



GRUPO SURA

GRUPO SURA obtained **COP 397,578 million (USD 107 million)** in consolidated net income at the end of Q3 2020, thanks to resilient streams of income from Suramericana and SURA Asset Management in the form of written premiums and asset management fees and commissions.

This level of performance has been made possible thanks to the benefits obtained from the diversification of our business, smart spending controls, and efficiencies gained from transforming our operating models so as to create greater added value for our clients.

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GRUPO SURA MAKES HEADWAY IN THE DOW JONES SUSTAINABILITY WORLD INDEX

The Organization was ranked in second place in the Diverse Financial Services and Capital Markets sector, having evaluated a total of 162 organizations from this same industry.



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S&P RATIFIES GRUPO SURA'S CREDIT RATING

This credit ratings agency confirmed the Organization's BBB- rating as an issuer of both international and domestic debt. The corresponding ratings report made special mention of the responsiveness shown by the SURA lines of business to the current pandemic.



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SURAMERICANA LAUNCHES ITS NEW KNOWLEDGE CENTER

As a trend and risk management company, Suramericana is delivering specialized knowledge on its newly revamped regional website, this in order to build loyalty amongst its existing clients as well as attracting new corporate clients.



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SURA AM EXPANDS ITS FINANCING OPTIONS FOR SMES

This Company has launched a new private debt fund through which it intends to make available COP 1.2 trillion (around USD 310 million) to this category of companies in order to accelerate economic reactivation in key sectors.



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SURAMERICANA, TOP PROPERTY AND CASUALTY INSURANCE COMPANY IN THE REGION

This year the Mapfre Foundation ranked Suramericana as the leading insurer of Latin American origin in the P&C Insurance Industry, this based on its volume of written premiums.



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THE SURA AM PENSION FUND MANAGEMENT SUBSIDIARIES SPEAK OUT ON PROSPECTIVE PENSION REFORMS

In Chile, AFP Capital is urging lawmakers to fast track the much-needed reforms, whereas Afore SURA is closely monitoring the ongoing congressional debates of the reform bill introduced by the Mexican Federal Government.



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ACKNOWLEDGMENTS THAT REAFFIRM SURA'S COMMITMENT TO THE REGION

Forbes included Grupo SURA in its global ranking of the world's best employers; Latin Trade and the IDB recognized the Company for its sustainability performance.

Grupo Sura's net income continued along a positive trend, standing at **COP 152,283 million (USD 41.1 million)** for the the third quarter of 2020

The relevance and strength of the strategies deployed by Grupo SURA and its subsidiaries, Suramericana and SURA Asset Management, have been amply evidenced given the current impacts that the COVID-19 pandemic is having on people, companies, health systems, employment and the capital markets, **even more so in these crucial times for Latin America's economic recovery** and the ability to protect its people from widespread contagion.

We have responded to this new reality by creating greater added value for all those who have placed their trust in SURA, this through **the ever-evolving operating models of our subsidiaries** together with new solutions, products, services as well as new forms of access, which have reinforced loyalty amongst our existing clients while attracting new ones, besides allowing us to obtain greater efficiencies.

Consolidated results

The headway made with transforming our business to keep pace with our new reality has been amply demonstrated with the level of consolidated revenues posted by Grupo SURA at the end of Q3-2020, thanks to **resilient streams of operating revenues** in the face of what after all has been a challenging environment, these totaling COP 15.4 trillion (USD 4.168 billion*), which is just 3.3% lower than for the same period last year.

Revenues were driven by a **YTD growth of 5.8% in written premiums and another 5.2% growth for the quarter with asset management fees and commissions rising by 2.8%, on a YTD basis, and another 5.5% for the quarter**, all of which demonstrate good levels of subsidiary performance and their ability to deliver upon their value promise to their clients.

This partially offset two factors that also affected our consolidated bottom line:

- Lower investment income from the legal reserves held by our pension fund management subsidiaries, given the amount of volatility prevailing on the capital markets, which produced a decline of 28.3% for this account at the end of Q3 2020, taking into account that 2019 was a positive year in this respect.
- The 67.5% drop in the amount of revenues from associates posted via the equity method, was mainly due to Bancolombia, which has seen its net income adversely affected by higher provisions set up given the effects of the current pandemic.

As for our operating expense, **special mention must be made of a controlled growth of just 2.9%** on a YTD basis and another 4.5% increase for the third quarter, this in spite of the 19% increase in the cost of health services rendered in order to tackle the COVID-19 pandemic, as posted at the end of Q3 2020.

This allowed us to post consolidated operating earnings of COP 1.4 trillion (USD 371.2 million), with Q3 accounting for COP 452,780 million (USD 122.2 million) of this figure for a YTD decline of 40.1%.

Re-stated amounts in dollars: *Figures taken from the Statement of Comprehensive Income, based on the average exchange rate for Q3 2010: COP 3.704



Ricardo Jaramillo, Grupo SURA's Chief Corporate Finance Officer discusses our Q3 2020 results earnings for our shareholders and investing public.

+ VIDEO

Relevant Details:

- We continue prioritizing the preservation of more than 38,000 jobs throughout the region, while having created 2,300 new jobs in order to reinforce our capabilities in terms of providing our health care services in Colombia.
- Our SURA COVID-19 caseload in Colombia recorded a death rate of just 0.7% compared to a nationwide death toll of 2.8%.
- Our subsidiaries continued to maintain adequate levels of solvency and liquidity. Grupo SURA's credit ratings were ratified by Fitch and S&P along with those of Suramericana (S&P) and SURA AM (Fitch and Moody's).
- Early liability management measures have been taken to meet our liquidity requirements for 2021.
- Grupo SURA's net debt, as a holding, stood at COP 4.5 trillion at the end of the third quarter of this year, for a YTD decline of 0.2%.



Consequently, **Grupo SURA's consolidated net income, on a YTD basis, stood at COP 397,578 million (USD 107.3 million)**, for a drop of 73.4%, while for Q3 alone this figure came to COP 152,283 million (USD 41.1 million), for

a drop of 71.9%, this due to lower returns on investment as well as lower revenues via the equity method, as mentioned above

SUBSIDIARY PERFORMANCE



Suramericana: 54% of its net income figure was provided by the SURA insurance subsidiaries based abroad.

Suramericana

Total consolidated premiums rose by 10% at the end of Q3 2020 to stand at COP 13.5 trillion (USD 3,658.5 million), thanks to good levels of business performance and growths in written premiums for Life Insurance (5.6%), Property and Casualty (8.8%) and Health Care (23.4%). Similarly, operating expense increased to a lesser extent (6.8%), hand in hand with a rigorous control over non-essential items.

The 8.1% growth in this subsidiary's technical result is also to be noted, this standing at COP 1.8 trillion (USD 487 million) at the end of Q3 2020. **This led to an increase of 0.7% in net income, this amounting to COP 301,977 million (USD 81.5 million)**, in spite of the recent increase in the claims rates, mainly in the branch of Life Insurance as well as higher costs of providing health services.

SURA Asset Management

Fee and commission income for this subsidiary continues to show resilience in spite of the pandemic's adverse effect on employment as well as the recent regulatory cuts to fund management fees and commissions, these totaling COP 1.7 trillion (USD 459.3 million), for increases of 0.4% on a YTD basis, and another 1.4% for the third quarter. The Retirement Savings business (previously called Mandatory Pensions) posted a 1.5% drop in its fee and commission income, while that recorded by our Voluntary Savings business rose by 16.6%.

This effectively offset lower revenues from the legal reserves held by our own pension fund management firms, which albeit fell by 75.7% on a YTD basis, still showed an incipient recovery during the third quarter with a lesser 48.4% decline. **Thanks to an effective containment of operating expense, this account only rose by 2.9% at the end of Q3 2020.** Net income on a YTD basis came to COP 257,190 million (USD 69.4 million) for a decline of 56.1%.

Assets under management (AUM) increased by 6.4% at the end of Q3 2020 totaling COP 522 trillion (USD 135,068 million **).



"We are fully aware that we are still in the midst of this complex, atypical year and still laboring under a great deal of uncertainty unleashed by the COVID-19 pandemic. Nevertheless, we, in SURA, shall continue to work on furthering the necessary transformation, so as to gain greater relevance for our Latin American people".

Gonzalo Pérez
CEO of Grupo SURA

** AUM valued based on the exchange rate applicable at the end of Q3 2020: COP 3,865.5

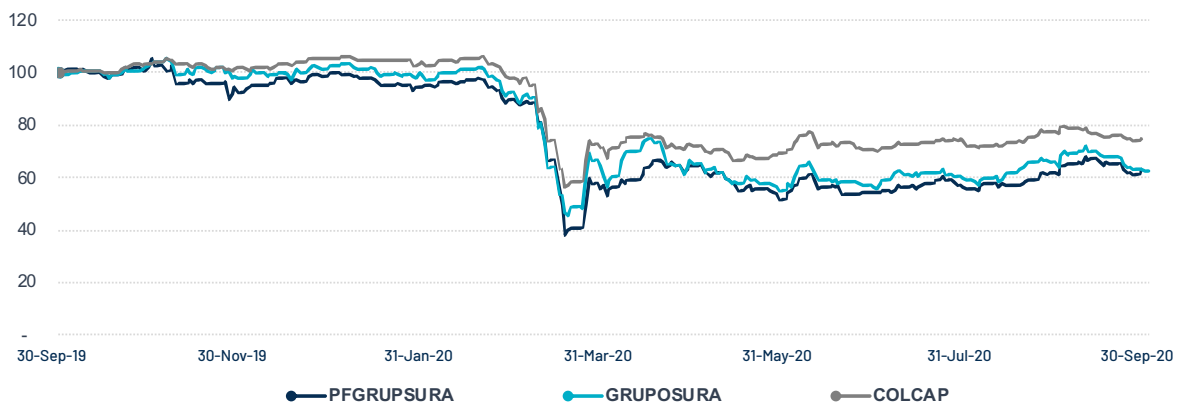


SHARE INFORMATION

The GRUPOSURA ordinary share closed at COP 20,620 at the end of Q3 2020, for a QoQ increase of +10.6% and a YTD decline of -39.4%.

The PFGRUPSURA preferred share closed at COP 18,500 at the end of Q3 2020 with a QoQ decline of +16.5% and a YTD decline of -36.9%.

PERFORMANCE OF BOTH SHARES ON THE COLOMBIAN STOCK EXCHANGE



GRUPO SURA COP **20,620** ■ PFGRUPSURA COP **18,500** ■ COLCAP **1,172** POINTS

13,773 registered shareholders at the end of Q3 2020 of which 11,856 are private individuals.

| | Q3 2020 | % QoQ Chg. | % YTD Chg. |
|------------|---------|------------|------------|
| GRUPOSURA | 20,620 | 10.6% | -39.4% |
| PFGRUPSURA | 18,500 | 16.5% | -36.9% |
| COLCAP | 1,172 | 5.4% | -29.5% |





JORGE JUAN | VERÓNICA | LAURA | MORIAN

Más importante que
hacerlo bien, es actuar juntos.

TE INVITAMOS A CONVERSAR AQUÍ

Member of
Dow Jones
Sustainability Indices
Powered by the S&P Global CSA

ON THE OCCASION OF BEING READMITTED TO THE DJSI 2020 GRUPO SURA SHALL BEGIN TO HOLD A SERIES OF CONVERSATIONS OPEN TO THE ENTIRE PUBLIC SO THAT WE CAN ALL REFLECT ON THE IMPORTANCE OF COLLECTIVELY CONSTRUCTING OUR SUSTAINABILITY

In times like these, we need to act together as part of our joint responsibility in facing and overcoming these ongoing challenges. In this respect, Grupo SURA considers that sustainability is gradually built up by pooling everyone’s knowledge, a learning process that begins with collective thinking, and continues to be enriched from different perspectives.

For this reason, the Company, on the occasion of being readmitted to the Dow Jones Sustainability World Index (DJSI) for the tenth year running, shall begin to hold a series of on-line conversations next December, so as to address more closely and in a straightforward manner all those issues that are crucial for a harmonious level of development, such as climate change, the future of SMEs and building the public sphere among other factors, this in conjunction with leaders and thinkers from various disciplines.

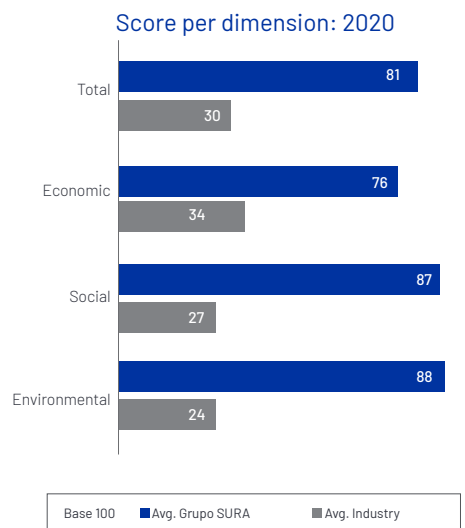
Furthermore, Latin Americans are invited to propose any topic that could enrich this agenda, by filling in a form that has been made available on the Company’s [website](#).

“Our aim is to encourage more conversation on how we can all build new realities, so that more people as well as companies can better grasp the roles, they play in ensuring our ongoing sustainability, this in the form of a collective construction. For SURA this is a permanent commitment, which begins by taking charge of managing our environment and the prevailing uncertainty. This challenges us to look ahead in order to help build more resilient societies by actively taking measures on the economic, social and environmental fronts,” stated Gonzalo Pérez, CEO of Grupo SURA.



Gonzalo Pérez, CEO of Grupo SURA, explains why sustainability is a permanent commitment for the Organization.

+ VIDEO



Grupo SURA is the second most sustainable company of its own industry, according to the DJSI 2020

Grupo SURA is the second most sustainable company of its own industry, according to the DJSI 2020. Having been included for the tenth straight year in the Dow Jones Sustainability World Index, as published by S&P on November 13, Grupo SURA was one of the 162 companies evaluated from the Diverse Financial Services and Capital Markets sector, this based on the performance shown last year by both the holding and its subsidiaries Suramericana and SURA Asset Management.

Compared to 2019, the Company rose from third to second place among the 17 organizations from our same industry that were included in the global index, being the only one of Latin American origin. We were also included in the DJSI Emerging Markets index, as well as in the MILA - Pacific Alliance index.



S&P CONFIRMS ITS "BBB-" RATING FOR GRUPO SURA

On October 30, the rating agency S&P Global Ratings confirmed Grupo SURA's risk rating as an investment holding company at 'BBB-'. This applies to the credit ratings of both the issuer and the issue itself on a global scale. In turn, this credit ratings agency provided a negative outlook, in keeping with the sovereign ratings awarded to Colombia as the Company's home country.

Among the main reasons for ratifying its rating, S&P made special mention that Grupo SURA has been able to withstand the economic impact of the COVID-19 pandemic, as shown by its resilient streams of revenues and its ability to sustain the same client-facing operating levels. Similarly, S&P's report underscored the Organization's responsiveness in the midst of a challenging environment as well as the amount of uncertainty prevailing on the markets.

Finally, S&P also stated that the Holding Company maintains adequate levels of liquidity and liability management, and signaled as neutral the recent debt issue for a total of COP 1 trillion that was placed in August 2020, for which a bid-to-cover ratio of 2.23 times was obtained, thereby amply demonstrating the market's confidence in the Company. As explained above, this new issue ensured sufficient liquidity for meeting the Company's financial commitments for 2021, this as part of its corporate goal of reducing its indebtedness.

MÓNICA GUARÍN, NEW CHIEF CORPORATE AFFAIRS OFFICER FOR GRUPO SURA

Grupo SURA's Board of Directors appointed Mónica Guarín as the Company's new Chief Corporate Affairs Officer and legal representative, a post she took over on November 1, 2020. Here, she shall be in charge of the Communications and Corporate Identity, Human Talent and Corporate Responsibility Departments.



SURAMERICANA PRESENTS ITS NEW KNOWLEDGE CENTER AND ITS FIRST BOOK ON MEGATRENDS

In order to understand the impact that technological transformation, changes in the environment and social phenomena have had on companies and private individuals alike, Suramericana is sharing its specialized knowledge strategy as a trend and risk management firm. This new initiative has been made available on the Company's new corporate website: www.segurossura.com

This knowledge strategy includes the first megatrends book published by this subsidiary, listing the phenomena that have produced changes in the environment as well as consumption habits, and which is supplemented by other issues that are crucial for ongoing business competitiveness.

In addition to the Megatrends book, the SURA Geosciences journal has also been made available, together with the Trends Observatory divided into six different disciplines, this in addition to other content focusing on an analysis of the regulatory and political environment in Latin America.

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All this information is provided free of charge and in so doing Suramericana is providing valuable tools to entrepreneurs so that they may make more informed decisions with greater certainty, at a time when uncertainty abounds and environments are constantly changing all of which could compromise the continuity of their different businesses.

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"In Suramericana we believe that knowledge is vital for ensuring business competitiveness and people's well-being. Managing and applying our knowledge enables us to be more flexible and able to adapt in tackling current and future challenges. We invite you all to incorporate this knowledge into your day-to-day activities so as to be able to better understand the environment".

Juana Llano
CEO of Suramericana



SURA INVESTMENT MANAGEMENT HAS LAUNCHED A NEW FINANCING ALTERNATIVE FOR COMPANIES

This business unit of SURA Asset Management, an expert investment management firm catering to institutional clients, launched the new SURA Private Debt Fund II, which complements the range of financing alternatives currently offered, especially for SMEs, thereby helping them to tackle the challenges currently being faced.

This new vehicle is taking hold as the only one in the region and the first of its kind in Colombia, and joins two other funds, one for large and medium-sized companies in Peru and another for SMEs in Chile.

With this new SURA Private Debt Fund II the Company expects to mobilize up to COP 1.2 trillion (around USD 310 million) towards sectors that are key from the standpoint of economic recovery, job creation as well as the manufacturing, retail and energy sectors. These resources shall allow companies to finance a number of needs from their payroll to long-term capital investments.

This initiative, the aim of which is to help support the current economic reactivation, joins two other funds that SURA Investment Management has launched over the last few months, the first an infrastructure investment fund and the other for purchasing real estate and in so doing provide liquidity to those companies requiring such.



“Our strategy is aimed at preserving capital, diversifying risk, offering returns that are consistent with our investors while offering financing alternatives that meet the needs of each company”.

Juan Carlos Botero
Senior Vice President
of Private Debt at SURA IM.

Proteccion reaches an all-time high with its voluntary savings business

This pension and severance fund management firm, one of Grupo SURA and SURA Asset Management's investments in Colombia, announced that last August it added more than 12 thousand new members of its voluntary savings funds for a total membership base of 450 thousand. Consequently, it posted a record amount of Assets under Management for this line of business which now total COP 10 trillion (around USD 2,630 million).

This shows that people, thanks to the current pandemic, have gained a greater awareness that savings are a means for allowing them to prepare for any unforeseen events that should arise. This year, the Company launched its new financial wellness portal, called “Take Control of Your Finances” as well as a 100% digital savings tool for encouraging greater savings habits





SURAMERICANA, THE TOP LATIN AMERICAN PROPERTY & CASUALTY INSURANCE COMPANY IN THE REGION

The most recent annual ranking of insurance groups in Latin America, carried out by the Mapfre Foundation, indicates that Suramericana advanced to third position in the Non-Life (Property and Casualty) segment, this based on the volume of premiums issued last year, thereby trailing two European insurance groups, which makes it the top P&C insurance company of Latin American origin.

In the overall ranking of insurance groups (including life and non-life), Suramericana remained in fourth place amongst those of Latin American origin, behind three Brazilian insurance groups. Consequently, it obtained a 2.8% share of the market, surpassing USD 4,000 million in written premiums for 2019. In the Property and Casualty segment, the Company obtained a share of 4.1% of the corresponding market as well as a 1.2% share of the Life Insurance market.

“Positioning ourselves among the most relevant Latin American insurance companies has been made possible thanks to our strategy as trend and risk managers, which allows us to advance in delivering capabilities for both private individuals and companies, as well as offering a more diversified portfolio of solutions that go beyond the traditional insurance products, as we continue to consolidate our companies in all nine countries where Seguros SURA is present”, stated Juana Francisca Llano, CEO of Suramericana.

This subsidiary has developed four regional branches of insurance, namely car, life, health care and business, based on a range of solutions that have swiftly become more diversified this year, by providing skills and knowledge that is allowing them to identify new opportunities in mobility, competitiveness, connectivity, habitat, health and autonomy.

2.8%
Suramericana’s share of the regional markets in 2019.

PROPERTY AND CASUALTY
4.1%
LIFE
1.2%

16
million policies written by the SURA insurance subsidiaries in all nine countries broken down as follows

PROPERTY AND CASUALTY
52%
LIFE
48%



OUR PENSION FUND SUBSIDIARY, AFP CAPITAL HAS BEEN CALLED UPON TO SPEED UP A NEW PROSPECTIVE PENSION REFORM IN CHILE

Jaime Munita, CEO of AFP Capital, a subsidiary of SURA AM in Chile.

Jaime Munita, General Manager of this pension fund management firm belonging to SURA Asset Management, stated that the legislative process has dragged on for too long and that people receiving low pensions in Chile “cannot continue to wait.”

The executive indicated that the bill was focused on how to strengthen the mixed nature of the current pension system. “We have seen that the individual contribution pillar alone is insufficient. Pensions must be built up using contributions from all actors: workers, employers and the State, and based on these savings, we as Pension Fund Management Firms shall dedicate our best efforts to achieving the best possible rates of return in the current circumstances”.

Similarly, he made special mention of the need to consider the new reality of today’s job market as it faces all-time high unemployment figures, as well as to seeking ways to make this reform possible in the current situation, “since saving just 10% is not enough for building a good pension”.

Mexico, with a structural reform bill now on the table

Afore SURA, a pension fund management subsidiary of SURA Asset Management in Mexico, considers the new reform bill as a positive step towards improving the country’s pension system. This was submitted by the Mexican Federal Government to the Chamber of Deputies in September and its purpose is to allow more workers to have access to a guaranteed minimum pension while improving its current level. This legislative initiative has received the support of workers, the business sector and the Association of Retirement Fund Administrators.

This new reform bill proposes reducing the number of pension contribution weeks from 1,250 to 750 so that a greater number of people may be given access to either an old age or an old age unemployment pension. It also raises employer contributions from 6.5% to 15%. SURA AM is carefully observing the corresponding debates as the bill passes through Congress.





SURA'S COMMITMENT TO THE REGION RECEIVES RECOGNITION



Grupo SURA's sustainability performance is given special mention Based on the concept of a multidisciplinary team of independent consultants and analysts set up by this regional publication in alliance with the IDB, Grupo SURA received the Latin Trade Index Americas Sustainability Awards 2020 on October 27, in the Multilatinas category. Four other business groups received awards in the Environment, Social Impact, Governance, and Development awards.

Forbes

SURA is included in the world ranking of best employers

The annual ranking of best employers drawn up by Forbes magazine in conjunction with the German consulting firm Statista, as published in October, placed Grupo SURA in 483th place amongst a total of 750 companies worldwide, being one of just 15 of Latin American origin and the only one from the insurance sector. For this year's ranking, 160 thousand workers from 58 countries were surveyed from the standpoint of the current pandemic, human talent performance, gender equality, social responsibility, job creation and preservation as well as flexible working conditions.



Merco named the SURA subsidiaries in Colombia and Peru as leaders in terms of their corporate reputations

Seguros SURA Colombia leads its sector in the Merco Empresas (Corporate Reputation Monitor) 2020 ranking, while SURA was placed in fourth place in the national ranking of the 100 most reputable companies, after having consulted different stakeholder groups and evaluating their corporate performance on different fronts.

Furthermore, Merco Empresas in Peru placed the pension fund management firm, AFP Integra, in No. 1 position in its industry, this for third year running in terms of its Merco Talent score.

