PORTO SEGURO

FACT SHEET | 3Q18

BRAZIL'S INSURER 4th

CORPORATE PROFILE

Porto Seguro is the largest P&C insurance company in the country and a market leader in the automotive and homeowner segments. The Company has approximately 10 million clients shared among diverse insurance products. financial services and general services.

The Company is recognized for the excellent customer service provided for clients and brokers and for the quality of offered services.

Pioneer in the launching of innovative solutions and development of synergic products to serve the different needs of our clients providing greater convenience and customer loyalty.

STRATEGY

Segmentation	3 brands to serve different needs and preferences Different value propositions – service, price, specific benefits/convenience
Strong Relationships with Brokers and Clients	High service level based on "personal touch" Focus on long term relationships Higher retention rates than market average
Innovative Products and Services	Innovative and synergic product portfolio (cross leverage) Expanded services (for home, auto and personal insurance products) – beyond the basics Service as the Key value of brand recognition
Sophisticated Risk Selection and Pricing Model	Products pricing focused on profitability Leverage of huge database and sophisticated quantitative models Loss ratio historically below market average

BRANDS

PORTO SEGURO
- »Focus on differentiation
- »High service level
- »Value added products and services
- »Higher level of operational flexibility
- »Sophisticated risk selection

Azul SEGUROS
- »Price brand
- »Lean products and services
- »Lean manufacturing" operations
- »Sophisticated risk selection

Itaú
- »Brand loyalty
- »Specific benefits for Itau clients
- »Sophisticated risk selection
- » Convenience

PRODUCTS

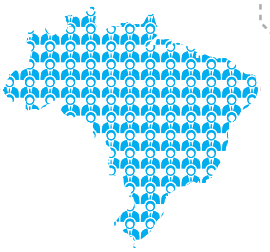
Auto – Health – Dental – P&C - Life – Pension – Cargo – Credit Card – Financing – Consortium – Medical Services – Surveillance and Monitoring – MVNO (Mobile Operator) – Other Services

OPERATING STRUCTURE

14 thousand employers

3.6 thousand Itaú-Unibanco branches

33 thousand active independent brokers



16 thousand service providers

5.4 million auto insured

20 million Items insured

2.2 million homes insured

2.2 million credit cards

MARKETSHARE (3Q18

Porto Seguro is the market leader in Auto and Homeowner insurance

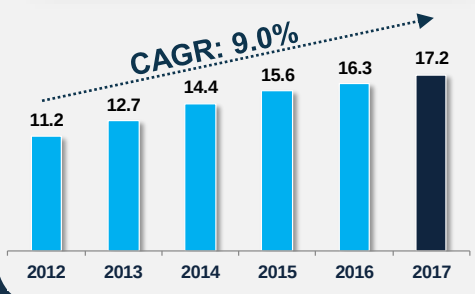
Auto Market Share: 27.3%

Homeowner Market Share: 26.3%

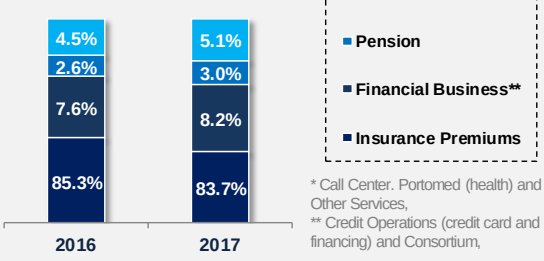
MISSION

"Our mission is taking risks through top-notch quality services exceeding clients expectations and ensuring agility at competitive costs with social and environmental responsibility,"

Total Revenue (R$ billion)

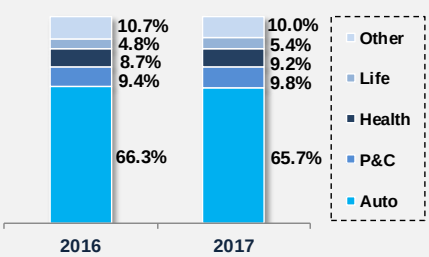


Total Revenue Breakdown – Year (%)



* Call Center. Portomed (health) and Other Services,
** Credit Operations (credit card and financing) and Consortium,

Premium Breakdown (%)



OPERATING AND FINANCIAL HIGHLIGHTS

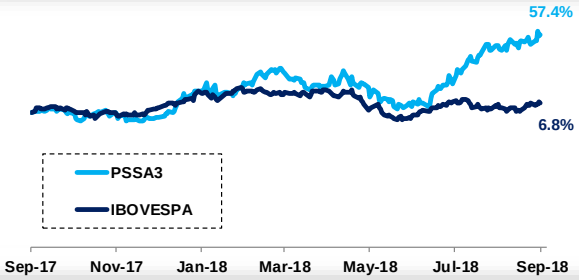
Revenue	3Q18	3Q17	Var. %	9M18	9M17	Var. %
Insurance Premiums						
Auto (Porto + Azul + Itaú)	2,524.1	2,441.4	3.4	7,362.2	7,002.9	5.1
Total P&C (Porto + Itaú)	373.5	369.0	1.2	1,094.7	1,032.2	6.1
Total Health (Health + Dental + Portomed)	372.0	337.6	10.2	1,108.5	984.4	12.6
Other Insurance	555.1	560.6	(1.0)	1,742.7	1,692.8	2.9
Total Written Premiums	3,824.7	3,708.6	3.1	11,308.1	10,712.3	5.6
Other Revenues	687.1	653.6	5.1	2,105.3	1,886.7	11.6
Total Revenue	4,511.8	4,362.2	3.4	13,413.4	12,599.0	6.5
Financial Result	224.6	473.5	(52.6)	628.4	976.7	(35.7)

Index	3Q18	3Q17	Var. %	9M18	9M17	Var. %
Loss Ratio						
Auto (Porto + Azul + Itaú)	51.9	57.2	(5.3)	52.3	58.5	(6.2)
Total P&C (Porto + Itaú)	23.6	26.2	(2.6)	26.9	29.6	(2.7)
Total Health (Health + Dental + Portomed)	78.3	81.7	(3.4)	78.2	77.9	0.3
Total Loss Ratio (including other insurance products)	50.5	54.4	(3.9)	50.9	55.6	(4.7)
Comission Rate – Insurance	**22.5**	**21.2**	**1.3**	**21.4**	**21.1**	**0.3**
G&A – Insurance	13.3	14.6	(1.3)	14.1	14.6	(0.5)
G&A and Other Operating Revenues/Expenses – Insurance	**15.9**	**18.0**	**(2.1)**	**16.9**	**18.2**	**(1.3)**
Tax – Insurance	**2.8**	**2.7**	**0.1**	**2.8**	**2.6**	**0.2**
Combined Ratio – Insurance	**91.7**	**96.3**	**(4.6)**	**92.0**	**97.5**	**(5.5)**
Amplified Combined Ratio – Insurance	**87.1**	**90.4**	**(3.3)**	**87.5**	**91.9**	**(4.4)**

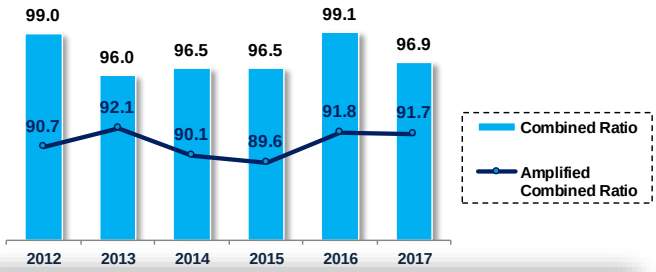
PROFITABILITY	3Q18	3Q17	Var. %	9M18	9M17	Var. %
Net Earnings w/o Business Combination - (recurring) - R$ million - var, %	318.2	385.1	(17.4)	931.2	838.8	11.0
Net Earnings with Business Combination - (recurring) - R$ million - var, %	316.4	383.2	(17.4)	925.6	833.2	11.1
ROAE w/o Business Combination (recurring) - p,p,	18.9	23.5	(4.6)	18.0	17.2	0.8
ROAE with Business Combination (recurring) - p,p,	16.9	20.9	(4.0)	16.1	15.3	0.8
# of thousand shares [1] - % var,	323,293	323,293	-	323,293	323,293	-

[1]Excluding Noncontrolling Shareholders

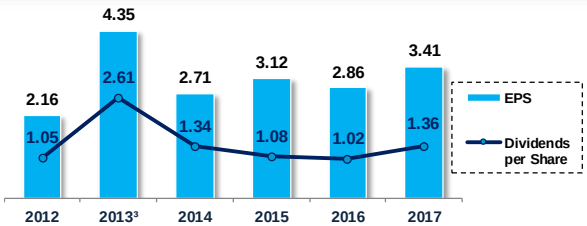
PSSA3 vs, Ibovespa (LTM)



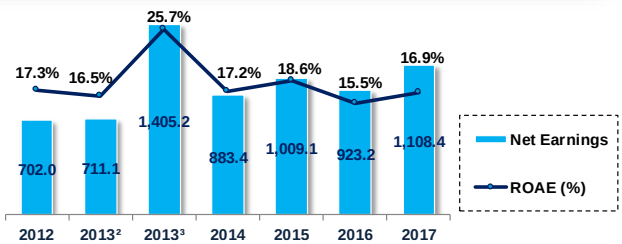
Combined Ratio (%)



Earnings and Dividends per Share[1] (R$)



Net Earnings and ROAE[1]



[1]Without Business Combination/ [2]Ex recurring adjustments/ [3]Including the non-recurring effects of the tax process gain (COFINS),

Capital Requirements – 3Q18 (R$ million)

	Adjusted Equity	Solvency Margin	Sufficiency
Insurance	3,415	2,756	659
Financial Companies	720	564	156
Holding	1,588	-	1,588
Total	5,723	3,320	**2,403**

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Índice de Ações com Governança Corporativa Diferenciada IGC

Índice de Ações com Tag Along Diferenciado ITAG