161,587	5,386
Sales tax	79,248	74,956
Tax in-favor	45,067	64,801
Contributions	41,324	23,200
CREE tax, receivable	845	849
Others	9,651	15,056
Total current tax assets	589,621	235,212

	September 2018	December 2017
Current tax liabilities		
Income tax and complementaries	467,516	202,528
Local taxes	39,007	29,188
Sales tax, payable	227,138	278,145
Tax on wealth	26	(5)
Others	25,459	36,964
Total, current tax liabilities	759,146	546,820

The following details income tax balances, by Countries:

September 2018	Argentina	Brazil	Chile	Colombia	Spain	Holland	Mexico	Panama	Peru	Dominican Republic	El Salvador	Uruguay	Total
Current tax assets	15,932	3,666	78,548	286,855	-	27	117,501	9,489	57,638	1,410	6,699	11,856	589,621
Current tax liabilities	52,261	8,779	210,438	229,515	23	-	138,882	2,548	66,307	13,428	12,869	24,096	759,146
Total, net	(36,329)	(5,113)	(131,890)	57,340	(23)	27	(21,381)	6,941	(8,669)	(12,018)	(6,170)	(12,240)	(169,525)

December 2017	Argentina	Brazil	Chile	Colombia	Spain		Mexico	Panama	Peru	Dominican Republic	El Salvador	Uruguay	Total
Current tax assets	4,095	4,090	83,745	98,209		-	19,255	9,471	1,767	-	930	13,650	235,212
Current tax liabilities	25,151	10,784	253,258	115,025		-	58,615	2,883	23,093	18,618	9,780	29,613	546,820
	(21,056)	(6,694)	(169,513)	(16,816)		-	(39,360)	6,588	(21,326)	(18,618)	(8,850)	(15,963)	(311,608)

# 8.3. TAX RECOGNIZED, IN THE RESULTS, FOR THE PERIOD

Below are expenses from current taxes and deferred taxes:



	Accum	ılated	Results for the period		
	September 2018	September 2017	September 2018	September 2017	
Current tax expenses	(402,752)	(341,713)	(124,184)	(121,341)	
Deferred tax expenses	77,213	(24,889)	53,386	25,082	
Constitution/reversal of temporary differences	77,213	(24,889)	53,386	25,082	
Tax expenses	(325,539)	(366,602)	(70,798)	(96,259)	

Grupo SURA considers that the accumulated tax obligations are adequate, for all fiscal years, opened based on the evaluation of many factors, including interpretations of tax laws and previous experience.

# 8.4. RECONCILIATION OF THE EFFECTIVE RATE

	September 20:	18	September 2017		
Profit before tax:		1,431,039		1,439,240	
Tax on income applying the local tax rate	32%	(462,204)	35%	(504,525)	
Plus, tax impact from:					
Effect of disposal in consolidated results	33%	(466,296)	17%	(238,169)	
Non-deductible expenses	9%	(123,653)	11%	(156,982)	
Tax income	24%	(340,510)	16%	(229,369)	
Tax losses	2%	(29,089)	0%	(6,332)	
Amortization of intangibles	0%	(369)	1%	(18,424)	
Adjustments of rate changes	0%	(1,812)	1%	(8,559)	
Inflationary impacts	1%	(20,550)	0%	-	
Others	8%	(107,358)	6%	(79,414)	
Minus the tax effect of:					
Untaxed income	-36%	518,443	-28%	398,835	
Untaxed dividends	-16%	224,796	-18%	258,178	
Tax losses	0%	581	0%	1,626	
Amortization of intangibles	-1%	18,620	-1%	18,003	
Tax deductions	0%	3,842	0%	1,218	
Adjustments of rate changes	0%	5,209	0%	1,225	
Inflationary impacts	-3%	44,859	0%	(11,093)	
Impact from elimination in consolidated results	-3%	36,565	0%		
Exempt income	-17%	248,963	-11%	161,028	
Tax deductions	0%	-	-1%	14,563	
Judicial stability agreements	-1%	19,337	0%	-	
Effect of disposal in consolidated results	-6%	86,112	0%	-	
Other	-1%	18,974	-2%	31,591	
Income tax	23%	(325,539)	25%	(366,6	

# 8.5. DEFERRED TAXES

The deferred tax assets and liabilities, at September 30, 2018 and December 31, 2017, is as follows:

Septem	ber 2018		December 2017				
Deferred tax asset	Deferred tax liability	Net	Deferred tax asset	Deferred tax liability	Net		



Financial assets	10,275	(38,183)	48,458	(11,805)	51,404	(63,209)
Employee benefits	4,020	-	4,020	4,641	-	4,641
Investments	2,402	182,298	(179,896)	316	226,980	(226,664)
Intangibles	(12,174)	909,831	(922,004)	(2,822)	1,138,583	(1,141,405)
Other non-financial assets	-	-	-	(423)	(1,501)	1,078
Other liabilities	18,044	(38,828)	56,872	37,312	(218,523)	255,835
Financial liabilities	2,074	395,119	(393,045)	32	430,798	(430,766)
Tax losses	71,999	4,708	67,291	130,981	16,138	114,843
Property and equipment	(9,657)	41,576	(51,233)	(4,614)	65,437	(70,051)
Technical insurance reserves	15,847	44,858	(29,011)	7,628	(10,267)	17,895
Total deferred tax	102,830	1,501,379	(1,398,549)	161,246	1,699,049	(1,537,803)

The following is a breakdown of balances, by Country:

September 2018	Argentina	Brazil	Chile	Colombia	Mexico	Panama	Peru	Dominican Republic	El Salvador	Uruguay	Total
Deferred tax assets											
Financial assets	4,215	3,308	-	2,299	-	-	-	457	(4)	-	10,275
Employee benefits	186	1,121	-	2,201	512	-	-	-	-	-	4,020
Investments	(1,071)	-	(83)	3,538	-	-	-	18	-	-	2,402
Intangibles	(18,465)	(3,631)	154	(1,115)	1,114	-	-	2,948	6,821	-	(12,174)
Other liabilities	2,401	14,446	269	520	-	-	-	408	-	-	18,044
Financial liabilities	1,407	-	-	667	-	-	-	-	-	-	2,074
Tax losses	-	34,631	4,987	25,301	7,080	-	-	-	-	-	71,999
Property and equipment	(673)	-	27	(4,992)	-	-	-	(4,019)	-	-	(9,657)
Technical insurance reserves	25,126	(2,775)	(989)	1	-	-	-	1,079	(6,595)	-	15,847
Total deferred tax assets	13,126	47,100	4,365	28,420	8,706	-	-	891	222	-	102,830
Deferred tax liabilities											(22.122)
Financial assets		-		, .	, , , ,	811)	- 8,2	228 -		(1,877)	(38,183)
Investments		-	-		,298	-	-		-	-	182,298
Intangibles		-	- 326		•	, ,	779 212,		-/	•	909,831
Other liabilities		-	- (36,8	, , ,	, ,	823)	-		(102)		(38,830)
Financial liabilities		-	- 393		,632 (23,		-		-	4,698	395,119
Tax losses		-	-	- (6,	522) 12	,381 (1,1	51)		-	-	4,708
Property ar equipment	nd	-	- 3,	802 36	,886	- 1,4	470		222	(804)	41,576
									(7.600)		
Technical insurance reserves	ce	-	- (30,8	315) 80	,766	- 2	254		(7,609)	2,264	44,860
		-	- (30,8 - <b>656</b> )	•	•		254 <b>352 220,</b>	401 -	(7,609) <b>1,801</b>		44,860 1,501,379

December 2017 Argentina Brazil Chile Colombia Mexico Panama Peru Dominican El Republic Salvador Uruguay Total	əl
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Deferred tax assets											
-inancial assets	(1,449)	4,081	(19)	(15,958)	-	-	-	1,103	-	437	(11,805
Employee benefits	514	-	13	3,050	623	-	229	-	-	212	4,643
nvestments	153	-	-	166	-	-	-	(3)	-	-	316
ntangibles	-	(6,679)	347	703	-	-	-	2,797	-	10	(2,822
Other non-financials assets	(423)	-	-	-	-	-	-	-	-	-	(423
Other liabilities	182	33,968	1,856	-	-	-	-	1,306	-	-	37,312
inancial liabilities	1,446	-	(1,810)	61	-	-	-	-	-	335	32
ax losses	-	42,434	18,007	36,145	33,561	-	834	-	-	-	130,983
Property and equipment	-	-	-	(1,122)	703	-	-	(4,195)	-	-	(4,614
echnical insurance reserves	5,847	-	(1,638)	(1)	-	-	-	3,420	-	-	7,628
Fotal deferred tax	6,270	73,804	16,756	23,044	34,887	-	1,063	4,428	-	994	161,246
<b>Deferred tax liabilities</b> Financial assets	(3,619)		32,228	4,270	11,766		8,183	<u>-</u>	(133)	(1,291)	51,40
Investments	850	-		•	(2,305)	-	-	_	-	-	226,98
Intangibles	52,457	-	377,800	(32,773)	437,399	6,042	237,012	-	16,617	44,029	1,138,5
Other non-financials assets	-	-		(1,100)	(401)	-	-	-	-	-	(1,50
Other liabilities	(4,933)	-	(58,767)	(34,283)	(119,082)	-	(1,139)	-	(319)	-	(218,52
Financial liabilities	(2,875)	-	407,483	11,282	(15,208)	-	23,939	-	-	6,177	430,79
Tax losses	-	-		29,951	(13,813)	-	-	-	-	-	16,1
Property and equipment	2,305	-	3,981	48,069	10,558	1,475	-	-	226	(1,177)	65,4
Technical insurance reserves	(41,102)	-	(42,607)	50,320	31,380	255	-	-	(11,584)	3,071	(10,26
Total liabilities from deferred taxes	3,083	-	720,118	304,171	340,294	7,772	267,995	-	4,807	50,809	1,699,0
Deferred taxes, net	3,187	73,804	(703,362)	(281,127)	(305,407)	(7,772)	(266,932)	4,428	(4,807)	(49,815)	(1,537,80

#### Deferred tax for unused tax losses and credits:

The deferred tax balance, for tax losses originated in the Companies of Colombia, Chile, Mexico, Peru, and Brazil. This company presents a balance of \$34,631. These are imprescriptible credits, that is to say, that they do not expire, according to the fiscal laws of Brazil. According to a study realized, by the company, it is estimated that this amount will be recovered from the year 2019.

In the case of Mexico, tax credits were generated mainly between the 2008 and 2011 periods and are valid for 10 years.

The tax credits, generated in Chile, correspond to the companies Seguros de Vida, Holding Spa, and Inversiones Chile Ltda. Generated, between the periods 2013 and 2016, are credits, that according to the established in the Chilean fiscal regulation, do not expire.



In the case of Colombia, the deferred asset tax, for tax losses, arises in Seguros Generales Suramericana S.A., due to the possibility of compensation of losses, and tax surpluses, that the Company owns, at the end of 2017.

# Deferred Tax Assets Not Recognized

The group presents tax losses of \$65 billion, primarily from the companies in Mexico and Peru. Additionally, in Colombia, \$48 billion, is presented, as tax credits, associated with tax deductions.

The previous items do not present an asset balance, for deferred taxes, derived from the analysis, and the low probability of recovery, realized by the Companies' administration, this, in relation to Mexico and Peru. In the case of Colombia, the explanation is given, from impact of the internal legislation, that limits the use, of the same.

#### **8.6. MOVEMENT OF DEFERRED TAXES**

	September 2018	December 2017
Initial balance, net liabilities	1,537,804	1,372,008
Deferred tax expenses recognized in profit and loss	(75,741)	68,536
Income tax related to other comprehensive income components	(8,359)	34,278
Increases (decreases) from business combinations	-	404
Effect of variations from exchange rate differences	(55,155)	62,577
Closing balance, net liabilities	1,398,549	1,537,803

# **NOTE 9. INTANGIBLE ASSETS**

The classification of the intangible assets of Grupo SURA, at the end of September 30, 2018 and December 31, 2017, is summarized, as follows:

	September 2018	December 2017
Goodwill	4,573,538	4,768,779
Intangibles assets other than goodwill	2,870,779	3,149,755
Deferred Acquisition Costs (DAC)	1,236,254	1,382,684
Total intangible assets other than goodwill	4,107,033	4,532,439
Total intangible assets, including goodwill	8,680,571	9,301,218

#### 9.1. GOODWILL

The following is a breakdown of goodwill:

		September 2018		De		
Company	Cost	Impairment	Company	Cost	Impairment	Net
Acquisitions realized in ING (*)	3,754,313	-	3,754,313	3,909,070	-	3,909,070
AFP Horizonte	245,528	-	245,528	250,951	-	250,951
Seguros de Vida SURA México S.A. de C.V. (Formerly						
Primero Seguros de Vida S.A. de C.V.)	15,014	-	15,014	14,419	-	14,419
Arus S.A.	25,429	-	25,429	25,429	-	25,429
Aseguradora Suiza Salvadoreña S.A. (Asesuiza)	83,036	(22,881)	60,155	83,367	(22,973)	60,394
Seguros Sura S.A. República Dominicana	13,665	-	13,665	13,720	-	13,720



Seguro Suramericana Panamá (Formerly Banistmo)	49,895	-	49,895	50,094	-	50,094
Seguros Generales Suramericana S.A. (Formerly RSA						
Chile S.A.)	155,251	-	155,251	168,462	-	168,462
Seguros Colombia S.A.	93,650	-	93,650	93,650	-	93,650
Seguros Sura S.A. (Formerly RSA Seguros (Brazil) S.A.)	36,731	-	36,731	44,636	-	44,636
Seguros Sura (Formerly RSA Seguros Mexico)	29,953	-	29,953	28,763	-	28,763
Seguros Sura S.A. de C.V. Uruguay	92,667	-	92,667	107,904	-	107,904
El Ciruelo	1,287	-	1,287	1,287	-	1,287
	4,596,419	22,881	4,573,538	4,791,752	(22,973)	4,768,799

(\*) Includes the goodwill that was paid in the acquisition of the following companies:

- AFP Capital S.A. (Chile)
- Afore Sura S.A. of C.V. (Mexico)
- AFP Integra S.A. (Peru)
- AFAP Sura S.A. (Uruguay)
- Sura Investment Management México S.A. de C.V. (Mexico)
- Fondos Sura SAF S.A.C. (Peru)
- Corredora of Bolsa Sura S.A.(Chile) and Administradora General of Fondos S.A. (Chile)

In addition to business combinations, goodwill increases and / or decreases in each court taking into account the provisions of paragraph 47 of IAS 21, which indicates that goodwill should be expressed in the same functional currency of the business abroad, and they become the presentation currency at the closing exchange rate.

The following is a summary of goodwill, broken down by Country:

Country	September 2018	December 2017
Chile	1,872,855	2,032,227
Peru	1,265,972	1,293,946
Mexico	946,807	894,774
Uruguay	222,104	258,622
Colombia	105,352	120,365
Panama	63,561	63,814
El Salvador	60,156	60,395
Brazil	36,731	44,636
Total	4,573,538	4,768,779

# 9.2. INTANGIBLES ASSETS OTHER THAN GOODWILL

Below, are the movements of intangible assets of Grupo SURA:

	Acquired Brands	Intangibles assets related to customers	Software and Informational applications	Rights	Licenses And franchises	Others Intangible Assets	Total
Cost							
Cost at January 1, 2017	130,899	3,705,190	264,379	31,746	26,103	8,001	4,166,318
Business combinations	-	1,413	-	-	-	-	1,413
Additions	-	11,573	113,681	-	427	-	125,681
Disposals (-)	-	(138,676)	(41,430)	-	-	(1,279)	(181,385)
Exchange rate differences	14,966	197,267	24,879	(5,653)	(6,724)	1,084	225,819
Exchange, other	-	779	1	-	-	-	780



Cost in books at December 31, 2017	145,865	3,777,546	361,510	26,093	19,806	7,806	4,338,626
Accumulated amortization and impairment of value							
Accumulated amortization and impairment of							
value January 1, 2017	(1,152)	(738,048)	(129,578)	(12,238)	(9,156)	(1,373)	(891,545)
Amortization for the period (Note 8)	-	(228,526)	(55,361)	(5,167)	(1,245)	(278)	(290,577)
Additions	-		-	-	-	-	-
Disposals (-)	-	36,536	17,504	-	-	-	54,040
Exchange rate differences	(7,110)	(44,146)	(19,694)	5,492	4,249	420	(60,789)
Accumulated amortization and impairment of value December 31, 2017	(8,262)	(974,184)	(187,129)	(11,913)	(6,152)	(1,231)	(1,188,871)
Intangibles assets, other than goodwill at							
December 31, 2017	137,603	2,803,362	174,381	14,180	13,654	6,575	3,149,755
Cost							
Cost at January 1, 2018	140,352	3,775,920	361,510	31,400	26,090	2,376	4,337,648
Business combinations	-	-	-	-	-	-	-
Additions	-	-	51,092	(154)	904	-	51,842
Disposals (-)	-	(8,436)	(19,306)	(99)	(2,002)	-	(29,843)
Exchange differences	(11,144)	(166,443)	(10,182)	-	(1,428)	1,295	(187,902)
Cost in books at September 30, 2018	129,208	3,601,041	383,114	31,147	23,564	3,671	4,171,745
Accumulated amortization and impairment of value at January 1, 2018	(2,749)	(960,044)	(186,603)	(17,218)	(9,396)	-	(1,176,010)
Amortization from the period	-	(162,467)	(41,167)	(3,793)	(1,057)	-	(208,484)
Additions	-	61,941	24,413	3,902	1,264	-	91,520
Disposals (-)	-	-	-	-	-	-	-
Exchange differences	11	(15,021)	9,583	(3,701)	1,136	-	(7,992)
Exchange, other (Sale of Seguros Sura)	-	-		-	-	_	_
Accumulated amortization and impairment values							
September 30, 2018	(2,738)	(1,075,591)	(193,774)	(20,810)	(8,053)	-	(1,300,966)
Intangibles assets, other than goodwill and DAC at							
September 30, 2018	126,470	2,525,450	189,340	10,337	15,511	3,671	2,870,779

Herewith, is a summary of the most significant useful lives of intangibles:

Company	Relationships with customers	Total useful lives (Years)	Remaining useful lives (Years)
	AFP Capital (Chile)	27	21.3
	Corredora de Bolsa SURA S.A. and Administradora General de Fondos S.A. (Chile)	10	4.3
	Seguros de Vida SURA S.A. (Chile)	14	8.3
	AFP Integra (Peru)	30	24.3
SURA AM	Wealth Management SURA S.A. (Peru)	4	0.0
	AFAP Sura S.A. (Uruguay)	23	17.3
	Afore Sura S.A. de C.V. (Mexico)	27	21.3
	Seguros Sura S.A. (Peru)	15	9.3



Company	Relationships with customers	Total useful lives (Years)	Remaining useful lives (Years)
	AFP Integra (Peru) AFP Horizonte	17	11.3
	Sociedad Agente de Bolsa Sura S.A. (Peru)	4	1.3
	Seguros Suramericana S.A de (Formerly Banistmo Panamá)	9	6.0
	Aseguradora Suiza Salvadoreña S.A. Asesuisa (Salvador)	14	7.3
	Compuredes S.A. (Colombia)	66	10.3
	RSA Seguros Brasil	5	2.5
SURA	RSA Seguros Chile	guros Chile 7	4.6
	RSA Seguros Colombia	5	2.6
	RSA Seguros Argentina	10.6	8.2
	RSA Seguros México	4	1.7
	RSA Seguros Uruguay	16	13.8
Hábitat	List of Clients El ciruelo	3	1.8
	Affinity Contracts		
	RSA Seguros Brasil	3	0.6
	RSA Seguros Chile	2.3	0.0
	RSA Seguros Colombia	1.8	0.0
SURA	RSA Seguros Argentina	1.9	0.0
	RSA Seguros México	1.7	0.0
	RSA Seguros Uruguay	1.9	0.0
	Non-competition rights		
SURA	Seguros Suramericana S.A de Panamá	5	3.0
	Brans		
	AFP Capital (Chile)	Indefinite	Indefinite
CLIDA ANA	AFP Integra (Perú)	Indefinite	Indefinite
SURA AM	AFAP SURA S.A. (Uruguay)	1	-
	AFP Integra (Perú) AFP Horizonte	3	-
SURA	RSA Seguros Argentina	Indefinite	Indefinite
	RSA Seguros México	Indefinite	Indefinite



# 9.3. DEFERRED ACQUISITION COSTS (DAC)

The following is summary of the movement of Deferred Acquisition Costs (DAC):

	Administration of assets	Insurance	Total
At December 31, 2016	539,769	1,098,835	1,638,604
Additions	164,868	1,296,731	1,461,599
Derecognition	(8,778)	-	(8,778)
Exchange differences	35,571	29,073	64,644
Amortization	(171,441)	(1,601,944)	(1,773,385)
December 31, 2017	559,989	822,695	1,382,684
Additions	121,942	-	121,942
Derecognition	-	1,107,042	1,107,042
Exchange differences	(10,869)	(79,479)	(90,348)
Amortization	(139,296)	(1,145,770)	(1,285,066)
At September 30, 2018	531,766	704,488	1,236,254

Below is a summary of Deferred Acquisition Costs (DAC), in each related country:

	September 2018	December 2017
Chile	435,143	491,772
Mexico	328,961	329,751
Colombia	180,394	219,662
Argentina	71,467	117,953
Brazil	63,412	57,567
Uruguay	36,768	40,333
Panama	34,990	33,937
El Salvador	35,743	35,282
Peru	33,719	36,124
Dominican Republic	15,197	18,414
Bermuda	460	1,889
Total	1,236,254	1,382,684

# Restrictions

To date there are no restrictions on Grupo SURA's intangible assets.

# NOTA 10. INVESTMENTS IN SUBSIDIARIES, ASSOCIATES, AND JOINT VENTURES

# 10.1. SUBSIDIARIES

The following is a breakdown of the subsidiaries of Grupo SURA, to the date over which it is being reported, grouped by to the segment, it belongs to:



CORPORATE				
Suramericana S.A.				
			September 2018	December 201
Activity:	Investor	Asset	5,707,785	5,692,263
Location:	Medellin	Liability	1,267,227	1,201,762
Country:	Colombia	Equity	4,440,558	4,490,501
Date of constitution:	25 May 1999	Profit	393,309	504,888
		Participation	81.13%	81.13%
Inversura Panamá Interna	cional S.A.			
			September 2018	December 201
Activity:	Investor	Asset	379,759	374,310
Location:	Panamá	Liability	-	5
Country:	Panamá	Equity	379,759	374,305
Date of constitution:	23 December 2002	Loss	963	(2,192)
		Participation	81.13%	81.13%
Investments Sura Brasil S.	A.S.			
			September 2018	December 201
Activity:	Investor	Asset	239,133	238,882
Location:	Medellin	Liability	123	1
Country:	Colombia	Equity	239,010	238,881
Date of constitution:	4 December 2015	Loss	(128)	(874)
	. 5 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	Participation	81.13%	81.13%
		, a. a., passo,		
Arus Holding S.A.S.				
J			September 2018	December 2017
	Investment in		·	
Activity:	movable and	Asset	69,682	69,369
	immovable property			
Location:	Medellin	Liability	39	3
Country:	Colombia	Profit/Loss	69,643	69,366
Date of constitution:	11 July 2012	Income	1,872	7,768
		Participation	100.00%	100.00%
Investments and Construc	cciones Estratégicas S.A.S.			
			September 2018	December 2017
Activity:	Investor	Asset	148,703	155,106
Location:	Medellin	Liability	5,194	5,484
Country:	Colombia	Equity	143,509	149,622
Date of constitution:	30 August 2007	Profit	1,217	10,226
		Participation	100.00%	100.00%
Grupo de Inversiones Sura	americana Panamá S.A.			
			September 2018	December 2017
	Investment in	Asset	-	972,795
Activity:	securities			
	securities Panamá	Liability	-	923,068
Activity: Location: Country:		•	-	923,068 49,727
Location:	Panamá	Liability Equity Loss		



Planeco Panamá S.A.			6 1 2010	D   2017
	Acquisition and disposition of	<u>.</u>	September 2018	December 2017
Activity:	movable and immovable property	Asset	26,636	29,298
Location:	Panamá	Liability	44,479	55,807
Country:	Panamá	Equity	(17,843)	(26,509)
Date of constitution:	12 December 2012	Loss	(4,031)	(7,525)
		Participation	95.28%	95.28%
SURA Ventures S.A.				
			September 2018	December 2017
Activity:	Investment in securities	Asset	105,521	-
Location:	Panama City	Liability	8,935	-
Country:	Panama	Equity	96,586	-
Date of constitution:	21 February 2018	Profit	(31)	-
		Participation	100.00%	0.00%
Cours CLIDA Finance C A				
Grupo SURA Finance S.A.			September 2018	December 2017
Activity:	Any lawful activity in the Cayman Islands	Asset	-	2,502,571
Location:	Cayman Islands	Liability	-	2,531,229
Country:	Cayman Islands	Equity	-	(28,658)
Date of constitution:	18 June 2011	Loss	-	(3,217)
		Participation	0%	100.00%
Financia Expreso RSA S.A.				
This is a second of the second			September 2018	December 2017
Activity:	Holding mutual contracts and making investments	Asset	1,656	3,319
Location:	Bogotá	Liability	43	18
Country:	Colombia	Equity	1,613	3,301
Date of constitution:	15 July 1970	Profit/Loss	(2,247)	(3,429)
		Participation	81.12%	81.12%
Santa Maria del Sol S.A.				
			September 2018	December 2017
Activity:	Investments	Asset	3,377	7,449
Location:	Buenos Aires	Liability	5	19
Country:	Argentina	Equity	3,372	7,430
Date of constitution:	11 April 1991	Profit/Loss	(24)	77
		Participation	81.13%	81.13%
Atlantis Sociedad Inversora	a S.A.			
			September 2018	December 2017
Activity:	Investments	Asset	1,822	4,028
Location:	Buenos Aires	Liability	4	15
Country:	Argentina	Equity	1,818	4,013
Date of constitution:	26 June 1992	Profit/Loss	(18)	24



Chilaan Haldina Comanani	como CDA			
Chilean Holding Surameri	cana SPA		September 2018	December 201
Activity	Investments	Asset	45,281	44,926
Activity:			51,734	50,280
Location:	Santiago Chile	Liability	•	
Country:		Equity	(6,453)	(5,354)
Date of constitution:	16 October 2012	Loss	(1,538)	(1,774)
		Participation	81.13%	81.13%
Inversiones Suramericana	a Chile Limitada			
			September 2018	December 201
Activity:	Investments	Asset	38,657	41,465
Location:	Santiago	Liability	317	228
Country:	Chile	Equity	38,340	41,237
Date of constitution:	25 October 2012	Loss	342	(160)
		Participation	81.13%	81.13%
Inversiones SURA Brasil P	articipacoes LTDA			
			September 2018	December 201
Activity:	Investments	Asset	197,242	-
Location:	Sao Pablo	Liability	145	-
Country:	Brazil	Equity	197,097	-
			41	
Date of constitution:	16 March 2018	Loss	(22)	-
		Loss Participation	(22) 81.13%	- 0%
Date of constitution:  Sura Asset Management S	S.A.			
Sura Asset Management S	S.A.  Investments in	Participation	81.13% September 2018	December 201
Sura Asset Management S	S.A.  Investments in movable and		81.13%	
Sura Asset Management S Activity:	S.A.  Investments in  movable and  immovable property	Participation  Asset	81.13% September 2018 8,409,419	December 201 7,180,525
Sura Asset Management S Activity: Location:	Investments in movable and immovable property  Medellin	Participation  Asset  Liability	81.13% September 2018 8,409,419 3,209,099	December 201 7,180,525 1,599,686
Sura Asset Management S Activity: Location: Country:	Investments in movable and immovable property  Medellin  Colombia	Participation  Asset  Liability Equity	81.13%  September 2018  8,409,419  3,209,099  5,200,320	December 201 7,180,525 1,599,686 5,580,839
Sura Asset Management S Activity: Location: Country:	Investments in movable and immovable property  Medellin	Participation  Asset  Liability  Equity  Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858	December 201 7,180,525 1,599,686 5,580,839 221,154
Sura Asset Management S Activity: Location: Country:	Investments in movable and immovable property  Medellin  Colombia	Participation  Asset  Liability Equity	81.13%  September 2018  8,409,419  3,209,099  5,200,320	December 201 7,180,525 1,599,686 5,580,839
Sura Asset Management S Activity: Location: Country: Date of constitution:	Investments in movable and immovable property Medellin Colombia 15 September 2011	Participation  Asset  Liability  Equity  Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858	December 201 7,180,525 1,599,686 5,580,839 221,154
Sura Asset Management S Activity: Location: Country: Date of constitution:	Investments in movable and immovable property Medellin Colombia 15 September 2011	Participation  Asset  Liability  Equity  Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%
Sura Asset Management S Activity: Location: Country: Date of constitution: Assets Estratégicos Sura A	Investments in movable and immovable property Medellin Colombia 15 September 2011	Participation  Asset  Liability  Equity  Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%
Sura Asset Management S  Activity:  Location: Country: Date of constitution:  Assets Estratégicos Sura A  Activity:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.	Asset  Liability Equity Profit Participation	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S. Holding Company	Asset  Liability Equity Profit Participation  Asset	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin	Asset Liability Equity Profit Participation  Asset Liability	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia	Asset Liability Equity Profit Participation  Asset Liability Equity	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country: Date of constitution:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013	Asset Liability Equity Profit Participation  Asset Liability Equity Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country: Date of constitution:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013	Asset Liability Equity Profit Participation  Asset Liability Equity Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5 83.58%
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country: Date of constitution:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013	Asset Liability Equity Profit Participation  Asset Liability Equity Profit	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2  83.58%	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5 83.58%
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country: Date of constitution:  Sura Investment Manager Activity:	Investments in movable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013  ment Colombia S.A.S.	Asset Liability Equity Profit Participation  Asset Liability Equity Profit Participation	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2  83.58%  September 2018	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5 83.58%  December 201
Sura Asset Management S Activity: Location: Country: Date of constitution:  Assets Estratégicos Sura A Activity: Location: Country: Date of constitution:  Sura Investment Manager Activity: Location:	Investments in movable and immovable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013  ment Colombia S.A.S.  Holding Company	Asset  Liability Equity Profit Participation  Asset Liability Equity Profit Participation  Asset Asset Liability Equity Profit Participation	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2  83.58%  September 2018  8,107	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5 83.58%  December 201 6,685
	Investments in movable and immovable and immovable property Medellin Colombia 15 September 2011  A.M. Colombia S.A.S.  Holding Company Medellin Colombia 25 April 2013  ment Colombia S.A.S.  Holding Company Medellin	Asset Liability Equity Profit Participation  Asset Liability Equity Profit Participation  Asset Liability Equity Profit Participation	81.13%  September 2018  8,409,419  3,209,099  5,200,320  266,858  83.58%  September 2018  131  1  130  2  83.58%  September 2018  8,107  1,209	December 201 7,180,525 1,599,686 5,580,839 221,154 83.58%  December 201 131 2 129 5 83.58%  December 201 6,685 407



			September 2018	December 201
Activity:	Holding Company	Asset	5,125,029	5,331,043
ocation:	Madrid	Liability	931	619
Country:	Spain	Equity	5,124,098	5,330,424
Date of constitution:	28 September 2011	Loss	(607)	(967)
oute of constitution.	20 30010111	Participation	83.58%	83.58%
		1 di delpadion	03.3070	03.3070
Grupo de Inversiones Sura	americana Holanda B.V.		Cantanakan 2010	D
	Halding Community	A L	September 2018	December 201
Activity:	Holding Company	Asset	-	5,120,196
ocation:	Amsterdam	Liability	-	43
Country:	Holland	Equity	-	5,120,153
Date of constitution:	12 October 2011	Loss	-	(306)
		Participation	0%	83.58%
Grupo SURA Chile Holding	gs I B.V.			
			September 2018	December 201
Activity:	Holding Company	Asset	2,496,276	2,592,886
ocation:	Amsterdam	Liability	70	1,384
Country:	Holland	Equity	2,496,206	2,591,502
Date of constitution:	7 July 1993	Loss	(500)	(505)
		Participation	83.58%	83.58%
Gura Asset Management (	Chile S.A.			
			September 2018	December 201
Activity:	Holding Company	Asset	3,398,511	3,208,846
ocation:	Santiago	Liability	27,207	21,228
Country:	Chile	Equity	3,371,304	3,187,618
Date of constitution:	1 de August de 2002	Profit/Loss	439,224	90,209
		Participation	83.58%	83.58%
Sura Data Chile S.A.				
			September 2018	December 201
	Company dedicated to the provision of services of data			
Activity:	processing and leasing of computational equipment	Asset	9,298	10,256
ocation:	Santiago	Liability	3,031	3,537
Country:	Chile	Equity	6,267	6,719
Date of constitution:	1 August 2002	Profit	76	394
		Participation	83.58%	83.58%
ura Servicios Profesional	es S.A.			
			September 2018	December 201
Activity:	Company dedicated to consulting and business advice	Asset	28,073	34,989
	DUSITIESS AUVICE			
ocation:	Santiago	Liability	10,630	18,002



Date of constitution:	1 August 2002	Profit	1,811	2,351
		Participation	83.58%	83.58%
SUAM Finance B.V.				
SOAIVI FIIIAIICE B.V.			September 2018	December 2017
	Holding Company		September 2010	December 2017
A	holding the 144A /			4 422 052
Activity:	Reg S bonds issued	Asset	-	1,432,862
	in April 2014			
Location:	Curacao	Liability	-	1,496,394
Country:	Curacao	Equity	-	(63,532)
Date of constitution:	01 December 2014	Loss	-	(73,364)
		Participation	0%	83.58%
Sura Asset Management N	México S.A. de CV			
Sura Asset Management N	VIENICO S.A. de CV.		September 2018	December 2017
Activity:	Holding Company	Asset	1,073,495	1,002,420
Location:	Mexico	Liability	469	177
Country:	Mexico	Equity	1,073,026	1,002,243
Date of constitution:	17 April 2013	Profit/Loss	150,688	229,637
Date of constitution.	17 April 2013	Participation	83.58%	83.58%
		r articipation	03.3070	03.3070
Sura Art Corporation S.A.	do C.V			
Sura Art Corporation S.A.	ue C.v.		September 2018	December 2017
	Company dedicated		September 2010	December 2017
	to collecting			
Activity:	Mexican works of	Asset	40,623	38,902
	art			
Location:	Mexico D.F.	Liability	58	81
Country:	Mexico	Equity	40,565	38,821
Date of constitution:	20 December 2011	Profit	132	171
		Participation	83.58%	83.58%
	(2)			
Sura Asset Management P	Perú S.A.		C	D
A	11.11.		September 2018	December 2017
Activity:	Holding Company	Asset	155,865	286,011
Location:	Lima	Liability	13,712	64,388
Country:	Perú	Equity	142,153	221,623
Date of constitution:	4 July 2013	Profit	89,930	133,147
		Participation	83.58%	83.58%
Sura Asset Management U	Jruguay Sociedad de Inversión S.A.			
			September 2018	December 2017
Activity:	Holding Company	Asset	196,254	218,779
Location:	Uruguay	Liability	4,129	4,025
Country:	Uruguay	Equity	192,125	214,754
Date of constitution:	2 July 2013	Profit	8,262	25,559
		Participation	83.58%	83.58%
MANDATORY - VOLUNTAR	RY			
AFAP Sura S.A.				
AIAI Jula J.A.				



Activity:	Company dedicated to the administration of pension savings funds.	Asset	100,160	102,116
Location:	Montevideo	Liability	15,391	21,382
Country:	Uruguay	Equity	84,769	80,734
Date of constitution:	27 June 1995	Profit	33,326	44,989
		Participation	83.58%	83.58%
AFP Capital S.A.			September 2018	December 2017
Activity:	Company dedicated to the administration of pension savings funds.	Asset	3,047,750	3,334,661
Location:	Santiago	Liability	717,530	582,530
Country:	Chile	Equity	2,330,220	2,752,131
Date of constitution:	16 January 1981	Profit	201,102	292,234
		Participation	83.33%	83.33%
Afore Sura S.A. de C.V.				
	Company dedicated to managing		September 2018	December 2017
Activity:	investment companies specializing in retirement funds	Asset	1,737,743	1,512,587
Location:	Mexico D.F.	Liability	316,897	216,568
Country:	Mexico	Equity	1,420,846	1,296,019
Date of constitution:	17 December 1996	Profit	216,660	257,279
		Participation	83.58%	83.58%
AFP Integra S.A.				
			September 2018	December 2017
Activity:	Administration of pension funds	Asset	1,374,578	1,402,909
Location:	Lima	Liability	294,004	249,423
Country:	Perú	Equity	1,080,574	1,153,486
Date of constitution:	19 May 1993	Profit/Loss	120,973	181,830
		Participation	83.58%	83.58%
VOLUNTARY Corredores de Bolsa Sura S.A	٨.			
	Company dedicated to the purchase and		September 2018	December 2017
Activity:	sale of securities and securities brokerage operations	Asset	89,197	138,860
Location:	Santiago	Liability	37,888	77,695
Country:	Chile	Equity	51,309	61,165



Date of constitution:	4 February 2008	Profit/Loss	(346)	(2,595)
		Participation	83.58%	83.58%
Administra de Ce e	- Familia Com C A			
Administradora General de	e Fondos Sura S.A.		September 2018	December 2017
			September 2010	December 2017
	Company dedicated			
Activity:	to managing mutual and investment	Asset	70,297	82,698
	funds			
Location:	Santiago	Liability	36,304	49,829
Country:	Chile	Equity	33,993	32,869
Date of constitution:	9 July 2008	Profit	3,749	7,764
		Participation	83.58%	83.58%
Sura Investment Managen	nent S.A. de C.V.		6 1 2010	D   2017
	Common de disease d		September 2018	December 2017
	Company dedicated to the operation of			
Activity:	investment	Asset	74,062	63,350
	companies			
Location:	Mexico D.F.	Liability	18,945	15,881
Country:	Mexico	Equity	55,117	47,469
Date of constitution:	13 February 1998	Loss	(12,680)	(14,586)
		Participation	83.58%	83.58%
Fondos Sura SAF S.A.C.				
rondos Sura SAF S.A.C.			September 2018	December 2017
	Company dedicated		September 2010	December 2017
	to the			
Activity:	administration of	Asset	33,307	13,663
	Mutual Funds and			
	investment	11.1.10	40.760	4.754
Location:	Lima	Liability	12,762	4,751
Country: Date of constitution:	Perú 7 December 2004	Equity	20,545	8,912
Date of constitution:	7 December 2004	Loss Participation	(914) 83.58%	(6,111) 83.58%
		Participation	83.38%	83.38%
Sociedad Agente de Bolsa	S.A.			
			September 2018	December 2017
Activity:	Securities brokers	Asset	12,657	12,011
Location:	Perú	Liability	975	941
Country:	Perú	Equity	11,682	11,070
Date of constitution:	25 September 2015	Loss	(2,552)	(3,458)
		Participation	83.58%	83.58%
Corrador da Balca Sura S /	A			
Corredor de Bolsa Sura S.A	1.		September 2018	December 2017
Activity:	Brokerage Services	Asset	4,681	8,272
Location:	Montevideo	Liability	2,332	3,122
	Uruguay	Equity	2,349	5,150
Country:	<b>.</b> ,	11	· .	
Country: Date of constitution:	01 December 2014	Loss	(2,227)	(6,038)
•	01 December 2014	Loss Participation	(2,227) 83.58%	(6,038) 83.58%



		September 2018	B December 2017
Company dedicated			
to the administration	Asset	5,772	7,155
of investment funds			
Montevideo	Liability	1,621	2,241
Uruguay	Equity	4,151	4,914
19 January 2011	Profit/Loss	(74)	(4,621)
	Participation	83.58%	33.58%
	to the administration of investment funds Montevideo Uruguay	to the administration of investment funds  Montevideo Liability  Uruguay Equity  19 January 2011 Profit/Loss	Company dedicated to the administration Asset 5,772 of investment funds  Montevideo Liability 1,621 Uruguay Equity 4,151 19 January 2011 Profit/Loss (74)

Sura Asset Management A	Argentina S.A.			
			September 2018	December 2017
Activity:	Company dedicated to financial and investment administration	Asset	62	26
Location:	Buenos Aires	Liability	64	26
Country:	Argentina	Equity	(2)	-
Date of constitution:	11 October 2017	Profit/Loss	(165)	(18)
		Participation	83.58%	83.58%

WM Asesores en inversion	nes S.A de C.V.			
			September 2018	December 2017
Activity:	Administration consulting services	Asset	6,855	-
Location:	México D.F.	Liability	390	-
Country:	México	Equity	6,465	-
Date of constitution:	02 May 2018	Profit/Loss	(461)	-
		Participation	83.58%	0.00%

LIFE				
NBM Innova, S.A de C.V.				
			September 2018	December 2017
	Provision of all kinds			
	of services for the			
	management,	<u>.</u>		
Activity:	promotion,	Asset	920	-
	dissemination, and			
	marketing of all			
	types of goods and services.			
I a cation.	México D.F.	liabilia.	128	
Location:		Liability		
Country:	México	Equity	792	-
Date of constitution:	13 May 2018	Profit	(459)	-
		Participation	83.58%	0.00%
				-
Seguros de Vida Suramer	icana S.A.			
			September 2018	December 2017
Activity:	Personal insurance	Asset	6,911,396	7,253,468
Location:	Medellin	Liability	5,488,169	5,839,942
Country:	Colombia	Equity	1,423,227	1,413,526
Date of constitution:	4 August 1947	Profit	206,970	351,110
		Participation	81.13%	81.13%



	ales Suramericana S.A.			
			September 2018	December 201
Activity:	Operation of the labor risk branch	Asset	2,894,014	2,634,197
_ocation:	Medellin	Liability	2,379,714	2,095,313
Country:	Colombia	Equity	514,300	538,884
Date of constitution:	9 November 1995	Profit	164,101	186,316
		Participation	81.13%	81.13%
Asesuisa Vida, S.A. Seguro	s de Personas			
			September 2018	December 201
Activity:	Personal insurance	Asset	359,481	369,422
ocation:	San Salvador	Liability	287,919	287,273
Country:	El Salvador	Equity	71,562	82,149
Date of constitution:	5 December 2001	Profit	7,362	18,923
		Participation	81.13%	81.13%
Seguros de Vida Suramerio	cana S.A. (Chile)			
			September 2018	December 201
Activity:	Life-insurance company	Asset	88,853	76,949
Location:	Santiago	Liability	49,996	34,662
Country:	Chile	Equity	38,857	42,287
Date of constitution:	21 November 2012	Profit	(116)	33
		Participation	81.13%	81.13%
Activity:	A company dedicated to the exercise of	Asset	9,968,920	10,323,517
Activity:	insurance activities related to annuities and life annuities	Asset	9,968,920	10,323,517
ocation:	Santiago	Liability	8,808,047	9,203,966
Country:	Santiago Chile	Equity	1,160,873	1,119,551
Country:	<del>-</del>	·		
Country:	Chile	Equity	1,160,873	1,119,551
Country: Date of constitution:	Chile 12 January 1989	Equity Profit	1,160,873 30,739 83.58%	1,119,551 53,961 83.58%
Country: Date of constitution: Pensiones Sura S.A. de C.V	Chile 12 January 1989  /.	Equity Profit Participation	1,160,873 30,739 83.58% September 2018	1,119,551 53,961 83.58% December 201
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity:	Chile 12 January 1989  /. Pension insurance	Equity Profit Participation  Asset	1,160,873 30,739 83.58% September 2018 2,316,852	1,119,551 53,961 83.58% December 201 2,030,137
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity: Location:	Chile 12 January 1989  /. Pension insurance Mexico D.F.	Equity Profit Participation  Asset Liability	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088	1,119,551 53,961 83.58% December 201 2,030,137 1,895,032
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity: Location: Country:	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico	Equity Profit Participation  Asset Liability Equity	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088 151,764	1,119,551 53,961 83.58% December 201 2,030,137 1,895,032 135,105
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity: Location: Country:	Chile 12 January 1989  /. Pension insurance Mexico D.F.	Equity Profit Participation  Asset Liability Equity Profit	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088 151,764 12,444	1,119,551 53,961 83.58% December 201 2,030,137 1,895,032 135,105 24,633
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity: Location: Country:	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico	Equity Profit Participation  Asset Liability Equity	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088 151,764	1,119,551 53,961 83.58% December 201 2,030,137 1,895,032 135,105
Country: Date of constitution:  Pensiones Sura S.A. de C.V  Activity: Location: Country: Date of constitution:	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico 12 May 1997	Equity Profit Participation  Asset Liability Equity Profit	1,160,873 30,739 83.58%  September 2018 2,316,852 2,165,088 151,764 12,444 83.58%	1,119,551 53,961 83.58%  December 201 2,030,137 1,895,032 135,105 24,633 83.58%
Country: Date of constitution: Pensiones Sura S.A. de C.V Activity: Location: Country: Date of constitution: Seguros de Vida Sura Mex	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico 12 May 1997  tico S.A. de C.V.	Equity Profit Participation  Asset Liability Equity Profit Participation	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088 151,764 12,444 83.58%	1,119,551 53,961 83.58%  December 201 2,030,137 1,895,032 135,105 24,633 83.58%  December 201
Location: Country: Date of constitution:  Pensiones Sura S.A. de C.V  Activity: Location: Country: Date of constitution:  Seguros de Vida Sura Mex  Activity:	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico 12 May 1997  iico S.A. de C.V.  Life-insurance	Equity Profit Participation  Asset Liability Equity Profit Participation  Asset	1,160,873 30,739 83.58%  September 2018 2,316,852 2,165,088 151,764 12,444 83.58%  September 2018 323,235	1,119,551 53,961 83.58%  December 201 2,030,137 1,895,032 135,105 24,633 83.58%  December 201 270,155
Country: Date of constitution:  Pensiones Sura S.A. de C.V  Activity: Location: Country: Date of constitution:  Seguros de Vida Sura Mex	Chile 12 January 1989  /.  Pension insurance Mexico D.F. Mexico 12 May 1997  tico S.A. de C.V.	Equity Profit Participation  Asset Liability Equity Profit Participation	1,160,873 30,739 83.58% September 2018 2,316,852 2,165,088 151,764 12,444 83.58%	1,119,551 53,961 83.58%  December 201 2,030,137 1,895,032 135,105 24,633 83.58%  December 201



		Participation	83.58%	83.58%
SUAM Corredora de Segur	os S.A. de C.V.			
•			September 2018	December 2017
Activity:	Company dedicated to all kinds of activities related to insurance and reinsurance	Asset	720	733
Location:	San Salvador	Liability	37	87
Country:	El Salvador	Equity	683	646
Date of constitution:	7 May 2013	Profit	38	164
	,	Participation	83.58%	83.58%
Disgely S.A.				
			September 2018	December 2017
Activity:	Company dedicated to commercialization of goods, leases of goods, works and services	Asset	1,732	2,148
Location:	Montevideo	Liability	41	168
Country:	Uruguay	Equity	1,691	1,980
Date of constitution:	01 December 2014	Loss	(11)	(617)
		Participation	83.58%	83.58%
Seguros Generales Surame			September 2018	December 2017
Activity:	General Insurance	Asset	4,165,615	3,750,880
Location:	Medellin	Liability	3,254,574	2,870,049
Country:	Colombia	Equity	911,041	880,831
Date of constitution:	12 December 1944	Profit Participation	58,175 81.12%	77,079 81.12%
Saguras Sura S A				
Seguros Sura S.A.			September 2018	December 2017
Activity:	Insurance	Asset	267,240	313,228
Location:	Santo Domingo	Liability	223,463	272,548
Country:	Dominican Republic	Equity	43,777	40,680
Date of constitution:	17 July 1986	Profit	2,406	676
		Participation	81.13%	81.13%
Seguros Suramericana Pan	namá S.A.			
			September 2018	December 2017
Activity:	Insurance	Asset	1,152,366	1,169,686
Location:	Panama	Liability	541,319	547,873
Country:	Panamá	Equity	611,047	621,813
Date of constitution:	11 July 1972	Profit	29,879	48,104
		Participation	81.13%	81.13%
Aseguradora Suiza Salvado	preña S.A. Asesuisa			



A addit side se	Canadalhamanaa	Accet	206 202	204 142
Activity:	General Insurance	Asset	296,203	304,142
Location:	San Salvador	Liability	119,160	123,856
Country:	El Salvador	Equity	177,043	180,286
Date of constitution:	14 November 1969	Profit	(2,305)	361
		Participation	81.13%	81.13%
Sura RE Ltd.				
			September 2018	December 2017
Activity:	Insurance and/or reinsurance business	Asset	61,781	57,468
Location:	Hamilton	Liability	16,372	42,276
Country:	Bermuda	Equity	45,409	15,192
Date of constitution:	08 December 2015	Loss	(326)	(462)
		Participation	81.13%	81.13%
Sura SAC Ltd.				
			September 2018	December 2017
Activity:	Insurance and/or reinsurance business	Asset	1,488	1,904
Location:	Hamilton	Liability	260	933
Country:	Bermuda	Equity	1,228	971
Date of constitution:	26 July 2017	Profit/Loss	253	(13)
		Participation	81.13%	81.13%
Seguros Sura S.A. (Brazil)				
			September 2018	December 2017
Activity:	Operation in insurance of persons and damages	Asset	934,325	1,050,691
Location:	Sao Pablo	Liability	730,699	804,552
Country:	Brazil	Equity	203,626	246,139
Date of constitution:	31 August 1973	Loss	970	(155)
		Participation	81.13%	81.13%
Seguros Sura S.A. (Argenti	ma\			
Seguios Sura S.A. (Aigenti	па		September 2018	December 2017
Activity:	General insurance operations	Asset	936,705	1,446,021
Location:	Buenos Aires	Liability	832,316	1,250,744
Country:	Argentina	Equity	104,389	195,277
Date of constitution:	13 July 1912	Profit	26,485	29,155
		Participation	80.67%	80.67%
A				
Aseguradora de Créditos a	inu Garanuas S.A.		September 2018	December 2017
Activity:	Insurance, co- insurance, and reinsurance operations in general of all types of risks	Asset	91,570	87,275



	Buenos Aires	Liability	80,651	73,930
Country:	Argentina	Equity	10,919	13,345
Date of constitution:	20 June 1959	Profit/Loss	6,641	(3,270)
		Participation	81.12%	81.12%
Seguros Generales Suram	ericana S.A. (Chile)			
ocharos ocherales oaram	eriodria on a (orme)		September 2018	December 2017
Activity:	General insurance company	Asset	3,327,519	4,196,792
Location:	Santiago	Liability	2,534,472	3,325,728
Country:	Chile	Equity	793,047	871,064
Date of constitution:	15 April 1905	Loss	(9,287)	(3,595)
		Participation	81.11%	80.71%
Seguros Sura, S.A de C.V.	(Mexico)			
,	· ,		September 2018	December 2017
Activity:	General insurance operations	Asset	1,265,536	1,432,476
Location:	Mexico Distrito Federal	Liability	937,343	1,119,239
Country:	Mexico	Equity	328,193	313,237
Date of constitution:	01 October 1941	Loss	266	(7,082)
		Participation	81.13%	81.13%
Seguros Sura S.A. (Urugu	ау)			
A			September 2018	December 2017
Activity:	General insurance	Asset	540,610	602,676
Location:	Montevideo	Liability	317,666	331,371
Country:	Uruguay	Equity	222,944	271,305
			/2 1001	13,545
Date of constitution:	07 November 1994	Profit	(2,108)	
	07 November 1994	Profit Participation	81.13%	81.13%
	07 November 1994			81.13%
Date of constitution:			81.13%	
Date of constitution:	ada Suramericana S.A.			81.13% December 2017
Date of constitution:			81.13%	
Date of constitution: HEALTH EPS and Medicina Prepag	ada Suramericana S.A.  Organization, guarantee, and provision of health	Participation	81.13% September 2018	December 2017
Date of constitution:  HEALTH EPS and Medicina Prepaga Activity:	ada Suramericana S.A.  Organization, guarantee, and provision of health services	Participation  Asset	81.13% September 2018 884,577	December 2017 721,194
Date of constitution:  HEALTH EPS and Medicina Prepag  Activity:  Location:	ada Suramericana S.A.  Organization, guarantee, and provision of health services Medellin	Participation  Asset  Liability	81.13% September 2018 884,577 638,222	December 2017 721,194 524,958
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country:	ada Suramericana S.A.  Organization, guarantee, and provision of health services Medellin Colombia	Participation  Asset  Liability Equity	81.13%  September 2018  884,577  638,222 246,355	December 2017 721,194 524,958 196,236
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country:	Organization, guarantee, and provision of health services Medellin Colombia 31 January 1990	Asset  Liability Equity Profit	81.13%  September 2018  884,577  638,222 246,355 49,700	December 2017 721,194 524,958 196,236 31,823
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country: Date of constitution:	ada Suramericana S.A.  Organization, guarantee, and provision of health services Medellin Colombia 31 January 1990	Asset  Liability Equity Profit	81.13%  September 2018  884,577  638,222 246,355 49,700	December 2017 721,194 524,958 196,236 31,823
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country: Date of constitution:  Servicios de Salud IPS Sura	Organization, guarantee, and provision of health services Medellin Colombia 31 January 1990	Asset  Liability Equity Profit	81.13%  September 2018  884,577  638,222 246,355 49,700 81.13%	December 2017 721,194 524,958 196,236 31,823 81.13%
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country: Date of constitution:  Servicios de Salud IPS Sura	ada Suramericana S.A.  Organization, guarantee, and provision of health services Medellin Colombia 31 January 1990  americana S.A.  Medical, paramedical, and	Asset  Liability Equity Profit Participation	81.13%  September 2018  884,577  638,222 246,355 49,700 81.13%  September 2018	December 2017 721,194 524,958 196,236 31,823 81.13% December 2017
Date of constitution:  HEALTH EPS and Medicina Prepage Activity:  Location: Country: Date of constitution:  Servicios de Salud IPS Sura	Organization, guarantee, and provision of health services Medellin Colombia 31 January 1990  americana S.A.  Medical, paramedical, and dental services	Asset  Liability Equity Profit Participation  Asset	81.13%  September 2018  884,577  638,222 246,355 49,700 81.13%  September 2018  93,116	December 2017 721,194 524,958 196,236 31,823 81.13% December 2017 89,141
Date of constitution:  HEALTH EPS and Medicina Prepage  Activity:  Location: Country: Date of constitution:  Servicios de Salud IPS Sura  Activity:  Location:	organization, guarantee, and provision of health services Medellin Colombia 31 January 1990  americana S.A.  Medical, paramedical, and dental services Medellin	Asset  Liability Equity Profit Participation  Asset  Liability	81.13%  September 2018  884,577  638,222 246,355 49,700 81.13%  September 2018  93,116  79,072	December 2017 721,194 524,958 196,236 31,823 81.13% December 2017 89,141 75,537



Diagnóstico y Asistencia N	Médica S.A.			
			September 2018	December 2017
A activity	Provision of diagnostic health	Accet	104 504	02.224
Activity:	diagnostic health aids services	Asset	104,594	82,334
Location:	Medellin	Liability	63,063	50,348
Country:	Colombia	Equity	41,531	31,986
Date of constitution:	24 February 1994	Profit	9,828	5,986
		Participation	81.13%	81.13%
Hábitat Adulto Mayor S.A.				
			September 2018	December 2017
	Provision of health			
Activity:	services for the adult seniors	Asset	54,718	50,075
Location:	La Estrella	Liability	26,499	21,884
Country:	Colombia	Equity	28,219	28,191
Date of constitution:	24 July 2007	Profit	60	1,187
		Participation	82.66%	82.66%
OUTCOURCING				
OUTSOURCING Arus S.A.				
			September 2018	December 2017
	Services and			
	commercialization			
Activity:	of products and	Asset	92,448	84,104
	solutions in telecommunications			
Location:	Medellin	Liability	61,084	53,073
Country:	Colombia	Equity	31,364	31,031
Date of constitution:	16 August 1988	Profit/Loss	315	5,204
		Participation	100.00%	100.00%
Enlace Operativo S.A.				
			September 2018	December 2017
	Information			
Activity:	processing services under outsourcing	Asset	23,525	20,293
Location:	Medellin	Liability	6,280	4,968
Country:	Colombia	Equity	17,245	15,325
Date of constitution:	31 May 2006	Profit	2,059	3,281
		Participation	100.00%	100.00%
OTHERS				
Operaciones Generales Su	ıramericana S.A.S.			
			September 2018	December 2017
Activity:	Investment in movable and	Asset	138,906	127,864
Location:	immovable property  Medellin	Liability	71,693	74,119
Country:	Colombia	Equity	67,213	53,745
Date of constitution:	24 July 1964	Loss	(8,960)	(8,278)
sate of constitution.	ZTJUIY IJUT	Participation	81.13%	81.13%



			September 2018	December 2017
	Investments in		September 2010	December 201
	movable assets			
Activity:	especially stocks,	Asset	537,911	506,017
tocivicy:	shares, or parts of	, 10000	,	,
	companies			
Location:	Medellin	Liability	291,322	240,956
Country:	Colombia	Equity	246,589	265,061
Date of constitution:	6 December 2002	Profit	12,344	11,045
bate of constitution.	o Bedefinder 2002	Participation	81.13%	81.13%
Consultoría en Gestión de	Riesgos Suramericana S.A.S.		September 2018	December 2017
	Provision of		September 2010	December 2017
	consulting services			
Activity:	in integral risk	Asset	26,454	14,995
	management			
Location:	Medellin	Liability	18,134	12,676
Country:	Colombia	Equity	8,320	2,319
Date of constitution:	15 April 1996	Profit	5,999	293
	22.1	Participation	81.13%	81.13%
		T di dioipation	01110,0	01.1070
Servicios Generales Suran	nericana S.A. (Panamá)			
			September 2018	December 2017
	Service of			
Activity:	inspection, repair,	Asset	595	419
•	purchase and sale of			
1	vehicles	Lt. Ltts.	202	262
Location:	Panama	Liability	292	263
Country:	Panamá	Equity	303	156
Date of constitution:	2 August 2012	Profit	143	11
		Participation	81.13%	81.13%
Protección Garantizada L1	<sup>-</sup> DA			
			September 2018	December 2017
Activity:	Insurance agency	Asset	-	2,479
Location:	Bogotá	Liability	-	889
Country:	Colombia	Equity	-	1,590
Date of constitution:	10 November 2005	Profit	-	1,555
		Participation	0%	49.73%
Sura Real Estate S.A.S.				
			September 2018	December 2017
	Management			
	consulting activities,			
Activity:	real estate activities	Asset	2,980	3,426
	realized with own or			
	leased property			
_ocation:	Bogotá	Liability	2,037	2,383
Country:	Colombia	Equity	943	1,043
Date of constitution:	9 February 2016	Profit	(900)	588
		Participation	63.52%	58.50%



Asesores Sura S.A.	de C.V.			
			September 2018	December 2017
Asset	The selling products and provision of financial services	Asset	12,912	11,175
Liability	Mexico D.F.	Liability	9,260	8,516
Equity	Mexico	Equity	3,652	2,659
Income	17 October 2000	Profit	840	660
		Participation	83.58%	83.58%

Promotora Sura AM	ብ S.A. de C.V.			
			September 2018	December 2017
Asset	Provision of marketing services, promotion, and dissemination of products of any kind	Asset	8,761	6,734
Liability	Mexico	Liability	5,004	3,851
Equity	Mexico	Equity	3,757	2,883
Income	23 October 2013	Profit	719	1,086
		Participation	83.58%	83.58%

## Changes in participation of investments

### Year 2018

- On February 21, 2018, the scission in Panama, called SURA VENTURES S.A., was approved. The capital, of the new company, that is constituted, is paid with the allocation of part of the capital of Grupo de Inversiones Suramericana Panamá S.A, leaving the authorized capital of SURA VENTURES S.A, for USD 27,094,024.
- On March 16, 2018, with the registration, before the local Ministry of Finance, Inversiones Sura Brasil, a company domiciled, and governed, by the laws of the Republic of Brazil, was formally incorporated. Its purpose is to facilitate the development of business and investment of Suramericana, in Latin America, and particularly in this country. The participation of Suramericana, in this company, corresponds to 100% of its capital, indirectly, since the ownership of the property is through its Colombian subsidiaries, Inversiones Sura Brasil S.A.S and Operaciones Generales Suramericana S.A.S.
- On March 23, 2018, Suramericana S.A. capitalized its subsidiary Sura Re, with USD 10,300,000, so that it could reach the minimum capital, required to start the registration process, as a reinsurer, and the subsequent acceptance of risks, assigned by its related companies. With the transfer of these resources, Sura Re reached a capital of USD 15,800,000, which has been contributed, in full, directly by Suramericana S.A.
- In April 2018, Chilean Holding Suramericana SpA bought 28,742 shares, as a result of the change in Chile in Seguros Generales, which has ceased to be a shareholder of FCMI Chilean Holdings LTD, whose value, increased the investment by 809,058,558 Chilean pesos.
- On May 2, 2018, WM Assores en Inversiones S.A. de C.V. was incorporated, in Mexico City, with an indefinite duration, whose corporate purpose will be to provide professional and administrative services of portfolio management, making investment decisions, in the name of, and on account of



third parties, as well as advice on investment in securities, analysis and issuance of investment recommendations in an individualized manner. Said company will be subject to the supervision of the National Banking and Securities Commission.

- On May 25, 2018 AZ S.A.S., a shareholder of Sura Real Estate S.A.S., transferred 602 ordinary shares to Sura Investment Management Colombia S.A.S., by virtue of the purchase and sale of said shares, in the amount of 1,260,000,000 Pesos (COP), which corresponds to a value, per share, of 2,093,023.26. Pesos (COP).
- In Sura Real Estate S.A.S, an issuance of 10 shares was realized, of which Sura Investment Management (Subsidiary of Sura Asset Management Colombia) acquired 7 shares, at a nominal value of one thousand pesos (\$ 1,000).
- On September 12, 2018, Sura Asset Management México S.A. pays the totality of the approved capital, in the company NBM Innova Mexico, of 5,000,000 (five million) ordinary, nominative shares, with a nominal value of \$1.00 Peso, a variable capital increase, of which, 2,999,900 was already had.

### Company changes

## Grupo SURA (Panama and Finance )

Grupo de Inversiones Suramericana S.A. ("Grupo SURA") through Public Deed No. 1715, granted on August 1, 2018, at the Second Notary Public of Medellín, the merger statute reform was formalized, in which Grupo SURA acted as the absorbing company of its subsidiaries Grupo de Inversiones Suramericana Panamá S.A. ("GIS Panama") and Gruposura Finance ("GS Finance"). In this respect, and after obtaining the authorization of the Financial Superintendence of Colombia, through Resolution No. 0890 of July 13, 2018, notified on July 17, 2018, the merger commitment, approved by the respective companies, was realized public. Organs of the companies involved in their meetings of March 23, 2018. In accordance with the foregoing, Grupo SURA will proceed to register the public deed in the Mercantile Registry of the Chamber of Commerce, of Medellín.

In accordance with the merger commitment, and its annexes, after the merger, the estimated values of the assets, liabilities, equity, authorized capital, and subscribed, and paid capital, of Grupo SURA, will be the following:

Total assets	28,398,889
Total liabilities	6,027,846
Net worth	22,371,043
Authorized capital	112,500
Subscribed and paid capital	109,121

The assets and liabilities, of the absorbed companies and of Grupo SURA, have been taken at their value, recorded in the most recent Separate Financial Statements available.

The impact of the merger, in the Consolidated Financial Statements of Grupo Sura, in equity is \$(63,829) and the gain for the year is \$(27,281)



### SURA AM and SURA (Insurance Mexico)

On July 11, 2018, SURA Asset Management, as part of the purchase and sale process, realized by the Mexican insurer Seguros de Vida Sura Mexico S.A. de C.V., to Suramericana S.A. (buyer), the Governing Board of the National Insurance and Bonding Commission of Mexico, authorized preliminarily, the transaction, subject to compliance with some necessary regulatory requirements, for the final authorization, and on which both parties are advancing.

The execution of the contract is also subject to the favorable resolution of the Federal Commission of Economic Competition of Mexico (COFECE), and to the fulfillment of the suspensive conditions ,agreed between the parties. The changes in the Consolidated Financial Statements, will be realized, once the approval of the COFECE has been obtained.

### Life Insurance and Occupational Risk Insurance Suramericana (ARL SURA)

On July 3, 2018, the Board of Directors, of its subsidiaries Seguros de Vida Suramericana S.A., and Seguros de Riesgos Laborales Suramericana S.A. (ARL SURA), authorized their directors to advance a merger operation. in which the former will absorb ARL SURA, with the objective of generating greater capital efficiency, thanks to the complementarity of the financial structure, that both companies have.

The process will be subject to compliance, with the corresponding legal procedures, approvals by the governing bodies, of each of the companies, and the favorable pronouncement of the Financial Superintendence of Colombia. The changes in the Consolidated Financial Statements will be realized once the approval of the regulatory entities has been obtained .

### - Sura Asset Management and SUAM Finance B.V. (SURA AM and Finance)

Grupo de Inversiones Suramericana S.A. (Grupo SURA) reports, that its subsidiary Sura Asset Management S.A. (SURA AM), domiciled in Colombia, duly completed the merger process, through which Sura AM absorbed the subsidiary SUAM Finance B.V. (Absorbed Company), domiciled in Curacao.

Impacts of the merger: SURA AM was the sole shareholder of the Absorbed Company, so there was no exchange of shares, or shares of capital, nor effects on the Consolidated Financial Statements of Sura AM and Grupo SURA.

### Year 2017

- On April 4, 2017, 127,464 shares of IFC of Sura Asset Management S.A., were purchased in the amount of \$1,079,056 million, increasing the stake in this company, by 4.8717%.
- On July 26, 2017, the company SURA SAC Ltda., a segregated accounts company, domiciled in Bermuda, was incorporated. The South American share, in this company, is direct, and corresponds to 100% of its capital. The value of the initial investment, in this company, was USD 200,000.
- The company, Services and Sales Company Ltda., was declared in the process of liquidation, therefore, from 2017, it deteriorated by 100%.



## 10.2. INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

The balances of investment in associates and joint ventures:

	September 2018	December 2017
Investment in associates	18,555,123	18,829,782
Joint ventures	6,459	4,160
Total investments accounted for, using the equity method	18,561,582	18,833,942

	September 2018	September 2017
Income using the equity method in associates	722,189	764,598
Income using the equity method in joint ventures	922	605
Total income by method of participation of investments accounted for using the equity method	723,111	765,203

## 10.2.1. Investments in associates

The following is a breakdown of the associated Companies, of Grupo Sura, at the closing of the date of which is being reported:

			September	2018		December 20	)17	
Companies	Principal Activity	Country	% Part.	% voting rights	# Shares	% Part.	% voting rights	# Shares
Associates								
Grupo Bancolombia S.A.*	Global bank	Colombia	24.44%	46.12%	235,098,823	24.44%	46.11%	235,039,870
Grupo Argos S.A.	Cement, energy, real estate, and ports	Colombia	26.75%	35.53%	229,295,179	26.78%	35.56%	229,534,810
Grupo Nutresa S.A.	Foods and processed	Colombia	35.17%	35.17%	161,807,155	35.17%	35.17%	161,807,155
Administradora de Fondos de Pensiones and Cesantías Protección S.A.	Pension and severance Funds	Colombia	49.36%	49.36%	12,541,088	49.36%	49.36%	12,541,088
Sodexo Soluciones de Motivación S.A.	Services	Colombia	49.00%	49.00%	261,342	49.00%	49.00%	261,342
Sodexo Colombia S.A.	Services	Colombia	35.00%	35.00%	1,604,015	35.00%	35.00%	1,604,015
Promotora Nacional de Zona Franca S.A.	Logistics services	Colombia	16.77%	16.77%	5,769,024	16.77%	16.77%	5,769,024
Inversiones DCV S.A.	Administration of shareholders' registration	Chile	34.82%	34.82%	3,431	34.82%	34.82%	3,431
Fondos de Cesantías Chile II	Pension and severance Funds	Chile	22.60%	22.60%	62,401	22.60%	22.60%	62,401
Servicios de Administración Previsional S.A.	Voluntary Funds	Chile	22.64%	22.64%	168,806	22.64%	22.64%	168,806
ARS Palic Salud S.A.	Administration and sales of health plans	Dominican Republic	30.00%	30.00%	247,665	30.00%	30.00%	247,665
Subocol S.A.	Marketing of parts for vehicle reparation	Colombia	50.00%	50.00%	492	50.00%	50.00%	492
Brinks de Colombia S.A. <sup>1</sup>	Transport	Colombia	18.62%	18.62%	3,377,445	18.62%	18.62%	3,377,445
Acsendo S.A.S.	Investments	Colombia	25.80%	18.62%	63,570	25.80%	18.62%	63,570



#### Joint Ventures:

Interejecutiva de Aviación Administration S.A.S. transport	of	air Colombia	33.00%	33.00%	1,500,000	33.00% 33.00%	1,500,000
Unión Para La Infraestructura S.A.S.		Colombia	50.00%	50.00%	-	50.00% 50.00%	-

<sup>(\*)</sup> **Voting rights:** The percentage, with voting rights, at September 2018, of Bancolombia S.A. and Grupo Argos, is 46.12% and 35.53%, respectively, the foregoing, taking into account the issuance, of preference shares, without voting rights, issued by this associate. For other investments in associates, the percentage of participation is equal to the right to vote.

### Investment balances

The following are the balances of associates:

Investments in associates	September 2018	December 2017
Bancolombia S.A.	7,799,027	7,788,286
Grupo Argos S.A.	4,922,370	4,917,510
Grupo Nutresa S.A.	4,634,278	4,913,993
Administradora of Fondos of Pensiones and Cesantías Protección S.A.	1,105,035	1,120,041
Others	94,413	89,952
Total	18,555,123	18,829,783

## Financial information of associates (Issuers of securities)

Assets, liabilities, equity, and profit for the period, of each of the associated companies, included in the Consolidated Financial Statements of the Company, at September 30, 2018 and December 31, 2017, are as follows:

September 2018	Location	Current assets	Non- current assets	Current liabilities	Non- current liabilities	Equity	Income	Profit	Other comprehensive income	Comprehensive income
Bancolombia S.A.	Colombia	206,655,328		181,788,315		24,867,013	8,004,872	1,753,044	37,936	1,790,980
Grupo Argos S.A.	Colombia	6,549,836	40,357,099	7,648,405	14,978,580	24,279,950	10,565,898	863,853	(453,785)	410,068
Grupo Nutresa S.A.	Colombia	2,759,336	10,593,046	1,903,110	3,294,903	8,154,369	6,609,298	388,131	(915,822)	(527,691)
Administradora de Fondo de Pensiones y Cesantías Protección S.A.	Colombia	2,198,427	-	741,033	-	1,457,394	1,034,015	181,017	-	181,017

<sup>\*</sup>Figures taken from the Consolidated Financial Statements

Investments in associates of Grupo Sura that are listed on the Colombian Stock Exchange (BVC), presented an improvement, in the market value, compared to the previous year as shown below:

<sup>&</sup>lt;sup>1</sup> Despite not having more than 20% participation, in the investment of Brinks de Colombia S.A., this investment is classified as an associate, since Grupo Sura has a member on the Board of Directors, of the Company, and can participate in the decision-making process, of the same.



Associates	September 2018	December 2017
Bancolombia S.A.	31,900	29,980
Inversiones Argos S.A.	16,300	20,880
Grupo Nutresa S.A.	24,200	27,820
Fondo de Pensiones and Cesantías Protección S.A. (*)	110,468	87,349

Although the shares of Grupo Nutresa and Grupo Argos, listed on the Colombian stock exchange, have a lower balance, at September 2017, the fundamentals of the comportment of these issuers, is that of a positive manner and with interesting growth prospects, supported by the investments and growth plans realized, in recent years.

(\*) The shares of Protección, despite being publicly traded, are classified as low stock market shares in the Colombian stock market. This implies that the formation of prices over the asset does not represent the best reference on the economic value of this company.

## Movement of investments in associates

	Bancolombia S.A.	Grupo Argos S.A.	Grupo Nutresa S.A.	Administradora de Fondos de Pensiones and Cesantías Protección S.A.	Others	Total
Balance at December 31, 2016	7,337,334	4,952,061	4,716,733	1,045,581	87,565	18,139,274
Additions	-	-	-	-	3,648	3,648
Income from the Equity Method	639,023	87,174	147,770	151,843	35,109	1,060,919
Changes in equity	35,311	(58,727)	135,894	10,955	(2,227)	121,206
(-) Dividends	(223,382)	(62,998)	(86,405)	(88,338)	(29,215)	(490,338)
Others	-	-	-	-	(4,927)	(4,927)
Balance at December 31, 2017	7,788,286	4,917,510	4,913,992	1,120,041	89,953	18,829,782
Additions	1,973	97	-	-	-	2,070
Derecognition	-	(4,829)	-	-	-	(4,829)
Income from the Equity Method	404,945	74,299	135,695	78,066	26,702	719,707
Changes in equity	(156,376)	10,502	(323,762)	(2,251)	(1,351)	(473,238)
(-) Dividends	(239,801)	(75,209)	(91,648)	(90,821)	(17,948)	(515,427)
Others	-	-	-	-	(2,942)	(2,942)
Balance at September 30, 2018	7,799,027	4,922,370	4,634,277	1,105,035	94,414	18,555,123

### Restrictions and commitments

At the closing date, there are no restrictions or commitments to investments in associates.

# 10.2.2. JOINT VENTURES

The following breakdown of costs of investments, at September 30, 2018 and December 31, 2017:



	Interejecutiva	UPI	Total
Balance at December 31, 2016	3,816	1,238	5,054
Reclassification	-	(137)	(137)
Profit from the Equity Method	(813)	1,130	317
(-) Dividends	-	(1,074)	(1,074)
Balance at December 31, 2017	3,003	1,157	4,160
Profit from the Equity Method	2,483	922	3,405
(-) Dividends	-	(1,106)	(1,106)
Balance at September 30, 2018	5,486	973	6,459

At the closing date, there were no restrictions in investments of joint ventures.

### **NOTE 11. PROVISIONS**

	September 2018	December 2017
Litigations in process (*)	172,081	223,662
Other provisions	48,411	51,985
Labor lawsuits	9,123	10,583
	229,615	286,230

(\*) Includes, among others, the following concepts:

- Amount provisioned by Afore Sura S.A. of C.V., in Mexico, as a contingency, associated with a sanction, related to the trial, conducted by the Federal Commission of Economic Competition ("Cofece"), regarding the administrative procedure of "absolute monopolistic practices in the market for the provision of funds management services for the retirement of workers ", for approximately \$ 20,888 million pesos. This balance is recognized in 2017.
- Grupo de Inversiones Suramericana S.A., recently received the resolutions, that decide the reconsideration resources, where the values, proposed by the DIAN, in the official liquidation review, are confirmed. The resolutions, of the resources, originate in differences of interpretation with the DIAN, in the settlements to the income tax of the years 2009, 2010, 2011 and 2013, a situation that was announced to the market, in Relevant Information, on March 23, 2016.

Based on the provisions of Law 1819 of 2016, on Tax Reform, the Company realizes the analyses, to carry out a reconciliation process with the DIAN, with respect to the value of the processes previously mentioned, by an estimated amount of COP 37,666 million, which was provisioned, in the Financial Statements of the Company, and of which COP 34,196 million, has already been paid, in the month of October 2017. This procedure will be subject to the regulations, issued by the National Government, at the time of the reform. The aforementioned procedure will allow a solution to the differences with the tax authority, without implying acceptance of any responsibility, on the part of the Company, who maintains its criterion, regarding the interpretation of the tax rule, that gave rise to the difference. At September 30, 2018, the provision is \$3,470.

The following are the provisions by country:



	September 2018	December 2017
Brazil	143,204	196,574
Colombia	50,824	87,698
Mexico	32,057	64
Uruguay	1,764	-
Argentina	970	1,894
Chile	796	-
Total	229,615	286,230

### **NOTE 12. SECURITIES ISSUED**

The following is a summary of debt instruments issued:

	September 2018	December 2017
Outstanding shares (1)	7,433,961	7,385,933
Preference shares (2)	460,611	450,752
Total	7,894,572	7,836,685

## <sup>1</sup>Outstanding bonds:

- On June 22, 2016, Suramericana issued ordinary bonds in local markets; the amount issued was one trillion pesos (\$ 1,000,000), distributed in 4 series (4, 7, 10 and 15 years), and all indexed to inflation, and quarterly interest payments. The proceeds, from the placement of the Ordinary Bonds, will be allocated, one hundred percent (100%), to the replacement of Sudamericana's financial liabilities.
- March 31, 2016, Grupo de Inversiones Suramericana S.A., issued, in the local markets, \$100,000, in ordinary series C6 bonds, with an CPI + 3.55% rate, due in 2020.
- In the month of April 2014, through its subsidiary, Sura Asset Management Finance B.V., placed bonds of \$1,492,000 million, with a 10-year fixed rate of 4.875% (T + 230bps), and an oversupply of 8.6 times the amount offered.
- On May 7, 2014, Grupo Inversiones Suramericana S.A., issued COP 650,000 ordinary bonds, in local markets, in four tranches, where the first three, were indexed to the CPI, with a quarterly coupon, and the last, indexed to the IBR, with a monthly coupon.
  - o A five-year tranche, for a total value of COP 103,278, with an interest rate of CPI + 3.24%;
  - o A nine-year tranche, for a total value of COP 223,361, with an interest rate of CPI + 3.08%;
  - o A sixteen-year tranche, for a total value of COP 100,000, with an interest rate of CPI + 4.15%; And
  - o A two-year tranche, for a total value of COP 223,361, with an interest rate of IBR + 1.20. This section expired in May 2016.
- May 11, 2011, the subsidiary Grupo Sura Finance, placed in the international capital market, ordinary bonds for USD 300 million, equivalent to \$578,049 million pesos, for a period of 10 years. The aforementioned issue was fully guaranteed by Grupo de Inversiones Suramericana S.A., as the Parent.



- On November 25, 2009, Grupo de Inversiones Suramericana S.A. issued, in the local markets, COP 250,000 of ordinary bonds, in three tranches, indexed to the CPI, with a quarterly coupon.
  - o A ten-year tranche, for a total value of COP 54,500, with an interest rate of the CPI + 4.40%;
  - o A twenty-year tranche, for a total value of COP 98,000, with an interest rate of CPI + 5.90%; And
  - o A forty-year tranche, for a total value of COP 97,500, with an interest rate of CPI + 6.98%.

### Below is a breakdown of the bonds issued:

				Amortized c	ost	Fair Value	
Maturity	Dare issued	Date maturity	of	Sept-18	Dec-17	Sept-18	Dec-17
6 Years	17-Apr-14	17-Apr-24		1,044,375	1,496,387	1,490,845	1,592,778
10 Years	11-Apr-17	14-Apr-27		1,509,235	1,034,770	999,316	1,056,018
4 Years	07-May-16	07-May-20		100,596	100,651	103,312	102,881
5 Years	07-May-14	07-May-19		104,306	104,346	105,210	105,475
9 Years	07-May-14	07-May-23		225,398	225,327	235,606	234,022
10 Years	07-May-14	07-May-24		54,531	54,431	56,540	56,508
16 Years	07-May-14	07-May-30		100,835	100,809	104,711	106,678
20 Years	25-Nov-09	25-Nov-29		96,181	96,281	115,864	117,657
40 Years	25-Nov-09	25-Nov-49		95,097	95,289	131,577	135,781
5 Years	23-Feb-17	23-Feb-22		194,589	194,515	199,882	199,402
7 Years	23-Feb-17	23-Feb-24		165,687	165,936	168,590	167,735
12 Years	23-Feb-17	23-Feb-29		191,107	191,455	190,107	194,972
10 Years	18-May-11	18-May-21		906,995	897,169	947,766	963,381
10 Years	29-Apr-16	29-Apr-26		1,651,429	1,634,001	1,704,463	1,794,022
4 Years	22-Jun-16	22- Jun -20		147,417	147,376	151,435	150,336
7 Years	22-Jun-16	22- Jun -23		255,574	255,780	270,038	267,953
10 Years	22-Jun-16	22-Jun 26		303,521	303,892	319,623	322,245
15 Years	22-Jun-16	22- Jun -31		287,088	287,518	300,452	308,437
Total				7,433,961	7,385,933	7,595,337	7,876,281

# Hedge accounting

Grupo Sura, through its Parent Company, realized a merger with the company, Grupo Sura Finance, as of July 31, 2018. Since these bonds are issued in dollars and the functional currency of Grupo Sura is the peso, it was decided that the accounting of coverage, at of September 2018, would be applied, with the use of derivative instruments, swaps and options, whose effects are taken to other comprehensive income, and the difference in exchange for derivatives is recorded in the Income Statement.

The subsidiary Sura Asset Management, whose functional currency is the Colombian peso, realized a merger with its subsidiary SUAM Finance, a company that had bonds in dollars; as a result of the acquisition of these bonds, Sura Asset Management defined the application of hedge accounting, through the use of a Principal Only Swap (POS), which covers the impact of the difference in exchange and the



probability of complying with the payment of dividends. This structure was defined by taking into account that it generates the least negative effect on the debt/EBITDA ratio, protects the nominal of the net investments abroad, and reduces the risk on the cash flow. As an effect of this structure, the valuation of the Cash Flow hedge, for the component corresponding to USD/COP, and in the other currencies, as hedging of Net Foreign Investments goes to the OCI and to the IRI component, the exchange difference of the intrinsic value of the swap, that will fit perfectly with the difference in exchange for the debt.

(See note 6.2.1 of Other Financial Liabilities)

#### <sup>2</sup> Preference shares:

- On November 29, 2011, an issuance of 106,334,963 preference shares, in the amount off \$32,500 (Colombian Pesos) was realized; from the date of issuance and for 3 years, a quarterly dividend of 3% EAR is paid, on the value of the issuance. As of 2015, 0.5% EAR is payable quarterly, on the price of the issuance.
- On March 31, 2017, the Shareholders' Meeting approved the amendments to the Issuance and Placement of Preferred Shares Regulations, issued in 2011, which establish the payment of a preferential minimum dividend equivalent to one percent (1%) per annum, on the sum equivalent to the Reference Subscription Price (as defined below), as long as the value resulting from this calculation exceeds the dividend decreed, for ordinary shares; otherwise, the latter will be recognized.

For these purposes, the Reference Subscription Price shall mean the subscription price of preference shares in any placement of preference shares, by the Company in the most recent primary market operation, most recently approved by the General Meeting, including, but not limited to, issuances and public offerings, private issues, capitalization of credits, dividend payment in shares, among others. In no case, shall it be understood that the Reference Subscription Price will correspond to the trading price of the preference shares, in the secondary market. The General Meeting of Shareholders shall determine the form and dates of payments, of the dividend of the preference shares, under conditions equal to those of the dividend, of the ordinary shares.

The previous dividend will be paid in preference to the dividend that corresponds to the ordinary shares.

In addition, the Board of Directors of the Company, set the subscription price of the preferred shares at thirty-five thousand nine hundred and seventy-three COP (\$35,973) Pesos and would be delivered as payment of dividends in shares.

This entailed an increase in liabilities of \$226,085 and its counterpart was a decrease in equity in the premium issued.

## NOTE 13. SHAREHOLDER COMPOSITION AND DECLARED DIVIDENDS

The following chart summarizes the information related to Shareholder composition of Grupo SURA, as well as, the Book of Register of Shareholders:



	September 201	8	December 2017	7
	·	%		%
	Share	Participation	Share	Participation
Grupo Argos S.A.	129,645,845	22.28%	130,990,706	22.51%
Grupo Nutresa S.A.	59,387,803	10.20%	59,387,803	10.20%
Fondo de Pensiones Obligatorias Porvenir Moderado	45,940,149	7.89%	54,569,596	9.38%
Fondo de Pensiones Obligatorias Protección Moderado	16,060,894	2.76%	50,589,397	8.69%
Cementos Argos S.A.	28,183,262	4.84%	26,751,424	4.60%
Harbor International Fund	15,892,557	2.73%	24,751,142	4.25%
Fundación Grupo Argos	10,685,767	1.84%	10,666,767	1.83%
Fondo de Pensiones Obligatorias Colfondos Moderado	10,610,687	1.82%	17,419,468	2.99%
Colombiana de Comercio S.A. Corbeta and/or Alkosto S.A.	10,000,000	1.72%	10,000,000	1.72%
Fondo Bursatil Ishares Colcap	9,230,903	1.59%	11,484,837	1.97%
Norges Bank-Cb New York	5,709,697	0.98%	-	0.00%
Fundación fraternidad Medellin	5,100,000	0.88%	-	0.00%
Old Mutual Fondo de Pensiones Obligatorias - Moderado	7,102,560	1.22%	7,534,891	1.29%
Abu Dhabi Investment Authority J.P. Morgan	4,218,867	0.72%	6,989,392	1.20%
Oppenheimer Developing Markets Fund	3,949,521	0.68%	13,206,870	2.27%
Vanguard Emerging Markerts Stock Index Fund	3,507,120	0.60%	-	0.00%
Minority Shareholders	216,751,916	37.24%	157,635,255	27.09%
	581,977,548		581,977,548	

In April 2017 Grupo SURA issued 6,605,325 preference shares, which generated equity increase in the Company's capital of \$1,238 and \$209,189, in the issued premium. Grupo SURA corresponds primarily to the change in the regulation of the preference shares (minimum dividend and issue price) from 0.5% to 1%, generating an effect of \$226 thousand-million (Milliards).

The following is a breakdown of paid and declared dividends, at the closing date:

Dividends payable at December 31, 2017 (Note 6.2)	2,378
Ordinary declared	336,121
Preference declared	58,503
Subtotal declared dividends (*)	394,624
Paid ordinary shares	(174,267)
Paid preference shares	(29,217)
Subtotal dividends paid	(203,484)
Dividends payable at September 30, 2018 (Nota 6.2)	193,518

(\*) The following is a breakdown of dividends payable and declared, at September 2018, by Company:

	Declared dividends
Grupo SURA	152,193
Sura Asset Management	30,116
Suramericana	11,209
Total	193,518



## NOTE 14. NON-CONTROLLING INTEREST

Non-controlling interest attributable to third-parties' interest, in the investments held, is herewith represented:

September 2018	% Non-controlling interest	Minority equity	Minority Profit
Sura Asset Management S.A.	16.423%	1,470,116	78,545
Suramericana S.A.	18.870%	837,643	74,448
AFP Capital S.A.	0.292%	8,432	532
Aseguradora Suiza Salvadoreña S.A. Asesuisa	2.889%	5,586	146
Hábitat Adulto Mayor S.A.	17.338%	4,893	10
Seguros Sura S.A. (Argentina)	0.567%	592	150
Seguros Generales Suramericana S.A (Chile)	0.028%	223	(3)
Seguros Generales Suramericana S.A. (Colombia)	0.016%	141	10
AFP Integra S.A.	0.001%	10	1
Asesuisa Vida, S.A. Seguros de Personas	0.004%	3	-
Aseguradora de Créditos y Garantías S.A.	0.007%	1	-
Seguros Sura S.A. (Dominican Republic)	0.002%	1	-
Seguros Sura S.A (Brazil)	0.000%	(1)	-
Financia Expreso RSA S.A.	0.015%	(1)	-
Sura Real Estate S.A.S.	23.924%	(778)	(215)
Planeco Panamá S.A.	4.718%	(842)	(190)
		2,326,019	153,434

December 2017	% Non-controlling interest	Minority equity	Minority Profit
Sura Asset Management S.A.	16.423%	1,524,876	100,894
Suramericana S.A.	18.870%	847,003	95,345
AFP Capital S.A.	0.292%	9,861	779
Aseguradora Suiza Salvadoreña S.A. Asesuisa	2.889%	5,979	557
Hábitat Adulto Mayor S.A.	17.338%	4,888	206
Seguros Generales Suramericana S.A (Chile)	0.518%	4,512	(19)
Seguros Sura S.A. (Argentina)	0.567%	1,107	165
Protección Garantizada LTDA.	38.701%	615	602
Seguros Generales Suramericana S.A. (Colombia)	0.016%	136	13
AFP Integra S.A.	0.000%	11	1
Asesuisa Vida, S.A. Seguros de Personas	0.004%	4	1
Seguros Sura S.A (Brazil)	0.000%	1	-
Financia Expreso RSA S.A.	0.047%	1	(1)
Aseguradora de Créditos y Garantías S.A.	0.007%	1	-
Seguros Sura S.A. (Dominican Republic)	0.002%	1	-
Sura Real Estate S.A.S.	30.000%	(705)	176
Planeco Panamá S.A.	4.718%	(1,251)	(355)
		2,397,040	198,364

Non-controlling interest of equity, for each equity account, is presented below:



	September 2018	December 2017
Accumulated gains (losses)	1,514,716	1,508,895
Reserves	447,368	346,548
Other comprehensive Income	205,403	338,834
Profit	153,434	198,364
Social capital	5,098	4,399
Total	2,326,019	2,397,040

### **NOTE 15. OPERATING SEGMENTS**

### 15.1. SEGMENTS ON WHICH SHOULD BE REPORTED

For purposes of management, Grupo SURA is organized into business units, according to services provided. Said units of business, are divided, by the following reportable segments:

- 1. Insurance: Includes companies dedicated to the coverage of the risks, in charge of ensuring or indemnifying all or parts of damages incurred by the appearance of determined accidental situations.
- 1.1. Life: are classified as companies covering personal risks.
- 1.2. Non-life: are insurance companies that cover risks different from personal damages

### 2. Administration of funds:

- 2.1. Mandatory: the main activity concerns the collection and management of contributions made for employees in individual mandatory savings accounts, or in turn, the administration and payment of the benefits, established for the pension system.
- 2.2. Voluntary: the main activity focuses on voluntary pension savings, annuities, et. Al.
- 3. Corporate: Under this segment, are the holding companies, whose main objective is the acquisition of vehicles of investment. Additionally, other services that are not directly related to the strategy of business, but that complement the offer of services, are included.

### 4. Services:

- 4.1. Outsourcing: in this segment are the companies dedicated to services and marketing of products and solutions in telecommunications and services of processing of information included in
- 4.2. Health: Includes companies dedicated the provision of services of health, both mandatory and prepaid medicine
- 4.3. Others: are services that are not directly related to the strategy of business, but that complement the services offered.

The highest authority in the of decision-making of the segments of Grupo SURA, are the Financial Vice Presidencies of subsidiaries, and Grupo SURA, who is in charge of supervising the operating results of the segments of operation, separately, for the purpose of making decisions over the allocation of resources and assessment of performance.



The performance of the segments is evaluated on the basis of the gains or losses for operations, before taxes, and are measured in a uniform manner, with the loss or gain, for operations of the Consolidated Financial Statements.

The following is a breakdown by Company, as they are segmented, by operation:

Entity  Grupo de Inversiones Suramericana S A	Commo::::t:	Administrator of	of Funds	Insurance		Services			
	Corporate	Mandatory	Voluntary	Life	Entity	Mandatory	Voluntar		
Grupo de Inversiones Suramericana S.A.	Χ								
Suramericana S.A.	Х								
Inversura Panamá Internacional S.A.	X								
Inversiones Sura Brasil S.A.S.	X								
Arus Holding S.A.S	Χ								
Inversiones y Construcciones Estratégicas S.A.S.	Χ								
Grupo de Inversiones Suramericana Panamá S.A.	Χ								
Planeco Panamá S.A.	Χ								
Grupo Sura Finance S.A.	Х								
Financia Expreso RSA S.A.	Χ								
Santa Maria del Sol S.A. (Argentina)	Χ								
Atlantis Sociedad Inversora S.A.	X								
Chilean Holding Suramericana SPA	X								
Inversiones Suramericana Chile Limitada	X								
Sura Asset Management S.A.	X								
Activos Estratégicos Sura A.M. Colombia S.A.S.	X								
Sura Investment Management Colombia S.A.S.	X								
SURA Asset Management España S.L.	X								
Grupo de Inversiones Suramericana Holanda									
B.V.	Χ								
Grupo Sura Chile Holdings I B.V.	X								
SURA Asset Management Chile S.A.	X								
Sura Data Chile S.A.	X								
SURA Servicios Profesionales S.A.									
	X								
SUAM Finance B.V.									
Sura Asset Management México S.A. de C.V.	X								
Sura Art Corporation S.A. de C.V.	X								
Sura Asset Management Perú S.A.	X								
Sura Asset Management Uruguay Sociedad de Inversión S.A.	X								
AFAP Sura S.A.		Χ	Χ						
AFP Capital S.A.		Χ	Χ						
Afore Sura S.A. de C.V.		Χ	Χ						
AFP Integra S.A.		Χ	Χ						
Corredores de Bolsa Sura S.A.			X						
Administradora General de Fondos Sura S.A.			X						
Sura Investment Management S.A. de C.V.			X						
Fondos Sura SAF S.A.C.			X						
Sociedad Agente de Bolsa S.A.			X						
Corredor de Bolsa SURA S.A.			Χ						
AFISA SURA S.A.			Χ						
Sura Asset Management Argentina S.A.			X						
WM Asesores en inversiones S.A de C.V.			X						
Seguros de Vida Suramericana S.A. (Colombia)				X					
Seguros de Riesgos Laborales Suramericana S.A.				X					
Asesuisa Vida, S.A. Seguros de Personas				X					
Seguros de Vida Suramericana S.A (Chile)				X					
Seguros de Vida Sura S.A. (Chile)				X					
oeguros de vida odra o.A. (Cilile)				^					



	Corporate	Administrator of	of Funds	Insura	nce	Serv	rices	
Entity	Corporate	Mandatory	Voluntary	Life	Entity		Mandatory	Voluntary
Pensiones Sura S.A. de C.V.				Χ				
Seguros Sura, S.A de C.V. (Mexico)				Χ				
SUAM Corredora de Seguros S.A. de C.V.				Χ				
Disgely S.A.				Χ				
NBM Innova, S.A. de C.V.				Χ				
Seguros Generales Suramericana S.A. (Colombia)					Χ			
Seguros Sura S.A. (Republica Dominicana)					Χ			
Seguros Suramericana, S.A. (Panama)					Χ			
Aseguradora Suiza Salvadoreña S.A. Asesuisa					Χ			
Sura RE Ltd.					Χ			
Seguros Sura S.A (Brazil)					Χ			
Seguros Sura S.A (Argentina)					Χ			
Aseguradora de Créditos y Garantías S.A.					Χ			
Seguros Generales Suramericana S.A (Chile)					Χ			
Seguros Sura, S.A de C.V. (Mexico)					Χ			
Seguros Sura S.A. (Uruguay)					Χ			
EPS y Medicina Prepagada Suramericana S.A.						Χ		
Servicios de Salud IPS Suramericana S.A.						Χ		
Diagnóstico y Asistencia Médica S.A. Dinámica						Χ		
IPS								
Hábitat Adulto Mayor S.A.						X		
Arus S.A.							Χ	
Enlace Operativo S.A.							X	
Operaciones Generales Suramericana S.A.S.								Χ
Servicios Generales Suramericana S.A. (Colombia)								Χ
Consultoría en Gestión de Riesgos Suramericana S	i.A.S.							Χ
Servicios Generales Suramericana S.A. (Panama)								Χ
Protección Garantizada LTDA.								Χ
SURA Real Estate S.A.S.								Χ
Asesores Sura S.A. de C.V.								Χ
Promotora Sura AM S.A. de C.V.								Χ
Sura SAC Ltd.								Χ
Inversiones SURA Brasil Participacoes LTDA	Χ							
SURA Ventures S.A.	Χ							



# 15.2. THE INFORMATION BY OPERATING SEGMENTS Consolidated Income Statement at September 30, 2018, by Operating Segments

Premiums issued         -         -         555,245         3,733,912         5,150,304         -         -         -         -         1,3277)         9,426           Premiums issued         -         -         555,245         3,578,967         5,065,535         -         -         -         -         (13,277)         9,186           Premiums         -         -         -         555,245         3,578,967         5,065,535         -         -         -         -         1,3277)         9,186           Complementary insurance services         -         -         -         154,945         84,769         -         -         -         -         239           Premiums ceded         -         -         -         (532)         (216,598)         (1,335,264)         -         -         -         4,733         (1,547,747)           Retained premiums (net)         -         -         -         554,713         3,517,314         3,815,040         -         -         -         4,788           Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834 <td< th=""></td<>
Premiums         -         555,245         3,578,967         5,065,535         -         -         -         (13,277)         9,186           Complementary insurance services         -         -         -         154,945         84,769         -         -         -         -         239           Premiums ceded         -         -         -         (532)         (216,598)         (1,335,264)         -         -         -         4,733         (1,547,477)           Retained premiums (net)         -         -         554,713         3,517,314         3,815,040         -         -         -         (8,544)         7,878           Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834           Provisions of Servicios         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416
Complementary insurance services         -         -         154,945         84,769         -         -         -         239           Premiums ceded         -         -         (532)         (216,598)         (1,335,264)         -         -         -         4,733         (1,547,478)           Retained premiums (net)         -         -         554,713         3,517,314         3,815,040         -         -         -         (8,544)         7,878           Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834           Provisions of Servicios         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,58
Premiums ceded         -         (532)         (216,598)         (1,335,264)         -         -         -         4,733         (1,547,647)           Retained premiums (net)         -         554,713         3,517,314         3,815,040         -         -         -         4,733         (1,547,788)           Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834           Provisions of Servicios         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323
Retained premiums (net)         -         554,713         3,517,314         3,815,040         -         -         -         6,544         7,878           Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834           Provisions of Servicios         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323         12,085         7,526         18,184         5,228         -         26,106         (1,379,415)         723           Gains in sales of investments         181
Commission income         649         1,370,139         169,599         17,282         275,359         57         696         4,116         (2,962)         1,834           Provisions of Servicios         -         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323         12,085         7,526         18,184         5,228         -         26,106         (1,379,415)         723           Gains in sales of investments         181         5,830         27,401         7,206         7,930         (30)         -         5         -         48
Provisions of Servicios         -         -         -         -         921         6         2,776,083         166,633         154,437         (618,511)         2,479           Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323         12,085         7,526         18,184         5,228         -         26,106         (1,379,415)         723           Gains in sales of investments         181         5,830         27,401         7,206         7,930         (30)         -         5         -         48
Dividends         (3,024)         -         2,928         1,270         309         -         -         3,317         -         4           Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323         12,085         7,526         18,184         5,228         -         26,106         (1,379,415)         723           Gains in sales of investments         181         5,830         27,401         7,206         7,930         (30)         -         5         -         48
Investment income         25,478         7,523         82,416         698,964         77,151         11         758         44,276         (1,332)         935           Gains at fair value         (54,161)         61,997         45,243         105,585         193,058         12,000         -         -         -         192         363           Gains from the Equity Method, Associates         1,953,074         80,323         12,085         7,526         18,184         5,228         -         26,106         (1,379,415)         723           Gains in sales of investments         181         5,830         27,401         7,206         7,930         (30)         -         5         -         48
Gains at fair value (54,161) 61,997 45,243 105,585 193,058 12,000 192 363 Gains from the Equity Method, Associates 1,953,074 80,323 12,085 7,526 18,184 5,228 - 26,106 (1,379,415) 723 Gains in sales of investments 181 5,830 27,401 7,206 7,930 (30) - 5 - 48
Gains from the Equity Method, Associates 1,953,074 80,323 12,085 7,526 18,184 5,228 - 26,106 (1,379,415) 723 Gains in sales of investments 181 5,830 27,401 7,206 7,930 (30) - 5 - 48
Gains in sales of investments 181 5,830 27,401 7,206 7,930 (30) - 5 - 48
Income from investment properties 360 26 4,877 46,039 8,252 875 - 1,669 (9,231) 52
Exchange differences (net) (20,399) 6,528 888 2,204 21,228 (32) (330) 26 - 10
Other income 3,169 3,194 1,180 29,762 126,115 15,843 821 8,416 (14,322) 174
Total income 1,905,327 1,535,560 901,330 4,434,073 4,542,632 2,810,035 168,578 242,368 (2,034,125) 14,505
Total claims (523,534) (2,388,493) (3,365,319) 99,832 (6,177,
Reimbursement of claims 167,272 1,414,047 (8,910) 1,572
Retained claims (523,534) (2,221,221) (1,951,272) 90,922 (4,605,
Reserves net of production (141,721) (328,865) (47,260) (517,400)
Costs of provision of services (2,452,130) (133,738) (112,729) 341,568 (2,357,458)
Administrative expenses (86,997) (239,527) (53,032) (306,106) (451,933) (162,591) (7,449) (31,779) 59,494 (1,279,502)
Employee benefits (93,197) (317,405) (155,020) (287,727) (402,908) (94,483) (16,013) (20,749) 2,007 (1,385,
Fees (22,792) (35,830) (12,842) (306,095) (243,713) (9,375) (829) (9,233) 73,361 (567,
Broker commissions - (22,328) (14,410) (305,283) (966,778) (2,894) 1,780 (1,309,
Amortization (78,281) (32,640) (5,570) (6,179) (85,224) (154) (147) (208,
Depreciation (7,247) (15,841) (3,000) (5,685) (14,519) (8,364) (5,049) (1,100) - (60,40)
Other expenses (3) (226,714) (191,790) (1,201) (488) (37) 77,658 (342,
Interest (415,109) (2,313) (948) (215) (2,045) (4,260) (996) (13,395) 7,938 (431,
Impairment (60) (54) (84) (4,815) (2,410) (171) (239) (1,332) - (9,
Total expenses (703,686) (665,938) (910,161) (3,998,905) (4,359,852) (2,735,623) (164,948) (190,354) 654,728 (13,074,
Gains continuing operations, net 1,201,641 869,622 (8,831) 435,168 182,780 74,412 3,630 52,014 (1,379,397) 1,431
Gains discontinuing operations, net (19,057) (213,764) (6,868) (5,935) (53,799) (8,732) (1,256) (16,128) - (325,64)
Gains, net 1,182,584 655,858 (15,699) 429,233 128,981 65,680 2,374 35,886 (1,379,397) 1,105
Controlling gains 1,181,931 655,603 (15,113) 429,394 128,980 65,678 2,374 35,886 (1,532,667) 952
Non-controlling gains 653 255 (586) (161) 1 2 153,270 153



# Consolidated Income Statement at September 30, 2017, by Segments

September 2017	Corporate	Administration	on of Funds	Insurance	Services			Eliminations	Corporate	
		Mandatory	Voluntary	Life	Non-life	Health	Outsourcing	Others		
Premiums issued	-	-	730,524	4,432,595	5,401,301	-	-	-	(48,576)	10,515,844
Premiums	-	-	730,524	4,298,958	5,320,099	-	-	-	(48,576)	10,301,005
Complimentary insurance services	-	-	-	133,637	81,202	-	-	-	-	214,839
Premiums ceded	-	-	(868)	(170,920)	(1,517,236)	-	-	-	30,861	(1,658,163)
Retained premiums (net)	-	-	729,656	4,261,675	3,884,065	-	-	-	(17,715)	8,857,681
Commission income	267	1,298,114	147,476	15,256	266,623	81	406	7,955	(4,594)	1,731,584
Provisions of Servicios	109	-	-	662	7	2,302,332	155,011	130,001	(532,408)	2,055,714
Dividends	5,104	-	1,700	565	87	-	-	4,918	-	12,374
Investment income	19,888	8,105	21,525	604,734	70,115	1	647	-	(1,459)	723,556
Gains (losses) at fair value	(87,713)	177,874	91,061	196,377	179,148	11,151	-	-	-	567,898
Gains (losses) from the Equity Method, Associates	2,009,411	117,486	7,177	6,644	44,122	4,592	-	27,437	(1,451,666)	765,203
Gains (losses) in sales of investments	26,240	5,384	60,366	8,844	8,189	23	-	(5)	-	109,041
Income from investment properties	2,028	222	4,922	36,424	7,380	1,172	-	1,451	(8,240)	45,359
Exchange differences (Net)	(14,645)	(6,883)	244	(1,087)	(1,497)	(37)	(33)	(31)	-	(23,969)
Other income	112,551	3,992	1,377	104,315	147,094	13,537	578	46,767	(117,745)	312,466
Total income	2,073,240	1,604,294	1,065,504	5,234,409	4,605,333	2,332,852	156,609	218,493	(2,133,827)	15,156,907
Total claims	-	(3)	(459,674)	(2,488,094)	(3,048,824)	-	-	-	83,278	(5,913,317)
Reimbursement of claims	-	-	-	136,710	1,051,583	-	-	-	(6,633)	1,181,660
Retained claims	-	(3)	(459,674)	(2,351,384)	(1,997,241)	-	-	-	76,645	(4,731,657)
Reserves net of production	-	-	(395,587)	(1,003,841)	(102,522)	-	-	-	-	(1,501,950)
Costs of provision of services	-	-	-	-	-	(2,038,161)	(120,802)	(100,380)	297,598	(1,961,745)
Administrative expenses	(143,468)	(260,409)	(53,519)	(294,573)	(463,828)	(132,543)	(5,770)	(30,319)	60,370	(1,324,059)
Employee benefits	(79,823)	(297,540)	(147,910)	(266,764)	(393,579)	(92,182)	(14,977)	(18,188)	1,303	(1,309,660)
Fees	(29,009)	(24,875)	(8,497)	(277,661)	(230,262)	(7,635)	(555)	(8,556)	71,933	(515,117)
Intermediary commissions	(125)	(22,082)	(9,394)	(299,906)	(965,580)	(3,775)	-	-	2,805	(1,298,057)
Amortization	(78,828)	(31,181)	(5,039)	(5,645)	(93,448)	(154)	(70)	-	-	(214,365)
Depreciation	(8,557)	(14,685)	(2,942)	(5,265)	(15,056)	(7,029)	(4,718)	(856)	-	(59,108)
Other expenses	-	-	-	(205,908)	(156,552)	(836)	(642)	(62)	59,298	(304,702)
Interest	(557,250)	(2,322)	(970)	(500)	(4,289)	(4,668)	(834)	(17,789)	112,251	(476,371)
Impairment	410	(30)	(129)	(2,219)	(18,786)	84	(172)	(34)	-	(20,876)
Total expenses	(896,650)	(653,127)	(1,083,661)	(4,713,666)	(4,441,143)	(2,286,899)	(148,540)	(176,184)	682,203	(13,717,667)
Gains (Loss), before taxes	1,176,590	951,167	(18,157)	520,743	164,190	45,953	8,069	42,309	(1,451,624)	1,439,240
Income tax	(79,579)	(232,926)	(471)	(16,415)	(13,329)	(10,512)	(3,430)	(9,940)	-	(366,602)
Gains continuing operations, net	1,097,011	718,241	(18,628)	504,328	150,861	35,441	4,639	32,369	(1,451,624)	1,072,638
Gains discontinuing operations, net	(1,027)	-	5,714	23,969	-	-	-	(3,850)	-	24,806
Gains, Net	1,095,984	718,241	(12,914)	528,297	150,861	35,441	4,639	28,519	(1,451,624)	1,097,444
Controlling gains	1,097,849	717,533	(14,121)	521,915	150,861	35,438	4,639	29,334	(1,599,841)	943,607
Non-controlling gains	(1,865)	708	1,207	6,382		3	-	(815)	148,217	153,837

Income between segments is eliminated in consolidation and are recognized under "adjustments and eliminations". All other adjustments and eliminations are part of the reconciliation, presented above.



## 15.3. GEOGRAPHICAL INFORMATION

Grupo SURA holds investments in the following Countries: Argentina, Brazil, Colombia, Chile, Curacao, El Salvador, Bermuda, Spain, Holland, Cayman Islands, Luxemburg, Mexico, Panama, Peru, Dominican Republic, and Uruguay.

The following table highlights the distribution of income, by geographical area:

	Accumulated		Quarter	
	September 2018	September 2017	September 2018	September 2017
Colombia	7,841,544	7,770,555	2,612,932	2,748,305
Chile	2,747,800	3,310,903	966,009	1,021,457
Mexico	1,475,613	1,462,817	499,841	553,340
Argentina	860,465	958,258	268,964	330,667
Brazil	342,059	389,022	98,421	121,718
Peru	331,342	342,367	120,109	124,739
Uruguay	293,862	286,959	104,874	95,169
Panama	286,259	331,237	93,576	111,940
El Salvador	221,627	207,806	77,232	69,508
Dominican Republic	102,573	96,059	35,501	29,917
Bermuda	2,602	925	934	819
Holland	33	(1)	-	-
Spain	(1)	-	-	-
Total	14,505,778	15,156,907	4,878,393	5,207,579

The following is the distribution of assets, by geographical area:

	September 2018	December 2017
Colombia	34,731,445	32,860,875
Chile	18,691,902	17,628,983
Mexico	6,724,685	5,391,251
Peru	2,943,326	7,454,058
Panama	1,066,239	1,103,016
Argentina	1,028,521	1,533,646
Brazil	934,181	1,050,691
Uruguay	904,393	988,555
El Salvador	600,897	616,202
Dominican Republic	267,240	313,228
Bermuda	63,269	59,372
Spain	5,488	8,156
Holland	284	553
Curacao	-	324
Total	67,961,870	69,008,910

The following table highlights net gains, by country:

	Accumulated		Quarter	
	September 2018	September 2017	September 2018	September 2017
Colombia	482,802	526,031	136,130	250,380



Chile	225,425	245,528	76,204	68,028
Mexico	200,647	157,442	78,417	70,523
Peru	105,703	132,572	40,221	52,583
Argentina	32,920	22,282	13,234	9,153
Panama	26,924	21,096	32,002	13,599
Uruguay	23,811	33,579	2,543	10,164
El Salvador	5,095	19,697	2,725	6,119
Dominican	2,406	(1)	982	481
Republic	2,400	(1)	302	401
Brazil	948	(4,407)	(3,460)	(1,411)
Bermuda	(74)	(370)	(102)	(163)
Holland	(500)	(507)	(243)	(154)
Spain	(607)	(786)	(232)	(240)
Curacao	-	(54,712)	35,169	(18,712)
Total	1,105,500	1,097,444	413,590	460,350

# 15.4. INCOME STATEMENT BY COMPANY

The following is an overview of the Income Statement of Grupo of Inversiones Suramericana S.A., by Company:

September 2018	Grupo SURA	Suramericana and Subsidiaries	Sura Asset Management and Subsidiaries	ARUS and Subsidiaries	Others	Eliminations and Adjustments	Total
Premiums issued	-	8,243,262	1,183,365	-	-	(443)	9,426,184
Premiums	-	8,003,548	1,183,365	-	-	(443)	9,186,470
Complimentary insurance services	-	239,714	-	-	-	-	239,714
Premiums ceded	-	(1,450,484)	(97,176)	-	-	(1)	(1,547,661)
Retained premiums (net)	-	6,792,778	1,086,189	-	-	(444)	7,878,523
Commission income	-	294,698	1,540,584	696	-	(1,043)	1,834,935
Provisions of Servicios	-	2,331,568	-	166,633	12,032	(30,664)	2,479,569
Dividends	(620)	1,522	3,060	-	839	(1)	4,800
Investment income	1,931	461,490	470,856	769	200	(1)	935,245
Gains at fair value	(52,287)	324,866	91,143	-	-	192	363,914
Gains from the Equity Method, Associates	619,279	10,955	92,877	-	-	-	723,111
Gains in sales of investments	1,698	18,710	28,115	-	-	-	48,523
Income from investment properties	-	2,553	50,001	-	313	-	52,867
Exchange differences (Net)	(26,668)	3,724	33,388	(331)	-	-	10,113
Other income	20	167,494	6,207	821	151	(515)	174,178
Total income	543,353	10,410,358	3,402,420	168,588	13,535	(32,476)	14,505,778
Total claims		(5,258,070)	(922,773)			3,329	(6,177,514)
Reimbursement of claims	-	1,572,409	-	-	-	-,	1,572,409
Retained claims	-	(3,685,661)	(922,773)	-	-	3,329	(4,605,105)
Reserves net of production	-	(19,551)	(498,296)	-	-	1	(517,846)
Costs of provision of services	-	(2,214,931)	-	(133,738)	(8,426)	66	(2,357,029)



Administrative expenses	(25,594)	(909,161)	(363,483)	(7,765)	(2,666)	28,749	(1,279,920)
Employee benefits	(15,854)	(776,533)	(576,102)	(16,013)	(1,001)	8	(1,385,495)
Fees	(5,795)	(494,797)	(66,101)	(877)	(72)	294	(567,348)
Broker commissions	-	(1,264,137)	(45,781)	-	-	5	(1,309,913)
Amortization	-	(89,359)	(118,688)	(147)	-	(1)	(208,195)
Depreciation	(974)	(27,861)	(24,418)	(5,049)	(2,503)	-	(60,805)
Other expenses	-	(342,088)	-	(488)	-	1	(342,575)
Interest	(245,574)	(68,952)	(113,194)	(996)	(2,617)	(10)	(431,343)
Impairment	-	(7,280)	(1,606)	(240)	(39)	-	(9,165)
Total expenses	(293,791)	(9,900,311)	(2,730,442)	(165,313)	(17,324)	32,442	(13,074,739)
Gains, before taxes	249,562	510,047	671,978	3,275	(3,789)	(34)	1,431,039
Income tax	(15,353)	(115,204)	(193,392)	(1,269)	(321)	-	(325,539)
Net gains continuous operations	234,209	394,843	478,586	2,006	(4,110)	(34)	1,105,500
Net gains from discontinued operations	-	-	-	-	-	-	-
Net gains continuous operations	234,209	394,843	478,586	2,006	(4,110)	(34)	1,105,500
Controlling gains	234,344	394,540	478,268	1,871	(3,930)	(153,027)	952,066

September 2017	Grupo SURA	Suramericana and Subsidiaries	Sura Asset Management and Subsidiaries	ARUS and subsidiaries	Others	Eliminations and Adjustments	Total
Premiums issued	-	8,668,156	1,849,412	-	-	(1,724)	10,515,844
Premiums	-	8,453,318	1,849,412	-	-	(1,725)	10,301,005
Complimentary insurance services	-	214,838	-	-	-	1	214,839
Premiums ceded	-	(1,580,492)	(77,671)	-	-	-	(1,658,163)
Retained premiums (net)	-	7,087,664	1,771,741	-	-	(1,724)	8,857,681
Commission income		285,253	1,446,134	406	13	(222)	1,731,584
Provision of services	-	1,920,395	109	155,011	9,368	(29,169)	2,055,714
Dividends	6,015	583	1,839	-	3,937	-	12,374
Investment income	9,798	409,237	303,703	653	165	-	723,556
Gains at fair value	(121,054)	362,623	313,530	-	12,798	1	567,898
Gains from the Equity Method, Associates	632,995	7,154	125,054	-	-	-	765,203
Gains in sales of investments	1,214	7,990	75,130	-	24,707	-	109,041
Income from investment properties	-	2,719	40,642	-	1,998	-	45,359
Exchange differences (net)	18,924	(7,699)	(35,299)	(33)	138	-	(23,969)
Other income	2,667	300,023	9,153	578	43	2	312,466
Total income	550,559	10,375,942	4,051,736	156,615	53,167	(31,112)	15,156,907
Total claims	-	(5,115,341)	(801,212)	-	-	3,236	(5,913,317)
Reimbursement of claims	-	1,181,660	-	-	-	-	1,181,660
Retained claims	-	(3,933,681)	(801,212)	-	-	3,236	(4,731,657)
Reserves net of production		(235,062)	(1,266,887)			(1)	(1,501,950)
Costs of provision of services	-	(1,835,290)	-	(120,802)	(5,846)	193	(1,961,745)
Administrative expenses	(57,259)	(884,766)	(402,165)	(5,783)	(1,917)	27,831	(1,324,059)
Employee benefits	(13,817)	(739,466)	(540,742)	(14,977)	(839)	181	(1,309,660)
Fees	(4,989)	(458,291)	(51,390)	(586)	(299)	438	(515,117)
Broker commissions	-	(1,257,510)	(40,547)	-	-	-	(1,298,057)
Amortization	-	(96,966)	(117,329)	(70)	-	-	(214,365)
Depreciation	(859)	(26,419)	(22,504)	(4,718)	(4,608)	-	(59,108)



Other expenses	-	(304,060)	-	(642)	-	-	(304,702)
Interest	(145,315)	(85,606)	(136,206)	(834)	(108,411)	1	(476,371)
Impairment	-	(20,546)	(158)	(172)	-	-	(20,876)
Total expenses	(222,239)	(9,877,663)	(3,379,140)	(148,584)	(121,920)	31,879	(13,717,667)
Gains, before taxes	328,320	498,279	672,596	8,031	(68,753)	767	1,439,240
Income tax	(6,678)	(105,355)	(250,195)	(3,433)	(941)	-	(366,602)
Net gains continuous operations	321,642	392,924	422,401	4,598	(69,694)	767	1,072,638
Net gains from discontinued operations	-	-	24,806	-	-	-	24,806
Gains, Net	321,642	392,924	447,207	4,598	(69,694)	767	1,097,444
Controlling gains	321,902	391,201	441,287	4,338	(69,595)	(145,526)	943,607
Non-controlling gains	(260)	1,723	5,920	260	(99)	146,293	153,837

# NOTE 16. INCOME AND EXPENSES FROM COMMISSIONS 16.1. INCOME FROM COMMISSIONS

Herewith, is a breakdown of income from commissions, at the closing date:

	Accumulated		Qu	arter
	September 2018	September 2017	September 2018	September 2017
For administration of funds of mandatory pensions	1,375,808	1,309,627	463,670	461,243
Income on cession	282,891	271,710	90,905	93,826
Others	96,333	83,745	31,707	30,315
For administration of funds of voluntary pensions	70,349	56,623	24,559	20,771
Profit sharing of re-insurance	8,289	8,803	2,101	873
Cancellations and/or annulations other expenses for reinsurance	1,265	1,076	636	277
Total	1,834,935	1,731,584	613,578	607,305

Below a breakdown of commissions, by Country:

	Accumulated		Quarter		
	September 2018	September 2017	September 2018	September 2017	
Argentina	24,230	29,210	3,902	9,342	
Bermuda	2,073	759	709	759	
Brazil	12,544	7,851	4,172	7,851	
Chile	613,852	567,338	196,196	196,516	
Colombia	145,926	155,837	45,407	44,550	
Mexico	615,917	578,677	217,049	215,289	
Panama	15,173	13,921	6,691	5,216	
Peru	320,714	293,767	109,269	99,519	
Dominican Republic	16,113	15,913	5,683	5,418	
El Salvador	3,116	310	1,914	114	
Uruguay	65,277	68,001	22,586	22,731	
Total	1,834,935	1,731,584	613,578	607,305	



# 16.2. EXPENSES FROM COMMISSION AND INTERMEDIARIES

The following is an overview of commission and broker expenses:

	Accumu	lated	Qua	rter
	September 2018	September 2017	September 2018	September 2017
Amortization of deferred acquisition costs (DAC) (Note 9.3)	(1,163,125)	(1,211,966)	(306,480)	(370,243)
Social security insurance	(50,189)	(48,022)	(17,338)	(16,196)
Insurance of personal damage	(87,431)	(28,521)	(30,104)	(11,753)
Mandatory insurance	(6,605)	(6,266)	(2,290)	(336)
From accepted co-insurance	(2,463)	(1,886)	(1,131)	(26)
Expenditure expenses	(100)	(1,396)	1,757	(542)
Total	(1,309,913)	(1,298,057)	(355,586)	(399,096)

The following is a breakdown of commission expenses, by Country:

	Accum	nulated	Quarter		
	September 2018	September 2017	September 2018	September 2017	
Argentina	(186,559)	(233,031)	(50,362)	(82,330)	
Bermuda	(1,459)	(530)	(496)	(530)	
Brazil	(119,587)	(160,286)	(44,659)	(50,047)	
Chile	(316,400)	(253,049)	(69,748)	(71,295)	
Colombia	(387,298)	(364,908)	(125,586)	(123,759)	
Mexico	(113,656)	(116,715)	(7,546)	(19,002)	
Panama	(58,466)	(50,550)	(20,869)	(18,692)	
Peru	(2,003)	(2,254)	5,158	4,792	
Dominican Republic	(25,310)	(23,539)	(8,881)	(8,093)	
El Salvador	(54,958)	(49,085)	(19,266)	(16,727)	
Uruguay	(44,217)	(44,110)	(13,331)	(13,413)	
Total	(1,309,913)	(1,298,057)	(355,586)	(399,096)	

# NOTE 17. HONORARIUMS

The following, a breakdown of expenses of honorariums:

			1	
	Accum	nulated	Qua	irter
	September 2018	September 2017	September 2018	September 2017
Insurance administrators	(264,679)	(232,260)	(97,281)	(75,126)
Others	(157,827)	(145,184)	(56,979)	(51,145)
Insurance promoters	(60,209)	(52,946)	(19,603)	(18,049)
Assistance	(26,542)	(25,141)	(9,772)	(9,064)
Auditor	(20,903)	(21,753)	(7,133)	(8,074)
Commissions	(16,944)	(16,272)	(6,204)	(4,215)
Legal consultation	(9,958)	(11,693)	(3,648)	(6,112)
Financial consultation	(6,175)	(5,771)	(3,175)	(2,321)
Board of Directors	(4,063)	(4,064)	(1,449)	(1,566)
Appraisals	(48)	(33)	(20)	(12)



(\*) includes items, such as, fees for occupational risk system, software development, medical services, consulting and counseling, medical examinations, among others.

A breakdown of expenses from fees, by Countries, is as follows:

	Accum	ulated	Qua	arter
	September 2018	September 2017	September 2018	September 2017
Colombia	(451,160)	(410,655)	(165,182)	(139,327)
Chile	(44,474)	(37,267)	(16,574)	(12,424)
Mexico	(27,309)	(22,273)	(8,862)	(8,033)
Panama	(13,637)	(12,040)	(5,174)	(4,760)
Uruguay	(9,691)	(9,772)	(3,746)	(3,476)
Brazil	(7,152)	(6,692)	(2,101)	(2,191)
Peru	(5,134)	(6,509)	(1,974)	(2,063)
Argentina	(5,085)	(6,146)	(58)	(1,970)
El Salvador	(1,412)	(1,306)	(574)	(468)
Dominican Republic	(822)	(1,125)	(347)	(543)
Holland	(520)	(500)	(244)	(153)
Spain	(479)	(628)	(145)	(209)
Bermuda	(473)	(177)	(292)	(65)
Curacao	-	(27)	9	(2)
Total	(567,348)	(515,117)	(205,264)	(175,684)

# NOTE 18. INCOME AND COSTS FOR PROVISION OF SERVICES

Income and costs for provision of services, corresponds basically to the EPS Sura and outsourcing companies of Arus Holding.

## 18.1. INCOME FROM PROVISION OF SERVICES

Income for the provision of services of Grupo SURA, are detailed as follows:

	Accumulated		Qua	irter
	September September		September	September
	2018	2017	2018	2017
Income from health -promoting entities - EPS	2,173,733	1,784,134	751,268	627,850
Laboratory services	85,313	72,836	30,659	24,647
Maintenance and repairs	66,961	64,906	24,513	22,257
Income from health services entities - IPS	70,881	61,321	24,315	22,859
Processing of data	37,086	33,836	15,697	10,474
Sales of office machinery, office equipment, and computer programs	10,962	13,049	5,361	6,737
Activities related to wiring	5,875	11,423	1,640	3,253
Rental of machinery and equipment	20,456	7,104	6,386	1,655
Sale of parts, pieces, and accessories	2,749	2,124	892	634
Business consultancy activities	2,846	2,433	738	883
Telecommunication services	1,403	1,325	454	432



Other	1,208	1,143	419	416
Community, social, and personal service activities	96	80	42	34
Total	2,479,569	2,055,714	862,384	722,131

The following is an overview of income from the provision of services, by Country:

	Accumulated		Quarter		
	September 2018	September 2017	September 2018	September 2017	
Colombia	2,478,377	2,054,560	861,911	721,663	
Mexico	-	109	-	44	
Panama	265	377	95	211	
El Salvador	927	668	378	213	
Total	2,479,569	2,055,714	862,384	722,131	

## 18.2. COST FOR PROVISION OF SERVICES

Costs for the provision of services of Grupo SURA, are as follows:

	Accumulated		Qua	rter
	September	September	September	September
	2018	2017	2018	2017
Cost of sales of services – EPS	(1,721,195)	(1,407,819)	(620,272)	(502,672)
Cost of sales of services – IPS	(388,670)	(332,588)	(136,119)	(113,960)
Data processing	(87,983)	(76,437)	(33,728)	(26,114)
Sale of parts, pieces, and accessories	(49,142)	(45,494)	(16,688)	(15,068)
Business consulting activities	(51,156)	(43,966)	(18,338)	(15,843)
Consulting of computer equipment and software	(39,842)	(39,327)	(16,769)	(12,502)
Maintenance and repairs	(9,936)	(8,674)	(3,451)	(3,134)
Sale of office machinery equipment and computer programs	(7,962)	(6,629)	(3,085)	(3,063)
Depreciation	(410)	(350)	(142)	(185)
Amortization	(642)	(378)	(215)	(378)
Community service activities, social, and personal	(91)	(83)	(29)	(30)
Total	(2,357,029)	(1,961,745)	(848,836)	(692,949)

Cost for provision of services by countries, is as follows:

	Accum	nulated	Quarter		
	September 2018	September 2017	September 2018	September 2017	
Colombia	(2,356,558)	(1,961,387)	(848,658)	(692,766)	
Panama	(471)	(358)	(178)	(183)	
Total	(2,357,029)	(1,961,745)	(848,836)	(692,949)	

# NOTE 19. FINANCIAL INCOME AND EXPENSES

Financial income and expenses of Grupo SURA and its subsidiaries, at September 30, 2018 and 2017, are as follows:



	Accumulated				Quarter							
	September 2018			September 2017		September 2018			September 2017			
	Income	Expense	Net	Income	Expense	Net	Income	Expense	Net	Income	Expense	Net
Investment income (1)	1,146,154	(210,909)	935,245	932,846	(209,290)	723,556	385,626	(60,060)	325,566	238,665	(73,185)	165,480
Exchange differences (2)	480,667	(470,554)	10,113	206,359	(230,328)	(23,969)	126,290	(185,838)	(59,548)	729	108,104	108,833
Gains at fair value (3)	1,201,581	(837,667)	363,914	1,264,999	(697,101)	567,898	420,978	(216,625)	204,353	412,534	(335,977)	76,557
Dividends (4)	4,800	-	4,800	12,374	-	12,374	1,054	-	1,054	1,118	-	1,118
Gains from investment sales (5)	96,116	(47,593)	48,523	123,069	(14,028)	109,041	32,664	(22,641)	10,023	55,276	(2,807)	52,469
Interest (6)	-	(431,343)	(431,343)	-	(476,371)	(476,371)	-	(141,677)	(141,677)	-	(155,618)	(155,618)
Total	2,929,318	(1,998,066)	931,252	2,539,647	(1,627,118)	912,529	966,612	(626,841)	339,771	708,322	(459,483)	248,839

(1) Investment income includes interest income, cash returns, collection portfolios, fiduciary assignments, and loans to directors. The following is an overview:

	Accum	nulated	Quarter		
	September 2018	September 2017	September 2018	September 2017	
Investment income	932,227	712,940	324,982	164,923	
Income of cash equivalents	3,018	10,616	584	557	
Total	935,245	723,556	325,566	165,480	

- (2) The exchange differences include income and expenses from re-expression of assets and liabilities, in foreign currency.
- (3) Gains and losses recorded at fair value, are as follows:

	Accum	nulated	Qua	arter
	September 2018	· '		September 2017
Increase of fair value – debt instruments	438,327	629,952	208,566	142,544
Forwards and futures	(22,126)	58,999	(11,390)	22,721
Currency swaps	(52,287)	(121,054)	7,177	(88,708)
Total	363,914	567,898	204,353	76,557

- (4) At September 2018, this corresponds to dividends from investments, other than financial instruments, of Sura Asset Management. At March 2017, this corresponds primarily to the dividends decreed, by Grupo Argos (Associated Companies) of the 2016 profits, on the Separate Financial Statements.
- (5) The following is a breakdown of the gains on sales of investments:

	Accumi	ulated	Qua	rter
	September September 2018 2017		September 2018	September 2017
Income in valuation of debt instruments	93,088	93,290	32,369	40,809
Income from the sale of investments	2,291	28,257	10	13,875
Expenses from sale of investments	(181)	(2,357)	(130)	317
Expenditure on valuation of debt instruments	(46,675)	(10,149)	(22,226)	(2,532)



Total 48,523 109,041 10,023 52,469

# (6) An overview of interest, is as follows:

	Accumulated		Qua	rter
	September 2018	September 2017	September 2018	September 2017
Bank credits	(283,734)	(221,590)	(91,923)	(67,181)
Interest securities issued	(143,835)	(247,186)	(48,628)	(86,228)
Other interest	(3,007)	(5,608)	(866)	(1,413)
Amortized premium portfolio	-	(1,304)	-	(569)
Other credits	(767)	(575)	(260)	(200)
Moratoria in payment of pension allowances	-	(108)	-	(27)
Total	(431,343)	(476,371)	(141,677)	(155,618)

## NOTE 20. ADMINISTRATIVE EXPENSES

Administrative expenses of Grupo SURA, at September 30<sup>th</sup> of 2018 and 2017, are as follows:

	Accum	Quarte	Quarter		
	September 2018	September 2017	September 2018	Junio 2017	
Taxes <sup>1</sup>	(218,825)	(271,844)	(67,648)	(73,352)	
Contributions	(108,338)	(104,437)	(40,070)	(39,837)	
Leases	(95,614)	(92,523)	(31,035)	(31,851)	
Commissions	(93,066)	(83,205)	(32,575)	(4,992)	
Seasonal services	(83,708)	(79,727)	(29,984)	(34,623)	
Publicity	(80,998)	(83,499)	(28,691)	(23,361)	
Utilities	(77,790)	(74,257)	(24,638)	(24,855)	
Maintenance and repairs	(75,712)	(71,279)	(25,303)	(25,559)	
Representation and travel expenses	(65,116)	(61,370)	(24,267)	(22,054)	
Supplies and stationery	(42,508)	(42,844)	(6,683)	(9,029)	
Legal	(37,750)	(32,661)	(12,900)	(11,848)	
Sales expenses	(27,405)	(22,976)	(18,973)	(9,943)	
Processing of electronic data	(19,515)	(18,615)	(5,110)	(3,953)	
Insurance	(15,261)	(4,261)	(3,543)	(755)	
Labor Risk Fund	(9,712)	(8,286)	(3,378)	(2,961)	
Others <sup>2</sup>	(228,602)	(272,275)	(155,506)	(135,116)	
Total	(1,279,920)	(1,324,059)	(510,304)	(454,089)	

<sup>&</sup>lt;sup>1</sup>The variation corresponds to causation of the taxation of wealth tax, in 2017, that no longer applies for 2018. To the same, in 2017, included is \$37,666 million, corresponding to the reconciliation of the process, with the DIAN (See Note 11).

The following are administrative expenses, by Country:

<sup>&</sup>lt;sup>2</sup> Other expenses, correspond primarily to expenses for cleaning and surveillance services, travel expenses, transport services, publications and subscriptions, representation expenses, and public relations.



	Accum	nulated	Quarter		
	September 2018	September 2017	September 2018	September 2017	
Colombia	(647,373)	(645,195)	(226,020)	(194,367)	
Chile	(181,154)	(170,446)	(101,046)	(83,247)	
Mexico	(176,455)	(194,441)	(92,387)	(71,236)	
Argentina	(99,212)	(120,896)	(29,766)	(39,236)	
Peru	(49,844)	(47,607)	(24,973)	(20,583)	
Uruguay	(40,400)	(39,812)	(13,752)	(15,329)	
Brazil	(31,983)	(54,016)	(5,012)	(16,834)	
Panama	(25,916)	(25,445)	(8,427)	(4,533)	
El Salvador	(19,395)	(18,029)	(5,965)	(5,782)	
Dominican Republic	(7,328)	(7,379)	(2,667)	(2,508)	
Bermuda	(720)	(586)	(266)	(385)	
Spain	(127)	(158)	(87)	(31)	
Holland	(13)	(6)	1	(1)	
Curacao	-	(43)	63	(17)	
Total	(1,279,920)	(1,324,059)	(510,304)	(454,089)	

## NOTE 21. EARNINGS PER SHARE

Basic earnings for share are calculated by dividing profit and loss, attributable to Shareholders, by the number of outstanding shares, during the year.

The following table shows the data on income and shares used in basic earnings:

	Accum	nulated	Quarter		
	September 2018	September 2017	September 2018	September 2017	
Net income, controlling interest	952,066	943,607	357,298	407,543	
Outstanding shares for basic earnings per-share	469,037,260	469,037,260	469,037,260	469,037,260	
Earnings per-share (Colombian Pesos)	2,030	2,012	762	869	

# NOTE 22. TRANSLATION OF A BUSINESSES ABROAD AND FOREIGN EXCHANGE

The rates used for currency translation in the Consolidated Financial Statements, at the closing dates are:

	Averag	ge Rate	Closing Rate			
	September 2018	September 2017	September 2018	December 2017		
Colombian Pesos (COP/USD)	2,885.98	2,939.63	2,972.18	2,984.00		
Chilean Pesos (CLP/USD)	629.10	654.04	656.20	607.15		
Dominican Pesos (DOP/USD))	49.32	47.41	49.86	48.33		
Euro (EUR/USD)	0.84	0.90	0.86	0.83		
Mexican Pesos (MXN/USD)	19.03	18.89	18.67	19.52		
Peruvian Sols (PEN/USD)	3.26	3.27	3.30	3.24		
Uruguayan Pesos (UYU/USD)	30.10	28.48	33.28	28.69		
Argentine Austral (ARS/USD)	25.10	16.22	40.50	18.54		





3.18

4.00

3.31

### NOTE 23. RISK MANAGEMENT OBJECTIVES AND POLICIES

### **GOVERNMENT FRAMEWORK**

For the Grupo Impresario SURA, risk management is a dynamic and interactive process, framed within the internal control system, whose purpose is to support the achievement of strategic objectives and the sustainability of the Companies.

Grupo SURA, as a parent, is exposed both to its own risks and to its investment risks. It is for this reason that there is a framework of risk management that allows companies to articulate to generate value through their interaction and face the new challenges and opportunities of a changing environment.

The Board of Directors, its Committees, and the Senior Management of each of the Companies are responsible for an adequate Risk Management System and to make decisions based on an understanding of the opportunities and risks involved in each strategic issue. These responsibilities are complemented by an organizational structure, policies, and manuals, which seek consistency and feedback with the organizational risk strategy.

Grupo SURA has adequate communication and interaction mechanisms to monitor the Group's risk profile and management, including, among others, participation in the Boards of Directors, Committees, and joint spaces to share best practices, realize reports, and execute projects.

### **FINANCIAL RISKS**

The Business Group has management systems that allow monitoring the exposure to different financial risks (credit, liquidity, and market risks) from treasury management, investment portfolios, and the responsibility of managing third-party portfolios.

### 1. CREDIT RISK

Credit risk refers to the possibility of incurring losses arising from the non-fulfillment of the financial obligations that third parties have contracted with the Companies.

### 1.1. DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

Credit risk management seeks to reduce the probability of incurring losses arising from the non-fulfillment of the financial obligations contracted by third parties with the Companies. To this end, policies and procedures have been defined to facilitate the analysis and monitoring of issuers and counterparties, from resources managed in the treasuries, insurance portfolios, and third-party funds, in order to mitigate the exposure of the Companies.

### 1.2. METHODS USED TO MEASURE RISK

In the treasuries of Grupo SURA, Suramericana, and Sura Asset Management, the risk mitigation policies provide guidelines to ensure that investments are always backed by issuers and/or managers with adequate credit backing.

On the other hand, the Insurance Companies, from the management of their portfolios made up of profitable and liquid assets, which back up their technical reserves; Manage credit risk based on allocation policies, limits, and controls, as well as methodologies and procedures that adjust to the different assets of the



portfolio and allow the quantification and monitoring of the evolution of this risk. These methodologies include detailed analyses of the financial strengths and conditions, and of different qualitative aspects of the issuers and managers of investment funds.

Likewise, in the activity of Third-party Resources Management and in compliance with its fiduciary duty, the management of the funds includes a process of due diligence for the issuers, counterparties, and fund managers in which they are invested.

### 1.3 DESCRIPTION OF CHANGES IN OBJECTIVES, POLICIES, AND PROCESSES TO MANAGE RISK

During the quarter, there were no significant changes in policies and processes for credit risk management.

### 1.4 SUMMARY OF QUANTITATIVE DATA ON THE ENTITY'S RISK EXPOSURE

Exposures of resources managed in the treasuries:

At the close of the Quarter, the Company's treasury investments are mostly concentrated in liquid collective portfolios managed by high credit quality managers, savings accounts, and checking accounts.

At September 2018, the portfolios of the Companies, Aseguradoras de Suramericana and SURA AM, are distributed as follows:

Suramericana								SURA Asset Management			
	Argentina	Brazil	Chile	Colombia	El Salvador	Mexico	Panama	Dom. Rep.	Uruguay	Chile	Mexico
Sovereign Rating *	B-	ВВ	Α	ВВВ	CCC+	BBB+	BBB	BB-	BBB	A	BBB+
Government	50.6%	0.0%	100%	27.6%	24.9%	34.3%	60.3%	15.6%	45.1%	7.2%	94.2%
AAA	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%
AA+	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.6%	0.0%	0.0%	0.0%
AA	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
AA-	0.0%	0.0%	0.0%	0.0%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A+	0.0%	0.0%	0.0%	0.0%	0.4%	0.3%	0.0%	0.2%	0.0%	22.4%	0.0%
Α	0.0%	0.0%	0.0%	37.4%	0.9%	1.6%	0.0%	1.2%	0.0%	10.3%	0.8%
A-	0.0%	0.0%	0.0%	1.9%	0.7%	2.3%	0.0%	0.0%	0.0%	29.1%	1.1%
BBB+	0.0%	0.0%	0.0%	17.0%	0.3%	2.4%	34.0%	1.6%	0.0%	20.1%	2.5%
BBB	0.0%	100.0%	0.0%	10.2%	50.6%	2.3%	3.0%	33.4%	0.0%	8.5%	0.8%
BBB-	0.0%	0.0%	0.0%	5.8%	20.0%	0.7%	2.5%	3.4%	0.0%	1.6%	0.6%
BB+	0.0%	0.0%	0.0%	0.0%	0.8%	1.8%	0.2%	9.1%	0.0%	0.7%	0.0%
BB	0.0%	0.0%	0.0%	0.0%	0.3%	0.2%	0.0%	0.9%	0.0%	0.0%	0.0%
BB-	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	20.0%	0.0%	0.0%	0.0%
Others	49.4%	0.0%	0.0%	0.0%	0.0%	54.1%	0.0%	12.7%	54.9%	0.0%	0.0%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

### 2. LIQUIDITY RISK

The liquidity risk refers to the ability of the Companies to generate the resources to fulfill the obligations acquired and the operation of the businesses.



# 2.1 DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

In order to manage this risk, the Companies orient their actions within the framework of a liquidity management strategy for the short and long-term, in order to ensure compliance with the obligations acquired, under the conditions initially agreed upon and without incurring any cost overrun.

#### 2.2 METHODS USED TO MEASURE RISK

The Companies track their cash flows in the short-term to manage cash collection and payment activities and cash flow projections in the medium-term to determine the companies' liquidity position and anticipate the measures necessary for a Management.

In addition, in order to deal with possible situations, the Companies maintain credit lines available with national and international financial institutions and have treasury investments that could be sold as a mechanism for access to immediate liquidity, in addition to other complementary sources of liquidity.

#### 2.3 DESCRIPTION OF CHANGES IN RISK EXPOSURE

During the quarter there were no significant changes in the exposure to liquidity risk.

#### 3. MARKET RISKS

The management of this risk focuses on how changes in market prices impact the value of the portfolios being managed and the revenues of the Companies. For this, in the portfolios of insurers and in the processes of portfolio management and third-party resources, there are Market Risk Management Systems, through which the exposures are identified, measured, and monitored.

Said systems are composed of a set of policies, procedures and mechanisms for internal monitoring and control.

#### 3.1 FOREIGN EXCHANGE RATE RISK

Exchange rate risk refers to the risk that the fair value or future cash flows of a financial instrument may fluctuate, as a result of changes in exchange rates. The Companies are exposed to this risk, in so far as they have assets or liabilities denominated in foreign currency.

#### 3.1.1 DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

In order to manage the exposure to this risk, the Companies monitor their exposures and, if necessary, determine the suitability of having a coverage scheme, constantly monitored by the areas in charge and aligned with the guidelines issued by their Boards of Directors.

#### 3.1.2 METHODS USED TO MEASURE RISK

The management of this risk in the insurance companies' portfolios establishes methodologies, limits and/or alerts according to the internal policies and rules applicable to each of the countries. Some measures taken into account are: Value at Risk, Information Ratio, and Sensitivities, and Simulations.

Within its methodology, Suramericana makes use of Value at Risk (VaR) measurement tools, which estimates the maximum expected loss that could be incurred in a period of one month with a confidence level of 95%. The VaR can be expressed as a percentage of the value of the investment portfolio.



The methodology in Sura Asset Management consists of a dynamic and continuous process of ALM (Assets and Liabilities Management) that starts with the analysis of the profile of liabilities and according to the appetite of risk/return, determines a strategic allocation of assets.

Within the ALM process, impact sensitivity analyses are performed on the Balance Sheet to changes in market value in exchange rates and in inflation.

#### 3.1.3 SUMMARY OF DATA ON THE EXPOSURE TO RISK OF THE ENTITY

At September 2018, the following exposures are held:

Assets b	by company and by type of o	currency for the Thir	d Quarter of 2018		
Company	Local currency	USD	Others	Total	
Surame	ricana				
Argentina	89.3%	10.7%	0.0%	100%	
Brazil	100%	0.0%	0.0%	100%	
Chile	100%	0.0%	0.0%	100%	
Colombia	92.9%	6.4%	0.7%	100%	
El Salvador	0.0%	100%	0.0%	100%	
Mexico	94.8%	5.2%	0.0%	100%	
Panama	0.0%	100%	0.0%	100%	
Dominican Republic	83.1%	16.9%	0.0%	100%	
Uruguay	82.2%	17.8%	0.0%	100%	
Bermuda	0.0%	100%	0.0%	100%	
SURA A	sset Management				
Chile	99.9%	0.1%	-	100%	
México	99.9%	0.1%	-	100%	

In Sura Asset Management, the objective is to reduce currency exposure gaps between assets and liabilities, in order to minimize a possible mismatch.

Exposures exclude Unit Link. Local currency includes both real and nominal currency.

The percentage of real currency within the local currency section is as follows: Chile 98.44% and Mexico 95.27%.

During the Quarter, Grupo SURA realized some credit operations in dollars, which, in turn, were accompanied by hedges with derivative instruments, that mitigated exposure to the risk of the exchange rate in its entirety. In particular, during the month of July one of the aforementioned credit operations was accompanied by the negotiation of a SWAP Cross Currency, that allowed the conversion of all dollar flows into Colombian pesos. Additionally, a portion of a credit subscribed in dollars, that expired in September, was traded and a forward was negotiated to convert that debt to Pesos, thus mitigating the exposure to the risk of exchange rate in its entirety, with said operations.

## 3.2 INTEREST RATE RISK



Interest rate risk refers to the risk that the fair value or future cash flows of a financial instrument may fluctuate, as a result of changes in market interest rates. Exposure to this risk arises from the holding of fixed income assets or liabilities associated with variable interest rates.

#### 3.2.1 DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

In order to manage the exposure to this risk, the Companies monitor their exposures and, if necessary, determine the suitability of having a coverage scheme, constantly monitored by the areas in charge, and aligned with the guidelines issued by their Boards of Directors.

In the case of the insurers, it is sought to support the technical reserves by setting the liabilities in terms of interest rates and terms, thus mitigating this risk. In addition, through an adequate investment classification strategy, it is possible to stabilize financial income and reduce risk exposure.

#### 3.2.2 METHODS USED TO MEASURE RISK

For the management of this risk in the insurers companies' portfolios, methodologies, limits and/or alerts are established in accordance with the internal policies and rules applicable to each of the countries where they have a presence. Some measures that are taken into account are: Value at Risk, Information Ratio, and Sensitivities, and Simulations.

Within its methodology, Suramericana makes use of Value at Risk (VaR) measurement tools, both regulatory and internal. The internal methodology is based on a VaR MonteCarlo.

The methodology in Sura Asset Management consists of a dynamic and continuous process of ALM (Assets and Liabilities Management) that begins with the analysis of the profile of liabilities and according to the appetite of risk / return, determines a strategic allocation of assets. It also controls this risk by monitoring the mismatch in duration and a sensitivity analysis of the balance to market value, against interest rate variations and a liability adequacy test that allows quantifying the risk of reinvestment of the portfolios.

# 3.2.3 SUMMARY OF QUANTITATIVE DATA ON THE ENTITY'S RISK EXPOSURE

From the resources managed in the treasuries, the exposure that Companies have from the risks from credits tied to variable interest rates.

Exposures of the portfolios of insurers of Suramericana and SURA AM:

In the portfolios of the insurers of Suramericana, exposures to real estate assets are consolidated in the exposures to Variable Income.

Exposures of assets from fixed-income and variable income for the Third Quarter of 2018									
Company	Fixed income	Variable income	Real Estate Assets	Mortgage Securities	Total				
Suramericana									
Argentina	84.2%	15.8%	-	-	100%				
Brazil	100%	0.0%	-	-	100%				
Chile	100%	0.0%	-	-	100%				
Colombia	87.7%	12.3%	-	-	100%				
El Salvador	100%	0.0%	-	-	100%				



Mexico	100%	0.0%	-	-	100%
Panama	87.2%	12.8%	-	-	100%
Dominican Republic	99.2%	0.8%	-	-	100%
Uruguay	100%	0.0%	-	-	100%
Bermuda	100%	0.0%	-	-	100%
Sura Asset Managem	ent				
Chile	85.8%	0.0%	14.2%	0.0%	100%
México	100%	0.0%	0.0%	0.0%	100%
			·		

In the case of Sura Asset Management in Chile, Mexico, the fixed-income securities of its portfolio are mostly tied to a fixed rate.

#### 3.3 RISK OF PRICE VARIATION VARIABLE INCOME

Share price risk refers to the risk that the fair value of a financial instrument will fluctuate, as a result of changes in the prices of shares or other equity assets. Since the investment portfolio of the Companies has equity assets, they are exposed to this risk.

#### 3.3.1 DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

The companies realize continuous analyzes and follow-ups to the exposure to this risk, through the different tools with which each one counts.

Some of the Companies have regulatory limits, regarding exposure to local and foreign equity instruments, as well as having limitations to aggregate and individual exposure to financial instruments.

#### 3.3.2 METHODS USED TO MEASURE RISK

The management of this risk in the insurance companies' portfolios, establishes methodologies, limits and/or alerts in accordance with the internal policies and regulations applicable to each of the countries, where they have a presence. Some measures that are taken into account are: Value at Risk, Information Ratio, Sensitivities, and Simulations.

Within its methodology, Suramericana makes use of Value at Risk (VaR) measurement tools, both regulatory and internal. The internal methodology is based on a VaR MonteCarlo.

The methodology in Sura Asset Management consists of a dynamic and continuous process of ALM (Assets and Liabilities Management) that starts with the analysis of the profile of liabilities and according to the appetite of risk/return, determines a strategic allocation of assets.

## 3.3.3 SUMMARY OF QUANTITATIVE DATA ON THE ENTITY'S EXPOSURE TO RISK

The exposures of the companies of Suramericana to the variation of the prices of the shares, are in Note 6.

In the Sura Asset Management portfolio, there are no holdings in these assets (only 0.04% of the investment portfolio excluding Unit Linked funds).

#### 3.4 PRICE RISK OF REAL ESTATE ASSETS



The price risk of real estate assets refers to the risk that the market value of a real estate will be diminished.

#### 3.4.1 DESCRIPTION OF OBJECTIVES, POLICIES, AND PROCESSES FOR RISK MANAGEMENT

Those Companies, to which it applies, have limits to the exposure in real estate.

The Companies have internal limits, regarding the exposure in real estate assets.

#### 3.4.2 METHODS USED TO MEASURE RISK

Sura Asset Management in its dynamic and dynamic and continuous process of ALM (Assets and Liabilities Management) based on the analysis of the liabilities profile and based on the risk/return appetite, determines a strategic asset allocation, which serves as input to determine the limit of investment in real estate assets, among others. In addition, a sensitivity analysis, of the balance at market value, is realized against changes in the value of the real estate of the investment portfolio.

#### 3.4.3 SUMMARY OF QUANTITATIVE DATA ON THE ENTITY'S EXPOSURE TO RISK

Exposure to risk of the insurers' portfolios:

The exposure to this type of assets of Sura Asset Management is found in Section 3.2.3.

# NOTE 24. DISCLOSURES ON RELATED PARTIES 24.1. RELATED PARTIES

Grupo SURA subsidiaries, key management personnel, as well as entities over which key management personnel can exercise joint control, or control, and post-employment benefit plans, for the benefit of employees, are considered to be related parties.

The following is an outline of related parties, of Grupo SURA, at September 30, 2018:

- a) Companies under direct or indirect control of Grupo SURA, found in Note 10.1 Investments in subsidiaries.
- b) Investments in associates and joint ventures Group companies and joint ventures of Grupo SURA are listed in Note 10.2.1 Investments in associates and Note 10.2.2. Joint ventures.
- c) Shareholders of Grupo de Inversiones Suramericana

See detail of the shareholding composition in Note 13 Shareholding, dividends paid, and decreed.

# 24.2. TRANSACTIONS WITH RELATED PARTIES

Among the transactions recorded, between related parties, are the following:

- Loans between related companies, with contractually agreed terms and conditions, and rates of interest, set in accordance, with the rates of market. All are canceled in the short-term.
- Provision of financial services, services of IT Services, and payroll services.
- Leases and sub-leases of offices and commercial spaces, as well as, the re-billing of related utilities



# • Cash refunds

It is worth mentioning, that all operations are considered short-term, and are considered market transactions.

Balances are reconciled at the end of each year, in order to affect the removal of transactions among corresponding related companies. The exchange rate differences generated are charged to income in the Consolidated Financial Statements.

Here is a summary of the total transactions, with related parties, as of September 30, 2018, December 31, 2017, and September 30, 2017, that have been eliminated in the Consolidated:

# September 2018

Entity	Accounts receivable	Accounts payable	Income	Expenses
Administradora General de Fondos Sura S.A.	550	(4,607)	(11,924)	(24,367)
AFAP Sura S.A.	113	-	120	(138)
AFISA SURA S.A.	-	(179)	128	(1,536)
Afore Sura S.A. de C.V.	722	(3,163)	6,585	(11,713)
AFP Capital S.A.	30	(606)	471	(25,986)
AFP Integra S.A.	8,058	(316)	293	(1,602)
Arus Holding S.A.S	-	(32)	-	-
Arus S.A.	3,331	(11,147)	18,377	(80)
Aseguradora de Créditos y Garantías S.A.	-	(3)	-	(633)
Aseguradora Suiza Salvadoreña S.A. Asesuisa	231	(139)	2,326	(213)
Asesores Sura S.A. de C.V.	3,707	-	19,584	(54)
Asesuisa Vida, S.A. Seguros de Personas	56	(803)	1,547	(3,093)
Chilean Holding Suramericana SPA	-	(51,733)	-	(1,795)
Consultoría en Gestión de Riesgos Suramericana S.A.S.	16	(224)	76,108	(744)
Corredor de Bolsa SURA S.A.	179	(113)	1,536	(119)
Corredores de Bolsa Sura S.A.	2,473	(196)	22,041	(7,859)
Diagnóstico y Asistencia Médica S.A.	11,513	(5,704)	113,368	(3,166)
Enlace Operativo S.A.	12,485	(70)	12,235	(32)
EPS y Medicina Prepagada Suramericana S.A.	1,171	(24,811)	845	(324,002)
Fondos Sura SAF S.A.C.	8,747	(8,129)	58	(856)
Grupo de Inversiones Suramericana S.A.	200,048	(39,288)	-	(1,359)
Habitat Adulto Mayor S.A.	-	-	-	(39)
Inversiones Sura Brasil S.A.S. (in liquidation)	-	(124)	-	-
Inversiones SURA Brasil Participacoes LTDA	124	(144)	-	-
Inversiones Suramericana Chile Limitada	-	(316)	-	-
Inversiones y Construcciones Estratégicas S.A.S.	38,972	-	1,397	-
Inversura Panamá Internacional S.A.	178	(1)	-	-
NBM Innova, S.A de C.V	-	(71)	-	(58)
Operaciones Generales Suramericana S.A.S.	10,173	(51,499)	67,380	(3,855)
Pensiones Sura S.A. de C.V.	-	(445)	-	(4,370)
Planeco Panamá S.A.	-	(728)	-	-
Promotora Sura AM S.A. de C.V.	2,492	-	19,020	(41)
Seguros SURA Uruguay S.A.	22	(51)	(23)	(174)
Seguros de Riesgos Laborales Suramericana S.A.	1,046	(5,564)	20	(121,295)



Entity	Accounts receivable	Accounts payable	Income	Expenses
Seguros de Vida SURA México S.A. de C.V.	_	(362)	437	(2,987)
Seguros de Vida Sura S.A. (Chile)	3,622	(1,063)	31,128	(18,700)
Seguros de Vida Suramericana S.A (Chile)	164	(253)	-	(1,703)
Seguros de Vida Suramericana S.A.	13,690	(23,348)	8,860	(78,608)
Seguros Generales Suramericana S.A (Chile)	51,971	(58)	3,491	(816)
Seguros Generales Suramericana S.A.	44,721	(55,019)	16,806	(82,807)
Seguros Sura S.A (Argentina)	3	-	-	633
Seguros Sura S.A (Brazil)	144	-	-	-
Seguros Sura S.A. (Dominican Republic)	-	(86)	-	(92)
Seguros Sura, S.A de C.V. (Mexico)	-	(67)	-	(516)
Seguros Suramericana Panamá S.A.	187	(14,312)	7,238	(4,418)
Servicios de Salud IPS Suramericana S.A.	26,554	(5,432)	333,533	(37,460)
Servicios Generales Suramericana S.A.	58,813	(30,000)	3,268	(2,091)
Servicios Generales Suramericana S.A. (Panama)	386	(187)	379	-
Sociedad Agente de Bolsa S.A.	68	-	413	(64)
Sura Art Corporation S.A. de C.V.	90	(8)	840	(66)
Sura Asset Management Argentina S.A.	-	(3)	-	-
SURA Asset Management Chile S.A.	-	(143)	-	(483)
Sura Asset Management México S.A. de C.V.	-	(8)	-	(67)
Sura Asset Management Perú S.A.	1	(8,747)	260	(58)
Sura Asset Management S.A.	3,936	(155,805)	2,069	(4,364)
Sura Asset Management Uruguay Sociedad de Inversión S.A.	-	(2,678)	8	(355)
Sura Data Chile S.A.	-	-	8,903	(8)
Sura Investment Management S.A. de C.V.	300	(4,492)	2,301	(31,927)
SURA Real Estate S.A.S.		-	1,243	
SURA Servicios Profesionales S.A.	4,376	(336)	34,079	(498)
SURA Ventures S.A.	535	-	-	-
Suramericana S.A.	44,489	(47,866)	-	(59)
WM Asesores en inversiones S.A DE C.V.	-	(8)	-	(55)
	560,487	(560,487)	806,748	(806,748)

# December 2017

Entity	Accounts receivable	Accounts payable	Income	Expenses
Activos Estratégicos Sura A.M. Colombia S.A.S.	-	(1)	-	-
Administradora General de Fondos Sura S.A.	333	(4,344)	3,455	(47,331)
AFAP Sura S.A.	-	(110)	-	(640)
AFISA SURA S.A.	-	(1)	266	(6)
Afore Sura S.A. de C.V.	708	(4,002)	8,204	(15,554)
AFP Capital S.A.	-	(1,353)	575	(36,043)
AFP Integra S.A.	27	(710)	976	(2,481)
Arus S.A.	2,206	(1,883)	26,019	(260)
Aseguradora de Créditos y Garantías S.A.	-	(141)	270	(604)
Aseguradora Suiza Salvadoreña S.A. Asesuisa	1,076	(1,156)	4,370	(1,188)
Asesores Sura S.A. de C.V.	3,218	(177)	21,897	(46)
Asesuisa Vida S.A. Seguros de Personas	1,432	(1,076)	6,210	(7,966)



Entity	Accounts receivable	Accounts payable	Income	Expenses
Chilean Holding Suramericana SPA	-	(50,280)	-	(2,237)
Consultoría en Gestión de Riesgos Suramericana S.A.S.	7,168	(327)	79,283	(1,119)
Corredor de Bolsa SURA S.A.	-	(1)	-	(3)
Corredores de Bolsa Sura S.A.	2,175	(605)	24,178	(10,887)
Diagnóstico y Asistencia Médica S.A. Dinámica IPS	5,630	(651)	122,633	(5,582)
Disgely S.A.	-	-	-	(1)
Enlace Operativo S.A.	3,257	(81)	14,840	(98)
EPS y Medicina Prepagada Suramericana S.A.	969	(23,709)	2,060	(381,012)
Fondos Sura SAF S.A.C.	-	(26)	-	(543)
Grupo de Inversiones Suramericana Holanda B.V.	1,204	-	-	-
Grupo de Inversiones Suramericana Panamá S.A.	3,828	(875,713)	-	(50,503)
Grupo de Inversiones Suramericana S.A.	60	(1,663,232)	890	(91,788)
Grupo Sura Chile Holdings I B.V.	-	(1,204)	-	-
Grupo Sura Finance S.A.	2,502,553	(67)	139,732	-
Hábitat Adulto Mayor S.A.	-	-	-	(51)
Inversiones Suramericana Chile Limitada	-	(228)	-	-
Inversiones y Construcciones Estratégicas S.A.S.	36,235	-	2,107	(4)
Inversura Panamá Internacional S.A.	1,269	-	-	-
Operaciones Generales Suramericana S.A.S.	9,002	(60,484)	85,415	(5,797)
Pensiones Sura S.A. de C.V.		(531)		(5,724)
Planeco Panamá S.A.	-	(5,090)	_	(0), = .,
Promotora Sura AM S.A. de C.V.	2,224	-	25,319	(36)
Protección Garantizada LTDA.			3,056	(1)
Seguros de Riesgos Laborales Suramericana S.A.	38	(13,026)	43	(136,200)
Seguros de Vida SURA México S.A. de C.V.	177	(220)	347	(2,984)
Seguros de Vida Sura S.A. (Chile)	3,727	(1,143)	38,429	(25,197)
Seguros de Vida Suramericana S.A (Chile)	5,727	(544)	-	(1,850)
Seguros de Vida Suramericana S.A.	762	(18,692)	21,780	(95,996)
Seguros Generales Suramericana S.A (Chile)	51,045	(84)	4,066	(263)
Seguros Generales Suramericana S.A.	21,918	(9,263)	49,886	(102,778)
Seguros Sura S.A (Argentina)	141	(3,203)	604	(270)
Seguros Sura S.A. (Dominican Republic)		(166)	-	(261)
Seguros Sura S.A. (Uruguay)	29	(100)		(36)
Seguros Sura, S.A de C.V. (Mexico)		(599)	_	(1,020)
Seguros Suramericana, S.A. (Panama)	186	(9,780)	2,620	(31,356)
Servicios de Salud IPS Suramericana S.A.	29,148	(4,481)	397,173	(45,581)
Servicios Generales Suramericana S.A. (Colombia)	62,426	(73)	5,092	(2,464)
Servicios Generales Suramericana S.A. (Colombia)	307	(186)	427	(2,404)
Sociedad Agente de Bolsa S.A. (Farialita)	26	(180)	161	(25)
				(25)
Sura Art Corporation S.A. de C.V.	341	(5)	1,040	(79)
Sura Asset Management Argentina S.A.	16	/153\	-	-
SURA Asset Management Chile S.A.	-	(153)	-	(662)
Sura Asset Management México S.A. de C.V.	97	(7)	85	(85)
Sura Asset Management Perú S.A.	-	(2)	119	(713)
Sura Asset Management S.A.	3,684	(1,219)	3,573	(5,282)
Sura Asset Management Uruguay Sociedad de Inversión S.A.	-	(3,072)	-	
Sura Data Chile S.A.	-	-	14,314	(15)



Entity	Accounts receivable			Expenses
Sura Investment Management Colombia S.A.S	-	-	-	(222)
Sura Investment Management S.A. de C.V.	273	(4,657)	2,666	(40,051)
SURA Real Estate S.A.S.	-	-	393	(4)
SURA Servicios Profesionales S.A.	5,379	(11)	47,976	(709)
Suramericana S.A.	534	(262)	534	(1,475)
	2,764,828	(2,764,828)	1,163,083	(1,163,083)

# September 2017

Entity	Accounts receivable	Accounts payable	Income	Expenses
Afore Sura S.A. de C.V.	3,600	(2,278)	5,931	(10,149)
AFP Capital S.A.	-	(675)	394	(24,782)
AFP Integra S.A.	1	(458)	1,075	(1,962)
Aseguradora Suiza Salvadoreña S.A. Asesuisa	815	(257)	3,234	(256)
Asesuisa Vida, S.A. Seguros de Personas	1,507	(815)	4,619	(6,818)
Consultoría en Gestión de Riesgos Suramericana S.A.S.	6,841	(194)	57,631	(935)
Corredores de Bolsa Sura S.A.	1,776	(220)	17,948	(7,196)
Diagnóstico y Asistencia Médica S.A.	6,547	(310)	90,671	(3,858)
Enlace Operativo S.A.	6,437	(165)	10,803	(79)
EPS y Medicina Prepagada Suramericana S.A.	1,083	(18,817)	856	(281,983)
Fondos Sura SAF S.A.C.	-	(24)	-	(471)
Grupo de Inversiones Suramericana Panamá S.A.	2,277	(874,221)	-	(37,579)
Grupo de Inversiones Suramericana S.A.	255,878	(1,658,900)	890	(68,137)
Grupo Sura Finance S.A.	2,497,354	(66)	104,109	-
Hábitat Adulto Mayor S.A.	-	-	-	(39)
Inversiones y Construcciones Estratégicas S.A.S.	35,711	-	1,521	(4)
Inversura Panamá Internacional S.A.	752	-	-	-
Operaciones Generales Suramericana S.A.S.	9,282	(61,599)	63,369	(4,522)
Pensiones Sura S.A. de C.V.	-	(575)	-	(4,204)
Planeco Panamá S.A.	-	(3,022)	-	-
Promotora Sura AM S.A. de C.V.	3,829	-	19,179	(36)
Seguros de Riesgos Laborales Suramericana S.A.	23	(11,493)	22	(98,414)
Seguros de Vida Suramericana S.A.	2,512	(17,405)	18,889	(71,039)
Seguros Generales Suramericana S.A.	27,655	(36,483)	39,753	(77,538)
Seguros Sura S.A.	5,289	(209)	626	(2,704)
Seguros Suramericana Panamá S.A.	182	(19,456)	2,008	(27,151)
Servicios de Salud IPS Suramericana S.A.	23,952	(5,293)	294,021	(33,672)
Servicios Generales Suramericana S.A.	63,907	(34)	3,734	(1,769)
Servicios Generales Suramericana S.A. (Panama)	134	(182)	-	-
Sura Asset Management S.A.	1,033	(189,006)	-	(1,572)
Sura Chile S.A.	1,969	(9)	30,947	(774)
Sura Investment Management S.A. de C.V.	226	(9,613)	1,950	(29,165)
Sura S.A.	-	(79)	_	(529)
Suramericana S.A.	26,056	(68,933)	-	(1,395)
Seguros de Vida SURA México, S.A. de C.V.	-	(347)	346	(2,497)
Arus S.A.	1,886	(5,135)	18,258	(213)



Entity	Accounts receivable	Accounts payable	Income	Expenses
Seguros Sura S.A (Formerly Royal & Sun Alliance Seguros (Argentina) S.A.)	141	-	(222)	395
Aseguradora de Créditos y Garantías S.A.	_	(141)	-	(173)
Seguros Generales Suramericana S.A (Formerly RSA Seguros Chile S.A.)	47,667	-	2,986	-
Chilean Holding Suramericana SPA (Formerly RSA Chilean Holding SPA)	-	(46,268)	-	(1,661)
Seguros de Vida Suramericana S.A (Formerly RSA Seguros de Vida S.A.)	-	(1,186)	-	(1,325)
Protección Garantizada LTDA	-	-	2,675	-
Sura Asset Management S.A. Holding (SUAM Colombia)	418	(471)	114	381
Inversiones Suramericana Chile Limitada (Formerly Inversiones RSA Chile Limitada)	-	(213)	-	-
Grupo de Inversiones Suramericana Holanda (H2)	1,166	-	-	_
Agente de valores SURA S.A.	-	-	-	(2)
Administrador de fondos de inversión S.A. AFISA SURA	-	(1)	197	(4)
Sura Asset Management Perú S.A.	41	(5,210)	482	(712)
Grupo Sura Latin American Holdings B.V.	152	47	-	-
Grupo SURA AE Chile Holding I B.V. (GSAEI)	-	(1,365)	-	-
Administradora General de Fondos Sura S.A.	448	(3,787)	(8,180)	(23,545)
Seguros de vida SURA S.A.	3,218	(670)	27,079	(16,560)
AFAP SURA S.A.	_	(24)	-	(419)
Sura Art Corporation S.A.	3	(3)	534	(56)
Asesores SURA S.A. de C.V.	3,781	-	15,548	(46)
Sura Asset Management México S.A. de C.V.	_	(5)	-	(59)
Sociedad Agente de Valores	21	-	85	(88)
Sura Investment Management Colombia S.A.S.	-	-	-	(2)
Sura Real Estate S.A.	-	-	-	(4)
Sura Data Chile S.A.	-	-	10,104	(12)
Hipotecaria Sura Empresa Administradora Hipotecaria S.A.	-	-	1,215	(67)
Sura Asset Management Sociedad de Inversión Uruguay S.A.	-	-	10,470	(10,470)
	3,045,570	(3,045,570)	855,871	(855,871)

## 24.3. HONORARIUMS OF THE BOARD OF DIRECTORS

During the period ended September 2018 and September 2017, the Members of the Board of Directors perceived remuneration for their participation of the Board Meeting and of the Committees of Board, pursuant to the provisions established in the statutes of the Company, and the guidelines of the Assembly of Shareholders, which determine the following:

The honorariums of the Board of Directors are as follows:

	September 2018	September 2017
Honorariums, Board of Directors, Members	4,063	4,064

It is the responsibility of the Members of the Board of Directors, of Grupo of Inversiones Suramericana and its subsidiaries, to formulate the guidelines and directives of business, and make keys decisions.

# NOTE 25. EVENTS AFTER THE REPORTING PERIOD



These Consolidated Financial Statements, herewith presented, for the interim period, ended September 30, 2018, were prepared for the purposes of supervision, and authorized for issuance by the Board of Grupo SURA, on November 14, 2018. After that date and to the date of publication, herewith is a presentation of relevant information:

- On October 23, 2018, the subsidiaries **Suramericana S.A.** (Suramericana) and **SURA Asset Management S.A.** (SURA AM), proceeded with the closing of the purchase and sale of all the shares of the Mexican insurance company, **Seguros de Vida SURA México S.A. of C.V.**, thus materializing the transfer of ownership of said shares, from SURA AM to Suramericana.
- On October 31, 2018, as part of the purchase and sale process, reported to the market on March
  7, 2018, related to the disposition of the life annuities business, currently operated by the
  subsidiary SURA Asset Management S.A., which manages in Chile, through its subsidiary Seguros
  de Vida SURA S.A. (SURA Chile), informs that the Chilean Financial Market Commission issued
  authorization for SURA Chile to be closed, in order to separate the operation of annuities, from
  the other businesses managed by said insurer.

As a result of the spin-off, a new company - **SURA Seguros de Rentas Vitalicias S.A.**- will be constituted, to which assets, liabilities, and contracts related to the operation of life annuities in Chile, will be assigned, and which will be subsequently transferred to the third-party acquirers of said transaction, that is, Bicecorp S.A. and Inversiones BICE Chileconsult S.A., once the other conditions for closing the transaction, are met.



# NOTE 26. APPROVAL OF FINANCIAL STATEMENTS

The issuance of the Financial Statements of Grupo SURA, corresponding to interim period ended September 30, 2018, was authorized by the Board of Directors, as recorded in Minutes No. 287, of the Board of Directors Meeting on November 14, 2018, to be presented into the market.

# ANALYSES OF FINANCIAL RESULTS (unaudited)

Below are the analyses of financial results, for the period ended September 30, 2018, with comparative figures as of December 31, 2017. These analyses are performed by management and are not part of the Financial Statements.

			September			December				
	INDEX		<b>2018</b> 42,164,310			<b>2017</b> 42,782,349			INTERPRETATION  Creditors own 62.04% at	total Liability
LIQUIDITY	Solidity		67,961,870	=	62.04%	69,008,910	=	62.00%	September 2018 and 62% at December 2017, with the shareholders owning the complement: 37.96% in September 2018 and 38% in December 2017.	Total asset
	Total		42,164,310	=	62.04%	42,782,349	=	62.00%	Of each peso that the company has invested in assets 62.04% at September 2018 and	Total Liability
			67,961,870			69,008,910			62% to December of 2017, have been financed by the creditors.	Total asset
	Coverage of interest		1,536,843	=	356.29%	2,093,323	=	327.74%	The Company generated net income equal to 356.29% as of September 2018 and 327.74% in	Net profit + interest
	Leverage		431,343			638,707			December 2017, from interest paid.	Financial expenses
		Total	42,164,310	=	163.44%	42,782,349	=	163.13%	Each peso (\$1.00) of the Company is committed to 163.44% to September	Total liabilities with thirds
			25,797,560			26,226,561			2018 and 163.13% to December 2017.	Equity
DNESS		Financial	9,931,903		20 500/	10,042,735		20.20%	For each peso of equity, financial commitments are made at 38.5% to	Total liabilities with financial entities
INDEBTEDNESS		Total	25,797,560	=	38.50%	26,226,561	=	38.29%	September 2018 and 38.29% to December 2017.	Equity
	Net margin of profit		1,105,500			1,454,616			Net profit corresponds to 7.62% of net income in September 2018 and 7.11% of the same, in 2017.	Net profit
			14,505,778	=	7.62%	20,468,673	=	7.11%		Net income
			1,105,500			1,454,616			Net results correspond to 4.48% of equity in September 2018 and 5.87% in December 2017.	
	Return on total liabilities		24,692,060	=	4.48%	24,771,945	=	5.87%		Net profit
PERFORMANCE									Net results with respect to total assets, correspond to 1.63% at September 2018 and 2.11% in December 2017.	
PERF			1,105,500			1,454,616				



Return on total assets		=	1.63%		=	2.11%	Equity - profit
	67,961,870			69,008,910			
							Net profit
							·
							Total assets