

SURA Asset Management Corporate Presentation

Q3 - 2019

Q3-2019 RESULTS

SURA AM: stable business dynamics and return on “encaje”

drive increase in net income

◆ **TOTAL CLIENTS**

20.2 million
▲ 2.0%

◆ **INSTITUTIONAL CLIENTS**

324

◆ **NET INCOME BEFORE DISC OP.**

USD 209.0 million
▲ 40.4%

◆ **EMPLOYEES**

9,188

◆ **PRODUCTS**

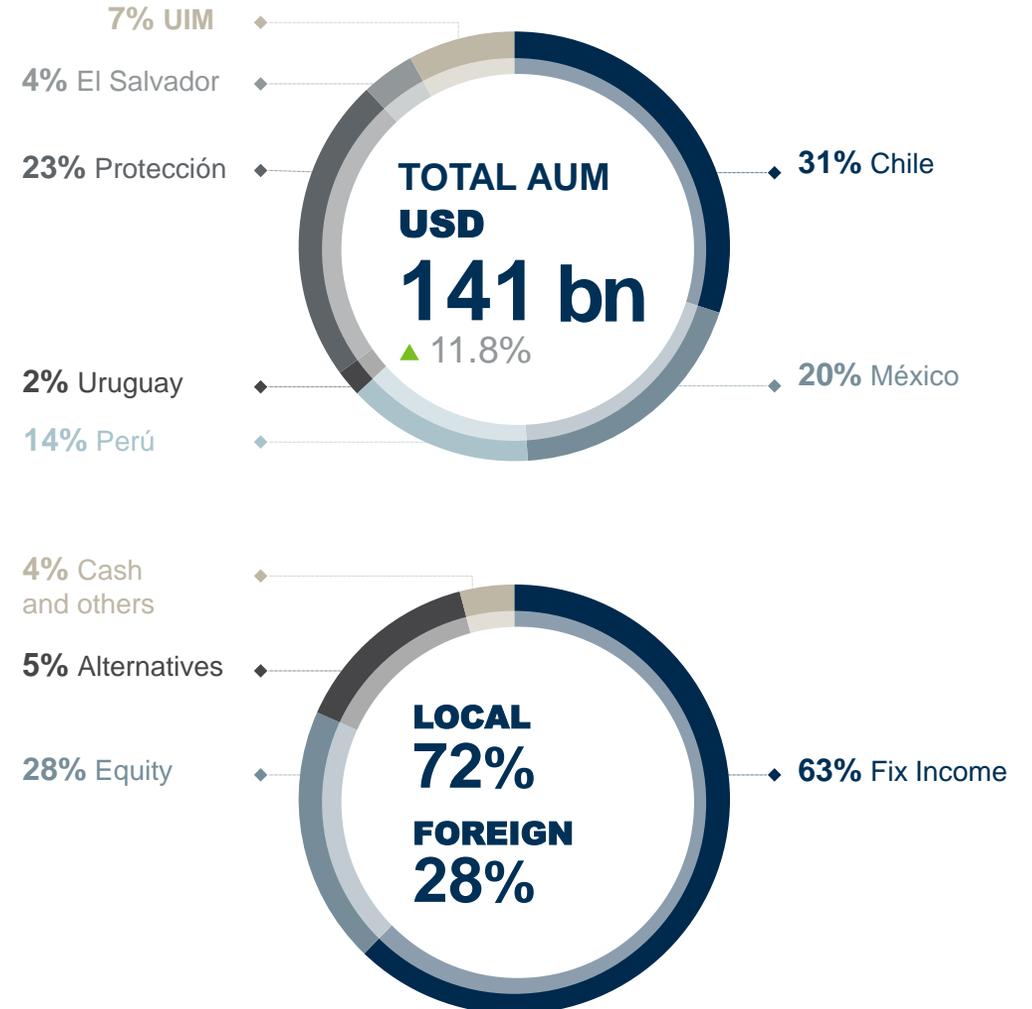
+591
Solutions and products for our clients
294 funds
297 mandates

◆ **MANDATORY**

AUM	Revenues
▲ 12.6%	▲ 21.3%
Op. Income	
▲ 34.1%	

◆ **VOLUNTARY**

AUM	Revenues
▲ 5.7%	▲ 10.8%
Op. Income	
▼ 50.5%	



OPERATING RESULTS

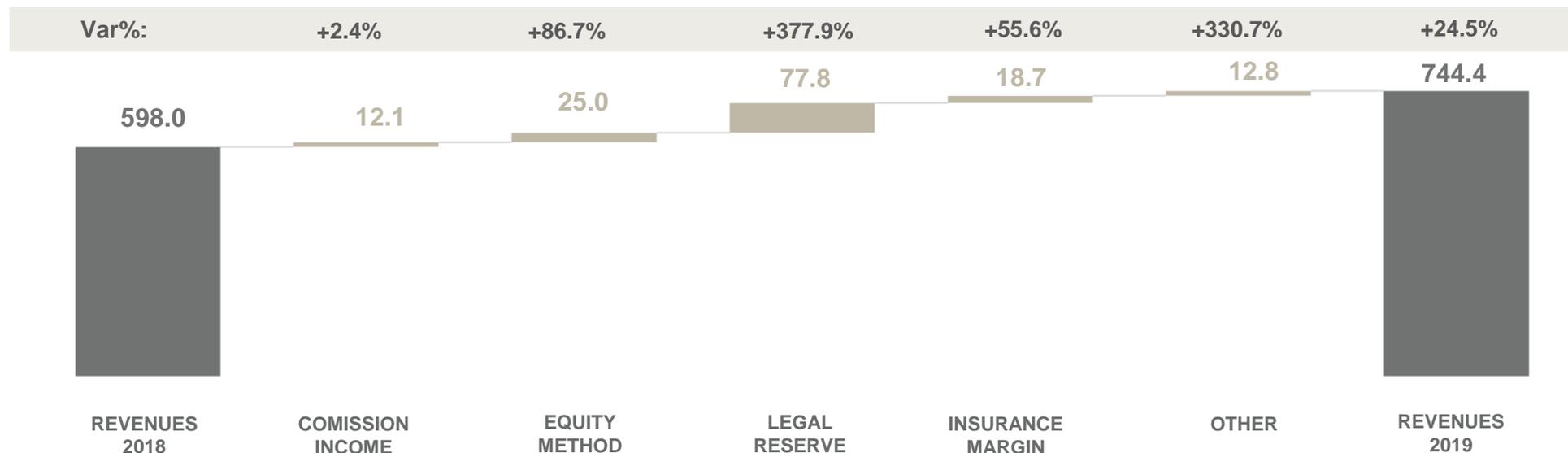
reflect return on “encaje” and stable growth in fee income

OPERATING REVENUES + INSURANCE MARGIN

744.4
Million USD

+146.4 M

▲ 24.5%

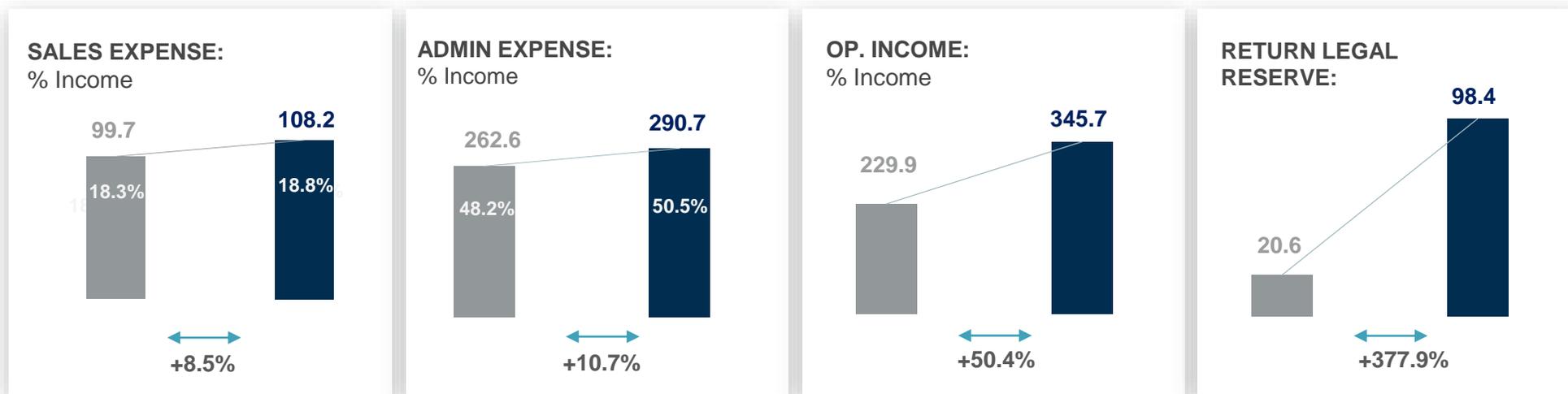


OPERATING EXPENSES

398.7
Million USD

+30.6 M

▲ 8.3%



Figures in millions of USD.
*% Evolutions in constant Exchange rates

MANDATORY BUSINESS: RETURN ON “ENCAJE” AND COMMERCIAL ACTIVITY

overcome impact from lower fees in some countries

OPERATING REVENUES

USD 607.8 MM

▲ 21.3%

OPERATING INCOME

WITH LEGAL RESERVE

USD 374.7 MM

▲ 34.1%

WITHOUT LEGAL RESERVE

USD 278.1 MM

▲ 7.4%

AUM

USD 124.9 bn

▲ 12.6%

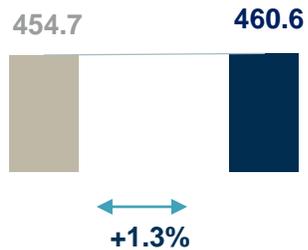
- ◆ MÉXICO ▲ 11.8%
- ◆ CHILE ▲ 17.3%

SALARY BASE

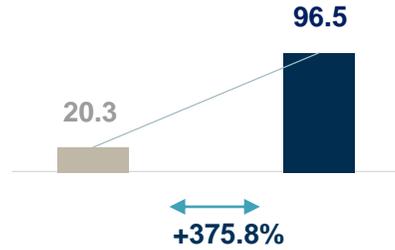
- ◆ CHILE ▲ 5.0%

- ◆ COLOMBIA 5.7%
- ◆ URUGUAY ▲ 5.0%

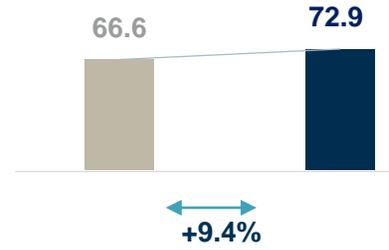
COMMISSION INCOME



INCOME LEGAL RESERVE



SALES EXPENSE



ADMIN. EXPENSE



Figures in millions of USD
*% Evolutions in constant Exchange rates

BETTER GROWTH DYNAMICS IN THE QUARTER

OPERATING REVENUES

USD 85.1 bn

▲ 10.8%

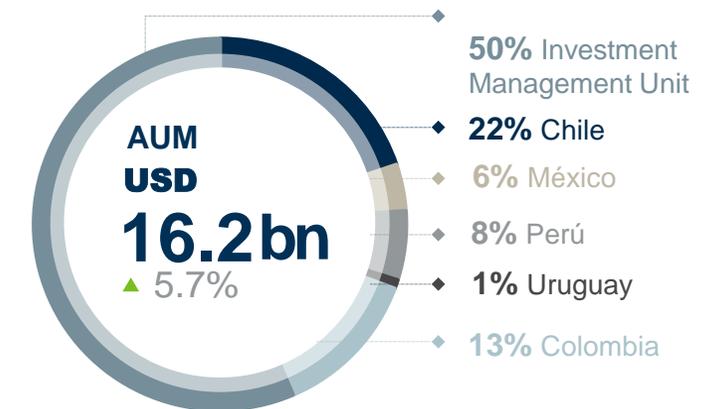
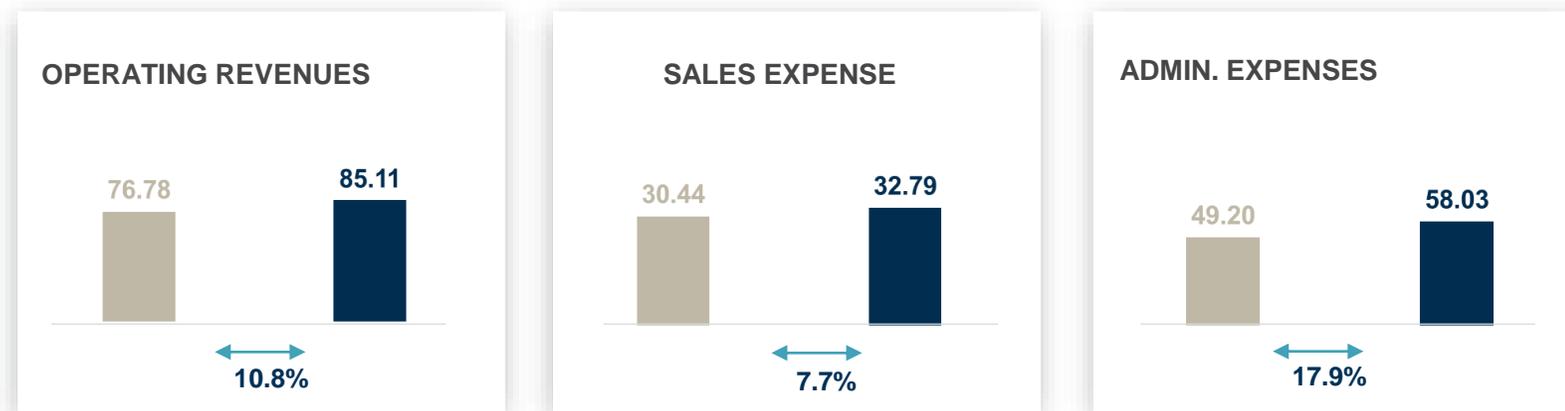
AUM SAVINGS AND INVESTMENT

USD 10.0 bn

AUM INVESTMENT MANAGEMENT

USD 10.2 bn

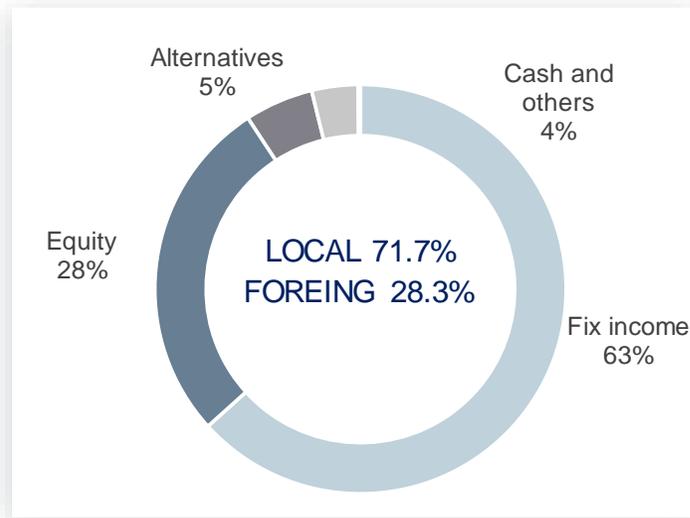
- **A&I:** AUM growth offset pressure from lower fees
- **IM:** 21 funds launched YTD and new insurance mandates vs. lost of annuities portfolio from Chile



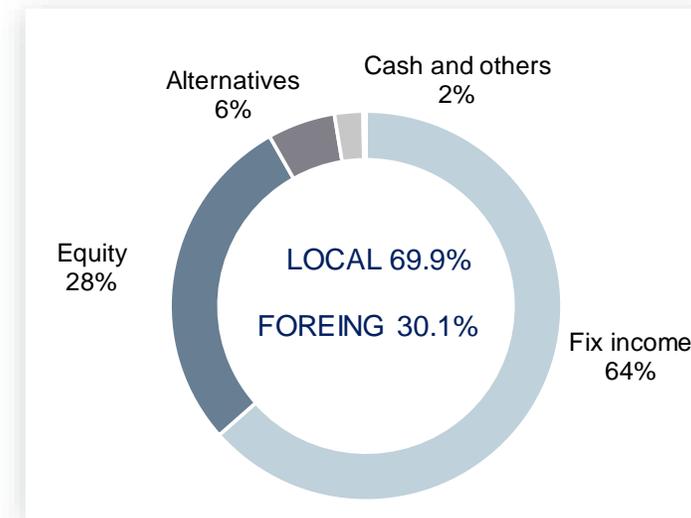
Figures in millions of USD.
*% Evolutions in constant Exchange rates

PORTFOLIO SUITED TO REGULATORY AND MARKET PERFORMANCE

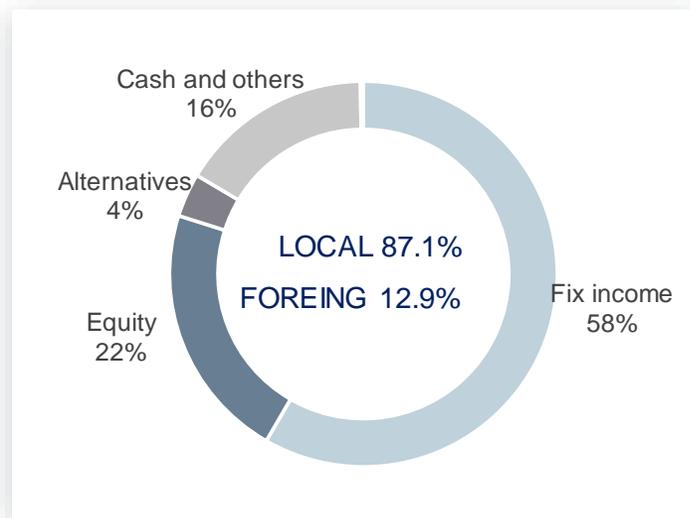
Total



Mandatory



Voluntary



Insurance and annuities

