Terra Report

Publication on the Brazilian Reinsurance Market Analysis Preview of 2017 June Results



June 2017 Terra Brasis Resseguros

Summary

SUSEP disclosed Brazilian Local Reinsurers´ 2017 for the first semester results. In the next few days we will release the full Terra Re*por*t edition. In this preview we anticipate some highlights:

- The total amount of ceded reinsurance originated by Brazilian insurers (gross of commission) stood at BRL 5.43 bn, an increase of 10% in comparison to 2016's first semester BRL 4.92 bn. From this volume, BRL 3.92 bn (72% of the total) was placed with Local Reinsurers, as well a 10% growth.
- Local Reinsurers also accepted foreign risks (gross of commission) estimated in BRL 1.06 bn, against BRL 706 mi from 2016's same period. It represents a 50% increase.
- The Gross Written Premium from Local Reinsurers (gross of commission) reached BRL 4.98 bn, an increase of 16% in comparison to the previous period.
- Local Reinsurers' Loss Ratio stood at 61% compared to 72% for the previous period. The Combined Ratio stood at 95%, showing an improvement when in comparison to the 99% ratio seen in 2016.

Source: Susep, Terra Brasis Re

June 2017 Terra Brasis Resseguros

Summary of Results and Main Indexes for Local Reinsurers from January to June 2017 and 2016:

	Consolic	lated			Other L	ocal
	Local Reir	surers	IRB	l .	Reinsu	rers
	2017/06	2016/06	2017/06	2016/06	2017/06	2016/06
Total Assets	27,775	26,518	13,871	13,436	13,904	13,082
Shareholder's Equity	6,962	6,541	3,272	3,046	3,690	3,495
Gross Written Premium	4,984	4,284	2,734	2,422	2,250	1,862
Written Premium	4,373	3,721	2,547	2,173	1,826	1,547
Earned Premium	3,842	3,621	2,195	2,082	1,647	1,539
Loss Ratio	61%	72%	51%	64%	75%	82%
Commercial Expenses/ Earned Premium	3%	2%	3%	3%	2%	2%
Admnistrative + Other/ Earned Premium	8%	8%	8%	5%	9%	12%
Tax/ Earned Premium	2%	4%	1%	4%	3%	3%
Retrocession Result/Earned Premium	22%	13%	25%	17%	17%	7%
Combined Ratio	95%	99%	87%	93%	106%	107%
Reinsurance Operational Result	182	46	279	151	-97	-105
Financial Result and Equity Pick-up	730	745	377	456	353	289
Income Tax and Contribuitions	-323	-281	-201	-193	-121	-88
Net Profit for the Period	589	510	454	414	135	96
ROE (annualized)	16.9%	15.6%	27.8%	27.2%	7.3%	5.5%

Source: Susep, Terra Brasis Re Note: Figures in BRL millions June 2017

Terra Brasis Resseguros

Comparative January to June 2017 and 2016:

		Written F	Premium (W	P)	Net P	rofit		Market S	hare WP	
	Start of Operation	2017/06	2016/06	Δ %	2017/06	2016/06	2017	/06	2016/	06
Total		4,373	3,721	18%	589	510	100%		100%	
Total New		1,826	1,547	18%	135	96		100%		100%
IRB	04/1939	2,547	2,173	17%	454	414	58.2%		58.4%	_
JM	05/2008	105	75	40%	24	30	2.4%	5.7%	2.0%	4.8%
Munich	05/2008	238	199	20%	30	10	5.4%	13.0%	5.4%	12.9%
Mapfre	11/2008	95	147	-35%	16	14	2.2%	5.2%	3.9%	9.5%
XL	12/2008	24	19	25%	15	15	0.5%	1.3%	0.5%	1.2%
Chubb	11/2009	28	53	-47%	-6	1	0.6%	1.5%	1.4%	3.4%
Austral	01/2011	261	119	120%	9	13	6.0%	14.3%	3.2%	7.7%
AIG	04/2011	27	24	10%	7	-12	0.6%	1.5%	0.7%	1.6%
Zurich	01/2012	300	291	3%	14	20	6.9%	16.4%	7.8%	18.8%
Markel	01/2012	20	16	25%	-5	-7	0.5%	1.1%	0.4%	1.0%
Swiss	06/2012	141	145	-3%	14	6	3.2%	7.7%	3.9%	9.4%
Terra Brasis	10/2012	57	40	41%	2	4	1.3%	3.1%	1.1%	2.6%
Allianz	12/2012	113	185	-39%	6	3	2.6%	6.2%	5.0%	12.0%
BTG	02/2013	170	91	87%	18	20	3.9%	9.3%	2.4%	5.9%
AXA	08/2014	133	88	51%	3	-3	3.0%	7.3%	2.4%	5.7%
Scor	08/2014	114	55	109%	-11	-18	2.6%	6.3%	1.5%	3.5%

Source: Susep, Terra Brasis Re Note: Figures in BRL millions June 2017 **Terra Brasis Resseguros**

Main Ratios From Local Reinsurers from January to June of 2017 and 2016

January to June	Start of	Gross		Net	Earned							%CR pre				RSub		RInv			RGro			
2017	Operation	Prem.	% Com	Premium	Premium	% L	% B	%OE	%AE	%TE	%ER	RR	%RR	%CR	RSub	/SE	RInv	/SE	RGro	RNet	/SE	ROE	SE	%SLV
Total		4,984	12.3%	4,373	3,842	61%	3%	1%	7%	2%	13%	74%	22%	95%	182	5%	730	21%	912	589	26.2%	16.9%	6,962	70%
Total New		2,250	18.8%	1,826	1,647	75%	2%	1%	8%	3%	14%	89%	17%	106%	-97	-5%	353	19%	256	135	13.9%	7.3%	3,690	82%
IRB	04/1939	2,734	6.9%	2,5 4 7	2,195	51%	3%	1%	6%	1%		62%	25%	87%	279	17%	377	23%	655	454	40.1%	27.8%	3,272	60%
Ј М	05/2008	162	35.3%	105	73	23%	0%	0%	6%	4%	11%	34%	59%	93%	5	2%	38	11%	44	24	12.9%	7.0%	680	210%
Munich	05/2008	288	17.3%	238	209	74%	2%	2%	9%	3%	15%	89%	15%	104%	-8	-4%	64	32%	56	30	28.0%	14.9%	402	70%
Mapfre	11/2008	111	14.5%	95	98	74%	1%	2%	5%	4%	12%	86%	6%	92%	8	9%	20	22%	29	16	30.6%	16.6%	187	84%
XL	12/2008	29	19.2%	24	23	77%	3%	0%	8%	6%	17%	94%	-1%	93%	1	1%	26	18%	27	15	18.7%	10.3%	291	500%
Chubb	11/2009	39	28.0%	28	53	93%	7%	-12%	17%	3%	15%	108%	45%	153%	-28	-52%	18	33%	-10	-6	-19.0%	-10.4%	106	136%
Austral	01/2011	307	14.9%	261	274	102%	2%	3%	3%	1%		110%	-7%	103%	-7	-6%	19	15%	12	9	9.1%	7.0%	259	42%
AIG	04/2011	40	32.6%	27	60	12%	0%	0%	4%	6%	9%	21%	76%	96%	2	4%	10	19%	12	7	23.5%	12.8%	102	129%
Zurich	01/2012	373	19.4%	300	257	68%	0%	0%	2%	3%		73%	31%	104%	-11	-9%	37	29%	26	14	20.4%	10.9%	252	34%
Markel	01/2012	25	22.2%	20	18	88%	3%	3%	48%	7%		149%	12%	161%	-11	-28%	7	18%	-4	-5	-10.5%	-13.6%	76	150%
Swiss	06/2012	166	15.0%	141	112	78%	4%	2%	13%	4%		101%	6%	107%	-8	-7%	31	27%	24	14	20.4%	12.0%	234	70%
Terra Brasis	10/2012	71	19.4%	57	51	41%	3%	1%	16%	2%	22%	63%	52%	116%	-8	-14%	9	16%	1	2	1.9%	3.3%	113	80%
Allianz	12/2012	137	17.5%	113	148	74%	2%	0%	15%	4%	22%	95%	23%	118%	-26	-23%	39	34%	13	6	11.1%	5.5%	233	85%
BTG	02/2013	214	20.4%	170	76	10%	6%	0%	11%	5%	22%	32%	61%	94%	5	3%	28	15%	33	18	17.7%	9.7%	375	88%
AXA	08/2014	171	22.1%	133	120	81%	0%	0%	8%	2%	11%	92%	11%	103%	-3	-7%	8	16%	5	3	9.4%	5.5%	100	29%
Scor	08/2014	118	3.2%	114	75	156%	3%	0%	20%	3%	26%	182%	-70%	112%	-9	-6%	-2	-1%	-11	-11	-7.8%	-8.2%	279	118%
January to June	Start of	Gross		Net	Earned					a. ==	a. ==	%CR pre	0	21.25		RSub		RInv			RGro			
2016	Start of Operation	Prem.	% Com	Premium	Premium	% L	% B	%0E	%AE	%TE	%ER	RR	%RR	%CR	RSub	/SE	RInv	/SE	RGro	RNet	/SE	ROE	SE	%SLV
2016 Total		Prem. 4,284	13.1%	Premium 3,721	Premium 3,621	72%	2%	1%	7%	4%	14%	RR 86%	13%	99%	46	/SE 1%	745	/SE 23%	791	510	/SE 24.2%	15.6%	6,541	76%
2016 Total Total New	Operation	Prem. 4,284 1,862	13.1% 16.9%	3,721 1,547	3,621 1,539	72% 82%	2% 2%	1% 3%	7% 10%	4% 3%	14% 18%	86% 100%	13% 7%	99% 107%	46 -105	/SE 1% -6%	745 289	/SE 23% 17%	791 184	510 96	/ SE 24.2% 10.5%	15.6% 5.5%	6,541 3,495	76% 94%
2016 Total Total New IRB	Operation 04/1939	4,284 1,862 2,422	13.1% 16.9% 10.3%	3,721 1,547 2,173	3,621 1,539 2,082	72% 82% 64%	2% 2% 3%	1% 3% -1%	7% 10% 5%	4% 3% 4%	14% 18% 11%	86% 100% 75%	13% 7% 17%	99% 107% 93%	46 -105 151	/SE 1% -6% 10%	745 289 456	/SE 23% 17% 30%	791 184 607	510 96 414	/SE 24.2% 10.5% 39.8%	15.6% 5.5% 27.2%	6,541 3,495 3,046	76% 94% 63%
2016 Total Total New IRB JM	04/1939 05/2008	4,284 1,862 2,422 119	13.1% 16.9% 10.3% 37.0%	3,721 1,547 2,173 75	3,621 1,539 2,082 63	72% 82% 64% 44%	2% 2% 3% 0%	1% 3% -1% 13%	7% 10% 5% 6%	4% 3% 4% 5%	14% 18% 11% 24%	RR 86% 100% 75% 68%	13% 7% 17% 27%	99% 107% 93% 95%	46 -105 151 3	/SE 1% -6% 10% 1%	745 289 456 51	/SE 23% 17% 30% 14%	791 184 607 55	510 96 414 30	/SE 24.2% 10.5% 39.8% 14.5%	15.6% 5.5% 27.2% 7.9%	6,541 3,495 3,046 750	76% 94% 63% 316%
2016 Total New IRB JM Munich	04/1939 05/2008 05/2008	Prem. 4,284 1,862 2,422 119 227	13.1% 16.9% 10.3% 37.0% 12.3%	3,721 1,547 2,173 75 199	3,621 1,539 2,082 63 238	72% 82% 64% 44% 63%	2% 2% 3% 0% 2%	1% 3% -1% 13% 7%	7% 10% 5% 6% 9%	4% 3% 4% 5% 4%	14% 18% 11% 24% 23%	86% 100% 75% 68% 86%	13% 7% 17% 27% 18%	99% 107% 93% 95% 104%	46 -105 151 3 -9	/SE 1% -6% 10% 1% -5%	745 289 456 51 23	/SE 23% 17% 30% 14% 14%	791 184 607 55 14	510 96 414 30 10	/SE 24.2% 10.5% 39.8% 14.5% 8.8%	15.6% 5.5% 27.2% 7.9% 5.9%	6,541 3,495 3,046 750 323	76% 94% 63% 316% 71%
Z016 Total New IRB JM Munich Mapfre	04/1939 05/2008 05/2008 11/2008	9rem. 4,284 1,862 2,422 119 227 166	13.1% 16.9% 10.3% 37.0% 12.3% 11.9%	3,721 1,547 2,173 75 199 147	3,621 1,539 2,082 63 238 110	72% 82% 64% 44% 63% 102%	2% 2% 3% 0% 2% 1%	1% 3% -1% 13% 7% 3%	7% 10% 5% 6% 9% 3%	4% 3% 4% 5% 4% 5%	14% 18% 11% 24% 23% 13%	86% 100% 75% 68% 86% 115%	13% 7% 17% 27% 18% -22%	99% 107% 93% 95% 104% 93%	46 -105 151 3	/SE 1% -6% 10% 1% -5% 10%	745 289 456 51 23 16	/SE 23% 17% 30% 14% 14% 20%	791 184 607 55 14 25	510 96 414 30 10 14	/SE 24.2% 10.5% 39.8% 14.5% 8.8% 30.0%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5%	6,541 3,495 3,046 750 323 164	76% 94% 63% 316% 71% 49%
Z016 Total New IRB JM Munich Mapfre XL	04/1939 05/2008 05/2008 11/2008 12/2008	4,284 1,862 2,422 119 227 166 21	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7%	3,721 1,547 2,173 75 199 147	3,621 1,539 2,082 63 238 110 15	72% 82% 64% 44% 63% 102% 66%	2% 2% 3% 0% 2% 1% 3%	1% 3% -1% 13% 7% 3% 0%	7% 10% 5% 6% 9% 3% 12%	4% 3% 4% 5% 4% 5% 12%	14% 18% 11% 24% 23% 13% 28%	86% 100% 75% 68% 86% 115% 94%	13% 7% 17% 27% 18% -22% 10%	99% 107% 93% 95% 104% 93% 103%	46 -105 151 3 -9 8	/SE 1% -6% 10% 1% -5% 10% -0%	745 289 456 51 23 16 27	/SE 23% 17% 30% 14% 14% 20% 18%	791 184 607 55 14 25 27	510 96 414 30 10 14 15	/SE 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8%	6,541 3,495 3,046 750 323 164 300	76% 94% 63% 316% 71% 49% 719%
Total Total New IRB JM Munich Mapfre XL Chubb	04/1939 05/2008 05/2008 11/2008 12/2008 11/2009	4,284 1,862 2,422 119 227 166 21 63	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8%	3,721 1,547 2,173 75 199 147 19 53	3,621 1,539 2,082 63 238 110 15 79	72% 82% 64% 44% 63% 102% 66% 60%	2% 2% 3% 0% 2% 1% 3% 3%	1% 3% -1% 13% 7% 3% 0% -1%	7% 10% 5% 6% 9% 3% 12% 10%	4% 3% 4% 5% 4% 5% 12% 3%	14% 18% 11% 24% 23% 13% 28% 15%	86% 100% 75% 68% 86% 115% 94% 75%	13% 7% 17% 27% 18% -22% 10% 48%	99% 107% 93% 95% 104% 93% 103% 123%	46 -105 151 3 -9 8 -	/SE 1% -6% 10% 1% -5% 10% -0% -0%	745 289 456 51 23 16 27 21	/SE 23% 17% 30% 14% 14% 20% 18% 45%	791 184 607 55 14 25 27	510 96 414 30 10 14 15	/SE 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2%	6,541 3,495 3,046 750 323 164 300 91	76% 94% 63% 316% 71% 49% 719%
Total Total New IRB JM Munich Mapfre XL Chubb	04/1939 05/2008 05/2008 11/2008 12/2008 11/2009 01/2011	4,284 1,862 2,422 119 227 166 21 63 138	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2%	3,721 1,547 2,173 75 199 147 19 53 119	3,621 1,539 2,082 63 238 110 15 79 133	72% 82% 64% 44% 63% 102% 66% 60% 52%	2% 2% 3% 0% 2% 1% 3% 3% 3%	1% 3% -1% 13% 7% 3% 0% -1% 7%	7% 10% 5% 6% 9% 3% 12% 10% 5%	4% 3% 4% 5% 4% 5% 12% 3% 3%	14% 18% 11% 24% 23% 13% 28% 15% 18%	86% 100% 75% 68% 86% 115% 94% 75% 70%	13% 7% 17% 27% 18% -22% 10% 48% 29%	99% 107% 93% 95% 104% 93% 103% 123% 99%	46 -105 151 3 -9 8 -	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1%	745 289 456 51 23 16 27	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11%	791 184 607 55 14 25 27 2 15	510 96 414 30 10 14 15 1	/SE 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2%	6,541 3,495 3,046 750 323 164 300 91 271	76% 94% 63% 316% 71% 49% 719% 72% 98%
Total Total New IRB JM Munich Mapfre XL Chubb Austral	04/1939 05/2008 05/2008 11/2008 12/2008 11/2009 01/2011 04/2011	4,284 1,862 2,422 119 227 166 21 63 138 35	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3%	3,721 1,547 2,173 75 199 147 19 53 119 24	3,621 1,539 2,082 63 238 110 15 79 133 38	72% 82% 64% 44% 63% 102% 66% 60% 52% 255%	2% 2% 3% 0% 2% 1% 3% 3% 3%	1% 3% -1% 13% 7% 3% 0% -1% 7% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5%	4% 3% 4% 5% 4% 5% 12% 3% 3% 4%	14% 18% 11% 24% 23% 13% 28% 15% 18%	86% 100% 75% 68% 86% 115% 94% 75% 70% 271%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132%	99% 107% 93% 95% 104% 93% 103% 123% 99% 138%	46 -105 151 3 -9 8 - -18 1 -15	/SE 1% -6% 10% 1% -5% 10% -0% -40% -41%	745 289 456 51 23 16 27 21 14	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11% 6%	791 184 607 55 14 25 27 2 15	510 96 414 30 10 14 15 1 13 -12	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2%	6,541 3,495 3,046 750 323 164 300 91 271 72	76% 94% 63% 316% 71% 49% 719% 72% 98% 103%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich	04/1939 05/2008 05/2008 11/2008 12/2008 11/2009 01/2011 04/2011 01/2012	4,284 1,862 2,422 119 227 166 21 63 138 35 346	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1%	3,721 1,547 2,173 75 199 147 19 53 119 24 291	3,621 1,539 2,082 63 238 110 15 79 133 38 275	72% 82% 64% 44% 63% 102% 66% 60% 52% 255% 89%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0%	1% 3% -1% 13% 7% 3% 0% -1% 0% 0% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11%	4% 3% 4% 5% 4% 5% 12% 3% 3% 4% 2%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3%	86% 100% 75% 68% 86% 115% 94% 75% 70% 271%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 7%	99% 107% 93% 95% 104% 93% 103% 123% 99%	46 -105 151 3 -9 8 - -18 1 -15	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1%	745 289 456 51 23 16 27 21 14 2	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11% 6% 30%	791 184 607 55 14 25 27 2 15 -13	510 96 414 30 10 14 15 1 13 -12 20	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3%	6,541 3,495 3,046 750 323 164 300 91 271 72 236	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012	4,284 1,862 2,422 119 227 166 21 63 138 35 346 23	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6%	9remium 3,721 1,547 2,173 75 199 147 19 53 119 24 291 16	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18	72% 82% 64% 44% 63% 102% 66% 60% 52% 255% 89%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0%	1% 3% -1% 13% 7% 3% 0% -1% 0% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 1% 88%	4% 3% 4% 5% 4% 5% 12% 3% 4% 2% 7%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 7% 18%	99% 107% 93% 95% 104% 93% 103% 123% 99% 138% 99%	46 -105 151 3 -9 8 - -18 1 -15 1	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34%	745 289 456 51 23 16 27 21 14 2 36	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11% 6% 30% 15%	791 184 607 55 14 25 27 2 15 -13 37	510 96 414 30 10 14 15 1 13 -12 20	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5% -19.2%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% -18.8%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel Swiss	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012	4,284 1,862 2,422 119 227 166 21 63 138 35 346 23 190	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6% 23.5%	9remium 3,721 1,547 2,173 75 199 147 19 53 119 24 291 16 145	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18	72% 82% 64% 44% 63% 102% 66% 52% 255% 89% 56% 159%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0%	1% 3% -1% 13% -1% 3% 0% -1% 0% 0% -1% 0% 0% 1%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 11% 88% 10%	4% 3% 4% 5% 4% 5% 12% 3% 3% 4% 2% 7% 3%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99% 16%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155% 175%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 7% 18% -66%	99% 107% 93% 95% 104% 93% 123% 99% 138% 99% 173% 109%	46 -105 151 3 -9 8 - -18 1 -15 1 -13 -11	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34% -10%	745 289 456 51 23 16 27 21 14 2 36 6	/SE 23% 17% 30% 14% 14% 20% 18% 45% 6% 30% 15% 21%	791 184 607 55 14 25 27 2 15 -13 37 -7	510 96 414 30 10 14 15 1 13 -12 20 -7 6	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5% -19.2% 11.0%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% -18.8% 6.1%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76 208	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164% 55%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel Swiss Terra Brasis	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012 06/2012 10/2012	9rem. 4,284 1,862 2,422 119 227 166 21 63 138 35 346 23 190 47	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6% 23.5%	9remium 3,721 1,547 2,173 75 199 147 19 23 119 24 291 16 145 40	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18 122 45	72% 82% 64% 44% 63% 102% 66% 52% 255% 89% 56% 159% 82%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0%	1% 3% -1% 13% 7% 3% 0% -1% 7% 0% 0% 1% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 11% 88% 10% 14%	4% 3% 4% 5% 4% 5% 12% 3% 4% 2% 7% 3%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99% 16% 21%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155% 175%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 7% 186% -56%	99% 107% 93% 95% 104% 93% 123% 99% 138% 99% 173% 109%	46 -105 151 3 -9 8 -18 1 -15 1 -13 -11 -4	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34% -10% -8%	745 289 456 51 23 16 27 21 14 2 36 6 22 10	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11% 6% 30% 15% 21%	791 184 607 55 14 25 27 2 15 -13 37 -7 11 6	510 96 414 30 10 14 15 1 13 -12 20 -7 6	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5% -19.2% 11.0% 11.6%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% -18.8% 6.1% 7.3%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76 208 101	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164% 55%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel Swiss Terra Brasis Allianz	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012 06/2012 10/2012 12/2012	9rem. 4,284 1,862 2,422 119 227 166 21 63 138 35 346 23 190 47 206	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6% 23.5% 14.2%	9remium 3,721 1,547 2,173 75 199 147 19 53 119 24 291 16 145 40 185	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18 122 45 230	72% 82% 64% 44% 63% 102% 66% 52% 255% 89% 56% 159% 82%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0% 4%	1% 3% -1% 13% 7% 3% 0% -1% 0% 0% 1% 0% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 1% 88% 10% 14%	4% 3% 4% 5% 4% 5% 12% 3% 4% 2% 7% 3% 4%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99% 16% 21% 18%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155% 175% 104% 68%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 5% 48% 5% 42%	99% 107% 93% 95% 104% 93% 123% 99% 138% 99% 173% 109% 110%	46 -105 151 3 -9 8 - -18 1 -15 1 -13 -11	1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34% -10% -8% -20%	745 289 456 51 23 16 27 21 14 2 36 6 22 10 28	/SE 23% 17% 30% 14% 14% 20% 18% 45% 6% 30% 15% 21% 19% 26%	791 184 607 55 14 25 27 2 15 -13 37 -7 11 6 6	510 96 414 30 10 14 15 1 13 -12 20 -7 6 4	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5% -19.2% 11.0% 11.6% 5.3%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% -18.8% 6.1% 7.3% 2.7%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76 208 101 219	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164% 55% 107% 53%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel Swiss Terra Brasis Allianz BTG	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012 06/2012 10/2012 12/2012 02/2013	9rem. 4,284 1,862 2,422 119 227 166 21 63 138 35 346 23 190 47 206 114	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6% 23.5% 14.2%	9remium 3,721 1,547 2,173 75 199 147 19 53 119 24 291 16 145 40 185 91	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18 122 45 230 53	72% 82% 64% 44% 63% 102% 66% 52% 255% 89% 56% 159% 82% 50%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0% 4% 2% 4%	1% 3% -1% 13% 7% 3% 0% -1% 0% 0% 1% 0% 0% 6%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 1% 88% 10% 14% 12% 10%	4% 3% 4% 5% 4% 5% 12% 3% 4% 2% 7% 4% 2%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99% 16% 21% 18%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155% 104% 68% 23%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 5% 48% 66% 60%	99% 107% 93% 95% 104% 93% 123% 99% 138% 99% 173% 109% 110% 83%	46 -105 151 3 -9 8 -18 1 -15 1 -13 -11 -4 -22	/SE 1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34% -10% -8% -20% 5%	745 289 456 51 23 16 27 21 14 2 36 6 22 10 28 27	/SE 23% 17% 30% 14% 14% 20% 18% 45% 11% 6% 30% 15% 21% 19% 26% 14%	791 184 607 55 14 25 27 2 15 -13 37 -7 11 6 6 36	510 96 414 30 10 14 15 1 13 -12 20 -7 6 4 3 20	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 11.0% 11.6% 5.3% 18.7%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% 6.1% 7.3% 2.7% 10.3%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76 208 101 219 387	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164% 55% 107% 53% 170%
Total Total New IRB JM Munich Mapfre XL Chubb Austral AIG Zurich Markel Swiss Terra Brasis Allianz	04/1939 05/2008 05/2008 11/2008 11/2008 11/2009 01/2011 04/2011 01/2012 01/2012 06/2012 10/2012 12/2012	9rem. 4,284 1,862 2,422 119 227 166 21 63 138 35 346 23 190 47 206	13.1% 16.9% 10.3% 37.0% 12.3% 11.9% 9.7% 15.8% 14.2% 30.3% 16.1% 31.6% 23.5% 14.2%	9remium 3,721 1,547 2,173 75 199 147 19 53 119 24 291 16 145 40 185	9 3,621 1,539 2,082 63 238 110 15 79 133 38 275 18 122 45 230	72% 82% 64% 44% 63% 102% 66% 52% 255% 89% 56% 159% 82%	2% 2% 3% 0% 2% 1% 3% 3% 0% 0% 4%	1% 3% -1% 13% 7% 3% 0% -1% 0% 0% 1% 0% 0%	7% 10% 5% 6% 9% 3% 12% 10% 5% 11% 1% 88% 10% 14%	4% 3% 4% 5% 4% 5% 12% 3% 4% 2% 7% 3% 4%	14% 18% 11% 24% 23% 13% 28% 15% 16% 3% 99% 16% 21% 18% 22% 12%	86% 100% 75% 68% 86% 115% 94% 75% 271% 92% 155% 175% 104% 68%	13% 7% 17% 27% 18% -22% 10% 48% 29% -132% 5% 48% 5% 42%	99% 107% 93% 95% 104% 93% 123% 99% 138% 99% 173% 109% 110%	46 -105 151 3 -9 8 -18 1 -15 1 -13 -11 -4 -22	1% -6% 10% 1% -5% 10% -0% -40% 1% -41% 1% -34% -10% -8% -20%	745 289 456 51 23 16 27 21 14 2 36 6 22 10 28	/SE 23% 17% 30% 14% 14% 20% 18% 45% 6% 30% 15% 21% 19% 26%	791 184 607 55 14 25 27 2 15 -13 37 -7 11 6 6	510 96 414 30 10 14 15 1 13 -12 20 -7 6 4 3 20 -3	/\$E 24.2% 10.5% 39.8% 14.5% 8.8% 30.0% 17.8% 5.2% 11.0% -34.9% 31.5% -19.2% 11.0% 11.6% 5.3%	15.6% 5.5% 27.2% 7.9% 5.9% 17.5% 9.8% 2.2% 9.2% -32.6% 17.3% -18.8% 6.1% 7.3% 2.7%	6,541 3,495 3,046 750 323 164 300 91 271 72 236 76 208 101 219	76% 94% 63% 316% 71% 49% 719% 72% 98% 103% 34% 164% 55% 107% 53%

Total New: All reinsurers except IRB Gross Prem.: Gross Written Premium (BRL) % Com: Commission paid to Cedants

Net Premium: Net Written Premium (BRL)

Earned Premium : Earned Premium (BRL) % L : Losses

% B : Brokerage **%OE**: Other Expenses %AE : Administrative Expenses

%TE: Tax Expenses **%ER**: Expense Ratio (%B + %OD + %DA)

%CR pre RR: Combined Ratio Pre Retrocession Result (%S+%ER)

%RR: Retrocession Result

%CR: Combined Ratio (%S+%ER+%RR)

RSub: Subscription Result

RSub/SE: Annualized Subscription Result / Net end-of-period Shareholder's Equity

 $\ensuremath{\mathbf{RInv}}$: Investment Result plus non-recurring gains and equity pickup

RInv/SE: Annualized Investment Result / Net end-of-period Shareholder's Equity

RGro: Gross Result (RSub + RInv)

RNet: Net Result (RGro minus income tax, social contributions and profit sharing)

SE: End of Period Net Shareholder's Equity

RGro/SE: Gross Result / Shareholder's Equity

ROE: Return on Equity Annualized (before Income Tax, Social Contributions, Profit Sharing)

%SLV: Solvency Margin, End-of-period SE/Annualized Gross Written Reinsurance

June 2017 Terra Brasis Resseguros

Local Reinsurers from January to June 2017 results:

		2017/06			January	to June 2017			2017/06	2016/06
Company	Start of Operation	Shareholder's Equity	Gross Written Premium	Written Premium	Earned Premium	Reinsurance Operational Result	Financial Result	Gross Profit	Net P	rofit
IRB	04/1939	3,272	2,734	2,547	2,195	279	377	655	454	414
JM	05/2008	680	162	105	73	5	38	44	24	30
Munich	05/2008	402	288	238	209	-8	64	56	30	10
Mapfre	11/2008	187	111	95	98	8	20	29	16	14
XL	12/2008	291	29	24	23	1	26	27	15	15
Chubb	11/2009	106	39	28	53	-28	18	-10	-6	1
Austral	01/2011	259	307	261	274	-7	19	12	9	13
AIG	04/2011	102	40	27	60	2	10	12	7	-12
Zurich	01/2012	252	373	300	257	-11	37	26	14	20
Markel	01/2012	76	25	20	18	-11	7	-4	-5	-7
Swiss	06/2012	234	166	141	112	-8	31	24	14	6
Terra Brasis	10/2012	113	71	57	51	-8	9	1	2	4
Allianz	12/2012	233	137	113	148	-26	39	13	6	3
BTG	02/2013	375	214	170	76	5	28	33	18	20
AXA	08/2014	100	171	133	120	-3	8	5	3	-3
Scor	08/2014	279	118	114	75	-9	-2	-11	-11	-18
Total Locals		6,962	4,984	4,373	3,842	182	730	912	589	510
Total without IRB		3,690	2,250	1,826	1,647	-97	353	256	135	96

Source: Susep, Terra Brasis Re Note: Figures in BRL millions