#### REPORT SECOND 2014



GRUPO SURA • IR@GRUPOSURA.COM.CO • PHONE (574) 435 5941 • FAX(574) 4355046 • CALLE 49 # 63-146 PISO 9 MEDELLIN COLOMBIA.

### FINANCIAL RESULTS

NET PROFITS **OF THIS YEAR ROSE BY** 

to COP 416,465 million (USD 221.4 million)

**REVENUES INCREASED** BY 24.1% TO

(USD 262.2 MILLION)

#### SHAREHOLDERS' EQUITY AT THE END OF **Q2 REACHED**

COP

(USD 11.7 BILLION).

showing an 8.6% growth compared to year-end 2013.

**GRUPO SURA RECORDED A BOOK VALUE PER SHARE OF** 

(USD 20.4)

this being the highest on record







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### **OPERATIONAL** RESULTS

For the first half of this year, Grupo SURA's net profits came to COP 416,465 million (USD 221.4 million) showing an increase of 19.2% compared to the same period last year. Here it is worthwhile pointing out that net profits for last year included a non-recurring item worth COP 99,436 million (USD 52.9 million) corresponding to the sale of a 7.51% stake in AFP Protección. Upon excluding this operation, the overall increase would have come to 66.6%, thereby confirming Groupo SURA'S a wellconsolidated level of performance and the progress made with harnessing subsidiary synergies.

This increase in profits was largely due to an enhanced level of revenues on the part of the Group's subsidiaries, as posted via the equity method, showing a growth of 161.9% for a total of COP 330,099 (USD 175.5 million).

Company assets at the end of Q2 2014 came to COP 23.4 billion (USD 12.5 billion), for a 11.2% increase versus december 2013 and another 3.4% increase compared to the previous quarter. The Company's liabilities showed a drop in short-term financial obligations for this past quarter, these having been almost completely paid off from the proceeds of an issue of bonds placed in May, in keeping with the Company's strategy to extend its debt maturity profile

COMPANY billion (USD 12.5 BILLION) **Showing an** 11.2% YTD growth.

FINANCIAL LIABILITIES CAME TO

(USD 481 MILLION)

Registering a drop of 15.0% for this past quarter.







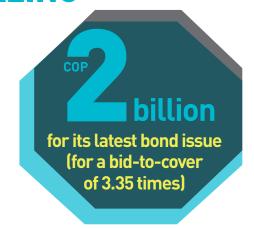
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#### HIGHLIGHTS

### GRUPO SURA RECEIVED BIDS TOTALING



On May 7, Grupo SURA launched its latest domestic issue of Ordinary Bonds for which it received bids for the different series offered totaling COP 2 billion (USD 1.06 billion) that is to say 3.35 times the initial amount offered of COP 600,000 million (USD 318.9 million).

This new issue forms part of the Company's ongoing plans to extend its debt maturity profile while at the same time taking full advantage of the favorable market rates at the time of the placement. It is worthwhile pointing out that Grupo SURA's debt ratio remains comparatively low compared with the scale of the Company and its equity. Once the short-term debt was replaced, Grupo debt ratio as of June was 3.9%

# DE-MATERIALIZED SHARE CERTIFICATES

Since June 3, 2014, Grupo SURA's ordinary shares have been circulating in a dematerialized (paperless) fashion. This provides shareholders with greater security and peace of mind, since this format reduces to a minimum the risk of handling share certificates in paper form, including these being forged or used for fraudulent purposes.

#### ¿WHAT IS DEMATERIALIZATION?

The de-materialization of securities consists of substituting paper-form certificates with book-entry securities registered with the electronic register kept by a Central Securities Depository, or DECEVAL in the case of Colombia.

Grupo de Inversiones Suramericana S.A. shall represent all those holders of paper share certificates who do not have a stock brokerage firm handling their shares, acting as direct depositor before Deceval. Should the shareholder have already entered into an agreement with a stock brokerage firm for the purpose of handing his or her shares, said firm shall act as his or her representative.

#### App







## NEW DIVIDEND PAYMENT PERIOD

Between July 1 and 15, the second dividend payment scheduled for this year, as approved at the last Shareholder's Annual Meeting, for both the Grupo SURA's ordinary as well as preferred shares, was carried out for which a total of COP 71,650 million was paid out.

The annual dividend declared for the Company's ordinary share comes to COP 390 payable in four quarterly installments of COP 97.50 each; whereas the dividend for its preferred share comes to COP 243.75 payable on these same dates.

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# GRUPO SURA'S LEGAL DEPARTMENT VOTED ONE OF THE BEST IN LATIN AMERICA



As part of the International General Counsels Awards ceremony held in New York, the French editorial group, Leaders League, representing some of the most important publications in the fields of finance and law, named Grupo SURA's Legal Department, as one of the best in Latin America earning an award and a special mention in the Silver Category.

The nominees were subject to a rigorous, confidential selection process, based on information provided by the candidates themselves based on different studies, surveys and rankings. This process was overseen by a panel of judges belonging to several Fortune 300 companies.

THE FRENCH
EDITORIAL GROUP,
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GRUPO SURA'S LEGAL
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## SURA ASSET MANAGEMENT APPOINTS NEW CEO IN MEXICO.

SURA Asset Management, Grupo Sura's Latin American pension, savings and investment management firm, announced that as of July 1, Pablo Sprenger shall be taking over as SURA Mexico's new Chief Executive Officer a post he had been temporarily filling since December of last year.

Pablo Sprenger holds a degree in Civil Engineering from Pontificia Universidad Católica in Chile as well as an MBA from the Northwestern Universitys Kellogg School of Management. He has extensive experience within the financial service sector, having held various posts in Falabella Servicios Financieros, AFP Bansander and ING Chile. In June 2012, Mr. Sprenger became SURA Asset Management's Vice-President of Latin American Business. He now shall be overseeing the consolidation and growth of SURA Mexico, which currently has 6.1 million clients, a total of USD 26.8 billion in Assets Under Management, a 14.3% share of the pension market as well as a headcount of more than 3,100, with which SURA now ranks as a major player in the Mexican financial sector.





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### SURAMERICANA

**IS AGAIN NAMED THE** 

**BEST INSURANCE COMPANY** 

IN LATIN AMERICA

For the second year running, Suramericana, Grupo SURA's social security and insurance subsidiary, was chosen by the British reinsurance magazine Reactions, published by the Euromoney Group, as the best insurance company in two main categories: "The Best Insurance Company in Latin America" and "The Best Insurance Company in Colombia".

As stated in this British publication, the candidates for this prize were subject to a rigorous selection process, overseen by a panel of judges consisting of well-known analysts from the global insurance industry, who evaluated more than 800 insurance companies worldwide. The award ceremony was carried out in Miami, where Gonzalo Perez, the CEO of Suramericana received the prize.





# SURA INAUGURATES ITS NEW SURA HEALTH CARE CENTER IN CALI

Suramericana inaugurated its new SURA Health Care center in the Chipichape district of Cali, providing members of its healthcare plans in this Department with first- and second-tier medical attention as well as easy access to its portfolio of services.

A total of COP 38.000 million was spent on constructing this building whose infrastructure and technology belongs to the latest generation. This new center has a total area of 15,540 square meters and has effectively extended the Company's capacity and coverage in terms of medical attention and healthcare services

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SURA'S COMMITMENT TO THE **ENVIRONMENT IN PERU** 

REDUCING OUR OVERALL
ENVIRONMENTAL IMPACT, ENCOURAGING
MORE RESPONSIBLE AWARENESS
AMONGST STAKEHOLDERS AND HELPING
TO SLOW CLIMATE CHANGE ARE JUST
SOME OF THE AIMS OF GRUPO SURA AND
ITS SUBSIDIARIES.

ON THIS OCCASION, WE WOULD LIKE TO HIGHLIGHT SURA'S EFFORTS IN PERU WITH REGARD TO IMPLEMENTING CERTAIN INITIATIVES DESIGNED TO ENSURE A MORE RESPONSIBLE ENVIRONMENTAL MANAGEMENT INCLUDING: Measuring our carbon footprint

Purchasing carbon credits

- Measuring our carbon footprint, that is to say the Company's impact on the environment. We are committed to offsetting 100% of the gas emissions we produce every year.
- Acquiring carbon credits for the reforestation project "SAIS José Carlos Mariátegui" in Cajamarca, which
  involves training 500 young people from the adjacent communities with regard to the planting and care of
  pine trees. This project benefits 650 families and shall ensure the sustainability of the local woodland.
- SURA Recycles, besides encouraging recycling and furthering the environmental benefits of such, this initiative also includes an environmental project carried out by our volunteer corps called "Recycling for the Community". So far this training and awareness program has been attended by a total of 37,300 people who have produced a total recycled volume of 214,004 tons including paper, PET, cardboard and newspaper.
- Aventones (Rides), this program consists of encouraging carpooling amongst our employees. This has
  represented savings of 21,702 km of commuting or 2,085,050 kg of CO2 since March 2014 when the program
  first began











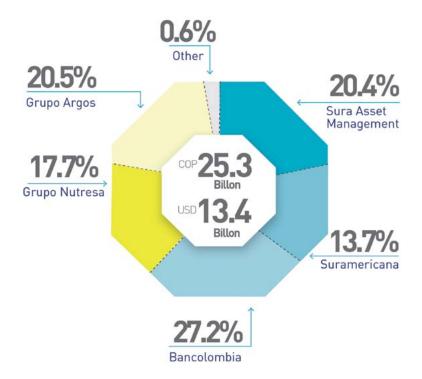
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### GRUPO SURA'S MAIN FIGURES

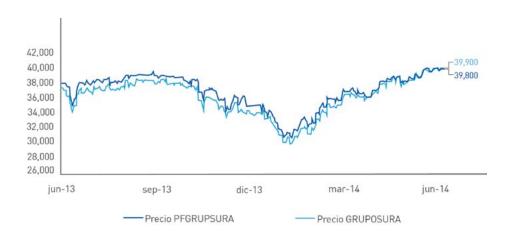
# Commercial Value of our portfolio



Including their commercial value pursuant to accountant standards and the stakes held in Grupo de Inversiones Suramericana and affiliates

NOTE: Considering Suramericana at 2x P/BV and SURA Asset
Management at 1x P/BV

#### Performance of the share



	30-jun-14	% Annual Var.*	% YTD Var. **
GRUPOSURA (Pesos)	39,900	6.7%	18.4%
PFGRUPSURA (Pesos)	39,800	4.9%	13.8%
COLCAP (Points)	1,706	5.6%	6.2%

<sup>\*</sup> Annual appraisal without dividends







