



Pra tudo que importa

BB Seguridade

Earnings
Presentation

4Q24

Highlights

2024

	Net income	Managerial net income ¹	Dividends
	R\$8.7bn	R\$8.2bn	R\$7.1bn
	+9.5%	+5.7%	+ R\$1.2 bn buyback
Premiums written		R\$17.5bn	+2.2%
▶ Credit life		R\$3.6bn	+7.9%
▶ Credit life for farmers		R\$3.8bn	+21.2%
▶ Rural lien		R\$2.5bn	+28.1%
Loss ratio		23.7%	-3.1p.p.
Pension plans reserves		R\$428.9bn	+9.4%
Premiums bonds collection		R\$6.7bn	+4.2%
Brokerage revenues		R\$5.5bn	+10.1%

*Changes on 2023 | 1 – Does not consider the adoption of IFRS 17, as well as the extraordinary event recorded in 2024.

Technology, new businesses and digital

R\$538mm

investment in IT infrastructure, cybersecurity, new products and digital solutions



Portfolio management

► Rural insurances¹

Rural lien for cattle R\$511 mm
Livestock R\$138 mm (+89% yoy)
Credit life for farmers – new conditions (+21.2% yoy)

► Personal protection insurance

85k low-cost policies sold

► Pension plans

R\$800 mm as collateral for credit operations



Distribution businesses



R\$18.7 bn in insurance premiums intermediated by BB Corretora

- Auto (R\$967 mm)
- BB's wholesale (R\$153 mm | +59% yoy)

R\$2.1 bn in premiums written via partnerships (12% of the total) | **R\$233 mm of contribution** to BB Seguridade earnings (+16% yoy)

Digital channels



180k new customers | **915k** sales
R\$900 mm in pension plans contributions
26% of monthly premium bonds sales

¹ – Premiums written in 2024.

Customer at the center

+4.7 pts

NPS in the quality zone

-15.2 %

Reduction of complaints

-17.0 %

Improvement of churn



Overprotected

+12.6%

Number of Overprotected customers

+11.9 pts

Service NPS

Relationship NPS

+1.9 pts

higher than the average of other customers

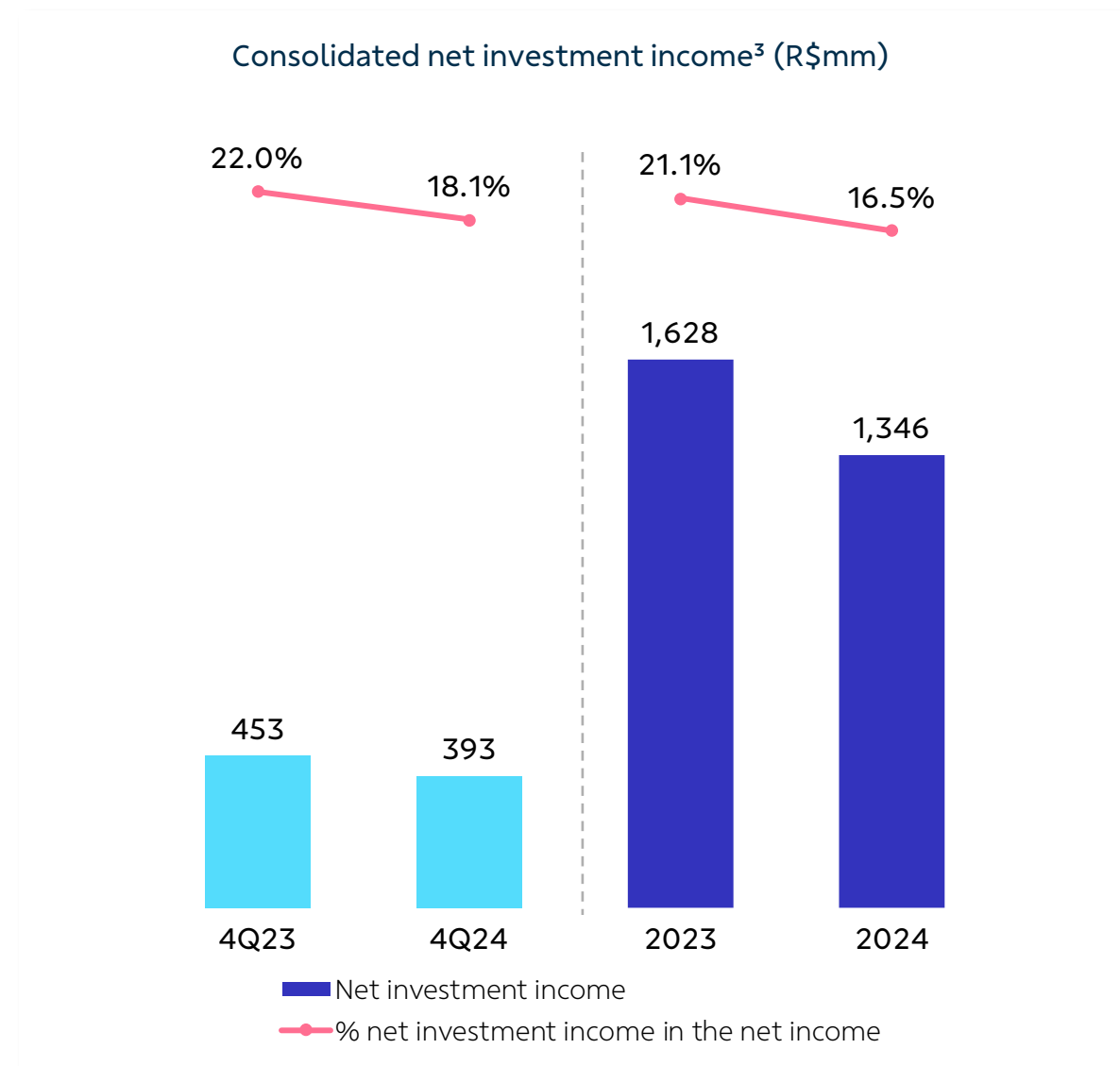
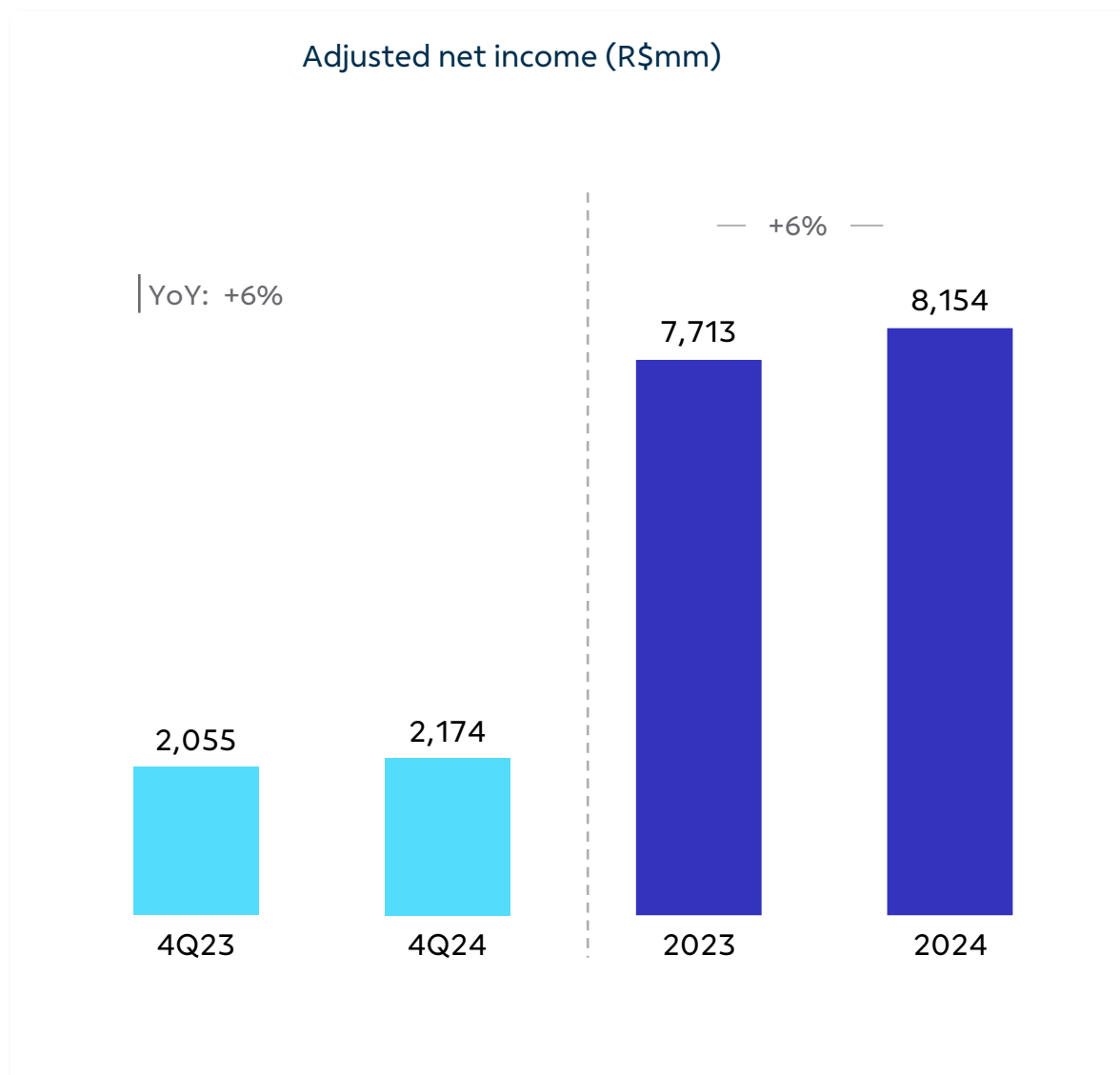




Pra tudo que importa

Our numbers

Adjustment net income and net investment income¹



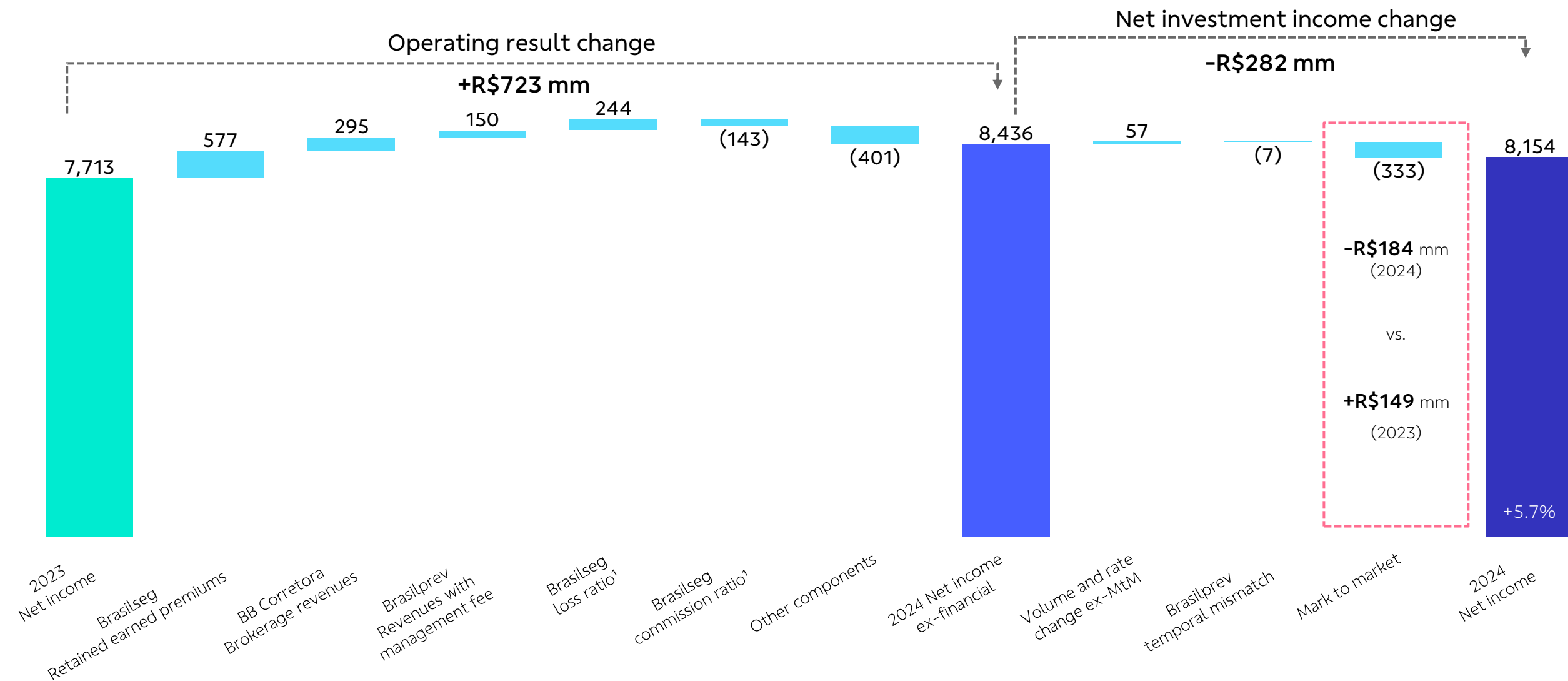
1 – Does not consider the adoption of IFRS 17

2- Adjustment of the one-month lag in the IGP-M accrual on defined benefited plans of Brasilprev.

3 – Net of taxes considering the effective tax rate of each company.

Adjusted net income main components

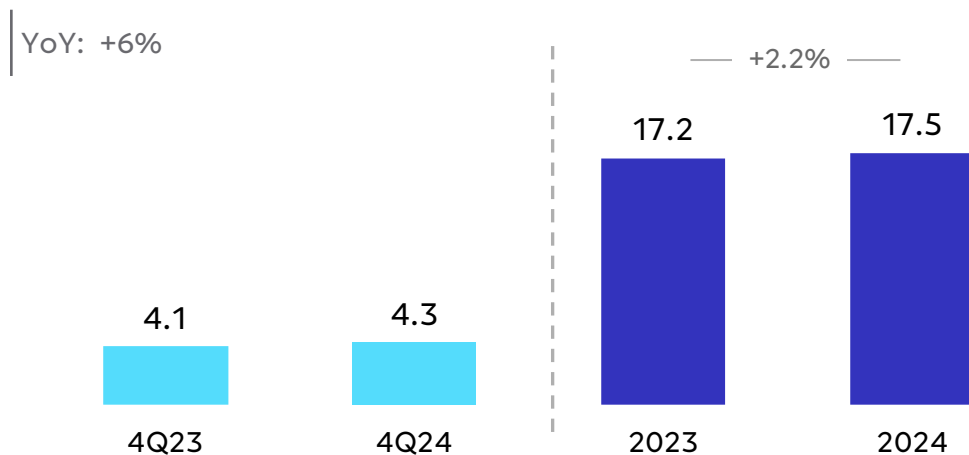
(R\$mm)



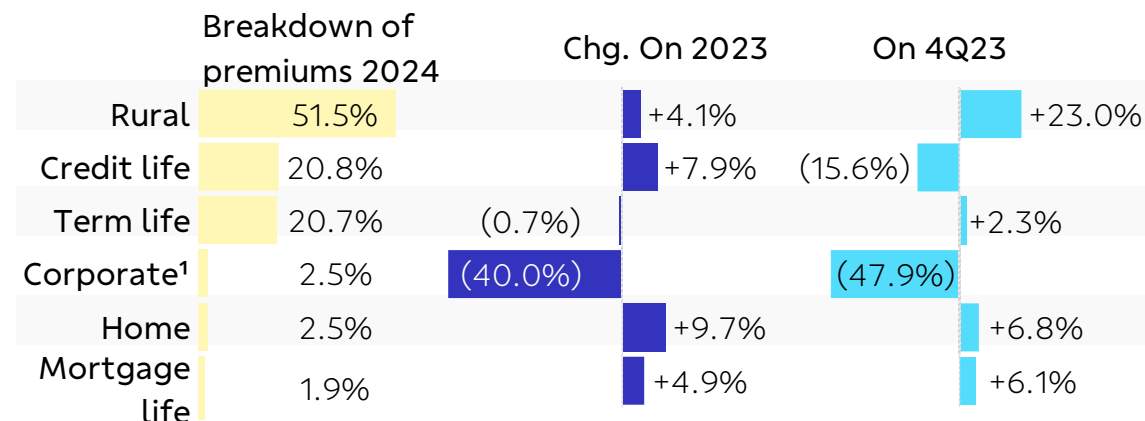
1 –Variação dos sinistros e custo de aquisição retidos, considerando os respectivos índices reportados no 2023

Brasilseg

Premiums written (R\$bn)

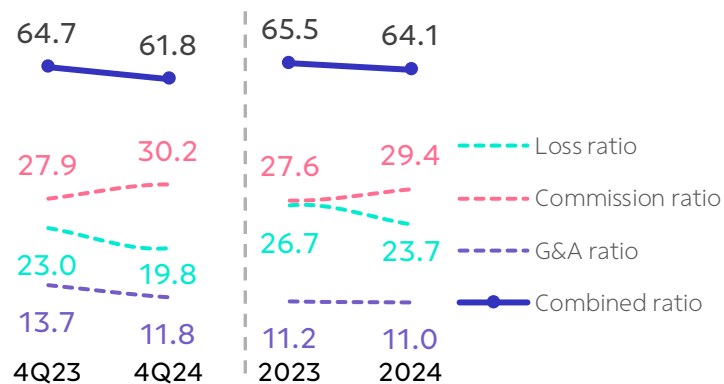


Premiums written by segment

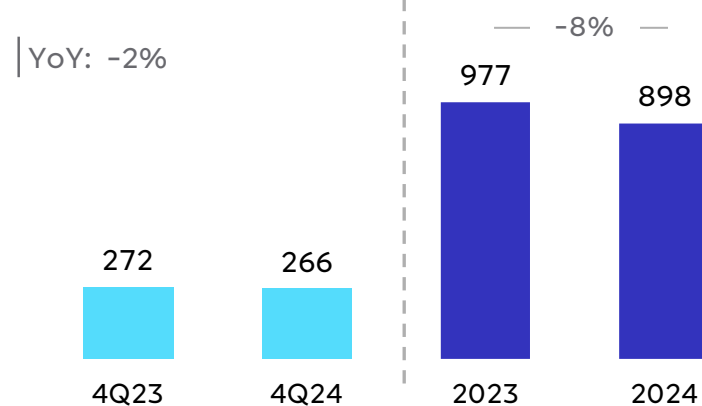


1 – A partir de abril/2024 foi descontinuado um contrato do produto seguro quebra de garantia de consórcio, que impactou a base de comparação do segmento empresarial.

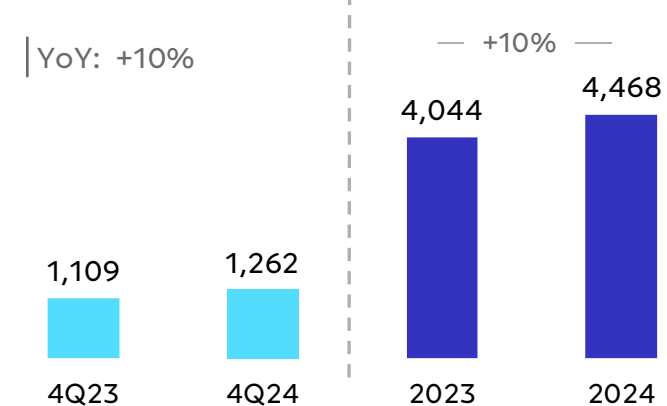
Performance ratios (%)



Net investment income (R\$mm)



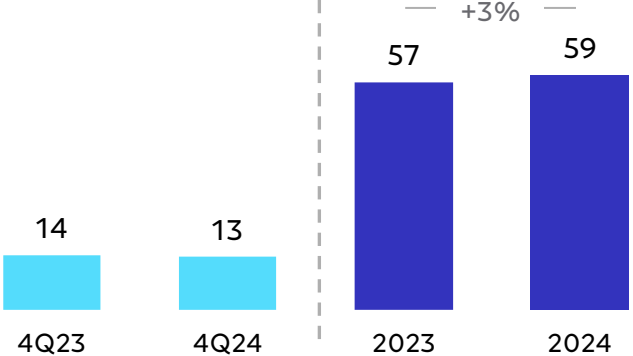
Net income (R\$mm)



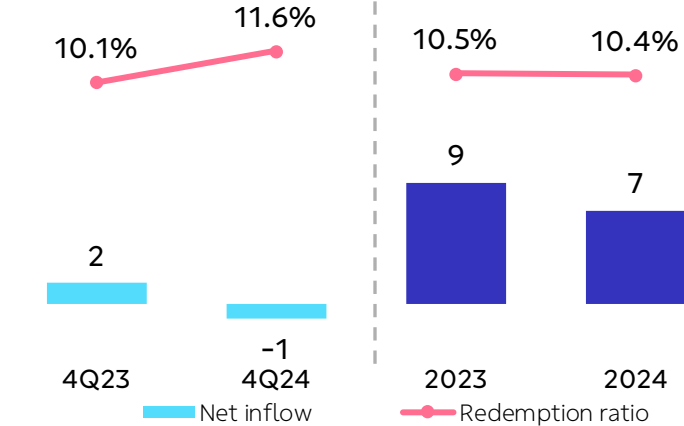
Brasilprev

Contributions (R\$bn)

YoY: -4%



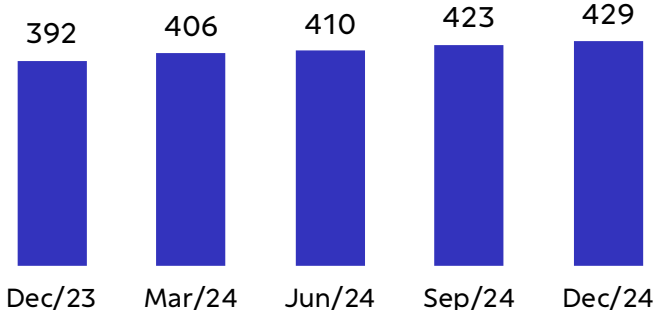
Net inflow (R\$bn)



1 -Source: Quantum Axis

Reserves (R\$bn)

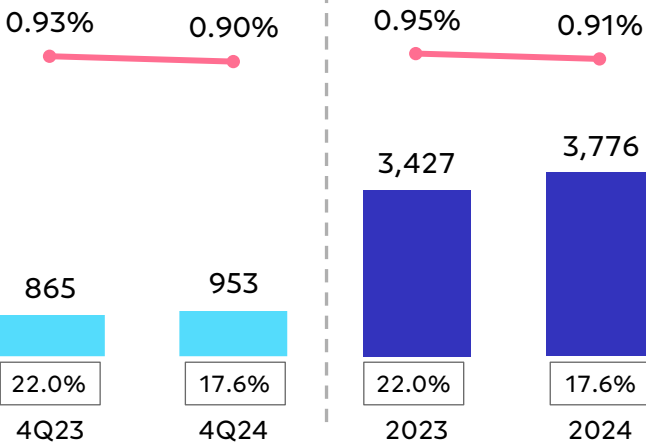
YoY: +9%



Mgmt. fee (R\$m)

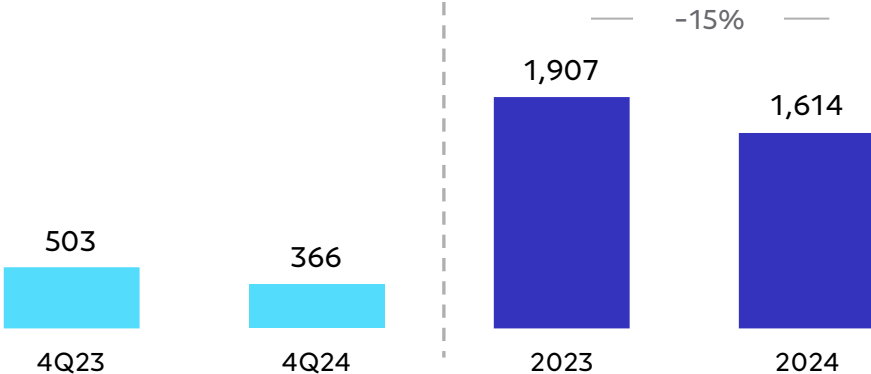
YoY: +10%

% of multimarket funds on P/VGBL AuM



Adjusted net income (R\$m)

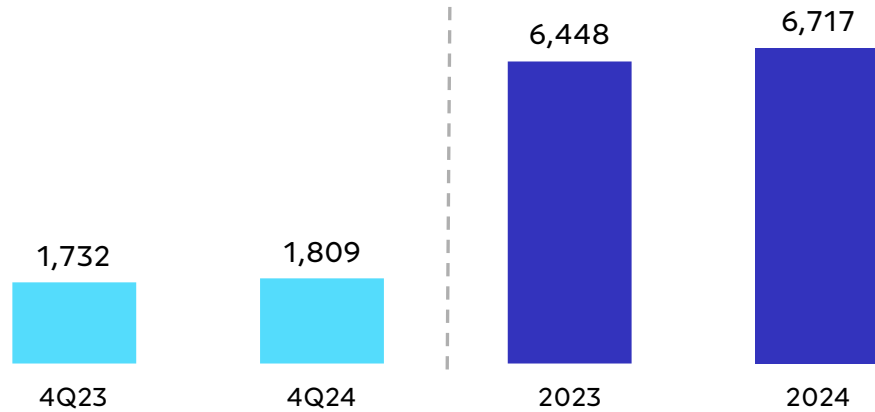
YoY: -27%



Brasilcap

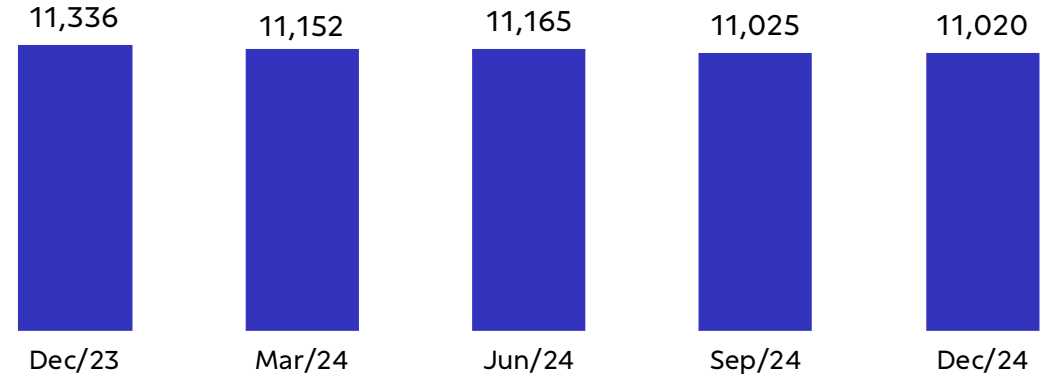
Collections (R\$mm)

YoY: +4%



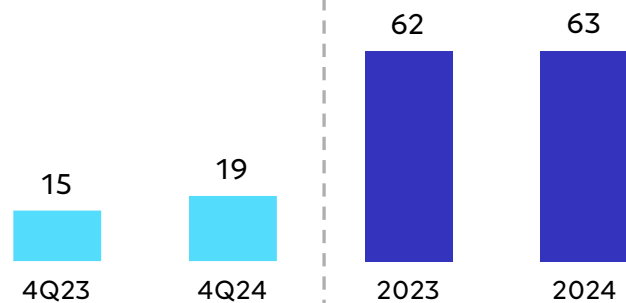
Reserves (R\$mm)

YoY: -3%

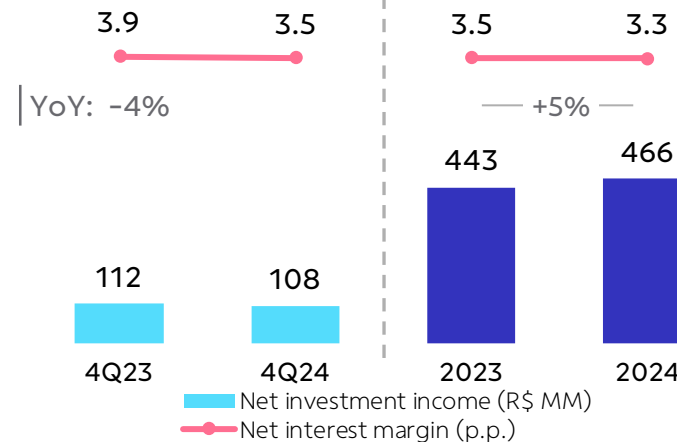


Draws paid (R\$mm)

YoY: +29%

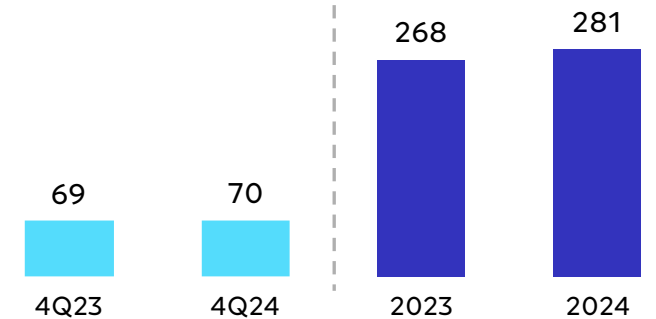


Net investment income



Net income (R\$mm)

YoY: +1%



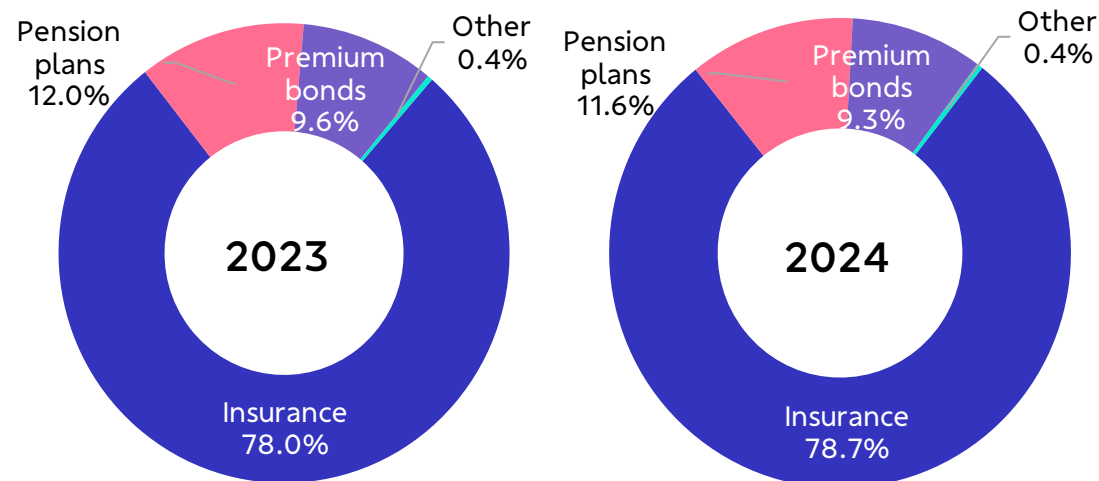
BB Corretora

Brokerage revenue (R\$mm)

YoY: +8%

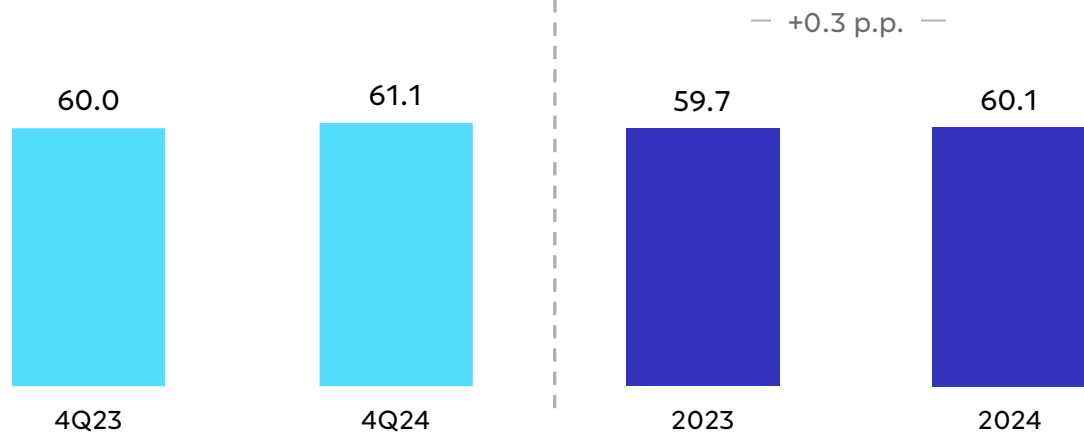


Brokerage revenue breakdown



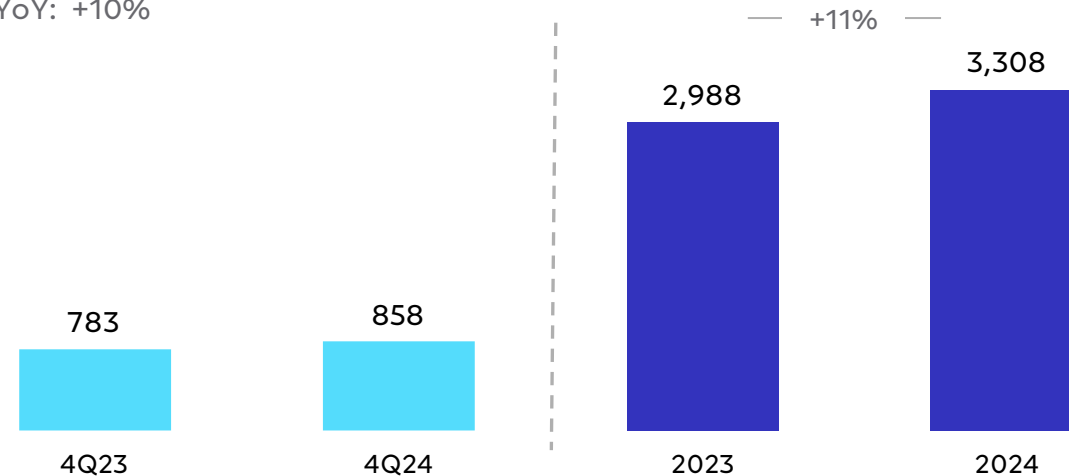
Net margin (%)

YoY: +1.1 p.p.



Net income (R\$mm)

YoY: +10%





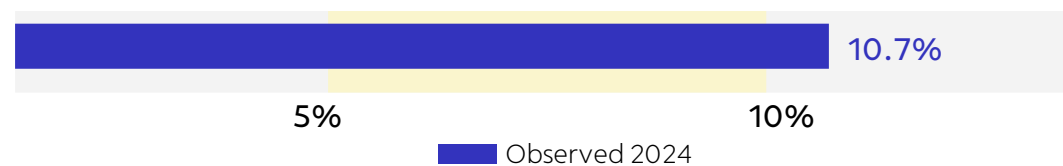
Pra tudo que importa

A large yellow graphic consisting of two curved lines that form an open circle, framing the word "Guidance".

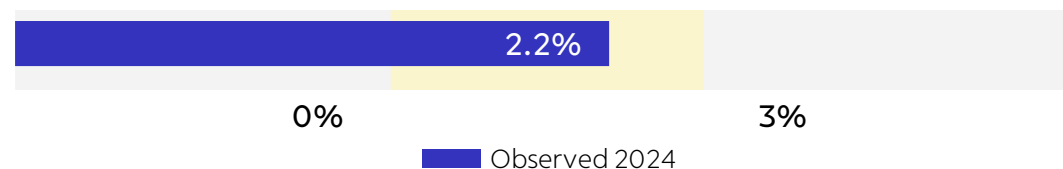
Guidance

Guidance 2024

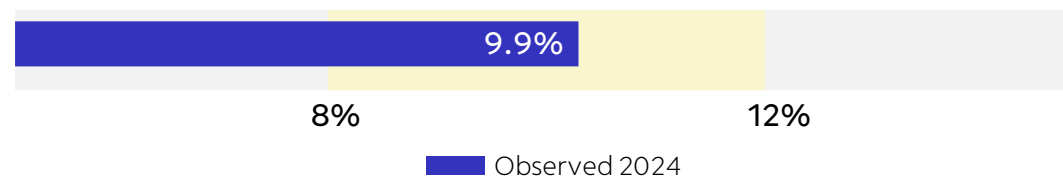
Non-interest operating result (ex-holding)¹



Premiums written of Brasilseg



PGBL and VGBL pension plans reserves of Brasilprev



1 – Sum of the adjusted non-interest operating results before income taxes of Brasilseg, Brasilprev, Brasilcap, Brasildental and BB Corretora, weighted by the equity stake of BB Seguridade in each company.

Guidance 2025

Non-interest operating result (ex-holding)¹



Premiums written of Brasilseg



PGBL and VGBL pension plans reserves of Brasilprev



1 – Sum of the adjusted non-interest operating results before income taxes of Brasilseg, Brasilprev, Brasilcap, Brasildental and BB Corretora, weighted by the equity stake of BB Seguridade in each company.

Contacts

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Appendix

Guidance 2025 | Reconciliation of operating result

R\$ million	Annual Flow	Chg. %	Annual Flow	Chg. %
	2024 (current)	On 2023	2024 (reclassified)	On 2023
Non-interest operating result	9,879	10.7	9,970	11.8
Brasilseg	3,681	12.0	3,681	12.0
Brasilprev	1,692	8.6	1,783	14.4
Brasilcap	(9)	-	(9)	-
Brasildental	25	15.3	25	15.3
BB Corretora	4,490	10.8	4,490	10.8