

REthinking Reinsurance in Latin America

INSTITUCIONAL PRESENTATION

2S2021

AUSTRAL / Re

A / Re

We are a Latin
American reinsurer
for those **seeking**
value in a true
partner.

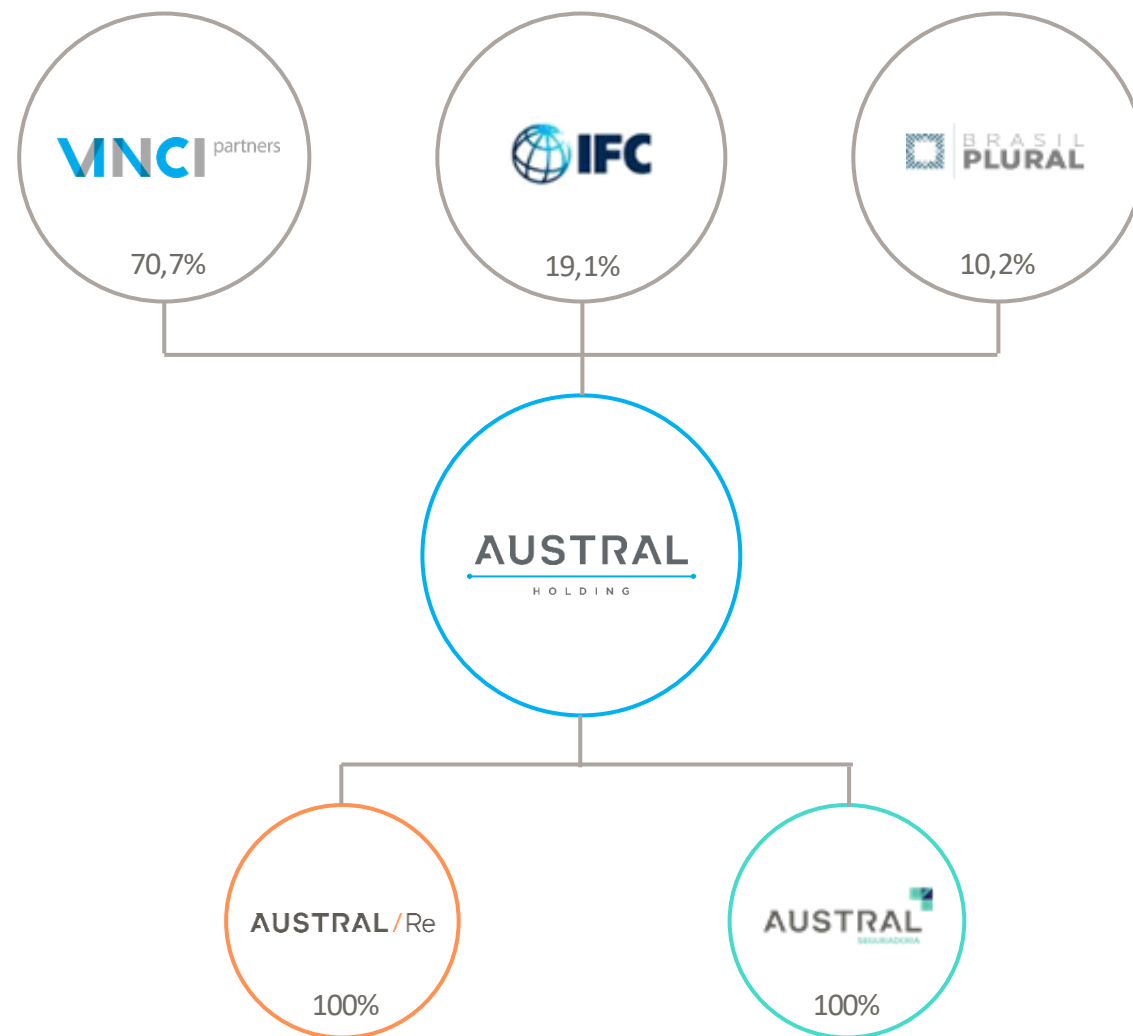


1

We invest in knowledge,
technology, and the best
professionals to truly
innovate with autonomy
and accountability.

Strong Sharehold base

Ownership Structure



Vinci Partners (NASDAQ: VINP) is one of Brazil's leading alternative investment platform specialized in asset management, wealth management and financial advisory with R\$58 billion under management, 318 funds/vehicles and 34 partners with complementary experiences.



IFC, a member of the World Bank Group, is the largest global development institution focused on the private sector in developing countries with \$31.5 billion in investment commitments in FY21. The IFC's Aaa rating (Moody's) is underpinned by its strong capital position, abundant liquidity, diversified portfolio and highly rated shareholder base.



Brasil Plural is a complete multiple bank which focuses on structured finance, financial advisory and asset management. The Bank delivers a strong performance in the Real Estate and Gas and Power markets.

High
qualified and
experienced
leaders

Strong
Management Team



Bruno Freire
CEO



Elias Silva
Facultative
Underwriting Director



Maria Victoria
Barará
P&C Brazil
Treaty Underwriting
Director



Alessandra
Monteiro
Life and Health
Underwriting
Director



Hernan Moreno
LatAm Underwriting
Director



Rodolfo Rodriguez
CRO





2

With agility and innovation, we offer customized solutions to meet the needs of our partners in different segments.

Our entrepreneur journey and history

Strategic Vision to create the 2nd Player in Brazil



Beginning of operations
AUSTRAL / Re
Multiline Approach
Founded by Vinci partners
Regulatory approval reinsurance business



2011



2014



Equity Investment from IFC

Started expansion to other countries in Latin America ¹



2015



2018

S&P Global Ratings

Austral Holding Rating upgrade to **brAAA**



Merger with Terra Brasis, Creating the second largest local reinsurer in Brazil



2019



2020



Austral Holding Receives positive outlook



Incorporation of Markel Reinsurance Brazil is concluded



2021

Source: Company Note: 1. Austral Re has operating licenses in all countries in LatAm except for Chile, Uruguay and Venezuela

Our Eco System

Key points that
make the
difference to
our clientes
and partners



New Solutions

Product development to serve clients' needs, bringing personalized solutions



We are Specialist

Executive team with longstanding commercial relationships and high technical skills



Know-how

Deep understanding of regional regulatory framework ensures significant commercial agility



Efficiency and Productivity

Increased operating scale through digitalization and advantage of shared General & Administrative expense synergies



Agility and Assertiveness

Local management with decision-making authority minimizes bureaucracy to develop services



Multiline Knowledge

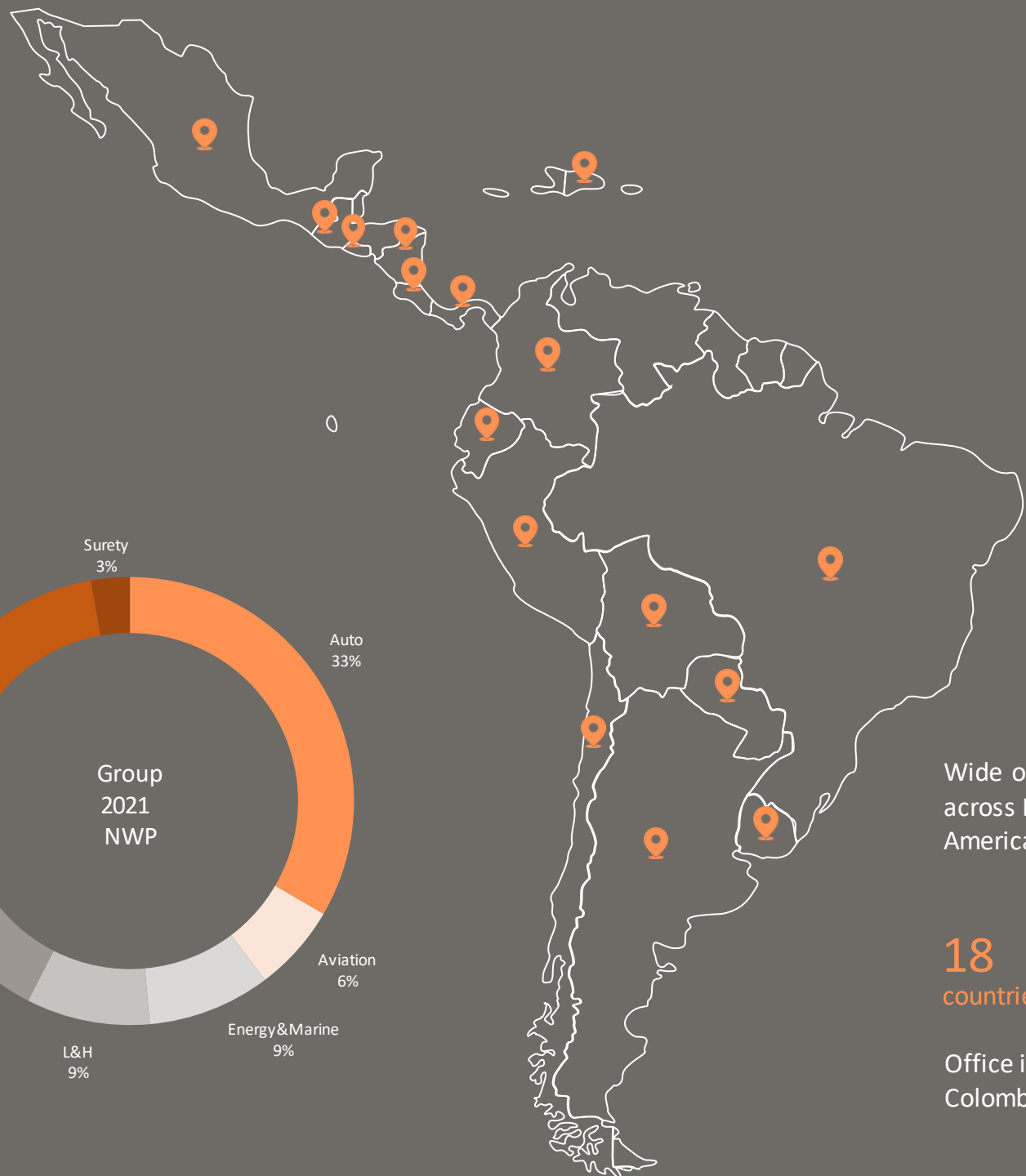
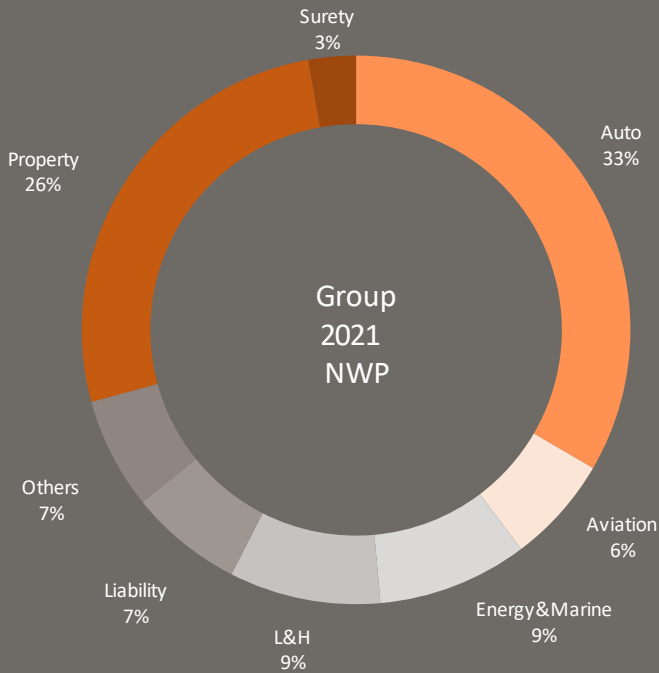
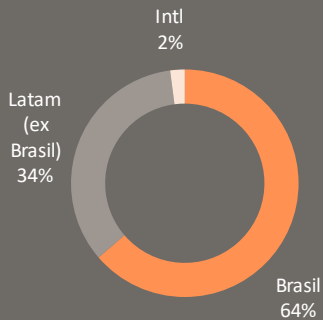
Diversified knowledge across multiple lines of business, including Life & Non-life segments

A well-positioned company ready to face challenges

Diversified book of business

Know-how in different market segments

Long term relationship with clients



Wide operation across Latin America

18 countries

Office in Colombia

Strong capital strategy with high solvency levels

230%
Solvency Ratio

S&P
brAAA

AMBest
B++
With positive Outlook

V@r 99.6% with
46%
Sufficiency according to AMBest Bcar standards



Strong reinsurance panel with highly rated local and global companies



Sophisticated Risk Level analysis

brAAA
S&P Global Ratings

B++
(positive outlook)



Balance Sheet Strenght



Successful Acquisition



A constant equity increase and a very conservative solvency margin

We know the market

Austral
Report and
Insight



1st periodical about the Brazilian
(re)insurance market

Share of knowledge
Active participation
Market understanding

Distributed
to 2,000
professionals
across 5 continents

AUSTRAL INSIGHT



The impact of the pandemic on the
insurance market

An aerial photograph of a large container yard filled with colorful shipping containers. Yellow lines are painted on the ground, forming a grid-like pattern with various markings such as 'P4', 'P5', 'P6', 'P7', 'STOP', and '90'. An orange line starts from the left edge, passes through a white circle containing the number '3', and then extends diagonally across the image. The text 'We are committed to our values and principles with the highest ethical standards' is written in white on the left side of the image.

3

We are committed to
our values and
principles with the
highest ethical
standards

Austral Group Highlights

2021

70.0
Net Income

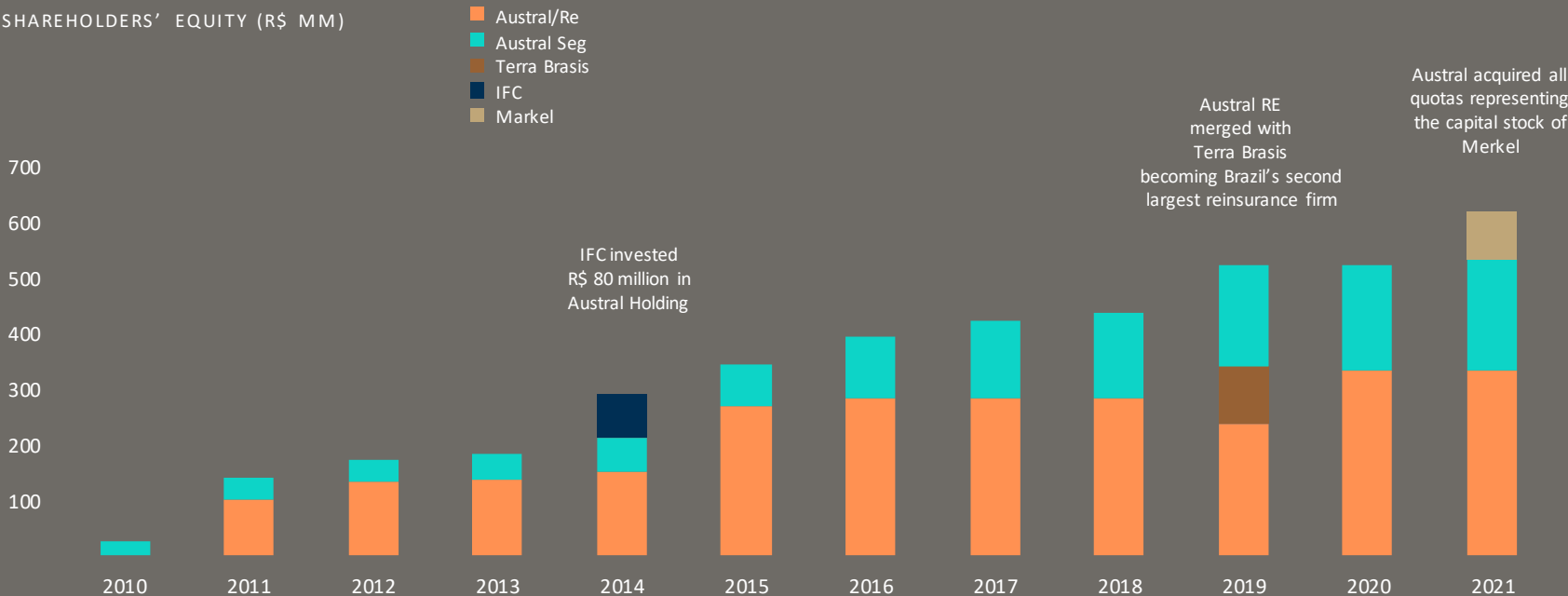
94.8%
Combined Ratio

2.1
GWP

569 mi
Equity

13.1%
ROE

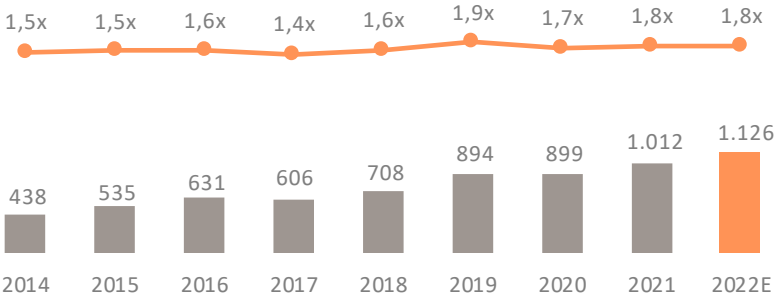
SHAREHOLDERS' EQUITY (R\$ MM)



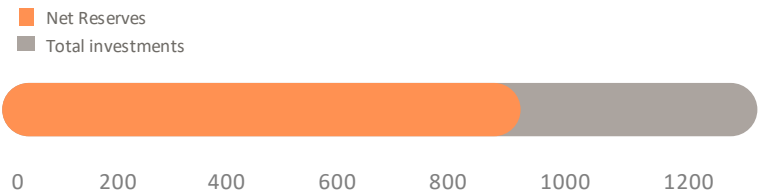
Assets Liquidity management supported by a conservative strategy

High volume of investments to face net reserves obligations

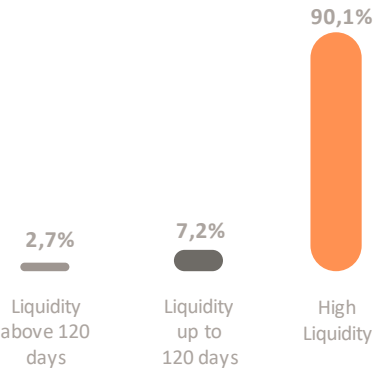
CASH AND INVESTMENTS



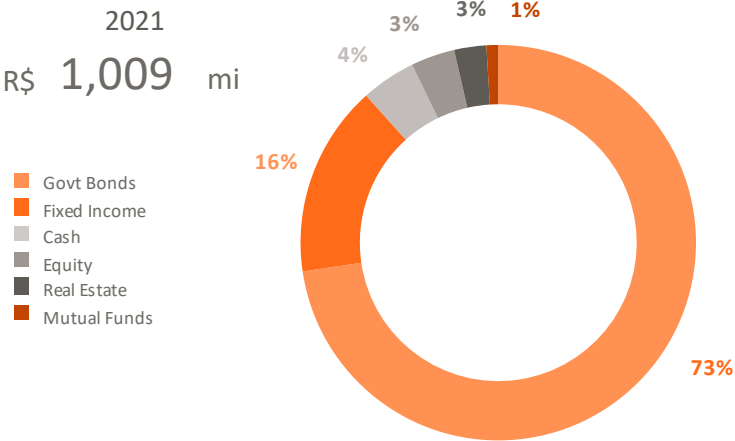
GUARANTEE ASSETS AS OF FEB 2022



PORTFOLIO LIQUIDITY

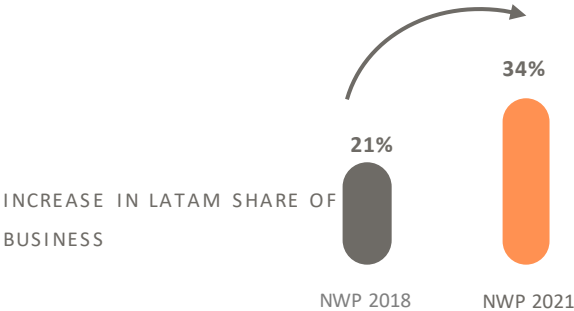
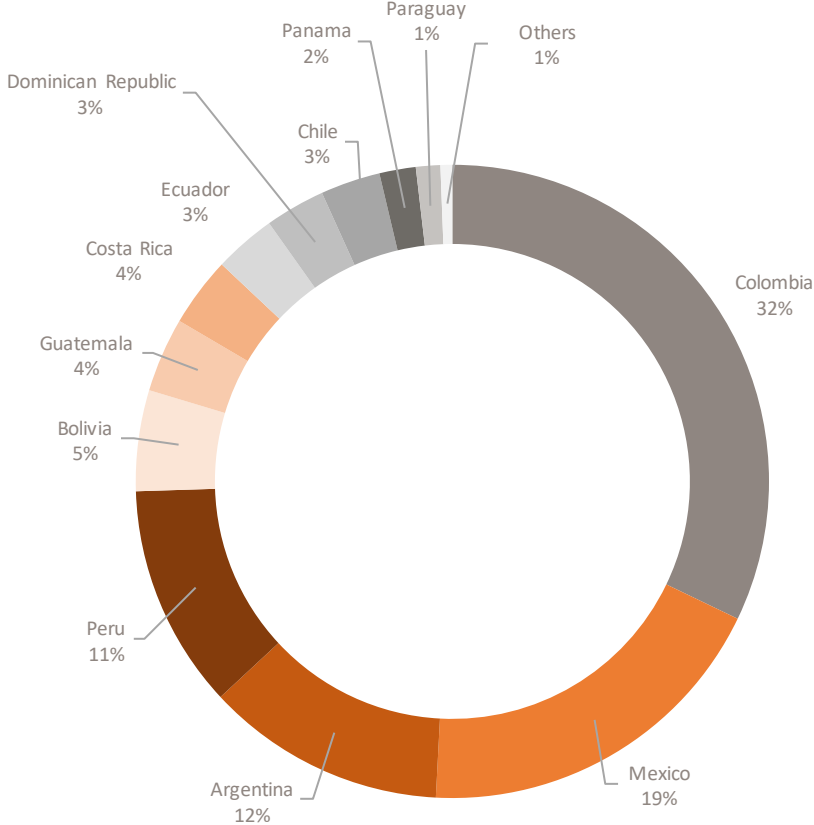
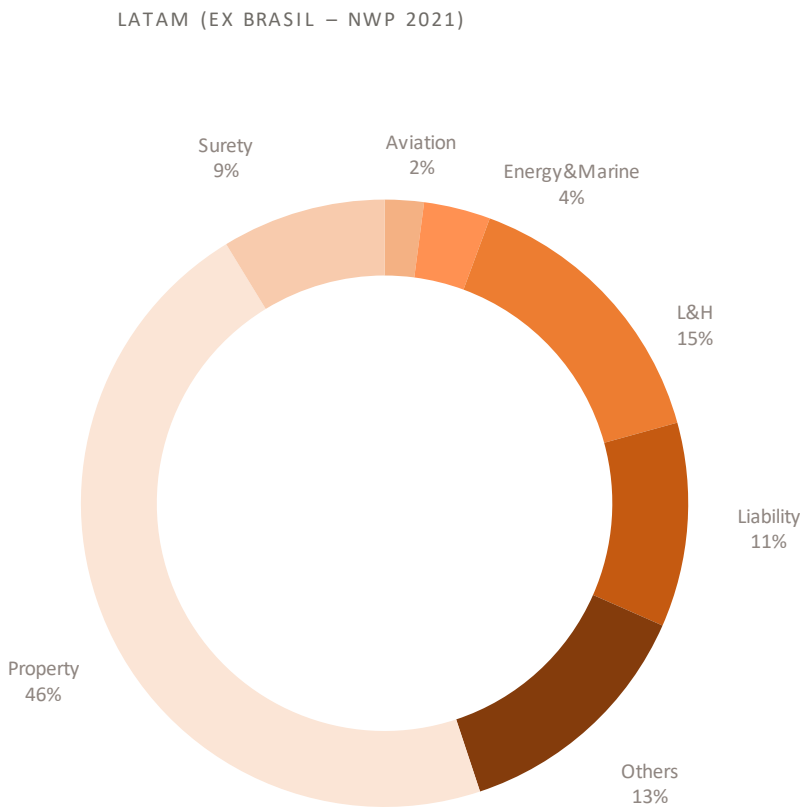


ASSETS PORTFOLIO STRATEGY



Focus on regional market with a diversified book of business

Geographic Expansion Across Latam






4

We seek profitability,
growth and to keep our
volatility under control,
protecting our capital
strenght


Well-established
corporate
Governance
initiatives


Ownership
Structure

Board Members





Bruno Zaremba
(Board Chairman)
VINCI PARTNERS







Gabriel Felzenszwalb
(Vice Chairman)
VINCI PARTNERS







Vinicius Albernaz
VINCI PARTNERS







Michael Cukierman
VINCI PARTNERS







Laura Gé
Independent Member






Margo Black
Independent Member





Sergio Goldenstein
Independent Member



Committees



RISK



HR &
COMPENSATION



AUDIT



INVESTMENTS



ETHICS

Strong and efficient governance aligned with risk appetite

Risk Framework



Overall Statment points

- | | | | |
|----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| We aim to be a reference in market, helping to leverage the business of our customers and partners | We seek growth, profitability and volatility control to ensure the solidity of our business | We seek to act as pioneers, preserving profitability and the technical level, keeping our commitment to our values | We value real, long-term partnerships and seek to be preferred partners for our customers – brokers are clients |
| All our operation is based on transparency and trust | We do not tolerate any conduct out of our ethical standards- We adopt a level of governance that preserves value, keeping the long-term interests of our stakeholders | We understand that people are an essential part of our strategy- we strengthen and develop our team | |



5

We believe that each action counts, so we are committed of continuously generating positive impacts on society by boosting initiatives that reaffirm our social responsibility.

We support and promote sustainable actions

Social-
environmental
programs

Initiatives



Na IFC invested company

We have a social-environmental guidelines established:

Training to all new employees;

Exclusion and attention list to avoid that we carry out social, reputational and environmental risks operations;

Annual report regarding the company's exposure to these risks



Recycling programs

Through the Organic Cycle Project, the company will adopt the composting of its organic waste

Discontinue the use of disposables within the company



KYC/E/S guidelines

Assessment procedures of our clients and business to determine their risk level regarding AML, reputational and Fraud risks;

Constant monitoring procedures;

Authority level to high-risk rated;



Valorization of our human capital

Several benefits and actions regarding our employees well-being and health;

Support the development of our staff with training and studying and also a Career and Succession Plan Development;

Discussions along diversity and corporate culture

Adoption of partial Work from Home Policy

Continuous work



Impact analysis to identify strength and opportunities regarding Environment, Community, Employees and Governance to develop actions



New SUSEP regulation regarding the theme - regulatory adaptation needed - more effective insertion into the risk framework

We support and promote actions in more than 8 development programs

Social impact Programs



Instituto Reação

NGO that promotes human development and social integration through sport and education



Fundação Dorina Nowill para cegos

Dedicated to the social inclusion of people with visual impairments in São Paulo for over 70 years



Roda de Palhaço

Promotes interventions in children's hospital seeking to entertain them



Projeto Lev

Promotes the socio-cultural participation of the elderly and people who face social exclusion, aiming to stimulate the integration and the sense of belonging of these people



Projeto Solar Meninos de Luz

Promotes integral education, culture, sports, support for professionalization, basic health care and social assistance to community families with a higher level of disruption



Estúdio Escola de Animação

Empowers young people from the public school system in Rio de Janeiro (RJ) in the language of animation, whether as an audience, form of expression or professional field



ONG Mundo Novo

Non-profit institution whose main objective is to transform the lives of children and adolescents through education and culture in Rio de Janeiro (RJ)



Projeto Tomates Verdes Fritos

Digital reading club, aimed at men and women over 60 and formed by 8 to 12 people, who meet in São Paulo once a week to read and talk about the same book

With the initiatives we sponsor, we are committed to helping formulate actions that contribute to the development of the communities and our society.

australre.com

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