BB SEGUROS

2018

Annual Public Meeting BB Seguridade

December 7th, 2018

BBSEY OTCPink ADR - Level I | Índice Brasil IBRX 100 | Índice Brasil 50 IBRX 50 | Índice de Ações com Tag Along Diferenciado ITAG | Índice Dividendos BM&FBOVESPA IDIV | BM&FBOVESPA A Nova Bolsa | BBSE3 NOVO MERCADO BM&FBOVESPA

2018 Annual Public Meeting

BRASILPREV

THE JOURNEY OF PENSION FUNDS INDUSTRY

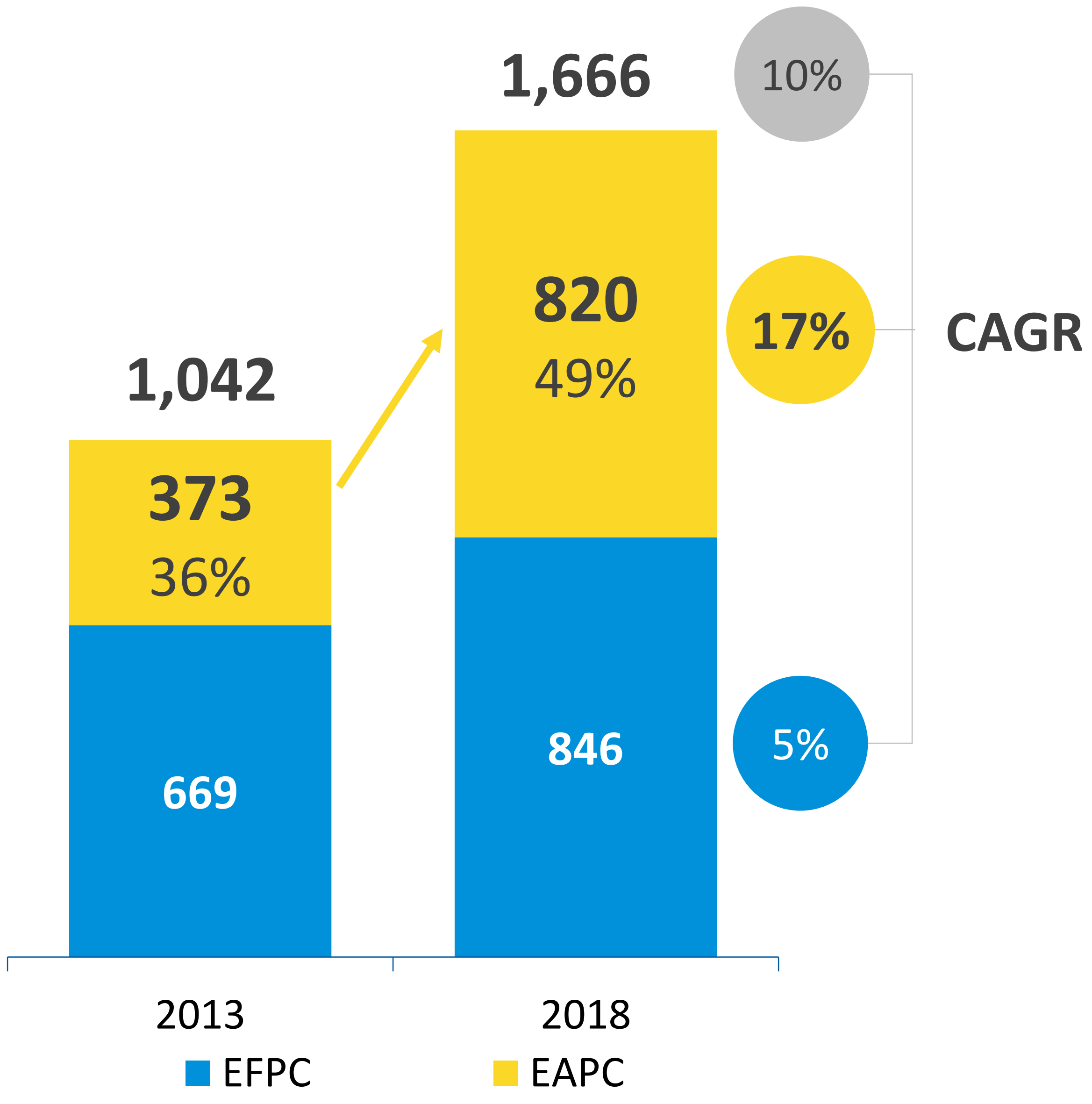
We are here

	PHASE 1 "Wealth reallocation"	PHASE 2 "Wealth generation"	PHASE 3 "Wealth consumption"
	Sporadic Contribution and Portability	Periodic Contribution	New solutions for consumption
	High-income segment	Middle and low income segment	All segments
WHAT	Tax and succession benefits, profitability, personalized and proactive consulting, adequate supply and facility.	To start the process of resources accumulation.	To optimize the use of accumulated resources.
HOW	Personalized pension advisory with variety of investments options.	Pension education, simplicity and easy relationship in services and products	To develop " dis-accumulation" solutions and services, especially by senior public.
WHY	The customers are concerned about how to increase and PROTECT their wealth.	The customers need to develop the habit of SAVING money for the future.	The customers need advisory and advantages to CONSUME their wealth.

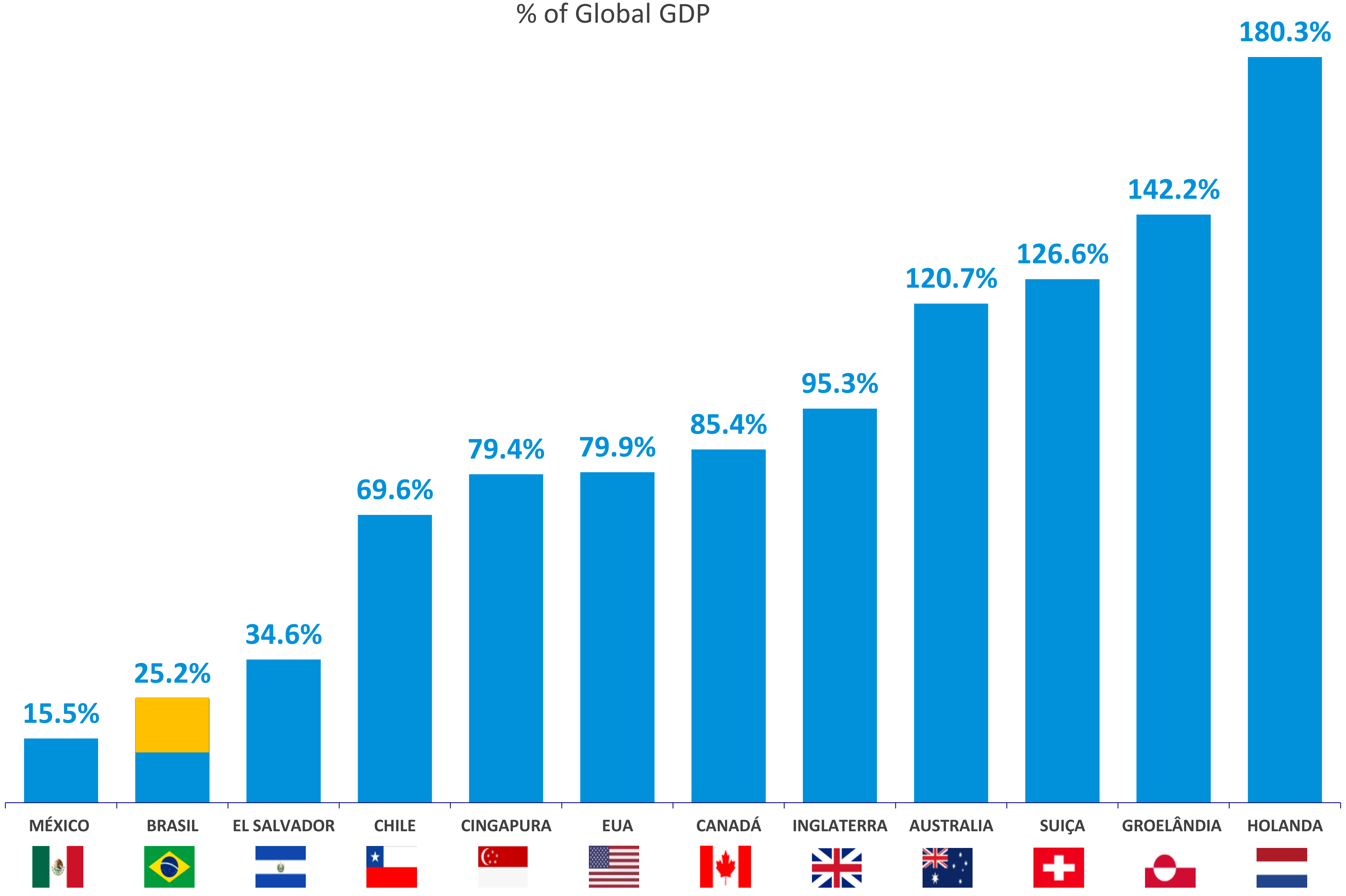
AND THE CUSTOMERS´ NEEDS…

...GENERATE SEVERAL BUSINESS OPPORTUNITIES.

AuM
R$ bi | Sep, 2018 | EAPCs vc EPFCs



PENSION PLANS OF GDP
% of Global GDP



Source: Fenaprevi sep/18 , ABRAPP jul/18, OECD may/18 and Banco do Brasil

OUR VISION FOR 2030

TO BE AN ECOSYSTEM OF PENSION PLANS, A MARKET LEADER AND THE REFERENCE FOR OUR CLIENTS.

Reference and #1 on **client** satisfaction

Leader in assets with **sustainable** results

Excellence in operational **efficiency** and **risk** management

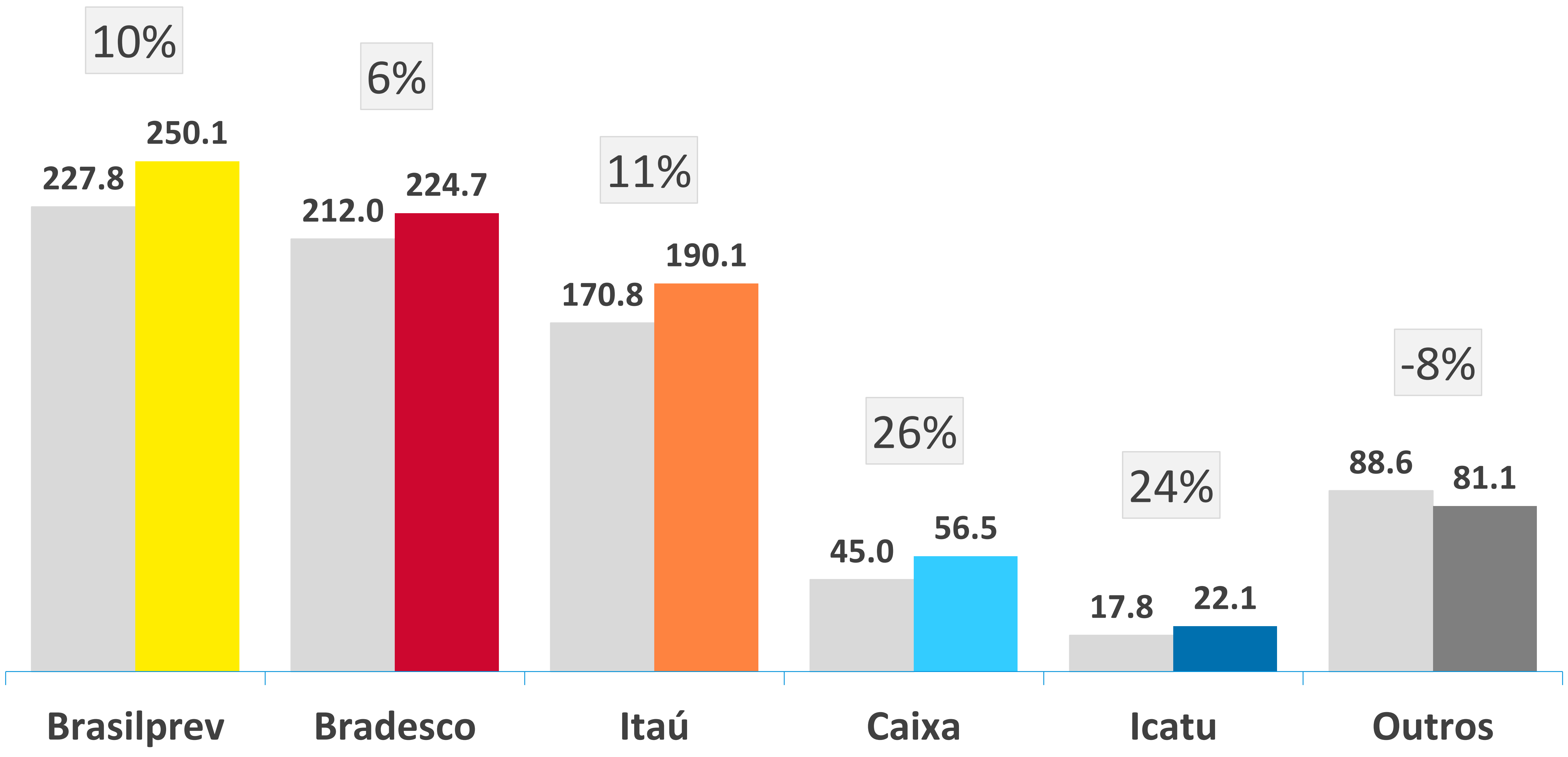
Innovative company with simple **digital** solutions

AND THUS, TO EXTEND LEADERSHIPS.

ASSETS LEADERSHIP

2017 VS 2018

R$ Bi PGBL+VGBL+Tradicional



COLLECTION

Maintenance of collection leadership

RETENTION

Redemption ratio below market ratios

NET INCOME

Net income of R$ 801.5 million as of September 2018

Fonte: Fenaprevi set/18 e GEPIC, out de 2018

2018 Annual Public Meeting

BRASILPREV

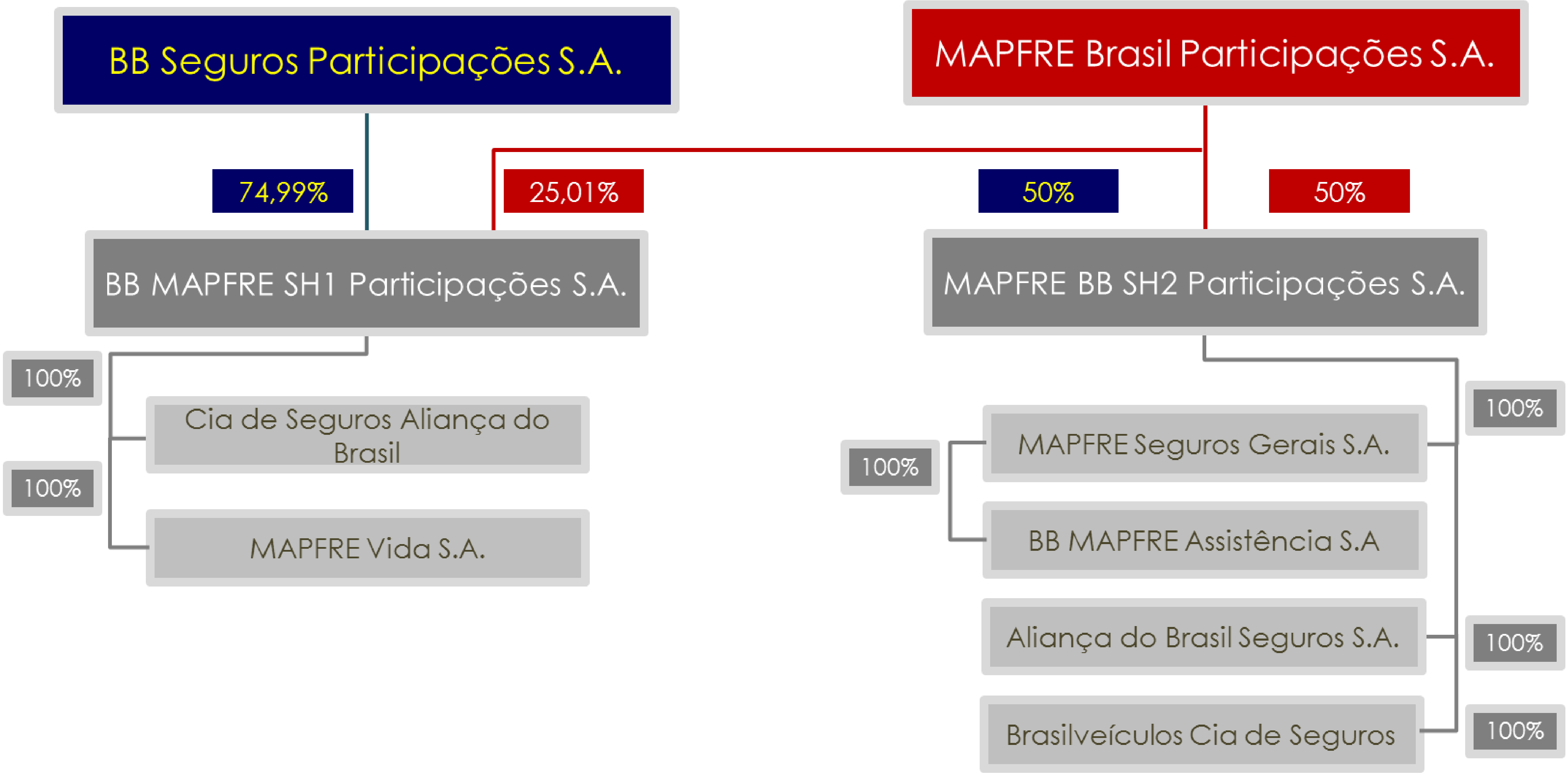
2018 ANNUAL PUBLIC MEETING

BB SEGUROS

OWNERSHIP STRUCTURE

As of November, 2018

INSURANCE GROUP



BB SEGUROS

GRUPO SEGURADOR BB E MAPFRE EVOLUTION

SEGMENTS

Life insurance

Rural

Commercial lines

Mortgage Life

Auto insurance

Large risks

Banco do Brasil

Brokers

Affinities

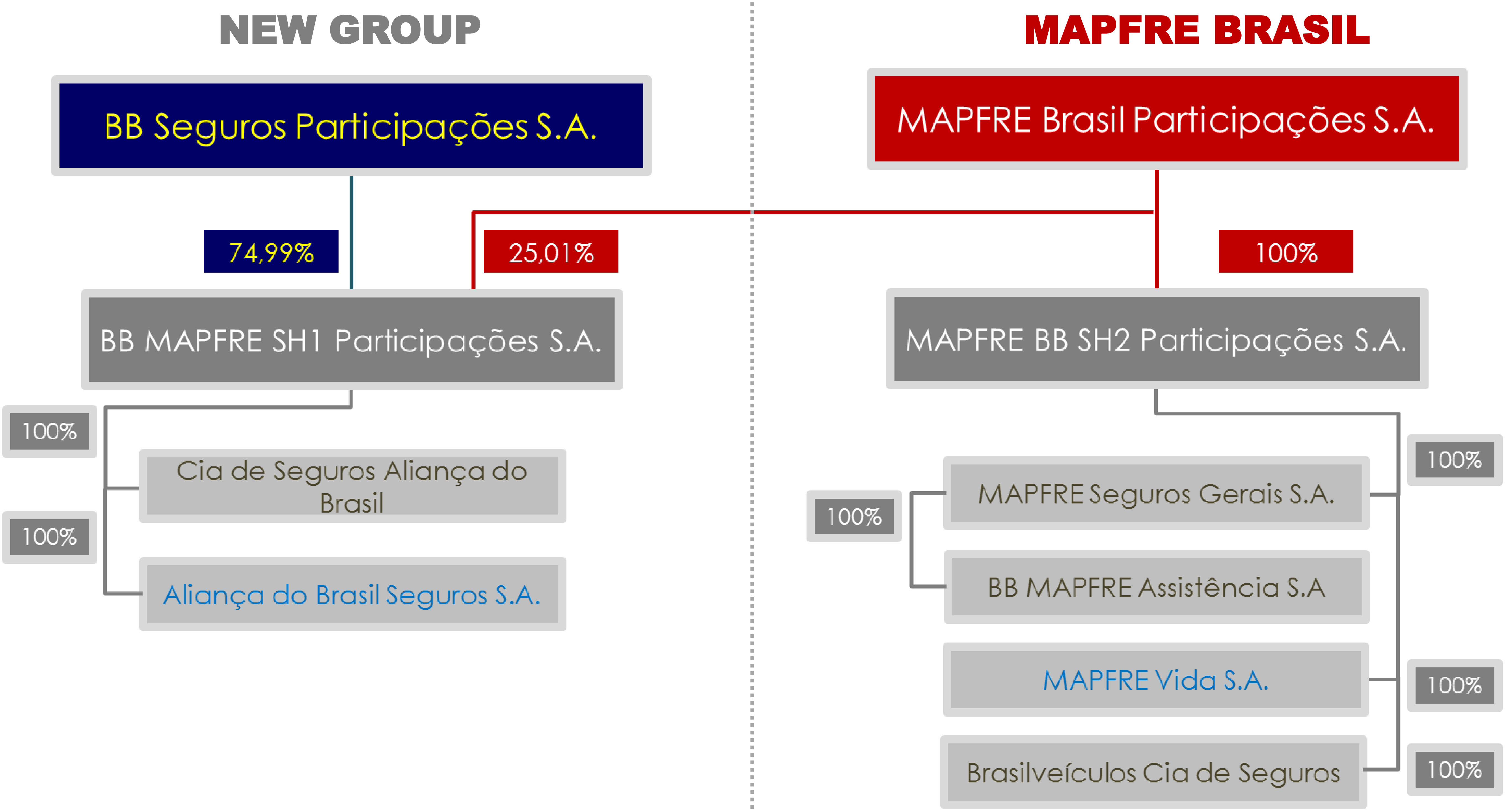
Digital channels

	2011	2017	
NET WRITTEN PREMIUMS	R$ 8.73 billion	R$ 15.92 billion	82%
NET INCOME	R$ 872.9 million	R$ 1,533 million	76%
COMBINED RATIO	90.9%	90.8%	-0.1pp
EMPLOYEES	5,127	5,339	4%

Note: data released according IFRS accounting standards, reported by BB Seguridade.

NEW OWNERSHIP STRUCTURE

From December 1st, 2018



* Change of SHs companies, after new shareholders agreement.

BB SEGUROS

NEW STRUCTURE

SEGMENTS

Life insurance, Rural, Mortgage Life and Commercial lines

DISTRIBUTION CHANNELS

Banco do Brasil, *Affinities* BB and digital channels

Focus on BB bancassurance channel

Greater profitability portfolio

Efficiency gain

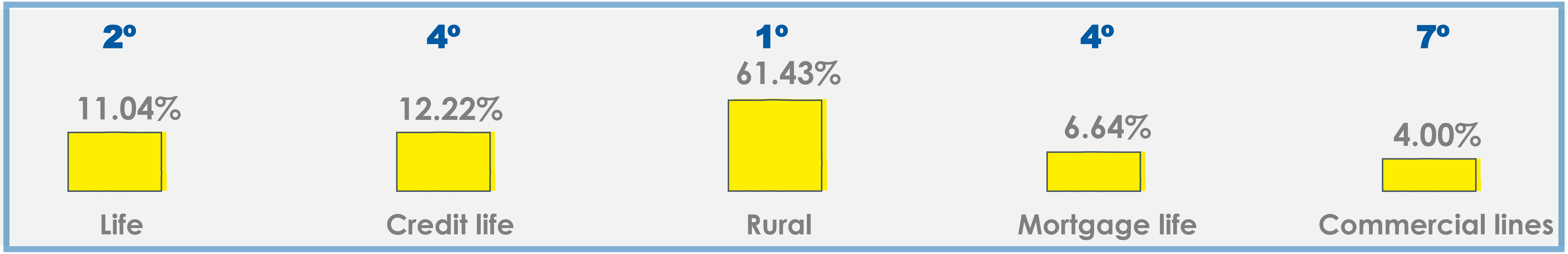
BB SEGUROS

NUMBERS OF “NEW GROUP”

	9M18 GROUP[1]	9M18 New GROUP[2]	
Net written premiums	R$ 12.53 billion	R$ 5.85 billion	47%
Net income	R$ 1.14 billion	R$ 1.03 billion	91%
Combined ratio	88.8%	76.5%	-12.3pp
Employees	5,102	1,789	35%

Note: [1]data released according IFRS accounting standards, reported by BB Seguridade. [2]Pro-forma.

RANKING 2018 NEW GROUP - PREMIUMS



Source: SUSEP, September 2018

2019... A PERIOD OF CHANGES

- New technological plataform integrated with Banco do Brasil channel
- Focus on assistance and benefits model
- Client experience, in accordance with their period of life
- Expansion of cliente´s diginal journey
- To promote entrepreneurship together with startups
- Corporate culture with *mindset* of retail business, dynamic and digital

ADJUSTMENTS

- Modernization of technological structure along with gradual interruption of systems and tools shared with MAPFRE over three years.
- Remodeling process with focus on risk management and internal controls.

AND ALSO OPPORTUNITIES

- Revision of portfolio and launch of new products
- Greater exposure of BB Seguros brand
- Focus on assistance and commercial lines products.

BB SEGUROS

Contact

Rua Alexandre Dumas, 1671
Térreo – Ala B
São Paulo – SP – Brasil
04717-903

Telephone: +55 (11) 4297-0730

www.bbseguridaderi.com.br/en
ri@bbseg.com.br