

Earnings Release | 2Q09

SulAmérica

associada ao ING



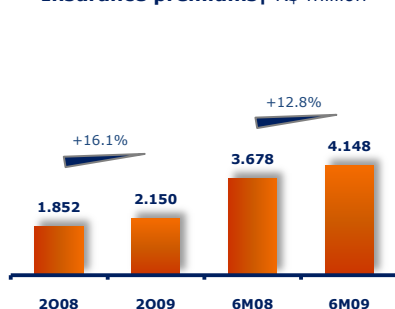
Rio de Janeiro, August 12, 2009 – Sul América S.A. (BM&FBovespa: SULA11) announces today its results for the second quarter of 2009 (2Q09). The Company's operating and financial information, except where stated otherwise, is based on its financial statements and was prepared in Brazilian real (R\$), in accordance with CVM regulations (including CVM Ruling 469 of May 2, 2008).

Recurring net income increases 57.8% to R\$84.1 million in 2Q09.

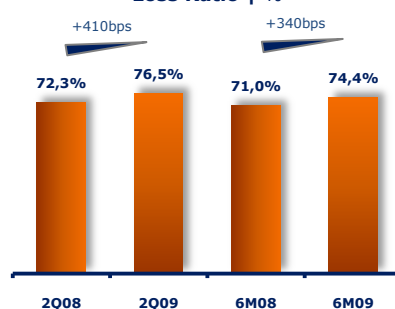
Highlights

- ▶ Net income totals R\$84.1 million on a recurring basis in 2Q09, increasing 57.8% over the same quarter previous year (down 19.3% versus 1Q09). In 6M09, recurring net income reaches R\$188.4 million, up 9.5% on 6M08. Annualized ROAE was 14.0% in the quarter.
- ▶ Total insurance premiums moved up 16.1% in 2Q09 reaching R\$2.1 billion (up 7.6% over 1Q09). In 6M09, insurance premiums increased 12.8% to R\$4.1 billion. Health insurance premiums increased 9.0% over 2Q08 (up 2.0% over 1Q09), with group health portfolio up 16.1% (up 4.4% on 1Q09), led by growth of 21.8% in policies to small and medium-sized enterprises (SMEs). Auto insurance premiums climb 22.5% over 2Q08 (up 23.1% over 1Q09), while insured fleet expands to 2.0 million vehicles in the quarter. Life insurance premiums grow 1.6% over 2Q08 (up 1.0% over 1Q09).
- ▶ Total loss ratio reaches 76.5%, increasing 410 bps over 2Q08 and 420 bps over 1Q09. Health insurance closes 2Q09 with a loss ratio of 85.2%, up 700 bps over 2Q08 and 650 bps on 1Q09. Auto insurance loss ratio declines to 62.9%, 290 bps down over 2Q08 (down 100 bps over 1Q09). Total loss ratio for the 6M09 reaches 74.4%, increasing 340 bps over 6M08.
- ▶ Combined ratio reaches 101.1%, up 60 bps on 2Q08 and 320 bps on 1Q09. In 6M09, the combined ratio increased 150 bps to 99.5%.
- ▶ Return on the investment portfolio comes to R\$ 172.4 million in 2Q09, corresponding to an average yield of 119.5% of the CDI rate (versus 108.1% of the CDI rate in 1Q09).

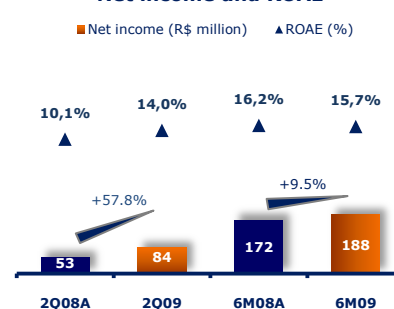
Insurance premiums | R\$ million



Loss Ratio | %



Net income and ROAE



CONFERENCE CALLS

| Portuguese | Date: August 13, 2009 | Time: 10:00 a.m. (BR) | 9:00 a.m. US EDT | Telephone: +55 (11) 2188-0188 | Code: SULAMERICA
 | English | Date: August 13, 2009 | Time: 12:00 p.m. (BR) | 11:00 a.m. US EDT | Telephone: +1 (973) 935-8893 | Code: 19800316
 | Webcast | Visit: www.sulamerica.com.br/ir

Insurance operations

Insurance premiums R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Health insurance	1,090.4	1,000.8	9.0	1,068.8	2.0	2,159.2	1,972.1	9.5
Group health insurance	748.8	645.1	16.1	716.9	4.4	1,465.7	1,264.4	15.9
Individual health insurance	341.6	355.7	-4.0	351.8	-2.9	693.5	707.7	-2.0
Auto insurance	733.8	598.8	22.5	596.2	23.1	1,330.0	1,138.4	16.8
Other property & casualty insurance	207.0	135.5	52.8	216.3	-4.3	423.4	345.1	22.7
Life & personal accident insurance	118.6	116.7	1.6	117.4	1.0	236.0	222.1	6.2
Total	2,149.8	1,851.8	16.1	1,998.7	7.6	4,148.5	3,677.8	12.8

Earned premiums R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Health insurance	1,087.8	998.5	8.9	1,068.5	1.8	2,156.3	1,971.5	9.4
Group health insurance	746.8	643.8	16.0	716.0	4.3	1,462.9	1,262.4	15.9
Individual health insurance	341.0	354.7	-3.9	352.5	-3.3	693.4	709.1	-2.2
Auto insurance	609.3	528.1	15.4	582.4	4.6	1,191.7	1,039.0	14.7
Other property & casualty insurance	85.7	87.6	-2.2	94.2	-9.0	179.8	177.6	1.3
Life & personal accident insurance	84.6	85.2	-0.8	95.0	-10.9	179.5	166.9	7.6
Total	1,867.4	1,699.4	9.9	1,840.0	1.5	3,707.4	3,355.0	10.5

Loss Ratio %	2Q09	2Q08	Δ(bps)	1Q09	Δ(bps)	6M09	6M08	Δ(bps)
Health insurance	85.2	78.2	700	78.6	650	81.9	75.8	620
Group health insurance	82.9	74.4	850	76.1	680	79.6	71.9	770
Individual health insurance	90.1	85.1	500	83.7	640	86.8	82.7	420
Auto insurance	62.9	65.9	-290	63.9	-100	63.4	65.4	-200
Other property & casualty insurance	63.5	61.4	210	75.1	-1160	69.5	63.3	630
Life & personal accident insurance	75.3	55.2	2010	49.8	2550	61.8	58.3	350
Total	76.5	72.3	410	72.3	420	74.4	71.0	340

Acquisition cost ratio %	2Q09	2Q08	Δ(bps)	1Q09	Δ(bps)	6M09	6M08	Δ(bps)
Health insurance	5.8	5.4	40	5.6	20	5.7	5.3	40
Group health insurance	8.0	7.8	20	7.9	10	8.0	7.8	20
Individual health insurance	1.0	1.0	0	0.9	10	1.0	1.0	0
Auto insurance	18.3	18.9	-60	18.4	-20	18.4	19.1	-70
Other property & casualty insurance	18.2	20.3	-210	17.6	60	17.8	19.3	-150
Life & personal accident insurance	22.8	18.8	400	19.2	370	20.9	18.8	210
Total	11.2	11.0	20	11.0	20	11.1	11.0	10

Gross margin %	2Q09	2Q08	Δ(bps)	1Q09	Δ(bps)	6M09	6M08	Δ(bps)
Health insurance	9.0	16.4	-740	15.7	-670	12.4	18.9	-660
Group health insurance	9.1	17.8	-870	15.9	-680	12.4	20.3	-790
Individual health insurance	9.0	14.0	-500	15.4	-640	12.2	16.3	-410
Auto insurance	18.8	15.3	350	17.7	110	18.2	15.5	270
Other property & casualty insurance	18.4	18.3	10	7.4	1100	12.6	17.4	-480
Life & personal accident insurance	1.9	26.0	-2410	31.0	-2910	17.3	22.9	-560
Total	12.3	16.7	-440	16.7	-440	14.5	18.0	-350

Combined ratio %	2Q09	2Q08	Δ(bps)	1Q09	Δ(bps)	6M09	6M08	Δ(bps)
Combined ratio	101.1	100.5	60	97.9	320	99.5	98.0	150

Net income and return on average equity (ROAE)

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Net income	84.1	87.4	-3.8	104.3	-19.3	188.4	206.2	-8.6
Net income adjusted	84.1	53.3	57.8	104.3	-19.3	188.4	172.1	9.5
ROAE	14.0%	16,5%	-250bps	17.8%	-380bps	15.7%	19.5%	-380bps
ROAE adjusted	14.0%	10.1%	390bps	17.8%	-380bps	15.7%	16.2%	-60bps
Earnings per share (R\$)*	0.2997	0.3108	-3.6	0.3714	-19.3	0.6711	0.7330	-8.4
Earnings per share adjusted (R\$)*	0.2997	0.1896	58.1	0.3714	-19.3	0.6711	0.6118	9.7
Earnings per unit (R\$)*	1.3402	1.3887	-3.5	1.6611	-19.3	3.0013	3.2748	-8.4
Earnings per unit adjusted (R\$)*	1.3402	0.8471	58.2	1.6611	-19.3	3.0013	2.7332	9.8

(*) Parent Company

Some percentages and other figures included in this performance comments were rounded to facilitate the presentation and because of that there could be small differences in relation to the quarterly financials and notes. Additionally, for the same reason, total figures in certain tables could not reflect the arithmetic sum of the precedent figures.

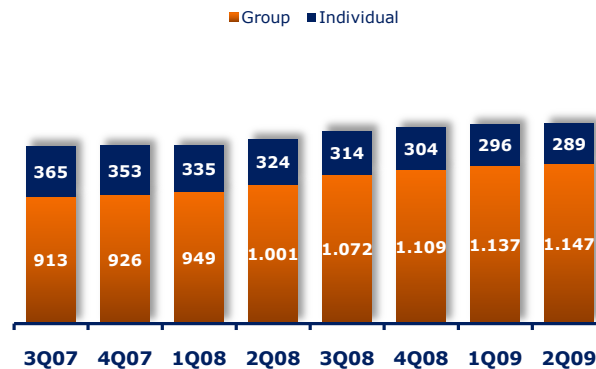
Health insurance

Insurance premiums | Health insurance premiums, which accounted for 50.7% of overall insurance premiums, expanded by 9.0% over 2Q08 and by 2.0% on 1Q09 to R\$1.1 billion. In 6M09, insurance premiums moved up by 9.5% on 6M08 to R\$2.2 billion.

Group health insurance premiums, which accounted for 34.8% of overall insurance premiums and 68.7% of health insurance premiums, came to R\$748.8 million in the quarter, representing an increase of 16.1% over 2Q08 (up 4.4% over 1Q09). The portfolio ended the quarter with 1,147 thousand members, up 14.6% on the same quarter last year (up 0.8% on 1Q09). The growth in group health insurance premiums in 2Q09 was mainly driven by the higher number of insured companies and the resulting increase in the number of insured members, as well as by the price adjustments applied to group policies in the period. Premiums in the SME market reached R\$137.3 million in the quarter, up 21.8% on 2Q08 and 8.8% on 1Q09. This expansion reflects both the portfolio increase to 158,255 members, up 22.3% on 2Q08 and 3.7% on 1Q09, and to price adjustments of policies in the portfolio. The dental care portfolio ended the quarter with 124,122 members, 36.0% more than in 2Q08 and 8.9% more than in 1Q09. This is explained by the campaigns targeting insurance brokers operating in the segment and the cross-selling efforts in the insurance base.

Individual health insurance premiums, which represent 15.9% of overall insurance premiums and 31.3% of health insurance premiums, reached R\$341.6 million in 2Q09, decreasing 4.0% compared to 2Q08 and 2.9% on QoQ. Individual health insurance membership decreased 10.7% in 2Q09 over the same quarter last year to 289,299 members (down 2.3% on 1Q09). Impacts from this reduction in the number of insured members were partially offset by price adjustments to individual policies in the period. The National Healthcare Agency (ANS) approved a 6.76% increase for individual health insurance policies issued under Law 9,656/98, effective May 2009 and applicable in the month of the anniversary of the respective policy. As of the publication of this document, the rate increases applicable to policies issued before the effects of said law had not yet been published.

Health insurance members | thousand

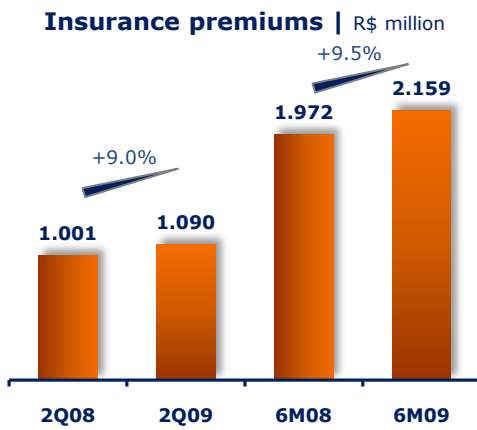


Loss ratio | Total health insurance loss ratio reached 85.2% in 2Q09, increasing 700 bps in relation to 2Q08 and 650 bps over 1Q09. In 6M09, the ratio was 81.9%, up 620 bps on 6M08.

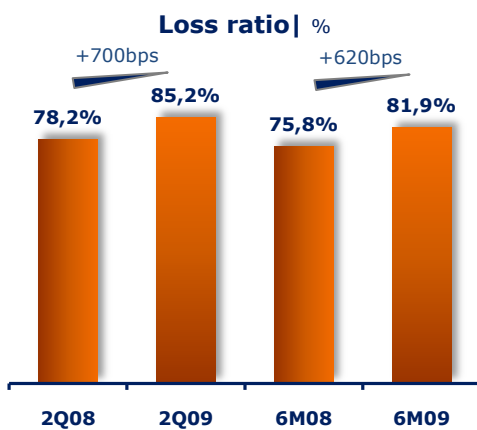
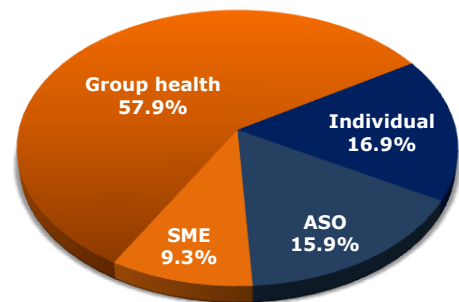
Group health insurance loss ratio moved up 850 bps over 2Q08 and 680 bps on 1Q09, closing the quarter at 82.9%. This increase in the loss ratio of group health insurance reflects not only the higher frequency of utilization but also the higher cost of claims due to medical inflation, which later may serve as the base for implementing future price adjustments.

Individual health insurance loss ratio increased 500 bps over 2Q08 to 90.1% (up 640 bps on 1Q09). This increase is partially due to the higher utilization frequency and higher cost of claims related to medical inflation, which will be reflected in the base for future price adjustments.

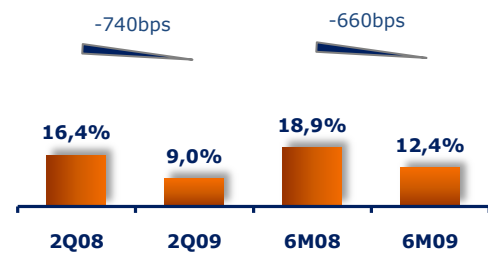
Acquisition cost ratio | Health insurance acquisition cost ratio was 5.8% in 2Q09, up 40 bps over 2Q08 and 20 bps over 1Q09. The increase in the quarter was mainly due to the higher share of group health policies, since the contribution of the individual portfolio to this ratio is minimal, and, to a lesser extent, to the expansion in the SME segment.



Covered individuals 2Q09
Total | 1.7 million members



Gross margin | %



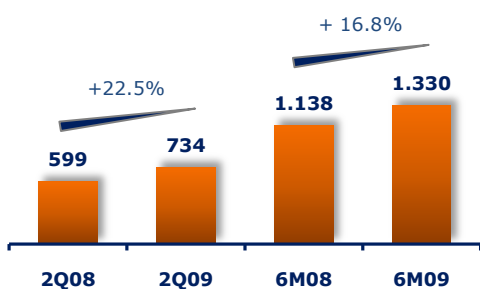
Auto insurance

Insurance premiums | Auto insurance premiums, which account for 34.1% of total insurance premiums, reached R\$733.8 million in 2Q09, up 22.5% over 2Q08 (up 23.1% over 1Q09). In 6M09, auto insurance premiums grew 16.8% over 6M08 to R\$1.3 billion. The increase in premiums is mainly explained by the expansion in the insured fleet to 2,013 million vehicles in the quarter, an increase of 7.9% on 2Q08 and of 3.7% on 1Q09, and by the increase in the average annual premium. This performance also reflects the positive response of automobile market to the set of incentives implemented by the federal government, which led to a 3.0% increase in new vehicles sales in 6M09 compared with 6M08, according to the National Association of Vehicle Manufacturers (Anfavea). The insurance industry continues to benefit from these incentives, with the automobile insurance market recording a growth of 11.2% in the 6M09, based on data released by the Private Insurance Superintendence (SUSEP). SulAmérica ended the period with a market share of 16.5%, 120 bps higher than at the end of 2008.

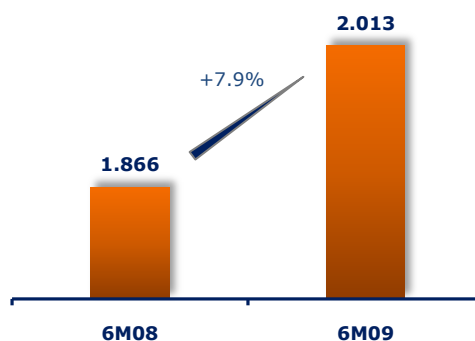
Loss ratio | Auto insurance loss ratio was 62.9% in 2Q09, down 290 bps on 2Q08 and 100 bps on 1Q09. In 6M09, loss ratio decreased 200 bps to 63.4%. This decline reflects lower claim frequency observed in the quarter, lower impact from weather conditions and a continuous improvements in the pricing policy. It was partially offset by the increase of provisions related to changes in judicial claims estimates.

Acquisition cost ratio | Auto insurance acquisition cost ratio declined 60 bps on 2Q08 to 18.3% (down 20 bps on 1Q09). In 6M09, the ratio improved by 70 bps in relation to 6M08, closing the period at 18.4%.

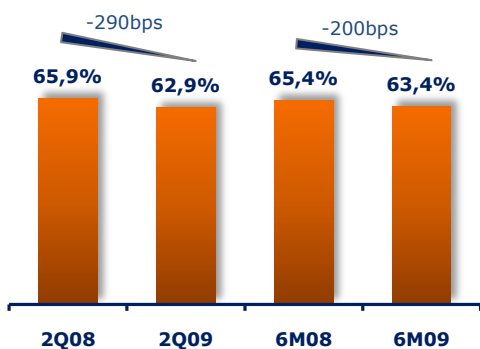
Insurance premiums | R\$ million



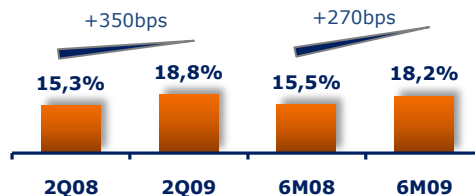
Auto insurance fleet
thousand of vehicles



Loss ratio | %



Gross margin | %



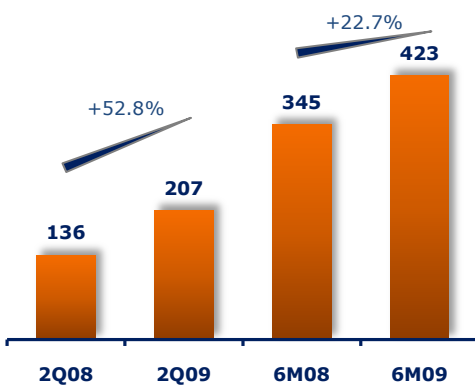
Other property and casualty insurance

Insurance premiums | Premiums for other property and casualty insurance, which accounted for 9.6% of total insurance premiums, totaled R\$207.0 million in 2Q09, representing an increase of 52.8% on 2Q08 and a decrease of 4.3% over 1Q09. In 6M09, insurance premiums rose by 22.7% over 6M08 to R\$423.4 million. This growth was mainly due to new business, especially in the oil, aviation and engineering portfolios.

Loss ratio | The other property and casualty insurance loss ratio was 63.5% in 2Q09, up 210 bps on 2Q08 and decrease 1,160 bps on 1Q09. The increase in 2Q09 reflects the performance seen in the cargo, fire, miscellaneous and credit lines. In 6M09, the loss ratio was 69.5%, up 630 bps on 6M08, primarily driven by higher claims in the fire and credit portfolios.

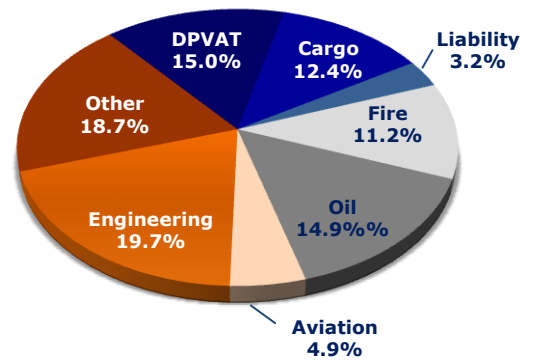
Acquisition cost ratio | The acquisition cost ratio in 2Q09 was 18.2%, down 210 bps on 2Q08 and up 60 bps on 1Q09.

Insurance premiums | R\$ million

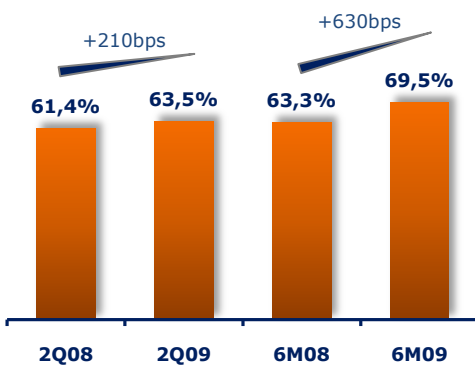


Premiums breakdown 2Q09

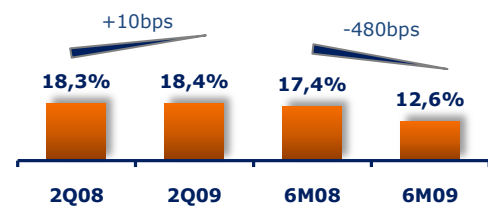
Total | R\$207.0 million



Loss ratio | %



Gross margin | %

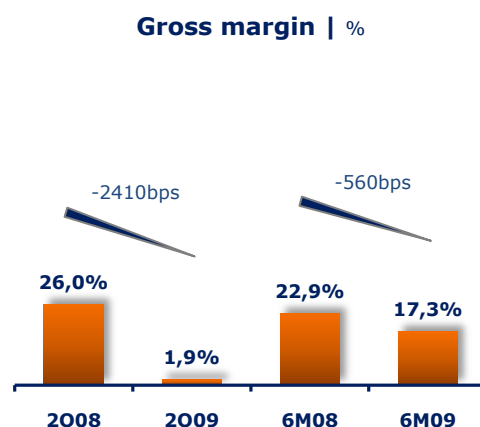
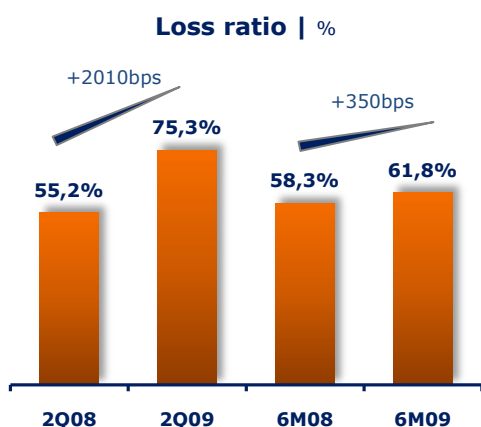
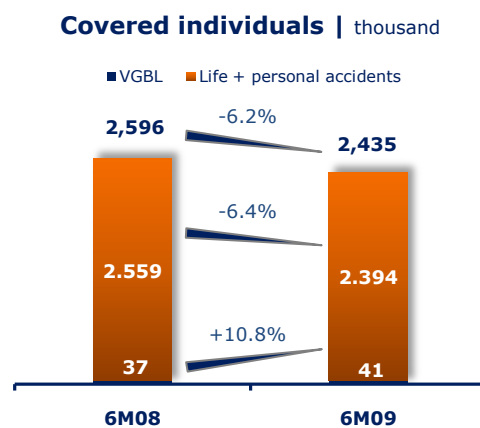
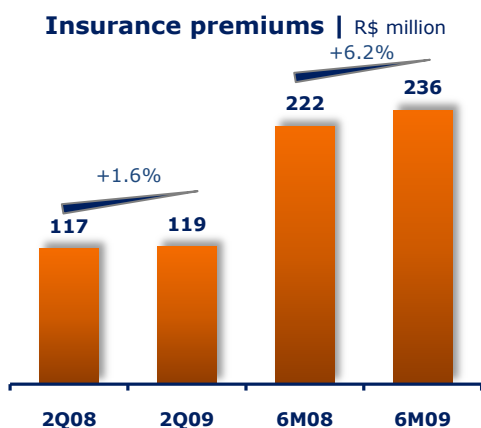


Life and personal accident insurance

Insurance premiums | Premiums for life and personal accident insurance, which account for 5.5% of total insurance premiums, totaled R\$118.6 million in 2Q09, increasing by 1.6% on 2Q08 and by 1.0% over 1Q09. In 6M09, premiums increased 6.2% compared to 6M08 to R\$236.0 million. The growth in life and personal accident insurance premiums was driven by a 58.1% increase in VGBL premiums in 2Q09 versus 2Q08, and also by new group life and personal accident policies issued with higher average premiums, which was partially offset by the 6.2% reduction in the number of members in the portfolio, which closed the 6M09 at 2,435 thousand members.

Loss ratio | Life and personal accident loss ratio in the quarter was 75.3%, corresponding to an increase of 2,010 bps over 2Q08 and of 2,550 bps on 1Q09. The higher loss ratio in 2Q09 was explained by the increase in reserves for judicial claims due to changes in provisions estimates. In 6M09, the loss ratio rose by 350 bps compared to 6M08, in line with the changes in judicial claims.

Acquisition cost ratio | Life and personal accident acquisition cost ratio increased by 400 bps on 2Q08 to 22.8% (up 370 bps on 1Q09), mainly due to the commercial conditions of new policies.



Other insurance operating income and expenses

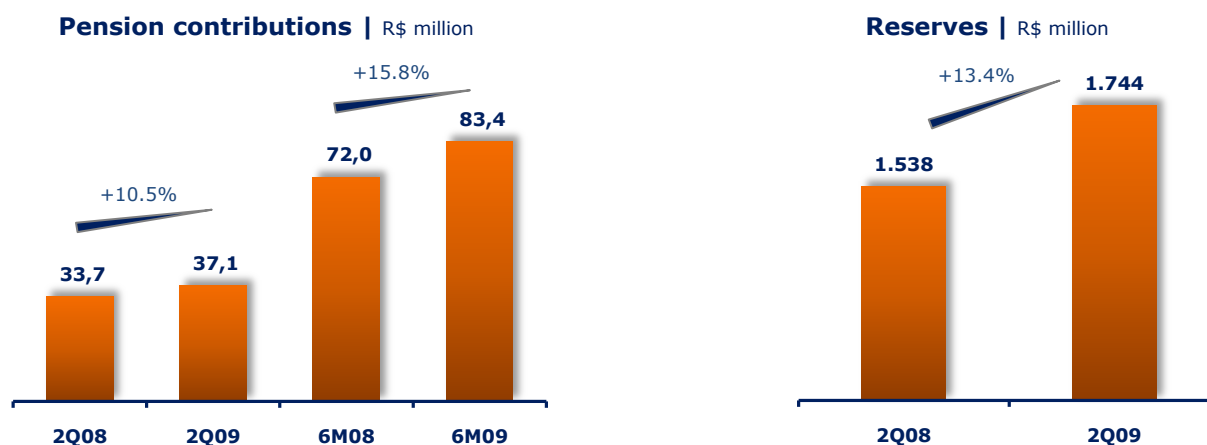
R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Other insurance operating income and expenses	(4.0)	(30.1)	-86.8	(8.3)	-52.2	(12.2)	(6.1)	102.0

The R\$26.1 million reduction in insurance operating expenses observed in 2Q09 in relation to 2Q08 was chiefly due to the reversal of the provision for bad debt resulting from the cancellation of overdue premiums in the health portfolio, as well as from the reduction in judicial contingencies.

Income from private pensions

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Income (loss) from private pension	12.9	2.2	482.4	(8.0)	N.A.	5.0	8.1	-38.9

Income from the private pension business increased by R\$10.7 million in 2Q09 compared to 2Q08, mainly due to the increase of contributions and the decrease of provisions for guaranteed plans.



Income from Administrative Services Only

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Net operating income from ASO business	8.0	7.9	1.4	7.1	14.0	15.1	14.9	1.2

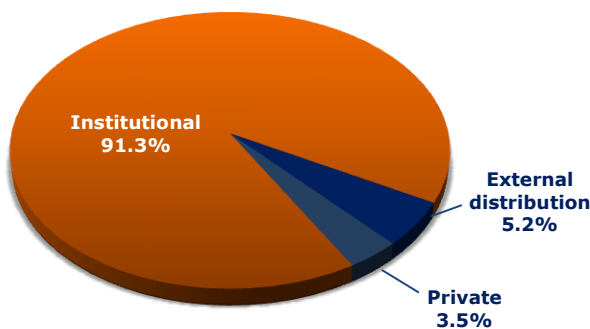
Income from the administrative services only portfolio (ASO) grew by 1.4% over 2Q08 to R\$8.0 million, mainly driven by the 3.1% increase in the number of members in the portfolio, which closed the quarter with 272.0 thousand covered individuals.

Income from asset management

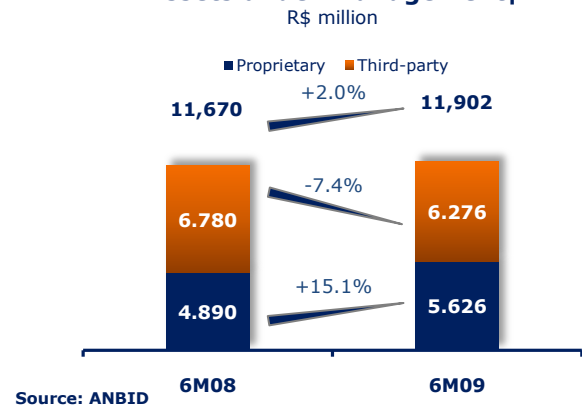
R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Income from asset management	4.1	6.2	-32.7	5.9	-30.3	10.1	12.5	-19.2

Income from the asset management business fell by R\$ 2.1 million in 2Q09 as a result of investment inflows into low-risk portfolios with lower management fees. Assets under management reached R\$11.9 billion in the end of 2Q09, up 2.0% on 2Q08. According to the National Association of Investment Banks (ANBID), this industry expanded by 2.9% in the same period. On July 10, Standard & Poor's rated the asset management business unit of SulAmérica "AMP-1 - Very Strong" by its use of best practices.

Third party assets | 6M09



Assets under management |

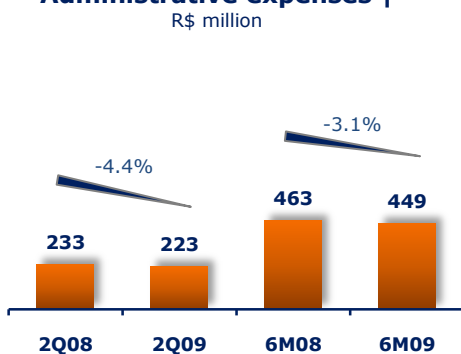


Administrative expenses

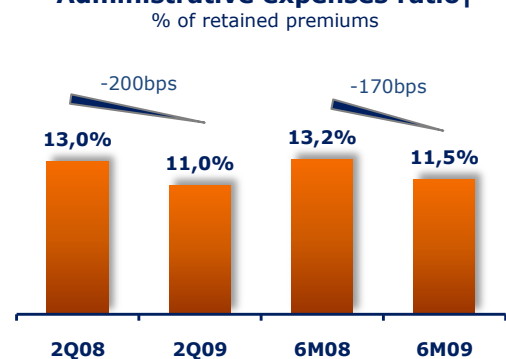
R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Personnel expenses	(114.1)	(114.6)	-0.4	(115.2)	-1.0	(229.3)	(231.7)	-1.0
Third-party services	(48.2)	(43.3)	11.3	(43.6)	10.6	(91.7)	(80.4)	14.1
Building and maintenance	(47.2)	(45.3)	4.2	(48.6)	-2.9	(95.9)	(86.8)	10.5
Marketing and advertising	(15.2)	(16.9)	-10.1	(9.2)	65.2	(24.4)	(33.2)	-26.5
Other administrative expenses	1.6	(13.3)	-	(9.2)	-	(7.7)	(31.4)	-75.5
Total	(223.1)	(233.4)	-4.4	(225.8)	-1.2	(449.0)	(463.5)	-3.1

Administrative expenses decreased by 4.4% compared to 2Q08, corresponding to 11.0% of retained premiums at the end of 2Q09, down 200 bps in relation to 2Q08. The Company has been benefiting from a continued review of processes aimed at increasing its operating efficiency.

Administrative expenses |



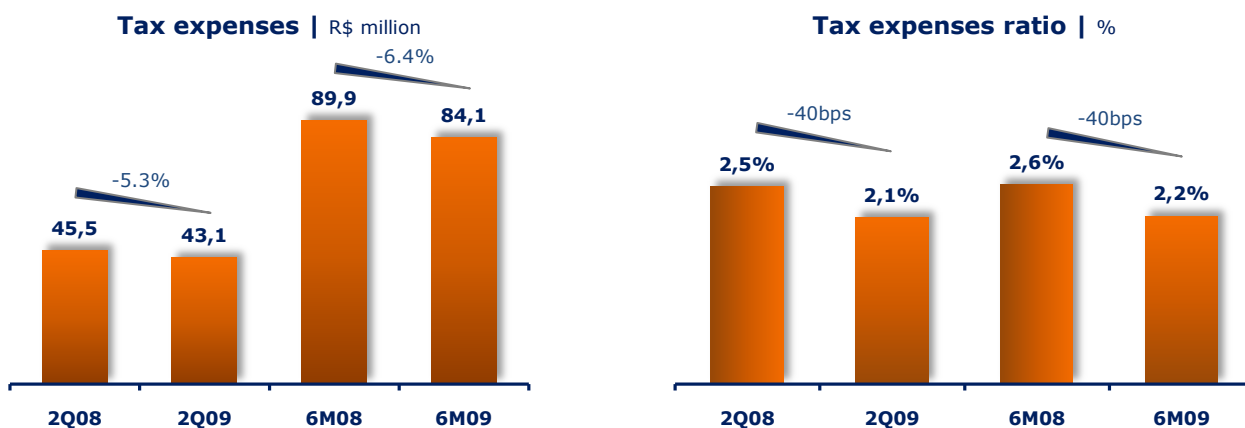
Administrative expenses ratio |



Tax expenses

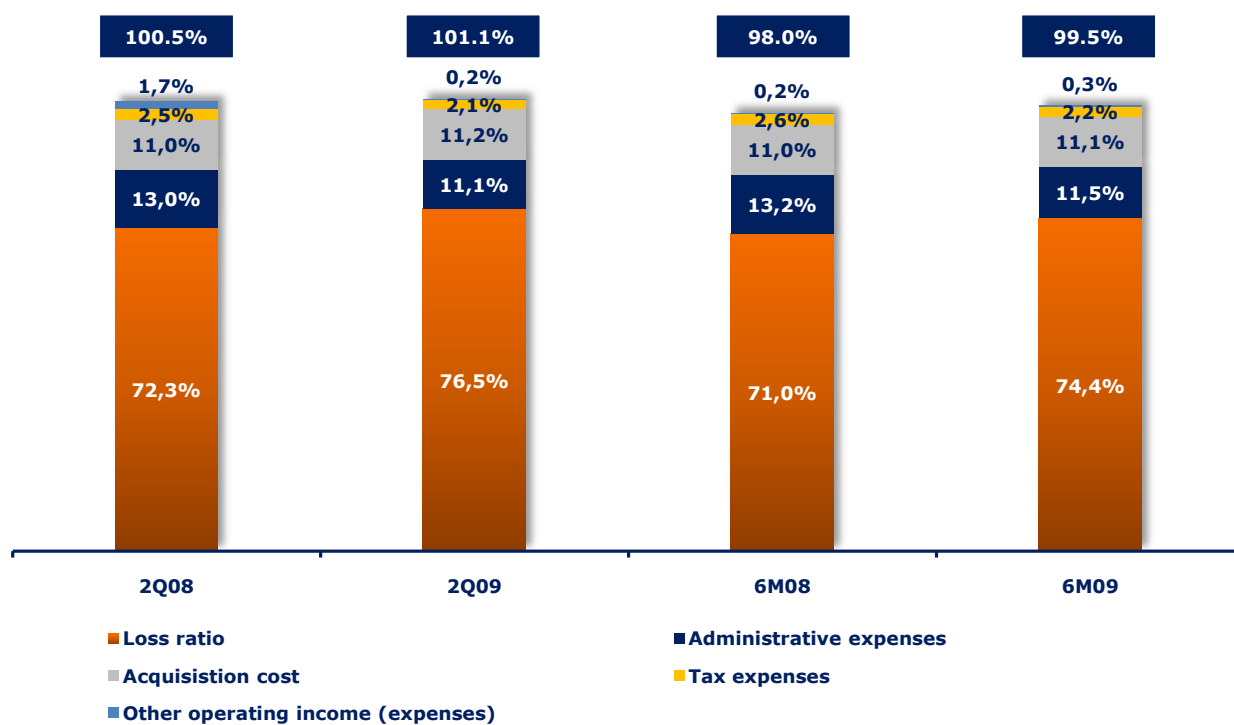
R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Tax expenses	(43.1)	(45.5)	-5.3	(41.0)	5.1	(84.1)	(89.9)	-6.4

Tax expenses decreased by 5.3% in 2Q09, closing the period at 2.1% of retained premiums. This decrease of R\$2.4 million primarily reflects the lower expenses with PIS and COFINS taxes in the period.



Combined ratio

%	2Q09	2Q08	Δ(bps)	1Q09	Δ(bps)	6M09	6M08	Δ(bps)
Combined ratio	101.1%	100.5%	60	97.9%	320	99.5%	98.0%	150



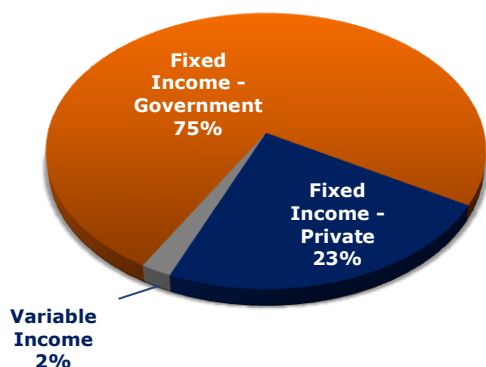
Financial income

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Return on investment portfolio	172.4	175.3	-1.6	183.5	-6.0	355.9	324.3	9.8
Debt servicing costs	(10.7)	(10.3)	3.8	(13.3)	-19.5	(24.0)	(19.6)	-22.4
Changes in pension reserves	(51.5)	(60.5)	-14.8	(43.9)	17.4	(95.4)	(101.8)	6.2
Other	27.6	10.7	157.9	31.3	-10.0	58.9	12.6	367.5
Total	137.8	115.1	19.7	157.6	-12.6	295.4	215.5	37.1

Investment portfolio increased 12.5% in 2Q09 over 2Q08, to R\$6.2 billion, 98.0% of which were allocated to fixed-income securities and 2.0% to equities. Return on investment in 2Q09 was 119.5% of the CDI rate, while in 6M09 yielded 113.4%. Total financial income increased by R\$22.7 million in 2Q09 (up 19.7% on 2Q08), not only reflecting the reduction in pension liabilities due to the inflation behavior, but also the lower financial charges on judicial liabilities.

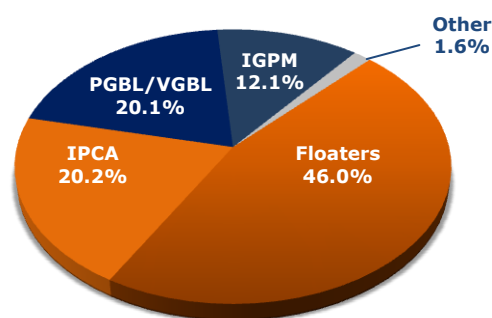
Investment allocation

Total | R\$6.2 billion



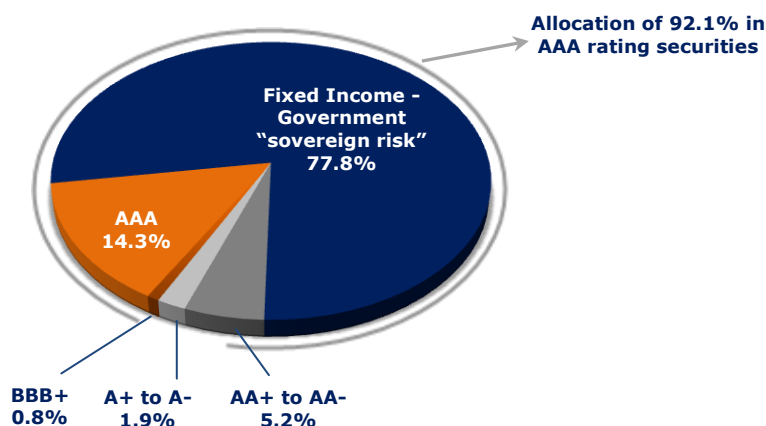
Investment per security/index-linked

Total | R\$6.2 billion



Investment per rating

Total | R\$6,0 billion*



(*) Excludes variable income securities, senior notes, mutual funds and collateral, and time deposit with special guarantee.

Income tax and social contribution

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Income tax and social contribution	(17.4)	(88.2)	-80.3	(76.6)	-77.3	(93.9)	(144.0)	-34.8

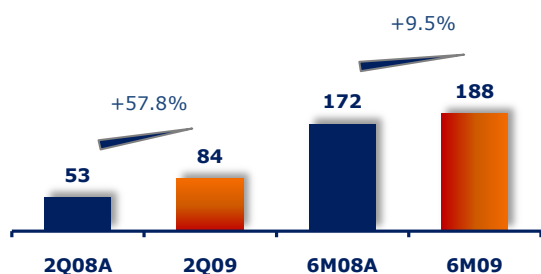
Income tax and social contribution expenses decreased R\$70.8 million in 2Q09 compared to 2Q08, driven by the non-recurring tax impacts from the sale, on April 25, 2008, of the indirect interest held by the Company in Telemar Participações S.A., as well as by the use of tax credits in 2Q09.

Net income and ROAE

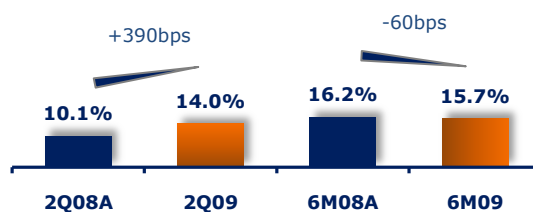
R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Net income	84.1	87.4	-3.8	104.3	-19.3	188.4	206.2	-8.6
Net income adjusted	84.1	53.3	57.8	104.3	-19.3	188.4	172.1	9.5
ROAE	14.0%	16.5%	-250bps	17.8%	-380bps	15.7%	19.5%	-380bps
ROAE adjusted	14.0%	10.1%	390bps	17.8%	-380bps	15.7%	16.2%	-60bps

Net income in the quarter was R\$84.1 million, down 3.8% in relation to 2Q08 and by 19.3% compared to 1Q09. Annualized ROAE came to 14.0% in the quarter, down 250 bps over 2Q08.

Net income | R\$ million



ROAE* | %



(*) Return on average equity - annualized

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This release may contain forward-looking statements concerning the business outlook, estimates of operating and financial results and growth projections of Sul América S.A. These statements are based exclusively on the expectations of the management of Sul América S.A. regarding the prospects of the business and its continued ability to access capital markets to finance its business plan. These forward-looking statements are highly sensitive to changes in the capital markets, government regulations, competitive pressures, the performance of the industry and the Brazilian economy and other factors, as well as to the risk factors highlighted in documents previously filed by Sul América S.A., and therefore are subject to change without prior notice.



Appendix I - Income Statement summary

R\$ million	2Q09	2Q08	Δ%	1Q09	Δ%	6M09	6M08	Δ%
Insurance premiums	2,149.8	1,851.8	16.1%	1,998.7	7.6%	4,148.5	3,677.8	12.8%
Premiums ceded to reinsurance, consortiums and funds	(130.2)	(54.4)	139.3%	(116.4)	11.9%	(246.6)	(169.6)	45.4%
Retained premiums	2,019.6	1,797.4	12.4%	1,882.3	7.3%	3,901.8	3,508.1	11.2%
Changes in insurance and retained technical reserves	(152.2)	(98.0)	55.3%	(42.2)	260.3%	(194.4)	(153.1)	27.0%
Earned premiums	1,867.4	1,699.4	9.9%	1,840.0	1.5%	3,707.4	3,355.0	10.5%
Retained claims and benefits expenses	(1,427.9)	(1,229.2)	16.2%	(1,330.3)	7.3%	(2,758.2)	(2,382.7)	15.8%
Acquisitions costs	(209.4)	(187.2)	11.8%	(202.2)	3.5%	(411.6)	(369.1)	11.5%
Gross margin	230.1	282.9	-18.7%	307.5	-25.2%	537.6	603.2	-10.9%
Other insurance operating income (expenses)	(4.0)	(30.1)	-86.8%	(8.3)	-52.2%	(12.2)	(6.1)	102.0%
Net operating income from private pension business	12.9	2.2	482.4%	(8.0)	n.a	5.0	8.1	-38.9%
Net operating income from ASO business	8.0	7.9	1.4%	7.1	14.0%	15.1	14.9	1.2%
Net operating income from asset management business	4.1	6.2	-32.7%	5.9	-30.3%	10.1	12.5	-19.2%
Administrative expenses	(223.1)	(233.4)	-4.4%	(225.8)	-1.2%	(449.0)	(463.5)	-3.1%
Tax expenses	(43.1)	(45.5)	-5.3%	(41.0)	5.1%	(84.1)	(89.9)	-6.4%
Net financial income	137.8	115.1	19.7%	157.6	-12.6%	295.4	215.5	37.1%
Equity income from non-consolidated subsidiaries and other	1.3	176.4	-99.3%	3.5	n.a	4.7	185.1	-97.4%
Income before income tax, social contribution and profit sharing	124.1	281.8	-56.0%	198.4	-37.5%	322.5	479.9	-32.8%
Income tax and social contribution	(17.4)	(88.2)	-80.3%	(76.6)	-77.3%	(93.9)	(144.0)	-34.8%
Profit sharing	(9.0)	(10.6)	-15.5%	(8.1)	11.0%	(17.1)	(17.8)	-3.8%
Minority interest	(13.6)	(95.5)	-85.8%	(9.5)	43.4%	(23.1)	(112.0)	-79.4%
Net income	84.1	87.4	-3.8%	104.3	-19.3%	188.4	206.2	-8.6%

Appendix II – Balance sheet summary

Assets (R\$ million)	6M09	12M08	%
Current Assets	7,080.0	6,395.6	13.1%
Cash, cash equivalents and marketable securities	4,437.0	4,019.3	10.4%
Receivables from insurance and reinsurance operations	1,716.5	1,468.1	16.9%
Reinsurance and retrocession expenses	151.2	151.0	0.1%
Deferred acquisition costs	324.3	298.1	8.8%
Other current assets	450.9	459.0	-1.3%
Long-term assets	4,360.1	4,269.6	2.1%
Marketable securities	1,904.9	1,883.8	1.1%
Judicial and fiscal deposits	1,605.3	1,617.7	-0.8%
Deferred acquisition costs	138.5	142.8	-3.0%
Other long-term assets	711.4	625.3	13.9%
Permanent assets	245.2	216.7	13.2%
Total assets	11,685.3	10,881.8	8.8%
Liabilities (R\$ million)	6M09	12M08	%
Current liabilities	5,209.3	4,658.2	11.8%
Loans and financing	6.6	10.0	-33.2%
Other payable obligations	438.7	589.9	-25.6%
Insurance, reinsurance and private pension debts	410.7	365.7	12.3%
Technical reserves - insurance and reinsurance	3,935.9	3,254.5	20.9%
Technical reserves - private pension	355.9	378.9	-6.1%
Accrued liabilities for contingencies	61.4	59.2	3.7%
Non-current liabilities	3,756.0	3,716.7	1.1%
Accounts payable	963.0	913.5	5.4%
Loans and financing	265.9	254.8	4.3%
Other accounts payable	188.2	167.4	12.5%
Technical reserves - insurance and reinsurance	498.4	655.0	-23.9%
Technical reserves - private pension	1,389.6	1,274.6	9.0%
Accrued liabilities for contingencies	450.9	451.4	-0.1%
Minority interest	244.7	221.3	10.6%
Shareholder's equity	2,475.2	2,285.6	8.3%
Total liabilities	11,685.3	10,881.8	7.4%

Appendix III – Glossary

Term	Definition
Loss ratio	Retained claims and benefit expenses divided by earned premiums.
Acquisition cost ratio	Acquisition costs divided by earned premiums.
Gross margin ratio	Gross margin divided by earned premiums.
Administrative expenses ratio	Administrative expenses divided by retained premiums.
Tax expenses ratio	Tax expenses divided by retained premiums.
Other insurance operating income (expenses) ratio	Other insurance operating income (expenses), divided by retained premiums.
Combined ratio	Operating efficiency ratio of insurance companies, which is measured as the sum of the division of expenses with claims plus commissions by earned premiums plus tax expenses plus the result of the division of administrative expenses by retained premiums.
Debt / shareholder's ratio	Sum of loans and financing, divided by shareholders' equity.
Return on average equity (ROAE)	Net income (loss) divided by shareholders' average equity.
Average equity	Average of shareholders' equity at the end and start of the period.