Monthly Report | Susep Data November 2020

BB SEGUROS | Insurance

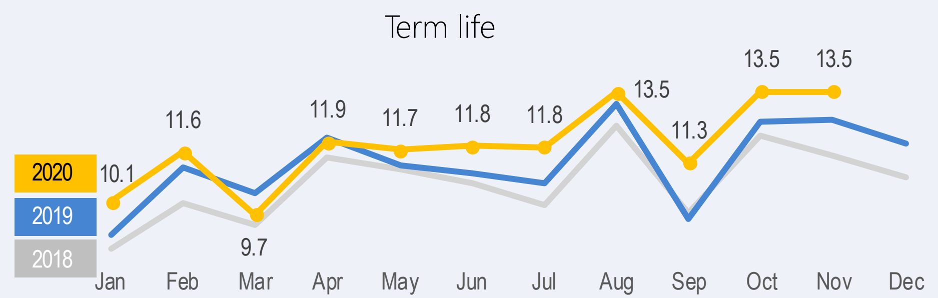
Premiums written by segment | Monthly figures

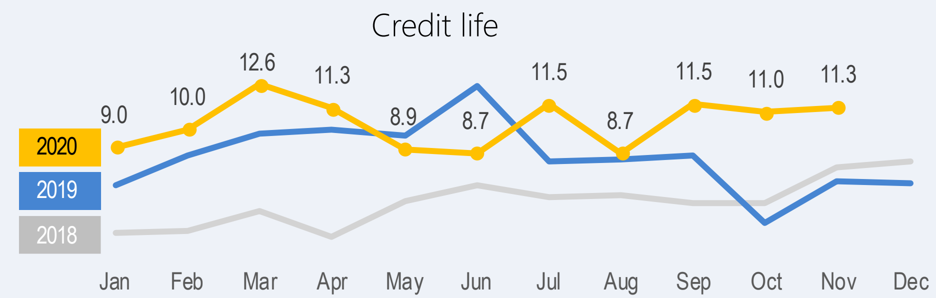
	BB Seguridade		Mercado ex-BBSE	
R$ million	Nov/20	Chg. On Nov/19	Nov/20	Chg. On Nov/19
Term Life	270	7.1%	1,658	5.3%
Credit Life	226	60.7%	1,153	19.3%
Mortgage life	24	(2.2%)	368	10.9%
Rural	384	37.3%	197	31.2%
Home	23	23.6%	306	9.6%
Commercial lines	27	18.7%	793	16.9%
Total[1]	**954**	**28.9%**	**5,680**	**11.1%**

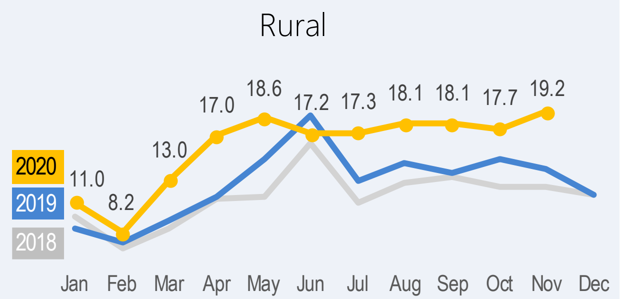
Premiums written by segment | Year-to-date figures

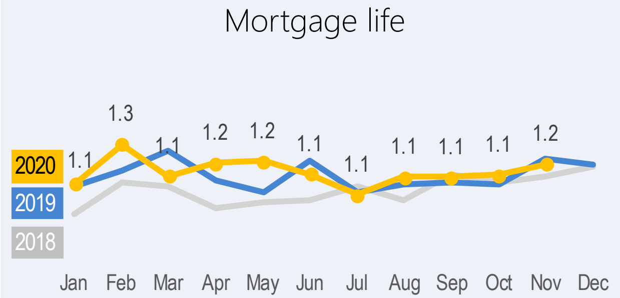
	BB Seguridade		Mercado ex-BBSE	
R$ million	11M20	Chg. On 11M19	11M20	Chg. On 11M19
Term Life	2,710	4.1%	17,997	1.5%
Credit Life	2,385	21.4%	11,109	4.1%
Mortgage life	265	0.6%	3,854	8.4%
Rural	3,660	23.4%	2,882	43.8%
Home	234	7.3%	3,211	3.7%
Commercial lines	294	13.2%	7,867	10.3%
Total[1]	**9,552**	**14.6%**	**60,365**	**6.2%**

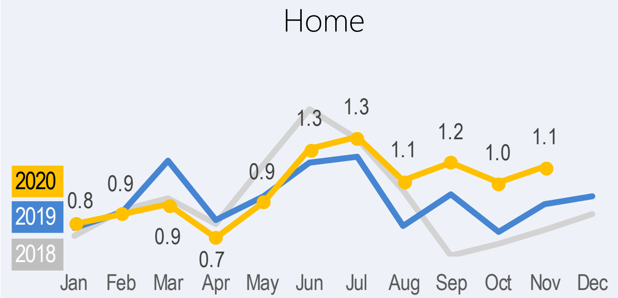
Average daily premiums (R$ mm)











Highlights of the month

In **term life**, the average daily premiums remained at the highest level in recent years (proforma figures), reaching R$13.5 million. With the daily performance, the premiums written grew 7.1% YoY.

The **credit life insurance** grew 60.7% YoY with a average daily premium of R$11.3 million in November 2020. The performance is explained by the increase in both individuals and SME portfolios, and the improvement in cancellations.

Rural insurance recorded average daily premiums of R$19.2 million, the highest level in the last three years, performance mostly explained by the increase in crop insurance, leading to a growth of 37.3% in total premiums written.

[1]Including other segments (more details on page 3).

BB SEGUROS | Pension Plans

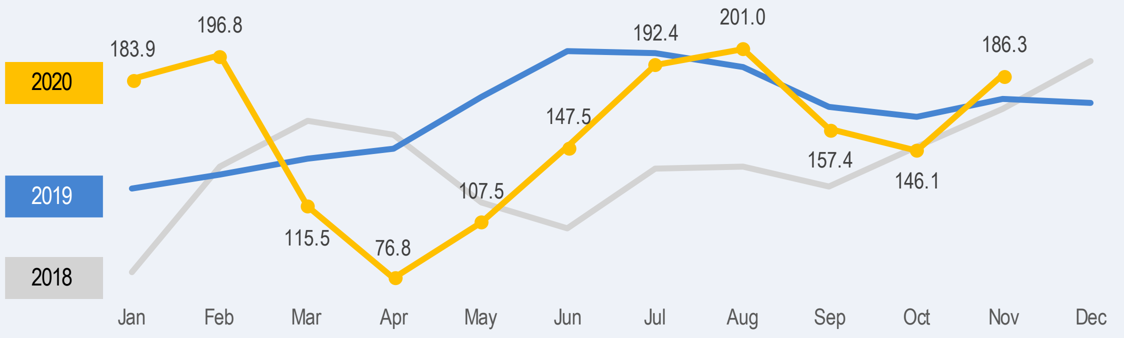
Operating performance Monthly figures

R$ billion	BB Seguridade Nov/20	BB Seguridade Chg. On Nov/19	Mercado ex-BBSE Nov/20	Mercado ex-BBSE Chg. On Nov/19
Contributions	4	7.3%	6	(17.6%)
Reserves	302	5.1%	703	6.8%

Operating performance Year-to-date figures

R$ billion	BB Seguridade 11M20	BB Seguridade Chg. On 11M19	Mercado ex-BBSE 11M20	Mercado ex-BBSE Chg. On 11M19
Contributions	36	(7.1%)	71	(3.5%)
Reserves	302	5.1%	703	6.8%

Average daily contributions (R$ mm)



The average daily **contribuitions** reached R$186.3 million, showing a recovery after the deceleration observed in the last two months and a growth of 7.3% YoY. It is worth mentioning the commercial campaign in BB's distribution network (Black Friday BB), which boosted the performance in November.

BB SEGUROS | Premium Bonds

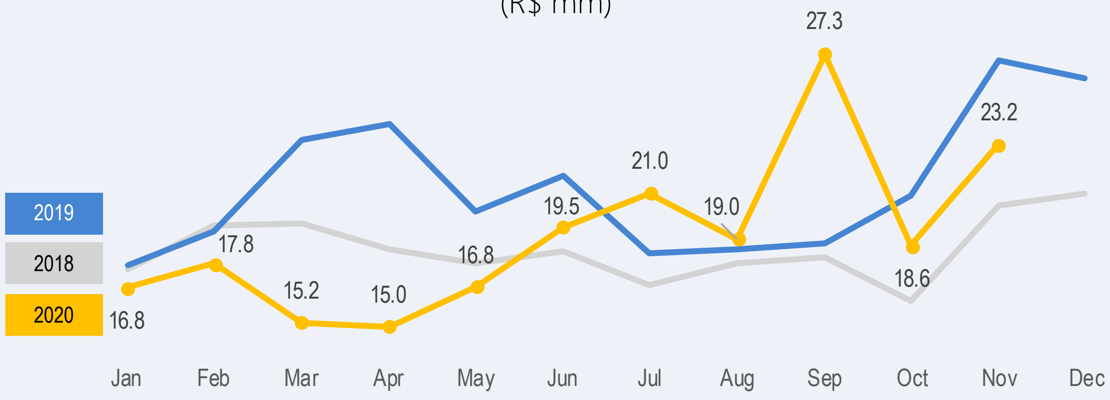
Operating performance Monthly figures

R$ million	BB Seguridade Nov/20	BB Seguridade Chg. On Nov/19	Mercado ex-BBSE Nov/20	Mercado ex-BBSE Chg. On Nov/19
Premium bonds collection	465	(14.0%)	1,517	(0.2%)
Technical reserves	8,311	(3.2%)	24,122	8.5%

Operating performance Year-to-date figures

R$ million	BB Seguridade 11M20	BB Seguridade Chg. On 11M19	Mercado ex-BBSE 11M20	Mercado ex-BBSE Chg. On 11M19
Premium bonds collection	4,381	(9.3%)	16,502	(1.8%)
Technical reserves	8,311	(3.2%)	24,122	8.5%

Average daily collections (R$ mm)



The **average collection** reached R$23.2 million per day in November, up 24.6% MoM, with an increase in sales of both the monthly and unique payment bonds. As in pension plans, the commercial campaign in BB's distribution network (Black Friday BB) boosted the performance of the month.

The average daily collection dropped 14.0% YoY. It is worth noting that November, 2019 was the strongest month of that year and a hard comp for November, 2020.

Brasilseg

Company name | Code:

Brasilseg Companhia de Seguros | 6785

Aliança do Brasil Seguros S.A. | 6211

Premiums written – Insurance | Premiums and claims

Access: http://www2.susep.gov.br/menuestatistica/SES/principal.aspx / Operações / Seguros: Prêmios e Sinistros

Codes by segment:

Term life: 0929, 0936, 0969, 0980, 0981, 0982 0984, 0990, 0991, 0992, 0993, 0994, 1329, 1336, 1369, 1380, 1381, 1384, 1390, 1391.

Credit life: 0977, 1377.

Mortage life: 1061, 1065, 1066, 1068.

Rural:

Crop insurance: 1101, 1102.

Rural lien: 1162, 1163.

Credit life for farmers: 1109, 1198.

Others: 1103, 1104, 1105, 1106, 1107, 1108, 1130, 1164.

Home: 0114, 0116.

Corporate/commercial lines: 0111, 0112, 0115, 0118, 0141, 0171, 0378, 0457, 0627, 0658, 0711, 0739, 0740, 0743, 0745, 0746, 0747, 0748, 0749, 0750, 0819, 0859, 0860, 0870, 1279, 1602.

Others: 0167, 0173, 0196, 0234, 0272, 0274, 0310, 0313, 0351, 0433, 0435, 0437, 0588, 0589, 0621, 0622, 0628, 0632, 0638, 0652, 0654, 0655, 0656, 0775, 0776, 1417, 1428, 1433, 1528, 1535, 1597, 1601, 1872, 2293.

Brasilprev

Company name | Code:

Brasilprev Seguros e Previdência S.A. | 4707

Contributions – Financial Statements | Income Statement ("DRE")

Revenues from pension and insurance ("Rendas de contribuições e prêmios | Planos de Aposentadoria")

Reserves – Financial Statements | Liabilities ("Passivo")

Technical reserves insurace + technical reserves private pension ("vida com cobertura por sobrevivência + provisões técnicas previdência Complementar")

Access: http://www2.susep.gov.br/menuestatistica/SES/principal.aspx / Empresas / Seguradoras: Demonstrações Contábeis

Brasilcap

Company name | Code :

Brasilcap Capitalização S.A. | 20141

Collections – Financial Statements | "DRE" (Income Statement)

Premium bonds collection – premium bonds cancellations ("Arrecadação com títulos de capitalização – devolução e cancelamento de títulos de capitalização")

Reserves – Financial Statements | "Passivo" (Liabilities)

Technical reserves premium bonds ("Provisões Técnicas Capitalização")

Access: http://www2.susep.gov.br/menuestatistica/SES/principal.aspx / Empresas / Capitalização: Demonstrações Contábeis

Disclaimer

This report was prepared by BB Seguridade Participações S.A. and aims to provide a guidance on the monthly commercial performance of its investees, based exclusively on public data provided by the Statistics System of the Superintendence of Private Insurance – Susep, available at http://www2.susep.gov.br/menuestatistica/SES/principal.aspx.

It is worth mentioning that the figures in this report are determined in the accounting standard adopted by Susep, named Susep GAAP, and may differ from those discloses in BB Seguridade's MD&A and quartely Financial Statements, which adopted the internacional rules and standards (*International Financial Reporting Standards* – IFRS), issued by *International Accounting Standards Board* (IASB).

In this report, any events that could be considered as non-recurring were not segregated. Additional information will be detailed exclusively in the MD&A.