

SURA ASSET MANAGEMENT

Corporate Presentation 4Q18

01 SURA Asset
Management

02 Financial
performance and
comercial figures

03 Annexes

SURA ASSET MANAGEMENT MAIN FIGURES



19.8

MILLION OF CLIENTS

USD **128.8** BILLIONS

ASSET UNDER MANAGEMENT

10.7 BILLONES

Unidad Investment Management

Market Share (AFP):
22.8%

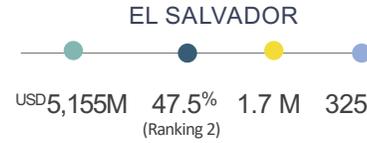
(Ranking 1)

8,568 EMPLOYEES

International
Investment grade:
Fitch **BBB+**
Moody's **Baa1**

6 COUNTRIES

USD **375.0**
EBITDA MILLIONS



Figures in million dollars, as of December 2018
Clients and AUM include Protección and Crecer, entities not consolidated by SURA AM

A COMPANY WITH SUPPORT OF THEIR SHAREHOLDERS



While the largest shareholder is Grupo Sura, we have two others shareholders, who have minority interest: Grupo Bolívar and CDPQ

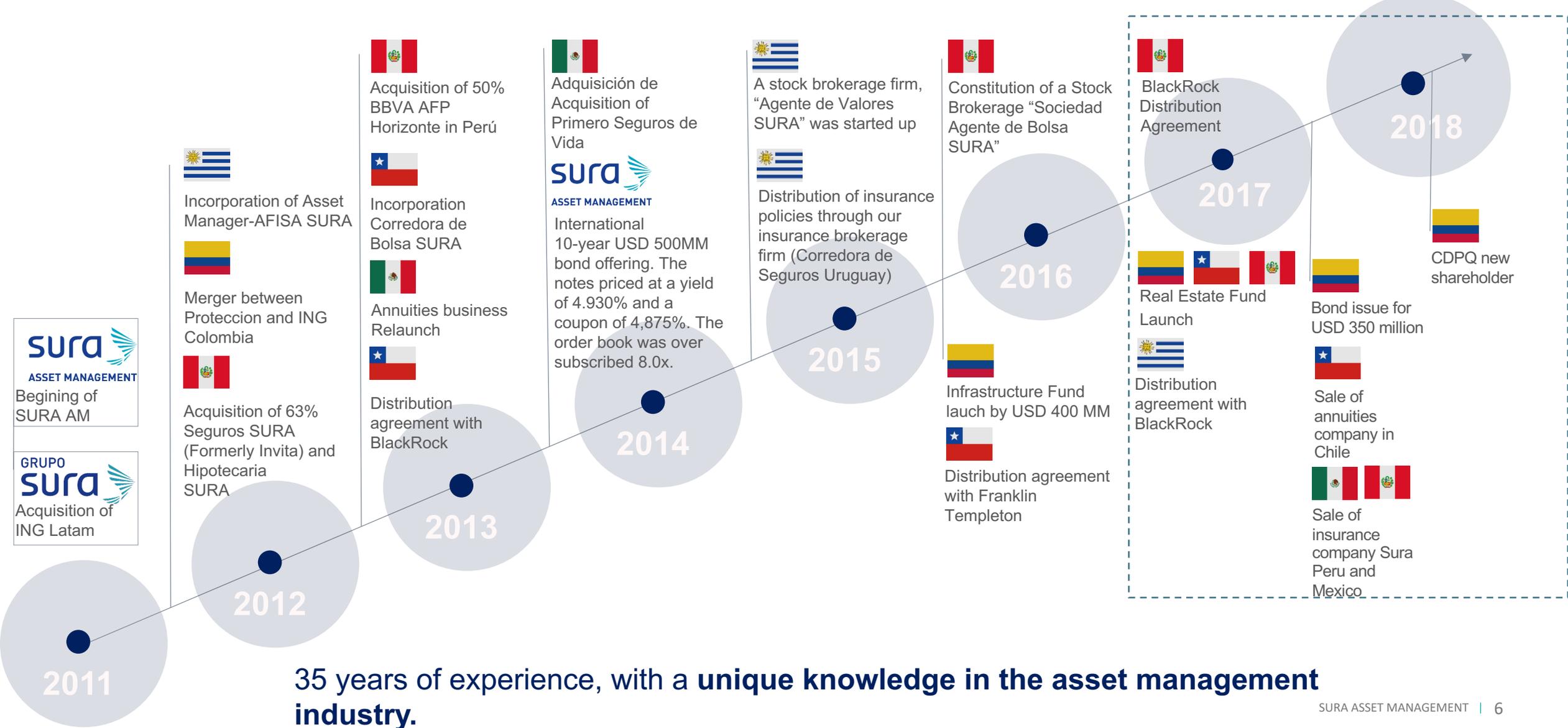
- 83.58% Grupo SURA
- 9.74% Grupo Bolívar
- 6.68% CDPQ

BACKED BY REPUTABLE SHAREHOLDERS

Support from Strong and Sophisticated Shareholders

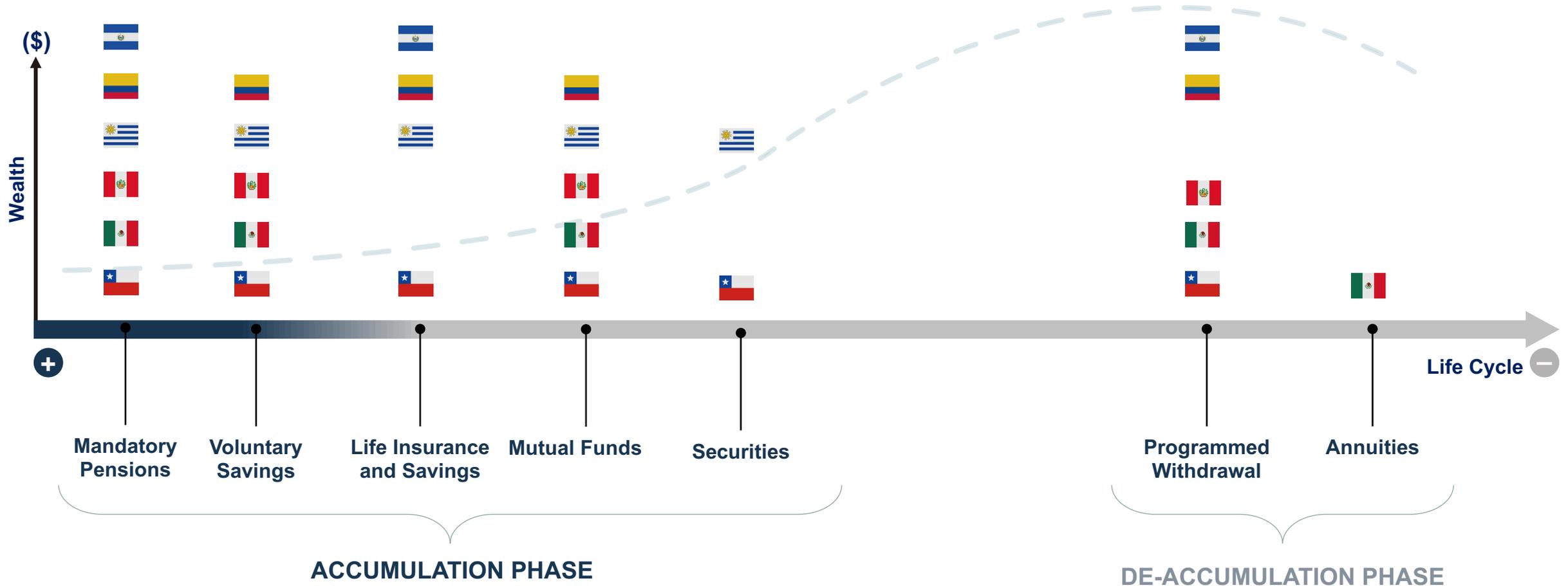
Company	Ownership	Overview				
	<p>83.58%</p> <p>Ownership: ⁽²⁾</p>	<p>Banking</p> <p></p> <p>46.4%</p> <ul style="list-style-type: none"> • Presence in 6 countries • Leading franchise in Colombia and Central America • #1 bank in Colombia and 9th most important bank in LatAm (by assets) 	<p>Financial Investments</p> <p>Insurance</p> <p></p> <p>81.1%</p> <ul style="list-style-type: none"> • Presence in 10 countries • Specialized in the insurance and risk management sectors 	<p>Pension Funds and AM</p> <p></p> <p>83.6%</p> <ul style="list-style-type: none"> • Presence in 6 countries • #1 in Pensions in Latam 	<p>Industrial Investments</p> <p>Cement Producer</p> <p></p> <p>35.7%</p> <ul style="list-style-type: none"> • Presence in 17 countries in Latin America • Majority owner of Cementos Argos (cement), Celsia (electricity generation) and Odinsa (road and airport concessions) 	<p>Food Conglomerate</p> <p></p> <p>35.7%</p> <ul style="list-style-type: none"> • Plants and distribution networks in 14 countries • Leader in the processed food industry in Colombia
<p>Local / Regional</p> 	<p>9.7%</p>	<ul style="list-style-type: none"> • Colombian investment group with significant experience in the financial sector 			<p>Banking</p> <p></p>	<p>Insurance</p> <p></p>
	<p>6.7 %</p>	<ul style="list-style-type: none"> • Second largest pension fund in Canada, CDPQ managed assets of \$308.3 billion invested in Canada and elsewhere. 				

EVOLUTION OF THE BUSINESS MODEL



35 years of experience, with a **unique knowledge in the asset management industry.**

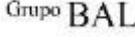
WE PROVIDE A COMPREHENSIVE SAVINGS PRODUCT PORTFOLIO DESIGNED TO COVER ALL LIFE CYCLE NEEDS...



We support our customers on achieving their dreams and goals with our complete product offering designed to cover their needs throughout their life cycle

UNDISPUTED LEADER IN STABLE MANDATORY PENSION BUSINESS

Over 2x Market Share of Next Competitor

Economic Group	Region						
	22.8%	19.2%	14.7%	38.6%	36.7%	17.8%	47.5%
	Ranking 1 st	Ranking 4 th	Ranking 3 rd	Ranking 1 st	Ranking 2 nd	Ranking 2 nd	Ranking 2 nd
	9.3%	24.9%	0.0%				
	10.9%	28.0%		4.6%			
	9.3%	19.0%	6.8%				
	7.4%		22.4%				
	6.8%				42.9%		
	5.9%		17.9%				
	4.3%			25.5%	12.8%		
	4.8%		14.7%				
Total AUM (USDBN)	516	192.7	170.0	45.5	81.6	15.5	10.9
Number of players		6	11	4	4	4	2

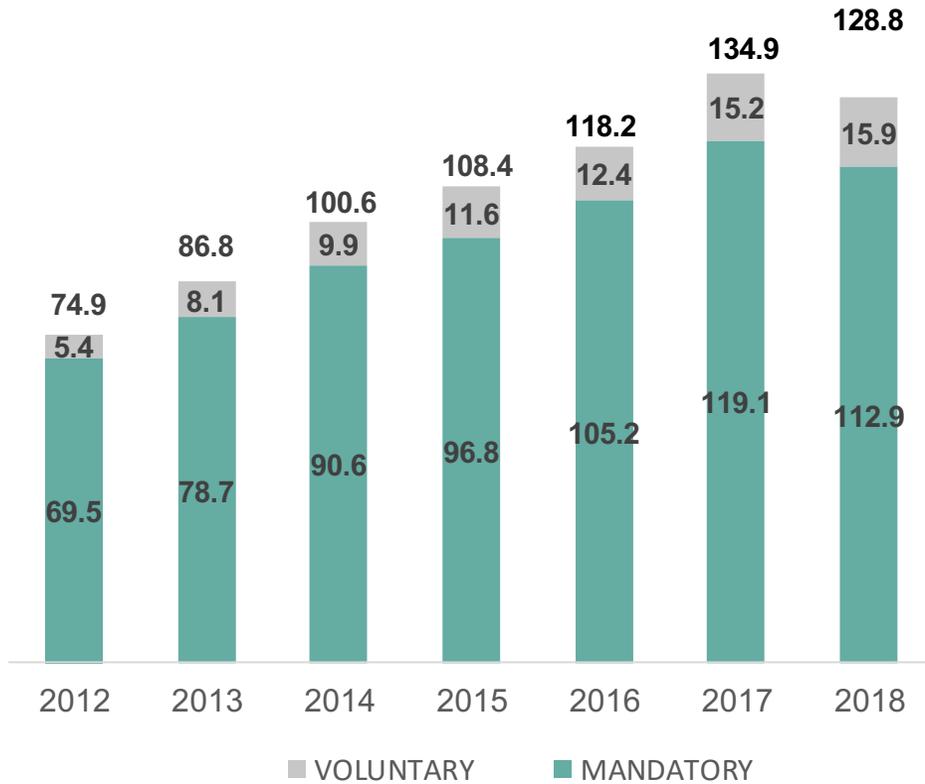
Figures as of december 2018

This information is removed from superintendency of each country, which includes only AFP'S AUM (Mandatory Pension, Voluntary Pension and Severance).

STRONG FINANCIAL PERFORMANCE

MAIN FIGURES

ASSETS UNDER MANAGEMENT



CAGR 2012 – 2018: 9.9%
MANDATORY 8.8% | WM-LI&A 20.6%
Figures in billion dollars

CLIENTS



CAGR 2012 – 2018: 4.0%
MANDATORY 1.4% | WM-LI&A 20.1%
Figures in million dollars

() PROTECTION'S AND AFP CRECER AUM are included, while SURA Asset Management has no control over AFP PROTECTION (and therefore indirectly AFP CRECER), data from both companies are included only for information purposes, because SURA Asset Management has a significant equity stake in these.*



OUR PURPOSE

We accompany our clients to achieve their dreams

STRATEGIC GUIDELINES

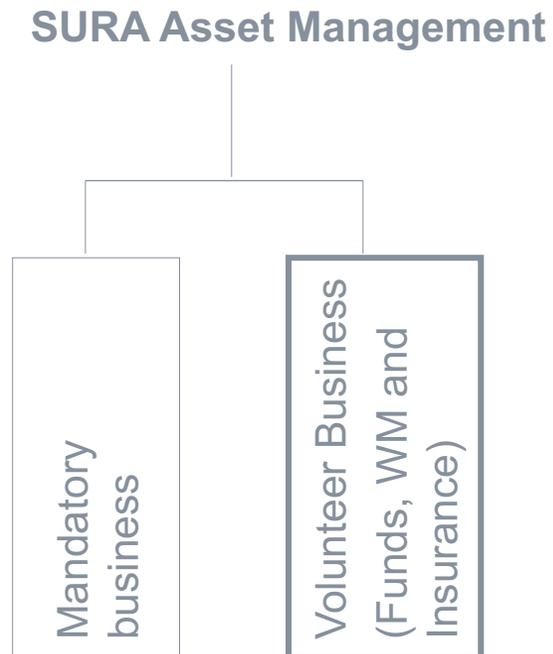
- » Our client in the **center of our strategy**
- » **Core guidelines for the development of our businesses**
- » Capacity development through transversal **enabling strategy guidelines**

EVOLUTION OF THE BUSINESS MODEL

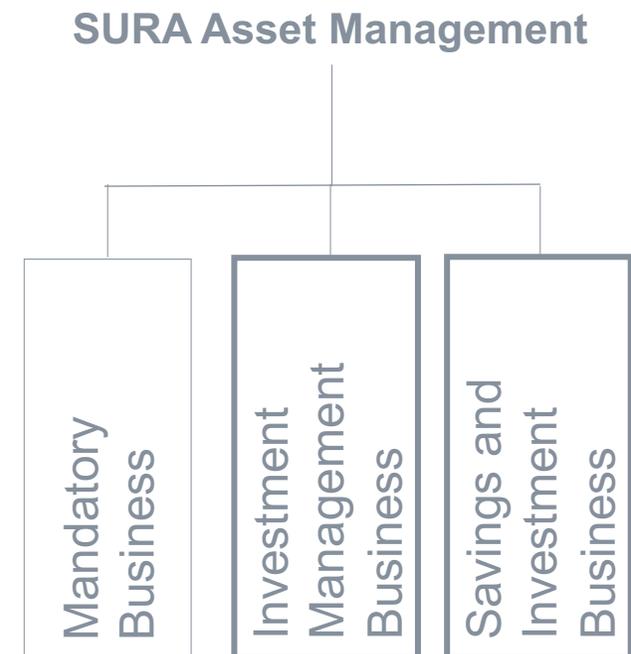
2011 - 2012



2013 - 2016



2017 to the future



EVOLUTION OF THE BUSINESS MODEL



INDIVIDUAL CLIENT



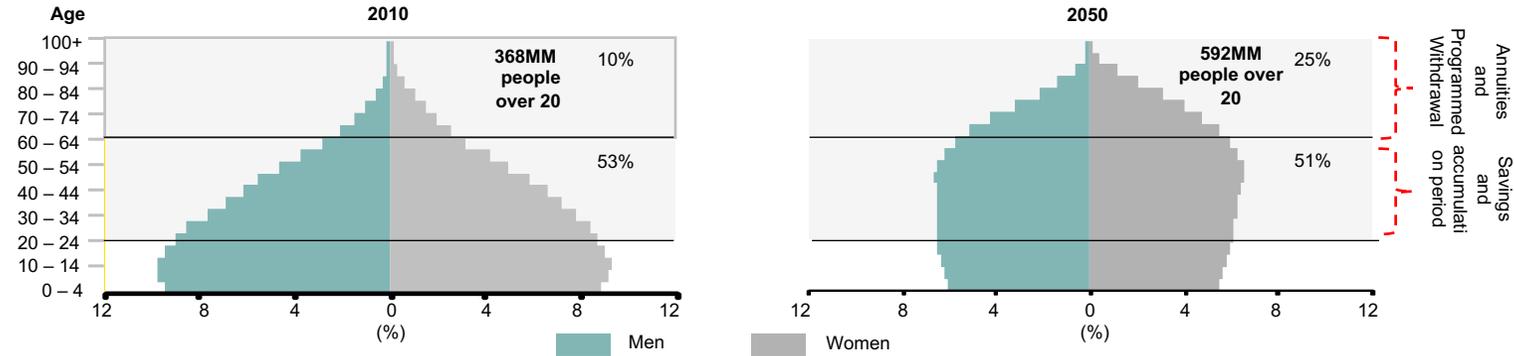
INSTITUTIONAL CLIENT

MANDATORY	SAVINGS AND INVESTMENT	INVESTMENT MANAGEMENT
<ul style="list-style-type: none">» Mandatory pension» Severance	<ul style="list-style-type: none">» Voluntary Pensions» Distribution of own Mutual Funds and open architecture» Unit linked» Insurance distribution» Sales and trading	<ul style="list-style-type: none">» Management of investment portfolios (Mandates and Funds)» Creation of products and services

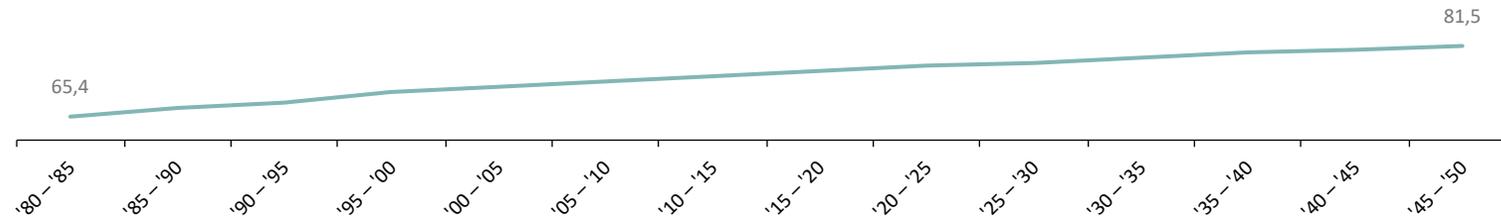
STRONG GROWTH POTENTIAL GIVEN FAVORABLE DEMOGRAPHICS

Strong Share of Population in Savings and Accumulations Age Poised to Bolster AUM

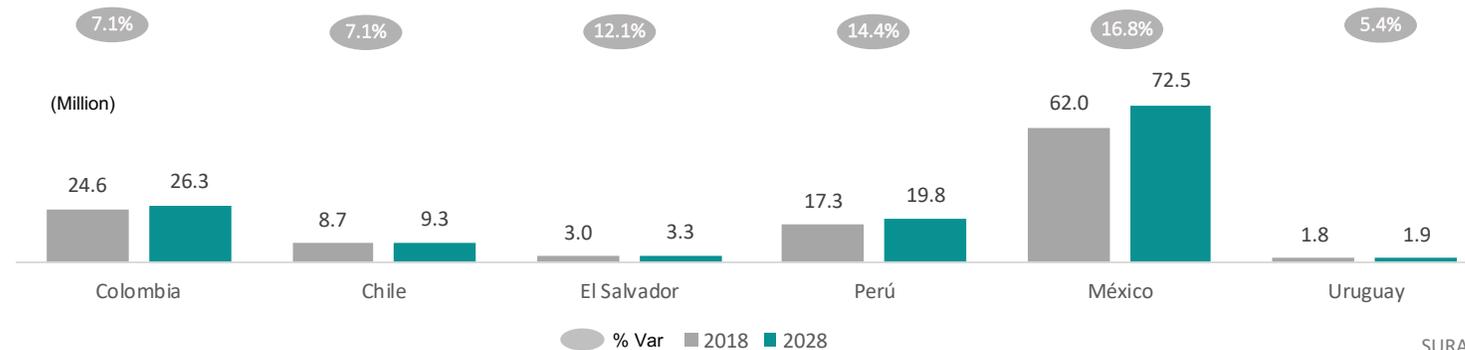
Attractive Demographics in a Fast Growing Market⁽¹⁾



Growing Life Expectancy in LatAm⁽¹⁾



Growing Economically Active Population

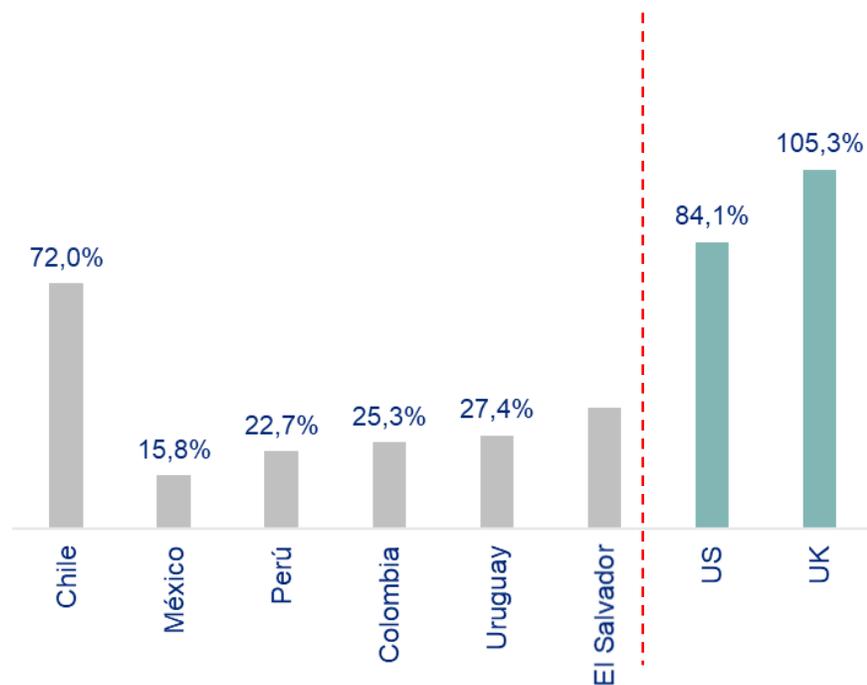


Source: ECLAC and Economist Intelligence Unit.
 (1) Population distribution for Latin America as reported by ECLAC.

FINANCIAL SERVICES PENETRATION

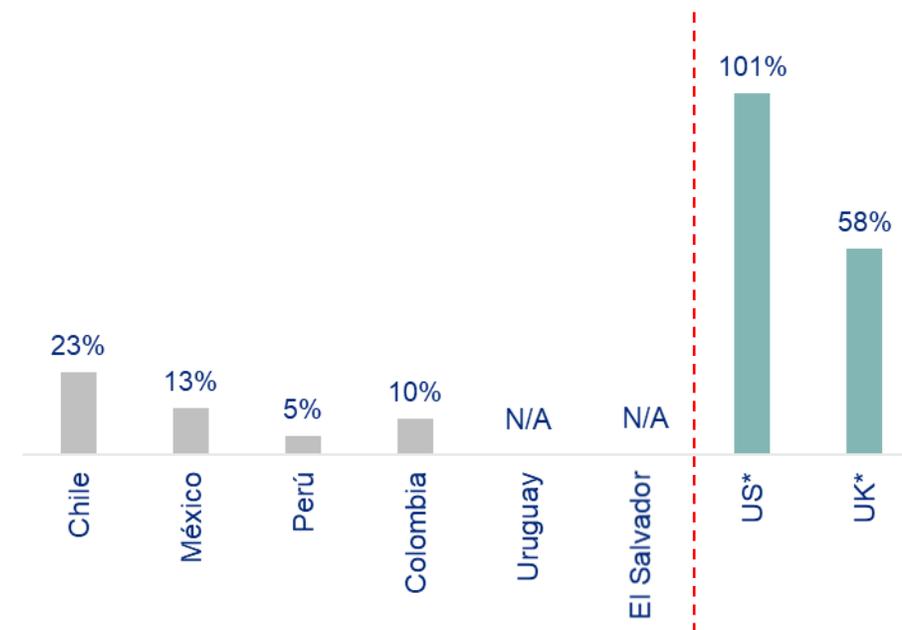
Low Penetration of Financial Services in LatAm Result in a Growing Opportunity in the Mandatory Pension and Savings Industries

2017 % GDP – PENSIONS

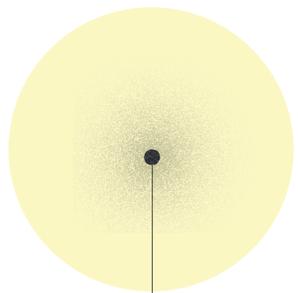


Source: OECD
Market penetration = AUM / GDP.

Sep 2017 % GDP – MUTUAL FUNDS ⁽¹⁾

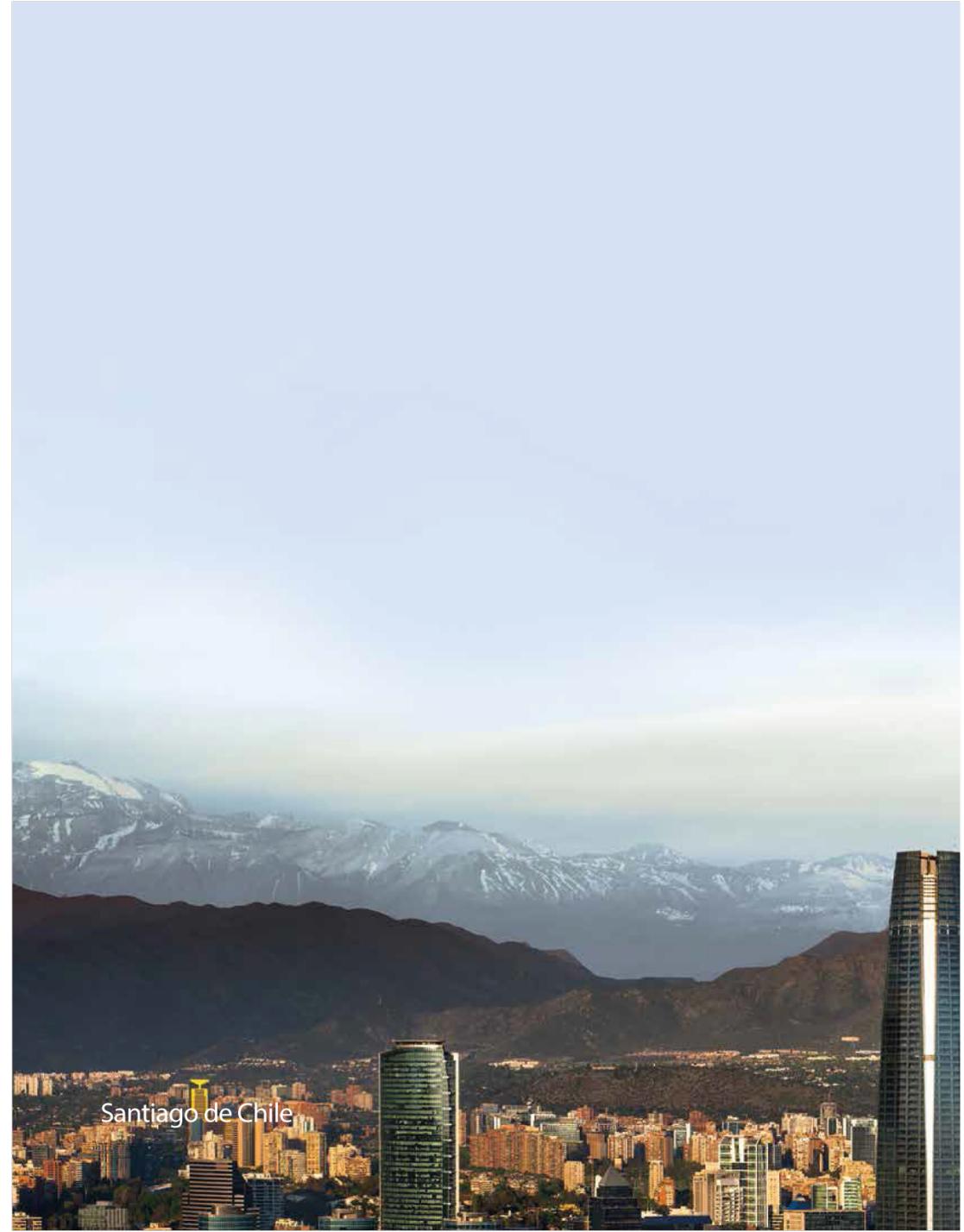


Source: FIAFIN, World Bank. * 2016
Market penetration = AUM / GDP.



FINANCIAL PERFORMANCE AND COMERCIAL FIGURES

Santiago de Chile



STATEMENT OF FINANCIAL POSITION CONSOLIDATED



Figures in million dollars

ASSETS

	DEC 18	DEC 17	%Var
Financial assets	3,275.0	5,073.7	-35.5%
Goodwill and intangible assets	2,071.6	2,271.8	-8.8%
Investments in related companies	355.5	387.3	-8.2%
Investments properties	32.5	328.8	-90.1%
Cash and cash equivalents	175.7	98.0	79.3%
Deferred acquisition cost (DAC)	170.2	187.5	-9.2%
Deferred tax asset	17.4	20.4	-14.5%
Current tax	34.8	29.2	19.0%
Non current Asset available for sale	1,703.5	90.4	
Other assets	64.9	75.3	-13.8%
Total asset	7,901.1	8,562.4	-7.7%

LIABILITIES AND SHAREHOLDERS' EQUITY

	DEC 18	DEC 17	%Var
Technical reserves-Insurance contracts	1,940.0	3,606.5	-46.2%
Financial Obligations and bonds	1,046.1	1,036.6	0.9%
Financial liability for hedging	14.1	17.0	-16.9%
Deferred tax liabilities	337.6	432.9	-22.0%
Current tax	48.9	53.1	-7.9%
Accounts payable	129.1	146.1	-11.7%
Other liabilities	76.8	78.6	-2.3%
Non Current Liabilities available for sale	1,499.1	0.0	0.0%
Total Liabilities	5,091.7	5,370.7	-5.2%
Shareholders' equity	2,809.4	3,114.7	-9.8%

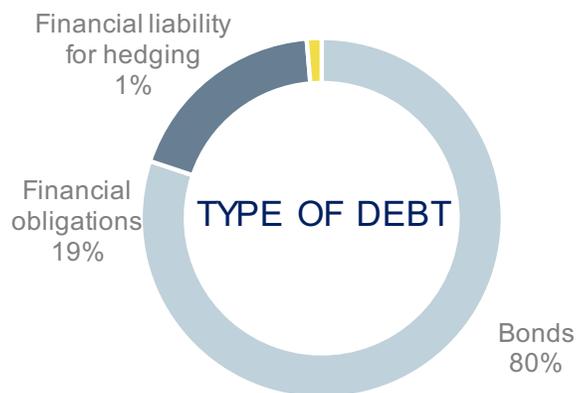
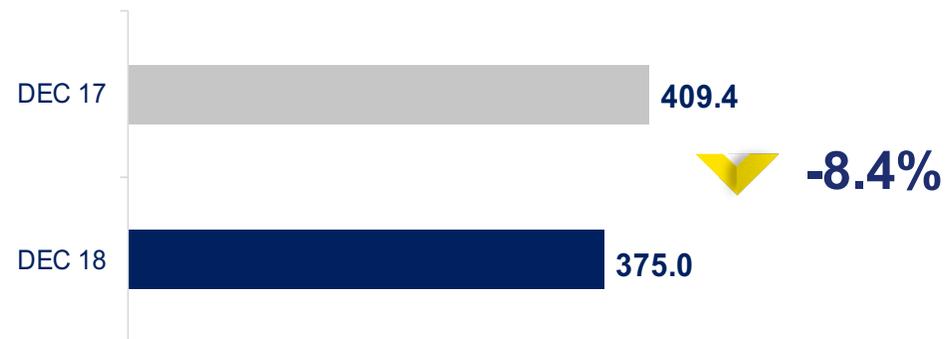
STATEMENT OF FINANCIAL POSITION

DEBT

DEBT



EBITDA - YTD



2.8x | 2.4x

DEBT / EBITDA LTM
(GROSS | NET)

5.6x

EBITDA YTD / INTEREST

6.4% | 5.7% | 6.3%

COST OF DEBT
(USD with hedge | COP | Total)

SURA ASSET MANAGEMENT

CONSOLIDATED INCOME STATEMENT

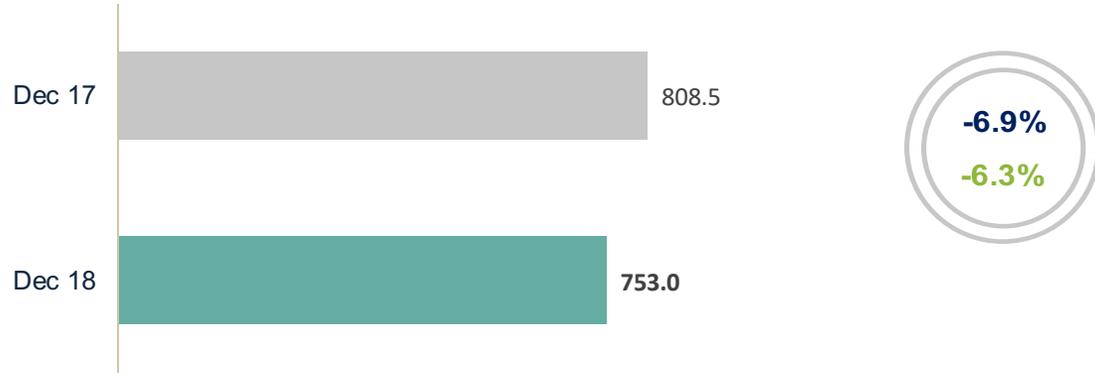


	DEC 18	DEC 17	% Var	%Var Excl - Forex effects
Fee and commission income	706.6	667.8	5.8%	6.6%
Investment income	5.5	5.3	4.9%	5.6%
Gains and losses at fair value	(5.2)	4.7	-210.0%	-209.1%
"Encaje" return	4.7	69.2	-93.1%	-93.1%
Income (Expense) of Equity Method	36.0	58.6	-38.6%	-38.6%
Other operating revenue	5.3	3.0	75.1%	77.3%
Operative revenues for pension funds administration	753.0	808.5	-6.9%	-6.3%
Gross premiums	374.2	443.0	-15.5%	-15.9%
Premiums ceded to reinsurers	(15.7)	(10.5)	49.2%	47.7%
Net Premiums	358.6	432.5	-17.1%	-17.4%
Proceeds from investments backing reserves	102.2	103.1	-0.9%	-0.2%
Gains and losses at fair value backing reserves	5.7	29.1	-80.6%	-80.8%
Claims	(296.2)	(294.3)	0.6%	-0.1%
Movement in premium reserves	(118.1)	(219.4)	-46.2%	-46.0%
Insurance Margin	52.2	51.0	2.3%	2.1%
Gastos operacionales de ventas	(145.1)	(140.2)	3.5%	3.8%
Costos de Adquisición Diferidos -DAC	(5.7)	(2.6)	113.8%	125.9%
Operating and administrative expenses	(378.1)	(360.1)	5.0%	5.6%
Wealth tax	(0.1)	(7.5)	-98.2%	-98.2%
Total operating expenses	(529.0)	(510.5)	3.6%	4.2%
Operating income	276.2	349.1	-20.9%	-20.4%
Financial income	16.2	11.2	44.7%	45.6%
Financial expense	(66.9)	(61.9)	8.2%	8.3%
Income (expense) financial derivatives	(7.6)	7.4	-202.6%	-202.8%
Income (Expense) on exchange differences	11.8	(21.6)	-154.9%	-154.8%
Net earnings before income tax	229.7	284.3	-19.2%	-18.5%
Income tax	(83.5)	(122.7)	-31.9%	-31.4%
Profit for the year from continuing operations	146.2	161.6	-9.5%	-8.7%
Profit for the year from discontinued operations	(47.8)	46.9	-201.9%	-201.9%
Net earnings for the year	98.5	208.5	-52.8%	-52.4%

SURA ASSET MANAGEMENT CONSOLIDATED FIGURES



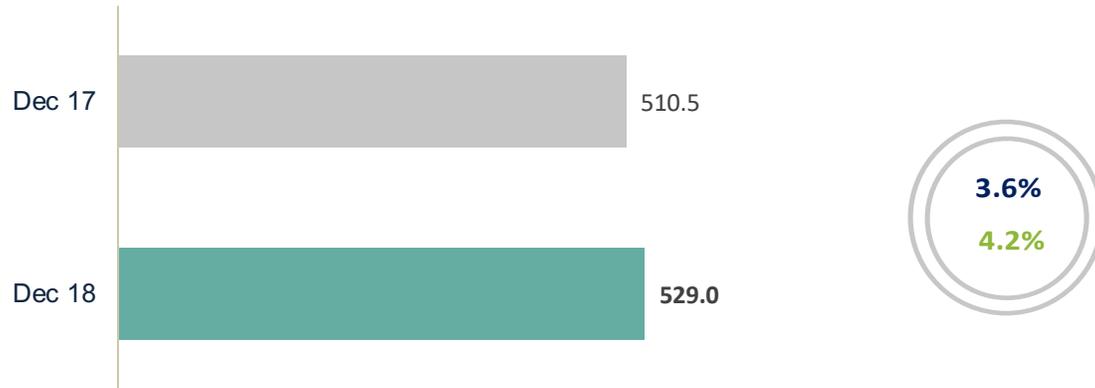
OPERATIVE INCOME FOR PENSION FUNDS ADMINISTRATION



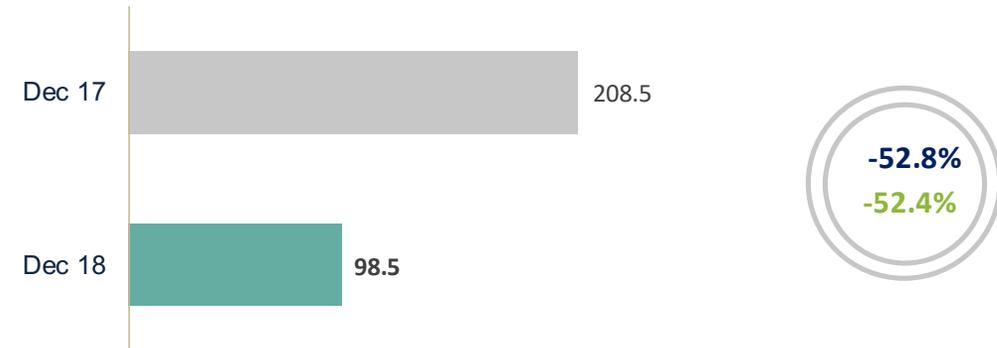
INSURANCE MARGIN



OPERATING EXPENSE



NET INCOME



SEGMENTS MAIN FIGURES

MANDATORY

	Dec 18	Dec 17	%Var	%Var Excl - Forex effects
Fee and commission income	629	597	5.3%	6.1%
"Encaje" return	5	69	-93.4%	-93.4%
Income (Expense) of Equity Method	31	55	-44.6%	-44.6%
Operative income for pension funds administra	666	722	-7.8%	-7.2%
Total operating expenses	(313)	(299)	4.5%	5.3%
Operating income	353	423	-16.5%	-16.0%
Income tax	(90)	(100)	-10.0%	-9.3%
Net earnings for the year	271	325	-16.6%	-16.1%

UIM

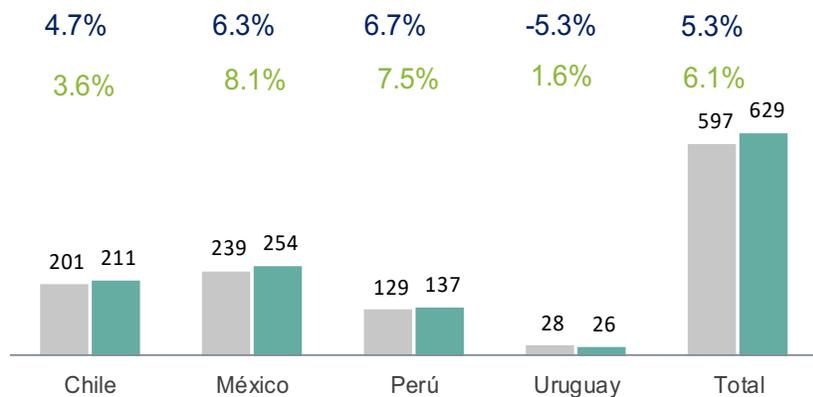
	Dec 18	Dec 17	%Var	%Var Excl - Forex effects
Fee and commission income	58.5	53.1	10.2%	10.5%
Income (Expense) of Equity Method	0.4	0.4	3.1%	3.3%
Insurance Margin	-	-		
Total operating expenses	(48)	(42)	0	0
Operating income	11.6	13.0	-10.7%	-12.1%
Income tax	0.5	0.2	143.2%	183.8%
Net earnings for the year	12.3	13.4	-7.8%	-9.1%

SAVINGS AND INVESTMENT

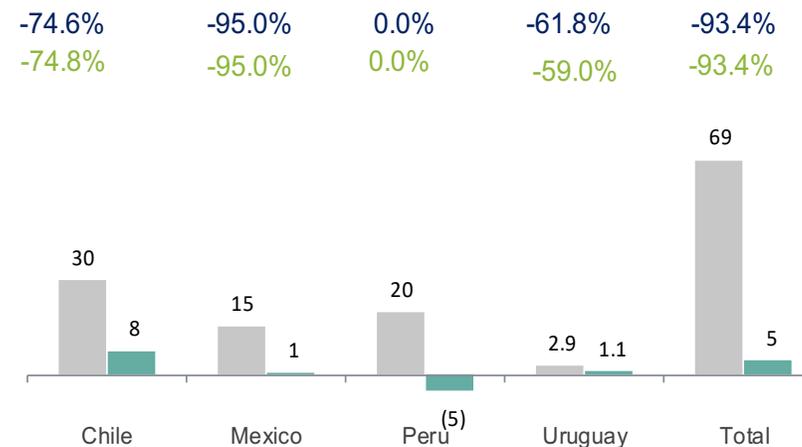
	Dec 18	Dec 17	%Var	%Var Excl - Forex effects
Fee and commission income	19.5	17.6	11.3%	11.3%
Income (Expense) of Equity Method	5.0	3.0	69.6%	69.9%
Insurance Margin	23.3	22.1	5.4%	4.3%
Total operating expenses	(70)	(69)	0	0
Operating income	(21.5)	(25.3)	-14.8%	-14.5%
Income tax	(2.0)	(0.7)	202.2%	201.2%
Net earnings for the year	(23.6)	(25.7)	-8.3%	-8.1%

MANDATORY MAIN FIGURES

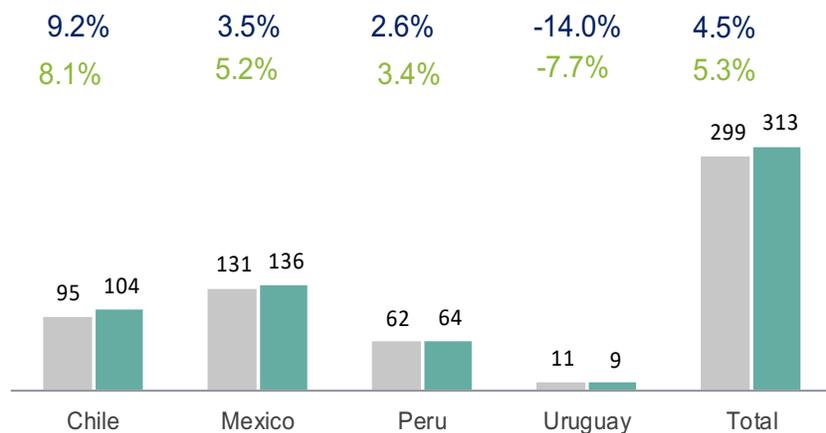
FEE AND COMMISSION INCOME



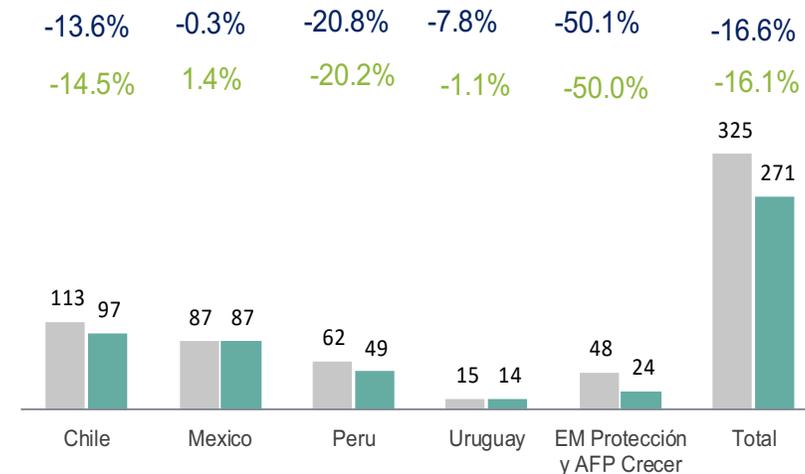
“ENCAJE” RETURN



OPERATIVE EXPENSES

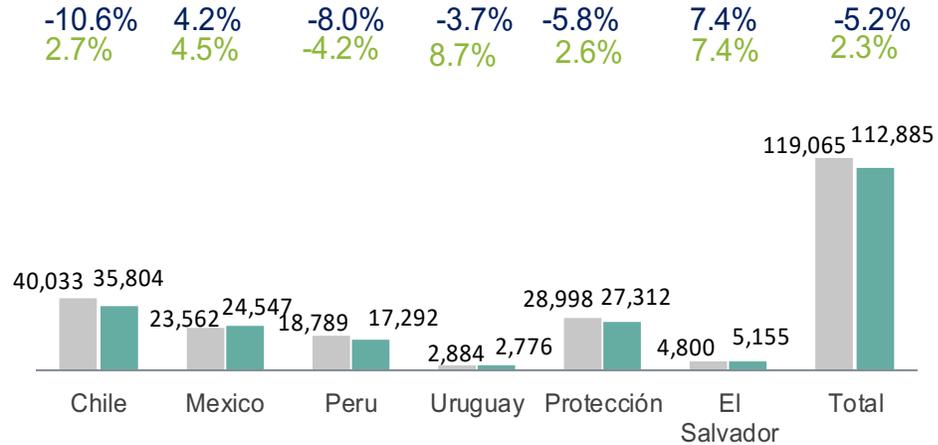


NET INCOME

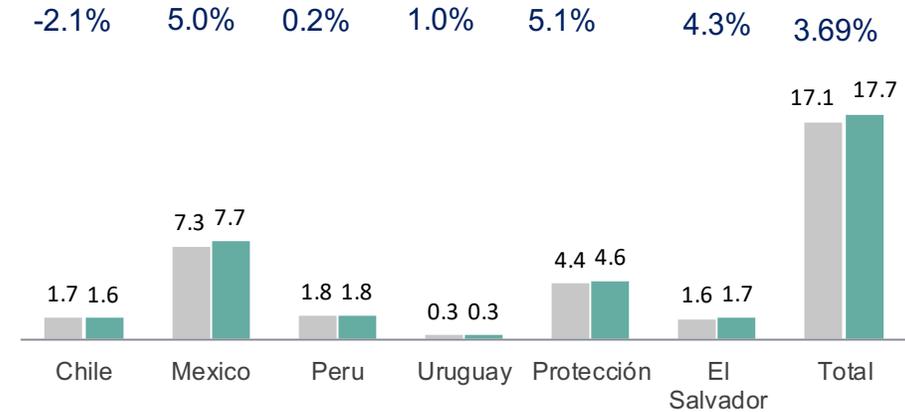


MANDATORY COMMERCIAL FIGURES

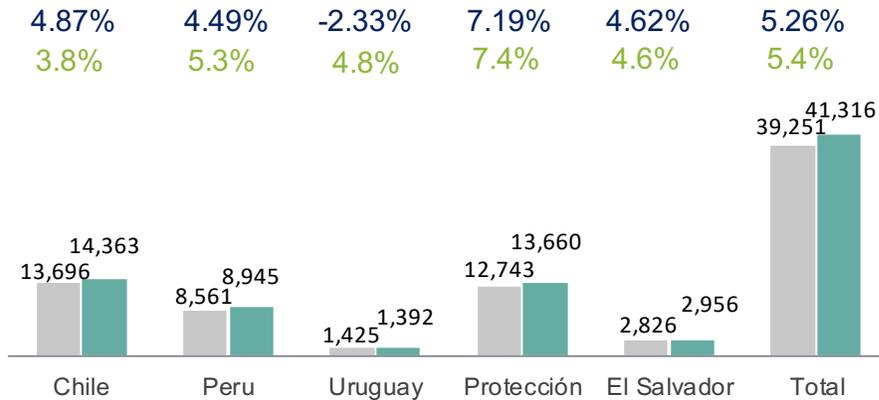
ASSET UNDER MANAGEMENT



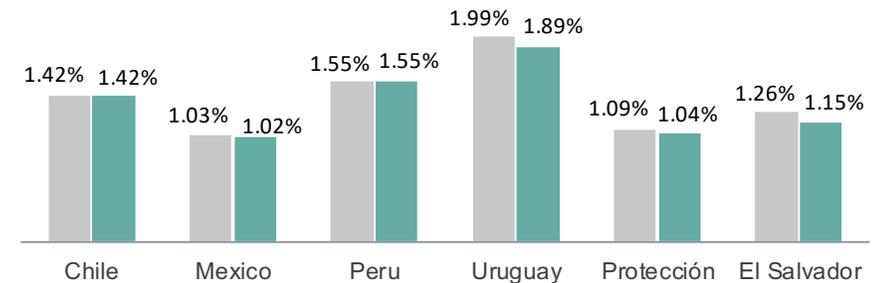
AFFILIATES (MILLION)

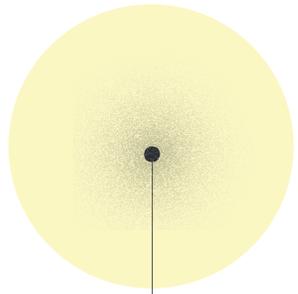


SALARY BASE



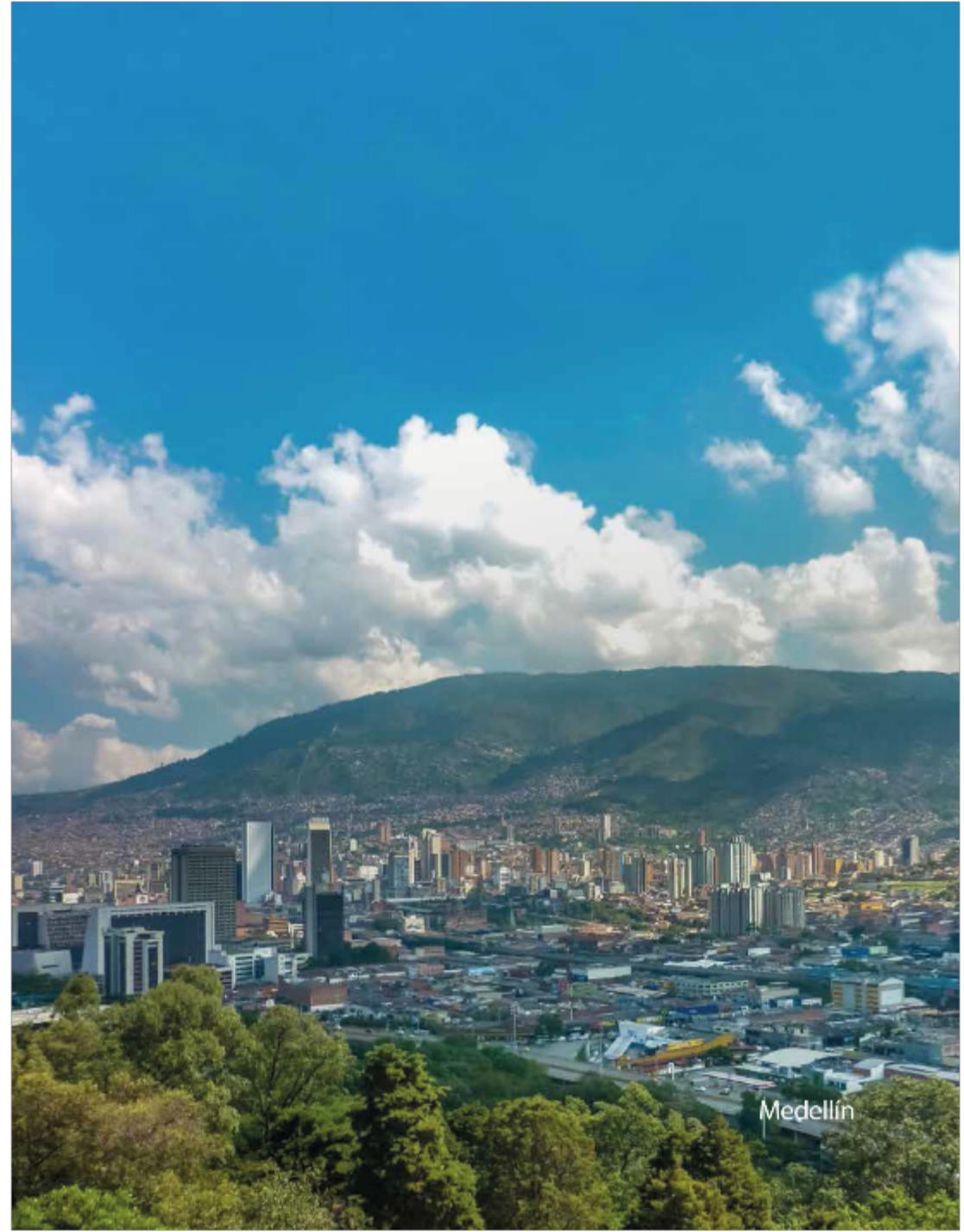
FEE





ANNEXES

Santiago de Chile



Medellín

SURA ASSET MANAGEMENT

RECURRING INCOME AND EBITDA



RECURRING INCOME	DEC 18	DEC 17	% Var	%Var Excl - Forex effects
Net Income without non-recurring items	167.9	148.2	13.2%	163.7%
Utilidad discontinua	0.6	39.4		
Non-Recuerrent Items	(0.1)	(2.0)	(0.9)	0.0%
Wealth tax	(0.1)	(7.6)	-98%	-98.2%
Wealth tax impact in Protección's equity method		(1.7)	-100%	-100.0%
Tax benefit AFP Capital				
Provisión COFECE México Misys		(14.5)		
Net Income without non-recurring items	168.2	161.8	4.0%	130.3%
Non-Cash Items				
Intangible asset amortization (ING and Invita)	(18.1)	(19.7)	-8.0%	-48.9%
Deferred tax intangible asset (ING and Invita)	5.0	5.5	-8.6%	-49.0%
Intangible asset amortization (Horizonte)	(3.5)	(3.5)	0.9%	0.9%
Deferred tax intangible asset (Horizonte)	1.0	1.0	0.9%	0.9%
Income (expense) exchange difference	10.4	(22.4)	-146.6%	-148.4%
Income (expense) financial derivatives	(7.8)	10.8	-171.7%	-204.9%
Net Income after non-recurring and non-cash items	181.2	190.2	-4.7%	57.0%
Encaje "return"	6.5	45.9	-85.8%	-90.5%
Net Income after non-recurring and non-cash items-without encaje "return"	174.7	144.2	21.1%	275.2%

EBITDA	DEC 18	DEC 17	% Var	%Var Excl - Forex effects
Underlying Result Before minority interest	309.6	349.1	-11.3%	379.9%
+Depreciation and amortization	65.3	63.0	3.6%	313.7%
Consolidated EBITDA	375.0	412.1	-9.0%	186.3%
EBITDA without "Encaje"	6.5	45.9	-85.8%	493.4%
Margin Ebitda without " Encaje"	2.1%	22.7%	-90.7%	

SURA ASSET MANAGEMENT

CONSOLIDATED STATEMENT OF FINANCIAL POSITION



	DEC 18	DEC 17	Var%		DEC 18	DEC 17	Var%
ASSETS				LIABILITIES			
Financial assets	3,081.3	4,909.9	-37.2%	Technical reserves	1,940.0	3,606.5	-46.2%
Goodwill	1,289.6	1,398.9	-7.8%	Bonds	849.6	848.2	0.2%
Other intangible assets	782.0	872.9	-10.4%	Financial obligations	196.5	188.3	4.3%
Investments in associates	355.5	387.3	-8.2%	Financial liability for hedging	14.1	17.0	-16.9%
Investment properties	32.5	328.8	-90.1%	Deferred tax liabilities	337.6	432.9	-22.0%
Accounts receivable	141.5	142.5	-0.7%	Current tax liabilities	48.9	53.1	-7.9%
Deferred acquisition costs (DAC)	170.2	187.5	-9.2%	Accounts payable	129.1	146.1	-11.7%
Cash and Cash equivalents	175.7	98.0	79.3%	Employee benefits	45.8	45.2	1.4%
Deferred tax assets	17.4	20.4	-14.5%	Deferred income liabilities (DIL)	18.3	19.8	-7.7%
Current tax	34.8	29.2	19.0%	Provisions	12.3	12.2	1.2%
Fixed assets	44.1	51.9	-15.1%	Other liabilities	0.3	1.4	-75.1%
Financial asset for hedging	52.2	21.3	145.6%	Liabilities of a disposal group classified as held fo	1,499.1	77.0	
Activos por contratos de reaseguros	7.1	6.3	13.3%	TOTAL LIABILITIES	5,091.7	5,447.7	-6.5%
Others	13.7	17.1	-20.0%				
Non Current Assets held for sale	1,703.5	90.4		SHAREHOLDERS' EQUITY			
TOTAL ASSETS	7,901.1	8,562.4	-7.7%	Subscribed and paid-in capital	1.4	1.4	0.0%
				Share premium	3,607.7	3,607.7	0.0%
				Other capital reserves	187.7	135.0	39.0%
				Other comprehensive income	(4.4)	15.3	-128.9%
				Net income from the year	98.2	208.1	-52.8%
				Translation differences	(1,083.9)	(855.9)	26.6%
				Total controlling interest	2,806.6	3,111.6	-9.8%
				Non-controlling interest	2.7	3.1	-11.7%
					-		
				TOTAL EQUITY	2,809.4	3,115	-9.8%
				TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	7,901.1	8,562.4	-7.7%

Figures in million dollars