

Brazilian Insurance Market

Outlook



April 2024



Representation

98.1% of the **INSURANCE SECTOR** companies

35.3% of the **SUPPLEMENTARY HEALTH** plan operators

99% of the insurance companies specialized **IN HEALTH**



National Federation
of General Insurance
Companies

73

affiliates



National Federation
of Private Pension and
Life Insurance Companies

64

affiliates



National Federation of
Supplementary Health
Insurance Companies

16

affiliates



National Federation of
Capitalization
Securities Companies

17

affiliates

BRAZILIAN INSURANCE MARKET OVERVIEW

132
insurance
companies



916*
supplementary health
insurance companies
and plan operators



13
open supplementary
pension entities



**255
thousand**
jobs



123
reinsurance
companies



19
capitalization
companies



128.9 thousand
insurance brokers



INSURANCE MARKET CONTRIBUTIONS TO THE ECONOMY



Institutional investor financing approximately **25.9%** of the national debt



Financial assets of R\$ 2.1 trillion, comprising savings to **guarantee wealth, ensure incomes and other benefits** to Brazilian families



Revenues that reach **6.2%** of the **GDP**



TRACK RECORD OF THE BRAZILIAN INSURANCE MARKET



CLAIMS

R\$ 460.8 billion*
in 2023



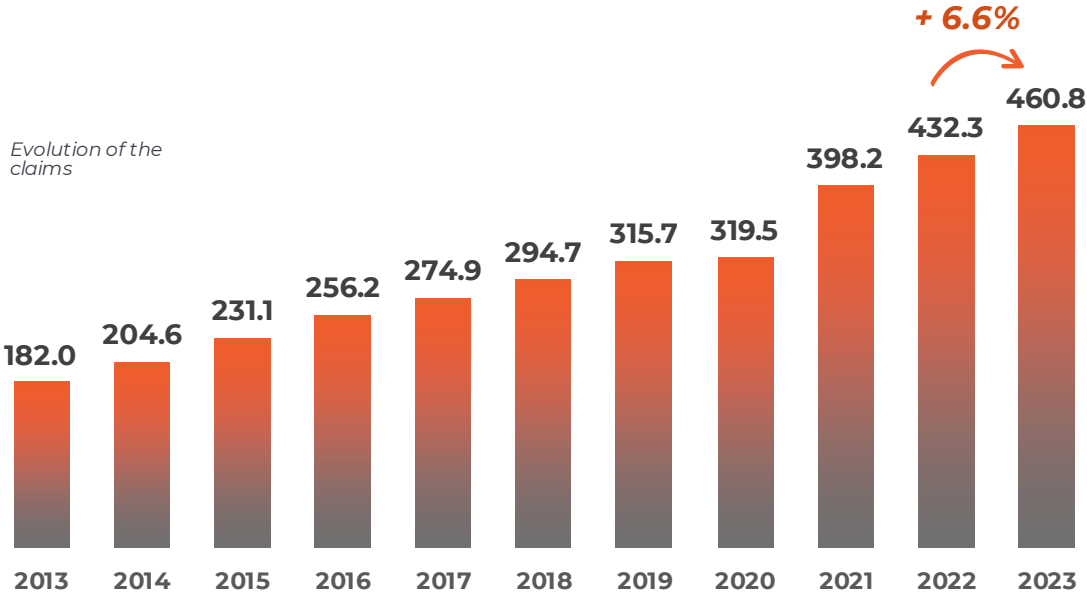
REVENUE

R\$ 660.5 billion*
in 2023

TRACK RECORD OF THE BRAZILIAN INSURANCE MARKET

CLAIMS
R\$ 460.8 billion*

in 2023



Source: Susep and ANS (with data projected for the end of 2023)

*Without DPVAT

TRACK RECORD OF THE BRAZILIAN INSURANCE MARKET

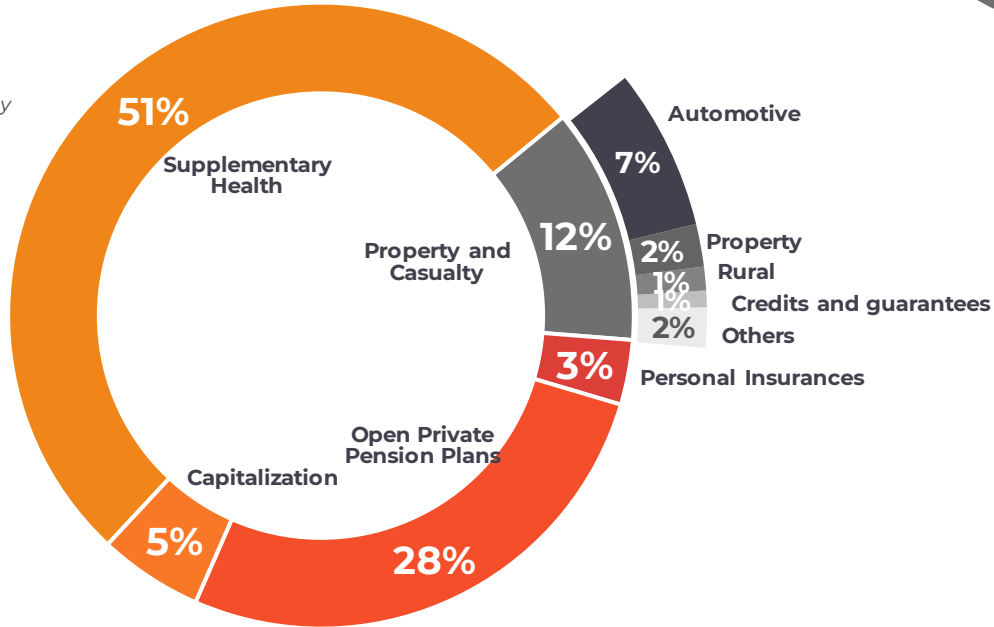
CLAIMS
R\$ 460.8 billion*

in 2023

+6.6%
in 12 months



Distribution by segment



* The CNseg projection was used for Health
Observation: Traditional plans were counted together with Open Pension

TRACK RECORD OF THE BRAZILIAN INSURANCE MARKET

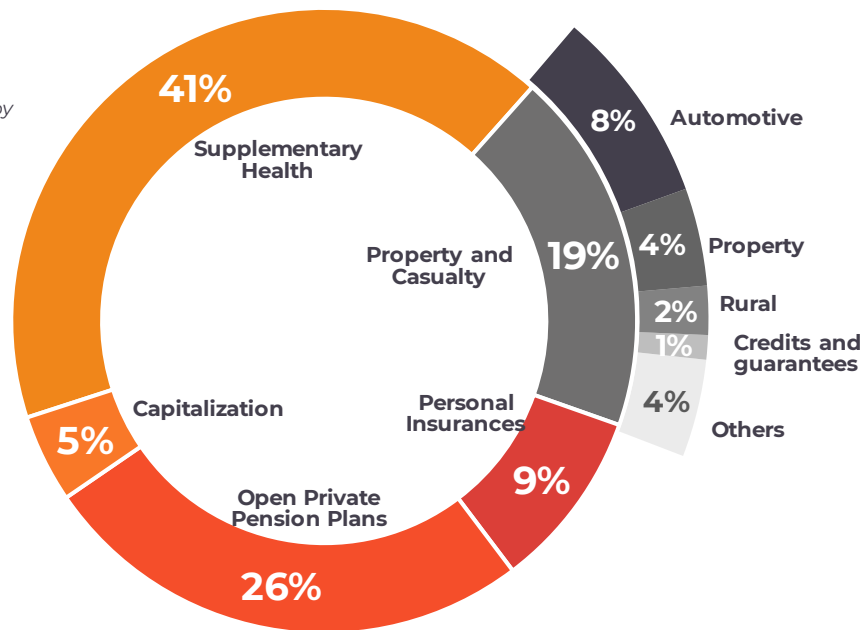
REVENUE

R\$ 660.5 billion*

in 2023

+10%
in 12 months

Distribution by segment

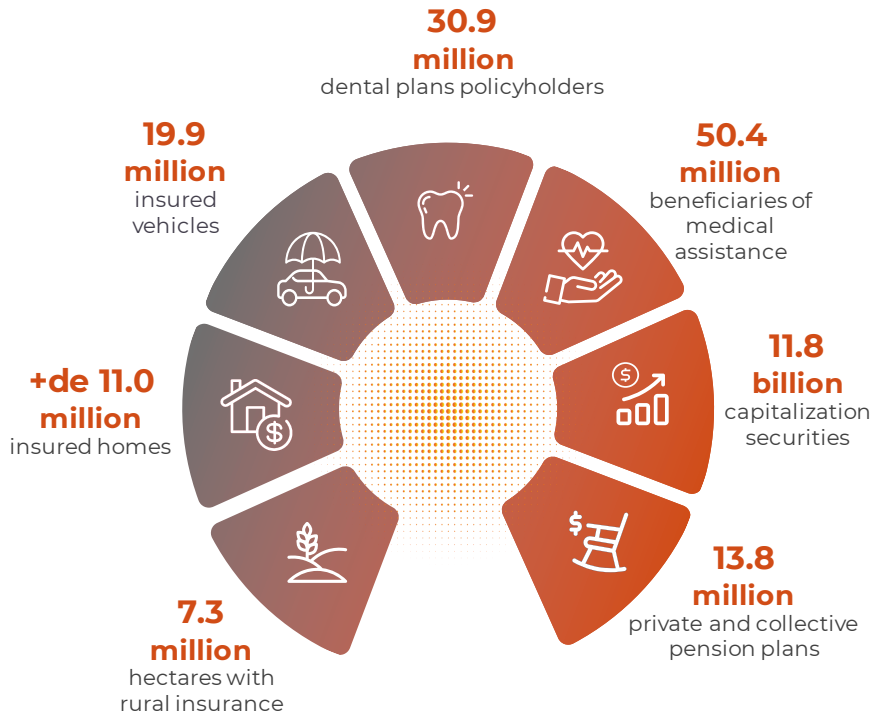


* The CNseg projection was used for Health

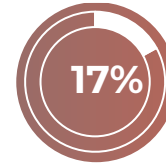
Observation: Traditional plans were counted together with Open Pension

FACTS AND FIGURES: BRAZILIAN INSURANCE MARKET

Insurance distribution sector in 2022



of the national
vehicle fleet
is insured



of the
Brazilian
homes have
residential
insurance



of the
economically
active population
have **private**
pension



of the
population
have **Medical**
Care Plans



of the
population
have **Dental**
Plans



of the
companies
have
Capitalization
Products

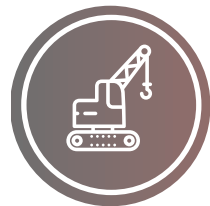


of the adult
population
have
Capitalization
Products



of the
cultivated
area of the
country is
insured

THE IMPACT OF INSURANCE ON SOCIETY (2023)



**Investments
in Infrastructure**
R\$ 1.6 bi in insurance
against risks of large projects



Mitigation of default
R\$ 4.1 bi in claims (credit life insurance and mortgage insurance), in a scenario where **76.6% of the Brazilian families are in debt**



**Income guarantee with
Rural Insurance**
R\$ 4.7 bi in claims, **benefitting over 70.2 thousand producers**
(Data MAPA – PSR 2022)



Life Protection
R\$ 15.1 bi in claims for risk products, corresponding to **over 167 thousand families** receiving the top layer wage of the INSS benefit
Over R\$ 123.1 bi in accumulation products or the equivalent to **15.4% of the total benefits issued (stock)** paid by the INSS (2023)



**Protection of the digital
economy**
Growth of **17.1% (R\$ 203.3 m)** in contracting of **cyber risk** insurance



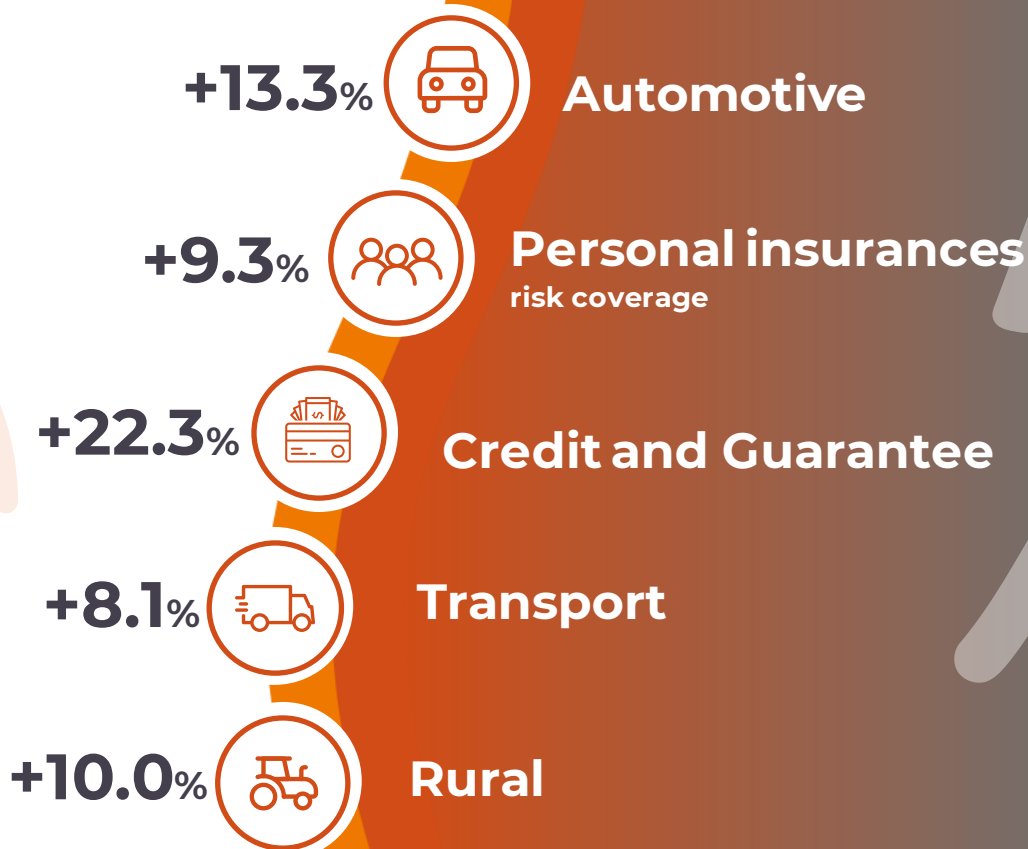
Property Maintenance
R\$ 31.5 bi in car insurance, equivalent to **over 450 thousand vehicles** at an average value of R\$ 70 thousand each

PROJECTIONS TO 2024 **REVENUE**

Brazilian Insurance Market

+11.0%
(including Health)

+ 12.0%
(excluding Health)



INSURANCE MARKET DEVELOPMENT PLAN

- A tool **built jointly** by the **most important actors in the insurance market**
- It presents **initiatives** that favor, on the horizon until **2030**, the **expansion of benefits** guaranteed to **society and** the **greater participation of the sector in the Brazilian GDP**

Where do we want to get to?



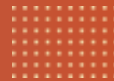
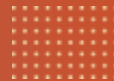
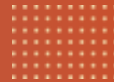
Expand by **20%** the portion of the **population served** by the **sector**



Indemnities: reach **6.5% of GDP by 2030**, or **R\$ 731.5 billion, in current numbers**



Revenue: reach **10.1% of GDP**, or **R\$ 1.13 trillion, in current numbers**

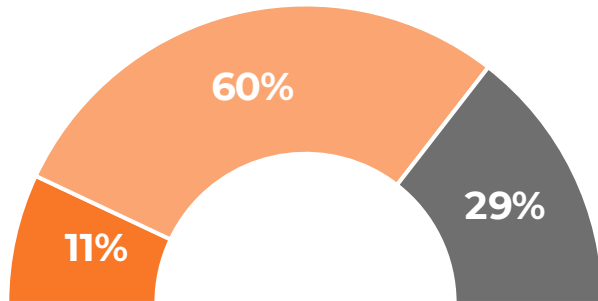


CNseg news by WhatsApp
Shortened URL: <https://t.ly/07hA>

INSURANCE MARKET DEVELOPMENT PLAN

Deliverables 2023

Initiatives completed/year
Until 2030



- ❖ Completed
- ❖ Ongoing
- ❖ Not initiated



65 initiatives



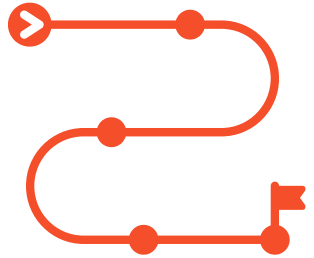
39 ongoing



7 completed

Average: **12.5%** of the
initiatives
completed/year
until 2030

ROADMAP 2024



28 initiatives ongoing with delivery expected in 2024

6 perennial initiatives which will be delivered throughout the IMDP journey

Focus in 2024



34 initiatives

52% of the IMDP



PRODUCTS AND SERVICES



- Over **140 affiliates served**
- **31 products available**
- Focus on **innovation, technological solutions** that enable to:
 - ✓ Prevent and combat **frauds**
 - ✓ Increase revenue and **reduce costs**
 - ✓ Enhance **pricing, quoting, underwriting** and **regulation** of claims processes
 - ✓ Mitigate **risks**
 - ✓ Maintain **legal compliance**

Data-driven solutions aligned with LGPD (General Data Protection Law)

- **Portfolio for 8 lines of business:**



Vehicle



Capitalization



Rural



Supplementary Health



Credit and Guarantee



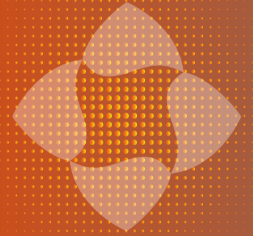
Property



Transportation



Life and Pension



TRENDS AND INNOVATIONS



Regulatory Modernization

flexibility in products



Artificial Intelligence

pricing and supply



Digitalization of processes

cost reduction and agility



Payment via PIX

new consumers



5G and 'Internet of Things'

new horizons



Open Insurance

opportunities and challenges

Dyogo Oliveira



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