

# SulAmérica

associada ao **ING** 

## Earnings Release 1Q10

May 14, 2010



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# SulAmérica: highlights

- ▶ Individual health insurance premiums in State of Bahia
- ▶ Brasilveículos
- ▶ Brasilsaúde
- ▶ Partnership with Caixa Econômica Federal
- ▶ Change in management
- ▶ Sale of real estate property in Morumbi, São Paulo
- ▶ Best Online Annual Report award
- ▶ Partnership with Citibank

# SulAmérica: earnings highlights

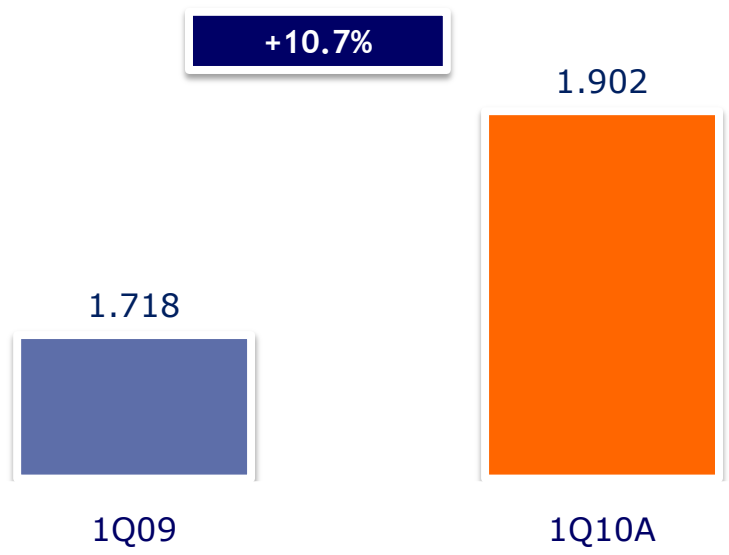
	1Q10		1Q10/1Q09		1Q10/4Q09
Net income (R\$ million)	R\$85.4	▼	-13.8%	▼	-42.9%
ROAE	13.5%	▼	-350 bps	▼	1070 bps
Insurance premiums (R\$ billion)	R\$1.9	▲	10.7%	▲	0.3%
Combined ratio	100.7%	▲	270 bps	▲	270 bps
Return on investments (R\$ million)	R\$167.0	▲	0.5%	▲	16.3%
Average yield (% of the CDI)	132.8%	▲	2430 bps	▲	1790 bps

Recurring figures when applicable

# Insurance premiums moved up 10.7% in 1Q10.

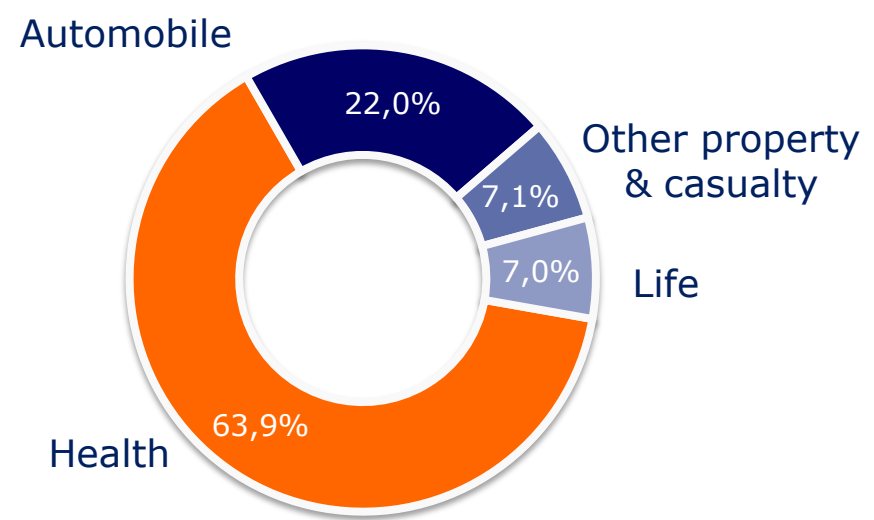
### Insurance premiums

R\$ million



### Insurance premiums

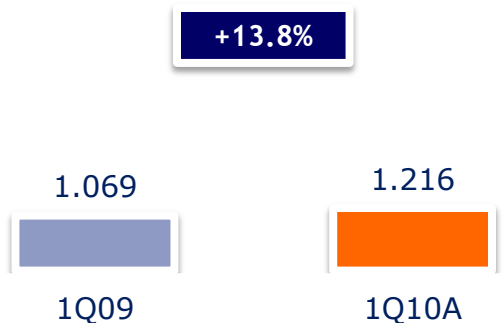
Total | R\$1.9 billion (1Q10)



# Health insurance premiums increased 13.8%, reaching R\$1.2 billion in 1Q10.

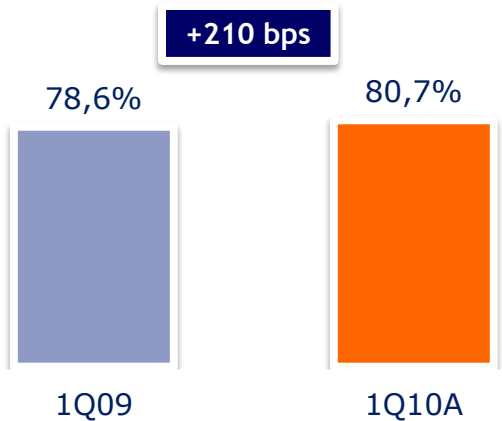
## Insurance premiums

R\$ million



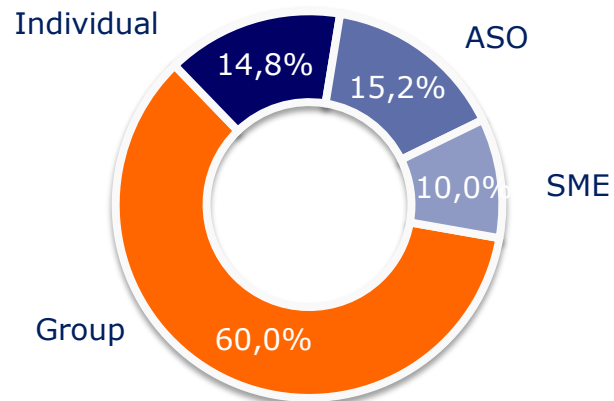
## Loss ratio

% earned premiums



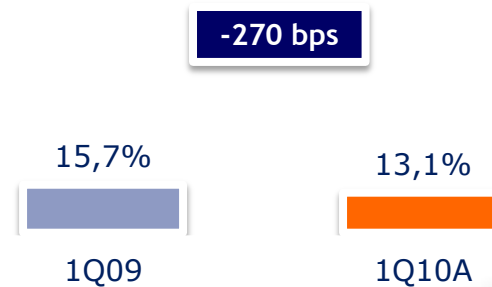
## Covered individuals

Total | 1.8 million members (1Q10)



## Gross margin

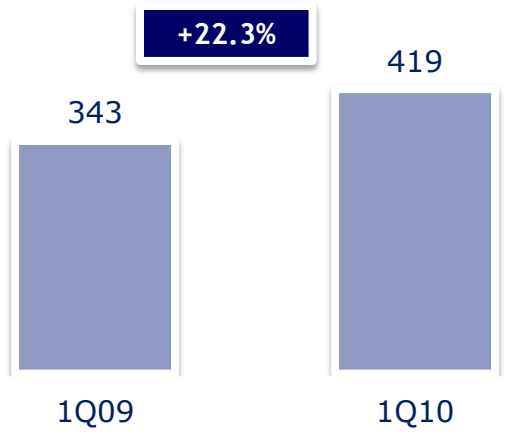
% earned premiums



# Auto insurance premiums increased 22.3% in 1Q10. Fleet reaches 1.2 million vehicles.

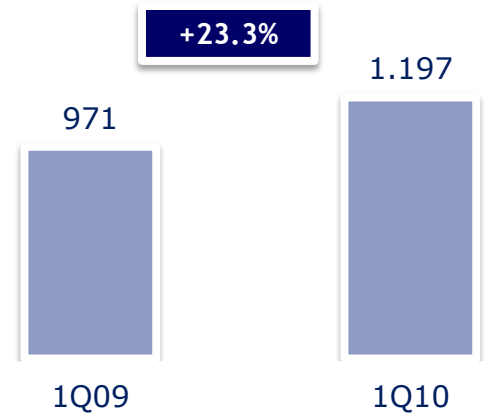
## Insurance premiums

R\$ million



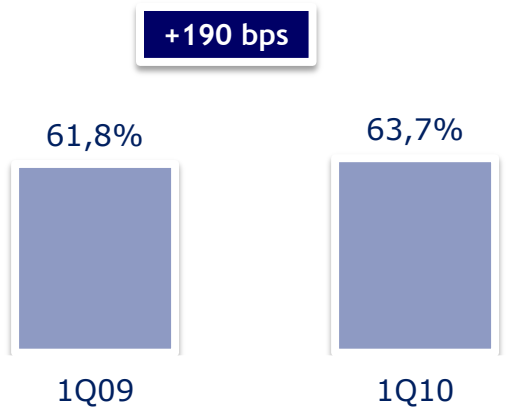
## Insured fleet

Vehicles in thousand



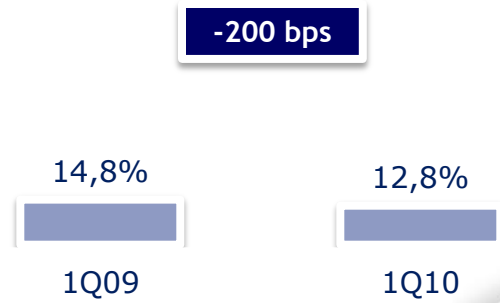
## Loss ratio

% earned premiums



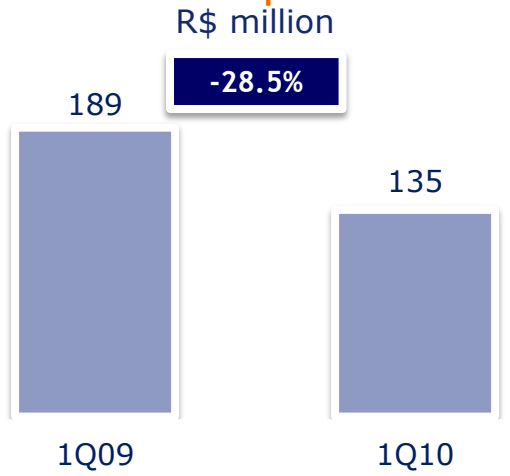
## Gross margin

% earned premiums



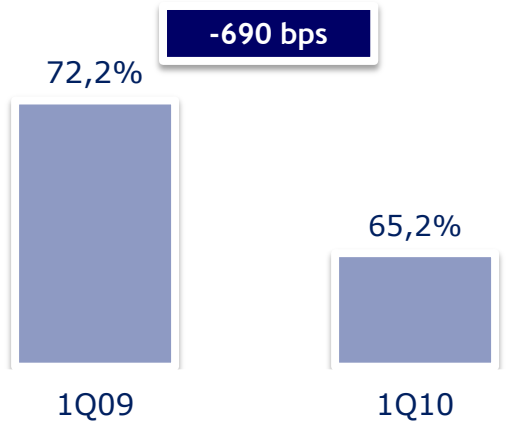
# Other Property & Casualty gross margin increase 770 bps.

## Insurance premiums

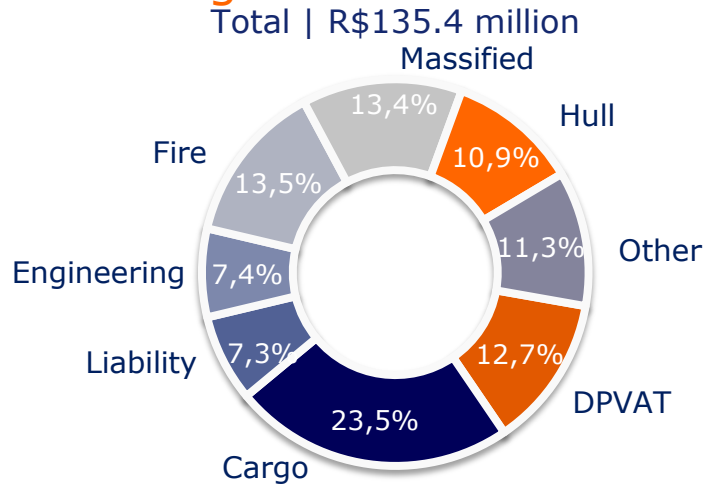


## Loss ratio

% earned premiums

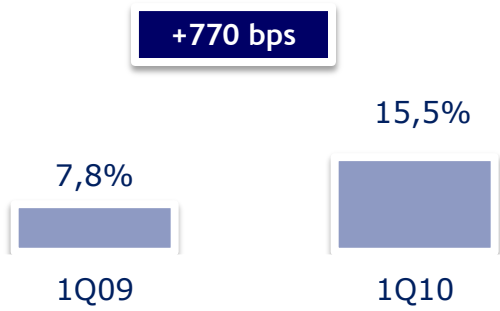


## Segment breakdown



## Gross margin

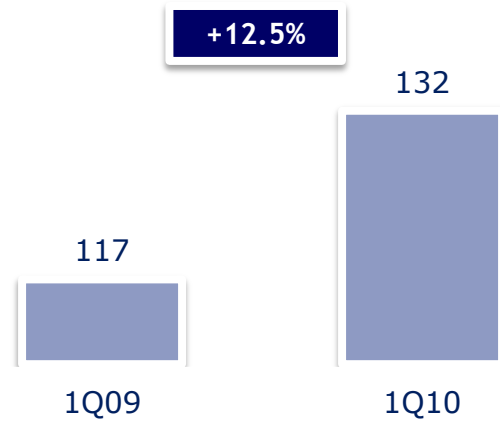
% earned premiums



# Life & personal accident premiums increase 12.5% in 1Q10.

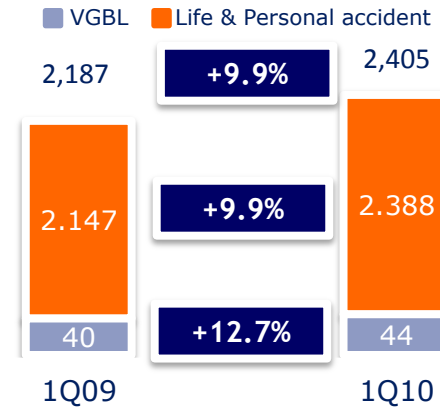
## Insurance premiums

R\$ million



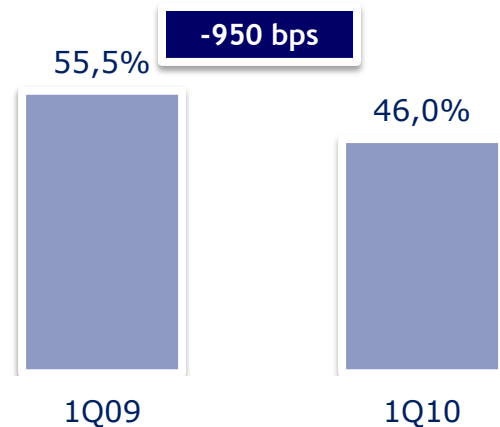
## Covered individuals

thousand



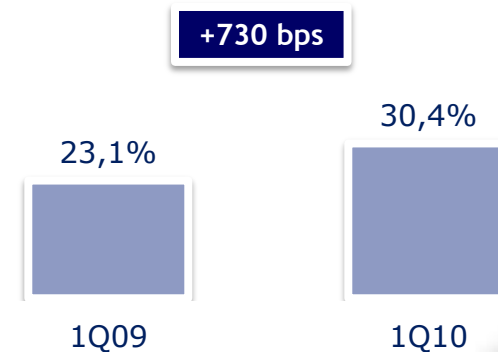
## Loss ratio

% earned premiums



## Gross margin

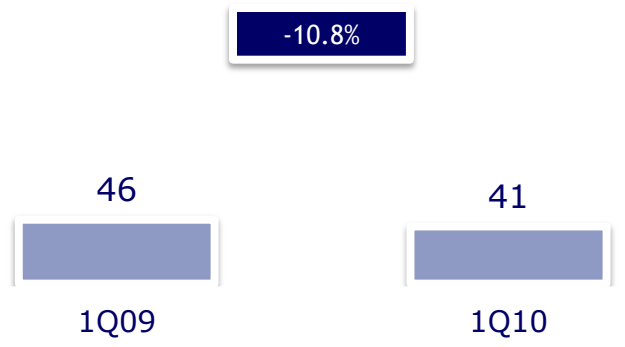
% earned premiums



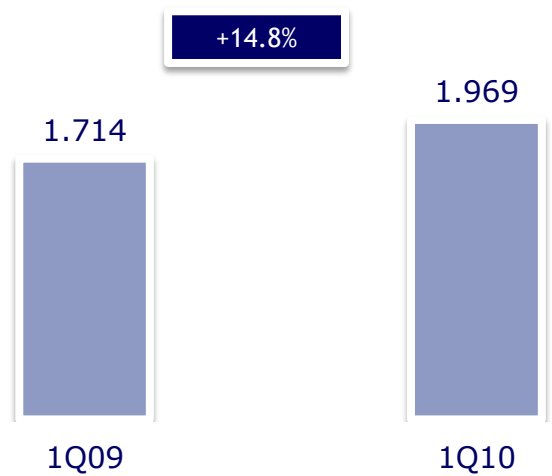


# Pension reserves increased 14.8% in 1Q10.

## Pension contributions R\$ million

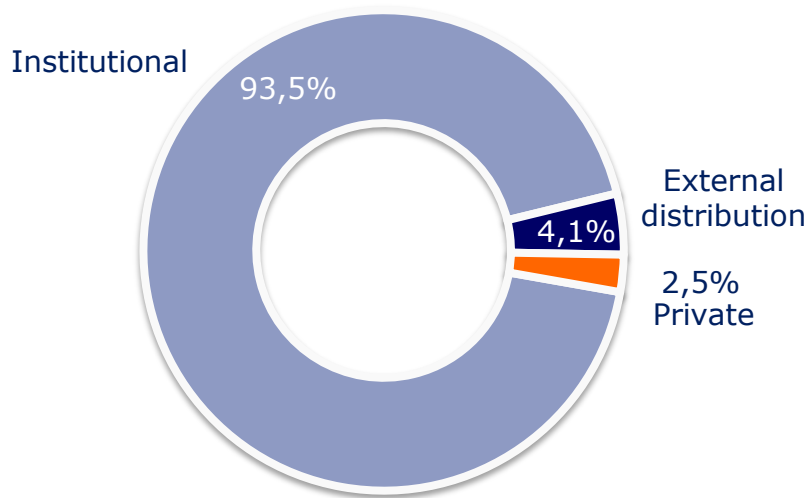


## Pension reserves R\$ million

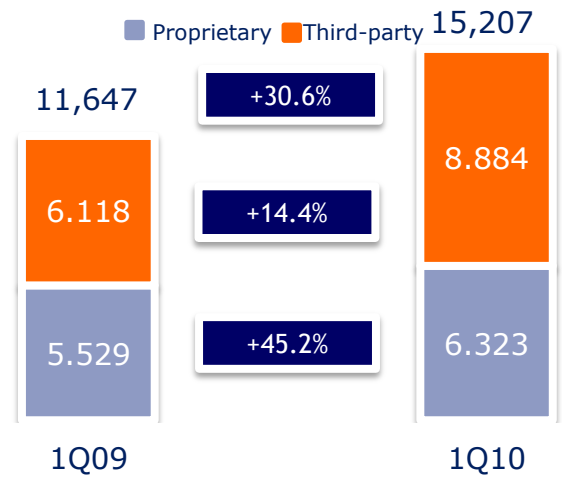


# Assets under management increase 30.6% to R\$15.2 billion in 1Q10.

## Third party assets R\$ 8.8 billion (1Q10)



## Assets under management R\$ million

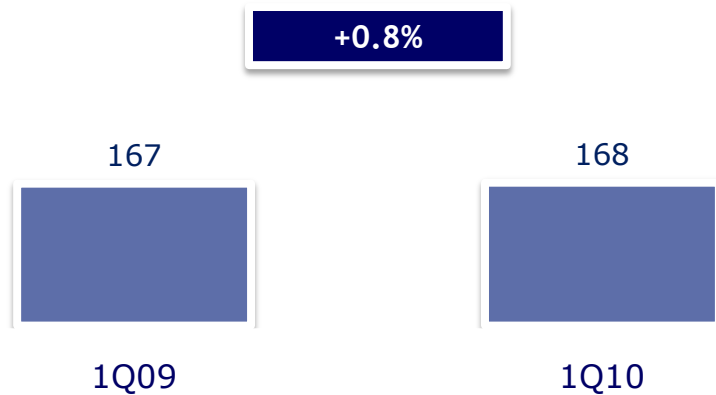


Source: ANBIMA

# G&A ratio reaches 9.1% of retained premiums, decreasing 120 bps in 1Q10.

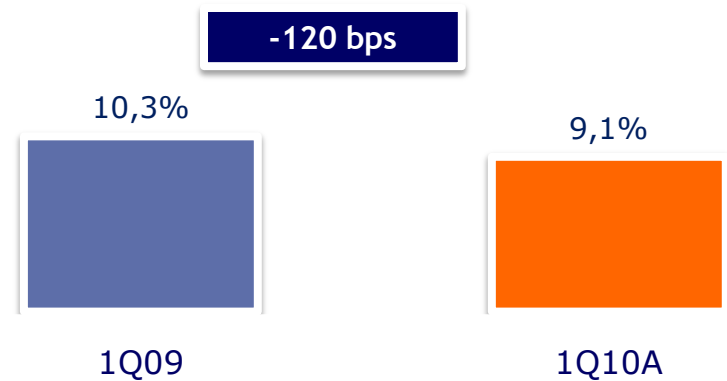
## Administrative expenses

R\$ million



## Administrative expenses ratio

% retained premiums



# Combined ratio reaches 100.7% in 1Q10.

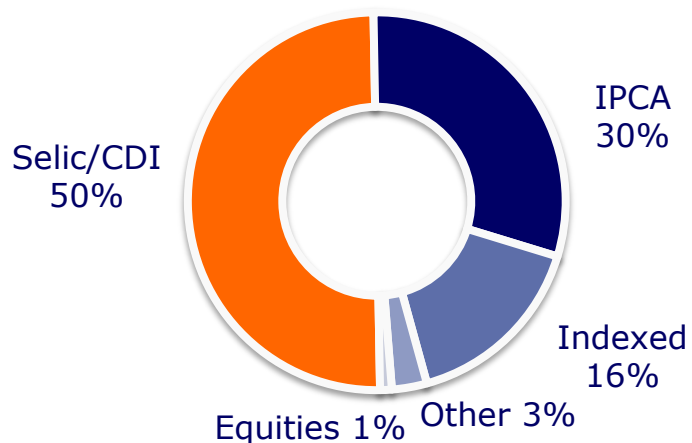


■ Loss ratio   
 ■ Administrative expenses   
 ■ Acquisition cost   
 ■ Tax expenses   
 ■ Other operating income (expenses)

# Investment income reaches R\$167 million in 1Q10, yielding 132.8% of the CDI rate.

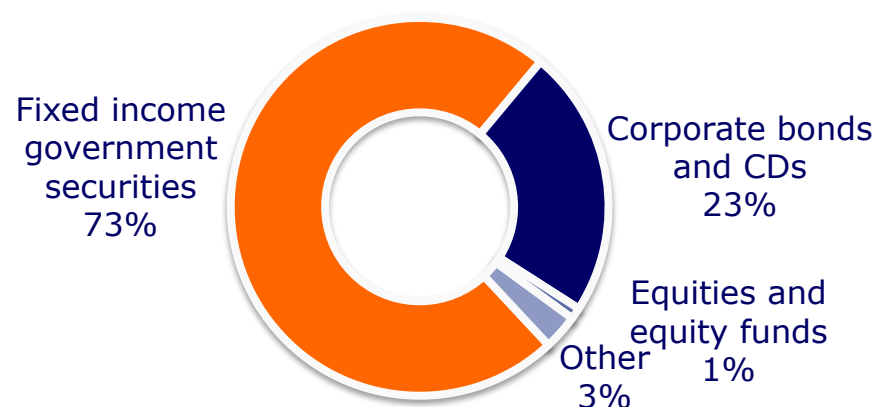
## Investment strategy ex-pension and VGBL

Total | R\$4.0 billion



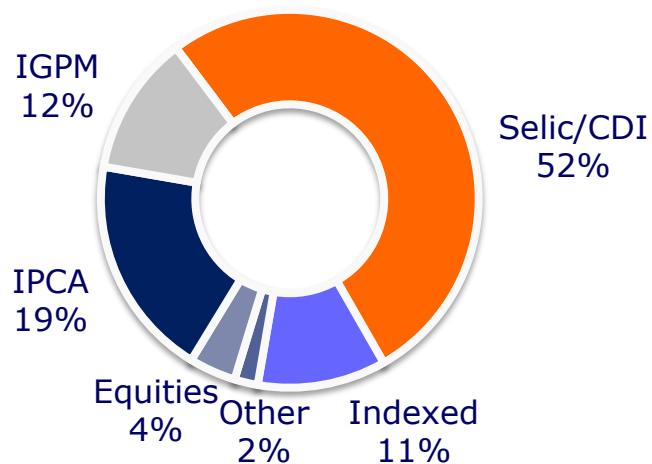
## Investment allocation ex-pension and VGBL

Total | R\$4.0 billion



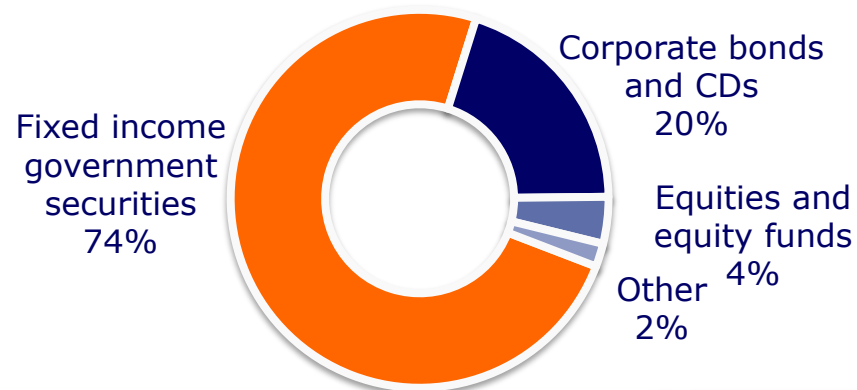
## Investment strategy

Total | R\$6.4 billion\*



## Investment allocation

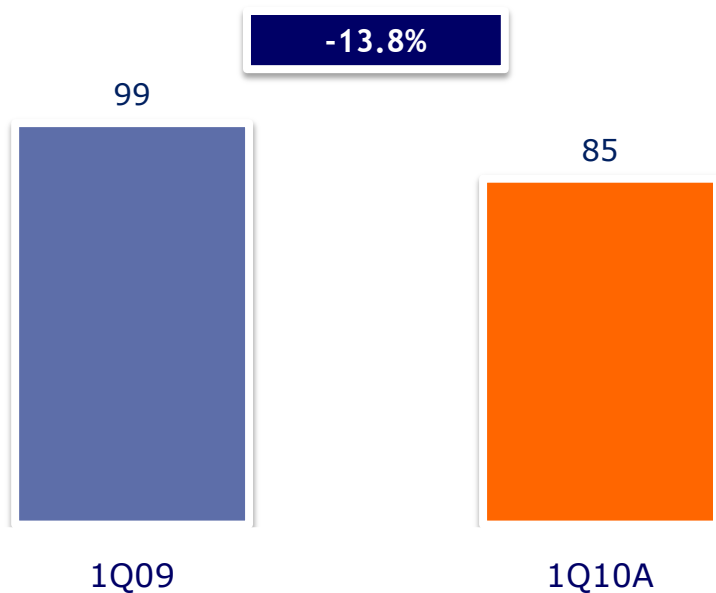
Total | R\$6.4 billion\*



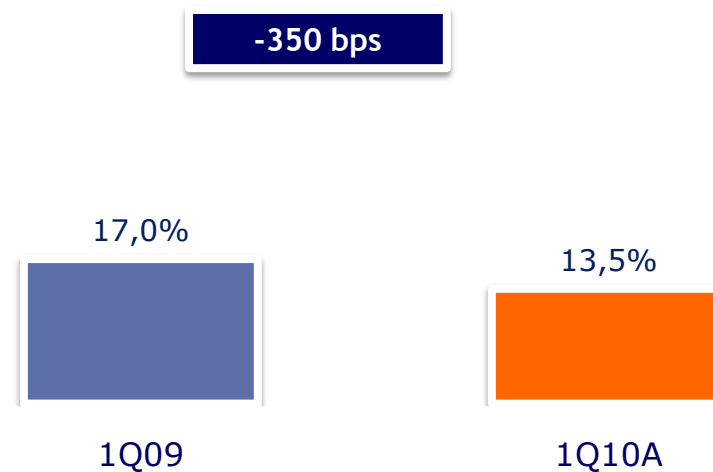
(\* ) Including pension and VGBL operations

# Net income reaches R\$85 million in 1Q10

Net income  
R\$ million



ROAE \*  
%



(\* Return on average equity - annualized)

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