

RESULTS | 2Q20 PRESENTATION

CAIXA

seguridade

HIGHLIGHTS ■

EDUARDO DACACHE ▲

Chief Executive Officer (CEO)

CAIXA

seguridade

FINANCIALS

Recurring Net Income

R\$ **807,868** K +5.2% R\$ 768,269 K
1S2020 1S2019

Revenues from access to the distribution network and use of the Brand (excludes success fee)

R\$ **330,147** K -5.2% R\$ 348,265 K
1S2020 1S2019

Result of investment in equity interests

R\$ **627,223** K +9.7% R\$ 571,651 K
1S2020 1S2019

OPERATIONS

- Caixa Seguridade 2021 - Partnerships
- Atendimento Comercial New Structure and Business Model
- Distribution Channel expansion.
- Production Recovery after COVID-19 pandemic countermeasures
- Elected as one of the best companies to work



CAIXA SEGURIDADE 2021 PARTNERSHIPS

RESULTS
PRESENTATION

2Q20

Increase in Economic Participation

Segment		Economic Participation	
		Until 2020	2021+
Representam 86% do resultado de 2019 e 91% do resultado Pro-Forma ⁽¹⁾	Life	48%	60%
	Credit Life	48%	60%
	Pension ⁽¹⁾	48%	60%
	Mortgage	48%	75%
	Home	48%	75%
	Premium Bonds	25%	75%
	Credit Letter	48%	75%
	Assistance Services	0%	75%
	Auto/Health/Dental	48%	75%
	Large Risks + Corporate	48%	25%



TOKIO MARINE
SEGURADORA

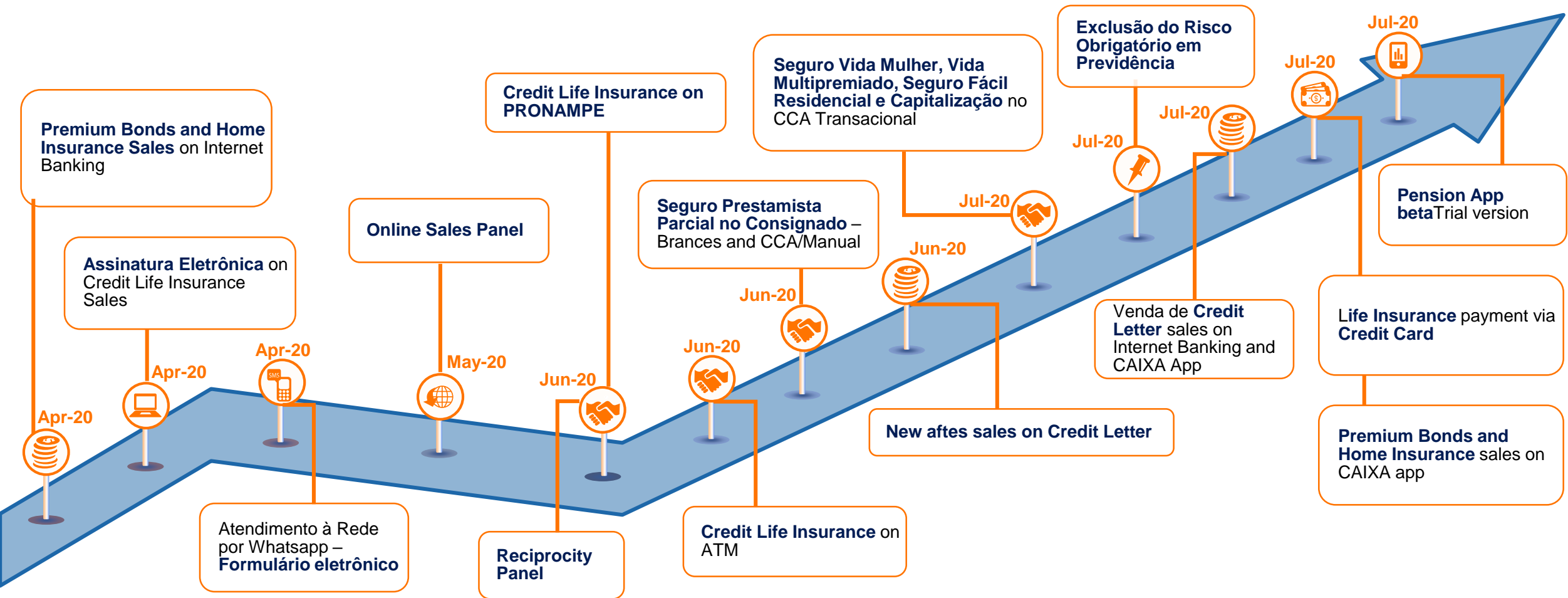


Em negociação

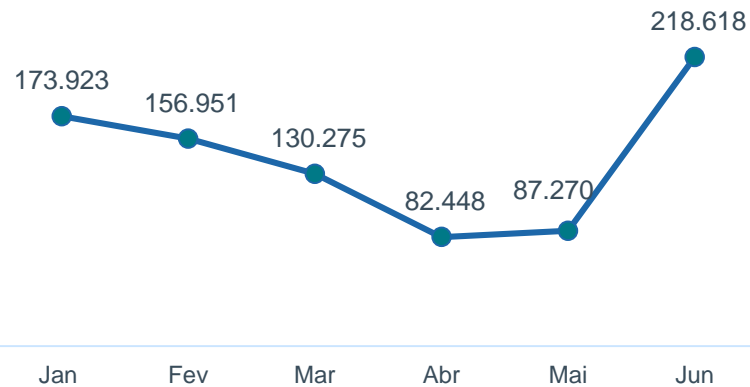
Em negociação

Notas:

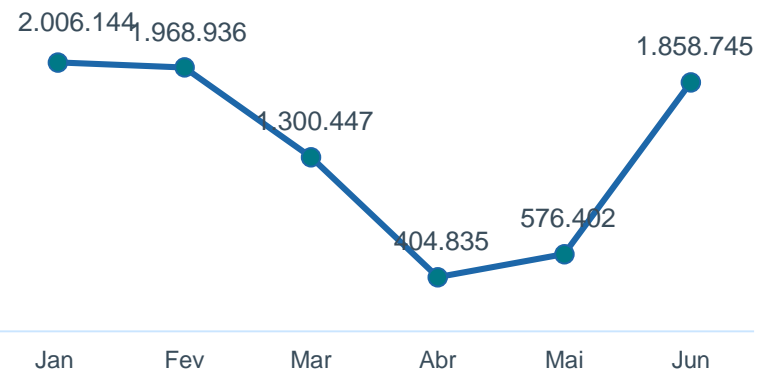
1. Pro-forma para resultado atual utilizando participações negociadas para novas parcerias.



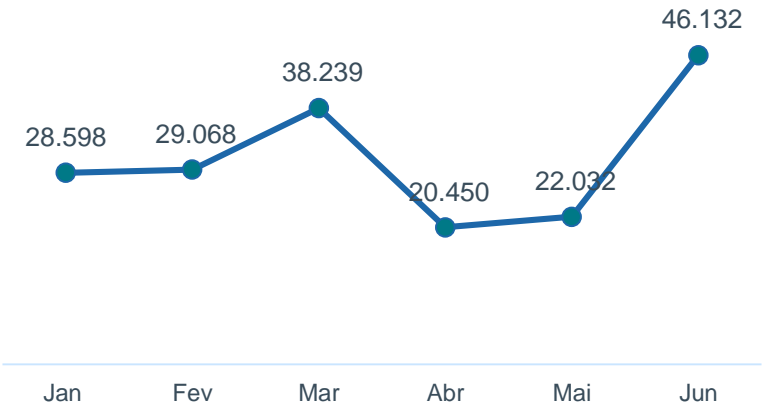
Credit Life Insurance



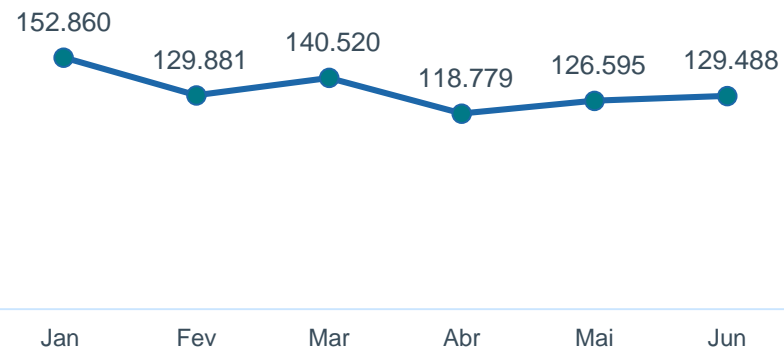
Pension



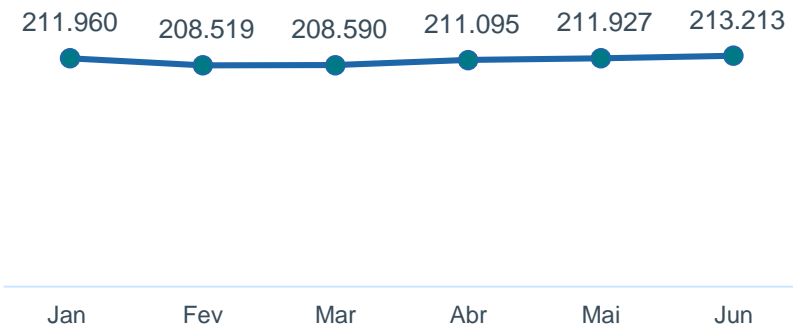
Home Insurance



Life Insurance

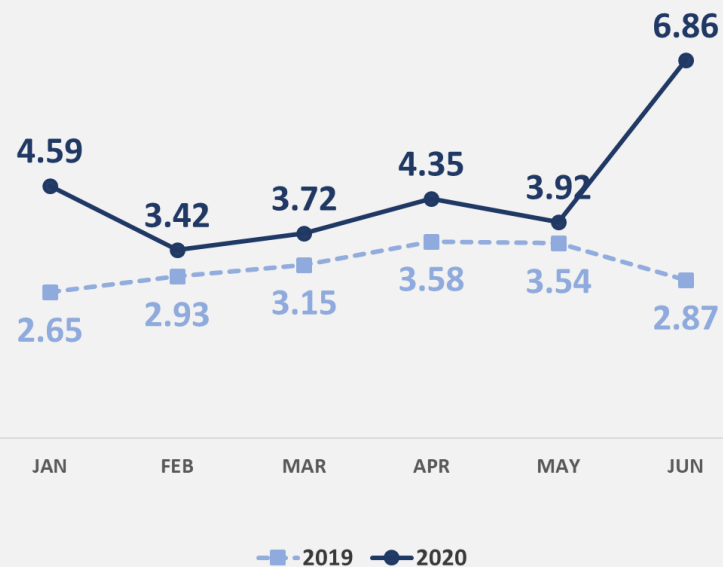


Mortgage Insurance

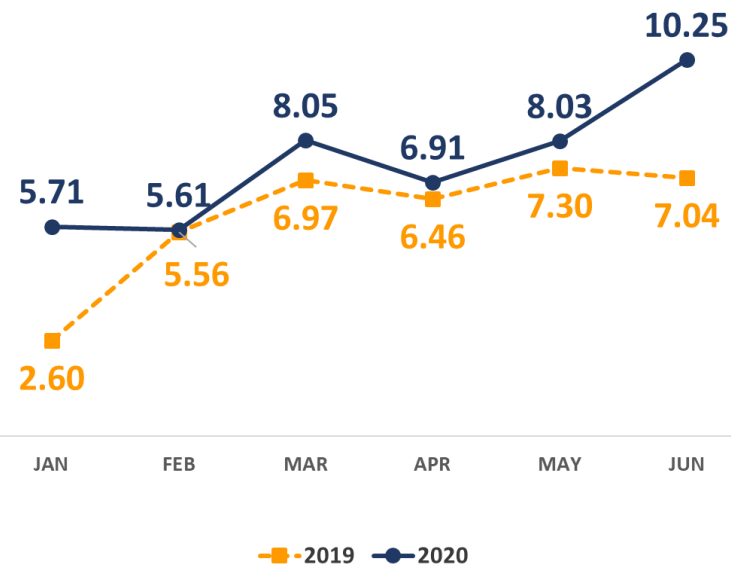


In R\$ Thousand

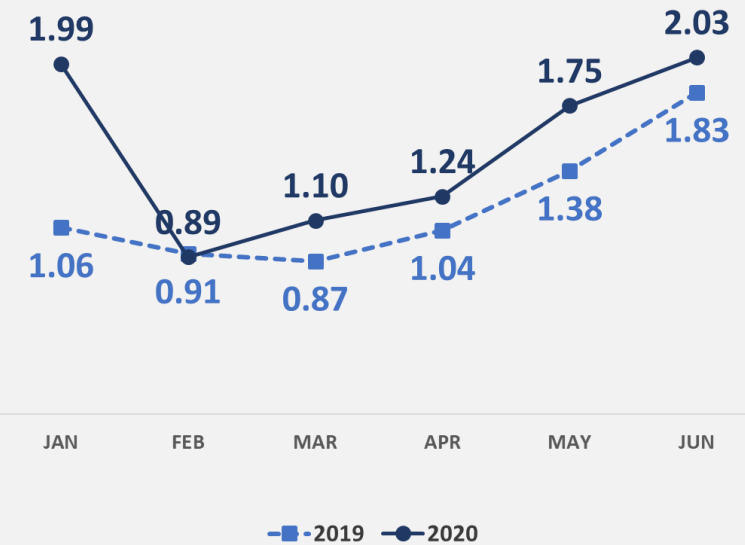
Payroll loan Contracting
R\$ billion



Real Estate Credit Contracting
value per month
R\$ billion




Enterprise Credit Contracting
R\$ billion



GROSS REVENUE

 R\$ **13.9** billion
-12.9% (6M20/6M19)
R\$ **5.6** billion in 2Q20

RECURRING NET INCOME

 R\$ **807.9** million
+5.2% (6M20/6M19)
R\$ **393.9** million
+2.7% (2Q20/2Q19)


MARKET SHARE

 **10.7** % (june/2020)
3^o largest insurance group in the country

ROE

 **31.2** %
-1.6 p.p. (2Q20/2Q19)

OPERATING INCOME

 R\$ **957.4** million
+4.1% (6M20/6M19)

R\$ **627.2** million  **65.5%**

R\$ **330.1** million  **34.5%**

FINANCIAL PERFORMANCE ■

EDUARDO COSTA OLIVEIRA

Chief Financial Officer

CAIXA

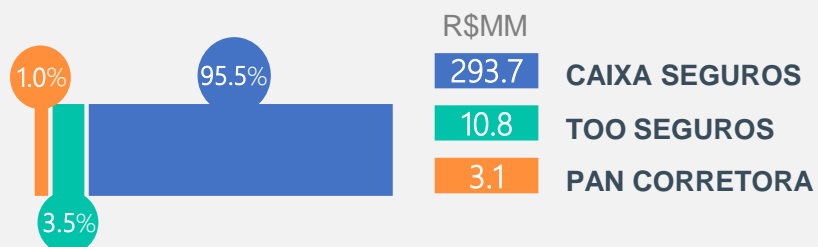
seguridade

(Consolidation by Equity Method)

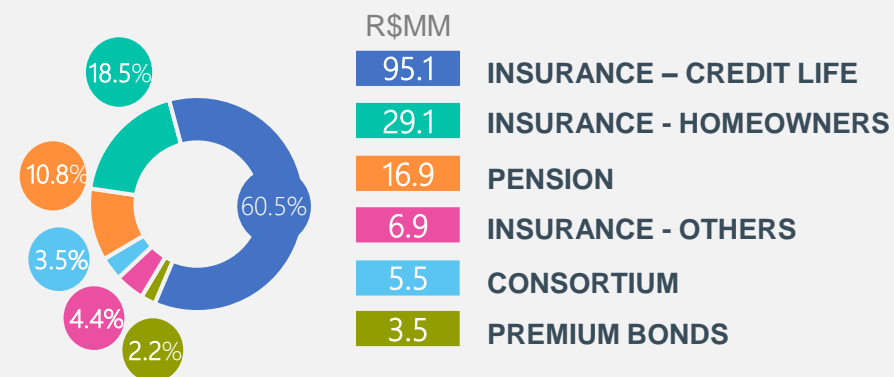
Destques	2Q20	2Q19	Var.	1Q20	Var.	6M20	6M19	Var.
Revenue (R\$bi)	5.6	8.3	-31.9%	8.3	-31.9%	13.9	15.9	-12.9%
Operating Income (R\$MM)	464.6	462.9	0.4%	492.8	-5.7%	957.4	919.9	4.1%
Recurring Net Income (R\$MM)	393.9	383.6	2.7%	413.9	-4.8%	807.9	768.3	5.2%
ROE (p.a.)	31.2%	32.8%	-1.6 p.p	34.8%	-3.6 p.p.	31.2%	32.8%	-1.6 p.p

OPERATING
INCOME

MEP COMPOSITION – R\$ 307.5 MM



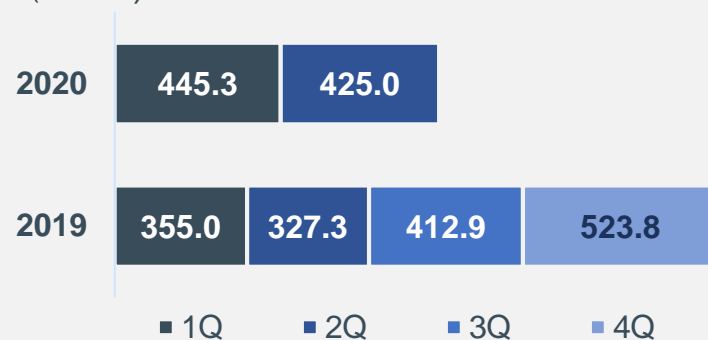
BDF COMPOSITION – R\$ 157.1 MM



NET INCOME

(R\$MM)

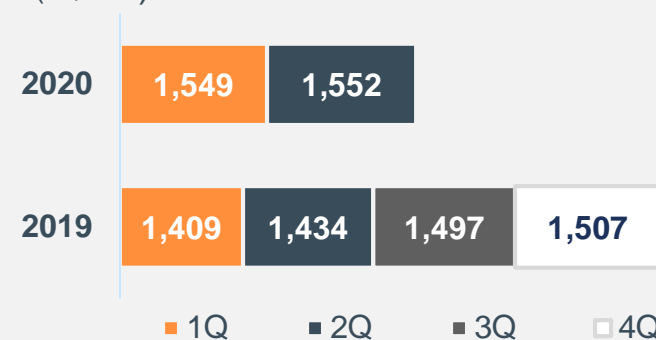
(6M20/6M19): **27.6%**
(2Q20/2Q19): **29.8%**



RETAINED PREMIUM

(R\$MM)

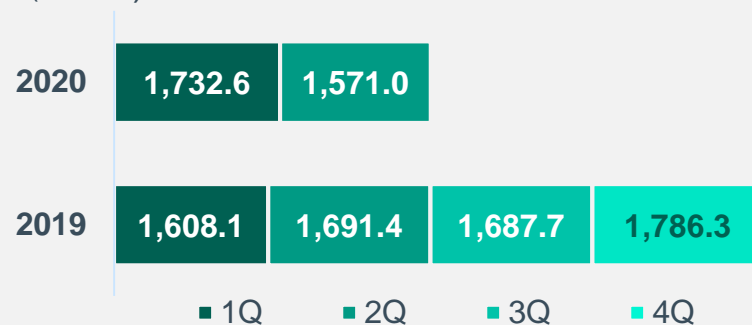
(6M20/6M19): **9.1%**
(2Q20/2Q19): **8.2%**



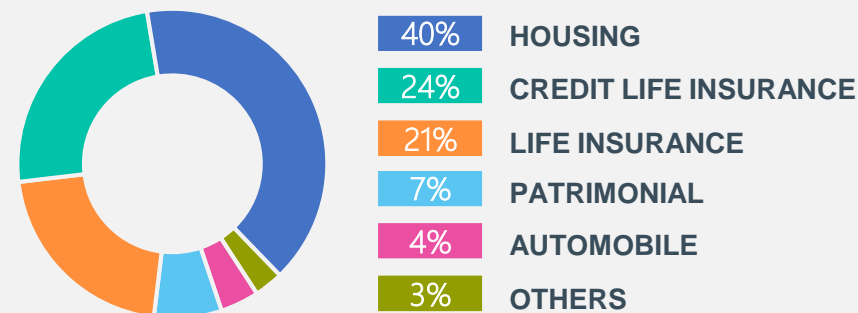
WRITTEN PREMIUMS

(R\$MM)

(6M20/6M19): **0.1%**
(2Q20/2Q19): **-7.1%**

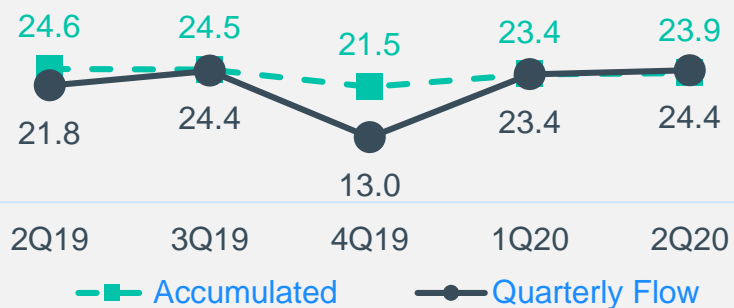


WRITTEN PREMIUMS - COMPOSITION (%)



LOSS RATIO

(% Claims Occurred / Retained Premium)



COMISSION RATIO

(% Acquisition Cost / Retained Premium)

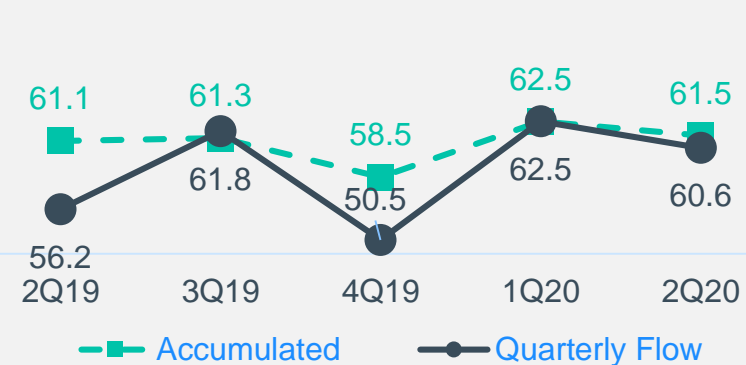


GENERAL AND ADMINISTRATIVE EXPENSES

(% General Expenses / Retained Premium)



COMBINED RATIO (%)



CAIXA VIDA & PREVIDÊNCIA

FINANCIAL PERFORMANCE

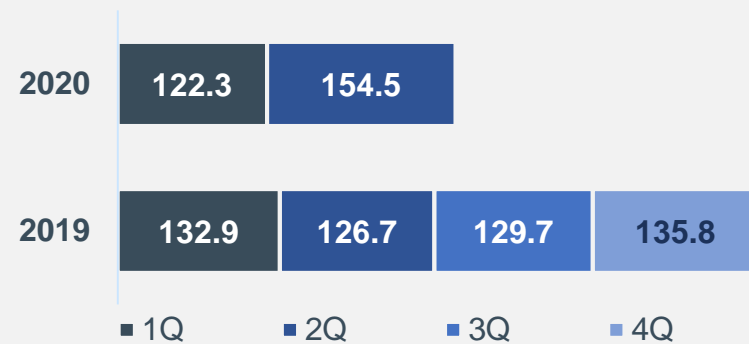
RESULTS
PRESENTATION

2Q20

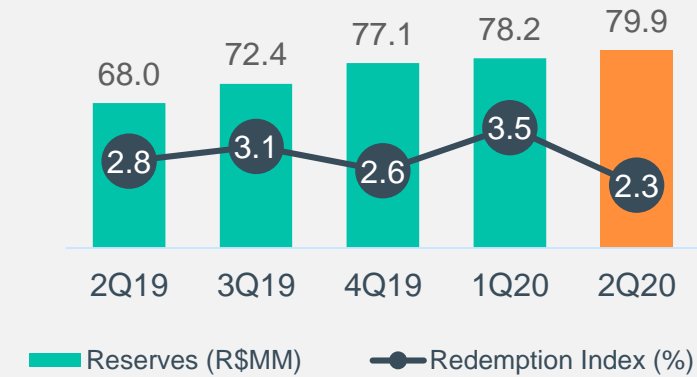
NET INCOME

(R\$MM)

(6M20/6M19): **6.6%**
(2Q20/2Q19): **21.9%**



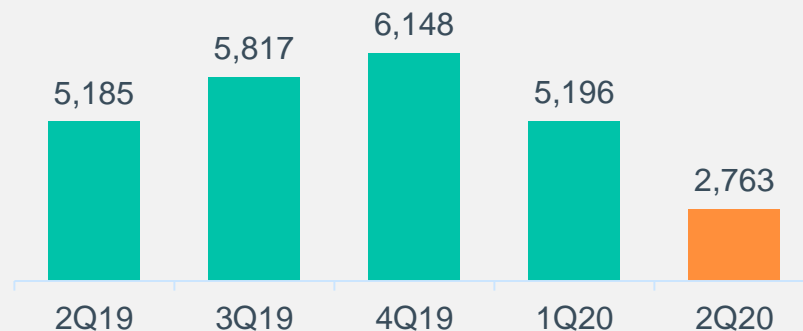
RESERVES AND REDEMPTIONS



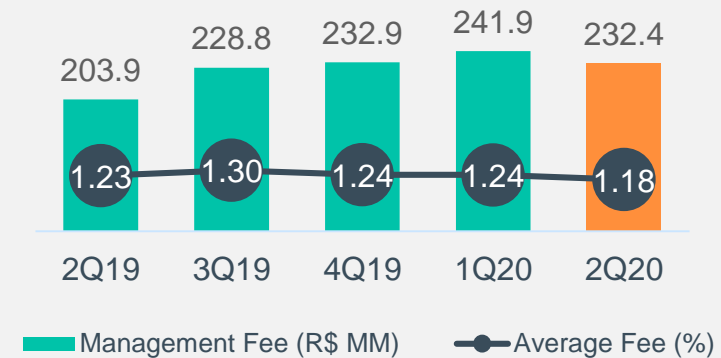
CONTRIBUTIONS

(R\$MM)

(6M20/6M19): **19.0%**
(2Q20/2Q19): **46.7%**



MANAGEMENT FEE

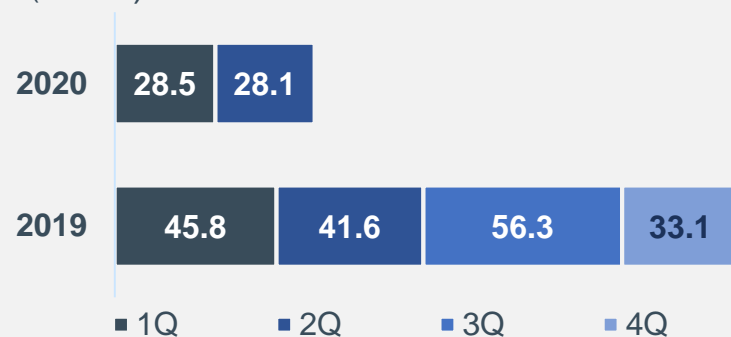


NET INCOME

(R\$MM)

(6M20/6M19): -35.2%

(2Q20/2Q19): -32.3%

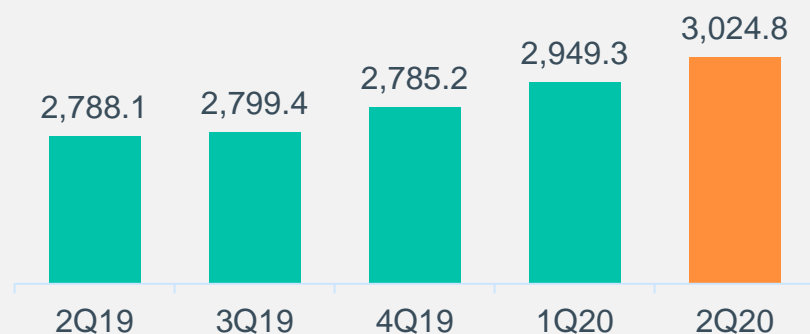


RESERVES

(R\$MM)

(6M20/6M19): 2.6%

(2Q20/2Q19): 8.5%



PREMIUM BONDS COLLECTION

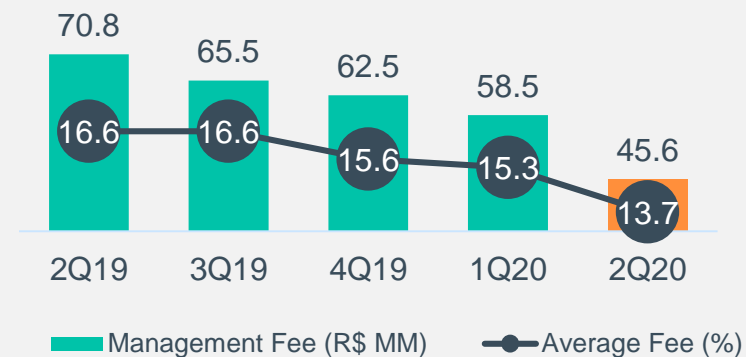
(R\$MM)

(6M20/6M19): -11.8%

(2Q20/2Q19): -22.0%



MANAGEMENT FEE

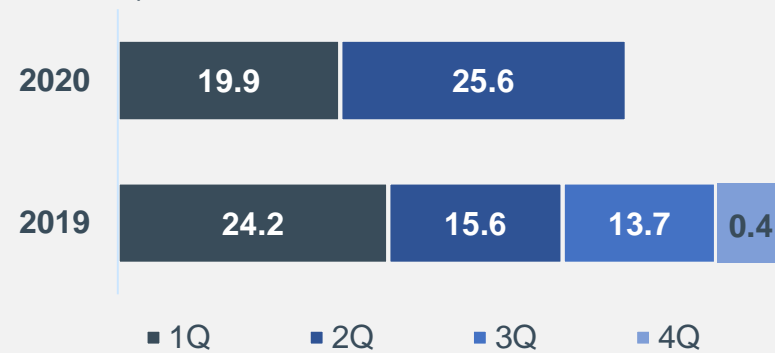


NET INCOME

(R\$MM)

(6M20/6M19): **14.1%**

(2Q20/2Q19): **63.7%**

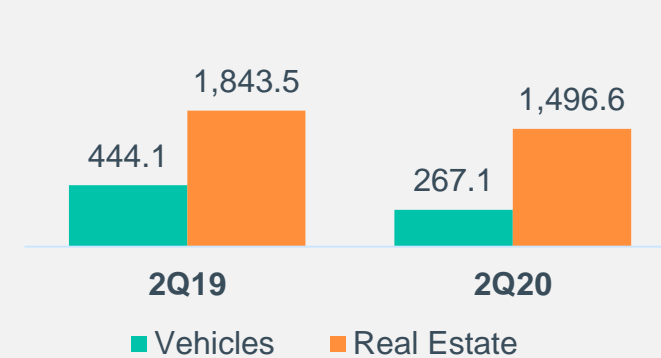


LETTERS OF CREDIT

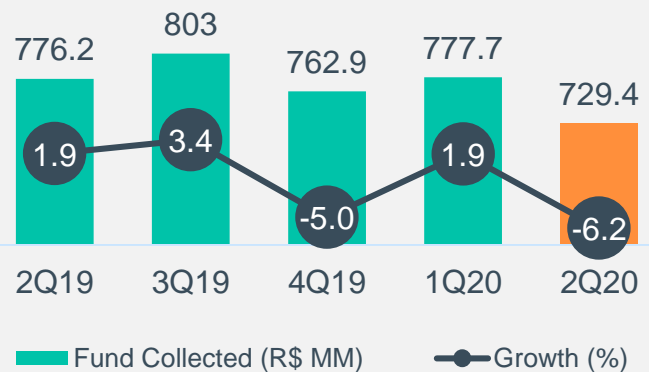
(R\$MM)

(6M20/6M19): **-6.4%**

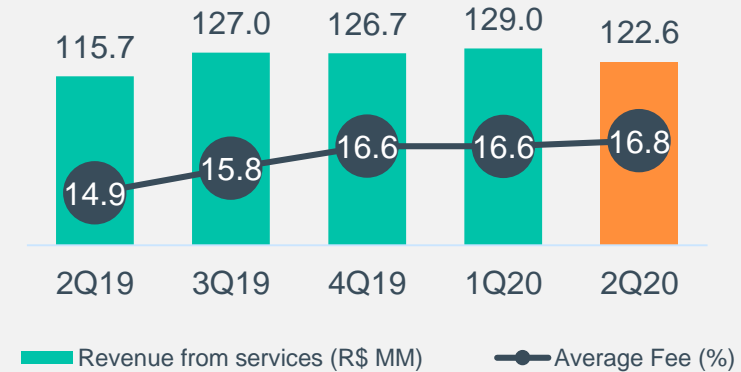
(2Q20/2Q19): **-22.9%**




FUND COLLECTED



MANAGEMENT FEE



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