EARNINGS PRESENTATION

3Q20

CAIXA seguridade

Great Place To Work.
Certificado
20/12/2019 - 20/12/2020
BRASIL

HIGHLIGHTS

EDUARDO DACACHE

Chief Executive Officer **(CEO)**

CAIXA seguridade

Great Place To Work. Certificado 20/12/2019 - 20/12/2020 BRASIL

HIGHLIGHTS

RECORD **REVENUE**[1] GROUP COMPANIES

R$12.2 billion
3Q2020

R$26.3 billion
9M20

+112.5%	R$5.7 billion 2Q2020
+45.2%	R$8.4 billion 1Q2020
+36.4%	R$8.9 billion 3Q2019

NET INCOME SPEEDS UP GROWTH RHYTHM

R$508.1 million
3Q2020

R$1.3 billion
9M20

+29.0%	R$393.9 million 2Q2020
+22.8%	R$414.0 million 1Q2020
+15.6%	R$437.1 million 3Q2019

MARKET SHARE

3Q20	2Q20	1Q20	3Q19
12.6%	**10.7%**	**12.1%**	**12.0%**

- Highest volume of **insurance premiums** issued in a single quarter (R$2.8 billion, +54% vs 3Q19)
- Contributions received in **private pension** set a new record (R$8.2 billion, +39% vs 3Q19)
- Year-to-date **Revenue** and **Net Income** up by 4.5% and 9% over 2019, respectively
- New association agreements signed with **CNP Assurances** (Consortium) and **Tempo Assist** (Aid Services)
- **Diversification** of **Distribution Channels** and **Payment Means** for Products

(1) Includes insurance premiums, private pension contributions, collection with capitalization bonds and funds collected from consortium plans

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PARTNERSHIPS

- Highest **value generation** for the Company's shareholders
- Increased **Economic Share**
- Own **brokerage**
- Strengthening the **governance structure** and shareholding management
- Improved sale of security products at **Caixa's desks**
- Increased and optimized sales in **alternative channels**, physical or digital

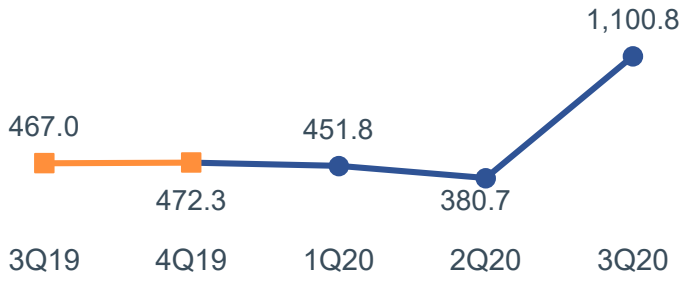
Segment	Economic Share: Up to 2020	Economic Share: 2021+	
Life, Credit Life, Private Pension (CNP Assurances)	48%	60%	
Mortgage, Home (Tokio Marine Seguradora)	48%	75%	
Premium Bonds (Icatu)	48%	75%	
Consortium (CNP Assurances)	48%	75%	*New partnerships closed during 3Q20*
Assistance Services (tempo Assist)	0%	75%	*New partnerships closed during 3Q20*

RESUMPTION
PRODUCTION

EARNINGS PRESENTATION | 3Q20

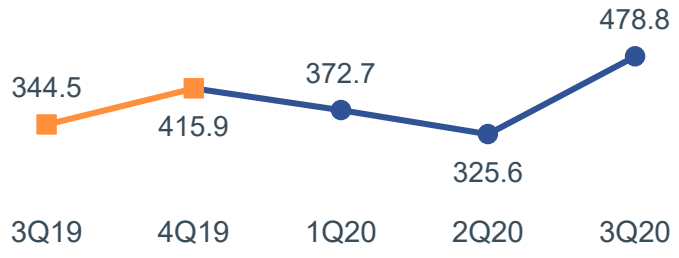
Premiums Issued
Credit Life Insurance
R$ MM

(3Q20/3Q19) **135.7%**



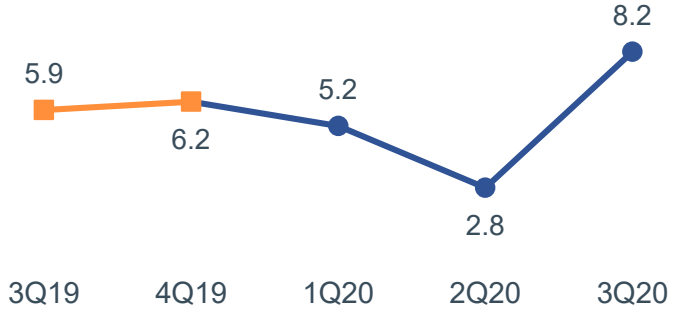
Premiums Issued
Life Insurance
R$ MM

(3Q20/3Q19) **39%**



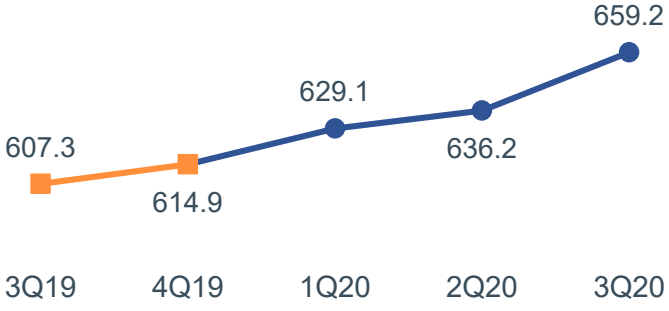
Contributions Received
Private Pension
R$ BB

(3Q20/3Q19) **39%**



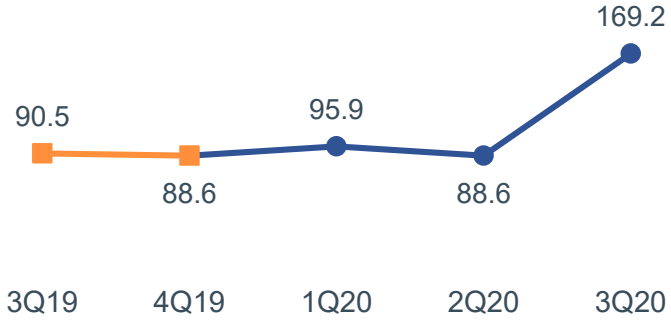
Premiums Issued
Mortgage Insurance
R$ MM

(3Q20/3Q19) **8.5%**



Premiums Issued
Home Insurance
R$ MM

(3Q20/3Q19) **87%**



EARNINGS PRESENTATION | 3Q20

FINANCIAL PERFORMANCE

EDUARDO COSTA OLIVEIRA
Chief Financial Officer and
Investor Relations Officer (CFO and IRO)

WELLES MELO JUNIOR
Head of Finance

CAIXA seguridade

Great Place To Work. Certificado 20/12/2019 - 20/12/2020 BRASIL

FINANCIAL PERFORMANCE

GROSS REVENUE

R$**12.2** billion

+36.4% (3Q20/3Q19)

OPERATING REVENUE

R$**649.8** million

+24.1% (3Q20/3Q19)

R$**323.1** million | MEP | **49.7%**

-1.2% (3Q20/3Q19)

R$**326.7** million | BDF | **50.3%**

+66.5% (3Q20/3Q19)

NET INCOME

R$**508.1** million

+15.6% (3Q20/3Q19)

MARKET SHARE

12.6%

(September/2020)
10.7% (June/2020)

16.1% in September (Monthly)

3rd largest insurer group of Brazil

ROE

37.0%

+2 p.p. (3Q20/3Q19)

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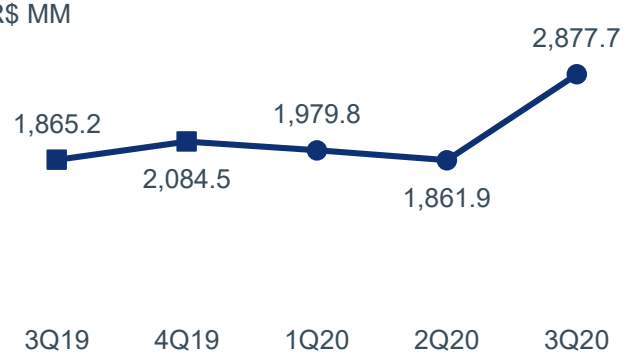
RECORD REVENUE
FINANCIAL PERFORMANCE

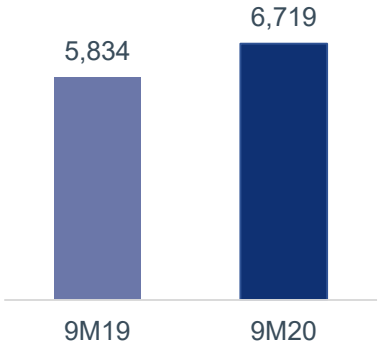
EARNINGS PRESENTATION | 3T20

PREMIUMS ISSUED
Insurance
R$ MM

(3Q20/3Q19) **54,3%**

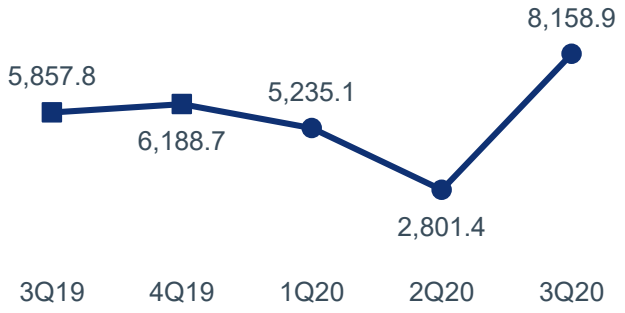


(9M20/9M19) **15,2%**

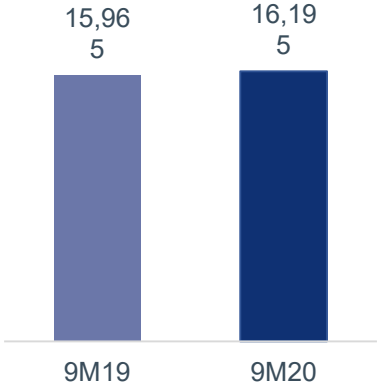


Contributions Received
Private Pension
R$ MM

(3Q20/3Q19) **39.3%**

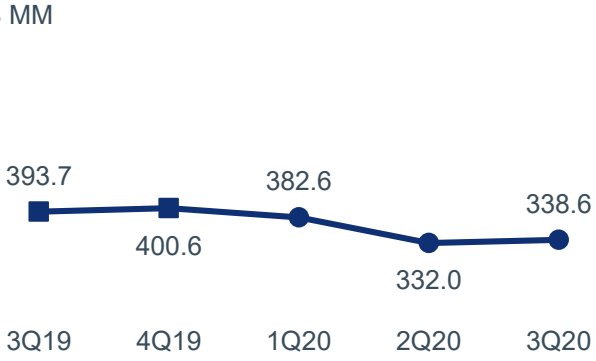


(9M20/9M19) **2,7%**

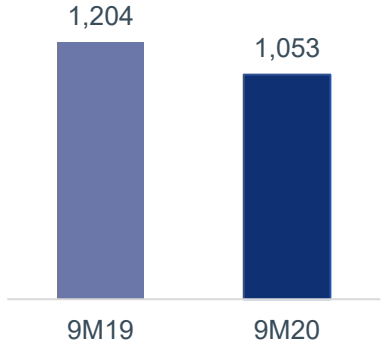


Collection
Premium Bonds
R$ MM

(3Q20/3Q19) **-14.0%**

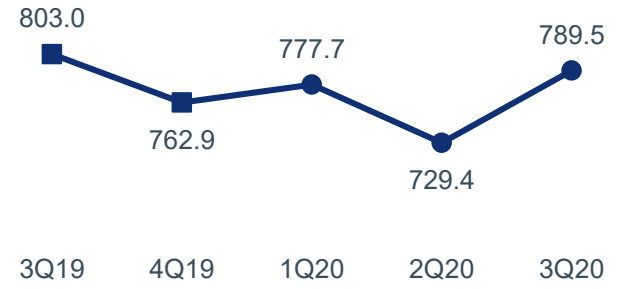


(9M20/9M19) **-12.5%**

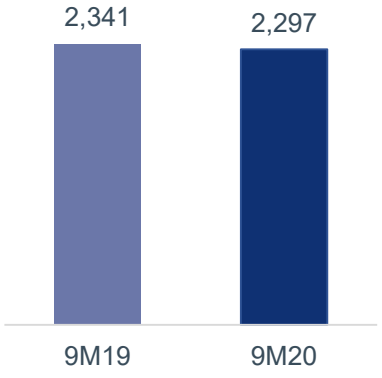


Resources Collected
Consortium
R$ MM

(3Q20/3Q19) **-1.7%**



(9M20/9M19) **-1.9%**



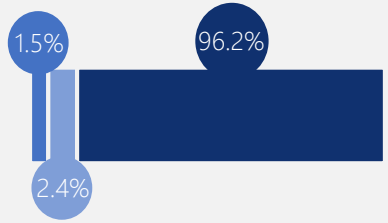
HOLDING
FINANCIAL PERFORMANCE

EARNINGS PRESENTATION | 3Q20

(R$MM)

Highlights	3Q20	3Q19	Var.	2Q20	Var.	9M20	9M19	Var.
Operating Revenue	**649.8**	**523.5**	**24.1%**	**464.6**	**39.9%**	**1,607.2**	**1,443.4**	**11.3%**
MEP[1]	323.1	327.2	-1.2%	307.5	5.1%	950.4	898.9	5.7%
BDF	326.7	196.3	66.5%	157.1	108.0%	656.8	544.5	20.6%
Recurring Net Income	**508.1**	**439.5**	**15.6%**	**393.9**	**29.0%**	**1,316.0**	**1,207.8**	**9.0%**
ROE (p.a.)	37.0%	35.0%	+2 p.p.	31.2%	+5.8 p.p.	37.0%	35.0%	+2 p.p.

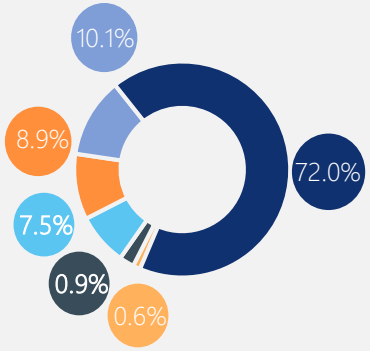
MEP BREAKDOWN – R$**323.1 MM**



R$MM

310.7	CAIXA SEGUROS
7.6	TOO SEGUROS
4.9	PAN CORRETORA

BDF BREAKDOWN – R$**326.7 MM**

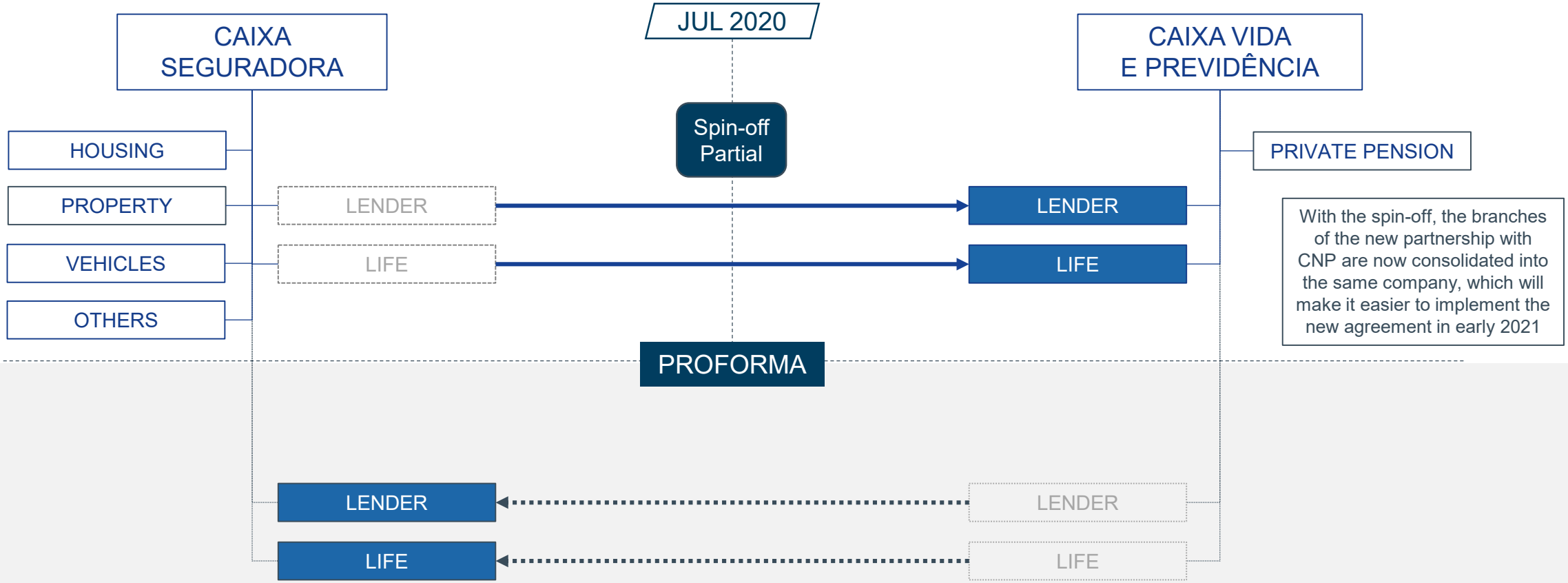


R$MM

235.3	INSURANCES - LENDER
33.0	PRIVATE PENSION
29.1	INSURANCES - MORTGAGE
24.6	INSURANCES - OTHERS
2.9	CONSORTIUM
1.8	PREMIUM BONDS

(1) Consolidation by Equity Pickup

PARTIAL SPIN-OFF
LIFE and LENDER

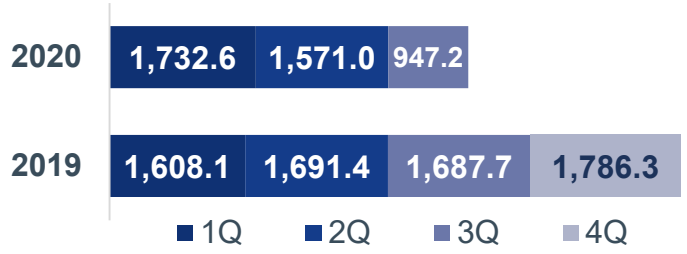


CAIXA SEGURADORA
FINANCIAL PERFORMANCE

EARNINGS PRESENTATION | 3Q20

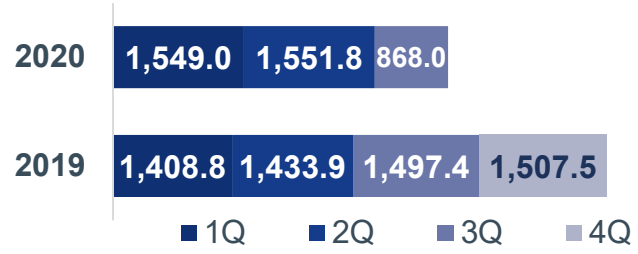
PREMIUMS ISSUED
(R$MM)

(3Q20/3Q19): -43.9%



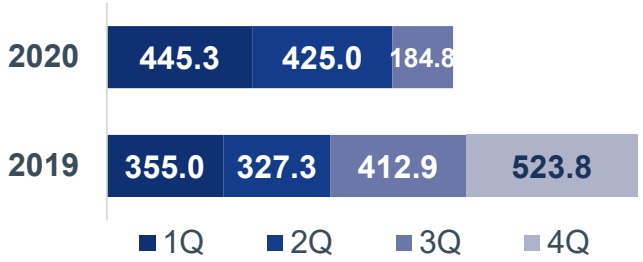
PREMIUMS EARNED
(R$MM)

(3Q20/3Q19): -42.0%



NET INCOME
(R$MM)

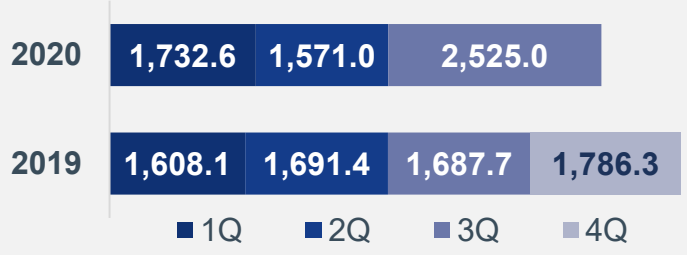
(3Q20/3Q19): **-55.3%**



PROFORMA

PREMIUMS ISSUED
(R$MM)

(3Q20/3Q19): **+49.6%**

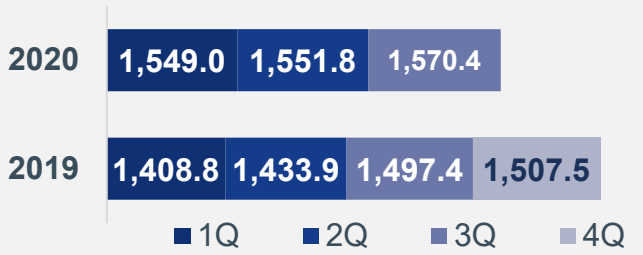


BREAKDOWN – **PREMIUMS ISSUED (%)**

44%	LENDER
26%	MORTGAGE
19%	LIFE
7.6%	PROPERTY
3.5%	VEHICLES
0.1%	OTHERS

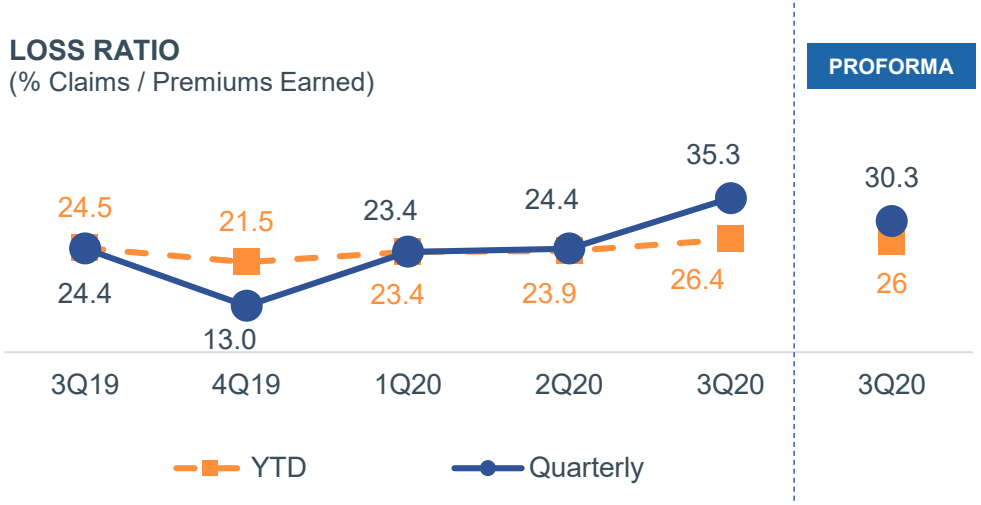
PREMIUMS EARNED
(R$MM)

(3Q20/3Q19): **+4.9%**

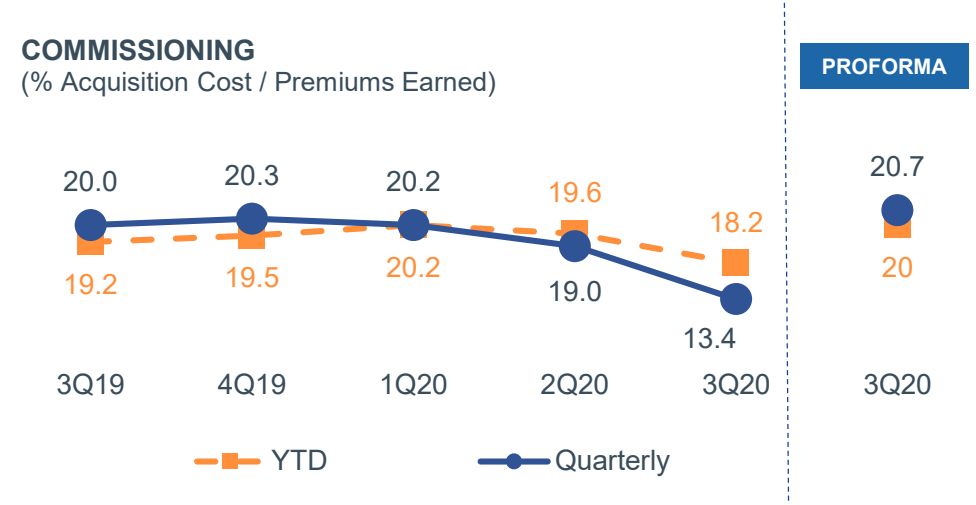


(1) Considers Life and Lender operations within Caixa Seguradora.

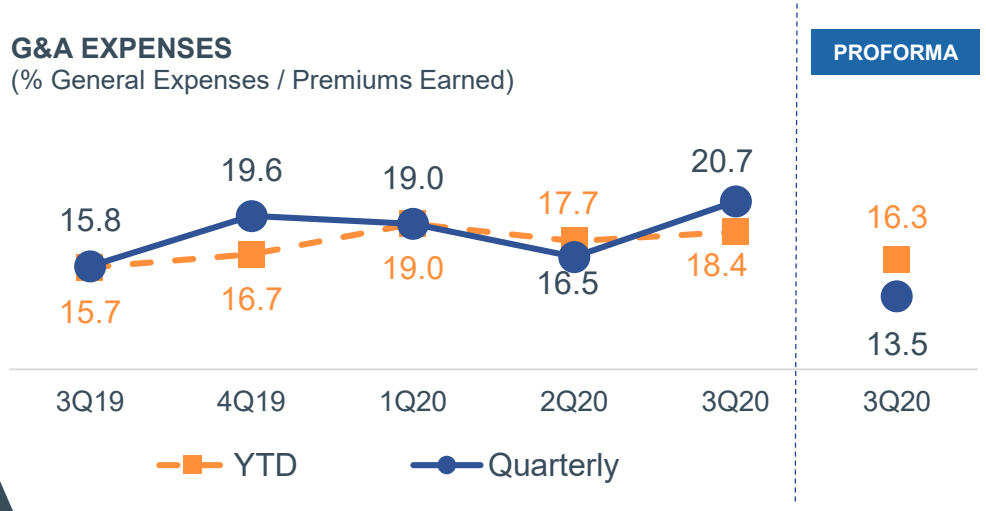
LOSS RATIO
(% Claims / Premiums Earned)



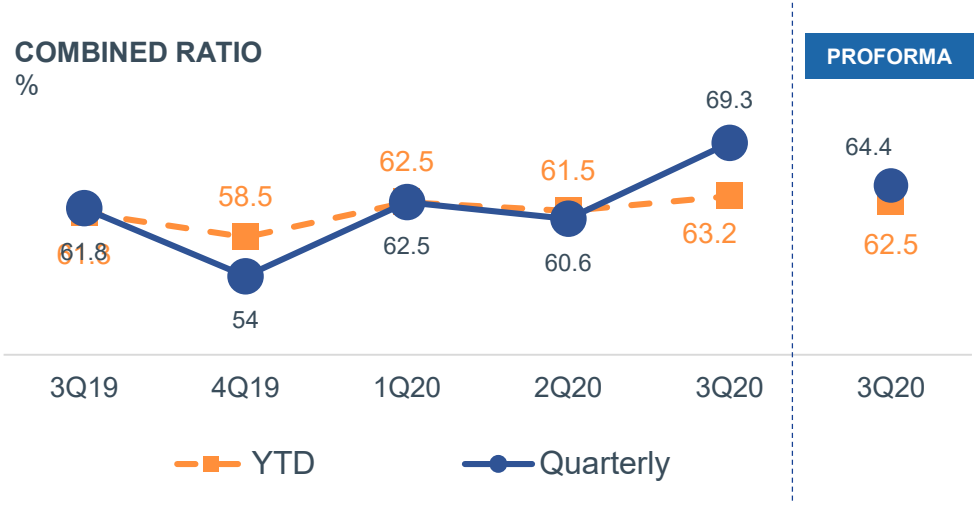
COMMISSIONING
(% Acquisition Cost / Premiums Earned)



G&A EXPENSES
(% General Expenses / Premiums Earned)

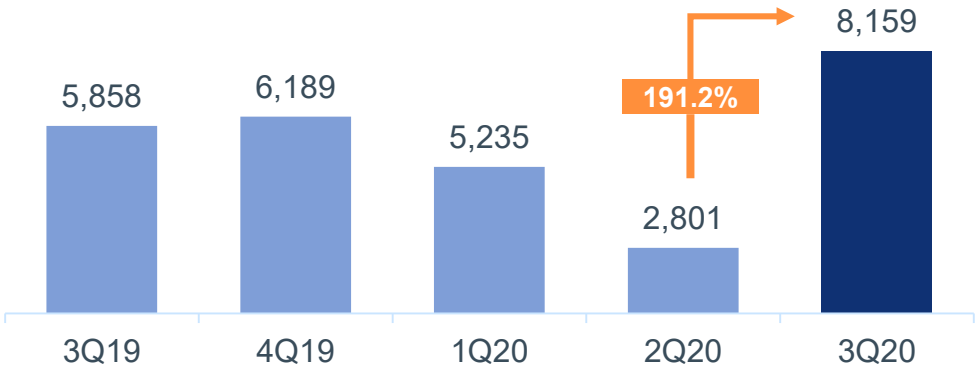


COMBINED RATIO
%

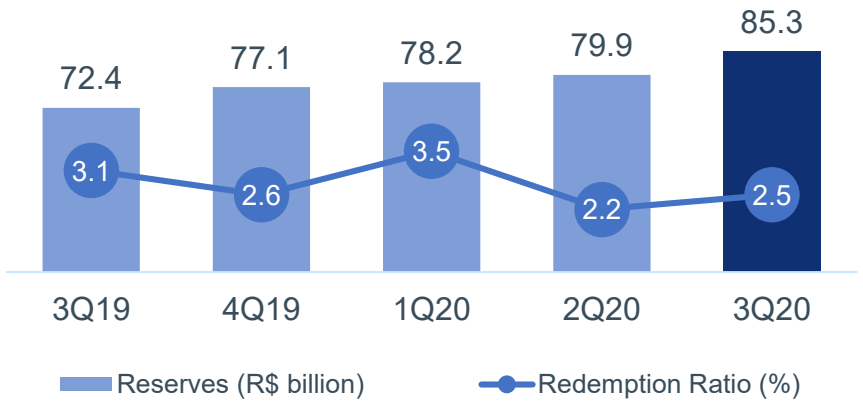


CONTRIBUTIONS
(R$MM)

(3Q20/3Q19): **39.3%**
(9M20/9M19): **2.7%**

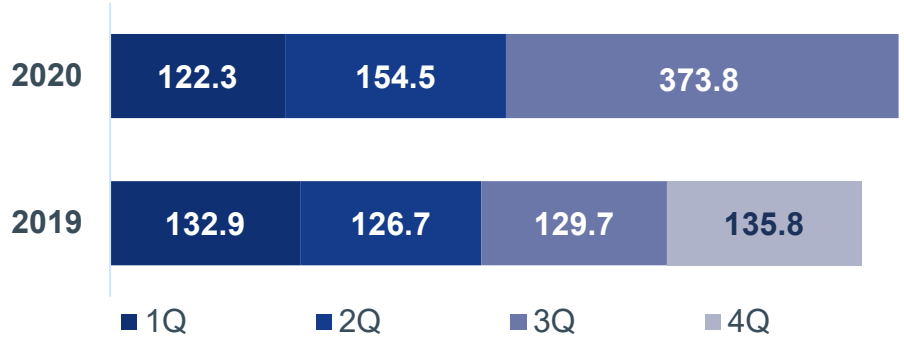


RESERVES AND REDEMPTIONS

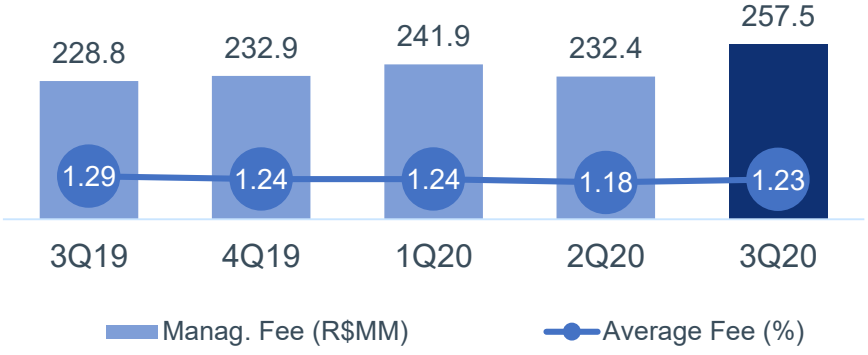


NET INCOME
(R$MM)

(3Q20/3Q19): **187.4%**
(3M19/3M20): **66.9%**



MANAGEMENT FEE



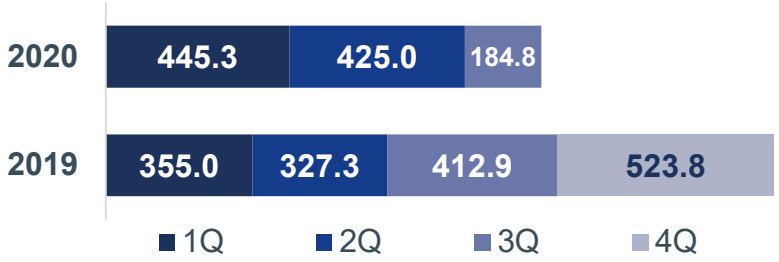
SEGURADORA and VIDA & PREVIDÊNCIA
CONSOLIDATED RESULT

EARNINGS PRESENTATION | 3Q20

CAIXA SEGURADORA S.A.

NET INCOME
(R$MM)

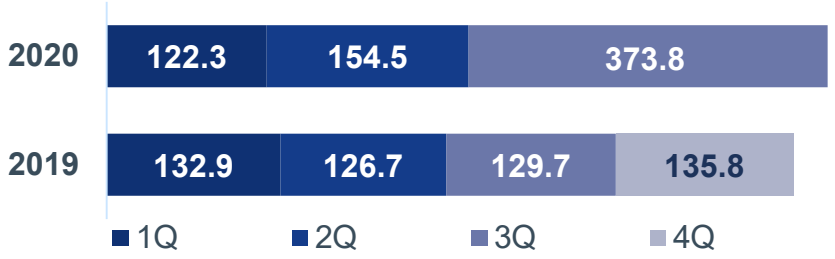
(3Q20/3Q19): **-55.3%**
(9M19/9M20): **-3.7%**



CAIXA VIDA & PREVIDÊNCIA S.A.

NET INCOME
(R$MM)

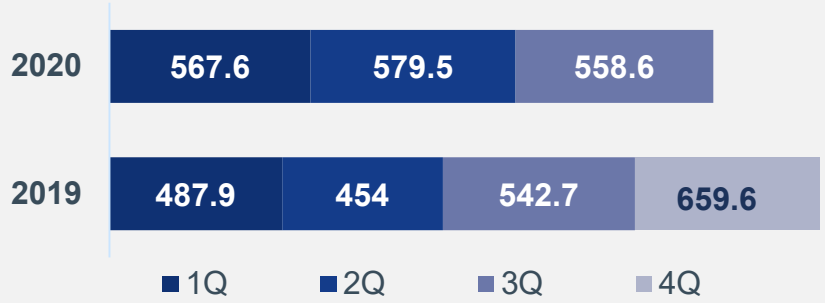
(3Q20/3Q19): **187.4%**
(9M19/9M20): **66.9%**



PROFORMA

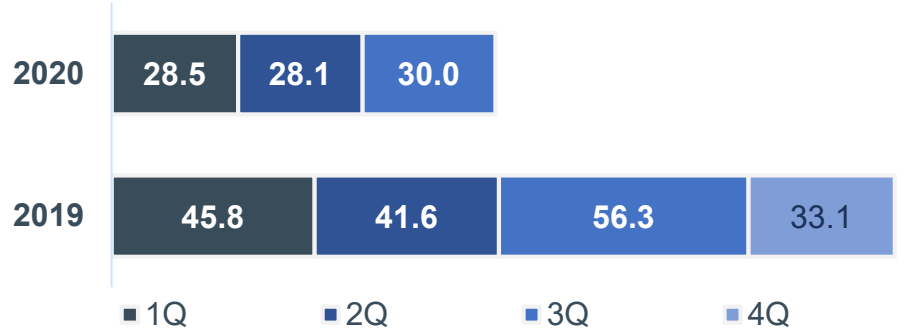
NET INCOME
(R$MM)

(3Q20/3Q19): **2.7%**
(9M19/9M20): **14.9%**



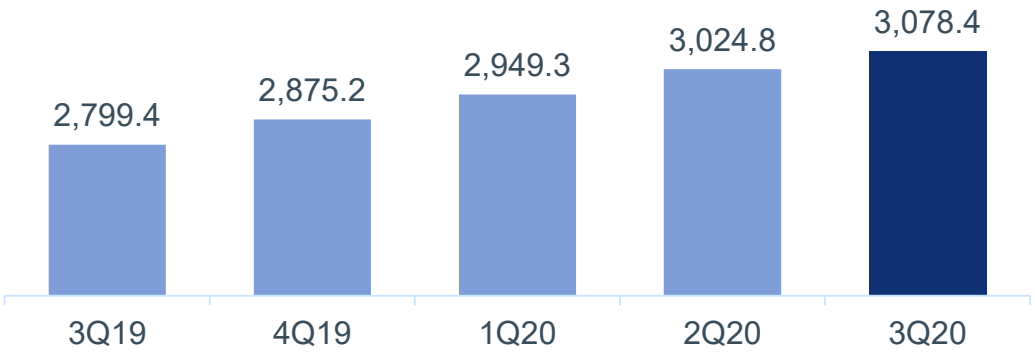
NET INCOME
(R$MM)

(3Q20/3Q19): **-46.7%**
(9M19/9M20): **-39.7%**



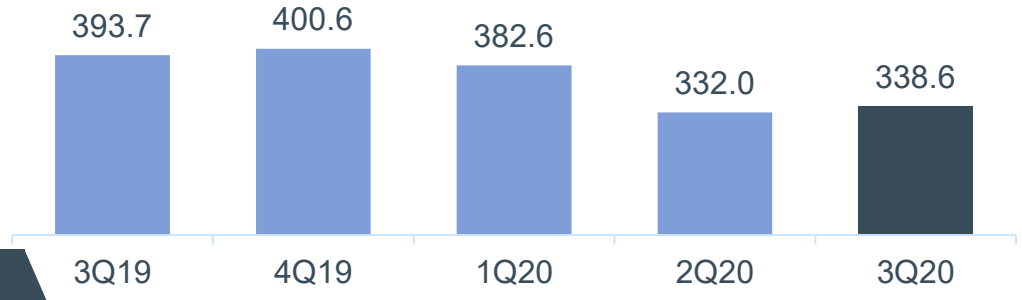
RESERVES
(R$MM)

(3Q20/3Q19): **10.0%**

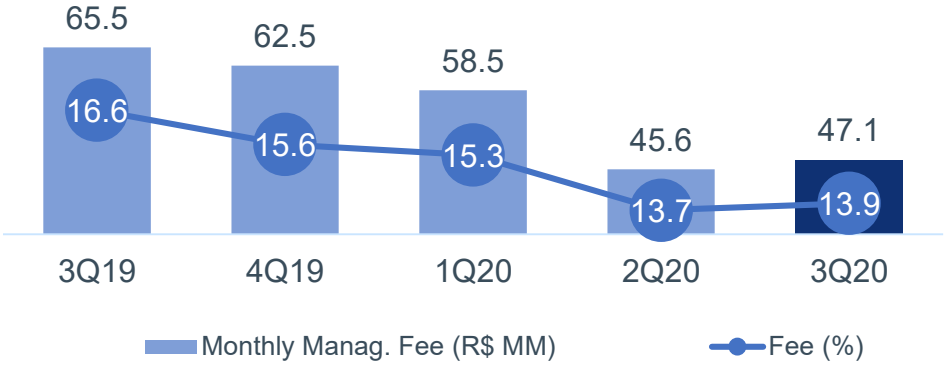


COLLECTION
(R$MM)

(3Q20/3Q19): **-14.0%**
(9M19/9M20): **-12.5%**

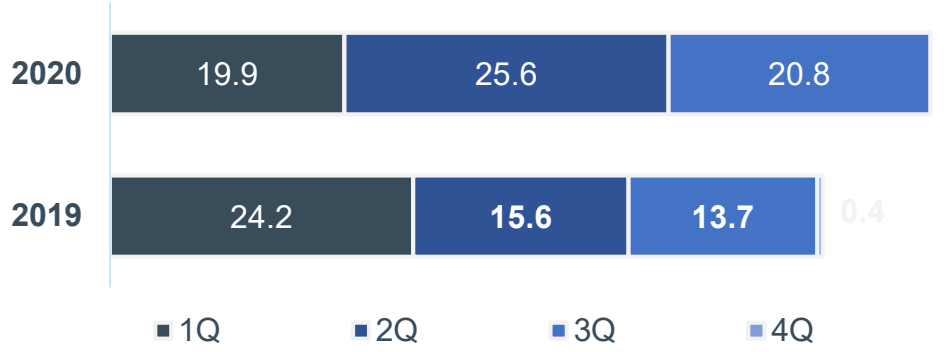


MANAGEMENT FEE



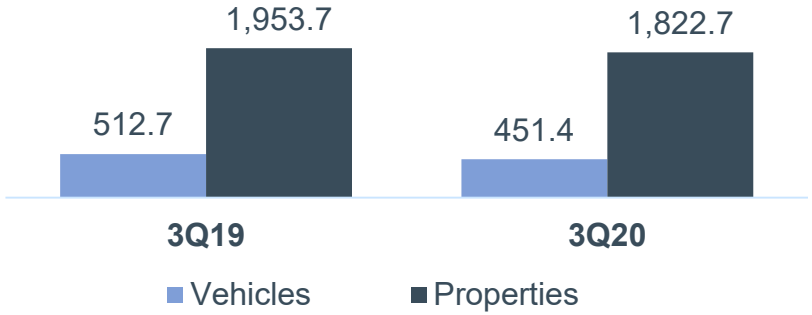
NET INCOME
(R$MM)

(3Q20/3Q19): **51.7%**
(9M19/9M20): **23.7%**

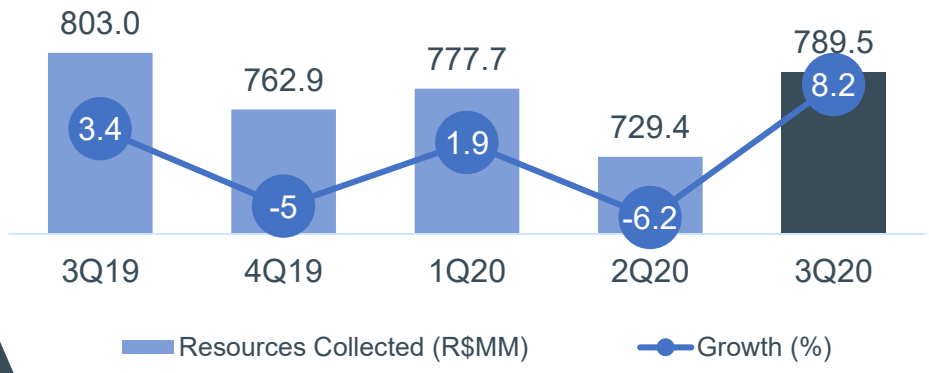


LOAN BILLS
(R$MM)

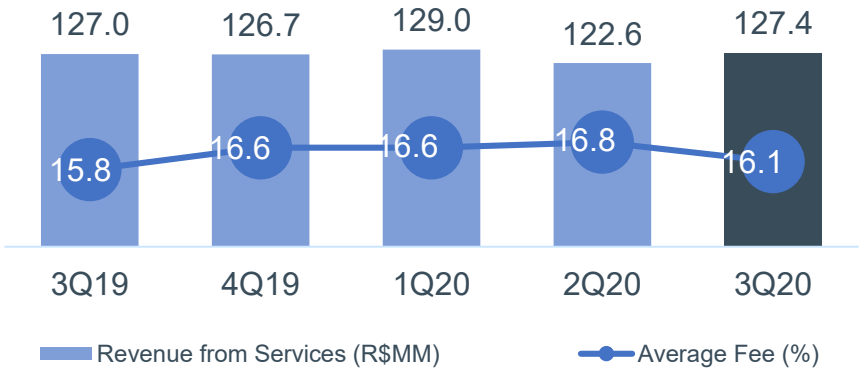
(3Q20/3Q19): **-7,8%**
(9M20/9M19): **-7,0%**



RESOURCES COLLECTED



MANAGEMENT FEE



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- This presentation contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of CAIXA Seguridade. These are merely estimates and projections and, as such, are based exclusively on the expectations of CAIXA Seguridade's management. Such forward-looking statements depend, substantially, on external factors, in addition to the risks disclosed in CAIXA Seguridade's other disclosure documents and are, therefore, subject to change without prior notice. The Company's non-financial information and estimates were not reviewed by the independent auditors.

- The verbs "anticipate", "believe", "estimate", "expect", "forecast", "plan", "predict", "project", "target" and other similar verbs are intended to identify these forward-looking statements, which involve risks and uncertainties that could cause actual results to differ materially from those projected in this presentation and do not guarantee any future CAIXA Seguridade's performance. The factors that might affect performance include, but are not limited to: (i) market acceptance of CAIXA Seguridade's services; (ii) volatility related to the Brazilian economy and financial and securities markets, and the highly competitive industry CAIXA Seguridade operates in; (iii) changes in domestic and foreign legislation and taxation, and government policies related to the social security markets; (iv) increasing competition from new entrants to the Brazilian markets; (v) ability to keep up with rapid changes in technological environment; (vi) ability to maintain an ongoing process for introducing competitive new products and services, while maintaining the competitiveness of existing ones; and (vii) ability to attract clients. Other factors that could materially affect results can be found in CAIXA Seguridade's annual report.

- All forward-looking statements in this presentation are based on information and data available as of the date they were made, and CAIXA Seguridade undertakes no obligation to update them in light of new information or future development.

Investor Relations

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