

SURA Asset Management Corporate Presentation

Q4 - 2019

SURA AM: NET INCOME GROWS 66%

Driven by return on legal reserve and operating results

◆ **TOTAL CLIENTS**

20.5 million

▲ 3.7%

◆ **INSTITUTIONAL CLIENTS**

304

◆ **NET INCOME BEFORE DISC OP.**

USD 218.5 million

▲ 51.5%

◆ **EMPLOYEES**

9,164

◆ **PRODUCTS**

+482

Solutions and products for our clients
187 funds
295 mandates

◆ **MANDATORY**

AUM Revenues

▲ 17.6% ▲ 23.7%

Op. Income

▲ 40.4%

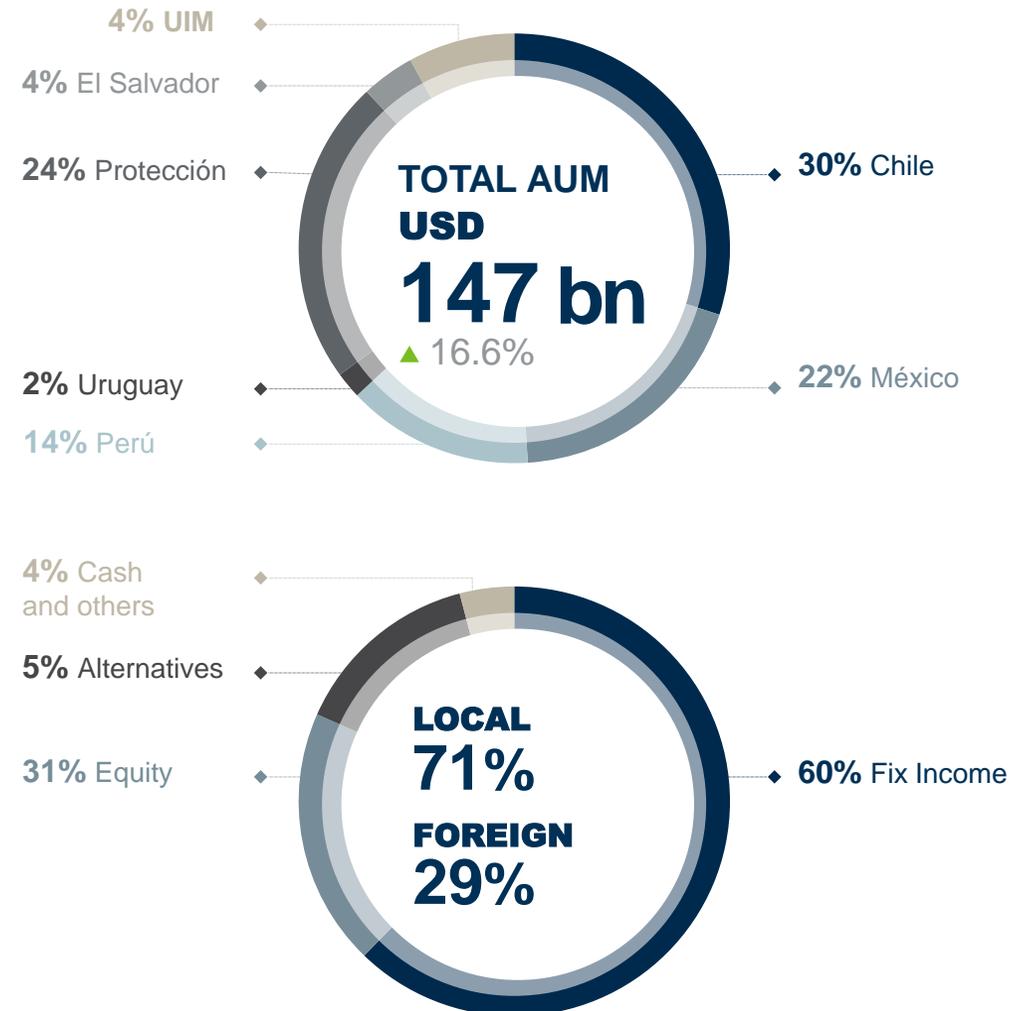
◆ **VOLUNTARY**

AUM Revenues

▲ 9.8% ▲ 19.0%

Op. Income

▲ -0.9%



GROW IN ALL REVENUE LINES

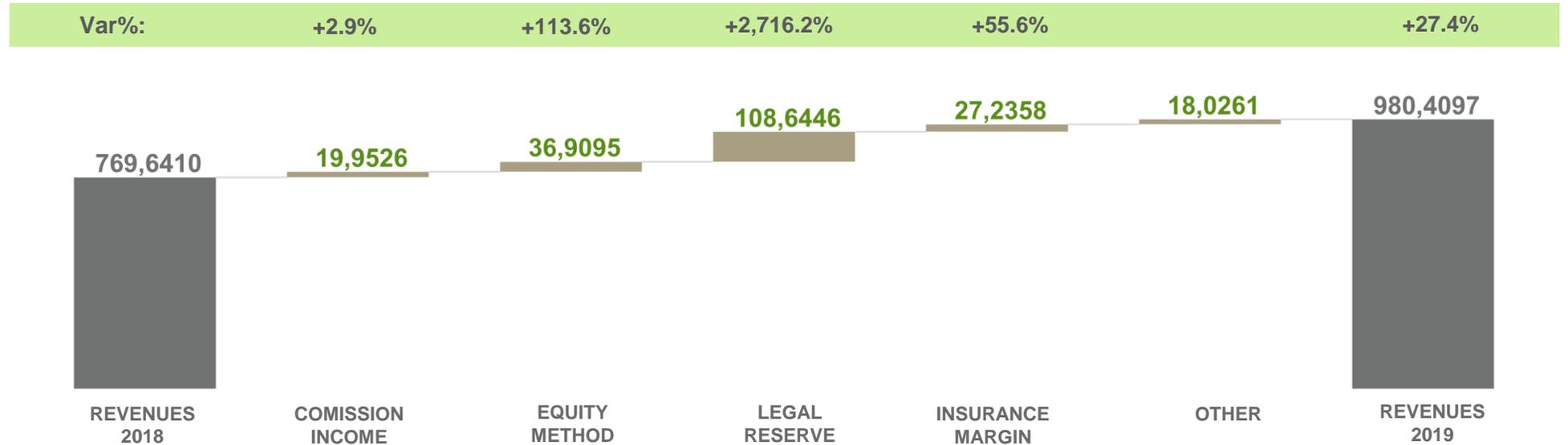
And better investment returns drive a 64% growth in operating income

OPERATING REVENUES + INSURANCE MARGIN

980.4
Million USD

+210.8 M

▲ 27.4%

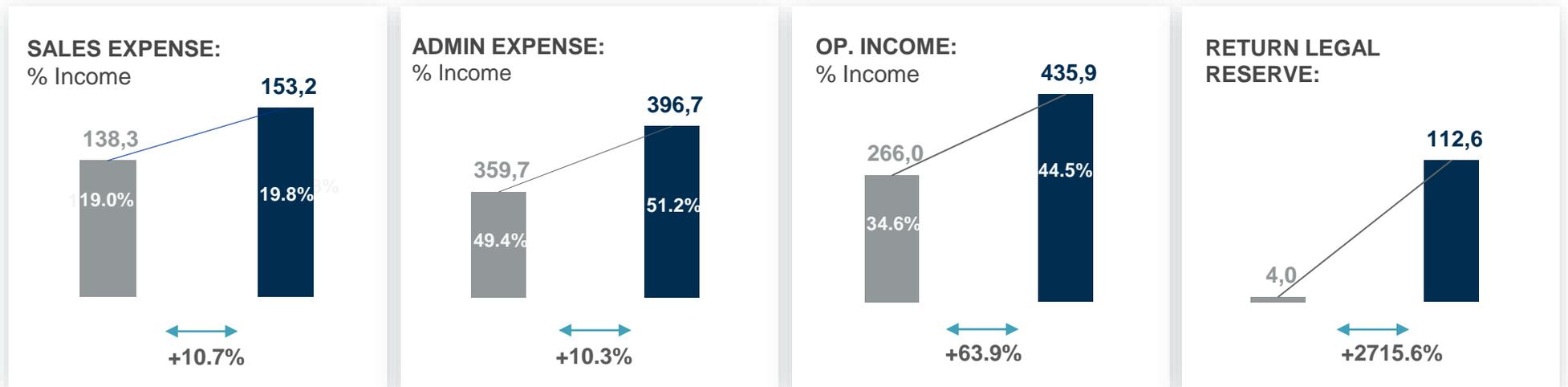


OPERATING EXPENSES

544.5
Million USD

+40.9 M

▲ 8.1%



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

MANDATORY PENSION: RETURN ON LEGAL RESERVE AND COMMERCIAL activity overcome pressure on lower fees

OPERATING REVENUES

USD 788.8 MM

▲ 23.7%

OPERATING INCOME

WITH LEGAL RESERVE

USD 472.6 MM

▲ 40.4%

WITHOUT LEGAL RESERVE

USD 362.0 MM

▲ 8.8%

AUM

USD 130.4 bn

▲ 17.6%

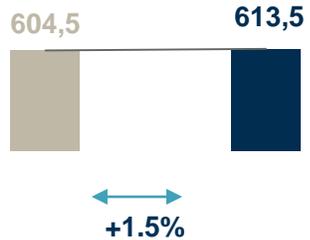
- ◆ MÉXICO ▲ 19.8%
- ◆ CHILE ▲ 19.8%

SALARY BASE

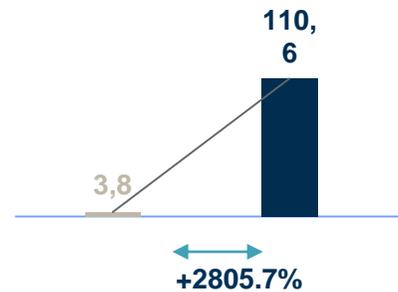
- ◆ CHILE ▲ 5.1%

- ◆ COLOMBIA 8.1%
- ◆ URUGUAY ▲ 7.6%

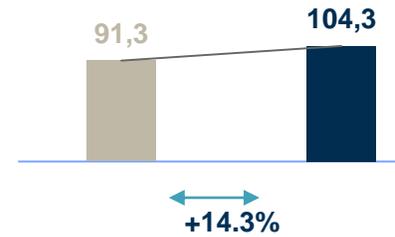
COMMISSION INCOME



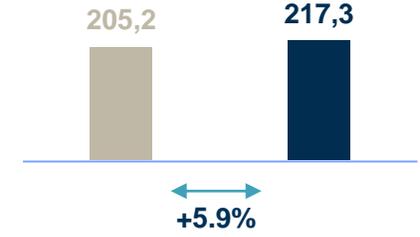
INCOME LEGAL RESERVE



SALES EXPENSE



ADMIN. EXPENSE



Voluntary segment with operating leverage
COMMERCIAL PRODUCTIVITY DRIVES NET FLOW AND REVENUES

OPERATING REVENUES

USD 121.7 bn

▲ 19.0%

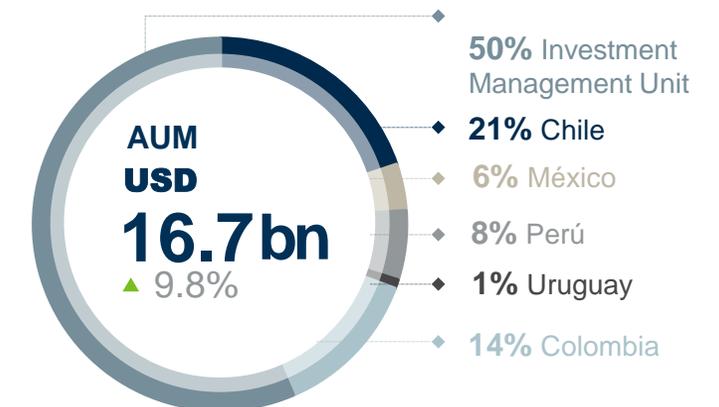
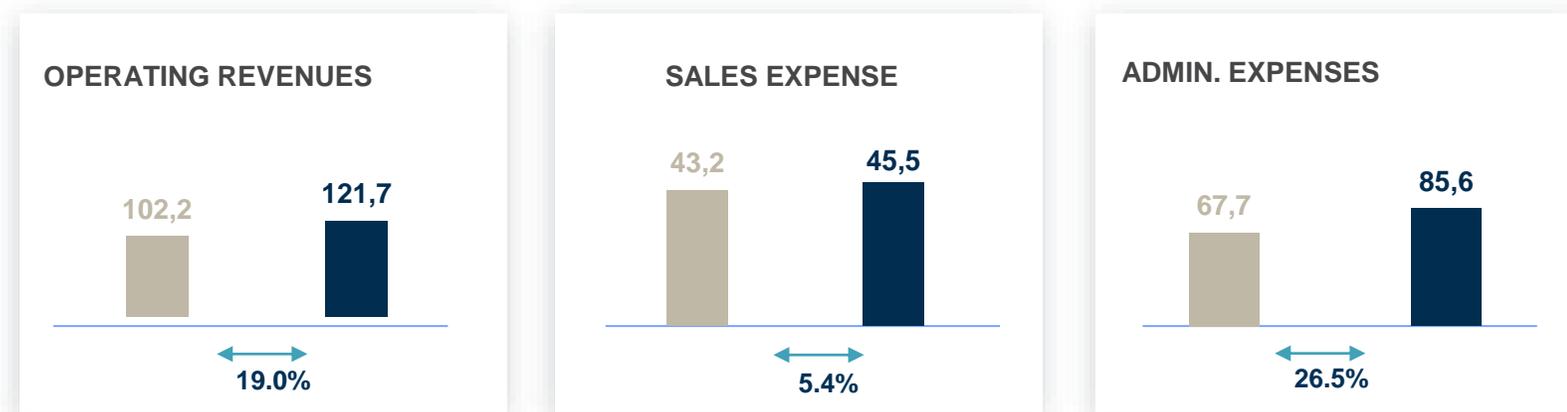
AUM SAVINGS AND INVESTMENT

USD 10.2 bn

AUM INVESTMENT MANAGEMENT

USD 10.5 bn

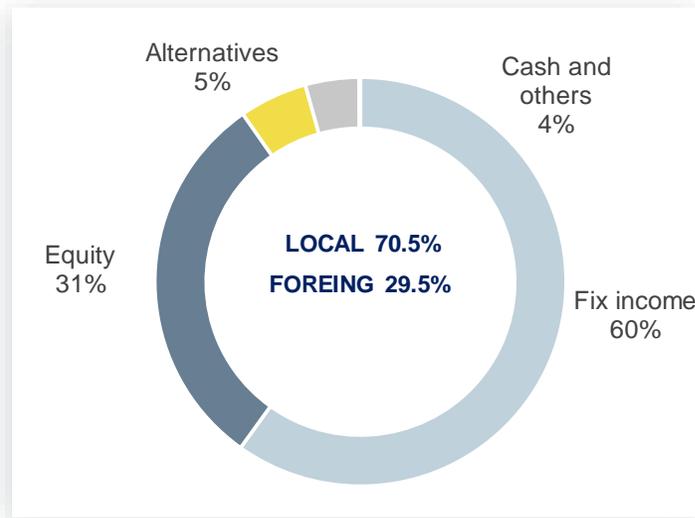
- **S&I:** better commercial productivity
 16 new investment products
- **IM:** launch of new funds
 6 alternative funds
 11 traditional funds



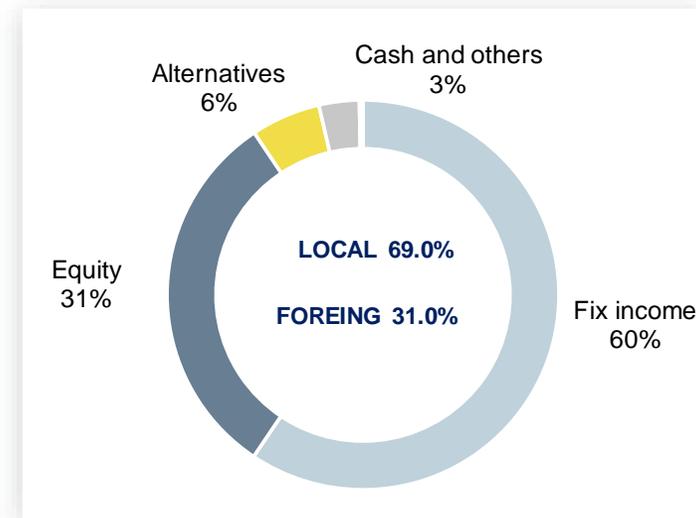
Figures in millions of USD.
 *% Evolutions in constant Exchange rates

PORTFOLIO SUITED TO REGULATORY AND MARKET PERFORMANCE

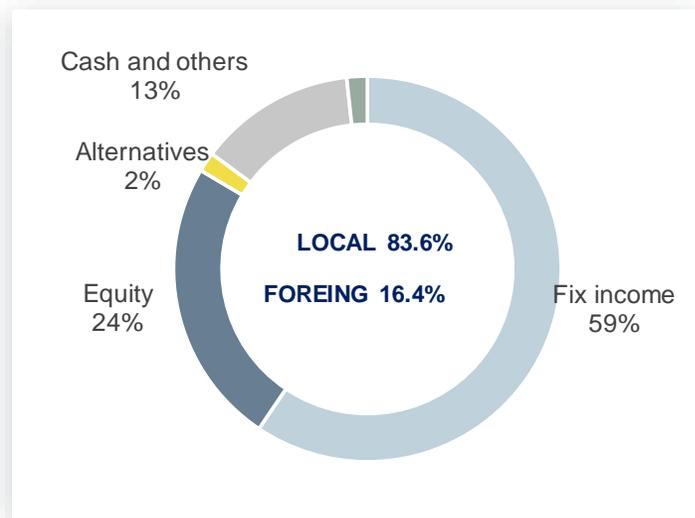
Total



Mandatory



Voluntary



Insurance and annuities

