

Institutional Presentation 2Q17

SulAmérica at a Glance



Solid business model with proven track record

Nationwide footprint with more than 7 million clients and expanding geographical reach



One-stop shop for financial protection (Insurance, Private Pension, Asset Management and Savings Bonds)



Disciplined underwriting, focused on profitability

Founded in 1895, SulAmérica is the largest independent Brazilian insurer



Client and relationship focus in the value chain

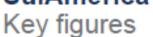






High levels of client retention and strong product cross selling potential

SulAmérica – Highlights





Financial highlights



Revenues R\$16.8 billion



Total assets R\$21.8 billion



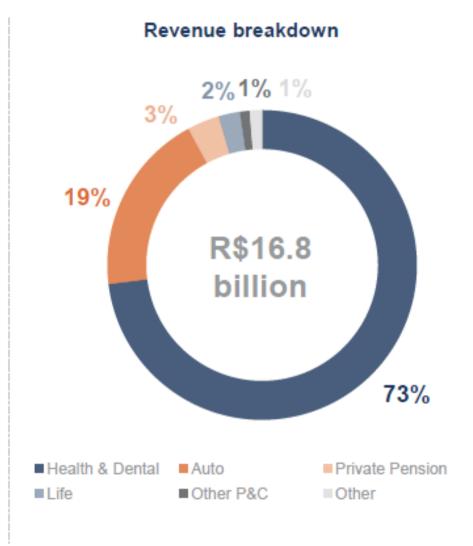
Shareholders' equity R\$5.0 billion



Net income R\$695 million



Return on average equity 14.7%



SulAmérica - Sustainability Matrix based on PSI TO EMBED **RESPONSIBILITY** IN THE VALUE CHAIN QUALITY **OF CUSTOMER ECONOMIC CARE AND DEVELOPMENT** CATION OUS USE RANCE **SERVICES OF HUMAN SOCIAL** IVIRONMENTAL **GOVERNANCE INNOVATION IN PRODUCTS AND SERVICES**



Gracias

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