

Institutional Presentation

2023



alta performance em seguros

Great
Place
To
Work[®]

1 - Who We Are

2 - Our Strategy

3 - Our Numbers



1 – Who We Are

- ✓ **Our Solutions**
- ✓ **History**
- ✓ **Shareholding Composition and Board of Directors**



OUR SOLUTIONS



CORPORATE BENEFITS

- Health
- Life
- Dental
- Private Pension
- PAT Administration (VA, VR and VT)
- Medication Benefit (PBM)
- Worksite
- PME



CORPORATE BENEFITS

- Aeronautical
- Events
- Real estate
- Business Interruption
- Equity
- Nautical
- Educational
- General Civil Liability
- Engineering Risks
- Miscellaneous Risks
- Named Risks
- Operational Risks



AUTO

- Auto Fleet
- Auto Individual



INSURANCE AFFINITY

- Sale of insurance for end consumers of retail, financial, utilities companies, etc.



FINANCIAL LINES

- Guarantees
- D&O
- E&O
- Credit
- Cyber Risks



REINSURANCE

- Optional
- Contracts
- Facilities



SPECIALTY

- Aeronautical
- Vessels
- Port Operator
- Transport of Values
- Jewelrystores
- Works of Art



PERSONAL INSURANCE

- Life
- Bike
- Travel
- Residential
- PET Assistance
- Portable Equipment



TRANSPORT

- National Transportation
- International Transport (IMP/EXP)
- Carriers
- STP (Stock Throughput)
- Port Operator
- Risk Advisory focused on Risk Management



AGRO

- Rural Multirisk
- Storage
- Agricultural Equipment
- Forestry
- Rural Attachment

OUR NUMBERS



We are one of the **biggest** Insurance, Risk Management, Benefits and Affinity Consulting **brokerage firms** in the country

First brokerage firm to own shares traded on the stock exchange with compliance to the **highest level** of **B3's Corporate Governance**



1.3 Mi
of managed
lives



+15 K
customer
companies



+100 K
protected
vehicles



+R\$ 3.0 Bi
in managed
premiums



1st
brokerage firm
launching
telemedicine



15
offices



strategic
position to
serve the
whole country



868
employees



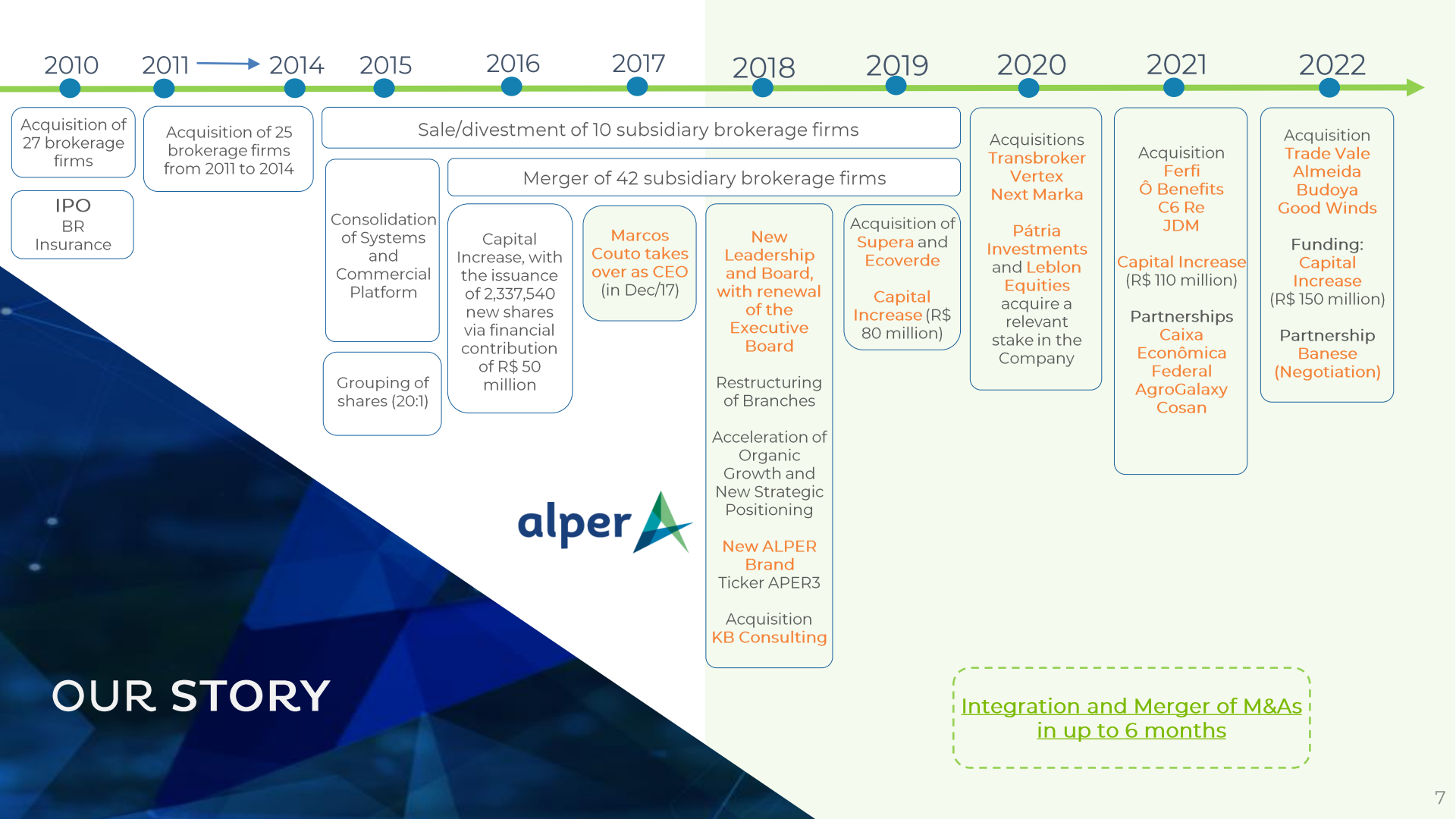
headquarters
in São Paulo

OUR PERFORMANCE

Alper has **commercial scope** at the **National level** due to its **geographic coverage** with its own offices located in **strategic locations** across the country, serving all customers with quality and offering the best options on the market

Currently, Alper has **12 offices** distributed in 9 Brazilian states, namely: **São Paulo** – SP, **Rio de Janeiro** – RJ, **Fortaleza** – CE, **Aracaju** – SE, **Salvador** – BA, **Vitória** – ES, **Porto Alegre** – RS, **Cruz Alta** – RS, **Curitiba** – PR, **Belo Horizonte** – MG and **Maracaju** – MS





2010 2011 → 2014 2015 2016 2017 2018 2019 2020 2021 2022

Acquisition of 27 brokerage firms

IPO
BR
Insurance

Acquisition of 25 brokerage firms from 2011 to 2014

Sale/divestment of 10 subsidiary brokerage firms

Consolidation of Systems and Commercial Platform

Grouping of shares (20:1)

Merger of 42 subsidiary brokerage firms

Capital Increase, with the issuance of 2,337,540 new shares via financial contribution of R\$ 50 million

Marcos Couto takes over as CEO (in Dec/17)

New Leadership and Board, with renewal of the Executive Board

Restructuring of Branches

Acceleration of Organic Growth and New Strategic Positioning

New ALPER Brand
Ticker APER3

Acquisition
KB Consulting

Acquisition of Supera and Ecoverde

Capital Increase (R\$ 80 million)

Acquisitions
Transbroker
Vertex
Next Marka

Pátria Investments and Leblon Equities acquire a relevant stake in the Company

Acquisition
Ferfi
Ô Benefits
C6 Re
JDM

Capital Increase (R\$ 110 million)

Partnerships
Caixa Econômica
Federal
AgroGalaxy
Cosan

Acquisition
Trade Vale
Almeida
Budoya
Good Winds

Funding:
Capital Increase (R\$ 150 million)

Partnership
Banese
(Negotiation)

Integration and Merger of M&As in up to 6 months



OUR STORY

BOARD AND SHAREHOLDERS

Cesar Augusto
13.52%

Brasil Capital
11.49%

Credit Suisse
10.82%

Pátria Invest.
9.03%

Stirling FI
7.98%

Outros
47.16%



Total Shares: 19,561,681
Treasury Shares: 2
As of: 12/01/2022

Last Election: Apr/22 – 2-year term

Luis Felipe Françoso Pereira da Cruz
President

Hugo Alberto Segre Junior
Vice President

Eduardo Luiz Wurzmann
Independent Member

Sylvio Alves de Barros Netto
Independent Member

Cesar Antunes da Silva
Independent Member

Mauro César Batista
Alternate Member

Thiago Aranha Leite
Alternate Member

Alper's shares are traded on the Novo Mercado, B3's
highest level of Corporate Governance



BOARD OF DIRECTORS



Luis Felipe Cruz
President

Mr. Luiz Felipe is a partner at Pátria Investimentos and has over 20 years of experience in investments, having participated in several M&A and capital market transactions in different industries. He currently serves as Board Member of Pátria's portfolio companies. Previously, he worked in the Investment Banking area of Banco ABN Amro Real and graduated from EAESP-FGV



Hugo Serge
Vice President

Mr. Hugo Serge has a degree in Economics from FEA-USP and Law from Mackenzie. He began his career at Mainstay Asset Management, of which he was a partner until 2012. From 2012 to 2015, he worked at Pátria Investimentos and, from 2015 to 2017, he was Investor Relations and M&A Manager at Companhia de Locação das Américas, currently Unidas. Since 2017, he has been one of FitPart's equity managers



Eduardo W.
Indep. Member

Mr. Eduardo Wurzmann graduated in Economics from USP, holds an MBA in Finance from the University of Illinois and is a Fellow of the Aspen Institute. He was Managing Director of Credit Agricole Indosuez Securities in Brazil and Russia, served as CEO of Ibmecc and also General Director of H&R Block Brasil. He is a member of the Board of Unidas, Yduqs, Mills Engenharia, Hospital Israelita Albert Einstein and Tel Aviv University



Gustavo Diniz
Junqueira
Indep. Member

Gustavo has a degree in Business Administration from FAAP and an MBA in finance from the Thunderbird School of Management in the United States, where he built a career in finance. Since the 1990s, he has had a strong presence in capital markets and M&A, having worked directly as CFO and Investor Relations Director in the structuring of the IPO of the real estate developer EZTEC.



Mauro Batista
Alternate M.

Graduated in Business Management from the University of the Federal District, major in Statistics. Worked as Regional Manager of SulAmérica Seguros, VP and CEO of Seguradora Roma, VP and Board of Mapfre, Director of Fenaseg and Fenseg, VP of Funenseg and President of ANSP.. Today he is President of Sindseg SP and of the Superior Board of ANSP, member of the Funenseg, CNSEG, BrasilSeg and Mapfre Boards



Thiago Leite
Alternate M.

Mr. Thiago graduated in Business Administration from EAESP-FGV and holds an MBA from the Kellogg School of Management at Northwestern University. He worked at the consultancy international Booz & Company and is currently a partner at Axxon Group Private Equity, with extensive experience in investing at companies. In addition to executing M&As, he served as an effective member of Boards and Operating Committees of the Axxon portfolio

STATUTORY BOARD



Marcos Couto
CEO

Mr. Marcos Couto has a career spanning over 30 years in the Insurance industry, having worked in prominent positions at insurance companies such as Mitsui Sumitomo, BBM Seguros da Bahia, CIGNA, INA, and as CEO of ACE Seguradora between 2006 and 2011. In the last 5 years, he led the turnaround of the company Tempo Participações S.A., of which he continues as Vice-Chairman of the Board of Directors



Guilherme Netto
CFO and IRO

Mr. Guilherme Netto was, for 5 years, Management and Finance Director at NSC Comunicação, he worked for 9 years in the financial market with M&A advisory for HSBC in London and, after that, in Private Equity management for Gávea Investimentos and Perenne Investimentos. He graduated in Engineering from PUC-Rio and has a double degree in Industrial Engineering from INSA Lyon (France)



André Martins
Benefits VP

Mr. André Martins works for 30 years in the Insurance market. He started his career as a trainee at Finasa Seguradora and worked in several companies such as BCN Seguradora, Bradesco Seguros and Canada Life Pactual. He was Benefits Director for five years at Willis Corretora, with extensive experience in the Supplementary Health segment. In addition, he founded Índico, which was acquired by Alper



Elaine Lapetina
Legal and
Compliance

Ms. Elaine Zanão Lapetina has a law degree from Universidade Presbiteriana Mackenzie, a post-graduate degree in civil procedure from PUC/SP and an LLM in Corporate Law from Insper, with over 20 years' experience in the legal field. She has spent most of her career in the corporate area and has worked at Alpargatas S.A. for the last 16 years.



Antonio Azevedo
Auto VP

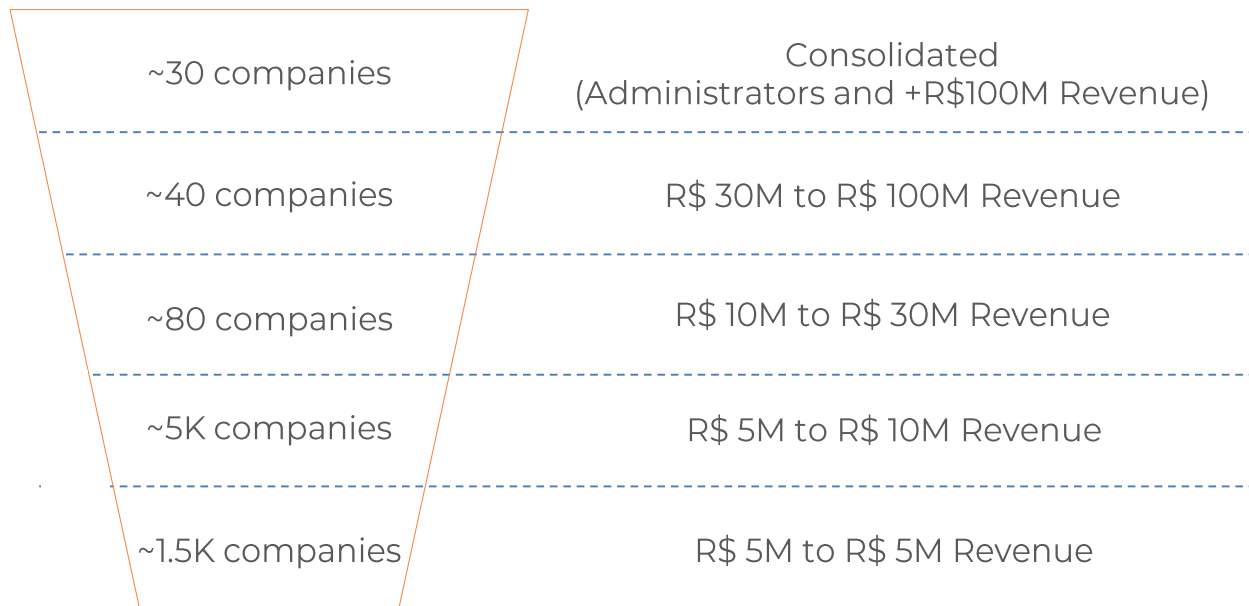
Mr. Antônio Azevedo started his career in Insurance as Commercial Supervisor at Minas Brasil Seguros, worked as Commercial Manager at Banco Mercantil de São Paulo and Manager at Marsh Bahia. In addition, he founded Secose Corretora de Seguros, which was later acquired by Alper. Graduated in Veterinary Medicine at UFBA (Federal University of Bahia)

BROKERAGE MARKETPLACE

**Fragmented
market with
great
potential for
consolidation**

Description	ANS		SUSEP		TOTAL
Premmium	R\$ 179Bi	+	R\$ 132Bi	=	R\$ 311Bi
Commission Expenses	R\$ 6Bi	+	R\$ 33Bi	=	R\$ 39Bi
% Commission	3.0%	+	25.0%	=	12.5%

Sector Segregation by Revenue | ALPER basis



Source: SUSEP (Dec/21) and ANS (Nov/21)

2 - Our Strategy

- ✓ **Organic Development**
- ✓ **New Channels**
- ✓ **Acceleration by Acquisitions**



OUR GROWTH STRATEGY



ORGANIC DEVELOPMENT

- Operational Efficiency
- Investment in Customer Retention
 - Business and
- Human Resources Intelligence
 - Technological Benefits
 - *Cross-Sell*

LINEAR GROWTH



NEW CHANNELS

- New Channels for Selling Current Products
- Captive Brokerage Firms for Large Groups
 - Bancassurance

ACCELERATED GROWTH



Acceleration by Acquisitions

- New Branches and Products, Location, Recurring Revenue and Technology
 - Payments Linked to Revenue Performance
 - Agile Incorporation Process
- Focus on Acquisition of Specialist Brokerage Firms

EXPONENTIAL GROWTH

ORGANIC DEVELOPMENT

In addition to an own commercial strength, Alper has several distribution channels and strategic partnerships to offer its products

Alper Associates

Business Recommendation and Lead Generation

We have more than 100 Associates Registered in our Base

National Partnerships

Distribution of Insurance in the Customer Base of Strategic Partners



Alper Partners

Partnerships with Monoproduct Brokerage Firms who want to offer Alper products

We have more than 75 Brokerage Firms with High Cross-Sell Potential

International Partnerships

Brokerage Firms not operating in Brazil, but with clients operating in the country



ORGANIC DEVELOPMENT








Business and Human Resources Intelligence



COMMERCIAL INTELLIGENCE

SALES

RETENTION

-  CRM
-  Online Dashboards in Real Time
-  Pipeline Management
-  KPIs
-  NPS tracking
-  Renewal Control
-  Opportunities *aging* lighthouse

DETAILED PROCESS IN CHOOSING AND DEVELOPING OUR TEAM

- Recruitment and Selection with Digital Process;
- 360 Performance Analysis;
- Bimonthly Goals Management;
- *Helper* – Virtual Assistant who answers questions such as vacations, benefits, health plans, reimbursements and time bank;



We have the Great Place To Work - GPTW Certificate, which reinforces our commitment to providing an excellent experience for our employees as well.

ORGANIC DEVELOPMENT

We are people
taking care of people



Awards



For 3 Years, Alper has been elected
one of the best companies to work



We are also one of the top 5 companies in the Top of Mind
ranking in benefits, reinforcing Alper's commitment to managing
benefits with the HR of our customers and partners



Alper is recognized as one of the 100
most inspiring HRs in Brazil

ORGANIC DEVELOPMENT

Health Management



Dr. Alper

Health Tech platform that allows remote and large-scale care, promoting access to physical and mental health

Service via video call, performed by specialist doctors

Health Concierge

Exclusive, unique and personalized service, carried out through its own team supporting the company's HR

Password Management and 2nd Medical Opinion

Monitoring of requests for elective passwords and referral to 2nd medical opinion (Dr. Alper)



Health Committee

Face-to-face or video conference meetings with Alper's entire Health and Risk Management team to analyze and discuss policy results, as well as the programs implemented

Melhor Maternidade (Best Maternity) Program

Monitoring of pregnant women, from the beginning of pregnancy to the baby's 2 years

Video call service performed by nurses specializing in pediatrics, obstetrics and breastfeeding

Health Actions

All our content produced by the Health Management team, available online, videos and webinar

ORGANIC DEVELOPMENT

Alper believes that the use of technology in insurance management is a great ally for companies looking to improve results and optimize processes



Telemedicine platform launched in 2020, with more than R\$ 13.4 million in claims avoided in the last 12 months

With our **SOL** system, our customers have fully **automated contracting of their judicial guarantees**, in addition to ensuring agility to the process and policy management



Alper Digital, our acceleration program, has as main objective to **generate value for Startups through business and infrastructure, without requesting Equity**

Customer logistics risk management platform, making it possible to anticipate events that may cause claims and collaborate with the reduction of policy claims for insurance renewal



Alper Connect is our online dashboard with solutions **to simplify the lives of beneficiaries**, such as: online card generation and reimbursement, billing and apportionment, integration with payroll and operational indicators

The platform collects information from sources such as health care providers, telemedicine use and others, **enabling predictive actions for contract sustainability** and quality of life of beneficiaries



NEW CHANNELS



Caixa Seguridade Partnership: Alper won the competitive process to support the sale of Benefits in the Bank's various channels

	Potential	Status
Dental	BB Case – More than 500 thousand Insured Mouths	Pilot at approximately 180 branches in 2Q22 (3 Insurers)
Corporate Health	Focus on SMEs. Potential of more than 40 Commercials in the Bank's Network	National Launch in 2Q22
Telemedicine	Implementation in Digital Channels (Caixa Tem and Caixa App)	Start of Development in Caixa Tem
Individual Health	Transformational, Portfolio with more than 144 million Customers	Not Started



Bank with the Largest Customer Base in Brazil



+144 million Individual Customers



+1.9 million Corporate Customers



+3,300 Branches



+8,200 Banking Correspondents



+12,900 lottery retailers

NEW CHANNELS



AgroGalaxy Partnership: Alper is the exclusive partner in the distribution of Agricultural Insurance on AgroGalaxy's physical and digital channels

Action Strategy

- ✓ Offer of Plantation Insurance to AgroGalaxy's customer base, focusing on Barter operations;
- ✓ Alper commercial team covering 100% of the partner's operating regions;
- ✓ Integration with the AGXY app for insurance quotes;
- ✓ Planning for the inclusion of new products, including insurance aimed at individuals, to offer a complete insurance solution to rural producers.

AGROGALAXY



R\$ 6.5 billion of Net Revenue in 2021



+22 thousand Customers.



+10 million Hectares Covered and 13 million Sacks Received



+145 Agricultural Dealers



+500 Sales Consultants

NEW CHANNELS



Cosan Partnership: Captive Broker Firm structured to reduce costs and prospect the production chain with a complete portfolio

Action Strategy

- ✓ Alper provides brokerage services for Grupo Cosan's insurance portfolio, combining its expertise in the intermediation and commercialization of insurance products and the vast production chain of Grupo Cosan's companies, thus operating a captive brokerage firm;
- ✓ Insurance offer for the Cosan Group's supplier and partner base, through a commercial structure 100% dedicated to the project;
- ✓ Dedicated team at Alper, but acting on behalf of the Brokerage Firms of each company of Grupo Cosan;



Cosan is one of the largest economic groups in the country



+ R\$ 113 billion of Pro-Forma Consolidated Net Revenue in 2021



It has a Wide Range of Suppliers, Customers and Partners at the Companies that make up its Group

NEW CHANNELS



Banese Partnership: Alper was selected for the exclusive negotiation phase for the formation of a *joint venture* in partnership with Banese

Project Status

- ✓ Signature of Exclusivity Agreement and Communication to the Market Completed;
- ✓ Banese's insurance branch presented a volume of R\$ 136 million in insurance contracted in 2021, through distribution channels;
- ✓ Exclusive Negotiation started in 1Q22;
- ✓ After *Signing*, approvals from CADE, Bacen and SUSEP will be required;
- ✓ Exclusive 20-year Bank branch operation contract;

Banese



Banese (BGIP3) is the Bank of the State of Sergipe, a Controller with 90% Interest



+792 thousand Individual Customers – 89% with income of up to R\$ 3 thousand – and 26 thousand Corporate Customers – 94% of which are SMEs



Market Leader in Commercial Credit Granting in Sergipe, with 37% of Share



+63 Branches and +203 Banking Correspondents

ACCELERATION BY ACQUISITIONS

In the search for potential acquisitions, we focus on brokerage firms with the characteristics listed below:



Expert brokerage firms



New Products and Activity Segment



Expanding our geographic performance radius



Brokerage firms with exposure to vertical operators



Focus on brokers with recurring revenues



Digital presence and focus on technology

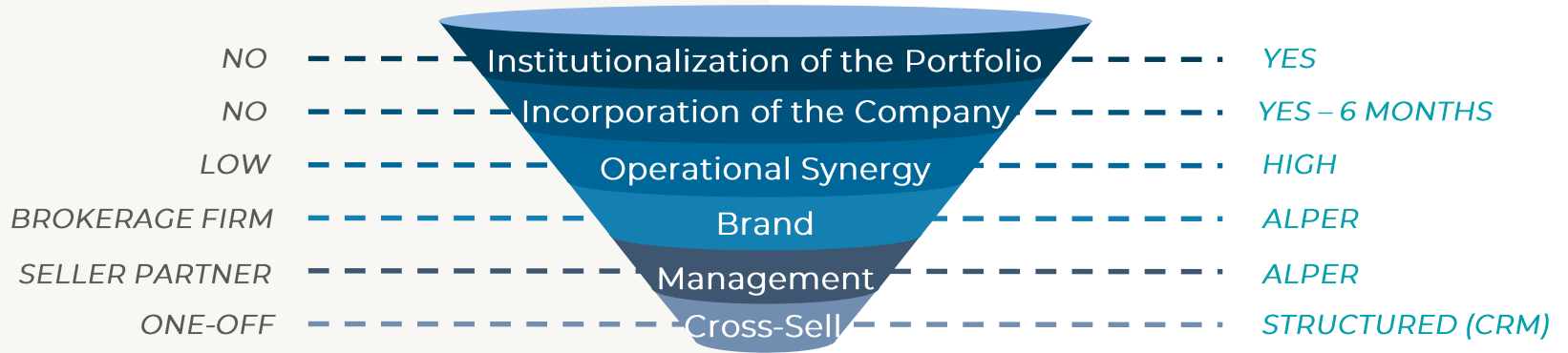
ACCELERATION BY ACQUISITIONS

OLD ACQUISITION MODEL

Various brokerage subsidiaries – part of the payment in Company shares

NEW ACQUISITION MODEL

Merger of subsidiaries - a relevant part of the price is linked to revenue performance



ACCELERATION BY ACQUISITIONS

Step by Step of the Acquisition and Incorporation Process



Acquisition

Team and
operating systems
integration

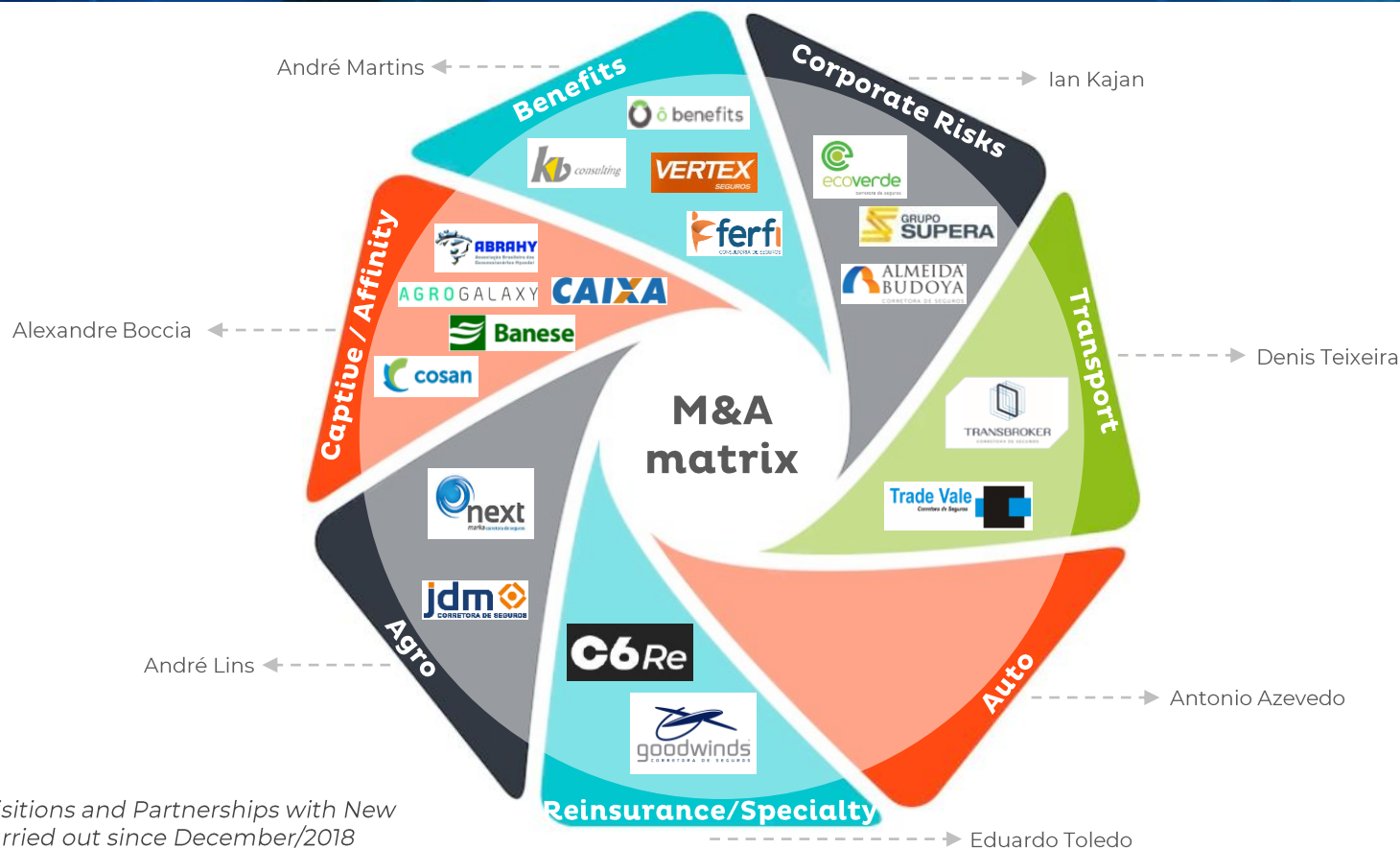
Incorporation
(Alper CNPJ)

Acquisitions provide exponential growth in addition to the Company's organic development

Our Acquisition Model Prioritizes:

- ✓ Institutionalization of the Relationship with the Customer Portfolio;
- ✓ Explore the Potentials for *Cross-sell* in the Alper Portfolio and in the Acquired Company Portfolio;
- ✓ Engagement of Sellers in the Maintenance and Profitability of the Portfolio;
- ✓ Introduction to the Alper Commercial Management Model, with Development and Monitoring of Goals and Strategies;
- ✓ Quick Integration of Employees to the Alper Culture;
- ✓ Operational and Administrative Synergies;
- ✓ Tax Use of Goodwill from Acquisitions;

ACCELERATION BY ACQUISITIONS AND PARTNERSHIPS



Note: Acquisitions and Partnerships with New Channels carried out since December/2018

3 - Our Numbers

- ✓ **Net Revenue**
- ✓ **Operating Expenses**
- ✓ **EBITDA and EBITDA Margin**
- ✓ **Cash Flow and CAPEX**
- ✓ **Share Performance**

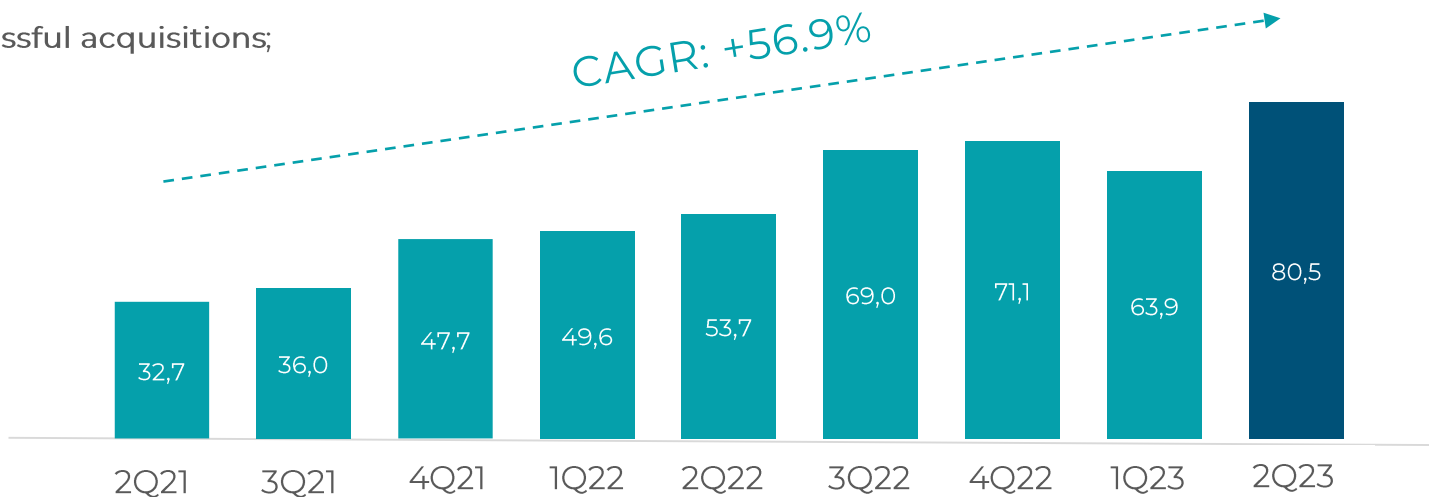


EVOLUTION OF NET REVENUE

R\$ million

Solid growth in recent quarters due to:

- ✓ high level of customer retention;
- ✓ greater potential for cross sell;
- ✓ business efficiency; and
- ✓ successful acquisitions;



NET REVENUE PER BUSINESS UNIT

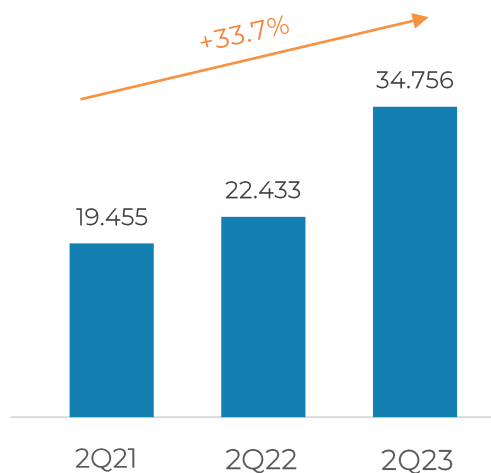
R\$ million

Benefits and Pension



43,2%
Net Revenue

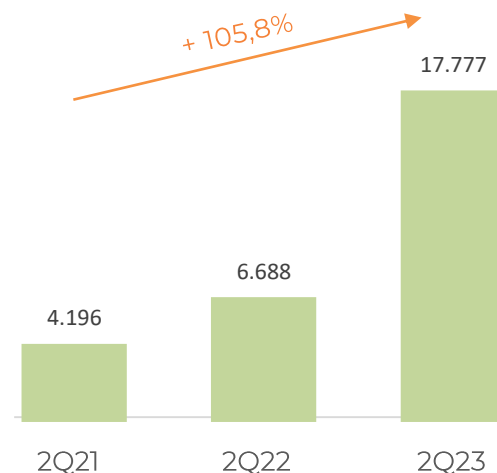
Corporate, SME and Personal
Insurance Segment



Corporate Risks¹

22,1%
Net Revenue

Guarantee, Financial Lines,
Equity, Educational, Agro and
Others



Note: 1 – Includes the Agro branch, which as of 1Q22 started to be reported as a separate Business Unit

NET REVENUE PER BUSINESS UNIT

R\$ million

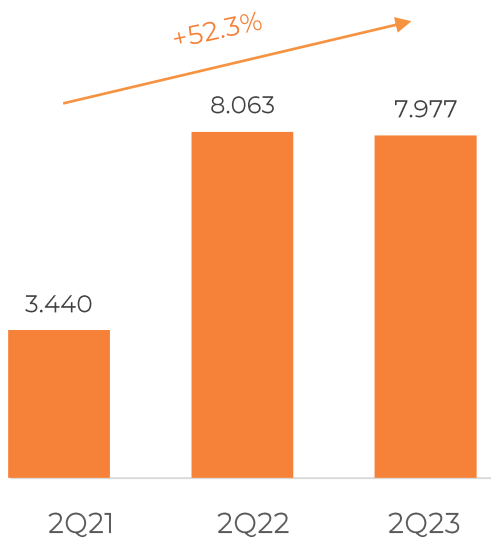
Transport



9,9%

Net Revenue

Insurance for National and International Cargo Transport

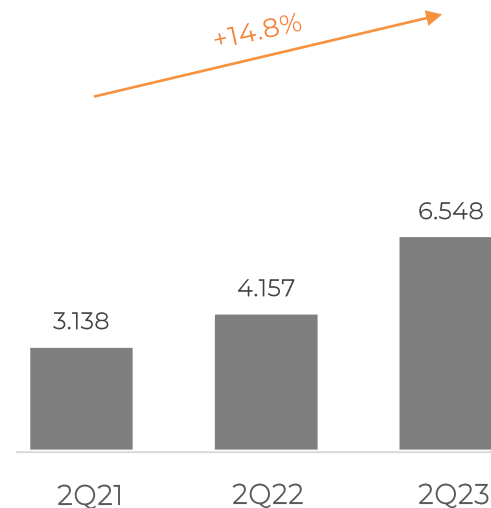


Auto

8,1%

Net Revenue

Focus on Renewals and Search for New Sales Channels



NET REVENUE PER BUSINESS UNIT

R\$ million

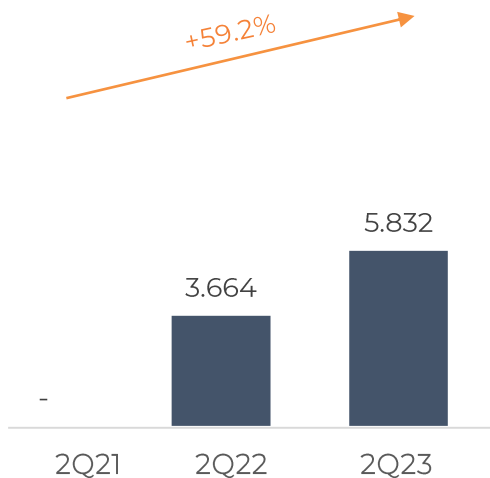
Reinsurance



7,2%

Net Revenue

Insurance, Totally or Partially,
for the Risk of an Operation
Already Covered by Another
Insurer



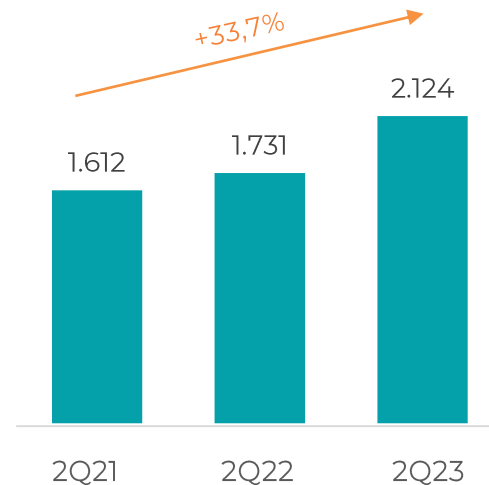
Affinity



2,6%

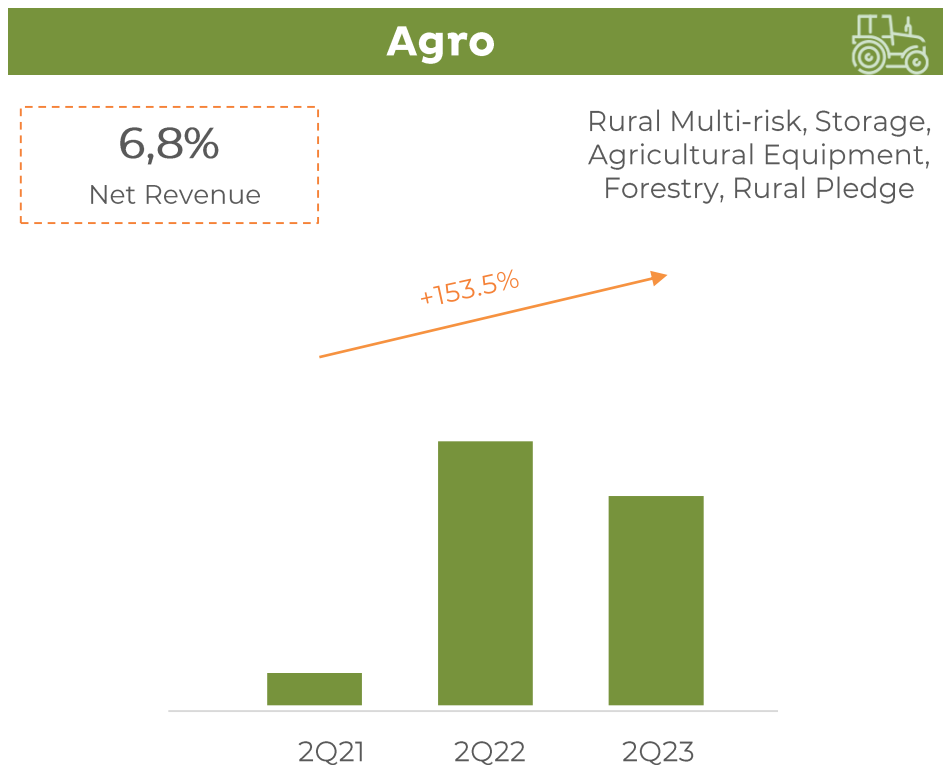
Net Revenue

B2B2C Sales, through Retail
Partners



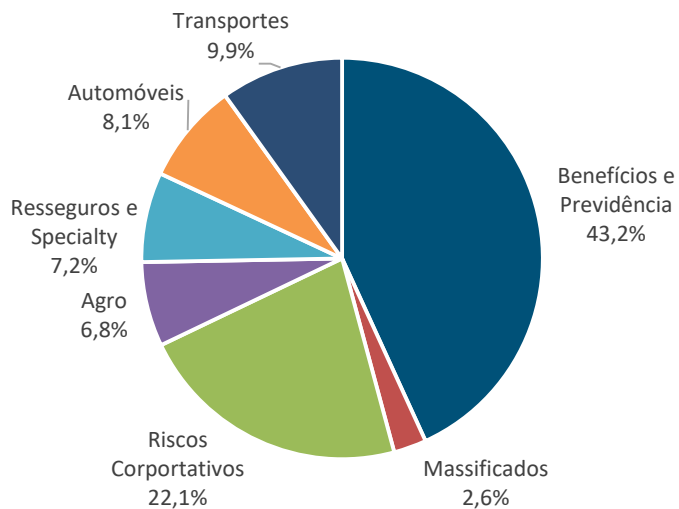
NET REVENUE PER BUSINESS UNIT

R\$ million

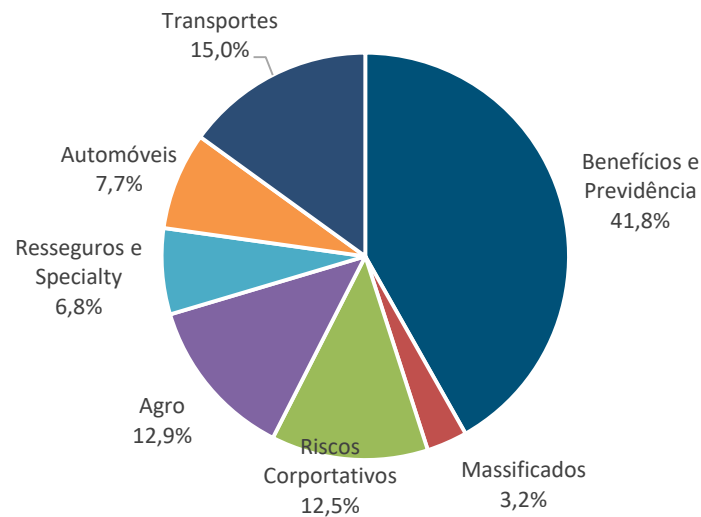


NET REVENUE BY BUSINESS UNIT

2Q23



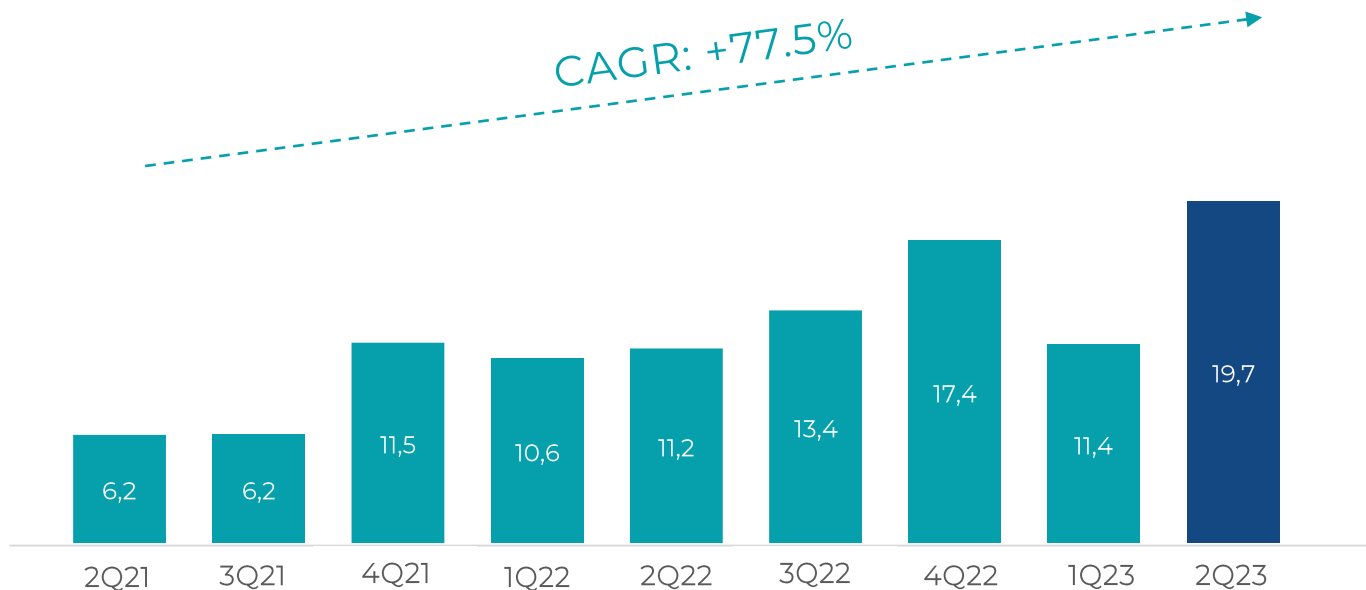
2Q22



EBITDA AND EBITDA MARGIN

R\$ million

The strong growth (organic and inorganic) has allowed the dilution of fixed costs and a gradual scale and profitability gain

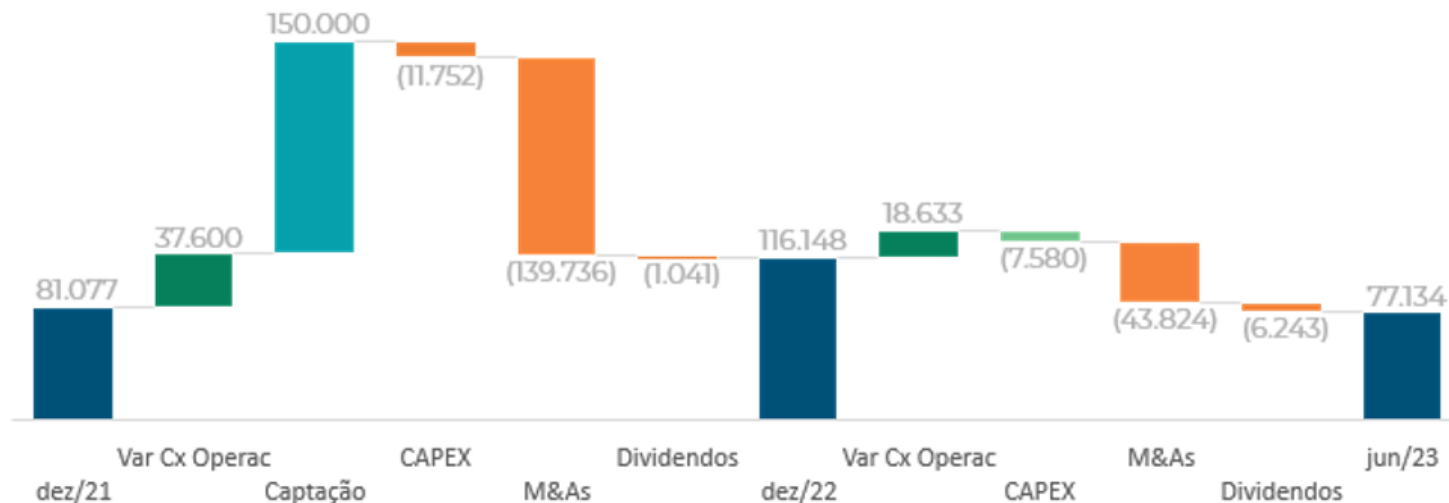


Note: non-recurring adjustments refer to litigation contingencies originated by the business model in force until 2017, restructuring expenses until 2Q19 and M&A investments from 2019

CASH FLOW AND CAPEX

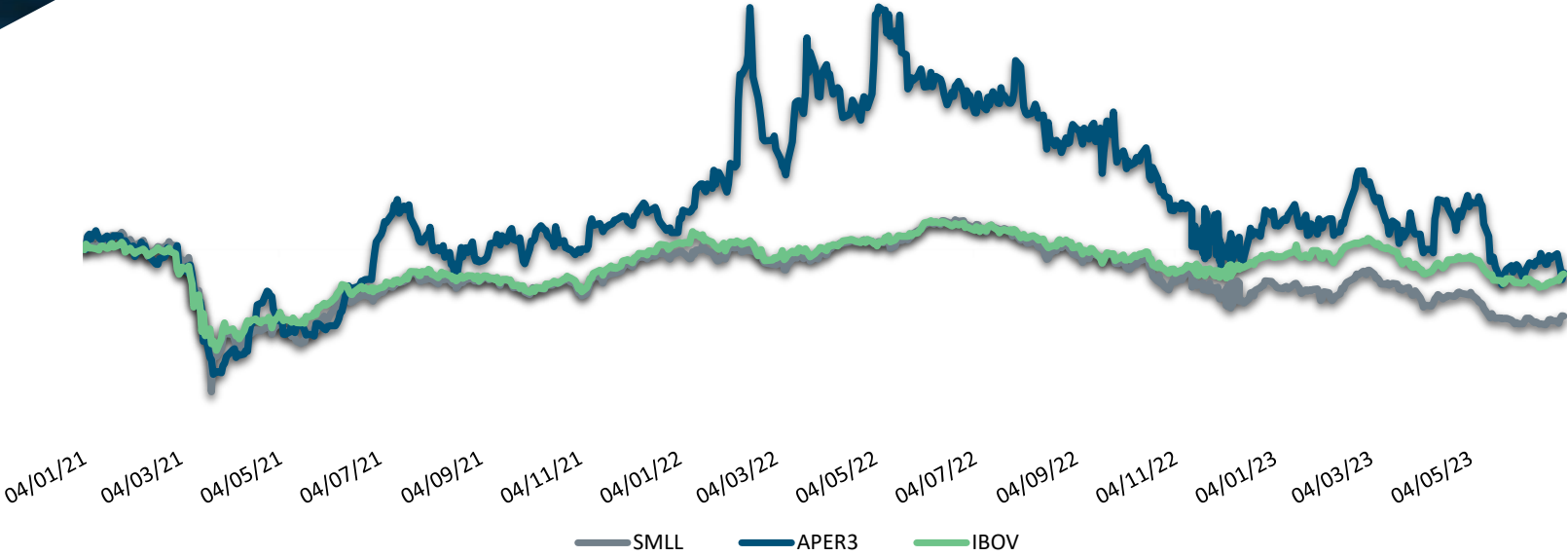
R\$ million

The strong growth – organic and inorganic – has allowed the dilution of fixed costs and a gradual scale and profitability gain



EVOLUTION APER3

APER3 X IBOV X SMLL



Investor Relations

Marcos Aurélio Couto – CEO

Guilherme Netto – CFO and DIR

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alper



alta performance em seguros

Great
Place
To
Work[®]