



RESULTS PRESENTATION

2Q21

CAIXA *Seguridade*



1

STRATEGIC IMPLEMENTATION
HIGHLIGHTS

Camila Aichinger
CEO

2

FINANCIAL AND COMMERCIAL
PERFORMANCE

3

EQUITY INTEREST AND
BUSINESS RESULTS

**Brokerage
100% Owned**



End of the transition period and **full implementation** of the new brokerage model

**Opportunities
to increase sales**



CAIXA's expansion **strategy for rural loan** (rural producer life insurance and agricultural insurance brokerage).



New round of **PRONAMPE** started in July.



Expansion of Caixa Seguridade's **regionalized operations** to promote sales in CAIXA's network throughout the country.



New sales platform at CCA¹, expanding the product offer in a more intuitive interface and simplified sale.

**Focus on
Bancassurance CAIXA**

Divestments from partnerships considered non-strategic.



Largest distribution network of the country and expanding.



**New Strategic Partnerships
100% operational**

- Start of new operations:
- Caixa Capitalização
- Caixa Consórcio
- Co-Brokers



¹ Correspondente CAIXA Aqui

The Executive Board ratifies the strategy to focus on Bancassurance CAIXA and approves the divestment of interests identified as non-strategic.



Caixa Seguridade reached R\$100 billion in pension reserves.

Consistent
Commercial
Performance

	Insurance Premiums	Private Pension Contributions	Brokerage Revenue ¹	Market Share ²
2Q21	R\$ 2.0 bi	R\$ 7.8 bi	R\$ 214.3 mi	14.6%
/2Q20	+23.9%	+177.6%	+36.4%	+1.1 p.p.

historical milestone³
for private pension at
CAIXA

R\$ 100 billion
private pension reserves



Material used in a celebratory campaign launched in CAIXA's distribution network.

¹ Brokerage Revenue considers revenues from access to the network and use of CAIXA's brand (BDF) and Caixa Corretora's operating revenues

² SUSEP data until Jun 2021

³ Result achieved in mid-July, according to the Notice to the Market released on 07/20/2021

Market Share | Caixa Seguridade grows above the market in 2021

Segments	CAIXA Seguridade			Market	
	Ranking Jun 21	Market Share Jun 21 <small>Jun 20</small>	Revenue growth 21/20	Growth with CXSE 21/20	Growth without CXSE 21/20
Mortgage	1 ^o —	59.9% <small>61.7%</small>	9.3%	12.5%	17.7%
Pension	2 ^o ↑ +1	22.6% <small>15.2%</small>	88.9%	26.6%	15.4%
Credit Life	2 ^o ↑ +1	18.1% <small>15.2%</small>	40.4%	18.0%	13.9%
Homeowner	1 ^o ↑ +2	17.2% <small>12.1%</small>	69.2%	19.1%	12.2%
Life	3 ^o ↓ -1	10.4% <small>10.8%</small>	7.5%	12.3%	12.9%
Total ¹	3 ^o ↑ +1	14.6% <small>13.5%</small>	62.1%	19.0%	13.9%

¹ Total considers all SUSEP segments – Insurance, Pension and Premium Bonds.

ACTION AXLES

Sustainable Housing
and Infrastructure

Agriculture,
forest and
land use

Climate Change
and Eco Efficiency



Accessibility
and Equality

Digital Inclusion,
Banking Inclusion and
Financial Citizenship

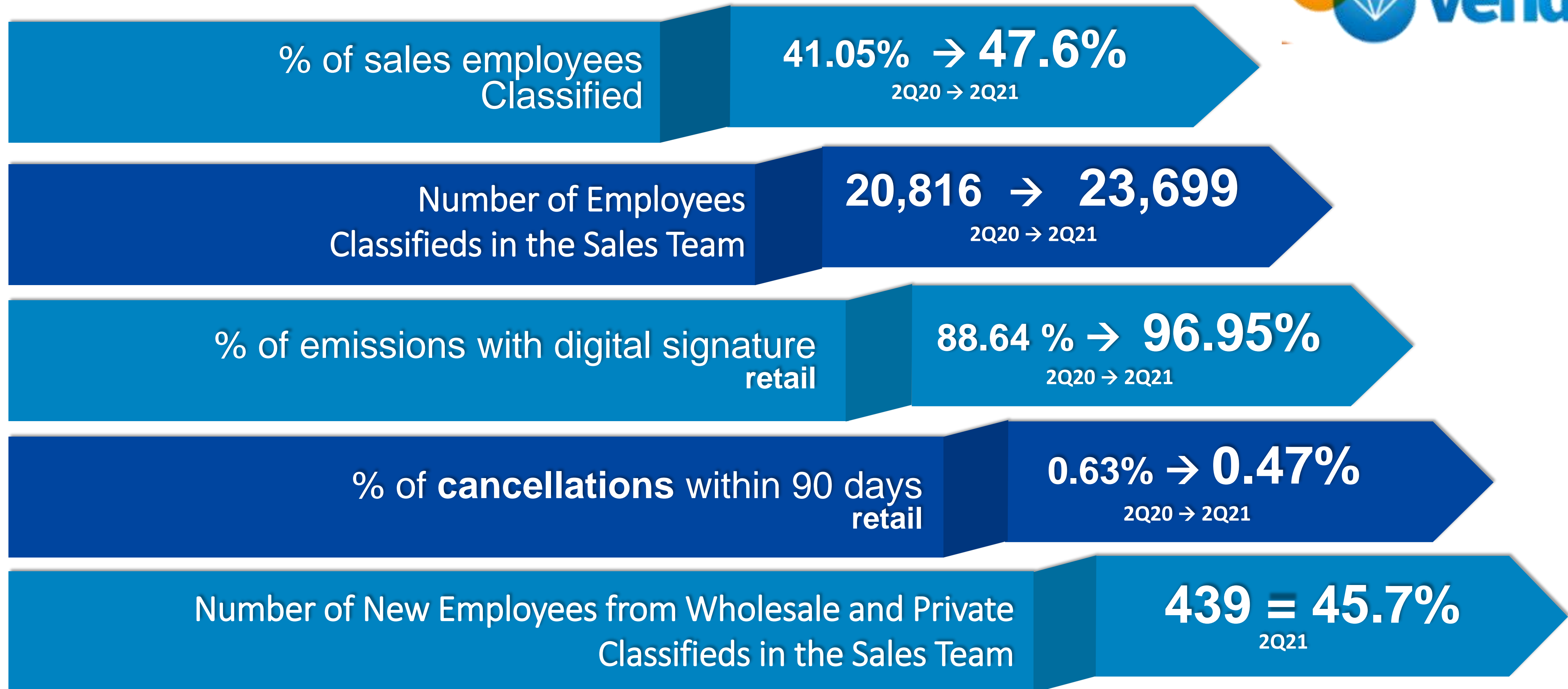
Micro finance and
Entrepreneurship

**initial
actions**

- ✓ approval of initial budget allocation
- ✓ engagement for products with social and environmental criteria
- greenhouse gas emissions compensation Project
- projects in partnership with CAIXA and/or JVs
- encouragement to practice and engagement in solidarity actions

**structuring
actions**

- review of the social and environmental responsibility policy
- creation of sustainability committee
- affiliations to pacts and voluntary commitments



1

HIGHLIGHTS

2

FINANCIAL AND COMMERCIAL
PERFORMANCE

Eduardo Oliveira
CFO / IRO

3

EQUITY INTEREST AND
BUSINESS RESULTS

Financial Performance

Operating Revenues

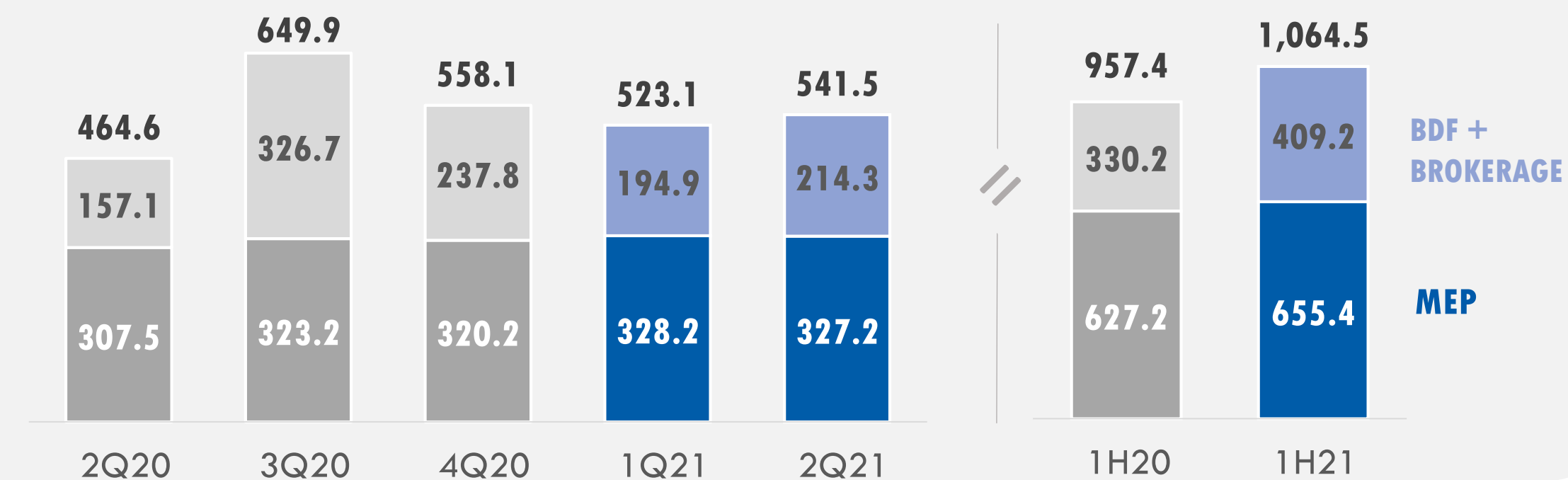


R\$541.5
million

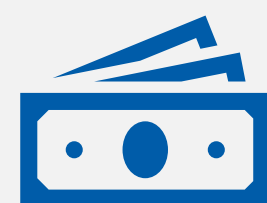
2Q20
+16.5%

1Q21
+3.5%

/1H20
+11.2%



Net Income

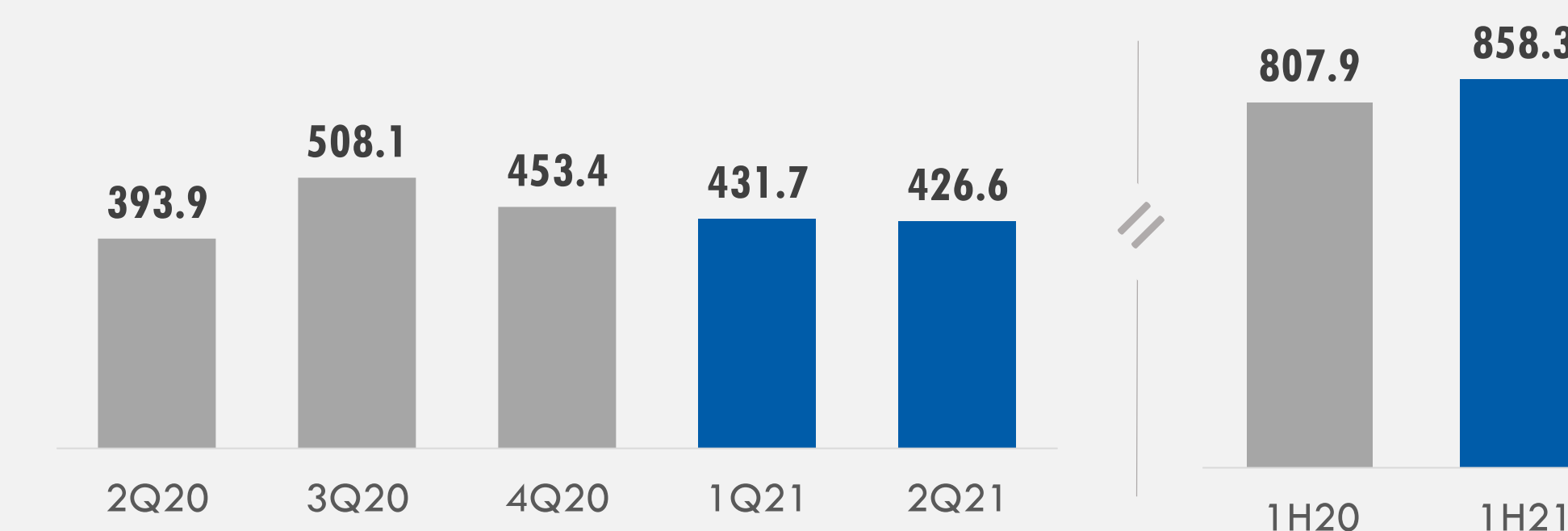


R\$426.6
million

/2Q20
+8.3%

/1Q21
-1.2%

/1H20
+6.2%



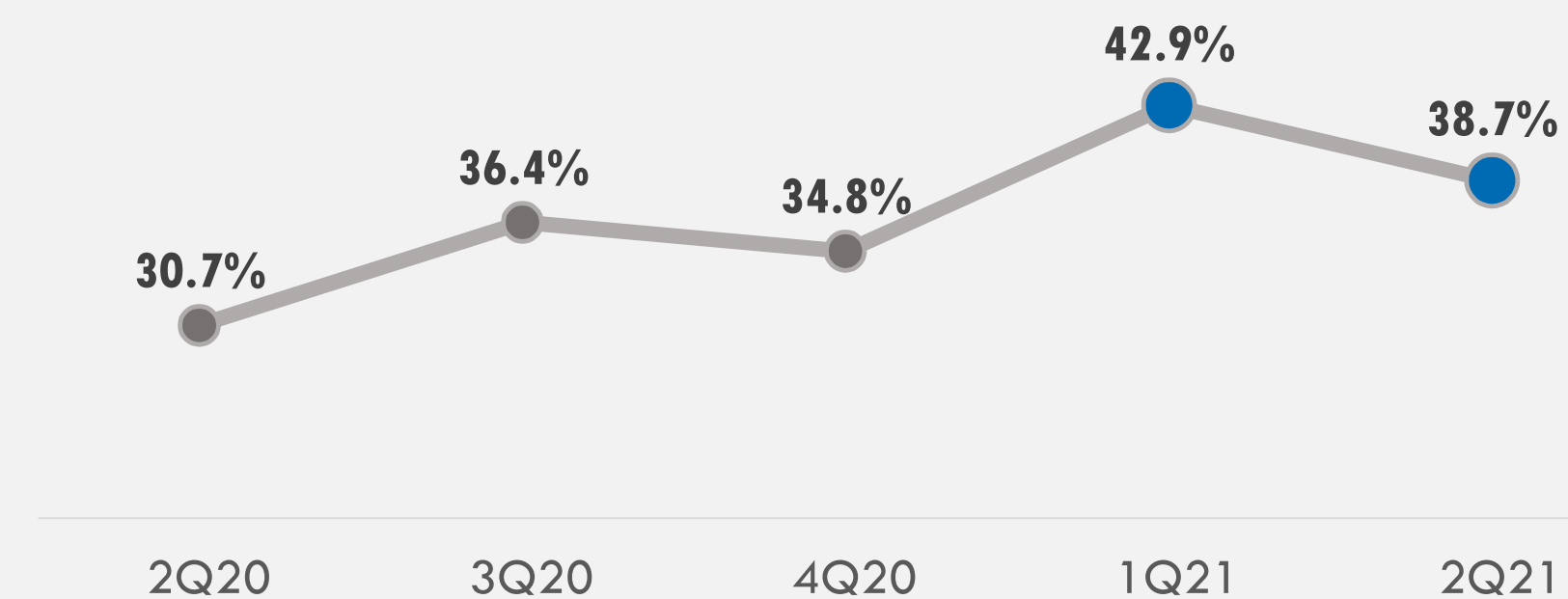
ROE



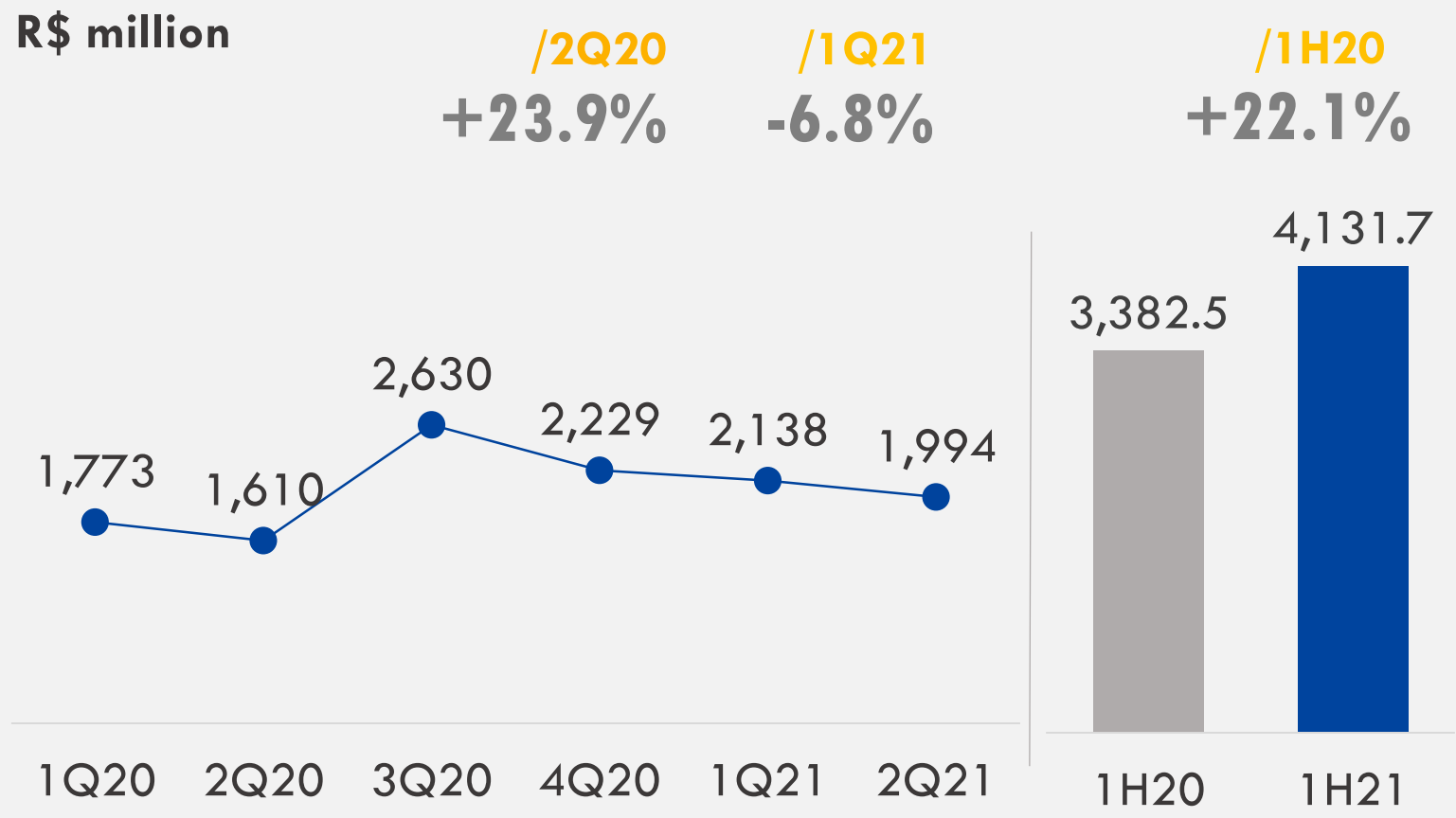
38.7%
p.a.

2Q20
+8.0 p.p.

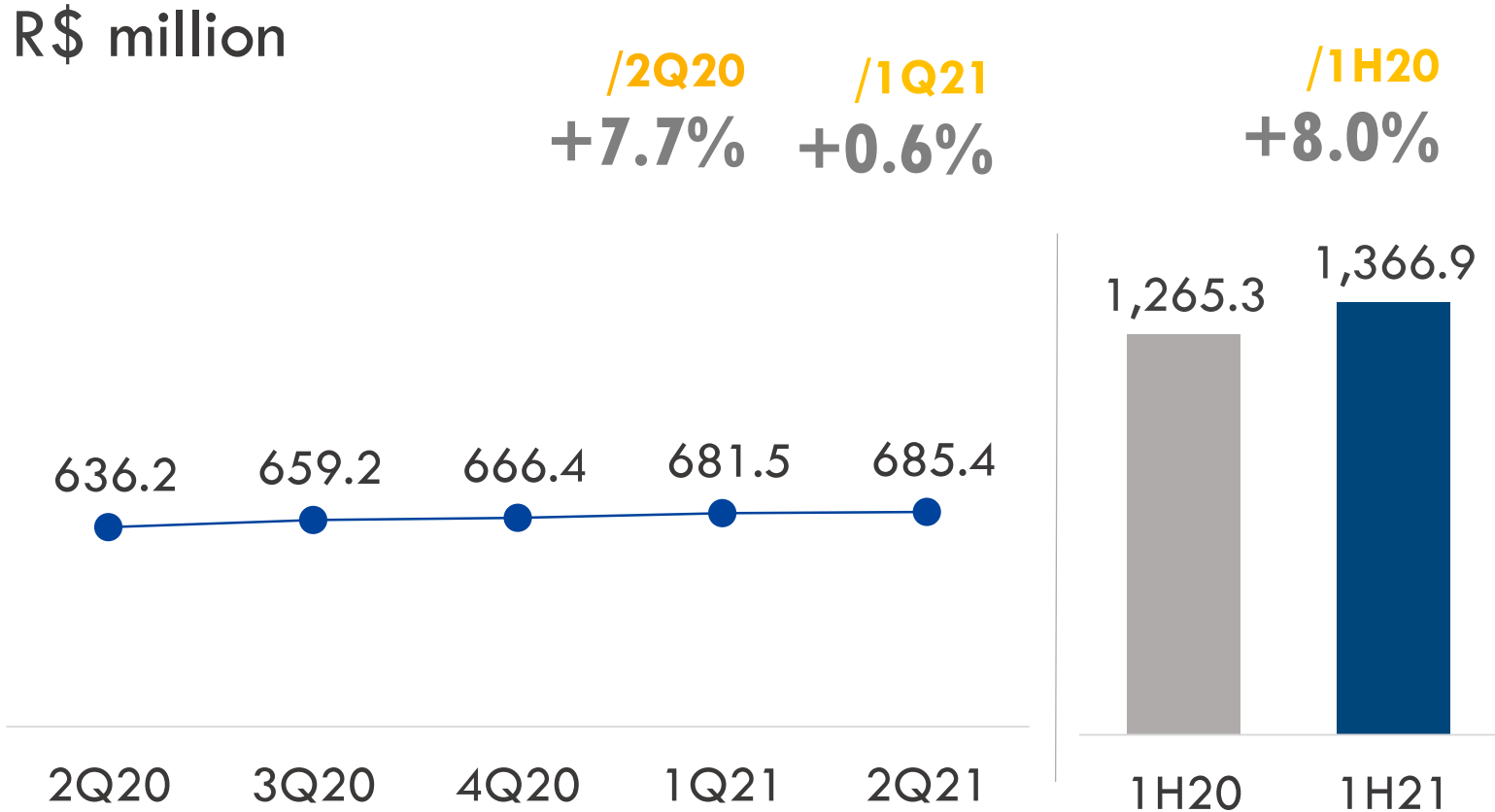
1Q21
-4,1 p.p.



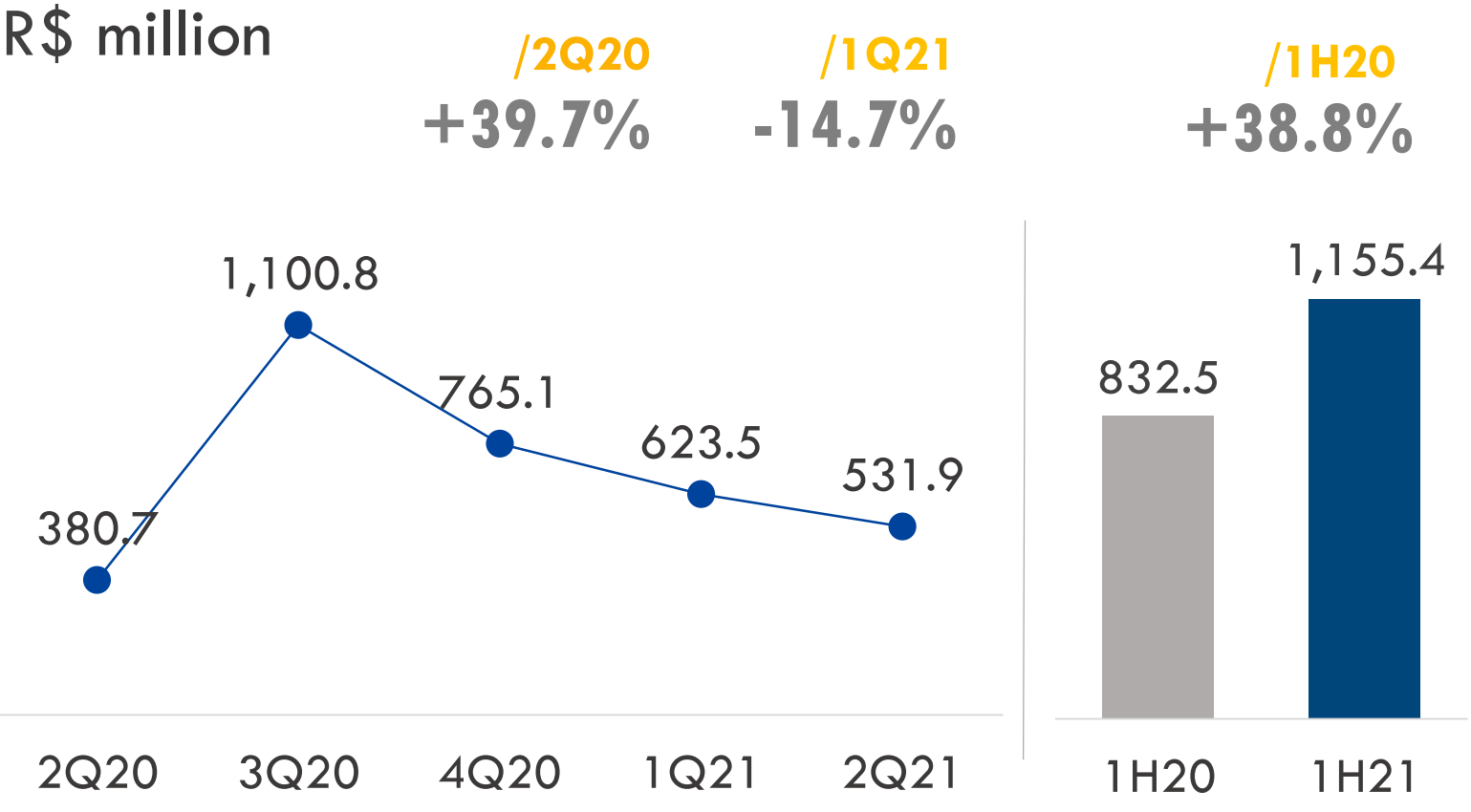
Premiums Issued



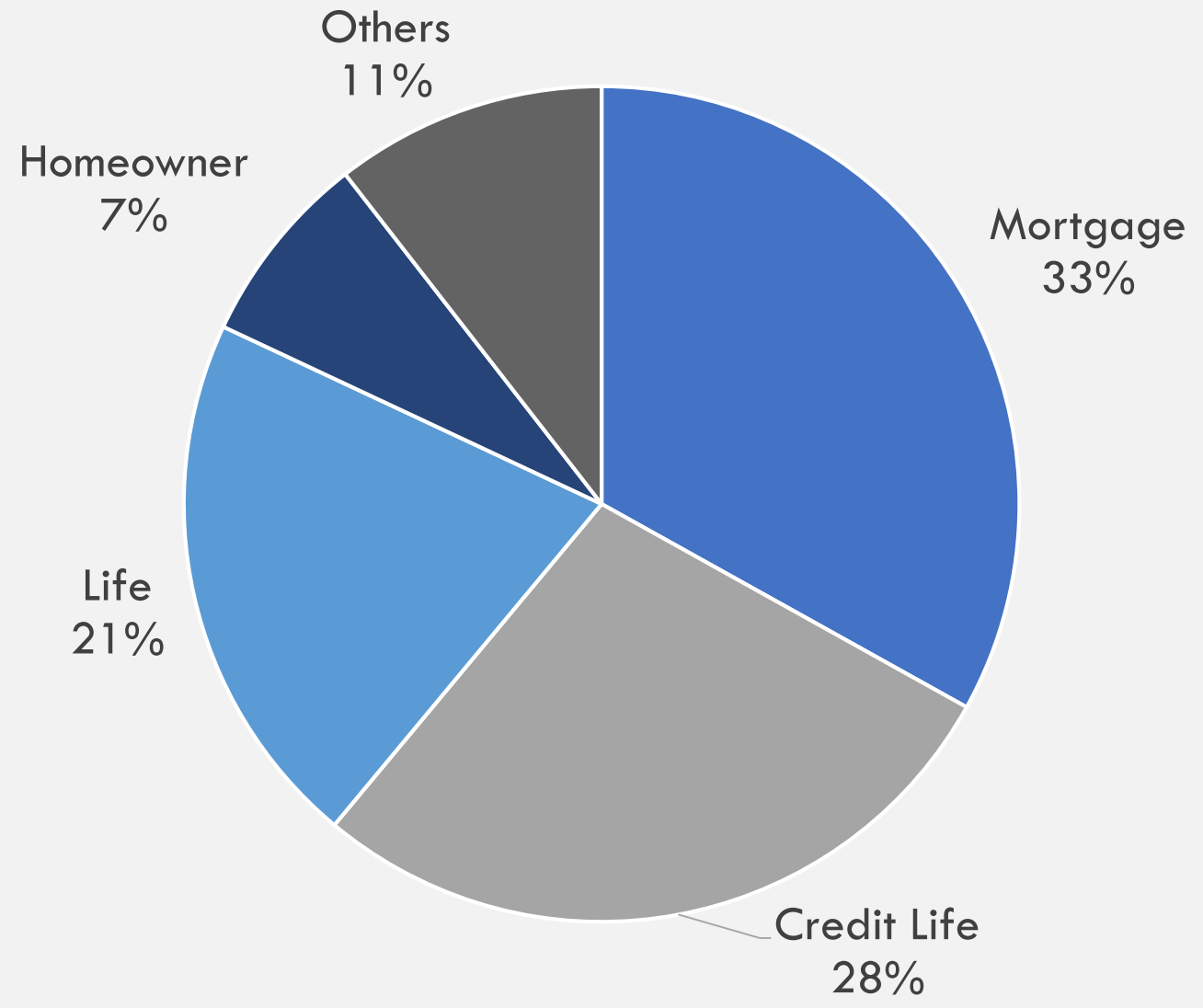
Premiums Issued Mortgage



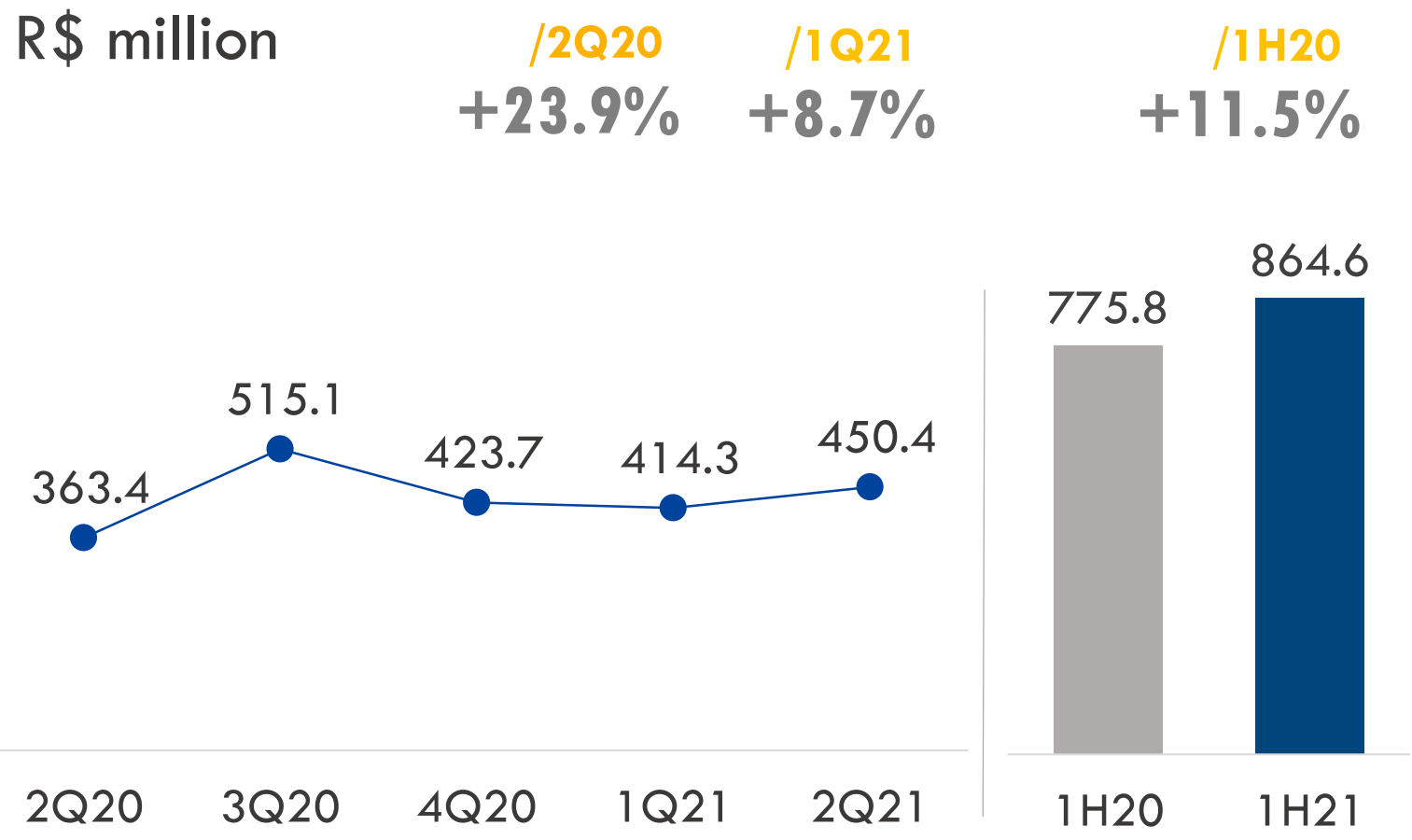
Premiums Issued Credit Life



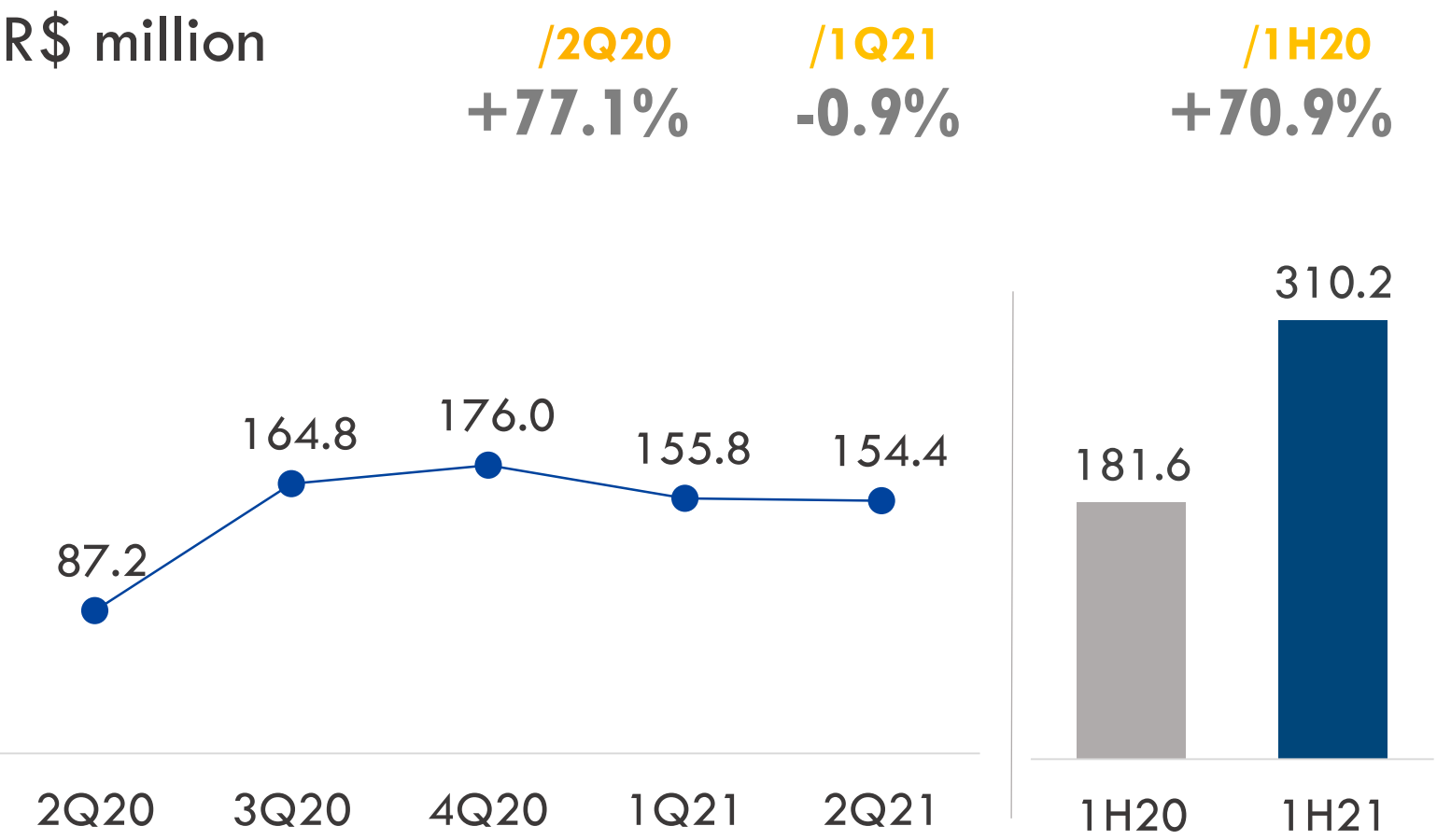
1H21



Premiums Issued Life

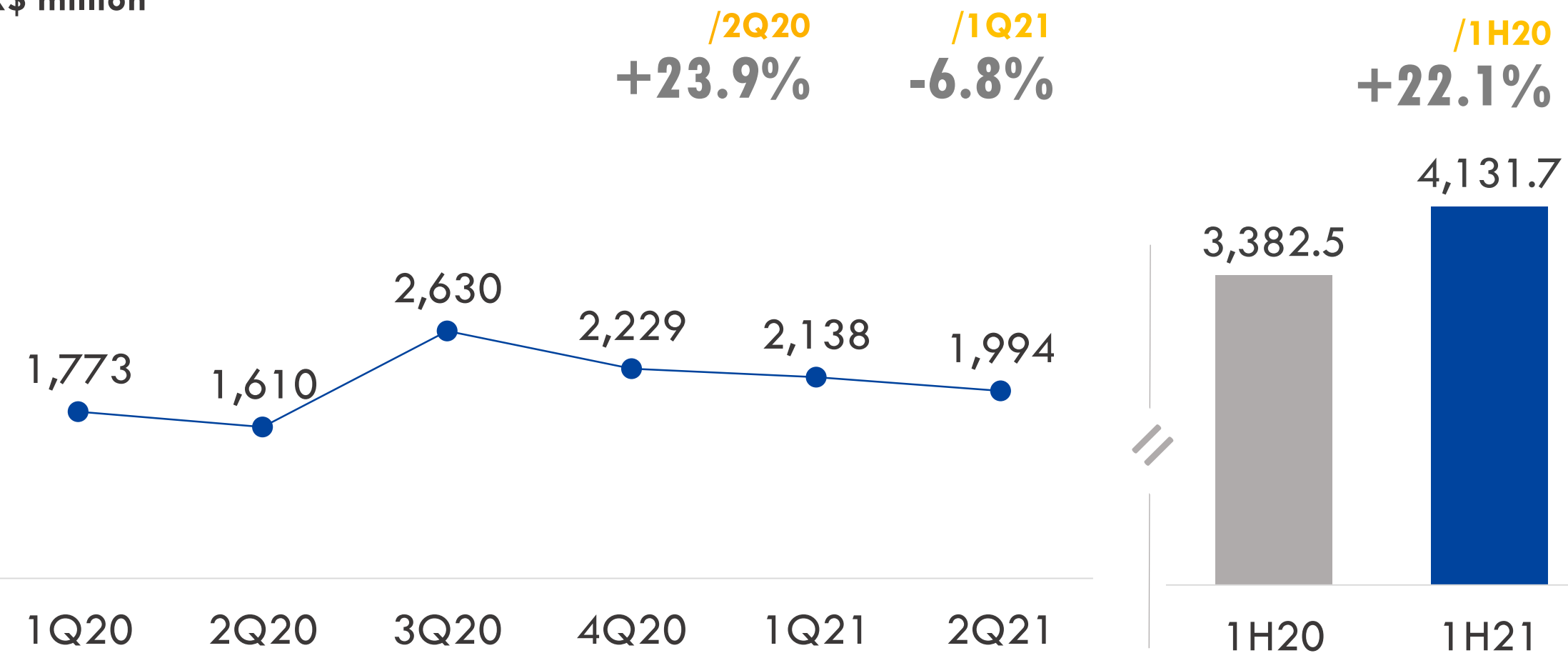


Premiums Issued Homeowner



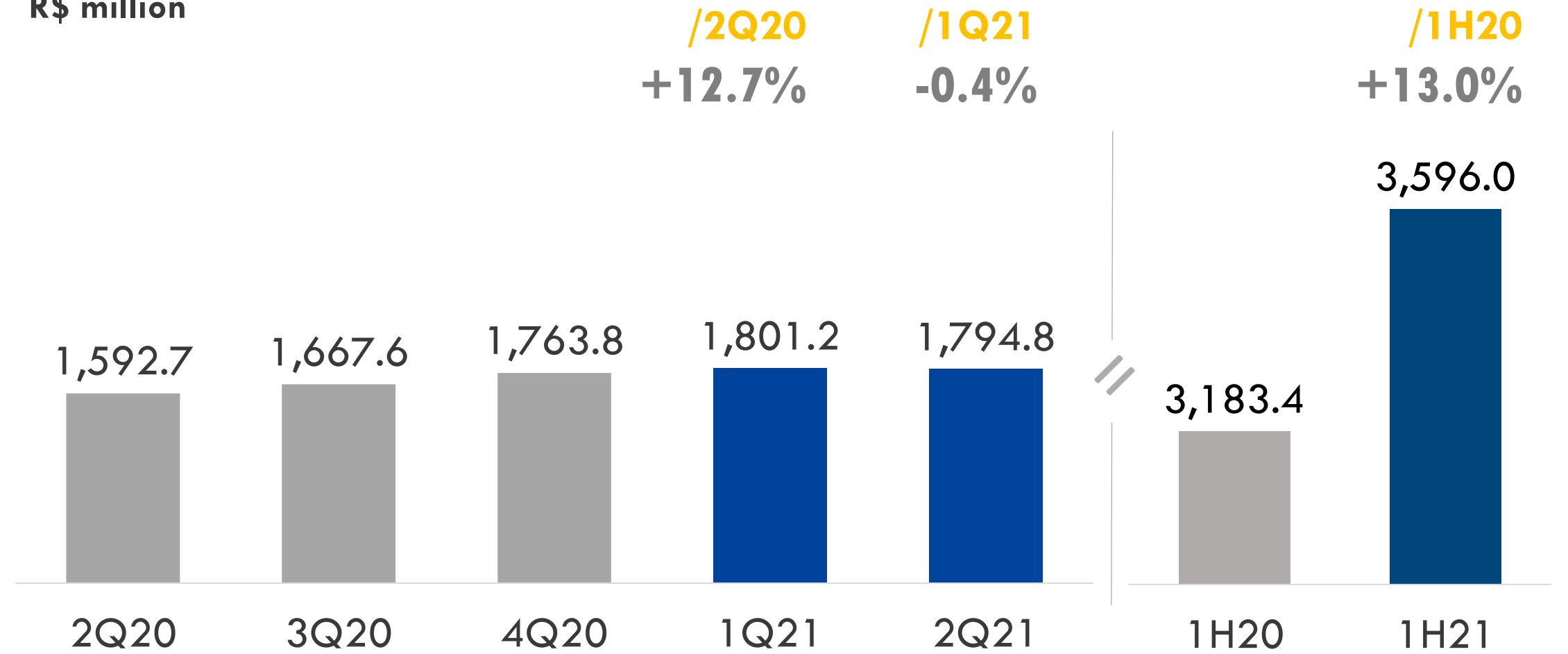
Premiums Issued

R\$ million



Premiums Earned

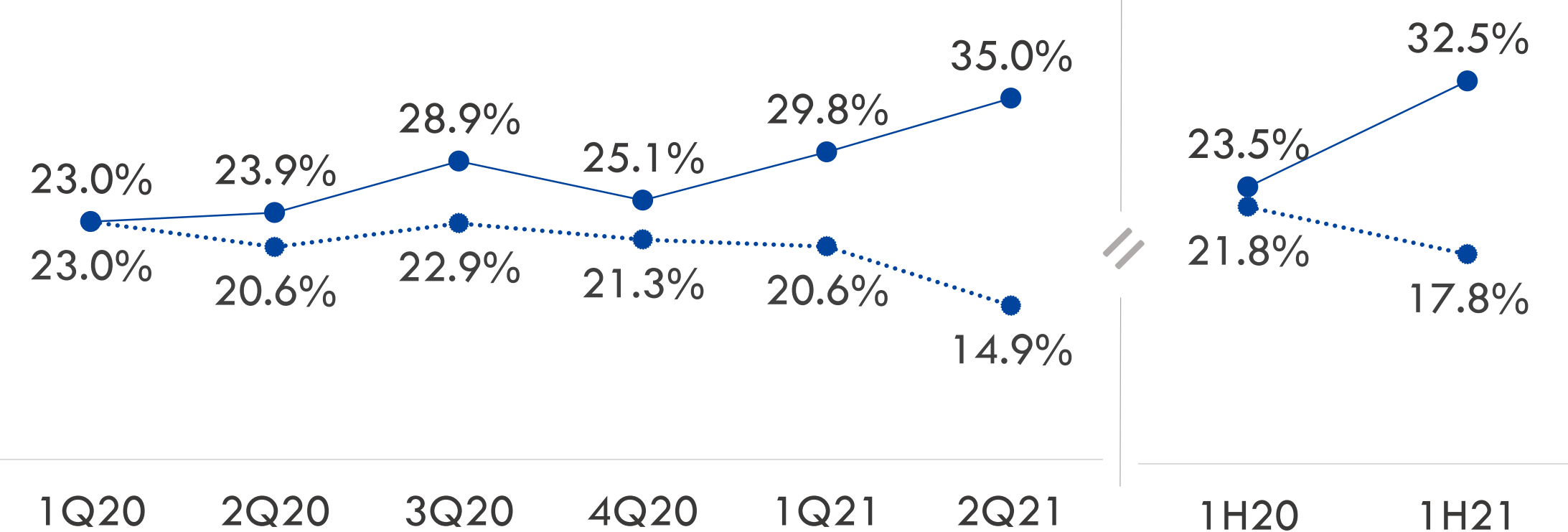
R\$ million



Loss Ratio

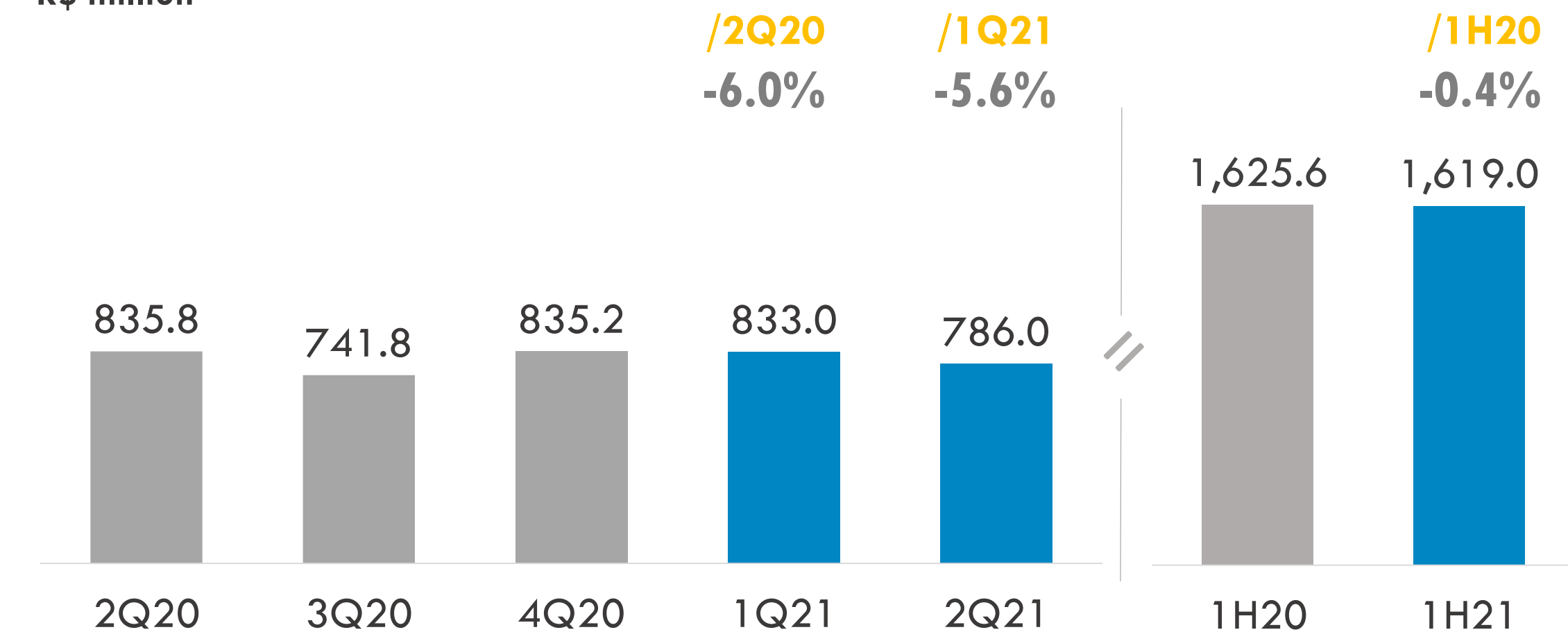
% Premium Earned

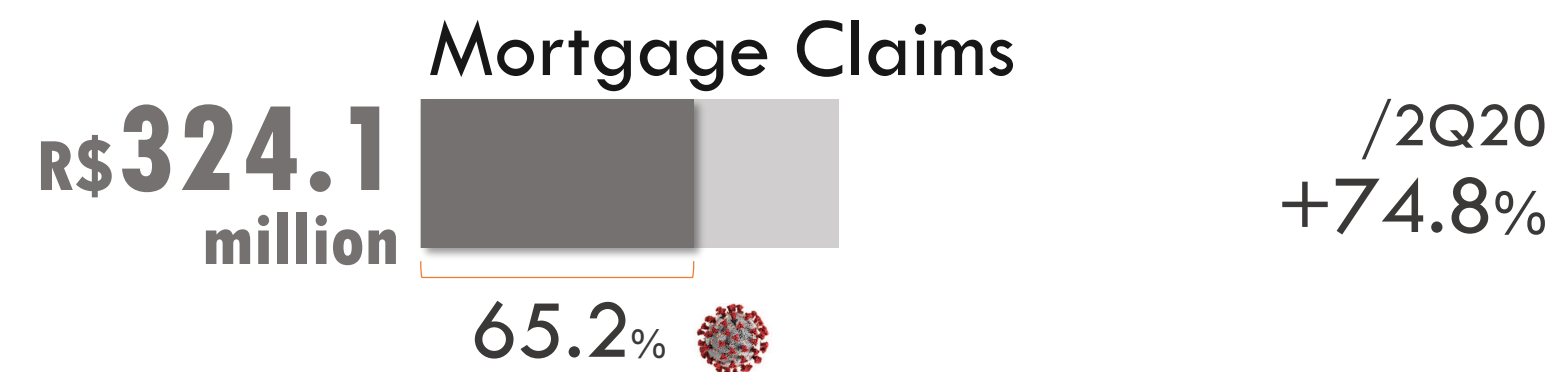
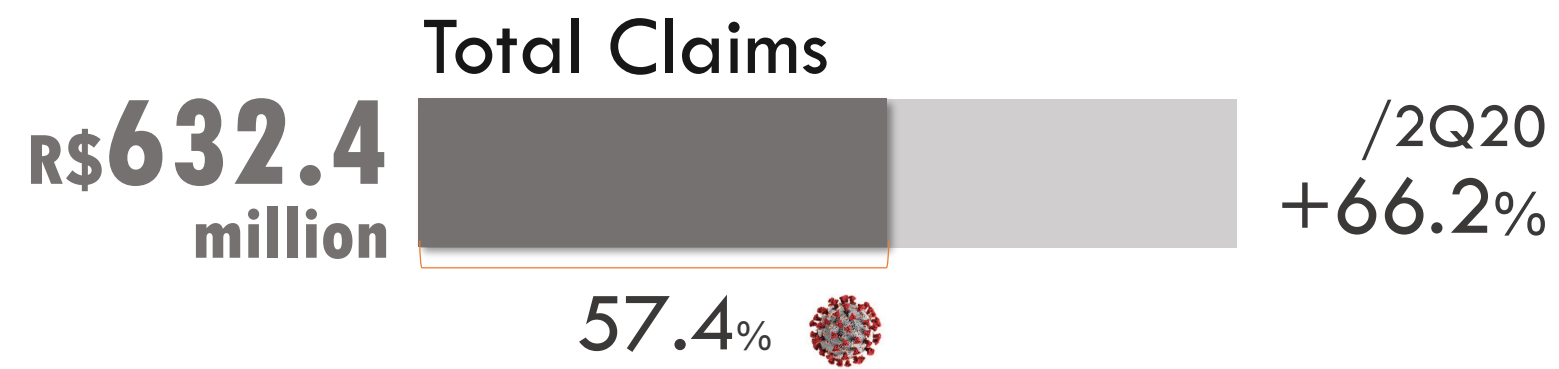
ex-covid-19



Operating Margin

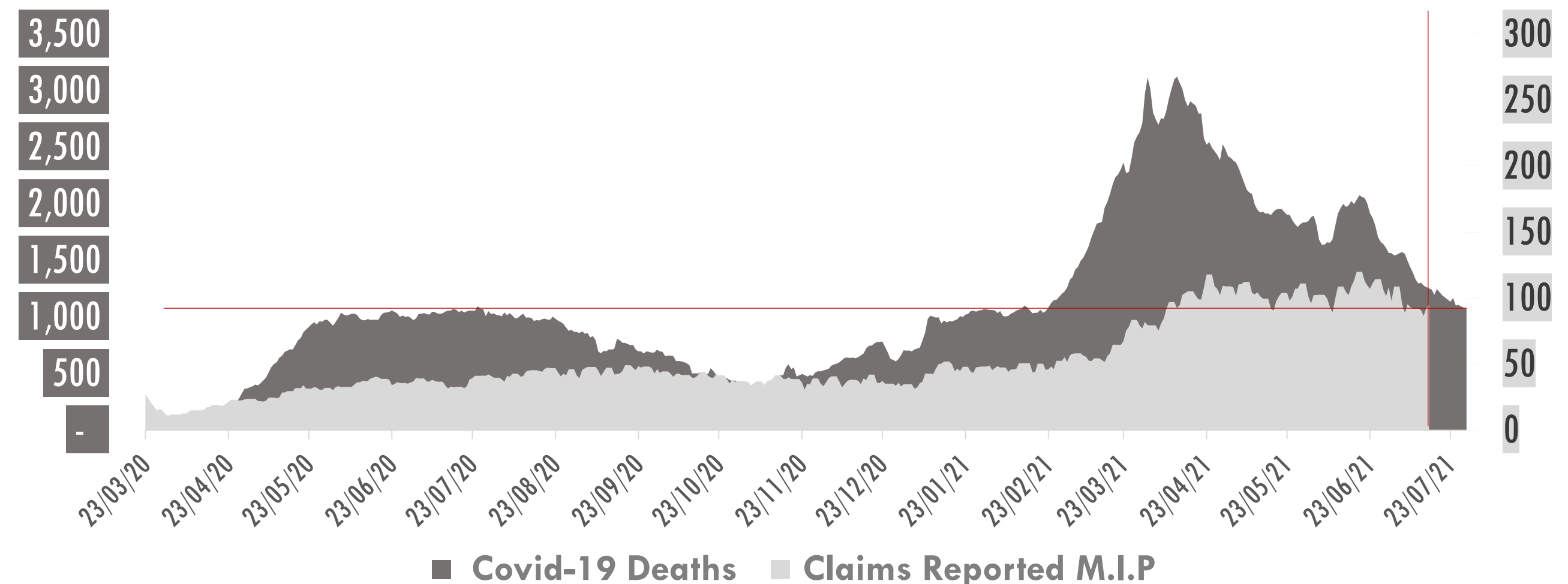
R\$ million





- The **operating margin** of the insurance segment would be **45% higher** if Covid-19 claims were excluded
- The second wave **did not affect Commercial Performance** in CAIXA's Distribution Network – new service methods and optimized processes
- The adverse scenario **does not pose a threat** to the solvency of the group companies
- The second wave reached a younger age group, **impacting a relevant customer group** in CAIXA's portfolio
- June had the peak of accumulated claims reported, but there was a **drop in July's daily average**

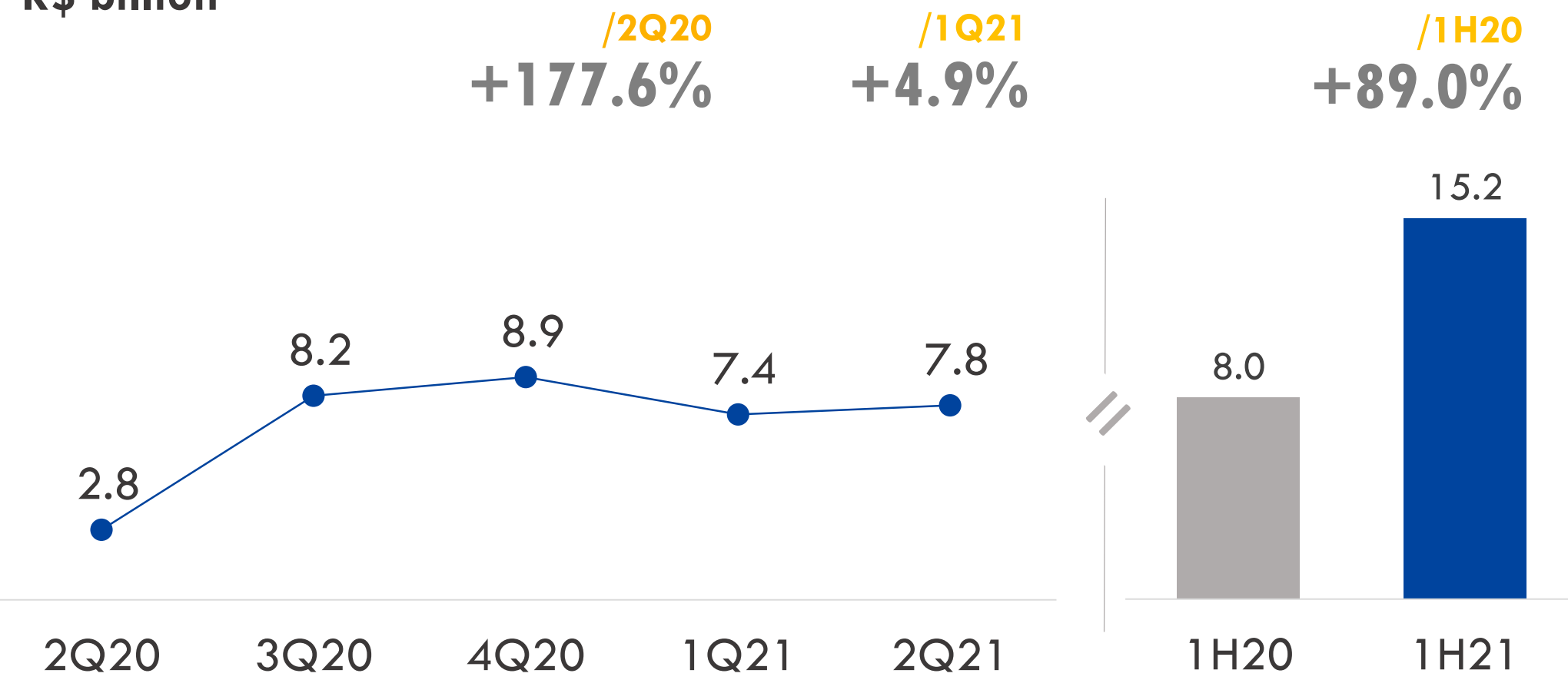
Evolution of COVID-19 Deaths x Reported Claims Mortgage M.I.P.
7 days moving average



1 Excluding claims reported due to Covid-19 deaths in 2020 and 2021.

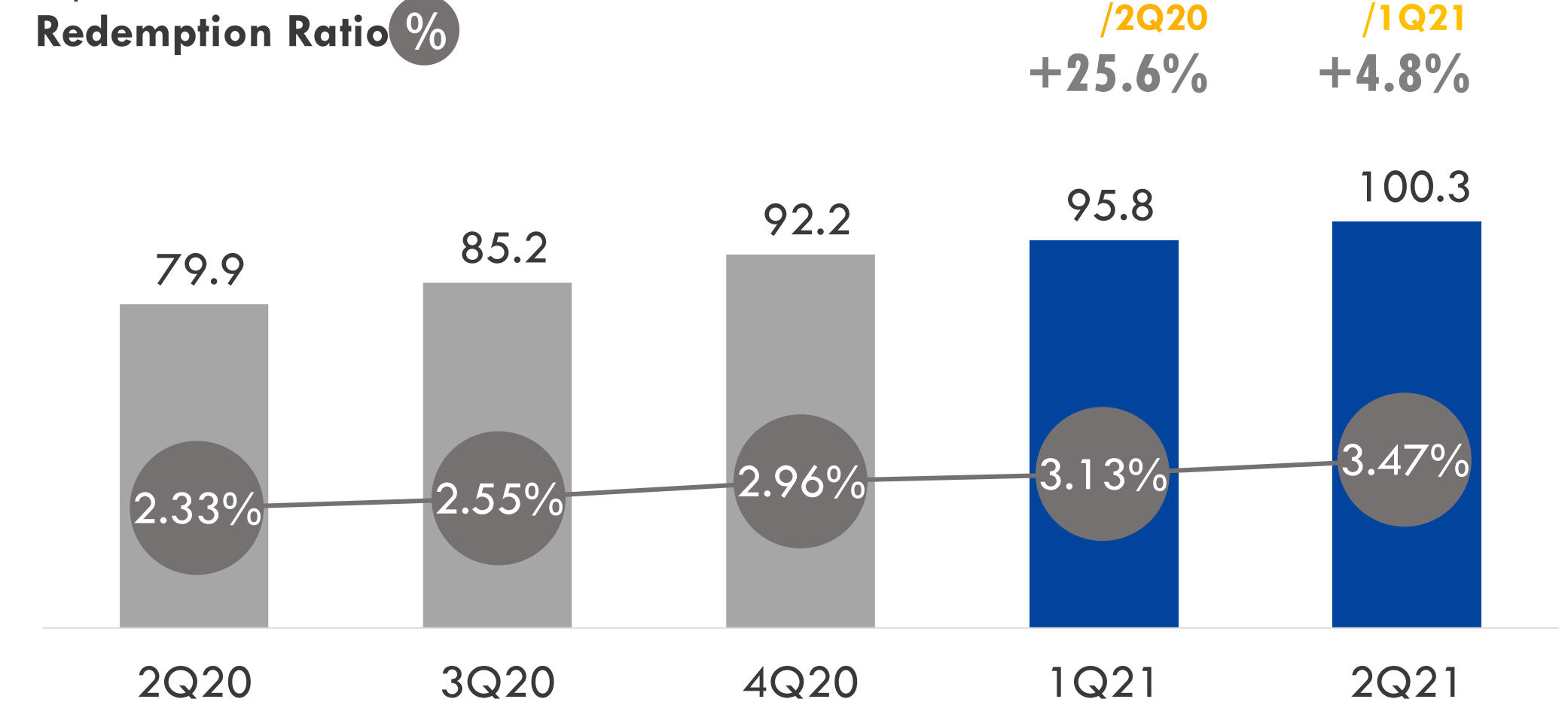
Private Pension Contributions

R\$ billion



Reserves

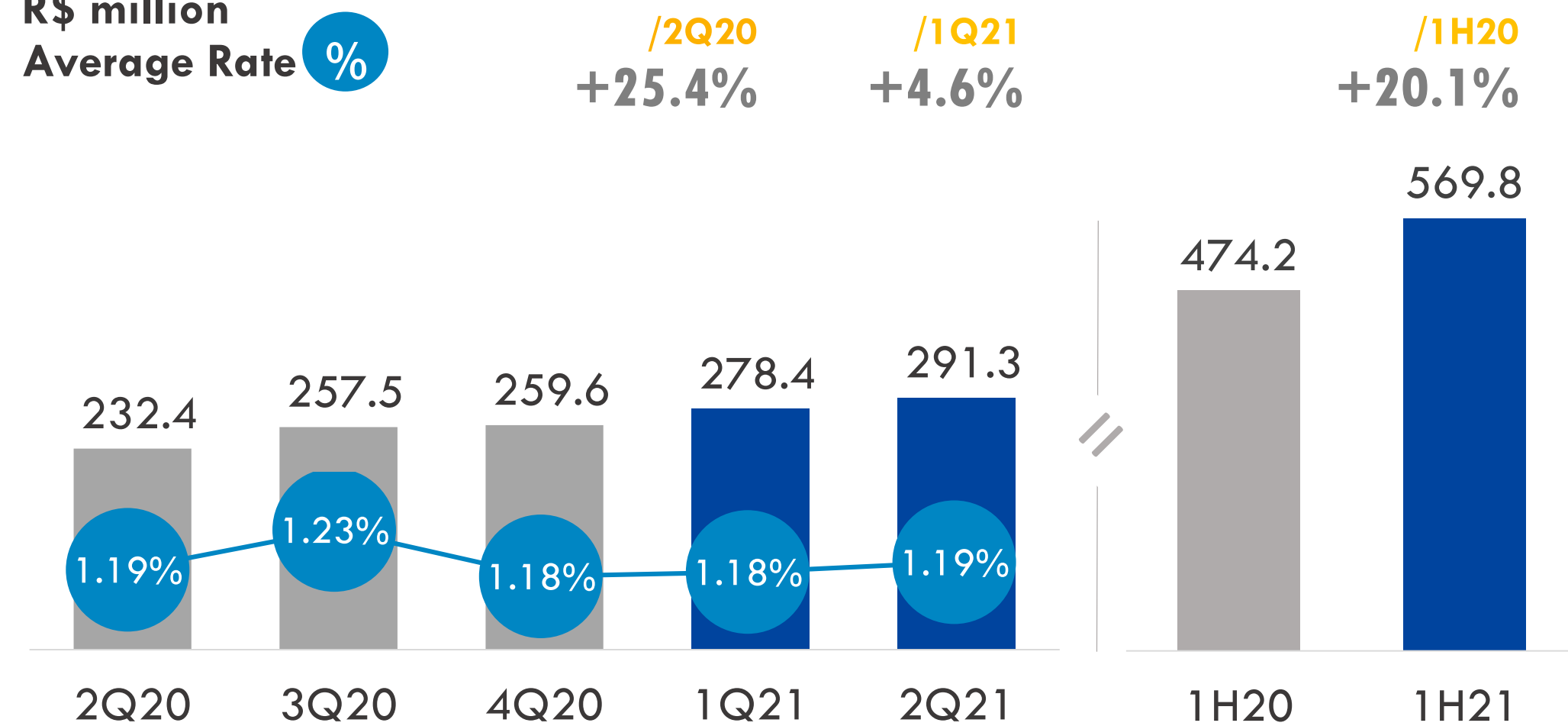
R\$ billion



Management Fee

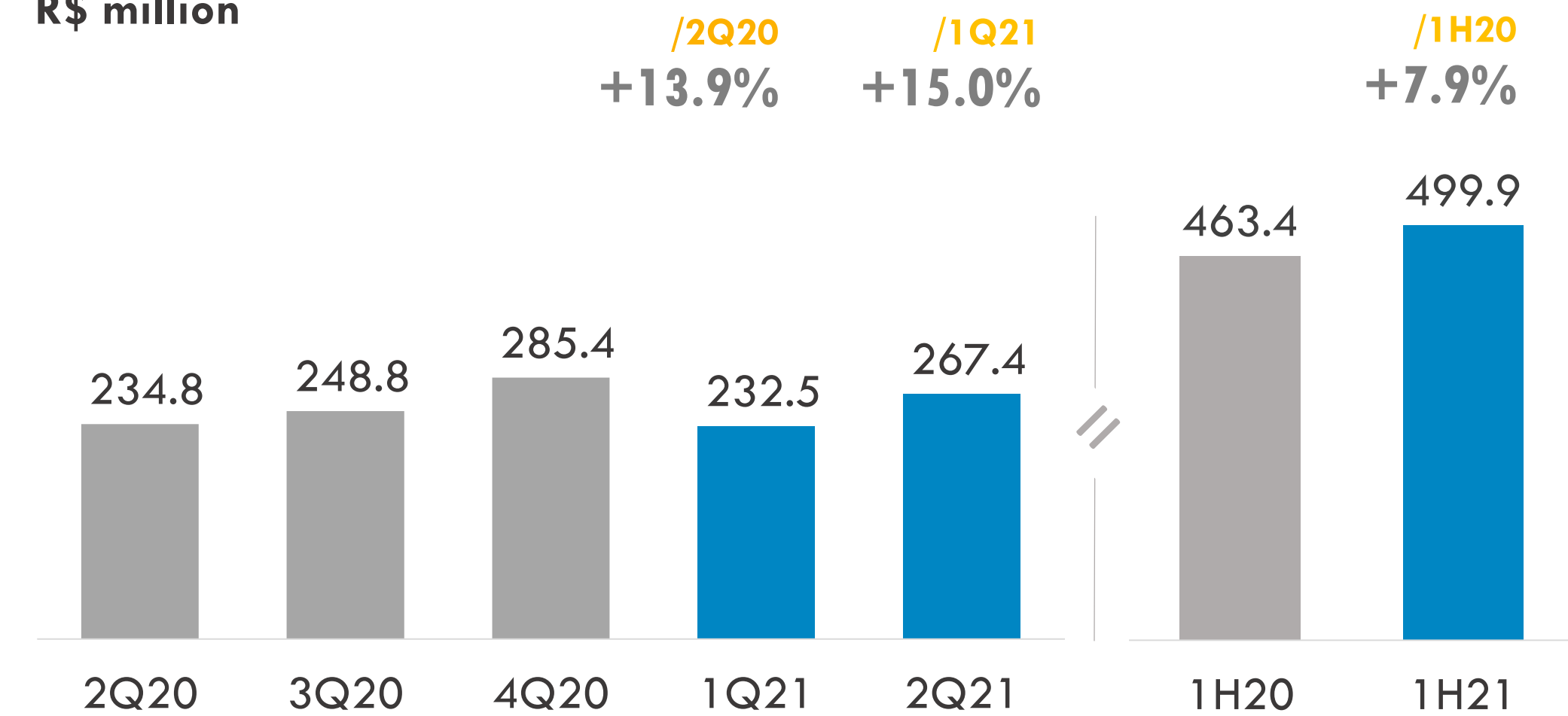
R\$ million

Average Rate %



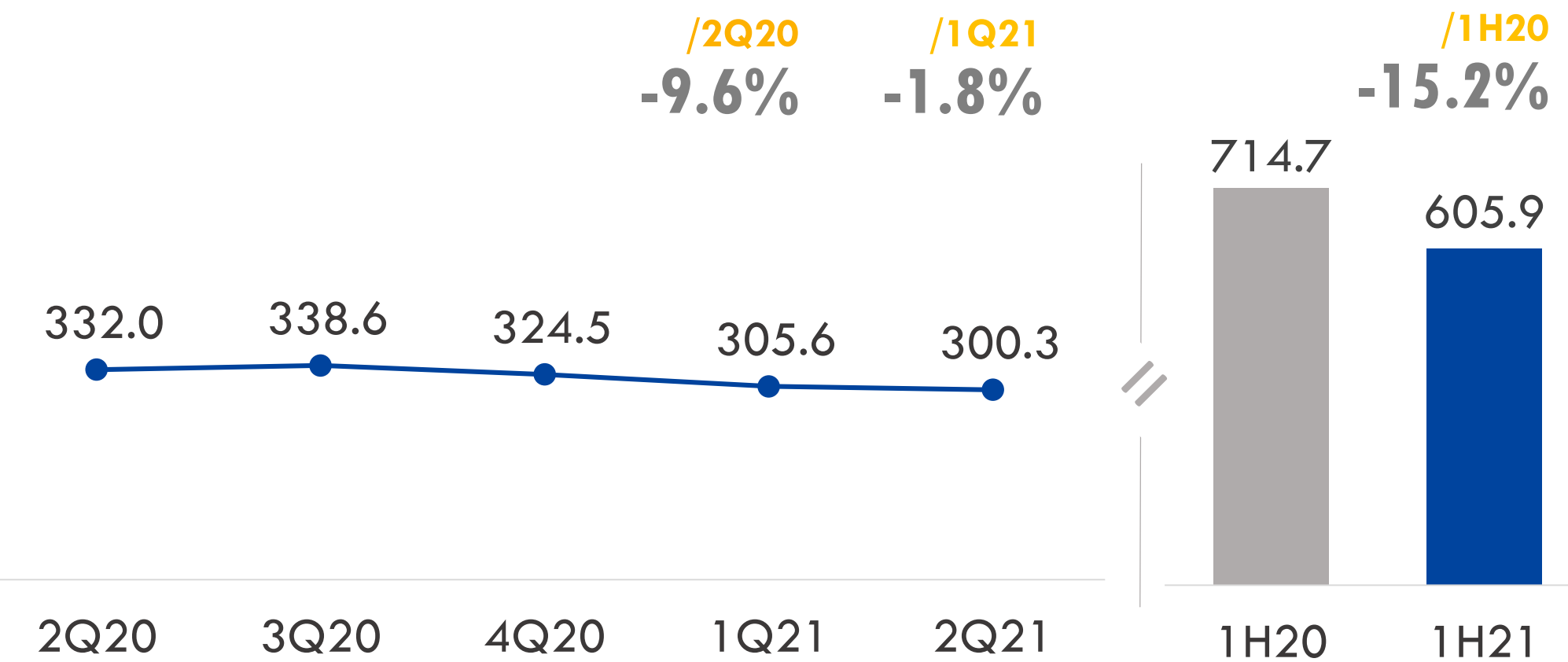
Operating Margin

R\$ million



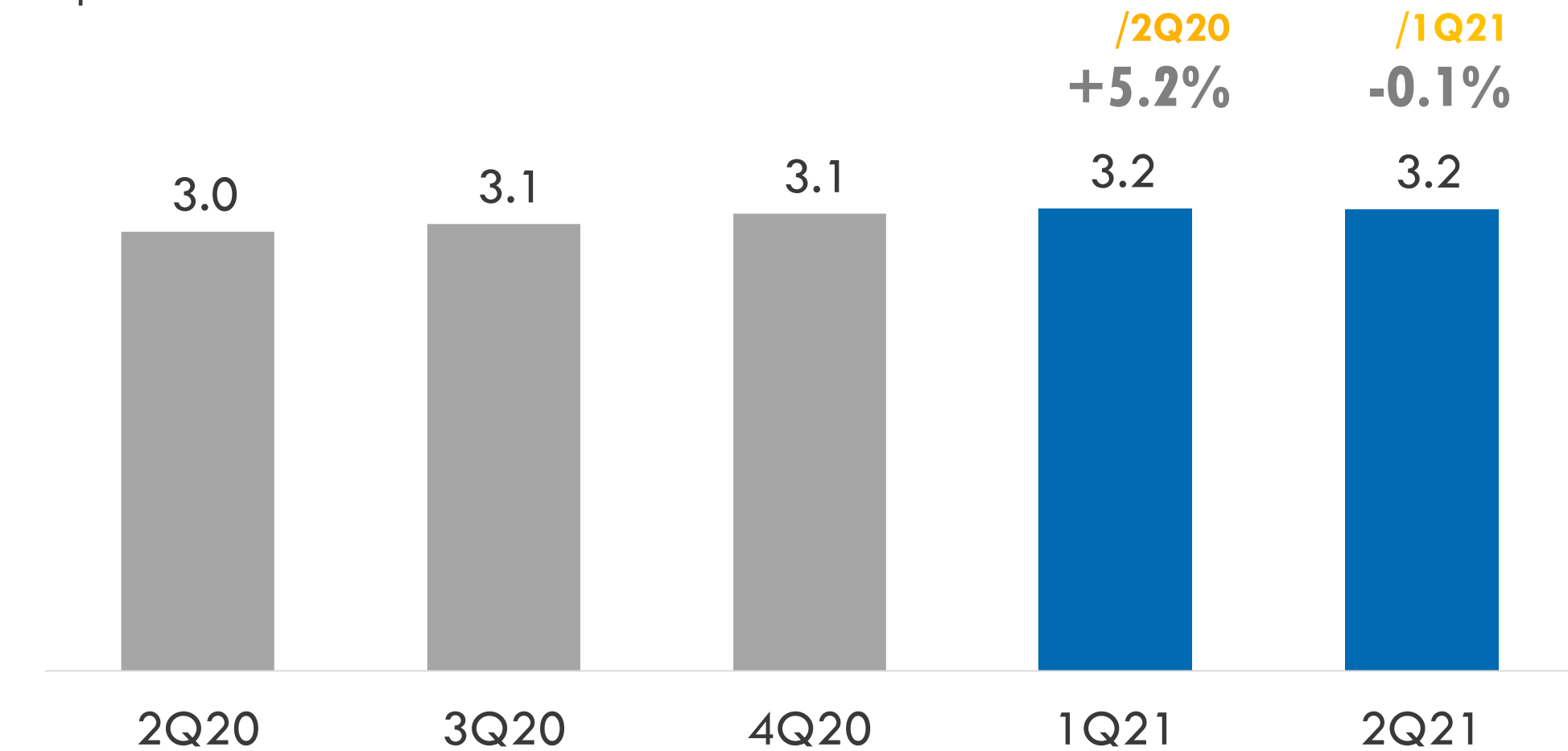
Premium Bonds (Capitalização) Collection

R\$ million



Reserves

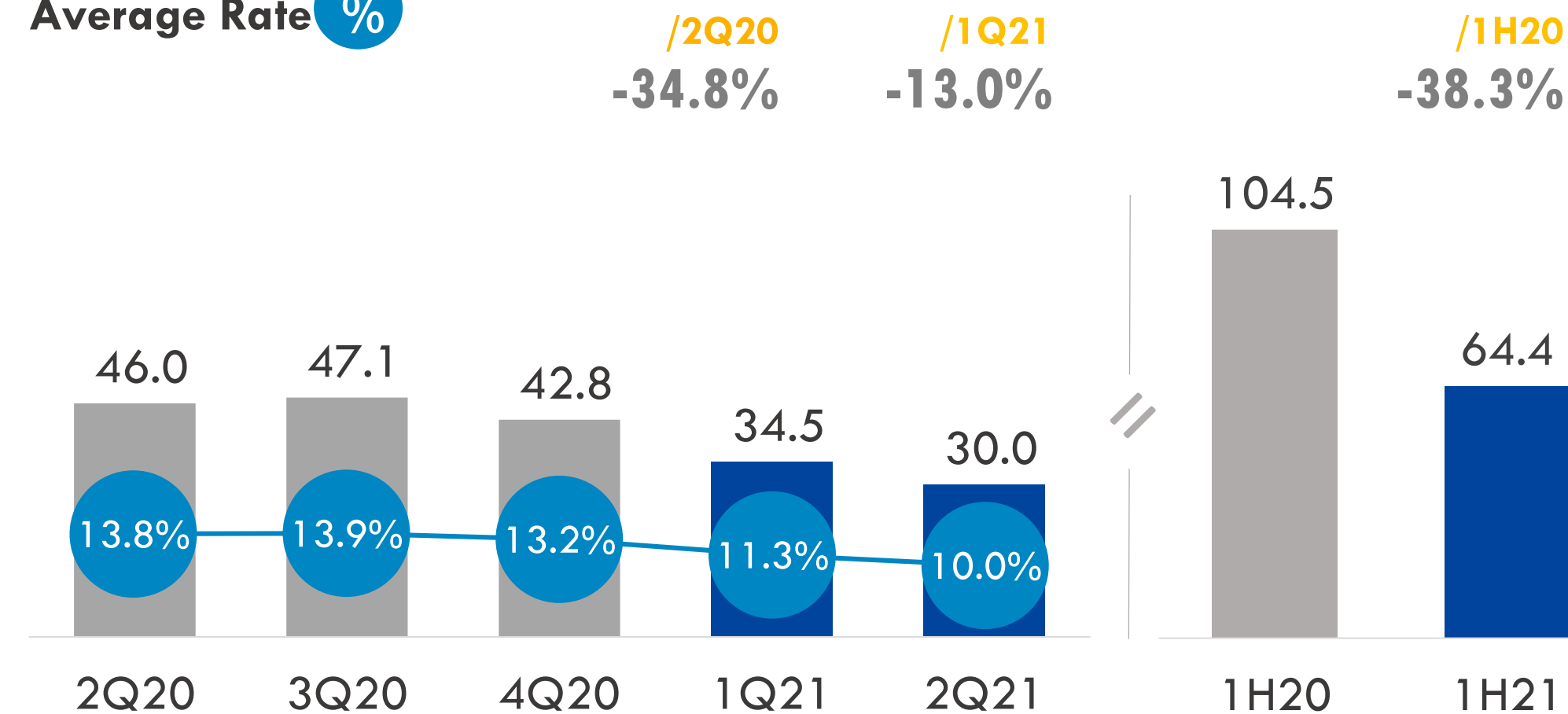
R\$ billion



Management Fee

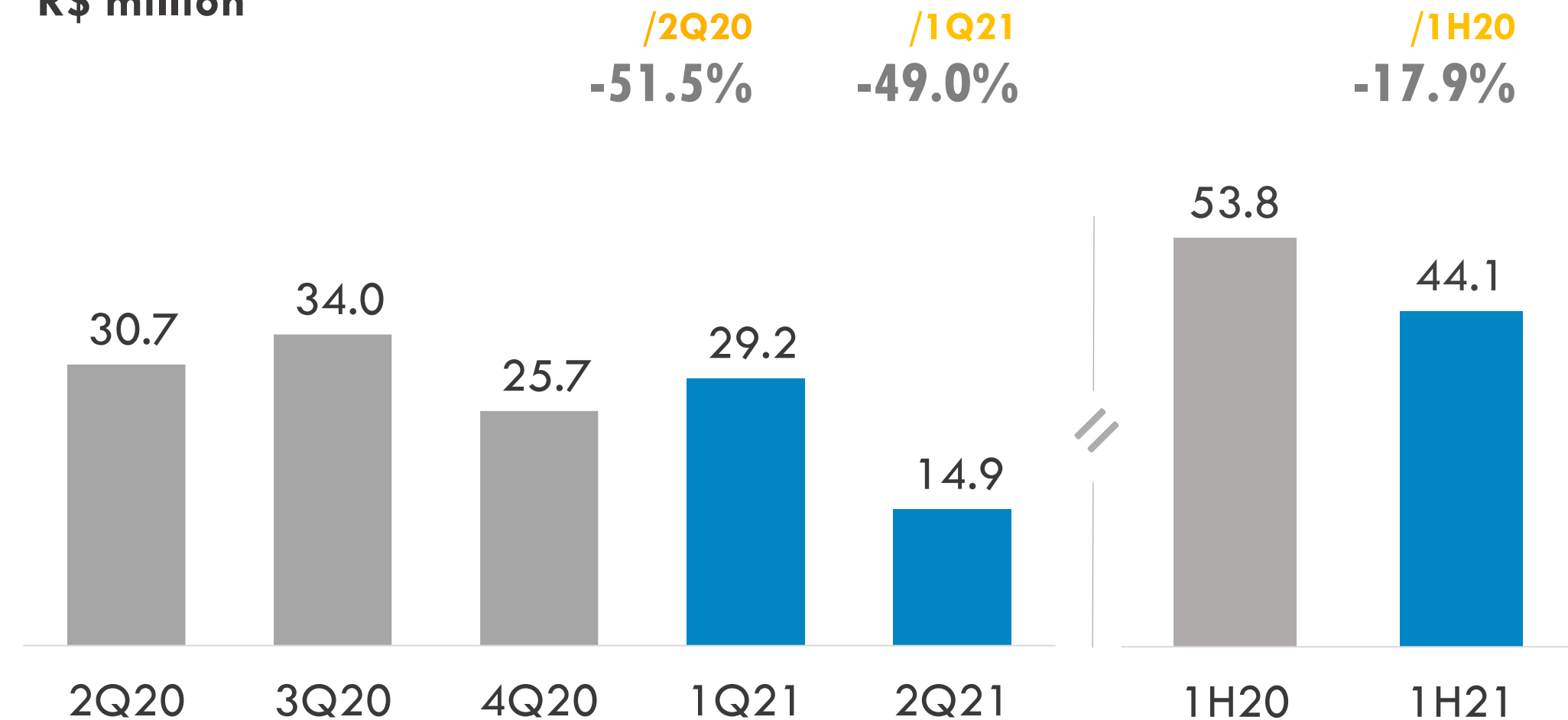
R\$ million

Average Rate %



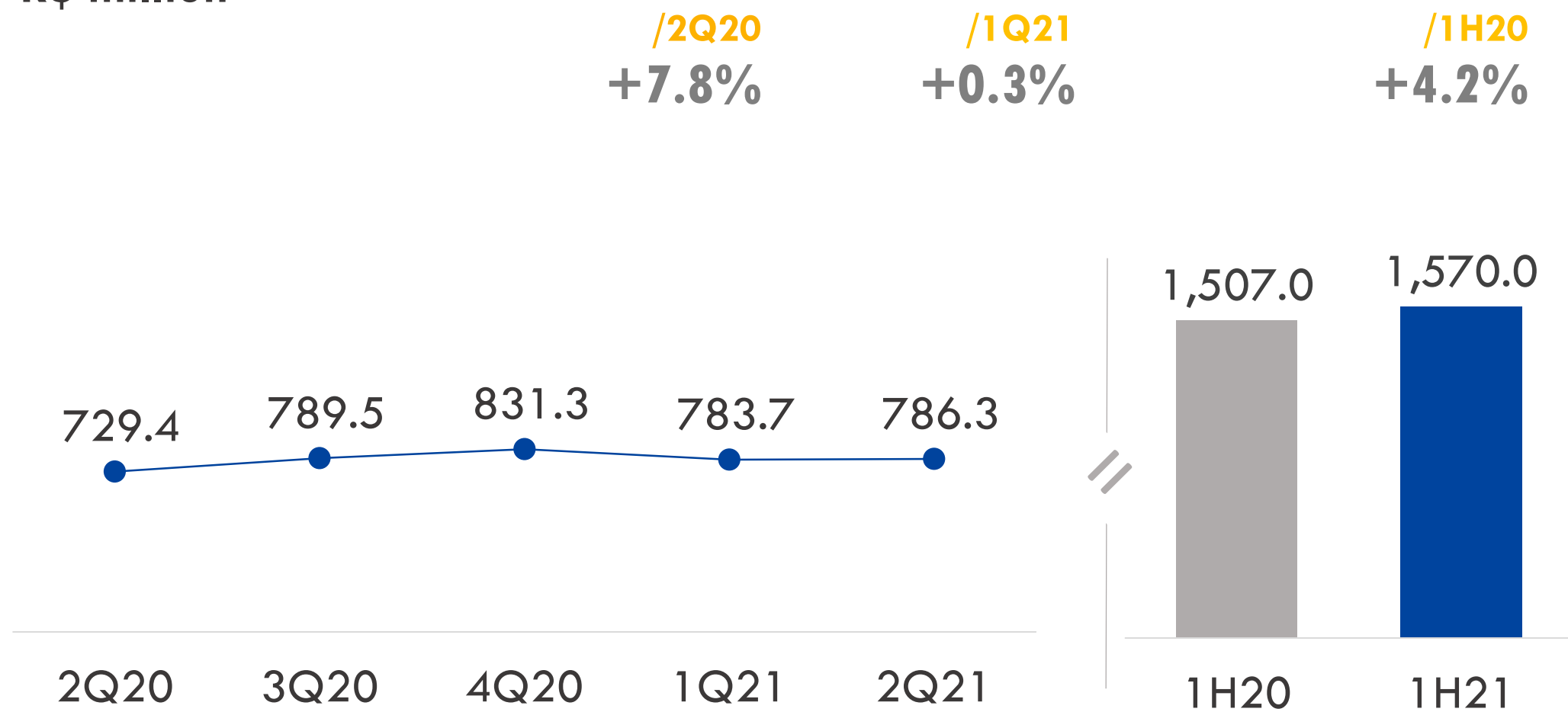
Operating Margin

R\$ million



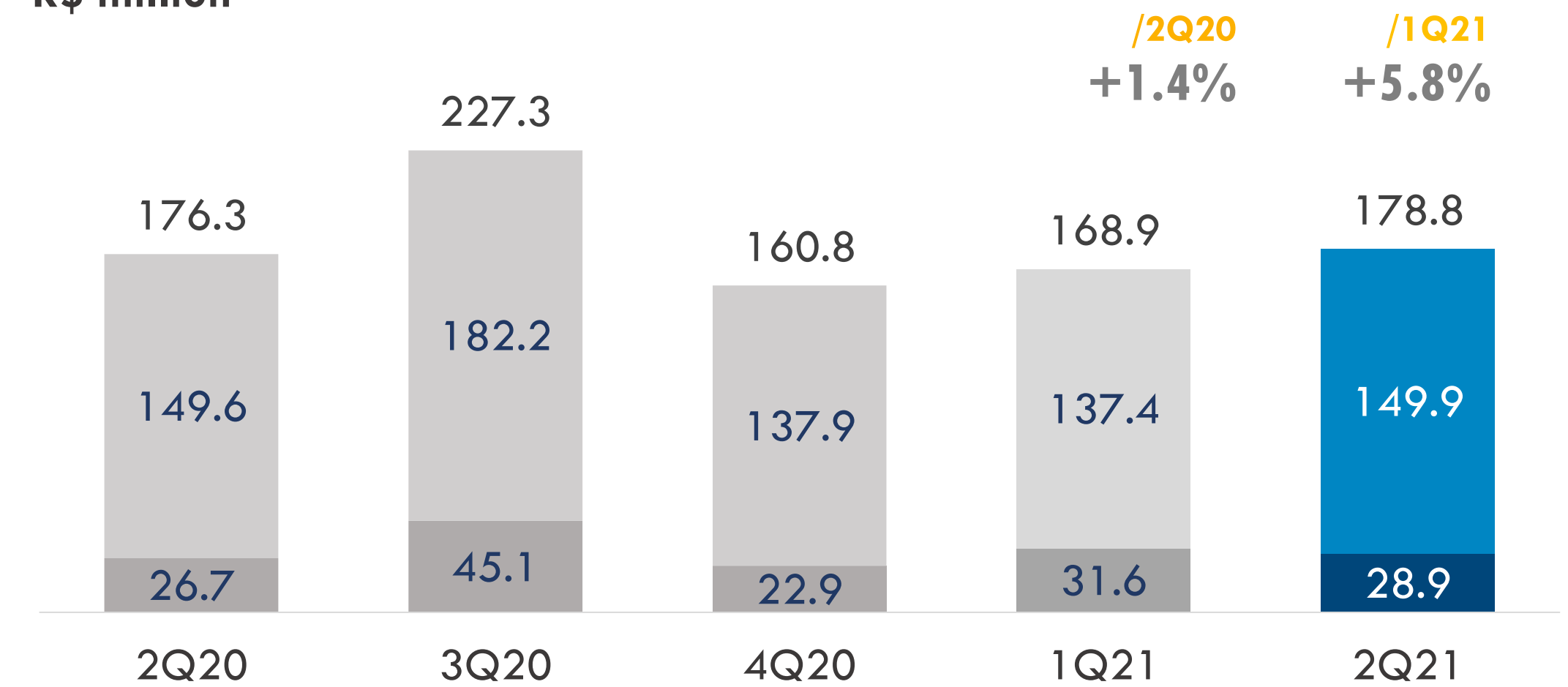
Collected Resources

R\$ million



Credit Letters

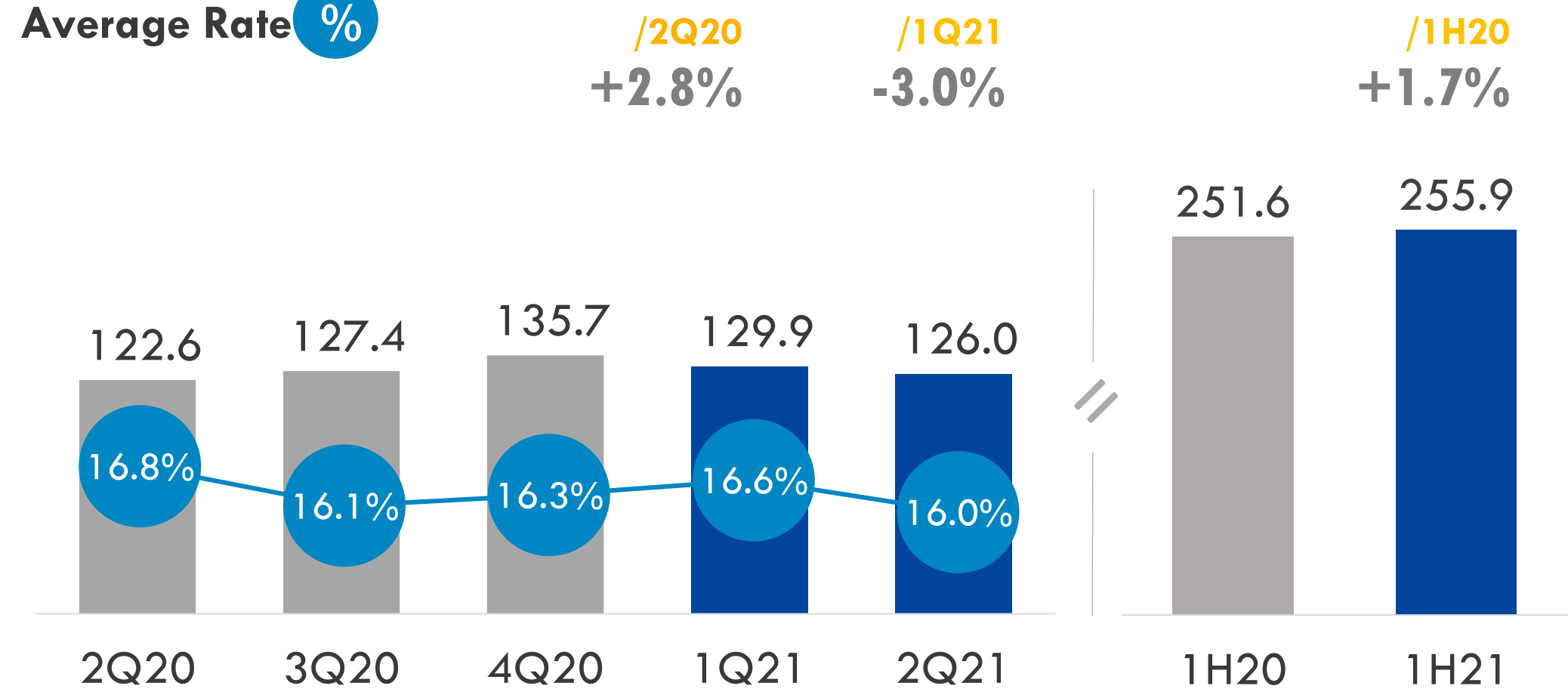
R\$ million



Management Fee

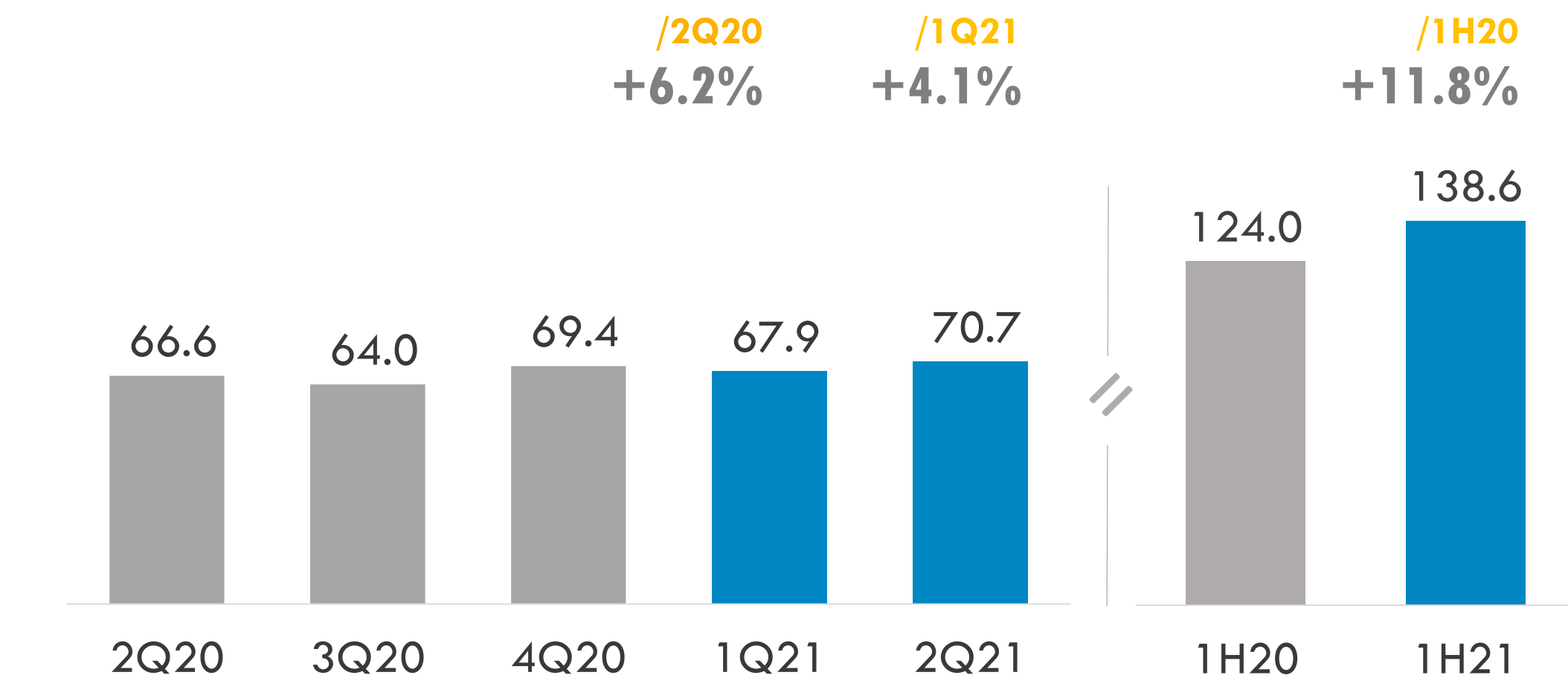
R\$ million

Average Rate %



Operating Margin

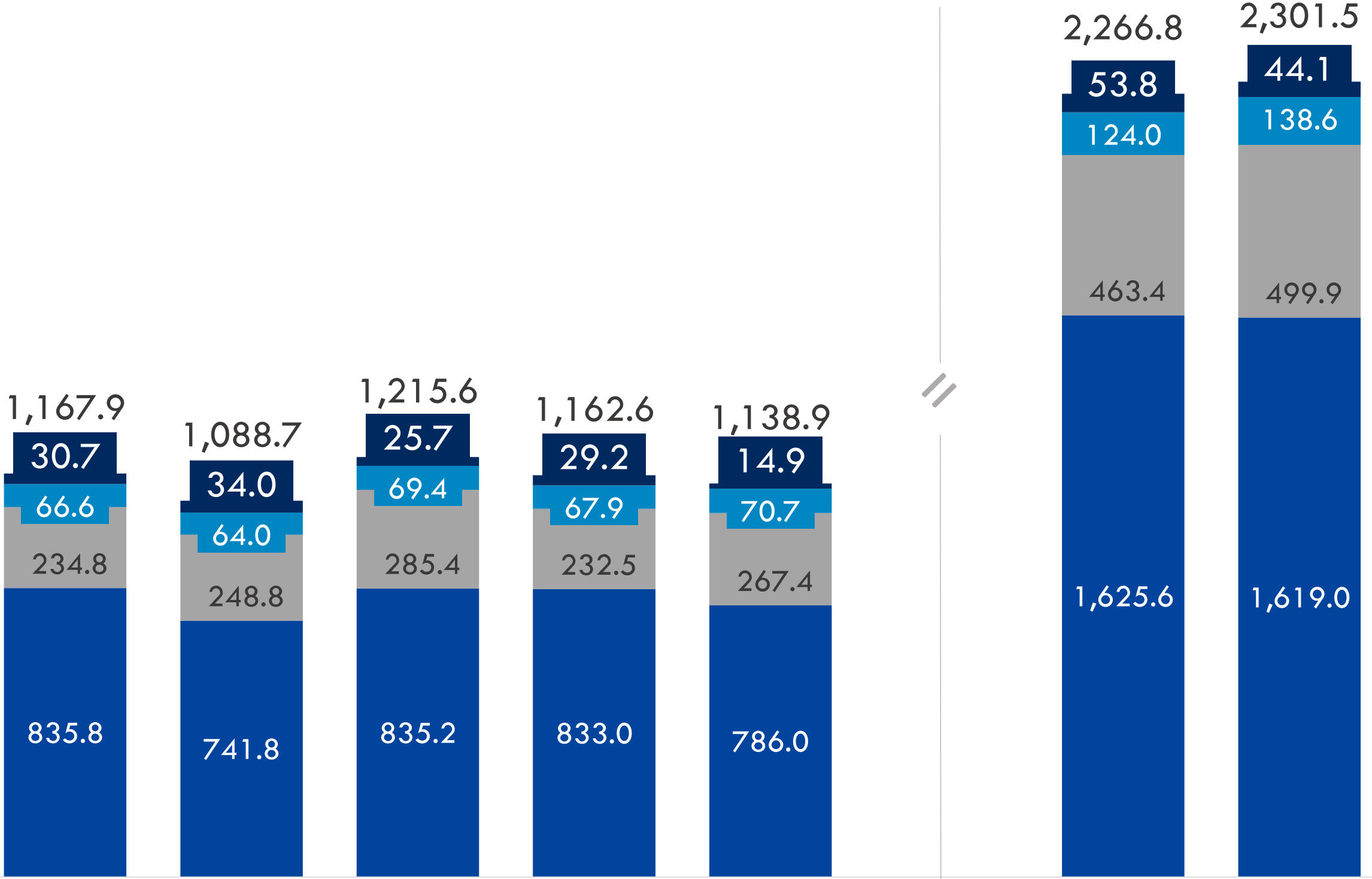
R\$ million



Operating Margin

R\$ million

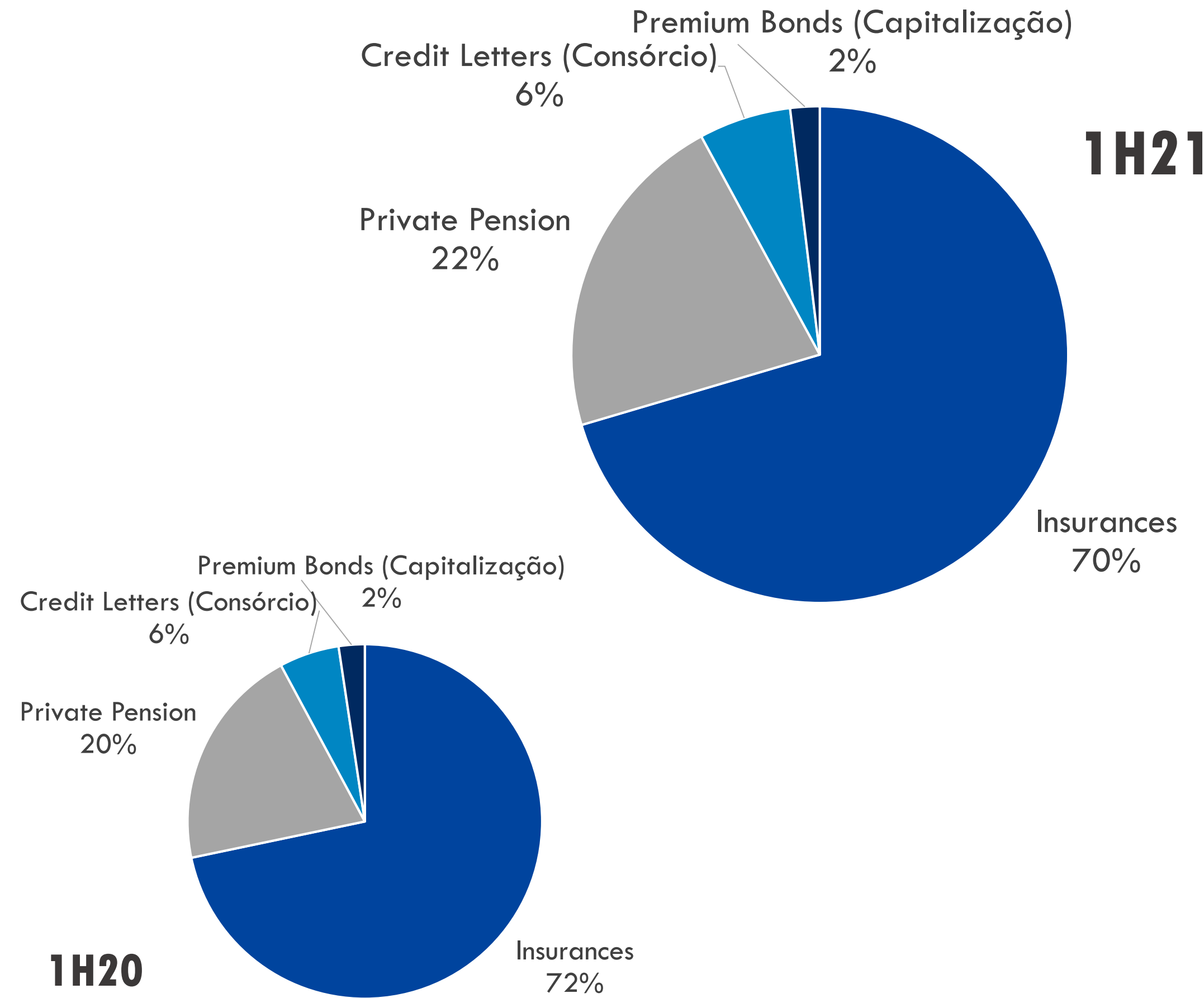
/2Q20 **-2.5%** **/1Q21** **-2.0%** **/1H20** **+1.5%**



■ Insurances ■ Private Pension ■ Credit Letters (Consórcios) ■ Premium Bonds (Capitalização)

Distribution by Segment

%



1

HIGHLIGHTS

2

FINANCIAL AND COMMERCIAL
PERFORMANCE

3

EQUITY INTEREST AND
BUSINESS RESULTS

Welles Melo Junior

IR Head

Result Breakdown – 2021 vs 2020

2020

Caixa Seguros Holding	Too Seguros	PAN Corretora	BDF
All segments	Insurances Others	Brokerage	Commission
48.25%	49%	40% average	
PARTNERSHIPS CAIXA	PARTNERSHIP BANCO PAN	DISTRIBUTION BUSINESS	
			Holding Seguridade

RESULTADO
CAIXA
Seguridade

2021

CNP Seguros Brasil	New Partnership CNP	New Partnership Tokio	New Partnership Icatu	New Partnership CNP	New Partnership Tempo	Too Seguros	PAN Corretora	BDF	CAIXA Brokerage
RUN-OFF Insurance Policies	Life Credit Life Private Pension	Mortgage Homeowner	Premium Bonds (Capitalização)	Credit Letters (Consórcio)	Assistance	Insurances Others	Brokerage	Commission RUN-OFF	Brokerage
48.25%	60%	75%				49%	40% average	100%	
PARTNERSHIPS CAIXA						PARTNERSHIP BANCO PAN		DISTRIBUTION BUSINESS	
									Holding Seguridade

RESULTADO
CAIXA
Seguridade

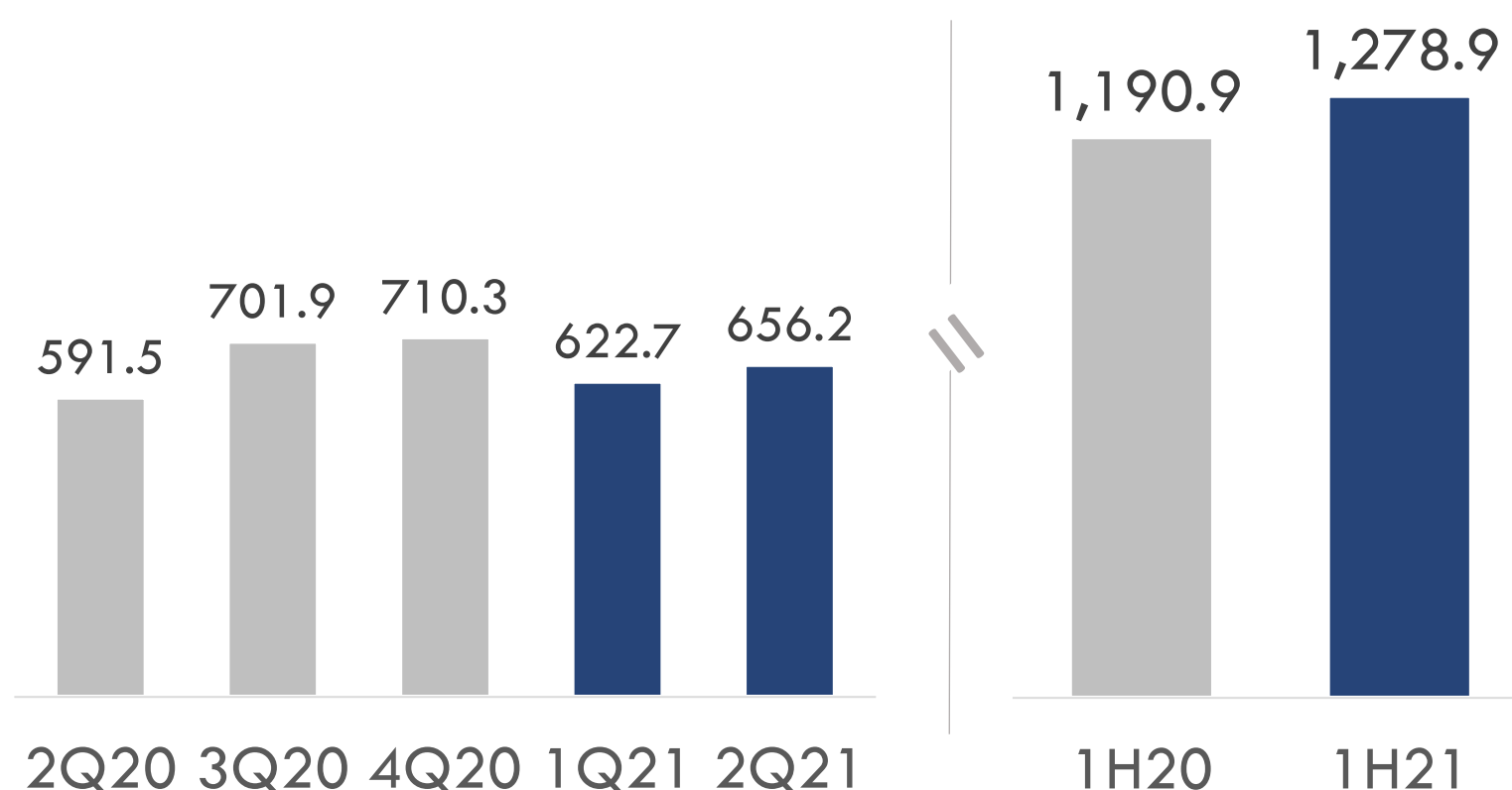
Grouped Results

Operating Result¹

R\$ million

/2Q20
+10.9% **/1Q21**
+5.4%

/1H20
+7.4%

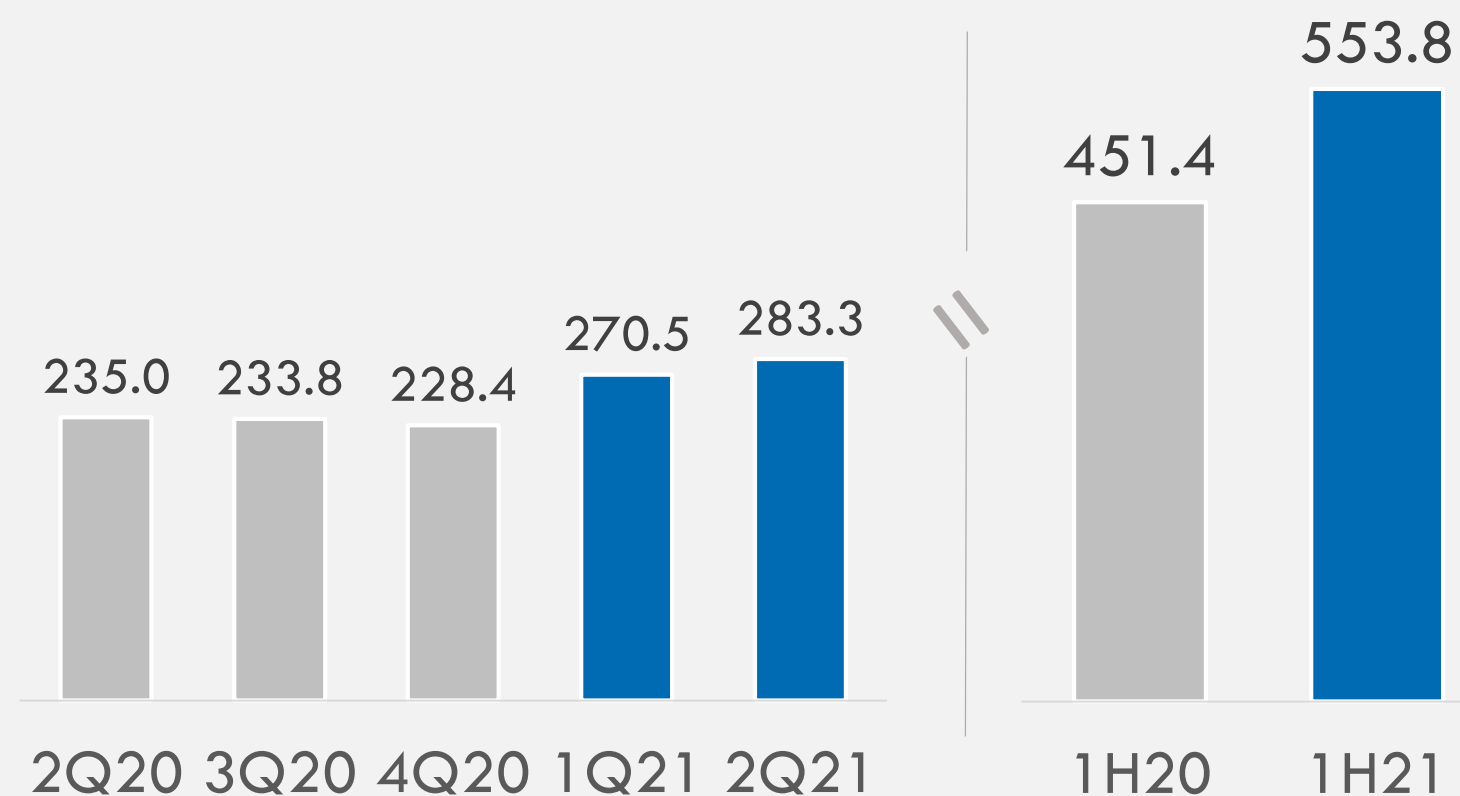


Financial Result

R\$ million

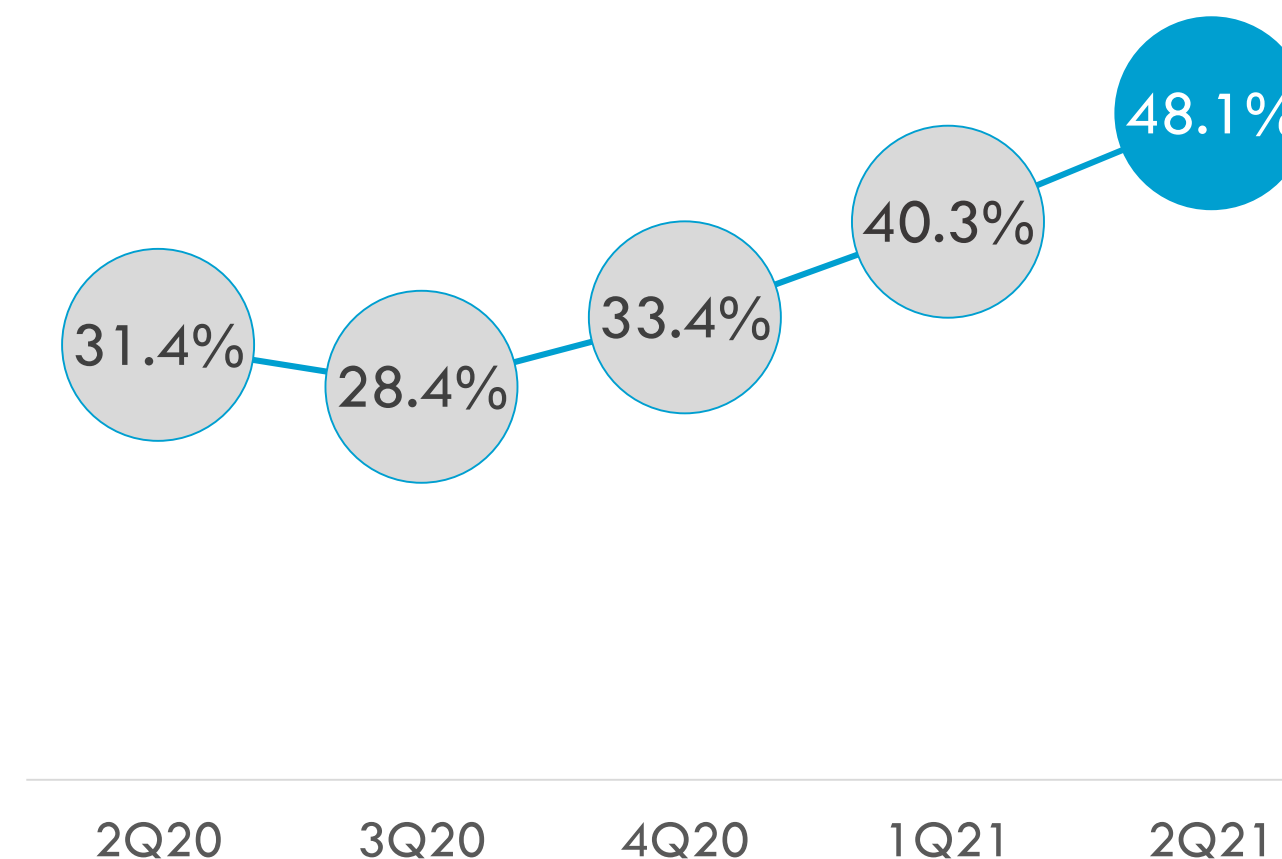
/2Q20
+20.6% **/1Q21**
+4.7%

/1H20
+22.7%



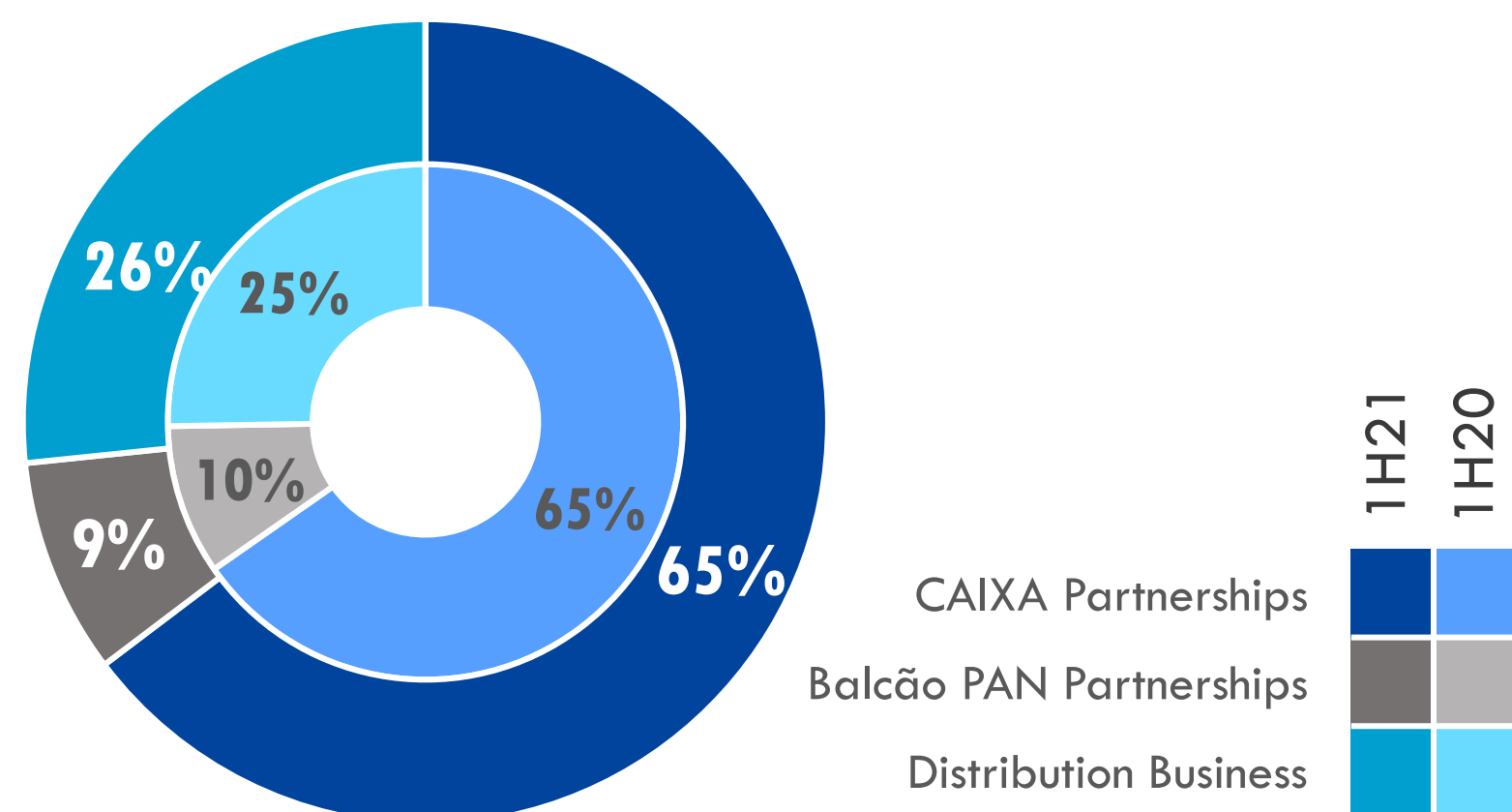
General and Administrative Expenses²

% Operating Margin



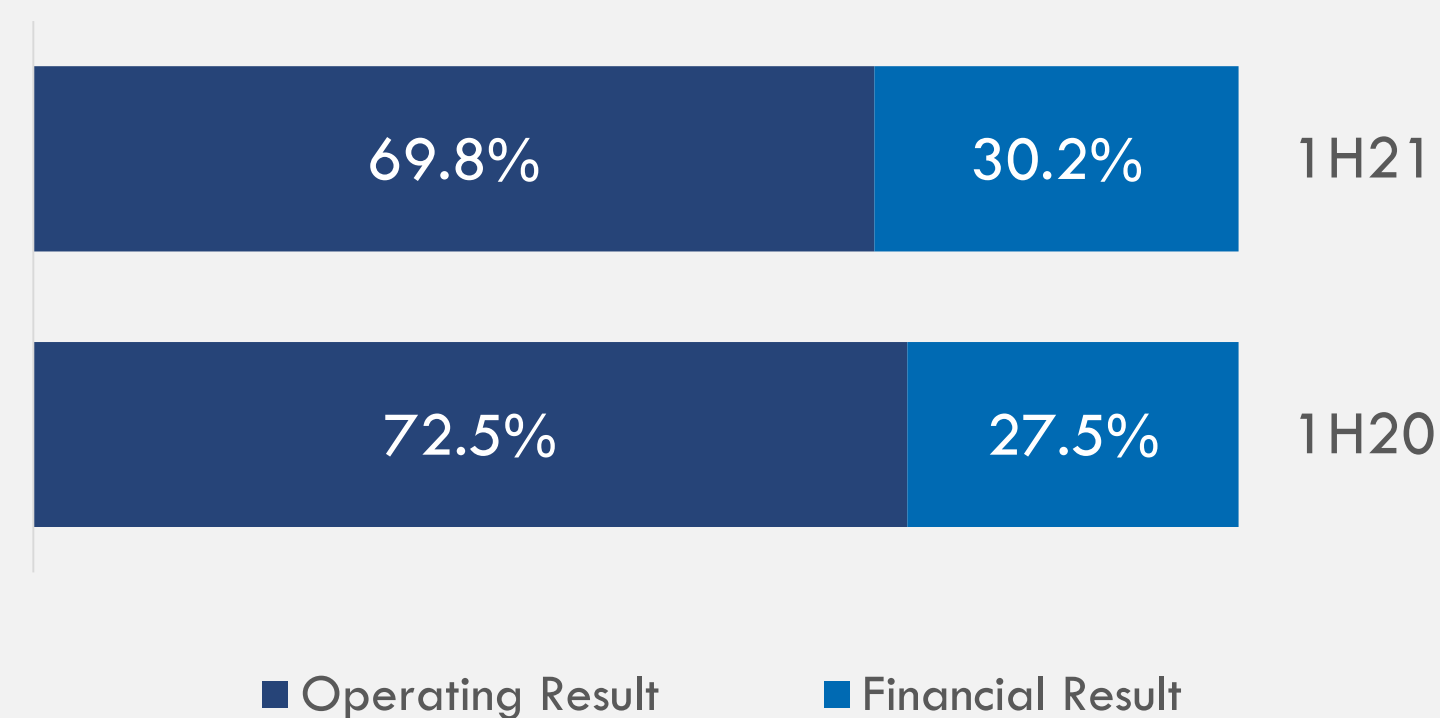
Contribution by Grouping

% Operating Result



Operational x Financial

%



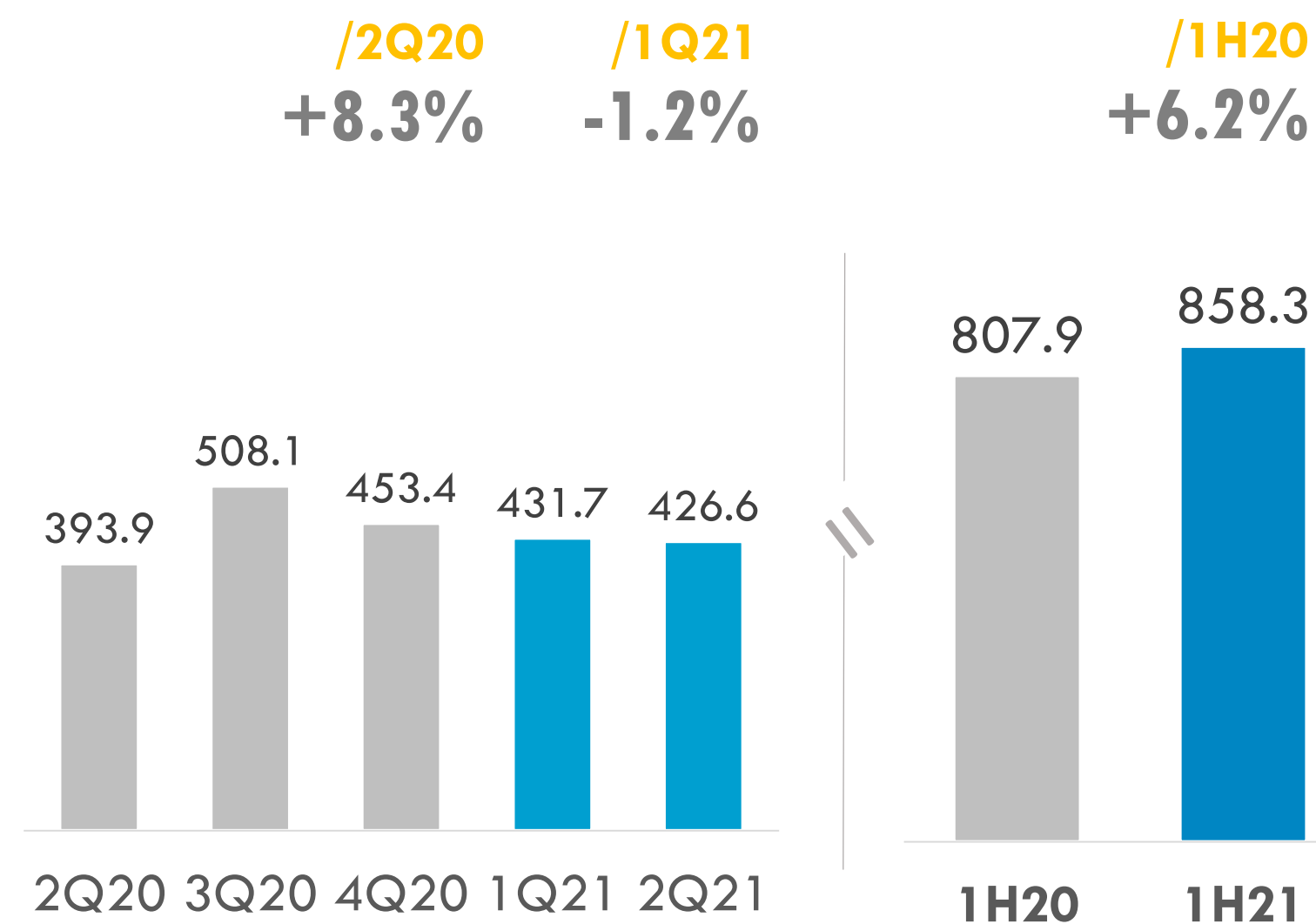
- The higher expenses as of 2021 is due to expenses from implementing and operationalizing the new partnerships and they should return to historical levels when this process ends and the inventory of new companies' assets is created.

(1) Operating Result = Operating Margin - Tax Expenses.

(2) General and Administrative Expenses = Administrative Expenses + Tax Expenses + Other Operating Expenses

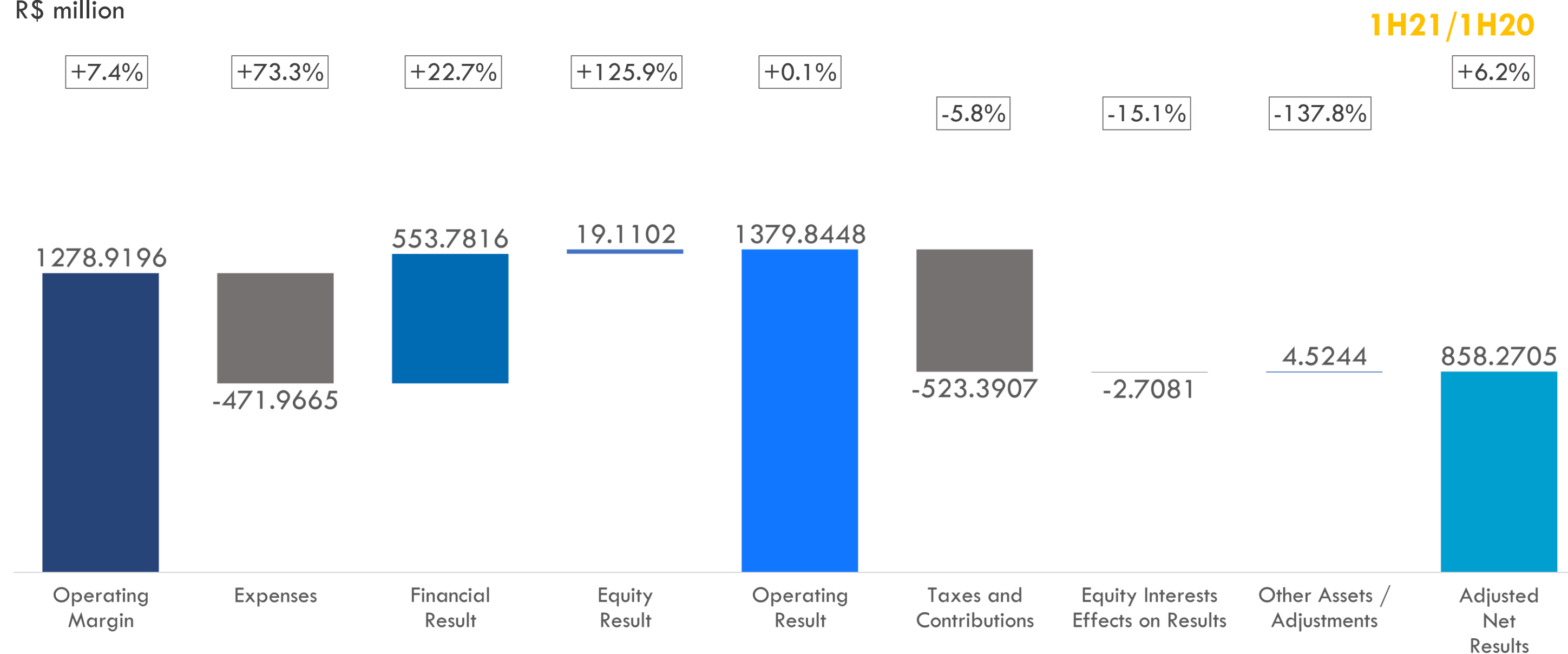
Net Results

R\$ million



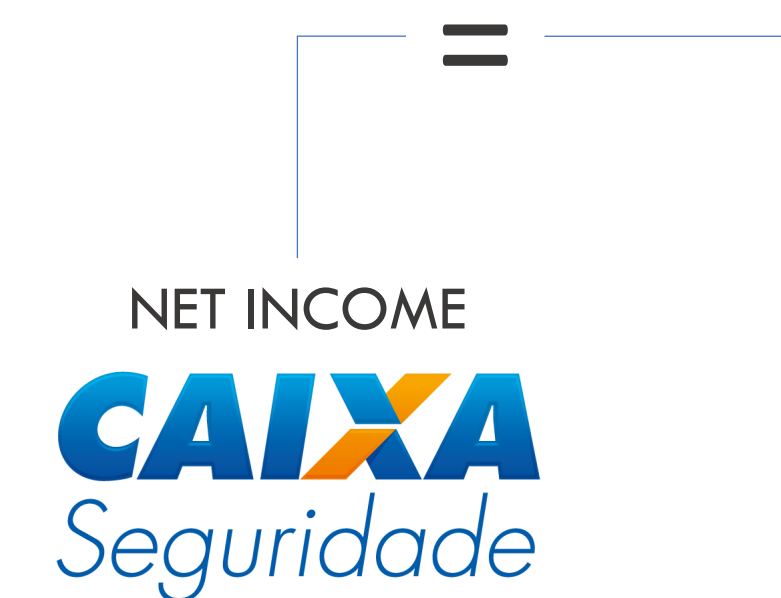
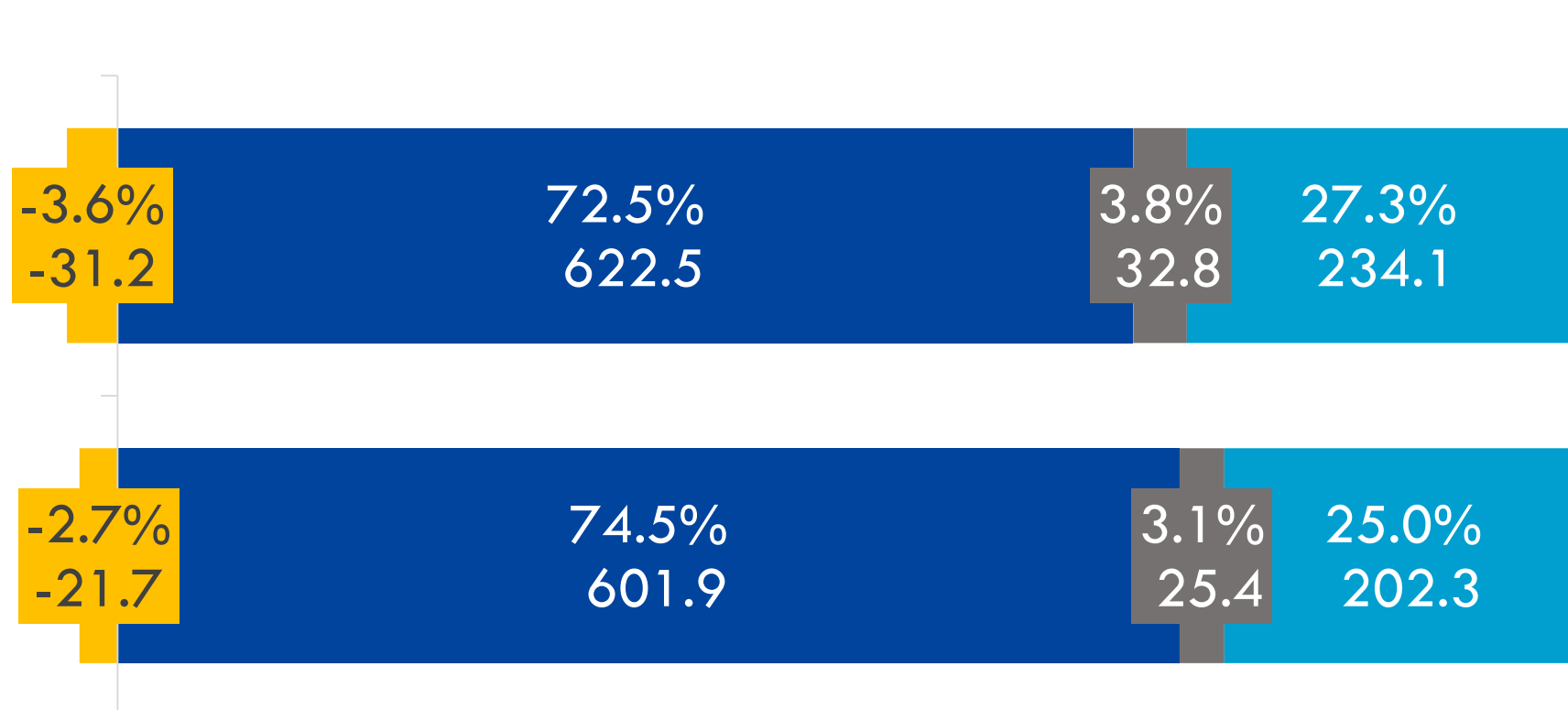
Results Evolution

R\$ million



Net Result by Grouped Business

R\$ million

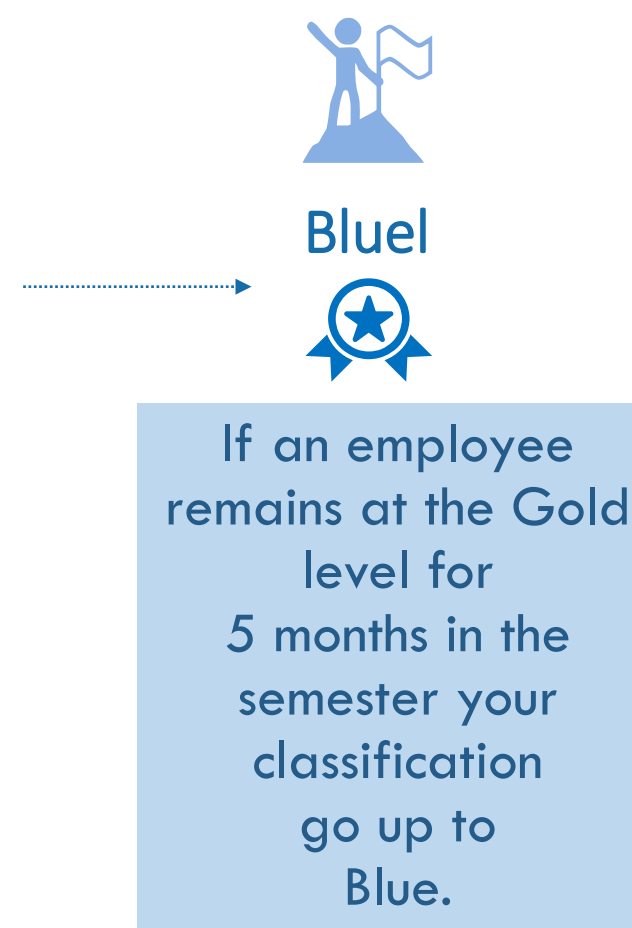
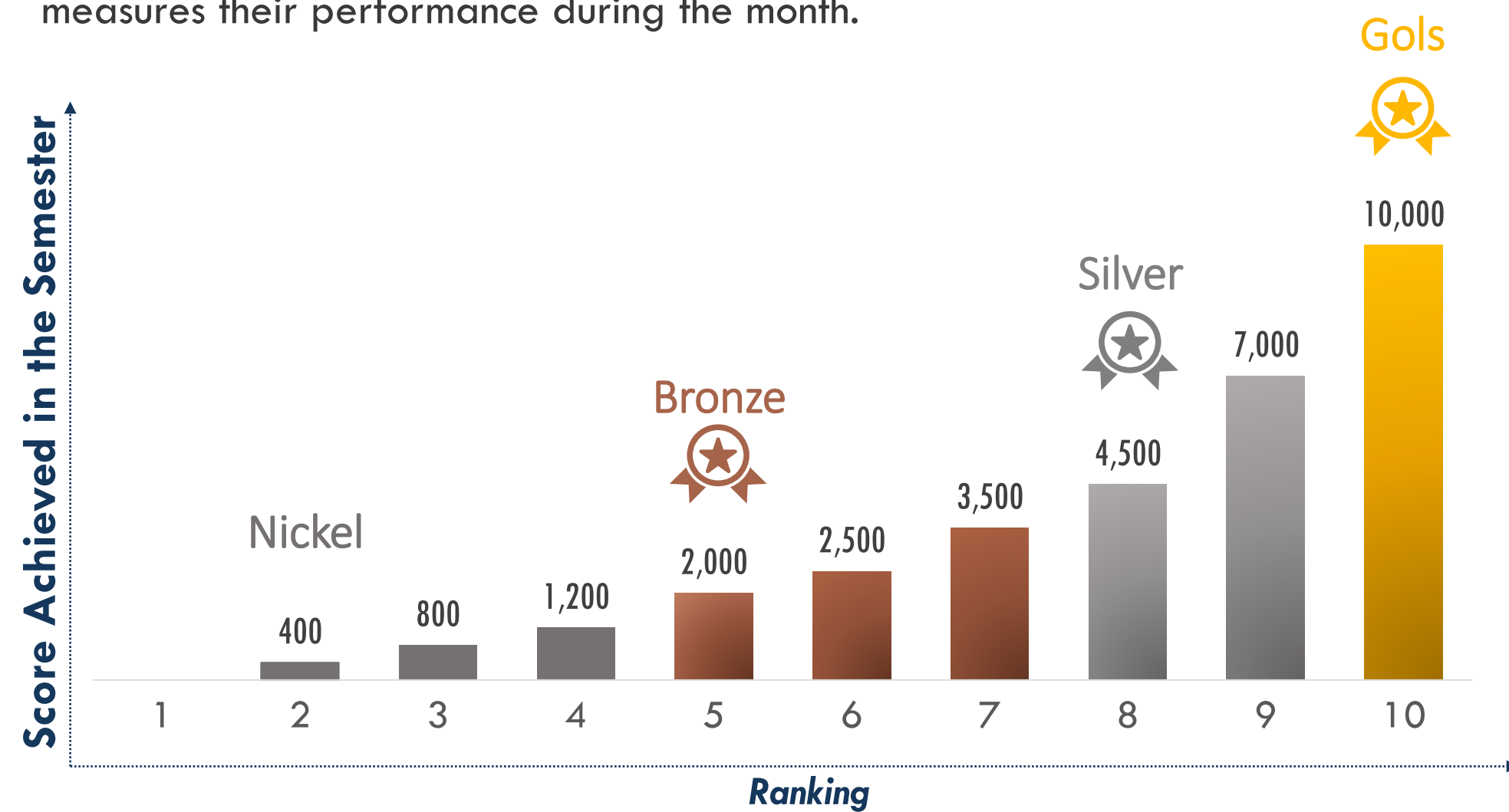


A EXHIBIT

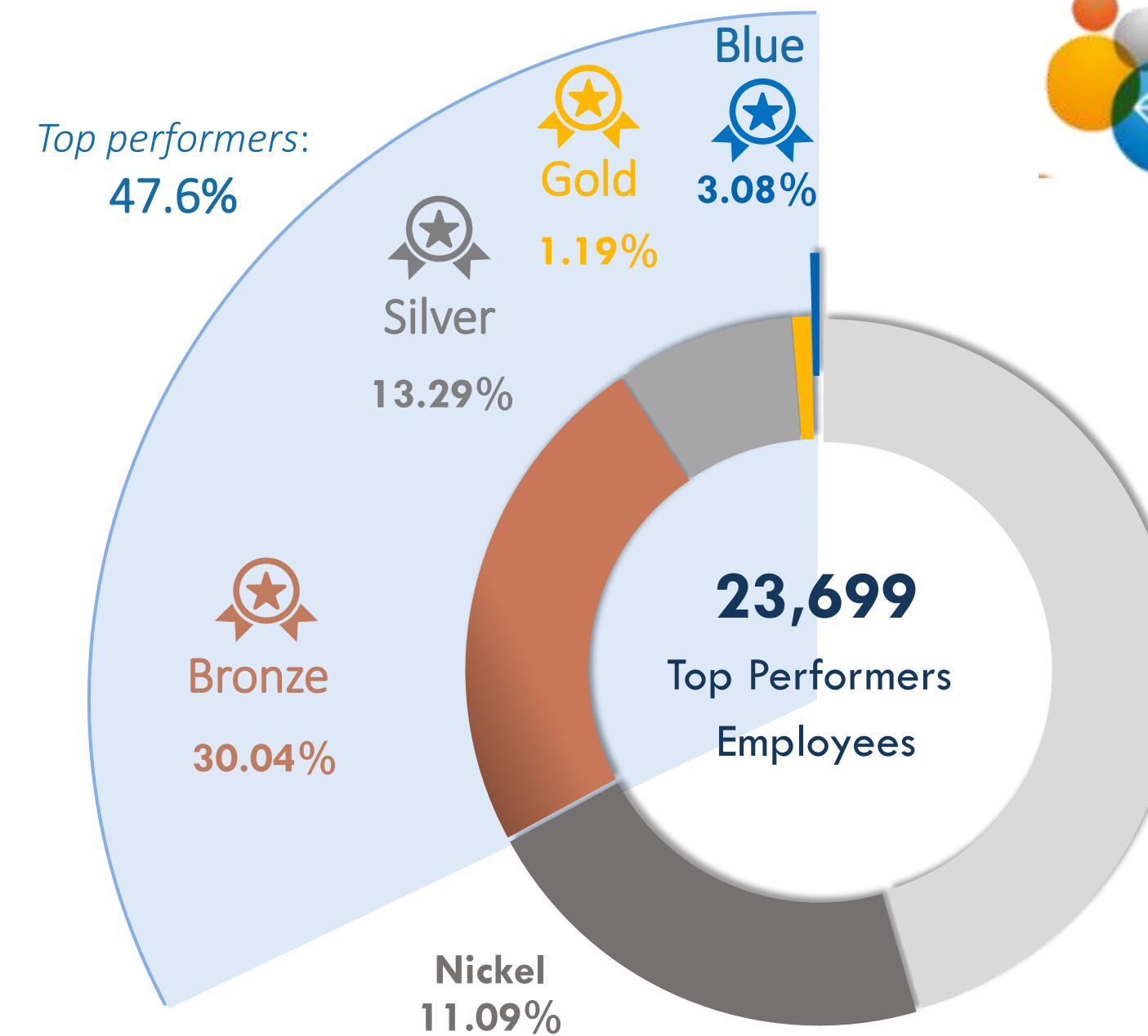
		>Mar	>Jun	Jul	Aug
	Brokerage	OPERATIONAL PARTIAL REVENUE			END OF TRANSITION PERIOD Full Revenue as of August 15
	Co-Brokerage	PARTNERS SELECTED	SIGNED AGREEMENTS	PARTNERSHIPS APPROVED CADE	START OF OPERATIONS as of August 15
	Life, Credit Life and Private Pension	100% OPERATIONAL			✓
	Mortgage and Homeowner	100% OPERATIONAL			✓
	Assistance Services	OPERATIONAL PARTIAL REVENUE B2B			START OF B2C OPERATIONS
	Premium Bonds (Capitalização)	SIGNED AGREEMENT	START OF OPERATIONS END OF JUNE	100% OPERATIONAL	✓
	Credit Letters (Consórcios)	SIGNED AGREEMENT		PARTNERSHIP APPROVAL BACEN	START OF OPERATIONS

Sales Team – Employee Overview

CAIXA classifies its sales team through a scoring system that measures their performance during the month.



Employees by Classification



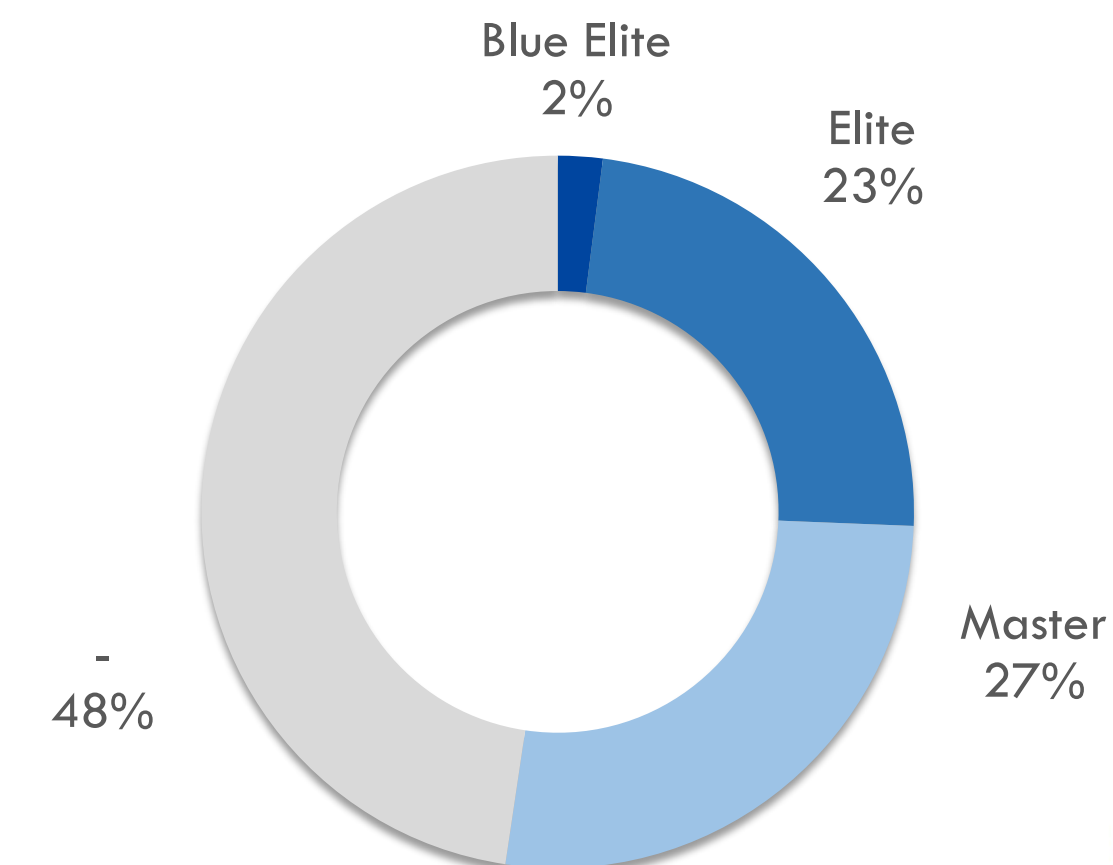
Sales Team – Overview by branch

Level	% of classified employees as top performers ⁽¹⁾
Blue Elite	Elite for 4 months in the semester, including the last month.
Elite	45%
Master	35%

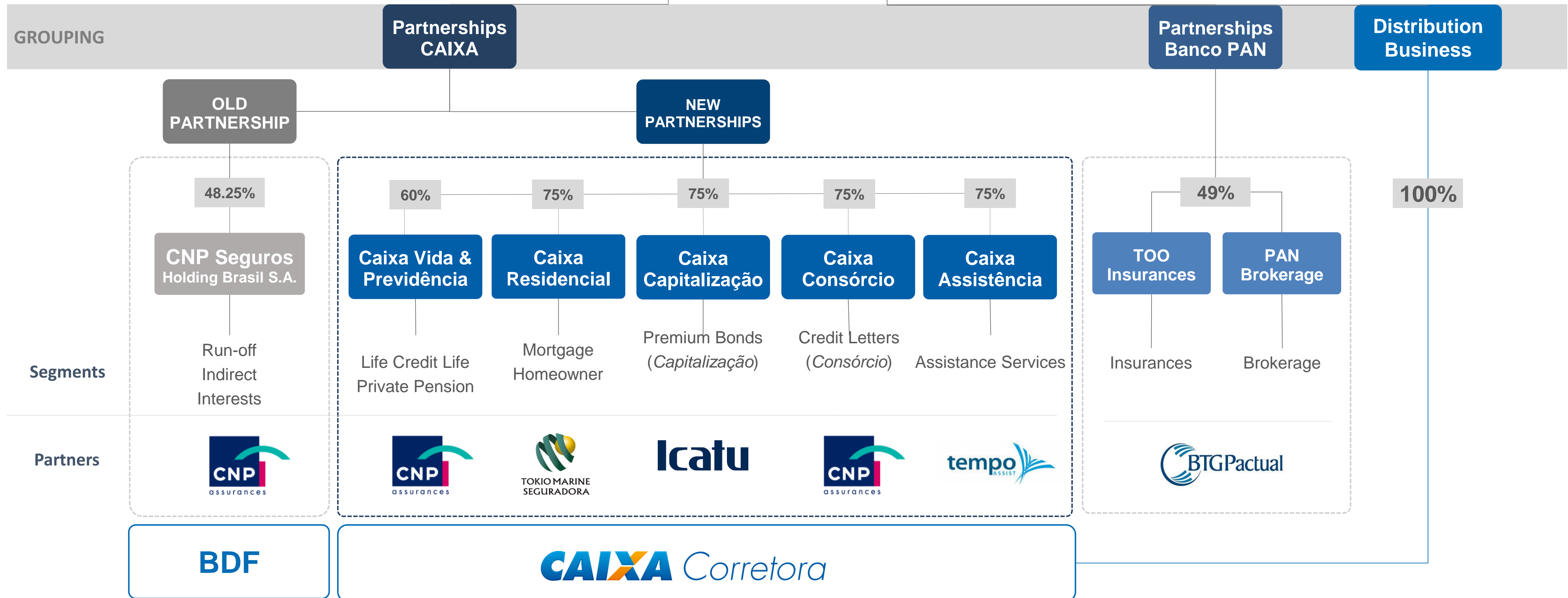
The Sales Team program guarantees:

- 1- **Strategy alignment**
- 2- **Recognition of Top Performers**

Top Performers Branches



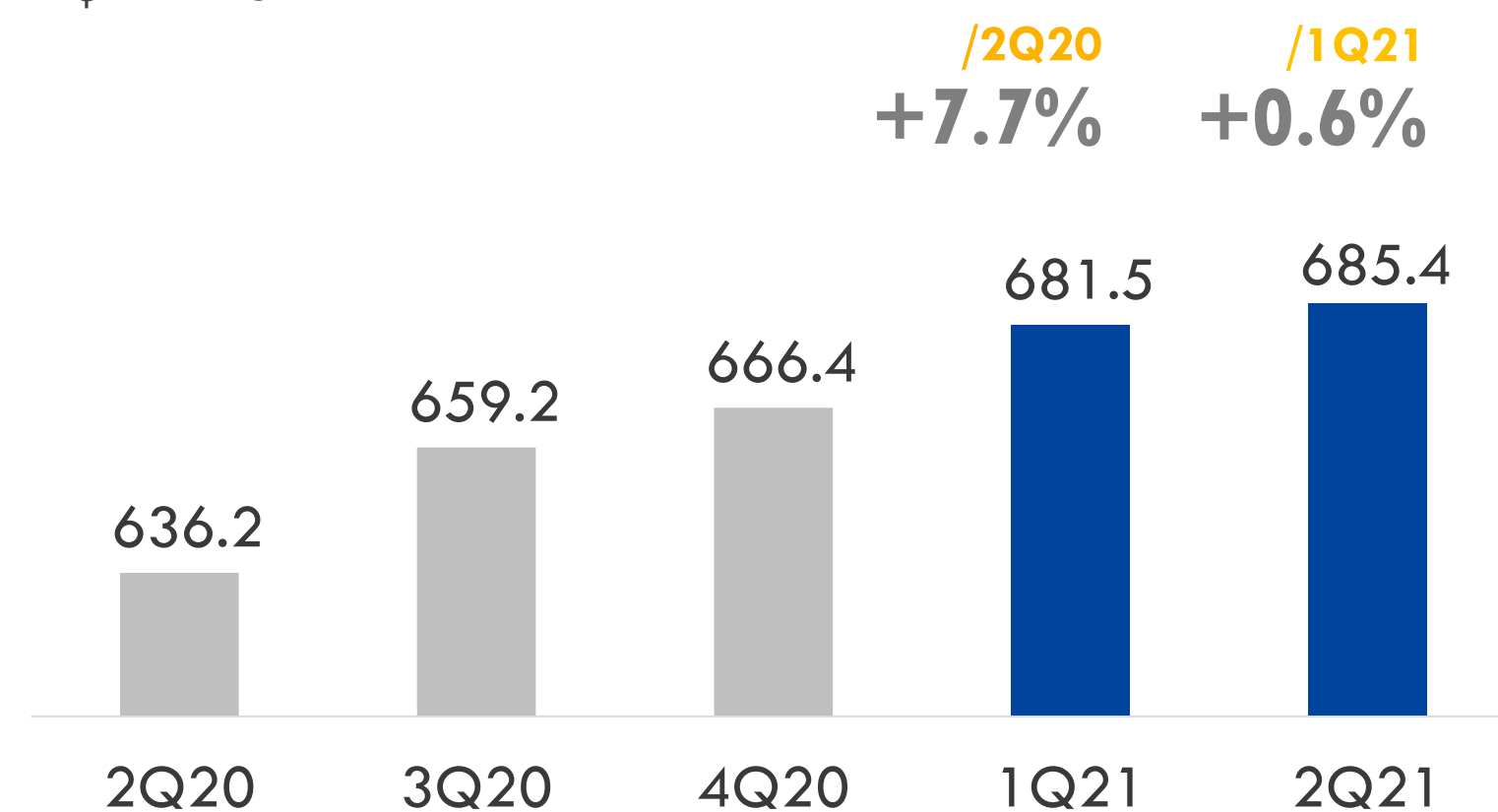
Fonte: Company.
Nota: (1) Percentage of branch employees rated bronze or above.



Insurance Segments | Operating Margin

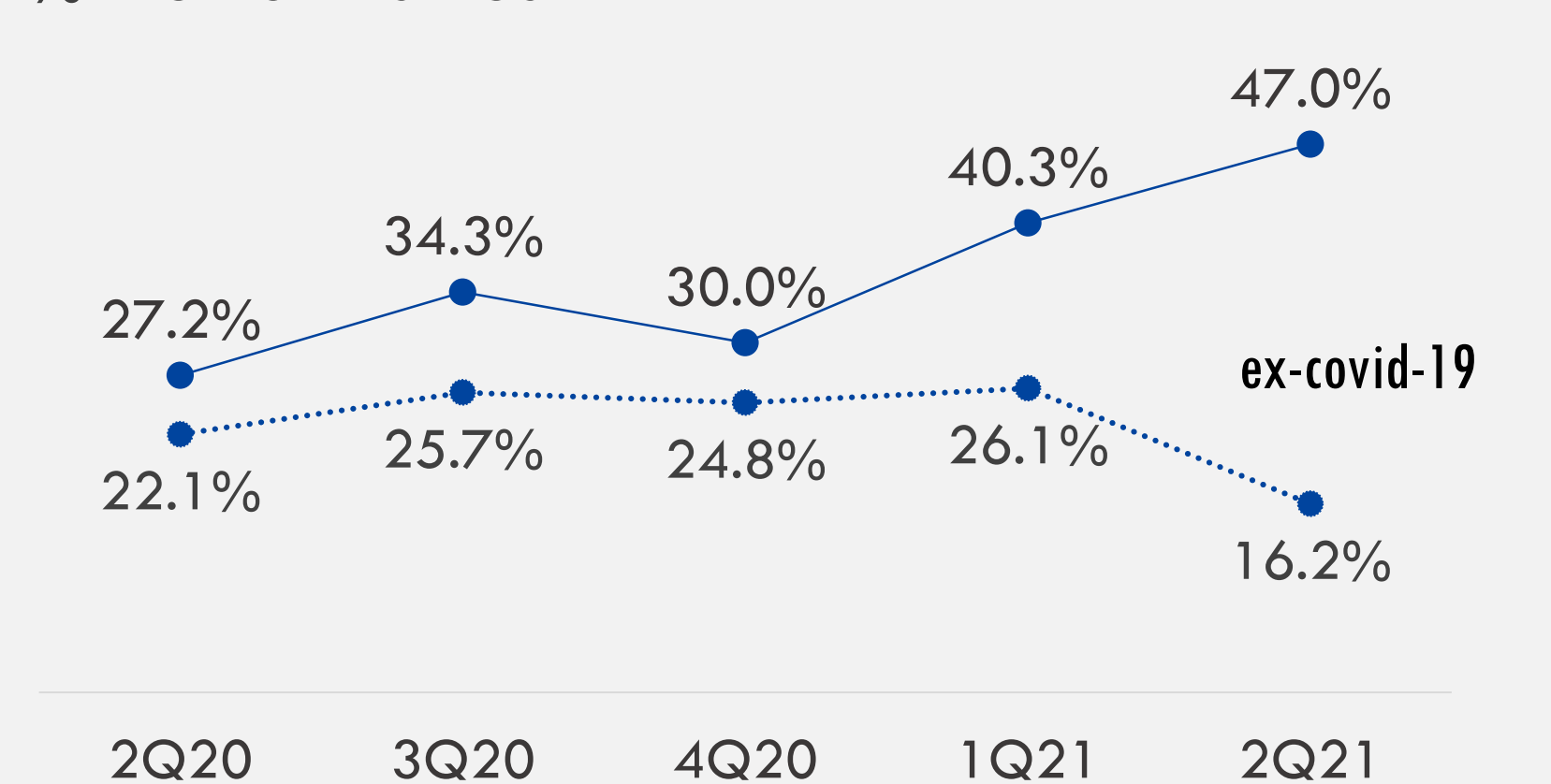
Premiums Issued **Mortgage**

R\$ million



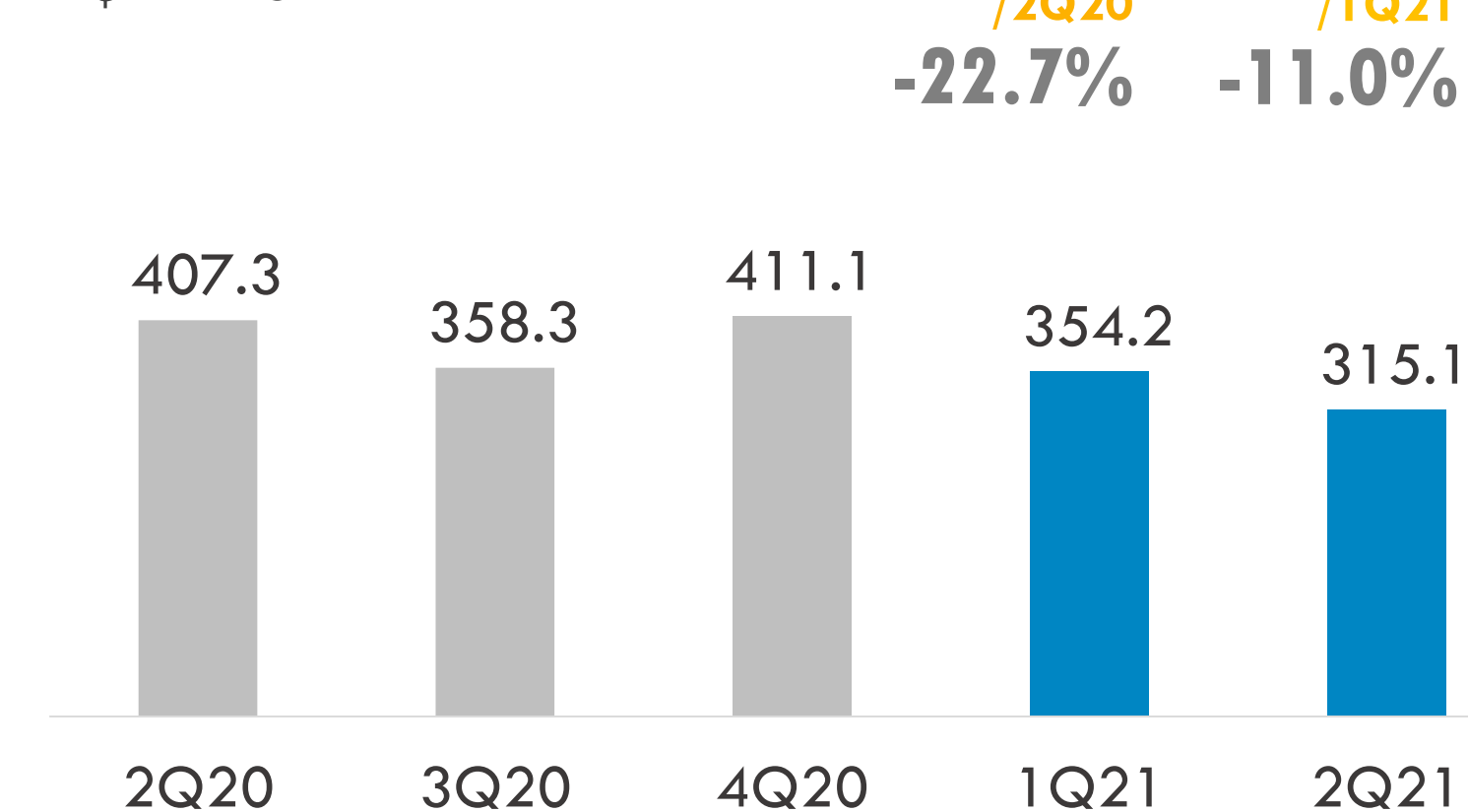
Loss Ratio **Mortgage**

% Premium Earned



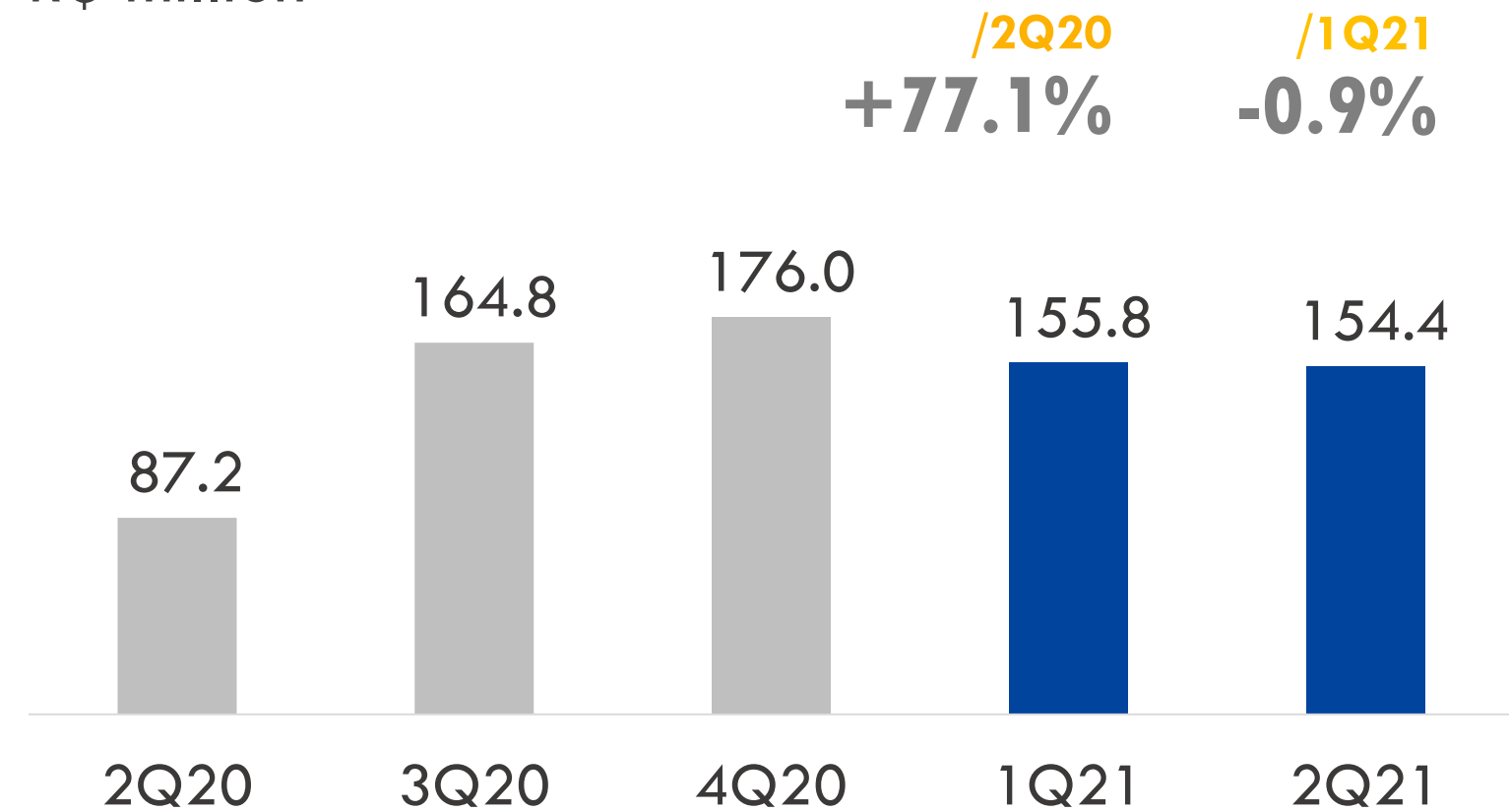
Operating Margin **Mortgage**

R\$ million



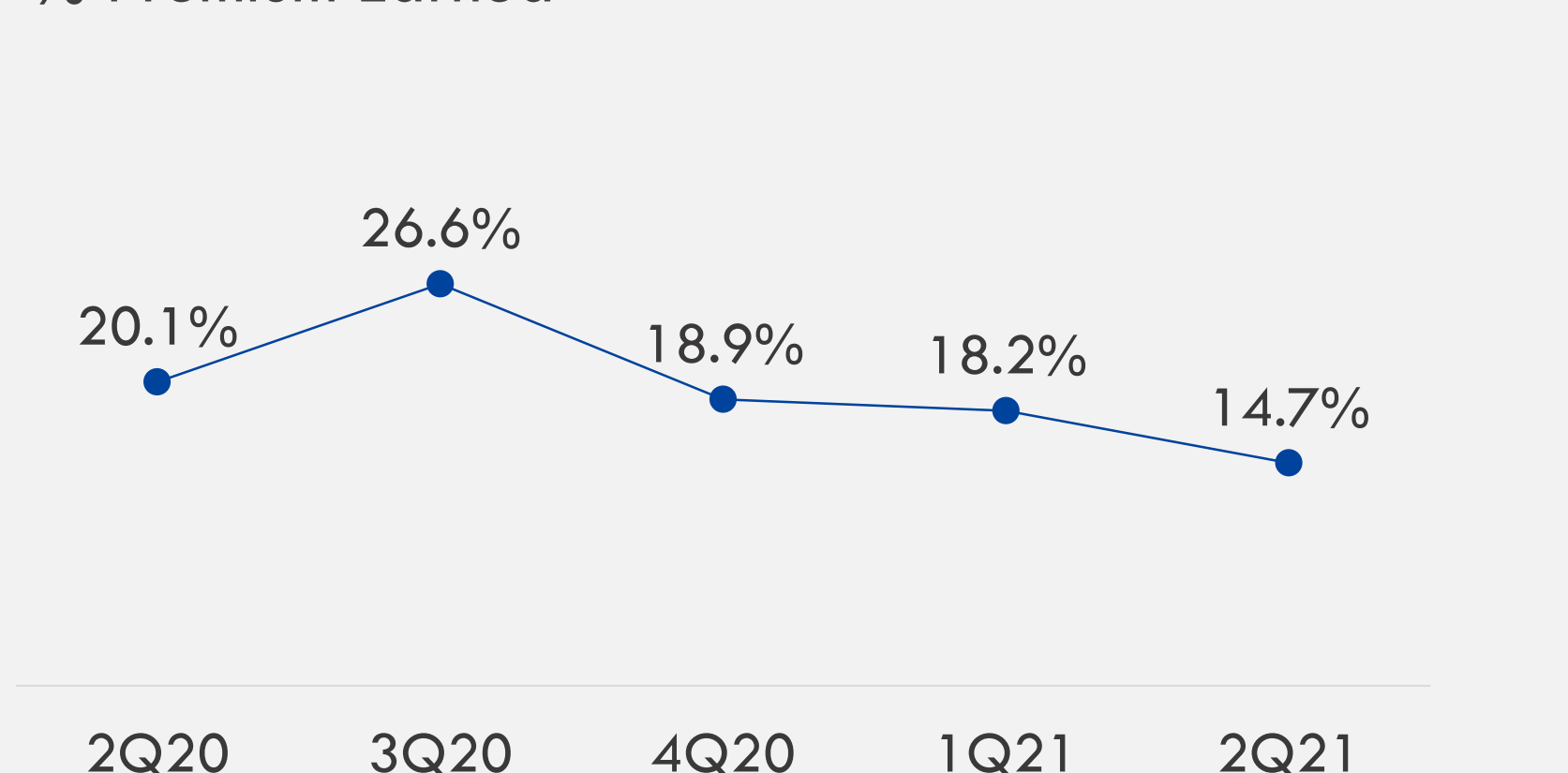
Premiums Issued **Homeowner**

R\$ million



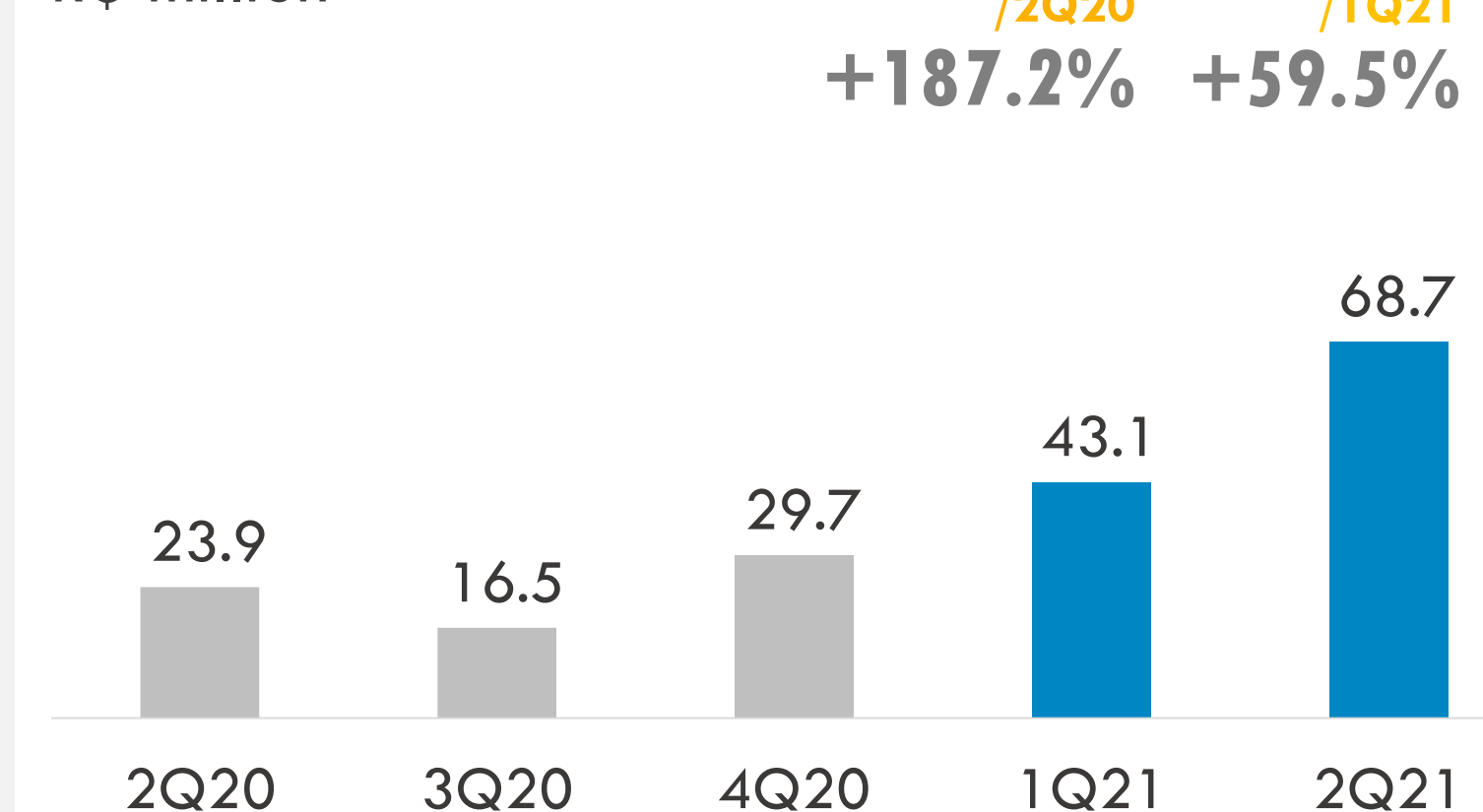
Loss Ratio **Homeowner**

% Premium Earned



Operating Margin **Homeowner**

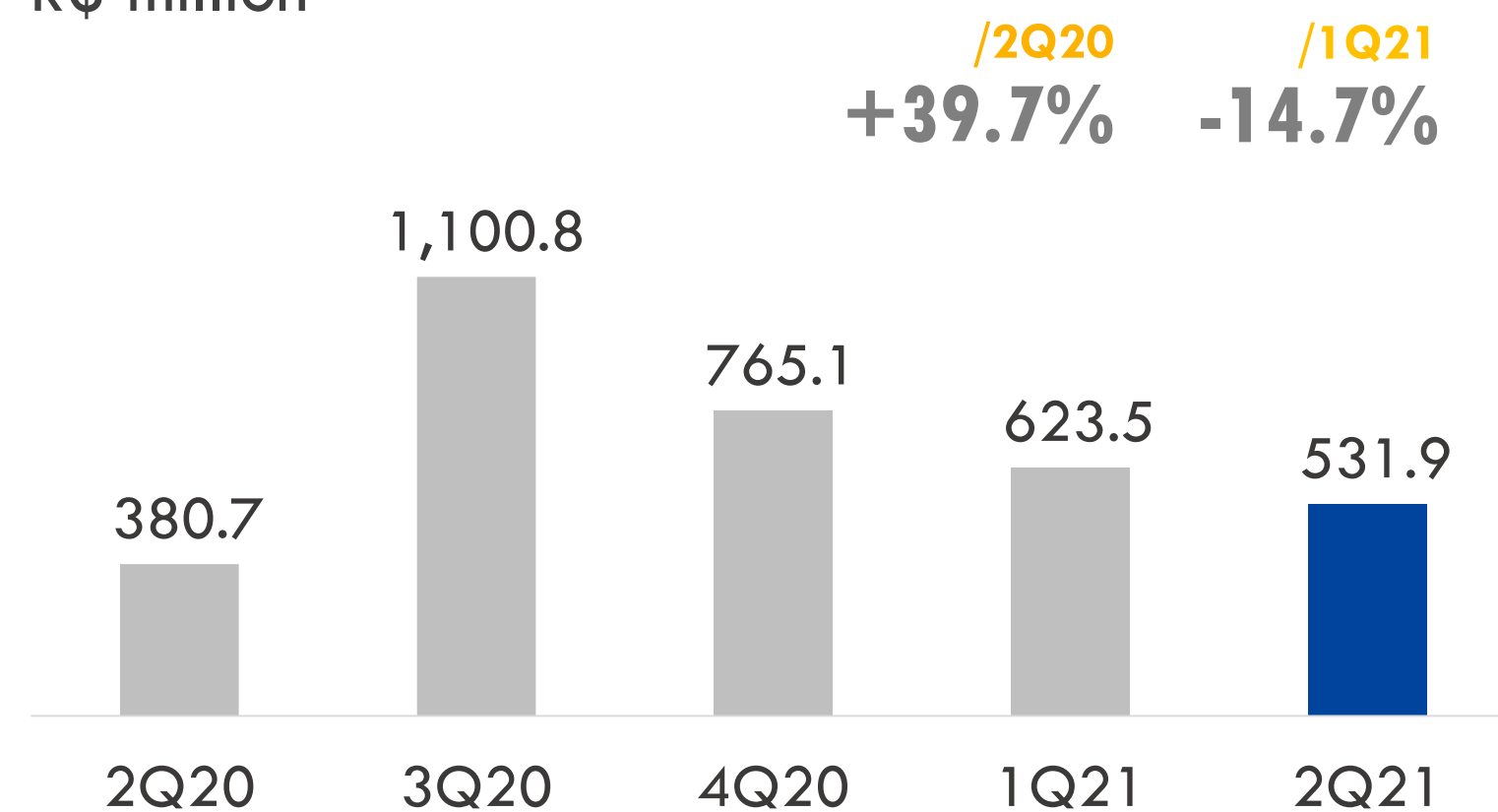
R\$ million



Insurance Segments | Operating Margin

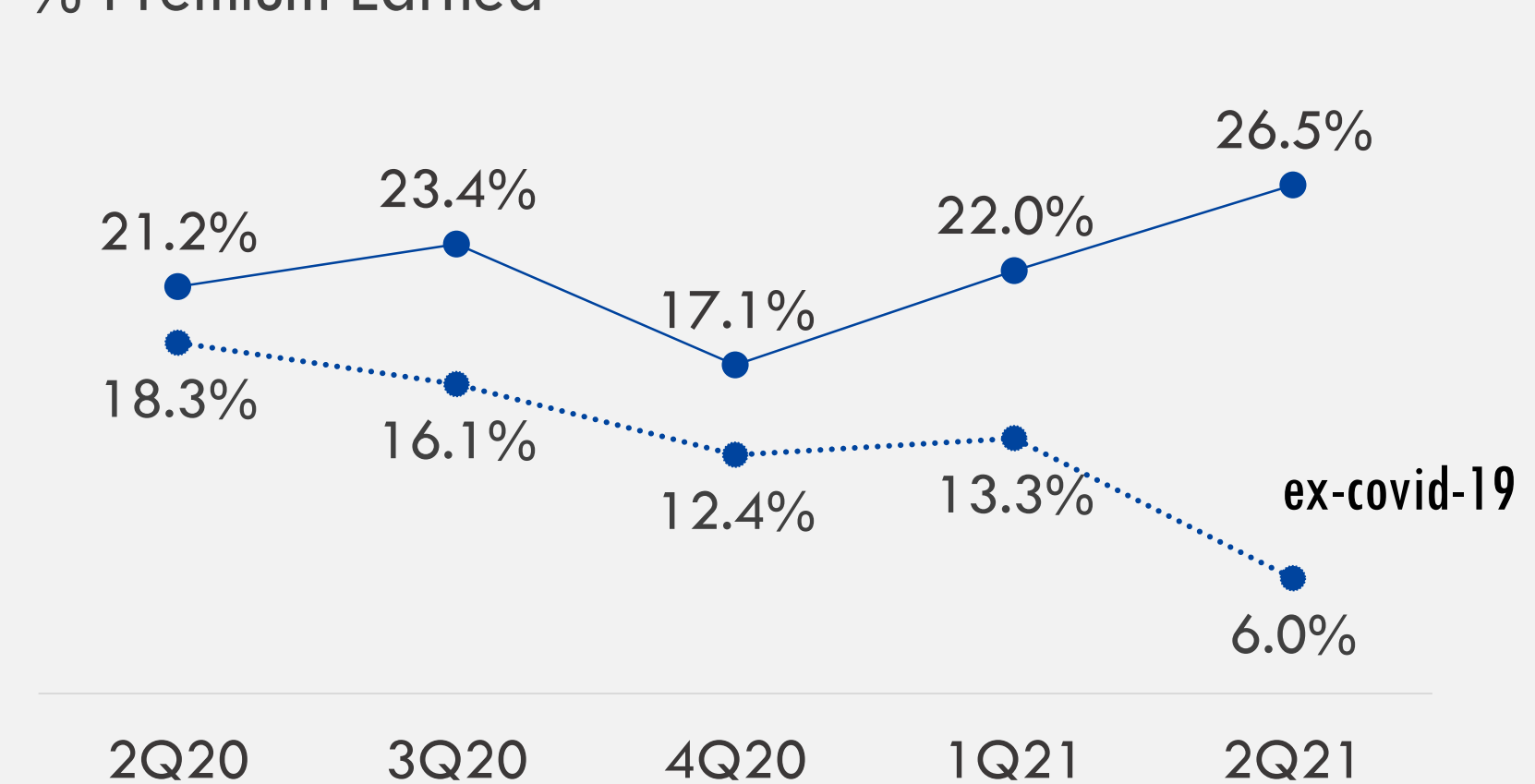
Premiums Issued Credit Life

R\$ million



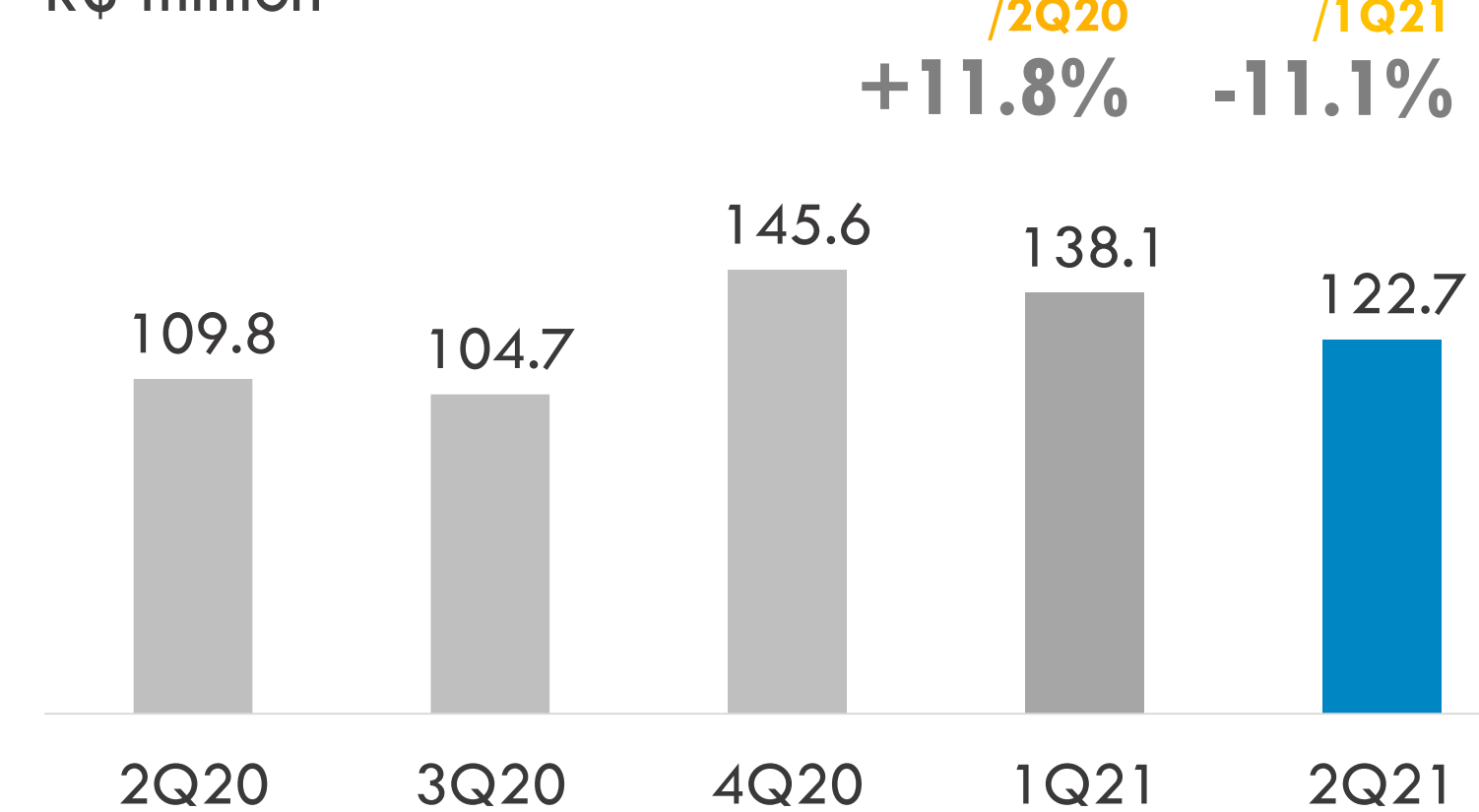
Loss Ratio Credit Life

% Premium Earned



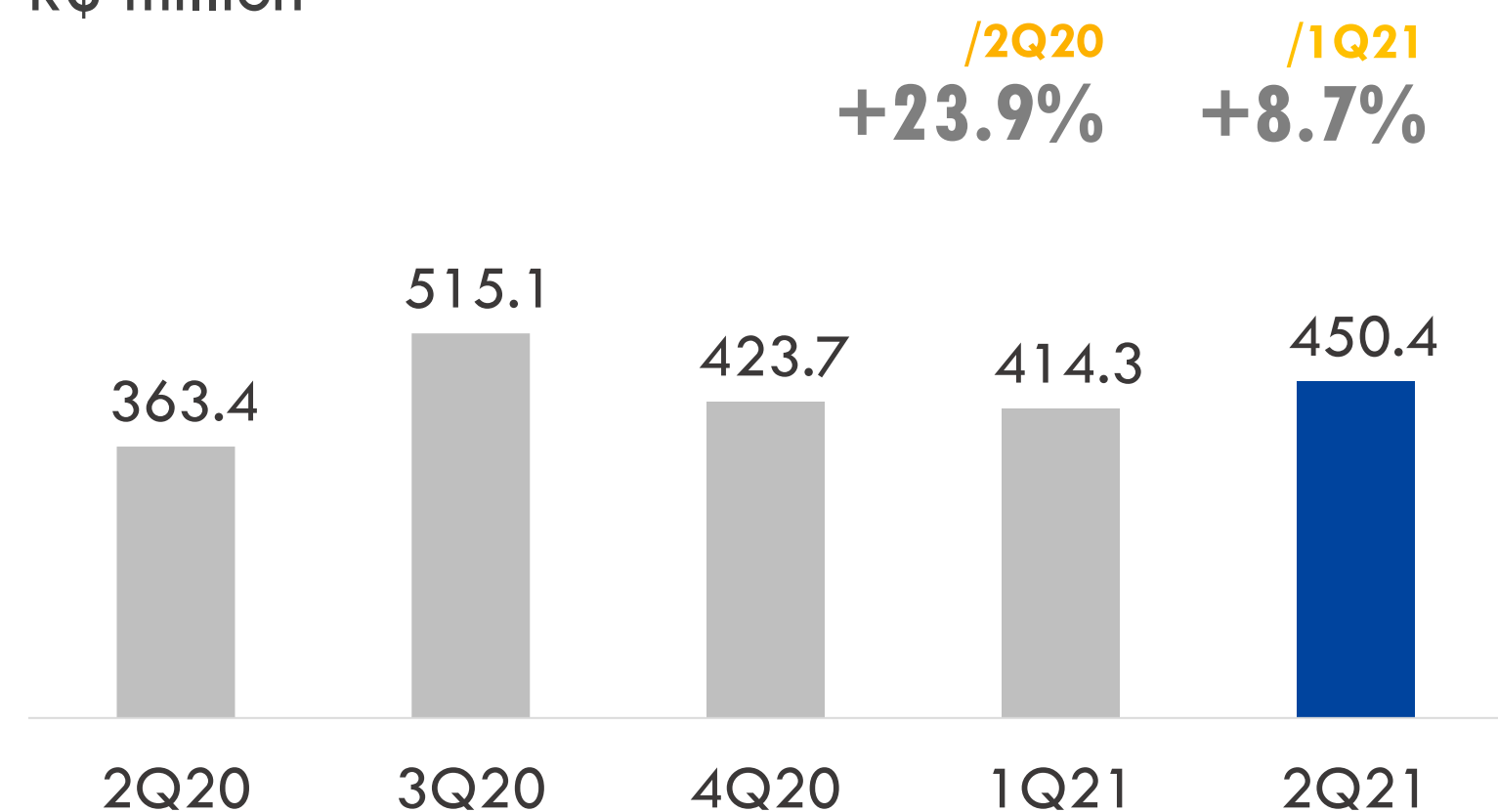
Operating Margin Credit Life

R\$ million



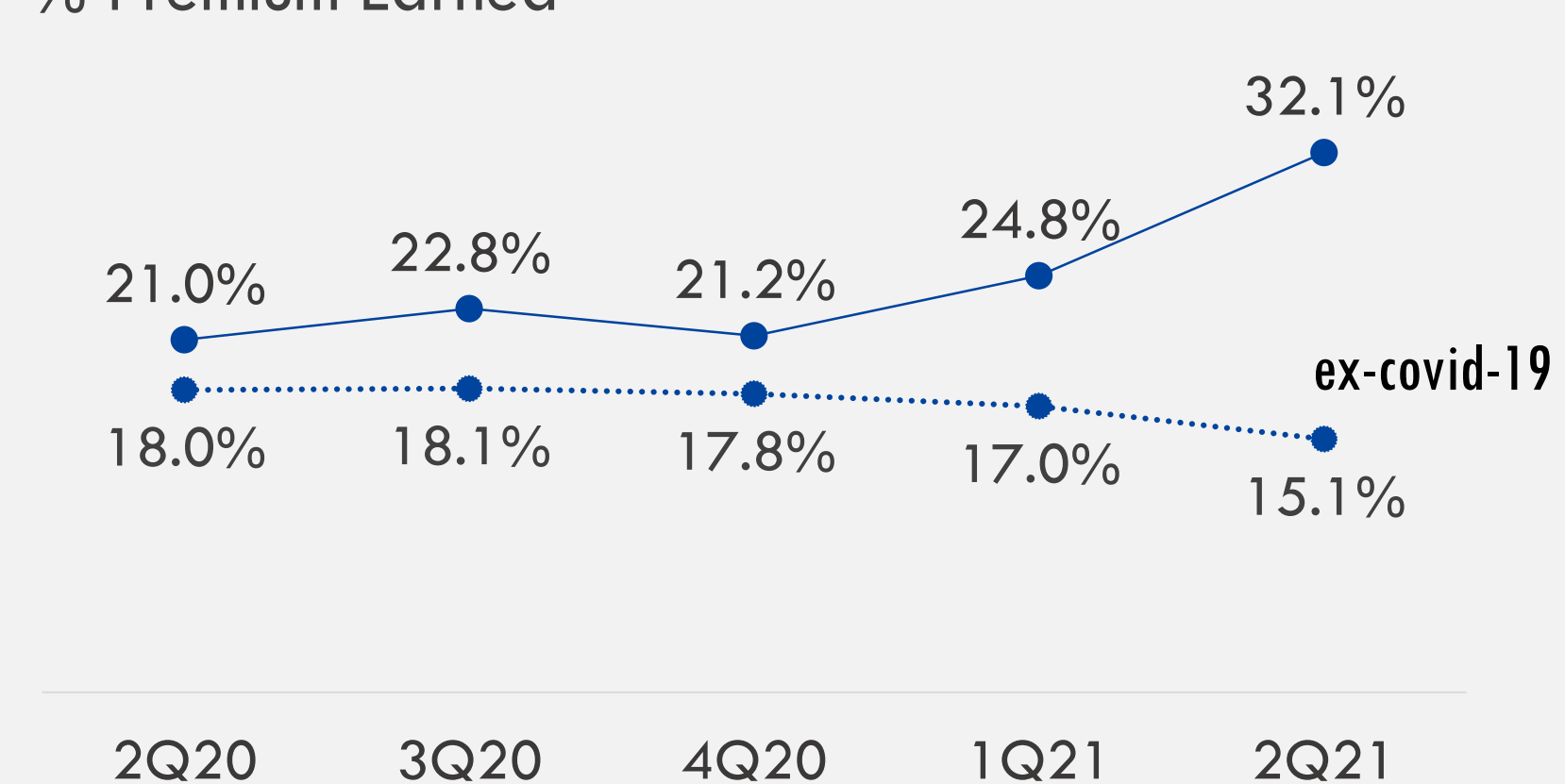
Premiums Issued Life

R\$ million



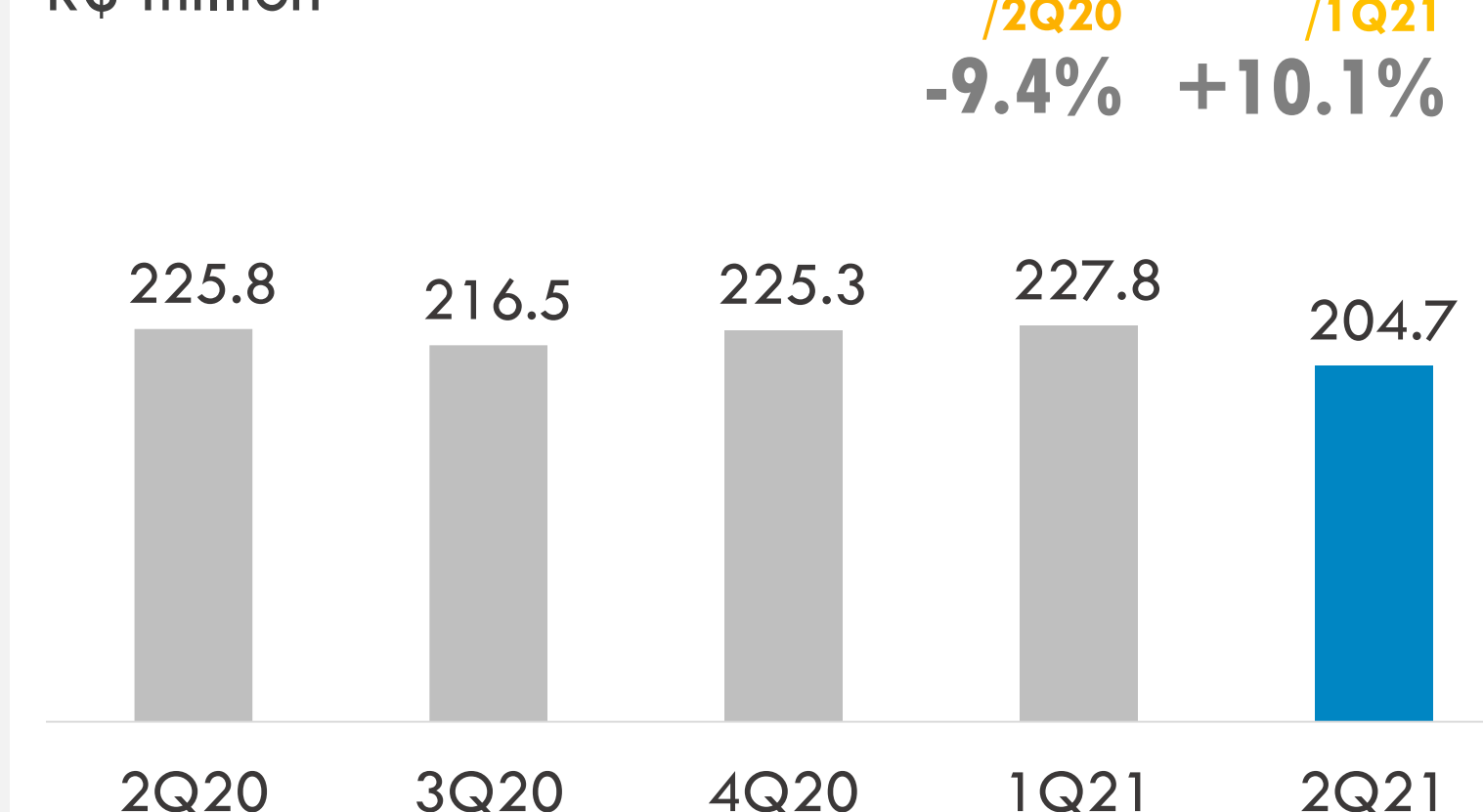
Loss Ratio Life

% Premium Earned



Operating Margin Life

R\$ million





CAIXA *Seguridade*

Relações com Investidores
ri@caixaseguridade.com.br

