



## QUARTERLY RESULTS

### 1<sup>st</sup> Quarter 2015

- Total revenue and collections increased to **R\$ 4.1 billion**
- Insurance premiums grew **12.5%**, reaching **R\$ 3.6 billion**
- Investment income was **13.7%** higher, at **R\$ 178.5 million**
- Return on proprietary portfolio of **112.6%** of the base rate (CDI)
- Net income increased **25.7%** to **R\$ 101.4 million**

#### Conference Call

April 30 2015 (Thursday)

Portuguese (with simultaneous translation to english)

10 am (Brasília) / 9 am (US/EST)

Brazil: +55 (11) 3728-5971 / USA: +1 (516) 300-1066





## MESSAGE FROM MANAGEMENT

In the first quarter of 2015, the Company once again delivered solid operational performance and net income growth. Total revenues and collections grew to R\$ 4.1 billion for the quarter, reflecting robust demand across different product lines, particularly with overall insurance operations, which demonstrated accelerated double-digit expansion above and beyond the slower overall economic growth scenario. The force of the Company's multi-line business model and commercial expansion strategy developed our client base, strengthening SulAmérica's position as the largest independent insurance company in Brazil.

The Company delivered net income of R\$ 101.4 million in 1Q15, an increase of 25.7% relative to 1Q14. Performance can be attributed to an underwriting policy focused on profitability, in-house asset management expertise, and disciplined cost controls. Insurance written premiums grew 12.5% to R\$ 3.6 billion, with material contributions from health and dental (+15.2%), in lines such as SME (small and medium enterprises) (+26.4%) and corporate (+13.9%), in addition to auto insurance (+10.4%). All of these lines benefited from higher volumes, strong retention levels, and necessary price adjustments. Investment income grew by 13.7% to R\$ 178.5 million in 1Q15, driven by our investment strategy which, in turn, benefitted from a higher interest rate environment.

Demonstrating our commitment to innovation in health management, SulAmérica announced the formation of a joint venture in March with Healthways (NASDAQ: HWAY), the US-based global well-being improvement leader, holding 49% of the Brazilian subsidiary. Through this initiative, the Company further develops its mark in the supplemental health industry and reinforces its role in the active development of comprehensive well-being products and solutions, which are value-added for clients and promote structural improvements in the composition of health risks. International experience suggests that solutions for well-being improvement lower healthcare costs and improve productivity for individuals, companies, and society.

Additionally, in March, in line with our commitment to transparency and corporate social responsibility, we disclosed our 2014 annual report ([www.sulamerica.com.br/relatorioanual](http://www.sulamerica.com.br/relatorioanual)), developed for the seventh consecutive year, in accordance with the GRI (Global Reporting Initiative) guidelines. The report consists of a dynamic website with short videos which present and discuss key aspects of the Company's economic, financial and socio-environmental performance for the year, as well as highlight operational activities and the evolution of corporate management. Up until the publication date of this release, the annual report videos have been viewed over 100,000 times.

We continue to be optimistic about the market opportunities in segments where SulAmérica operates. Our consistent financial and operating performance demonstrates the Company's track record and commitment to generating long-term sustainable results. Once again, I would like to thank all of our employees, insurance brokers, business partners, and other stakeholders for their confidence, dedication, and contributions to yet another excellent quarter.

**Gabriel Portella**  
CEO

## 1. Total Revenue and Collections

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
<b>Insurance Premiums</b>	<b>3,588.3</b>	<b>3,191.0</b>	<b>12.5%</b>	<b>3,505.1</b>	<b>2.4%</b>
Health & Dental	2,591.5	2,250.3	15.2%	2,566.8	1.0%
Automobile	782.4	708.6	10.4%	714.8	9.4%
Property & Casualty	110.5	128.4	-14.0%	115.5	-4.3%
Life & Personal Accident	103.9	103.7	0.2%	108.1	-3.8%
<b>Other Revenues &amp; Collections</b>	<b>512.5</b>	<b>843.2</b>	<b>-39.2%</b>	<b>732.9</b>	<b>-30.1%</b>
Pension (contributions)	103.5	134.9	-23.3%	120.6	-14.2%
Administrative Services Only (billings)	186.5	171.9	8.5%	194.9	-4.4%
Asset Management (management & performance fees)	10.9	11.0	-0.3%	14.3	-23.6%
Savings Bonds (collections)	211.7	525.5	-59.7%	403.1	-47.5%
<b>Total</b>	<b>4,100.9</b>	<b>4,034.2</b>	<b>1.7%</b>	<b>4,238.0</b>	<b>-3.2%</b>

## 2. Financial and Operating Highlights

<b>Financial Highlights</b>	1Q15	1Q14	Δ	4Q14	Δ
<b>Insurance Premiums (R\$ million)</b>	<b>3,588.3</b>	<b>3,191.0</b>	<b>12.5%</b>	<b>3,505.1</b>	<b>2.4%</b>
Health & Dental	2,591.5	2,250.3	15.2%	2,566.8	1.0%
Auto	782.4	708.6	10.4%	714.8	9.4%
Other Property & Casualty	110.5	128.4	-14.0%	115.5	-4.3%
Life & Personal Accident	103.9	103.7	0.2%	108.1	-3.8%
<b>Loss Ratio (%)</b>	<b>77.5%</b>	<b>77.5%</b>	<b>0 BPS</b>	<b>67.3%</b>	<b>-1010 BPS</b>
Health & Dental	84.4%	85.2%	80 BPS	71.7%	-1270 BPS
Auto	58.2%	61.3%	300 BPS	56.4%	-190 BPS
Other Property & Casualty	70.2%	49.2%	-2090 BPS	55.7%	-1450 BPS
Life & Personal Accident	48.7%	42.9%	-580 BPS	47.5%	-120 BPS
<b>Acquisition Cost Ratio (%)</b>	<b>11.0%</b>	<b>11.3%</b>	<b>30 BPS</b>	<b>11.1%</b>	<b>10 BPS</b>
<b>Administrative Expenses Ratio (%)</b>	<b>8.5%</b>	<b>9.0%</b>	<b>50 BPS</b>	<b>9.7%</b>	<b>120 BPS</b>
<b>Combined Ratio (%)</b>	<b>101.1%</b>	<b>101.9%</b>	<b>80 BPS</b>	<b>93.4%</b>	<b>-770 BPS</b>
<b>Operating Ratio (%)</b>	<b>96.0%</b>	<b>96.9%</b>	<b>90 BPS</b>	<b>88.8%</b>	<b>-720 BPS</b>
<b>Other Highlights</b>	<b>1Q15</b>	<b>1Q14</b>	<b>Δ</b>	<b>4Q14</b>	<b>Δ</b>
Investment Income (R\$ million)	178.5	157.0	13.7%	159.9	11.6%
Net Income (R\$ million)	102.2	82.1	24.5%	295.7	-65.4%
Net Income after non-Controlling Interest (R\$ million)	101.4	80.7	25.7%	294.6	-65.6%
Net Income per unit (R\$)*	0.30	0.24	25.8%	0.88	-65.5%
Assets under Management (R\$ billion)	21.1	18.2	15.9%	21.6	-2.4%
Pension Reserves (R\$ million)	4,661.8	4,169.8	11.8%	4,438.7	5.0%
ROAE (% last 12 months)	14.7%	15.3%	-60 BPS	14.4%	30 BPS
<b>Operating Highlights</b>	<b>1Q15</b>	<b>1Q14</b>	<b>Δ</b>	<b>4Q14</b>	<b>Δ</b>
Health & Dental Insured Members (thousand)	2,701	2,633	2.6%	2,662	1.5%
Health Insured Members	2,076	2,028	2.4%	2,054	1.0%
Dental Insured Members	625	605	3.3%	608	2.9%
Insured Fleet (thousand)	1,652	1,544	7.0%	1,647	0.3%
Insured Lives (thousand)	2,365	2,167	9.1%	2,400	-1.4%
<b>Social Highlights</b>	<b>1Q15</b>	<b>1Q14</b>	<b>Δ</b>	<b>4Q14</b>	<b>Δ</b>
Employees (GRI G4-10)	5,168	4,879	5.9%	5,032	2.7%
Turnover (%) (GRI LA-1) - including contact center	6.3%	5.1%	-120 BPS	3.3%	-300 BPS
Training (hours) (GRI/LA-9)	10,096	4,822	109.4%	17,637	-42.8%

\*Net income per unit is calculated by multiplying the basic earnings per share by three. Each unit is composed of three shares, one common share and two preferred. The total number of shares in circulation for the years 2015 and 2014 are different. Please refer to Note 23.8 in the Financial Statements for the period details on the calculation of earnings per share.

### 3. Health and Dental, and ASO (Administrative Services Only)

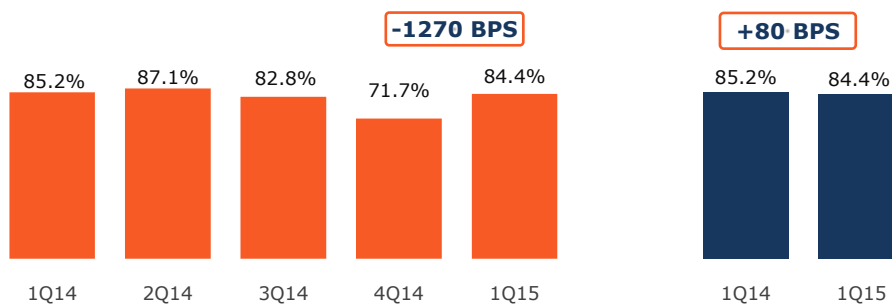
#### Health and Dental Insurance

During the quarter, the health and dental segment maintained its trend of strong premium growth, increasing 15.2% compared to 1Q14. The group health insurance portfolio represented, at quarter-end, 82.8% of total segment premiums and 92.6% of total insured members. This segment, which includes the corporate, small and medium enterprises, and dental, demonstrated revenue growth of 17.2%, reflecting expansion of the beneficiary base and contractual price readjustments which promote profitability. SME revenues grew 26.4% for the quarter as a result of an increase in insured members by 13.7% and contractual price readjustments, which reaffirm its expansion potential. Premiums from corporate plans, which also includes affinity group plans, grew 13.9% for the quarter. Initiatives to expand the dental segment gained force, with the portfolio expanding 15.6% relative to 1Q14.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
<b>Insurance Premiums</b>	<b>2,591.5</b>	<b>2,250.3</b>	<b>15.2%</b>	<b>2,566.8</b>	<b>1.0%</b>
Group	2,146.9	1,832.1	17.2%	2,127.0	0.9%
Corporate	1,511.8	1,327.4	13.9%	1,523.7	-0.8%
SME	603.1	477.1	26.4%	575.4	4.8%
Dental	32.0	27.7	15.6%	27.9	14.7%
Individual	444.6	418.2	6.3%	439.8	1.1%
<b>Earned Premiums (R\$ million)</b>	<b>2,580.9</b>	<b>2,244.2</b>	<b>15.0%</b>	<b>2,568.5</b>	<b>0.5%</b>
Group	2,137.3	1,826.5	17.0%	2,123.3	0.7%
Individual	443.6	417.7	6.2%	445.3	-0.4%
<b>Loss Ratio (%)</b>	<b>84.4%</b>	<b>85.2%</b>	<b>80 BPS</b>	<b>71.7%</b>	<b>-1270 BPS</b>
Group	81.8%	83.2%	150 BPS	68.6%	-1320 BPS
Individual	97.2%	93.9%	-320 BPS	86.8%	-1040 BPS
<b>Acquisition Cost Ratio (%)</b>	<b>6.3%</b>	<b>6.2%</b>	<b>0 BPS</b>	<b>6.2%</b>	<b>0 BPS</b>
Group	7.5%	7.5%	0 BPS	7.4%	-10 BPS
Individual	0.2%	0.6%	40 BPS	0.5%	30 BPS
<b>Gross Margin (%)</b>	<b>9.3%</b>	<b>8.6%</b>	<b>80 BPS</b>	<b>22.1%</b>	<b>-1270 BPS</b>
Group	10.7%	9.3%	150 BPS	24.0%	-1330 BPS
Individual	2.7%	5.5%	-280 BPS	12.7%	-1000 BPS

The Company continued to benefit from investments made in claims management, with different structural initiatives such as, for example, medical second opinions, direct purchases of special drugs and materials, predictive claims analyses, management of complex and chronic cases, among others. As a result of these activities combined with contractual price readjustments, the medical loss ratio for group plans improved significantly to 81.8% in 1Q15, 150 BPS below 1Q14.

**Loss Ratio – Health and Dental**  
(% Earned Premiums)



### 3. Health and Dental, and ASO (Administrative Services Only) (cont.)

New sales drove the overall portfolio increase in insured members by 2.6% for the quarter, surpassing 2.7 million. SME portfolio insured members continued to expand, increasing 13.7% for the period, providing an important contribution to the top-line in accordance with SulAmérica's strategic initiatives over the recent years. The current dental portfolio grew 3.3% to 625k members in 1Q15 relative to 1Q14, with 20k lives added in the period. The corporate portfolio finished the quarter at 1.2 million insured members.

(Thousand members)	1Q15	1Q14	Δ	4Q14	Δ
Group Health	1,608	1,569	2.5%	1,588	1.3%
Corporate	1,197	1,208	-0.9%	1,187	0.8%
SME	411	361	13.7%	400	2.6%
Dental	625	605	3.3%	608	2.9%
Individual	200	210	-4.9%	202	-1.2%
ASO	268	249	7.7%	265	1.4%
<b>Total</b>	<b>2,701</b>	<b>2,633</b>	<b>2.6%</b>	<b>2,662</b>	<b>1.5%</b>

Total premiums in the individual health portfolio grew 6.3% in 1Q15, reflecting price readjustments stipulated in 2014 by the ANS (National Agency of Supplemental Health), combined with the decline in the insured member base of 5.4%. The participation of individual plans in total premiums of the health insurance segment continued to decline, representing at the end of the quarter, 17.2% of total segment premiums versus 18.6% for the same period last year. The portfolio of individual policies continued its decline, reaching 200k beneficiaries in 1Q15 or 7.4% of the total.

#### Administrative Services Only (ASO)

Billings from ASO plans grew 8.5% compared to 1Q14. The number of beneficiaries grew 7.7% for the quarter compared to 1Q14. Operating income increased for the quarter relative to last year by 16.4% due to negotiated price readjustments and the incorporation of new members.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Billings from Plans	186.5	171.9	8.5%	194.9	-4.4%
Net Events Payable and Other Income/Expenses	-179.4	-165.8	-8.2%	-187.6	4.4%
<b>Net Operating Income from ASO</b>	<b>7.0</b>	<b>6.0</b>	<b>16.4%</b>	<b>7.3</b>	<b>-4.0%</b>

### 4. Auto Insurance

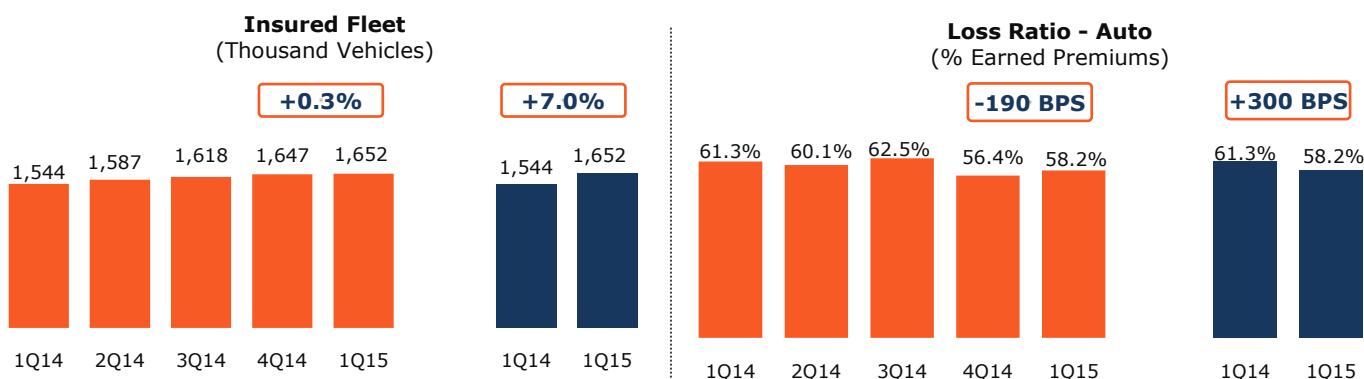
The auto segment premiums grew 10.4% for the quarter, driven by the expansion of the insured fleet and an increase in the average premium. The insured fleet grew 7.0%, totaling 1.7 million vehicles at the end of the quarter.

The loss ratio improved 300 BPS, finishing the period at 58.2%. The Company maintained its focus on profitability, benefitting from improvements in underwriting and claims management. The segment was also positively impacted by reduced frequency of robbery and theft observed during the quarter. The acquisition cost ratio was stable in the quarterly comparison at 23.2%.

Preliminary market statistics from Brazil's SUSEP (Superintendence of Private Insurance) for the first two months of the year, SulAmérica grew faster than the industry while at the same time maintaining loss ratio at levels lower than the industry average.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Insurance Premiums	782.4	708.6	10.4%	714.8	9.4%
Earned Premiums	740.1	692.2	6.9%	740.4	0.0%
Loss Ratio (%)	58.2%	61.3%	300 BPS	56.4%	-190 BPS
Acquisition Cost Ratio (%)	23.2%	23.2%	0 BPS	23.2%	0 BPS
Gross Margin (%)	18.5%	15.5%	300 BPS	20.4%	-190 BPS

#### 4. Auto Insurance (cont.)

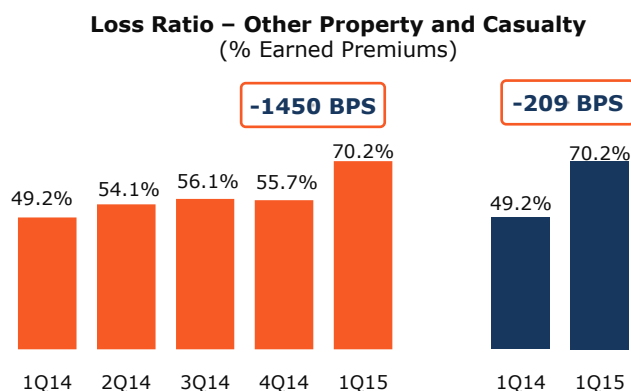
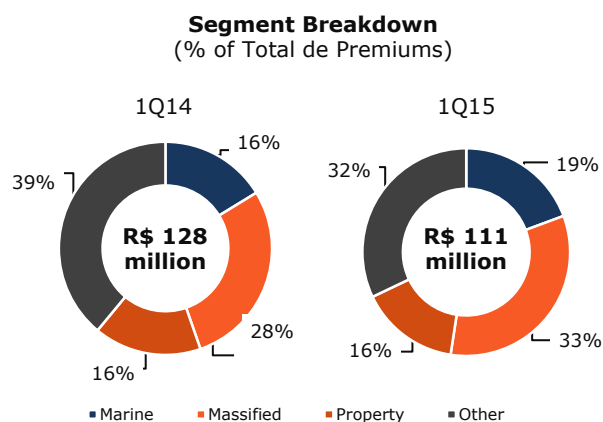


#### 5. Other Property and Casualty

The highlights were residential and small business insurance, both included in the massified portfolio, which grew 20.6% and 14.6%, respectively, in 1Q15. However, written premiums declined 14.0% due to lower volumes in the marine portfolio in addition to a reduction in DPVAT (mandatory third-party liability insurance for vehicle owners), in line with the adjustments from the insurance consortium administrator, Seguradora Líder.

The loss ratio was 70.2% for the quarter, 2090 BPS worse, due to an increase in the severity of claims levels in the condominium, marine, and property portfolios, reflecting greater volatility in the other property and casualty segment.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Insurance Premiums	110.5	128.4	-14.0%	115.5	-4.3%
Earned Premiums	85.3	89.9	-5.2%	89.8	-5.1%
Loss Ratio (%)	70.2%	49.2%	-2090 BPS	55.7%	-1450 BPS
Acquisition Cost Ratio (%)	24.8%	23.6%	-120 BPS	24.9%	10 BPS
Gross Margin (%)	5.0%	27.2%	-2220 BPS	19.4%	-1440 BPS

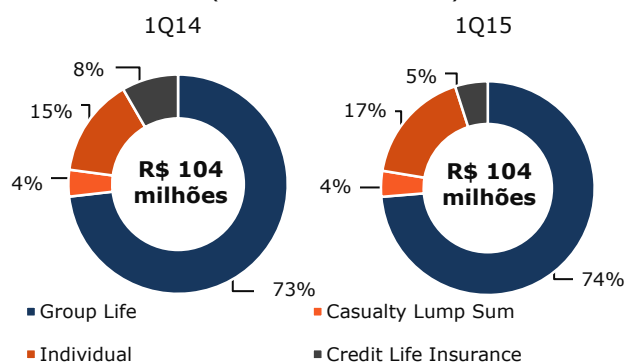


## 6. Life and Personal Accident Insurance

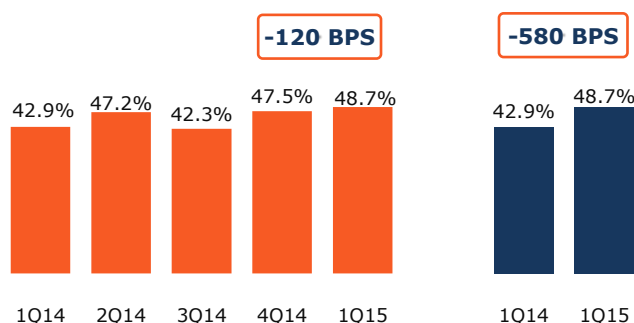
Segment premiums increased for the quarter compared to 1Q14, reflecting the Company's repositioning strategy, which included the non-renewal of less profitable policies, the launch of new products, a new distribution and client prospect structure, and the enhancement of operational processes. The loss ratio worsened 580 BPS to 48.7% in 1Q15, due mainly to higher provisions for judicial contingencies.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Insurance Premiums	103.9	103.7	0.2%	108.1	-3.8%
Earned Premiums	104.1	102.7	1.3%	106.9	-2.7%
Loss Ratio (%)	48.7%	42.9%	-580 BPS	47.5%	-120 BPS
Acquisition Cost Ratio (%)	30.0%	31.1%	110 BPS	31.5%	150 BPS
Gross Margin (%)	21.3%	26.0%	-470 BPS	21.0%	30 BPS

**Segment Breakdown**  
(% do Total Premiums)



**Loss Ratio – Life and Personal Accident**  
(% Earned Premiums)

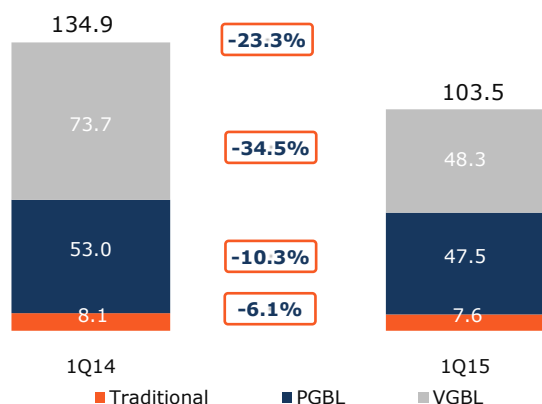


## 7. Private Pension

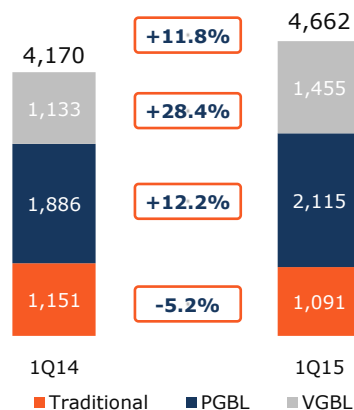
While contributions decreased 23.3% for the quarter, overall reserves benefitted from favorable client migrations. Reserves grew 11.8% to R\$ 4.7 billion for the period. The increase in VGBL reserves were once again the positive highlight for the segment, exceeding the other portfolios and growing 28.4%.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Contribution Income	103.5	134.9	-23.3%	120.6	-14.2%
Changes in Technical Reserves	-94.7	-130.9	27.7%	-141.2	32.9%
Expenses with Benefits and Redemptions	-6.1	-3.8	-59.4%	-6.6	7.5%
Selling Expenses from Private Pension	-5.9	-5.1	-15.0%	-5.5	-6.2%
Other Operational Income/Expenses from Private Pension	7.0	8.6	-18.7%	10.7	-34.7%
<b>Net Operating Income from Private Pension</b>	<b>3.8</b>	<b>3.7</b>	<b>5.3%</b>	<b>-22.0</b>	<b>NA</b>

**Pension Contributions**  
(R\$ million)



**Pension Reserves**  
(R\$ million)





## 8. Savings Bonds

The Company continues to capture the benefits of the integration between the operations and greater penetration capability provided by SulAmérica's distribution network. The increase in the base interest rate favors the savings bonds business, as the investment income from technical reserves is an important factor in determining net income for the segment. The rental guarantee segment continued to expand and contributed to adequate maintenance of margin levels. The commercialization of popular products continues to be suspended, explaining the decline in collections and in savings bond reserves. Segment reserves totaled R\$ 630.7 million at the end of the period, a 18.8% decline for the quarter relative to last year due to the reduction in popular products.

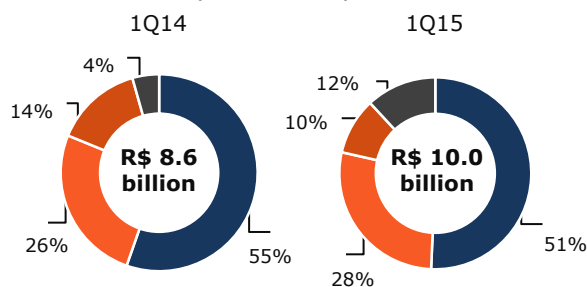
(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Savings Bonds Collections	211.7	525.5	-59.7%	403.1	-47.5%
Changes in Technical Reserves	-182.6	-383.4	52.4%	-298.6	38.9%
Operational Expenses from Savings Bonds	-21.0	-128.2	83.7%	-92.8	77.4%
<b>Net Operating Income from Savings Bonds</b>	<b>8.2</b>	<b>13.9</b>	<b>-41.1%</b>	<b>11.7</b>	<b>-30.2%</b>
Savings Bonds Reserves	630.7	776.6	-18.8%	671.0	-6.0%

## 9. Asset Management (SulAmérica Investimentos)

Assets under management totaled R\$ 21.1 billion at the end of the quarter, an increase of 15.7% relative to 1Q14, due principally to net positive flows from third-party clients, proprietary asset growth, and new product launchings. Operating income for the segment fell for the quarter by 2.2% compared to 1Q14, impacted mainly by operational costs.

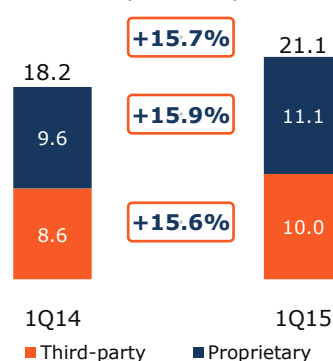
(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Management Fee Revenue	10.8	10.8	-0.3%	14.0	-23.2%
Performance Fee	0.2	0.2	1.9%	0.3	-43.8%
Asset Management Operational Costs	-0.8	-0.6	-31.9%	-3.1	74.0%
<b>Net Operating Income from Asset Management</b>	<b>10.1</b>	<b>10.4</b>	<b>-2.2%</b>	<b>11.2</b>	<b>-9.7%</b>

**Third-party Assets Under Management**  
(% Total AUM)



■ Fixed Income and Private DI ■ Multi-Strategy  
■ Equities & Investments Clubs ■ Other

**Assets Under Management**  
(R\$ billion)



## 10. General and Administrative Expenses

The Company continued adequate cost control and operational synergies, improving the general and administrative expenses ratio by 50 BPS compared to 1Q14. In absolute terms, general administrative expenses increased by 7.0%, impacted by the inclusion of expected annual salary adjustments related to labor agreements, a larger workforce, information technology expenses, and marketing expenses.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Personnel Expenses	-140.2	-134.1	-4.5%	-145.0	3.3%
Third-Party Services	-81.5	-70.3	-16.0%	-91.1	10.6%
Buildings and Maintenance	-56.3	-56.7	0.7%	-57.4	1.9%
Other Administrative Expenses	-19.4	-15.7	-23.7%	-41.6	53.4%
Expenses Recovery	10.5	6.8	54.9%	9.4	12.0%
Profit Sharing	-16.0	-13.1	-22.0%	-12.3	-30.7%
<b>Total</b>	<b>-302.9</b>	<b>-283.0</b>	<b>-7.0%</b>	<b>-337.9</b>	<b>10.4%</b>
General & Administrative Expenses ratio (% Retained Premiums)	8.5%	9.0%	50 BPS	9.7%	120 BPS
General & Administrative Expenses ratio (% Revenues and Collections)	7.4%	7.0%	-40 BPS	8.0%	60 BPS



## 11. Other Operating Income and Expenses

Other operating income and expenses increased 21.8% when compared to 1Q14, negatively impacted by higher judicial contingencies. The ratio, which relates this line to retained premiums, worsened by 20 BPS compared to 1Q14.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Other Insurance Operating Income/Expenses	-98.3	-80.7	-21.8%	-92.6	-6.2%
Other Insurance Operating Income/Expenses Ratio (%)	2.8%	2.6%	-20 BPS	2.7%	-10 BPS

## 12. Tax Expenses

Tax expenses improved by R\$ 2.4 million in the quarterly comparison to 1Q14. This improvement can be attributed to a shift in portfolio mix.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Tax Expenses	-47.7	-50.1	4.8%	-90.3	47.2%
Tax Expenses Ratio (% Retained Premiums)	1.3%	1.6%	20 BPS	2.6%	130 BPS

## 13. Investment Income

The Company's proprietary portfolio yielded 112.6% of the CDI benchmark and delivered an investment income that was 13.7% higher in 1Q15 relative to 1Q14. This result was mainly due to the effect of a higher base interest rate (Selic) on floating-rate securities and the performance of inflation-linked assets. Total investment income of R\$ 178.5 million was the highest figure ever recorded by SulAmérica for a quarter and was partially impacted by higher debt service costs due to the Company's debenture issuance in 2014 and changes in private pension liabilities due to underlying market performance.

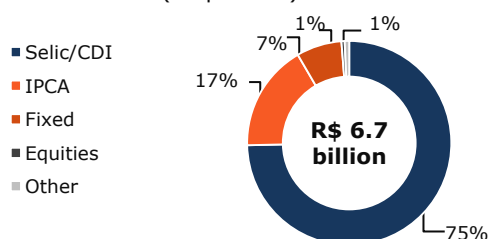
Approximately 99% of the Company's proprietary portfolio, comprised of own assets not linked to the private pension business, is allocated to fixed income, with less than 1% held in equities. Approximately 97% of the fixed income allocation is AAA-rated or sovereign risk (government bonds).

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
<b>Investment Income ex-Private Pension</b>	<b>176.5</b>	<b>151.8</b>	<b>16.3%</b>	<b>156.5</b>	<b>12.8%</b>
Return on Investment Portfolio	207.9	146.8	41.6%	172.4	20.6%
Debt Service Cost	-31.5	-13.6	-132.3%	-31.6	0.4%
Other	0.1	18.5	-99.4%	15.8	-99.3%
<b>Investment Income of Private Pension</b>	<b>2.0</b>	<b>5.2</b>	<b>NA</b>	<b>3.4</b>	<b>NA</b>
Return on Investment Portfolio of Private Pension	144.9	98.5	47.1%	111.9	29.5%
Change in Liabilities of Private Pension	-142.9	-93.3	-53.2%	-108.5	-31.7%
<b>Total Investment Income*</b>	<b>178.5</b>	<b>157.0</b>	<b>13.7%</b>	<b>159.9</b>	<b>11.6%</b>

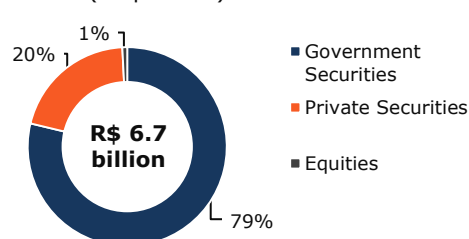
## Balance

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Balance Excluding Private Pension	6,719.3	5,821.4	15.4%	6,674.7	0.7%
Private Pension Operations Balance	4,661.8	4,169.8	11.8%	4,438.7	5.0%
<b>Total Balance</b>	<b>11,381.1</b>	<b>9,991.2</b>	<b>13.9%</b>	<b>11,113.4</b>	<b>2.4%</b>

**Investment Strategy**  
(ex-pension)



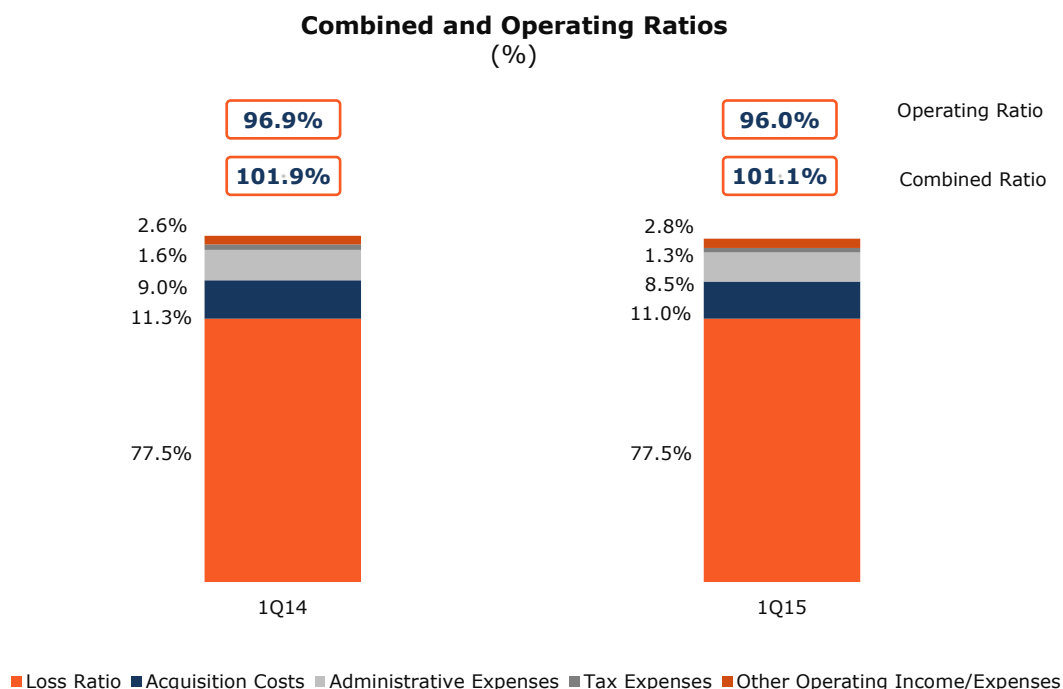
**Investment Allocation**  
(ex-pension)



## 14. Combined and Operating Ratios

The combined ratio in 1Q15 was 101.1%, an improvement of 80 BPS relative to 1Q14, positively impacted by a stable total loss ratio, control of general and administrative expenses (G&A) and lower acquisition costs relative to premium growth.

The operating ratio improved 90 BPS for the quarter relative to last year, reflecting strong investment income performance and the aforementioned improvements in the combined ratio.



## 15. Net Income

SulAmérica had a strong quarter, with 1Q15 total net income of R\$ 101.4 million, 25.7% above 1Q14. The results were positively impacted by insurance premium growth, a stable loss ratio, and higher investment income.

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
Income Before Tax and Social Contribution	182.3	136.2	33.8%	422.4	-56.8%
Income Tax and Social Contribution	-80.1	-54.2	-47.9%	-126.7	36.8%
Net Income	102.2	82.1	24.5%	295.7	-65.4%
Net Income attributable to non-Controlling Interest	-0.8	-1.4	43.6%	-1.1	31.9%
<b>Net Income after non-Controlling Interest</b>	<b>101.4</b>	<b>80.7</b>	<b>25.7%</b>	<b>294.6</b>	<b>-65.6%</b>
Net Income per unit (R\$)*	0.30	0.24	25.8%	0.88	-65.5%
<b>ROAE (% last 12 months)</b>	<b>14.7%</b>	<b>15.3%</b>	<b>-60 BPS</b>	<b>14.4%</b>	<b>30 BPS</b>

\*Net income per unit is calculated by multiplying the basic earnings per share by three. Each unit is composed of three shares (one common share and two preferred shares). The total number of shares in circulation for the years 2015 and 2014 are different. Please refer to Note 23.8 in the Financial Statements for details on the calculation of earnings per share.

## 16. Summary Balance Sheet

### ASSETS

(R\$ million)	1Q15	2014	Δ
<b>Current Assets</b>	<b>13,546.5</b>	<b>13,354.4</b>	<b>1.4%</b>
Cash, cash equivalents and marketable securities	10,285.0	9,993.6	2.9%
Receivables from insurance, reinsurance and pension operations	2,045.4	2,023.0	1.1%
Receivables from savings bonds operations	30.7	81.3	-62.3%
Reinsurance and retrocession assets	269.3	311.0	-13.4%
Deferred acquisition costs	549.8	576.8	-4.7%
Receivables	276.3	294.9	-6.3%
Other current assets	90.2	73.8	22.2%
<b>Non-current Assets</b>	<b>5,553.0</b>	<b>5,362.4</b>	<b>3.6%</b>
Marketable securities	1,210.3	1,221.0	-0.9%
Judicial and fiscal deposits	2,692.9	2,628.0	2.5%
Deferred acquisition costs	302.8	236.6	28.0%
Other non-current assets	846.2	792.3	6.8%
Investments, property and equipment, and intangible assets	500.8	484.5	3.4%
<b>Total Assets</b>	<b>19,099.5</b>	<b>18,716.8</b>	<b>2.0%</b>

### LIABILITIES

(R\$ million)	1Q15	2014	Δ
<b>Current Liabilities</b>	<b>8,040.9</b>	<b>7,869.0</b>	<b>2.2%</b>
Loans and financing	197.4	201.5	-2.0%
Other payable obligations	584.3	662.8	-11.8%
Insurance and reinsurance debts	542.4	555.4	-2.3%
Technical reserves - insurance	4,875.4	4,596.3	6.1%
Technical reserves - private pension	1,037.8	993.8	4.4%
Technical reserves - savings bonds	630.7	671.0	-6.0%
Other current liabilities	172.9	188.3	-8.2%
<b>Non-current Liabilities</b>	<b>6,991.8</b>	<b>6,846.1</b>	<b>2.1%</b>
Other payable obligations	1,287.3	1,252.6	2.8%
Loans and financing	673.1	835.1	-19.4%
Other accounts payable	17.3	17.5	-1.1%
Technical reserves - insurance	547.8	476.7	14.9%
Technical reserves - private pension	3,756.0	3,574.7	5.1%
Other non-current liabilities	710.3	689.4	3.0%
<b>Shareholders' Equity</b>	<b>4,066.8</b>	<b>4,001.7</b>	<b>1.6%</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>19,099.5</b>	<b>18,716.8</b>	<b>2.0%</b>

## 17. Summary Income Statement

(R\$ million)	1Q15	1Q14	Δ	4Q14	Δ
<b>Insurance Premiums</b>	<b>3,588.3</b>	<b>3,191.0</b>	<b>12.5%</b>	<b>3,505.1</b>	<b>2.4%</b>
Premiums ceded to reinsurance, retrocession, consortiums and funds	-31.8	-40.8	22.1%	-33.3	4.4%
Retained Premiums	3,556.5	3,150.2	12.9%	3,471.9	2.4%
Changes in insurance and retained technical reserves	-46.2	-21.2	-118.5%	33.8	NA
Earned Premiums	3,510.3	3,129.0	12.2%	3,505.7	0.1%
Retained claims and benefits expenses	-2,719.9	-2,424.6	-12.2%	-2,360.6	-15.2%
Acquisition costs	-385.8	-353.7	-9.1%	-387.6	0.5%
<b>Gross Margin</b>	<b>404.5</b>	<b>350.7</b>	<b>15.3%</b>	<b>757.5</b>	<b>-46.6%</b>
Other insurance and operating income/expenses	-98.3	-80.7	-21.8%	-92.6	-6.2%
Net operating income from savings bonds	8.2	13.9	-41.1%	11.7	-30.2%
Net operating income from private pension	3.8	3.7	5.3%	-22.0	NA
Net operating income from ASO	7.0	6.0	16.4%	7.3	-4.0%
Net operating income from asset management	10.1	10.4	-2.2%	11.2	-9.7%
General and Administrative expenses	-302.9	-283.0	-7.0%	-337.9	10.4%
Tax expenses	-47.7	-50.1	4.8%	-90.3	47.2%
Investment income	178.5	157.0	13.7%	159.9	11.6%
Equity interest and other income / expenses	19.0	8.5	124.6%	17.7	7.2%
<b>Income Before Tax, Social Contribution and Non-Controlling Interest</b>	<b>182.3</b>	<b>136.2</b>	<b>33.8%</b>	<b>422.4</b>	<b>-56.8%</b>
Income tax and social contribution	-80.1	-54.2	-47.9%	-126.7	36.8%
Net Income	102.2	82.1	24.5%	295.7	-65.4%
Attributable to non-controlling interests	-0.8	-1.4	43.6%	-1.1	31.9%
<b>Net Income after Non-Controlling Interests</b>	<b>101.4</b>	<b>80.7</b>	<b>25.7%</b>	<b>294.6</b>	<b>-65.6%</b>

## 18. Analyst Coverage

Firm	Analyst	Phone
Agora	Aloísio Lemos	+55 (21) 2529-0807
Banco Fator	Samuel Torres	+55 (11) 3049-6147
Banco Safra	Francisco Kops	+55 (11) 3175-9073
Bradesco	Rafael Frade	+55 (11) 2178-4056
Brasil Plural	Eduardo Nishio	+55 (11) 3206-8240
BTG Pactual	Eduardo Rosman	+55 (11) 3383-2772
Citi	Juan Carlos Arandia	+55 (11) 4009-2650
Credit Suisse	Victor Schabbel	+55 (11) 3701-6337
Goldman Sachs	Carlos Macedo	+1 (212) 902-7211
JP Morgan	Domingos Falavina	+55 (11) 4950-3474
Merrill Lynch	Mario Pierry	+55 (11) 2188-4565
Santander	Henrique Navarro	+55 (11) 3012-5756
UBS	Mariana Taddeo	+55 (11) 3513-6512
Votorantim	Flavio Yoshida	+55 (11) 5171-5627

Some percentages and other figures included in this performance report have been rounded for ease of presentation and therefore may present small differences in the tables and notes of quarterly information. Additionally, for the same reason, the totals in certain tables may not reflect the arithmetic sum of the previous values.

Consolidated net income, net income per unit, and ROAE figures consider results for the company net of non-controlling interest.