

- Insurance premiums with strong growth, driven mainly by the health and dental insurance segments
- Loss ratios increase in health and auto insurance
- Financial revenues decline in a low interest rate environment
- Combined ratio of 104.6%, impacted by higher loss ratios
- Net income of R\$3.6 million in 2Q12

Message from Management

We ended the quarter with growth in premiums in all segments, especially in health and dental insurance, where total premiums for our small and medium enterprises (SME) segment grew 30% and dental insurance premiums grew a robust 40%. At the same time, higher loss ratios in the period negatively impacted our operational results, even with acquisition costs and administrative expenses under control. The second quarter of a year usually displays the seasonal behavior of loss ratios, especially in the health insurance segment. In this quarter, this seasonal effect was exacerbated by a competitive environment in auto insurance which, in turn, was impacted by an increase in frequency of vehicle robberies and thefts. Moreover, a reduction in the Brazilian benchmark interest rate (SELIC) resulted in a lower contribution from financial results, negatively impacting our net income in the period.

Notwithstanding, we continue to invest in our regional infrastructure development and expand our portfolio of products and services. We opened four new branches in the quarter, ending the period with 68 branches throughout Brazil. We also launched new products, such as SulAmérica Capital Global and SulAmérica Previdência PME, insurance and private pension products developed specifically for the fast-growing small and medium enterprises segment. Additionally, we announced the signing of an agreement to acquire Sulacap, the fourth largest capitalization in the country, expected to be an excellent opportunity for SulAmérica, as it will enter a new market segment and reach new customers.

We continue to develop our relationship with the capital markets and promoted another edition of our Analyst Day, in Sao Paulo, which provided a direct channel for investors and market analysts to interact with key company executives. Two public meetings in partnership with APIMEC (Association of Investment Professionals, Shareholders, and Capital Markets) were also promoted, one in Belo Horizonte (MG) and another in Fortaleza (CE), presenting the Company's strategy and business results.

Still within the quarter, we became signatories to the United Nations Environment Programme - Finance Initiative (UNEP-FI), which is an initiative that aims to link economic results with sustainable development. We actively participated in the Rio+20, during which the Principles for Sustainable Insurance (PSI) were launched. We became signatories to the PSI, a major initiative that will help the insurance market in building an economically viable, socially just, and environmentally sound future.

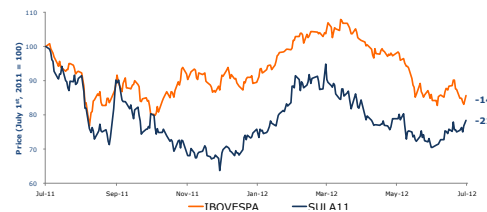
Market estimates for the Brazilian GDP continue to be revised downwards, and the international economic environment continues unstable. Nonetheless, we remain fully confident in the Brazilian insurance market potential and our business model. All major market drivers continue to show resilience, enabling us to continue with the implementation of our strategic plan.

We take this opportunity to thank the dedication of all our employees and reinforce the strong commitment of SulAmérica's management to creating value for all of our stakeholders.

Thomaz Cabral de Menezes
CEO

Company Data		
BM&FBovespa	SULA11	
Bloomberg	SULA11 BZ	
Sector	Insurance	
Unit price - 06/30/2012	R\$15.60	
52 Week Low - 11/29/2011	R\$12.48	
52 Week High - 07/01/2011	R\$19.61	
Market cap (R\$ million) - 06/30/2012	4,393.2	
Ratings	International	Local
Fitch Ratings	BBB-	BBB-
Standard & Poors	BB	brAA
Source: Bloomberg		

Unit performance vs. Ibovespa (last 12 months)



Conference Calls and Webcasts

July 31, 2012 (Tuesday)

Portuguese - 10h (Brasília) / 9h (US EDT)
English - 12h (Brasília) / 11h (US EDT)

Dial in:
Brazil +55 11 3127-4999
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Financial Highlights								Operational Highlights									
	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ		2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Insurance Premiums (R\$ million)	2,592.0	2,275.1	13.9%	2,502.3	3.6%	5,094.4	4,460.5	14.2%	Health & Dental Insurance Individuals (thousand)	2,500	2,293	9.0%	2,431	2.8%	2,500	2,293	9.0%
Health & Dental	1,775.1	1,496.4	18.6%	1,726.4	2.8%	3,501.5	2,935.3	19.3%	Health Insurance Individuals	2,005	1,897	5.7%	1,964	2.1%	2,005	1,897	5.7%
Auto	579.0	548.1	5.6%	527.1	9.9%	1,106.2	1,063.3	4.0%	Dental Insurance Individuals	495	396	25.0%	467	6.0%	495	396	25.0%
Other Property & Casualty	113.2	111.4	1.6%	123.5	-8.4%	236.7	231.7	2.2%	Insured Fleet (thousand)	1,452	1,494	-2.8%	1,472	-1.3%	1,452	1,494	-2.8%
Life & Personal Accident	124.7	119.2	4.6%	125.3	-0.5%	250.0	230.3	8.6%	Insured lives (thousand)	2,366	2,245	5.4%	2,386	-0.8%	2,366	2,245	5.4%
Loss Ratio (%)	81.3%	78.7%	-260 bps	75.7%	-560 bps	78.5%	76.3%	-230 bps	Assets Under Management (R\$ million)	21,825	17,288	26.2%	22,858	-4.5%	21,825	17,288	26.2%
Health & Dental	88.2%	83.6%	-460 bps	80.9%	-730 bps	84.6%	81.9%	-270 bps	VBGL and Pension Reserves (R\$ million)	3,486	2,446	42.6%	29,681	-88.3%	3,486	2,446	42.6%
Auto	67.7%	64.2%	-350 bps	68.8%	100 bps	68.2%	63.1%	-510 bps	Main Operational Ratios	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Other Property & Casualty	65.5%	58.2%	-730 bps	49.0%	-1650 bps	57.1%	60.4%	330 bps	Loss Ratio	81.3%	78.7%	-260 bps	75.7%	-560 bps	78.5%	76.3%	-230 bps
Life & Personal Accident	56.1%	149.9%	9390 bps	51.9%	-410 bps	54.1%	76.8%	2270 bps	Administrative Expenses ratio	8.9%	8.9%	0 bps	9.7%	70 bps	9.3%	9.1%	-20 bps
Acquisition Cost Ratio (%)	10.3%	12.4%	210 bps	10.9%	60 bps	10.6%	12.2%	160 bps	Acquisition Cost Ratio	10.3%	12.4%	210 bps	10.9%	60 bps	10.6%	12.2%	160 bps
Health & Dental	6.0%	6.9%	80 bps	6.5%	50 bps	6.3%	6.8%	50 bps	Combined Ratio	104.6%	104.7%	0 bps	101.1%	-350 bps	102.8%	102.3%	-50 bps
Auto	19.2%	21.6%	240 bps	20.0%	80 bps	19.6%	21.6%	210 bps	Extended Combined Ratio	100.3%	97.9%	-240 bps	94.7%	-570 bps	97.6%	95.2%	-230 bps
Other Property & Casualty	17.5%	21.2%	370 bps	18.0%	50 bps	17.8%	22.3%	450 bps	Other Operational Income	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Life & Personal Accident	25.4%	88.1%	6270 bps	27.2%	190 bps	26.3%	45.9%	1960 bps	Net Operating Income from Private Pension,	20.9	15.9	31.3%	15.1	54.7%	35.9	32.8	9.6%
Gross Margin Ratio (%)	8.4%	9.0%	-60 bps	13.4%	-500 bps	10.8%	11.5%	-70 bps	ASO Operations and Asset Management (R\$ million)	107.9	147.6	-26.9%	158.1	-31.7%	265.9	301.1	-11.7%
Health & Dental	5.7%	9.5%	-370 bps	12.6%	-690 bps	9.1%	11.3%	-220 bps	Financial Income (R\$ million)	3.6	27.6	-86.8%	112.8	-96.8%	116.4	129.5	-10.1%
Auto	13.1%	14.2%	-110 bps	11.3%	180 bps	12.2%	15.3%	-310 bps	Net Income (R\$ million)	0.01	0.10	-87.1%	0.39	-96.7%	0.42	0.44	-5.4%
Other Property & Casualty	17.1%	20.6%	-360 bps	33.0%	-1590 bps	25.1%	17.3%	790 bps	Net Income Per Unit	0.01	0.10	-87.1%	0.39	-96.7%	0.42	0.44	-5.4%
Life & Personal Accident	18.6%	-138.0%	15660 bps	20.9%	-230 bps	19.6%	-22.7%	4230 bps	ROAE	0.5%	3.8%	-330 bps	15.7%	-1520 bps	8.0%	9.2%	-120 bps





Health and Dental

Health & Dental								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Insurance Premiums (R\$ million)	1,775.1	1,496.4	18.6%	1,726.4	2.8%	3,501.5	2,935.3	19.3%
Group	1,392.1	1,132.0	23.0%	1,343.5	3.6%	2,735.6	2,196.4	24.5%
Individual	383.0	364.4	5.1%	382.9	0.0%	765.9	738.8	3.7%
Earned Premiums	1,756.8	1,488.7	18.0%	1,698.6	3.4%	3,455.4	2,923.2	18.2%
Group	1,375.9	1,126.2	22.2%	1,315.9	4.6%	2,691.8	2,186.4	23.1%
Individual	380.9	362.6	5.1%	382.7	-0.5%	763.6	736.7	3.6%
Loss Ratio (%)	88.2%	83.6%	-460 bps	80.9%	-730 bps	84.6%	81.9%	-270 bps
Group	85.7%	81.8%	-390 bps	78.4%	-740 bps	82.1%	80.3%	-180 bps
Individual	97.2%	89.3%	-790 bps	89.6%	-760 bps	93.4%	86.6%	-680 bps
Acquisition Cost Ratio (%)	6.0%	6.9%	80 bps	6.5%	50 bps	6.3%	6.8%	50 bps
Group	7.3%	8.5%	120 bps	8.1%	80 bps	7.7%	8.5%	80 bps
Individual	1.4%	1.7%	30 bps	1.0%	-40 bps	1.2%	1.6%	40 bps
Gross Margin Ratio (%)	5.7%	9.5%	-370 bps	12.6%	-690 bps	9.1%	11.3%	-220 bps
Group	6.9%	9.6%	-270 bps	13.5%	-660 bps	10.2%	11.1%	-90 bps
Individual	1.4%	9.0%	-760 bps	9.4%	-800 bps	5.4%	11.8%	-640 bps

Premiums

- The segment continued to experience strong growth in the quarter, in line with 1Q12, and increasing 18.6% compared to 2Q11.
- The strong relationship with the insurance brokers network, a high adherence of the new product line launched last year, and the expansion of the dental segment continue to benefit from a favorable domestic economic, with an improving formal job market and higher purchasing power.

Corporate Health Insurance

- With 1.2 million insured lives, the group health segment (59.2% of the segment total premiums) grew by 20.6% in the 2Q12 and 22.5% in the 6M12 compared to the same period of 2011. The increase in premiums reflected both the membership growth, which added almost 70 thousand lives into the portfolio, and the price readjustments applied to the existing policies.

Small and Medium Enterprises Health Insurance (SMEs)

- Accounting for 17.9% of the segment total premiums, the SMEs 30.3% growth was due, in part, to the 23.1% increase in beneficiaries compared to 2Q11 and also the price increase applied to existing policies. Furthermore, this quarter results were supported by the well-accepted new products designed specifically for this segment and the adoption of new incentive programs for insurance brokers.

Dental Insurance

- With R\$23.8 million in revenues in the 2Q12, the dental segment posted strong 40.1% growth compared to 2Q11 (30.0% increase in the 6M12 versus 6M11), with the portfolio ending the period with 495 thousand members, 25.0% higher than previous year's figures.

Individual Health Insurance

- Premiums reached R\$ 383.0 million in the quarter, growth of 5.1% compared to 2Q11. This increase also reflects the price readjustment applied to existing policies based on the rates determined by the ANS (Brazil's National Health Agency). The readjustments were set at 7.69% for policies issued under the Law 9.656/98 and 7.35% for the policies issued before the said Law.
- This year, the price rate adjustment for policies issued under the Law 9.656/98, approved by ANS, was 7.93%, as of May/2012. The rate for policies issued before the said Law was not yet released.

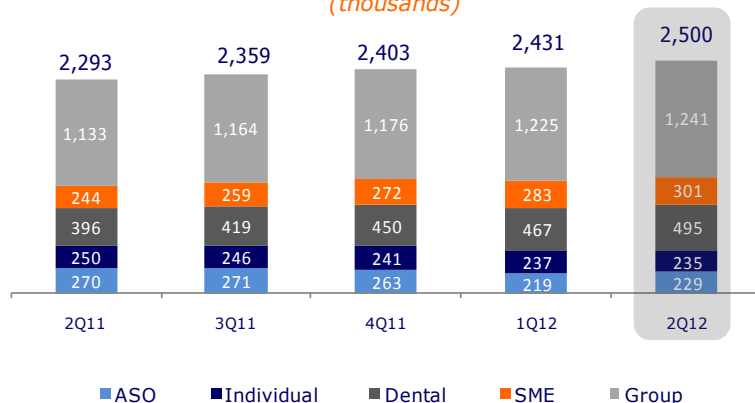
Loss ratio

- The total loss ratio for the segment was 88.2% in 2Q12, 460 bps higher than 2Q11 and 84.6% in 6M12, 270 bps above the same period of 2011, in line with market loss ratios presented in 1Q12 according to data provided by ANS.
- This quarter-on-quarter increase in loss ratio reflects the seasonality of the portfolio that has historically grown when compared to previous periods. Especially in the group and in the individual segments, the period was a reflect of price readjustments below medical inflation and greater frequency of utilization.

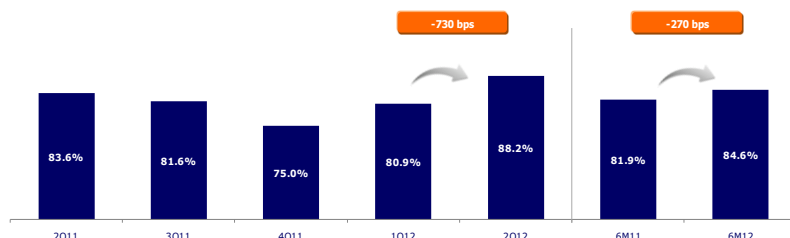
Market

- According to 1Q12 data from ANS, SulAmérica registered 17.4% growth in premiums compared to a market growth of 15.5%.
- The Company's market share in the health and dental insurance segment continues its growth path, establishing its position as one of the three largest insurance companies in the market, reaching 9.6% in March 2012 (gain of 50 p.p. compared to December 2011).

Total Members (thousands)



Health and Dental Insurance Loss Ratio (% Earned Premiums)



Auto Insurance								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Insurance Premiums	579.0	548.1	5.6%	527.1	9.9%	1,106.2	1,063.3	4.0%
Earned Premiums	560.8	547.1	2.5%	559.5	0.2%	1,120.3	1,067.1	5.0%
Loss Ratio	67.7%	64.2%	350 bps	68.8%	100 bps	68.2%	63.1%	-510 bps
Acquisition Costs	19.2%	21.6%	-240 bps	20.0%	80 bps	19.6%	21.6%	210 bps
Gross Margin	13.1%	14.2%	110 bps	11.3%	180 bps	12.2%	15.3%	-310 bps



Auto Insurance

Premiums

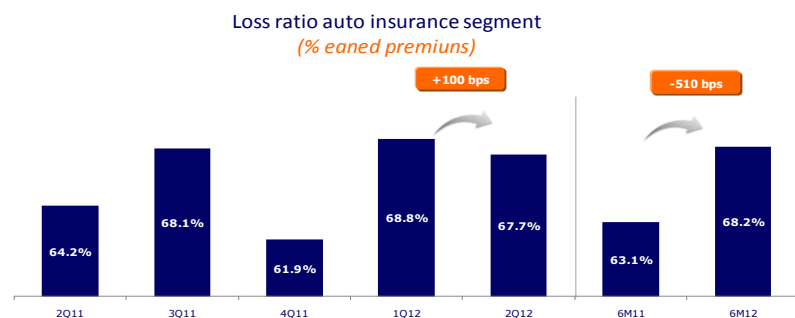
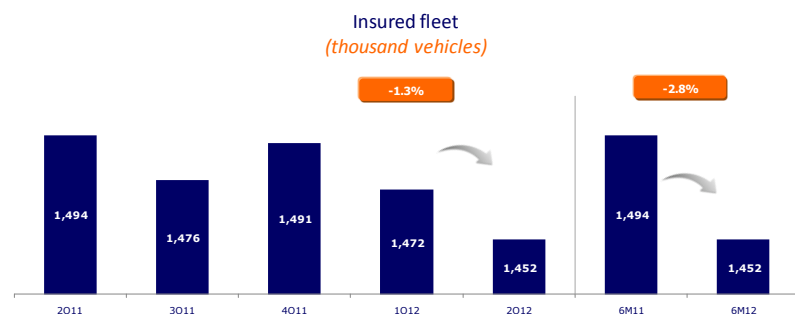
- The 5.6% increase in premiums in the quarter compared to 2Q11 (9.9% growth between 1Q12 and 2Q12), and a 2.8% reduction in insured fleet reflect the Company's strategy to recover prices in this segment, which remains competitive.
- Moreover, the Company continues to strengthen our relationship with the insurance brokers network, the main sales force for this segment.

Loss ratio

- Quarterly loss ratio, at 67.7%, inched up 350 bps compared to 2Q11, but decreased 100 bps compared to 1Q12, showing a reversal of the upward trend in this index observed in the first months of the year.
- Despite the improvement, the loss ratio remains at higher levels than previous quarters due to higher frequency of vehicle robberies and thefts, especially in Brazil's biggest cities.

Market

- Based on data released by SUSEP (Private Insurance Superintendence) up to May 2012, SulAmérica grew 2.4% in prizes, while the market grew 12.3% over the same period of 2011. The Company's market share was 9.8%, short 90 bps compared to 2011.



Other Property & Casualty								
(R\$ million)	2Q12	2T11	Δ	1T12	Δ	6M12	6M11	Δ
Insurance Premiums	113.2	111.4	1.6%	123.5	-8.4%	236.7	231.7	2.2%
Earned Premiums	77.2	85.3	-9.5%	79.3	-2.7%	156.5	160.5	-2.5%
Loss Ratio	65.5%	58.2%	-730 bps	49.0%	-1650 bps	57.1%	60.4%	330 bps
Acquisition Costs	17.5%	21.2%	-370 bps	18.0%	50 bps	17.8%	22.3%	450 bps
Gross Margin	17.1%	20.6%	-360 bps	33.0%	-1590 bps	25.1%	17.3%	790 bps



Property and Casualty

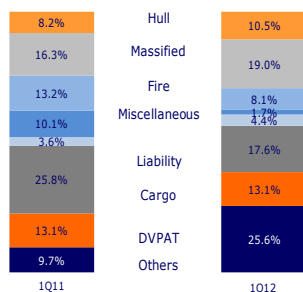
Premiums

- Property and Casualty premiums rose 1.6% compared to 2Q11 and 2.2% compared to 6M11. The portfolio that includes retail products (such as mass insurance) and other products (which include housing insurance) grew 95.4% compared to 2Q11. This growth reflected the new strategy for this segment that started in 2010, focusing in sales of lower risk products with the purpose of:
 - increasing in the portfolio's profitability;
 - reducing the portfolio's volatility;
 - Becoming more competitive in insurance products such as housing, condominium and corporate.

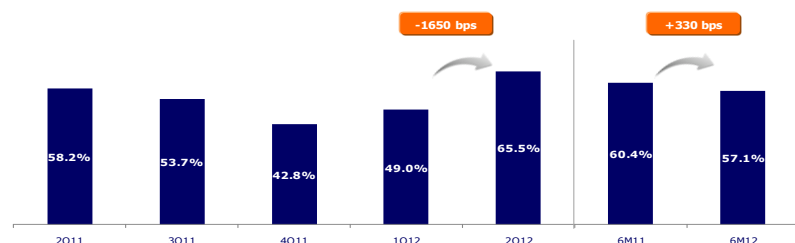
Loss ratio

- The 730 bps deterioration in the loss ratio was mainly due to higher claims in the transportation portfolio and an increase in provisions for contingencies.

Segment Breakdown (%)

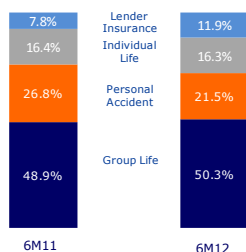


Loss ratio Other Property and Casualty insurance segment (% earned premiums)

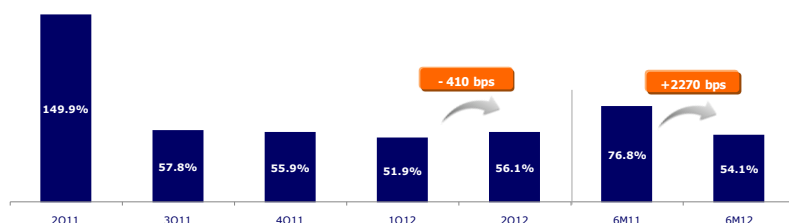


Life & Personal Accident								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Insurance Premiums	124.7	119.2	4.6%	125.3	-0.5%	250.0	230.3	8.6%
Earned Premiums	132.9	31.5	321.5%	119.4	11.3%	252.2	124.4	102.7%
Loss Ratio	56.1%	149.9%	9390 bps	51.9%	-410 bps	54.1%	76.8%	2270 bps
Acquisition Costs	25.4%	88.1%	6270 bps	27.2%	190 bps	26.3%	45.9%	1960 bps
Gross Margin	18.6%	-138.0%	15660 bps	20.9%	-230 bps	19.6%	-22.7%	4230 bps

Segment Breakdown
(% do total premiums)

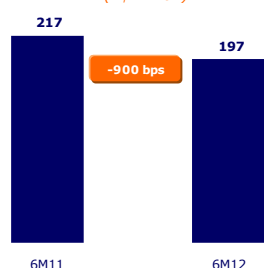


Loss Ratio - Life and personal accident insurance
(% earned premiums)

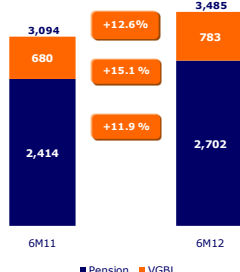


Private Pension								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Income from Private Pension	3.0	2.0	55.3%	2.9	3.5%	6.0	6.4	-6.0%

VGBL and Pensions Contributions
(R\$ million)



VGBL and Pension Reserves
(R\$ million)



Life Insurance

Premiums

- The growth in the quarter benefited from higher revenues from new lender insurance contracts, which already accounts for 11.9% of the segment's premiums (410 bps above 2Q11).
- The Company continues to invest in the expansion of its distribution channels and in new sales platforms, seeking new partnerships for low ticket and travel insurance products.

Loss ratio

- The decrease in the loss ratio in the quarter was in line with the movement in provisions for judicial contingencies and the provision for premium deficiency (PIP) in 2Q11.

Pension

- Pension and VGBL reserves ended the quarter with R\$3.5 billion, with growth of 15.1% of the VGBL portfolio being a highlight.
- The strong growth in results for this segment in the quarter is a direct result of higher volumes of management fees earned, in line with the growth in reserves.

Other Insurance Operating Income (Expense)								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Other Insurance Operating Income (Expense)	-75.1	-66.3	-13.3%	-70.8	-6.1%	-145.9	-123.1	-18.5%
Other Insurance Operating Income (Expense) Ratio	3.0%	3.0%	0 bps	2.9%	0 bps	2.9%	2.8%	-10 bps

Other Operating Income and Expenses

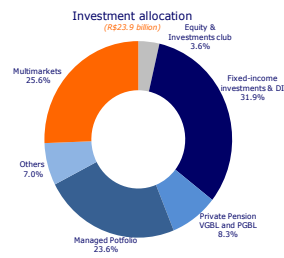
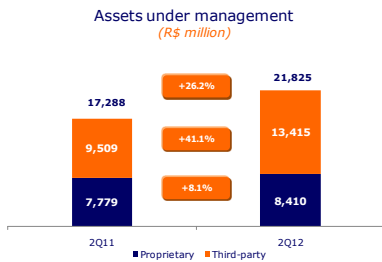
- With an increase of 17.0% compared with 2Q11, this line was influenced by higher provisions for contingencies due to ongoing judicial processes revaluation that started in 2011.

Healthcare Operations (ASO-Administrative Services Only)								
(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Income from Healthcare Operations	6.7	7.4	-8.4%	4.8	39.6%	11.6	14.4	-19.5%

Income from Healthcare Operations (ASO)

- The decrease in results for this business was a direct result of a smaller number of members which was, in turn, due to migration of certain contracts now included in group health insurance.

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Management Fees Revenues	8.0	4.4	79.3%	7.0	13.4%	15.0	10.1	48.7%
Performance Fees	3.1	2.1	46.2%	0.3	1090.5%	3.4	1.9	73.4%
Asset Management Income	11.1	6.6	68.6%	7.3	52.2%	18.4	12.0	52.7%



Asset Management

- The 68.6% increase in income in 2Q12 was due a net increase in funds managed (R\$4.5 billion increase between 2Q11 and 2Q12), mainly captured from institutional clients and allocated in closed-end, exclusive funds, and higher performance fees.

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Personal Expenses	-107.8	-90.4	-18.5%	-114.7	6.6%	-222.5	-191.8	-15.6%
Third-Party Services	-68.6	-63.8	-7.5%	-59.9	-14.5%	-128.5	-113.7	-13.0%
Buildings and Maintenance	-52.0	-49.8	-4.4%	-51.8	-0.4%	-103.8	-96.3	-7.8%
Other Administrative Revenues	-12.0	-23.9	49.8%	-13.4	10.4%	-25.4	-33.5	24.2%
Expenses Recover	10.4	41.6	-75.0%	16.8	42.3%	27.2	59.7	-54.4%
Profit Sharing	2.8	-12.5	122.4%	-12.1	123.1%	-9.2	-22.3	58.7%
Total	-227.2	-198.9	-14.3%	-235.1	3.3%	-462.3	-398.0	-16.2%
Administrative Expenses ratio (% Retained Premiums)	8.9%	8.9%	0.0 bps	9.7%	70 bps	9.3%	9.1%	-20 bps

Administrative Expenses

- The administrative expense ratio remained stable in the quarterly comparison and increased 20 bps in the 6M12 period versus 6M11, partially due to higher spending with personnel and third-party contracts, mainly related to IT services, and a decrease in revenues associated with the expenses recovered line.

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Tax Expenses	-27.4	-40.6	32.6%	-45.8	40.3%	-73.2	-81.0	9.7%
Tax Expenses ratio (% Retained Premiums)	1.1%	1.8%	70 bps	1.9%	80 bps	1.5%	1.9%	40 bps

Tax Expenses

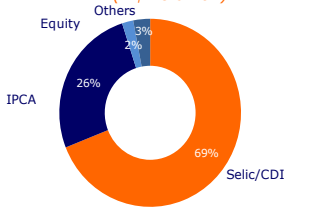
- Tax expenses were 40.3% lower in the quarter-on-quarter comparison, impacted by a 2Q11 additional legal provision related to the PIS tax in the amount of R\$ 16.7 million that did not repeat in 2Q12.

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Financial Income ex-Private Pension and VGBL Operations	98.9	145.0	-31.8%	147.3	-32.8%	246.2	295.1	-16.6%
Return on Investment Portfolio	97.9	131.9	-25.7%	138.8	-29.4%	236.6	270.9	-12.7%
Debt Service cost	-12.1	-11.7	3.0%	-11.3	7.3%	-25.3	-23.1	-9.5%
Other	13.1	24.9	-47.4%	19.7	-33.7%	32.9	47.3	-30.5%
Financial Income of Private Pension and VGBL Operations	9.0	2.6	246.5%	10.8	-16.8%	19.8	6.1	223.9%
Return on Investment Portfolio of Private Pension and VGBL Operations	51.1	47.7	7.2%	101.3	-49.5%	152.4	116.9	30.3%
Change in Liabilities of Private Pension and VGBL operations	-42.1	-45.1	-6.6%	-90.5	-53.5%	-132.6	-110.8	19.7%
Total Financial Income	107.9	147.6	-26.9%	158.1	-31.7%	265.9	301.1	-11.7%
Balance Excluding Private Pension and VGBL Operations	4,833.5	4,580.1	5.5%	5,057.3	-4.4%	4,833.5	4,580.1	5.5%
Private Pension and VGBL Operations Balance	3,488.6	3,096.0	12.7%	3,424.1	1.9%	3,488.6	3,096.0	12.7%
Total Balance	8,322.1	7,676.1	8.4%	8,481.4	-1.9%	8,322.1	7,674.9	8.4%

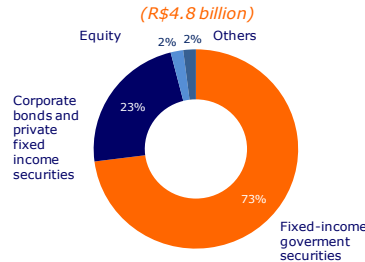
Financial Results

- The portfolio achieves profitability of 108.3% of the CDI, financial results declined by 26.9% in 2Q12 compared to 2Q11, mainly due to the:
 - indexed portfolio held under management in the 2Q11, that did not repeat in 2Q12;
 - fall of the Brazilian basic interest rate (SELIC);
 - impact of the contingency liabilities revaluation.

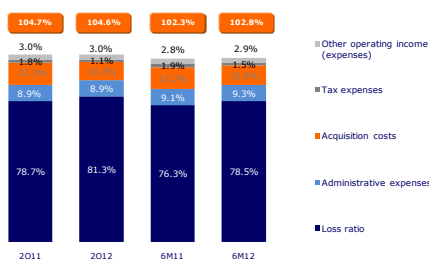
Investment strategy, ex-pension and VGBL (R\$4.8 billion)



Investment allocation (R\$4.8 billion)



Combined ratio (%)



Combined ratio

- In 2Q12, the combined ratio was slightly down at 104.6% (compared to 2Q11), mainly due to the aforementioned loss ratio increases in the health and auto segments.

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Income Before Tax, Social Contribution	11.0	55.5	-80.2%	150.2	-92.7%	161.2	229.8	-29.9%
Income Tax and Social Contribution	-7.3	-28.0	73.7%	-37.5	80.4%	-44.8	-100.3	55.3%
Net Income	3.6	27.6	-86.8%	112.8	-96.8%	116.4	129.5	-10.1%
Net Income per Unit	0.01	0.10	-87.1%	0.39	-96.7%	0.42	0.44	-5.4%
ROAE	0.5%	3.8%	-330 bps	15.7%	-1520 bps	8.0%	9.2%	-120 bps

Net income

- The Company's net income was 86.8% lower, impacted by:
 - mainly, an increase in the loss ratio for the two largest business segments;
 - a smaller contribution from financial results.

Balance Sheet

Assets R\$ million	2Q12	2011	Δ
Currents assets	9,769.5	9,433.5	3.6%
Cash, cash equivalents and marketable securities	7,234.6	7,100.2	1.9%
Receivables from insurance and retrocession operations	933.2	956.5	-2.4%
Reinsurance and retrocession expenses	403.8	350.0	15.4%
Deferred acquisition costs	366.6	358.4	2.3%
Receivables	443.5	374.1	18.5%
Other current assets	387.8	294.3	31.8%
Long-term assets	4,330.9	3,985.3	8.7%
Marketable securities	1,093.6	1,063.0	2.9%
Judicial and fiscal deposits	1,807.6	1,676.4	7.8%
Deferred acquisition costs	171.7	160.8	6.8%
Other long-term assets	1,058.8	895.7	18.2%
Permanent assets	199.1	189.4	5.1%
Total assets	14,100.4	13,418.8	5.1%
Liabilities R\$ million	2Q12	2011	Δ
Current liabilities	5,428.3	5,533.7	-1.9%
Loans and financing	19.8	351.2	-94.4%
Other payable obligations	366.4	511.4	-28.4%
Insurance, reinsurance and private pension debts	360.0	408.7	-11.9%
Technical reserves - Insurance	3,941.5	3,565.7	10.5%
Technical reserves - Private pension	590.0	554.0	6.5%
Other liabilities	150.6	142.7	5.6%
Non-current liabilities	5,587.5	4,808.6	16.2%
Accounts payable	1,076.8	1,028.1	4.7%
Loans and financing	498.4	0.0	-
Other accounts payable	59.7	62.6	-4.7%
Technical reserves - Insurance	1,355.8	1,221.7	11.0%
Technical reserves - Private pension	2,111.3	2,000.6	5.5%
Other liabilities	485.5	495.6	-2.0%
Shareholder's equity	3,084.6	3,076.5	0.3%
Total liabilities	14,100.4	13,418.8	5.1%

Income Statement

(R\$ million)	2Q12	2Q11	Δ	1Q12	Δ	6M12	6M11	Δ
Insurance Premiums	2,592.0	2,275.1	13.9%	2,502.3	3.6%	5,094.4	4,460.5	14.2%
Premiums, ceded to reinsurance, retrocession, consortiums and fur	(46.0)	(36.6)	25.6%	(67.9)	-32.3%	(113.9)	(88.0)	29.5%
Retained premiums	2,546.0	2,238.5	13.7%	2,434.4	4.6%	4,980.5	4,372.6	13.9%
Changes in insurance and retained technical reserves	(18.3)	(84.9)	78.4%	22.3	-182.1%	4.0	(97.4)	-104.1%
Earned premiums	2,527.7	2,153.7	-17.4%	2,456.7	2.9%	4,984.4	4,275.2	16.6%
Retained claims and benefits expenses	(2,054.8)	(1,693.2)	21.4%	(1,859.6)	10.5%	(3,914.3)	(3,260.7)	20.0%
Acquisition costs	(261.0)	(266.6)	-2.1%	(269.0)	-3.0%	(530.0)	(522.3)	1.5%
Gross Margin	211.9	192.8	9.9%	328.2	-35.4%	540.1	492.2	9.7%
Other insurance and operating income (expense)	(75.1)	(66.3)	13.3%	(70.8)	6.1%	(145.9)	(123.1)	18.5%
Net Operating income from private pension	3.0	2.0	55.3%	2.9	3.5%	6.0	6.4	-6.0%
Net Operating income from ASO business	6.7	7.4	-8.4%	4.8	39.6%	11.6	14.4	-19.5%
Net operating income from asset management business	11.1	6.0	-84.7%	7.3	52.2%	18.4	12.0	52.7%
Administrative expenses	(227.2)	(198.9)	-14.3%	(235.1)	-3.3%	(462.3)	(398.0)	16.2%
Tax expenses	(27.4)	(40.6)	-32.6%	(45.8)	-40.3%	(73.2)	(81.0)	-9.7%
Net financial income	107.9	147.6	-26.9%	158.1	-31.7%	265.9	301.1	-11.7%
Equity income	0.5	5.6	-91.1%	0.7	-92.5%	0.7	5.8	-88.0%
Income before tax and social contribution	11.0	55.5	-80.2%	150.2	-92.7%	161.2	229.8	-29.9%
Income Tax and Social Contribution	(7.3)	(28.0)	-73.7%	(37.5)	-80.4%	(44.8)	(100.3)	-55.3%
	3.6	27.6	-86.8%	112.8	-96.8%	116.4	129.5	-10.1%
Basic earnings per share (R\$)*								
Per preferred share	0.00	0.03	-87.1%	0.13	-96.7%	0.14	0.15	-5.4%
Per common share	0.00	0.03	-87.1%	0.13	-96.7%	0.14	0.15	-11.6%
Diluted earnings per share (R\$)*								
Per preferred share	0.00	0.03	-87.1%	0.13	-96.7%	0.14	0.15	-5.4%
Per common share	0.00	0.03	-87.1%	0.13	-96.7%	0.14	0.15	-11.6%
Basic earnings per Unit (R\$)*	0.01	0.10	-87.1%	0.39	-96.7%	0.42	0.44	-5.4%
Diluted earnings per Unit (R\$)*	0.01	0.10	-87.1%	0.39	-96.7%	0.42	0.44	-5.4%

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