

- Insurance premiums grow 14.2% in 3Q11, a result of better underwriting and higher sales volume
- Health insurance premiums grow 18.4%, with SME's growing 31.7% in the quarter
- Financial results deliver good performance and grow 30.2% over 2Q12
- Combined ratio of 99.1% in the quarter, a result of good underwriting and claims management
- Net income in 3Q12 of R\$106.7 million, an increase of 8.9% over 3Q11

Message from Management

We are pleased to present our third quarter of 2012 results, with significant growth in premiums and increased profitability in all business units. We achieved this performance thanks to the strength of our brand, our extensive partnership with insurance brokers and the confidence our customers have in the products and services offered by SulAmérica. One of the highlights of this quarter was the growth achieved in the health and dental segment, with revenues from the small and medium enterprises (SMEs) segment growing more than 30% over the same period of last year. Health insurance loss ratio improved in the quarter and fell 550 bps, reflecting the conditions prevailing in the cycle of price adjustments that started at the beginning of the period, and also favorable seasonal effects. In the auto insurance segment, we maintained our position of prioritizing gains in underwriting, readjusting prices and adjusting the rules of risk acceptance. The results of this decision are evidenced in the 270 bps decrease in the loss ratio over the same period of last year and 240 bps over the second quarter. Furthermore, we have been successful in controlling our administrative costs, with a decrease of 40 bps in our ratio relative to written premiums, ending the period at 8.5%.

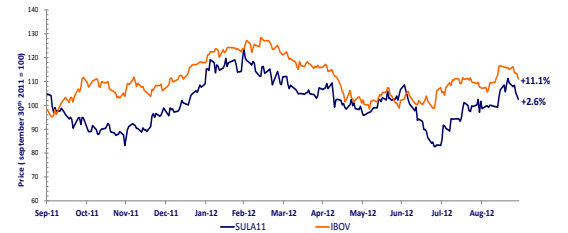
In addition to the operational highlights above, it is worth mentioning some events that have marked these past few months. SulAmérica won for the second consecutive year the 1st place in the "Best Companies for Shareholders - 2012" prize, organized by "Capital Aberto" magazine. Items such as value creation, share return and dividends, corporate governance and sustainability were evaluated from 100 companies listed on the São Paulo Exchange (BM&FBovespa). Additionally, on October 5th, we celebrated five years as a publicly-traded company, reinforcing our commitment to transparency in the capital markets.

According to the latest market estimates, low unemployment rates and government stimulus measures should keep domestic demand strong even in a challenging global economic environment. Our long-term strategic vision coupled with strong financial discipline give us the confidence to continue optimistic on the growth of the insurance industry in the country.

Thanks, again, to our employees for their commitment to the Company's results and their engagement to the goal of SulAmérica's management to create value for our shareholders.

Thomaz Cabral de Menezes
Chief Executive Officer

| Company Data | |
|---------------------------------------|----------------------|
| BM&FBovespa | SULA11 |
| Bloomberg | SULA11 BZ |
| Sector | Insurance |
| Unit price - 09/28/2012 | \$15.00 |
| 52 Week Low - 07/26/2012 | \$12.10 |
| 52 Week High - 29/02/2012 | \$18.58 |
| Market cap (R\$ million) - 28/09/2012 | \$4,211.1 |
| Ratings | |
| | International |
| Fitch Ratings | BBB- |
| Standard & Pooors | BB |
| | Local |
| | AA+ |
| | AA |



Conference Call and Webcasts

October 31st 2012 (Wednesday)

Portuguese -10h (Brasília) / 8h (US EST)
(with simultaneous translation into english)

Dial in:
Brasil +55 (11) 3127-4999
USA +1 (412) 317-6776

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www.sulamerica.com.br/ir

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| Financial Highlights | | | | | | | | Main Operational Ratios | | | | | | | | | |
|---|--------------|--------------|----------------|--------------|----------------|--------------|--------------|-------------------------|---|--------------|-------------|-------------|-------------|----------------|--------------|--------------|--------------|
| | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ | | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Insurance Premiums (R\$ million) | 2,790.4 | 2,443.4 | 14.2% | 2,592.0 | 7.7% | 7,884.8 | 6,904.0 | 14.2% | Loss Ratio (%) | 76.0% | 76.2% | 20 bps | 81.3% | 530 bps | 77.6% | 76.2% | -140 bps |
| Health & Dental | 1,922.2 | 1,623.8 | 18.4% | 1,775.1 | 8.3% | 5,423.7 | 4,559.1 | 19.0% | Administrative Expenses Ratio (%) | 8.5% | 9.1% | 60 bps | 8.9% | 40 bps | 9.0% | 9.1% | 10 bps |
| Auto | 605.0 | 581.4 | 4.1% | 579.0 | 4.5% | 1,711.2 | 1,644.7 | 4.0% | Acquisition Cost Ratio (%) | 10.3% | 11.8% | 150 bps | 10.3% | 0 bps | 10.5% | 12.1% | 150 bps |
| Other Property & Casualty | 138.1 | 120.0 | 15.1% | 113.2 | 22.0% | 374.8 | 351.7 | 6.6% | Combined Ratio (%) | 99.1% | 101.1% | 200 bps | 104.6% | 550 bps | 101.5% | 101.9% | 30 bps |
| Life & Personal Accident | 125.1 | 118.2 | 5.8% | 124.7 | 0.3% | 375.1 | 348.5 | 7.6% | Extended Combined Ratio (%) | 93.9% | 93.5% | -40 bps | 100.3% | 640 bps | 96.2% | 94.6% | -160 bps |
| Loss Ratio (%) | 76.0% | 76.2% | 20 bps | 81.3% | 530 bps | 77.6% | 76.2% | -140 bps | Other Operational Income | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Health & Dental | 82.8% | 81.6% | -120 bps | 88.2% | 550 bps | 84.0% | 81.8% | -220 bps | Net Operating Income from Private Pension, | | | | | | | | |
| Auto | 65.4% | 68.1% | 270 bps | 67.7% | 240 bps | 67.3% | 64.8% | -250 bps | ASO Operations and Asset Management (R\$ million) | 19.1 | 14.8 | 20.9 | -8.3% | 55.1 | 47.6 | 15.7% | |
| Other Property & Casualty | 36.2% | 53.7% | 1750 bps | 65.5% | 2930 bps | 49.6% | 58.2% | 870 bps | Financial Income (R\$ million) | 140.4 | 172.7 | -18.7% | 107.9 | 30.2% | 406.4 | 473.8 | -14.2% |
| Life & Personal Accident | 49.0% | 57.8% | 880 bps | 56.1% | 710 bps | 52.5% | 67.9% | 1550 bps | Net Income (R\$ million) | 106.7 | 98.0 | 8.9% | 3.6 | 2835.5% | 223.1 | 227.5 | -1.9% |
| Acquisition Cost Ratio (%) | 10.3% | 11.8% | 150 bps | 10.3% | 0 bps | 10.5% | 12.1% | 150 bps | Net Income per Unit (R\$) | 0.36 | 0.35 | 0.5% | 0.01 | 2668.4% | 0.78 | 0.80 | -3.3% |
| Health & Dental | 6.3% | 7.1% | 70 bps | 6.0% | -30 bps | 6.3% | 6.9% | 60 bps | Operational Highlights | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | | | |
| Auto | 19.1% | 20.4% | 130 bps | 19.2% | 10 bps | 19.4% | 21.2% | 180 bps | Health & Dental Insurance Individuals (thousand) | 2,481 | 2,359 | 5.2% | 2,500 | -0.8% | | | |
| Other Property & Casualty | 16.6% | 21.1% | 460 bps | 17.5% | 90 bps | 17.3% | 21.9% | 460 bps | Health Insurance Individuals | 1,987 | 1,939 | 2.5% | 2,005 | -0.9% | | | |
| Life & Personal Accident | 26.3% | 27.8% | 150 bps | 25.4% | -100 bps | 26.3% | 37.4% | 1120 bps | Dental Insurance Individuals | 494 | 419 | 17.8% | 495 | -0.2% | | | |
| Gross Margin Ratio (%) | 13.7% | 12.0% | 170 bps | 8.4% | 530 bps | 11.8% | 11.7% | 10 bps | Insured Fleet (thousand) | 1,434 | 1,476 | -2.8% | 1,452 | -1.2% | | | |
| Health & Dental | 10.9% | 11.4% | -50 bps | 5.7% | 520 bps | 9.7% | 11.3% | -160 bps | Insured Lives (thousand) | 2,728 | 2,090 | 30.5% | 2,366 | 15.3% | | | |
| Auto | 15.5% | 11.5% | 400 bps | 13.1% | 240 bps | 13.3% | 14.0% | -70 bps | Assets Under Management (R\$ million) | 21,681 | 18,915 | 14.6% | 21,825 | -0.7% | | | |
| Other Property & Casualty | 47.3% | 25.2% | 2210 bps | 17.1% | 3020 bps | 33.1% | 19.8% | 1330 bps | VBGL and Pension Reserves (R\$ million) | 3,617 | 3,181 | 13.7% | 3,486 | 3.7% | | | |
| Life & Personal Accident | 24.7% | 14.4% | 1030 bps | 18.6% | 620 bps | 21.3% | -5.4% | 2660 bps | ROAE (Last 12m) | 14.3% | 18.0% | -360 bps | 14.6% | -20 bps | | | |

Read this report in:
- 3 minutes: front page
- 15 minutes: full

| Health & Dental | | | | | | | | |
|---|----------------|----------------|-----------------|----------------|----------------|----------------|----------------|-----------------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Insurance Premiums (R\$ million) | 1,922.2 | 1,623.8 | 18.4% | 1,775.1 | 8.3% | 5,423.7 | 4,559.1 | 19.0% |
| Group | 1,522.9 | 1,242.0 | 22.6% | 1,392.1 | 9.4% | 4,258.5 | 3,438.4 | 23.8% |
| Corporate | 1,143.9 | 950.7 | 20.3% | 1,051.0 | 8.8% | 3,216.7 | 2,642.2 | 21.7% |
| SME | 354.6 | 269.3 | 31.7% | 317.3 | 11.8% | 971.2 | 744.2 | 30.5% |
| Dental | 24.3 | 22.0 | 10.4% | 23.8 | 1.9% | 70.6 | 52.0 | 35.8% |
| Individual | 399.4 | 381.9 | 4.6% | 383.0 | 4.3% | 1,165.2 | 1,120.7 | 4.0% |
| Earned Premiums | 1,902.9 | 1,525.1 | 24.8% | 1,756.8 | 8.3% | 5,358.3 | 4,448.2 | 20.5% |
| Group | 1,513.4 | 1,147.4 | 31.9% | 1,375.9 | 10.0% | 4,205.3 | 3,333.9 | 26.1% |
| Individual | 389.4 | 377.6 | 3.1% | 380.9 | 2.2% | 1,153.0 | 1,114.4 | 3.5% |
| Loss Ratio (%) | 82.8% | 81.6% | -120 bps | 88.2% | 550 bps | 84.0% | 81.8% | -220 bps |
| Group | 80.3% | 77.9% | -240 bps | 85.7% | 550 bps | 81.5% | 79.5% | -200 bps |
| Individual | 92.5% | 92.6% | 20 bps | 97.2% | 470 bps | 93.1% | 88.7% | -440 bps |
| Acquisition Cost Ratio (%) | 6.3% | 7.1% | 70 bps | 6.0% | -30 bps | 6.3% | 6.9% | 60 bps |
| Group | 7.5% | 8.9% | 140 bps | 7.3% | -20 bps | 7.6% | 8.7% | 100 bps |
| Individual | 1.6% | 1.5% | -10 bps | 1.4% | -20 bps | 1.4% | 1.6% | 20 bps |
| Gross Margin Ratio (%) | 10.9% | 11.4% | -50 bps | 5.7% | 520 bps | 9.7% | 11.3% | -160 bps |
| Group | 12.2% | 13.2% | -100 bps | 6.9% | 530 bps | 10.9% | 11.8% | -90 bps |
| Individual | 5.9% | 5.8% | 0 bps | 1.4% | 450 bps | 5.5% | 9.8% | -420 bps |

Health & Dental Insurance

- Low unemployment rates continued to support demand for health and dental insurance products, with the quarter presenting significant growth compared to the same period in 2011.
- Based on data released by ANS (National Agency of Supplemental Health) for 6M12, SulAmérica continues to grow its market share, now at 9.3%, ranking 3rd in terms of revenues among all the health operators in Brazil.

Group Health Insurance

Corporate

- New sales continued strong and price readjustments on renewals during the quarter boosted growth, with 20.3% increase in the corporate portfolio. The number of beneficiaries decreased 2.7% compared to 2Q12, not only due to the aforementioned price adjustments but also in line with the portfolio review that resulted in the non-renewal of certain policies.

Small and Medium Enterprises (SME's)

- Accounting for 18.5% of total premiums for the segment, the portfolio of SME's registered significant growth of 31.7% when compared to 3Q11, due to price adjustments to existing policies and the corresponding adherence by the insured members.

Dental

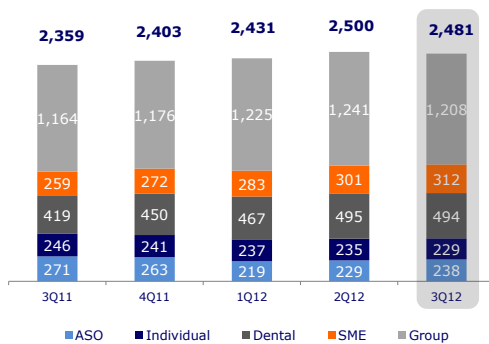
- The growth of 10.4% in premiums recorded in the quarter was due to portfolio diversification and broadening of our brokerage network. 75,000 new members were added to the portfolio in the last 12 months, growing 17.9% over the 3Q11 position.
- Integration of Dental Plan's operations and systems was finalized during the quarter, which has produced important synergies reflected in the growth and profitability of this segment.

- Medical loss ratio for the group health insurance segment was 80.3% in 3Q12, still impacted by increased medical and hospital costs and frequency of utilization. The comparison with 2Q12 shows an improvement of 550 bps, a result of the claims management program adopted by the Company, the positive effects of increases in premiums charged since the cycle began in July, and the effect of favorable seasonality factors commonly observed in this period.

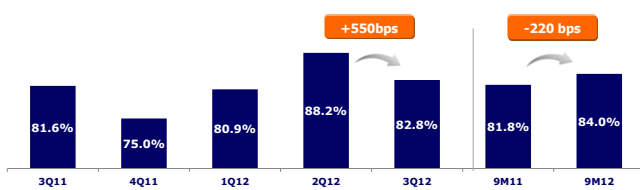
Individual Health Insurance

- Premiums totaled R\$399.4 million in 3Q12, up 3.1% due to price adjustments applied to existing policies based on rates determined by ANS (announced in August), partially offset by a reduced portfolio. For policies issued prior to the enactment of Law 9.656/98, the adjustment was 9.37%. Policies issued after the aforementioned law were adjusted by 7.93%.
- The loss ratio improved significantly in comparison with 2Q12 (down 470 bps) due mainly to the price adjustments mentioned above.

Total Members
(thousands)



Health and Dental Insurance Loss Ratio
(% Earned Premiums)



| Auto Insurance | | | | | | | | |
|---------------------------|--------------|--------------|-------------|--------------|-------------|----------------|----------------|-------------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Insurance Premiums | 605.0 | 581.4 | 4.1% | 579.0 | 4.5% | 1,711.2 | 1,644.7 | 4.0% |
| Earned Premiums | 579.5 | 548.9 | 5.6% | 560.8 | 3.3% | 1,699.8 | 1,616.0 | 5.2% |
| Loss Ratio (%) | 65.4% | 68.1% | -270 bps | 67.7% | 240 bps | 67.3% | 64.8% | -250 bps |
| Acquisition Costs | 19.1% | 20.4% | -130 bps | 19.2% | 10 bps | 19.4% | 21.2% | 180 bps |
| Gross Margin | 15.5% | 11.5% | -400 bps | 13.1% | 240 bps | 13.3% | 14.0% | -70 bps |

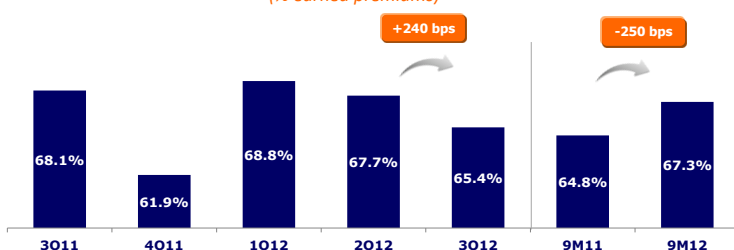
Auto Insurance

- The 4.1% increase in premiums for auto this quarter partly reflected the adverse conditions of the competitive environment. The Company maintained its underwriting policy aiming at the pursuit of profitability, leveraging its broad base of distribution and regional capillarity.
- The segment loss ratio reached the lowest level since the beginning of the year, at 65.4%, down 270 bps over 3Q11 and 240 bps over 2Q12 as a result of underwriting policy, while that signals a reversal of the trend seen in previous quarters.
- Based on data released by SUSEP (Private Insurance Superintendence) with numbers for 8M12, SulAmérica is the fourth largest insurance group in this segment in Brazil with 9.6% market share.

Insured fleet
(thousand vehicles)

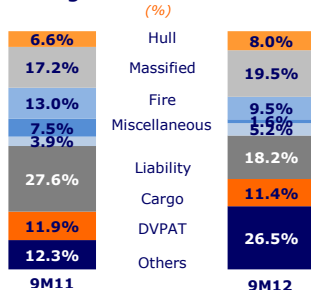


Loss ratio auto insurance segment
(% earned premiums)



| Other Property & Casualty | | | | | | | | |
|---------------------------|-------|-------|----------|-------|----------|-------|-------|----------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Insurance Premiums | 138.1 | 120.0 | 15.1% | 113.2 | 22.0% | 374.8 | 351.7 | 6.6% |
| Earned Premiums | 88.2 | 76.6 | 15.1% | 77.2 | 14.2% | 244.6 | 237.1 | 3.2% |
| Loss Ratio (%) | 36.2% | 53.7% | 1750 bps | 65.5% | 2930 bps | 49.6% | 58.2% | 870 bps |
| Acquisition Costs | 16.6% | 21.1% | 460 bps | 17.5% | 90 bps | 17.3% | 21.9% | 460 bps |
| Gross Margin | 47.3% | 25.2% | 2210 bps | 17.1% | 3020 bps | 33.1% | 19.8% | 1330 bps |

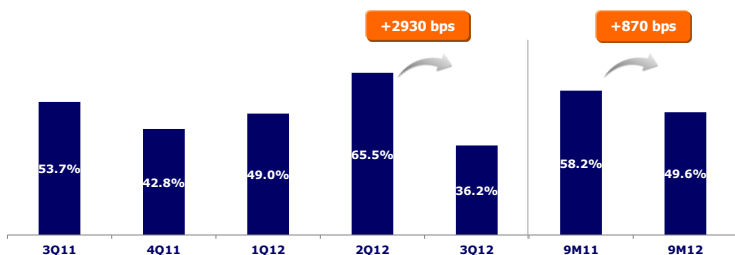
Segment Breakdown



Property and Casualty Insurance

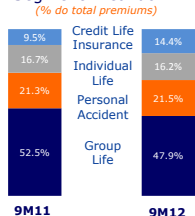
- The 15.1% increase in premiums was due mainly to the good performance of mass insurance products (especially condominiums insurance), housing insurance and liability insurance.
- The quality of underwriting and pricing in this segment coupled with an efficient reinsurance strategy have paved the way for favorable results and profitability. Loss ratio decreased from 1,750 bps between 3Q12 and 3Q11.
- The drop in loss ratio coupled with a reduction in acquisition costs improved the gross margin, that reached 47.3%, an increase of 2,210 bps compared to 3Q11.

Loss ratio Other Property and Casualty insurance segment
(% earned premiums)



| Life & Personal Accident | | | | | | | | |
|--------------------------|-------|-------|----------|-------|----------|-------|-------|----------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Insurance Premiums | 125.1 | 118.2 | 5.8% | 124.7 | 0.3% | 375.1 | 348.5 | 7.6% |
| Earned Premiums | 118.5 | 108.9 | 8.8% | 132.9 | -10.8% | 370.8 | 233.4 | 58.9% |
| Loss Ratio (%) | 49.0% | 57.8% | 880 bps | 56.1% | 710 bps | 52.5% | 67.9% | 1550 bps |
| Acquisition Costs | 26.3% | 27.8% | 150 bps | 25.4% | -100 bps | 26.3% | 37.4% | 1120 bps |
| Gross Margin | 24.7% | 14.4% | 1030 bps | 18.6% | 620 bps | 21.3% | -5.4% | 2660 bps |

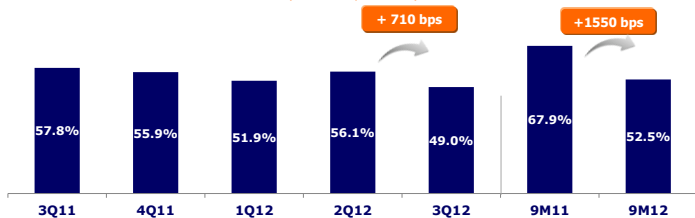
Segment Breakdown



Life Insurance

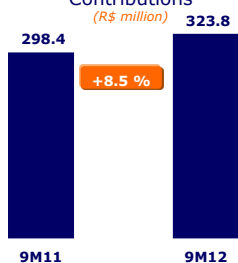
- The segment's premiums grew by 5.8% in 3Q12, mainly due to the boost in sales of new credit life insurance contracts, which already correspond to 14.4% of the portfolio this year. There was also an increase in insurance premiums due to sales of group insurance policies covering personal accidents.
- The loss ratio this quarter, at 49.0%, was the lowest since 1Q11, helped by the reversal of provisions for claims.
- The Company continues to invest in the expansion of its distribution channels, new sales tools and new partnerships for distribution of low ticket insurance products.

Loss Ratio - Life and personal accident insurance
(% earned premiums)

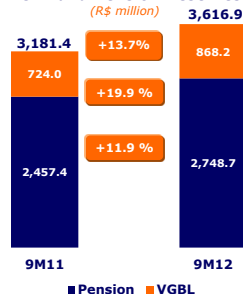


| Private Pension | | | | | | | | |
|-----------------------------|------|------|-------|------|-------|------|------|------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Income from Private Pension | 3.8 | 3.4 | 12.2% | 3.0 | 26.2% | 9.8 | 9.8 | 0.4% |

VGBL and Pension Contributions



VGBL and Pension Reserves



Private Pension

- Contributions are up 8.5% in 9M12 compared to the same period of 2011.
- VGBL and Pension reserves ended the quarter at R\$3.6 billion, with the growth of 19.9% of the VGBL portfolio being a highlight.
- Income from private pension operations of R\$3.8 million in the quarter represented an increase of 12.2%, in line with funds raised in the period.

| Other Insurance Operating Income (Expense) | | | | | | | | |
|--|-------|-------|---------|-------|--------|--------|--------|---------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Other Insurance Operating Income (Expense) | -77.9 | -66.0 | -18.0% | -75.1 | 3.7% | -223.9 | -189.2 | -18.4% |
| Other Insurance Operating Income (Expense) Ratio | 2.8% | 2.9% | 0.0 bps | 3.0% | 10 bps | 2.9% | 2.8% | -10 bps |

Other Operating Income and Expenses

- A net increase of 18.0% compared to 3Q11 was mainly due to the increase in the allowance for doubtful accounts held in the quarter due to the aging of the portfolio in default in the period.

| Healthcare Operations (ASO-Administrative Services Only) | | | | | | | | |
|--|------|------|-------|------|--------|------|------|--------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Income from Healthcare Operations | 6.0 | 5.2 | 15.1% | 6.7 | -10.6% | 17.6 | 19.6 | -10.3% |

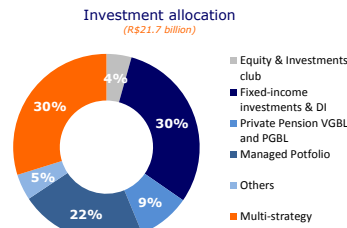
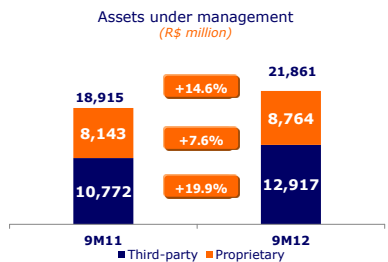
Income from Healthcare Operations (ASO)

- Results from ASO post-payment operations (administrative services only) showed an increase of 15.1% compared to 3Q11, driven by the price adjustments applied to existing contracts, even with a drop of 12.4% in the number of members in this segment in the same period.

| Asset Management | | | | | | | | |
|--------------------------|------|------|-------|------|--------|------|------|-------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Management Fees Revenues | 8.8 | 5.8 | 52.1% | 8.0 | 10.4% | 23.8 | 15.9 | 49.9% |
| Performance Fees | 0.5 | 0.4 | 22.9% | 3.1 | -84.7% | 3.9 | 2.3 | 65.0% |
| Asset Management Income | 9.3 | 6.2 | 50.3% | 11.1 | -16.4% | 27.6 | 18.2 | 51.9% |

Asset Management

- An increase of 50.3% in income from asset management operations in 3Q12 was mainly due to the increase of funds under management and proportional increase in revenues from management fees.
- The result was also helped by growth in revenues from performance fees as funds performed well in the period.
- Of the R\$2.8 billion raised between 3Q11 and 3Q12, 77.5% were third-party resources.



| Administrative Expenses | | | | | | | | |
|---|--------|--------|----------|--------|--------|--------|--------|--------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Personal Expenses | -110.5 | -122.8 | 10.0% | -107.1 | -3.2% | -333.0 | -314.5 | -5.9% |
| Third-Party Services | -67.1 | -61.2 | -9.6% | -68.6 | 2.2% | -195.6 | -175 | -11.8% |
| Buildings and Maintenance | -48.5 | -49.9 | 2.8% | -52.0 | 6.7% | -152.3 | -146.2 | -4.2% |
| Other Administrative Revenues | -10.4 | -26.8 | 61.2% | -12.0 | 13.3% | -35.8 | -60.4 | 40.7% |
| Expenses Recover | 5.7 | 61.2 | -90.8% | 9.7 | -41.8% | 32.7 | 120.9 | -73.0% |
| Profit Sharing | -2.8 | -10.9 | n/a | 2.8 | n/a | -12.0 | -33.2 | n/a |
| Total | -233.7 | -210.4 | -11.1% | -227.2 | -2.8% | -696.0 | -608.4 | -14.4% |
| Administrative Expenses ratio (% Retained Premiums) | 8.5% | 9.1% | 60.0 bps | 8.9% | 40 bps | 9.0% | 9.1% | 10 bps |

Administrative Expenses

- The administrative expenses ratio as a percentage of earned premiums decreased in both comparisons (an improvement of 60 bps over 3Q11 and an improvement of 40 bps over 2Q12).
- The enhancement in the admin expenses ratio demonstrates the ongoing commitment of the Company to be increasingly efficient in managing its operations.

| Tax Expenses | | | | | | | | |
|--|-------|-------|-----------|-------|---------|--------|--------|--------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Tax Expenses | -39.0 | -28.0 | -39.7% | -27.4 | -42.7% | -112.2 | -108.9 | -3.0% |
| Tax Expenses ratio (% Retained Premiums) | 1.4% | 1.2% | -20.0 bps | 1.1% | -40 bps | 1.5% | 1.6% | 20 bps |

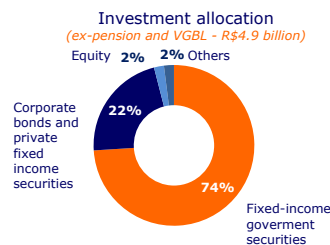
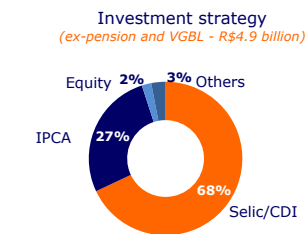
Tax Expenses

- Mainly impacted by the growth in insurance sales, tax expenses increased 39.7% in the quarterly comparison, while the index remained stable.

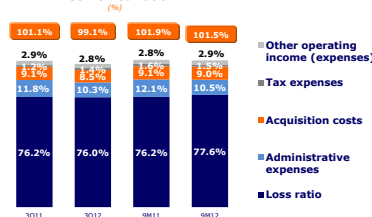
| Financial Income | | | | | | | | |
|---|---------|---------|---------|---------|---------|---------|---------|--------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Financial Income ex-Private Pension and VGBL | | | | | | | | |
| Operations | 132.5 | 165.1 | -19.8% | 98.9 | 33.9% | 378.7 | 460.1 | -17.7% |
| Return on Investment Portfolio | 106.4 | 151.8 | -29.9% | 97.9 | 8.7% | 343.1 | 422.6 | -18.8% |
| Debt Service cost | -11.2 | -13.6 | 17.6% | -12.1 | 7.4% | -34.5 | -36.6 | 5.9% |
| Other | 37.2 | 26.9 | 38.5% | 13.1 | 184.6% | 70.1 | 74.1 | -5.4% |
| Financial Income of Private Pension and VGBL | | | | | | | | |
| Operations | 8.0 | 7.6 | 4.6% | 9.0 | -11.4% | 27.7 | 13.7 | 102.7% |
| Return on Investment Portfolio of Private Pension and VGBL Operations | 115.7 | 44.1 | 162.4% | 51.1 | 126.5% | 268.1 | 161.0 | 66.5% |
| Change in Liabilities of Private Pension and VGBL operations | -107.8 | -36.5 | -195.2% | -42.1 | -155.9% | -240.4 | -147.3 | -63.2% |
| Total Financial Income | 140.4 | 172.7 | -18.7% | 107.9 | 30.1% | 406.4 | 473.8 | -14.2% |
| Balance Excluding Private Pension and VGBL Operations | 4,913.7 | 4,733.8 | 3.8% | 4,833.5 | 1.7% | 4,913.7 | 4,733.8 | 3.8% |
| Private Pension and VGBL Operations Balance | 3,620.4 | 3,183.5 | 13.7% | 3,488.6 | 3.8% | 3,620.4 | 3,183.5 | 13.7% |
| Total Balance | 8,534.1 | 7,917.2 | 7.8% | 8,322.1 | 2.5% | 8,534.1 | 7,917.2 | 7.8% |

Financial Results

- Results decreased 18.7% in 3Q12 compared to 3Q11, mainly due to the fall in the Selic (basic interest rate) and the gain with the position of fixed rate government securities that the Company realized in 3Q11, and was not repeated in 3Q12.
- In comparison with 2Q12, the increase of 30.1% was due to good performance of the portfolio of equities and the positive impact of the interest adjustment of contingent liabilities that are inflation-indexed.



Combined Ratio



Combined Ratio

- The combined ratio this quarter was 99.1%, a significant improvement compared to 2Q12 as compared to 3Q11, mainly due to the drop in claims in the sectors of automobiles, casualty and people. In addition, commissioning and administrative expenses also contributed to the decrease of the index.

Net Income

- The increase in net income this quarter was due to:
 - better sales performance in all segments, which combines premium increases and expansion of members, fleet and lives insured;
 - Improved operational efficiency, with the combined ratio falling below 100%; and
 - performance of financial results, especially the portfolio of equities.

| Net Income and ROAE | | | | | | | | |
|--|-------|-------|----------|-------|---------|--------|--------|--------|
| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
| Income Before Tax, Social Contribution | 177.0 | 158.3 | 11.8% | 11.0 | 1511.1% | 338.2 | 388.1 | -12.9% |
| Income Tax and Social Contribution | -70.2 | -60.3 | -16.5% | -7.3 | -85.7% | -115.1 | -160.6 | 28.4% |
| Net Income | 106.7 | 98.0 | 8.9% | 3.6 | 283.5% | 223.1 | 227.5 | -1.9% |
| Net Income per Unit | 0.35 | 0.35 | 0.5% | 0.01 | 268.4% | 0.78 | 0.80 | -3.3% |
| ROAE | 14.3% | 18.0% | -360 bps | 14.6% | -20 bps | | | |

Balance Sheet

| Assets R\$ million | 3Q12 | 3Q11 | Δ | Liabilities R\$ million | 3Q12 | 3Q11 | Δ |
|--|-----------------|-----------------|--------------|--|-----------------|-----------------|--------------|
| Currents assets | 9,880.6 | 9,433.5 | 4.7% | Current liabilities | 5,421.7 | 5,533.7 | -2.0% |
| Cash, cash equivalents and marketable securities | 7,505.4 | 7,100.2 | 5.7% | Loans and financing | 6.2 | 351.2 | -98.2% |
| Receivables from insurance and retrocession operations | 956.5 | 956.5 | 0.0% | Other payable obligations | 394.3 | 511.4 | -22.9% |
| Reinsurance and retrocession expenses | 309.7 | 350.0 | -11.5% | Insurance, reinsurance and private pension debts | 329.7 | 408.7 | -19.3% |
| Deferred acquisition costs | 384.6 | 358.4 | 7.3% | Technical reserves - Insurance | 3,944.0 | 3,565.7 | 10.6% |
| Receivables | 334.2 | 374.1 | -10.7% | Technical reserves - Private pension | 602.0 | 554.0 | 8.7% |
| Other current assets | 390.2 | 294.3 | 32.6% | Other liabilities | 145.4 | 142.7 | 1.9% |
| Long-term assets | 4,529.9 | 3,985.3 | 13.7% | Non-current liabilities | 5,807.2 | 4,808.6 | 20.8% |
| Marketable securities | 1,122.0 | 1,063.0 | 5.5% | Accounts payable | 1,118.9 | 1,028.1 | 8.8% |
| Judicial and fiscal deposits | 1,898.6 | 1,676.4 | 13.3% | Loans and financing | 498.5 | 0.0 | - |
| Deferred acquisition costs | 177.3 | 160.8 | 10.3% | Other accounts payable | 61.7 | 62.6 | -1.4% |
| Other long-term assets | 1,128.7 | 895.7 | 26.0% | Technical reserves - Insurance | 1,484.1 | 1,221.7 | 21.5% |
| Permanent assets | 203.3 | 189.4 | 7.4% | Technical reserves - Private pension | 2,148.0 | 2,000.6 | 7.4% |
| Total assets | 14,410.5 | 13,418.8 | 7.4% | Other liabilities | 495.8 | 495.6 | 0.1% |
| | | | | Shareholder's equity | 3,181.6 | 3,076.5 | 3.4% |
| | | | | Total liabilities | 14,410.5 | 13,418.8 | 7.4% |

Income Statement

| (R\$ million) | 3Q12 | 3Q11 | Δ | 2Q12 | Δ | 9M12 | 9M11 | Δ |
|---|----------------|----------------|--------------|----------------|----------------|----------------|----------------|---------------|
| Insurance Premiums | 2,790.4 | 2,443.4 | 14.2% | 2,592.0 | 7.7% | 7,884.8 | 6,904.0 | 14.2% |
| Premiums, ceded to reinsurance, retrocession, consortiums and fur | (51.4) | (133.0) | 61.4% | (46.0) | -11.8% | (165.3) | (221.0) | 25.2% |
| Retained premiums | 2,739.1 | 2,310.4 | 18.6% | 2,546.0 | 7.6% | 7,719.5 | 6,683.1 | 15.5% |
| Changes in insurance and retained technical reserves | (50.0) | (50.9) | 1.7% | (18.3) | -172.7% | (46.0) | (148.3) | 69.0% |
| Earned premiums | 2,689.1 | 2,259.6 | 19.0% | 2,527.7 | 6.4% | 7,673.5 | 6,534.8 | 17.4% |
| Retained claims and benefits expenses | (2,043.8) | (1,721.8) | -18.7% | (2,054.8) | 0.5% | (5,958.1) | (4,982.5) | -19.6% |
| Acquisition costs | (276.9) | (266.0) | -4.1% | (261.0) | -6.1% | (807.0) | (788.4) | -2.4% |
| Gross Margin | 368.4 | 271.7 | 35.5% | 211.9 | 73.8% | 908.5 | 763.9 | 18.9% |
| Other insurance and operating income (expense) | (77.9) | (66.0) | -18.0% | (75.1) | -3.7% | (223.9) | (189.2) | -18.4% |
| Net Operating income from private pension | 3.8 | 3.4 | 12.2% | 3.0 | 26.2% | 9.8 | 9.8 | 0.4% |
| Net Operating income from ASO business | 6.0 | 5.2 | 15.1% | 6.7 | -10.6% | 17.6 | 19.6 | -10.3% |
| Net operating income from asset management business | 9.3 | 6.2 | 50.3% | 11.1 | -16.4% | 27.6 | 18.2 | 51.9% |
| Administrative expenses | (233.7) | (210.4) | -11.1% | (227.2) | -2.8% | (696.0) | (608.4) | -14.4% |
| Tax expenses | (39.0) | (28.0) | -39.7% | (27.4) | -42.7% | (112.2) | (108.9) | -3.0% |
| Net financial income | 140.4 | 172.7 | -18.7% | 107.9 | 30.2% | 406.4 | 473.8 | -14.2% |
| Equity income | (0.3) | 3.4 | n/a | 0.0 | n/a | 0.4 | 9.3 | -95.5% |
| Income before tax and social contribution | 177.0 | 158.3 | 11.8% | 11.0 | 1511.1% | 338.2 | 388.1 | -12.9% |
| Income Tax and Social Contribution | (70.2) | (60.3) | -16.5% | (7.3) | -855.7% | (115.1) | (160.6) | 28.4% |
| | 106.7 | 98.0 | 8.9% | 3.6 | 2835.5% | 223.1 | 227.5 | -1.9% |
| Basic and diluted earnings per share (R\$)* | | | | | | | | |
| Per preferred share | 0.12 | 0.12 | -2.5% | 0.00 | - | 0.26 | 0.27 | -3.3% |
| Per common share | 0.12 | 0.12 | 6.6% | 0.00 | - | 0.26 | 0.27 | -3.4% |
| Basic and diluted earnings per Unit (R\$)* | 0.36 | 0.35 | 0.5% | 0.01 | - | 0.78 | 0.80 | -3.3% |

(*) Consolidated data. Some percentages and other figures in this release were rounded for presentation purposes and therefore may show slight differences in relation to the tables and notes in the financial statements. Additionally, for the same reason, the totals in certain tables may not reflect the arithmetic sum of the preceding values.