



INSTITUTIONAL PRESENTATION

2025





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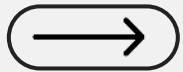
Verticals

Corporate Governance

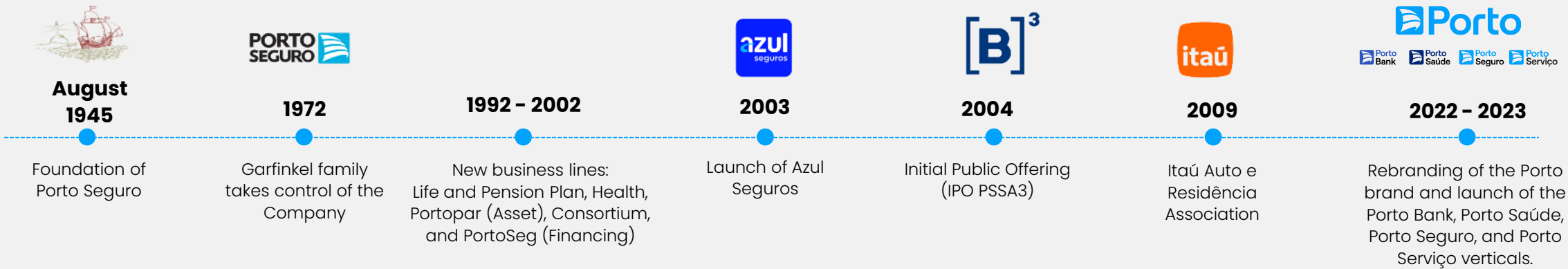
Sustainability



OUR HISTORY

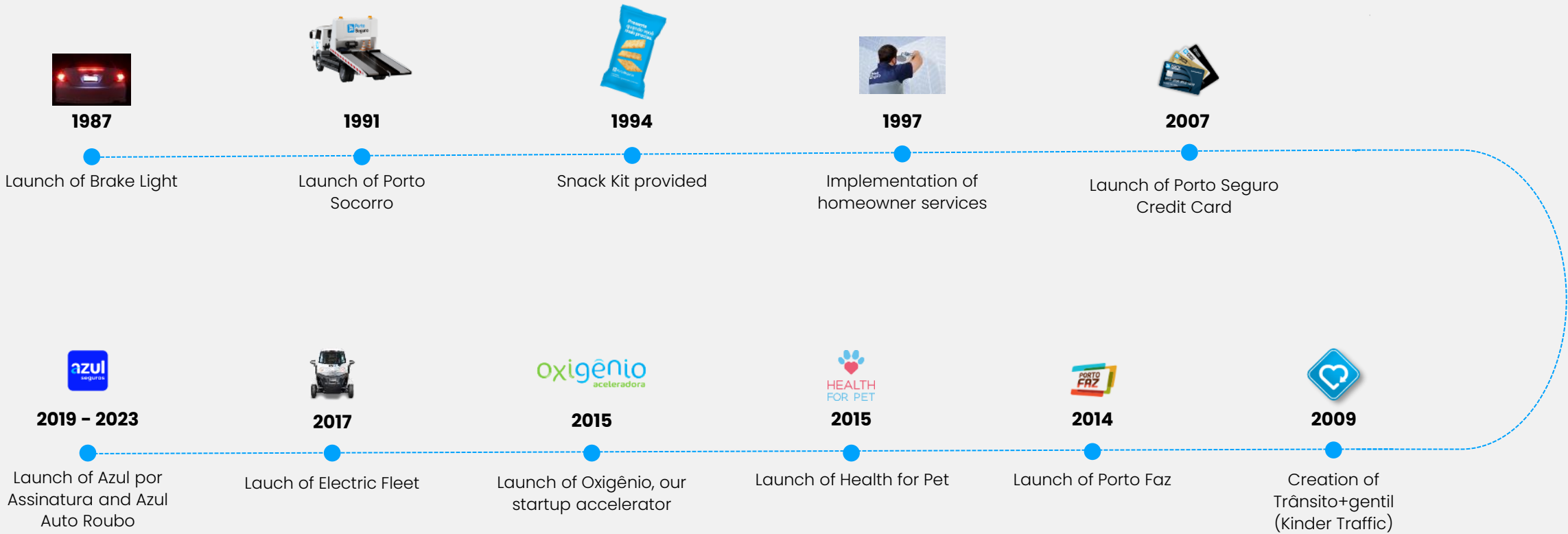


Company's Major Milestones



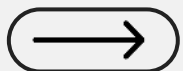


Historical Initiatives





PORTO ECOSYSTEM



Key Data (2024)

Revenue R\$ 36.9 B

Income R\$ 2.6 B

ROAE 20.0%

Market Cap² R\$ 23.6 B

Average
ADTV² R\$ 83.9 M
Last 60 days

Representativeness of
Revenue and Income
(2024)¹



Revenue: **59%**
Net income: **57%**



Revenue: **16%**
Net income: **22%**



Revenue: **18%**
Net income: **14%**



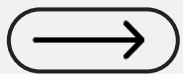
Revenue: **7%**
Net income: **7%**

1. Considers only data from business verticals 2. Consider the position as of December 2024.



Main products – 2024

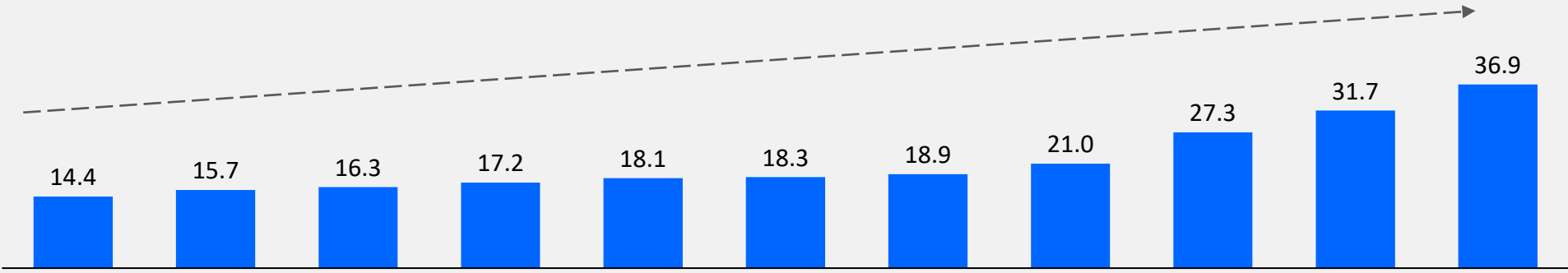
	Porto Seguro			Porto Saúde	Porto Bank			Porto Serviço
	Auto	P&C and Transportation	Life	Health + Dental	Credit Card and Financing	Consortium	Lease Solutions	Strategic partnerships, B2B and B2B2C
Share in Total Revenue	43%	9%	4%	18%	10%	3%	3%	7%
Revenue per Vertical 2024 (R\$)	16 bi	3 bi	2 bi	7 bi	4 bi	1 bi	1 bi	3 bi
Revenue CAGR 21-24	13%	16%	16%	41%	18%	32%	23%	Vertical launched in 2024
Net Income 2024 (R\$)	1.6 bi			0.4 bi	0.6 bi			0.2 bi
ROAE 2024	28%			27%	26%			22%



Revenue Evolution and Profitability of the last 10 years

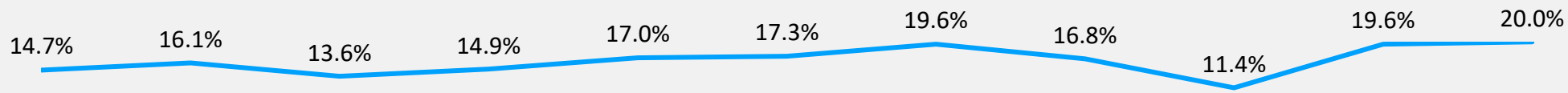


Total Revenue
(R\$ bn)

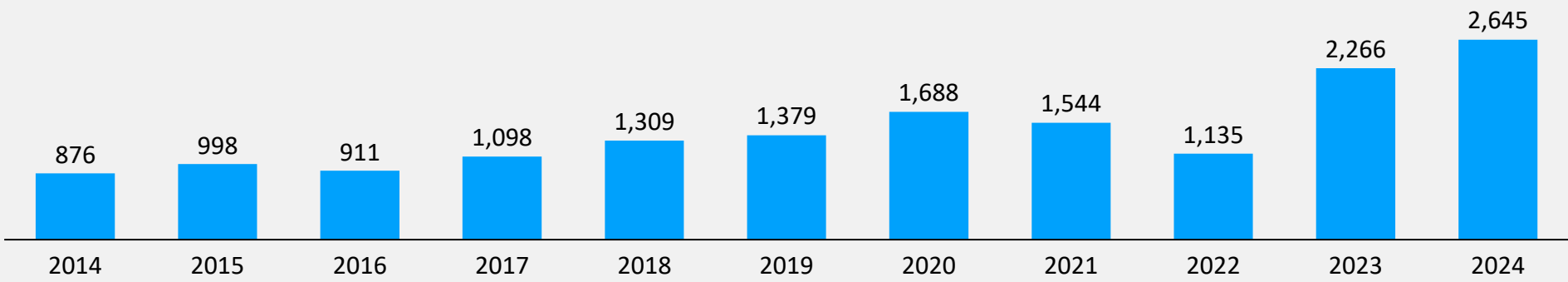


CAGR
9.9% p.a.

ROAE
(% p.a.)



Net Income
(R\$ M)



CAGR
11.7% p.a.



Holding brand

 **PortoSeguroSA**

Corporate brand

 **Porto**

Institutional brands

TEATRO  **Porto**

INSTITUTO  **Porto**


 **Porto**Asset

Business brands

 **PortoBank**

 **PortoSaúde**

 **PortoSeguro**

 **PortoServiço**

Independent brands

 **CönnectCar**



With a greater focus on the client, the Company segregated its structure into four business verticals.



Protecting and providing safety

**Auto
Bike
Mobile
Homeowner
Companies
Transportation
Life
Travel
Agribusiness
Civil Liability**



Caring for the health of people and companies

**Corporate Health
Dental
Occupational
Health**



With financial solutions

**Credit Cards
Financing
Personal Loan
Landlord Protection
Consortium
Investments
Digital Account
Pension Plan**



Preserving your achievements

For Automobile:
Tow Trucks,
Locksmith, Battery,
etc.

For Homes and Businesses:
Electrical, Hydraulic,
White Goods, TV, Air
Conditioning, Help
Desk, etc.

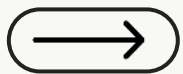


OUR STRUCTURE

Our fleet is prepared for all situations.

- Tow trucks
- Utility vehicles
- Pickup trucks
- Off-Road vehicles
- Passenger vehicles
- Motorcycles
- Jet skis
- Electric vehicles (motorcycle, bike, ambulance, and more)

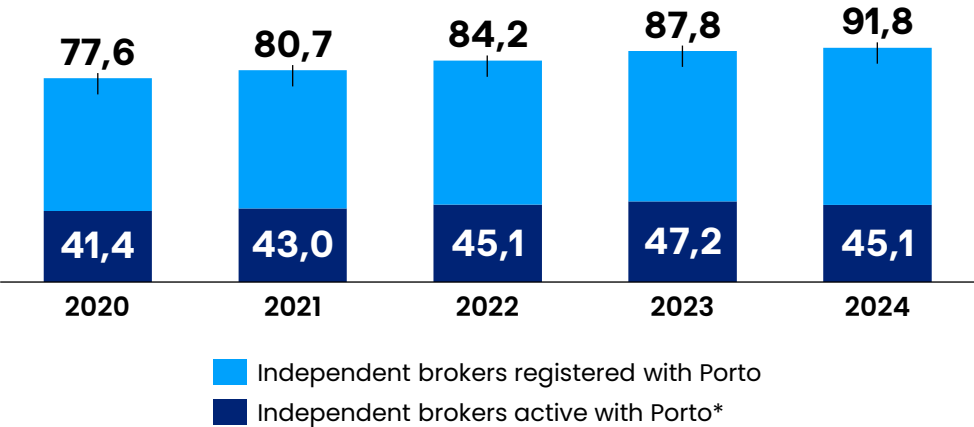




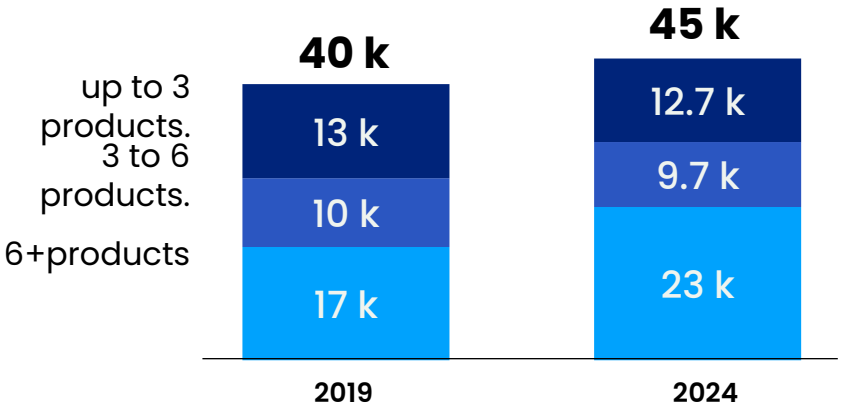
Independent brokers (in thousands)



Registered and active brokers with Porto

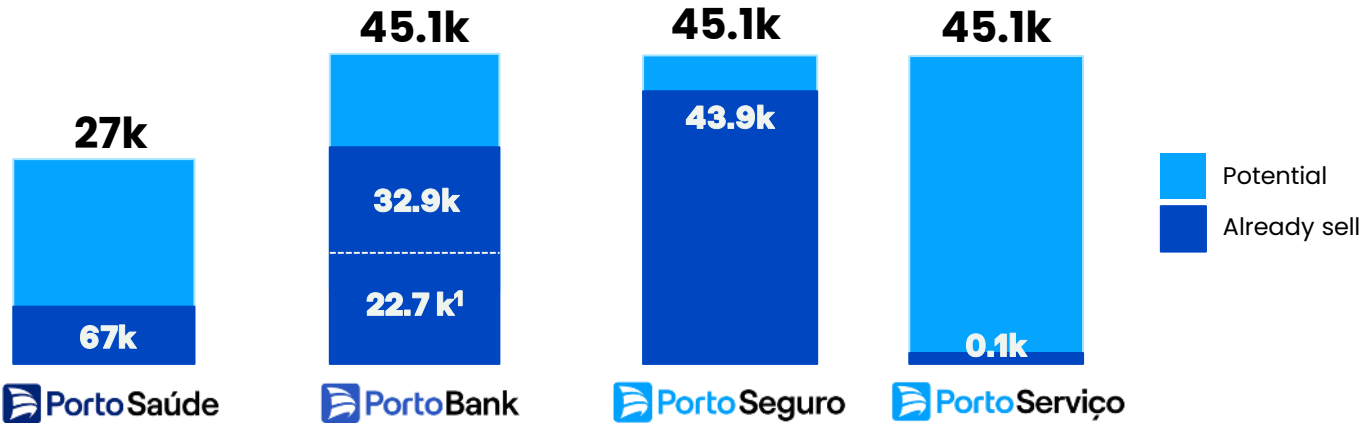


Brokers by quantity of products sold

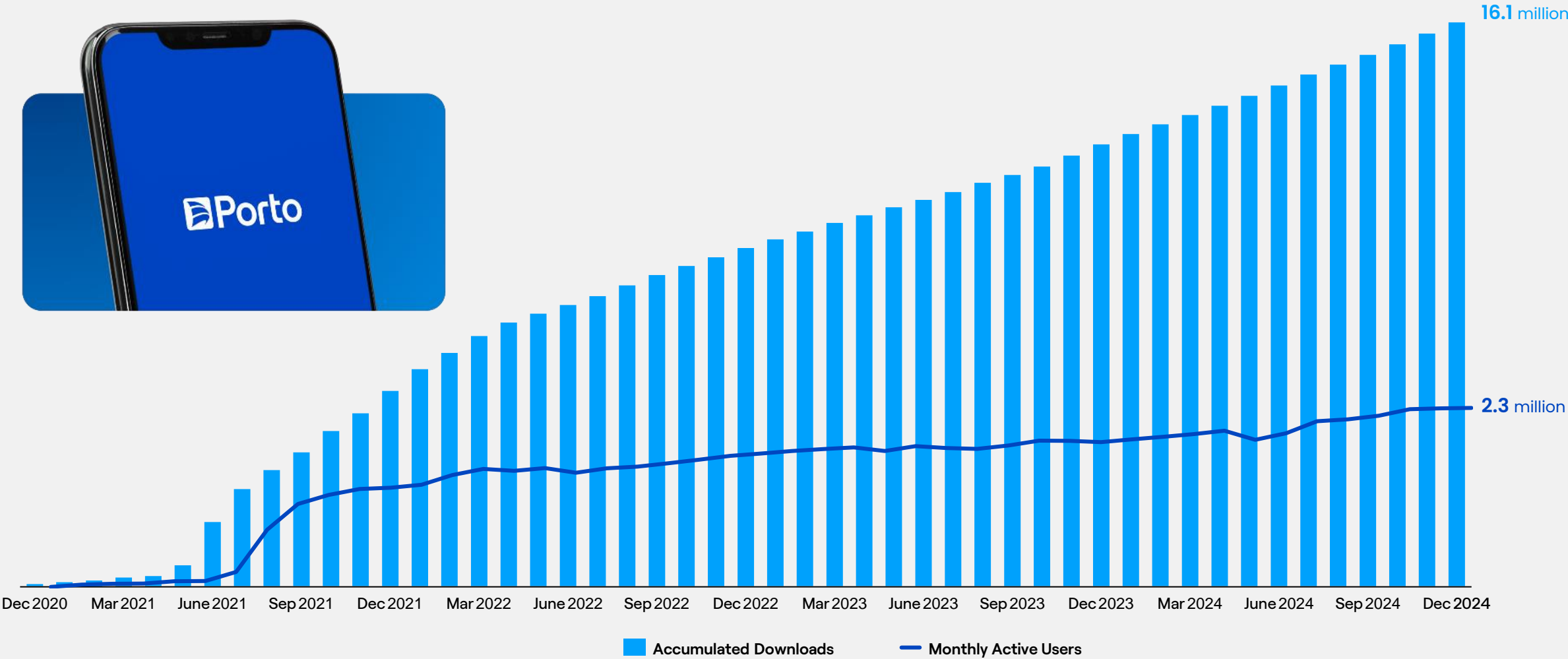


Brokers with sales by vertical

Considers regions of operation
RJ | SP | FD



*Brokers who have closed at least one deal with Porto in the last 12 months.



*iOS download volume available only for users who opted in to share data with Apple.



OUR NUMBERS



People



18.0 M
from clients

13.5 K
Employees

37 K
Independent
brokers

13 K
Service
providers

3.8 M
App Porto Users

Operation



80 M
Digital interactions
and services in 4Q24

2.7 M
Car services in
2024

2.4 M
Service calls for
homes and
businesses in 2024

56%
service activations in
2024 via the App and
WhatsApp
(car and residence)

34 M
Human services in
2024

NPS

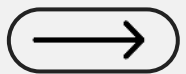


80 pts
At Auto insurance

77 pts
At Azul Seguros

80 pts
at Homeowner
insurance

72 pts
and 59% of Card clients
redeemed points on Porto
products

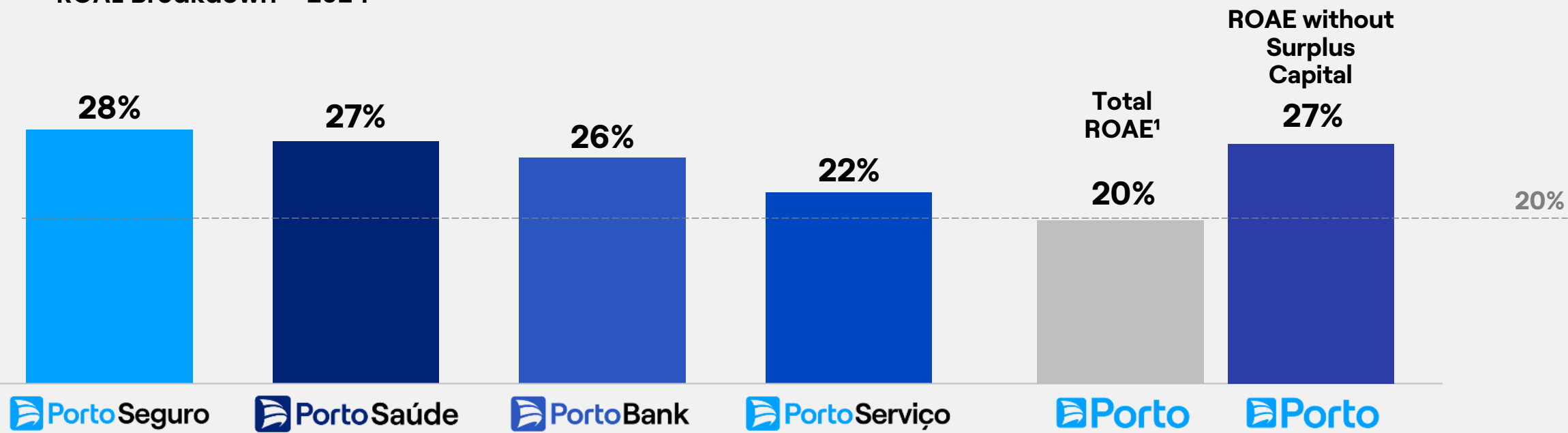


Yield

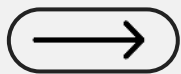
ROAE greater than 20% across all business units



ROAE Breakdown – 2024



1) The consolidated ROAE differs from the average of the verticals mainly due to the holding results and other businesses.

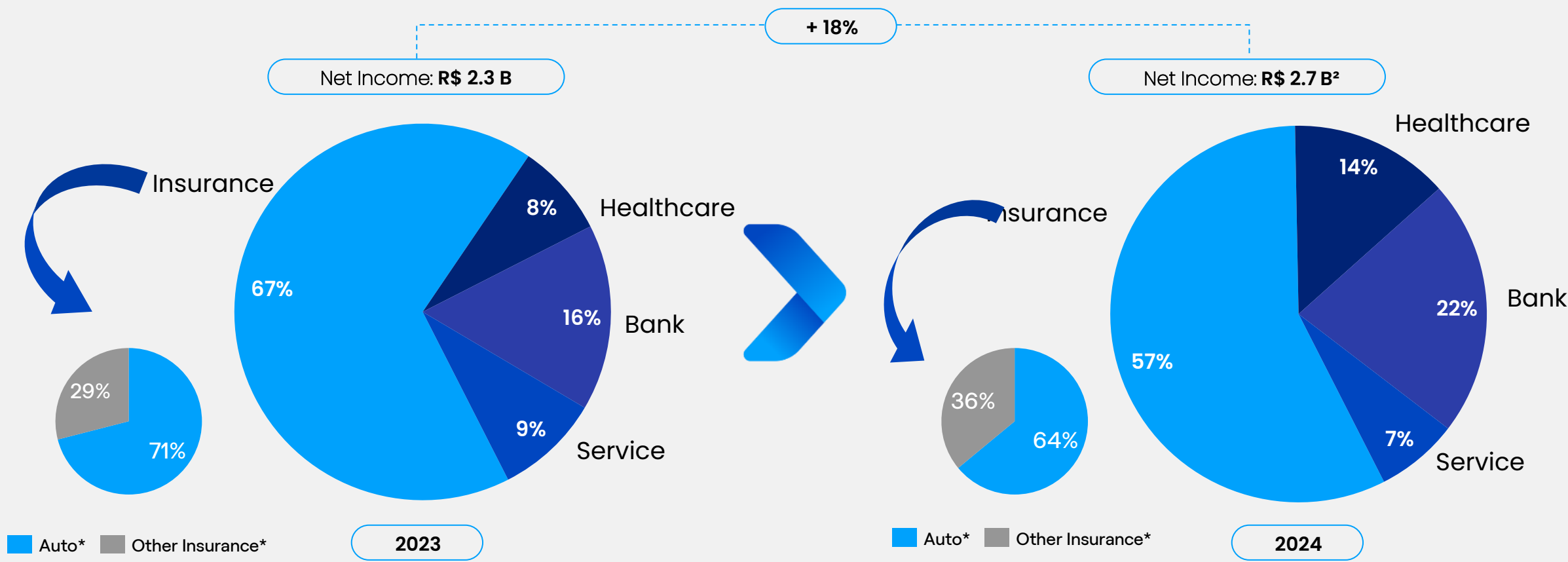


Diversification of Results¹

Conscious and diversified growth in results



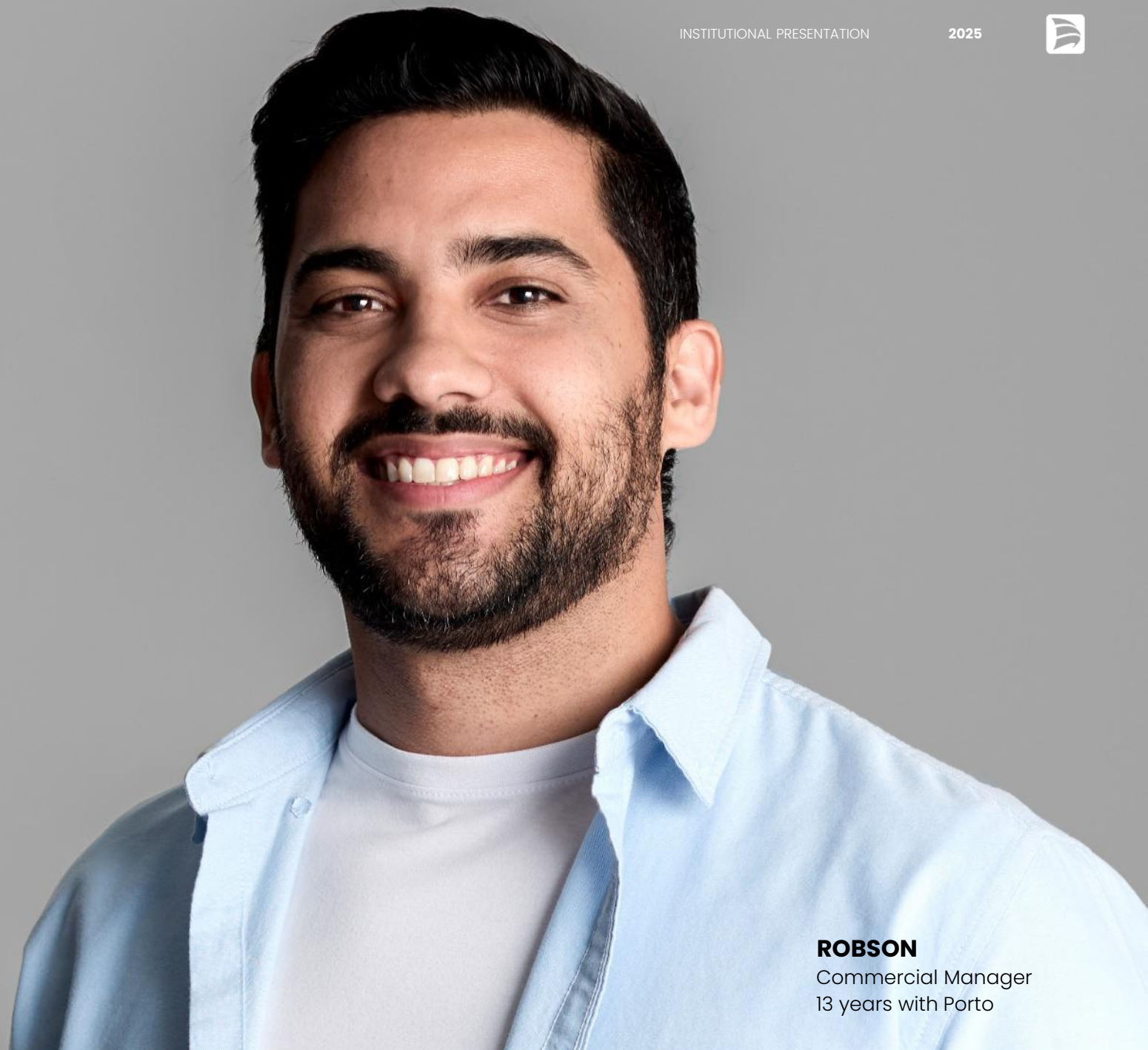
Breakdown of Net Income¹



(1) It does not specify the results of other businesses. | (2) Recurring Net Income
* Share in the Insurance Vertical Underwriting Result.



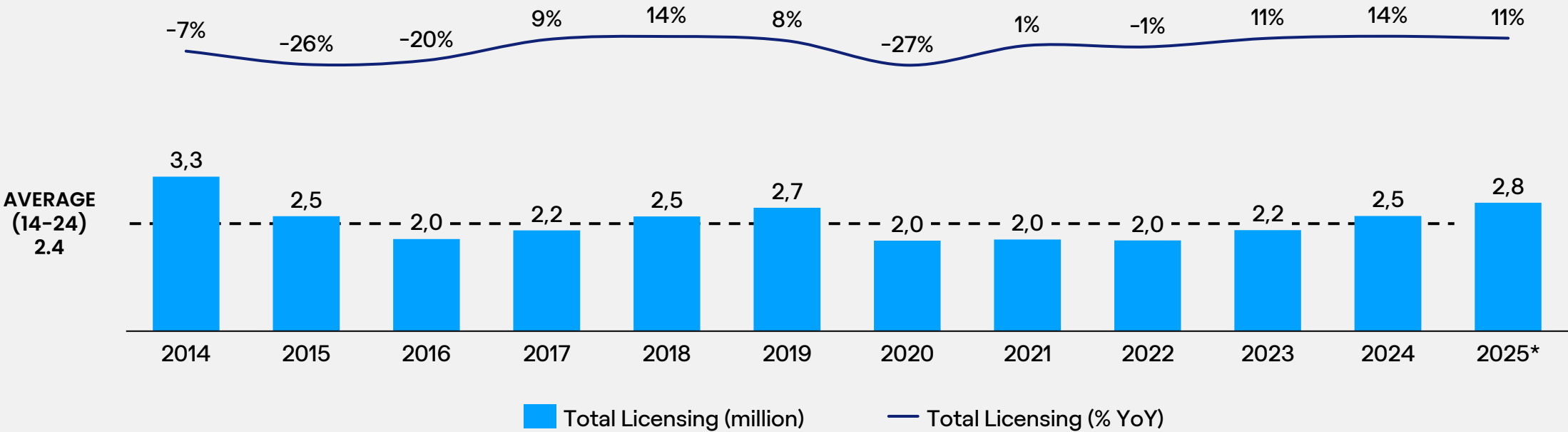
PORTO SEGURO



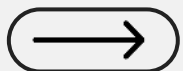
ROBSON
Commercial Manager
13 years with Porto



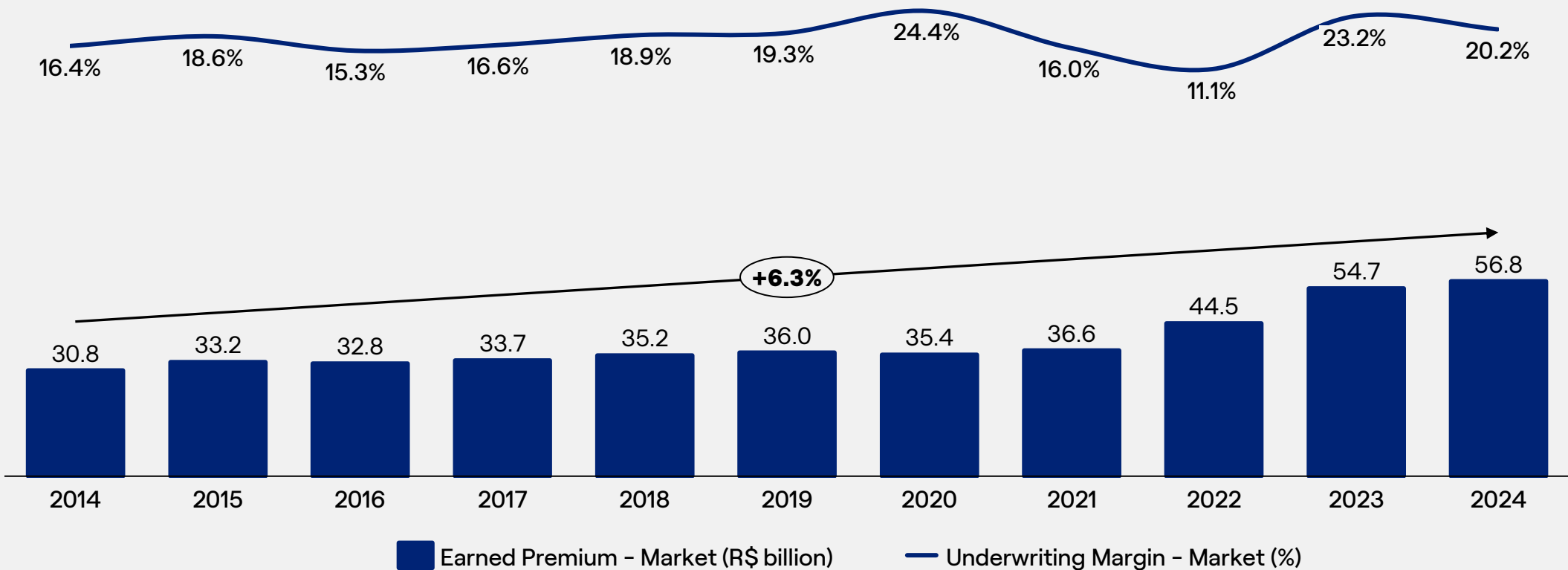
Annual evolution of sales of new vehicles



Source: ANFAVEA
*Projection for 2025 = FENABRAVE

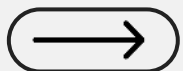


Evolution of Premiums ad Underwriting Margins of the Market*



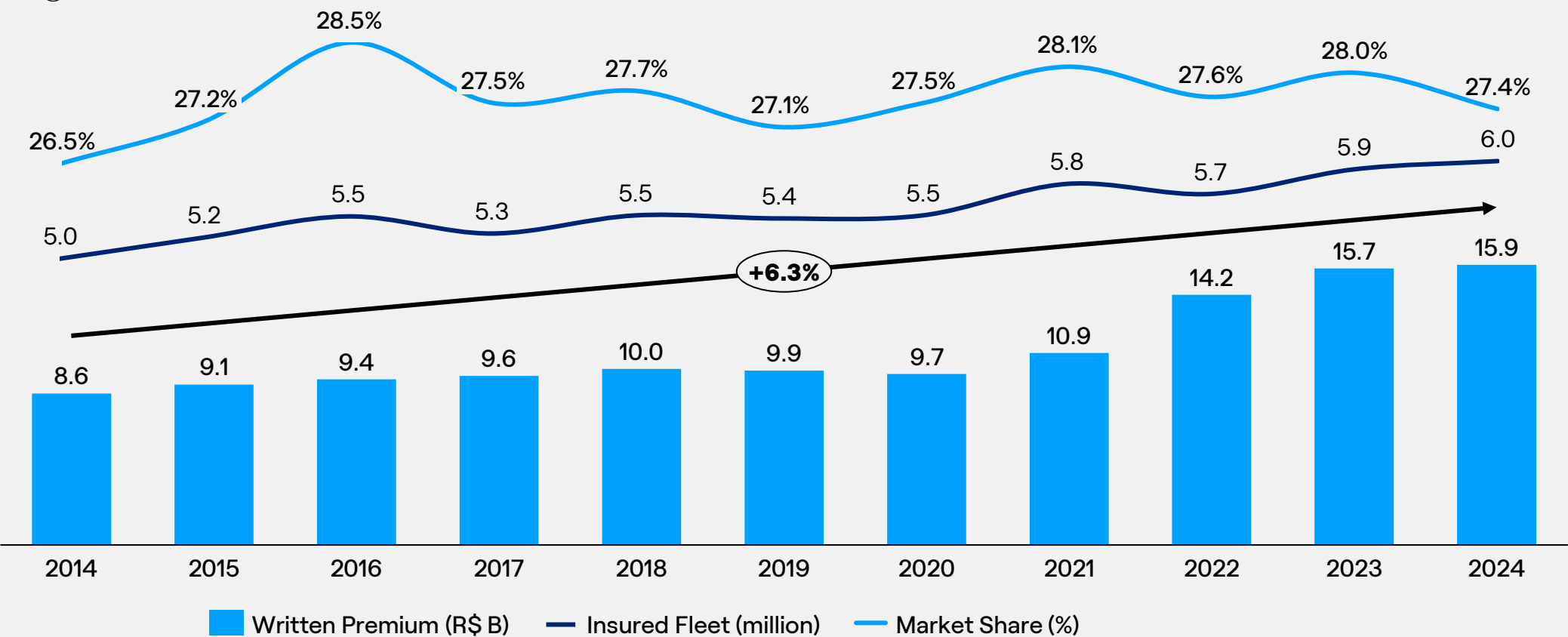
Source: I-SUSEP

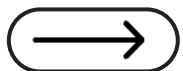
* Underwriting Margin = (Earned Premium – Claims – Commission Expenses) / Earned Premium



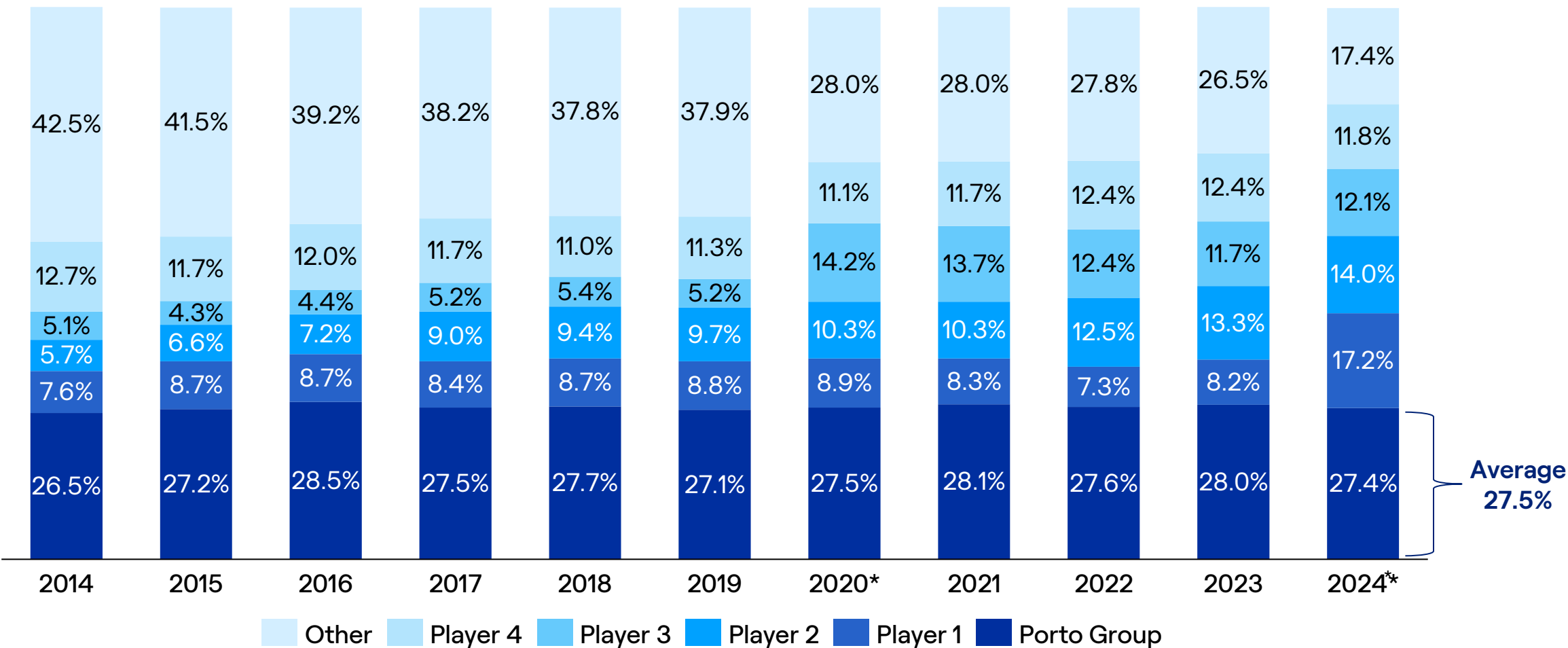
Evolution in Premiums and Insured Fleet Porto Group

○ CAGR

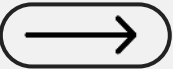




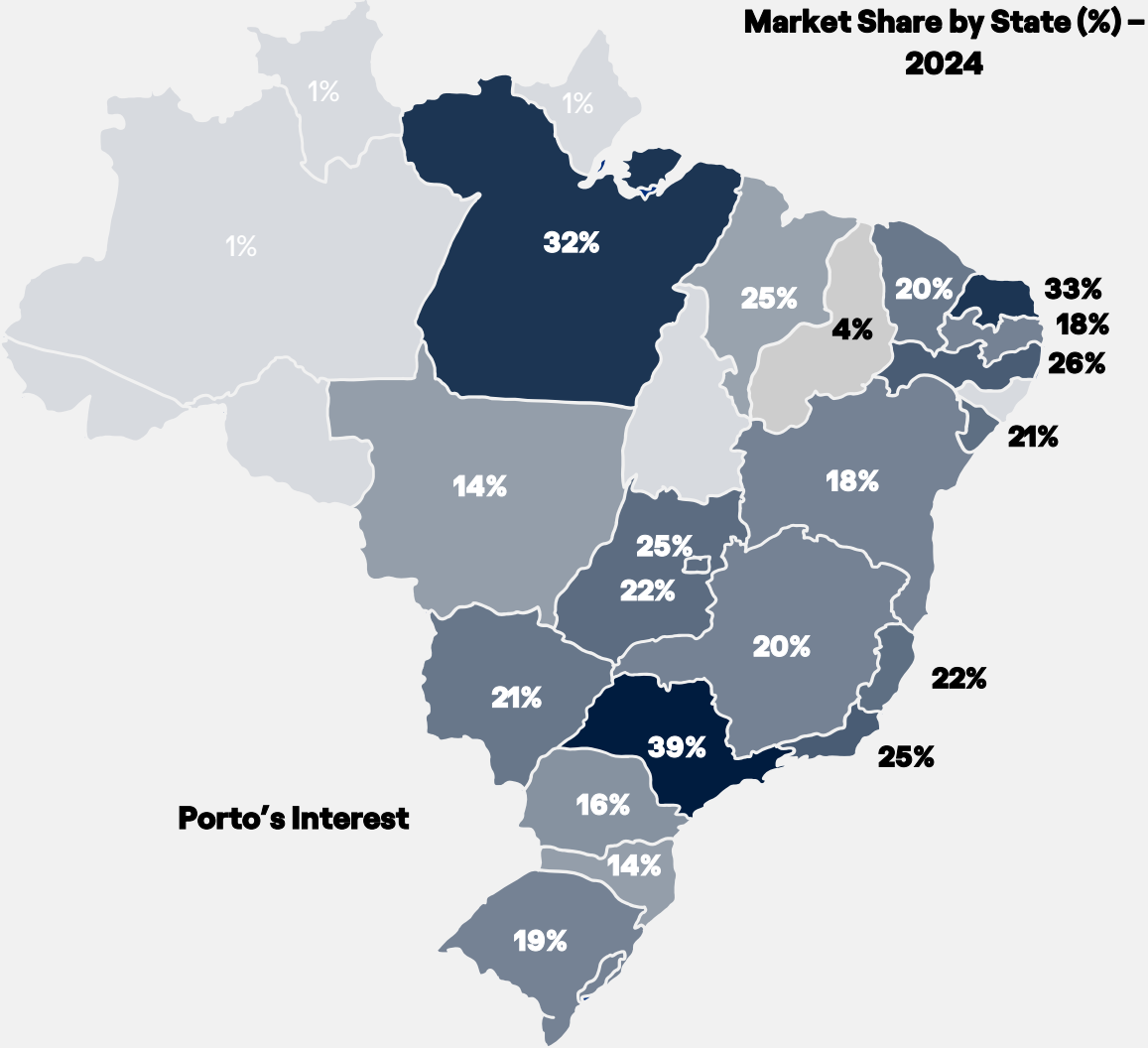
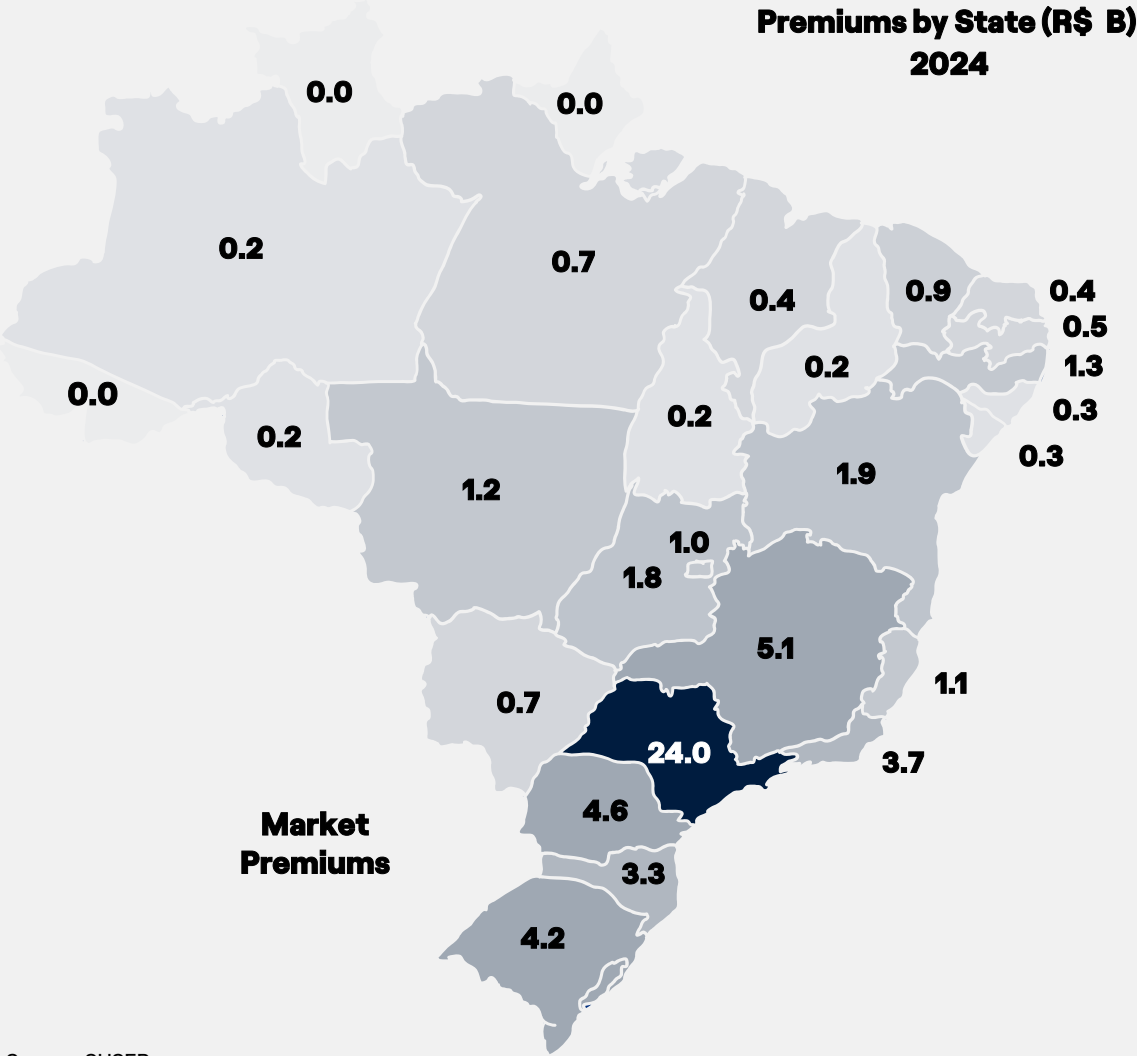
Evolution of Market Share (%)



Source: SUSEP
* 2020 and 2024 inorganic growth of Players 1, 3

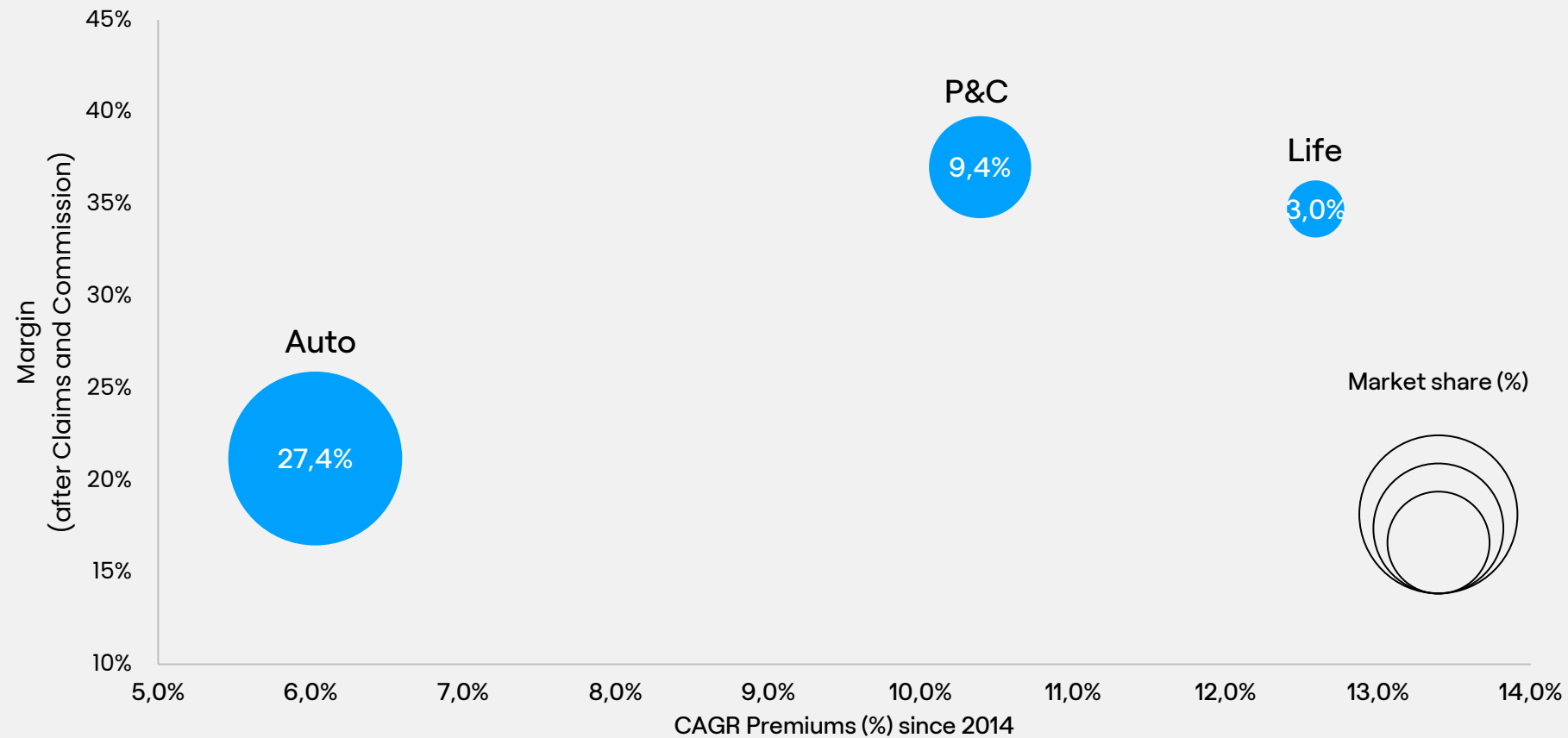


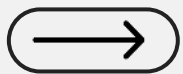
Auto – Market Share (Porto Group)





Growth and Margin (after Claims and Commission) by product

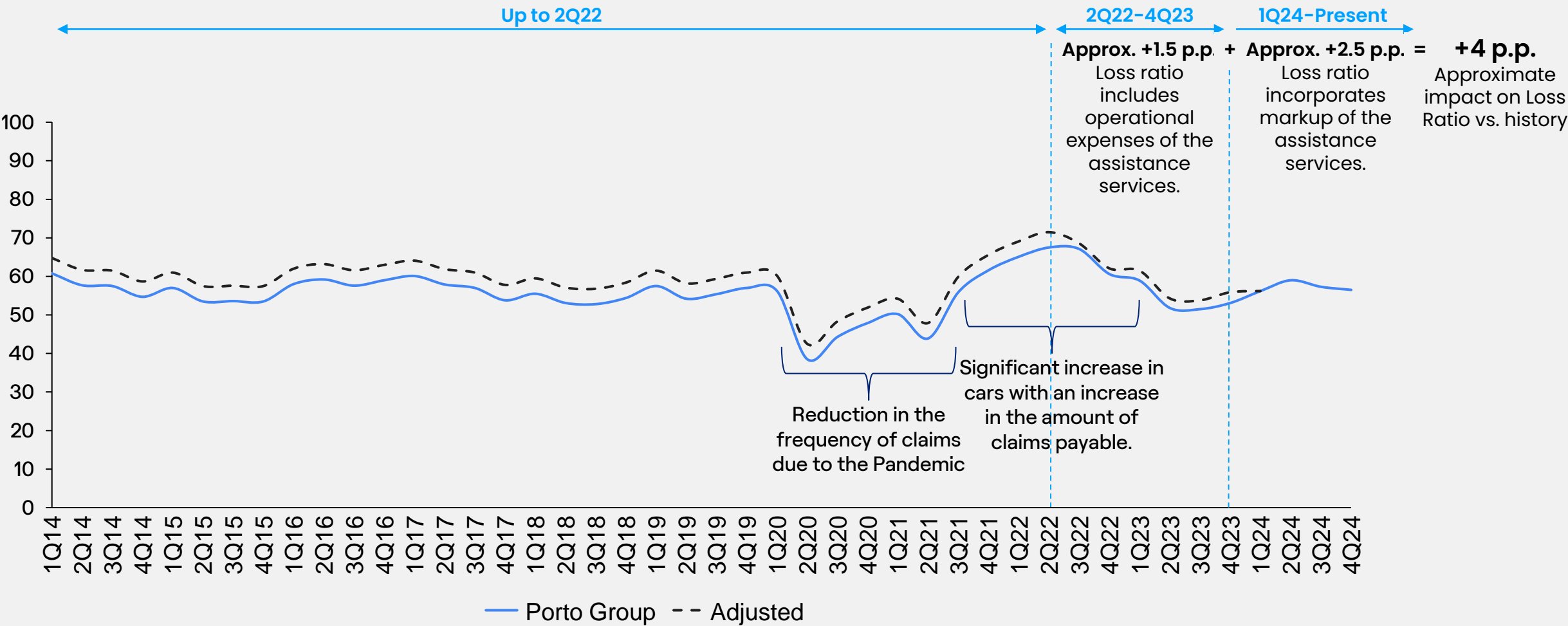




Auto – Loss Ratio (Porto Group)

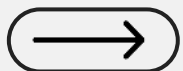


Historical loss ratio adjusted* (%) for current criteria

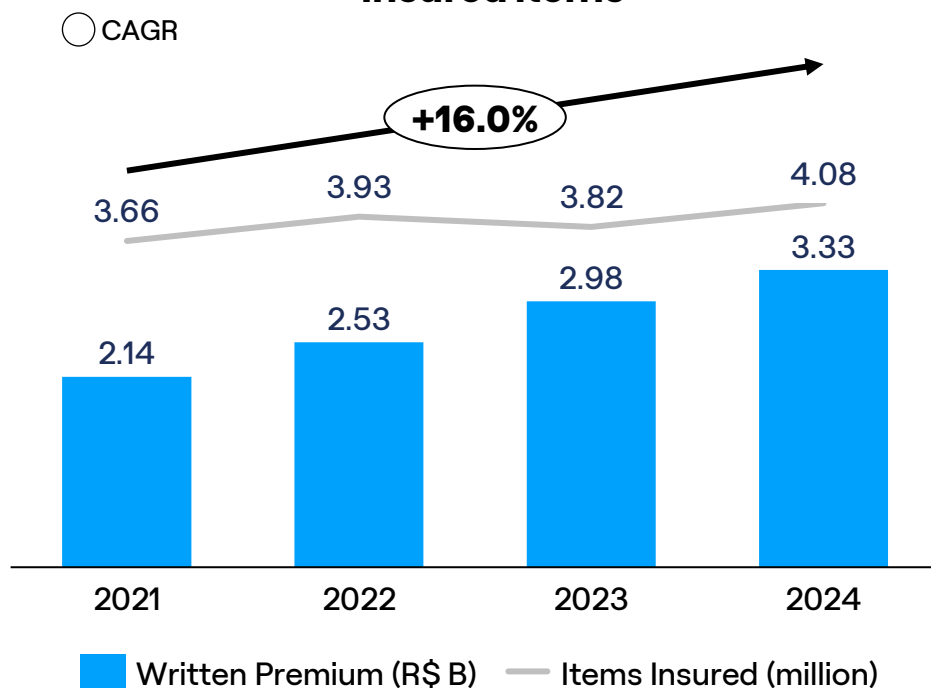


Source: SUSEP

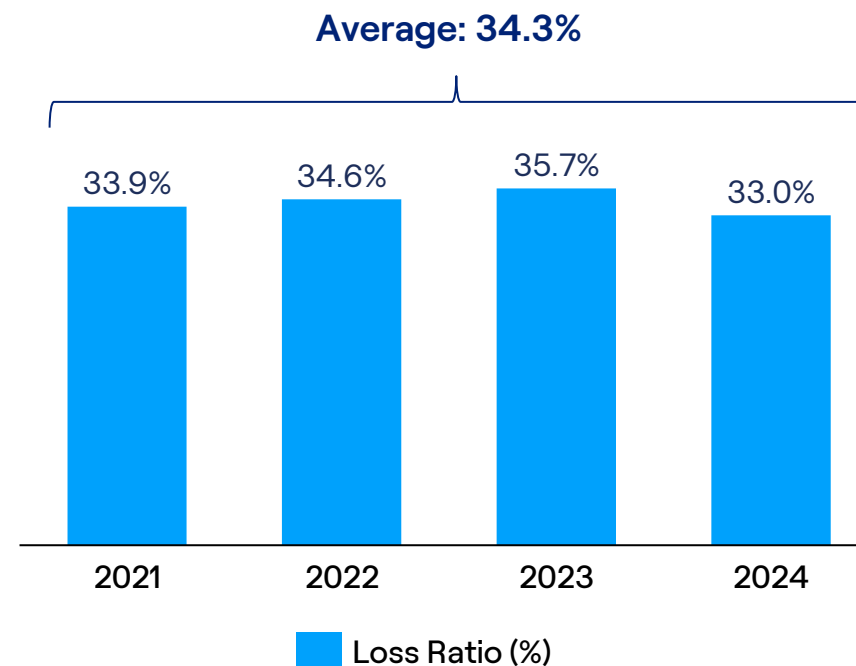
In 2Q22, Porto Assistência started incorporating the expenses of activities such as tow trucks, service providers, among others, which were accounted for partly as “retained claims” and partly as “other operating expenses,” currently being accounted for in insurance companies solely as claims. In 1Q24, the markup for Assistance began to impact the loss ratio of the vertical.

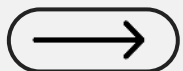


Written Premiums and Insured Items



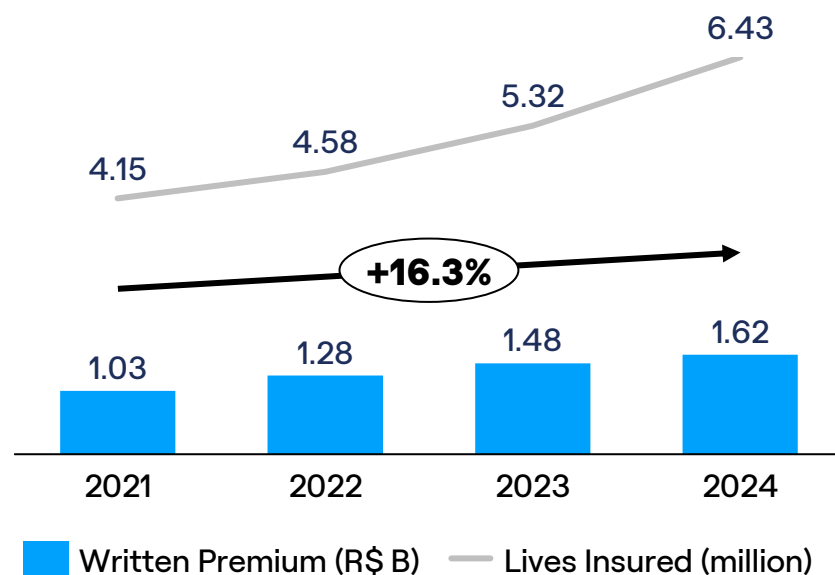
Loss Ratio



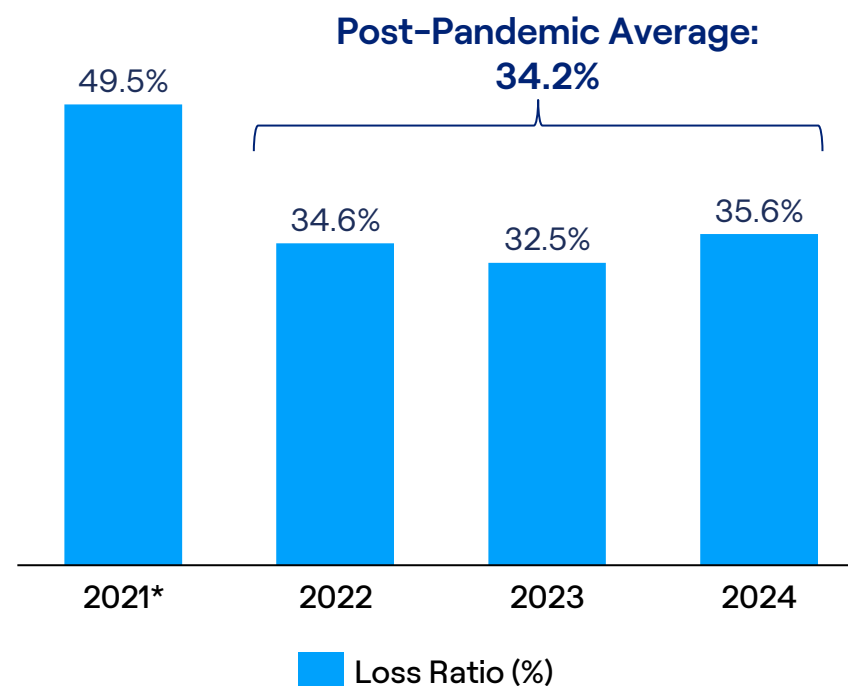


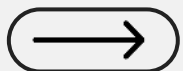
Written Premium and Insured Lives

○ CAGR



Loss Ratio



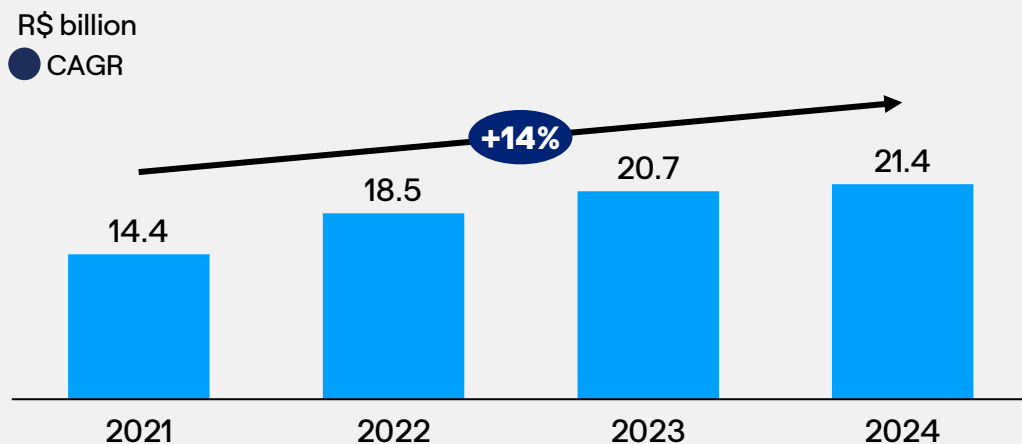


Vertical Summary

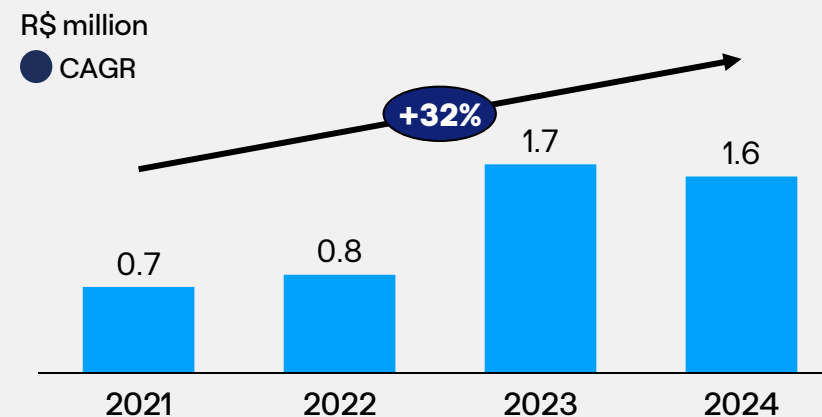


Total Revenue

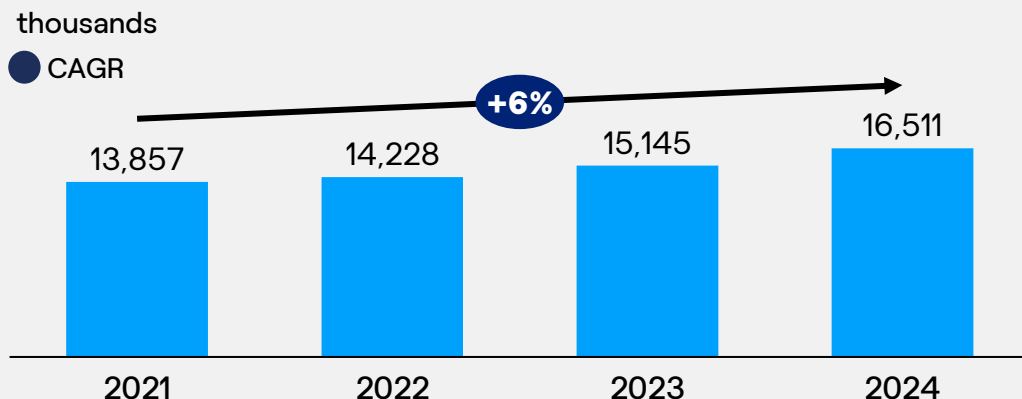
(Retained Premium + Revenues)



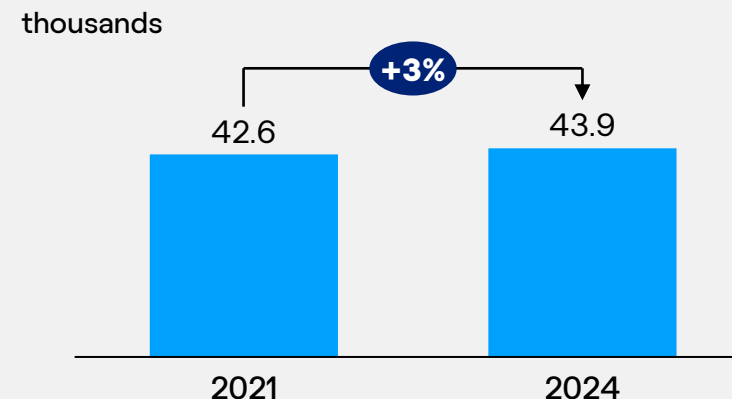
Net income¹



Total Items



Brokers who sell Insurance



(1) Adjustment of 4Q23 to allow comparability with 4Q24, since from the first quarter of 2024 onwards, mainly, the loss ratio, IC, ICA, earnings and ROAE began to be impacted by the Assistance operation markup.



PORTO SAÚDE



LIA
Broker
15 years with Porto



Main Strategic Drivers

1. Relevant growth in premiums, members, and profit through the virtual verticalization strategy.
2. Well-defined strategic focus: operation in 3 states and corporate collective plans
3. Trusted brand, Sales force, and the way to serve the Porto Seguro client.

Operating and Financial Highlights – 2024

**+675k lives – health
2024 (+24% vs. 2023)**

**+76.2% Loss Ratio
Below the market
comparable average**

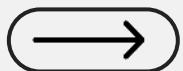
**R\$ 6.6 B Revenue
2024 (44% vs. 2023)**

**100% of the policies
SME and Commercial**

**3.4% Market Share*
(+110% vs. 2020)**

**R\$ 394 M
Net income in 2024**

* Market Share considers the areas in which we operate and only the commercial segment.



Key Services



Porto District Line

New

Microrregional product in which the client can choose up to 3 doors and is 100% verticalized with Porto's Medical Team.

- Hospitals and clinics from up to three districts chosen by the client.
- Integration with TMP
- Your clinician on the spot
- Without reimbursement
- Mandatory coparticipation

Linha Pro

Regional product, few branches, and integrated with Porto's Medical Team (TMP)

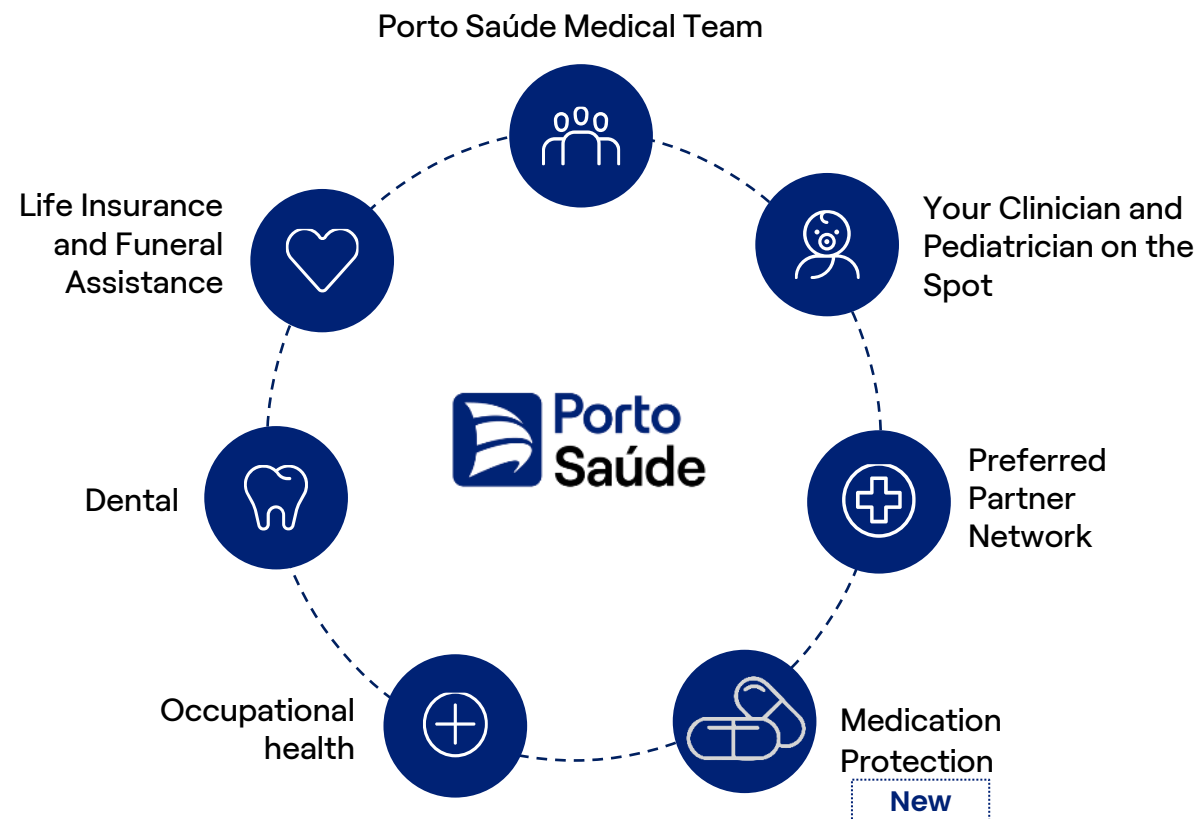
- Anchor Hospitals
- Integration with TMP
- Your clinician on the spot
- Without reimbursement

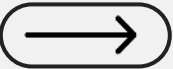
Porto Saúde Line

New generation of the national line, with optimized network and integrated with Porto's Medical Team (TMP)

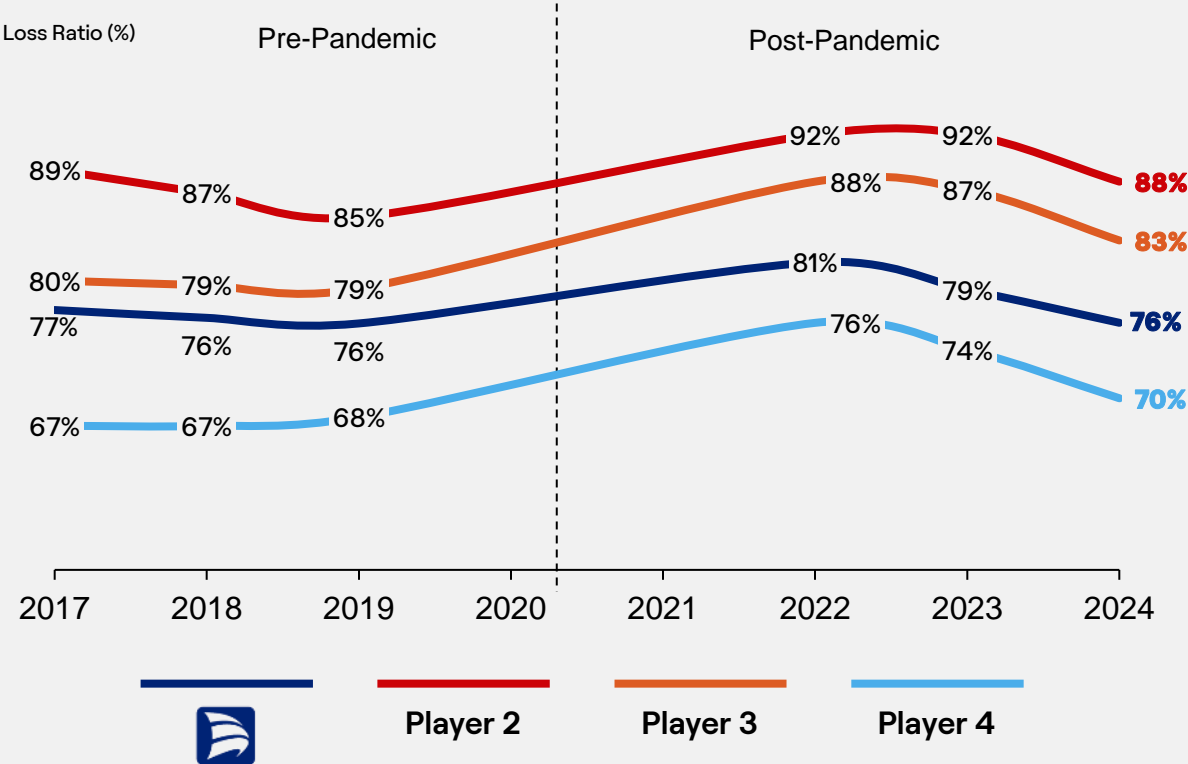
- Wide access to clinics, hospitals and laboratories
- Integration with TMP
- Your clinician on the spot
- With reimbursement

Porto Saúde ecosystem



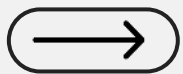


Loss Ratio vs. Major Players



Market Share

	2020		2024
SP Capital City	3.7%		7.3%
SP Interior	1.2%		2.5%
RJ Capital	0.3%		2.0%
RJ Interior	0.2%		1.7%
DF	0.4%		1.2%
Total	1.6%		3.4%

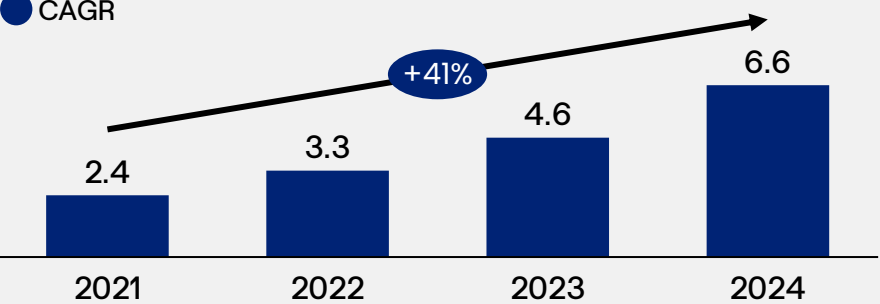


Total Revenue

(Retained Premium + Revenues)

R\$ billion

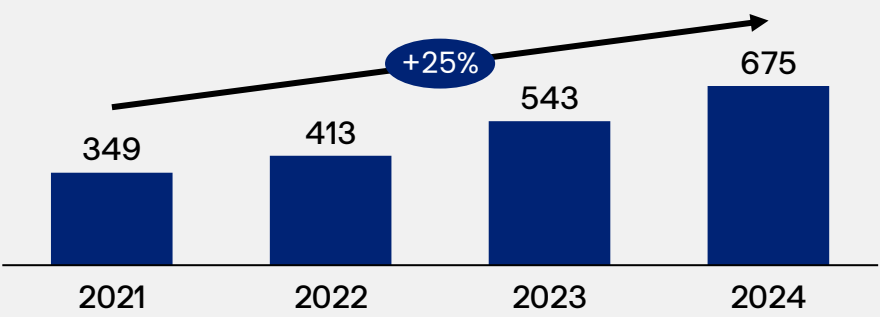
● CAGR



Lives Insured - Health

'000

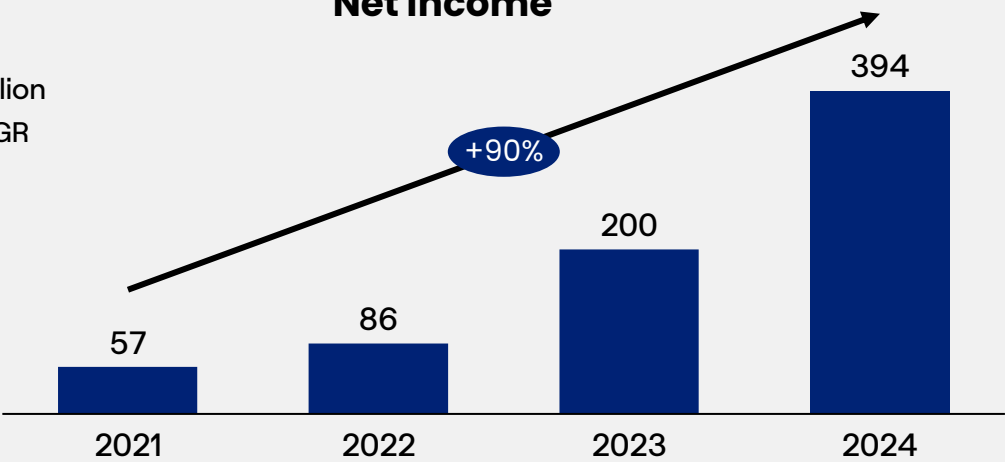
● CAGR



Net Income

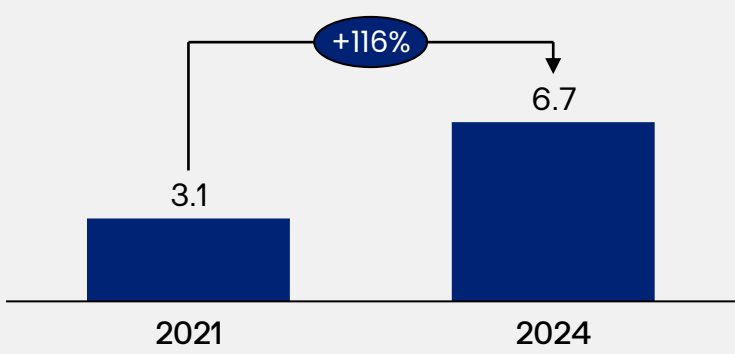
R\$ million

● CAGR



Porto Brokers selling health insurance¹

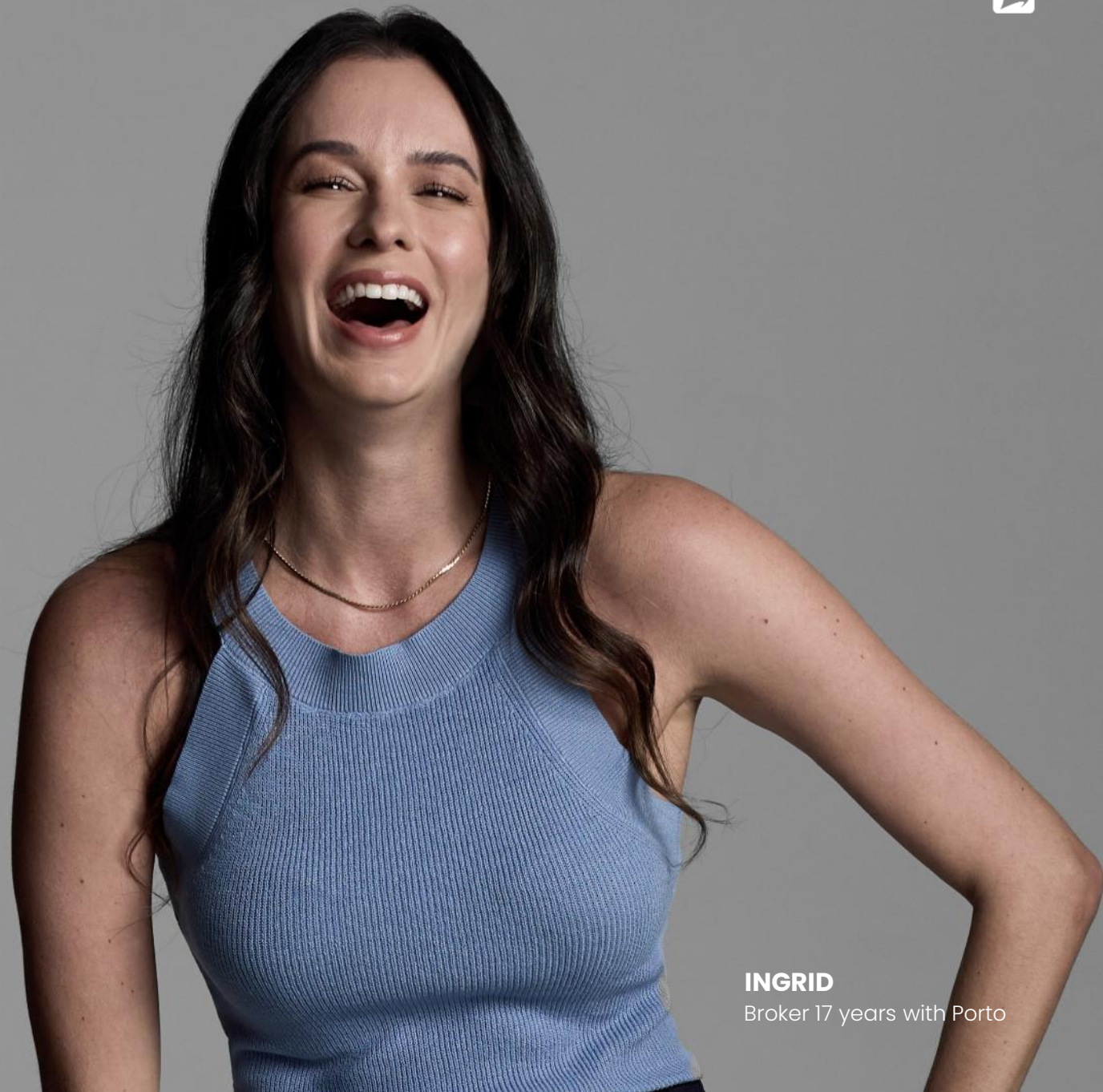
'000



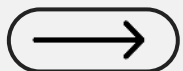
1) Brokers who have sold Health insurance products in the last 12 months.



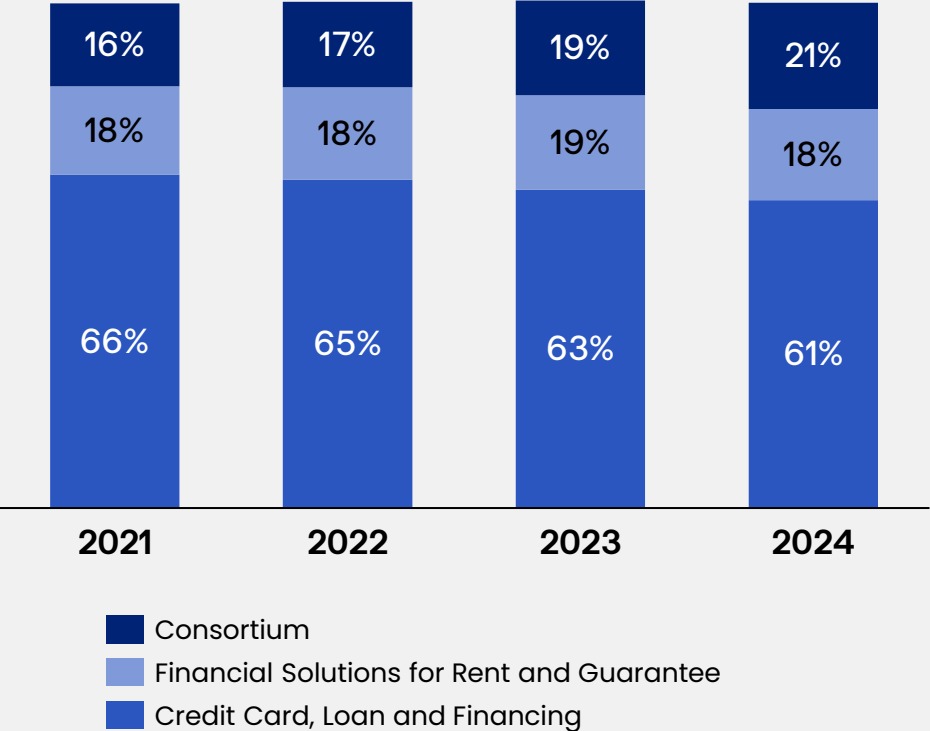
PORTO BANK



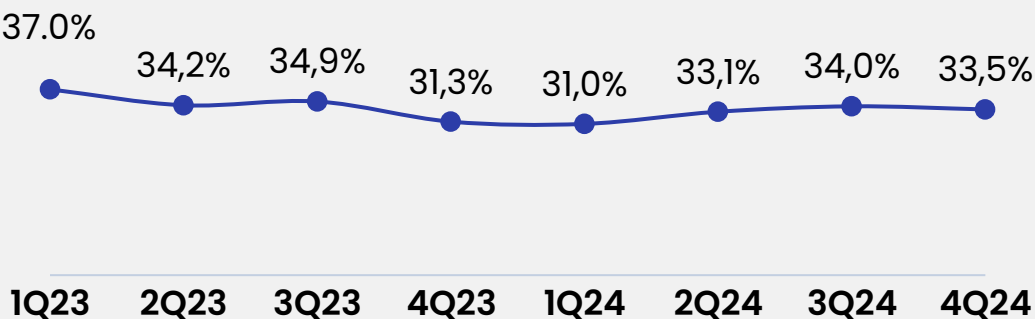
INGRID
Broker 17 years with Porto



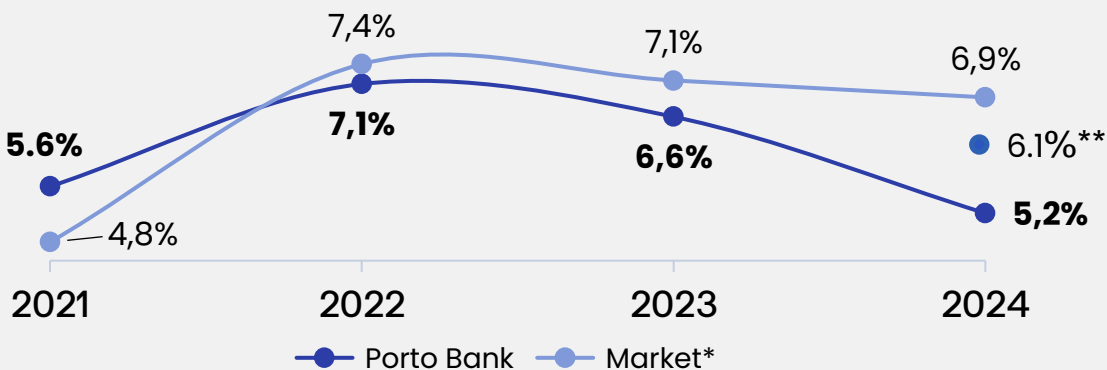
Revenue Distribution (%)



Efficiency Ratio

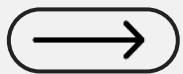


Default NPL

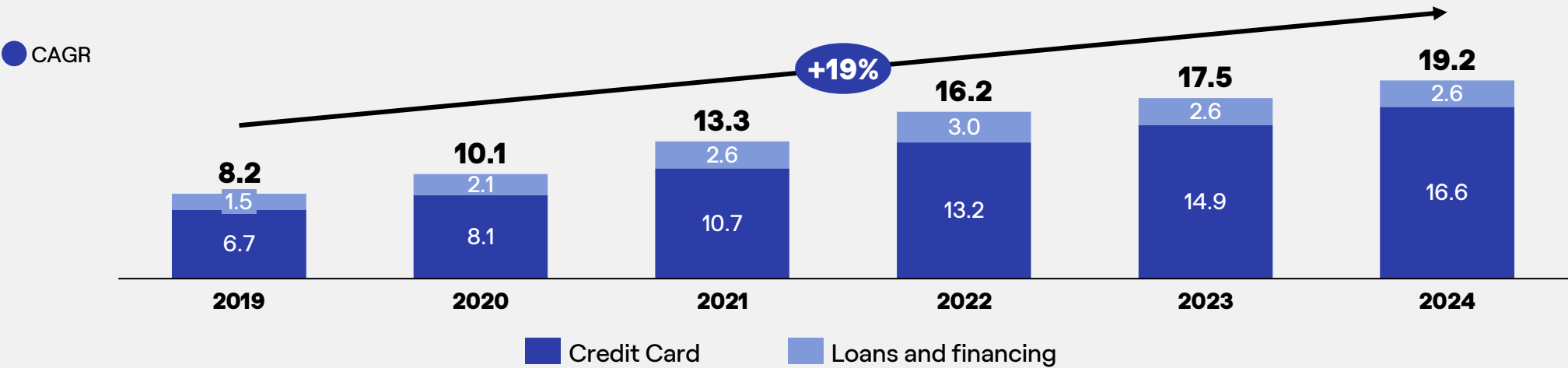


*Source: Bacen, weighted by the company's comparable portfolio.

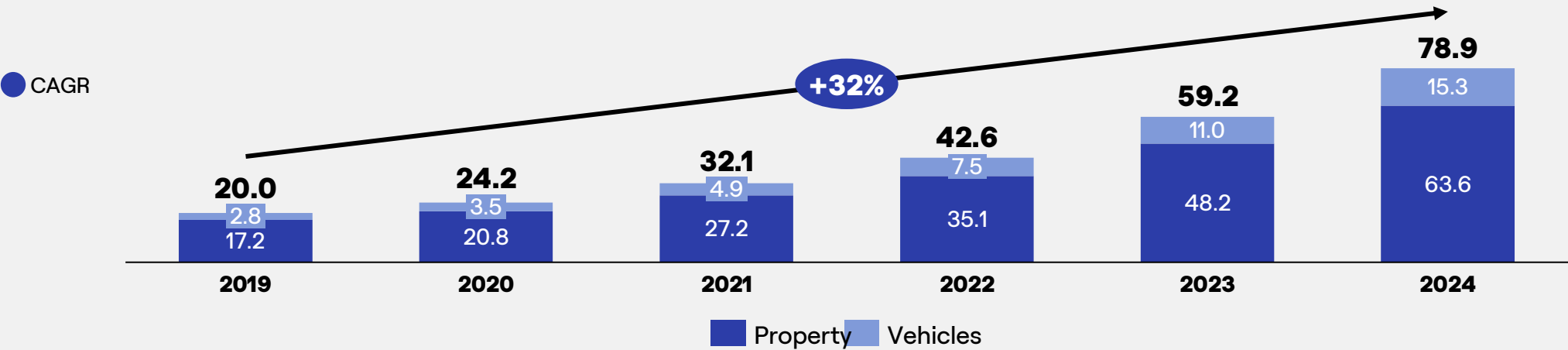
** Disregarding the sale of the portfolio, the ratio would be 6.1%.

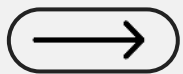


Loan portfolio (R\$ billion)



Consortium Credit Portfolio (R\$ billion)

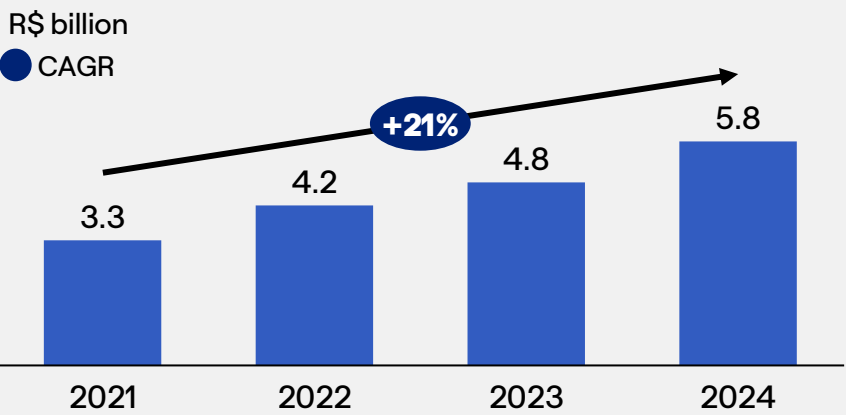




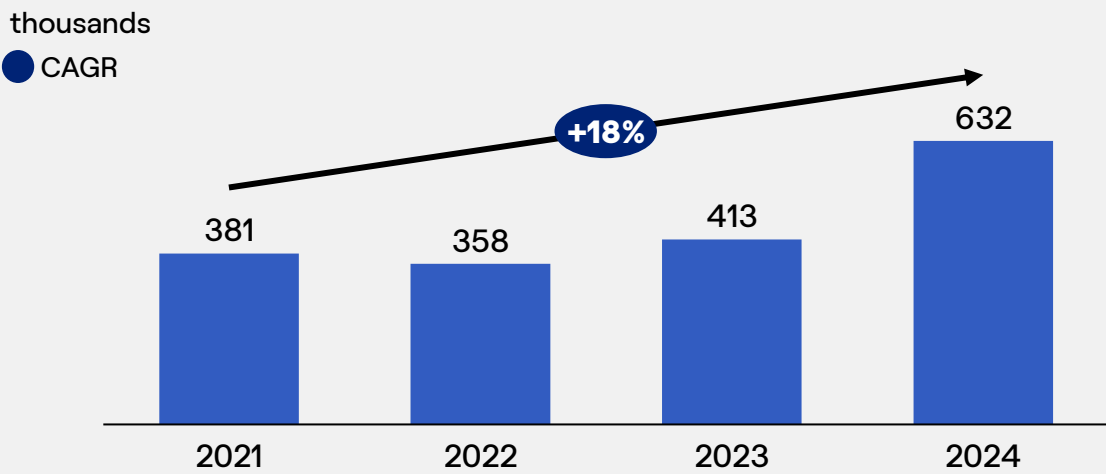
Vertical Summary



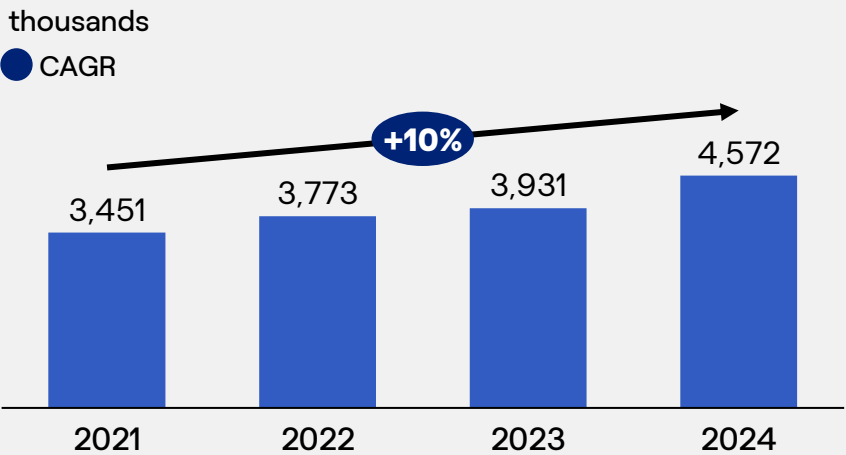
Total Revenue



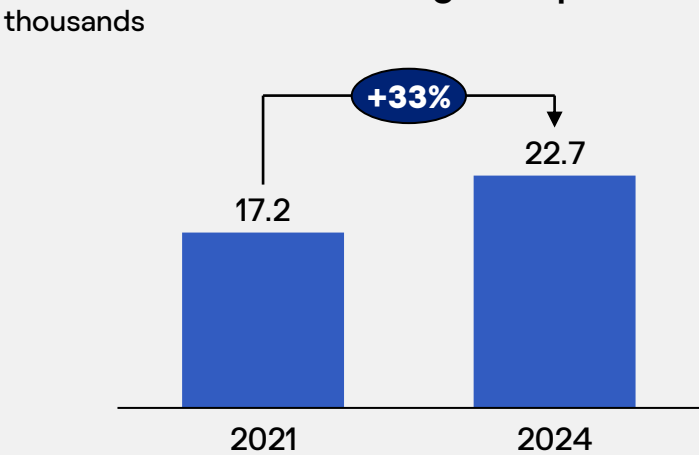
Net Income



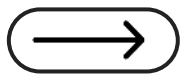
Total Items



Brokers selling Bank products¹

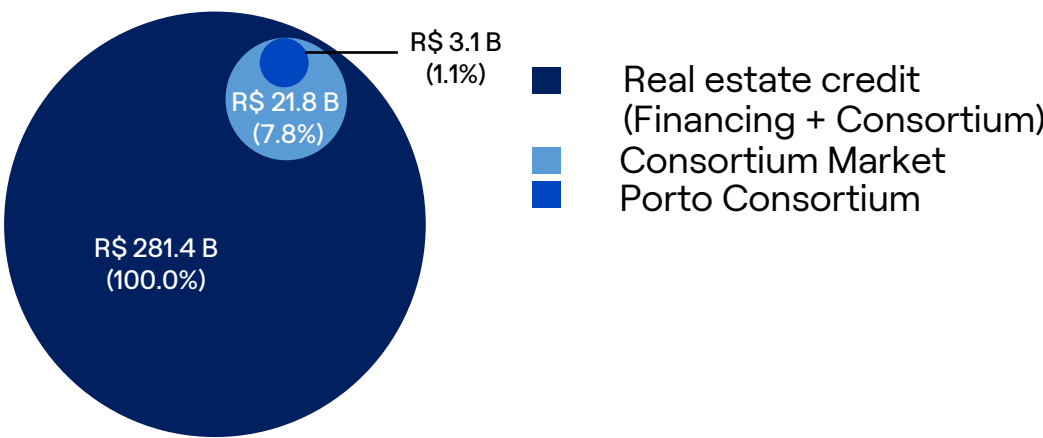


(1) Number of brokers selling Bank products such as Consortium, E&F, Landlord Protection and Capitalization, except for Credit Card in the last 12 months.



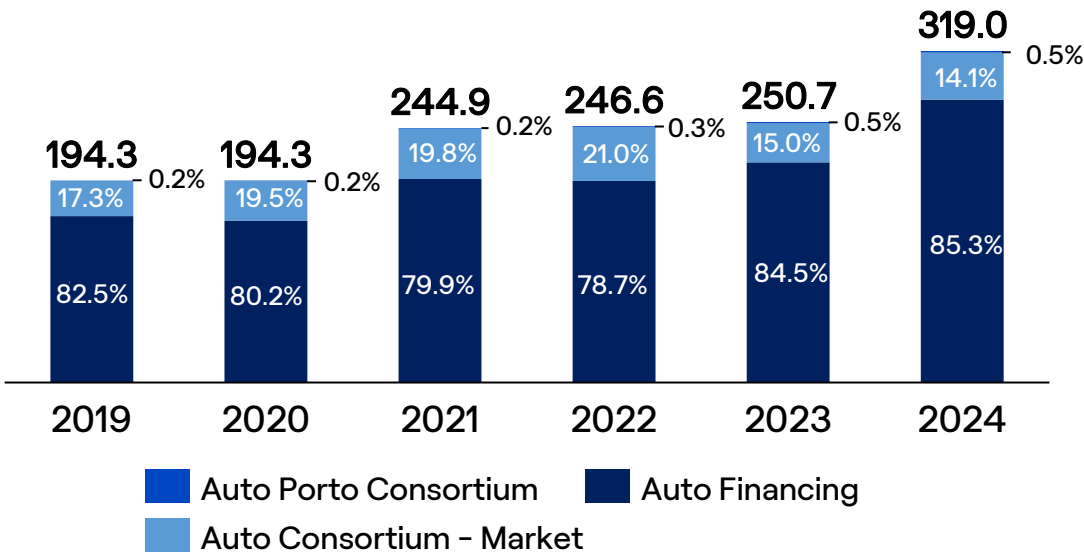
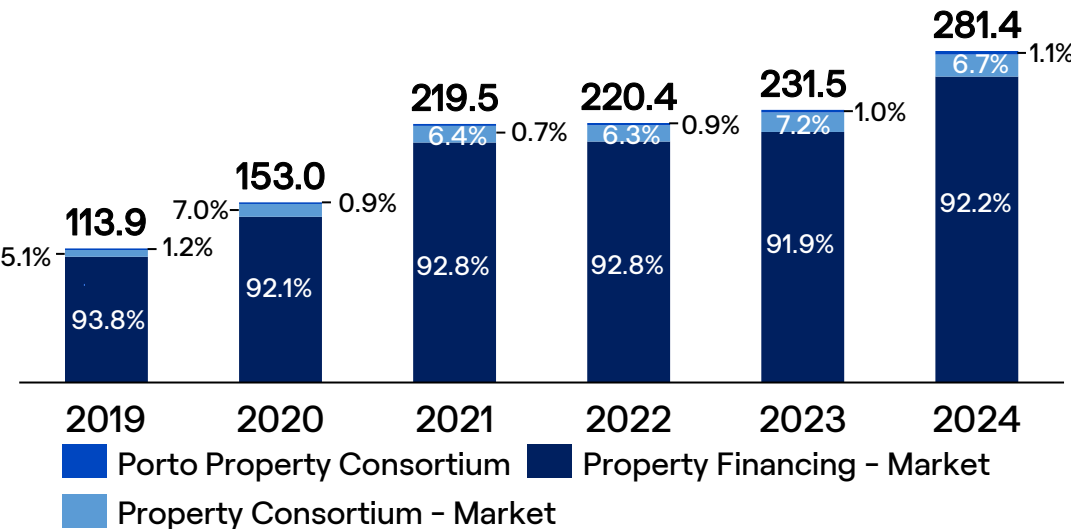
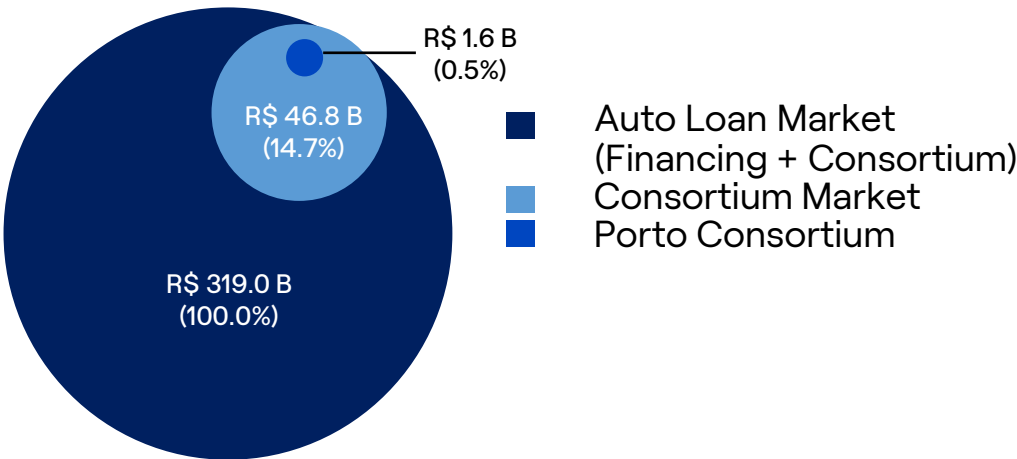
Property

(Credit Available – R\$ billion)



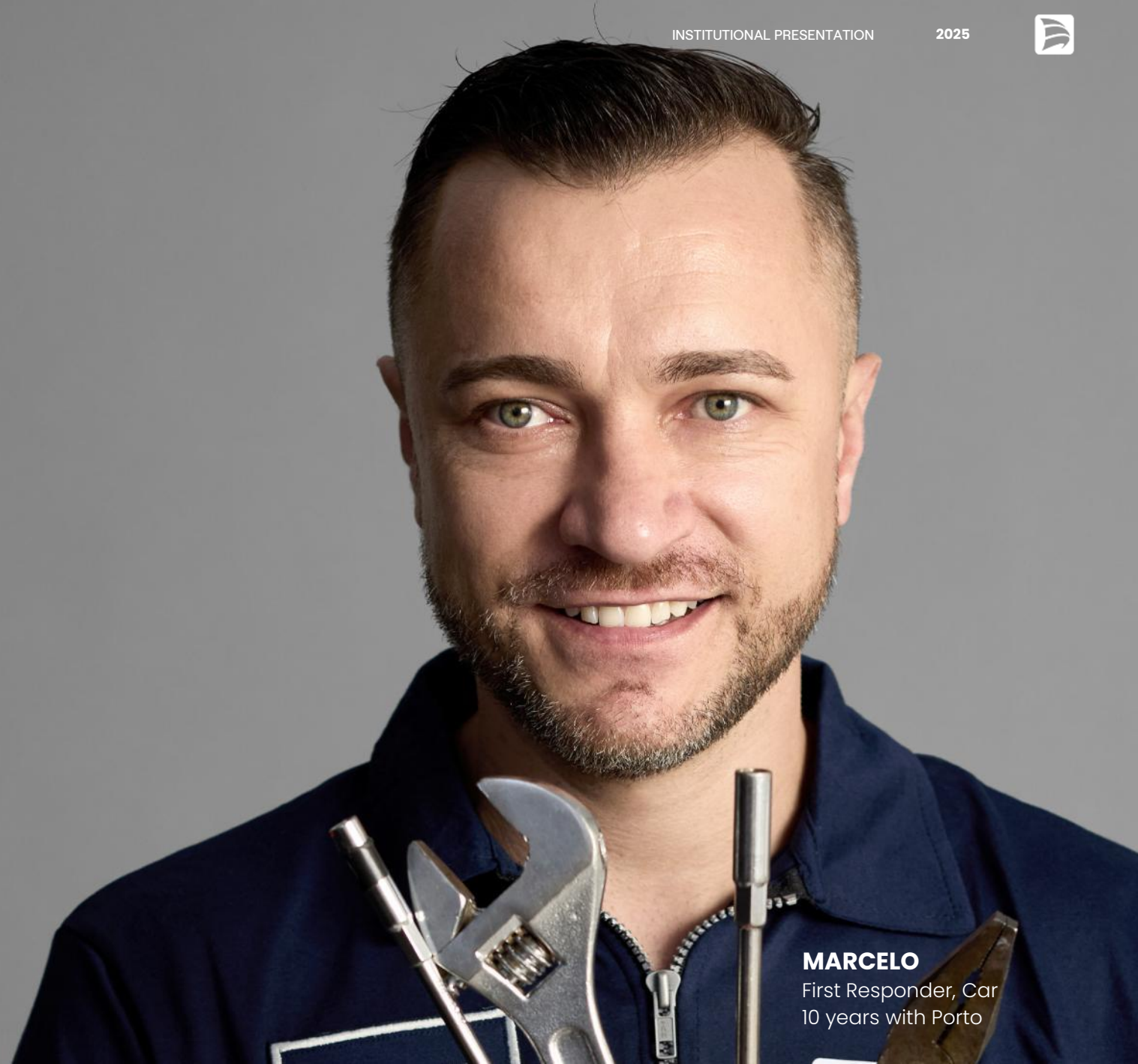
Automobile

(Credit Available – R\$ billion)



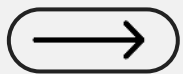


PORTO SERVIÇO



MARCELO

First Responder, Car
10 years with Porto



Vertical Summary



R\$ 2.5 B
Revenues

R\$ 204.6 M
Net Income

22.5%
ROAE



Auto

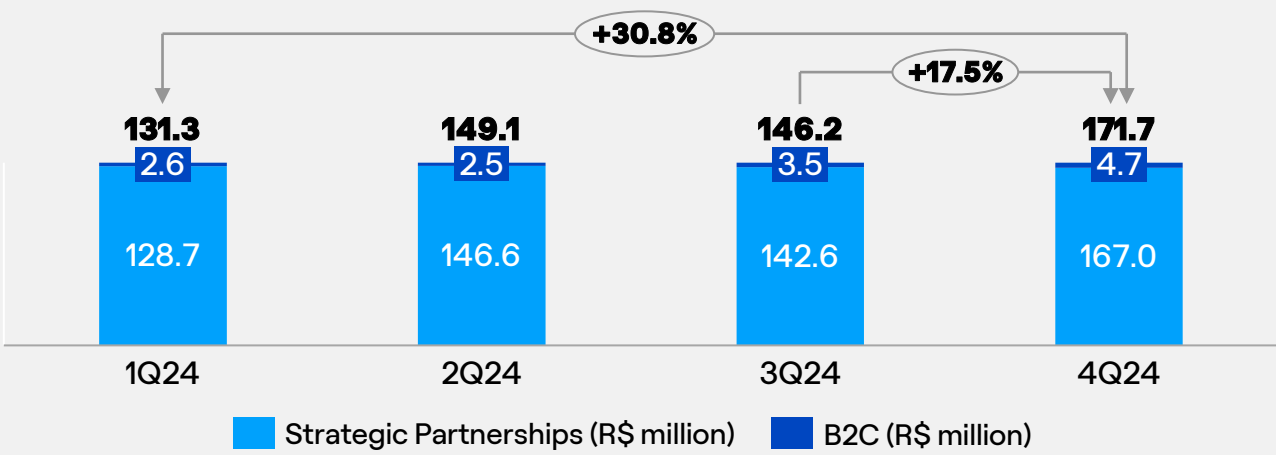
2.7 M
services



Homeowner and
Commercial

2.4 M
services

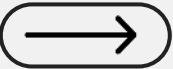
Evolution of Strategic Partnerships and B2C - 2024



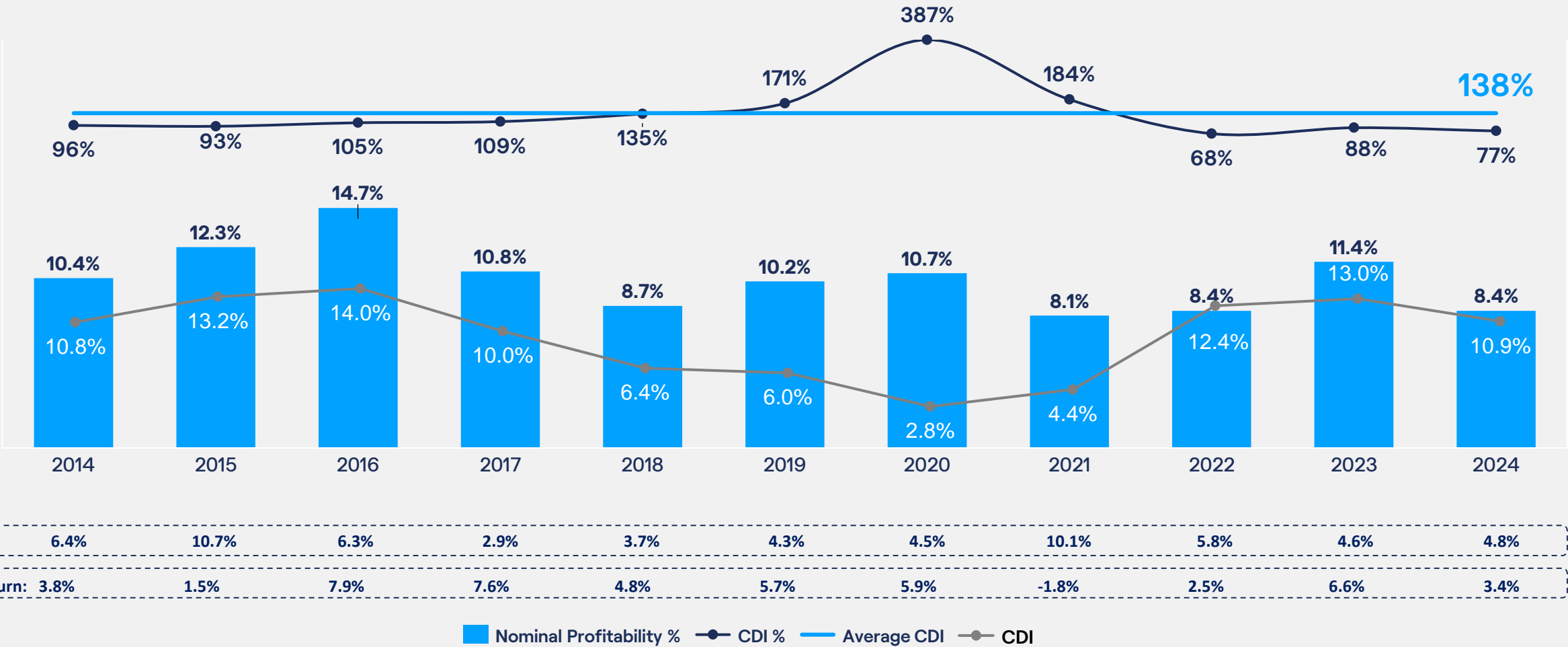
Source: Balance Sheet 2024



FINANCIAL RESULT

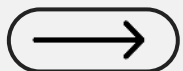


Historical Nominal Profitability

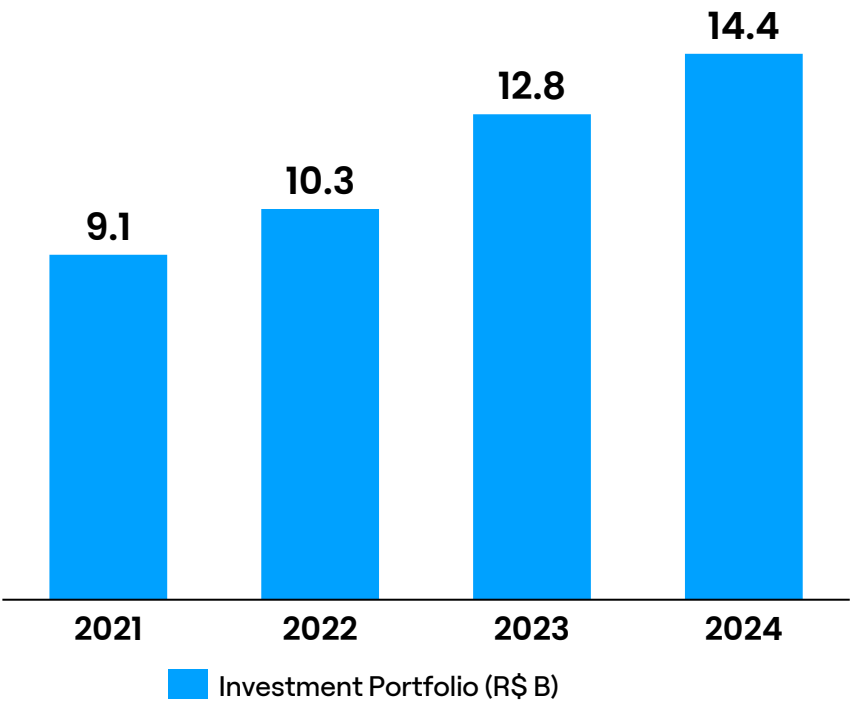


IPCA:	6.4%	10.7%	6.3%	2.9%	3.7%	4.3%	4.5%	10.1%	5.8%	4.6%	4.8%
Real Return:	3.8%	1.5%	7.9%	7.6%	4.8%	5.7%	5.9%	-1.8%	2.5%	6.6%	3.4%

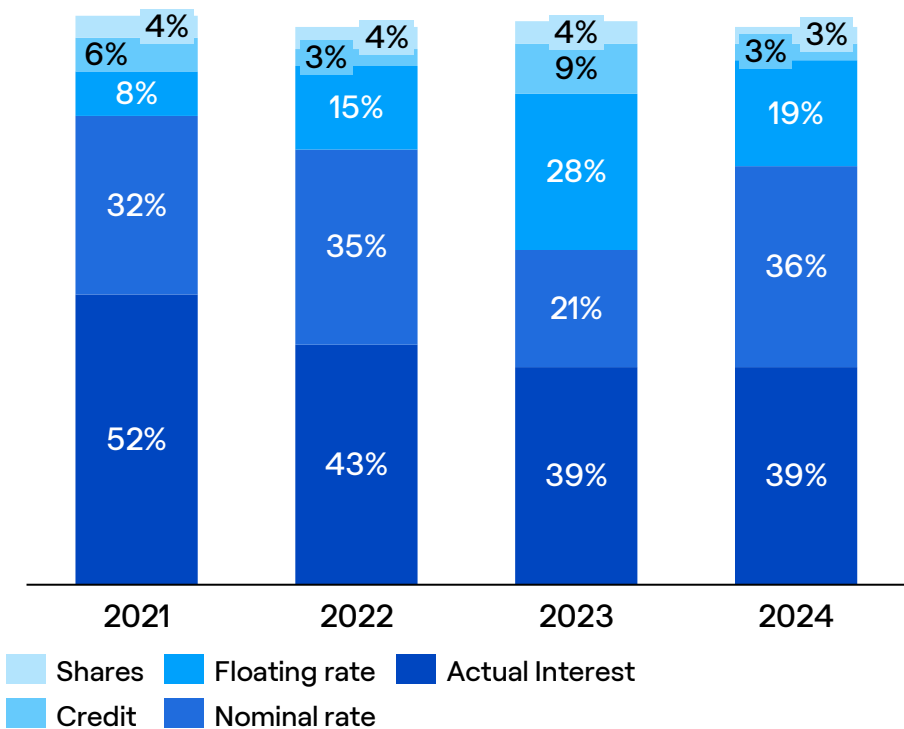
1) Result generated on funds invested by the Company to mitigate the mismatch between assets and liabilities (ALM) of Traditional Pension operations (product whose sale was discontinued), Credit Operations (Porto Bank) and Capitalization (PortoCap).

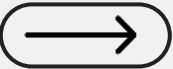


Investment Portfolio
(ex-pension plan)

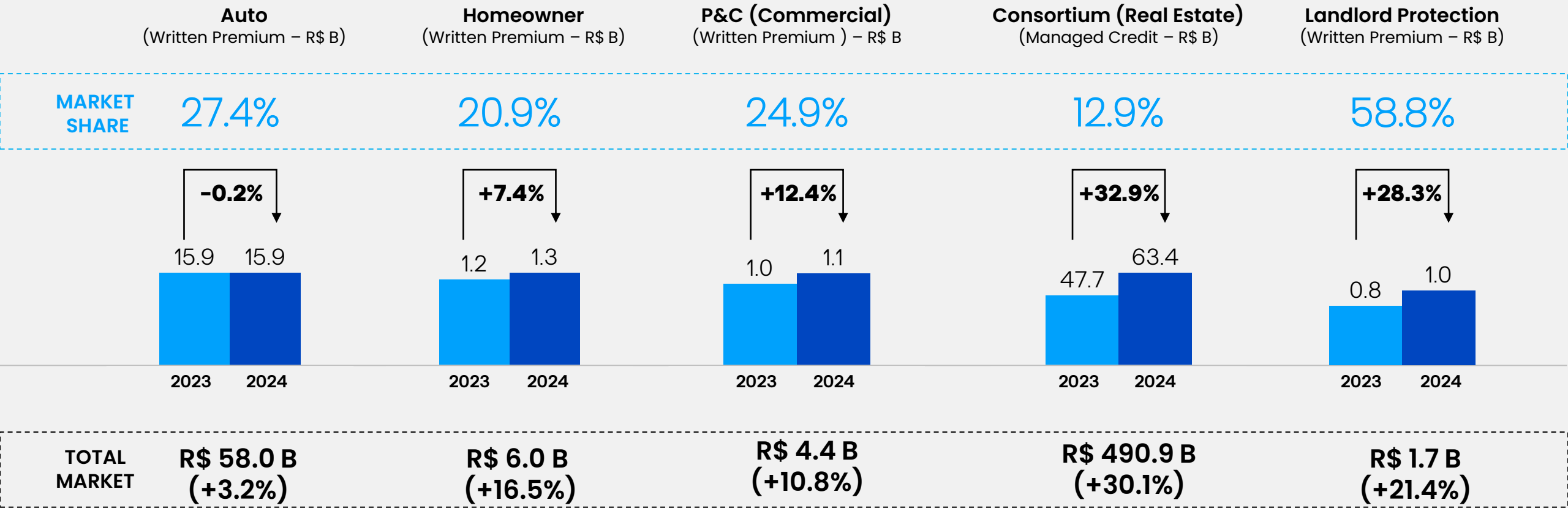


Breakdown of the Investment Portfolio (%)





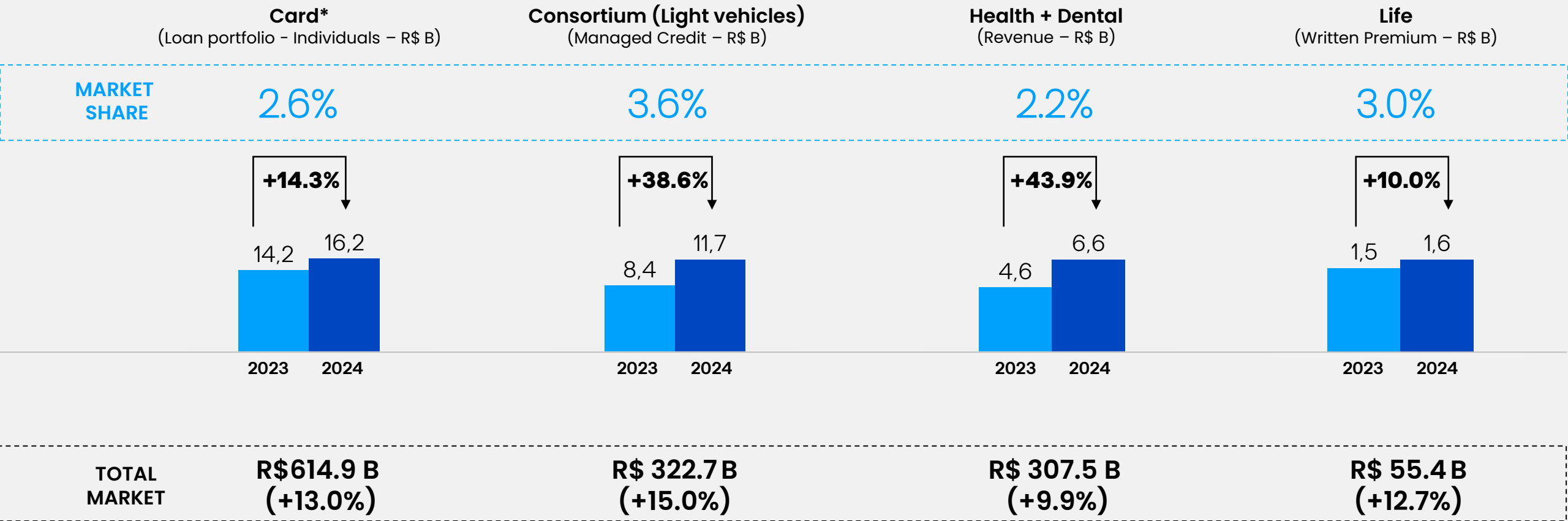
Porto is the leader in some segments



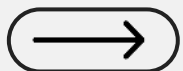
Source: Susep and Bacen



Porto has been gaining market share in other markets.



Source: Susep, Bacen, and ANS



PROJECTIONS FOR THE YEAR 2025



Range

Vertical Earned Premium Change (vs. 2024)	+2 to +5%
---	-----------

Vertical Loss Ratio	51 to 55%
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Vertical G&A Ratio	10.3 to 11.2%
--------------------	---------------



Range

Total Vertical Revenue Change (vs. 2024)	+14% to +22%
--	--------------

Credit Losses (R\$ B)	-1.9 to -2.3
-----------------------	--------------

Efficiency Ratio	32.5 to 35%
------------------	-------------



Range

Vertical Earned Premium Change (vs. 2024)	+25% to +40%
---	--------------

Vertical Loss Ratio	75 to 80%
---------------------	-----------

Vertical G&A Ratio	4.5 to 5.5%
--------------------	-------------



Range

Total Vertical Revenue (R\$ B)	2.5 to 2.8
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Vertical G&A Ratio	8.0 to 9.0%
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Range

Financial Result (R\$ B)	1.2 to 1.4
--------------------------	------------

Effective rate	30 to 34%
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The Company clarifies that the projections disclosed reflect Management's expectations regarding the Company's business and therefore do not represent a promise of performance or result. The realization of these expectations will depend on several factors, many of them external to the Company, and actual results may differ from the projections presented.

The projections will be monitored and reviewed by the Company, pursuant to the applicable regulations.



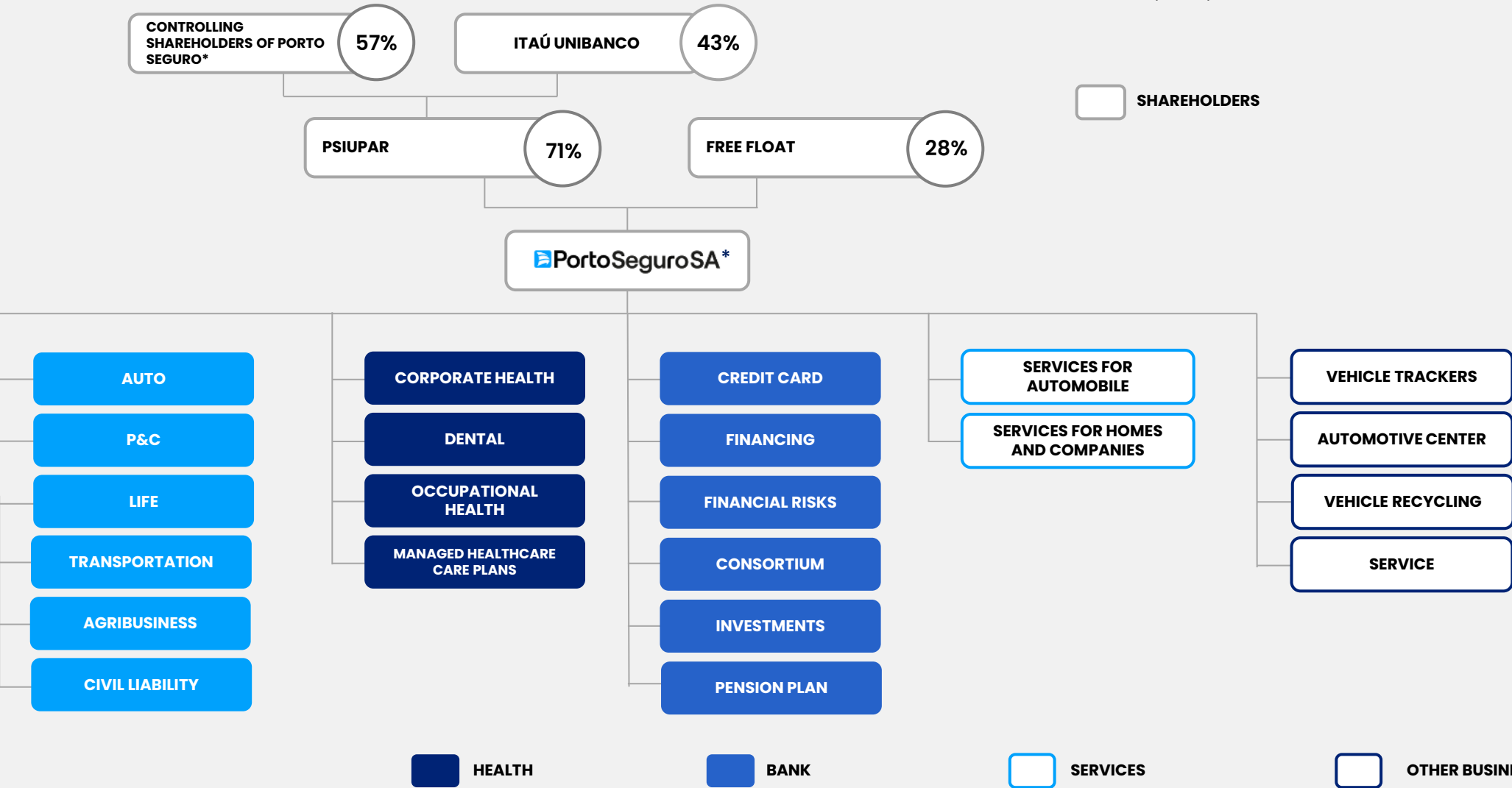
CORPORATE GOVERNANCE



The Company offers a wide range of products and services through its 4 business verticals: Insurance, Health, Bank and Services

Subsidiary of Jayme Brasil Garfinkel

(Dec'24)





Board of Directors composed of seven members, with two appointed by the Garfinkel Family, two appointed by Itaú Unibanco, and two independent members.

Name	Current Position at Porto	External or Previous Position
Bruno Campos Garfinkel	Chairman of the Board of Directors	He has 20 years of experience in Porto’s operations and joined the Board 7 years ago
Marco Ambrogio Crespi Bonomi	Vice-President of the Board of Directors	He was the Director General and a Board Member of Itaú Unibanco.
Roberto de Souza Santos	Board Member	He was the CEO of Porto.
Andre Luis Teixeira Rodrigues	Board Member	Retail Bank Coordinating Executive Director of Itaú Unibanco Group
Patrícia Muratori Calfat	Independent Board Member	Regional Director of YouTube Latam
Lie Uema do Carmo	Independent Board Member	Lawyer and Partner at Uema do Carmo and Professor at FGV Direito SP



Name

Current Position at Porto

History with Porto

Paulo Sérgio Kakinoff	CEO Porto Group	Member of the Board of Directors of Porto since 2020 and CEO since 2024.
Celso Damadi	CFO Porto Group	Working at Porto since 2005 and CFO since 2020
Lene Araújo de Lima	CEO Porto Serviço	Working at Porto since 1994 and CEO of Porto Serviços since 2023.
José Rivaldo Leite da Silva	CEO Porto Seguro	Working at Porto since 1996 and CEO of Porto Seguro since 2022.
Marcos Roberto Loução	CEO Porto Bank	Working at Porto since 2008 and CEO of Porto Bank since 2021.
Sami Foguel	CEO Porto Saúde	Working at Porto and CEO Porto Saúde since 2021
Luiz Augusto Arruda	VP – Marketing, Clients, Data, and Sales	Working at Porto since 2020 and Marketing and Commercial VP since 2022
Domingos de Toledo Piza Falavina	Investor Relations Officer	Working at Porto and IRO since 2023
Adriana Pereira Carvalho Simões	Chief Legal Officer	Working at Porto since 1996 e CLO since 2020
Marcos Rogerio Sirelli	CTO Porto Group	Working at Porto since 2011 and CTO since 2017
Patricia Quirico Coimbra	Chief Human Resources Officer	Working at Porto and CHRO since 2024
Patricia Chacon Jimenez	Insurance COO	Working at Porto and Insurance COO since 2023
Emilio Bentancourt	Chief Governance Officer	Working at Porto since 2014 and CGO since 2024



SUSTAINABILITY



We recently had significant highlights related to our ESG agenda, such as our entry into the Corporate Sustainability Index (ISE) of B3.

Porto joins the ISE Portfolio



The main objective of the ISE indicator (B3 Corporate Sustainability Index) is to evaluate companies' assets linked to their commitment to corporate sustainability actions.

Porto's inclusion in the Sustainability Index is a recognition of our commitment to corporate sustainability in the Corporate Governance and Senior Management, Human Capital, Business Model and Innovation, Social Capital, Environment and Climate Change dimensions.

Porto Institute



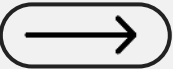
In 2023, by means of Porto Institute, a non-profit institution focused on educational and assistance projects in the Campos Eliseos region, we will offer training to 1,500 people, with 15,300 hours of educational development and generated over 18,300 social assistance services (donations of food vouchers, sneakers, coats, school supplies) and health services (psychological, psycho-pedagogical care, pediatric and ophthalmological joint efforts), in addition to more than 10 people impacted through tax incentive laws.

During school hours, we directly and indirectly support around 525 people, considering socio-educational actions and support for families. During this period, we mobilized 2,600 people, including volunteers and social investors, raising R\$ 561,700.

Renova



At our subsidiary Renova Ecopeças, a parts recycling and reuse company that completed 10 years of existence, we have dismantled more than 21 thousand vehicles and sold more than 400 thousand items throughout this decade, in addition to carrying out the environmentally correct disposal of 78 thousand tons of steel, 35 thousand batteries and 160 thousand tires.



Porto’s Sustainability Strategy and the evolution of our ESG indicators.

Sustainability in Porto’s Strategy

In 2024, Porto advanced in sustainability governance with the creation of the 2025–2030 Strategic Sustainability Plan, integrating sustainability into the business strategy and the debate at the highest levels of the organization.

Among the milestones was the creation of the Sustainability Committee, with internal and external members specializing in Sustainability and Diversity and Inclusion. The Sustainability and Diversity Committee was also set up, made up of nine directors, aiming to ensure engagement and transversal alignment of Porto’s verticals.

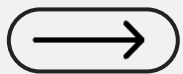
B3’s Carbon Efficient Index

In 2024, for another year, Porto was included in B3’s Carbon Efficient Index (ICO2–B3), which brings together companies with the lowest carbon emission coefficients. The inclusion reflects the recognition of Porto’s commitment to the strategy of reducing greenhouse gas (GHG) emissions.

This recognition strengthens the company’s position in the market, highlighting its contribution to the transition to a low-carbon economy.

Main social and environmental indicators

		2019	2020	2021	2022	2023	2024
Environmental	Absolute water consumption (thousands of m³)	89.8	26.1	27.6	62.9	59.7	79.0
	Absolute energy consumption (million kWh)	33.2	17.6	19.3	26.8	27.2	29.3
	Total waste (organic + recyclable) generated (tons)	760	213	302	430	463	666
Diversity	Number of women in leadership	445	436	470	520	550	560
	Number of women on the team	6,673	6,637	6,695	6,915	6,693	6,861
	Number of black people in leadership	225	239	279	269	296	310
	Number of black people on the team	4,614	4,886	5,017	4,647	4,552	4,797
Volunteer work	Number of volunteers	847	728	611	705	817	815
Porto Seguro Institute	Number of students in the Young Apprentices Pre-training course (Graduates)	109	110	217	117	376	443
	Active Young Apprentices	45	53	77	83	106	226
	Number of children assisted by the Ação Educa Program	189	176	200	239	246	242
Associação Campos	Number of open neighborhood cleaning and maintenance protocols	1,126	470	483	598	649	177
Elíseos + Gentil	Resolvability of protocols with public agencies	84%	68%	83%	79%	81%	83%



Diversity and Inclusion Program with the Groups:



Gender
Equity



Ethnic-racial



LGBTQIA+



Disabled
people



Intergenerational



Institutional journey dedicated to the personal and professional development of women.

Lidera focuses on Porto's over seven thousand female employees across the country, stressing the commitment to appreciation, inclusion, and sociocultural transformation from the inside out.



Florescer

A day that provides actions aimed at the development, self-knowledge, belonging and strengthening of the identity of each person with disabilities.

Currently, Porto has over 500 people with disabilities among its employees.



Afro Horizontes

Afro Horizontes was designed and created based on specific challenges and needs brought by the black employees themselves.

Porto currently has more over 4 thousand black employees.





Premiums



Brand Finance

2nd strongest brand in the country

Top of Mind

for the 11th consecutive year in the Insurance category

Estadão Top Brands

1st place insurance companies
Top 5 best performance

Best of ESG

In the Financial Services category

GPTW

3rd consecutive year among the Top 10 Companies to Work for by GPTW

Interbrand

16th most valuable brand in the country by Interbrand

