



# Earnings Call








1Q11

*Growth for the next 115 years*

# SulAmérica

associada ao **ING** 

# Sulamérica: Earnings Highlights

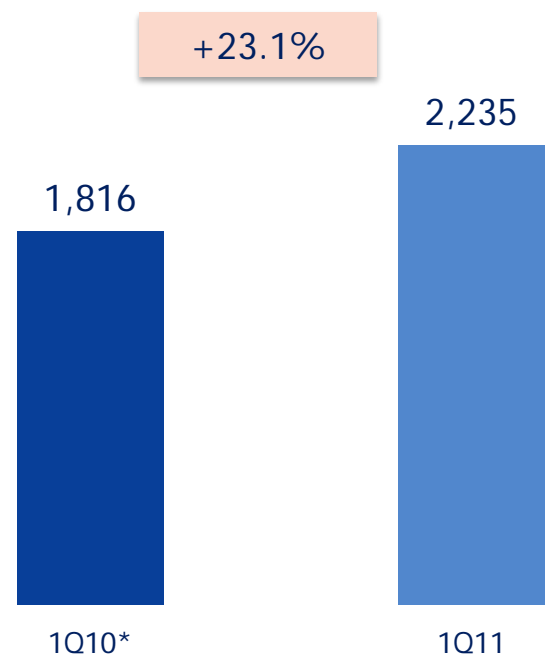
	1Q11		1Q11/1Q10*
Insurance premiums (R\$ billion)	R\$2.2		23.1%
Combined ratio	99.3%		140 bps
Return on investments (ex-pension and VGBL) (R\$ million)	R\$138.9		36.6%
Average yield (ex-pension and VGBL) (% of the CDI)	111.1%		-600 bps
Income before income tax, social contribution and profit sharing (R\$ million)	R\$184.0		15.9%
Net income (R\$ million)	R\$101.9		19.4%
ROAE	14.6%		110 bps

# Sulamérica: Main events and subsequent events

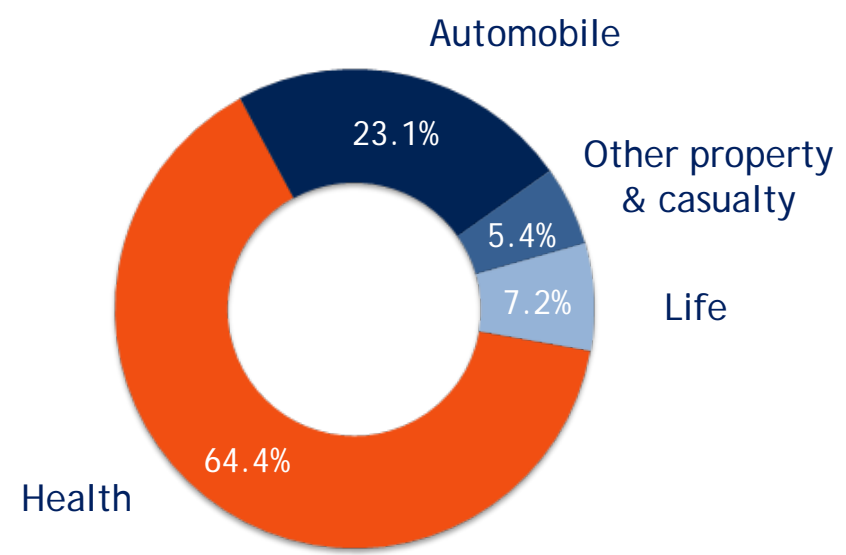
- Coinsurance agreement with Caixa Seguros
- Dental PLAN acquisition approval
- Payment of Dividends
- Quarterly Dividend Distribution
- Expansion of the share-based compensation plan
- SulAmérica Investor Day in New York
- Broadening of the network of Centros Automotivos de Super Atendimento (C.A.S.A.)

# Insurance premiums moved up 23.1% in 1Q11 and reached R\$ 2.2 billion.

Insurance premiums  
R\$ million



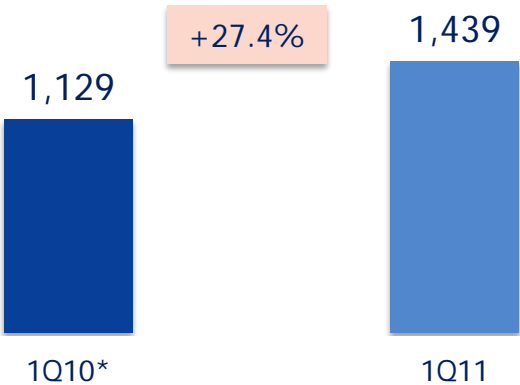
Insurance premiums  
Total | R\$2.2 billion (1Q11)



# Health insurance premiums increased 27.4% and portfolio reached 2.1 million members in 1Q11.

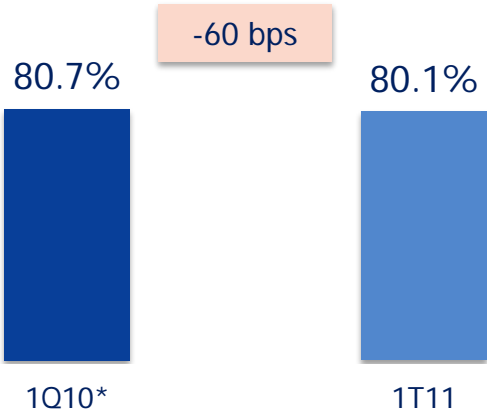
## Insurance premiums

R\$ million



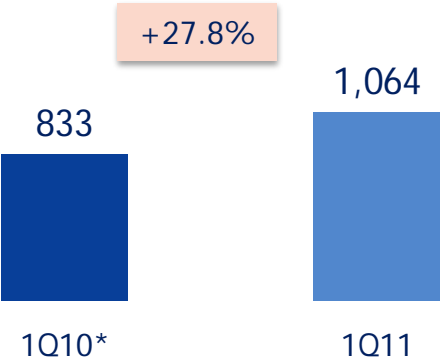
## Loss ratio

% earned premiums



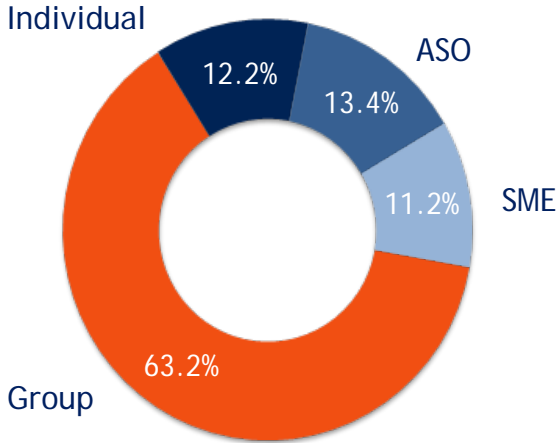
## Insurance premiums - Group

R\$ million



## Member portfolio 1Q11

Total | 2.1 million members

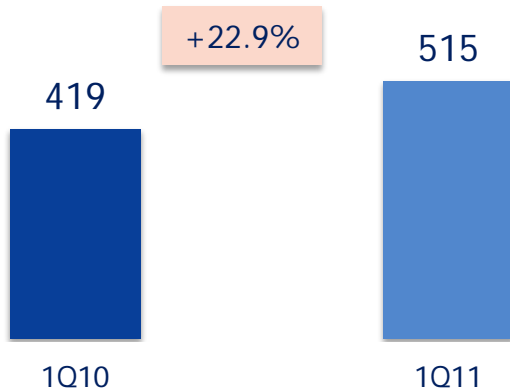


\*Recurring figures

# Auto insurance premiums moved up 22.9% in 1Q11 with 1.4 million vehicles.

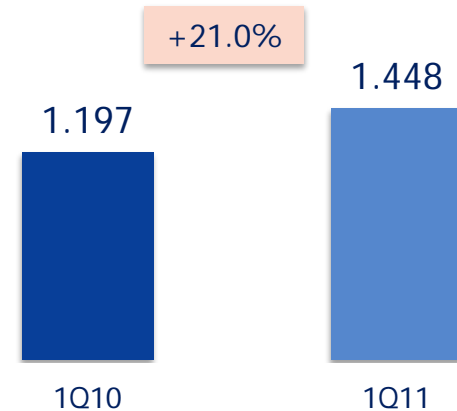
## Insurance premiums

R\$ million



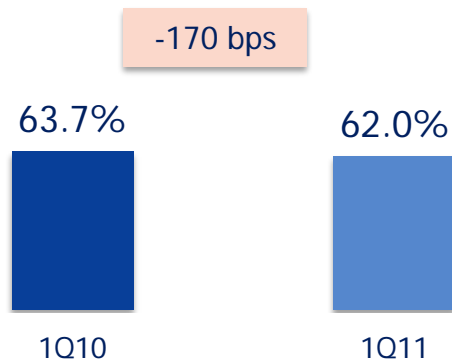
## Insured fleet

Vehicles in thousand



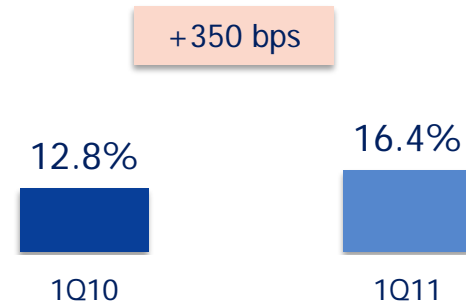
## Loss ratio

% earned premiums



## Gross margin

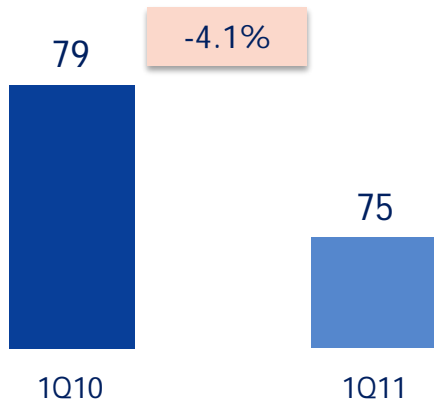
% earned premiums



# Other property and & casualty loss ratio decreased to 63.0% in 1Q11.

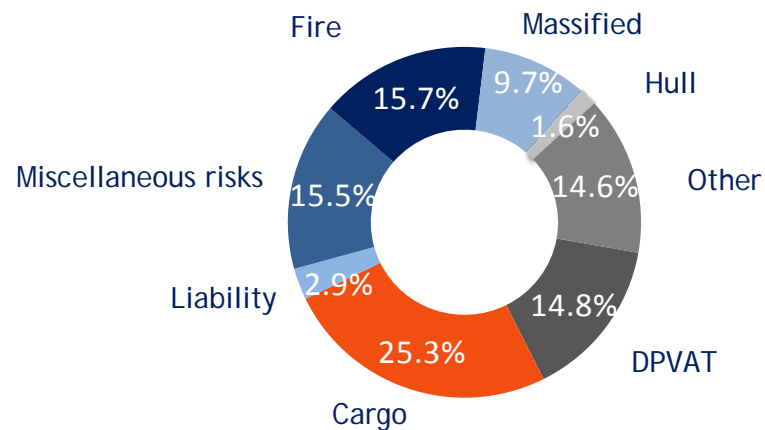
## Earned premiums

R\$ million



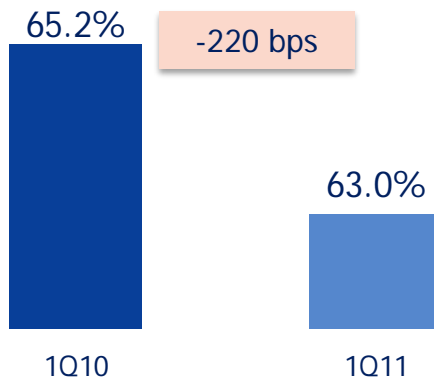
## Portfolio breakdown 1Q11

Insurance premiums | R\$120.3 million



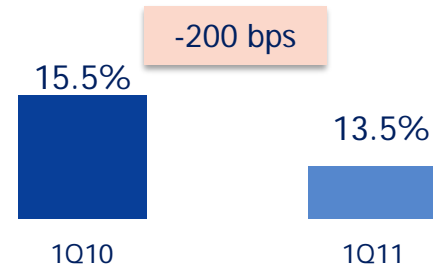
## Loss ratio

% earned premiums



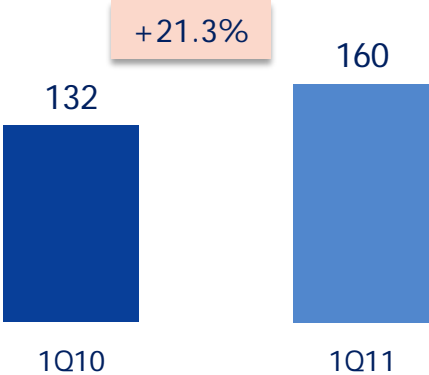
## Gross margin

% earned premiums

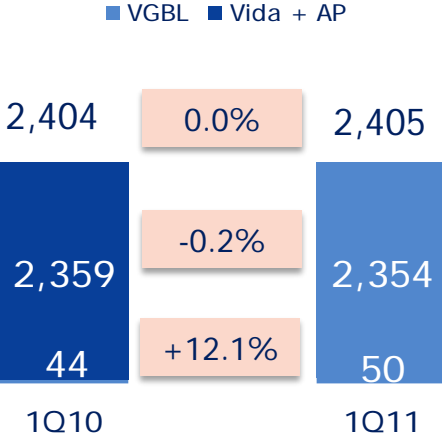


# Life & personal accident premiums increased 21.3% in 1Q11 and loss ratio reached 53.7%

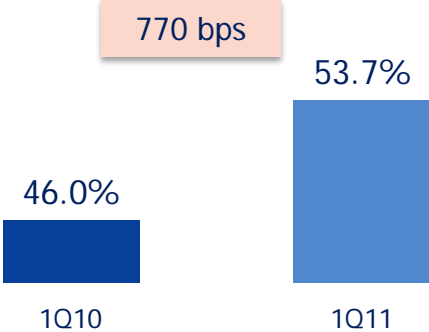
## Insurance premiums R\$ million



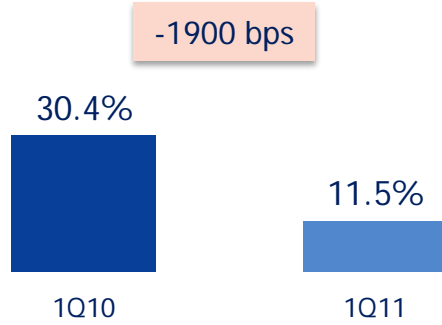
## Covered individuals thousand



## Loss ratio % earned premiums



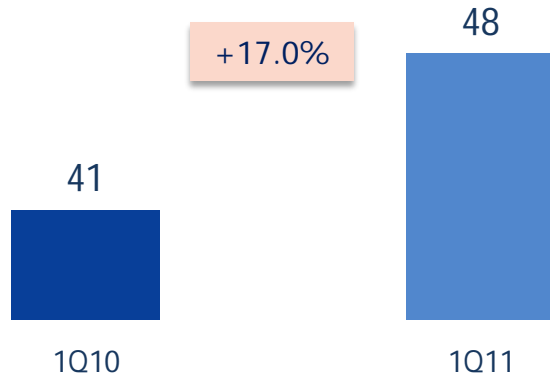
## Gross margin % earned premiums



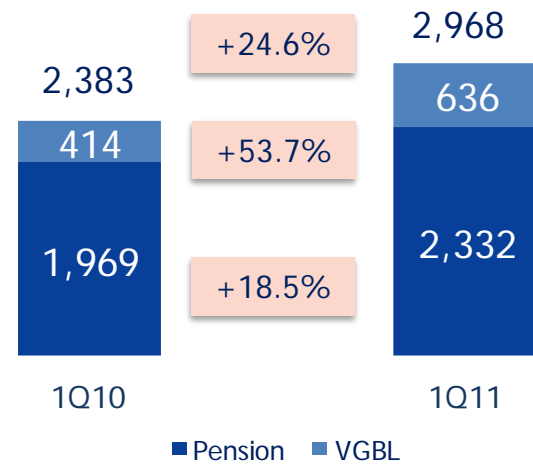


# Pension and VGBL reserves increased 24.6% and exceed R\$2.9 billion.

## Pension contributions R\$ million



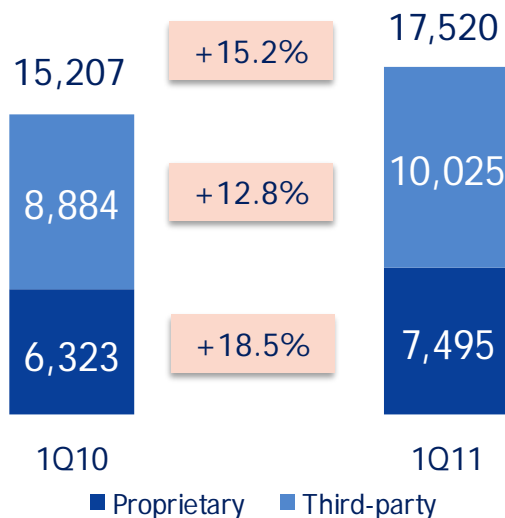
## Pension and VGBL reserves R\$ million



# Assets under management increased 15.2% and reached R\$17.5 billion in 1Q11.

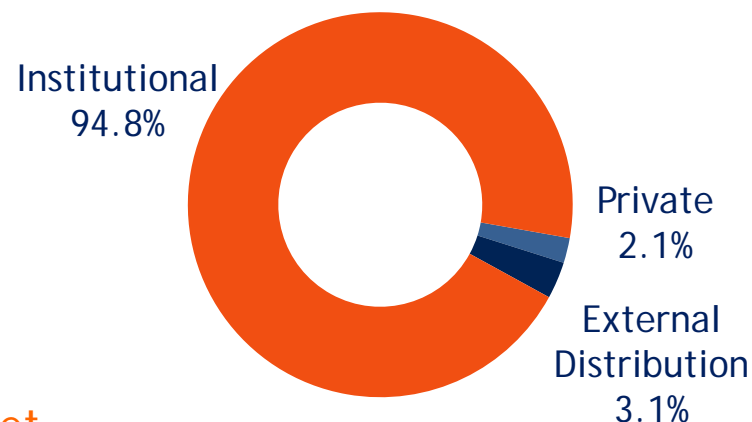
## Assets under management

R\$ million



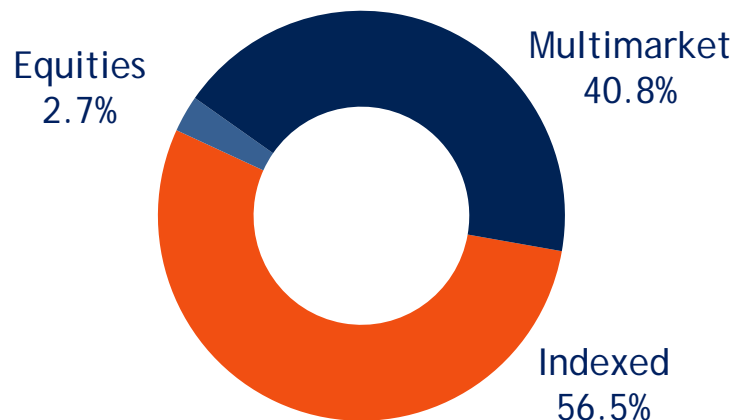
## Third Party assets

R\$ 10.0 billion (1Q11)



## Third party asset allocation

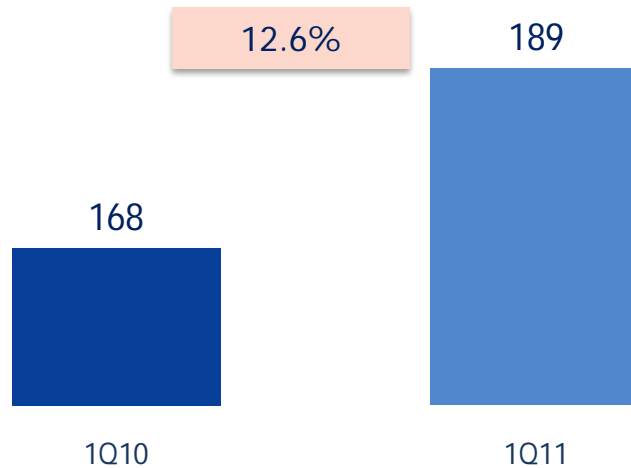
R\$ 10.0 billion (1Q11)



# G&A ratio improved 320 bps in 1Q11 compared to 1Q10.

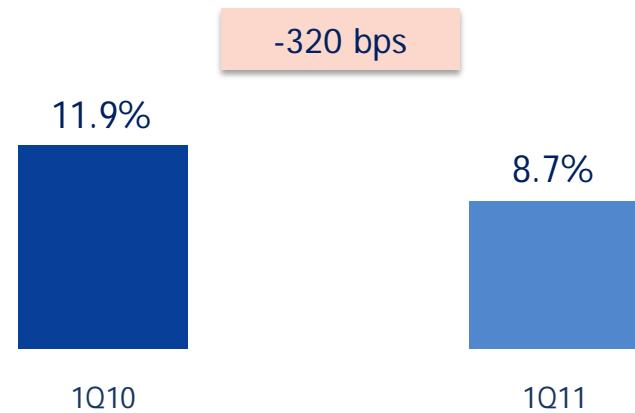
## Administrative Expenses

R\$ million

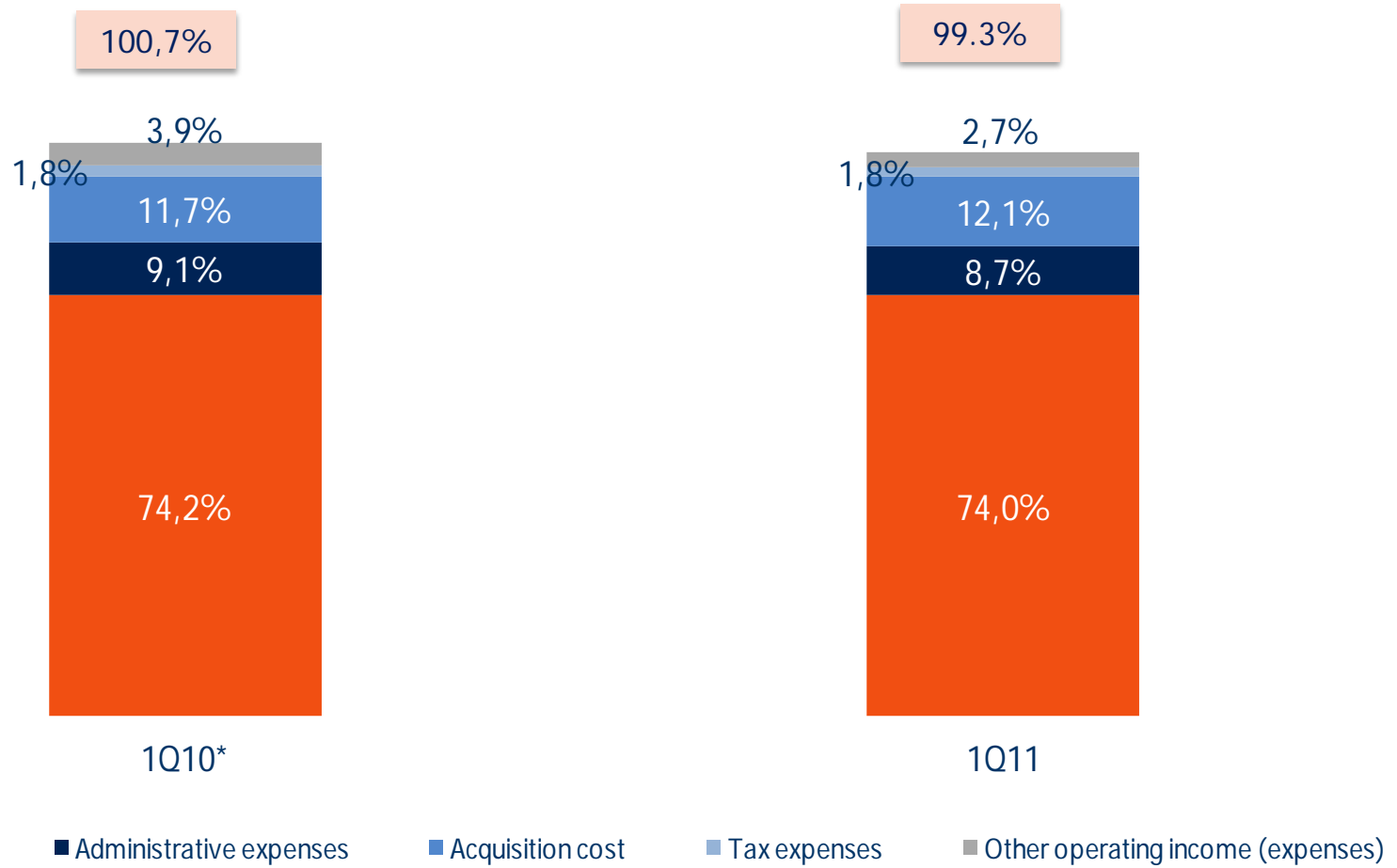


## Administrative expenses ratio

% retained premiums



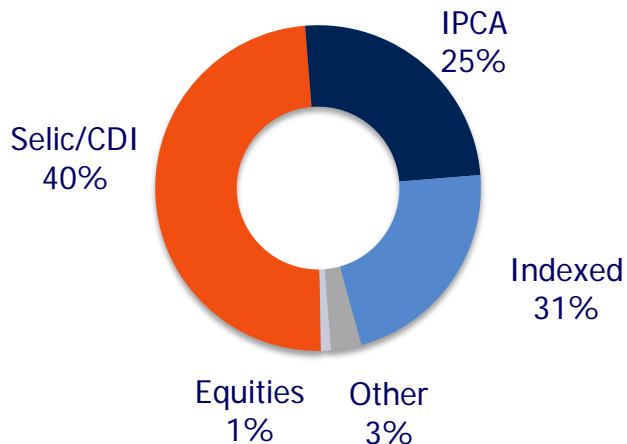
# Combined ratio improved 140 bps to reach 99.3% in 1Q11.



# Investment income, ex-pension and VGBL, was R\$150.0 million, with a yield of 111.1% of the CDI rate.

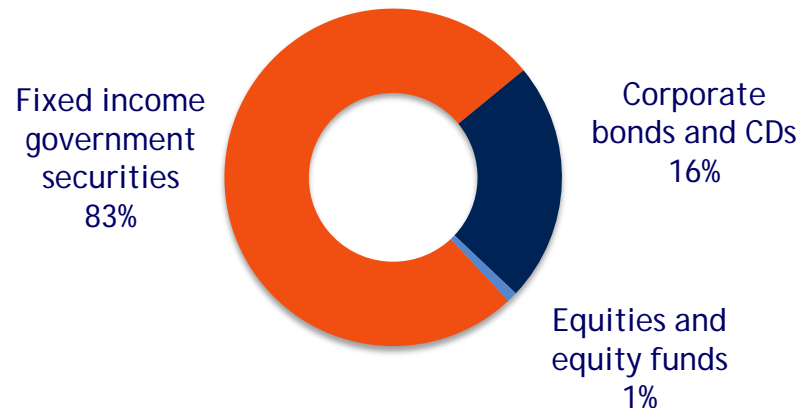
## Investment strategy ex-pension and VGBL

Total | R\$4.9 billion



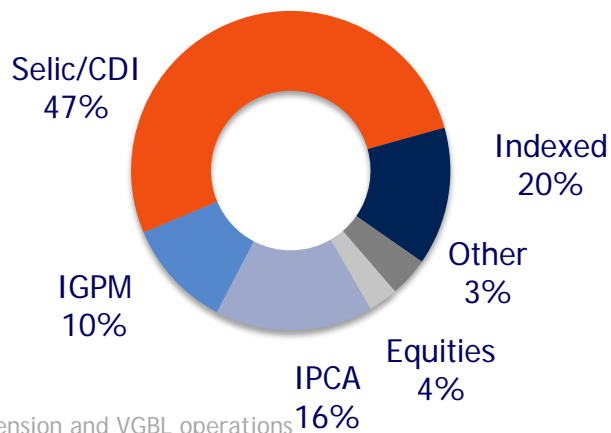
## Investment allocation ex-pension and VGBL

Total | R\$4.9 billion



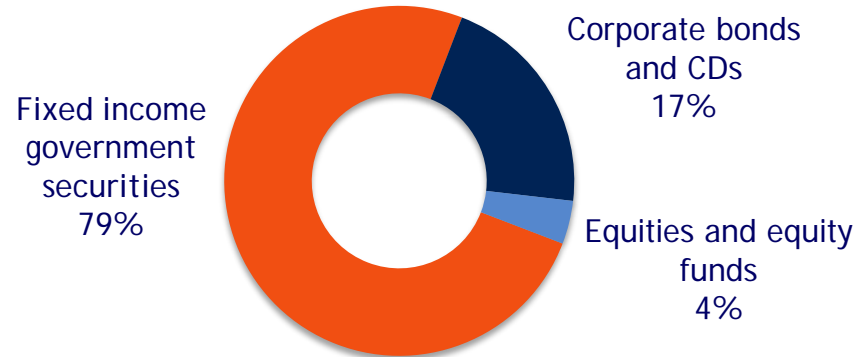
## Investment strategy

Total | R\$7.9 billion\*

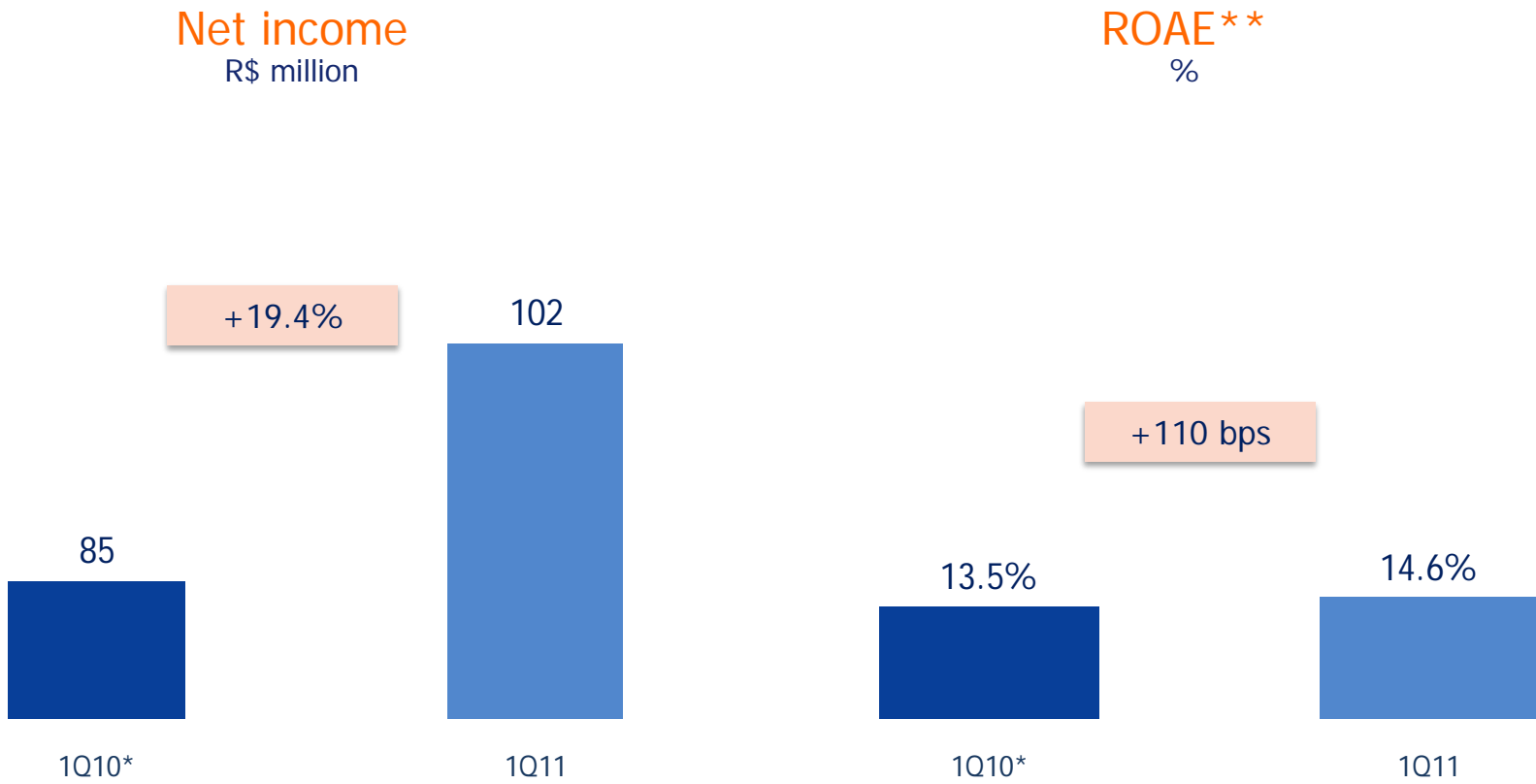


## Investment allocation

Total | R\$7.9 billion\*



# Net income reached R\$101.9 million in 1Q11 with annualized ROAE at 14.6%.



\*Recurring figures

\*\* Return on average equity - yearly basis

# Performance of units

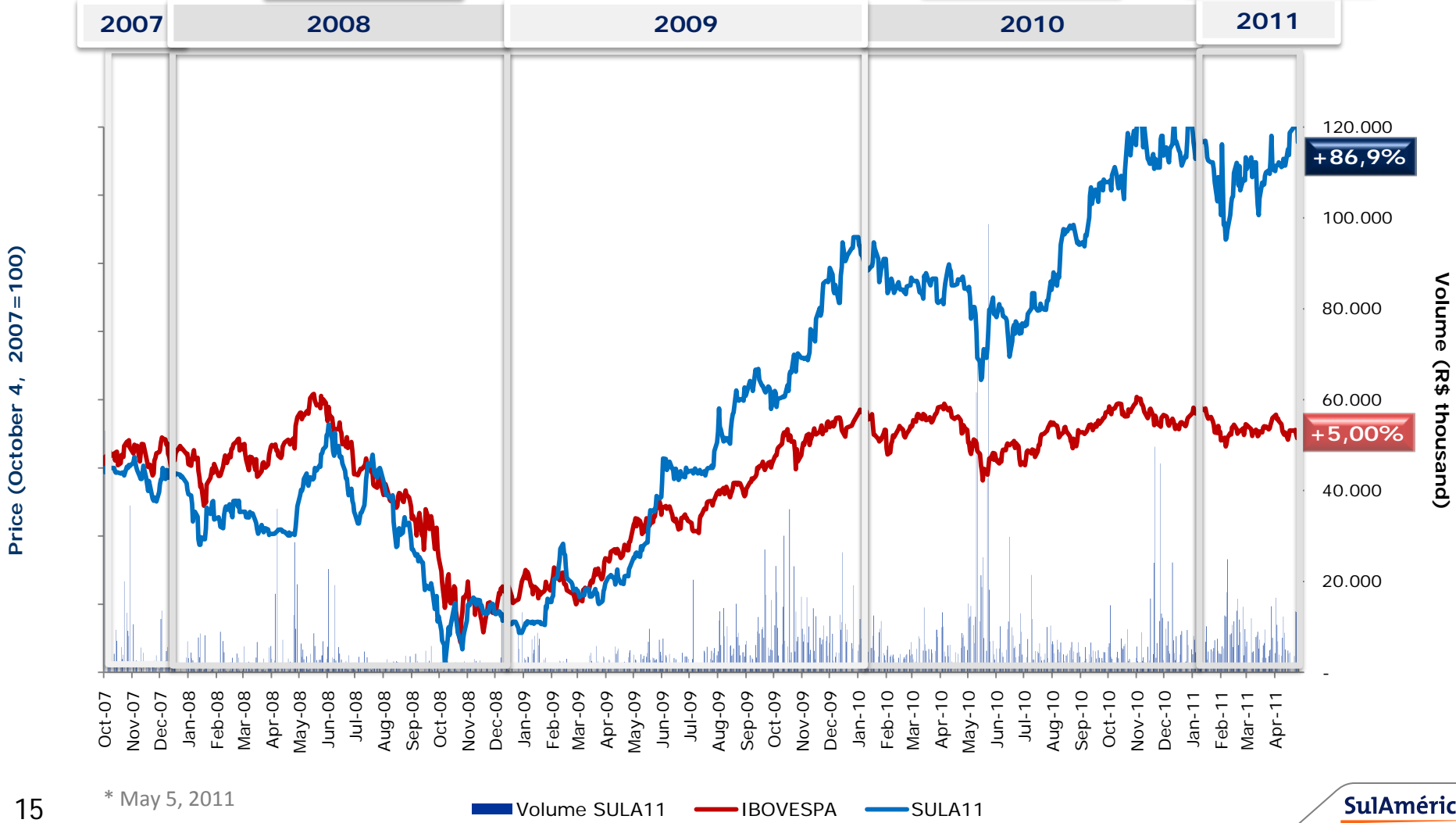
Ibovespa: 5.8%  
SULA11: -2.5%  
Aver. volume:  
R\$5.9MM

Ibovespa: -41.2%  
SULA11: -47.1%  
Aver. volume:  
R\$2.7MM

Ibovespa: 82.7%  
SULA11: 224.9%  
Aver. volume:  
R\$5.3MM

Ibovespa: +1.0%  
SULA11: +20.0%  
Aver. volume:  
R\$7.3MM

Ibovespa: -8,5%  
SULA11: -7,2%  
Aver. volume:  
R\$7.5MM



# Disclaimer

This material is a presentation of general background information about Sul América S.A. ("SulAmérica") as of the date of the presentation or as otherwise indicated. It is information in summary form and does not purport to be complete. It is not intended to be relied upon as advice to potential investors and does not form the basis for an informed investment decision. This presentation is strictly confidential and may not be disclosed to any other person. No representation or warranty, express or implied, is made concerning, and no reliance should be placed on, the accuracy, fairness, or completeness of the information presented herein.

This presentation may contain statements that are forward-looking. Such forward-looking statements are only predictions and are not guarantees of future performance. Investors are cautioned that any such forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and factors relating to the operations and business environments of SulAmérica and its subsidiaries that may cause the actual results of the companies to be materially different from any future results expressed or implied in such forward-looking statements. No person has any responsibility to update any such information.

This presentation does not constitute an offer, or invitation, or solicitation of an offer, to subscribe for or purchase any securities.

Neither this presentation nor anything contained herein shall form the basis of any contract or commitment.





## Investor Relations Department

+55 (21) 2506-9111  
ir@sulamerica.com.br  
[www.sulamerica.com.br/ir](http://www.sulamerica.com.br/ir)

# SulAmérica

associada ao **ING** 