# **QUARTERLY REPORT**

**Q2-2022 RESULTS** 

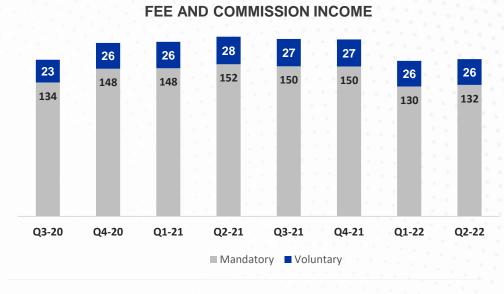


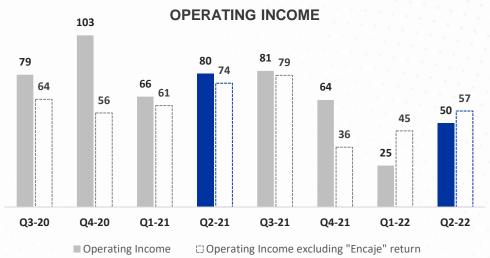
## **Net Income affected by non operating factors**



Operating performance, excluding "Encaje", was in line with the budget, which already included the effect of the fee reduction in the mandatory business in Mexico.

Income Statement	Q2-2022	Q2-2021	Var. % *	Jun-2022	Jun-2021	Var. % *
Fee and commission income	158	180	-8%	313	355	-7%
"Encaje" return	-7	6		-28	11	
Net Equity Method result	-7	13		-7	19	
Other operating income	21	2	823%	21	2	908%
Operating Income	164	202	-14%	299	387	-18%
Insurance Margin	10	7	70%	19	13	62%
Total operating expenses	-124	-129	3%	-243	-254	1%
Operating Income	50	80	-34%	75	146	-46%
Net financial result	-18	-13	42%	-33	-27	31%
Net financial derivatives and exchange differences	7	9	-15%	-8	10	
Income before tax	39	75	-45%	34	129	-72%
Income tax expense	-16	-24	-29%	-23	-46	-46%
Discontinous operations	0	0		0	1	-98%
Net Income	23	52	-53%	11	84	-86%



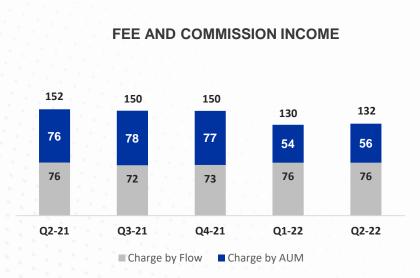


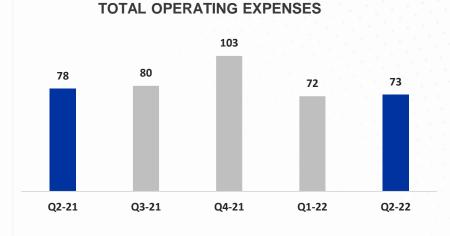
\*Var % excludes echange rate effects. Figures in USD millions.

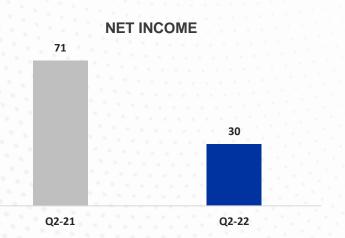
## **Pension savings segment (Mandatory)**

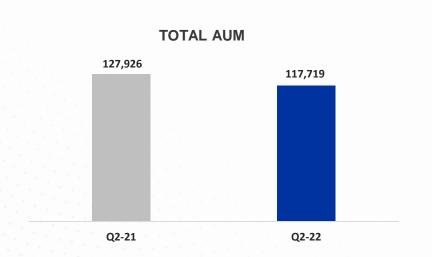
Affected by fee reduction in Mexico and generalized negative yields in financial markets.











#### **Highlights:**

- Fee and commission income decreased 8.4%\* affected by the fee reduction in Mexico.
  - Salary Base grew 18.6%\*, driven by higher wage growth. (Higher levels of inflation and good dynamics of the labor markets).
  - AUM growth (+0.3%)\*, negative returns of the period were offset by a positive Commercial Net Flow.
- 66% of AUM achieved a positive Alpha LTM.
- Operating expenses decreased 1.3%\* as a result of the efficiency and productivity efforts.

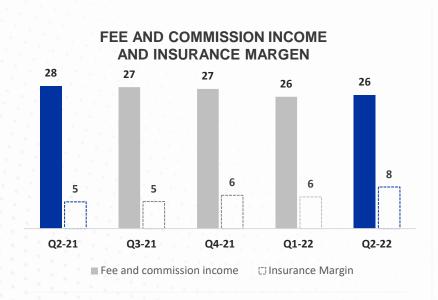
Hihlights as of June 2022)

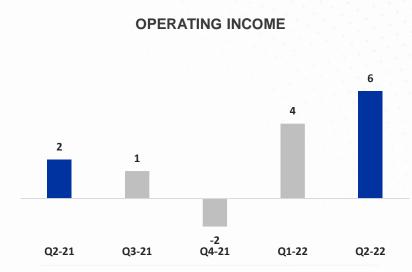
\* Variation excludes exchange rate effects.

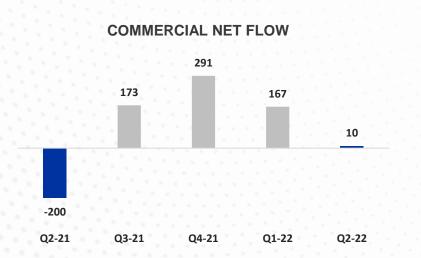
## Inversiones SURA + SURA Investment Management (Voluntary)

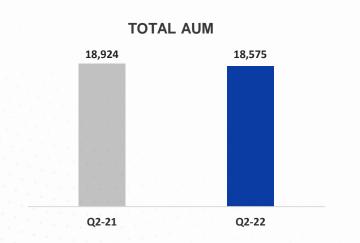
The voluntary segment continues to make efforts to mitigate the impact of the negative yields in financial markets.











#### **Highlights:**

- Fee and commission income grew 1.1%.\*
- Operating expenses grew in line with revenues.
- AUM growth (+6.4%)\*, due to a **21.9%** increase in the number of **clients**.
- The business showed an operating margin of 19%, depicting a positive trend and getting closer to industry average operating margins.

(Hihlights as of June 2022)

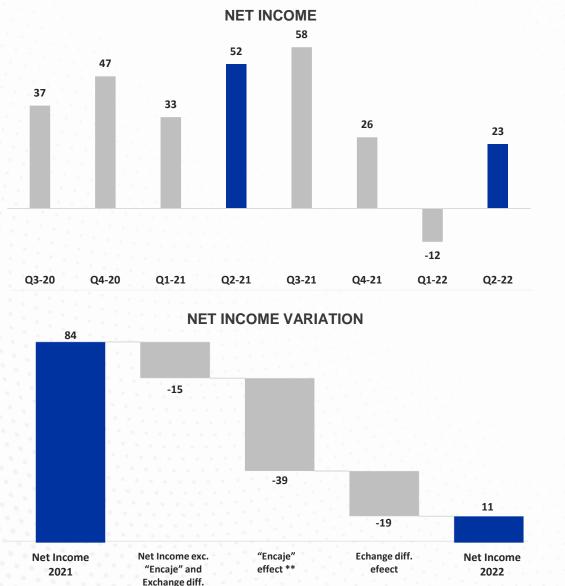
\* Variation excludes exchange rate effects.

### **Consolidated Net Income variation**



Excluding the "Encaje" and the Exchange differences effects, the operation continues to be in line with the budjet, which included the effect of the fee







#### **Highlights:**

- Fee and commission income decrease affected by the fee reduction in the mandatory business in Mexico and the lower dynamics of the voluntary segmnets.
- **Operating expenses** decreased (7.0%) in real terms.
  - Efforts in efficiency and productivity made possible to partially mitigate the impact of the lower operating income.
- **Net Income and ROTE** were affected, in addition to the operational and "Encaje" factors, by a negative exchange rate difference.