

PORTO SEGURO Institutional Presentation 2022



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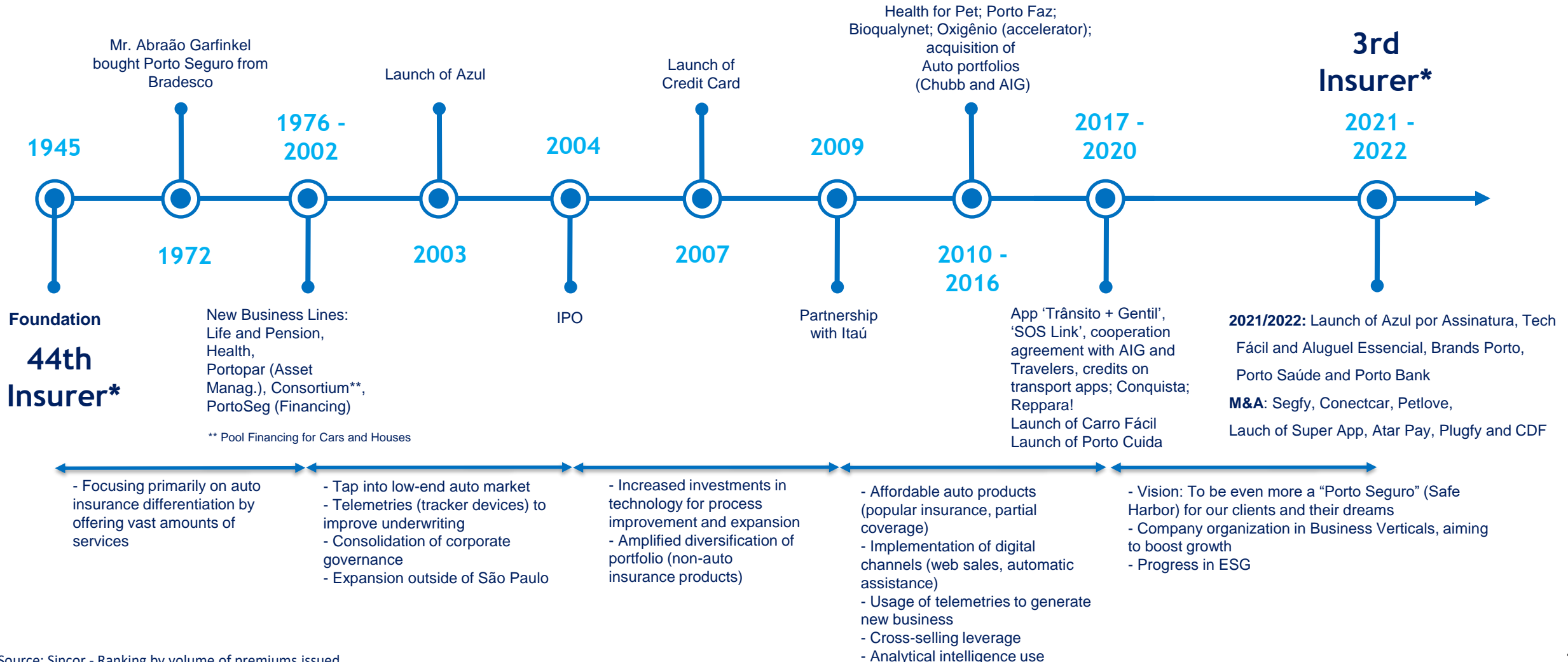




1. Who we are

Over the last 70 years, Porto Seguro has been recognized by its entrepreneurship and high quality services, responding rapidly to the changing environment and moving from the 44th position to the 3rd largest insurance company in the Country...

History and Companies of Porto Seguro



* Source: Sincor - Ranking by volume of premiums issued.

...resulting in the largest non-life insurance group in Brazil, which is supported by a robust operational structure to serve 12.3 million customers



12.3 million clients



13k employees



33k independent brokers



13k service providers



36 million human customer services in 2022



188 million digital interactions and customer services in 2022



3.1 million Auto services in 2022



1.8 million home repair services in 1H22



42% of services activations generated from WhatsApp Messenger and the SuperApp (car and Assistance)



Porto Seguro SuperApp Review
4.8/5.0 for Apple Store
4.7/5.0 for Play Store*



72 NPS & 77% renewal rate of Porto Seguro Auto



70 NPS & 63% renewal rate of Azul Auto



78 NPS & 72% renewal rate of Porto Seguro Homeowner



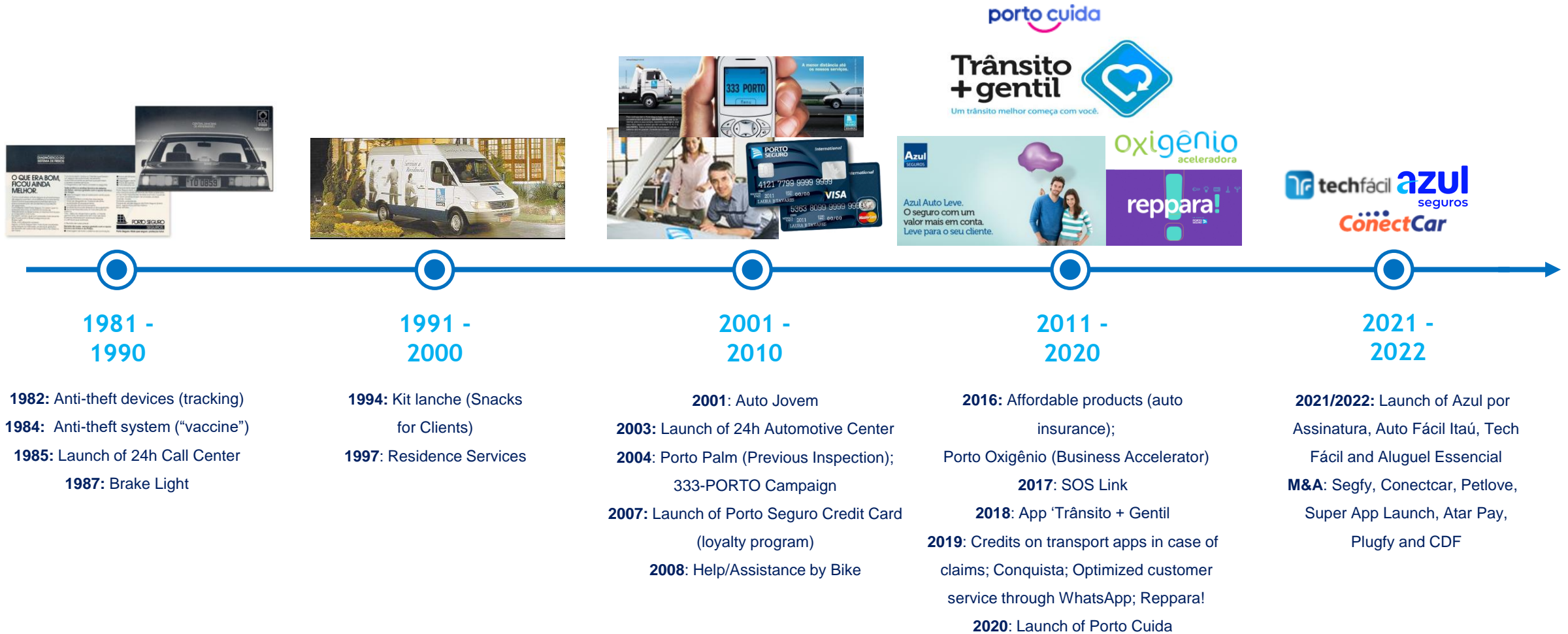
71 NPS & 61% of accounts with transaction of Porto Seguro Credit Card

(Dec/22)

Note: * January 27, 2023 Position

Innovative developments have been generating a sustainable competitive edge and higher clients retention ratio

Timeline – Innovative Solutions



We are more than an Insurance Company!

With higher focus on the clients, Porto segregated its structure into 4 business verticals



INSURANCE

 **Porto Seguro**



HEALTH

 **Porto Saúde**



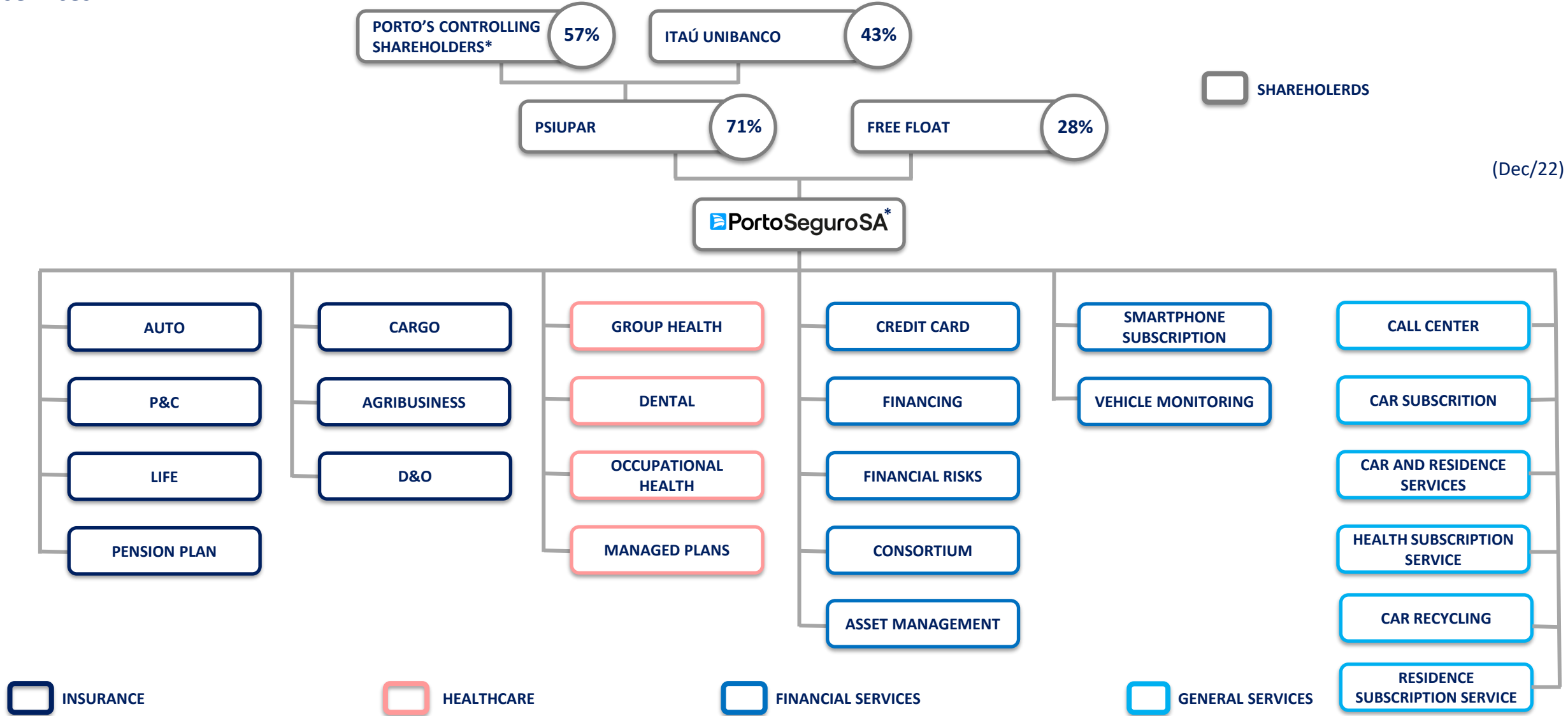
**FINANCIAL
BUSINESS**

 **Porto Bank**



SERVICES

The Company offers a wide range of products and services through 4 businesses verticals: insurance, healthcare, financial business and services



(Dec/22)

*CONTROLLED BY JAYME BRASIL GARFINKEL

















Board of Directors composed by seven members, being two representatives of Garfinkel Family, two representatives of Itaú Unibanco, and three independent members

Name	Position
Bruno Campos Garfinkel	Chairman of the Board
Marco Ambrogio Crespi Bonomi	Vice-Chairman of the Board
Ana Luiza Campos Garfinkel	Board Member
Andre Luis Teixeira Rodrigues	Board Member
Pedro Luiz Cerize	Independent Board Member
Paulo Sérgio Kakinoff	Independent Board Member
Patrícia Muratori Calfat	Independent Board Member

Term valid until Aug/23

(Dec/22)

Porto Seguro has a diversified portfolio with top of mind products and is a leader in the auto, home and business insurance segments, with a relevant market share.

MAIN PRODUCTS									
Insurance			Health	Financial Services				Services	
								       	
Auto	P&C and Cargo	Life	Health & Dental	Credit Card and Financing	Consortium	Landlord Guarantees			
2022 Revenues (R\$)	14.2 bi	2.4 bi	1.3 bi	3.3 bi	2.9 bi	558 mi	864 mi	930 mi	
	Issued Premiums			Issued Premiums	Revenues				Revenues
Share in the Annual Revenues	51%	8%	5%	12%	11%	2%	3%	4%	
Volumetry	5.7 mi	2.4 mi	4.6 mi	1.2 mi	R\$16.2 bi	3.0 mi	243k	391k	4.8 mi
	Vehicles	Protected Items	Insured Lives	Lives Covered	Credit Portfolio	Plastics Issued	Consortium Contracts	Landlord Contracts	Assistances per year



2. Differentials

We believe in entrepreneurship with a “personal touch”, that aims to achieve superior results in the long term

Our essence: “To be more and more a SAFE HAVEN for our clients and their dreams”

Mission






“Our mission is to take risks through the deliverance of first-class services, exceeding customer expectations and ensuring agility at competitive costs and with social and environmental responsibility”

Key Elements

- Selfless purpose: we must do good to everyone around us
- Relationships are our strongest assets
- Customer focus is essential. Always
- High quality assistance makes a difference
- Good services avoid commoditization
- Brokers are essential to market development and our success
- Successful strategies are proven in the long run



















Porto Seguro was elected the 5th strongest brand in Brazil by Brand Finance and considered the 17th most valuable brand in the country according to Interbrand

Brand Finance¹

Brand	Segment	Position
 RENNER	Retail	1º
 SKOL	Alcoholic Beverages	2º
 natura	Beauty	3º
 GOL	Aviation	4º
 PORTO SEGURO	Insurance and Financial Services	5º

Brand Finance evaluates the relative strength of brands, based on factors such as marketing investment, customer familiarity, staff satisfaction, and corporate reputation. This indicator can be an important driver regarding the perspectives of brand appreciation.

Interbrand²

Brand	Segment	Position	Brand	Segment	Position
 Itaú	Financial Services	1º	 RENNER	Retail	11º
 bradesco	Financial Services	2º	 XP	Financial Services	12º
 SKOL	Alcoholic Beverages	3º	 Ipiranga	Energy	13º
 BRAHMA	Alcoholic Beverages	4º	 DROGASIL	Health	14º
 BANCO DO BRASIL	Financial Services	5º	 Claro	Telecom	15º
 natura	Beauty	6º	 Porto	Insurance and Financial Services	16º
 nu	Financial Services	7º	 havaianas	Retail	17º
 BR PETROBRAS	Energy	8º	 cielo	Financial Services	18º
 magalu	Retail	9º	 LOJAS AMERICANAS	Retail	19º
 vivo	Telecom	10º	 ASSAÍ ATACADISTA	Retail	20º

Key Takeaways

- Financial and retail companies are among the most valuable brands in the country
- Porto Seguro entered the ranking in 2017 and has remained since then as the only insurance company among the top 20 most valuable brands in Brazil

¹ Brand Finance (2021).

² Interbrand (2022).

The only Brazilian insurance company with different value propositions, offered through its three brands with specific products for each customer's needs and preferences

Brands:



Traditional Products



Porto Seguro Auto

Besides the auto insurance, it offers several additional services to vehicles, residences and people



Auto Premium

Product focused on luxury cars with exclusive services and special benefits (e.g. concierge)



Auto Mulher

Exclusive services and benefits for women



Auto Jovem

Use of telematics for young people (between 18 and 24 years)



Auto Sênior

Focused on customers over 60 years old



Ultra Premium

Product focused on luxury cars with price over R\$ 400K including exclusive services and special benefits

Accessible products already represent 10% of our insured fleet and can contribute to increasing insurance penetration

Affordable Products

Azul Leve



Azul Master



- ✓ +500k insured vehicles
- ✓ Coverage flexibility (Theft, Collision, Third Party)
- ✓ Payment flexibility
- ✓ Low cost products
- ✓ Untapped market and few products

Azul Auto Roubo



Azul por Assinatura



Porto Seguro Moto



Auto Fácil Itaú





3. Financial Summary



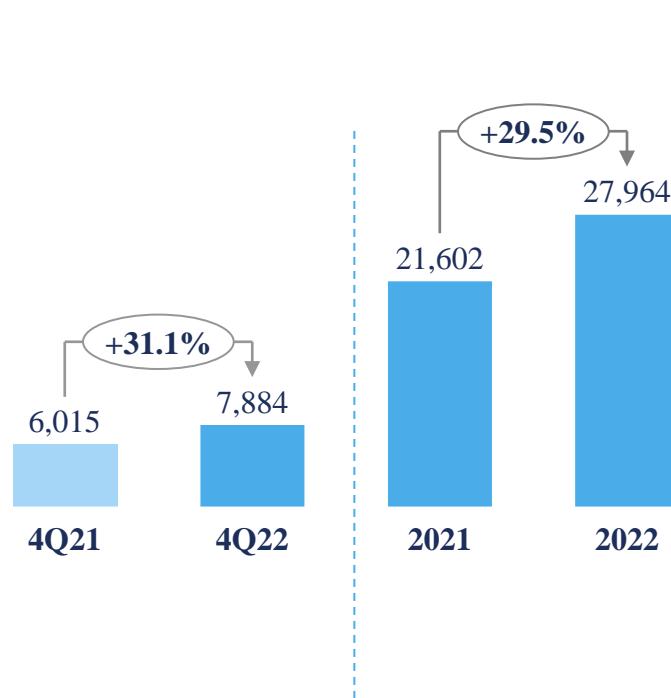
Reference: CAGR of IPCA from 2004 to 2022 = 6.1% p.y. (Source: Brazilian Central Bank)

Source: Financial Statements of Porto Seguro | Preparad by Investor Relations Area

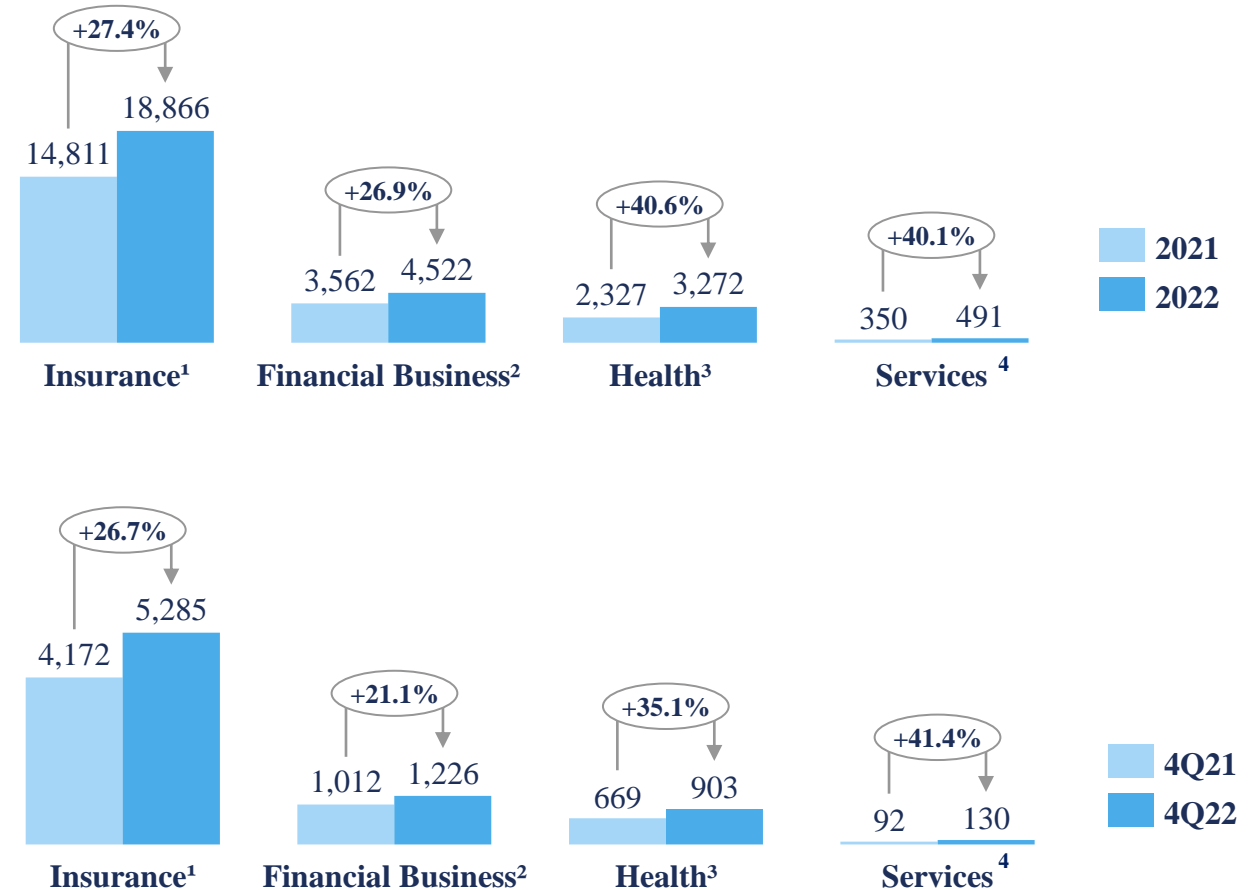
*CAGR considering from 2004 to 2022.

The largest expansion in total revenue in 10 years - all business verticals achieved significant revenue growth in the quarter and year-to-date (above 20%).

Total Revenue (R\$ million)



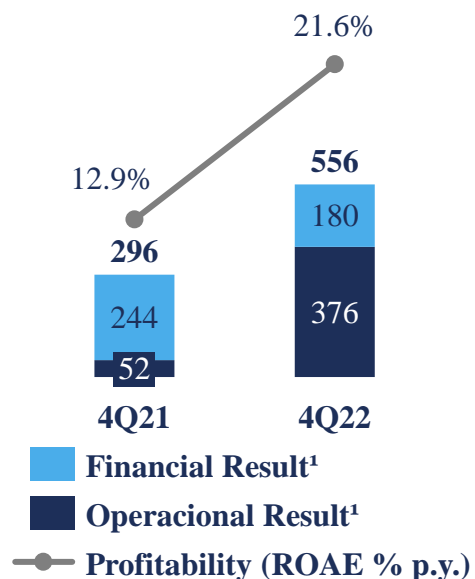
Revenue by Line of Business (R\$ million)



¹ Includes premiums and contributions from Auto, P&C, Life, Pension, Uruguay, Transport, Rural, Liability and other operating income / ² Includes premiums and income from Credit Card and Financing, Financial Risks, Consortium, Asset Management, Capitalization and other operating revenues / ³ Consisting of Health Insurance, Dental Insurance, Medical Services, Occupational Health, Portomed and other operating revenues / ⁴ Comprising Car Subscription, Porto Faz, Reppara, Renova, Vehicle Monitoring, among other services, others operating revenues and excluding revenues from Porto Assistência

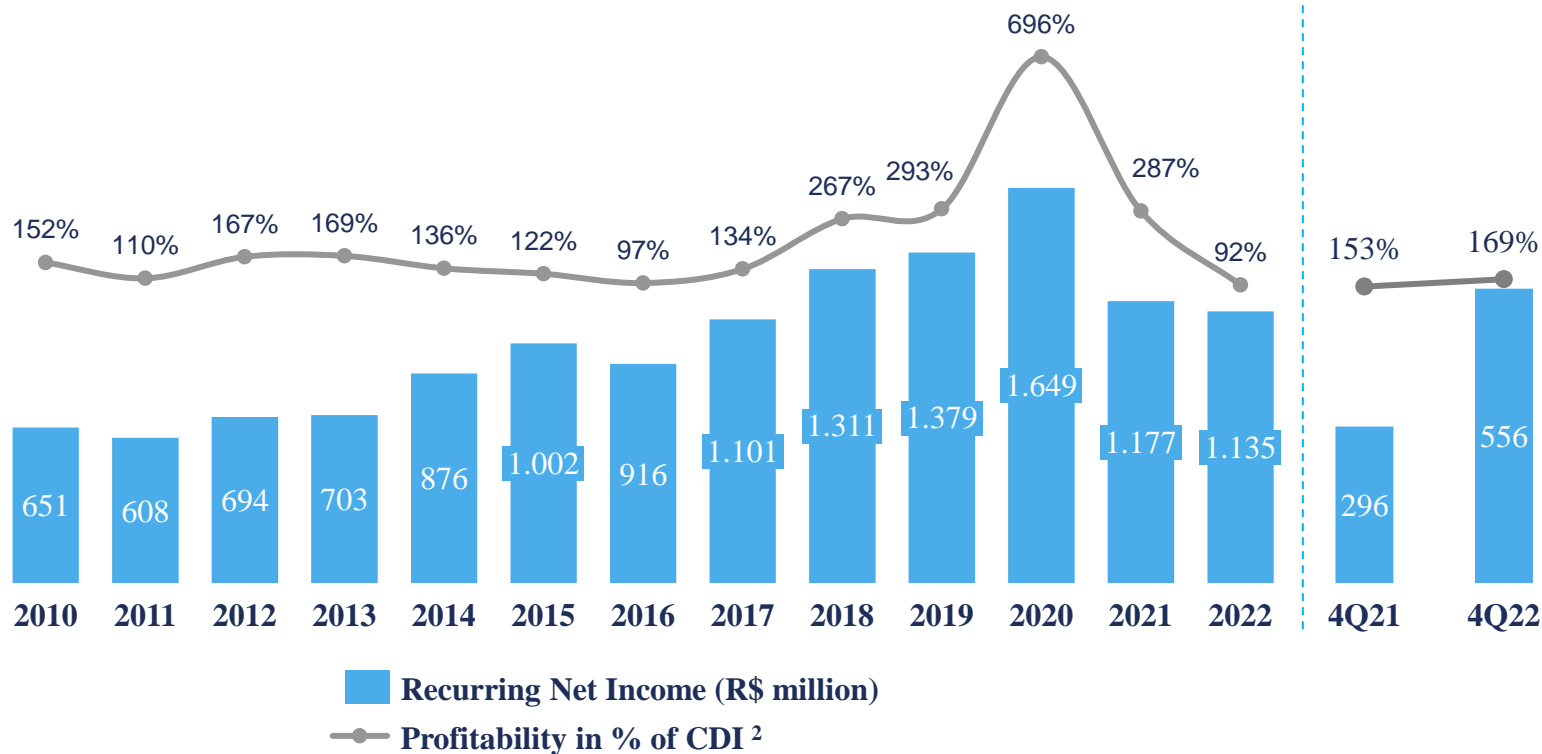
Recurring Net Income was the highest in the Company's history for a quarter and ROAE was once again at a level significantly higher than the basic interest rate.

**Net Income¹ and Profitability
- Recurrent
(R\$ million)**



Historical Profitability

(Recurring Result)



¹ For the calculation of the financial result, the effective tax rate was applied, while for the calculation of the operating result, the difference between the net income and the net financial result of the effective tax rate was considered

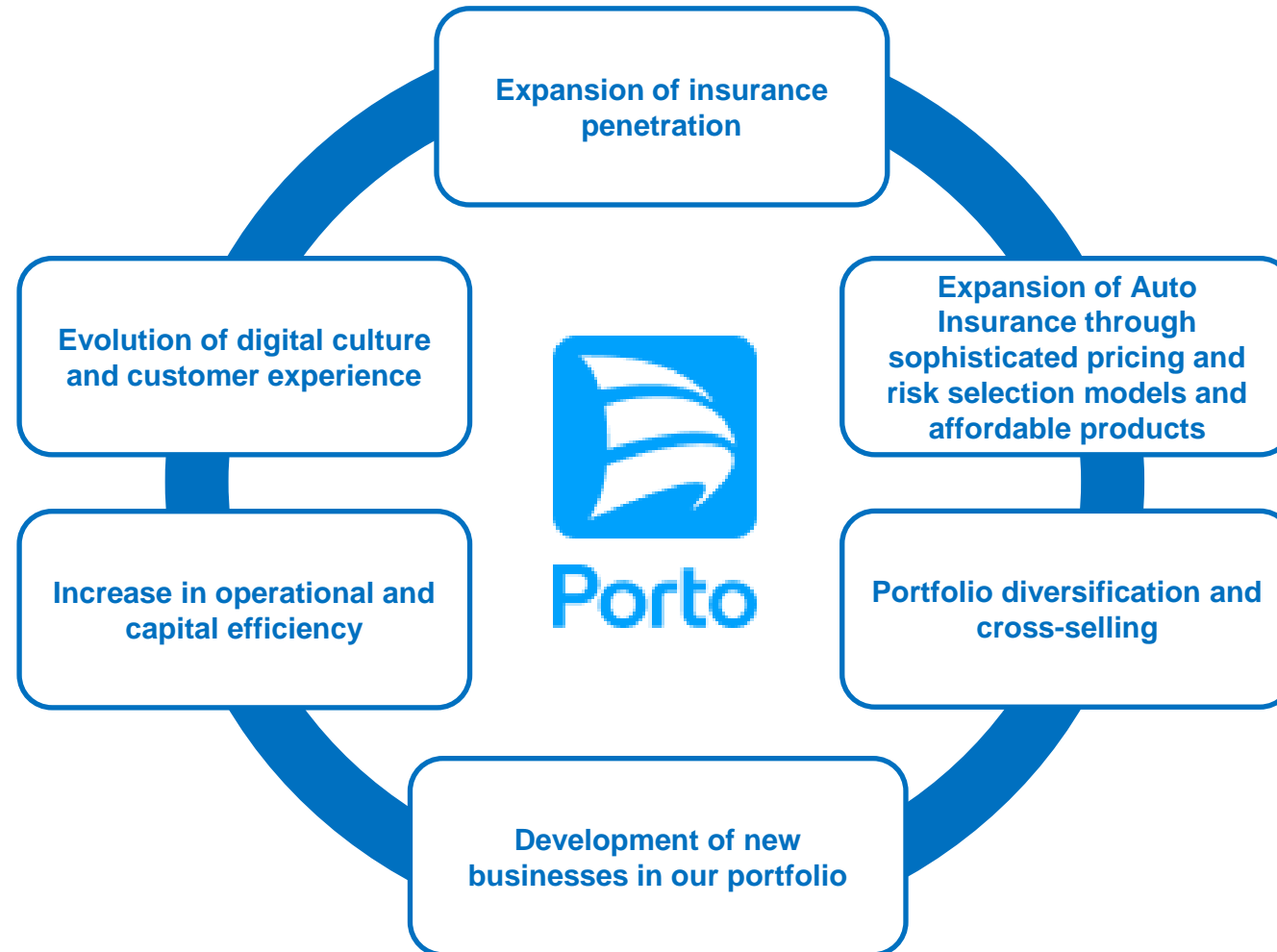
² Calculated by dividing the ROAE by the CDI

Source: Porto Seguro and Central Bank of Brazil.



4. Forward-Looking

Relentless focus on developments to increase our competitive advantages and seize market opportunities



Porto Seguro is developing digital initiatives to improve the customer experience, provide more effective tools for brokers and increase efficiency

- ✓ **Customer Experience:** focus on delivering the best experience for customers through better interface and more auto service - sometimes digital may be the best option, but if the customer needs to talk to someone, we will be ready to offer an excellent service
- ✓ **Better Tools for Brokers:** to strengthen and simplify the broker's offer through more friendly and efficient sales platforms, new products bundles, digital training and support - brokers are essential for the Company's channel distribution strategy
- ✓ **Offers through internet in partnership with brokers:** usage of internet to leverage sales and increase diversification
- ✓ **Backoffice digitalization:** investment in technology and process improvement has led to efficiency gains and a more robust and scalable operation
- ✓ **Underwriting:** reduction in quotation complexity (improving customers' and brokers' experience) and increase in the usage of customer behavior analytics (e.g. "Trânsito+Gentil")

We had relevant highlights related to our ESG agenda in 2022, such as the admission to the UN Global Pact and the approval of the creation of a Sustainability Committee...

ADMISSION TO THE UN GLOBAL PACT AND THE CREATION OF SUSTAINABILITY COMMITTEE

Porto is now a member of the United Nations Global Pact. This means that the Company is publicly committed to the ten universally accepted principles in the areas of human rights, labor, environment and anti-corruption, in addition to the 17 SDGs (Sustainable Development Goals) with targets until 2030.

Together with the other members of the initiative, we will expand actions that contribute to the reduction of poverty and hunger, offer quality education for all, protect the planet and promote peaceful and inclusive societies, among other initiatives. For over 20 years, Porto has already had initiatives that collaborate with most of the SDGs, which we do spontaneously because that has always been our way: to be a safe haven for people's lives (Porto Seguro means safe haven in Portuguese). The signing of the pact, therefore, corroborates and strengthens our commitment to social and environmental development. We also approved the creation of a Sustainability Committee linked to the Board of Directors, that primary objective will be to monitor indicators related to compliance with the SDGs.



Pacto Global
Rede Brasil

GREAT PLACE TO WORK CERTIFICATE

Porto was chosen as the third best company to work for in Brazil by the Great Place to Work Brasil (GPTW). Our employees are a priority, and we invest in the integral health and quality of life of the teams, providing a pleasant, respectful and increasingly inclusive environment, so that everyone can be who they really are. Therefore, this result confirms our purpose of increasingly being a safe haven for people and their dreams.



#somosgreatplacetowork
Mais uma conquista
do nosso time!

MERCO ESG RANKINGS AND CORPORATE REPUTATION

Porto Seguro ranked 1st in the 2021 Merco (Corporate Reputation Business Monitor) ranking for ESG Responsibility in the Insurance category, and in 26th place in the general ranking – among the 100 companies with the best performance in the areas of ESG.

It also ranked 1st in the MERCO Corporate Reputation ranking in the Insurance category and 17th in the general ranking – among the 100 companies with the best reputation in the market. These recognitions shows the Company's commitment to the environment, society, employees and the market as a whole.

Historically, we have an important social agenda participating in programs such as Crescer Sempre Association and Ação Pela Paz Institute. Moreover, we have evolved in our ESG indicators

C R E S C E R S E M P R E A S S O C I A T I O N

We have been partners with Associação Crescer Semper (Grow Always Association) for over 20 years by providing resources, volunteer work, items, and consultancy in professional training by the Porto Seguro Institute. The Crescer Semper Association aims at social transformation through high-quality education in the community of Paraisópolis, in the city of São Paulo.

In 2021, the concluded the courses: 320 students in regular school for early childhood education; 209 students in the full-time high school; 160 students in the Jovem Crescer project to booster Portuguese and Mathematics; and 45 students in on-site vocational courses.



P A R T N E R S H I P W I T H A Ç ã O P E L A P A Z I N T I T U T E

ESG is not about taking the easy way out, but about incorporating one that pursues a strategic purpose. And if it is part of our essence to seek to reduce violence, we could not fail to look to those who have the most difficulty in entering the job market: people released from the prison system. This is a highly relevant social issue. In this way, Renova Ecopeças, a Porto Seguro Company pioneer in automotive recycling in the country, assumed the role of believing in and promoting resocialization, developing a program to hire prisoners from the prison system, through a partnership with Ação pela Paz institute. The purpose is to promote encounters, dialogues and union between people and institutions interested in searching solutions to reduce criminal recidivism. They also rely on the support of Resposta and Recomeçar institutes, which work with the transition from a surveillance dynamic to a support dynamic, being catalysts of this support system.



M A I N S O C I A L A N D E N V I R O N M E N T A L I N D I C A T O R S

		2017	2018	2019	2020	2021	2022
Environmental	Absolute water consumption (thousands of m ³)	N.A.	59.2	89.8	26.1	27.6	97.0
	Absolute energy consumption (million kWh)	44.2	33.7	33.2	17.6	19.3	26.4
	Total waste (organic + recyclable) generated (tons)	1,075	857	760	213	302	432
	Efficiency of disposal of waste generated	57%	76%	68%	69%	75%	68%
Social and Environmental Education	Corporate Social and Environmental Education actions	47	42	57	302	420	163
	Number of participation	5,256	2,103	2,396	17,568	46,787	262,431
Volunteering	Number of volunteers	607	616	847	728	611	705
	Number of students in professional training	1,069	1,193	823	707	792	1,051
Porto Seguro Institute	Students Retention	80%	83%	85%	84%	79%	76%
	Number of children assisted by the Ação Educa Program	205	220	189	165	173	239
Association "Campos Elíseos + Gentil"	Number of open neighborhood cleaning and maintenance protocols	1,132	1,150	1,126	470	483	598
	Resolvability of protocols with public agencies	84%	73%	84%	68%	83%	79%

INVESTOR RELATIONS

Roberto Santos – CEO e IRO

Aleksandro Borges – Manager

Rodolfo Silva – Consultant

Nelson Albertin – Analyst

Gustavo Scarnera – Analyst

Viviane Aragão – Analyst

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Índice Brasil 100 **IBRX 100**

Índice do BM&FBovespa Financeiro **IFNC**

Índice BM&FBovespa MidLarge Cap **MLCX**

Índice de Ações com Tag Along Diferenciado **ITAG**

Índice Carbono Eficiente **ICO2**



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