

The logo for Terra Brasis Resseguros is a large, light gray graphic that resembles a stylized 'B' or a series of curved, overlapping shapes. It is positioned in the background of the page.

**TERRA BRASIS**  
RESSEGUROS

The Principles for Sustainable Insurance (PSI)  
**PSI Disclosure Report 2015**

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## Profile

Since October 2012, Terra Brasis Resseguros ("Terra Brasis") has been operating in the reinsurance sector, serving businesses providing capacity and offering dedicated assistance for training programs and projects in the most diverse sectors, such as P&C, engineering, life, aviation, marine and others.

Terra Brasis Resseguros mission is to be the preferred option for the local Insurers, sharing with them challenges and projects, being a partner in all moments and economic scenarios. Terra Brasis Resseguros offers innovative solutions for the Brazilian market and adds knowledge, qualified service, responsibility in the management of risks and the highest standard of corporate governance.

In line with our strategy of pursuing the sustainable performance of our business, we adhered to the Principles for Sustainable Insurance (PSI), in 2013. Launched by the United Nations at the Rio+20 Conference, the PSI's main objective is to orient the insurance industry to evaluate socio-environmental and governance issues in the management of its businesses.

## Introduction

Despite a challenging 2015, the year was marked by important advances in all areas of Terra Brasis. During the year, the Company received the ISO 14001 certification, after working on it for several months, seeking for a better internal environmental with beneficial results for all their employees and partners. Besides, Terra Brasis launched two online programs. The first was the digital version of the Brazilian Natural Catastrophe's Map, an important tool of management risk, available without cost for all interested people. The second was the XTerra, a program designed to demystify the excess of loss reinsurance contract's premium distribution between cedent and reinsurer. Furthermore, Terra Brasis reinforced the commitment to the highest level of corporate governance and environmental and social sustainability with employees, partners, clients and stakeholders.

The presence of the International Finance Corporation (IFC), the private investment arm of The World Bank Group, as one of our Shareholder, attests to our competence to these principles.

One of Terra Brasis' pillars is a compromise to incorporate Principles of Environmental and Social Sustainability into its operations, positioning the Company as a model of Corporate Responsibility. The wish to incorporate these actions in the company's daily activities, consolidating this philosophy across all employees and contributors, was one of the major incentives for Terra Brasis to be the first Brazilian Reinsurer to adopt the PSI directives.



It is a great pleasure to make part in this initiative and our aim is to effectively contribute for the project's progress, in partnership with all signatory companies, through actions that provide benefits for the entire society and, in special, for the environmental.

Terra Brasis has invested in a highly qualified and motivated team, bounded by great standards of corporate governance. Although Terra Brasis be a young company, our way has worked, respect the people and environmental, has been fundamental for all progress achieved. Throughout this report we intention to show this practices.

Some of the highlights of Terra Brasis' progress include:

- Obtained the ISO 14001 certification – Environmental Management;
- Offered training to clients and partners, there are recognized in the Brazilian Insurance and Reinsurance market by quality;
- Developed Guidelines for each Line of Business;
- Established a Research Team, publishing the magazine Terra Report, among others;
- Improved in their internal Electronic Reinsurance System;
- Launched the online version of the Brazilian Natural Catastrophe Map, a pioneer project in Brazilian Insurance Market – Winner of the second place at CNSeg Antonio Carlos de Almeida Braga Innovation on Insurance Awards by identification with Principle 2 of the PSI in 2013.
- Created the XTERRA, looking forward to demystify, with the use of modern computing techniques, actuary, statistical and graphical modeling, transparent and friendly electronic tool to calculate the distribution of prize between Insurers and Reinsurers according to the probable distribution losses. This was another project winner of the Antonio Carlos de Almeida Braga Innovation on Insurance Awards in 2015;
- Terra Brasis began cautiously in 2015 the acceptance of small shares of risks underwritten by (re)insurance in Peru, Colombia and Ecuador.
- Gained notoriety in the FIDES' website – *Federación Interamericana de Empresas de Seguros*, mainly driven by the: Terra Brasis' expansion of business in Latin America; and reinsurance market innovation initiatives.

## 1. Terra Brasis' sustainable practices

Terra Brasis Re is committed to using its knowledge and access to the Brazilian reinsurance market to highlight the importance of adopting sustainability as a permanent attitude in business. Hence, Terra Brasis became a signatory of the PSI. Terra Brasis believes in the observance of the PSI and other social and environmental practices, in order to improve the quality of life of their employees, partners and clients. Such goals should be achieved through internal practices, such as research and training, focus on awareness and learning of all individuals involved and the expansion of these actions to the entire insurance and reinsurance market, adding positive values to the industry. In accordance with this philosophy, Terra Brasis concluded in 2015 the implementation of ISO 14001, an internationally recognized environmental management standard.

Terra Brasis Re believes it is paramount to have a deep understating of the environmental and social impacts, and the reputational risks they may entail, of each and every risk taken up with each business transaction.



## 1. Principles for Sustainable Insurance – PSI

On February 8<sup>th</sup>, 2013, Terra Brasis Resseguros became the first Brazilian reinsurer signatory of the PSI, launched by UNEP FI. Following, we present the implementation of the PSI in the Company's workflow.

### 1.1. Principle 1

**We will embed in our decision-making environmental, social and governance issues relevant to our insurance business.**

In 2015 Terra Brasis worked to improve its Social & Environmental Management System (SEMS), a project in partnership with IFC – International Finance Corporation, the private investments arm of the World Bank Group and Terra Brasis' minority shareholder.

The purpose of this tool is to guarantee that all Company's decision to consider environmental, social and governance issues. In order to achieve this, the project was divided into six stages, which are highlighted below:

#### **First Step – Investment in our team to achieve an internal sustainable culture.**

Terra Brasis Re believes in its team's potential and it will always strive to improve their professional and personal life, seeking to form better people in all aspects. The company has an internal environment which seeks to encourage a sustainable behavior, for example, fortnightly Sustainability Journal, with tips about ESG issues, selective collection of garbage, automatic double-sided printing, lectures on the subject.

#### **Second Step – To promote aware behavior in all society**

Terra Brasis underwriting guidelines incorporates principles of respect to the human rights, environment, National laws and regulations.

#### **Third Step – ISO 14001**

In 2015, Terra Brasis Re concluded the implementation of ISO 14001, an internationally recognized environmental management standard. The ISO 14001 standard includes all of the elements needed to develop an environmental management system in our organization.

#### **Fourth Step – Activity exclusion list**

Terra Brasis implemented an activity exclusion list, in accordance with IFC's standards, obligating underwriting process to be in accordance with social and environmental principles. The increased awareness of the company's employees together with the exclusion list it have resulted in better and more conscious decisions.



**Fifth Step – Research Area**

Terra Brasis established a research and market intelligence group, which develop studies focused on (re)insurance and focus on the Brazilian Market. The ultimate goal of the group is to foster knowledge, contributing to the development of the market, consequently benefiting society as a whole.

**Sixth Step - Electronic Reinsurance System**

Terra Brasis team created the electronic reinsurance system used by the Company. Among the advantages, highlight that the system was elaborated following all Terra Brasis' principles and it can be adjusted according to the needs.

## 1.2. Principle 2

**Terra Brasis is committed to working together with our clients and business partners to raise awareness of environmental, social and governance issues, to manage risks and to develop solutions.**

### Clients and Business Partners

Terra Brasis has a commitment to do ethical and transparent business, aligning itself to insurers, reinsurers and other business partners that respect human rights, the environment, and the National laws and regulations.

Within its business process, Terra Brasis Re continually analyses the track record of its clients and business partners, their profile, social and environmental responsibility and finance.

Below is a list of sustainable actions performed by Terra Brasis’ clients:

- Development of the human capital
- Preservation of the environment
- Support the community, aiming at social transformation
- Studies about the climate change
- Recycling

These points above illustrate the commitment of our clients to social and environmental issues. Moreover, those actions are essential to stimulate sustainable business and to promote changes.

### Our Actions

Terra Brasis stimulates sustainable actions through studies developed by its Research group. The Company have a special interest on Brazilian Natural Catastrophes, a subject that is gradually gaining prominence, but still needs to be more debated, culminating in beneficial solutions for all Brazilian society.

### Terra Report – Special Edition # 1 - Brazilian Natural Catastrophes

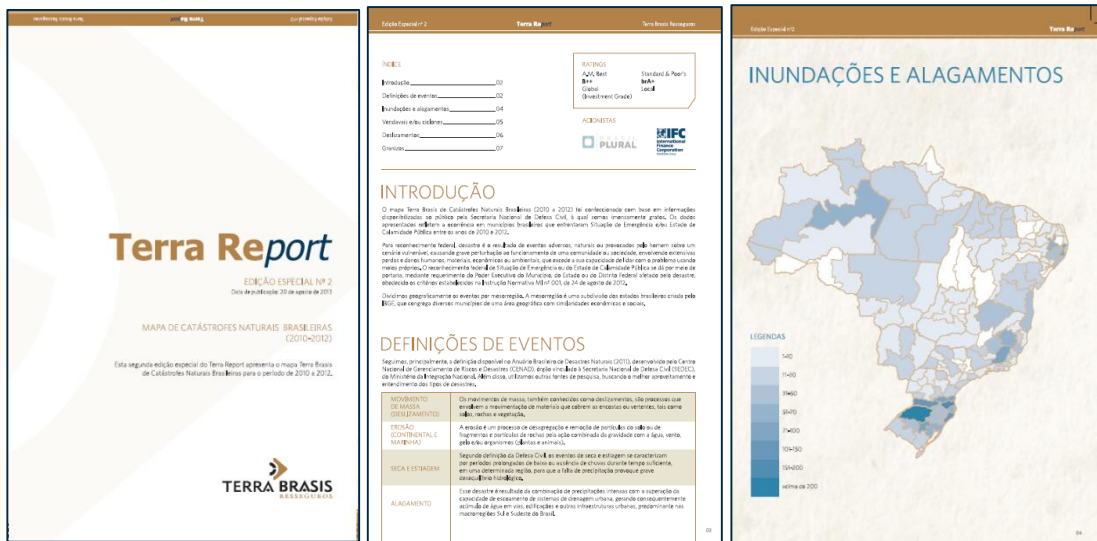
The image displays three pages from the 'Terra Report - Special Edition #1 - Brazilian Natural Catastrophes'.  
 - The first page is the cover, featuring the Terra Brasis logo, the title 'Terra Report', and the subtitle 'Edição Especial: Catástrofes Naturais Brasileiras'. It includes a table of contents and a map of Brazil with a legend for 'Áreas de Risco'.  
 - The second page is the title page 'Catástrofes e Riscos'. It contains an introduction, a definition of natural risks, and a risk classification matrix. The matrix is a 2x2 grid with 'Alto nível de vulnerabilidade' on the vertical axis and 'Alto nível de ameaça' on the horizontal axis. The quadrants are labeled: Top-Left (Médio Risco), Top-Right (Alto risco), Bottom-Left (Baixo nível de ameaça), and Bottom-Right (Médio Risco).  
 - The third page shows three maps of Brazil illustrating sea surface temperature anomalies. The top map shows 'Temperatura normal do mar, temperatura durante o El Niño e durante a La Niña'. The middle and bottom maps show 'Temperatura normal do mar, temperatura durante o El Niño' and 'Temperatura normal do mar, temperatura durante a La Niña' respectively. A color scale at the bottom indicates temperature anomalies from -2 to 2 degrees Celsius.





Access full document: <http://www.terrabrisis.com.br/en/Report/>

**Terra Report – Special Edition # 1 – Map of Brazilian Natural Catastrophes**



Access the map: <http://www.terrabrisis.com.br/Content/pdf/TerraReport201308E.pdf>

In 2015 the Company launched the online version of the Map of Brazilian Natural Catastrophes. With this innovative tool will be possible to search the number of Brazilian natural catastrophes' occurrence by type of event, mesoregions, regions and year. Besides, the search can also be done by cities thought Zip Code. The access to the Terra Brasis' Brazilian Natural Catastrophes Map is free as all company's reports.

**Online version of Terra Brasis' Brazilian Natural Catastrophes Map**



Furthermore, Terra Brasis helps to develop solutions in the (re)insurance sector by the XTerra, the first non-proportional reinsurance pricing tool developed in Brazil.

Terra Brasis full team is involved in understanding the impacts of environmental and social considerations on financial performance.

Below follows some internal procedures followed in 2015 by Terra Brasis:

- (i) Organized lectures with experts about the theme
- (ii) Implemented a policy of mandatory 2-side printing
- (iii) Implemented an Environmental calendar, with educative texts on special days
- (iv) Fortnightly Sustainability Journal
- (v) Improvements in Social & Environmental Management System (SEMS)
- (vi) Terra Brasis Re gave for all their employees a cup, avoiding disposable cups, at the same time that reduce costs.
- (vii) Internal Campaigns to save water and energy, reducing the unnecessary consumption.

### Fortnightly Sustainability Journal

Sustentabilidade

**Quinzenal 19.2014**



O Jornal da Sustentabilidade desta semana apresenta alguns aplicativos e sites muito interessantes, com dicas e curiosidades que te ajudarão a cuidar melhor do planeta.

Vale investir um tempinho para conhecer melhor essas ideias, que além de boas são inusitadas e informativas.

Vamos contribuir para um planeta melhor!

**Seis aplicativos e três sites que vale a pena conferir!!!!**

**FUEL+**  
Calcule e compare o consumo de combustível de seu automóvel. Em português. Para Nokia.

**FAKE SHOWER**  
Simule o sem da água e calcule a quantidade que seria gasta se o chuveiro ou a torneira escorressem abertamente. Em português. Para iPhone.

**APPLIFISH**  
Saiba mais sobre 550 tipos de peixe e descubra se a espécie está ameaçada. Em inglês. Para Android e iOS.

**COMUTE GREENER**  
Avalie seu esforço para diminuir emissões de CO<sub>2</sub>. Em inglês. Para iOS e Android.

**BATTERY DOCTOR**  
Veja como otimizar o uso da bateria de seu smartphone. Em inglês. Para iOS e Android.

**GOODGUIDE**  
Traz dados sociais e ambientais sobre 170 mil produtos. Em inglês. Para iOS e Android.

**WWF ECOGURU**  
Calcule sua pegada ecológica e veja como suas mudanças de atitude a diminuem. Em inglês. [ecoguru.panda.org](http://ecoguru.panda.org)

**ANIMAL DIVERSITY WEB**  
Base de dados da Universidade de Michigan sobre milhares de animais, com fotos, vídeos e sons. Em inglês. [ummz.umich.edu](http://animaldiversity.ummz.umich.edu)

**ATADOS**  
Quer ser um voluntário? Nessa rede, criada por universitários, as ONGs solicitam voluntários, serviços e contribuições. Em português. [www.atados.com.br](http://www.atados.com.br)

f [planetasustentavel.com.br](http://planetasustentavel.com.br)
|
t [@psusentavel](https://twitter.com/psusentavel)




Quer saber mais? O site do Planeta traz 9 mil reportagens sobre os desafios da atualidade. [planetasustentavel.com.br](http://planetasustentavel.com.br)

Jornal da Sustentabilidade

Sustentabilidade

**Quinzenal 01.2015**



O primeiro Jornal da Sustentabilidade de 2015 apresenta dicas de como ser mais sustentável ao longo do ano que se inicia, com benefícios de uma vida mais saudável, além de um mundo melhor.

Esteja sempre bem informado, evite desperdícios e não fique parado.

Pratique e veja os resultados!!!

**Comece o ano com tudo!**  
3 dicas para ser mais sustentável em 2015:

- 1. Informe-se**  
A melhor forma de saber um pouco do que se passa no mundo é consumindo (bem) informação. Livros, notícias, filmes e documentários são bons maneiras de entender algumas questões como a escassez de água, os impactos do consumo desenfreado, os abusos no uso de agrotóxicos, a relação entre alimentação e sustentabilidade e assim por diante. Ao tomar contato com alguns absurdos do nosso mundo, fica mais fácil mudar posturas.
- 2. Evite desperdícios**  
Segundo o Instituto Akatu, um terço do que se compra de alimentos para uma casa vai para o lixo, enquanto cerca de 65 milhões de pessoas vivem com algum tipo de restrição alimentar no Brasil, de acordo com o IBGE. Os impactos são sentidos pela sociedade e pelo meio ambiente de diversas formas, já que jogar fora o que sobrou no prato não é só se desfazer de comida, mas também desperdiçar a água e energia usados na produção e transporte desses alimentos até a mesa do consumidor.  
Por isso, confira a data de validade dos alimentos e certifique-se de que você irá consumir o produto antes do vencimento: em restaurantes tipo buffet, avalie o cardápio antes de colocar a comida no prato; ao congelar, divida alimentos como carnes em porções individuais, em especial se você mora sozinho ou com poucas pessoas; use a criatividade e faça novas receitas com o que você acha que não serve mais. Sobras viram sopas e frutas maduras podem se transformar em geleias.
- 3. Movimente-se**  
Pode ser uma boa hora para deixar o sedentarismo de lado. Um corpo saudável reflete um mundo melhor: mais atividades ao livre, uma alimentação melhor, mais relações "reais" (e não virtuais), mais disposição e corpo e mente menos acomodados nas situações do cotidiano.

Fonte: Blog Super Interessante

Jornal da Sustentabilidade

### 1.3. Principle 3

**Terra Brasis will work together with governments, regulators and other key stakeholders to promote widespread action across society on environmental, social and governance issues.**

#### **Terra Brasis's Brazilian Natural Catastrophes Map (2010-2014)**

In 2015, Terra Brasis updated the first Brazilian Natural Catastrophes Map developed by an insurer or reinsurer in Brazil, with data that reflects occurrences in Brazilian Municipalities that underwent an Emergency Situation and/or State of public calamity between 2010 and 2014, attempting to identify, in a clear and objective way, the places that are more susceptible to natural catastrophes.

The goal of this initiative is to contribute to increase debate and foster interest on the theme, encouraging public and private investments aimed at preventing, reducing and transferring catastrophic risks of the Brazilian market and culminating in beneficial solutions not only for the insurance and reinsurance market, but also for the Brazilian society as a whole.

The scope of these projects developed by Terra Brasis Re, can be illustrated by the mailing list statistic shown below.

<b>Countries</b>			
Brasil	1421		
Colômbia	151		
United Kingdom	84		
USA	44		
Germany	37		
Switzerland	23		
Bermuda	20		
Mexico	15		
Portugal	11		
Chile	11		
Peru	11		
Argentina	5		
Ecuador	4		
Belgium	4		
		<b>Types</b>	
China	3	Insurer	706
Ireland	3	Reinsurer	501
France	2	Reinsurance Broker	202
India	2	Financial Market	103
Caribbean	2	Insurance Broker	46
Denmark	1	Law Firm	31
Uruguay	1	Journalism	29
Spain	1	Consultancy	17
Nigeria	1	Rating Agency	13
Thailand	1	Regulatory Agency	13
Ukraine	1	Others	198
<b>Total</b>	<b>1.859</b>	<b>Total</b>	<b>1.859</b>



## Industry Events

Terra Brasis' team has been participating in conferences, seminars, and workshops that promote PSI and other ESG issues.

### 1.4. Principle 4

**Terra Brasis is committed to demonstrating accountability and transparency in regularly disclosing publicly our progress in implementing the Principles.**

This report constitutes our commitment in demonstrating accountability and transparency in regularly disclosing publicly our progress in implementing the Principles over the last year, in line with Principle 4. Moreover, Terra Brasis's Brazilian Natural Catastrophes Map and XTerra are designed to be public for use and can be accessed on the Company's website.

