

**GRUPO SURA (BVC: GRUPOSURA – PFGRUPSURA) GOT OFF TO A GOOD START TO THE YEAR WITH A BOTTOM LINE OF COP 287 THOUSAND MILLION (USD 157 MILLION) THEREBY SECURING GROWTHS OF 230% QoQ AND 61.2% YoY**

April 25 2013 - Grupo de Inversiones Suramericana – GRUPO SURA issued its results for Q1 2013, the most salient of which is as follows:

- Revenues posted via the equity method came to COP 131,341 million (USD 72 million) and dividends and interest received on its portfolio investments another COP 84,960 million (USD 46 million).
- Net profits came to COP 287,259 million (USD 157 million), which were 230.4% higher than for the previous quarter and 61.2% more than for the same period last year.
- Company assets reached COP 22.1 billion (USD 12.0 billion) showing a 1.8% growth for the first quarter this year. Shareholders' Equity came to COP 20.9 billion (USD 11.4 billion) with an intrinsic value of COP 36,391 per share, (USD 19.86), having increased by 0.7% for the quarter and 13.2% compared to the same period last year.
- GRUPO SURA obtained a debt ratio of 2.4%, which was 90 bp lower than for year-end 2012.

During the first quarter of this year, GRUPO SURA obtained net profits of COP 287,259 million (USD 157 million), showing increases of 230.4% QoQ and 61.2% YoY. This was thanks to the good level of performance shown by our subsidiaries who through the equity method contributed COP 131,341 million (USD 72 million), which was 230.6% higher compared to Q4 2012 and 94.4% higher than for Q1 2012. Another important growth was obtained with dividend income which rose by 26.1% to COP 84,484 million (USD 46 million) which together with profits on the sale of a 7.51% stake in AFP Protección totaling COP 99,177 million (USD 54 million) had a positive effect on the Holding's bottom line.

Company assets came to COP 22.1 billion (USD 12.0 billion), that is to say 1.8% higher than for Q4 2012 and 5.6% higher compared to Q1 2012. As for the Company's liabilities, it is worthwhile pointing out that financial obligations fell by 40.0% during this first quarter, producing a debt ratio of 2.4%, which was even lower than that posted before acquiring the Group's subsidiary, Sura Asset Management.

**FINANCIAL SUMMARY**

| Balance Sheet<br>(in COP thousands of millions) | Quarter           |                   |                   | % Change     |               |
|---|-------------------|-------------------|-------------------|--------------|---------------|
|   | Q1 2013           | Q4 2012           | Q1 2012           | QoQ          | YoY           |
| <b>ASSETS</b>                                   |                   |                   |                   |              |               |
| Negotiable equity investments                   | 439,267           | 202,056           | 796,187           | 117.4%       | -44.8%        |
| Permanent investments                           | 9,238,420         | 9,102,546         | 9,689,837         | 1.5%         | -4.7%         |
| Valuations                                      | 12,379,080        | 12,372,807        | 10,365,053        | 0.1%         | 19.4%         |
| Other assets                                    | 2,948             | 2,769             | 44,829            | 6.5%         | -93.4%        |
| <b>TOTAL ASSETS</b>                             | <b>22,059,715</b> | <b>21,680,178</b> | <b>20,895,905</b> | <b>1.8%</b>  | <b>5.6%</b>   |
| <b>LIABILITIES</b>                              |                   |                   |                   |              |               |
| Financial Obligations - Short Term              | 871,288           | 638,318           | 2,146,466         | 36.5%        | -59.4%        |
| Financial Obligations - Long-Term               | 250,000           | 250,000           | 250,000           | 0.0%         | 0.0%          |
| <b>TOTAL LIABILITIES</b>                        | <b>1,121,288</b>  | <b>888,318</b>    | <b>2,396,466</b>  | <b>26.2%</b> | <b>-53.2%</b> |
| <b>EQUITY</b>                                   | <b>20,938,427</b> | <b>20,791,860</b> | <b>18,499,439</b> | <b>0.7%</b>  | <b>13.2%</b>  |

| INCOME STATEMENT<br>(in COP thousands of millions) | Quarter        |                |                | % Change      |               |
|--|----------------|----------------|----------------|---------------|---------------|
|  | Q1 2013        | Q4 2012        | Q1 2012        | QoQ           | YoY           |
| Dividends and interest                             | 84,960         | 67,066         | 66,861         | 26.7%         | 27.1%         |
| Profits via equity method, net                     | 131,341        | 39,733         | 67,574         | 230.6%        | 94.4%         |
| Proceeds from sales of investments                 | 99,436         | 11,142         | 22,575         | 792.5%        | 340.5%        |
| Others   | 1,146          | 2,092          | 5              | -45.2%        | 21118.5%      |
| <b>Operating revenue</b>                           | <b>316,883</b> | <b>120,032</b> | <b>157,015</b> | <b>164.0%</b> | <b>101.8%</b> |
| Personnel expense                                  | 1,917          | 2,119          | 2,267          | -9.6%         | -15.4%        |
| Operating expense                                  | 4,362          | 2,039          | 35,962         | 113.9%        | -87.9%        |
| Fees and commissions                               | 1,048          | 2,825          | 14,195         | -62.9%        | -92.6%        |
| Other expense                                      | 47             | 36             | 29             | 30.0%         | 61.3%         |
| <b>Operating expense</b>                           | <b>7,373</b>   | <b>7,019</b>   | <b>52,453</b>  | <b>5.1%</b>   | <b>-85.9%</b> |
| <b>Operating earnings</b>                          | <b>309,510</b> | <b>113,013</b> | <b>104,561</b> | <b>173.9%</b> | <b>196.0%</b> |
| Non-Operating Expense:                             | 18,617         | 18,546         | (76,438)       | 0.4%          | -124.4%       |
| <b>Profits before tax</b>                          | <b>290,893</b> | <b>94,467</b>  | <b>181,000</b> | <b>207.9%</b> | <b>60.7%</b>  |
| Provision for tax                                  | 3,634          | 7,522          | 2,767          | -51.7%        | 31.3%         |
| <b>NET PROFITS</b>                                 | <b>287,259</b> | <b>86,945</b>  | <b>178,233</b> | <b>230.4%</b> | <b>61.2%</b>  |

| KEY INDICATORS<br>Company*           | Quarter     |             |             | % Change |       |
|--------------------------------------|-------------|-------------|-------------|----------|-------|
|                                      | Q1 2013     | Q4 2012     | Q1 2012     | QoQ      | YoY   |
| Operating margin                     | 91.8%       | 78.7%       | 115.3%      |          |       |
| Net margin                           | 90.7%       | 72.4%       | 113.5%      |          |       |
| Operating expense ratio              | 2.3%        | 5.8%        | 33.4%       |          |       |
| Debt ratio                           | 2.4%        | 3.3%        | 8.7%        |          |       |
| Liabilities to assets ratio          | 5.1%        | 4.1%        | 11.5%       |          |       |
| ROAA                                 | 3.0%        | 2.5%        | 2.1%        |          |       |
| Net earnings per share               | 499.26      | 151.11      | 309.77      | 230.4%   | 61.2% |
| Intrinsic Value                      | 36,391      | 36,136      | 32,152      | 0.7%     | 13.2% |
| Ordinary share                       | 39,000      | 38,000      | 31,160      | 2.6%     | 25.2% |
| Preferred share                      | 39,200      | 39,000      | 33,700      | 0.5%     | 16.3% |
| P/BV per ordinary share              | 1.07        | 1.05        | 0.97        |          |       |
| P/BV per preferred share             | 1.08        | 1.08        | 1.05        |          |       |
| Yield - ordinary share               | 0.9%        | 0.8%        | 1.0%        |          |       |
| Yield - preferred share              | 2.5%        | 2.5%        | 2.9%        |          |       |
| Outstanding ordinary shares          | 469,037,260 | 469,037,260 | 469,037,260 |          |       |
| Outstanding preferred shares         | 106,334,963 | 106,334,963 | 106,334,963 |          |       |
| Total outstanding stock              | 575,372,223 | 575,372,223 | 575,372,223 |          |       |
| Market Capitalization (COP millions) | 22,460,784  | 21,970,479  | 18,198,689  | 2.2%     | 23.4% |
| Exchange rate                        | 1,832.20    | 1,768.23    | 1,792.07    | 3.6%     | 2.2%  |
| Ordinary dividend                    | 339         | 308         | 308         | 10.1%    | 10.1% |
| Preferred dividend                   | 975         | 975         | 975         | 0.0%     | 0.0%  |

\* Calculations based on individual financial statements

\*\*More detailed information is provided on the quarterly financial statements

## FINANCIAL RESULTS

### Balance Sheet

GRUPO SURA's assets at March 31, 2013 came to COP 22.1 billion (USD 12.0 billion), showing growths of 1.8% QoQ 2012 and 5.6% YoY. The YTD increase is due to the growth in receivables given the amount of dividends declared by the companies that form part of the Group's portfolio and that are due to be collected this year. The value of the Group's investments appreciated by 1.5% given mark-to-market and equity method accounting considerations, in spite of the recent sale of a 7.51% stake in AFP Protección.

As far as current liabilities are concerned, these increased by 36.5% given the amount of dividends declared for GRUPO SURA's shareholders and the increase in prepaid revenues on dividends declared by companies forming part of the Group's portfolio of investments, which shall gradually fall as these accrue on the Group's income statement. It is important to note the drop of 40.0% in the Company's financial obligations as a result of posting the proceeds from the sale of a 7.51% stake in AFP Protección. Non-current liabilities consist of bonds totaling COP 250,000 million (USD 136 million) issued in 2009 for terms of 10, 20 and 40 years.

Consequently, GRUPO SURA obtained a debt ratio of 2.4% and a total debt to total asset ratio of 5.1% which has underscored the importance of the Company's strategy to reduce its debt.

Shareholders' equity came to COP 20.9 billion (USD 11.4 billion) at March 31, 2013 showing increases of 0.7% compared to year-end 2012 and 13.2% on a YoY basis, this thanks to the level of performance obtained by the companies forming part of GRUPO SURA investment portfolio. GRUPO SURA's intrinsic share price came to COP 36,391.10 (USD 19.86).

### INCOME STATEMENT

#### Income:

The Company posted COP 287,259 million (USD 157 million) in profits, which were 230.4% higher than for Q4 2012 and 61.2% higher than for the same period last year. This was mainly due to income in the form of dividends received on its investments, totaling COP 84,484 million (USD 46 million), which was 26.1% higher than for the previous quarter and 30.5% higher than for Q1 2012. This was largely due to the level of performance obtained by the Company's subsidiaries who, through the equity method, accounted for COP 131,341 million (USD 72 million) of this figure.

#### Equity Method for the Quarter

| Equity Method<br>% Stake   | Quarter        |               |               | % Change      |              |
|----------------------------|----------------|---------------|---------------|---------------|--------------|
|                            | Q1 2013        | Q4 2012       | Q1 2012       | QoQ           | YoY          |
| Suramericana               | 47,987         | (1,335)       | 42,260        | N/A           | 13.6%        |
| Sura Asset Management      | 87,727         | 168,939       | 38,633        | -48.1%        | 127.1%       |
| Exchange losses and others | (4,373)        | (127,870)     | (13,319)      | N/A           | N/A          |
| <b>TOTAL</b>               | <b>131,341</b> | <b>39,734</b> | <b>67,573</b> | <b>230.6%</b> | <b>94.4%</b> |

As far as equity method contributions are concerned, the most important of these was those provided by SURA Asset Management totaling a net figure of COP 87,727 million (USD 48 million) and posted as follows: COP 69,393 million (USD 38 million) directly through SURA Asset Management Colombia, COP 18,006 million (USD 10 million) through SURA Asset Management España and another COP 18,006 million (USD 10 million) through Grupo Sura Panamá. In addition to this, SURAMERICANA S.A contributed a total of COP 47,987 million (USD 26 million).

On the other hand, proceeds from the sale of investments reached COP 99,436 million (USD 54 million), largely due to having sold a 7.51% stake in AFP Protección, with which GRUPO SURA returned to its historic levels of ownership with regard to this pension fund management firm.

### **Operating expense**

These increased by 5.1% QoQ and dropped by 85.9% on a YoY, largely due to having amortized in 2012 the entire amount of deferred charges on the acquisition of Sura Asset Management, as well as consultancy and investment banking fees paid out on this same transaction.

The Company's operating expense/revenue ratio came to 2.3%, which was very much lower than the 5.8% recorded for Q4 2012.

### **Non-Operating Expense:**

Non-operating expense rose by 0.4% QoQ and fell by 124.4% on a YoY basis for a total of COP 18,617 million (USD 10 million).

Finally the Company's net profits came to COP 287,259 million (USD 157 million), that is to say, 230% more than for Q4 2012. Our results for Q1 2013 were boosted by an important increase in income and the fact that operating expense is returning to normal after the acquisition of SURA Asset Management. Earnings per share reached COP 499.26 (USD 0.3) which were higher than the COP 348.15 (USD 0.2) obtained for the previous quarter and the COP 189.49 (USD 0.1) corresponding to the same period last year.

### **Q1 Highlights**

**Acquisition of BBVA AFP Horizonte in Peru:** Sura Asset Management, the Group's pension, savings and investment management subsidiary, through its own pension fund management subsidiary in Peru, AFP Integra, acquired a 50% stake in the share capital of the Peruvian company, BBVA AFP Horizonte, on the Lima Stock Exchange.

| USD Millions (March) | AFP Integra | 50% stake in AFP Horizonte <sup>(1)</sup> | New AFP Integra |
|----------------------|-------------|---|-----------------|
| Fund members         | 1,352,026   | 710,417                                   | 2,062,443       |
| Increase             | 11,538      | 4,548                                     | 16,085          |

Estimated figures

This transaction, totaling USD 514 million was carried out in conjunction with Profuturo AFP S.A., Scotiabank's Pension Fund Management firm in Peru. The multiples corresponding to this transaction came

to 12.74 times its P/E ratio and represents 5.69% of the acquired firm's assets under management. Once this process is concluded AFP Integra shall have market shares of 38.6% in terms of fund members and 41.5% in terms of assets under management.

**Progress made in streamlining our corporate structure:** a company was set up called SURA Asset Management México, S.A. de C.V.. Grupo de Inversiones Suramericana S.A. holds a 100% ownership stake in this company through its subsidiaries SURA Asset Management S.A. and SURA Art Corporation, S.A. de C.V. This company shall serve as the sub- holding for our Mexican subsidiaries.

**The acquisition of Primero Seguros Vida S.A.:** our subsidiary SURA Asset Management México, S.A. de C.V., signed a contract of sale with Grupo Valores Monterrey to acquire its life insurance subsidiary Primero Seguros Vida S.A., in México . This transaction is subject to the approval of the corresponding regulatory authorities in Mexico, which is expected to take a few months. The final value of this acquisition, which in any event shall be less than 0.1% of Grupo Sura's total assets, shall be announced once approval has been given by the Mexican authorities.

**Acquisition of a 30.7% stake in Hábitat Adulto Mayor S.A.S.:** with this Grupo SURA now holds a 68.5% ownership stake in this Company, thereby complementing the services offered by some of the more strategic portfolio investments. The value of this acquisition came to COP 6,200 million.

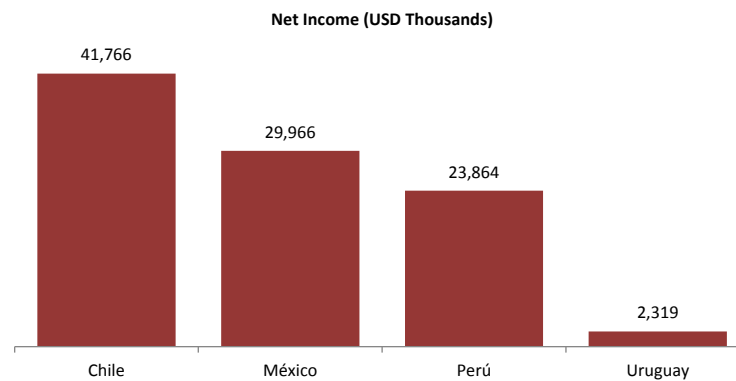
**On March 21, GRUPO SURA held its Annual Ordinary Shareholder Meeting:** the main decisions made at said meeting included shareholder approval of a dividend of COP 339 for each ordinary share, which is 10% higher than last year's dividend. Also a new independent member was appointed to the Company's Board of Directors, for a majority of four independent members out of a total of seven. In this way, the Company has continued to consolidate its Corporate Governance practices. Also noteworthy was the fact that this year's Annual Shareholders 'Meeting produced a quorum of 90.61%, which was the highest it has ever been.

**Sale of a 7.51% stake in Sociedad Administradora de Fondos de Pensiones y Cesantías Protección S.A.:** with this GRUPO SURA now holds a 32.85% direct stake in the share capital of this firm, and another indirect stake of 16.51% through its subsidiary SURA Asset Management, for a total ownership stake of 49.36%. In his way, the Company has maintained the same stake it has historically held in this Company. The value of this acquisition came to approximately COP 133.645 million.

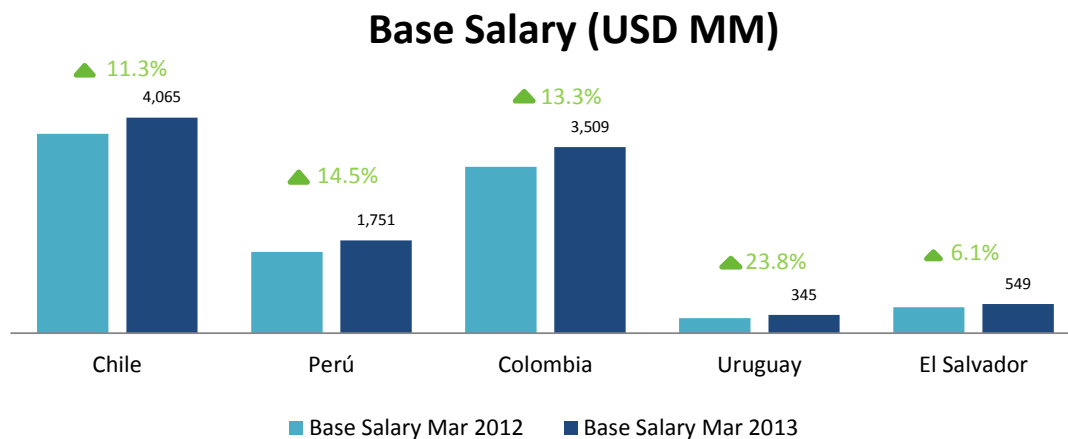
## SUBSIDIARY RESULTS

### SURA ASSET MANAGEMENT

Sura Asset Management's subsidiaries produced after-tax profits of USD 86 million, this affected by non-recurring expense corresponding to rebranding, the transition period and the amortization of intangibles amongst other factors. It is important to note that these results do not include those of AFP Protección in Colombia since Sura Asset Management España S.L. does not consolidate this Company's results.



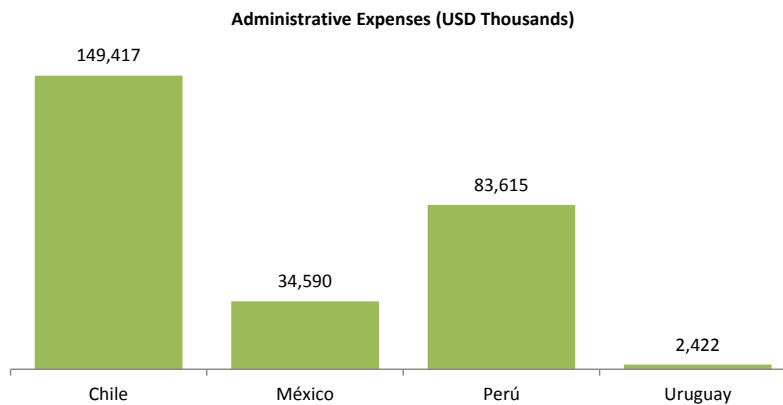
Operating revenues reached USD 437.2 million. This gratifying level of performance was mainly due to higher commission income, issued premiums and returns on investment. Net commission income rose to USD 167.6 million, due to a higher salary base in Latin America which has risen on average by 17.4% throughout the region.



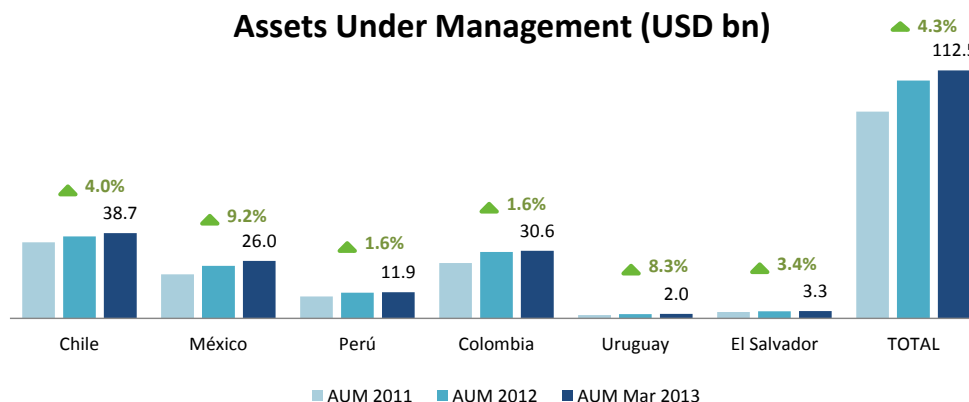
EBITDA on the part of its subsidiaries came to USD 132.4 million, of which Chile accounted for 37.3%, Mexico 36.0%, Peru 24.2% and finally Uruguay with 2.5%.

| EBITDA                       |                |
|------------------------------|----------------|
| Chile                        | 49,445         |
| México                       | 47,616         |
| Perú                         | 32,038         |
| Uruguay                      | 3,333          |
| <b>Sura Asset Management</b> | <b>132,431</b> |

On the other hand, administrative expense totaled USD 295.7 million, showing a controlled increase largely due to implementation lags and expense control initiatives. Net returns on investments were positive having produced a total of USD 19 million, thanks to a good level of market performance within the region, especially in January, which is duly reflected in the returns obtained from the legal pension reserve.



Assets under management, including those of AFP Protección, came to USD 112.5 billion, these belonging to a total of 15.6 million clients in Latin American, broken down as follows: Chile with USD 38.7 billion and 2.2 million clients, Mexico USD 26 billion and 6.1 million clients, Peru USD 11.9 billion and 1.4 million clients, Uruguay USD 2 billion and 291 thousand clients and lastly Colombia with USD 30.6 billion in managed assets belonging to 4.5 million clients.



### Affiliates MPF



It is important to bear in mind that the results posted by GRUPO SURA corresponding to Sura Asset Management España, are the product of the operating performance of each of its business units, the accounting effects of the structuring of the acquisition itself as well as the valuation effect of the 66.19% stake held by Grupo Sura in this subsidiary. Additionally, market figures include the ones of AFP Protección and AFP Crecer based on the stake that is hold directly by SURA Asset Management of 16.5%.

### SURAMERICANA

**Suramericana S.A.**, the Group's insurance and social security holding, obtained COP 70,686 million (USD 38.6 million) in revenues for the first quarter of this year showing an increase of 26% compared to this same period last year. The bulk of this figure, that is to say COP 70,673 million (USD 38.6 million), consisted of revenues obtained via the equity method from Suramericana's subsidiaries which rose by 26%.

Expense on a YTD level came to COP 4,044 million (USD 2.2 million), due mainly to personnel and administrative expense. Company profits reached COP 59,150 million (USD 32.3 million), for an increase of 14%.

Assets increased by 13% for a total of COP 1.90 billion (USD 1.04 billion) mainly due to investment gains. On the other hand, liabilities for Q1 2013 came to COP 154,262 million (USD 84.2 million).

Shareholders Equity rose by 24% YoY to COP 1.9 billion (USD 1.04 billion).



Subsidiary revenues

| Revenues per Subsidiary                             | Q1 2013          | Q 1 2012         | % Change     |
|---|------------------|------------------|--------------|
| Seguros de Vida (life insurance)                    | 423,806          | 370,587          | 14.4%        |
| Seguros Generales (Property and Casualty Insurance) | 295,308          | 269,978          | 9.4%         |
| EPS SURA  | 246,114          | 226,027          | 8.9%         |
| ARL Sura (Workers Compensation)                     | 151,500          | 133,284          | 13.7%        |
| <b>Insurance and social security</b>                | <b>1,116,728</b> | <b>999,876</b>   | <b>11.7%</b> |
| Asesuisa  | 41,023           | 36,296           | 13.0%        |
| SURA Republica Dominicana                           | 30,416           | 26,078           | 16.6%        |
| SURA Panamá   | 20,033           | 18,539           | 8.1%         |
| <b>Insurance abroad</b>                             | <b>91,472</b>    | <b>80,913</b>    | <b>13.0%</b> |
| Other subsidiaries                                  | 102,100          | 91,112           | 12.1%        |
| <b>Total subsidiaries</b>                           | <b>1,310,300</b> | <b>1,171,900</b> | <b>11.8%</b> |

Our foreign-based subsidiaries performed very well during this past quarter, showing a 13% growth in premiums totaling COP 91,472 million, representing 7% of the Company's total revenues

**Seguros Generales Suramericana**

Seguros Generales Suramericana obtained COP 295,308 million (USD 161.2 million) in premiums for Q1 2013, which is 9.4% more than for the same period last year. Although car insurance was the most dynamic of the Company's insurance solutions with a 0.5% growth, this based on the current conditions of the Colombian market, this was offset by Mandatory Road Accident Insurance (SOAT in Spanish) which produced premiums of COP 56,589 million (USD 30.9 million) for an increase of 27.5%.

Premiums and claims per branch of insurance

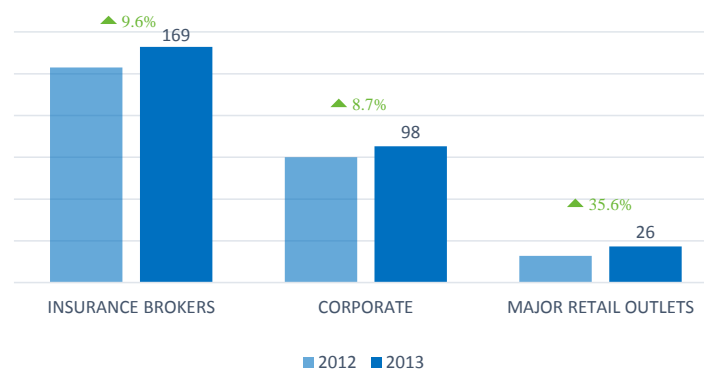
| Premiums and Claims     | Premiums 1T 13 | % Var       | Retained Premiums | Retained Claims | % Retained claims ratio |
|-------------------------|----------------|-------------|-------------------|-----------------|-------------------------|
| Automobile              | 128,285        | 0.5%        | 122,795           | 79,472          | 64.7%                   |
| SOAT                    | 56,589         | 27.5%       | 50,523            | 22,483          | 44.5%                   |
| Fire                    | 40,592         | 19.5%       | 7,811             | 976             | 12.5%                   |
| Transport               | 10,053         | 1.6%        | 9,083             | 2,800           | 30.8%                   |
| Third party liabilities | 16,690         | 74.9%       | 7,856             | 1,669           | 21.2%                   |
| Other P&C               | 43,100         | -3.2%       | 20,875            | 10,114          | 48.5%                   |
| <b>Total</b>            | <b>295,308</b> | <b>9.4%</b> | <b>218,943</b>    | <b>117,514</b>  | <b>53.7%</b>            |

Retained claims have risen by 4.7% to COP 117,514 million (USD 64.1 million); as a result, the Company's technical result increased by 3.9% to a total of COP 34,226 million (USD 18.7 million) producing a combined ratio of 104.4% which was 1.7% lower than for the same period last year. The incurred retained claims rate for Q 1 2013 came to 53.7%.

With regard to earnings from investments at March 31, 2013, the Company recorded a total of COP 17,591 million (USD 9.6 million), showing an increase of 7.9% which drove up net profits to a total of COP 2,498 million (USD 1.4 million) thereby exceeding our expectations for this first quarter.

As for the different distribution channels handled by Seguros Generales Suramericana, it is worthwhile noting the increase in Major Retail Outlets, corresponding to insurance sold by the Éxito Group, showing an increase of 35.6% YoY for a total of COP 25,981 million (USD 14.2 million). The most important channel for our property and casualty insurance, that is to say our Insurance Brokers, produced a growth of 9.6% for a total of COP 169,332 million (USD 92.4 million) at the end of Q1 2013.

#### MAIN DISTRIBUTION CHANNELS



#### Seguros de Vida Suramericana

Seguros de Vida Suramericana, posted YTD revenues of COP 423.806 million (USD 231.3 million), which were 14.4% higher than for the same period last year, as well as the corresponding budgeted figure. The branch of insurance that excelled the most was group life insurance which rose by 35.7% to produce COP 69,495 million (USD 37.9 million) in total premiums for this past quarter.. Retained claims rose by 20%, to a total of COP 268,189 million (USD 146.4 million), with an incurred retained claims rate of 65.2%.

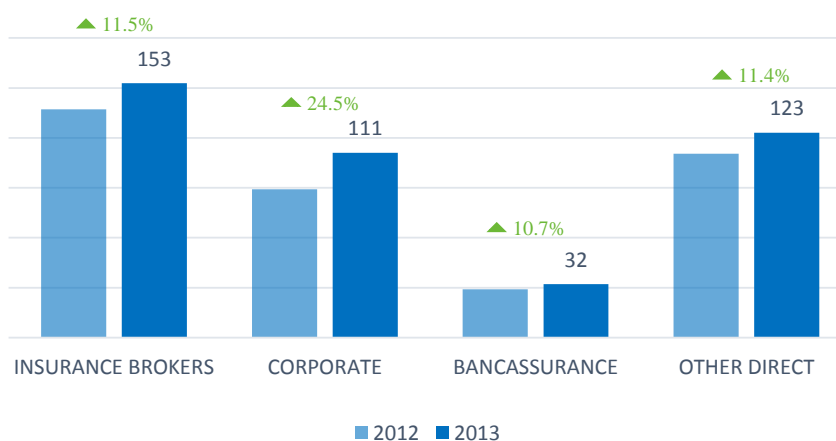
Premiums and claims per branch of insurance

| Premiums and Claims                    | Premiums 1T 13 | % Var        | Retained Premiums | Retained Claims | % Retained claims ratio |
|--|----------------|--------------|-------------------|-----------------|-------------------------|
| Health                                 | 128,088        | 14.7%        | 128,088           | 80,976          | 63.2%                   |
| Individual life                        | 84,029         | 4.7%         | 74,554            | 40,112          | 53.8%                   |
| Group life insurance                   | 69,495         | 35.7%        | 68,246            | 25,237          | 37.0%                   |
| Other life insurance                   | 20,115         | 11.5%        | 18,428            | 12,003          | 65.1%                   |
| <b>Total without annuities and DNS</b> | <b>301,726</b> | <b>15.5%</b> | <b>289,316</b>    | <b>158,328</b>  | <b>54.7%</b>            |
| Disability and Survivorship            | 104,380        | 43.9%        | 104,380           | 99,074          | 94.9%                   |
| Annuities and pensions                 | 17,699         | -52.0%       | 17,699            | 10,787          | 60.9%                   |
| <b>Total</b>                           | <b>423,805</b> | <b>14.4%</b> | <b>411,395</b>    | <b>268,189</b>  | <b>65.2%</b>            |

The Company's investments posted a 6.3% growth totaling COP 66,283 million (USD 36.2 million). Consequently, at the end of Q1 2013, the Company posted profits of COP 24,616 million (USD 13.4 million).

As for the different distribution channels handled by Seguros de Vida Suramericana, we saw a growth of 24.5% for the corporate channel which produced a total of COP 110,962 million (USD 60.6 million) for the first quarter. The most important channel for our life insurance company, that is to say our Insurance Brokers, produced a growth of 11.5% for a total of COP 152,873 million (USD 83.4 million) at the end of Q1 2013.

**MAIN DISTRIBUTION CHANNELS**



Overall, our insurance companies posted COP 719.114 million (USD 392.5 million) in premium revenues on a YTD basis, which were 12.3% higher than those of the same period last year. On the other hand, total retained claims increased by 14.9% for a total of COP 385,702 million (USD 210.5 million), producing a retained claims rate of 61.2%. The Company's technical result rose by 9.6% compared to the same period last year, for a total of COP 46,872 million (USD 25.6 million).

Investments at the end of Q1 2013 came to COP 385,702 million (USD 210.5 million), showing a growth of 6.6%. On the other hand, profits reached COP 27,114 million (USD 14.8 million).

#### **ARL SURA**

The Group's Workers Compensation Firm, ARP SURA, obtained COP 385,702 million (USD 210.5 million), in revenues for Q1 2013, which were 13.7% higher than those obtained for the same period last year. The Company's technical result came to COP 28,490 million (USD 15.5 million), showing a rise of 30.7% compared to last year, with a claims rate of 54.8% which rose slightly compared to the 54.2% recorded for Q1 2012.

Proceeds from investments increased by 10.1%, to COP 24,581 million (USD 13.4 million) for Q1 2013, with net profits rising by 30.2% to COP 32,741 million (USD 17.9 million).

#### **EPS SURA**

EPS SURA, Suramericana's obligatory and complementary healthcare insurance subsidiary, increased its obligatory healthcare revenues by 9%, for a total of COP 236,330 million (USD 129.0 million), while claims for this same line came to COP 216,310 million (USD 118.1 million), showing an increase of 10%, for a claims rate of 91% so far this year.

The Company's financial result came to COP 9,784 million (USD 5.3 million), with net profits, including pre-paid healthcare, reaching COP 6,377 million (USD 3.5 million).

Here it is worthwhile noting that administrative expense represented just 8% of total revenues.

### **OTHER STRATEGIC INVESTMENTS (Excluding Subsidiaries)**

#### **BANCOLOMBIA (Individual)**

**Bancolombia** posted unconsolidated YTD profits of COP 731 thousand million (USD 46 million), showing an increase of 28.8% compared to the same period last year. Interest income for Q1 2013, from both its loan portfolio as well as investments and leasing operations rose by 18.1%, 124.8% and 414.3% respectively for a total of COP 1.7 billion (USD 46 million), and an overall increase of 31.3%. This growth largely offset higher provision and operating expense. It is also worth noting that the Company's dividends rose by 21.9% to almost COP 400 thousand million (USD 46 million).

Non-consolidated assets came to COP 1.7 billion (USD 46 million), for an increase of 30.7%; while shareholders' equity increased by 9.8% to COP 11.6 billion (USD 46 million).

The Bank's loan quality indicator, on an individual basis, showing past due loans as a percentage of total loans, came to 2.96% at the end of Q1 2013. During this same period, the Bank's coverage ratio for past-due loans came to 151.46% and its solvency ratio was 16.96%.

It is also worthwhile pointing out that Bancolombia announced that it is acquiring the HSBC assets in Panama. With more than USD 7 billion in assets and almost USD 6 billion in its loan and deposit portfolio HSBC Panama is the second largest bank in this part of the world with a ROE of 17% for 2012.

#### **AFP PROTECCIÓN S.A.**

It is important to mention that at the end of Q1 2013<sup>2013</sup>, Administradora de Fondos de Pensiones y Cesantías PROTECCIÓN had merged with ING Colombia, this Company posted operating revenues of COP 105,212 million in Colombia and COP 18,684 million (USD 46 million) in El Salvador, along with net profits of COP 40,057 million (USD 46 million), these showing a growth of 65% mainly due to the synergies obtained by merging various of the Company's processes, the performance of its products and having optimized operating expense relative to its products.

The Company's assets under management came to COP 55.9 billion (USD 46 million) for a growth of 16.6% this taking into account the funds managed by both ING and Protección at year-end 2012. With this growth PROTECCIÓN secured an overall market share of 37.0% in terms of assets under management, including obligatory and voluntary pensions as well as severance funds, with individual shares of 38.6% and 38.2% in the severance and voluntary pension markets respectively. Obligatory pension fund members totaled 3.6 million, with another 2.2 million in voluntary and severance fund members. Here it is worth pointing out the 21.8% growth in voluntary pension fund members compared to just a 10.6% growth in the corresponding market. As for AFP CRECER, assets under management came to USD 3.3 billion, these belonging to 1.3 million clients.

**GRUPO DE INVERSIONES SURAMERICANA S.A.**

Balance Sheet

(Figures in million COP)

|   | Quarter              |                   |                   | % Var         |               | TRM 1,832.20    |
|---|----------------------|-------------------|-------------------|---------------|---------------|-----------------|
|   | 1Q 13                | 4T 12             | 1Q 12             | 1Q13/4Q12     | 1Q13/1Q12     | MM USD<br>1Q 13 |
| Cash and cash equivalents                         | \$ 4,795             | 518               | 41,267            | 825.7%        | -88.4%        | 2.6             |
| Investments available for sale                    | 17,216               | 88,033            | 549               | -80.4%        | 3038.7%       | 9.4             |
| Accounts receivable                               | 417,256              | 113,505           | 754,077           | 267.6%        | -44.7%        | 227.7           |
| Prepaid expenses                                  | -                    | -                 | 295               | N/A           | N/A           | -               |
| <b>Current assets</b>                             | <b>439,267</b>       | <b>202,056</b>    | <b>796,187</b>    | <b>117.4%</b> | <b>-44.8%</b> | <b>239.7</b>    |
| Permanent investments                             | 9,238,420            | 9,102,546         | 9,689,837         | 1.5%          | -4.7%         | 5,042.3         |
| Property, plant and equipment - vehicle           | 820                  | 622               | 455               | 31.8%         | 80.3%         | 0.4             |
| Intangibles                                       | 2,046                | 2,065             | 44,292            | -0.9%         | -95.4%        | 1.1             |
| Other assets                                      | 82                   | 82                | 82                | 0.0%          | 0.0%          | 0.0             |
| Reappraisal of investments                        | 12,379,080           | 12,372,807        | 10,365,053        | 0.1%          | 19.4%         | 6,756.4         |
| <b>Non current assets</b>                         | <b>\$ 22,059,715</b> | <b>21,680,178</b> | <b>20,895,905</b> | <b>1.8%</b>   | <b>5.6%</b>   | <b>12,040.0</b> |
| Financial obligations                             | 260,584              | 450,626           | 574,890           | -42.2%        | -54.7%        | 142.2           |
| Other financial obligations                       | 22,508               | 21,243            | 1,000,519         | 6.0%          | -97.8%        | 12.3            |
| Accounts payable                                  | 305,078              | 101,057           | 315,659           | 201.9%        | -3.4%         | 166.5           |
| Taxes, liens and fees                             | 4,300                | 4,300             | 6,451             | 0.0%          | -33.3%        | 2.3             |
| Employee liabilities                              | 309                  | 391               | 373               | -21.0%        | -17.2%        | 0.2             |
| Unearned revenues                                 | 245,571              | 26,906            | 227,959           | 812.7%        | 7.7%          | 134.0           |
| Estimated liabilities and provisions              | 32,938               | 33,794            | 20,615            | -2.5%         | 59.8%         | 18.0            |
| <b>Current liabilities</b>                        | <b>871,288</b>       | <b>638,318</b>    | <b>2,146,466</b>  | <b>36.5%</b>  | <b>-59.4%</b> | <b>475.5</b>    |
| Bonds   | 250,000              | 250,000           | 250,000           | 0.0%          | 0.0%          | 136.4           |
| <b>Total liabilities</b>                          | <b>1,121,288</b>     | <b>888,318</b>    | <b>2,396,466</b>  | <b>26.2%</b>  | <b>-53.2%</b> | <b>612.0</b>    |
| <b>Total shareholders' equity</b>                 | <b>20,938,427</b>    | <b>20,791,860</b> | <b>18,499,439</b> | <b>0.7%</b>   | <b>13.2%</b>  | <b>11,428.0</b> |
| <b>Total liabilities and shareholders' equity</b> | <b>\$ 22,059,715</b> | <b>21,680,178</b> | <b>20,895,905</b> | <b>1.8%</b>   | <b>5.6%</b>   | <b>12,040.0</b> |

**GRUPO DE INVERSIONES SURAMERICANA S.A.**

**INCOME STATEMENTS**

(Figures in million COP)

|  | Quarter        |                |                 | % Var         |                | TRM             |
|--|----------------|----------------|-----------------|---------------|----------------|-----------------|
|  | 1Q 13          | 4Q 12          | 1Q 12           | 1Q13/4Q12     | 1Q13/1Q12      | MM USD<br>1Q 13 |
| Dividends                                    | 84,484         | 66,994         | 64,723          | 26.1%         | 30.5%          | 46.1            |
| Interests                                    | 476            | 72             | 2,138           | 559.4%        | -77.7%         | 0.3             |
| Earnings from the equity method, net         | 131,341        | 39,733         | 67,574          | 230.6%        | 94.4%          | 71.7            |
| Earnings from sale of investments, net       | 99,436         | 11,142         | 22,575          | 792.5%        | 340.5%         | 54.3            |
| Appraisals at market prices, net             | 1,146          | 450            | 5               | 154.4%        | 21118.5%       | 0.6             |
| Suscription rights                           | -              | 1,641          | -               | N/A           | N/A            | -               |
| <b>Operating revenues</b>                    | <b>316,883</b> | <b>120,031</b> | <b>157,015</b>  | <b>164.0%</b> | <b>101.8%</b>  | <b>173.0</b>    |
| Payroll expenses                             | 1,917          | 2,119          | 2,267           | -9.6%         | -15.4%         | 1.0             |
| Fees   | 1,048          | 2,825          | 14,195          | -62.9%        | -92.6%         | 0.6             |
| Administrative expenses                      | 4,362          | 2,039          | 35,962          | 113.9%        | -87.9%         | 2.4             |
| Depreciation                                 | 47             | 36             | 29              | 30.0%         | 61.3%          | 0.0             |
| <b>Operating and administrative expenses</b> | <b>7,373</b>   | <b>7,019</b>   | <b>52,453</b>   | <b>5.1%</b>   | <b>-85.9%</b>  | <b>4.0</b>      |
| <b>Operating income</b>                      | <b>309,510</b> | <b>113,013</b> | <b>104,561</b>  | <b>173.9%</b> | <b>196.0%</b>  | <b>168.9</b>    |
| Adjustment for diff. in foreign-exchange     | (536)          | 3,445          | (97,704)        | -115.6%       | -99.5%         | (0.3)           |
| Financial expenses - commissions             | 19,144         | 13,212         | 25,923          | 44.9%         | -26.2%         | 10.4            |
| Extraordinay expenses                        | 20             | 142            | 593             | -85.8%        | -96.6%         | 0.0             |
| ADR call option compensation                 | -              | (0)            | 5,021           | N/A           | N/A            | -               |
| Other  | (11)           | 1,747          | (10,271)        | N/A           | N/A            | (0.0)           |
| <b>Non operating expense (income)</b>        | <b>18,617</b>  | <b>18,546</b>  | <b>(76,438)</b> | <b>0.4%</b>   | <b>-124.4%</b> | <b>10.2</b>     |
| <b>Income before taxes</b>                   | <b>290,893</b> | <b>94,467</b>  | <b>181,000</b>  | <b>207.9%</b> | <b>60.7%</b>   | <b>158.8</b>    |
| Income and complementary taxes provision     | (3,634)        | (7,522)        | (2,767)         | -51.7%        | 31.3%          | (2.0)           |
| <b>Net income</b>                            | <b>287,259</b> | <b>86,945</b>  | <b>178,233</b>  | <b>230.4%</b> | <b>61.2%</b>   | <b>156.8</b>    |