

Quarter Results Presentation



Grupo SURA
4Q - 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

Traducción / Translation

Traducción / Translation

**Bienvenidos a la presentación
de Resultados financieros**
Tercer trimestre de 2023

Welcome to the Financial
Results Q3 2023 Webcast

WEBCAST

Para cambiar de idioma

haga clic en el botón "Traducción / Translation".

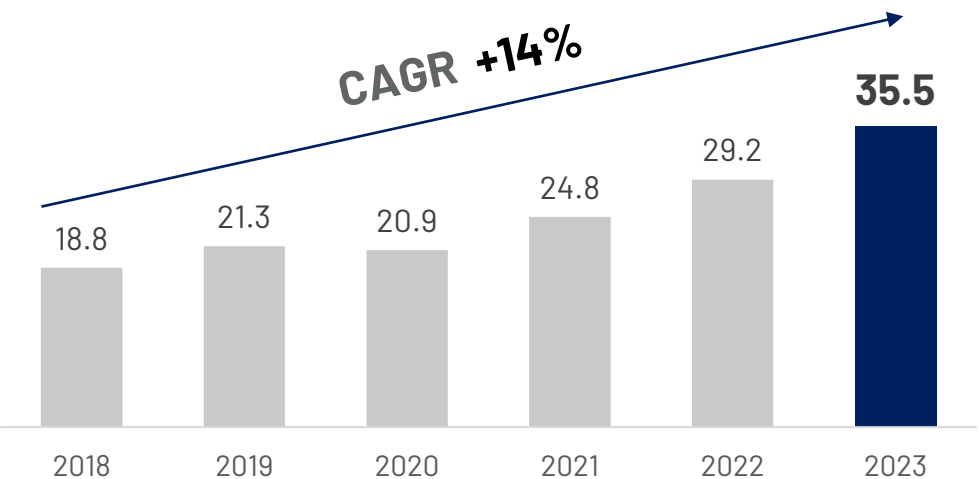
To change the audio language

click on the "Traducción / Translation" button.

Grupo SURA closes 2023 with the highest operating profit in its history

Leveraged by higher premiums, commissions, better investment results and lower expense growth than revenue growth

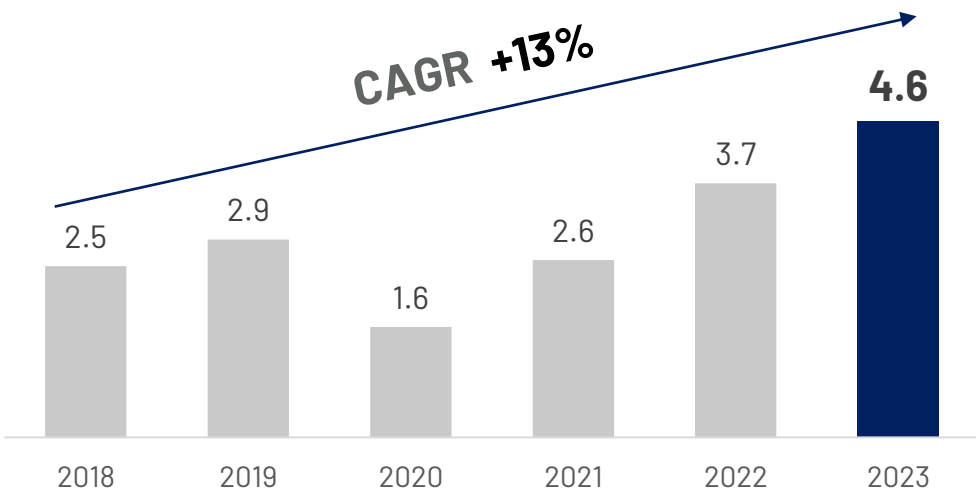
Revenues



- **COP 6.3 trillion** of additional revenues in 2023

- **22% growth** vs. 2022

Operating profit



- **COP 0.9 trillion** more than in 2022

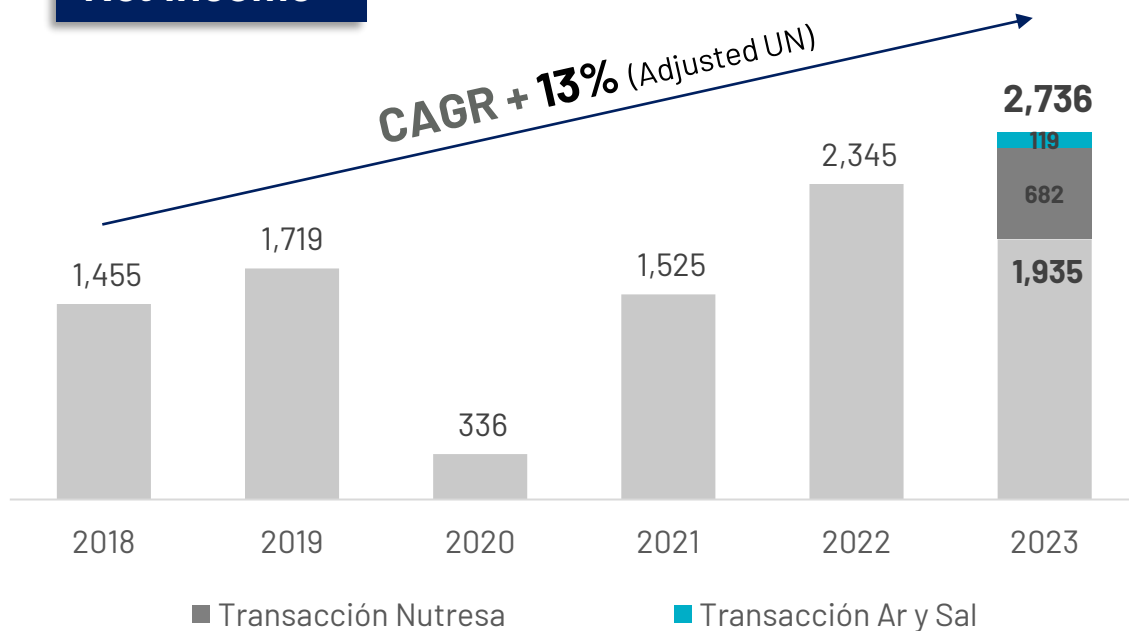
- **Up 26%** vs. 2022

Adjusted net income for 2023 reached COP 2.7 Bn

Mainly explained by the growth of SURA AM and Suramericana

Net income

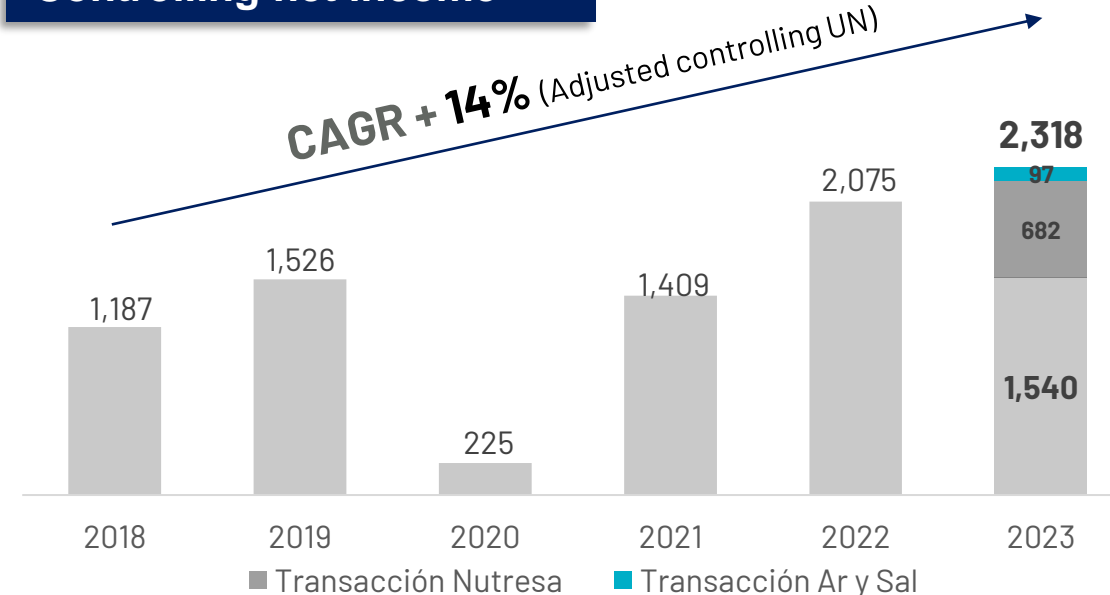
CAGR + 13% (Adjusted UN)



- Net income closed at **COP 1.9 trillion**
- Adjusting for non-recurring items for comparability and to reflect business performance, it stands at **COP 2.7 trillion (+17%)**

Controlling net income

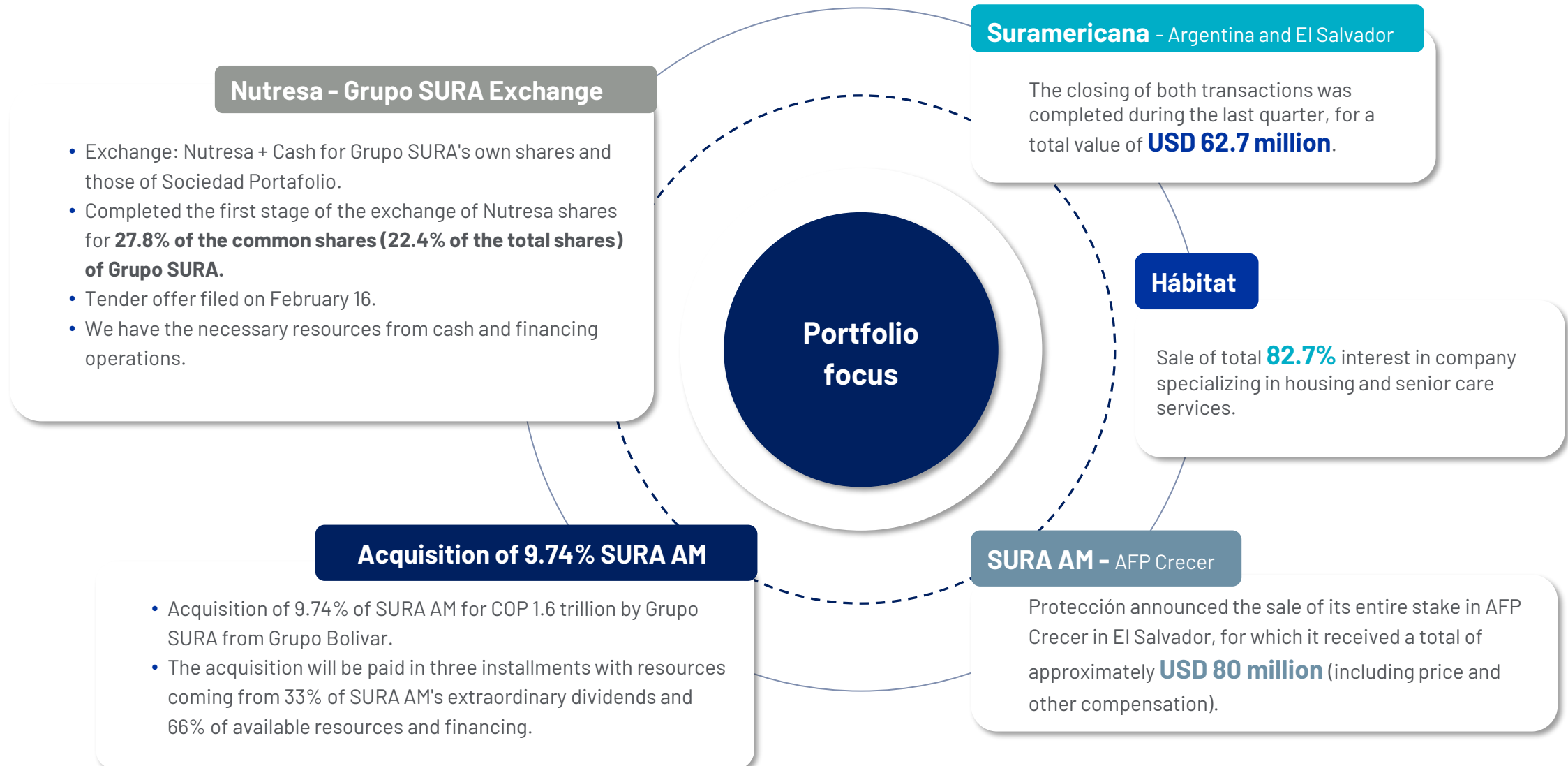
CAGR + 14% (Adjusted controlling UN)



- Controlling net income closed at **COP 1.5 trillion**
- Adjusted controlling interest net income **COP 2.3 trillion (+12%) vs. projection of 10% - 15%**

Portfolio Management

During 2023 Grupo SURA and its subsidiaries conducted a portfolio focalization in participations, industries and regional presence.



S&P Global Sustainability Yearbook

Grupo SURA was the **only Latin American company** in the **Diversified Financial Services** industry to be included in the **Dow Jones Sustainability World Index**, ranking in the **top 2%** of the sector and **being part of this publication consecutively since 2010.**

Rating

In January, **Fitch Ratings** ratified our international rating at **BB+** and our local rating at **AAA**, highlighting a **solid investment portfolio** that is reflected in the **growth of dividends in recent years** and **adequate financial flexibility.**



Suramericana

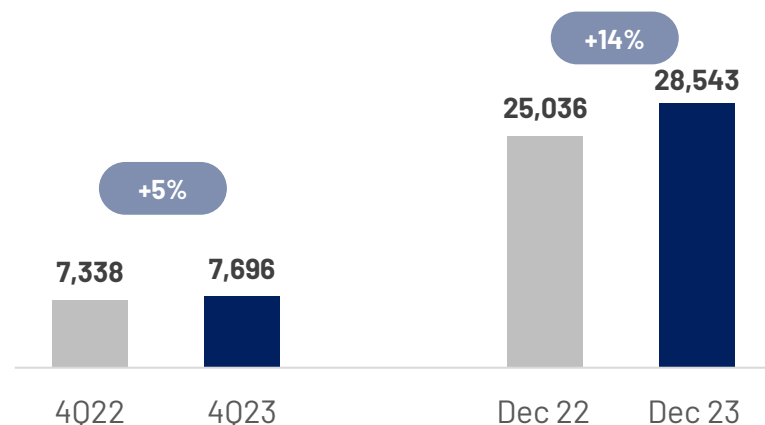
4Q - 2023

Rio de Janeiro

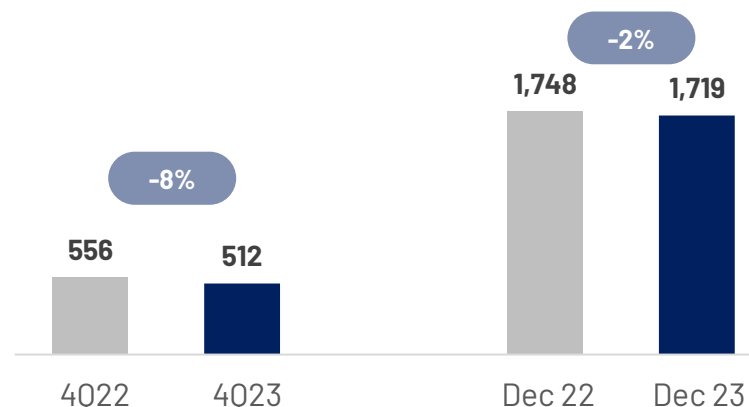
Adjusted net income increased 29% in 2023

As a result of the good operating performance of Property and Casualty and Life in addition to higher investment income

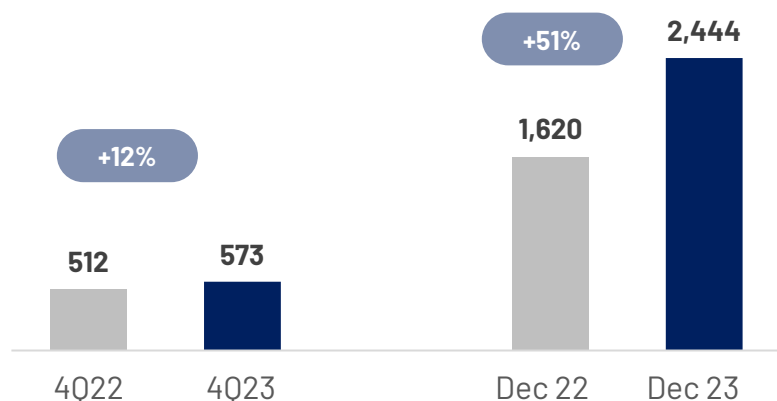
WRITTEN PREMIUMS



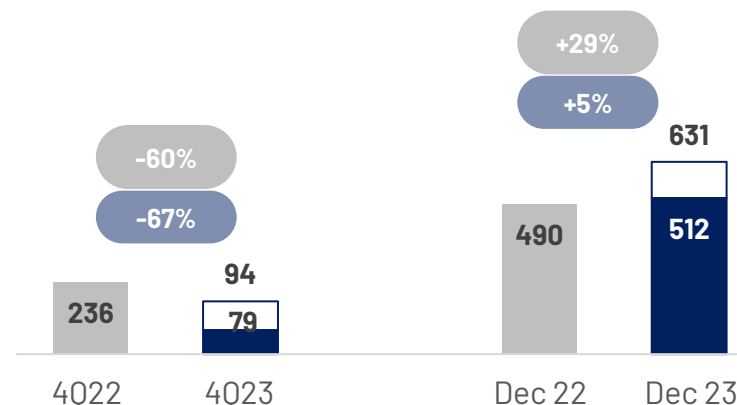
TECHNICAL RESULT



INVESTMENT INCOME



NET INCOME



Figures in COP billions
* Claims ratio: Retained claims / earned retained premiums

— Growth % excluding the effects of the sale of Argentina and El Salvador for COP 104 billion

□ Normalized net income excluding sales effects of Argentina and El Salvador

Claims ratio.*

73.1%
vs 71.5% Dec 2022

Adjusted ROE LTM

10.5%
vs 9.3% Dec 2022

Adjusted ROTE LTM

13.3%
vs 11.9% Dec 2022

Adjusted ROE: LTM Adjusted Net Income excluding sales effects Argentina and Salvador/ Average Parent Company Equity 4Q22 to 4Q23

Adjusted ROTE: Adjusted Net Income LTM excluding sales effects Argentina and Salvador/ Average Tangible Equity 4Q22 to 4Q23

Life segment premiums grow 13% in 2023

While 4Q growth stands at 8.1%

Premiums

- **Up 13%** in 2023 closing at **COP 8 trillion**.
- **Increased 8% in 4Q** driven by Healthcare, ARL, and new business in Chile.

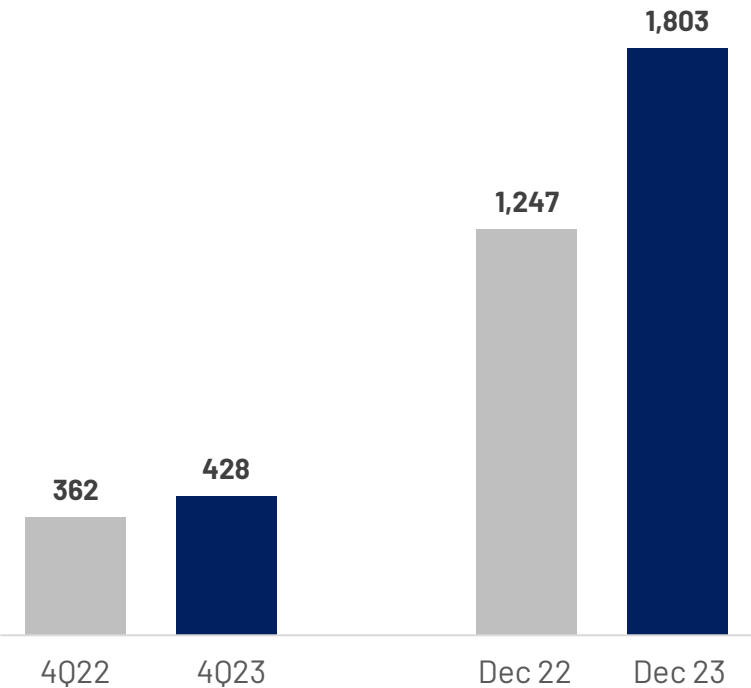
Claims rate

- Closes at **67.1%** in 2023, an **increase of 404 bps**.
- Reached 67.7% in the quarter, an **increase of 12.3% pp** due to the constitution of extra-longevity reserves in ARL.

Net income

- For the **year** it closed at **COP 843 billion, up 28%**, while for the **quarter** it closed **at COP 111 billion**, impacted by higher reserves.

Investment income



Figures in COP billions
* Claims ratio: Retained claims / earned retained premiums

Property and casualty cumulative net income increases 98% in 2023

As a result of lower claims ratio and higher investment income

Premiums

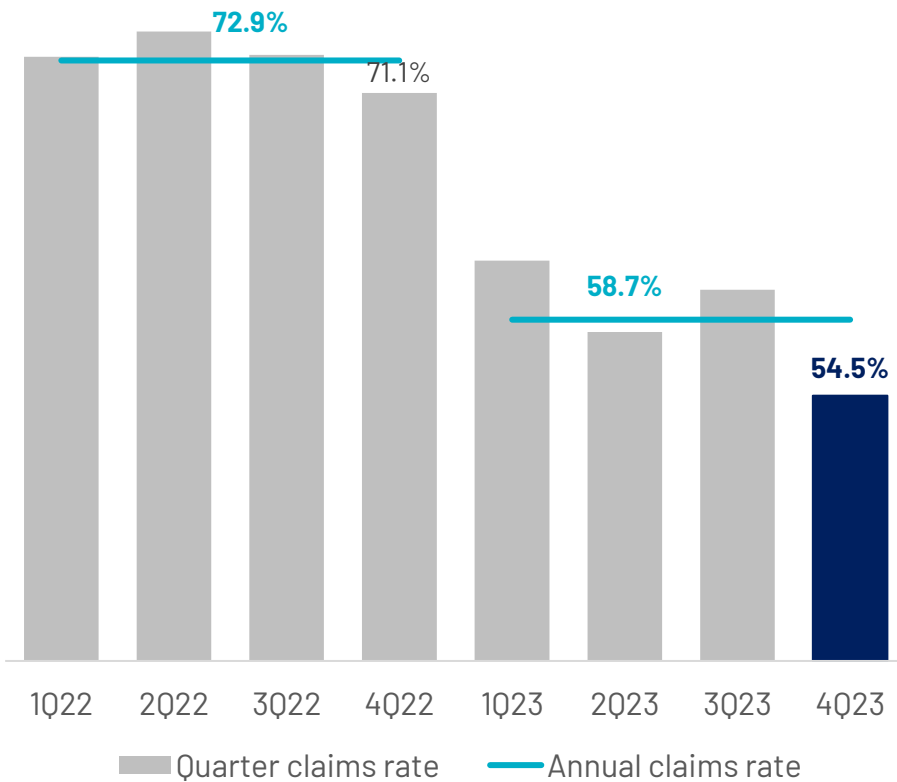
Claims rate

Investment income

Net income

- **Increased by 7%** during 2023, reaching **COP 11.3 trillion**.
- **Decreased 7%** in 4Q due to **lower sales of SOAT and multiyear policies in Chile**.
- It stood at **48.7%** with a **decrease of 287bp** so far in 2023.
- In the quarter it was **47.2%**, **decreasing 291bp** vs. 4Q2022 due to a **better loss ratio in voluntary automobiles**.
- Investment income totaled **COP 472 billion** for the year and **COP 124 billion** in the fourth quarter, **an increase of 68% and 16%, respectively**.
- During 2023 it ended at **COP 329 billion (+98% vs. 2022)** and the quarter at **COP 79 billion (+15%)**.

Voluntary Autos claims ratio



Figures in COP billions
* Claims ratio: Retained claims / earned retained premiums

EPS (Health Segment) recorded losses of COP 224 thousand million for the year

By continuing to reflect a challenging environment with high claims rates in the EPS sector

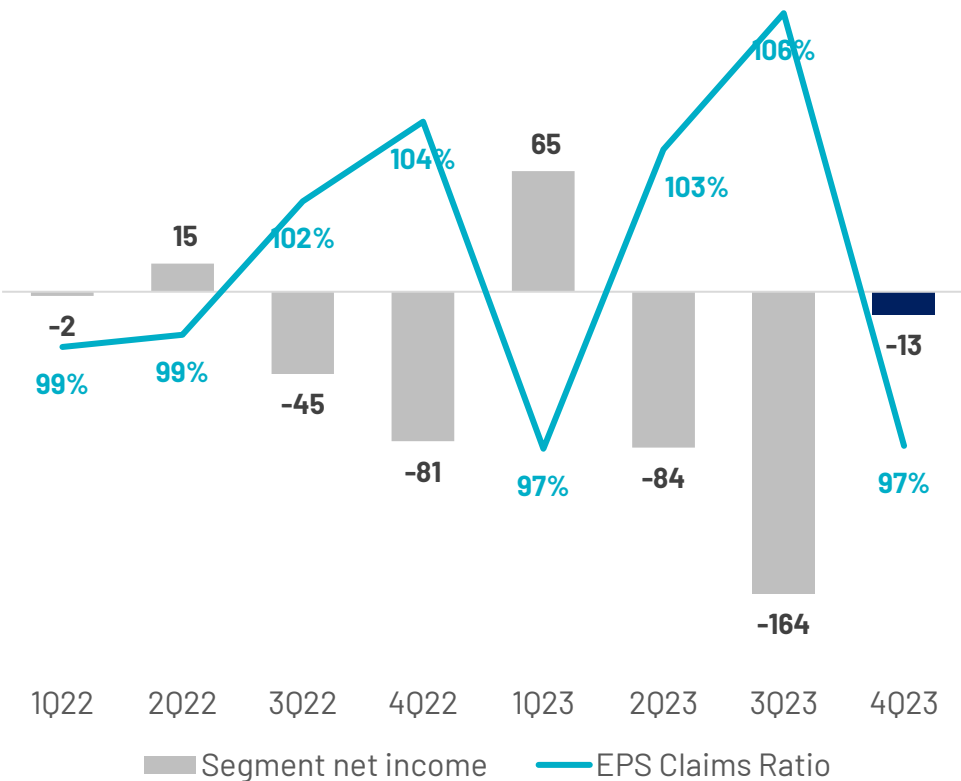
Premiums

Claims rate

Net income

- **24% increase in the year-to-date and in the quarter** versus 2022, explained by the increase in the **UPC and the number of affiliates**.
- It closed at **95.4% in 2023 and 92.2% in the quarter**, decreasing 7 bps and 533 bps, respectively.
- For the year, the segment's **loss** was **COP 195 billion, an increase of 73%**.
- It closed the quarter with a **loss** of **COP 13 billion**, lower than the loss recorded in the last quarter of 2022.

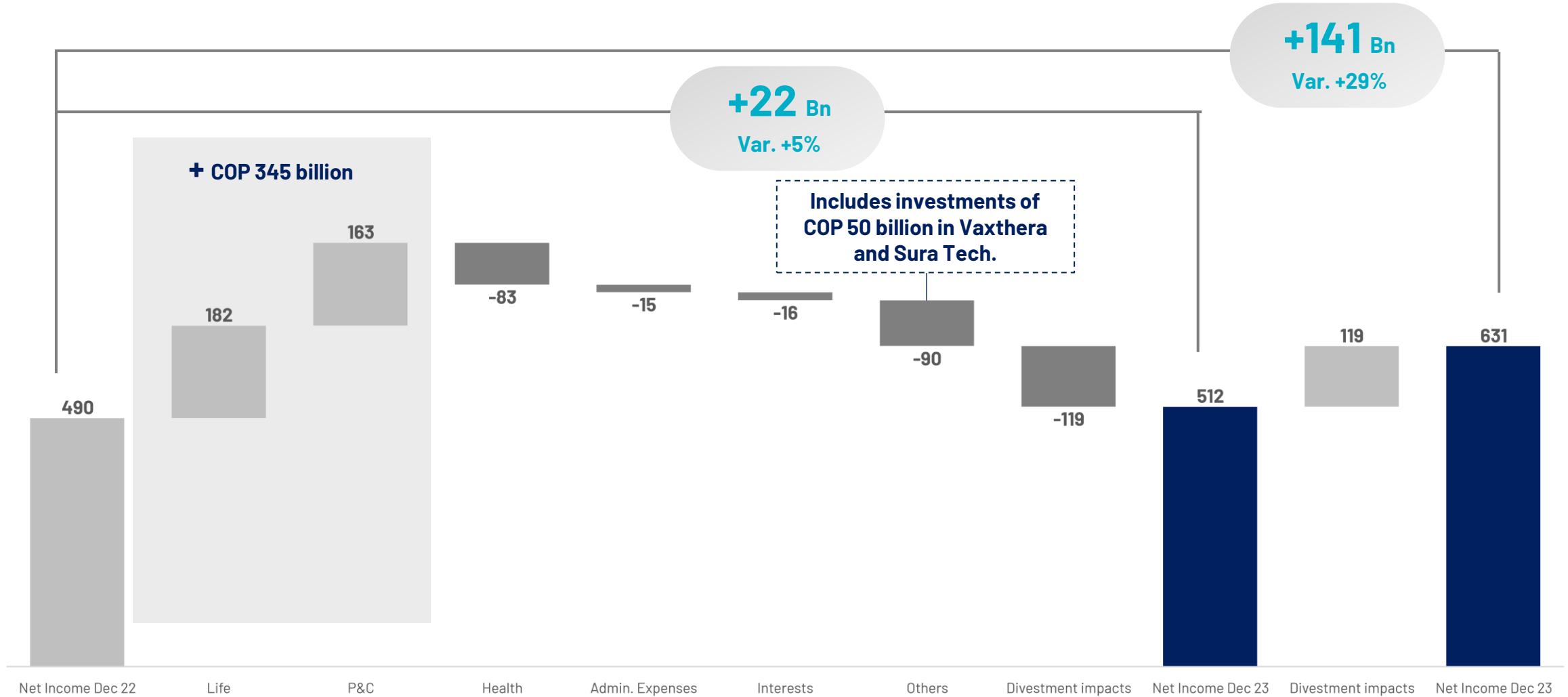
Evolution of Health Segment Net Profit and EPS Claims ratio



Figures in COP billions
* Claims ratio: Retained claims / earned retained premiums

Suramericana's net income reaches COP 512 billion

Excluding the effects of the sale of Argentina and Salvador, it would be 631 thousand million, up 29%



Amounts in COP billions
Administrative expenses include administrative expenses, fees and amortization and depreciation of the corporate segment.
Other includes the corporate segment, excluding operating expenses and interest, as well as the complementary segment and the investments of Vaxthera and SuraTech.
* Includes expenses of COP 119 billion associated with the sale of Argentina and El Salvador.

Suramericana

2023 Results and 2024 Guidance

	2023	2024
Written Premiums	+14.0% vs +13% - 16%	12% - 15% Insurance*: 10% -12% Health: 16% - 19%
Claims Ratio	73.1% vs 72% - 74%	74% - 76% Insurance*: 57%-59% Health: 97%-98%
Adm. Expenses/ Written Premiums	11.4% vs 11% - 12%	11% - 12%
Adjusted ROE	10.5% vs 7.5% - 9.5%	8% - 10%
Adjusted ROTE	13.3% vs 10.5% - 11.5%	11% - 12%

Consolidated metrics

*Insurance includes the Life, General, Holding and Other segments.

Adjusted ROE and Adjusted ROTE: excludes amortization expenses of intangibles associated with acquisitions and the impacts associated with the sale of Argentina and Salvador for COP 119 billion by 2023.

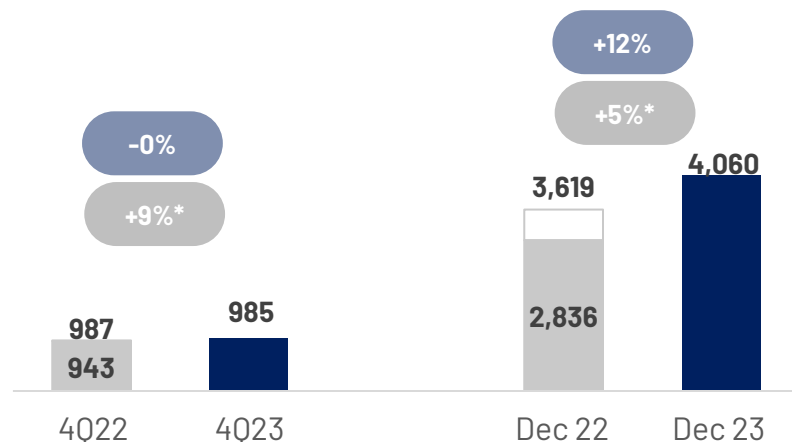
SURA AM
4Q - 2023

Montevideo

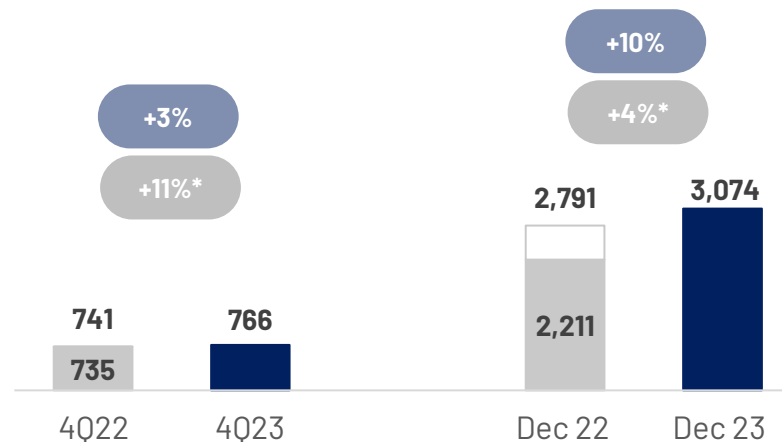
SURA AM's adjusted ROE closes at historically high at 8.8%

Explained by a net income that closed at COP 902 billion due to AyR's better operating performance and higher yields on reserve requirements

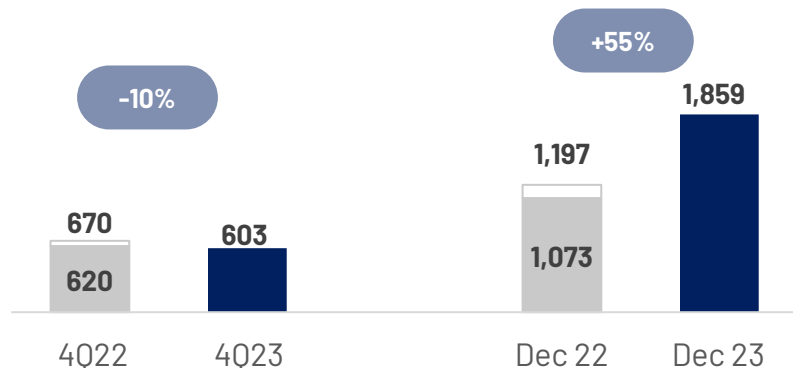
COMMISSION INCOME



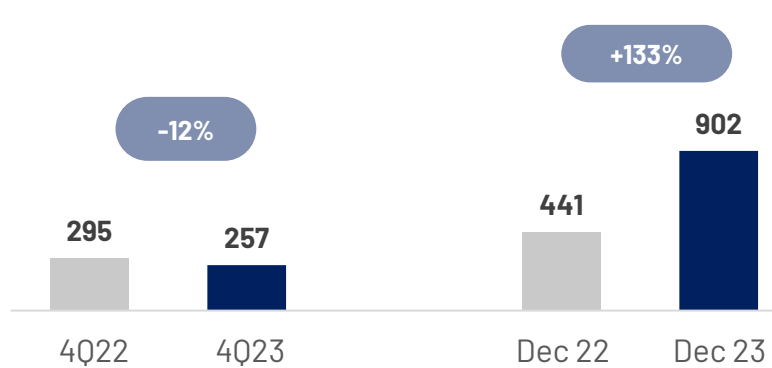
OPERATING EXPENSES



OPERATING PROFIT



CONTROLLING NET INCOME



Figures in COP billions unless a different unit is mentioned.

Proforma figures assume consolidation of Protección and Crecer in 2022.

*Variation excluding exchange rate effects.

**Yield: annualized fee and commission income on the reserve requirement balance at the end of the quarter.

Proforma % growth

Pro forma % growth excluding exchange rate effects

Proforma assuming consolidation of Protección in 2022

AUM Dec23*

672trillion
+14.4%

Yield Dec23 **

10.2%
VS -1.5% 2022

Adjusted ROE

8.8%
VS 5.1% Dec 2022

Adjusted ROTE

27.8%
VS 15.9% Dec 2022

Adjusted ROE LTM: Adjusted Net Income LTM / Average Controlling Shareholders' Equity 4Q22 to 4Q23

Adjusted ROTE: Adjusted Net Income LTM / Average Tangible Shareholders' Equity 4Q22 to 4Q23

Savings and Retirement pro forma fee income up 7% in 2023

Linked to base salary growth and higher AUM due to higher investment returns during 2023

AUM

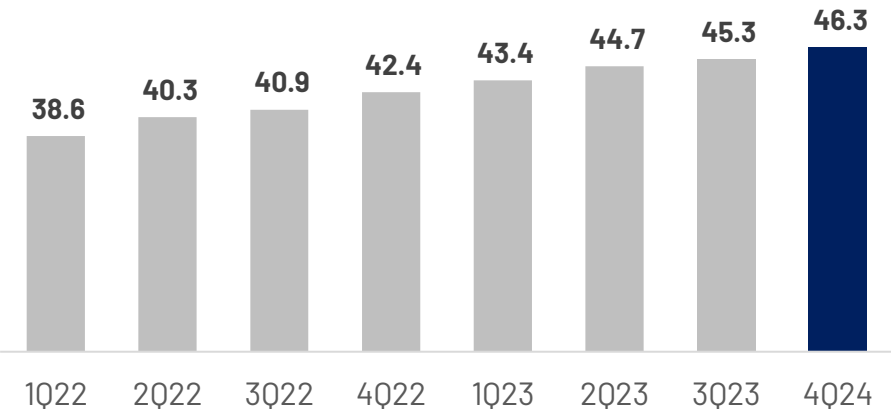
Commissions

Reserve

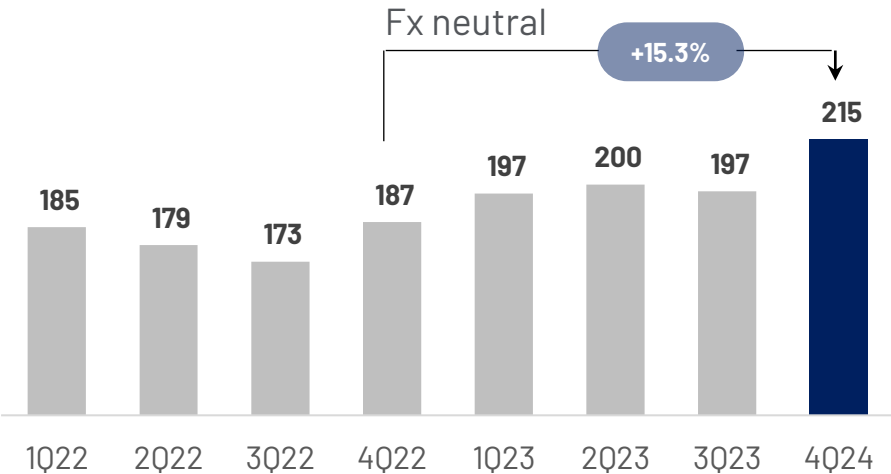
Operating exp.

- Increases **13% for the year** due to **higher contributions** and good performance in **financial markets** during 2023.
- They **increased 7% in the year to date and 11% in the quarter** (pro forma variations), with better performance in **Mexico, Salvador and Peru**.
- Reserve income for the **year** reached **COP 455 billion and COP 334 billion in the quarter**, with an annualized yield of 10.2% in 2023 and 30% in the quarter.
- Pro forma operating expenses **increased 1.7% for the year and 12.1% in the quarter** due to provisions for nullities in Protección.

Salary base (COP trillion)
Fx neutral



Fee-based commissioning AUM (COP trillion)**
Fx neutral



Figures in COP billions unless a different unit is mentioned
*Variations expressed in constant exchange rates to show the evolution of the business.
**Proforma figures assume the consolidation of Protección and AFP Crecer in 2022 in order to show the evolution of the business

The Voluntary segment continues to face a challenging environment

Due to lower commission rates associated with changes in the product and portfolio mix, which we sought to mitigate with strict expense control

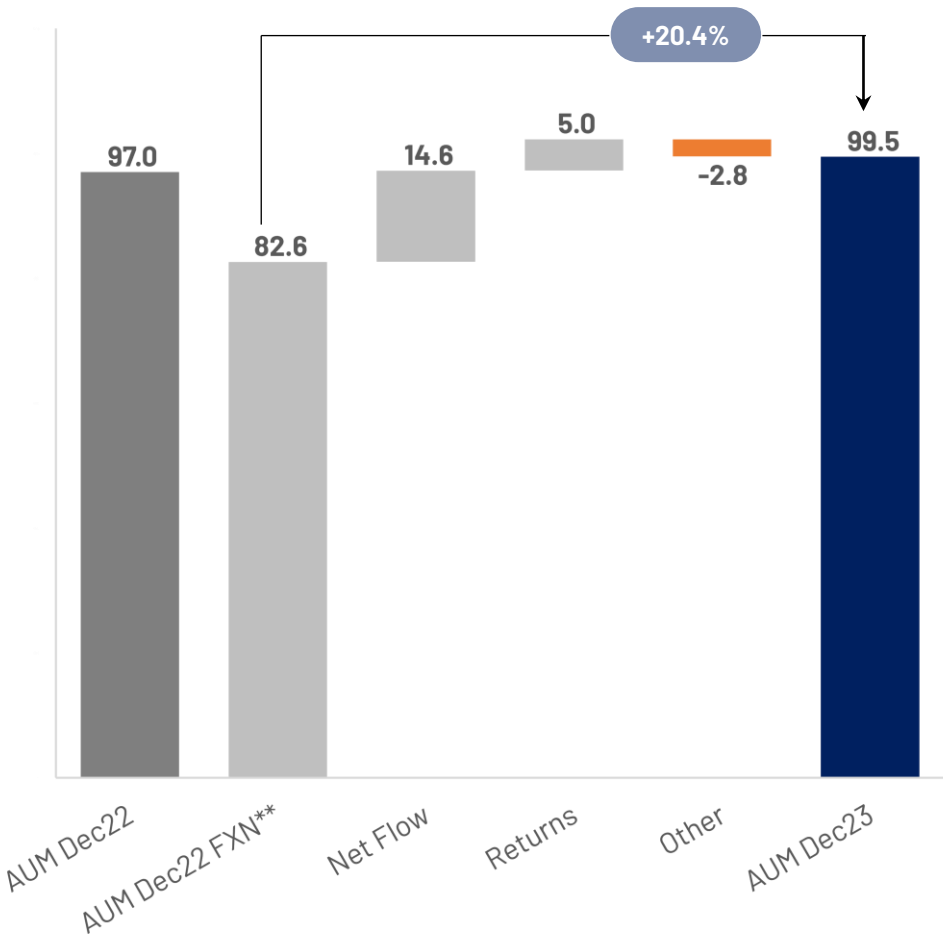
AUM

Commissions

Operating profit

- **Up 20.4%** due to higher net cash flow and yield recovery.
- They **decreased by 3.3% pro forma for the year** and 0.8% in the quarter, explained by the **change in the segment mix and portfolios distributions** reflecting lower commission rates.
- It closed the year at **COP 84 billion and the quarter at COP 8 billion, down 43% and 78%,** respectively, affected in the quarter by non-recurring expenses including team restructuring and the write-off of some assets.

Variation AUM (COP Trillion)
FX neutral



Figures in COP billions unless a different unit is mentioned.

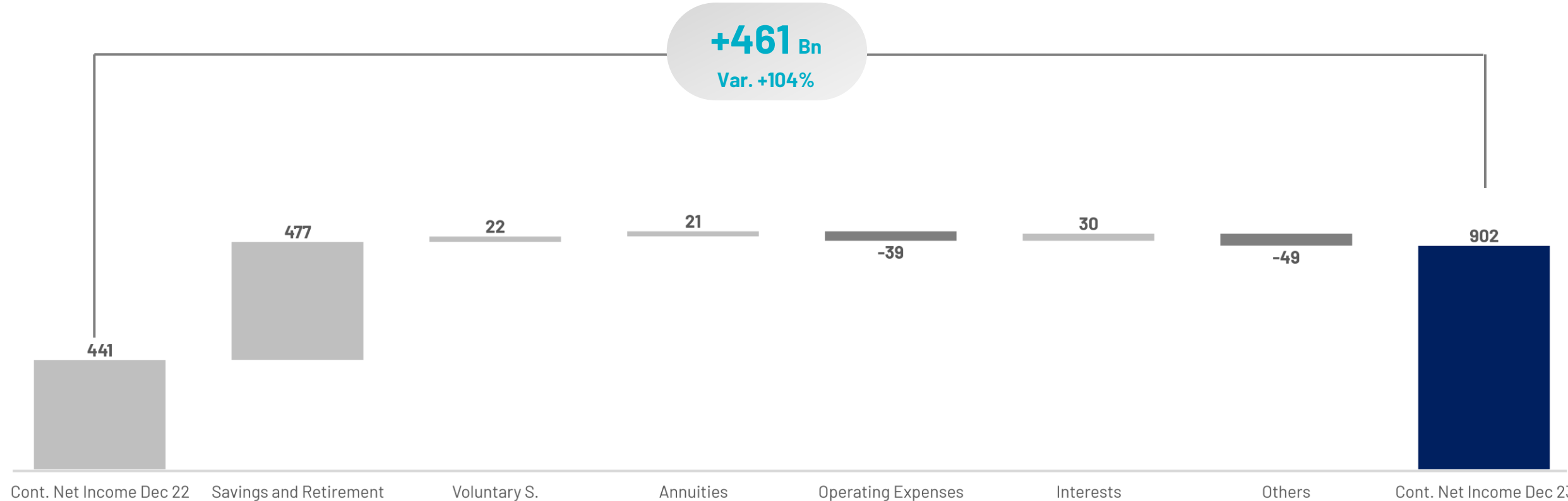
*Variations expressed in constant exchange rates to show the evolution of the business.

Proforma figures assume the consolidation of Protección and AFP Crecer in 2022 in order to show the evolution of the business.

** FX neutral

Controlling net income increases 466 billion

Driven by positive performance of the Savings and Retirement segment



Amounts in COP billions
Operating expenses include operating and administrative expenses, selling expenses and acquisition costs.
Other includes the corporate segment excluding operating and interest expenses and includes the new business segment.

SURA Asset Mangement

2023 Results and 2024 Guidance

	2023	2024
AUM	14.4% vs +9% - 11%	9% - 11%
Commission income	31.8% vs 26% - 29%	8% - 10%
Adjusted ROE	8.8% vs 6% - 7%	7% - 8%
Adjusted ROTE	27.8% vs 17% - 21%	17% - 21%

Consolidated metrics

Adjusted ROE : excludes acquisition-related intangible amortization expense.

Adjusted ROTE : excludes acquisition-related intangible amortization expense.



Grupo SURA

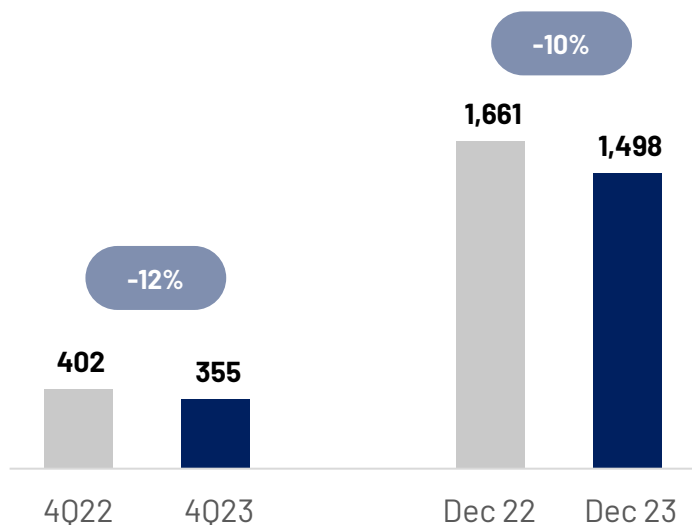
4Q - 2023

Bogotá

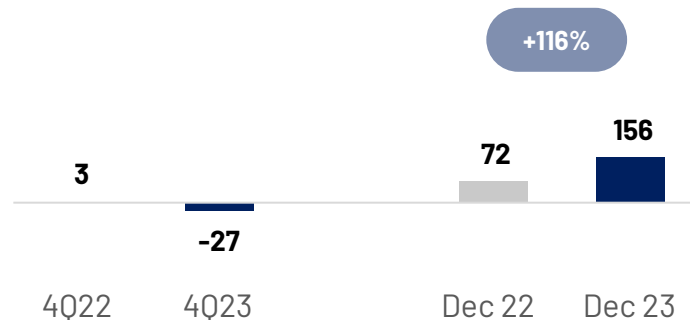
Equity method for the year reached COP 1.8 trillion

Reflecting a decrease due to the non-recognition of Nutresa, and the decrease in Bancolombia's net income

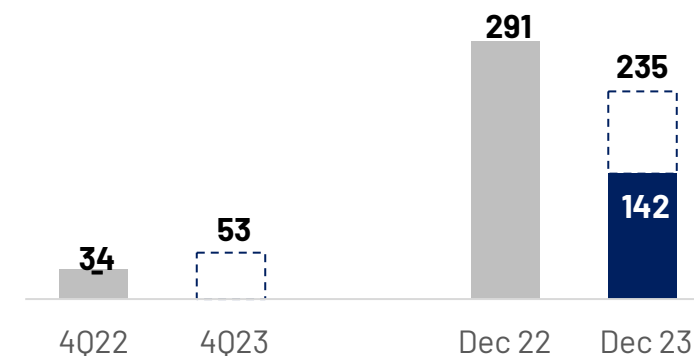
BANCOLOMBIA



GRUPO ARGOS



GRUPO NUTRESA + SOCIEDAD PORTAFOLIO



Nutresa pro forma equity method

Figures in COP billions unless a different unit is mentioned.

Quarterly equity method

311 bn
-34.2% VS 4Q22

Accumulated equity method

1.8 tn
-12.1% VS Dec 22

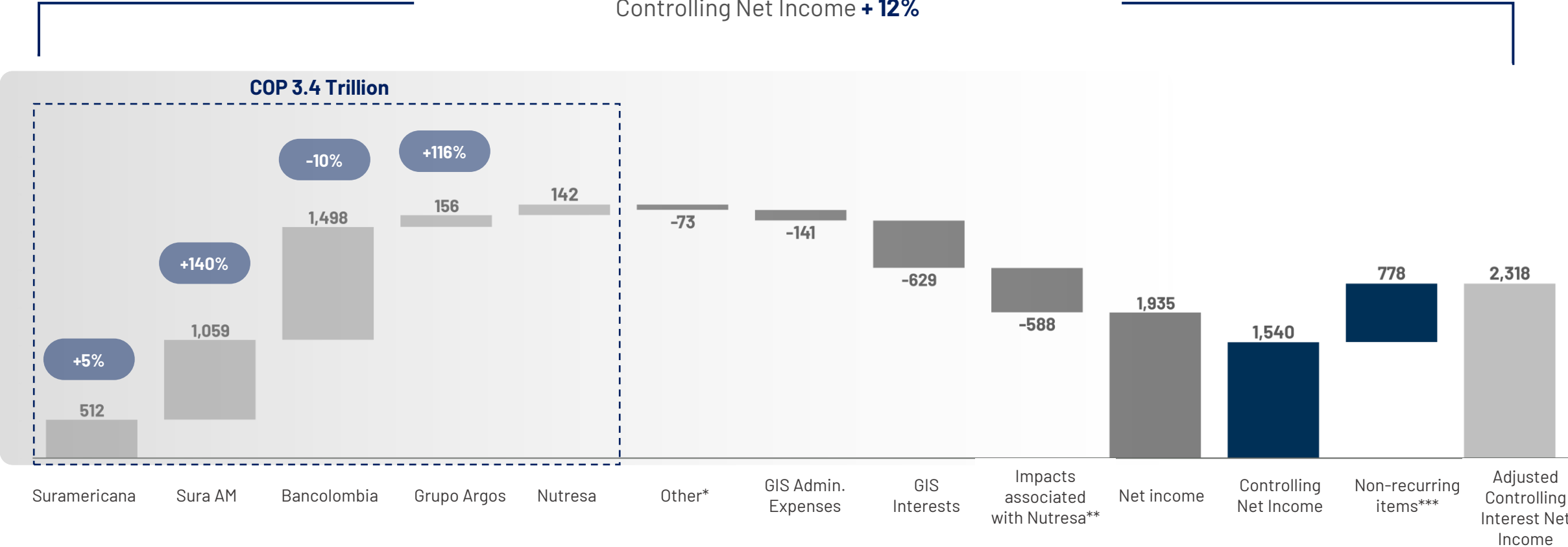
Recurring controlling interest net income grew 12%

Reflecting good investment portfolio performance



RESULTS EXCLUDING NON-RECURRING ITEMS

Controlling Net Income + 12%



Figures in COP billions

*Other include Arus, Habitat, SURA Ventures, adjustments and eliminations and foreign exchange impact. The latter corresponds to the exchange difference + fair value gain on derivatives, net of the associated deferred tax.

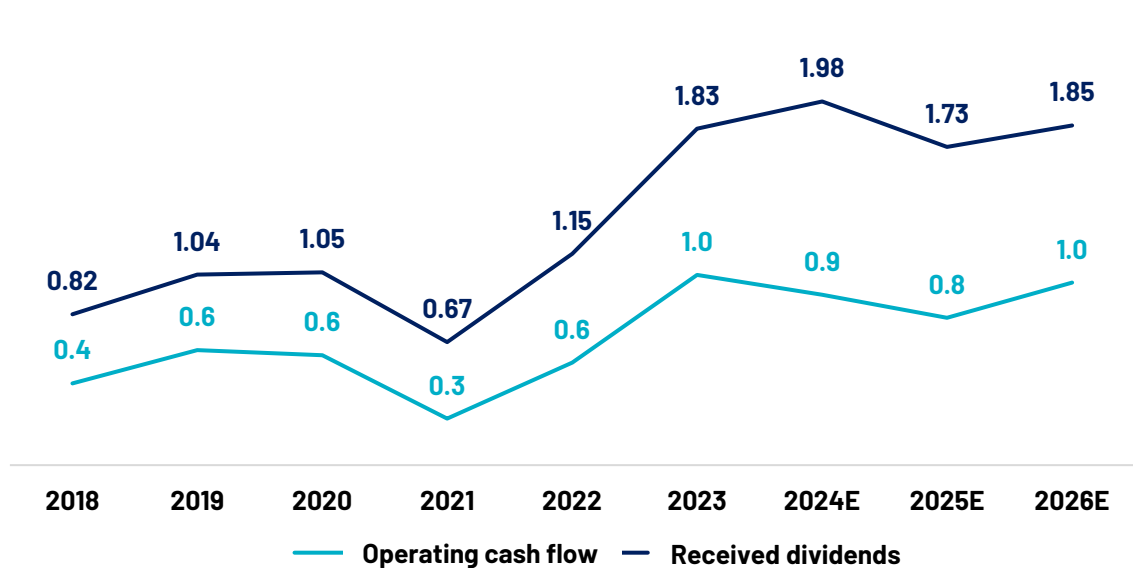
** Represents the deferred tax of the Nutresa transaction for COP 544 billion and the valuation of derivatives to hedge the price of the takeover bid for COP 45 billion.

*** Includes deferred taxes for COP 544 billion associated with the sale of Nutresa, the valuation of derivatives to cover the price of the takeover bid for COP 45 billion, the pro forma equity method of Nutresa for COP 93 billion and the impact associated with the sale of the insurance business in Argentina and El Salvador for \$97 billion.

Cash flow projections

Assuming 100% of the tender offer in cash

Dividends received | Operating Cash Flow*.



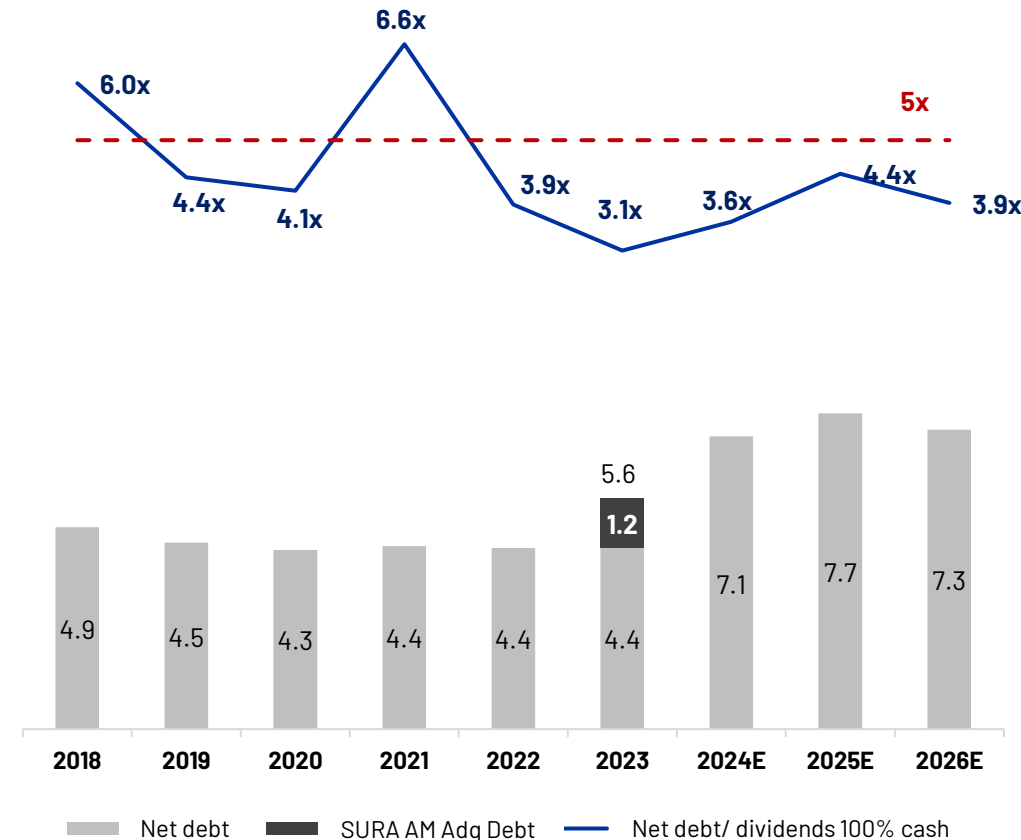
Operating Cash Flow*

Available for payment of dividends, capital amortization and investments

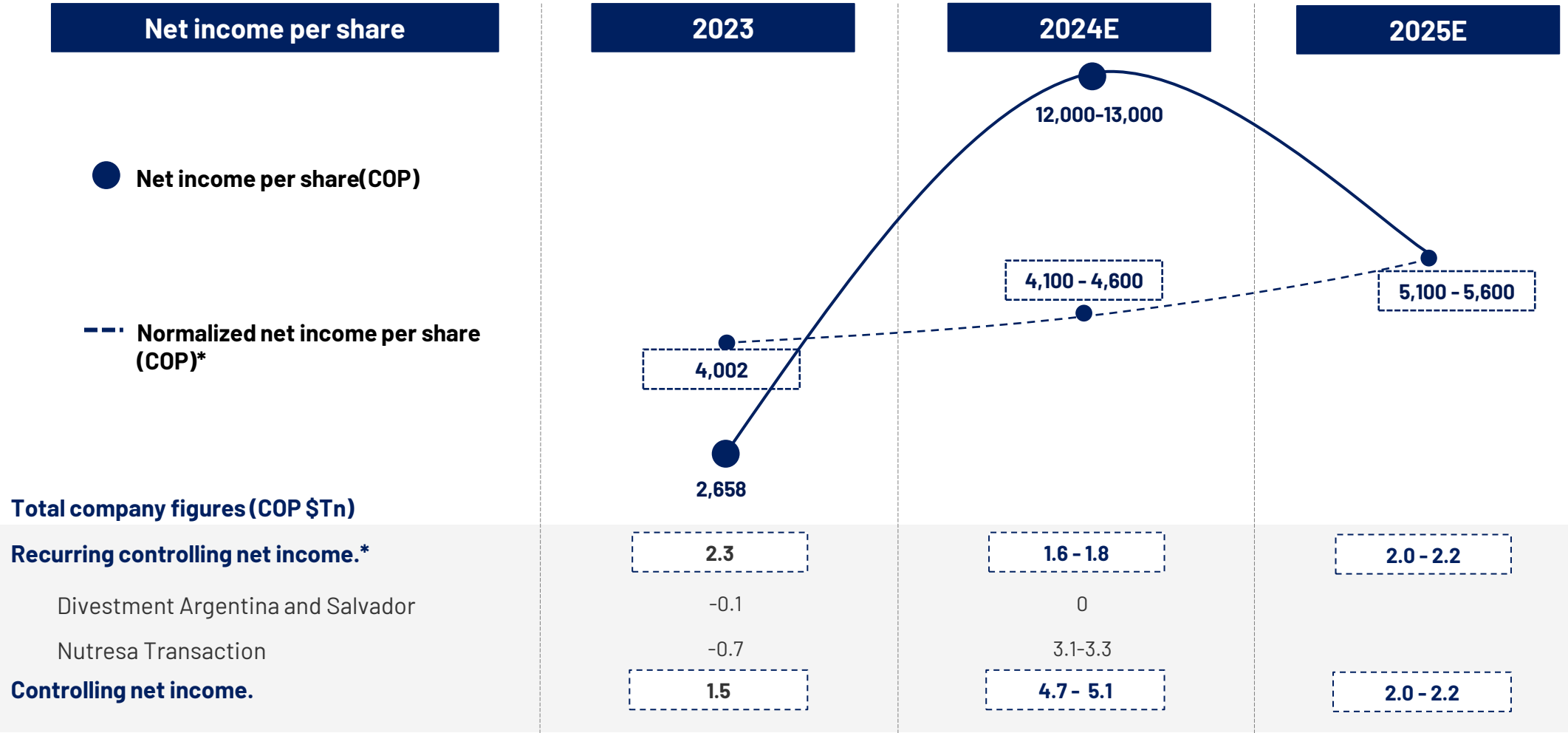
It does not contemplate divestments, capital optimization or modifications to the dividend policy.
For these calculations, all resources for the transaction are assumed through debt and cash generation.

*Operating Cash Flow: Dividends received less interest on debt, less operating expenses and donations.
Figures in COP trillion.

Net Debt / Dividends

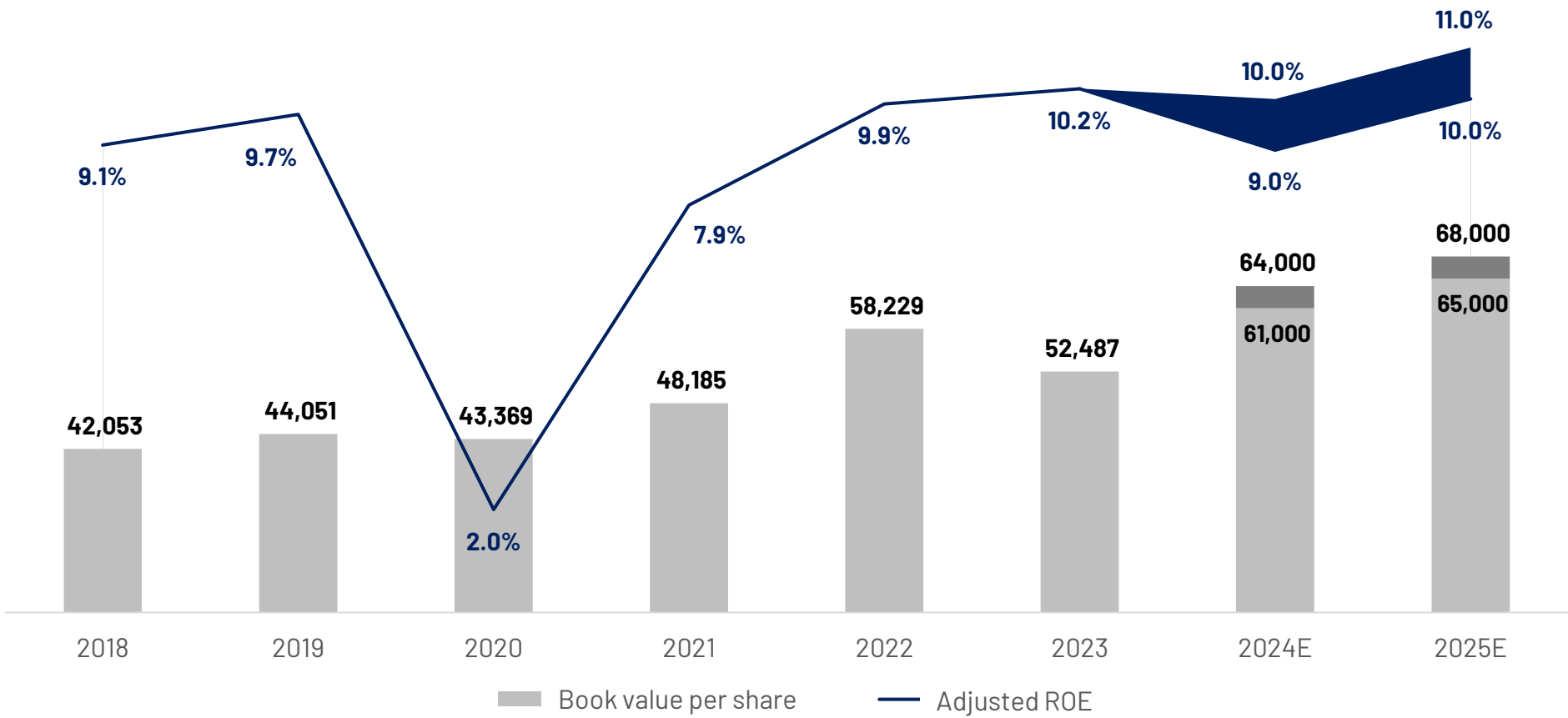


Group SURA's guidance



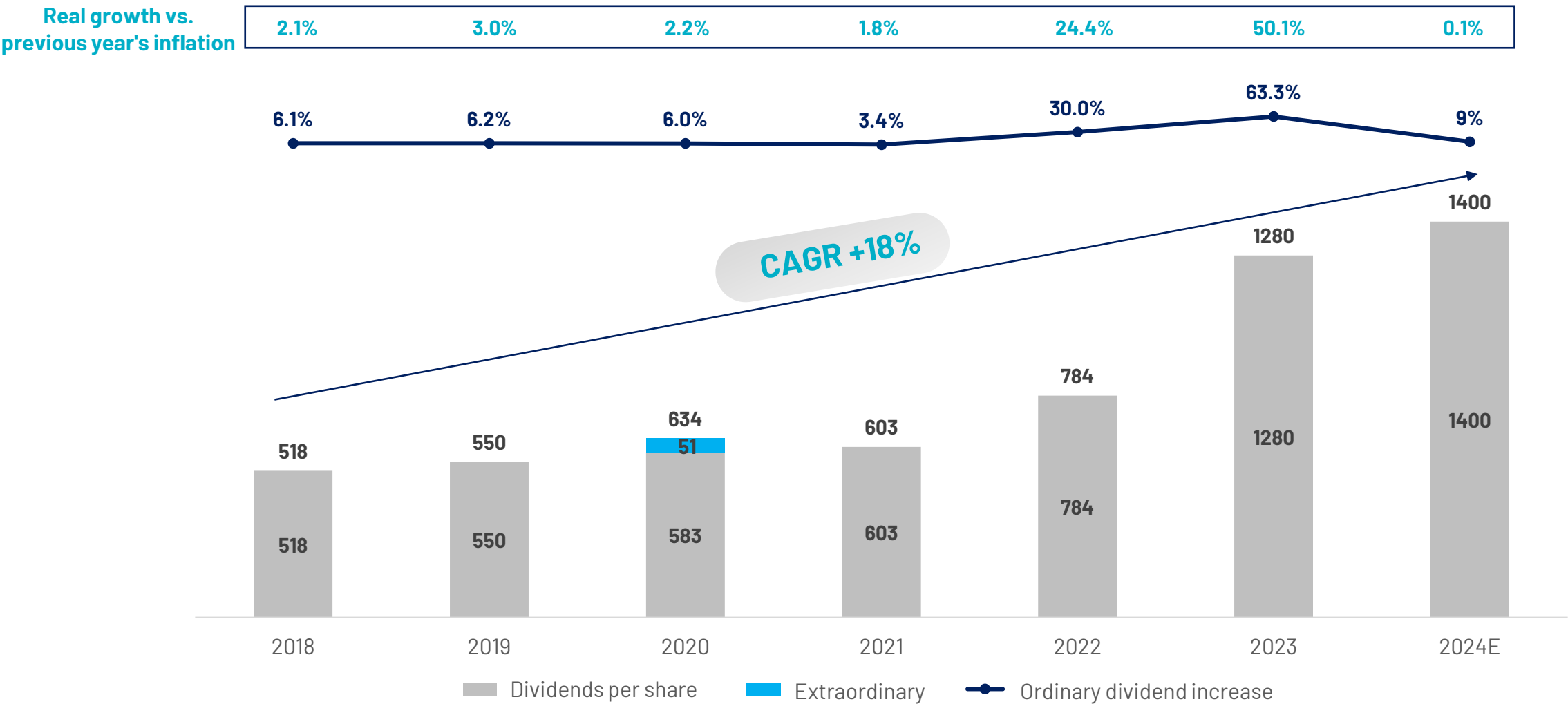
Figures in COP Trillion, except for the net income per share. 2024 figures are estimated values and may vary due to different tender offer scenarios.
* Normalizes effects associated with the Nutresa transaction, the sale of insurance operations in Argentina and Salvador.

Adjusted ROE closed the year at 10.2%, exceeding initial expectations



*ROE adjusted for; 1) The amortization of intangible assets resulting from acquisitions are added to net income 2) Equity excludes the valorization of associates and cross-shareholdings between Grupo Argos and Grupo SURA to compare the figures of equity and net income 3) For the calculation of this year's indicator, the non-recurring impacts associated with the Nutresa transaction are added, including deferred tax (COP 544 billion) and the valuation of derivatives to cover the value of the takeover bid (COP 45 billion), as well as the impacts of the divestment of Argentina and El Salvador (COP 97 billion). 4). As of the third quarter, the investment in Nutresa is excluded from equity since the equity method is not being recognized. For the projected years, ROE is estimated with the expected recurring profits without including exceptional items.

The Board of Directors proposed a dividend with growth of 9.4% vs. 2023



Figures in COP pesos