

Quarter Results Presentation



Grupo SURA 10 - 2023

DISCLAIMER

The forward-looking statements contained herein are based on Management's current forecasts and outlook, which have been made under assumptions and estimates of the management of the Companies and may present variations.

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.

For comparative purposes of SURA Asset Management's financial performance, proforma figures are included, which present the financial results in 2022, assuming that AFP Proteccion would have been reported under a methodology like the one being applied in 2023.

Selección de idioma

Language selection



WEBCAST

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haga clic en icono de su preferencia.

To change the audio language click the icon.

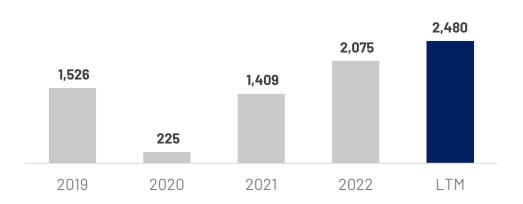
Highest Controlling Net Income recorded by the company



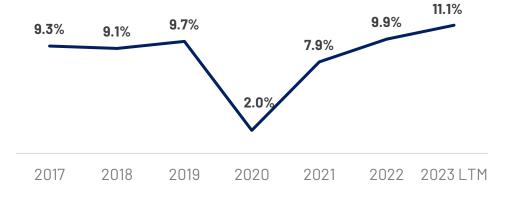
Driven by record total revenues in the quarter



CONTROLLING NET INCOME LTM



ADJUSTED ROE*

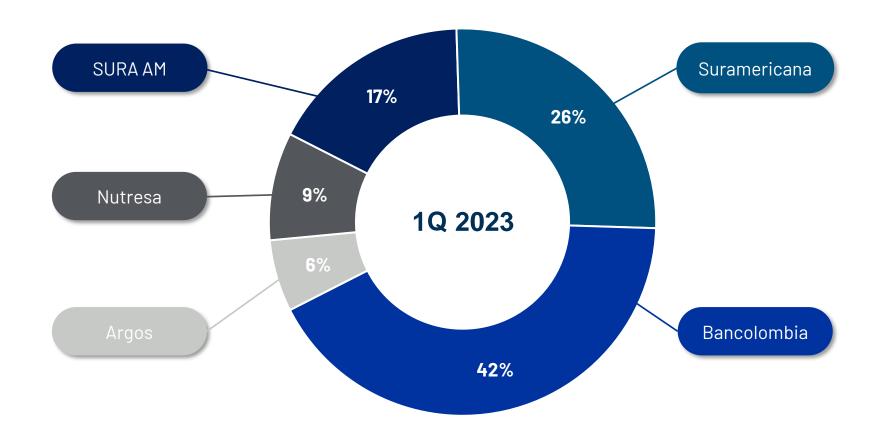


Figures in COP billions

^{*} ROE 2023 is an estimated figure that may vary with the results of the associates that are still preliminary.

All the companies of the portfolio contribute positively to controlling net income.

PORTFOLIO DISTRIBUTION







5

Balanced capital management





NATURAL CAPITAL

It is the set of natural resources that interact through complex relationships (ecosystems) to generate a flow of benefits for people (ecosystem services).

By making direct use of these services and enabling their use (through insurance, credit and investments), we drive the responsible transition of our operation and that of our portfolio companies to ensure sustainability and contribute to the regeneration of this capital.

<u>Risks</u>

- Emerging climate change risk
- Strategic environmental risk
- Reputational risk

Material Issues

- Climate change
- Sustainable investment

Our vision in Natural Capital

Focus, progress and challenges

SUCA

Own operation:

- Indicators with coverage of more than 75%.
- Average reduction of 6% per year in carbon intensity.

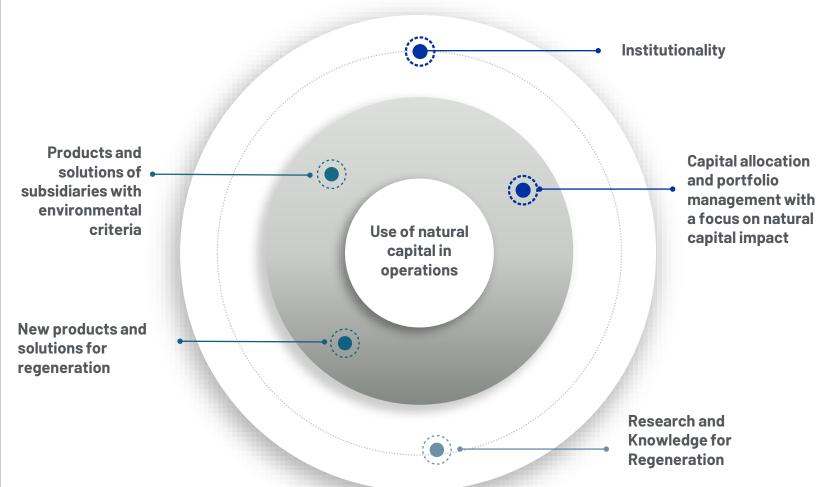
<u>Capital allocation and portfolio</u> <u>management</u>

- Policies and manuals for sustainable investment.
- Increase in thematic investments by 57% in Suramericana and 10% in SURA AM.

<u>Challenges</u>

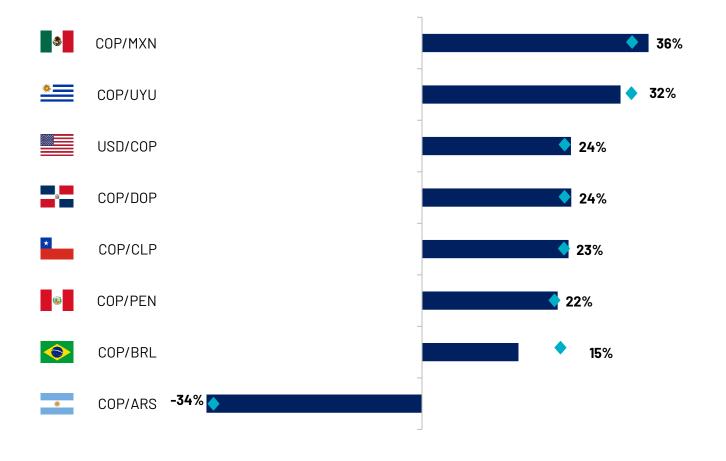
- Decarbonization strategy
- Information reports
- Quantification of climate risks
- Active ownership strategies

Dimensions of natural capital management



Relevant topics to understand the Quarterly Results

Variation 1023 vs 1022 | Closing rates (■) / Average (♦)





1. Higher devaluation of the Colombian peso against the rest of the region's currencies.

2. Countries other than Colombia account for 30% of Suramericana's written premiums and 80% of SURA AM's commission income.

3. SURA Asset Management's financial results consolidate line-by-line the operations of AFP Protección, AFP Crecer and Asulado Seguros de Vida S.A in the first quarter of 2023.



Segment mix has changed over the last few years

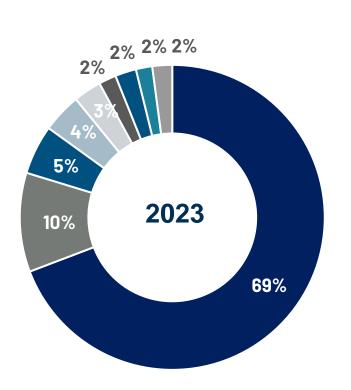
Health segment gaining weight with respect to other segments





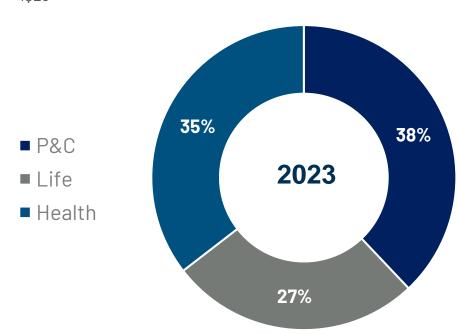
Written Premiums 1023

- Colombia
- Chile
- Mexico
- Argentina
- Brasil
- Uruguay
- Panama
- DR
- El Salvador



DISTRIBUTION BY SEGMENTS

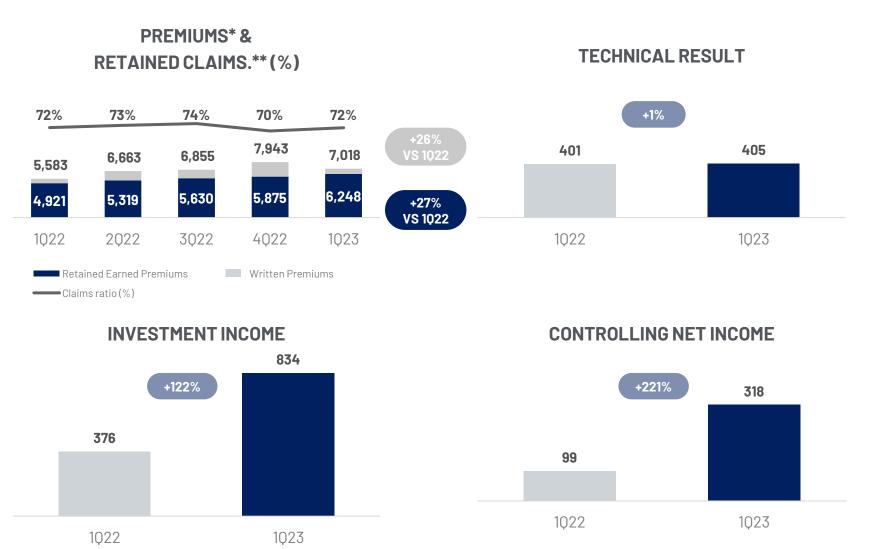
Written Premiums 1023



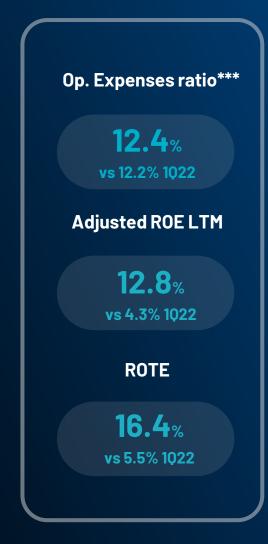
DR: Dominican Republic

Net income for the quarter reaches historic highs

Explained by double-digit premium growth, stable claims and improved investment income







Figures in COP billions

^{*}Written premiums and retained earned premiums

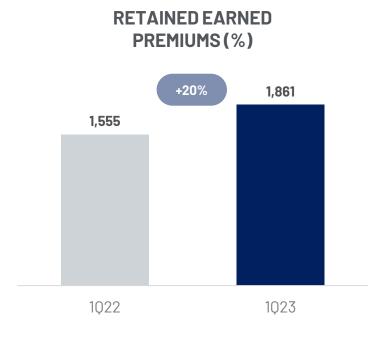
^{**} Claims ratio: Retained claims / retained earned premiums

^{***}Operating expenses ratio: Administrative expenses / written premiums

Life segment net income increases 97%

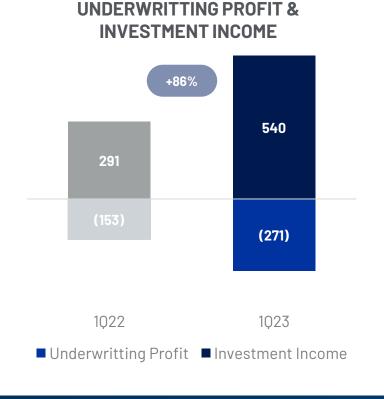
Driven by good dynamics in written premiums as well as investment portfolio performance due to inflation exposure



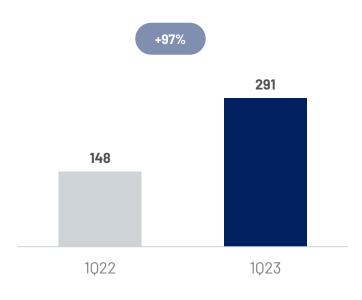




^{**}Operating expense ratio: Administrative expenses / written premiums









65.8% vs 64.0% 1022

Op. Expense ratio (%)**

11.8% vs 11.8% 1022

Commissions ratio***

23.6% vs 21.1% 1022

^{***} Ratio of commissions: Net commissions / retained earned premiums

P&C claims continue to improve

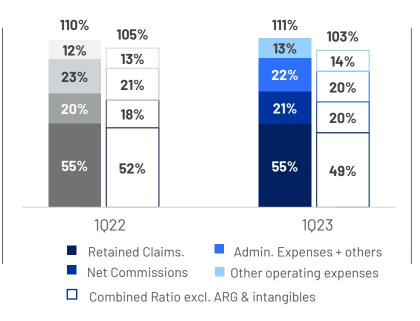
Mainly explained by mobility solutions, which, together with higher investment income, explain the increase in net income.



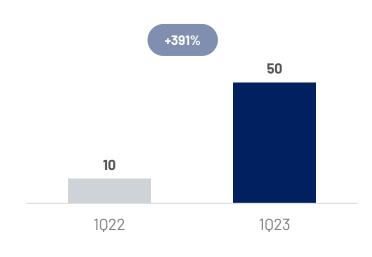


Figures in COP billions
*Car solution claims ratio: Retained claims / retained earned premiums
** Op. expense ratio: Administrative expenses / written premiums

COMBINED RATIO / RETAINED EARNED PREMIUM



NET INCOME



Car solution claims ratio(%)*

62.0% vs 71.9% 1022

Op. Expense ratio (%)**

15.1% vs 14.9% 1022

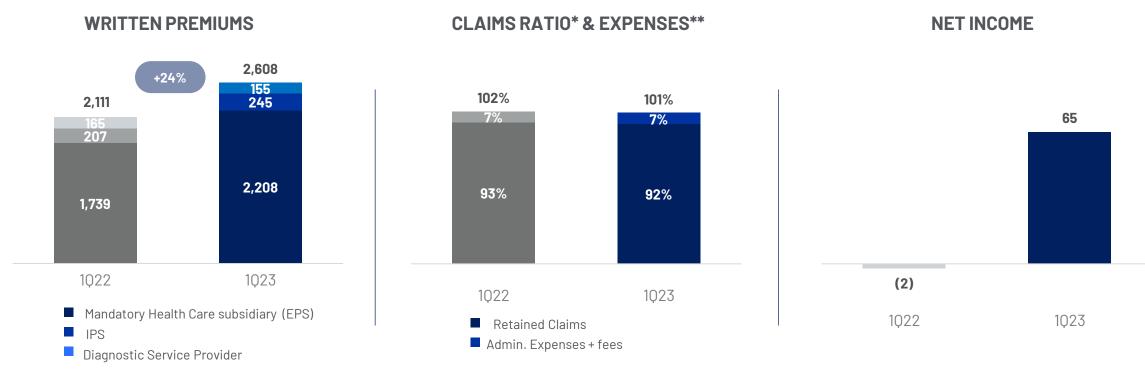
Investment Income

241 bn +185% vs 1022

Healthcare segment net income closes in positive territory

Driven by lower EPS claims and higher investment income

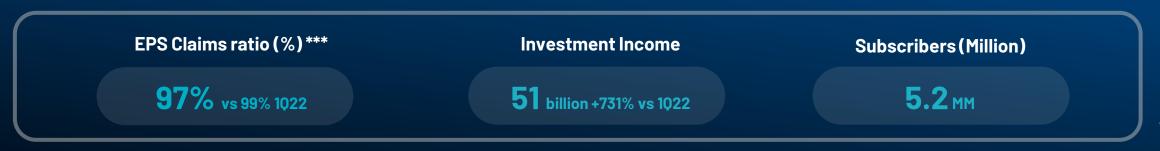






^{*}Claims ratio: Retained claims / retained earned premiums

^{***}EPS claims ratio: Retained claims / retained earned premiums

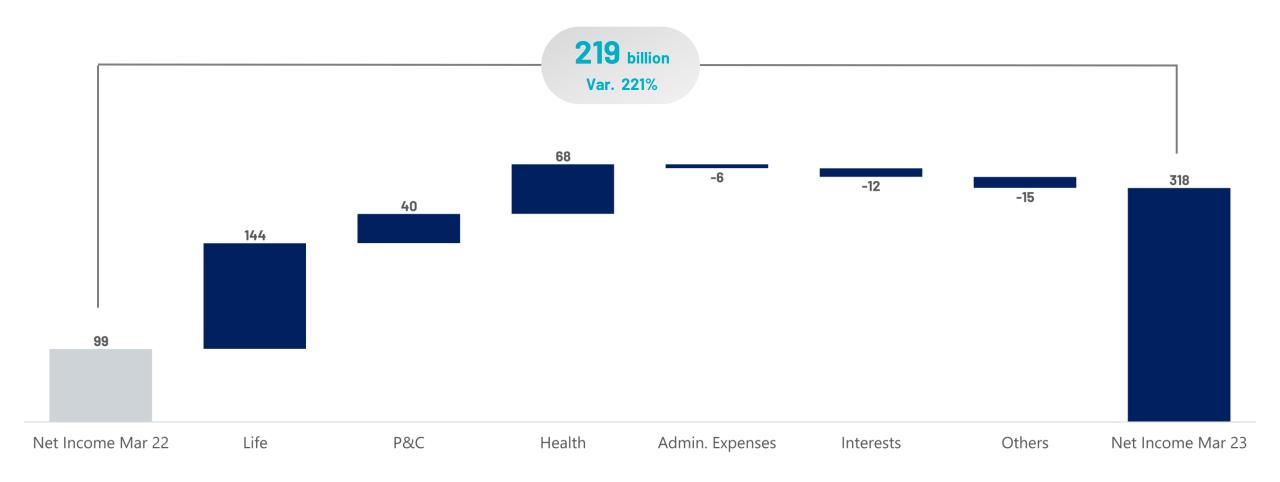


^{**} Op. expense ratio: Administrative expenses + fees / written premiums

Improved performance in all segments during the quarter

Contributed to Suramericana's net income growth of 221%.



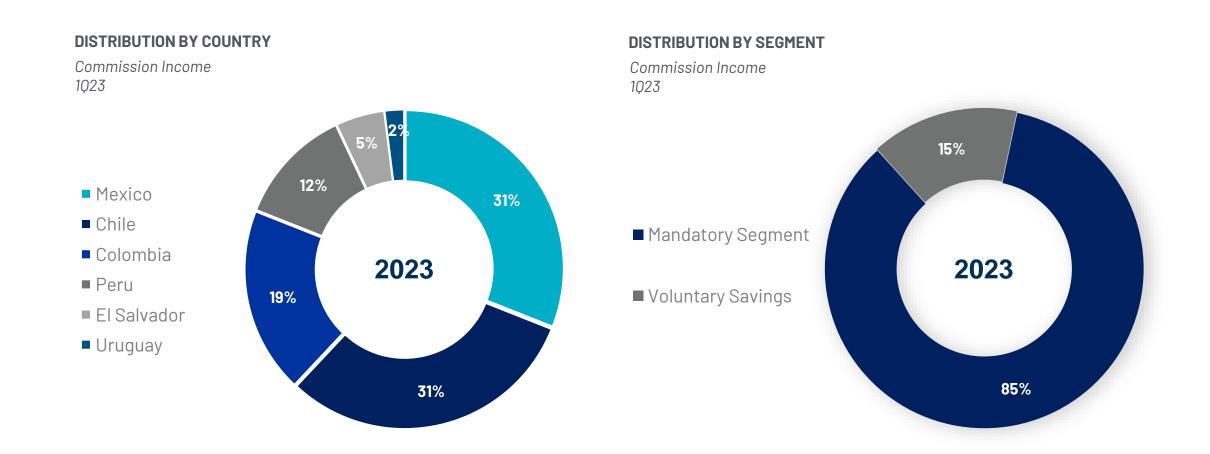




SURA AM has benefited from Colombian peso devaluation

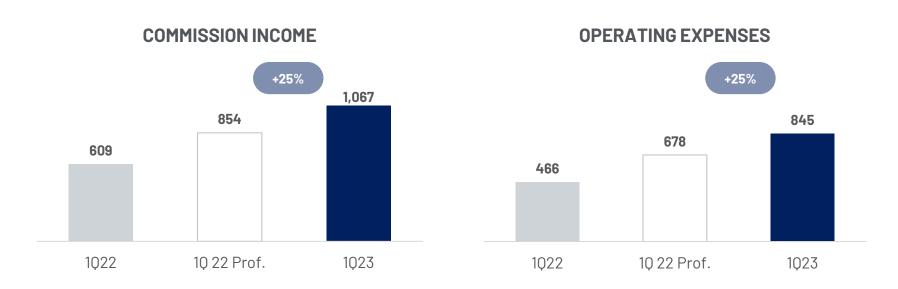






Improvement in the company's profitability levels

Positive performance in commission income, reserve recovery and operational efficiencies



OPERATING INCOME & RETURNS FROM LEGAL RESERVE



CONTROLLING NET INCOME





Yield ** 7.7% Op. Expense ratio (%)* **76**% vs 77% 1022 Adjusted ROE LTM 7.2% VS 5.6% 1022 ROTE **22.1**% vs 16.6% 1022

Var. % proforma

Figures in COP billions. Real rate

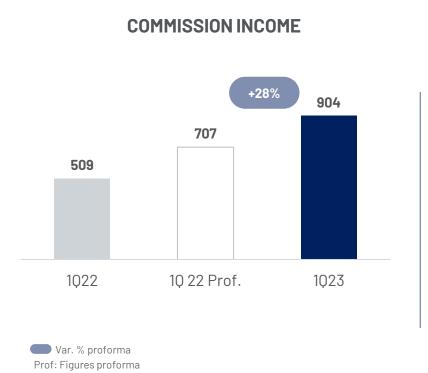
^{*} Operating expenses ratio / total revenues, excluding income from reserve requirements.

^{**}Yield: commission income is annualized over the reserve requirement balance at the end of the quarter.

Improvement in the operating result of the Savings and Retirement Segment

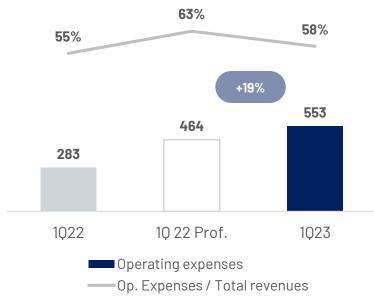


Explained by growth in commission income, expense control and improved reserve performance



Figures in COP billions. Real rate

OPERATING EXPENSES



RETURN ON LEGAL RESERVE & OPERATING INCOME



Total AUM (COP Trillions)

* Operating expenses ratio / total revenues, excluding income from reserve requirements

609_{TN} +25.0%

Wage Base YTD (COP Trillions)

46TN +28.5%

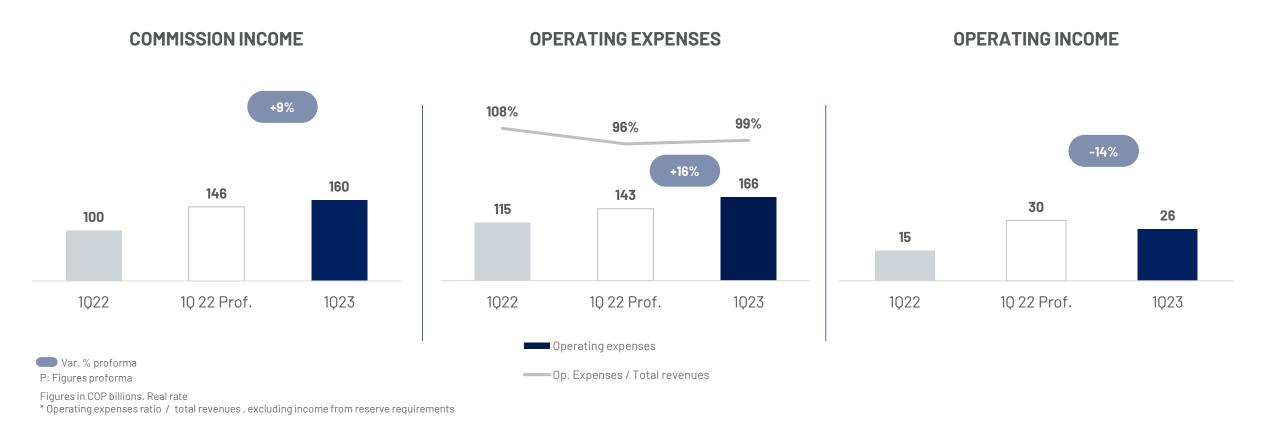
Contributing pension fund members

8.0 MM +6.2% vs 1022

Voluntary segment continues to be pressured by rate environment



With portfolio repositioning towards fixed income assets with lower commissions and greater competition from banks

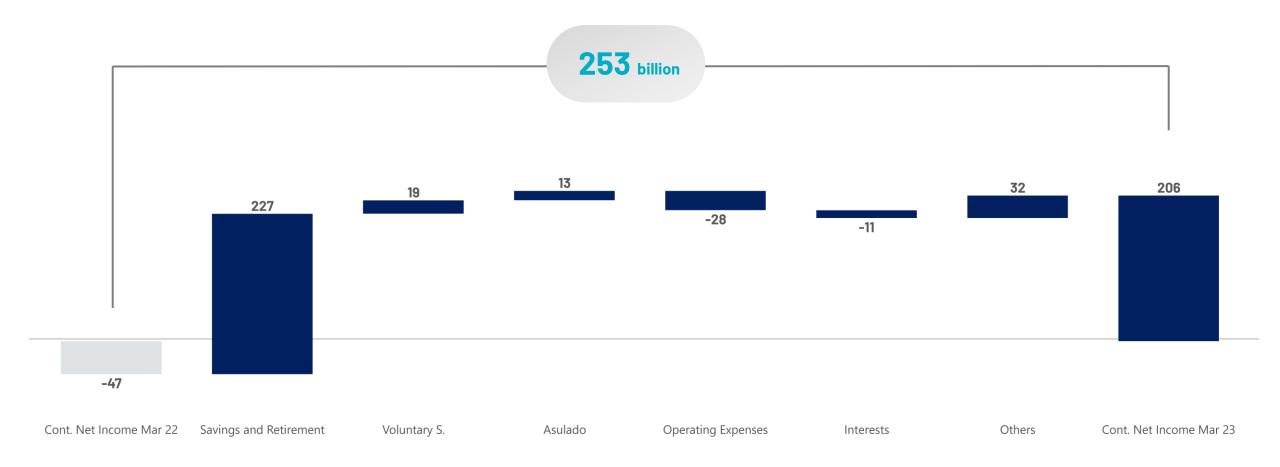




Net income by segments



Reversal of the loss with respect to the previous year generating an improvement in profitability levels

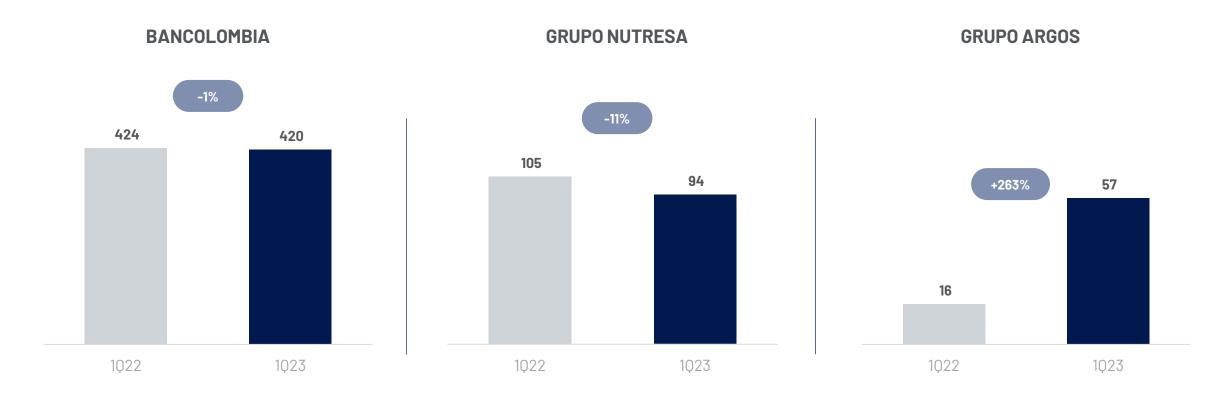




Associated companies continue to show good results



With a focus on the increase of Grupo Argos and good results at Bancolombia and Grupo Nutresa.

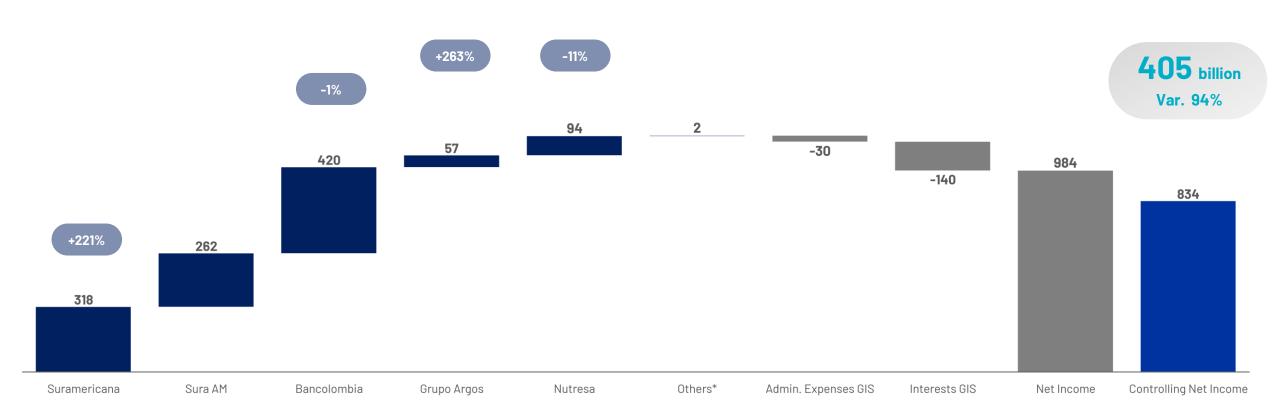




Grupo SURA's net income reflects positive contribution from its businesses



Achieving the highest quarterly controlling net income ever recorded by the company



^{*}Other includes Arus, Habitat, Sura Ventures, Adjustments and eliminations and Exchange impact corresponding to the exchange difference + fair value gain on derivatives, net of the associated deferred tax.

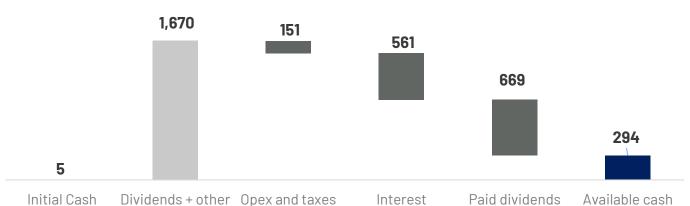
Cash Flow

Growth in received dividends improves cash flow

Received Dividends increase by 48% vs 2022



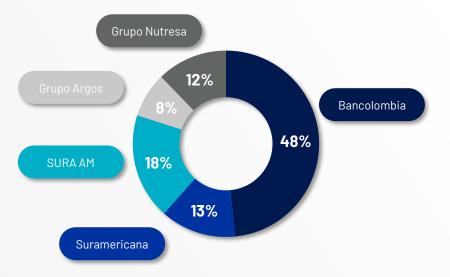
Cash Flow 2023 (e)

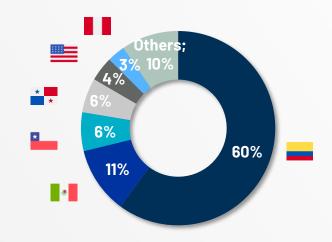




Diversification in received dividends

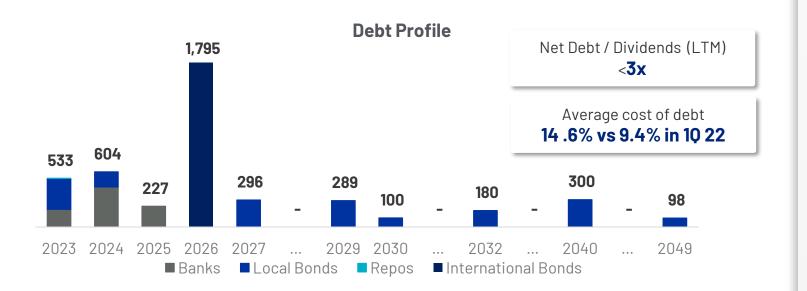
Last 5 years



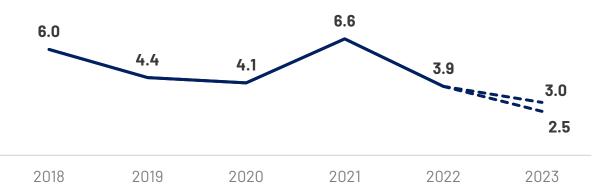


Debt

Flexibility in debt management given cash flow generation



Net Debt / received dividends (LTM)





Debt Composition

