



Earnings Call

3Q11

Growth for the next 115 years

SulAmérica

associada ao **ING** 

SulAmérica: earnings highlights

	3Q11	3Q11/3Q10	3Q11/2Q11	9M11	9M11/9M10
Insurance premiums (R\$ billion)	R\$2.4	▲ 9.6%	▲ 6.9%	R\$6.9	▲ 13.8%
Combined ratio	100.7%	▲ -530 bps	▼ 3.2 p.p.	101.3%	▲ -210 bps
Net financial income (R\$ million)	R\$172.7	▲ 33.6%	▲ 17.0%	R\$473.8	▲ 35.4%
Average yield (ex-pension and VGBL) (% of the CDI)	110.3%	▲ 1,090 bps	▲ 740 bps	108.3%	▼ -370 bps
Income before income tax, social contribution and profit sharing (R\$ million)	R\$169.2	▼ -24.1%	▲ 134.7%	R\$425.3	▼ -2.4%
Net income (R\$ million)	R\$98.0	▼ -19.6%	▲ 227.1%	R\$229.9	▼ -10.7%
ROAE	14.4%	▼ -530 bps	▲ 1,020 bps	10.7%	▼ -560 bps

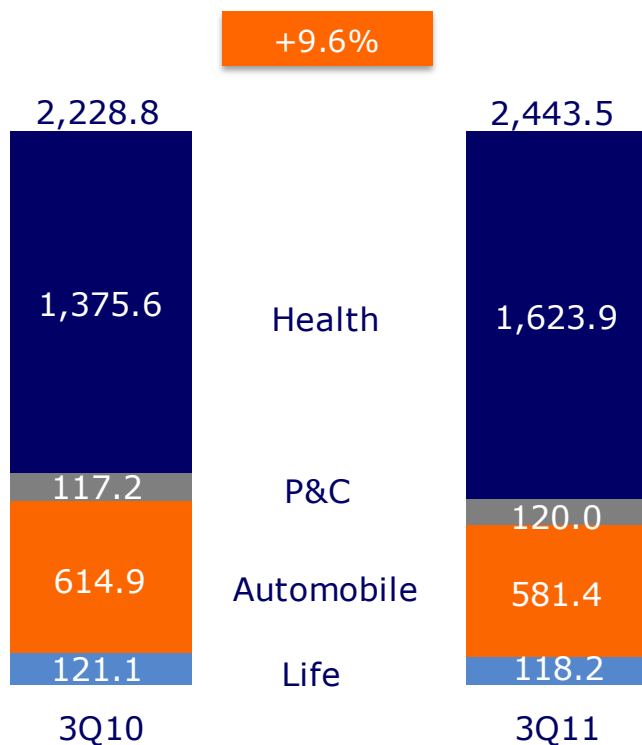
3Q11 main events and subsequent events

- ❑ Caixa Seguros, auto segment: coinsurance operations agreement started in July 2011;
- ❑ Dental PLAN: under integration process, +104.5% in beneficiaries compared to 3Q10;
- ❑ Quarterly dividends distribution: according to SulAmérica's Dividend Policy, the Board of Directors approved the payment related to 3Q11;
- ❑ Rating: S&P reaffirms rating "AMP-1" for Sul América Investimentos;
- ❑ Prêmio ABRASCA de Criação de Valor 2011: sector award winner for the second year in a row, given by ABRASCA;
- ❑ Prêmio As Melhores Companhias para os Acionistas 2011: given by Revista Capital Aberto magazine;
- ❑ Marcas dos Cariocas: recognized as the preferred insurance brand for Rio de Janeiro's citizens as reported by the O Globo newspaper / Grupo Troiano de Branding research.

Insurance premiums moved up 9.6% and reached R\$2.4 billion in 3Q11

Insurance premiums 3Q11 x 3Q10

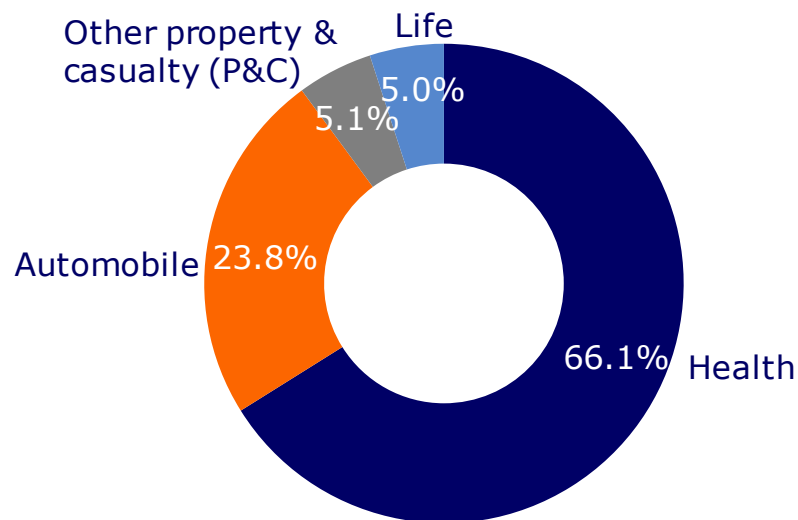
R\$ million



Insurance premiums 9M11

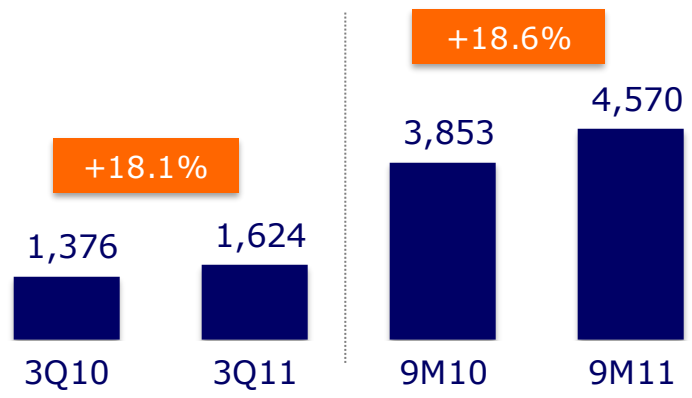
R\$6,9 billion

breakdown by segment

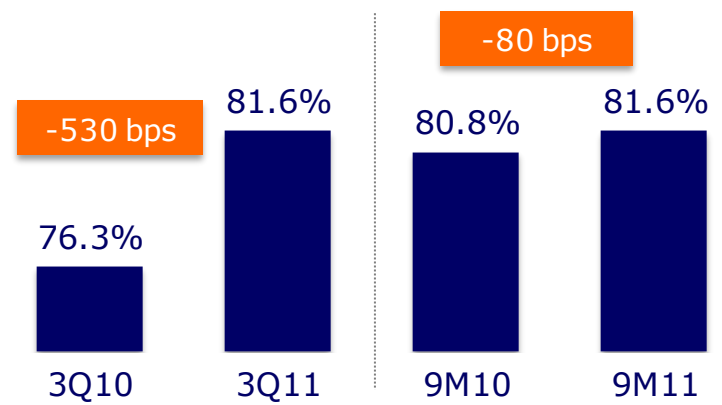


Health insurance: SulAmérica ended 3Q11 with 2.4 million beneficiaries and premiums of R\$1.6 billion

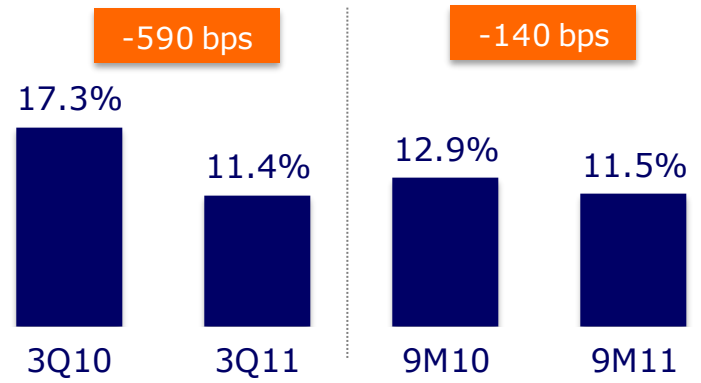
Insurance premiums
(R\$ million)



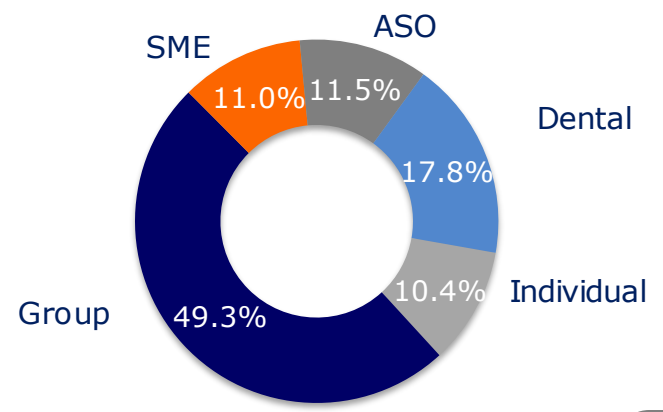
Loss ratio
(% earned premiums)



Gross margin
(% earned premiums)

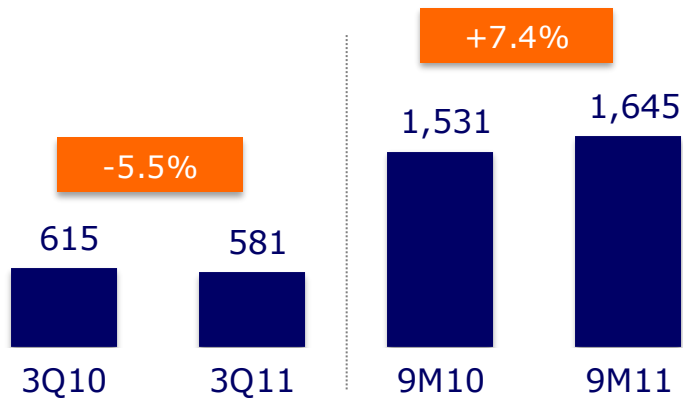


Member portfolio 9M11
2.4 million beneficiaries
(%)

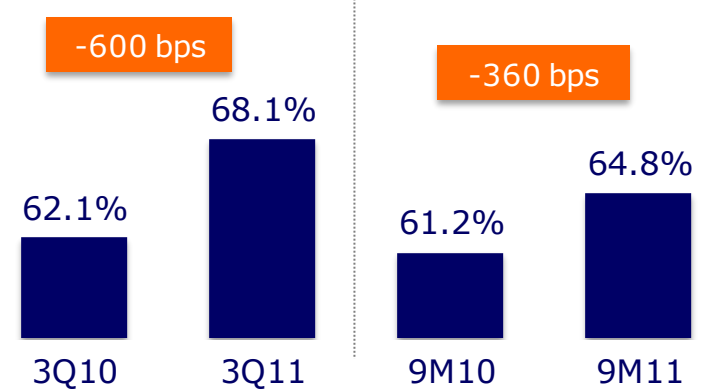


Auto insurance: fleet of 1.5 million vehicles and total premiums totaled R\$581.4 million

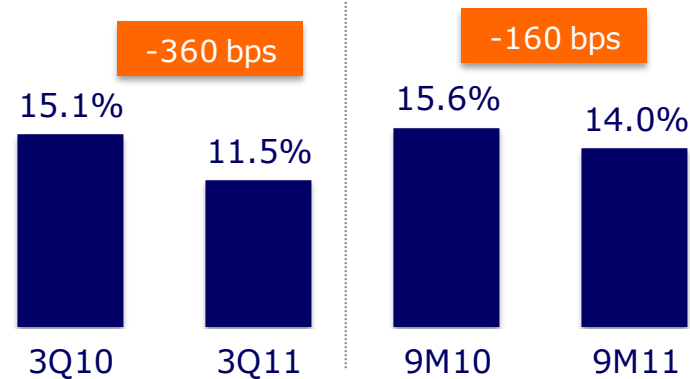
Insurance premiums (R\$ million)



Loss ratio (% earned premiums)



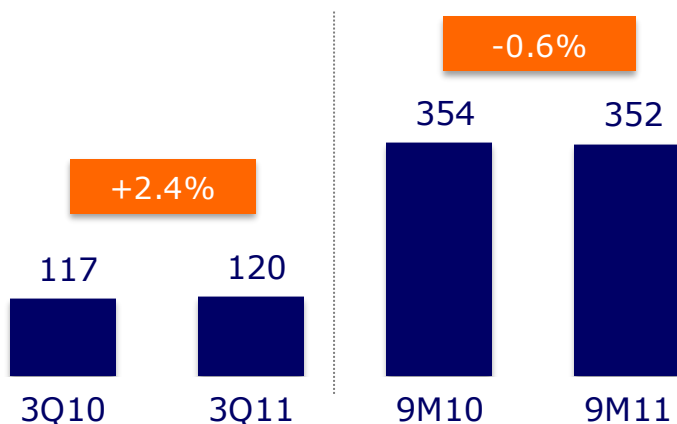
Gross margin (% earned premiums)



Other property & casualty insurance: 82.0% of portfolio with focus in massified

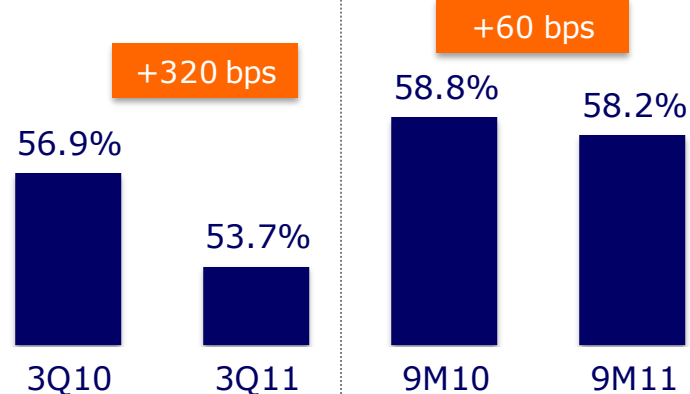
Insurance premiums

(R\$ million)



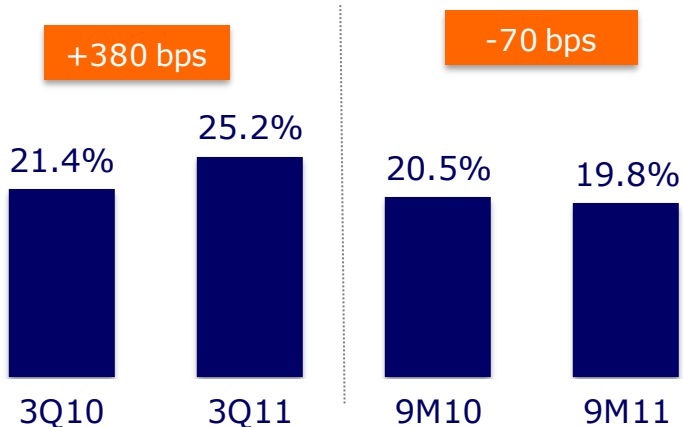
Loss ratio

(% earned premiums)



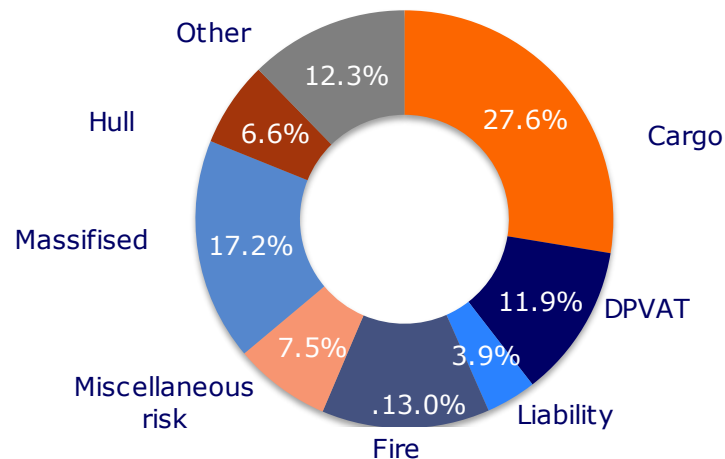
Gross margin

(% earned premiums)



Portfolio breakdown 9M11

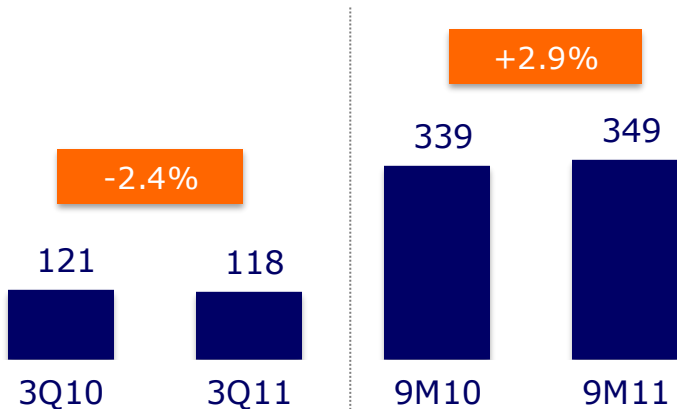
(%)



Life & personal accident: 2.2 million lives, premiums reached R\$118.2 million

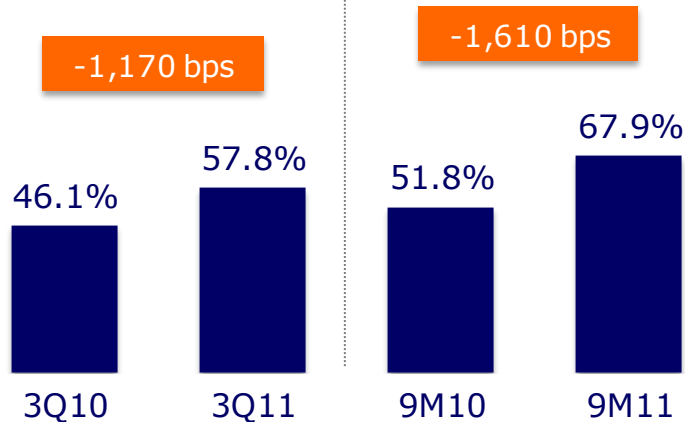
Insurance premiums

(R\$ million)



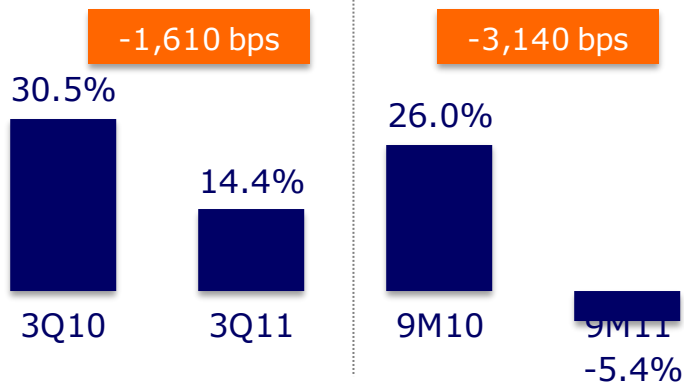
Loss ratio

(% earned premiums)



Gross margin

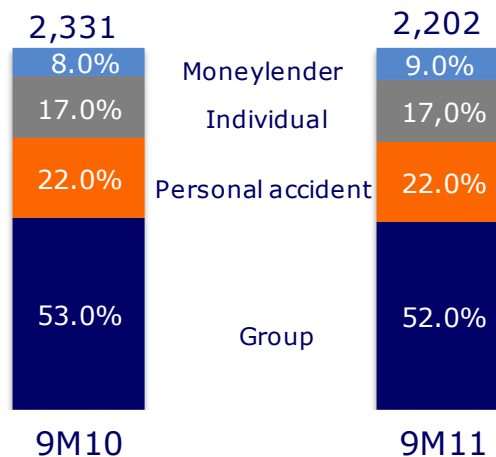
(% earned premiums)



Portfolio breakdown 9M11

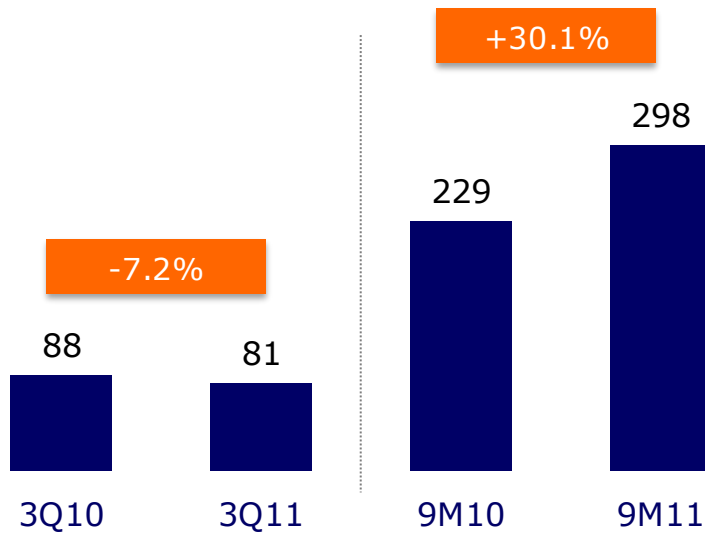
2.202 thousand lives

(% over members)

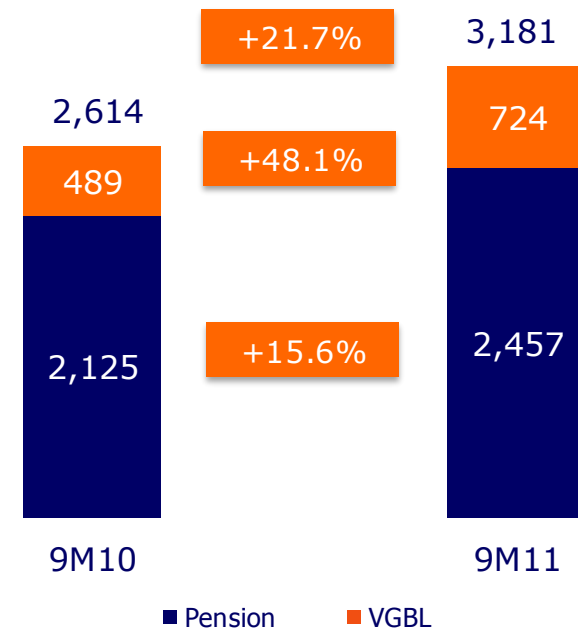


Pension & VGBL reserves reached R\$3.2 billion, with R\$81.0 million pension contributions in 3Q11

Pension contributions (R\$ million)

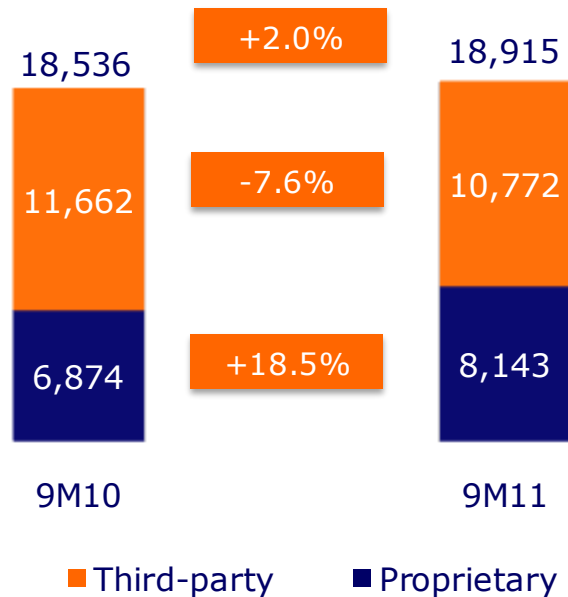


Pension and VGBL reserves (R\$ million)

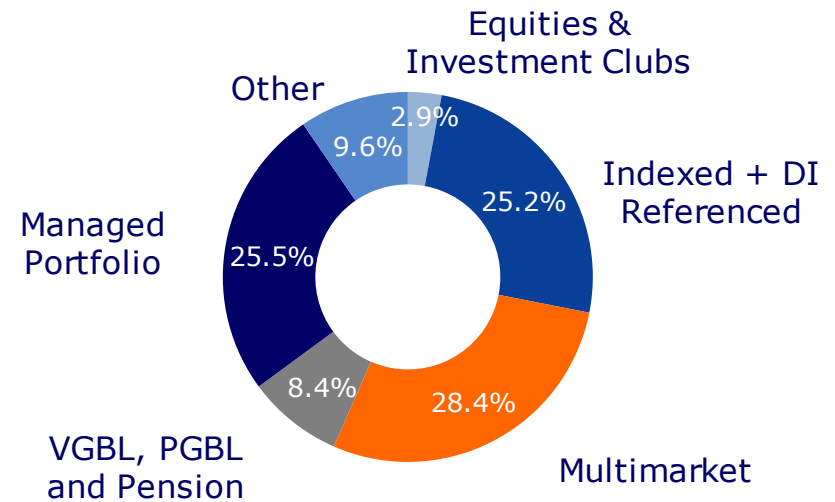


Assets under management reached R\$18.9 billion, 57% of third-party assets

Assets under management (R\$ million)

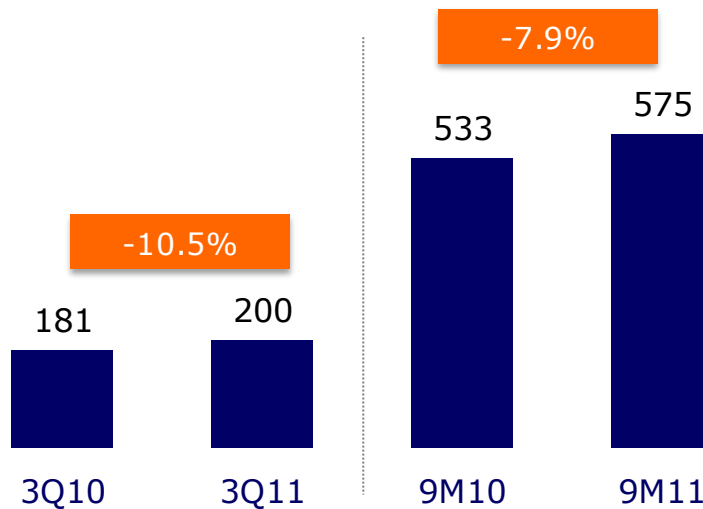


Asset allocation 9M11 (R\$ 18.9 billion AUM)

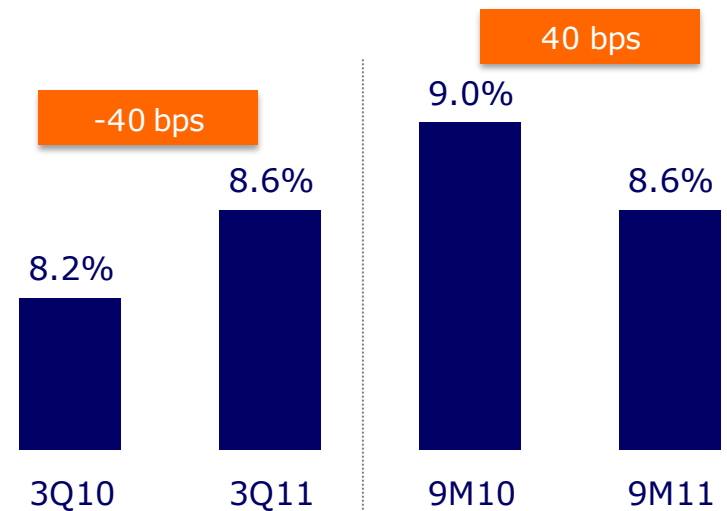


Administrative expense represent 8.6% of retained premiums in 3Q11

G&A expenses (R\$ million)

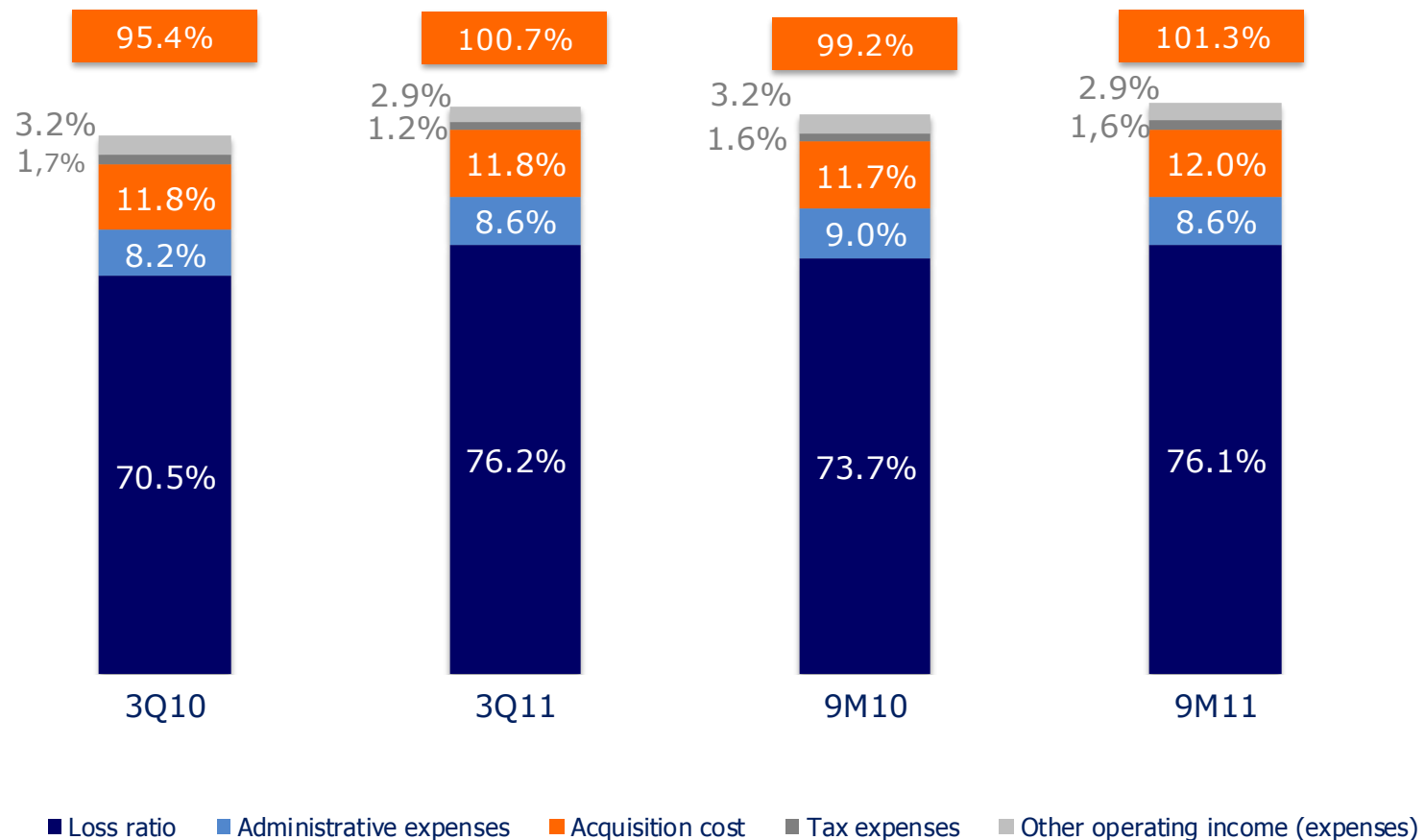


G&A expenses ratio (% retained premiums)



Increase of 570 bps in loss ratio helped raise the combined ratio, which reached 100.7% in 3Q11

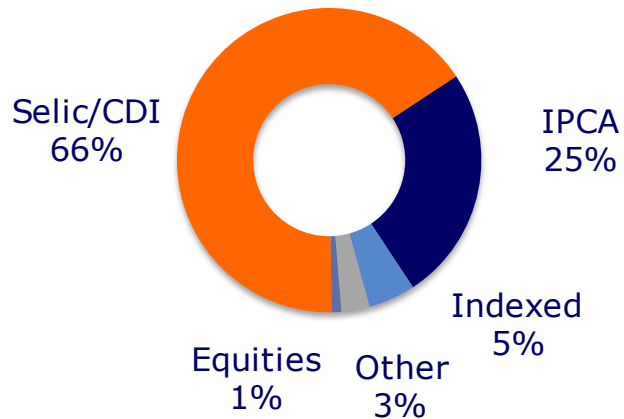
Combined ratio (%)



Financial income, ex pension and VGBL: R\$165.1 million, 110.3% of the CDI

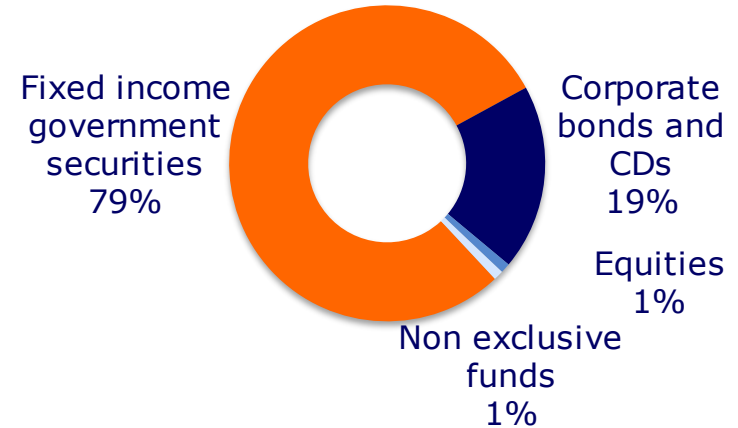
Investment strategy ex-pension and VGBL

R\$4.7 billion



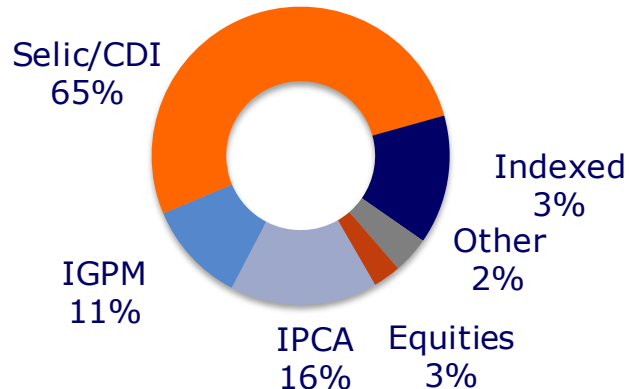
Investment allocation ex-pension and VGBL

R\$4.7 billion



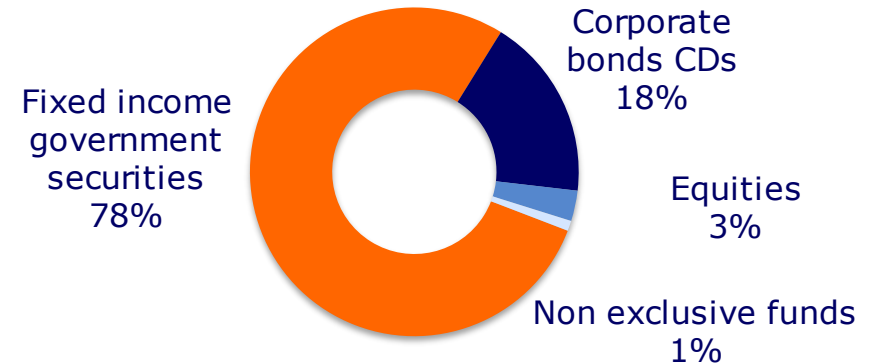
Investment strategy

R\$7.9 billion*



Investment allocation

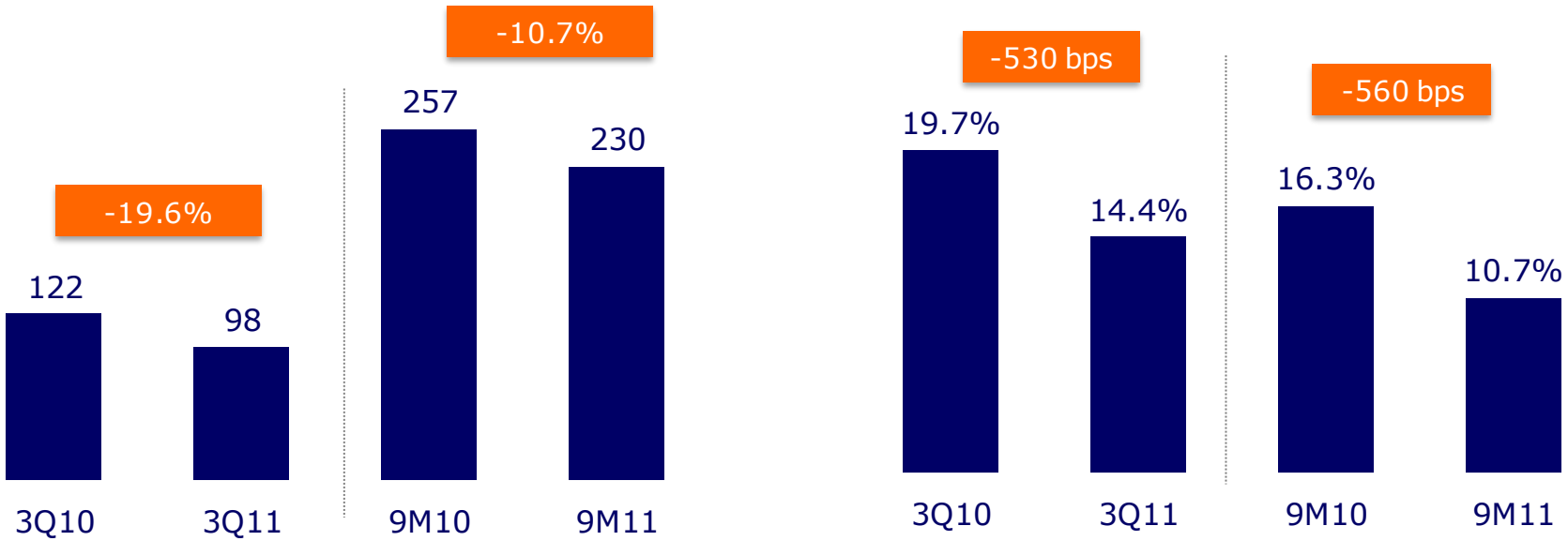
R\$7.9 billion*



Net income reached R\$98.0 million, with annualized ROAE at 14.4%

Net income
(R\$ million)

ROAE*
(%)



Recurring figures
* Return on average equity

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