

Q3

2019

RESULTS
PRESENTATION

DISCLAIMER

The forward-looking statements contained herein are based on Management's current forecasts and outlook.

For better illustration and decision-making, figures for Suramericana, SURA Asset Management and its subsidiaries are administrative rather than accounting, and therefore may differ from those presented to official entities. Thus, Grupo de Inversiones Suramericana assumes no obligation to update or correct the information contained in this presentation.

AGENDA

Grupo SURA

Consolidated Results

Suramericana

Insurance, Trends and Risk
Management

SURA Asset Management

Pension funds, Savings
and Investments



CONSOLIDATED RESULTS

MAR DEL PLATA,
BUENOS AIRES, ARGENTINA

EXCELLENT RESULTS WITH POSITIVE OPERATIONAL PERFORMANCE

And return on investments that offset specific impacts in some operations

♦ OPERATING REVENUES

COP
16.2 tn

▲ 14.8%

- Double digit growth in main businesses
- Investment income
- Equity method

♦ OPERATING EXPENSES

COP
13.8 bn

▲ 13.0%

- Focus on efficiency and cost control
- Sustained claims ratio
- Investment in projects
- Impacts on some operations

♦ OPERATING INCOME

COP 2.4 tn

▲ 26.3%

♦ NET INCOME

COP 1.5 tn

▲ 35.0%

♦ CONSOLIDATED RESULTS DRIVEN BY:

- Focus on organic growth, efficiency and profitability of operations
- Invested capital optimization and deleveraging processes
- Positive return on investments
- Benefits of diversification

♦ ECONOMIC AND SOCIAL DYNAMICS IN THE REGION

- Protests in Chile
- Political and economic situation in Chile
- Pension reform in Colombia
- Colombian health care system

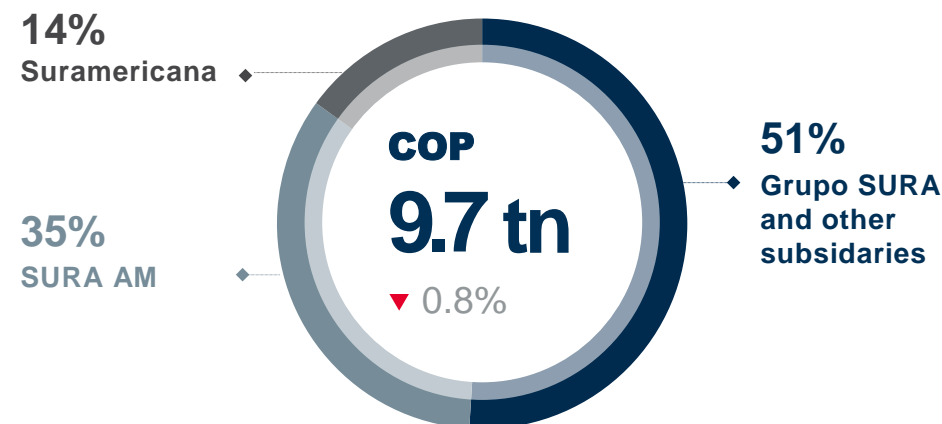
EQUITY GROWTH

Driven by increase in net income

STATEMENT OF FINANCIAL POSITION

	SEP - 19	DIC - 18	Var\$	Var%
Cash, investments and investment properties	27,043	24,731	2,312	9.3%
Investments in associates	20,041	19,170	871	4.5%
Intangibles and Goodwill	9,349	9,197	153	1.7%
Available-for-sale non-current assets	2	5,539	(5,537)	-100.0%
Right-of-use assets	665	0	665	
Other	12,908	12,436	472	3.8%
TOTAL ASSETS	70,009	71,073	(1,065)	-1.5%
Technical reserves	23,231	22,199	1,032	4.6%
Financial liabilities and issued securities	10,449	10,447	2	0.0%
Available-for-sale non-current liabilities	0	4,872	(4,872)	-100.0%
Lease liabilities	686	0	686	
Other	6,806	6,655	151	2.3%
TOTAL LIABILITIES	41,171	44,172	(3,001)	-6.8%
EQUITY	28,837	26,901	1,937	7.2%

CONSOLIDATED FINANCIAL DEBT



◆ Hedging and deleveraging strategy is not reflected in the accounting value of the debt (reduces by COP 79,000 MM) due to devaluation of the COP.

◆ **YTD amortization (net) of consolidated debt close to COP 430,000 MM**

Individual Debt (Holding)

◆ **Reached COP 4.9 tn** and decreases 1.2% (COP 63,000 MM) affected by Fx despite hedging structure and debt amortization.

◆ USD Exposure decreases to 14%

Other assets = Accounts receivable + technical reserves reinsurers + tax assets + other assets + PP&E
Other liabilities = Accounts payable + tax liabilities + provisions + other liabilities

Figures in billion COP. Var\$ and Var% correspond to variations against Q4-2018

ORGANIC GROWTH, INVESTMENT INCOME

And equity method explain the operating and net income growth

CONSOLIDATED INCOME STATEMENT

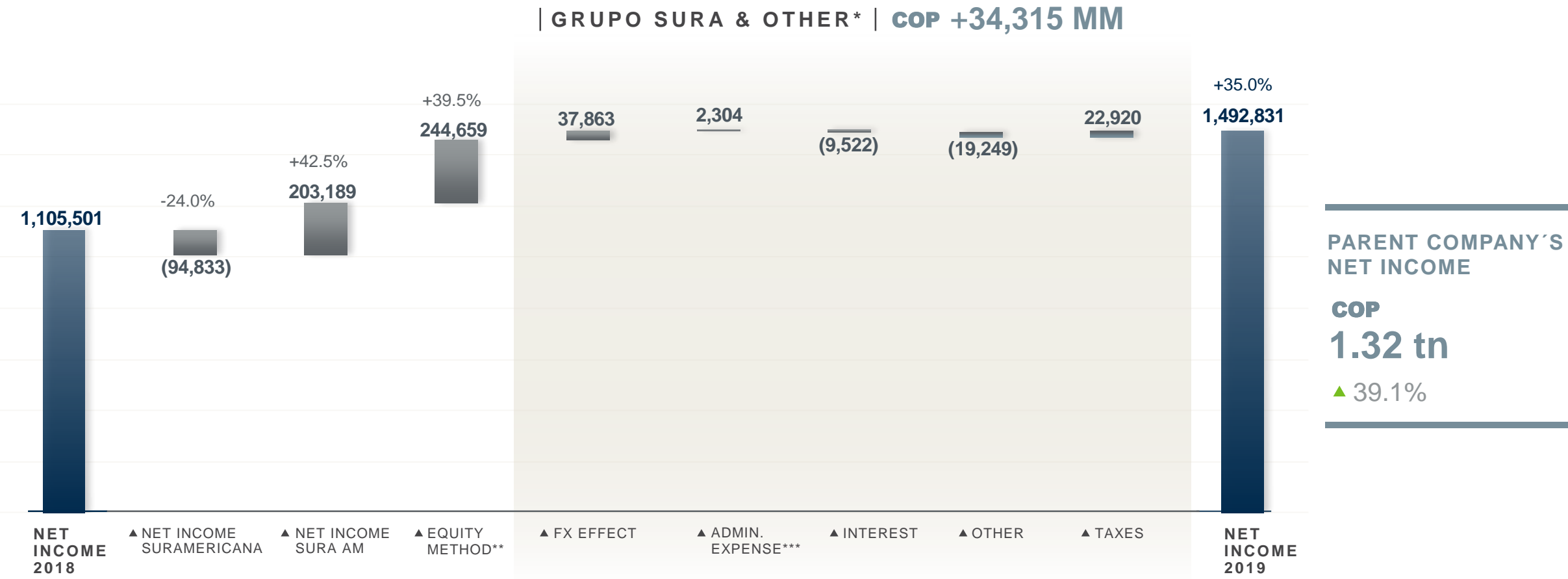
	SEP - 19	SEP - 18	Var\$	Var%
Retained premiums	8,176	7,728	448	5.8%
Commission income	2,021	1,836	185	10.1%
Revenues from services rendered	2,944	2,396	548	22.9%
Investment income	1,771	1,241	530	42.7%
Equity method – associates	1,040	723	317	43.8%
Other revenues	245	188	57	30.1%
OPERATING REVENUES	16,197	14,112	2,084	14.8%
Retained claims + Adj. Reserves	5,022	4,783	239	5.0%
Costs of services rendered	2,836	2,247	589	26.2%
Admin. expenses	5,914	5,162	752	14.6%
OPERATING EXPENSES	13,772	12,192	1,580	13.0%
OPERATING INCOME	2,425	1,920	505	26.3%
Financial Result	593	524	69	13.1%
EARNINGS BEFORE TAXES	1,832	1,396	436	31.2%
Taxes	344	324	20	6.2%
Discontinued operations	5	33	-29	-85.9%
NET INCOME	1,493	1,106	387	35.0%

- ◆ **Operating income, excluding returns on legal reserves from mandatory pensions**, grow 13.2% due to a positive operating trend.
- ◆ **Due to IFRS 16** expenses increased by COP 54,000 MM reflected in higher interest expenses (COP 34,000 MM) and a net increase in depreciations and rent expenses (COP 20,000 MM).
- ◆ **Argentinian operation** posted a net loss of COP 98,000 MM and a negative YTD variation of COP 131,000 MM vs. 2018. Without this impact, net income would grow by 48%.

Otros revenues = Otros revenues + Dividends
 Admin. expenses = Administrative expense + Employee benefits + Depreciations + Amortizations + Brokerage commissions + Fees + Other expenses + Impairment
 Figures in billion COP. Var\$ and Var% correspond to variation against 1H-2018

CONSOLIDATED NET INCOME GROWS 35%

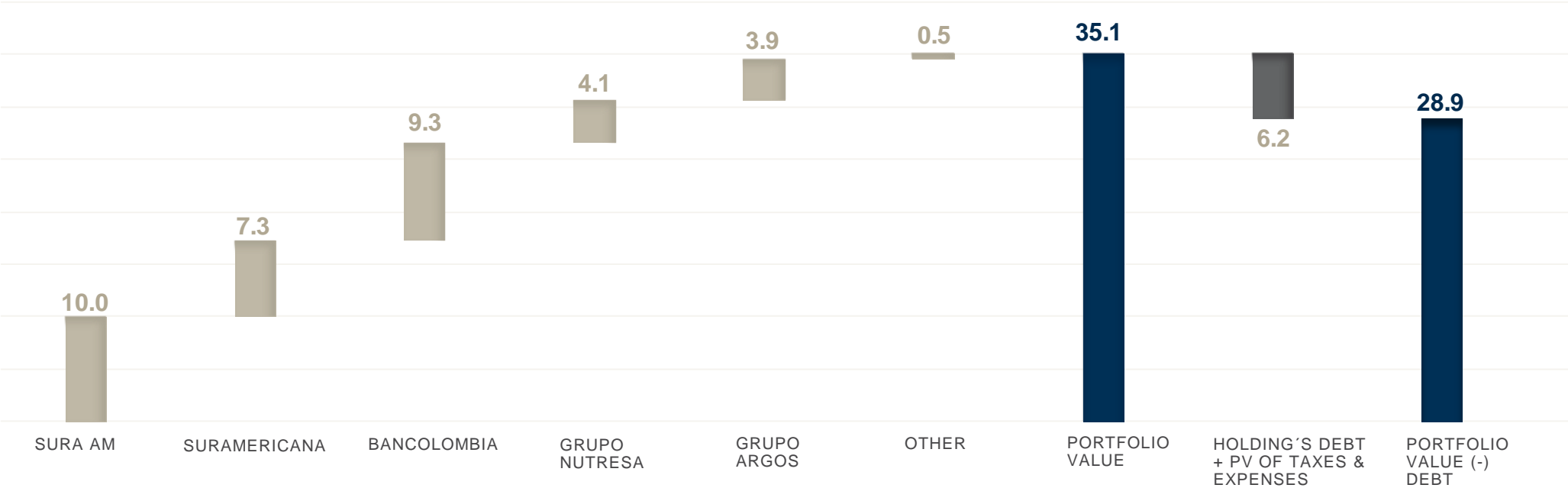
Driven by the results of associates and SURA AM, showing the benefits of a diversified portfolio



* Grupo SURA and Other (GS) includes Grupo SURA, Grupo SURA Finance, Grupo SURA Panama, Habitat and Arus, among other.
**GS Admin. Expenses includes Administrative Expenses, Employee Benefits and Fees at Grupo SURA and Other level.
*** Equity method from associates at Grupo SURA doesn't include AFP Protección since its already accounted in SURA AM's net income

PORTFOLIO'S ESTIMATED VALUE

Isn't reflected in current market cap



MARKET CAPITALIZATION
(Sep. 30, 2019)

COP 18.8 tn

SHARES ADTV
(COMMON + PREF)

COP 15,000 MM

Average LTM as of Q3-2019

COMMON SHARE
PRICE

COP 33,000

+2.7% (Var% YTD)

SURA AM valued at the last transaction (CDPQ), Suramericana at 1.8x equity and companies listed at market value at the end of the quarter
Portfolio valuation estimated by Grupo SURA. Does not constitute an investment advisory
Figures in COP trillion



SEGUROS, TENDENCIAS
Y RIESGOS

CONSOLIDATED
RESULTS

GUATAPÉ, ANTIOQUIA,
COLOMBIA

SURAMERICANA CONTINUES WITH POSITIVE REVENUE GROWTH

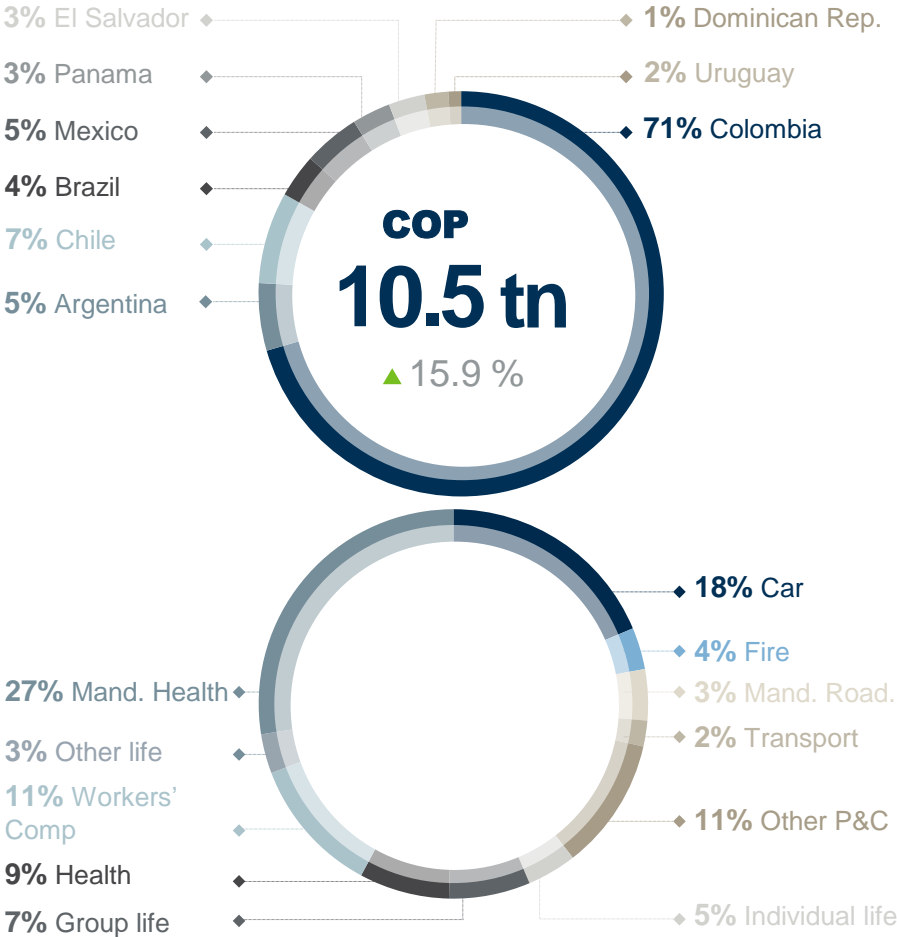
But specific impacts like in Argentina and Health sector in Colombia affected net income

<p>◆ WRITTEN PREMIUMS</p> <p>COP 9.5 tn</p> <p>▲ 15.1%</p> <p>▲ 18.3% exc. Argentina</p>	<p>◆ REVENUES FROM SERVICES RENDERED</p> <p>COP 2.8 tn</p> <p>▲ 23.7%</p>	<p>◆ NET INCOME</p> <p>COP 300,009 MM</p> <p>▼ 24.0%</p> <p>▲ 10.1% exc. Argentina</p>
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<p>◆ Good operational dynamics cannot fully compensate for specific impacts on operating segments</p>	
<p>Life</p> <p>Net income grows even with new expense due to VAT on commissions: COP 36,524 MM</p> <p>P&C</p> <p>- Argentinian operation's loss for: COP 98,400 MM</p> <p>- Higher reinsurance costs in Chile</p>	<p>Health</p> <p><u>YTD results</u> continue impacted by system's situation in Colombia:</p> <p>- Net income: COP 1,986 MM (-96.7%)</p> <p><u>Quarter results</u> show the effect of initiative taken by management:</p> <p>- Net Income: COP 18,063 MM (+20.7%)</p>

<p>◆ Sale of participation of Palic Salud (Dominican Republic) for COP 62,500 MM generated a profit (net of taxes) of COP 31,805 MM</p>
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RETAINED PREMIUMS + REVENUES SERVICES RENDERED 2019



CONTROLLED CLAIMS AND EXPENSES

contrast with an increase in health costs and non-comparable expenses

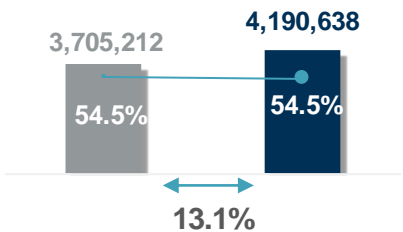
RETAINED PREMIUMS + REVENUES FROM SERVICES

COP
10.5 trillion

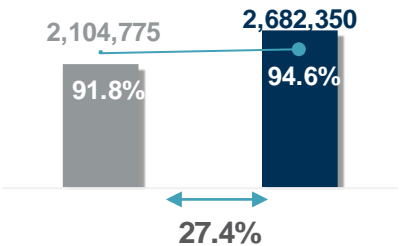
▲ COP 1.44 tn

▲ 15.9%

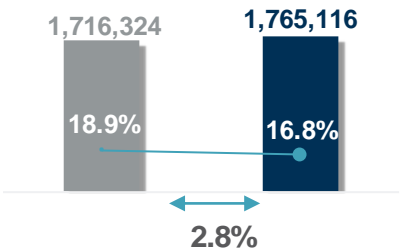
CLAIMS + ADJ. RESERVES: % RET. PREMIUMS



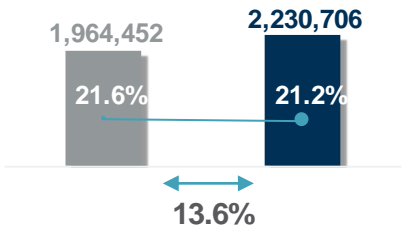
SERVICES RENDERED: COSTS / REVENUES



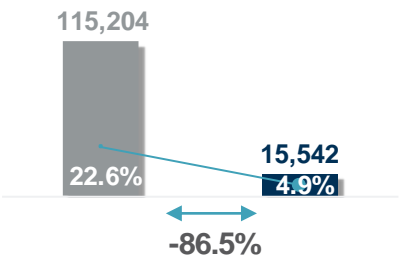
TECHNICAL RESULT: % OPERATING REVENUES



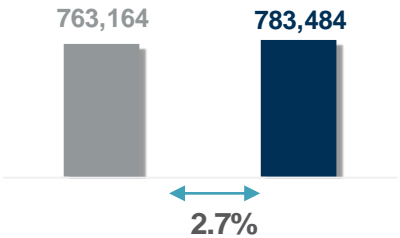
OPER. EXPENSES**: % OPERATING REVENUES



TAXES % EBT



INVESTMENT INCOME

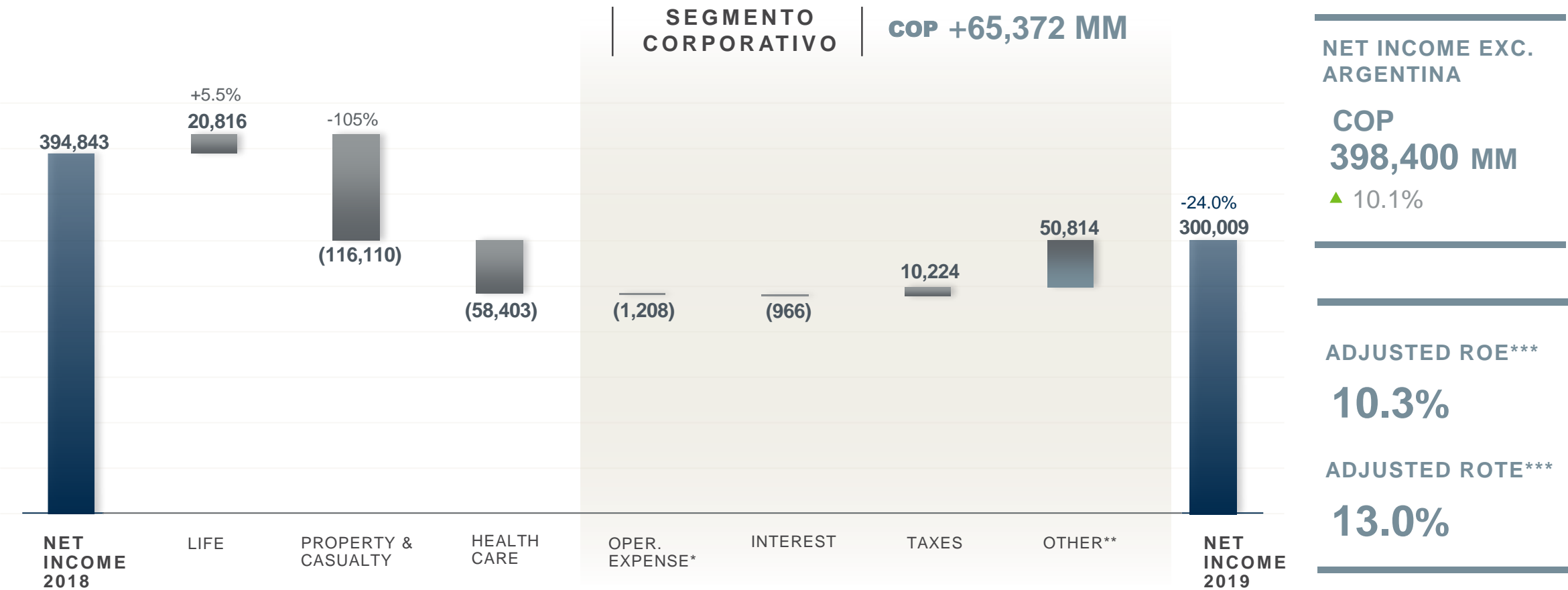


2018 2019

*Technical result equals underwriting result before administrative expenses and investment income
**Oper. Expenses = Administrative Expenses + Fees + Amortizations and Depreciations + Impairment. Figures in COP millions

LOWER NET INCOME

Explained by macroeconomic situation in Argentina and Health Care segment



* Oper. Expenses includes Administrative Expenses, Employee Benefits and Fees of the corporate segment.
***"Other" variation mainly corresponds to the profit of the sale of Palic Salud.
*** ROE and ROTE adjusted for amortization of intangibles associated to M&A, net of deferred taxes; divided by average equity and average tangible equity, respectively
Figures in COP million

LIFE SEGMENT: GROWTH IN PREMIUMS, LOWER CLAIMS

and investment income offset higher VAT expenses in commissions

NET INCOME

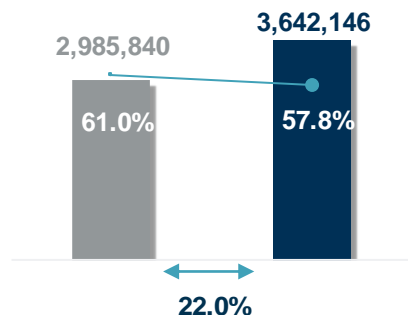
COP 399,134 MM

▲ 5.5%

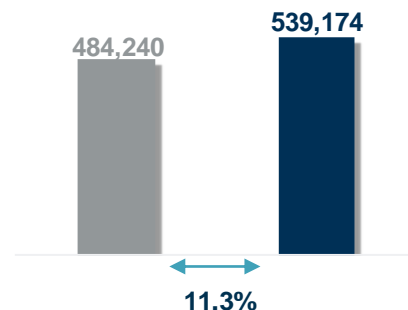


- ◆ Premium growth driven by Life Group and Health.
- ◆ **Constitution of reserves in the quarter** by normalization of the effect of "premium = collection" in Health
- ◆ **VAT** on brokerage commissions impacts results in COP 36,524 MM.
- ◆ Increase in investment income driven by fixed income performance

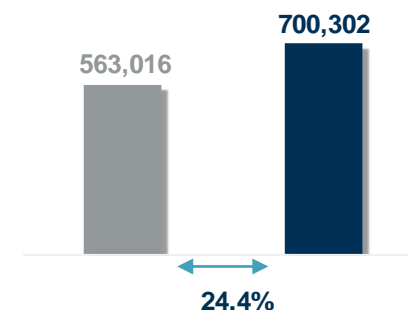
RET. PREMIUMS CLAIMS RATIO (%)



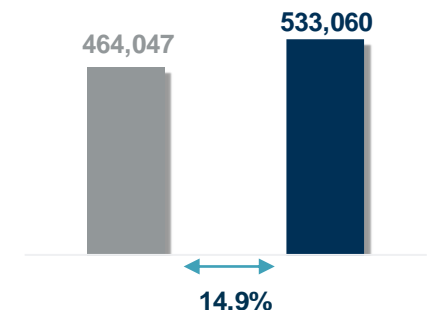
TECHNICAL RESULT



ADMIN. EXPENSES



INVESTMENT INCOME



P&C SEGMENT:

Net income excluding Argentina would reach COP 93,000 MM with a 19.8% growth

NET INCOME

Adjusted*
COP 35,718 MM

▼ 77.3%

RETAINED PREMIUMS BY COUNTRY

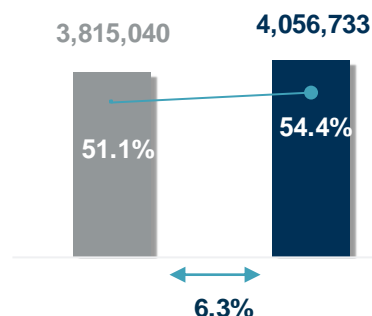
	sep-19	%Var COP	% Var ML
Colombia	1,319	12.1%	12.1%
Chile	718	0.4%	-2.5%
Argentina	542	-17.9%	56.8%
México	435	21.4%	9.4%
Brasil	372	28.8%	23.8%
Panamá	300	20.4%	7.3%
Uruguay	176	-12.1%	-10.3%
Rep. Dominicana	101	26.9%	16.5%
El Salvador	93	6.9%	-4.8%
Total	4,057	6.3%	12.2%

Figures in COP billion

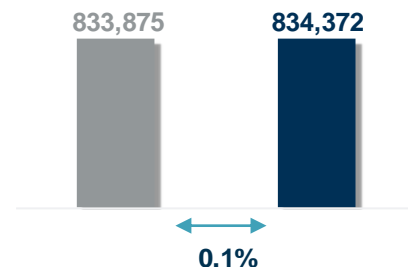
Main impacts from Argentina

- ◆ Devaluation affects conversion to COP. Retained premiums without Argentina grow 11.4%
- ◆ COP 18,800 MM inflation adjustments (not cash)
- ◆ Increase in claims ratio
- ◆ Combined ratio reaches 106.7%, a deterioration of 173 bps. Without Argentina it is 103.7%.
- ◆ Loss in investment income (not realized) due to portfolio devaluation

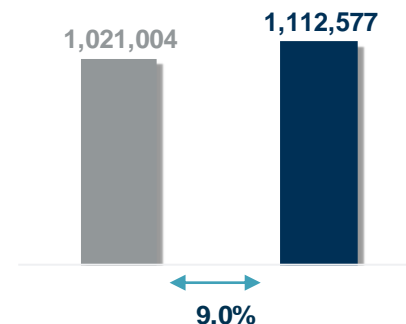
RET. PREMIUMS CLAIMS RATIO (%)



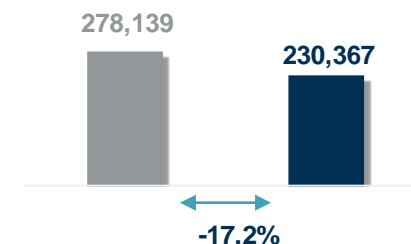
TECHNICAL RESULT



ADMIN. EXPENSES



INVESTMENT INCOME



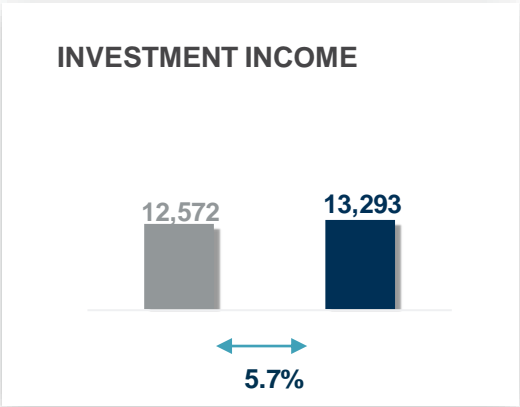
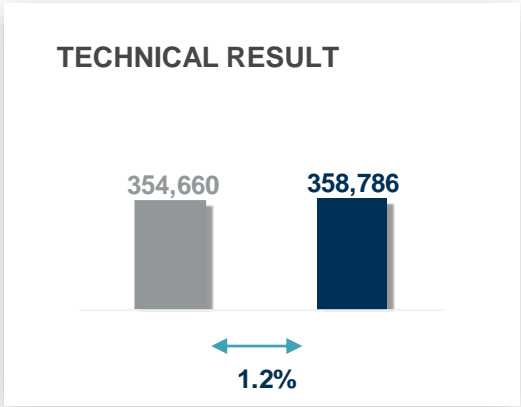
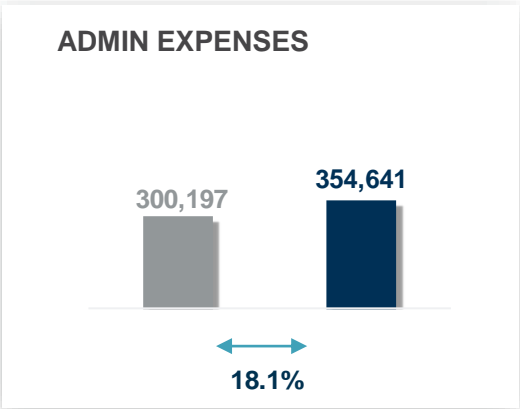
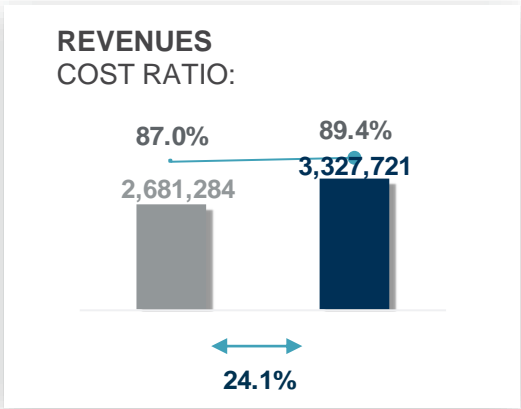
*Net income adjusted for amortization of intangibles and adjustment for inflation in Argentina

Figures in COP million 2018 2019

HEALTH CARE SEGMENT: QUARTER'S RESULTS

indicate the stabilization in claims ratio and the effects of initiatives for cost control

NET INCOME	YTD	QUARTER
	COP 1,986 MM	COP 18,063 MM
	▼ 97%	▲ 21%



	REVENUES ON SERVICES		COSTS / REVENUES	
	SEP-19	%VAR	SEP-19	SEP-18
EPS	2,607,229	24.7%	95.3%	91.8%
IPS	459,032	17.2%	70.4%	70.0%
Dinámica	261,461	31.6%	63.5%	70.2%
TOTAL	3,327,721	24.1%	89.4%	87.0%

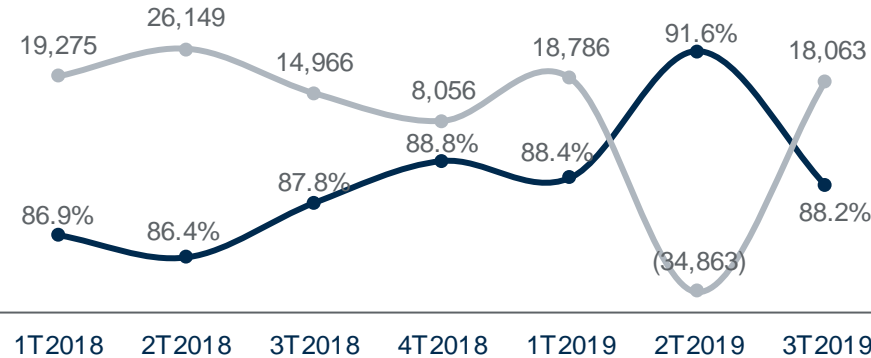
◆ **TOTAL CLIENTS**

3.5 millones
▲ 17.0%

◆ **GROWTH IN PAC* REVENUES**

▲ **57%**

QUARTERLY EVOLUTION OF COST RATIO AND NET INCOME



*PAC: Supplementary Care Plan in spanish
Cifras en COP Millones 2018 2019



CONSOLIDATED RESULTS

MACHU PICCHU, PERÚ

SURA AM: 52% GROWTH IN NET INCOME

explained by return on legal reserves and operating growth



◆ **TOTAL CLIENTS**

20.2 million

▲ 2.3%

Include 141,000 new affiliates from tender process in Peru

◆ **NET INCOME (CONTINUED OP.)**

COP 677,096 million

▲ 52.4%

◆ **MANDATORY PENSION BUSINESS**

Steady growth

▲ 8.9% in commission income despite lower fees

Profitability

- Alpha in Ch., Mx. y Uy.

- Morningstar reward toAFORE (Mx)

Transformation

Good performance of the digital channel: 25% new sales in Chile

◆ **SAVINGS AND INVESTMENTS**

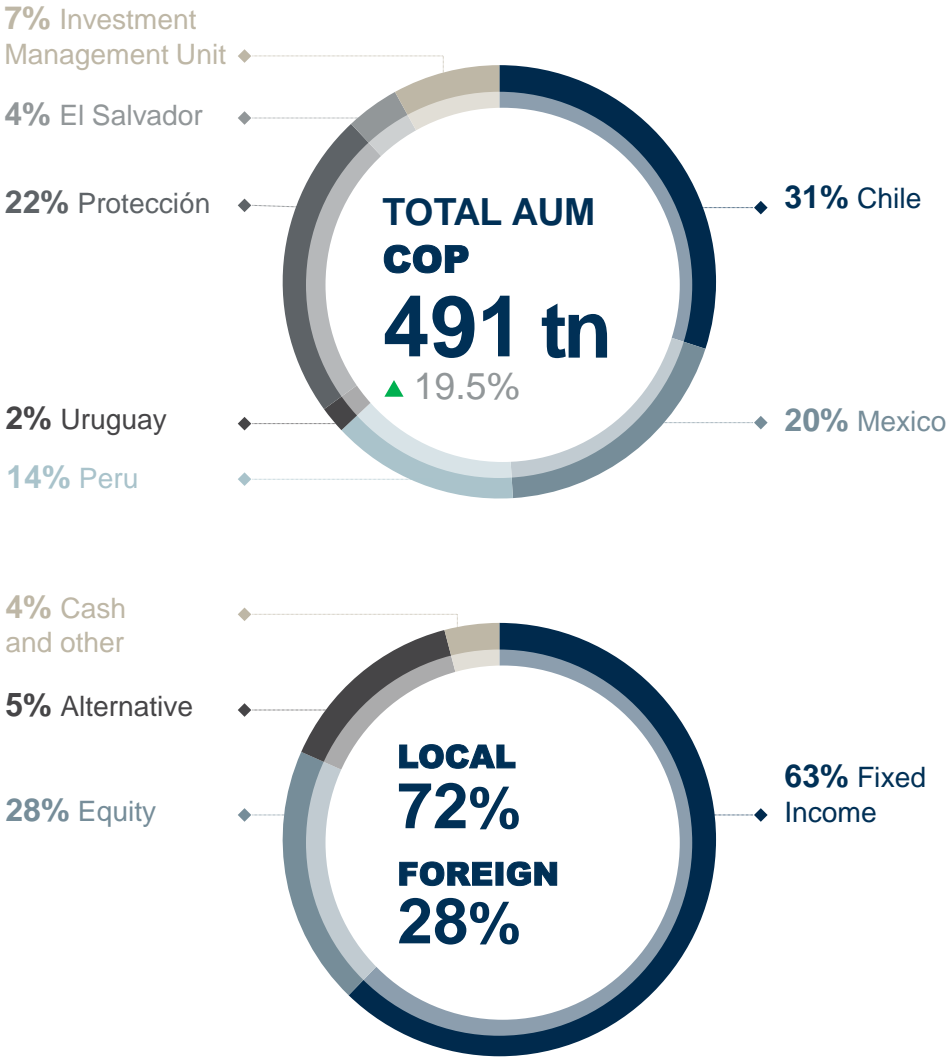
Growth trend continues

AUM

▲ 30.0%

◆ **INVESTMENT MANAGEMENT**

- Development of regional platform
- Announcement of the acquisition of a fiduciary operation in Colombia
- 77% of portfolios with Alpha



OPERATING EARNINGS GROW 61%

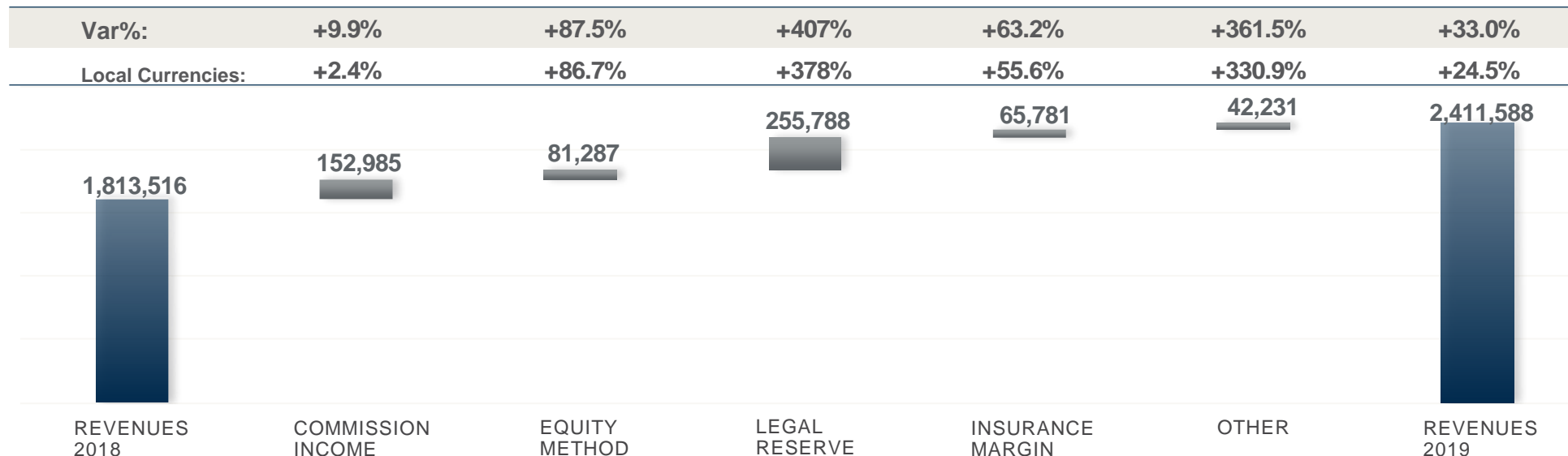
Driven by return on legal reserves and steady growth in commission income

OPERATING REVENUES + INSURANCE MARGIN

COP 2.4
trillion

+598,072 MM

▲ 33.0%

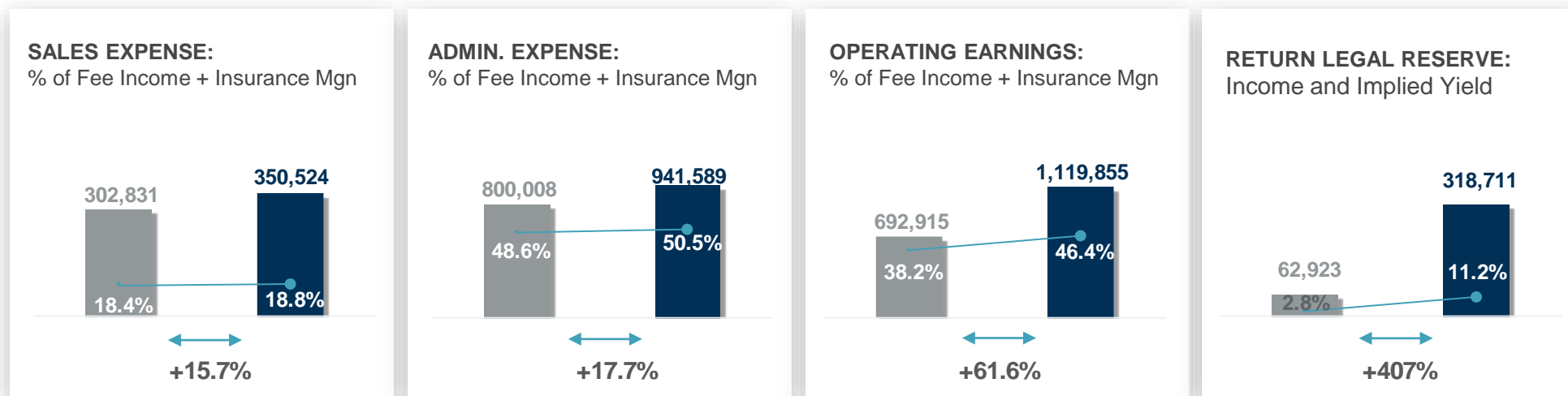


OPERATING EXPENSES

COP 1.3
trillion

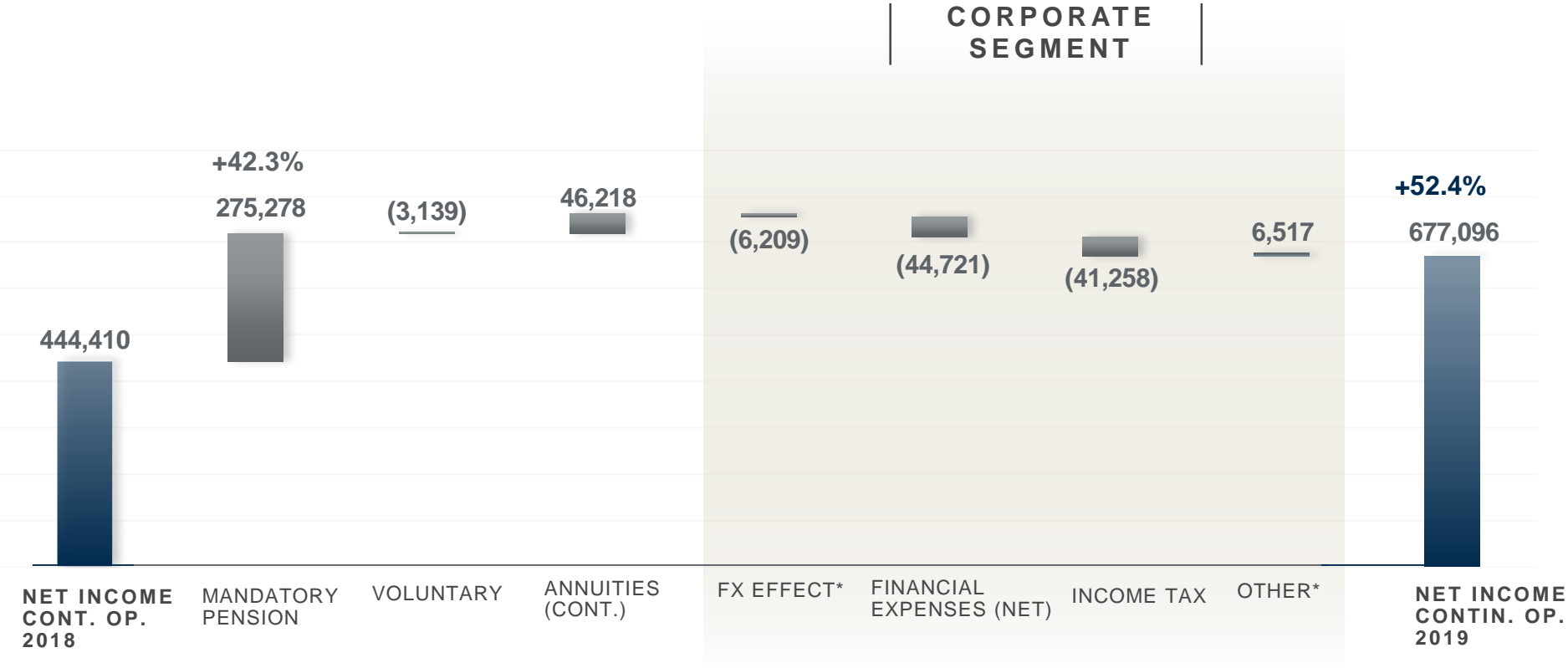
+171,131 MM

▲ 15.3%



NET INCOME GROWTH

driven mainly by mandatory pension business



ADJUSTED ROE ***

8.5%

ADJUSTED ROTE ***

30.5%

*FX Effect= Exchange difference + Gains (losses) at fair value from hedging derivatives.

**Other includes operating expenses from the corporate segment, income tax, financial expenses, gains (losses) from discontinued operations and other revenues/expenses from the corporate segment

*** ROE and ROTE adjusted for amortization of intangibles associated to M&A and losses from discontinued operations, divided by average equity and tangible equity, respectively

MANDATORY PENSION: RETURN ON LEGAL RESERVE AND COMMERCIAL

activity overcome pressure on lower fees

OPERATING REVENUES

COP 1.97 bn

▲ 29.9%

AUM

COP 434 bn

▲ 20.4%

◆ MEXICO
▲ 23.4%

◆ PERU
▲ 18.9%

SALARY BASE

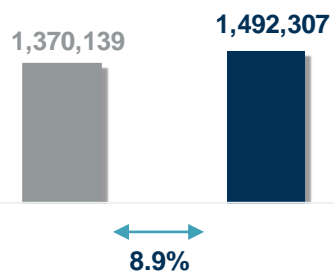
◆ CHILE
▲ 8.1%

◆ COLOMBIA
▲ 5.7%

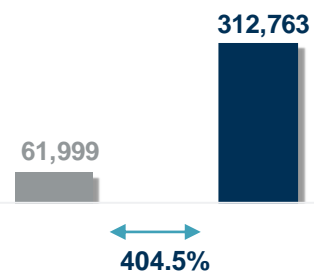
◆ URUGUAY
▲ 2.8%

- ◆ Alpha and leadership in returns in main funds
- ◆ Morningstar recognition
- ◆ Equity method from Protección
- ◆ Focus on rejuvenation of client base
- ◆ 141,000 new affiliates in Perú

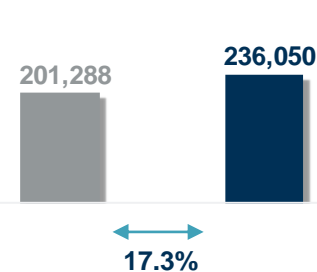
COMMISSION INCOME



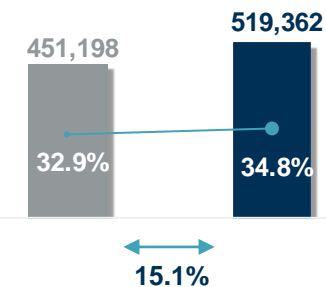
INCOME LEGAL RESERVE



SALES EXPENSE



ADMIN. EXPENSE % Commission Income



Voluntary business

GROWTH TREND CONTINUES

NET OPERATING REVENUES

COP 275,708 MM

▲ 16.7%

AUM SAVINGS & INVESTMENTS

COP 34.8 tn

▲ 30.0%

◆ NET FLOW
COP 3.8 bn

◆ RETURNS
COP 2.4 bn

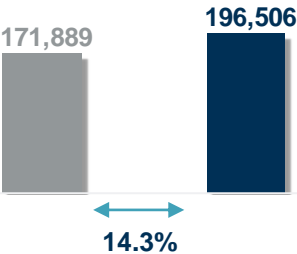
AUM INVESTMENT MANAGEMENT

COP 35.4 tn

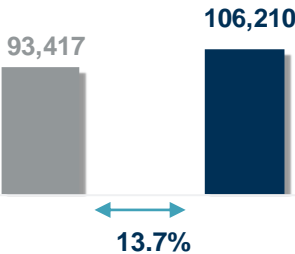
▲ 5.9%

- **A&I:** AUM with double digit growth in all countries
- **IM:** Advances in its objective of doubling AUM and participation of Alternative funds in the next 5 years.

COMMISSION INCOME

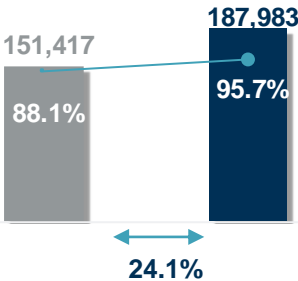


SALES EXPENSES

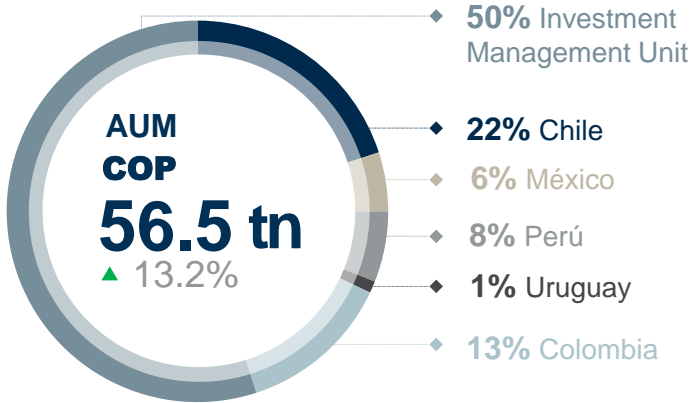


ADMIN. EXPENSES

% Commiss. Income + Insurance Mgn



POSITIVE ALPHA >75% of AUM



CEO: DAVID BOJANINI

CFO: RICARDO JARAMILLO

Head of IR:

JUAN CARLOS GOMEZ

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IR Specialist:

ANDRES ZULUAGA

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