

SulAmérica

associada ao **ING** 

Earnings Release 3Q10

November 5, 2010



Índice
IBRX

Índice de
Sustentabilidade
Empresarial
ISE

Índice
SMLL
Small
Cap

Índice de
BM&FBOVESPA
Financeiro
IFNC

Índice de
Ações com
Diversidade
ITAG

Índice de
Ações com
Governança
Corporativa
Diferenciada
IGC

abrasca
companhia associada

primec
companhia associada

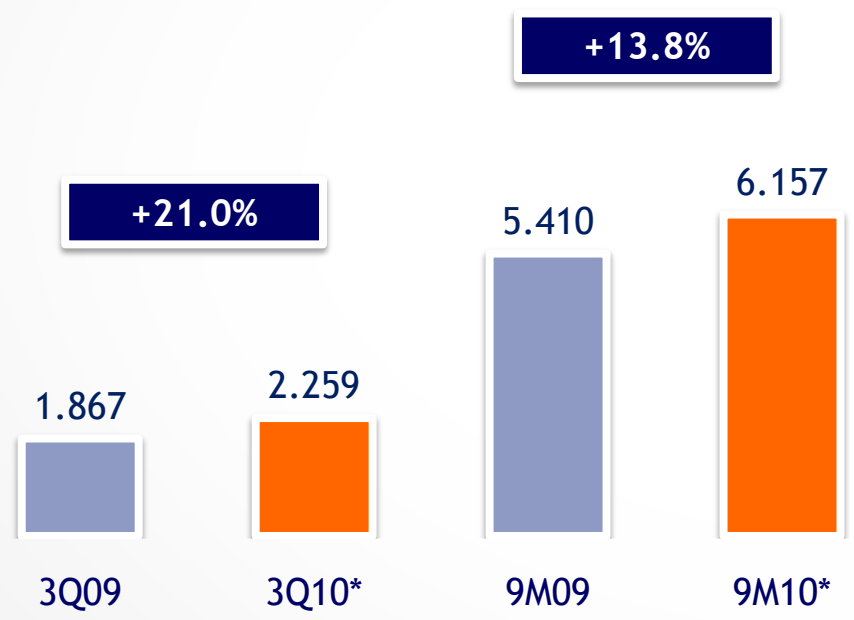
IBRI

- Brasilsaúde
- Stock split
- Award Abrasca of Value Creation
- Partnership with Credicard
- Best Corporate Governance practices
- S&P reaffirms "AMP-1" rating for SulAmérica Investimentos
- Opening of two Auto Super-Service Centers (C.A.S.A.s)
- Brasilveículos

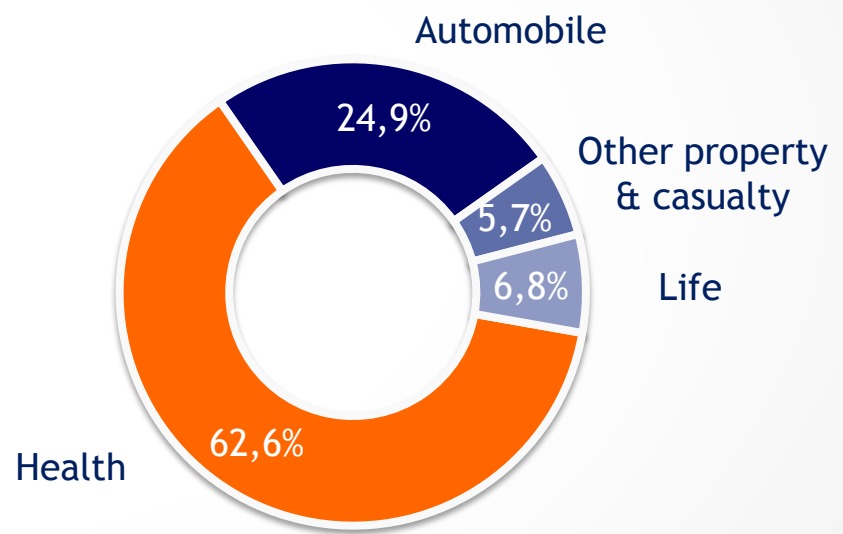
SULAMÉRICA: EARNINGS HIGHLIGHTS

	3Q10		3Q10/3Q09	9M10		9M10/9M09
Insurance premiums (R\$ billion)	R\$2.3	▲	21.0%	R\$ 6.2	▲	13.8%
Combined ratio	95.5%	▼	-6,1 bps	99.1%	▼	-170 bps
Return on investments (ex-pension and VGBL) (R\$ million)	R\$ 104.4	▼	17.8%	R\$ 301.1	▼	-1.7%
Average yield (ex-pension and VGBL) (% of the CDI)	99.4%	▼	-1430 bps	112.0%	▲	1950 bps
Net income (R\$ million)	R\$ 130.9	▲	61.3%	R\$ 268.4	▲	1.8%
ROAE	20.0%	▲	660 pbs	13.7%	▼	-90 bps

Insurance premiums
R\$ million



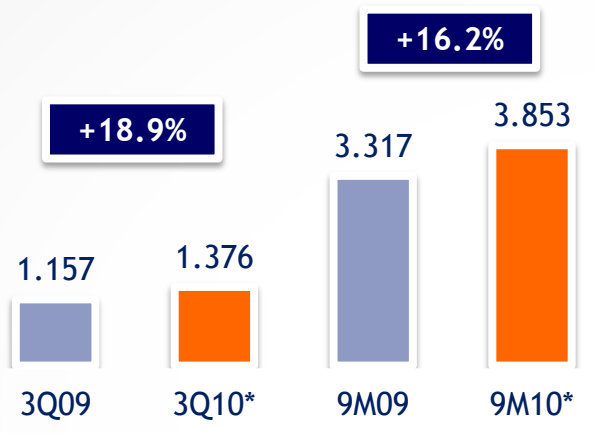
Insurance premiums
Total | R\$6.2 billion (9M10)



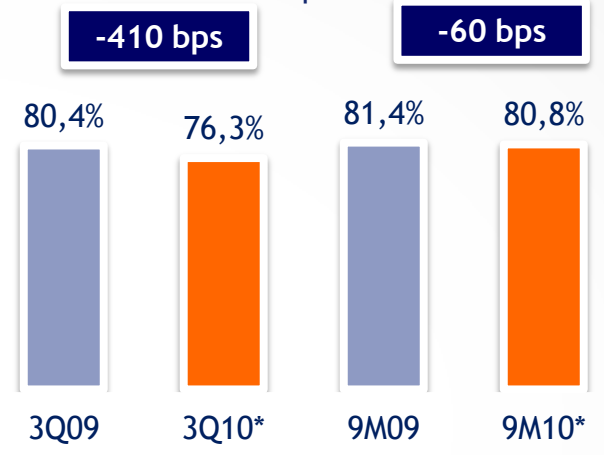
* Recurring figures

HEALTH INSURANCE PREMIUMS INCREASED 18.9% IN 3Q10 AND TOTAL MEMBERS REACH THE RECORD OF 2.0 MILLION

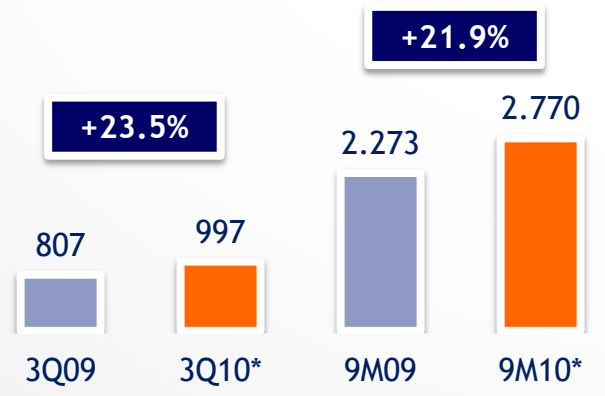
Insurance premiums
R\$ million



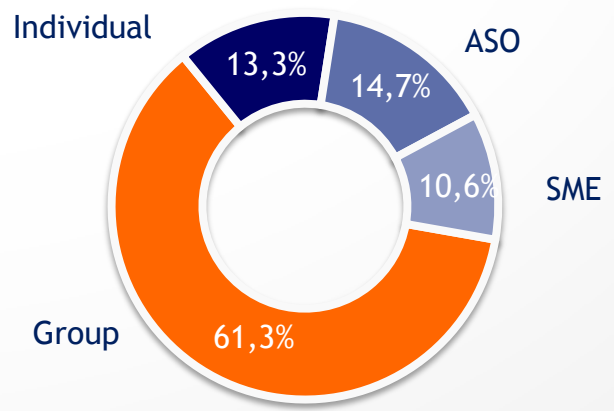
Loss ratio
% earned premiums



Insurance premiums - Group
R\$ million



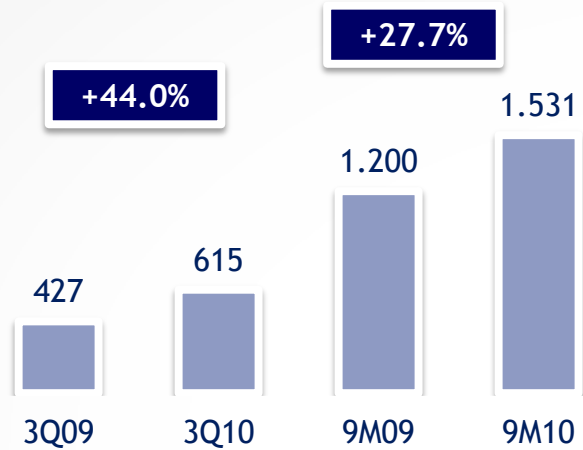
Covered individuals 9M10
Total | 2.0 million members



AUTO INSURANCE PREMIUMS MOVED UP 44.0% IN 3T10 AND LOSS RATIO IMPROVED 150 BPS IN 9M10

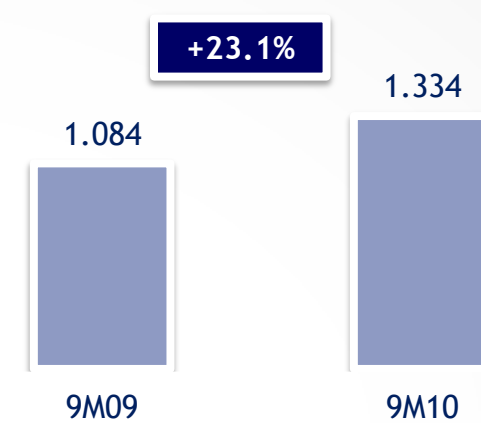
Insurance premiums

R\$ million



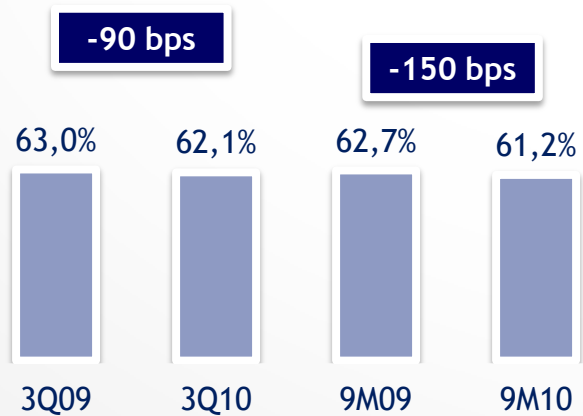
Insured fleet

Vehicles in thousand



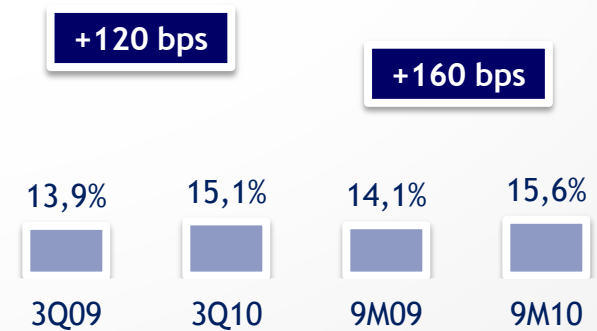
Loss ratio

% earned premiums



Gross margin

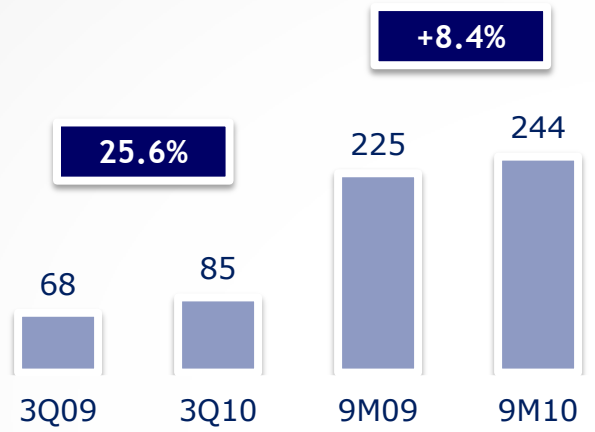
% earned premiums



OTHER PROPERTY & CASUALTY GROSS MARGIN INCREASED 4790 BPS IN 3Q10.

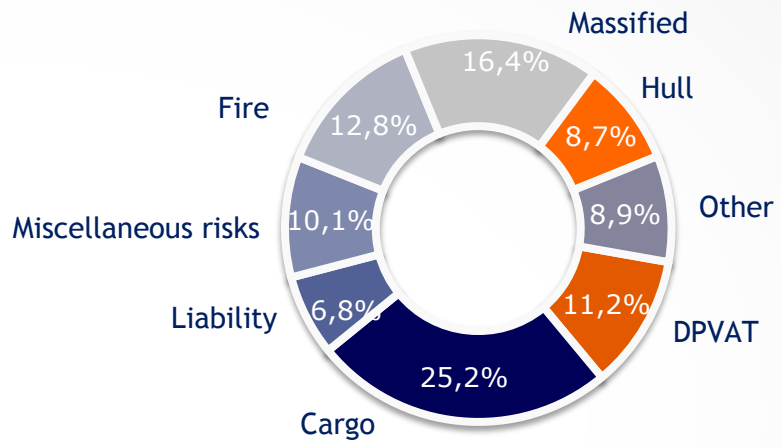
Earned premiums

R\$ million



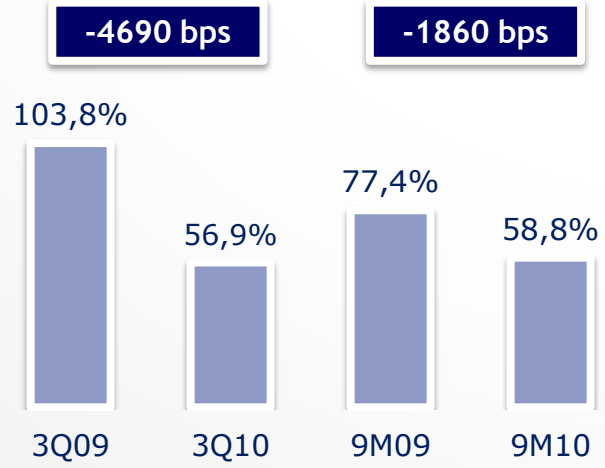
Segment breakdown 9M10

Insurance premiums | R\$353.7 million



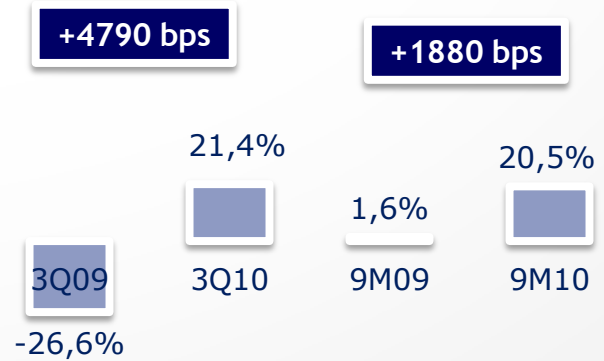
Loss ratio

% earned premiums



Gross margin

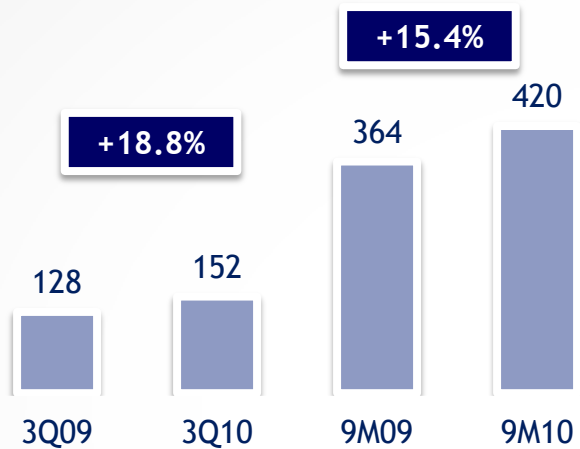
% earned premiums



LIFE & PERSONAL ACCIDENT PREMIUMS INCREASED 18.8% IN 3Q10, WITH A REDUCTION OF 380 BPS IN LOSS RATIO.

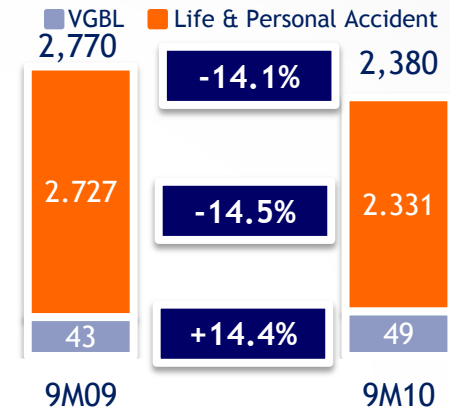
Insurance premiums

R\$ million



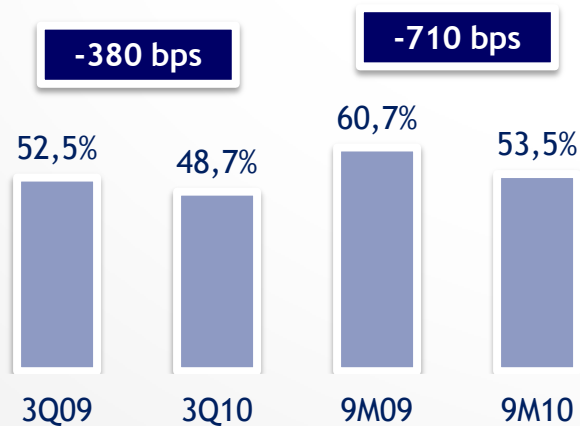
Covered individuals

thousand



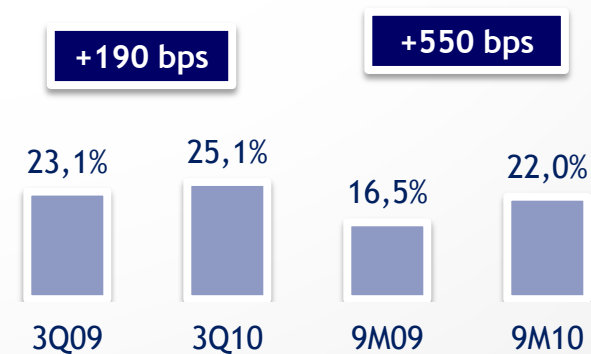
Loss ratio

% earned premiums



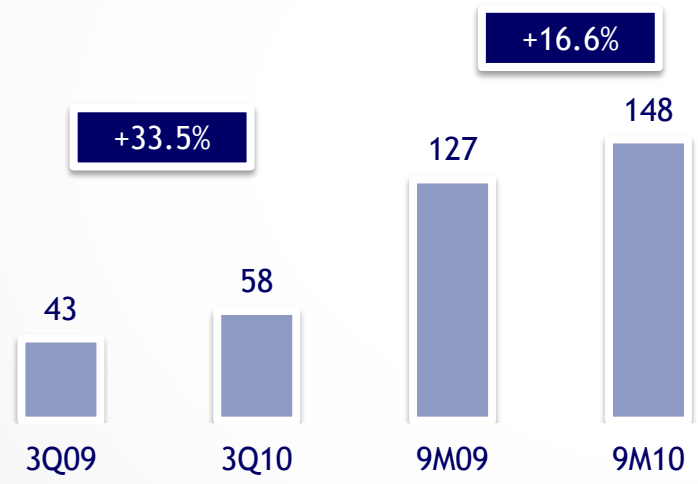
Gross margin

% earned premiums

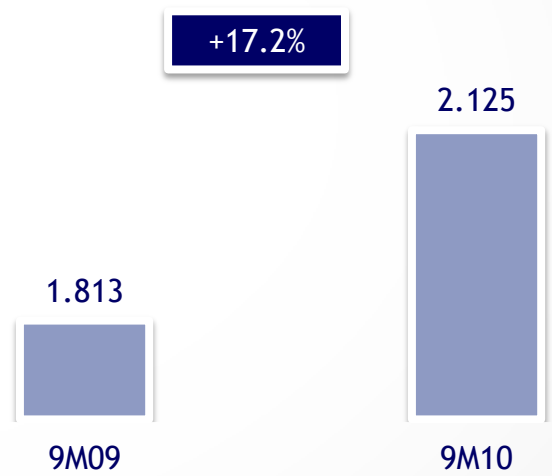


PENSION CONTRIBUTIONS INCREASED 33.5% IN 3Q10 AND RESERVES OVERCAME R\$2.0 BILLION.

Pension contributions R\$ million



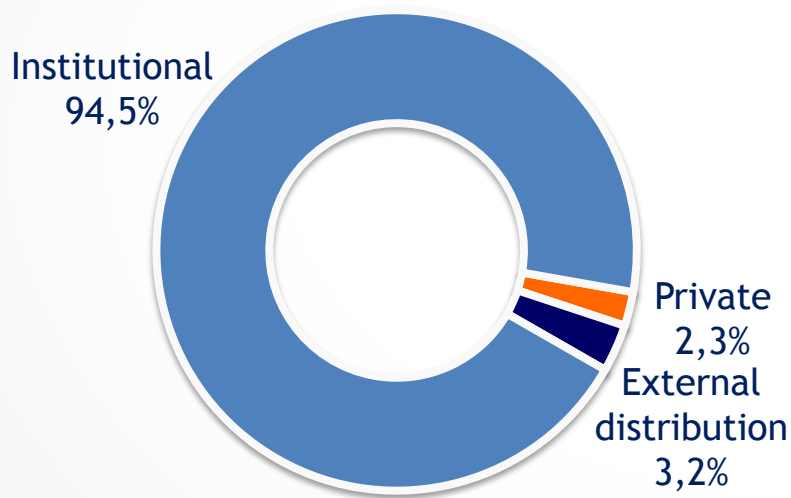
Pension reserves R\$ million



ASSETS UNDER MANAGEMENT INCREASE 51.4% TO R\$18.5 BILLION IN 9M10.

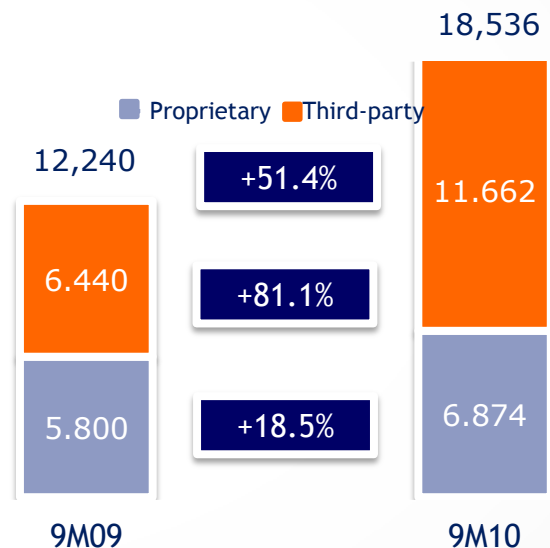
Third party assets

R\$ 11,7 billion (9M10)



Assets under management

R\$ million

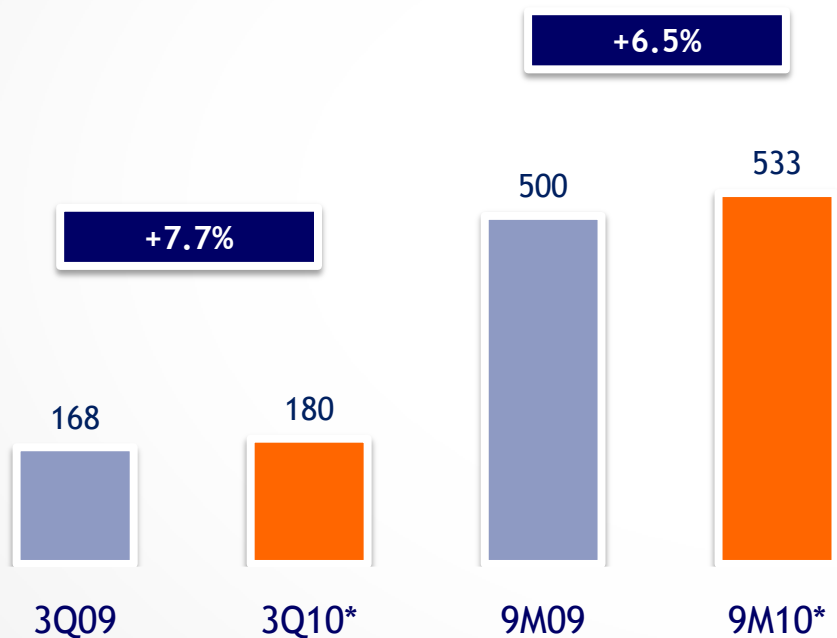


Source: ANBIMA

G&A RATIO IMPROVES 130 BPS TO 8.1% OF RETAINED PREMIUMS IN 3Q10.

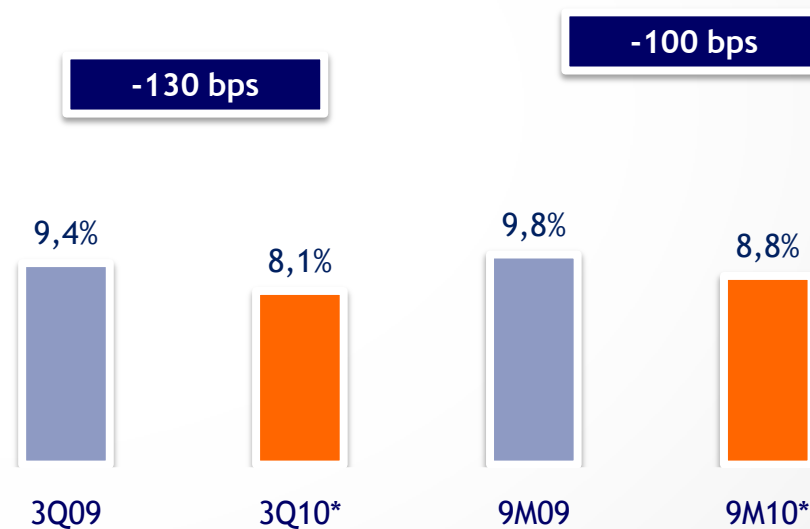
Administrative expenses

R\$ million



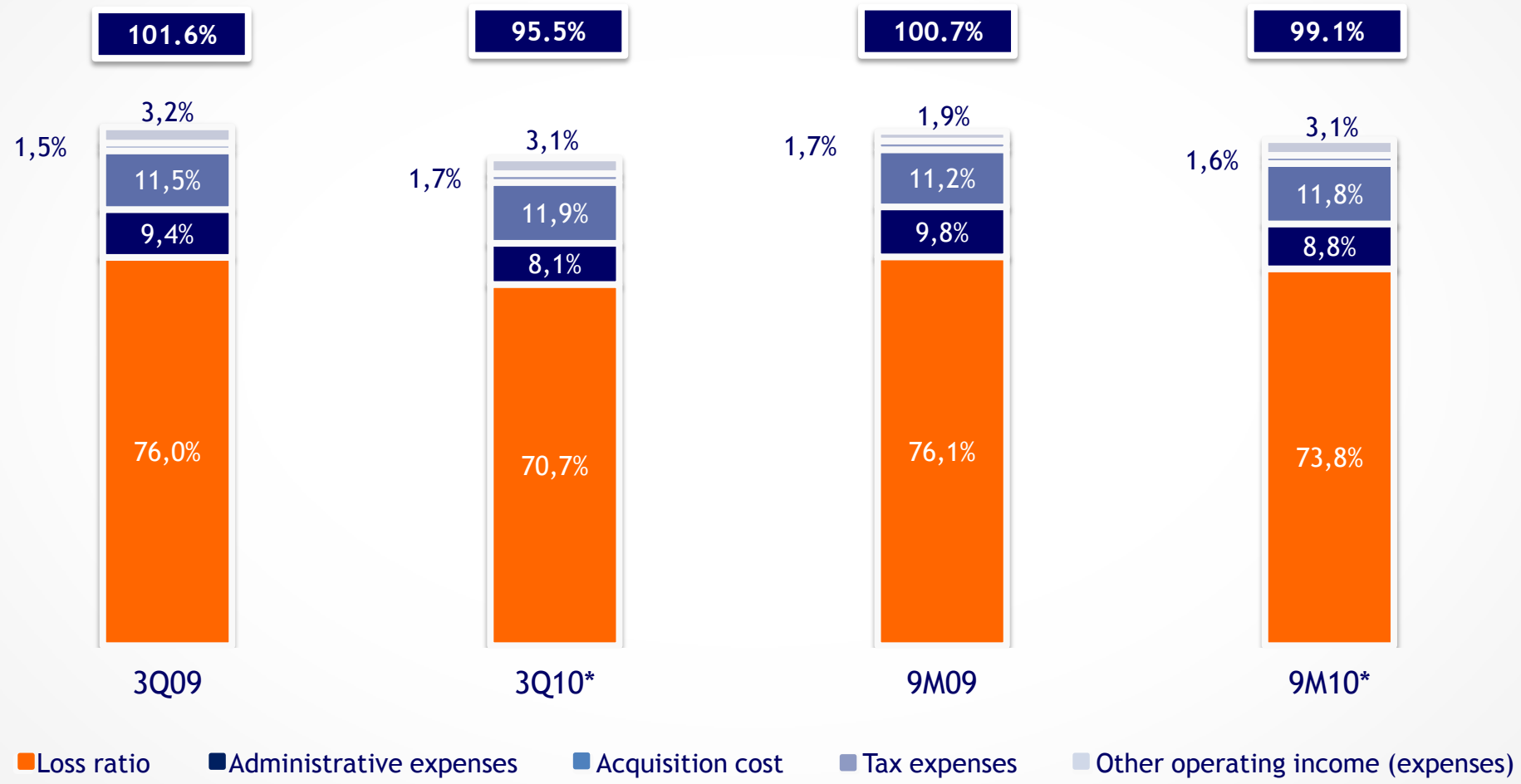
Administrative expenses ratio

% retained premiums



* Recurring figures

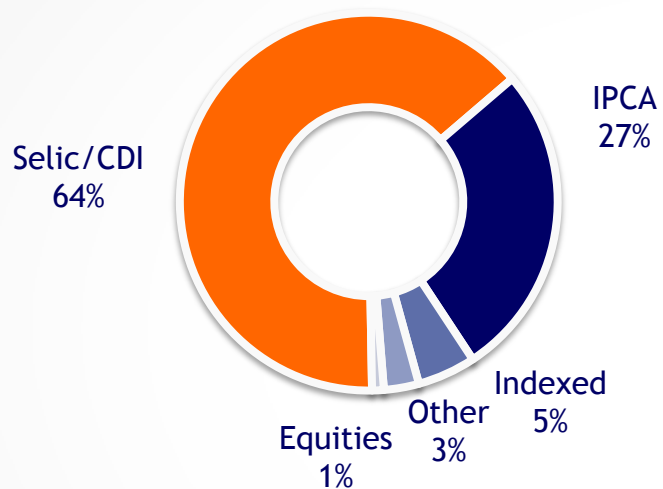
COMBINED RATIO DECREASES 610 BPS AND REACHES 95.5% IN 3Q10.



INVESTMENT INCOME, EX-PENSION AND VGBL, REACHES R\$301.1 MILLION IN 9M10, YIELDING 112.0% OF THE CDI RATE.

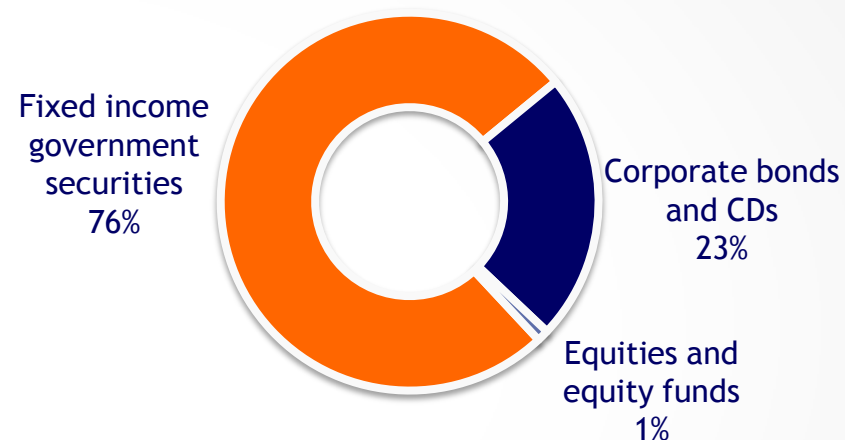
Investment strategy ex-pension and VGBL

Total | R\$4.3 billion



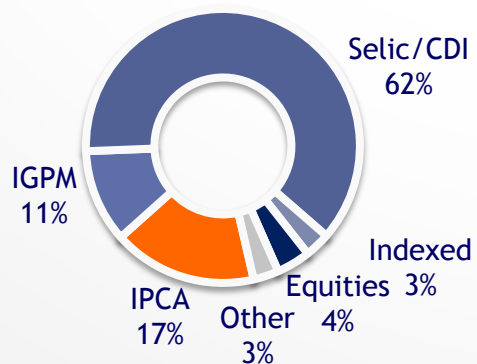
Investment allocation ex-pension and VGBL

Total | R\$4.3 billion



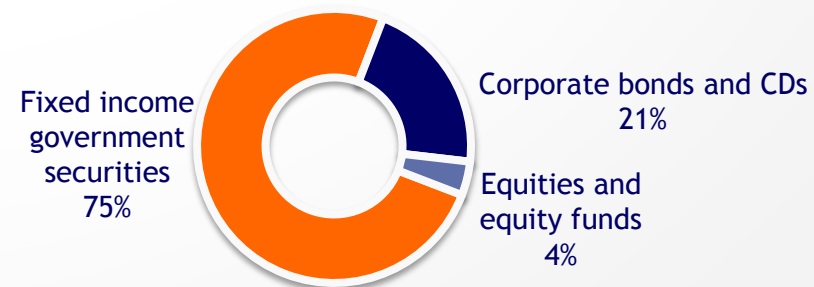
Investment strategy

Total | R\$6.9 billion*



Investment allocation

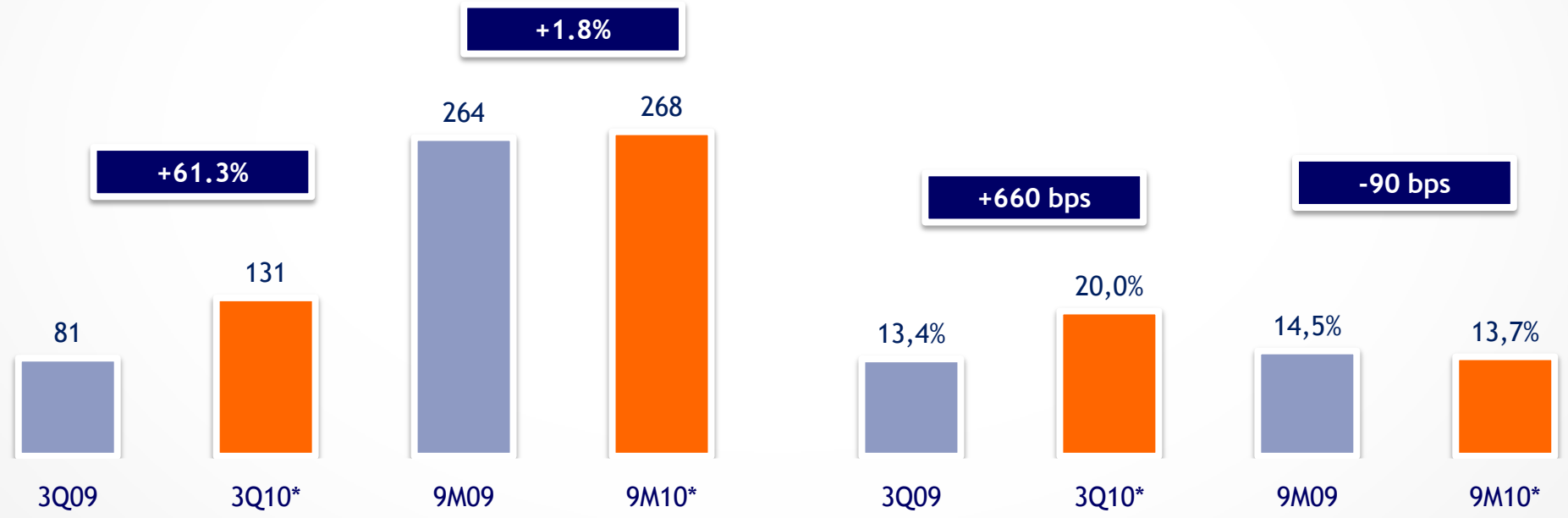
Total | R\$6.9 billion*



NET INCOME REACHES R\$130.9 MILLION, INCREASING 61.3% IN RELATION TO 3Q09 AND 151.4% IN RELATION TO 2Q10.

Net income
R\$ million

ROAE *
%



* Recurring figures
(* Return on average equity - anualizado)

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.

SulAmérica

associada ao **ING** 

Sul América S.A.

Investor Relations Department

+55 (21) 2506-9111

ir@sulamerica.com.br

www.sulamerica.com.br/ir



Índice IBRX

Índice de Sustentabilidade Empresarial ISE

Índice SMLL

Índice de BM&FBOVESPA Financeiro IFNC

Índice de Ações com Pagamento Diferenciado ITAG

Índice de Ações com Governança Corporativa Diferenciada IGC

abrasca

pinmec

IBRI