BB Seguridade

Earnings presentation
3Q24

BB SEGUROS
Pra tudo que importa

Highlights of 9M24

Changes on 9M23

Net income

R$6.4bn (+9.7%)

3Q24: R$2.25bn (+6.0% YoY)

Managerial net income[1]

R$6.0bn (+5.7%)

3Q24: R$2.27bn (+10.1% YoY)

Insurance

R$13.2bn (+1%)
Premiums written

R$11.4bn (+8%)
Retained premiums

25% (-3.0 p.p.)
Loss ratio

R$167mm (+14%)
Contribution of partnerships to BB Seguridade's result

Pension plans

R$422.5bn (+11%)
Reserves

R$7.9bn (+8%)
Net inflows

Premium bonds

R$4.9bn (+4%)
Collections

R$11.0bn
Reserves

Brokerage

R$4.1bn (+11%)
Brokerage revenues

R$110mm
Premiums written of large risks and transport insurances with partners brokers

[1]Não considera a adoção do IFRS 17, bem como o evento extraordinário registrado no 9M24.

Customer experience at the center

NPS in quality zone

+3.4 pts

Reduction of complaints

-9.0% (9M23 vs 9M24)

Improvement of churn

-15.2%

Overprotected

+9.5%

Number of customers

+9.3 pts

NPS

*Changes on December/2023 vs September/2024

Innovation

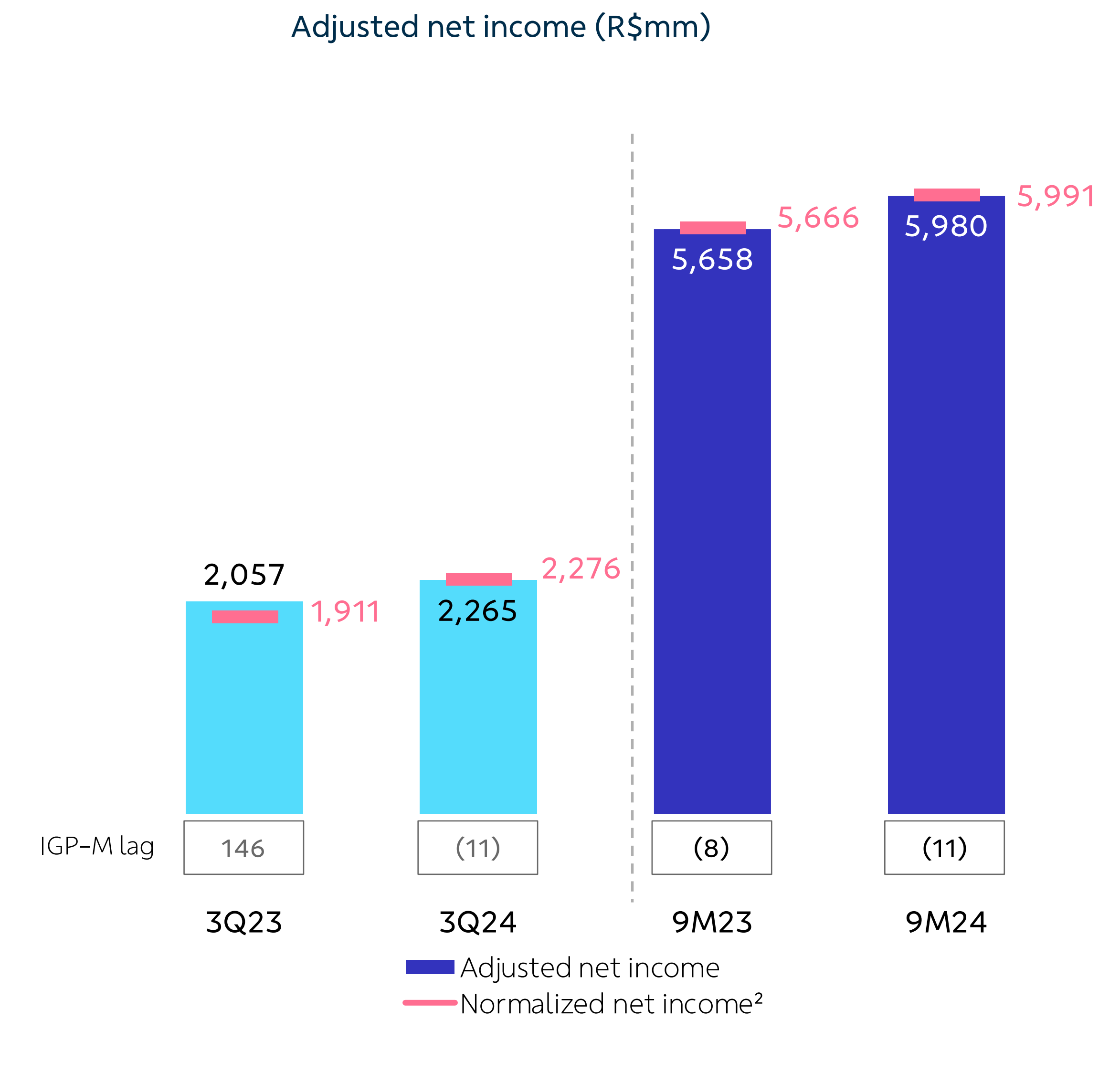
- Launch of **insurance for preserved forest**
- **Crop insurance for Pronaf** (sugar cane, rice, soybeans and coffee)
- Launch of **insurance for non-financed machinery and equipment**
- Sales of **Personal Protection Insurance** expanded for BB branches
- **Investment of R$119 mm** in 3Q24 (R$368mm in 9M24) in digital transformation and analytical maturity

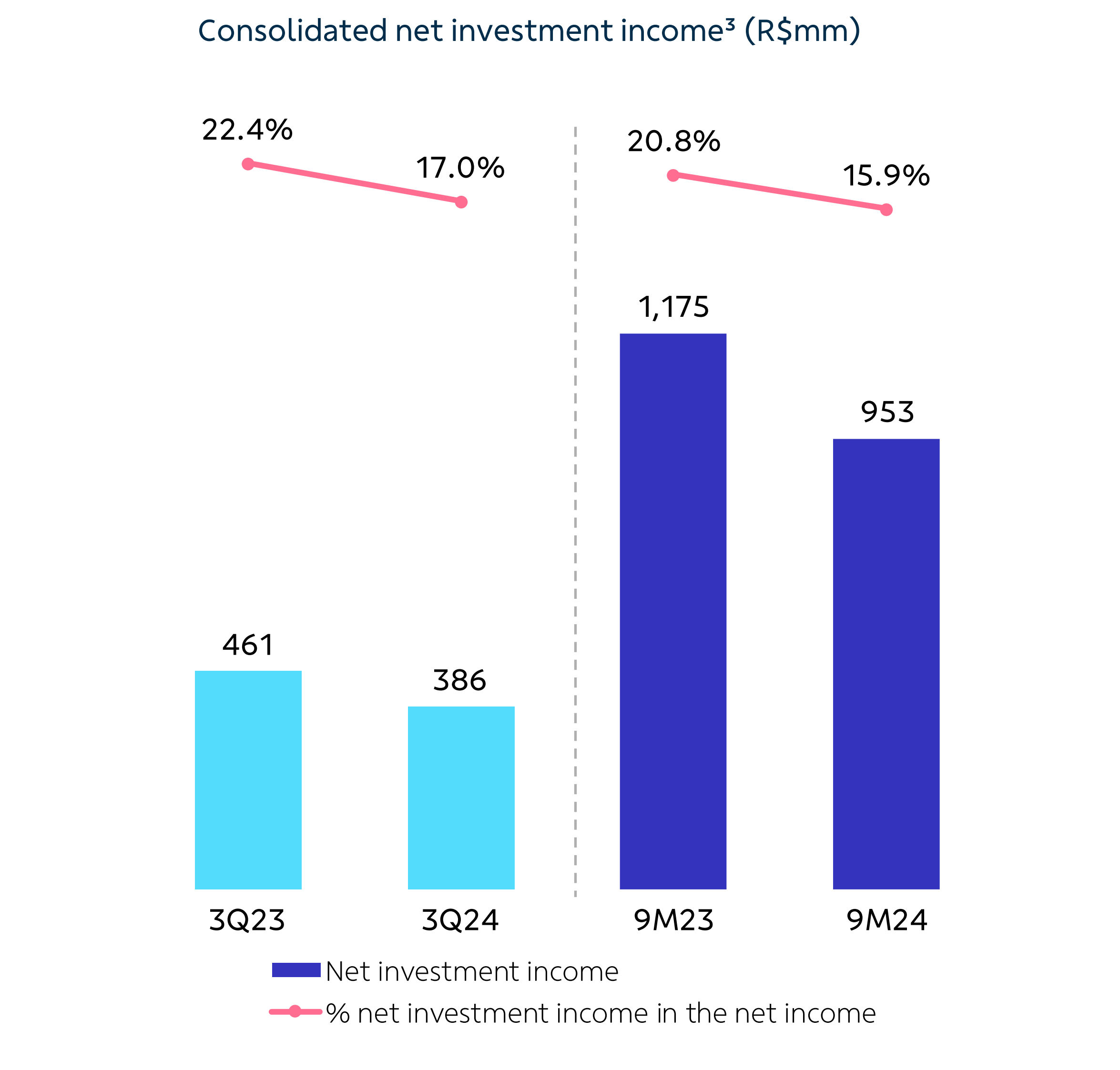
Our numbers

BB SEGUROS

Pra tudo que importa

Adjusted net income and net investment income[1]



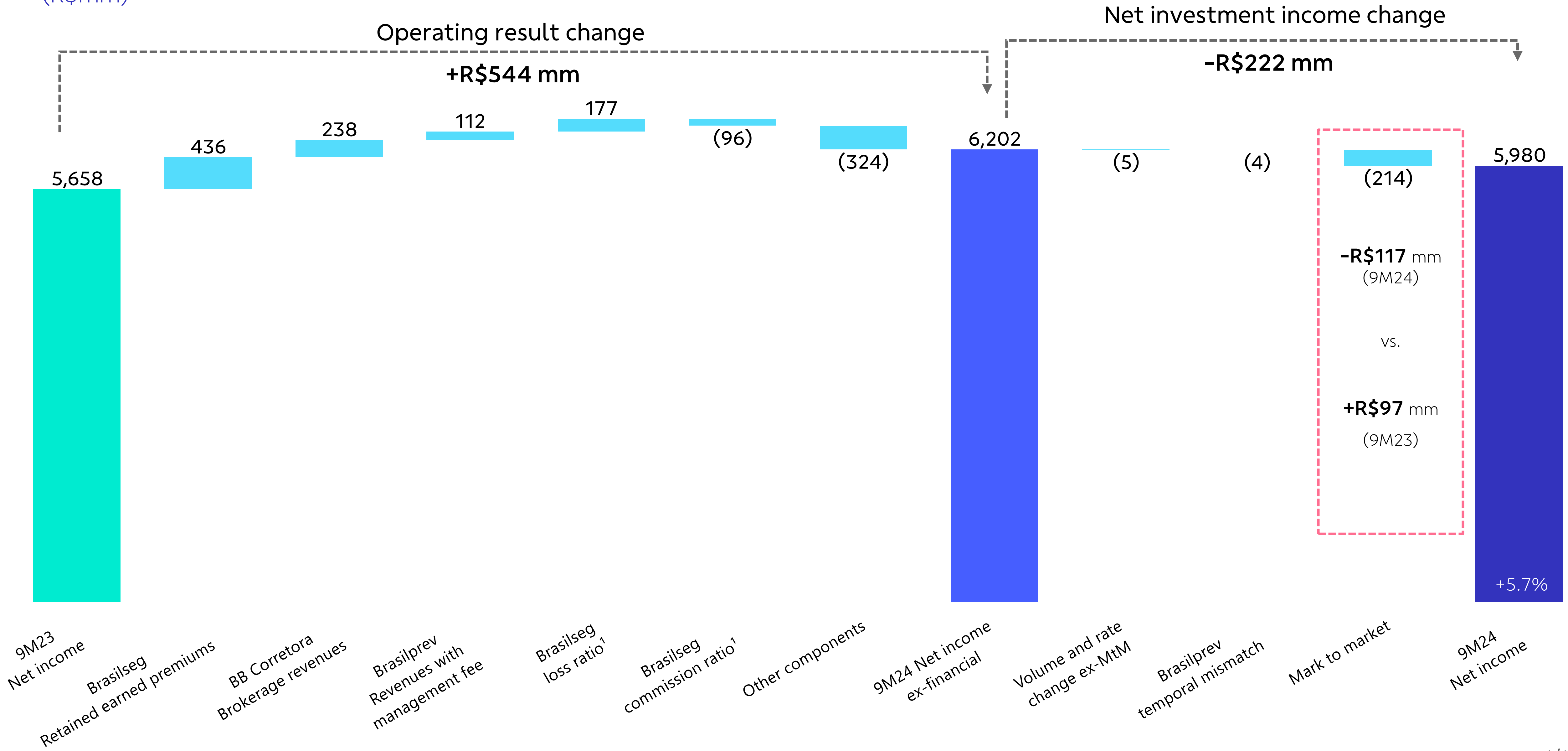


1 – Does not consider the adoption of IFRS 17
2- Adjustment of the one-month lag in the IGP-M accrual on defined benefited plans of Brasilprev

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

Adjusted net income main components

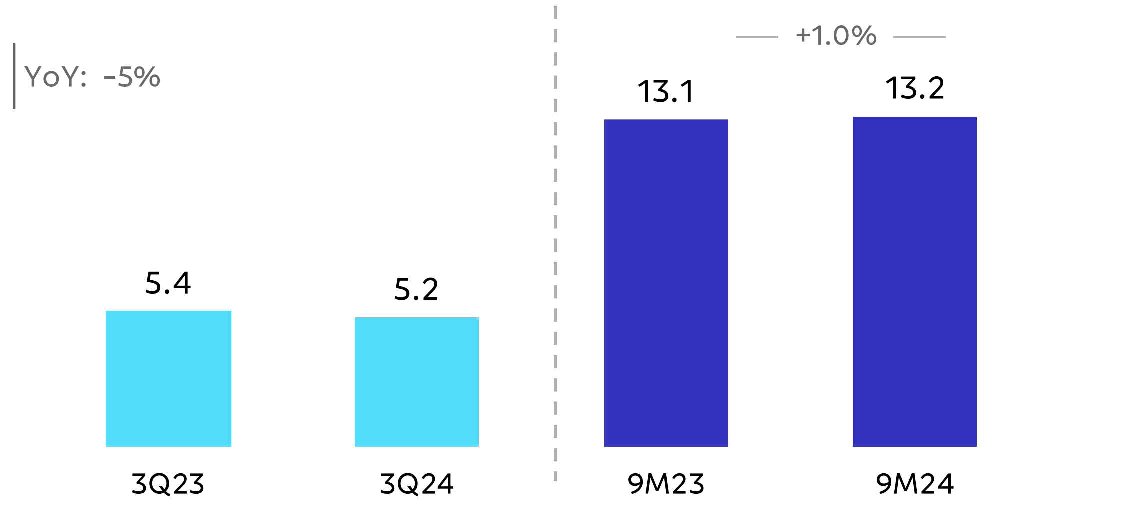
(R$mm)



1 –Changes in retained claims and acquisition costs considering the respective ratios reported in 9M23.

Brasilseg

Premiums written (R$bn)

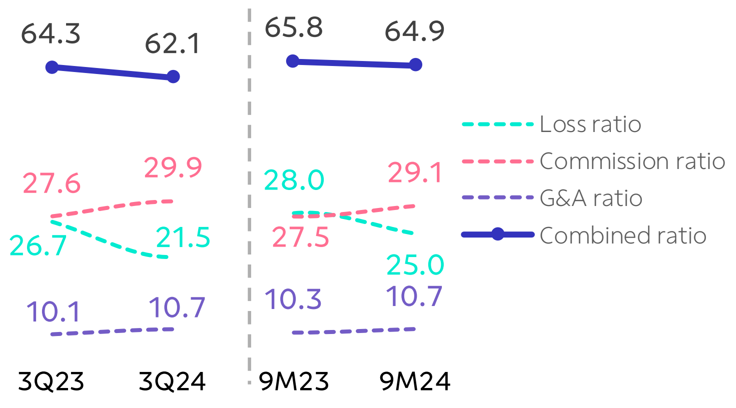


Premiums written by segment

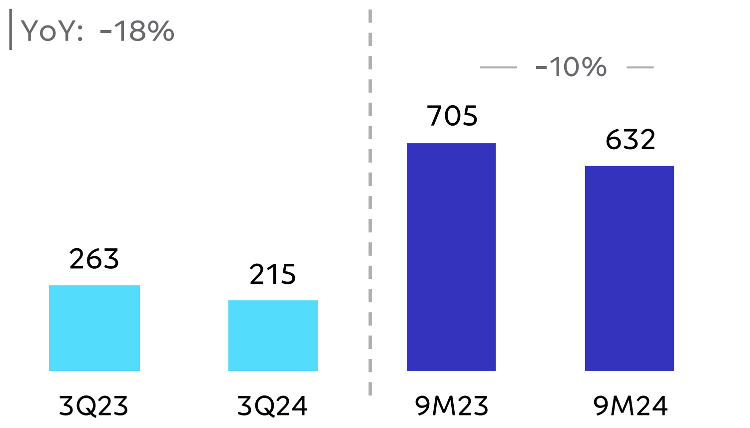
	Breakdown of premiums 9M24	Chg. On 9M23	On 3Q23
Rural	50.9%	(1.1%)	(7.2%)
Credit life	21.9%	+16.4%	+9.2%
Term life	20.2%	(1.7%)	(3.5%)
Corporate[1]	2.6%	(37.4%)	(46.1%)
Home	2.5%	+10.6%	+3.4%
Mortgage life	1.9%	+4.4%	+5.9%

1 – As of April 2024, a contract for the warrant breach insurance product was discontinued, which impacted the comparison base for the corporate segmet.

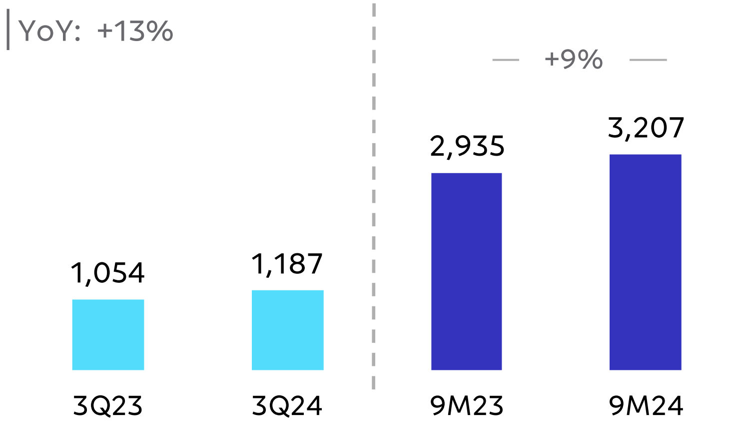
Performance ratios (%)



Net investment income (R$mm)

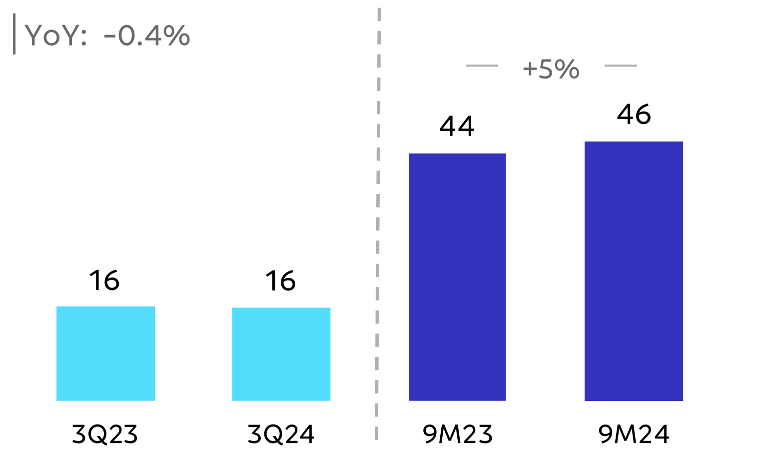


Net income (R$mm)

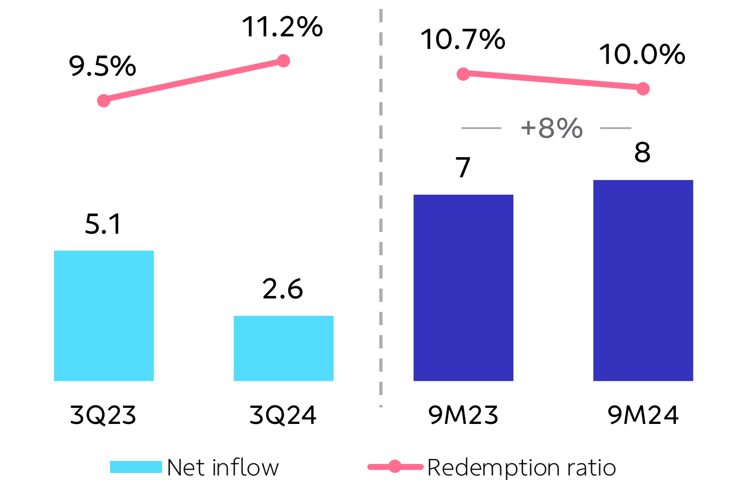


Brasilprev

Contributions (R$bn)

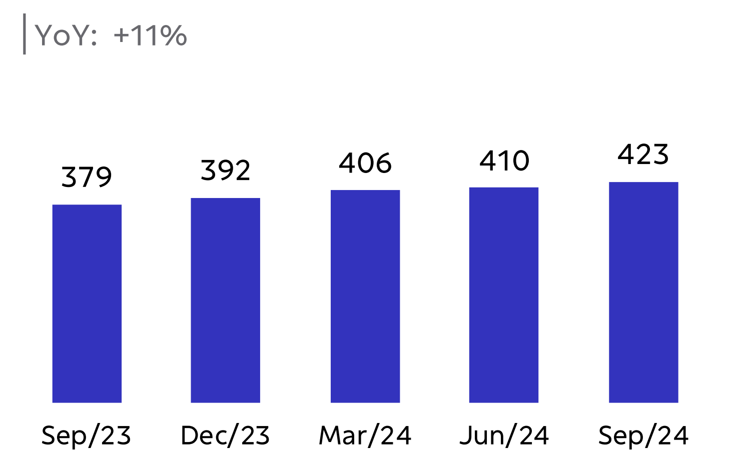


Net inflow (R$bn)

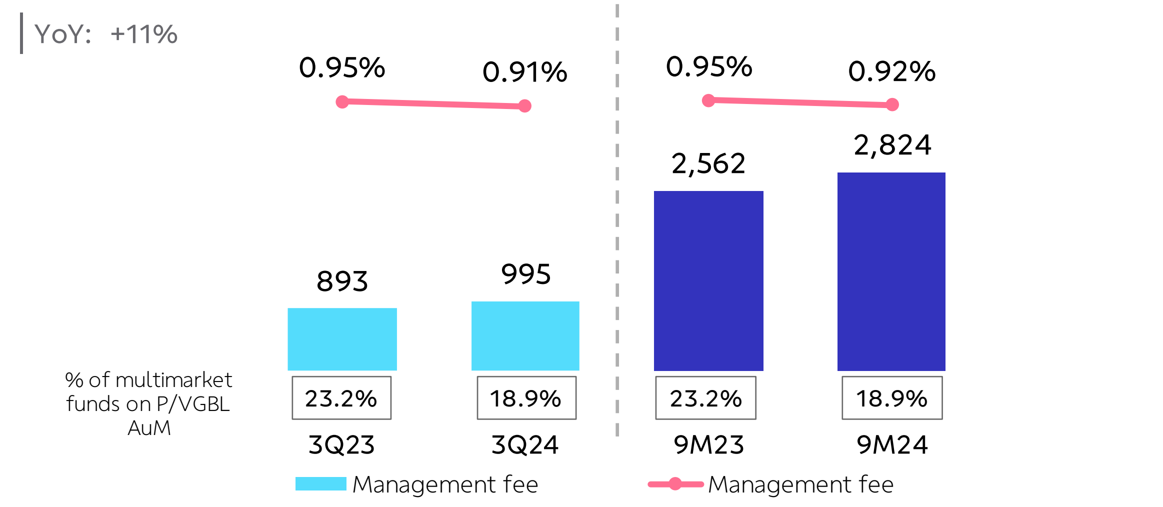


1 –Source: Quantum Axis

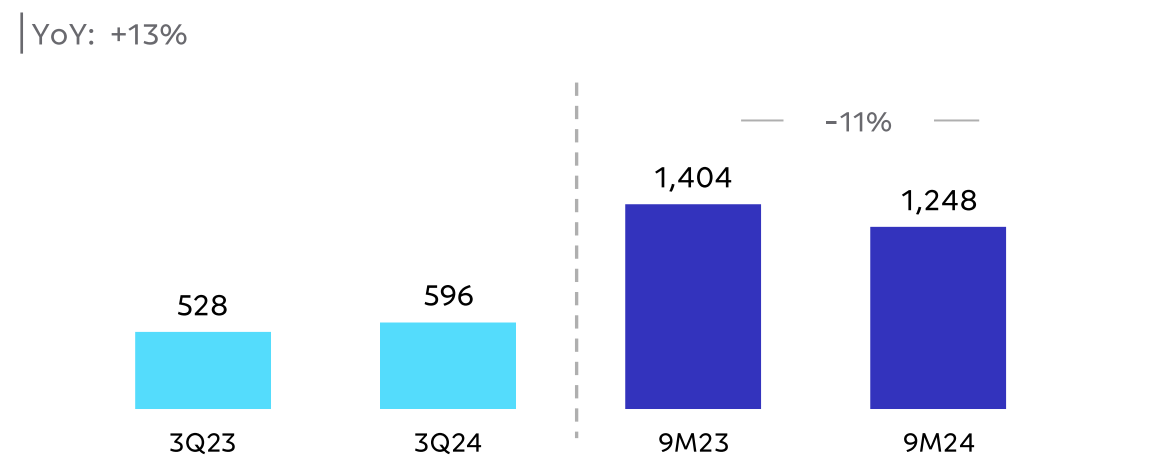
Reserves (R$bn)



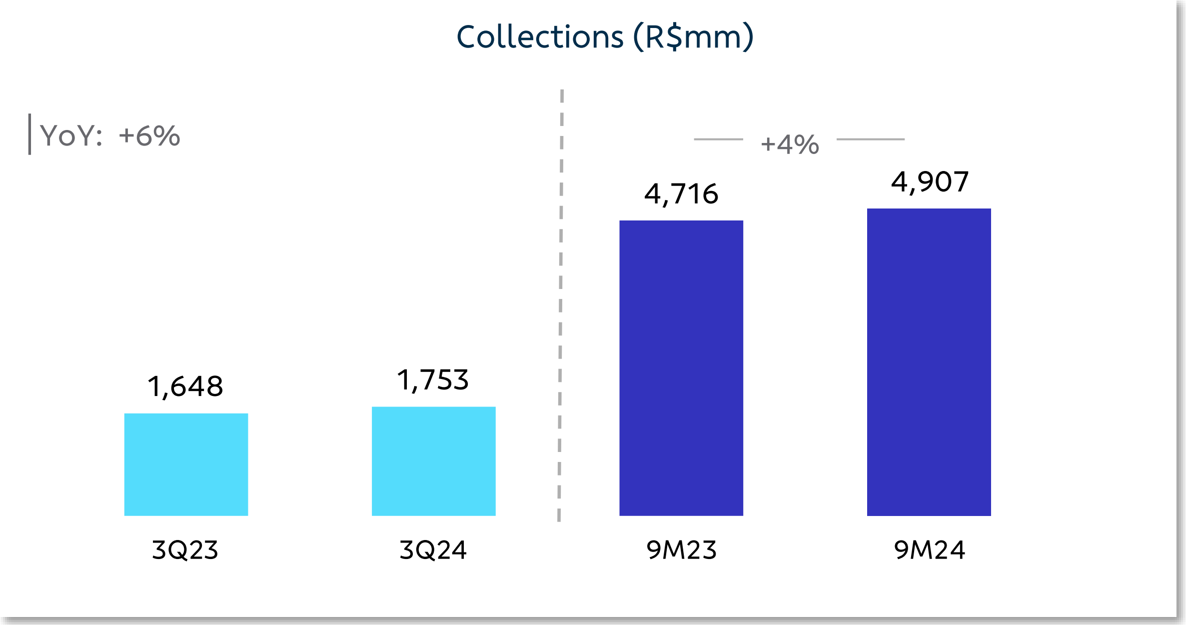
Mgmt. Fee (R$mm)



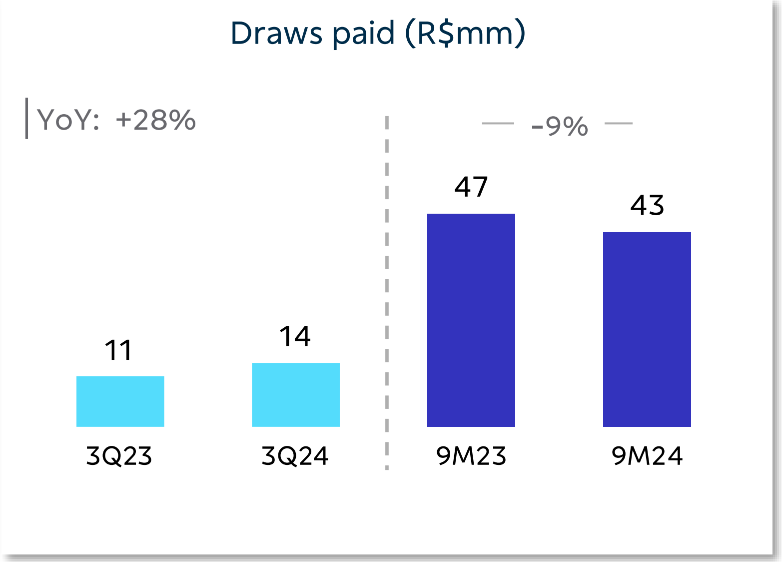
Adjusted net income (R$mm)

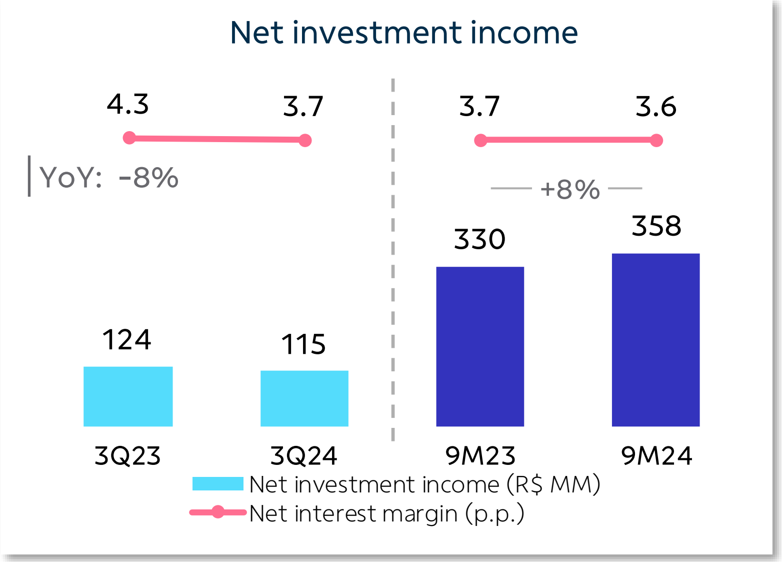


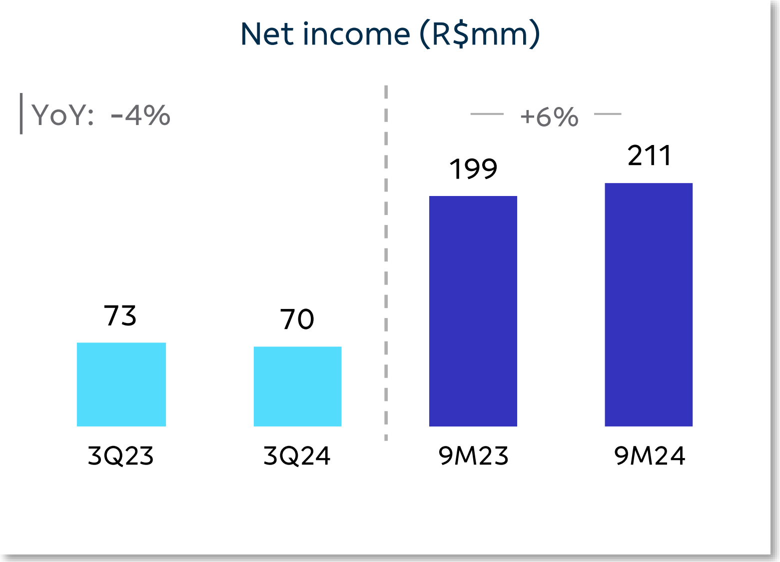
Brasilcap


Collections (R$mm)
YoY: +6%
+4%
1,648
1,753
4,716
4,907
3Q23
3Q24
9M23
9M24

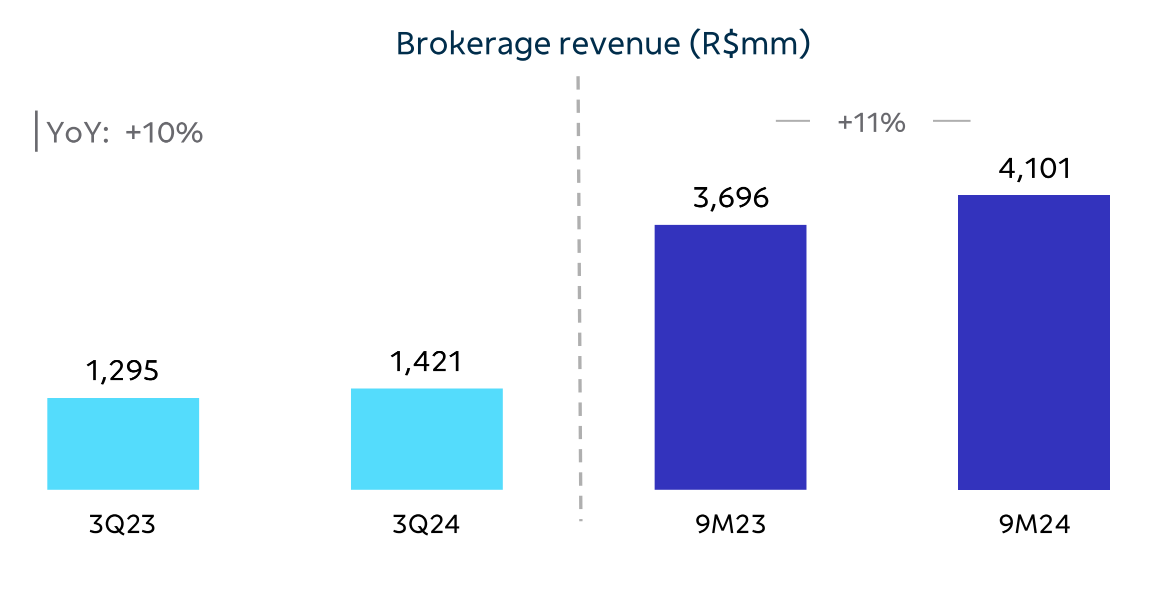

Reserves (R$mm)
YoY: -1%
11,092
11,336
11,152
11,165
11,025
Sep/23
Dec/23
Mar/24
Jun/24
Sep/24

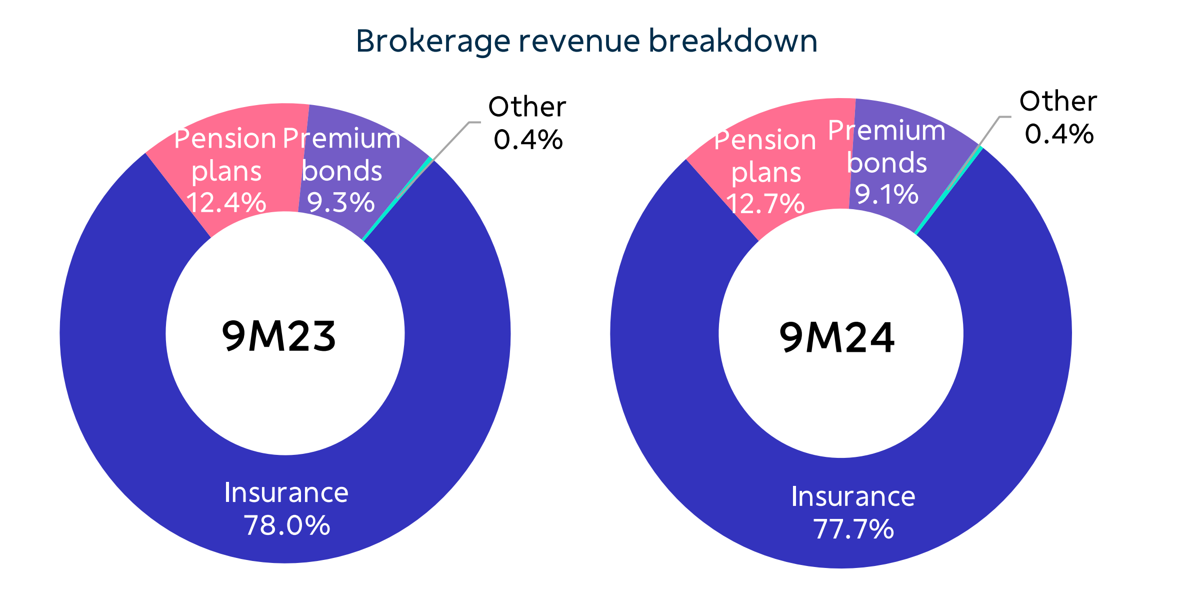

Draws paid (R$mm)
YoY: +28%
-9%
11
14
47
43
3Q23
3Q24
9M23
9M24

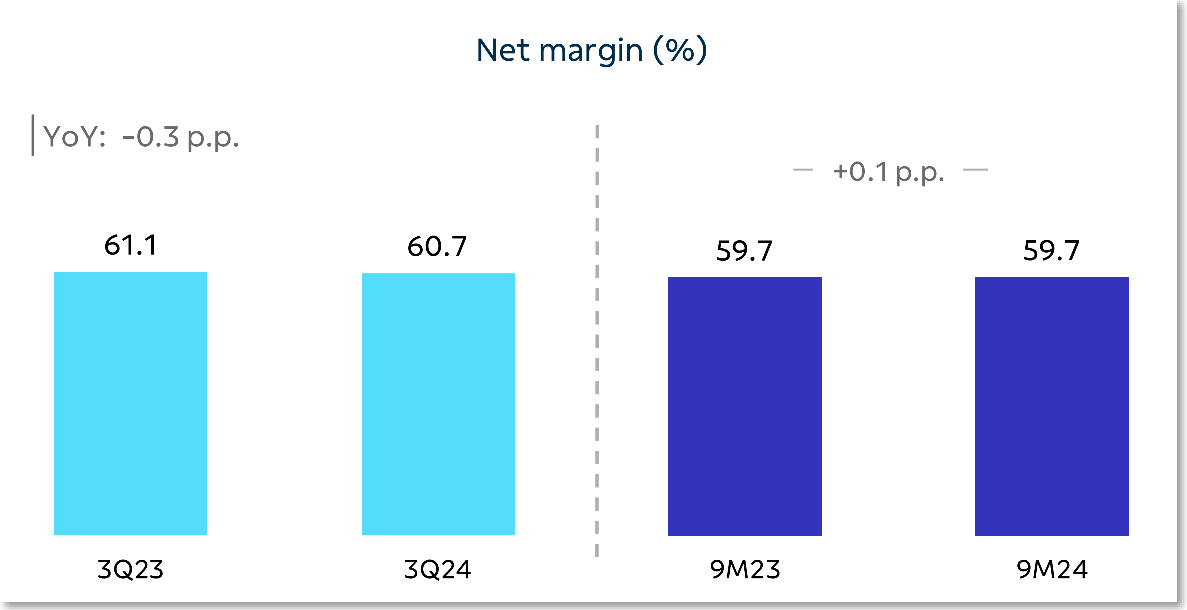

Net investment income
4.3
3.7
3.7
3.6
YoY: -8%
+8%
124
115
330
358
3Q23
3Q24
9M23
9M24
Net investment income (R$ MM)
Net interest margin (p.p.)

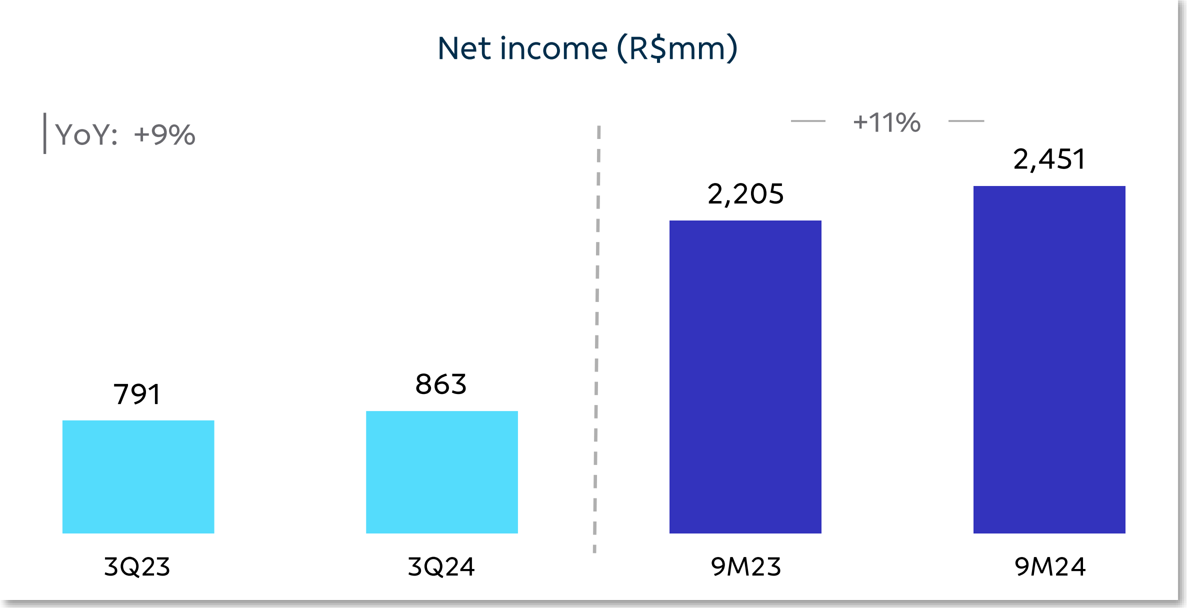

Net income (R$mm)
YoY: -4%
+6%
73
70
199
211
3Q23
3Q24
9M23
9M24

BB Corretora









Guidance

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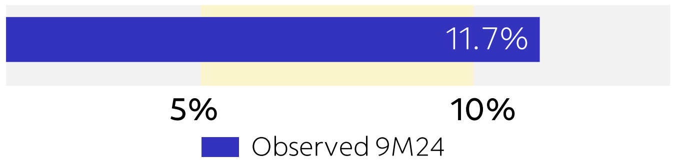
Guidance 2024

Previous estimates | Revised estimates

Non-interest operating result (ex-holding)[1]

Previous estimates:

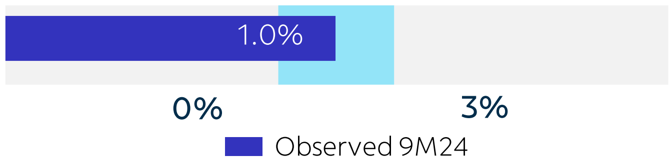


Revised estimates: Maintained

Premiums written of Brasilseg

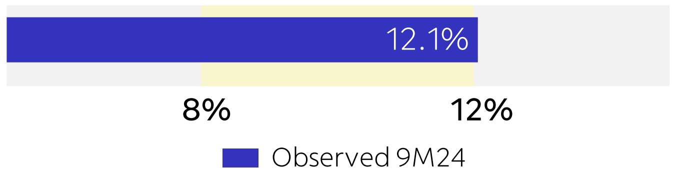
Previous estimates:

Revised estimates:



PGBL and VGBL pension plans reserves of Brasilprev

Previous estimates:



Revised estimates: Maintained

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.

Thank you!

Contacts

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