

SulAmérica

associada ao **ING** 

Earnings Release 2Q10

August 6, 2010



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Main events in 2Q10 and subsequent events

- ▶ Sale of real estate property in Morumbi, São Paulo
- ▶ Brasilveículos
- ▶ Brasilsaúde
- ▶ Fitch Ratings upgrades SulAmérica's ratings
- ▶ Stock split

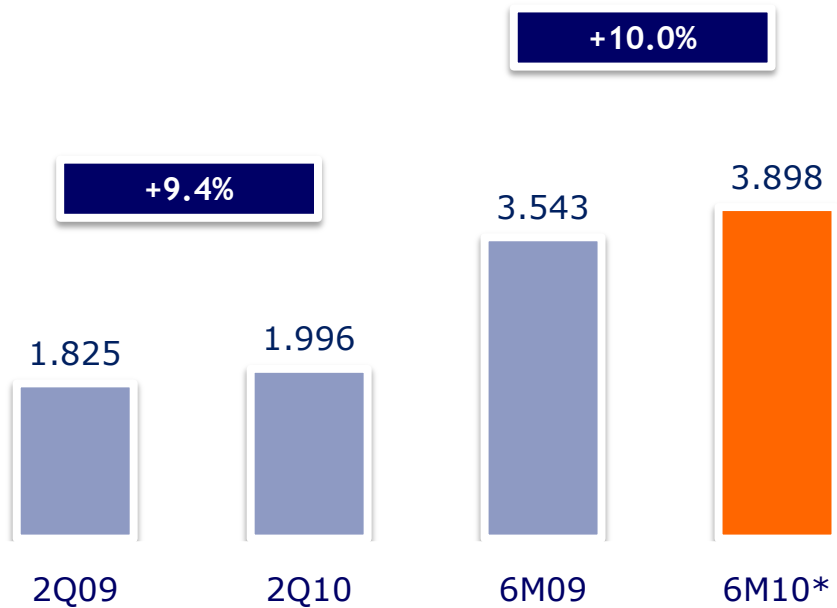
SulAmérica: earnings highlights

	2Q10		2Q10/2Q09	6M10		6M10/6M09
Insurance premiums (R\$ billion)	R\$2.0	▲	9.4%	R\$ 4,0	▲	10.0%
Combined ratio	101.4%	▼	-100 bps	101.1%	▲	80 bps
Return on investments (ex- pension and VGBL) (R\$ million)	R\$95.5	▼	-2.6%	R\$196.7	▼	-9.7%
Average yield (ex-pension and VGBL) (% of the CDI)	110.8%	▼	-870 bps	119.5%	▲	610 bps
Net income (R\$ million)	R\$52.0	▼	-37.7%	R\$137.4	▼	-24.7%
ROAE	8.0%	▼	-610 bps	10.7%	▼	-400 bps

Recurring figures when applicable

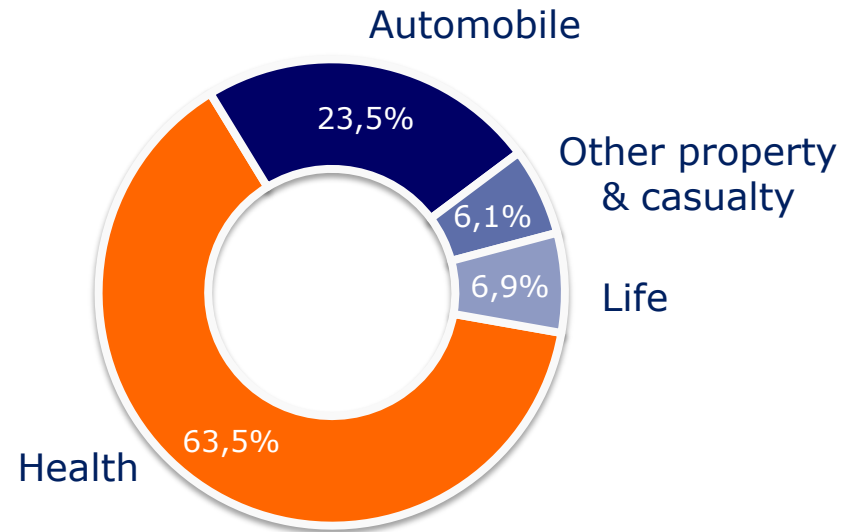
Insurance premiums moved up 9.4% in 2Q10. Growth in 6M10 was 10.0%.

Insurance premiums R\$ million



* Recurring figures

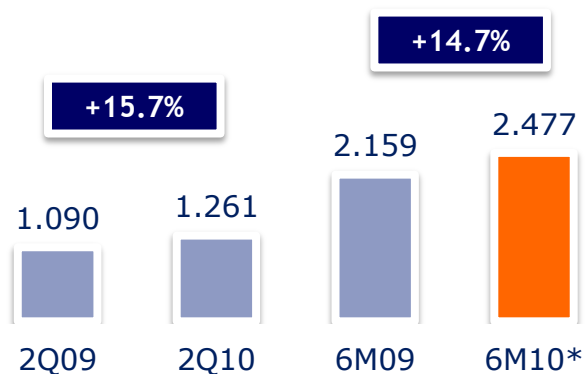
Insurance premiums Total | R\$3.9 billion (6M10)



Health insurance premiums increased 15.7%, reaching R\$1.3 billion in 2Q10.

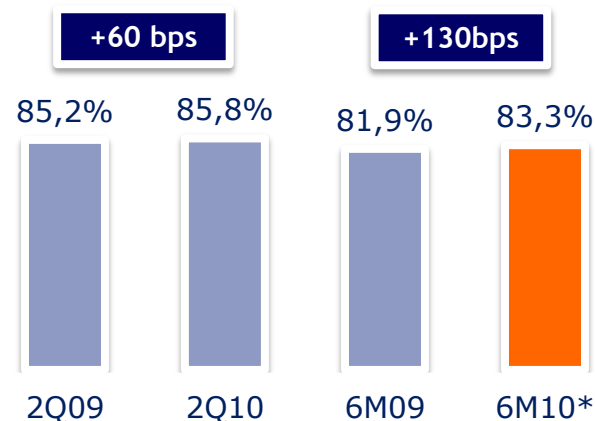
Insurance premiums

R\$ million



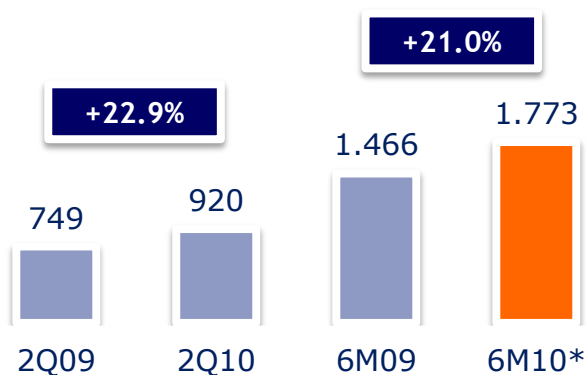
Loss ratio

% earned premiums



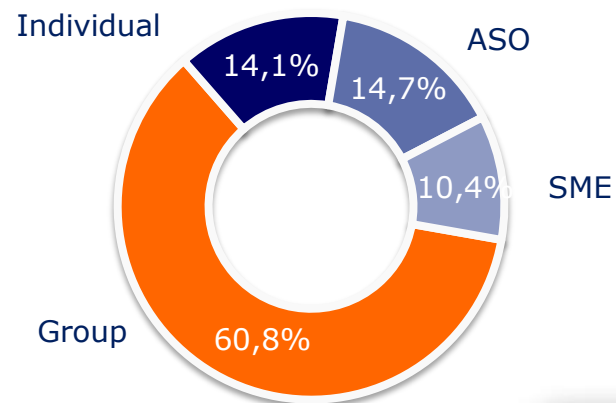
Insurance premiums - Group

R\$ million



Covered individuals 6M10

Total | 1.9 million members

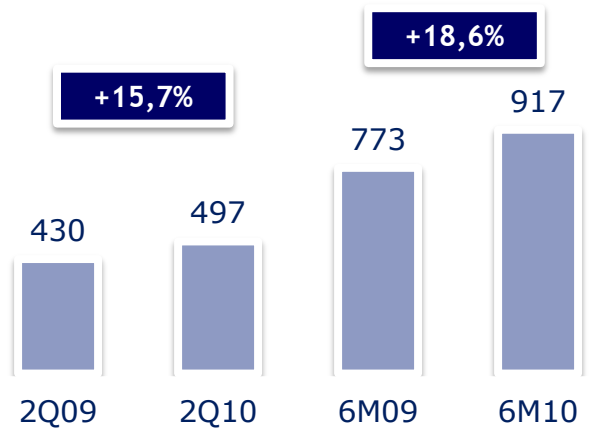


* Recurring figures

Auto insurance premiums moved up 15.7% in 2Q10 and loss ratio improved 540 bps.

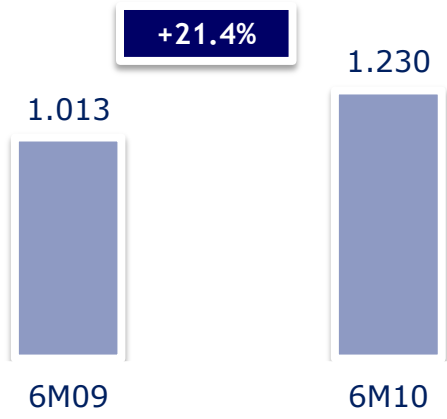
Insurance premiums

R\$ million



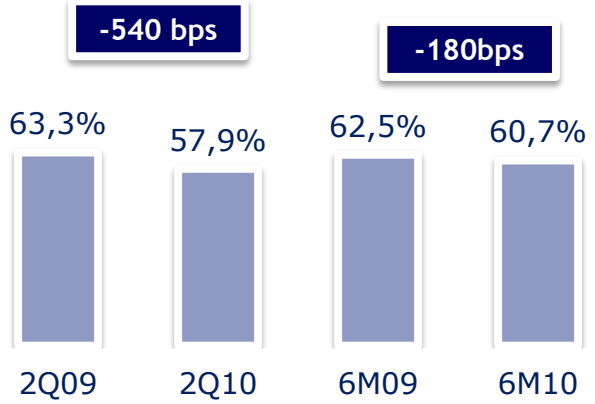
Insured fleet

Vehicles in thousand



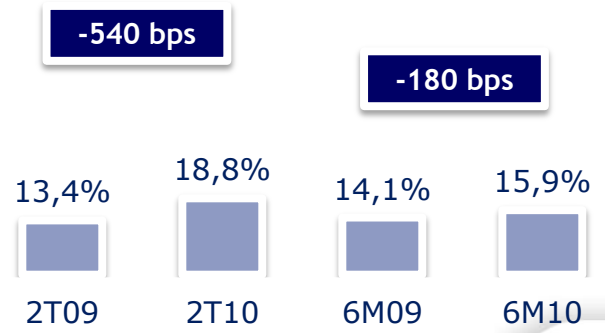
Loss ratio

% earned premiums



Gross margin

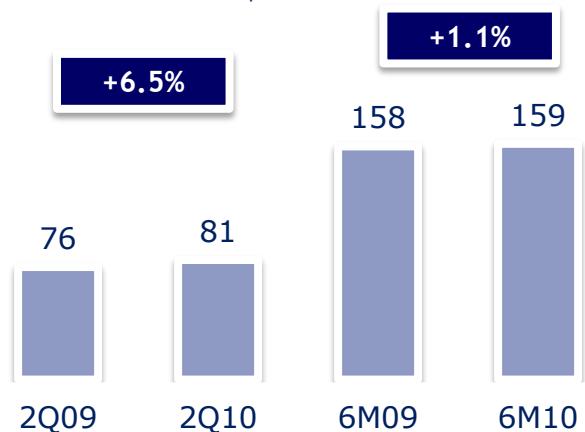
% earned premiums



Other Property & Casualty gross margin increased 430 bps in 2Q10.

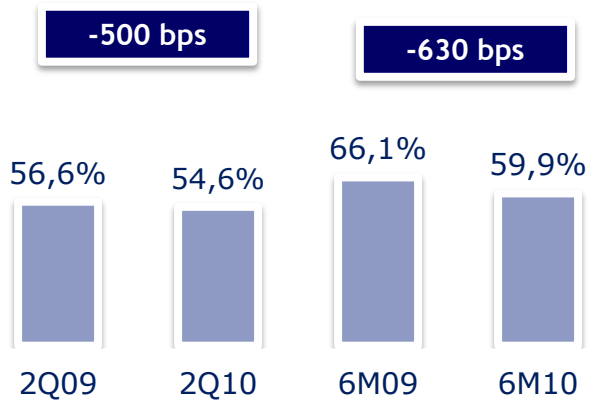
Earned premiums

R\$ million



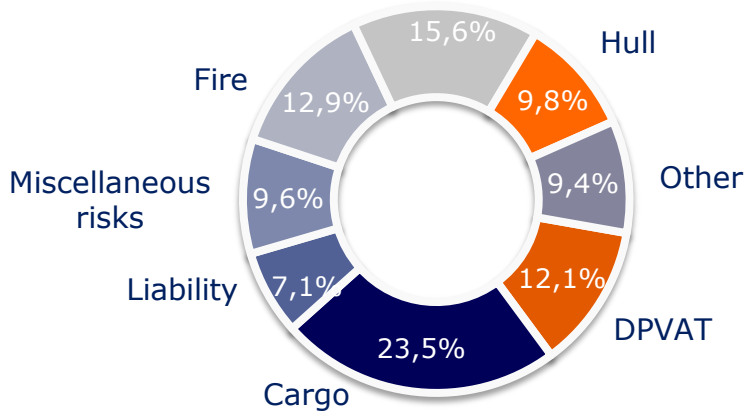
Loss ratio

% earned premiums



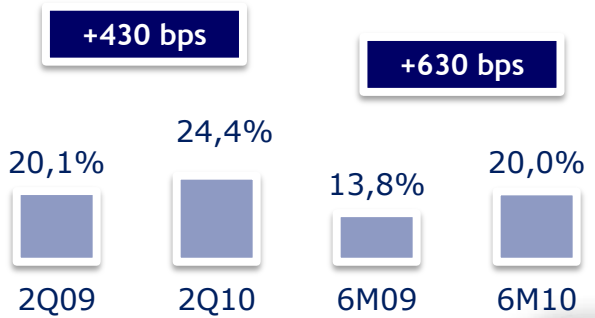
Segment breakdown

Insurance premiums | R\$236.5 million
Massified



Gross margin

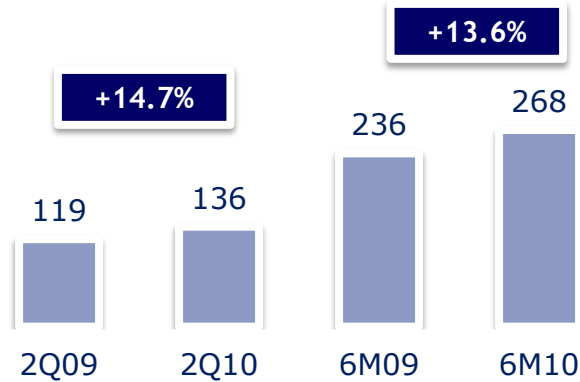
% earned premiums



Life & personal accident premiums increased 14.7% in 2Q10, with a reduction of 860 bps in loss ratio.

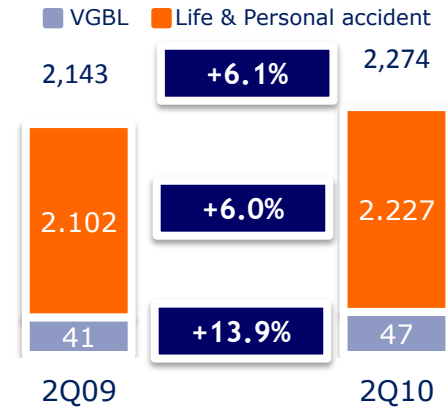
Insurance premiums

R\$ million



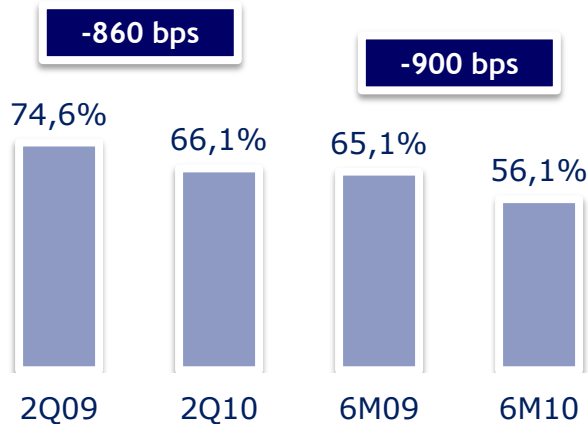
Covered individuals

thousand



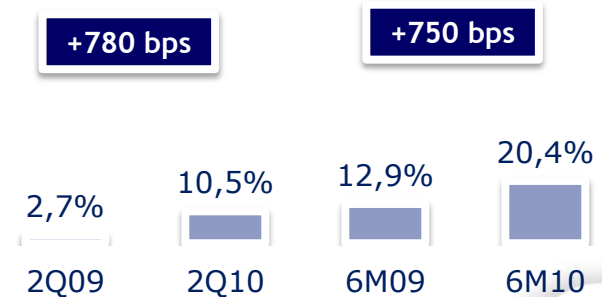
Loss ratio

% earned premiums



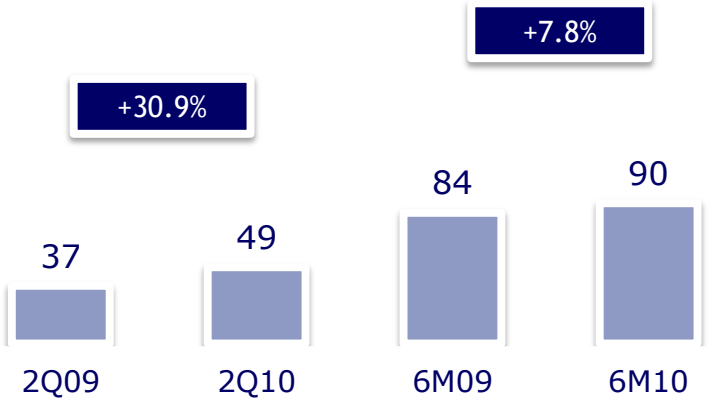
Gross margin

% earned premiums

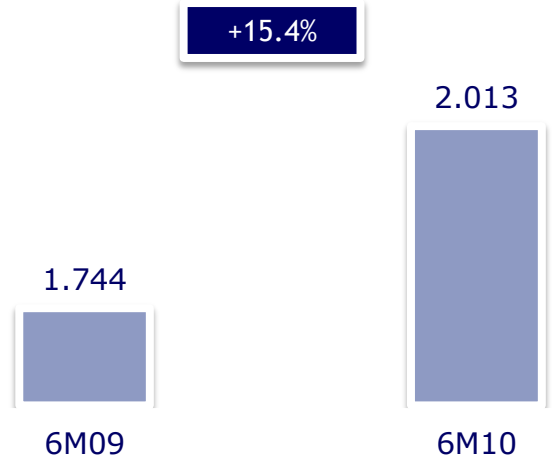


Pension contributions increased 30.9% in 2Q10 and reserves overcame R\$2.0 billion.

Pension contributions R\$ million

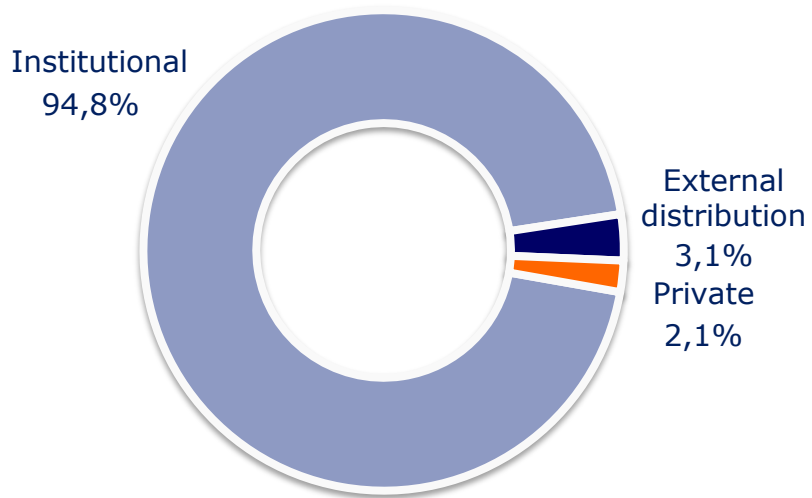


Pension reserves R\$ million

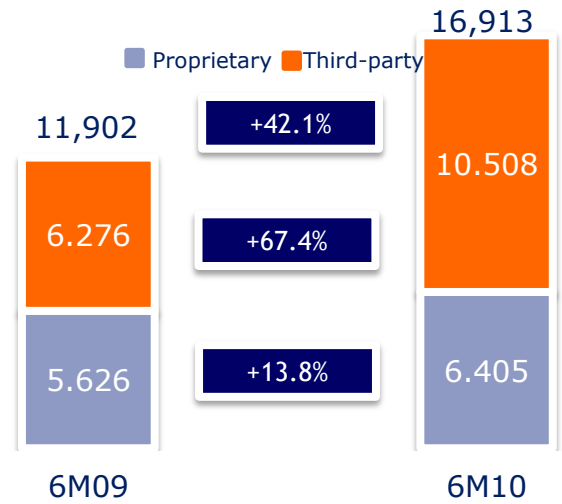


Assets under management increase 42.1% to R\$16.9 billion in 6M10.

Third party assets R\$ 10.5 billion (6M10)



Assets under management R\$ million

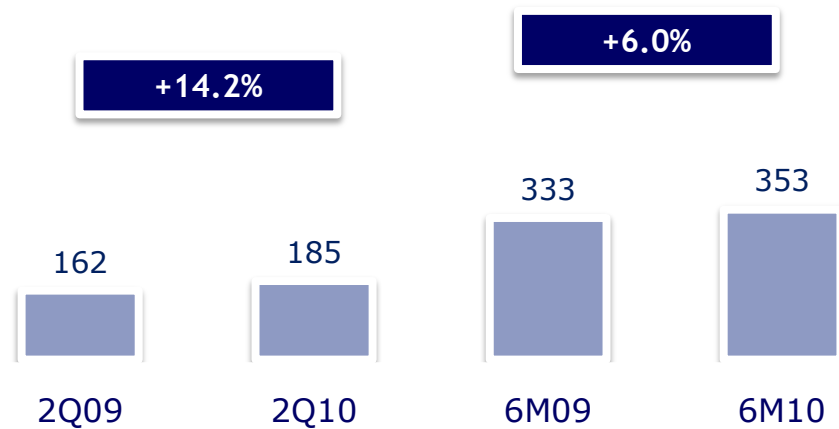


Source: ANBIMA

G&A ratio improves to 9.4% of retained premiums in 2Q10.

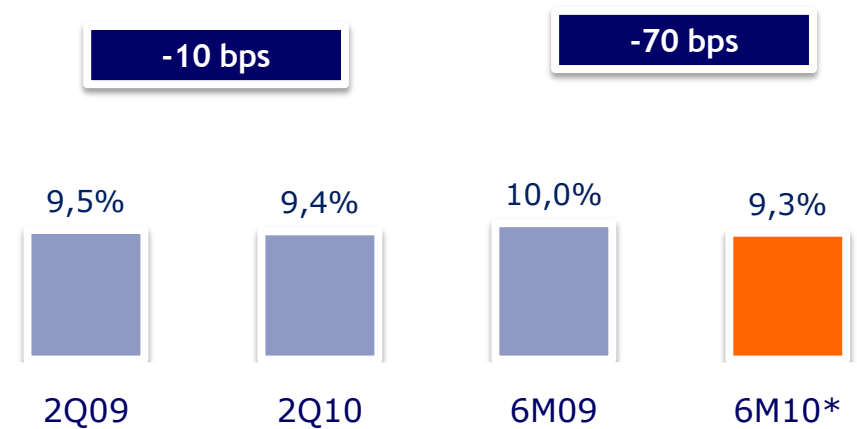
Administrative expenses

R\$ million



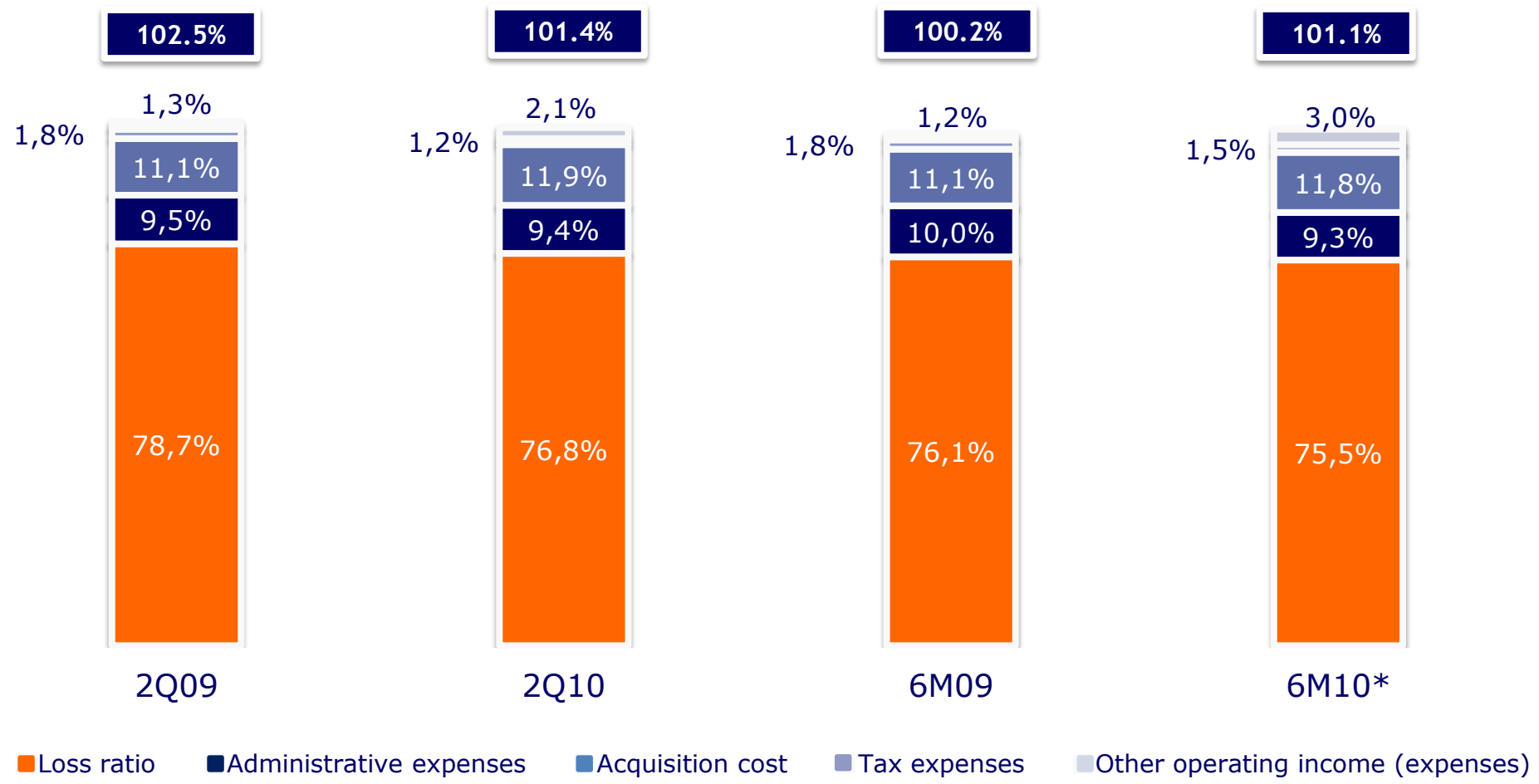
Administrative expenses ratio

% retained premiums



* Recurring figures

Combined ratio is 101.4% in 2Q10.

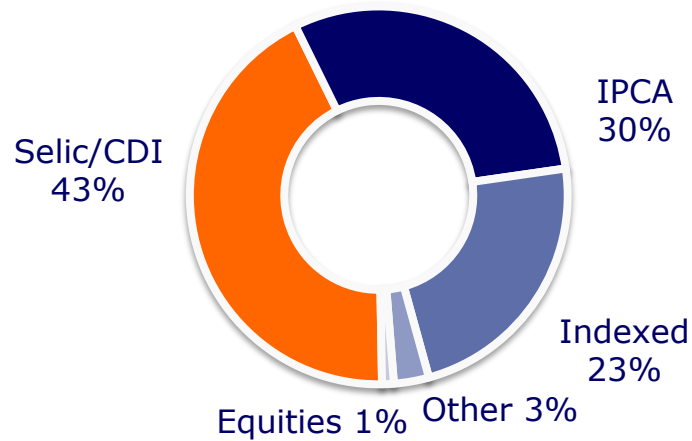


* Recurring figures

Investment income reaches R\$95.0 million in 2Q10 ex-pension and VGBL, yielding 110.8% of the CDI rate.

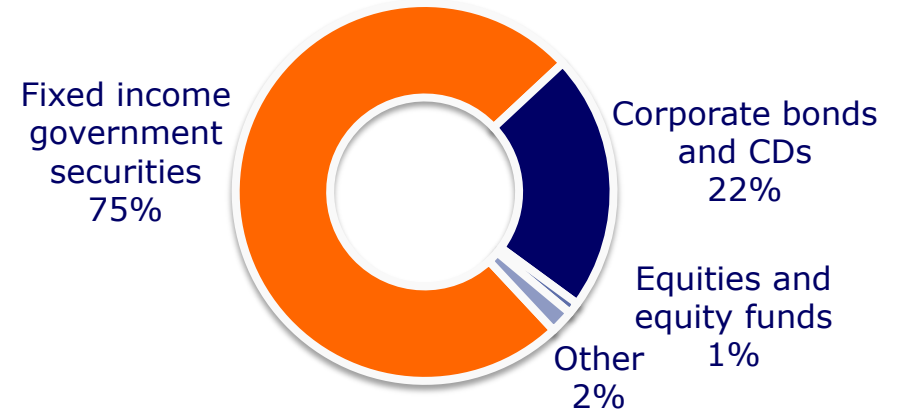
Investment strategy ex-pension and VGBL

Total | R\$4.0 billion



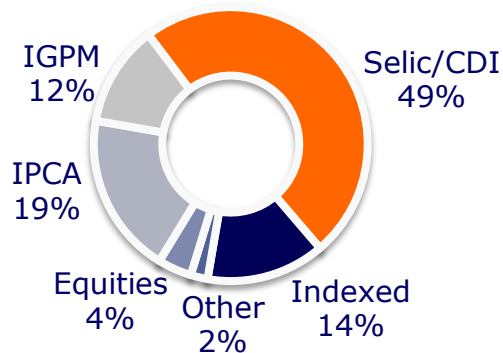
Investment allocation ex-pension and VGBL

Total | R\$4.0 billion



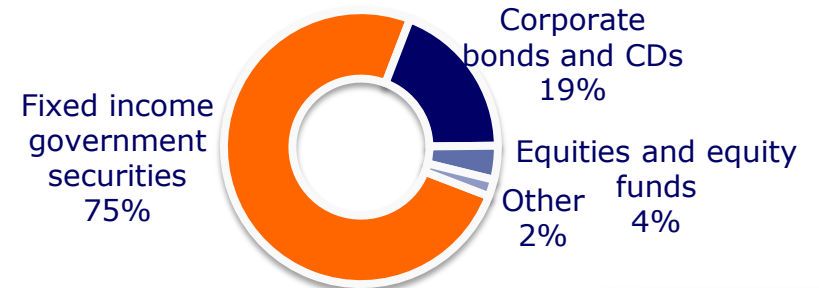
Investment strategy

Total | R\$6.5 billion*



Investment allocation

Total | R\$6.5 billion*

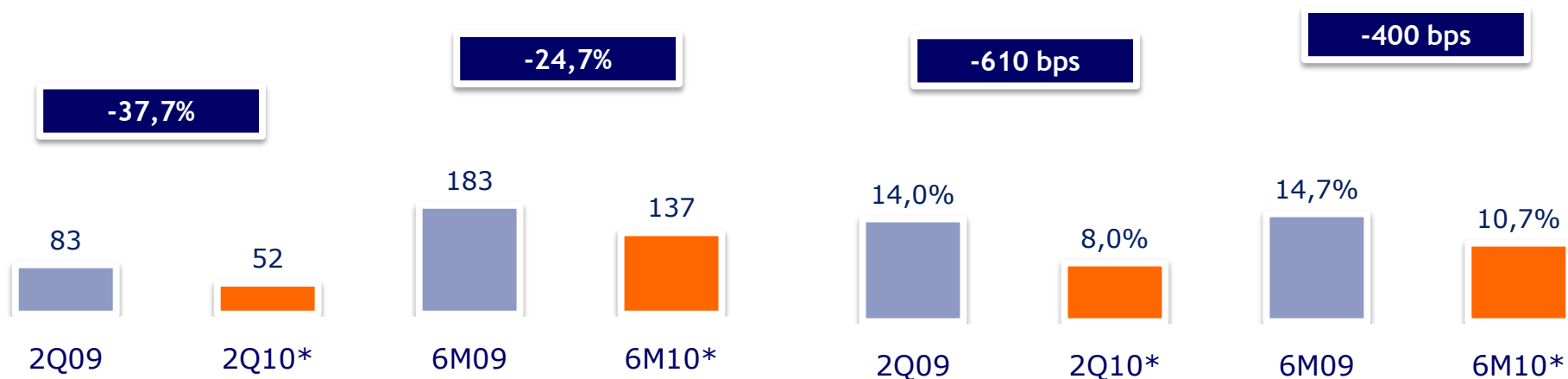


(*) Including pension and VGBL operations

Net income reaches R\$52 million in 2Q10.

Net income R\$ million

ROAE ** %



* Recurring figures

(**) Return on average equity - annualized

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