



Quarterly Results – 3rd quarter 2018

- Total revenues of R\$5.3 billion (+10.8%) in 3Q18 and R\$15.2 billion (+13.1%) in 9M18
- Net income of R\$234.6 million (+55.0%) in 3Q18 and R\$511.4 million (+41.8%) in 9M18
- Consolidated loss ratio of 74.2% in 3Q18, 210 BPS lower
- Combined ratio of 95.9% in the quarter, an improvement of 310 BPS
- Health and dental group insurance members grow 12.7%
- Return on average equity of 16.0% in the last 12 months

Conference Call

November 1, 2018 (Thursday)

Portuguese (with simultaneous translation to English)

10am (Brasília) | 9am (US/DST)

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MESSAGE FROM MANAGEMENT

SulAmérica has once again proven its strength and capacity to grow with profitability in the third quarter of 2018. We presented positive results, with higher revenues and net income, sustaining the consistent trend of the last periods. Our track record, overcoming adverse scenarios in recent years, shows that we are more than prepared to face the challenges and opportunities in the markets in which we operate. At the same time, we remain fully focused on improving our service level and user experience by investing in new technologies and improving our processes. The soundness of results and the satisfaction of our clients corroborates that we are on the right path to sustain this trend.

We ended the third quarter with R\$5.3 billion in operating revenues, 10.8% higher than in the same period of the previous year. Gross margin increased by more than 43%, reflecting our efforts to improve operating results in all business lines. The combined ratio for the quarter followed this trend and presented a significant improvement of 310 basis points, on the back of improved loss and acquisition costs ratios. We also continued with a strict expenses control, with the administrative expenses ratio remaining stable, despite the permanent investments in the launch of new services, customer experience improvement, innovation, and digitalization. The operating efficiency gains, coupled with revenue growth, led to a net income of R\$234.6 million in the quarter, an increase of 55.0%. The return on average equity (ROAE) in the last twelve months reached 16.0%, reflecting the consistency of our profitability.

The continuity of the good figures in the health and dental segment is the result of high levels of customer retention and a good performance in the enrollment of new beneficiaries. Our efforts in managing and controlling claims and in health coordination initiatives have been showing results in the last quarters and, combined with the necessary price readjustments to maintain the economic balance of the contracts, allowed us to keep showing improvements in the loss ratio, reaching 78.9%, the lowest level for a third quarter since 2010. In order to continue presenting excellent results, we are always looking for strategic opportunities that can contribute to growth in the health and dental segment. Recently, we announced an agreement for the acquisition of Prodent, the 8th largest dental plan operator in the country, which, when concluded, will add more than 400 thousand beneficiaries to our portfolio besides the expectation of efficiency gains to be reaped after the integration, reinforcing the Company's position in a segment of high potential in promising and profitable portfolios.

As has been the trend in 2018, the auto portfolio stood out for its good performance, once again showing improvement in the annual comparison. This sequence of positive results is a function of our increasingly accurate risk selection, the continuous improvement in processes and in underwriting tools, our distribution capacity in partnership with the brokers, as well as the maintenance of the market context. Thus, in the third quarter, we increased revenues by 7.1%, reduced the loss ratio by 470 basis points to 58.2%, and posted an increase of 8.0% in the insured fleet, compared to the same quarter of last year.

The other business lines also presented positive performances. The portfolio of life and personal accident insurance continued to show a favorable trend, with higher revenues and improved profitability. The savings bonds segment, despite the still slow recovery of both the economy and the real estate market, as well as the challenges presented by a new regulatory framework, showed revenue growth and gross margin improvement. We should also highlight *SulAmérica Investimentos*, our asset management company, which once again had an excellent performance, with significant revenue and gross margin expansion, in addition to reaching R\$38.0 billion in assets under management, maintaining its leadership position among independent asset managers in Brazil.

Principles in environmental, social and governance (ESG) matters are increasingly integrated into the Company's strategy and performance. This quarter we received an important recognition on this front as we were included in the Dow Jones Sustainability Emerging Markets Index from the New York Stock Exchange, which is considered to be the leading benchmark among sustainability indices and lists public companies committed to the best ESG practices, long-term value generation and relationship with its stakeholders. SulAmérica was the only Brazilian company added to the index in this cycle, being also the only Latin American insurer to be part of the index in 2018. Events such as this denote our consistency in terms of our growth with profitability and socio-environmental responsibility.

Our results in the third quarter give us confidence to maintain our investments and continue on this positive trajectory, without losing focus on risks and costs management, as well as in capital allocation. This year we are initiating a new strategic plan, consolidating and expanding several initiatives which have already shown results in the last periods, besides introducing new initiatives that we believe are promising for our long-term sustainability, seeking progress in our internal processes and a continuous improvement of the experience offered to our providers, brokers and clients.

Once again, I would like to thank the engagement of our more than 5,000 employees, without whom results such as the ones we presented would not be possible, besides the trust, dedication and contribution of insurance brokers, business partners, service providers and others stakeholders who are a relevant part of our success and with whom we continually seek to strengthen relationships.

Gabriel Portella
CEO

1. Main Highlights

Financial Highlights (R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	5,094.7	4,584.6	11.1%	4,875.8	4.5%	14,542.4	12,832.8	13.3%
Health & Dental	4,012.5	3,569.0	12.4%	3,793.7	5.8%	11,523.9	10,132.5	13.7%
Automobile	905.9	846.1	7.1%	910.0	-0.5%	2,519.8	2,234.8	12.8%
Other Property & Casualty	50.1	53.9	-7.1%	48.6	3.1%	146.9	139.9	5.0%
Life & Personal Accident	126.1	115.7	9.1%	123.4	2.2%	351.9	325.6	8.1%
Other Operating Revenues	202.1	196.6	2.8%	209.9	-3.7%	611.4	567.4	7.7%
Private Pension	152.9	148.3	3.1%	156.4	-2.3%	460.3	409.2	12.5%
Savings Bonds	13.3	12.5	6.5%	14.0	-5.0%	40.4	39.2	2.9%
Administrative Services Only	14.9	14.5	3.2%	14.7	1.6%	44.7	40.0	11.7%
Asset Management	12.2	9.7	25.6%	13.2	-8.1%	36.4	30.1	20.7%
Other Revenues	8.9	11.7	-24.2%	11.5	-22.8%	29.7	48.9	-39.2%
Total Operating Revenues	5,296.9	4,781.2	10.8%	5,085.6	4.2%	15,153.9	13,400.2	13.1%
Investment Income	154.6	200.9	-23.0%	168.2	-8.0%	467.7	637.7	-26.7%
Net Income	234.6	152.1	54.3%	135.2	73.5%	511.8	362.6	41.2%
Net Income after non-Controlling Interest	234.6	151.4	55.0%	135.4	73.2%	511.4	360.5	41.8%
Net Income per unit (R\$)*	0.61	0.39	54.8%	0.35	73.2%	1.32	0.97	35.7%
Recurring ROAE (% last 12 months)	16.0%	13.1%	300 BPS	15.1%	90 BPS			
Insurance Operational Information (R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Earned Premiums	5,066.5	4,517.8	12.1%	4,799.8	5.6%	14,559.5	13,017.8	11.8%
Health & Dental	4,033.0	3,573.4	12.9%	3,803.7	6.0%	11,571.0	10,164.6	13.8%
Automobile	856.7	782.3	9.5%	811.3	5.6%	2,460.9	2,380.9	3.4%
Other Property & Casualty	50.6	47.5	6.5%	54.5	-7.3%	155.5	135.8	14.5%
Life & Personal Accident	126.2	114.6	10.2%	130.2	-3.1%	372.2	336.6	10.6%
Retained Claims	-3,759.6	-3,446.1	-9.1%	-3,715.2	-1.2%	-11,060.0	-10,136.0	-9.1%
Health & Dental	-3,182.1	-2,886.6	-10.2%	-3,148.3	-1.1%	-9,360.0	-8,339.3	-12.2%
Automobile	-498.9	-492.0	-1.4%	-489.7	-1.9%	-1,480.4	-1,601.5	7.6%
Other Property & Casualty	-20.1	-12.9	-56.4%	-21.5	6.4%	-59.5	-42.6	-39.6%
Life & Personal Accident	-58.5	-54.6	-7.1%	-55.7	-5.2%	-160.2	-152.6	-5.0%
Insurance Operational Ratios (%)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Loss Ratio	74.2%	76.3%	210 BPS	77.4%	320 BPS	76.0%	77.9%	190 BPS
Health & Dental	78.9%	80.8%	190 BPS	82.8%	390 BPS	80.9%	82.0%	120 BPS
Automobile	58.2%	62.9%	470 BPS	60.4%	210 BPS	60.2%	67.3%	710 BPS
Other Property & Casualty	39.7%	27.1%	-1270 BPS	39.4%	-30 BPS	38.2%	31.4%	-690 BPS
Life & Personal Accident	45.7%	47.3%	160 BPS	42.2%	-350 BPS	42.5%	45.0%	250 BPS
Acquisition Cost	9.4%	10.1%	70 BPS	9.6%	20 BPS	9.6%	10.2%	60 BPS
Health & Dental	6.2%	6.5%	30 BPS	6.3%	10 BPS	6.3%	6.3%	0 BPS
Automobile	20.1%	21.5%	140 BPS	20.1%	0 BPS	20.3%	22.2%	190 BPS
Other Property & Casualty	32.5%	33.2%	70 BPS	31.0%	-150 BPS	31.9%	34.0%	210 BPS
Life & Personal Accident	30.4%	32.9%	250 BPS	29.2%	-120 BPS	30.3%	32.5%	220 BPS
Combined	95.9%	99.1%	310 BPS	98.9%	300 BPS	97.8%	100.9%	310 BPS
Operating	93.0%	94.7%	180 BPS	95.5%	260 BPS	94.6%	96.0%	140 BPS
Consolidated Ratios (% of total operating revenues)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Gross Margin	13.0%	10.0%	300 BPS	9.8%	320 BPS	11.0%	8.8%	220 BPS
General & Administrative Expenses	8.6%	8.6%	0 BPS	8.5%	0 BPS	8.4%	8.8%	50 BPS
Net Margin	4.4%	3.2%	130 BPS	2.7%	180 BPS	3.4%	2.7%	70 BPS
Operating Highlights	3Q18	3Q17	Δ	2Q18	Δ			
Health & Dental Insured Members (thousand)	3,370	3,019	11.6%	3,228	4.4%			
Health Insured Members	2,173	2,096	3.7%	2,178	-0.2%			
Dental Insured Members	1,197	923	29.7%	1,050	14.0%			
Insured Fleet (thousand)	1,618	1,498	8.0%	1,583	2.2%			
Insured Lives (thousand)	3,341	2,829	18.1%	3,257	2.6%			
Assets under Management (R\$ billion)	38.0	36.9	3.2%	37.6	1.1%			
Private Pension Reserves (R\$ million)	6,881	6,121	12.4%	6,573	4.7%			

Among the main highlights in the 3rd quarter of 2018, it's worth mentioning:

- growth of 10.8% in total operating revenues, reaching R\$5.3 billion, boosted, mainly, by the health and dental segment;
- health and dental membership in group plans grew 12.7% over 3Q17, reaching 3.2 million insured members;
- total loss ratio of 74.2%, 210 BPS lower compared to 3Q17, mainly as a result of the improvement in the auto segment, as well as the good performances in the health and dental and life and personal accident portfolios;
- improvement of 70 BPS in the acquisition costs ratio, reflecting the market context;
- combined ratio of 95.9% in the quarter, 310 BPS lower than in 3Q17;
- invested assets in proprietary portfolio yielded 110.3% of the CDI (benchmark rate), which helped to mitigate the lower average Selic rate impacting the contribution of investment income;
- increase of 55.0% in net income compared to 3Q17, totaling R\$234.6 million; and
- in October, the announcement of agreement for the acquisition of Prodent, an important dental plan operator with 2.2% of market share in 2017.

*Net income per unit is calculated by multiplying the basic earnings per share by three. Each unit is comprised of three shares, one common share and two preferred. The total number of shares outstanding for the years 2017 and 2018 are different. Please refer to Note 22.6 in the Financial Statements for the period details on the calculation of earnings per share.

2. Health and Dental, and Administrative Services Only (ASO)

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	4,027.5	3,583.5	12.4%	3,808.4	5.8%	11,568.6	10,180.7	13.6%
Insurance	4,012.5	3,569.0	12.4%	3,793.7	5.8%	11,523.9	10,132.5	13.7%
Group	3,454.9	3,036.2	13.8%	3,249.7	6.3%	9,881.4	8,593.0	15.0%
Corporate/Affinity	2,256.3	2,063.5	9.3%	2,117.5	6.6%	6,463.9	5,842.0	10.6%
SME	1,137.8	926.2	22.8%	1,075.4	5.8%	3,243.5	2,607.0	24.4%
Dental	60.8	46.5	30.8%	56.9	7.0%	174.0	144.1	20.8%
Individual Health	557.6	532.7	4.7%	544.0	2.5%	1,642.5	1,539.5	6.7%
Administrative Services Only	14.9	14.5	3.2%	14.7	1.6%	44.7	40.0	11.7%
Other Operating Revenues	0.0	0.1	-76.2%	0.0	NA	0.0	8.2	-99.6%
Changes in Technical Reserves	-19.8	-28.3	30.2%	-21.2	6.8%	-58.1	-53.8	-7.9%
Insurance	-19.8	-28.3	30.2%	-21.2	6.8%	-58.1	-53.8	-7.9%
Operating Expenses	-3,529.1	-3,215.7	-9.7%	-3,489.9	-1.1%	-10,410.2	-9,270.8	-12.3%
Insurance	-3,526.9	-3,213.1	-9.8%	-3,485.9	-1.2%	-10,401.5	-9,263.8	-12.3%
Administrative Services Only	-2.2	-2.6	16.6%	-4.0	46.0%	-8.7	-7.1	-23.6%
Gross Margin	478.6	339.5	41.0%	297.3	61.0%	1,100.3	856.0	28.5%
Insurance	465.9	327.5	42.2%	286.6	62.5%	1,064.3	814.9	30.6%
Administrative Services Only	12.8	11.9	7.5%	10.7	19.4%	35.9	32.9	9.1%
Other	0.0	0.1	-76.2%	0.0	NA	0.0	8.2	-99.6%
Loss Ratio	78.9%	80.8%	190 BPS	82.8%	390 BPS	80.9%	82.0%	120 BPS
Acquisition Cost	6.2%	6.5%	30 BPS	6.3%	10 BPS	6.3%	6.3%	0 BPS

Health and Dental Insurance

Operating revenues for the health and dental insurance segment increased 12.4%, reaching R\$4.0 billion in 3Q18. Once again, group plans presented a good performance, with growth in all portfolios: dental (+30.8%), SME – small and medium enterprises – (+22.8%) and corporate/affinity (+9.3%). The segment's profitability also improved, with the gross margin increasing 41.0% over the same period of last year, as a result of revenue growth and a controlled loss ratio.

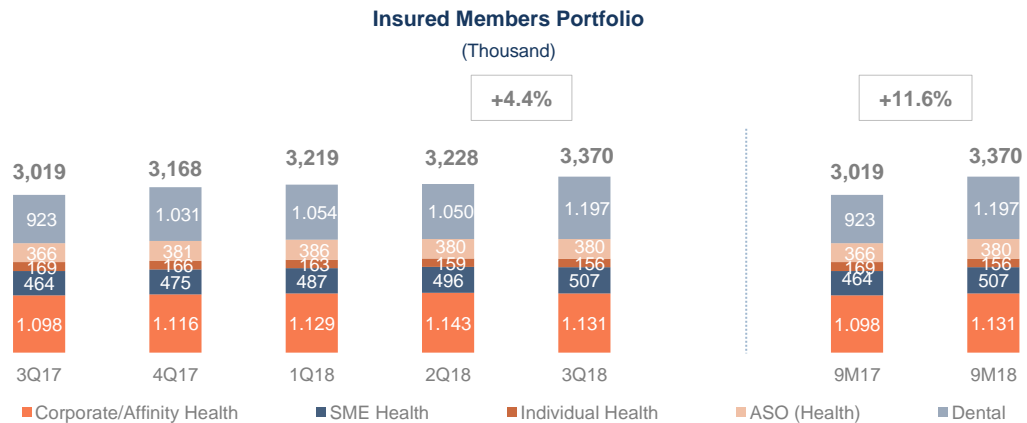
The Company's commercial strategy remains accurate and showing results. We sustained the good growth pace in the number of insured members, with a solid performance in terms of new clients enrollments, in addition to the maintenance of a high level of customer retention. The strength of the SulAmérica brand, the expansion of our regional reach, as well as the expertise to format products and innovations that provide convenience to the insured members are essential for attracting and maintaining clients with different needs. In this way, SulAmérica continues to expand its presence in the market. According to recent data released by ANS (National Supplementary Health Agency), SulAmérica's market share was 10.3% of total revenues in the Brazilian private healthcare market for the first half of 2018.

(Thousand members)	3Q18	3Q17	Δ	2Q18	Δ
Group Health	2,017	1,927	4.6%	2,018	-0.1%
Corporate/Affinity Health	1,131	1,098	3.0%	1,143	-1.1%
SME Health	507	464	9.1%	496	2.2%
Administrative Services Only	380	366	3.8%	380	0.0%
Dental	1,197	923	29.7%	1,050	14.0%
Dental	1,165	891	30.8%	1,021	14.1%
Administrative Services Only	32	32	-0.3%	29	10.3%
Group Total	3,214	2,850	12.7%	3,068	4.7%
Individual Health	156	169	-7.5%	159	-2.1%
Total	3,370	3,019	11.6%	3,228	4.4%

The health and dental group plans portfolio reached 3.2 million lives, with net adds of 363 thousand lives, growth of 12.7% compared to 3Q17. All group portfolios grew in the quarter, with top performers being the dental portfolio (+29.7%), boosted by a relevant contract signed in September, and SME plans (+9.1%), which maintained the good pace observed in the last quarters. The more positive employment scenario benefited the corporate/affinity portfolio, which presented net growth in the number of insured lives for the third consecutive quarter, of 3.0% compared to 3Q17, reaffirming the recovery in this portfolio.

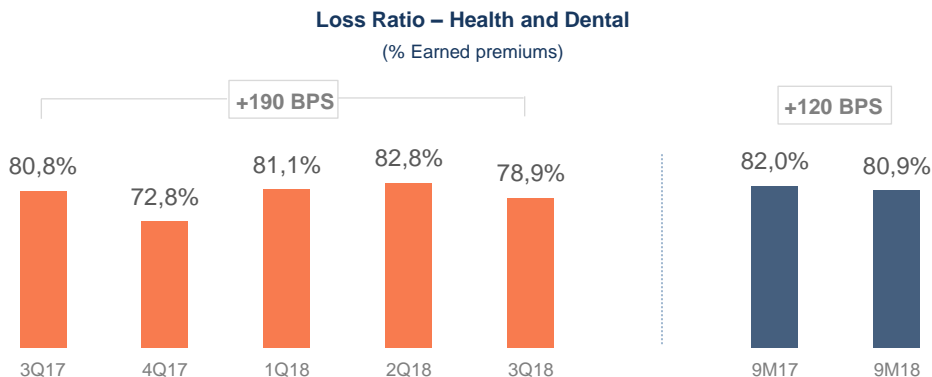
On October 8, SulAmérica announced an agreement for the acquisition of Prodent, the 8th largest dental plan operator in Brazil with more than 400 thousand beneficiaries. This acquisition, when completed, will increase our scale and relevance and also strengthen our penetration in the Individual, Retail and Affinity portfolios in the dental segment. This movement, coupled with the continued focus on organic growth and increased cross-sell with our health clients, is in line with the Company's strategy to increase its presence in the dental insurance segment. The integration after the conclusion of the transaction will bring operational efficiency gains to this portfolio.

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



Recent figures from ANS show that, at the end of August 2018, the private system reached 47.3 million beneficiaries in health plans and 23.7 million in dental plans, which means stability in the health segment and growth of 7.8% in the dental segment, in comparison to the same period of the previous year. The recovery in employment is still timid, but the scenario is already marginally more favorable compared to 2017. According to data from CAGED (General Register of Employees and Unemployed in Brazil), until September 2018 we had a positive balance of 719.1 thousand jobs created. These numbers are positive for the private healthcare market, considering the significant correlation between the employment rate and the number of insured lives in the market.

The segment's loss ratio reached 78.9% in the third quarter, an improvement of 190 BPS compared to 3Q17. Year-to-date, the loss ratio totaled 80.9%, 120 BPS better than in the same period of last year. We have been successful in keeping the loss ratio under control in the last periods, mainly as a result of the ongoing initiatives focused on claims control and health and well-being management programs, coupled with the application of the necessary price readjustments to maintain the economic balance of the contracts, which are concentrated in the third quarter. In addition, this year the Company started to invest in care coordination initiatives that involve the organization of assistance activities to the insured members and the sharing of information among all participants in the healthcare chain involved in patient care in order to obtain care results that are safer and more effective, as well as greater satisfaction of the beneficiaries.



Health Administrative Services Only (ASO)

Revenues from ASO plans grew 3.2% compared to the same period of last year, following the growth in membership. The ASO portfolio, considering beneficiaries in both health and dental, reached 412 thousand lives.

3. Auto and Other Property and Casualty Insurance

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	964.5	911.3	5.8%	969.4	-0.5%	2,694.9	2,414.4	11.6%
Insurance	956.0	900.0	6.2%	958.6	-0.3%	2,666.7	2,374.7	12.3%
Automobile	905.9	846.1	7.1%	910.0	-0.5%	2,519.8	2,234.8	12.8%
Other Property & Casualty	50.1	53.9	-7.1%	48.6	3.1%	146.9	139.9	5.0%
Other Operating Revenues	8.5	11.3	-24.8%	10.7	-20.8%	28.3	39.7	-28.9%
Automobile	8.5	9.0	-5.0%	9.0	-5.1%	26.6	28.8	-7.7%
Other Property & Casualty	0.0	2.4	-99.9%	1.8	-99.9%	1.7	11.0	-84.4%
Changes in Technical Reserves	-68.1	-86.5	21.3%	-111.0	38.6%	-104.4	97.1	NA
Automobile	-66.9	-78.2	14.4%	-115.3	41.9%	-107.9	105.8	NA
Other Property & Casualty	-1.2	-8.3	85.4%	4.3	NA	3.5	-8.7	NA
Operating Expenses	-720.5	-706.7	-2.0%	-702.8	-2.5%	-2,131.1	-2,259.5	5.7%
Insurance	-720.5	-706.6	-2.0%	-702.8	-2.5%	-2,131.1	-2,259.4	5.7%
Automobile	-680.8	-672.2	-1.3%	-664.5	-2.5%	-2,015.1	-2,165.3	6.9%
Other Property & Casualty	-39.7	-34.4	-15.4%	-38.3	-3.7%	-116.0	-94.1	-23.2%
Other Operating Expenses	0.0	-0.1	97.0%	0.0	NA	0.0	-0.1	97.9%
Automobile	0.0	-0.1	97.0%	0.0	NA	0.0	-0.1	97.9%
Other Property & Casualty	0.0	0.0	NA	0.0	NA	0.0	0.0	NA
Gross Margin	175.9	118.1	49.0%	155.6	13.1%	459.5	252.1	82.3%
Automobile	166.7	104.5	59.5%	139.2	19.7%	423.3	204.1	107.4%
Other Property & Casualty	9.2	13.6	-31.9%	16.4	-43.6%	36.2	48.1	-24.7%

Loss Ratio	57.2%	60.8%	360 BPS	59.0%	180 BPS	58.9%	65.3%	650 BPS
Automobile	58.2%	62.9%	470 BPS	60.4%	210 BPS	60.2%	67.3%	710 BPS
Other Property & Casualty	39.7%	27.1%	-1270 BPS	39.4%	-30 BPS	38.2%	31.4%	-690 BPS
Acquisition Cost	20.8%	22.2%	140 BPS	20.8%	0 BPS	21.0%	22.8%	180 BPS
Automobile	20.1%	21.5%	140 BPS	20.1%	0 BPS	20.3%	22.2%	190 BPS
Other Property & Casualty	32.5%	33.2%	70 BPS	31.0%	-150 BPS	31.9%	34.0%	210 BPS

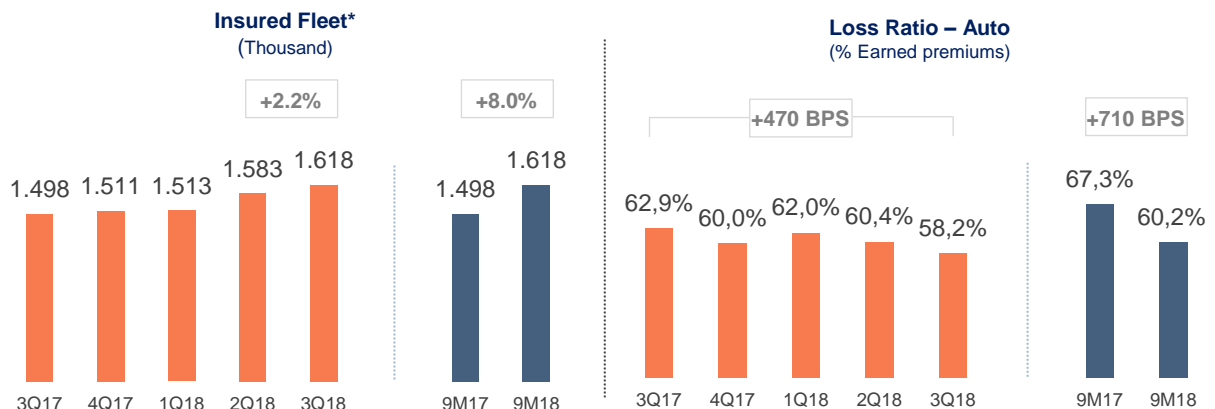
Auto Insurance

The auto insurance segment continued with the good performance it has been presenting throughout the year. Operating revenues reached R\$905.9 million in the quarter, growth of 7.1% compared to 3Q17. The loss ratio once again posted a reduction, of 470 BPS, falling to 58.2% in 3Q18. The segment also presented gains in the acquisition costs ratio, which dropped 140 BPS to 20.1%.

Following the revenue growth and efficiency gains presented, the gross margin improved 59.5% in the quarter and 107.4% in the year-to-date. The ongoing improvement, as well as the whole recovery process shown since the end of 2017, is mainly related to a more accurate underwriting, continuous improvements in operating processes and underwriting tools, in addition to the adequacy of risk exposure levels and more positive market conditions.

The insurance fleet continued its recovery trend and, at the end of the quarter, totaled 1.6 million of vehicles, 2.2% above the number registered in the previous quarter and 8.0% higher when compared to the same period of 2017. This growth confirms the trend of volume recovery, largely explained by commercial efforts in partnership with the brokers.

Recent data from Susep (Private Insurance Commission) show that SulAmérica had a market share of 9.7% of the total written premiums for the period from January until September 2018, being the fourth largest auto insurer in Brazil.



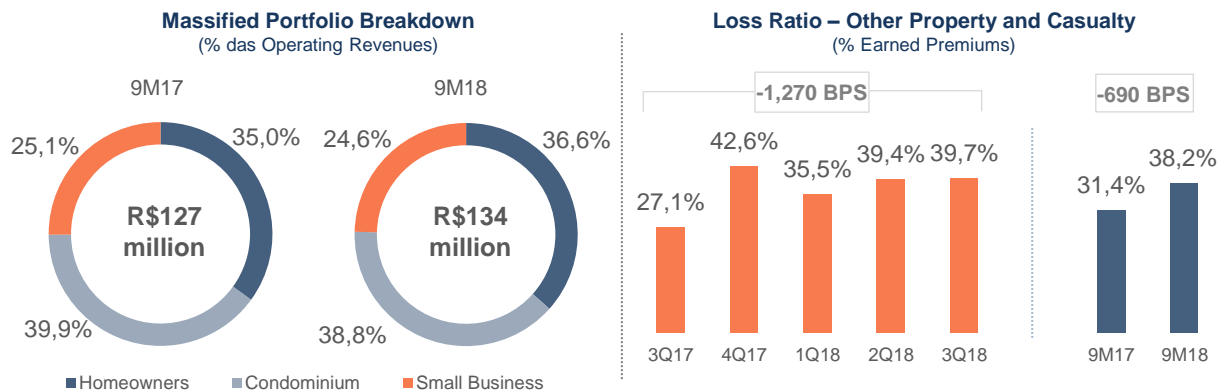
*Insured fleet net of technical cancellations

3. Auto and Other Property and Casualty Insurance (cont.)

Other Property and Casualty Insurance

The other property & casualty insurance revenues totaled R\$50.1 million, a drop of 7.1% in relation to the same quarter of last year. The loss ratio of the portfolio was 39.7% in the quarter, in line with the figure shown in 2Q18, but 1,270 BPS worse when compared to 3Q17, driven by a higher frequency and severity of claims, as was also the case in the previous quarter.

Considering only the massified portfolio (homeowners/households, condominium and small businesses) – which represented around 91% of this segment – operating revenues fell 5.8% in 3Q18, reaching R\$46.8 million. Loss ratio was 43.1%, 1,500 BPS worse when compared with 3Q17, mainly due to a higher volume of claims in the period.



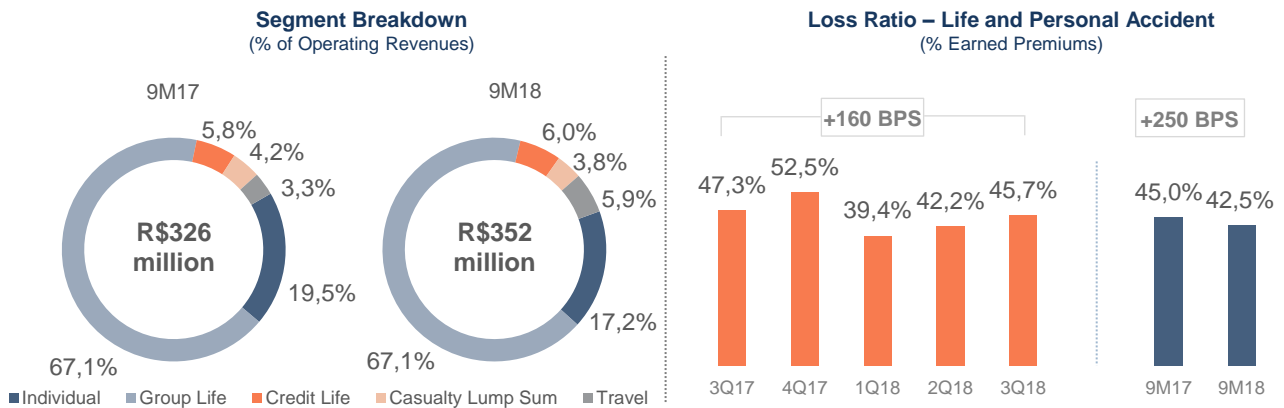
4. Life and Personal Accident Insurance and Private Pension

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	279.4	264.2	5.7%	280.6	-0.4%	813.5	735.7	10.6%
Insurance	126.1	115.7	9.1%	123.4	2.2%	351.9	325.6	8.1%
Private Pension	152.9	148.3	3.1%	156.4	-2.3%	460.3	409.2	12.5%
Other Operating Revenues	0.4	0.3	12.0%	0.8	-52.8%	1.4	1.0	47.1%
Changes in Technical Reserves	-128.4	-115.5	-11.2%	-124.6	-3.0%	-364.7	-295.2	-23.5%
Insurance	-3.4	-4.2	20.0%	3.0	NA	9.4	2.0	367.3%
Private Pension	-125.0	-111.3	-12.3%	-127.6	2.1%	-374.1	-297.2	-25.9%
Operating Expenses	-136.1	-141.5	3.9%	-121.3	-12.2%	-379.7	-410.3	7.5%
Insurance	-107.2	-107.9	0.6%	-89.0	-20.5%	-288.7	-309.9	6.8%
Private Pension	-28.9	-33.7	14.2%	-32.3	10.6%	-91.0	-100.4	9.4%
Gross Margin	14.9	7.2	106.9%	34.7	-57.0%	69.2	30.2	129.6%
Insurance	15.6	3.6	334.2%	37.5	-58.4%	72.6	17.7	310.3%
Private Pension	-1.0	3.3	NA	-3.5	70.7%	-4.8	11.5	NA
Other	0.4	0.3	12.0%	0.8	-52.8%	1.4	1.0	47.1%
Loss Ratio	45.7%	47.3%	160 BPS	42.2%	-350 BPS	42.5%	45.0%	250 BPS
Acquisition Cost	30.4%	32.9%	250 BPS	29.2%	-120 BPS	30.3%	32.5%	220 BPS

Life and Personal Accident Insurance

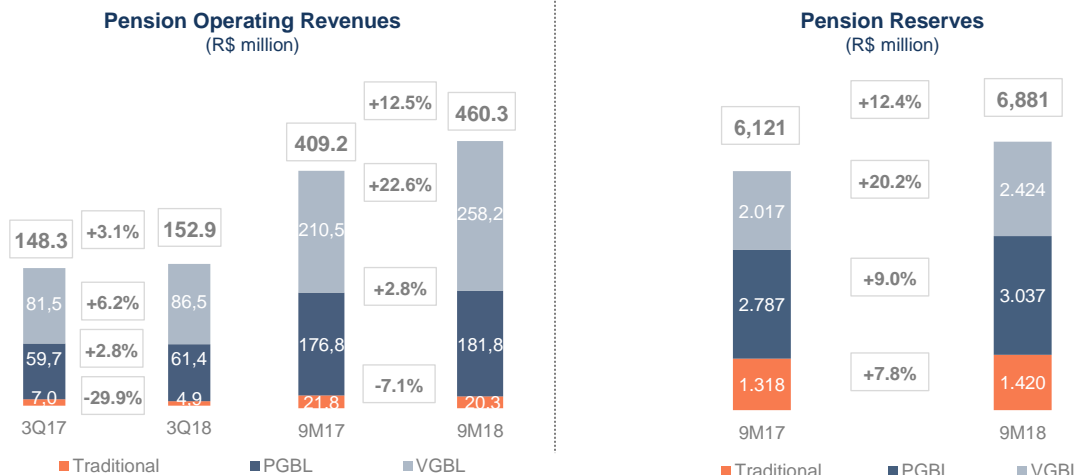
Life and personal accident revenues were up for the second consecutive quarter, reaching R\$126.1 million in 3Q18, 9.1% higher than in the same period of last year. The segment's loss ratio reached 45.7%, a gain of 160 BPS compared to 3Q17. Acquisition costs also improved to 30.4%, 250 BPS lower. Revenue growth combined with controlled expenses led to a significant improvement in the gross margin, which reached R\$15.6 million, more than four times higher than the figure presented in 3Q17.

4. Life and Personal Accident Insurance and Private Pension (cont.)



Private Pension

Pension reserves grew 12.4% over the same period of last year, reaching R\$6.9 billion, as a result of a net positive balance of portability (transfers), in addition to a higher volume of contributions and the accumulated returns of the underlying pension funds. Operating revenues were up 3.1% in the quarter, mainly propelled by the increase of the participation from the VGBL product, which more than offset the lower revenues in the traditional segment.



5. Savings Bonds

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	13.3	12.5	6.5%	14.0	-5.0%	40.4	39.2	2.9%
Operating Expenses	-7.1	-7.2	1.4%	-19.3	63.1%	-34.9	-23.0	-51.7%
Gross Margin	6.2	5.3	17.3%	-5.3	NA	5.5	16.2	-66.1%
Savings Bonds Reserves	643.2	624.1	3.1%	638.3	0.8%			

The savings bonds segment finished the third quarter with an increase of 6.5% in operating revenues compared to 3Q17, reaching R\$13.3 million, which, with expenses under control, led to a 17.3% increase in the gross margin. The efforts to increase our distribution capacity as well to strengthen our relationship with brokers, real estate agents, landlords and tenants in the real estate segment have been positive and contributed to this performance, despite the slow recovery in the real estate market, which still impacts SulAmérica Rental Guarantee, our main product.

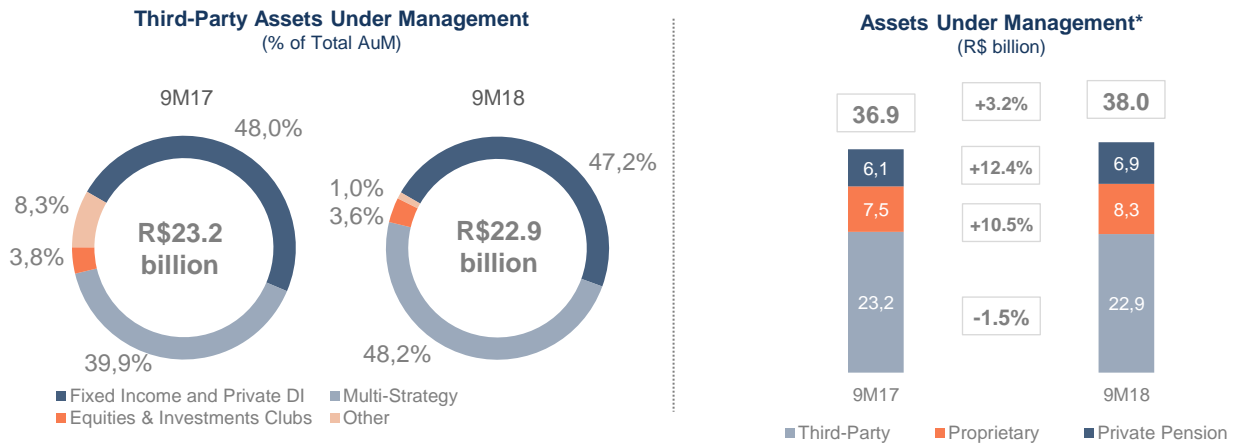
6. Asset Management

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenues	12.2	9.7	25.6%	13.2	-8.1%	36.4	30.1	20.7%
Management Fee	12.0	9.7	23.4%	11.9	0.8%	34.7	28.6	21.3%
Performance Fee	0.1	-0.1	NA	1.3	-89.1%	1.7	1.5	9.1%
Operating Expenses	-1.0	-1.1	3.7%	-0.9	-10.6%	-2.8	-3.9	27.8%
Gross Margin	11.1	8.6	29.2%	12.3	-9.5%	33.5	26.2	28.0%

SulAmérica Investimentos, our asset management arm, ended the third quarter of 2018 with R\$38.0 billion in AuM, an increase of 3.2% compared to the same period of last year. This increase follows the growth shown in the proprietary portfolio – insurance float (+10.5%) and pension reserves (+12.4%).

Operating revenues grew 25.6%, mainly as a result of management fee revenues growth (+23.4%). Operating gross margin followed this movement and improved 29.2% in comparison to 3Q17. In the year-to-date period, operating revenues rose 20.7%, with an increase of 28.0% in the gross margin.

Following the trend observed in the last quarters, the allocation in multi-strategy funds reached 48.2% of the portfolio, surpassing the portion allocated to fixed income assets, a natural movement related to the lower average benchmark interest rate (Selic), and, consequently, the lower yield of securities linked to the CDI (Brazil's Interbank Certificate of Deposit).



*The reported third-party assets under management include investment funds and portfolios that are managed or administered by *SulAmérica Investimentos S.A.*

7. Administrative Expenses

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Personnel Expenses	-191.8	-173.4	-10.6%	-196.3	2.3%	-576.2	-513.2	-12.3%
Third-Party Services	-120.2	-111.1	-8.2%	-93.9	-28.0%	-304.6	-315.5	3.5%
Buildings and Maintenance	-35.3	-38.4	8.0%	-38.5	8.4%	-112.7	-118.7	5.1%
Other Administrative Expenses	-48.5	-51.9	6.7%	-54.0	10.2%	-126.7	-123.7	-2.4%
Profit Sharing	-22.4	-17.1	-31.1%	-17.8	-25.5%	-58.1	-48.8	-18.9%
Tax Expenses	-22.4	-4.6	-388.3%	-22.2	-0.9%	-54.4	-23.8	-128.9%
Depreciation & Amortization	-13.2	-13.3	0.8%	-11.3	-17.6%	-35.5	-40.9	13.1%
Total	-453.8	-409.9	-10.7%	-434.0	-4.6%	-1,268.2	-1,184.7	-7.1%
General & Administrative Expenses Ratio (% operating revenues)	8.6%	8.6%	0 BPS	8.5%	0 BPS	8.4%	8.8%	50 BPS

Our efforts to maintain strict control over costs and expenses remain in place, aiming at efficiency gains and, consequently, increased operational leverage. The administrative expenses ratio (measured by the ratio of total administrative expenses to total operating revenues) reached 8.6% in 3Q18, stable when compared to the same quarter of last year. In absolute terms, administrative expenses increased 10.7% in the third quarter of 2018, mainly explained by higher expenses with PIS/Cofins direct taxes related to Interest on Shareholders' Equity (IoC or JCP) in the Company's subsidiaries. In the year-to-date period, the ratio reached 8.4%, a gain of 50 BPS over 9M17.

8. Investment Income

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Investment Income ex-Private Pension	157.9	188.8	-16.4%	166.7	-5.3%	470.2	612.6	-23.2%
Return on Investment Portfolio	163.7	182.8	-10.4%	156.7	4.5%	481.0	628.7	-23.5%
Debt Service Cost	-27.9	-26.7	-4.3%	-27.7	-0.5%	-85.2	-102.3	16.7%
Other Investment Income	22.0	32.7	-32.7%	37.7	-41.8%	74.5	86.3	-13.7%
Investment Income from Private Pension	-3.2	12.2	NA	1.5	NA	-2.5	25.0	NA
Return on Investment Portfolio of Private Pension	148.2	153.2	-3.3%	104.9	41.3%	397.6	443.2	-10.3%
Change in Liabilities of Private Pension	-151.4	-141.0	-7.4%	-103.4	-46.5%	-400.1	-418.1	4.3%
Total Investment Income	154.6	200.9	-23.0%	168.2	-8.0%	467.7	637.7	-26.7%

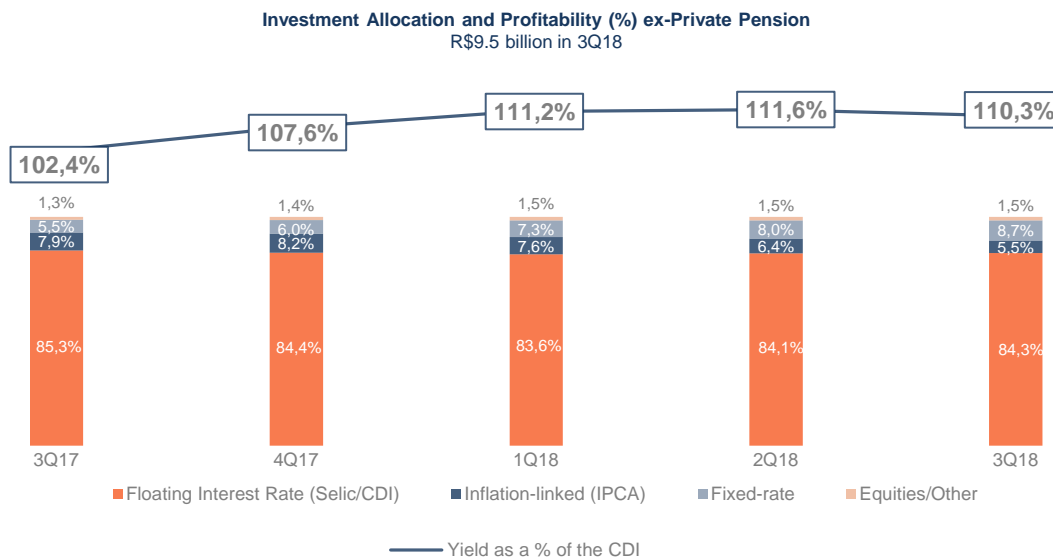
Balance

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ
Balance Excluding Private Pension	9,508.8	8,215.3	15.7%	9,046.4	5.1%
Private Pension Operations Balance	6,880.9	6,121.5	12.4%	6,572.6	4.7%
Total Balance	16,389.8	14,336.8	14.3%	15,619.0	4.9%

Total net investment income reached R\$154.6 million in 3Q18, 23.0% lower in relation to 3Q17. The drop of 10.4% in the return on investment portfolio, even with the increase of 15.7% in proprietary assets, followed the decrease in the Selic rate, to which most of our assets are indexed and that presented a significant reduction when compared to the same period of last year. On the other hand, the lower Selic rate has a positive impact in the debt service cost line – which improved 4.3% this quarter – since most of the Company's debt service is also indexed to it.

The yield on the insurance float (Company's proprietary portfolio ex-private pension) in 3Q18 reached 110.3% of CDI and 111.2% in the 9M18, driven by good performances of fixed rate, inflation-linked and currency-linked assets.

The Company has 98% of its proprietary assets (ex-private pension) allocated in fixed income and 2% held in equities and other asset classes. Approximately 88% of the fixed income allocation (ex-PGBL and VGBL) is invested in AAA-rated or sovereign risk securities (Brazilian government bonds).



9. Summary Income Statement

(R\$ million)	3Q18	3Q17	Δ	2Q18	Δ	9M18	9M17	Δ
Operating Revenue	5,296.9	4,781.2	10.8%	5,085.6	4.2%	15,153.9	13,400.2	13.1%
Insurance	5,094.7	4,584.6	11.1%	4,875.8	4.5%	14,542.4	12,832.8	13.3%
Private Pension	152.9	148.3	3.1%	156.4	-2.3%	460.3	409.2	12.5%
Saving Bonds	13.3	12.5	6.5%	14.0	-5.0%	40.4	39.2	2.9%
ASO	14.9	14.5	3.2%	14.7	1.6%	44.7	40.0	11.7%
Asset Management	12.2	9.7	25.6%	13.2	-8.1%	36.4	30.1	20.7%
Other	8.9	11.7	-24.2%	11.5	-22.8%	29.7	48.9	-39.2%
Changes in Premium Technical Reserves	-216.3	-230.4	6.1%	-256.8	15.8%	-527.1	-251.9	-109.3%
Insurance	-91.3	-119.1	23.3%	-129.2	29.3%	-153.0	45.3	NA
Private Pension	-125.0	-111.3	-12.3%	-127.6	2.1%	-374.1	-297.2	-25.9%
Operating Expenses	-4,391.7	-4,070.8	-7.9%	-4,332.2	-1.4%	-12,953.4	-11,963.8	-8.3%
Insurance	-4,352.5	-4,026.2	-8.1%	-4,275.7	-1.8%	-12,816.0	-11,829.3	-8.3%
Claims	-3,759.6	-3,446.1	-9.1%	-3,715.2	-1.2%	-11,060.0	-10,136.0	-9.1%
Acquisition Costs	-476.3	-454.5	-4.8%	-458.5	-3.9%	-1,391.9	-1,327.2	-4.9%
Other	-116.7	-125.6	7.1%	-102.0	-14.3%	-364.1	-366.1	0.5%
Private pension	-28.9	-33.7	14.2%	-32.3	10.6%	-91.0	-100.4	9.4%
Benefits and Redemptions Expenses	-19.9	-26.9	26.2%	-24.1	17.4%	-65.1	-78.0	16.5%
Acquisition Costs	-8.1	-7.1	-13.9%	-7.7	-4.7%	-23.7	-21.9	-8.5%
Other	-0.9	0.3	NA	-0.5	-85.5%	-2.2	-0.6	-253.5%
Saving Bonds	-7.1	-7.2	1.4%	-19.3	63.1%	-34.9	-23.0	-51.7%
ASO	-2.2	-2.6	16.6%	-4.0	46.0%	-8.7	-7.1	-23.6%
Asset Management	-1.0	-1.1	3.7%	-0.9	-10.6%	-2.8	-3.9	27.8%
Other	0.0	-0.1	97.0%	0.0	NA	0.0	-0.1	97.9%
Operating Gross Margin	688.8	480.1	43.5%	496.5	38.7%	1,673.3	1,184.5	41.3%
General and Administrative Expenses	-453.8	-409.9	-10.7%	-434.0	-4.6%	-1,268.2	-1,184.7	-7.1%
Net Investment Income	154.6	200.9	-23.0%	168.2	-8.0%	467.7	637.7	-26.7%
Equity Interest Income	9.6	10.9	-12.2%	7.5	28.9%	26.5	29.6	-10.4%
Other Equity Income / (Expenses)	2.1	1.9	13.5%	2.5	-14.3%	8.3	5.7	45.2%
Income before tax and social contribution	401.4	283.9	41.4%	240.6	66.8%	907.6	672.7	34.9%
Income Tax and Social Contribution	-166.8	-131.9	-26.5%	-105.4	-58.3%	-395.8	-310.2	-27.6%
Net Income	234.6	152.1	54.3%	135.2	73.5%	511.8	362.6	41.2%
Attributable to Non-Controlling Shareholders	0.0	-0.7	NA	0.2	NA	-0.4	-2.0	78.6%
Net Income After Non-Controlling Interests	234.6	151.4	55.0%	135.4	73.2%	511.4	360.5	41.8%

10. Summary Balance Sheet

ASSETS

(R\$ million)	3Q18	2017	Δ
Current Assets	18,187.4	17,014.3	6.9%
Cash, cash equivalents and marketable securities	15,185.7	14,119.2	7.6%
Receivables	2,120.7	1,974.2	7.4%
Taxes	124.4	225.3	-44.8%
Reinsurance assets	38.8	25.2	54.1%
Salvages for sale	44.7	51.1	-12.6%
Deferred acquisition costs	649.0	596.2	8.9%
Other	24.1	23.2	4.2%
Non-current assets	6,877.7	6,435.2	6.9%
Marketable securities	1,266.6	1,147.0	10.4%
Receivables	831.8	718.4	15.8%
Judicial deposits	2,928.6	2,856.4	2.5%
Reinsurance assets	9.0	7.7	17.3%
Deferred acquisition costs	558.5	498.1	12.1%
Taxes	909.3	796.0	14.2%
Other	5.0	3.0	65.6%
Investments, property and equipment, and intangible assets	369.0	408.6	-9.7%
Total Assets	25,065.0	23,449.5	6.9%

LIABILITIES

(R\$ million)	3Q18	2017	Δ
Current Liabilities	9,363.7	8,803.9	6.4%
Accounts payable	1,696.9	1,706.0	-0.5%
Loans and financing	159.1	300.0	-47.0%
Insurance and reinsurance liabilities	319.0	289.9	10.0%
Technical reserves - Insurance	7,093.9	6,422.1	10.5%
Judicial provisions	79.4	78.3	1.4%
Other	15.5	7.6	103.2%
Non-current Liabilities	9,625.0	9,005.2	6.9%
Accounts payable	40.8	32.5	25.6%
Loans and financing	1,327.7	1,284.5	3.4%
Technical reserves - Insurance	5,865.5	5,326.0	10.1%
Judicial provisions	2,375.8	2,341.3	1.5%
Other	15.2	20.9	-27.3%
Shareholders' Equity	6,076.4	5,640.4	7.7%
Total Liabilities and Shareholders' Equity	25,065.0	23,449.5	6.9%

11. Analyst Coverage

Firm	Analyst	Phone
Ágora	Aloísio Lemos	+55 (21) 2529-0807
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BTG Pactual	Eduardo Rosman	+55 (11) 3383-2772
Citi	Felipe Salomão	+55 (11) 4009-2650
Credit Suisse	Lucas Lopes	+55 (11) 3701-6052
JP Morgan	Domingos Falavina	+1 (212) 622 3602
Merrill Lynch	Mario Pierry	+1 (646) 743 0047
Santander	Henrique Navarro	+55 (11) 3012-5756
UBS	Mariana Taddeo	+55 (11) 3513-6512

12. Glossary

Operating revenues: this account is comprised of (i) sum of net insurance retained premiums; (ii) contributions, management fees and other private pension revenues; (iii) collection revenues net of changes in technical provisions and other deductions; (iv) management fees and other revenues from Health administrative Services Only (ASO) plans; (v) management and performance fees from the asset management operation.

Operating expenses: this account is comprised of (i) insurance expenses (claims, acquisition costs and other insurance expenses); (ii) private pension expenses (benefits and redemptions, acquisition costs and other operating expenses); (iii) savings bonds expenses (acquisition costs and other expenses); (iv) general expenses related to ASO plans, excluding payable events already deducted from revenues; (v) general expenses related to the asset management operation; (vii) other expenses not directly linked to the operations.

Operating gross margin: this account is comprised of operating revenues net of operating expenses and changes in insurance and private pension technical provisions.

Insurance Operational Ratios

Loss ratio: is the ratio between retained claims and earned premiums.

Acquisition cost ratio: the ratio between insurance acquisition costs and earned premiums.

Combined ratio: equals the sum of the loss ratio, acquisition cost ratio, other insurance operating revenues and expenses ratio, insurance tax expenses ratio and insurance gross margin ratio, which are calculated over earned premiums, and the division of general and administrative expenses by retained premiums.

Operating ratio: equals the difference between the combined ratio and the investment income ratio, which is calculated over retained premiums.

Other data can be found in the fundamentals spreadsheet, available at the Investor Relations website (www.sulamerica.com.br/ir)

Other Consolidated Ratios

Operating gross margin: the ratio between operating gross margin and total operating revenues.

General and administrative expenses ratio: the ratio between general and administrative expenses and total operating revenues.

Net margin: the ratio between net income and total operating revenues.

Return on average equity (ROAE): considers net income in the last twelve months and average shareholders' equity in the period.

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.