

SulAmérica

associada ao **ING** 

Earnings Release 4Q10

February 25, 2011



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IBRI

- Brasilveículos
- IBGC Award - Innovation category
- Corporate Sustainability Index (ISE)
- Dental PLAN acquisition
- Apimec SP Award
- Opening of nine Auto Super-Service Centers (C.A.S.A.s)
- Creation of alternative equity income area at Sul América Investimentos

SULAMÉRICA: EARNINGS HIGHLIGHTS

	4Q10		4Q10/4Q09	2010		2010/2009
Insurance premiums (R\$ billion)	R\$2.2	▲	17.4%	R\$8.4	▲	14.7%
Combined ratio	94.3%	▼	-370 bps	97.8%	▼	-220 bps
Return on investments (ex-pension and VGBL) (R\$ million)	R\$128.9	▼	37.7%	R\$429.9	▲	7.5%
Average yield (ex-pension and VGBL) (% of the CDI)	129.7%	▲	-1240 bps	117.2%	▼	-80 bps
Income before income tax, social contribution and profit sharing (R\$ million)	R\$251.3	▲	58.5%	R\$697.0	▲	31.0%
Net income (R\$ million)	R\$158.3	▲	5.6%	R\$426.6	▲	3.2%
ROAE	22.1%	▼	-130 bps	14.9%	▼	-130 bps

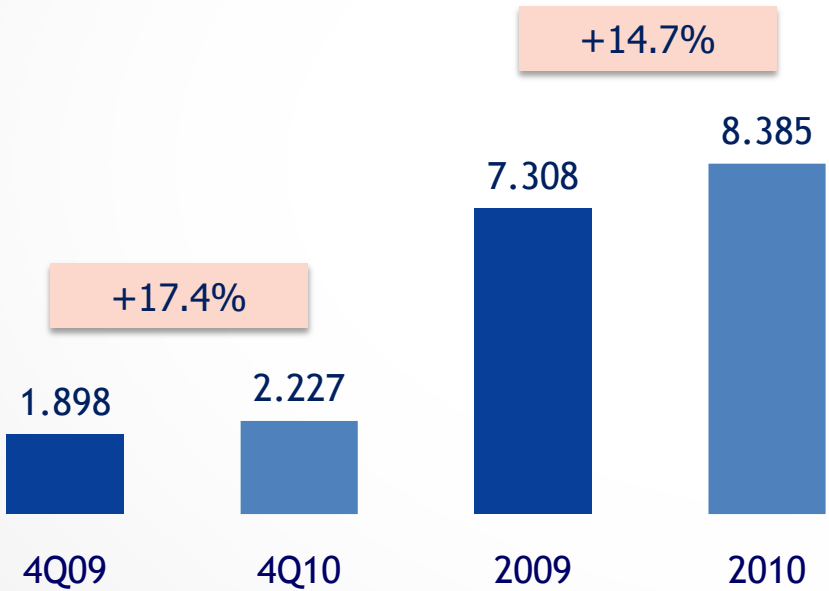
Recurring figures when applicable

Pro-forma information, excluding Brasilveículos Companhia de Seguros from the consolidated financial statements

INSURANCE PREMIUMS MOVED UP 17.4% IN 4Q10 AND 14.7% IN 2010.

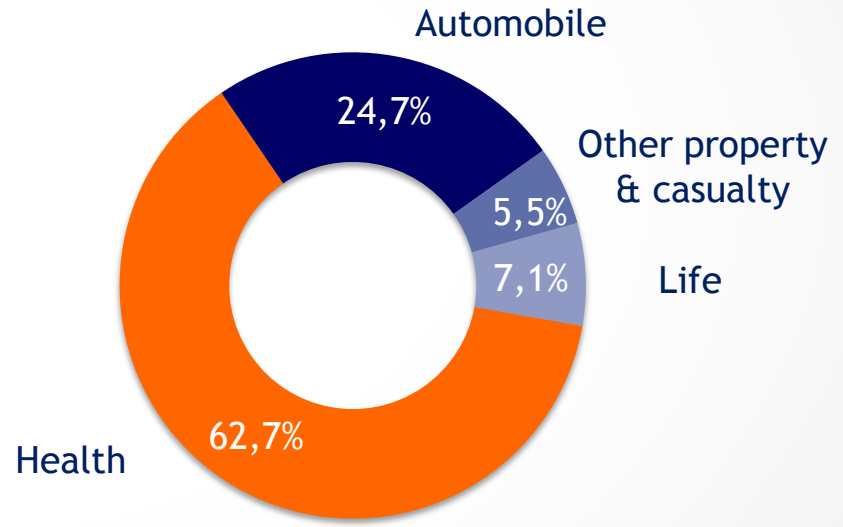
Insurance premiums

R\$ million



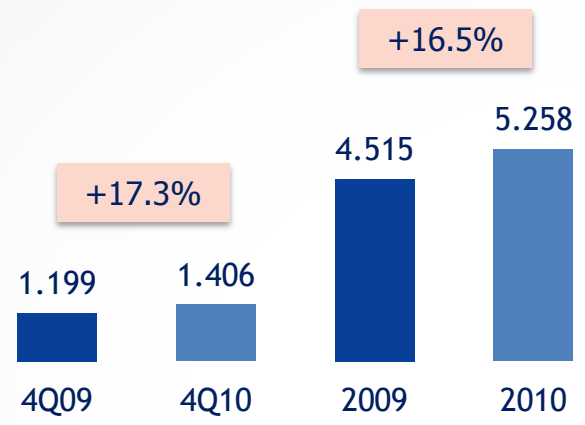
Insurance premiums

Total | R\$ 8.4 billion (2010)

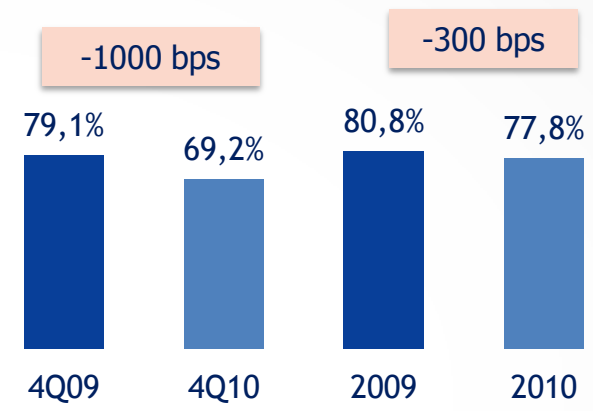


HEALTH INSURANCE PREMIUMS INCREASED 17.3% AND LOSS RATIO DECREASED 1000 BPS IN 4Q10

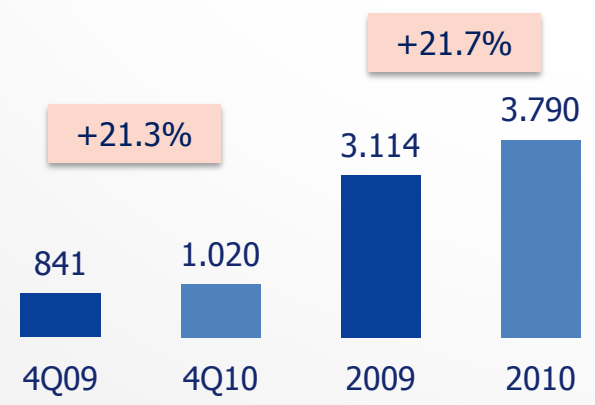
Insurance premiums
R\$ million



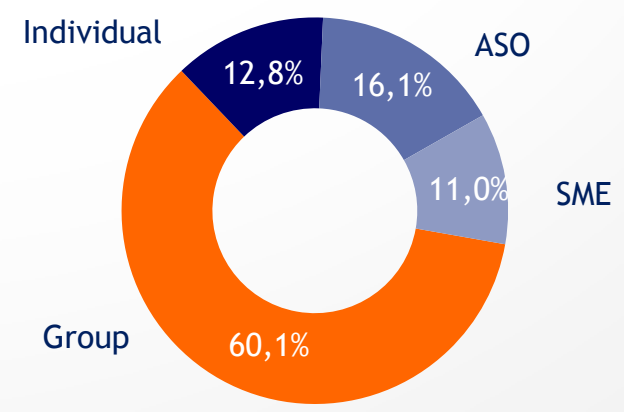
Loss ratio
% earned premiums



Insurance premiums - Group
R\$ million



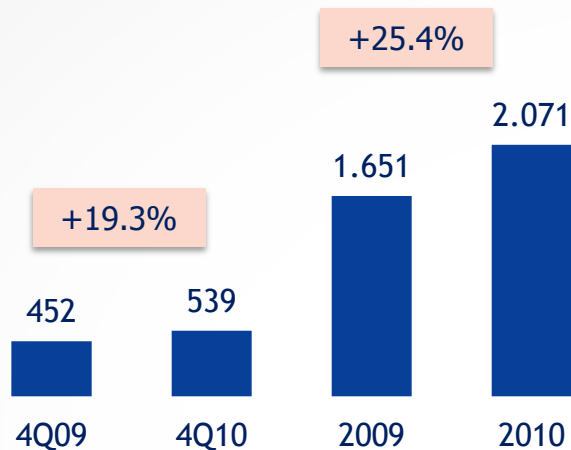
Covered individuals 2010
Total | 2.0 million members



AUTO INSURANCE PREMIUMS MOVED UP 19.3% IN 4Q10 AND INSURED FLEET REACHED 1.4 MILLION VEHICLES.

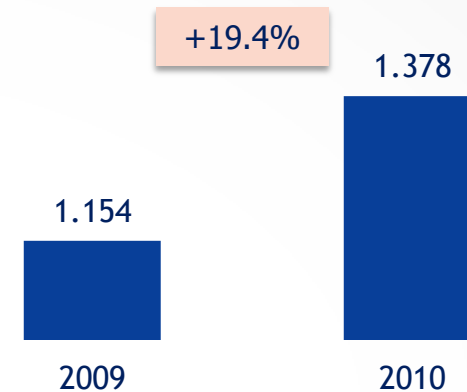
Insurance premiums

R\$ million



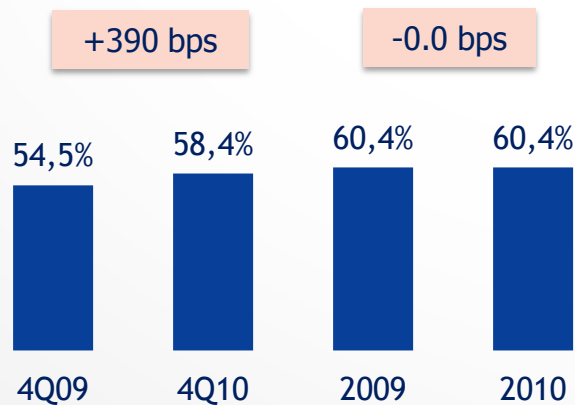
Insured fleet

Vehicles in thousand



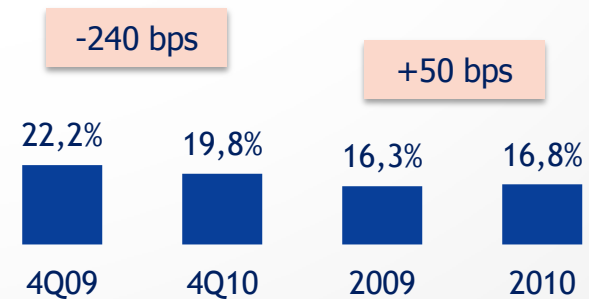
Loss ratio

% earned premiums



Gross margin

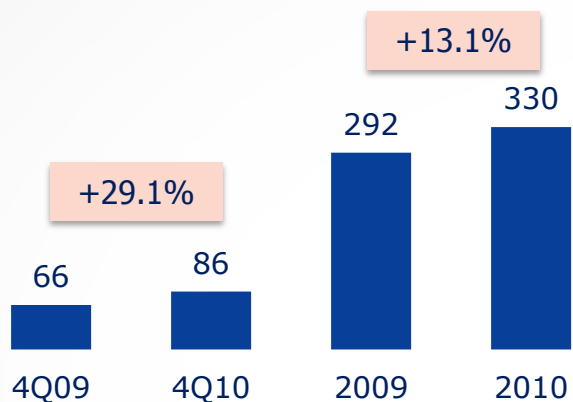
% earned premiums



GROSS MARGIN ON OTHER PROPERTY & CASUALTY INCREASES 3590 BPS IN 4Q10.

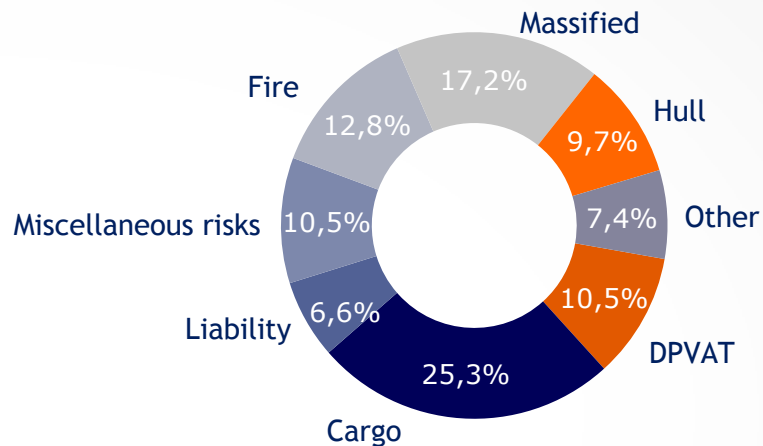
Earned premiums

R\$ million



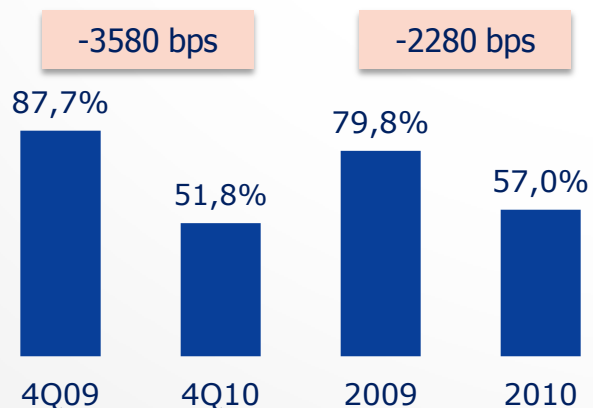
Segment breakdown 2010

Insurance premiums | R\$460.7 million



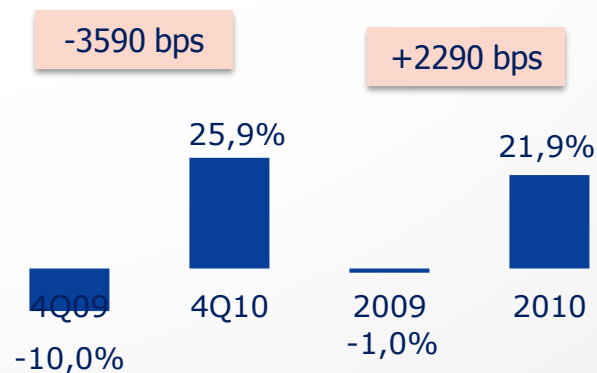
Loss ratio

% earned premiums



Gross margin

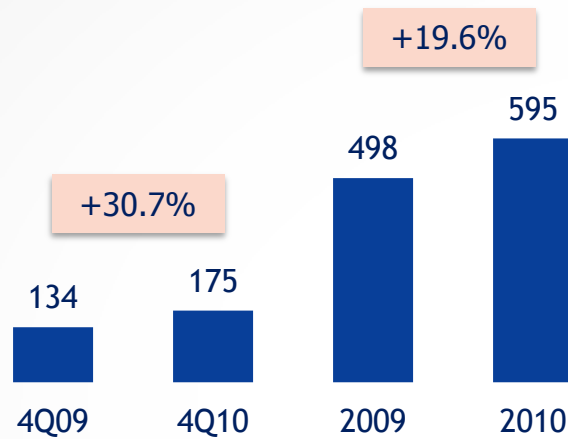
% earned premiums



LIFE & PERSONAL ACCIDENT PREMIUMS INCREASED 30.7% IN 4Q10, WITH AN IMPROVE OF 560 BPS IN LOSS RATIO.

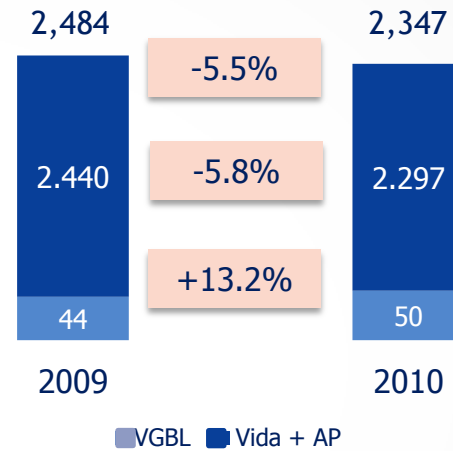
Insurance premiums

R\$ million



Covered individuals

thousand



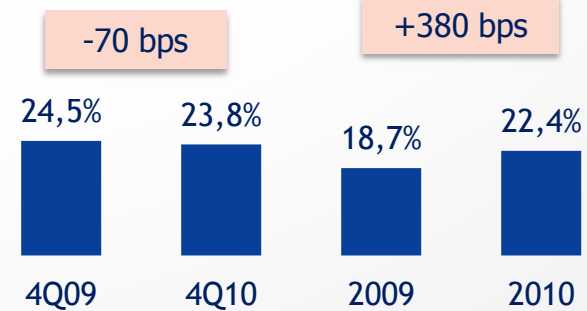
Loss ratio

% earned premiums



Gross margin

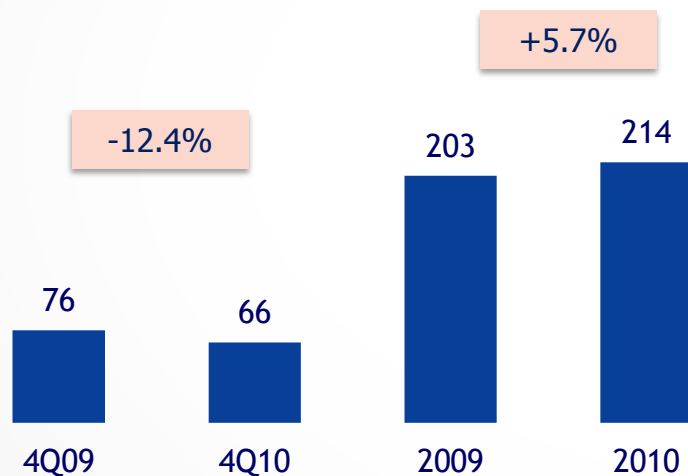
% earned premiums



PENSION AND VGBL RESERVES INCREASED 23.8% AND OVERCOME R\$2.8 BILLION.

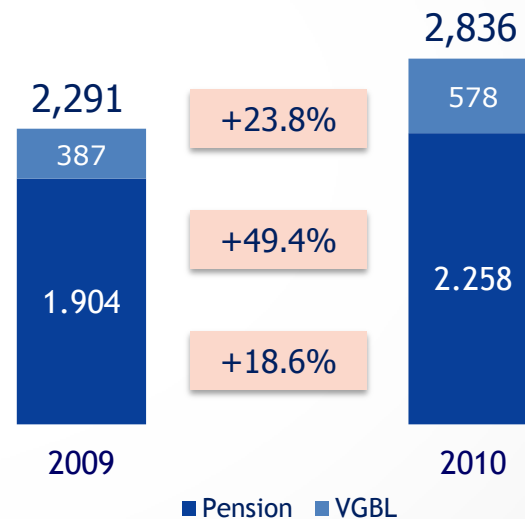
Pension contributions

R\$ million



Pension and VGBL reserves

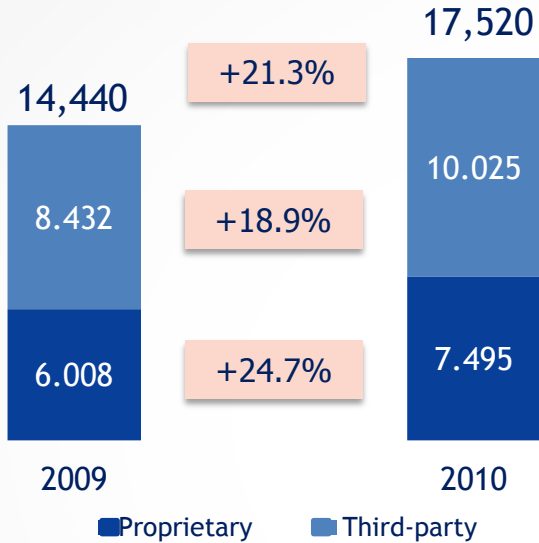
R\$ million



ASSETS UNDER MANAGEMENT INCREASE 21.3% TO R\$17.5 BILLION IN 2010.

Assets under management

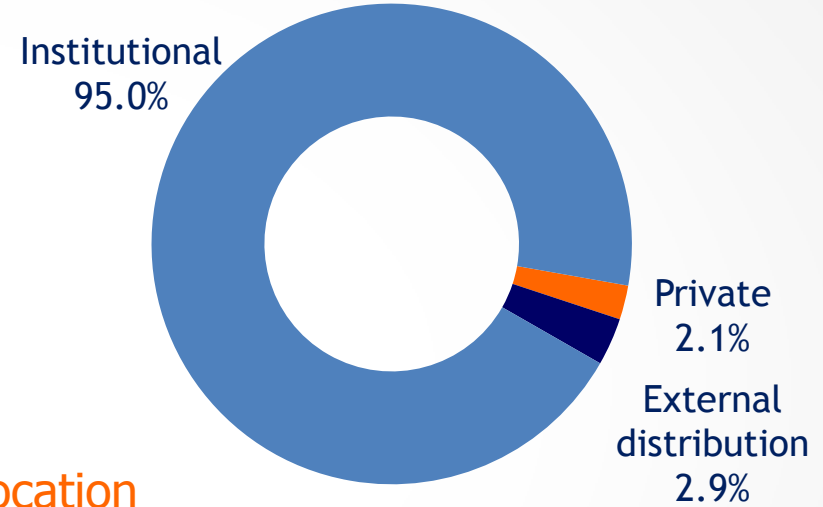
R\$ million



Source: ANBIMA

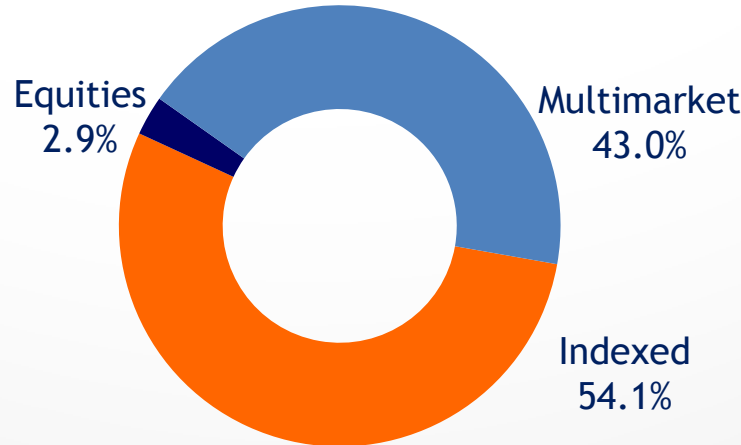
Third party assets

R\$ 10.0 billion (2010)



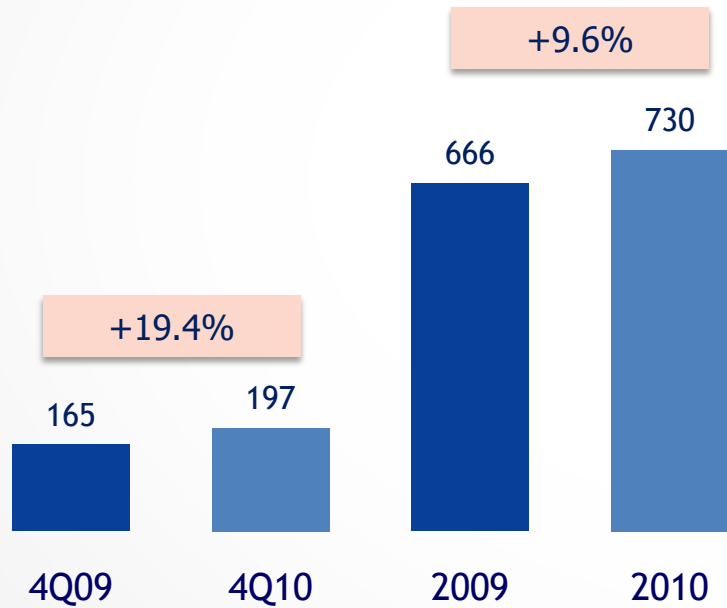
Third party asset allocation

R\$ 10.0 billion (2010)

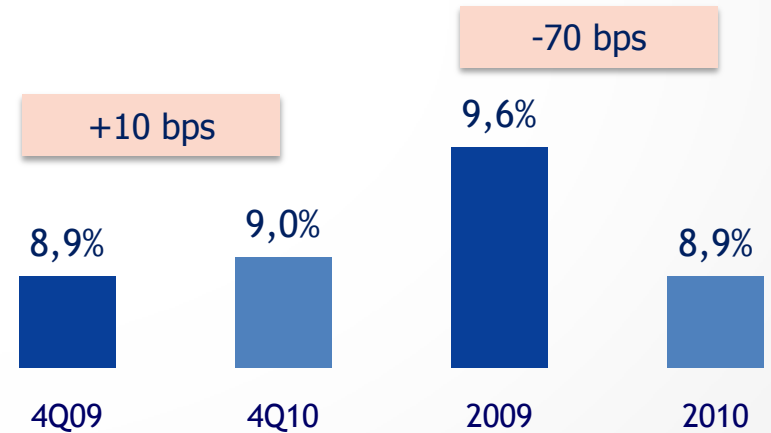


G&A RATIO MAINTAINS STABLE IN 4Q10, RESPONDING TO 9.0% OF RETAINED PREMIUMS.

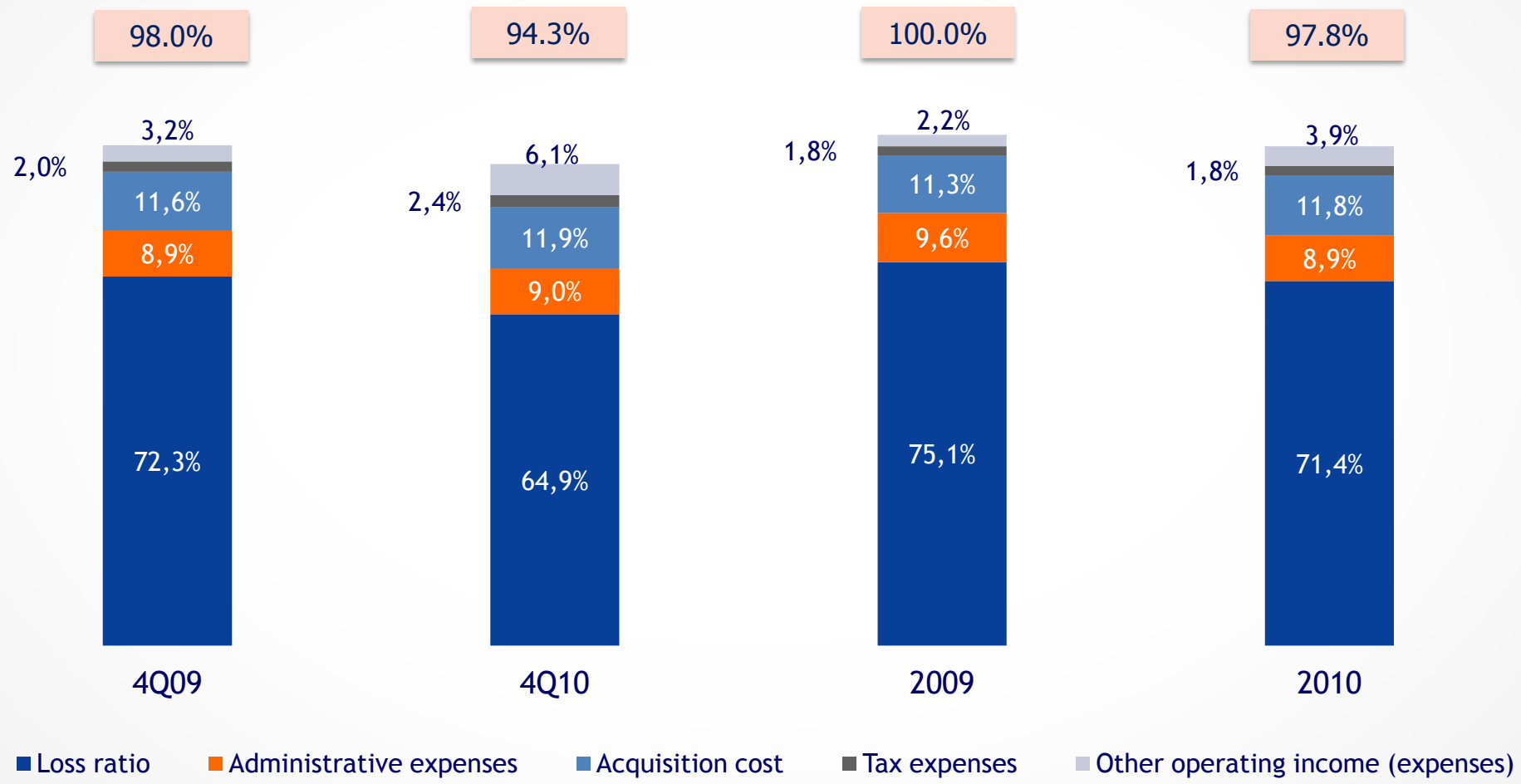
Administrative expenses R\$ million



Administrative expenses ratio % retained premiums



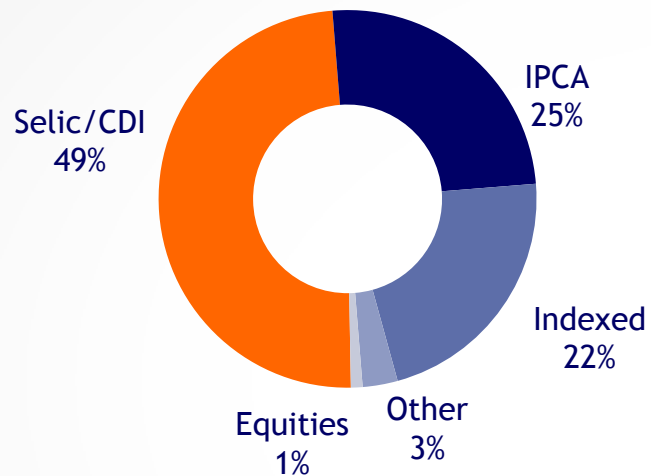
COMBINED RATIO DECREASES 370 BPS AND REACHES 94.3% IN 4Q10.



INVESTMENT INCOME, EX-PENSION AND VGBL, REACHES R\$ 128.9 MILLION IN 4Q10, YIELDING 129.7% OF THE CDI RATE.

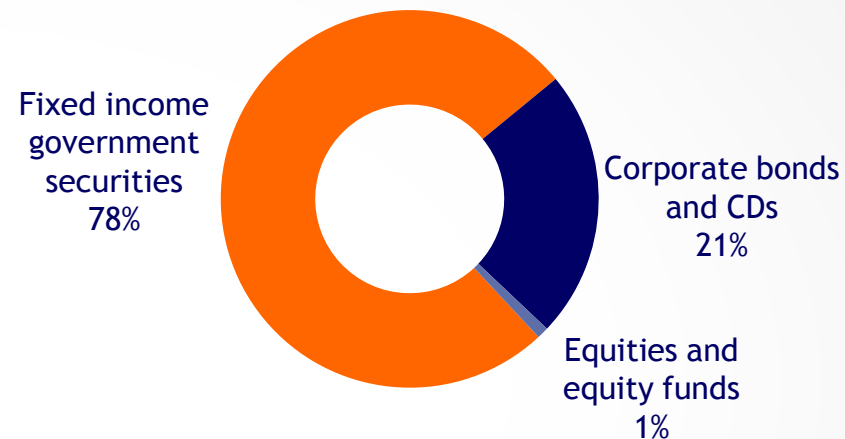
Investment strategy ex-pension and VGBL

Total | R\$4.7 billion



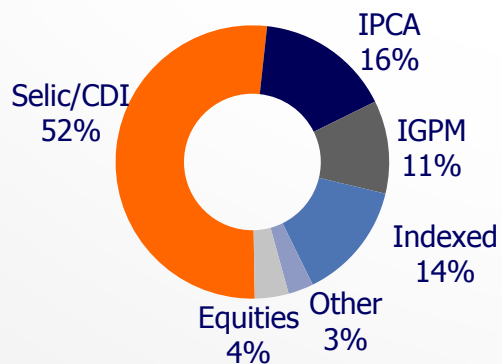
Investment allocation ex-pension and VGBL

Total | R\$4.7 billion



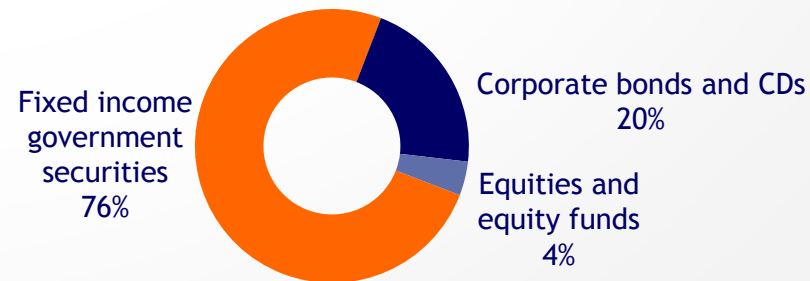
Investment strategy

Total | R\$7.5 billion*



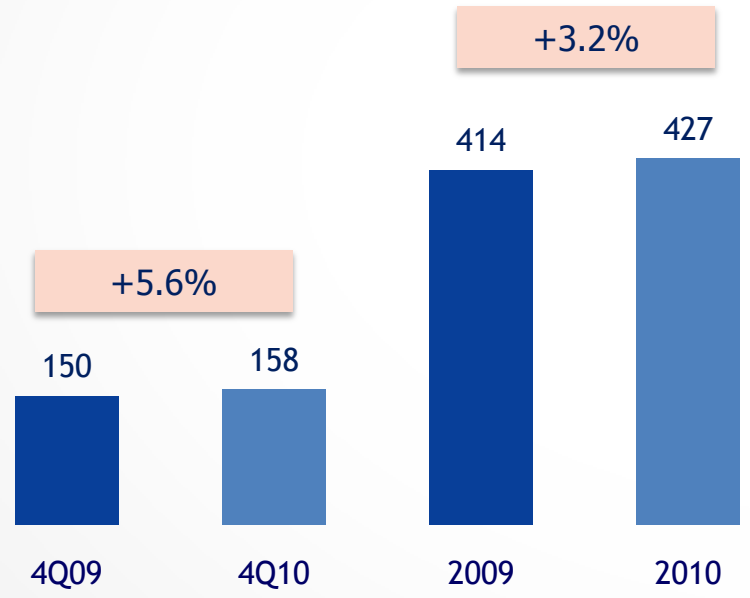
Investment allocation

Total | R\$7.5 billion*



NET INCOME REACHES R\$158.3 MILLION IN 4Q10 AND ROAE IS 22.1%

Net income
R\$ million



ROAE *
%



* Return on average equity - yearly basis

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