

SURA Asset Management Corporate Presentation

Q2-2021

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.

01 Overview

02 Financial
Performance

03 Corporate
Strategy

04 Savings for
retirement
Business

05 SURA
Investments
Business

06 Investment
Management
Business

07 Transversal
enabling
Strategy
Guidelines

08 Management
Team and
Corporate
Governance
Standards

OVERVIEW

Who we are

#1 PENSION FUND MANAGER

in Latam, with a growing voluntary Savings and Investment business

21.9%

MARKET SHARE
Mandatory Pension

35 YEARS OF EXPERIENCE

in the region, with a unique knowledge in the asset management industry.

8,218

EMPLOYEES

REGIONAL PLATFORM

with a leading presence in 7 countries

+428

SOLUTIONS AND PRODUCTS FOR OUR CLIENTS

RELEVANT CLIENT BASE

in attractive markets

~20.8 million

retail clients

And **402**

Institutional clients



ASSETS MANAGED BY OUR BUSSINESS

USD 146 bn

OPERATING REVENUE

USD 493 m

LTM

USD 968 m

OPERATING EARNINGS

USD 178 m

LTM

USD 327 m

7 COUNTRIES

INVESTMENT GRADE:

FITCH BBB

MOODYS Baa1

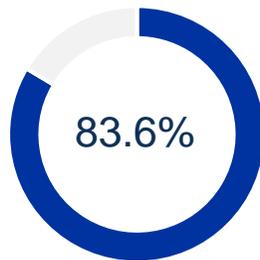
*Figures as of Jun 2021.
Products and institutional clients as of June 2021*

Backed by reputable shareholders

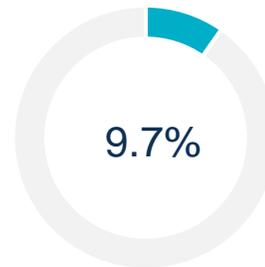
Support from Strong and Sophisticated Shareholders



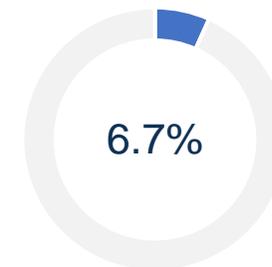
Latin American holding company with a strategic focus on the diverse financial services sector.



Colombian investment group with significant experience in the financial sector



Second largest pension fund in Canada, CDPQ managed assets of \$308.3 billion invested in Canada and elsewhere.





PERSONS



INSTITUTIONS

SAVINGS FOR RETIREMENT

- » Mandatory pension
- » Severance



AUM
USD 127.9 bn

SURA INVESTMENTS

- » Voluntary Pensions
- » Distribution of own Mutual Funds and open architecture
- » Unit linked
- » Insurance distribution
- » Sales and trading



AUM
USD 12.5 bn

INVESTMENT MANAGEMENT

- » Management of investment portfolios and services (Mandates and Funds)
- » Creation of investment products and services including distribution to institutional clients



AUM
USD 10.3 bn

* USD 4,0 bn from WM business

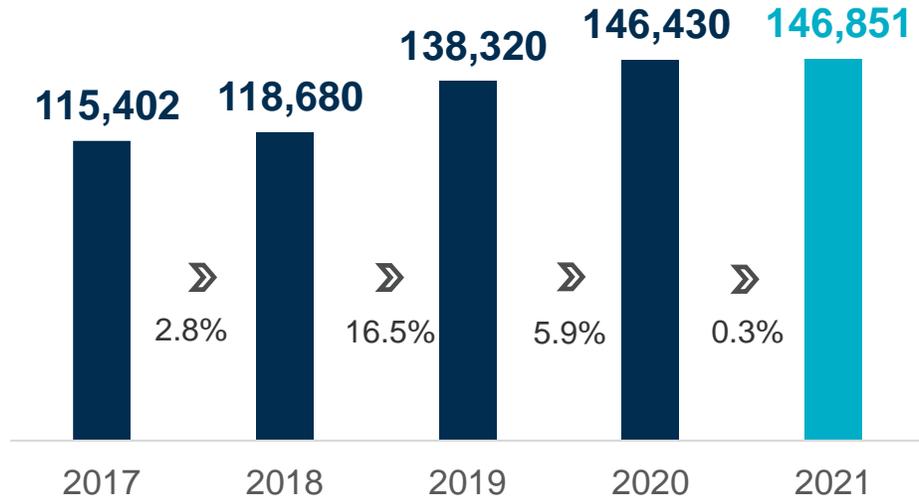
NEW BUSINESS

- » qiip
- » ARATI
- » SME
- » Digital Hub

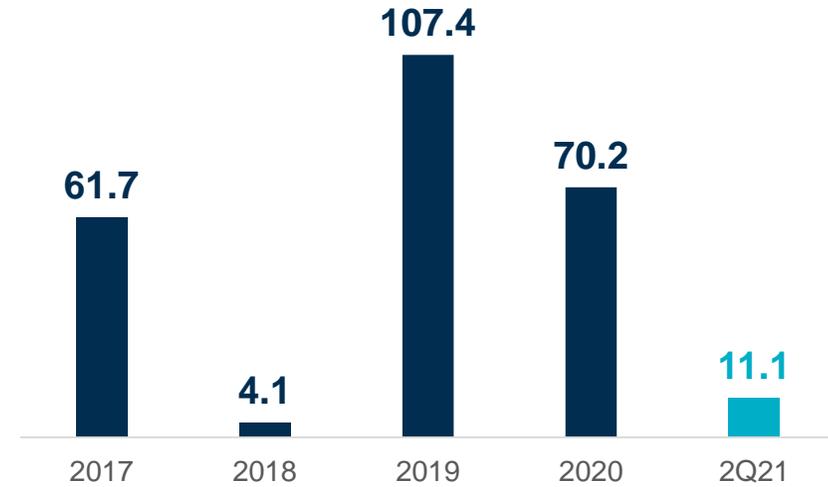
**FINANCIAL
PERFORMANCE**

SURA AM's Financials Evolution

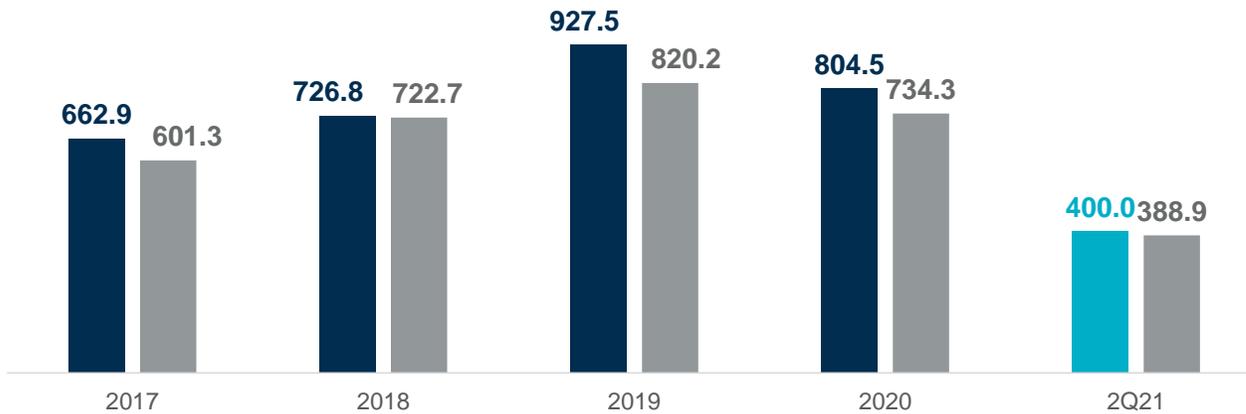
AUM



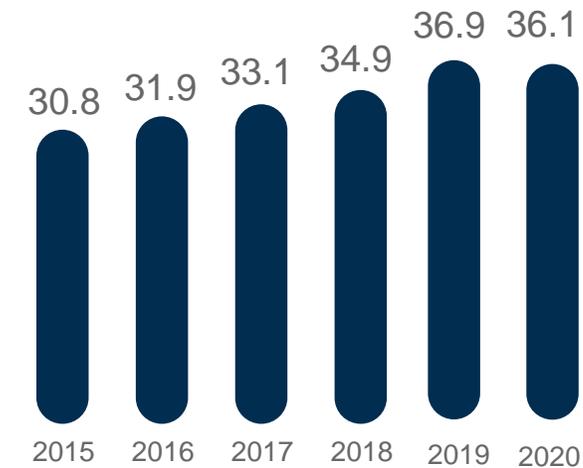
RETURN ON LEGAL RESERVE



OPERATING EARNINGS



WITH A STABLE SALARY BASE



Figures as for 2020 in USD Bin

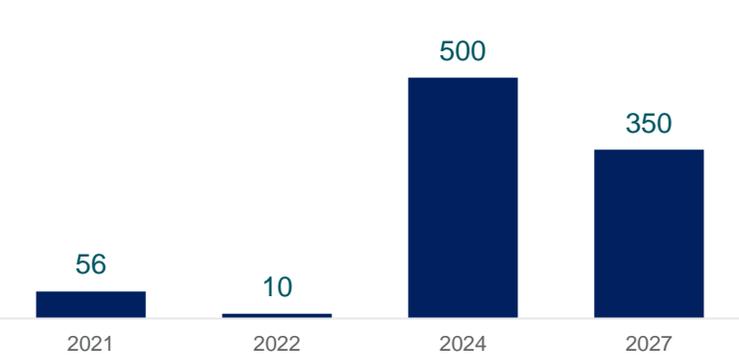
■ Operating earnings
■ Operating earnings exc. "encaje"

Debt Sura Asset Management

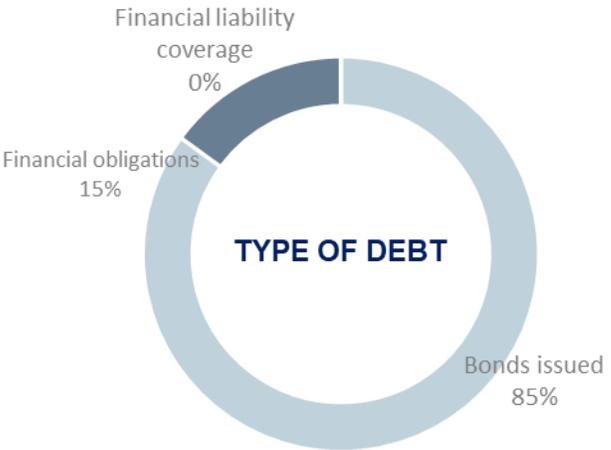
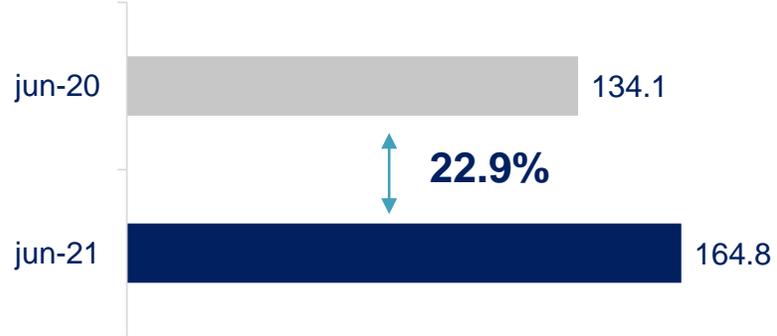
Gross debt



Debt by term



EBITDA



2.3x | 1.9x | 1.8x
DEBT / EBITDA LTM
(GROSS | + SWAP | NET)

6.6x
EBITDA LTM / INTERESTS

6.42% | 3.00% | 6.23%
COST OF DEBT
(USD with Hedge | COP | Total)

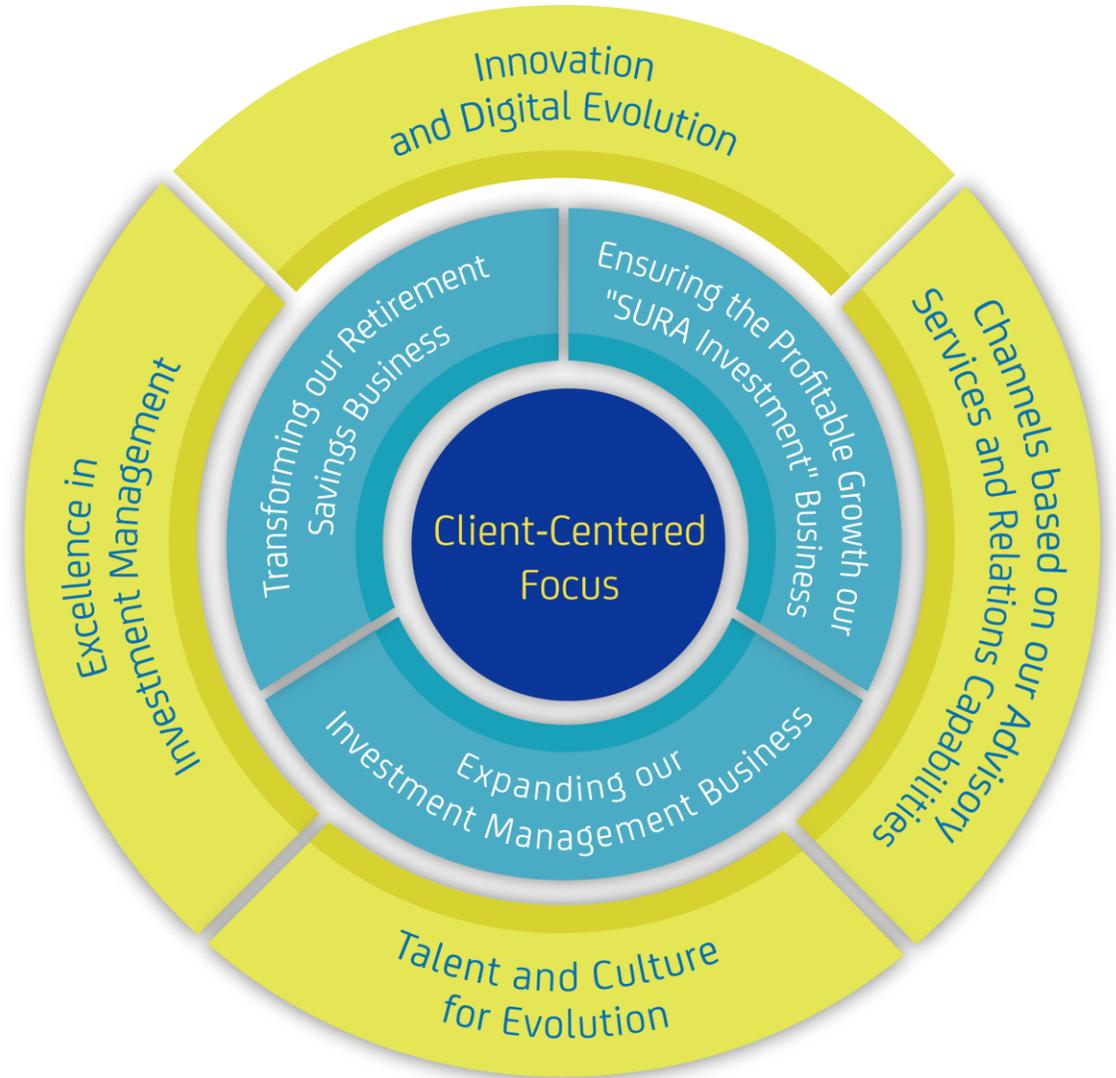
* EBITDA Excludes ENCAJE and AFP Protección

**CORPORATE
STRATEGY**



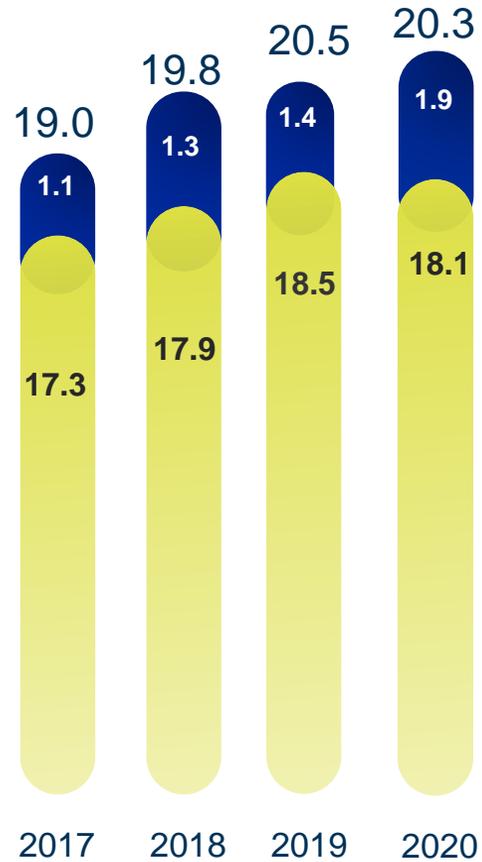
OUR PURPOSE

Accompany our clients to achieve their dreams and goals



Clients at the core of our corporate strategy

CLIENTS

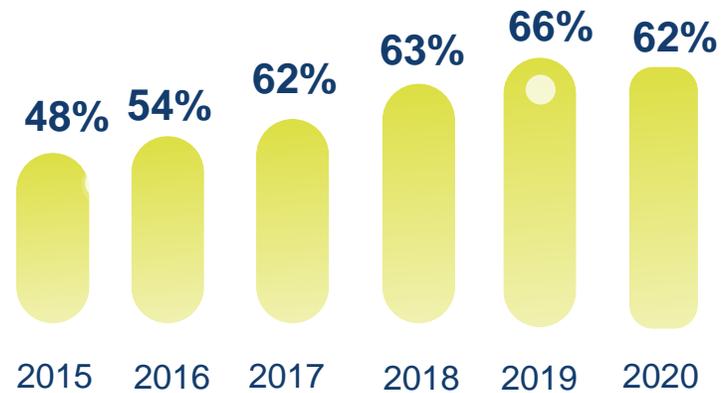


TOTAL
+2.2%
CAGR 17-20

MANDATORY
+1.5%
CAGR 17-20

VOLUNTARY
+13.3%
CAGR 17-20

BRAND AWARENESS



Outstanding
brand
recognition



Relevant
Client base



High client
recommendation



**SAVINGS FOR
RETIREMENT
BUSINESS**

Savings for Retirement business

Investments Highlights



Natural Source
of Revenue
Stability



Economic and
Demographics
Growth



Undisputable
leadership in
the Region



Outstanding funds
performance and
Efficiency in
operative model

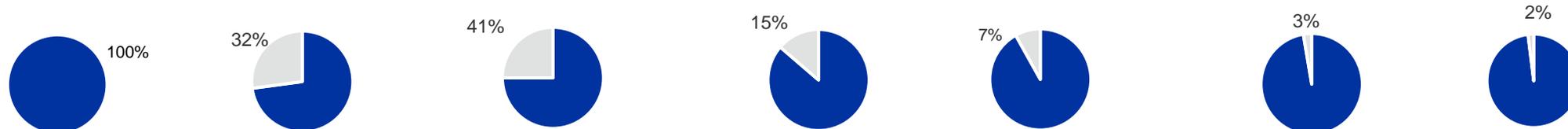
Undisputed leadership in Pension Business

 CHILE	 MÉXICO	 COLOMBIA	 PERÚ	 URUGUAY	 EL SALVADOR
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	21.9%	19.6%	14.9%	35.9%	36.5%	18.1%	47.8%
	Ranking 1 st	Ranking 3 th	Ranking 4 rd	Ranking 2 nd	Ranking 1 st	Ranking 2 nd	Ranking 2 nd
Habitat (ILC + Prudential)	9.9%	29.0%			9.3%		
Metlife	7.2%	22.6%					
Principal	8.8%	19.6%	6.1%				
Banorte	8.8%		21.2%				
Grupo AVAL	6.6%			44.5%			
Citibank	8.0%		16.5%				52.2%
Scotiabank	3.8%			13.6%	24.5%		
Grupo BAL	6.6%		15.9%				
Total AUM (USDBN)	595.4	188.6	246.0	88.4	42.7	16.7	12.8
Number of players		6	11	4	4	4	2

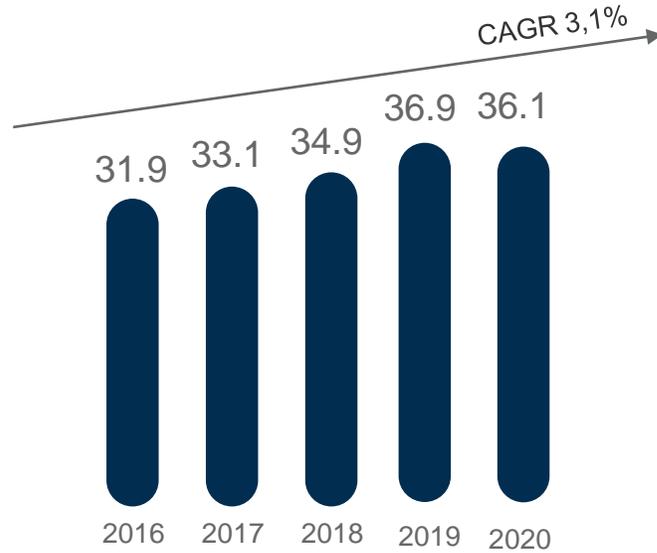
\$604 Bn AUM industry by country



Figures as of jun 2021. This information is sourced from the Superintendency of each country and includes AFP's AUM (Mandatory Pension, Voluntary Pension and Severance) only.

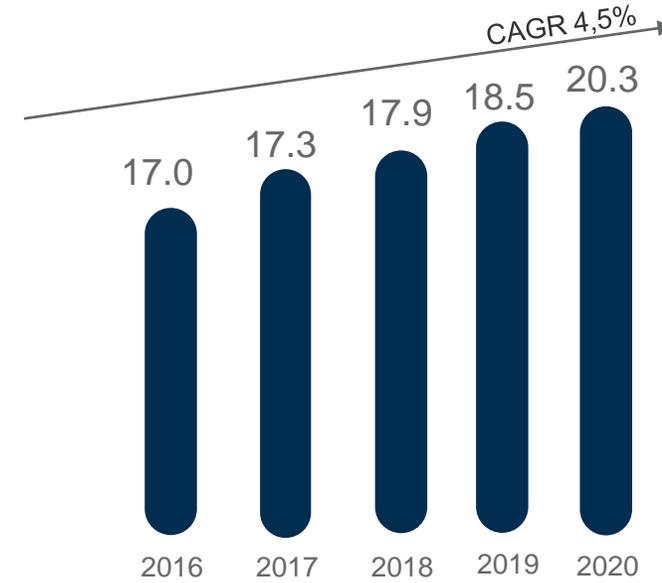
Savings for Retirement business

SALARY BASE



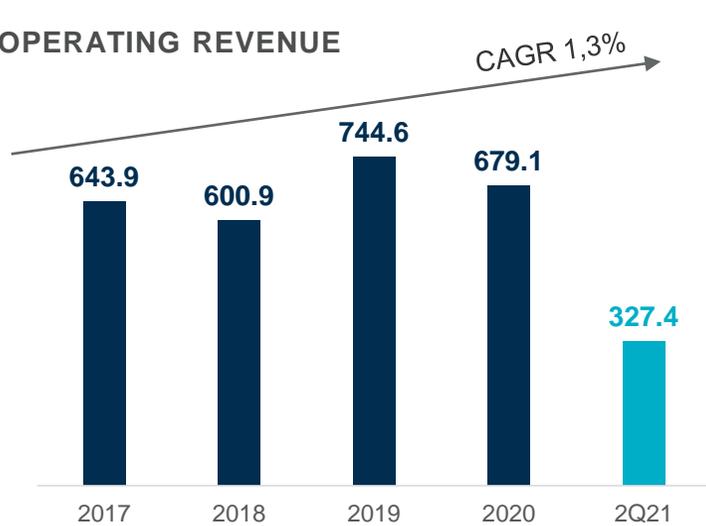
Figures as of december 2020 USD Billions

CLIENTS

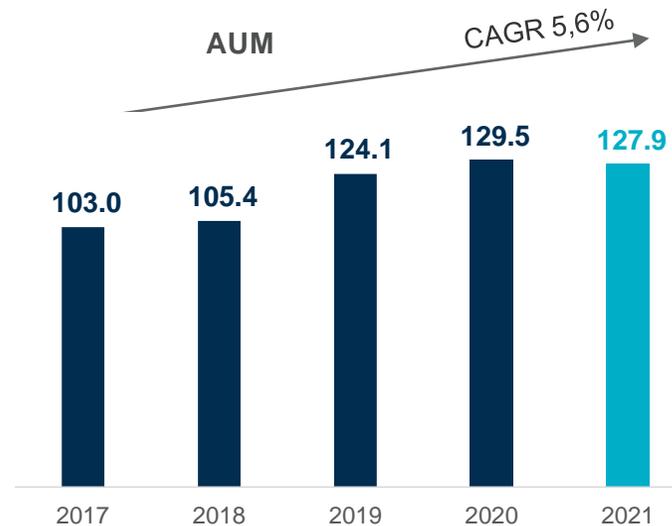


Figures as of december 2020 in millions

OPERATING REVENUE



AUM



OPERATING EARNINGS



Figures as of jun 2021 in millions of USD. AUM in billion of USD



**SURA INVESTMENTS
BUSINESS**

SURA Investments business

Investments Highlights



Underpenetrated
Industry with a
relevant potential
market



Building an
advisory
ecosystem



Growth Stage,
with need of a
larger scale and
greater
investment



Attraction and
penetration of
clients

Transforming our SURA Investments business

WE ARE TRANSFORMING OUR ADVISORY ECOSYSTEM

BRAND AND CUSTOMER EXPERIENCE

CUSTOMER KNOWLEDGE



SOLUTIONS AND
STRATEGIES

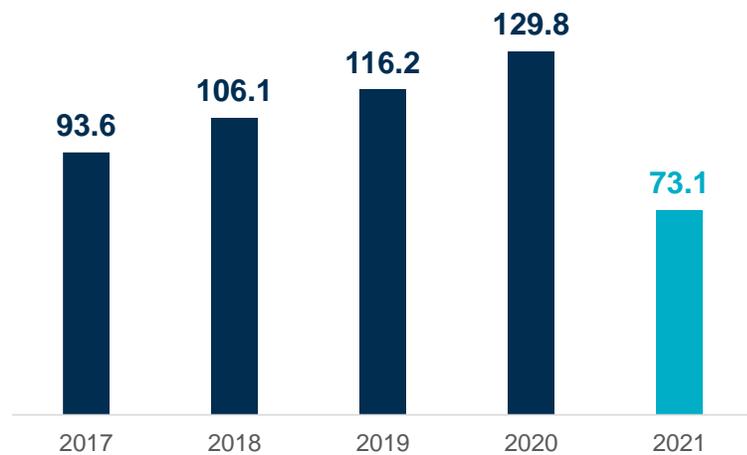


CHANNELS

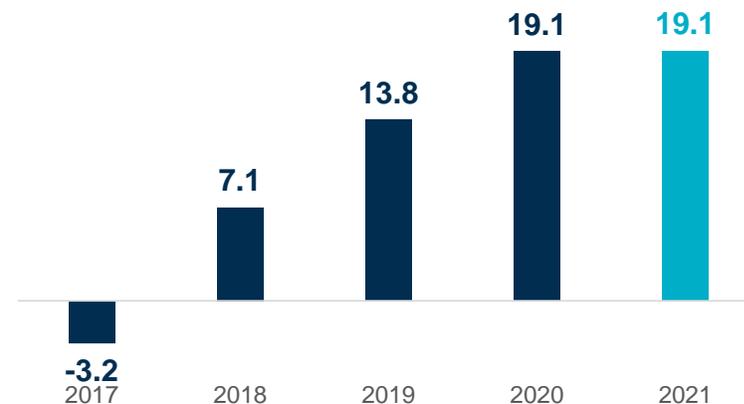
TECHNOLOGICAL ARCHITECTURE

SURA Investments business

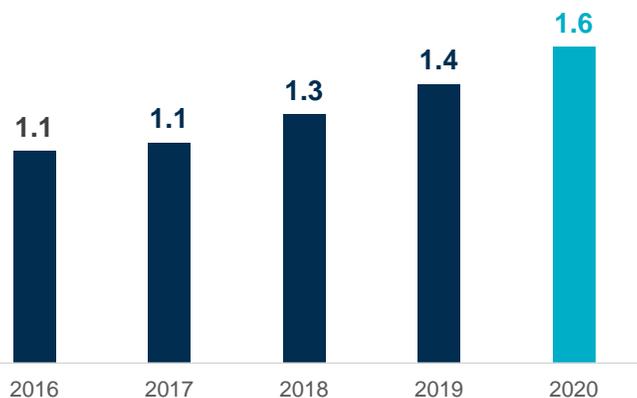
OPERATING REVENUE



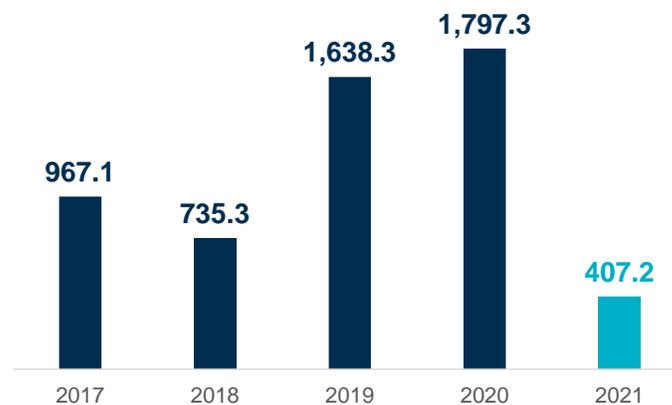
OPERATING EARNINGS



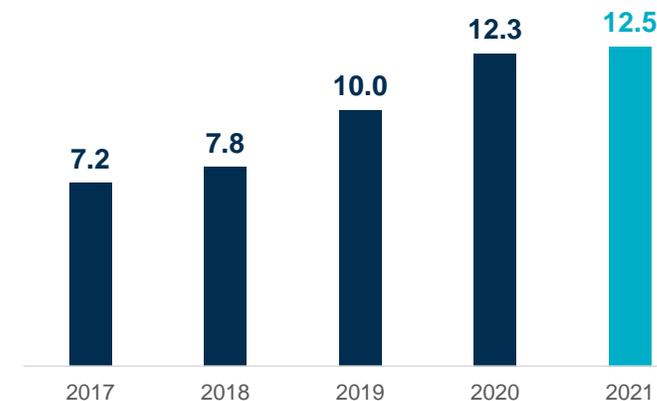
CLIENTS (VOLUNTARY BUSINESS)



NET FLOW



AUM



**INVESTMENT
MANAGEMENT
BUSINESS**

Why SURA Investment Management?

- +** **Customers are our focus**We understand your needs and build lasting relationships based on trust
- +** **Regional capacity with international access**Consolidated and recognized presence in Latin America with an investment vehicle in Europe
- +** **Grupo SURA support**We are part of a leading group with great solidity and highly diversified
- +** **Solid investment philosophy**Regional investment processes, complemented by positioning and local knowledge
- +** **Comprehensive offer**Robust value proposition aimed at meeting the specific needs of each client

We manage our clients' investments to help them achieve their financial goals



Solutions



Regional Platform



Operational excellence

Consolidated regional capacity with international access

Platform IM

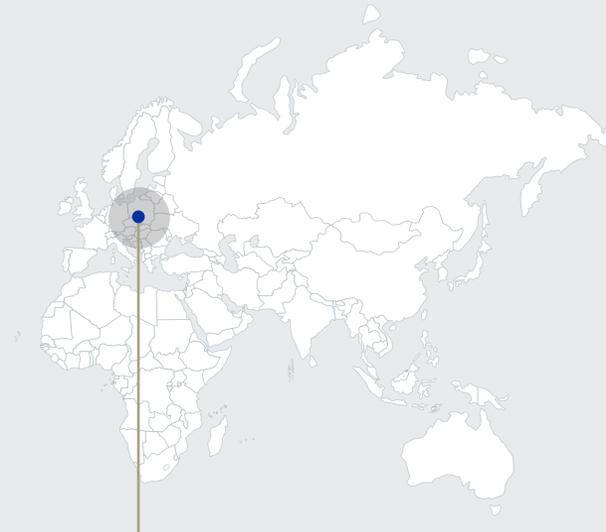
SURA Investment Management (SURA IM) is the investment management arm of SURA Asset Management

Experts in

LATAM



Off shore



LUXEMBOURG



*Figures as of December 2020

Comprehensive offer with our regional platform



INVESTMENTS AND PRODUCTS

EQUITIES

Credit

Real Estate

Infrastructure

Solutions

Fixed income

Private debt

Sustainable Investment / ESG

Product Management

Product Development and Investor Relations

Fund Management

Control of Funds and Management

Distribution

+45 professionals

Risks

+25 professionals

Legal and Compliance⁺¹⁹

professionals

Operations

+98 professionals

+131 investment professionals

+13 average years of experience

+ 400 mandates and 120 investment funds

+ 83% benchmark funds

Track record

solid and consistent

Global vision of strategies



Figures as of jun 2021

The clients are our focus

We have equipment

focused on managing and monitoring customer needs

We build relationships

durable based on ethical, social, economic and environmental commitment

We add value

To investments, in order to maintain consistent performance

Aligned in Interests

Investment of own capital in funds to align interest with our interests

SEGMENTOS



Institutional



AFPs / AFOREs / AFAPs

Corporate

Foundations / Trusts

Family Offices



**Wealth
Management**



Wealth Managers

Private Banks

Multi Family Offices

Independent Financial Advisors



Insurers



Local

Regional

Awards and honours



Best Asset Management Company, Mexico.



1st SURA Global Selection

1st SURA Conservative Strategy, Chile

1st SURA Balanced Strategy, Chile

1st SURA Income Deposit Chile

1st SURA Local Rent UF

1st SURA Long Term Corporate Income



1st. Fund Debt less than 90 days SURA Income Deposit Chile

1st. Fund Debt greater than 365 days, IN UF less than 3 years. SURA Local Rent UF

2^o. Developed Stock Fund. SURA Global Selection

2^o. Fund Debt greater than 365 days, IN UF greater than 3 years SURA Long-Term Corporate Income

3^{er}. Fund Debt greater than 365 days, IN UF greater than 3 years. SURA Income Bonds Chile.



3^{er} Investment Management México 2019



- Investment Management Company of the Year.
- Most innovative asset management company.
- **Leading company in socially responsible investments.**



- **Best Mutual Fund** Short Term Rent Dollars
- **Best Mutual Fund** Very Short Term Rent Dollars
- **Best Mutual Fund** Short Term Rent Soles
- **Best Mutual Fund** Very Short Term Rent Soles

Rankia Mexico Awards 2021 Better fixed income fund with our Short Term Fund SUR1E.



2^o place in the Aggressive Balanced Fund category with the Aggressive Multi-asset SURA Mutual Fund.

2^o place in the category of Stock Fund Developed with the SURA Selección Global Mutual Fund.

WORLD FINANCE

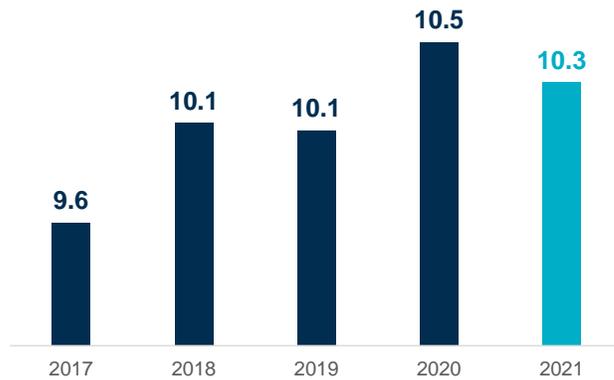
Best Investment Management Company in Mexico - Fixed Income



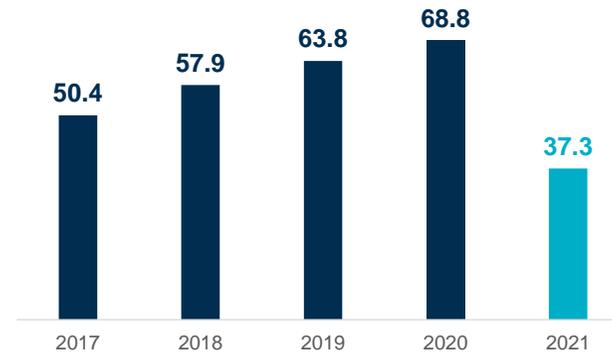
Recognition as Investment Management

Investment Management business

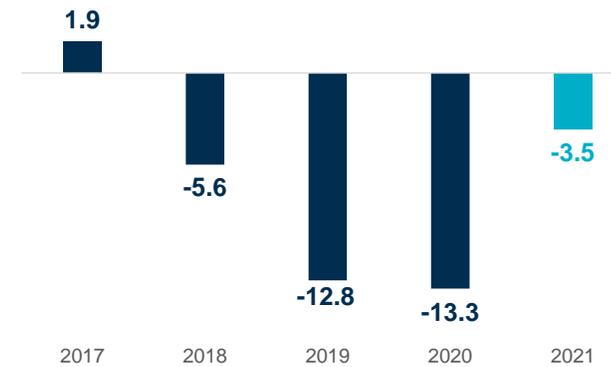
AUM



OPERATING REVENUE



OPERATING EARNINGS



59.5%
**AUM ALPHA
POSITIVE**

*Cifras a Figures as of JUN 2021, from financial reporting in millions of USD.
AUM in Bn USD*



**Soluciones
integrales**



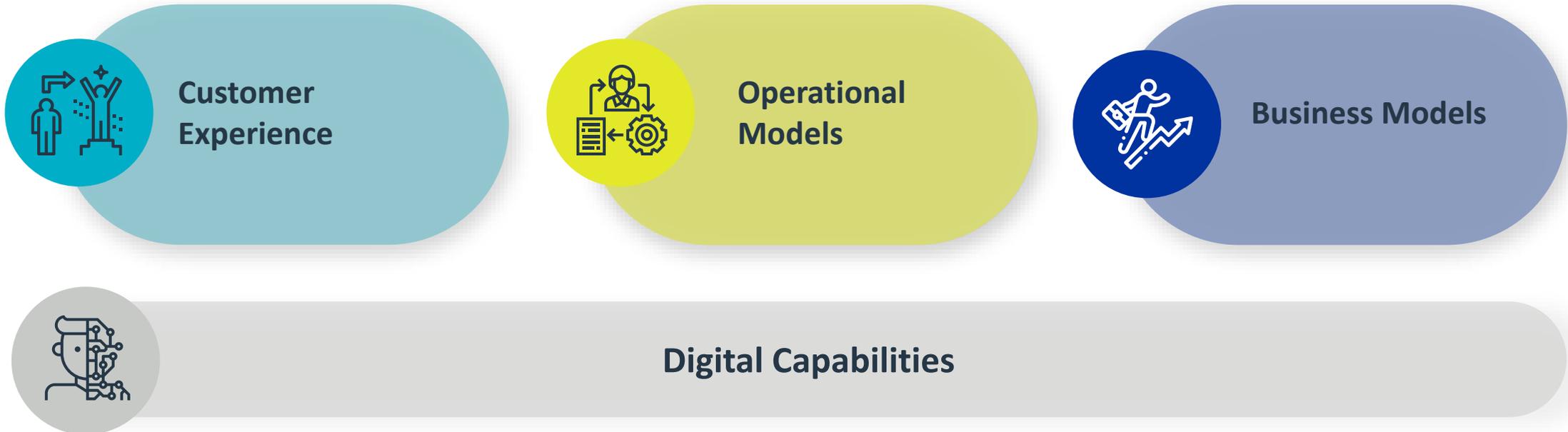
**Plataforma
regional**



**Excelencia
operativa**

**TRANSVERSAL
ENABLING STRATEGY
GUIDELINES**

DIGITAL TRANSFORMATION IN SURA AM



DIGITAL TRANSFORMATION RESULTS

IMPROVEMENT IN OUR CLIENTS KNOWLEDGE

+150

Models and analytics studies

52 People in analytics team

153 Citizen scientists

IMPROVEMENT IN CUSTOMER EXPERIENCE THROUGH PROCESSES DIGITALIZATION

Multidisciplinary cells transforming Journeys



+90 Cells

620 People

EFFICIENCY IN THE EXECUTION OF PROCESSES WITH ROBOTICS

558



Robots

vs. 338 in 2019

USD
2.4MM Savings

294 k Incomes

DIGITAL ADVICE AND SERVICE TRANSACTIONS

94% of digital and telephone service transactions in 2020 vs. 76% in 2019

SECURITY AND CYBERSECURITY

1 Excellence Center

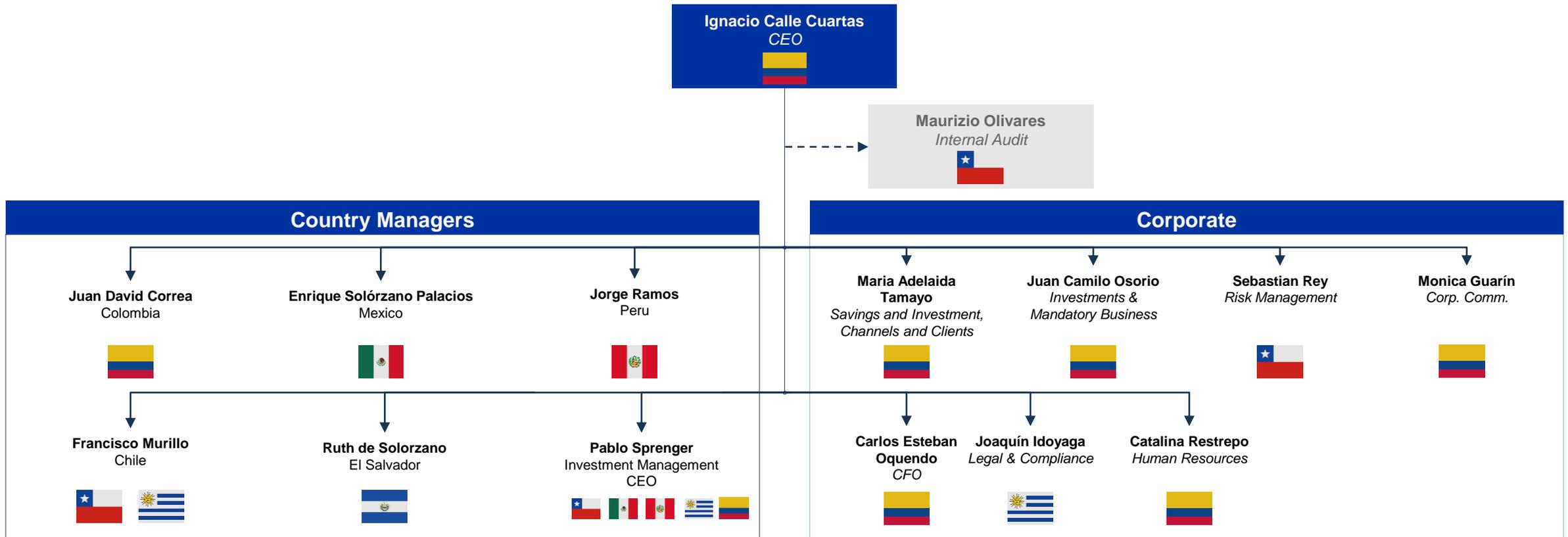
12% Regional technology spending

**MANAGEMENT TEAM
AND CORPORATE
GOVERNANCE
STANDARDS**

Experienced management team

Diverse, Experienced and Highly Coordinated Management Team

- » Senior Management has held their positions for an average of 20 years
- » Unique strategy, with management working towards one corporate vision instead of different countries' perspectives
- » Local industry expertise



SURA Asset Management

