

SURA Asset Management Corporate Presentation

Q1-2020

Disclaimer

The forward-looking statements contained herein are based on Management's current forecasts and outlook.

For better illustration and decision-making, figures for SURA Asset Management and its subsidiaries are administrative rather than accountant, and therefore may differ from those presented to official entities. Thus, SURA Asset Management assumes no obligation to update or correct the information contained in this presentation.

Q1-2020 RESULTS

SURA AM: RESILIENT GROWTH IN COMMISSION INCOME

Mitigated by encaje returns and its effect on the equity method

◆ **TOTAL CLIENTS**

20.5 million
▲ 3.7%

◆ **INSTITUTIONAL CLIENTS**

304

◆ **NET INCOME BEFORE DISC OP.**

USD
-36.7 million
▲ NA

◆ **EMPLOYEES**

9,189

◆ **PRODUCTS**

+482
Solutions and products for our clients
187 funds
295 mandates

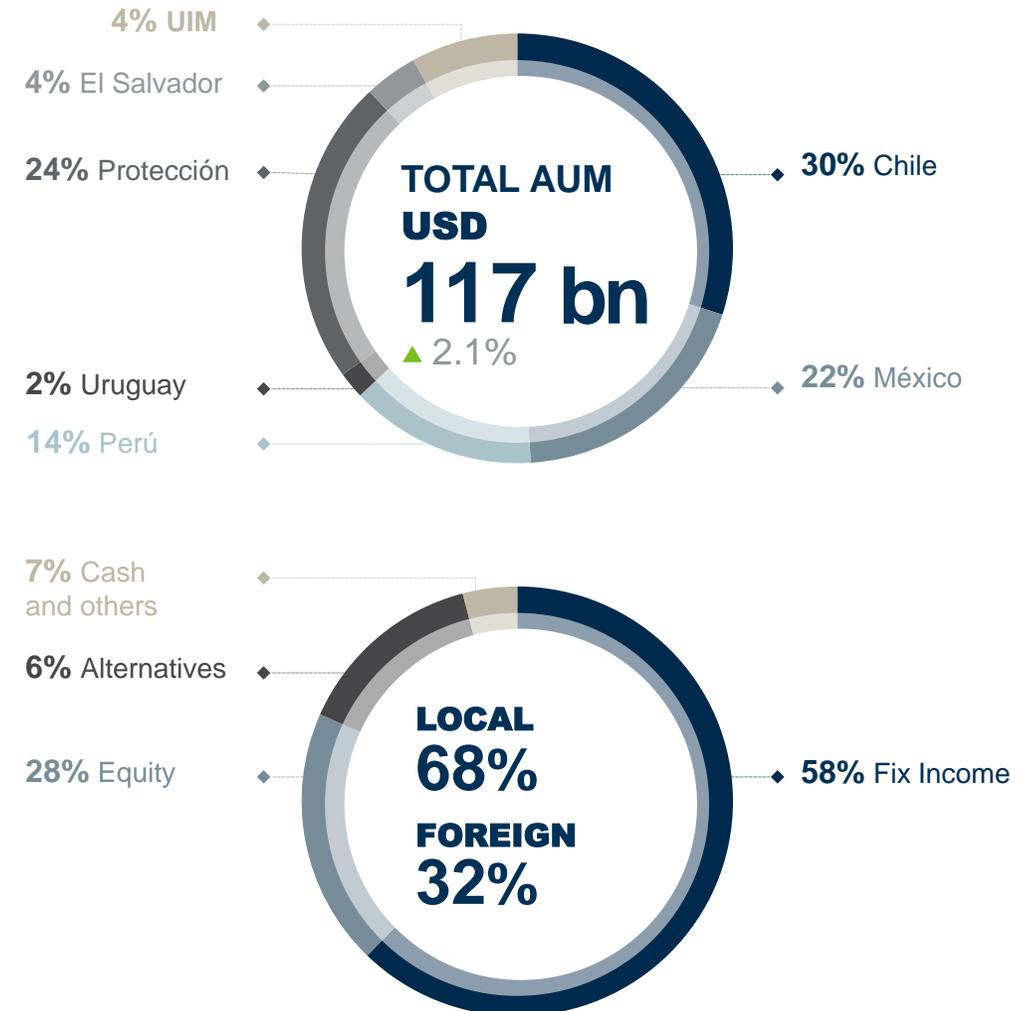
◆ **MANDATORY**

AUM	Revenues
▲ 2.4%	▼ -71.7%
Op. Income	
▲ NA	

◆ **VOLUNTARY**

AUM	Revenues
▲ 0.3%	▲ 4.0%
Op. Income	
▲ 90.0%	

% Evolutions in constant Exchange rates



*Institutional clients and Products as of December 2019

RESILIENT GROWTH IN COMMISSION INCOME

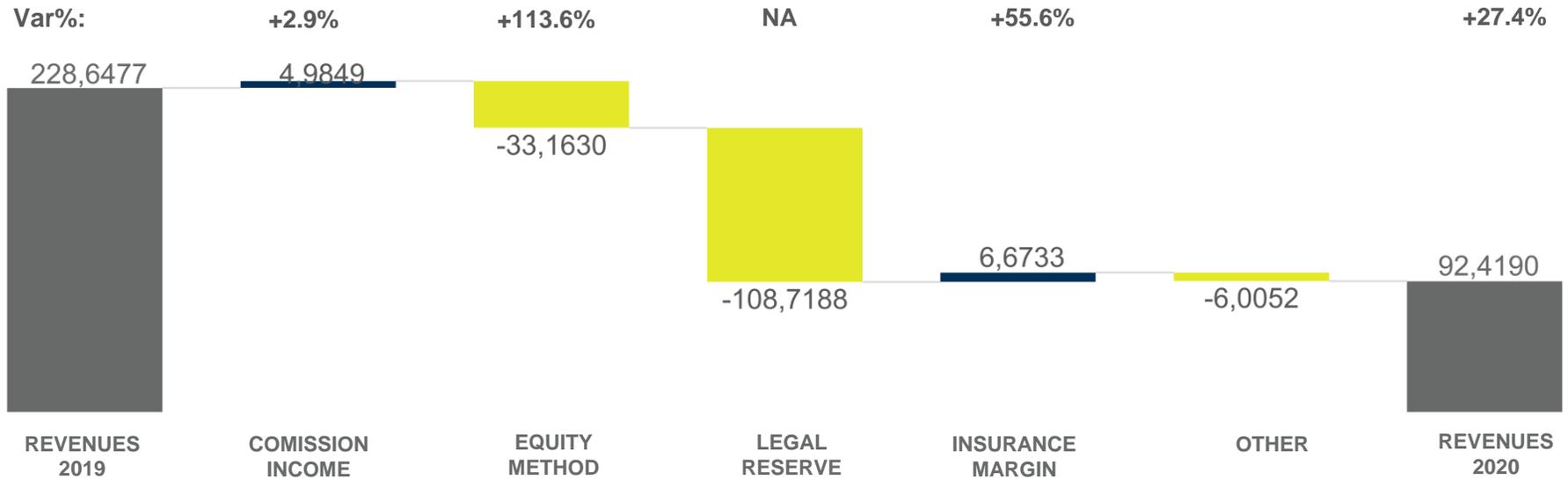
Mitigated by encaje returns and its effect on the equity method

OPERATING REVENUES + INSURANCE MARGIN

92.4
Million USD

-136.2 M

▼ -59.6%

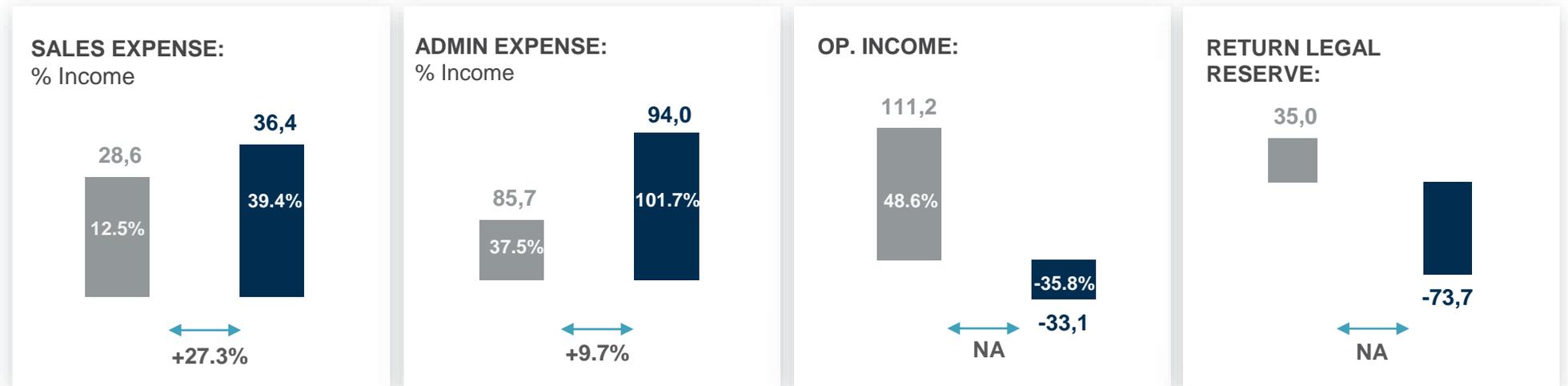


OPERATING EXPENSES

125.5
Million USD

-8.1 M

▲ 6.9%



MANDATORY PENSION: RETURN ON LEGAL RESERVE AND PRESSURE ON LOWER FEES IMPACT REVENUES

OPERATING REVENUES

USD 54.8 MM

▼ -71.7%

OPERATING INCOME

WITH LEGAL RESERVE

USD -22.8 MM

▲ NA

WITHOUT LEGAL RESERVE

USD 49.5 MM

▼ -43.8%

AUM

USD 102.9 bn

▲ 2.4%

◆ MÉXICO

▲ 6.9%

◆ CHILE

▲ 2.6%

SALARY BASE

◆ COLOMBIA

6.7%

◆ CHILE

▲ 5.6%

◆ URUGUAY

▲ 6.3%

COMMISSION INCOME

140,7

142,4

↔
+1.3%

INCOME LEGAL RESERVE

34,5

-72,3

↔
NA

SALES EXPENSE

18,8

26,5

↔
+41.2%

ADMIN. EXPENSE

49,2

55,8

↔
+13.3%

VOLUNTARY SEGMENT WITH REVENUES GROWTH DUE TO THE EXPANSION OF CLIENTS AND AUM

OPERATING REVENUES

USD 26.1 bn

▲ 4.0%

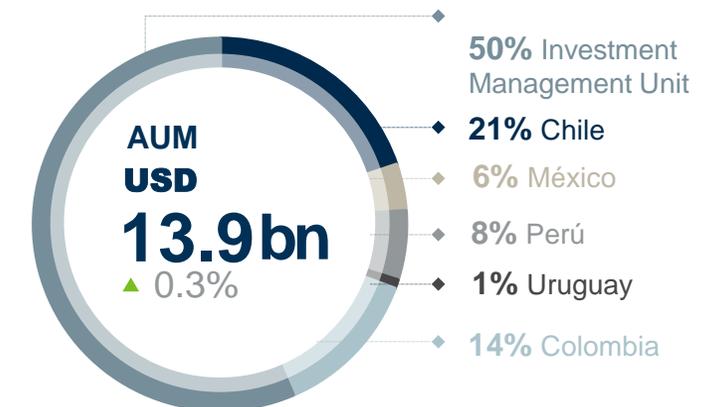
AUM SAVINGS AND INVESTMENT

USD 8.7 bn

AUM INVESTMENT MANAGEMENT

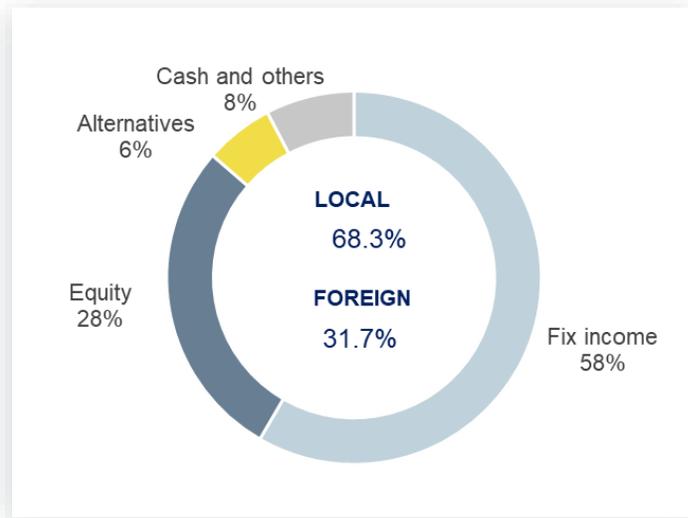
USD 8.7 bn

- Operating revenues increasing 19,1% in the quarter, due to an increase of 12.2% in the number of clients and an expansion in the AUM.
- The AUM performance is explained by an increase in the AUM of the Saving and Investment business, which reflects a positive commercial Management.

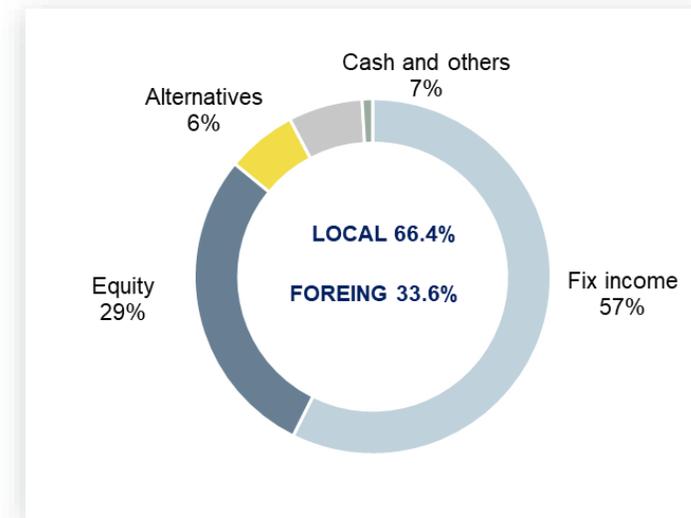


PORTFOLIO SUITED TO REGULATORY AND MARKET PERFORMANCE

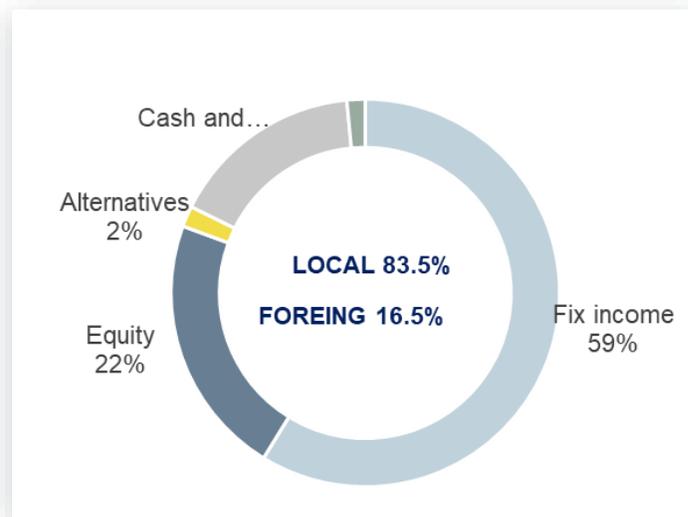
Total



Mandatory



Voluntary



Insurance and annuities

