



APRESENTAÇÃO INSTITUCIONAL

2025





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Nossa História

Ecosistema Porto

Nossa estrutura

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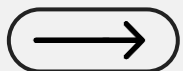
Verticais

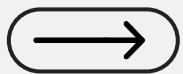
Governança Corporativa

Sustentabilidade

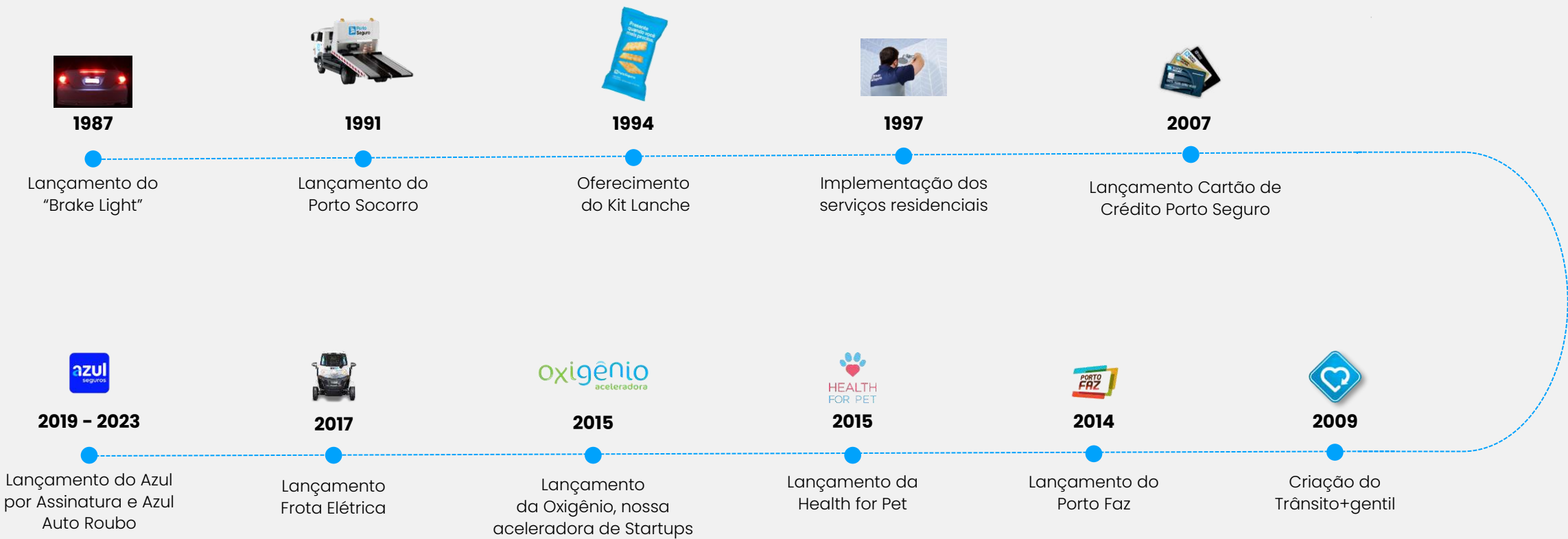


NOSSA HISTÓRIA





Iniciativas Históricas





ECOSSISTEMA PORTO



Dados Chave (2024)

Receita R\$ 36,9 bi

Lucro R\$ 2,6 bi

ROAE 20,0%

Market Cap² R\$ 23,6 bi

ADTV Médio² R\$ 83,9 mi
Últimos 60 dias

Representatividade da Receita e Lucro (2024)¹

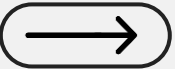
 **Porto Seguro** Rec.: **59%**
LL: **57%**

 **Porto Bank** Rec.: **16%**
LL: **22%**

 **Porto Saúde** Rec.: **18%**
LL: **14%**

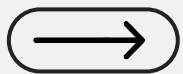
 **Porto Serviço** Rec.: **7%**
LL: **7%**

1. Considera apenas dados das verticais de negócios 2. Considera a posição de Dez/24.

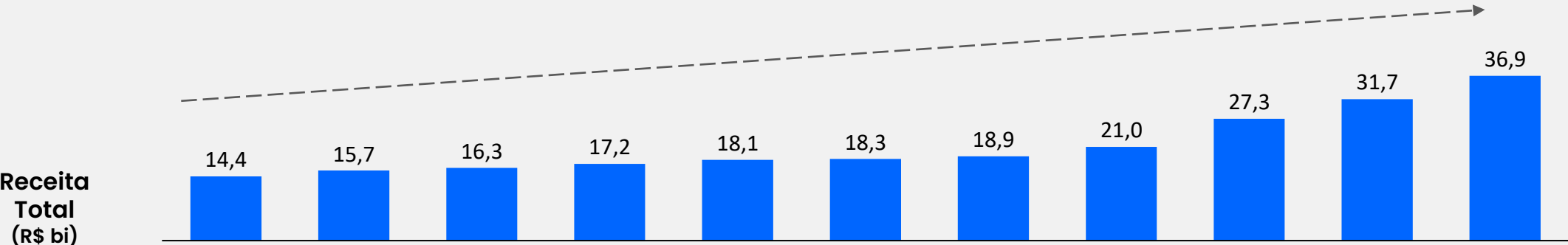


Principais Produtos – 2024

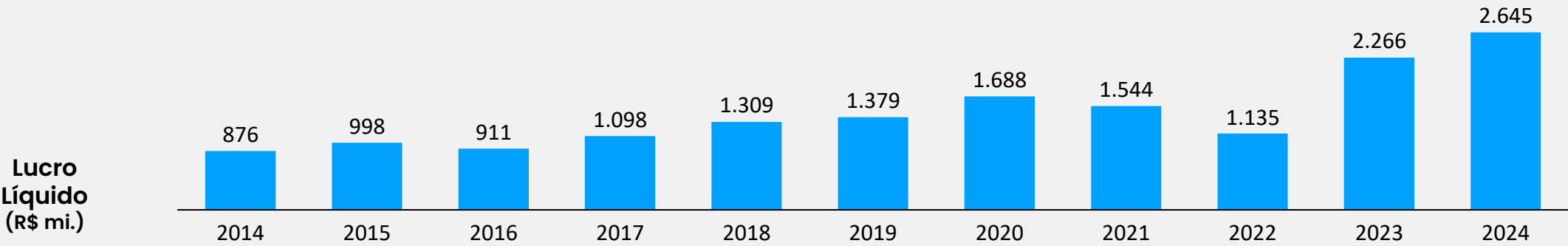
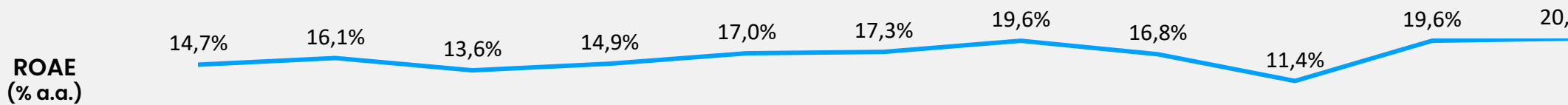
	Porto Seguro			Porto Saúde	Porto Bank			Porto Serviço
	Auto	Patrimonial e Transporte	Vida	Saúde + Odonto	Cartão de Crédito e CDC	Consórcio	Soluções p/ Locação	Parcerias estratégicas, B2B e B2B2C
Participação na Receita Total	43%	9%	4%	18%	10%	3%	3%	7%
Receita (R\$)	16 bi	3 bi	2 bi	7 bi	4 bi	1 bi	1 bi	3 bi
CAGR Receita 21-24	13%	16%	16%	41%	18%	32%	23%	Vertical lançada em 2024
Lucro Líquido Vertical (R\$)	1,6 bi			0,4 bi	0,6 bi			0,2 bi
ROAE Vertical	28%			27%	26%			22%



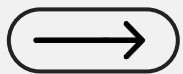
Evolução da Receita e Rentabilidade últimos 10 anos



CAGR
9,9% a.a.



CAGR
11,7% a.a.



Marca holding



Marca corporativa



Marcas institucionais

TEATRO 

INSTITUTO 

 Asset

Marcas de negócio









Marcas independentes





**Com maior
foco no cliente
a Companhia
segregou a
sua estrutura
em quatros
verticais de
negócios**



Protegendo e dando
segurança

**Auto
Bike
Celular
Residência
Empresas
Transportes
Vida
Viagem
Agronegócio
Resp. Civil**



Cuidando da saúde das
pessoas e empresas

**Saúde empresarial
Odontológico
Saúde
Ocupacional**



Com soluções
financeiras

**Cartão de Crédito
Financiamento
Crédito Pessoal
Garantias
Locatícias
Consórcio
Investimentos
Conta Digital
Previdência**



Preservando suas
conquistas

Para Automóvel:
Guincho, Chaveiro,
Bateria e etc.

**Para Residência e
Empresa:**
Elétrica, Hidráulica,
Linha Branca, TV, Ar
condicionado, Help
Desk e etc.

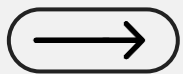


NOSSA ESTRUTURA

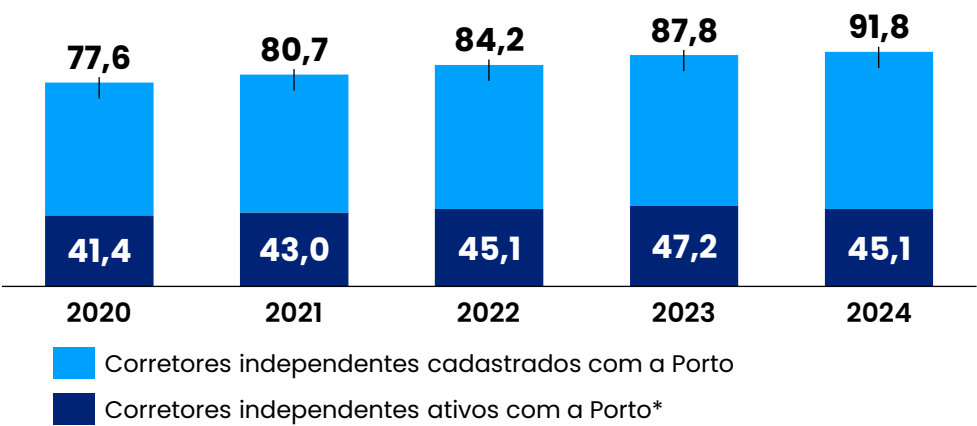
Nossa frota é preparada para todas as situações.

- Guinchos
- Utilitários
- Picapes
- Off-Roads
- Veículos de passeio
- Motos
- Jet skis
- Veículos elétricos (moto, bike, ambulância e mais)

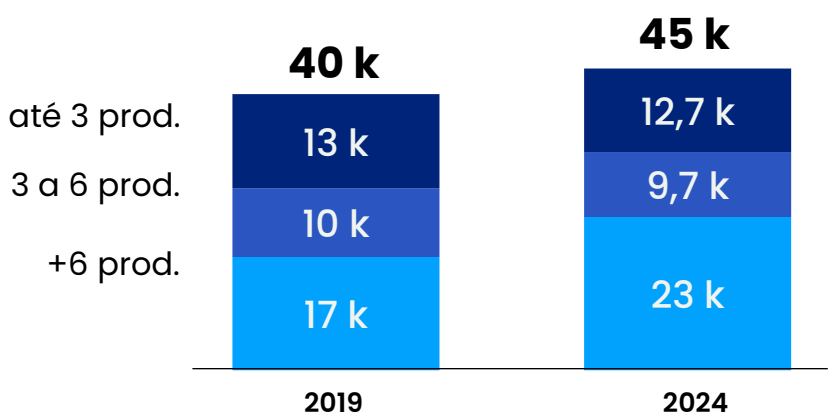




Corretores cadastrados e ativos com a Porto

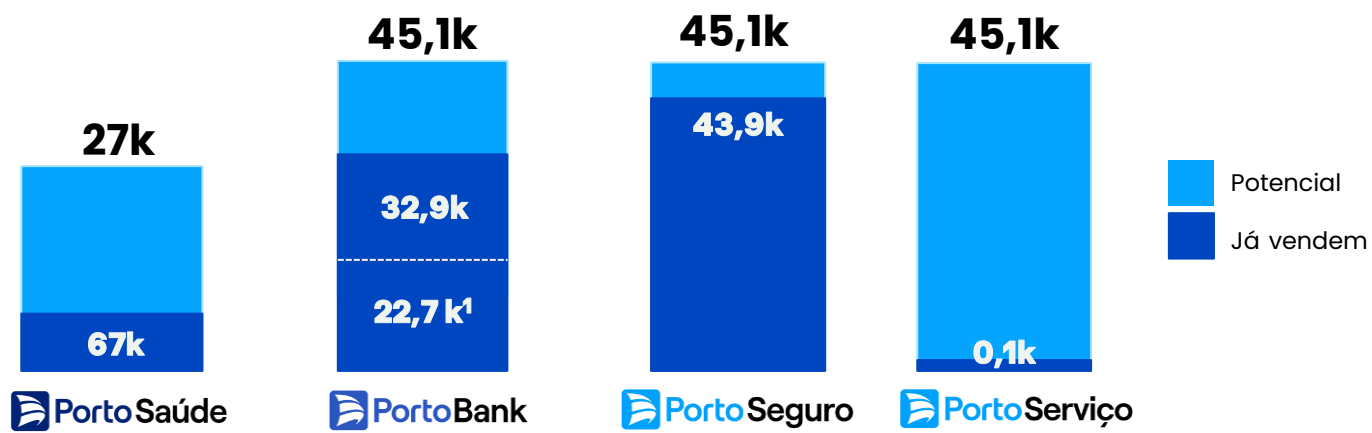


Corretores por quantidade de produtos vendidos

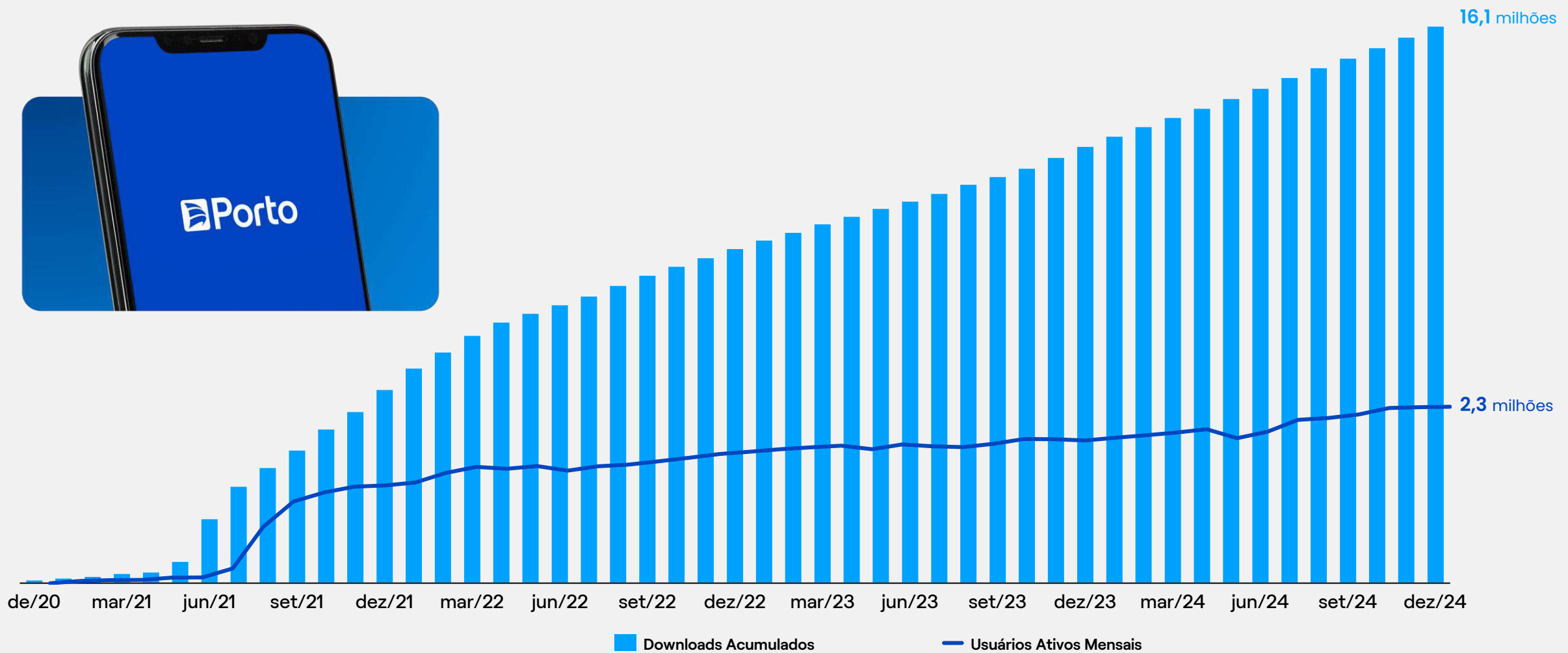


Corretores com vendas por vertical

Considera regiões de atuação
RJ | SP | DF



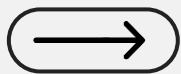
*Corretores que fecharam pelo menos um negócio com a Porto nos últimos 12 meses.



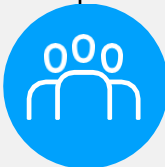
*Volume de downloads de IOS disponível apenas para usuários que deram opt-in no compartilhamento de dados com a Apple.



NOSSOS NÚMEROS



Pessoas



18,0 MM
de clientes

13,5 Mil
Funcionários

37 Mil
Corretores independentes

13 Mil
Prestadores de serviços

3,8 MM
Usuários do App Porto

Operação



80 MM
Interações e atendimentos digitais no 4T24

2,7 Mi
Atendimentos para automóvel em 2024

2,4 Mi
Atendimentos de serviços para residências e empresas em 2024

56%
dos acionamentos de serviços em 2024 pelo App e WhatsApp (carro e residência)

34 MM
Atendimentos humanos em 2024

NPS

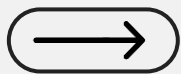


80 pts
No Seguro Auto

77 pts
Na Azul Seguros

80 pts
no Seguro Residencial

72 pts
e 59% dos clientes de Cartão resgataram pontos em produtos Porto

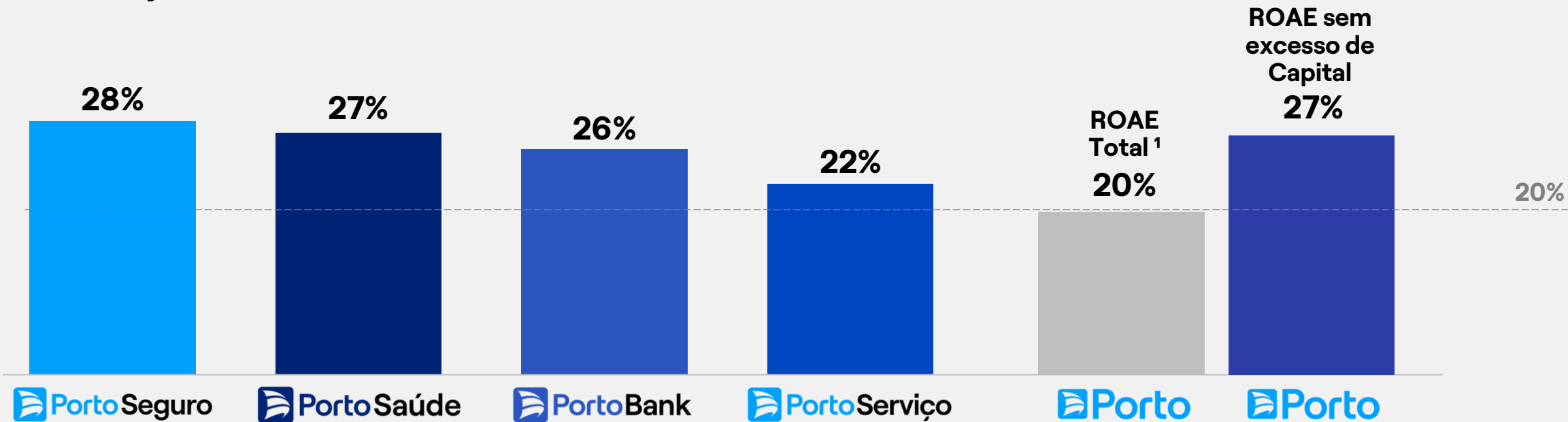


Rentabilidade

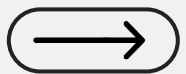
ROAE superior a 20% em todas as unidades de negócio



Distribuição do ROAE – 2024



1) O ROAE consolidado distingue-se da média das verticais principalmente pelo resultado da holding e outros negócios.

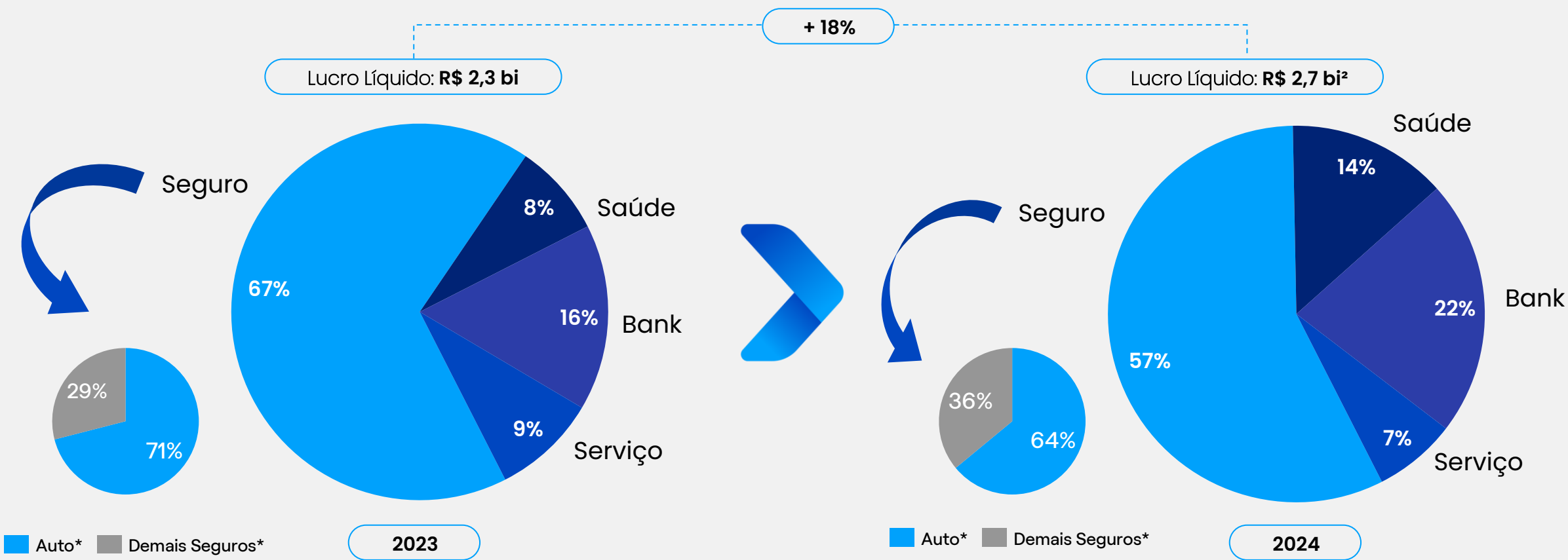


Diversificação dos Resultados¹

Crescimento consciente e diversificado dos resultados



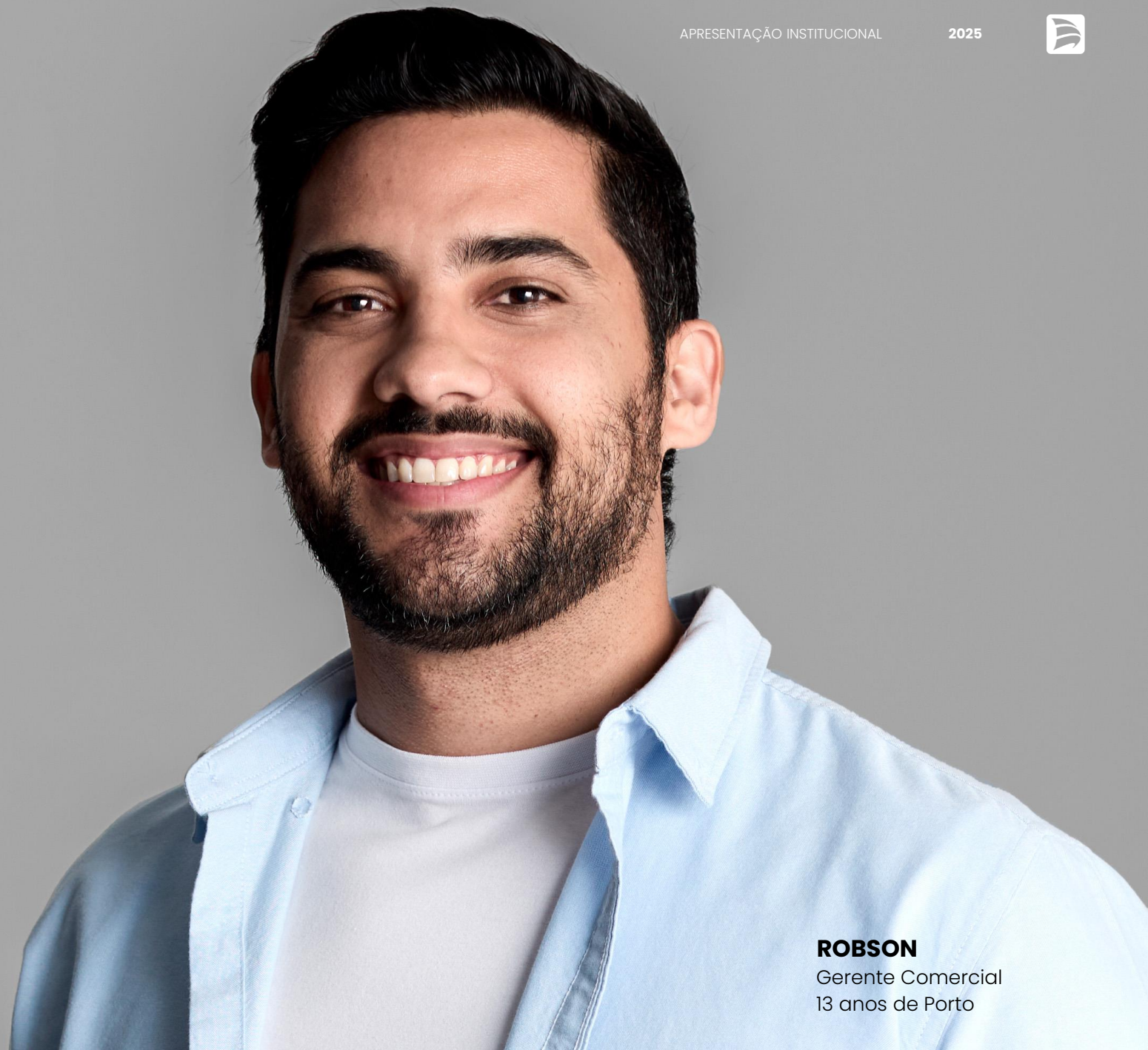
Distribuição do Lucro Líquido¹



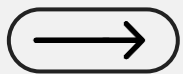
(1) Não especifica o resultado dos demais negócios. | (2) Lucro Líquido Recorrente
* Participação no Resultado de Subscrição da Vertical Seguro.



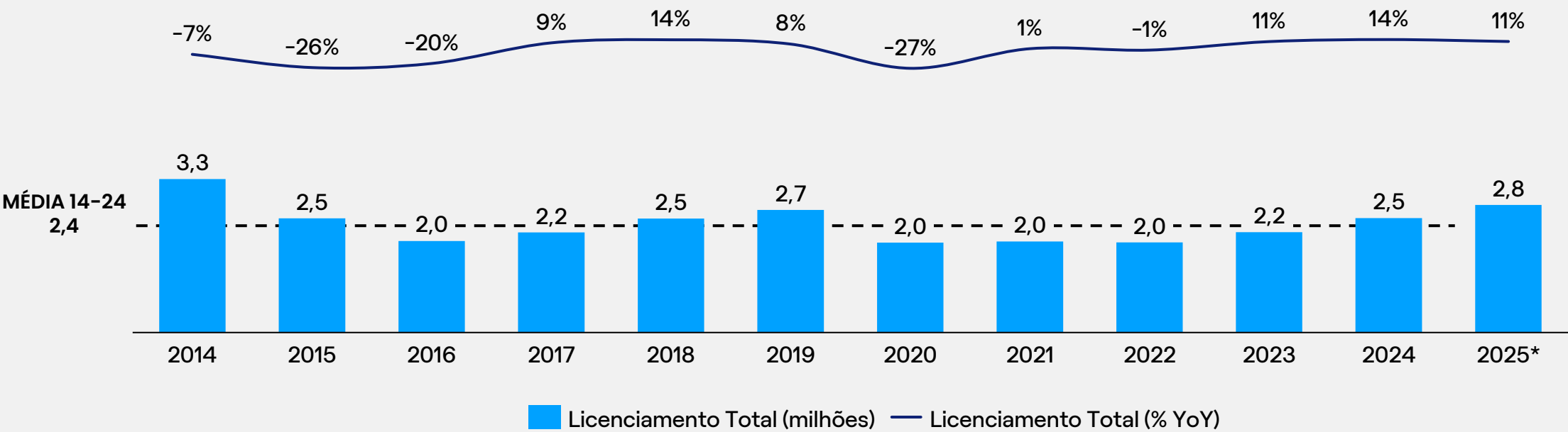
PORTO SEGURO



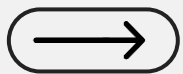
ROBSON
Gerente Comercial
13 anos de Porto



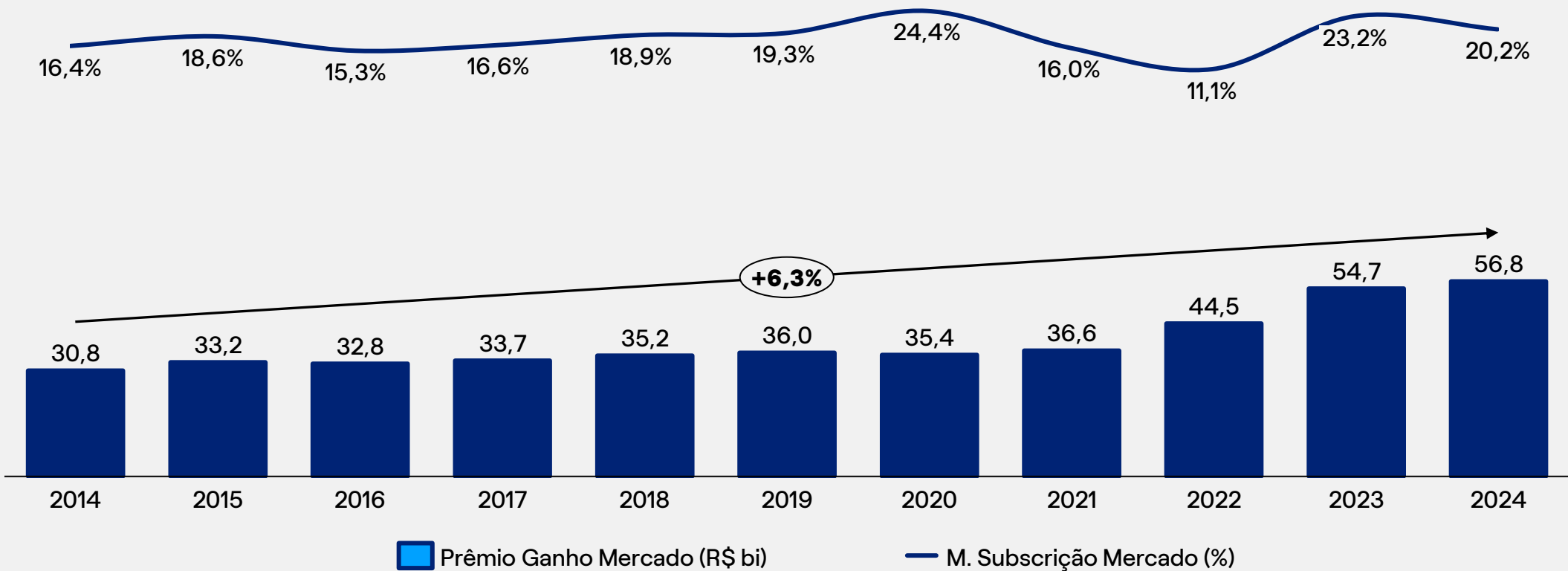
Evolução anual das vendas de veículos novos



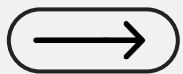
Fonte: ANFAVEA
*Projeção para 2025 = FENABRAVE



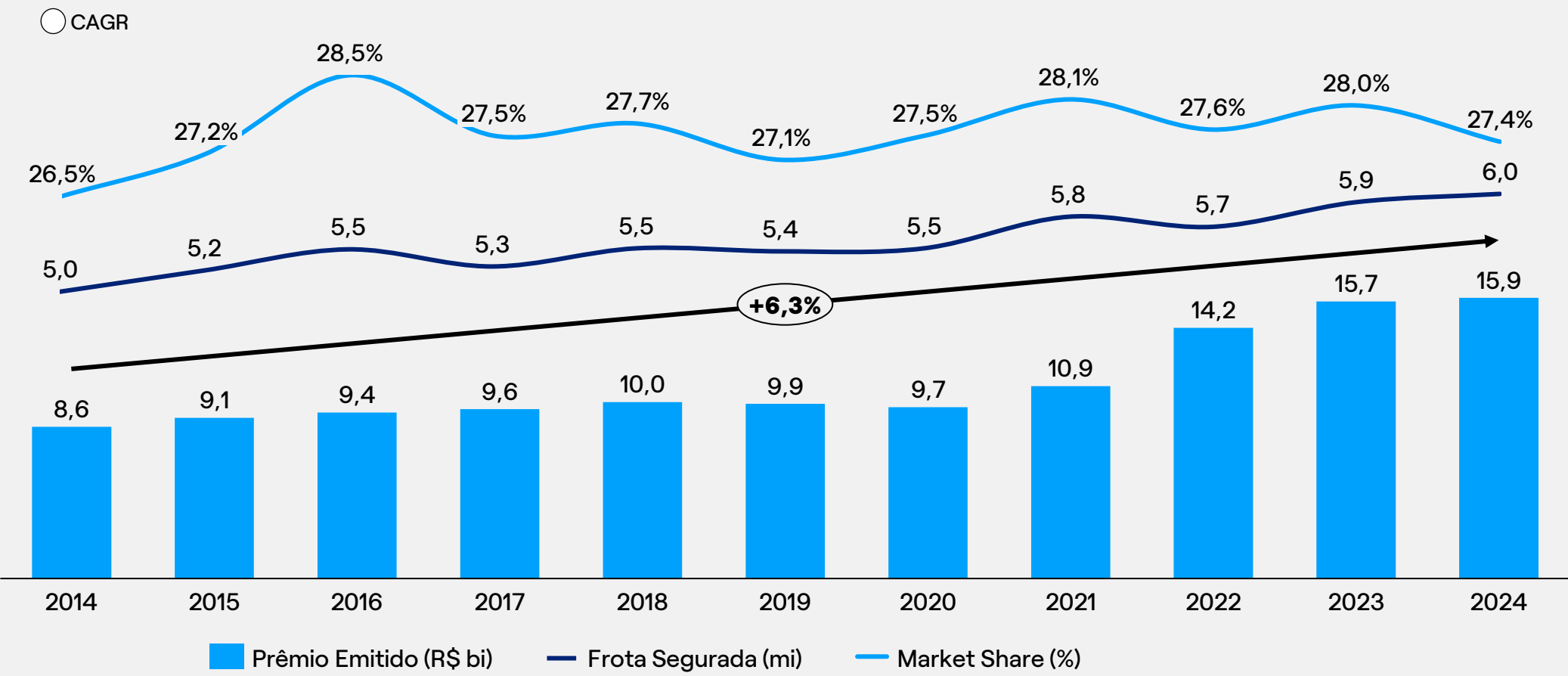
Evolução dos Prêmios Ganhos e Margens de Subscrição do Mercado*



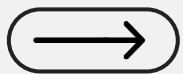
Fonte: I-SUSEP
* Margem de Subscrição = (Prêmio Ganho – Sinistros – Despesas com Comissão) / Prêmio Ganho



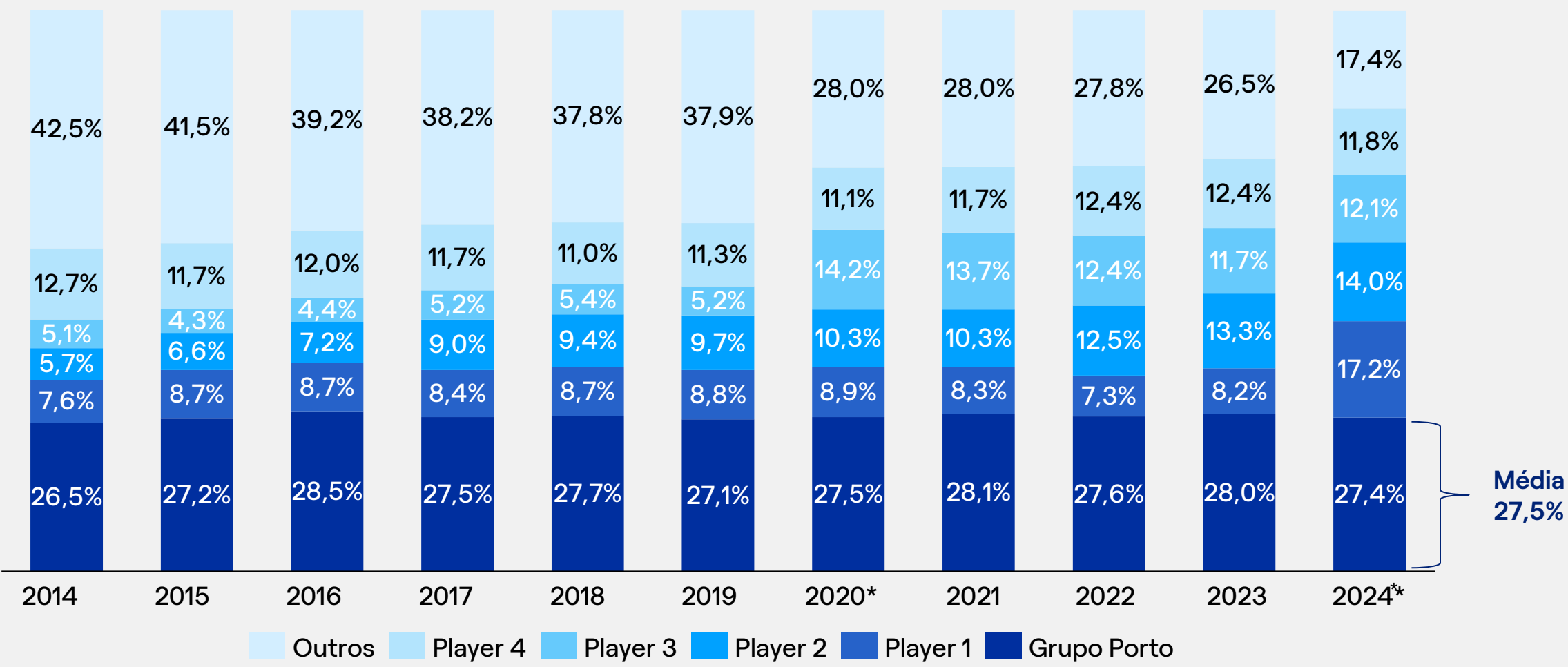
Evolução nos Prêmios e Frota Segurada Grupo Porto



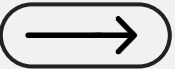
Fonte: Balanço Financeiro 4T24



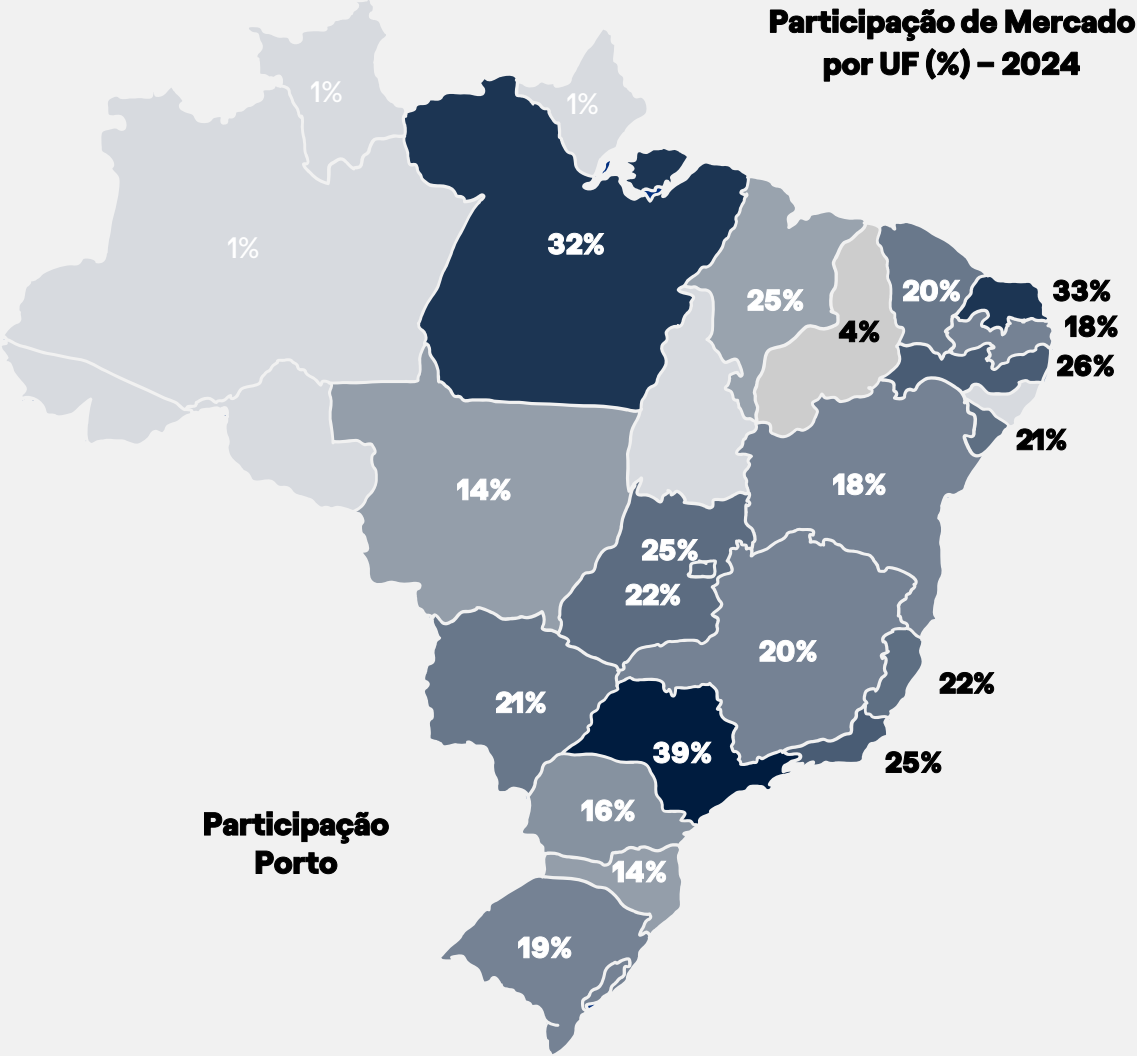
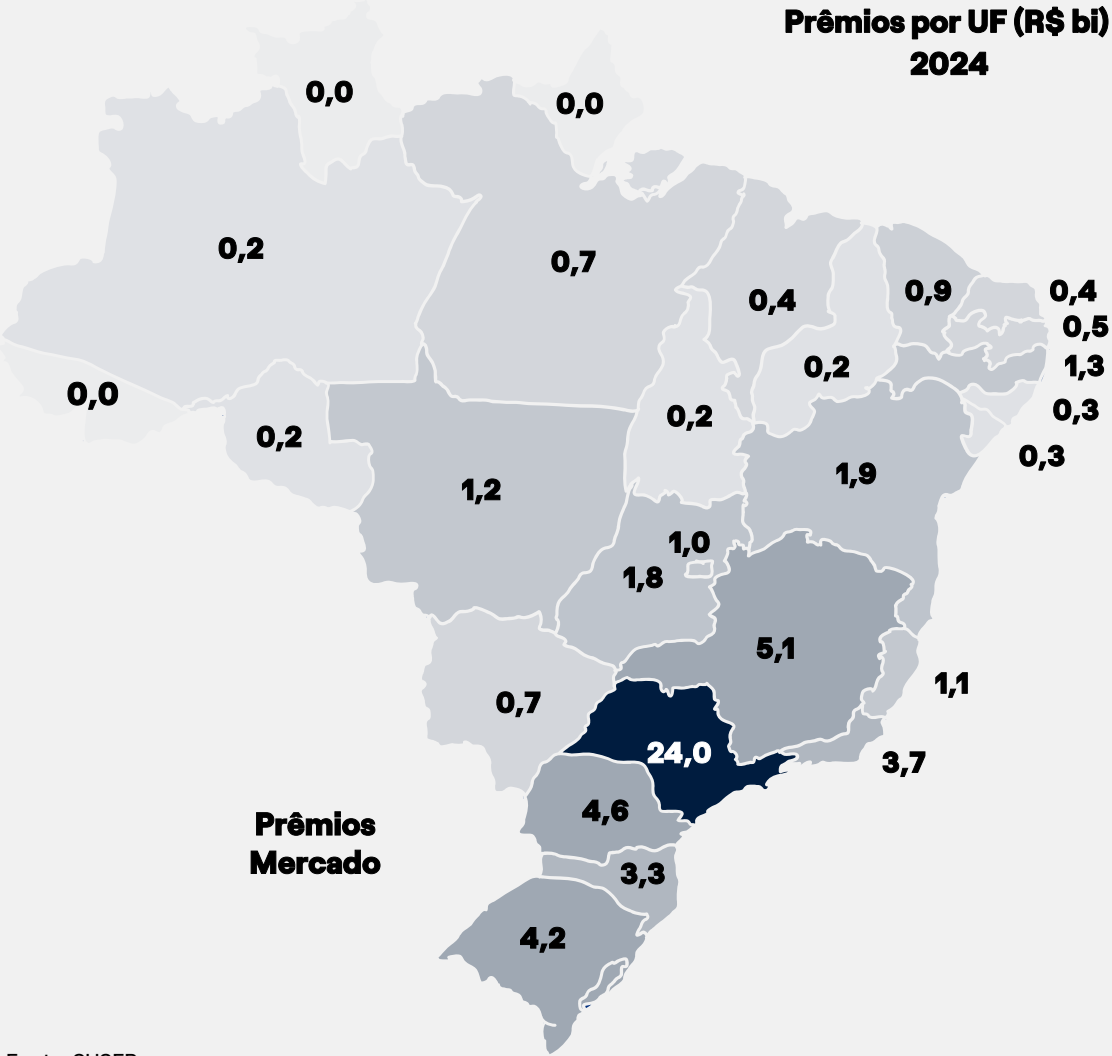
Evolução na Participação de Mercado (%)

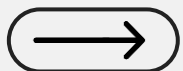


Fonte: SUSEP
* 2020 e 2024 crescimento inorgânico dos Players 1, 3

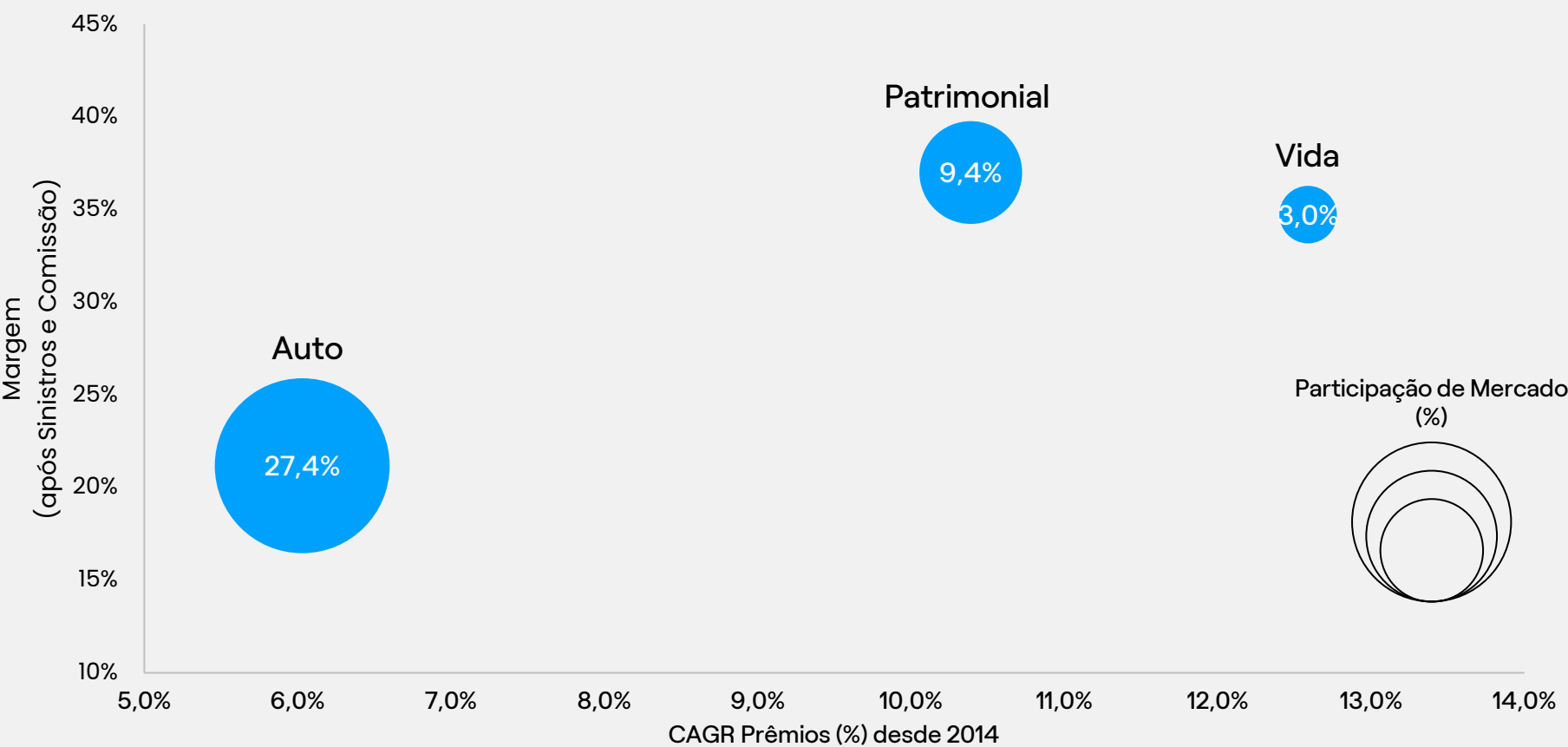


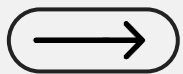
Auto – Participação de Mercado (Grupo Porto)



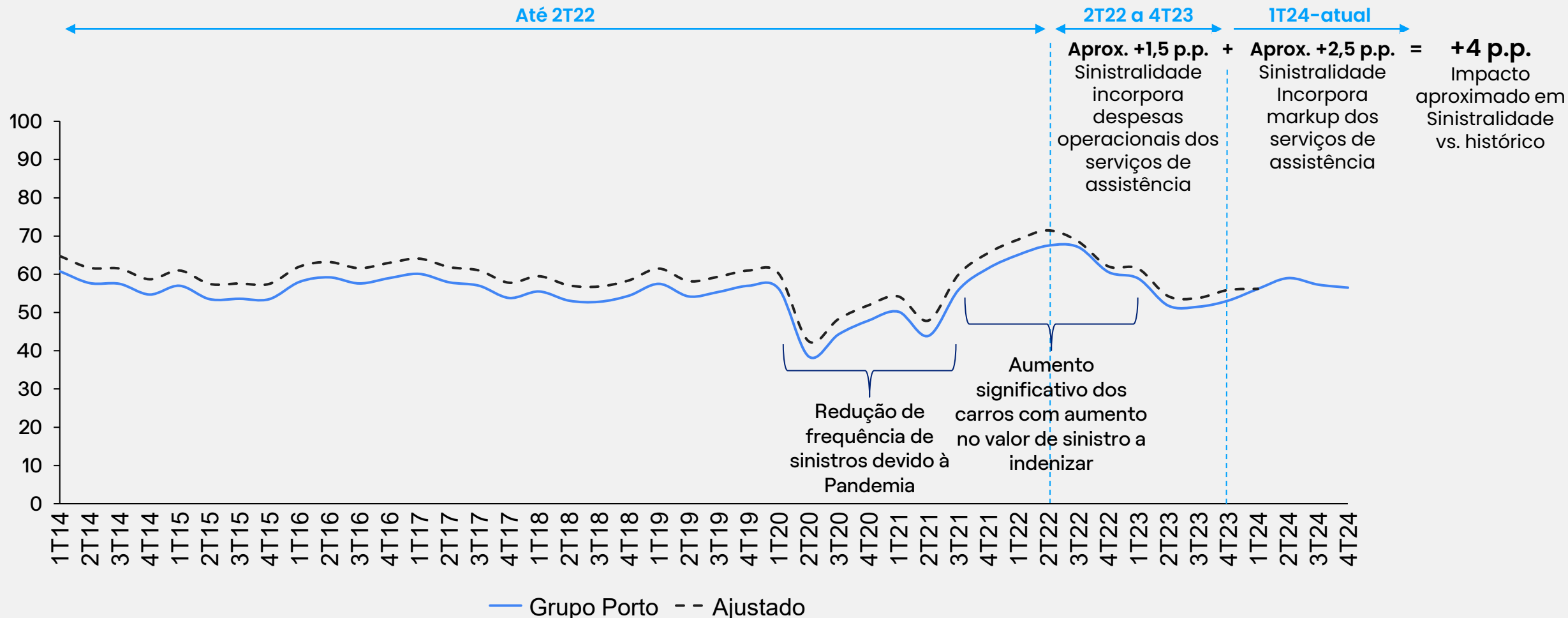


Crescimento e Margem (após Sinistros e Comissão) por produtos



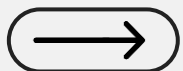


Sinistralidade histórica ajustada* (%) para os critérios atuais

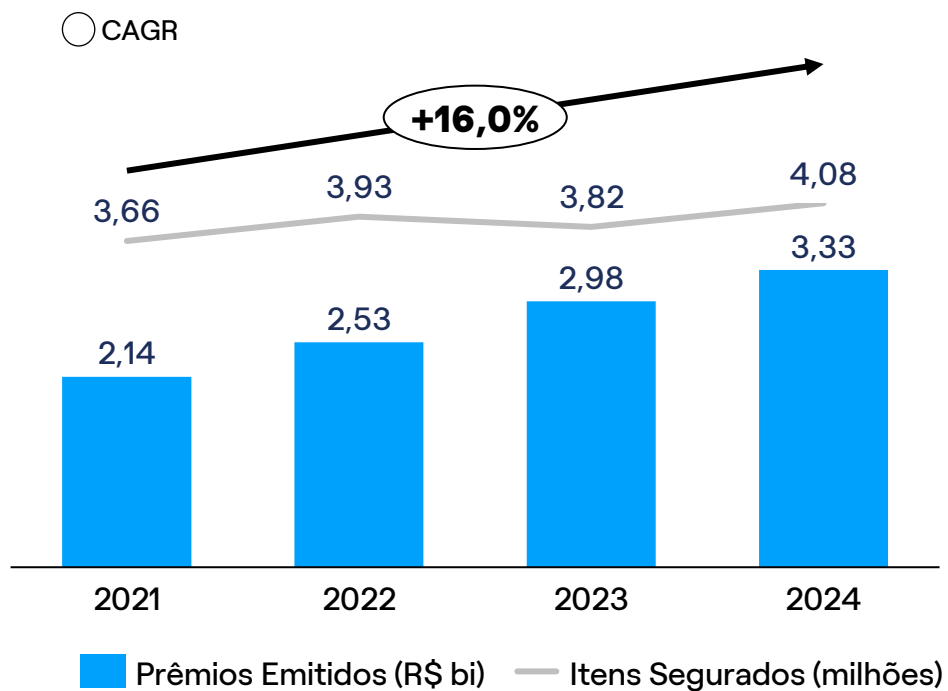


Fonte: SUSEP

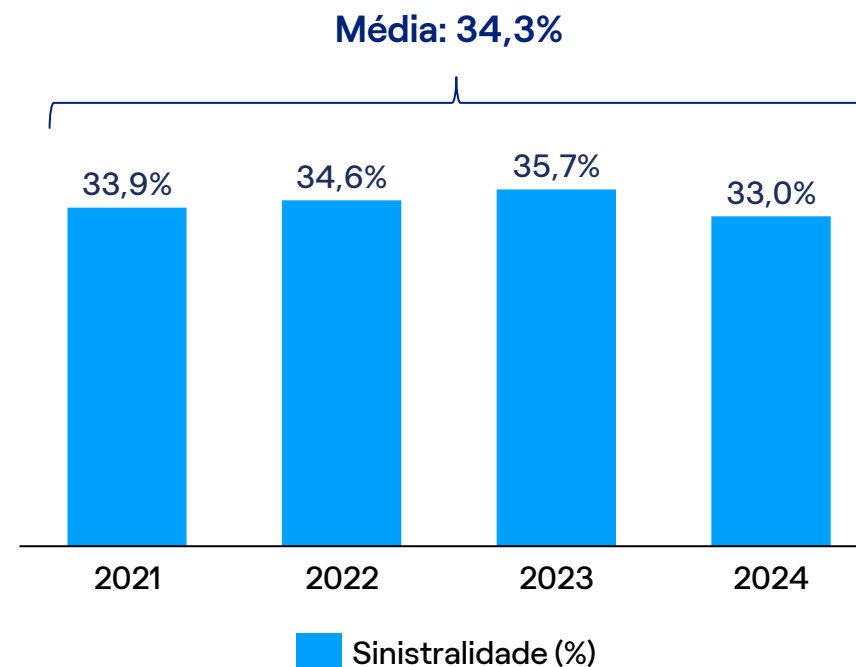
* No 2T22, a Porto Assistência passou a incorporar as despesas de atividades como guinchos, prestadores de serviços, dentre outras, que eram contabilizadas parte como “sinistros retidos” e parte como “outras despesas operacionais”, passaram a ser contabilizadas nas seguradoras unicamente em sinistros. No 1T24, o markup de Assistência passou a impactar a sinistralidade da vertical.

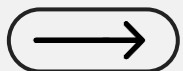


Prêmios Emitidos e Itens Segurados



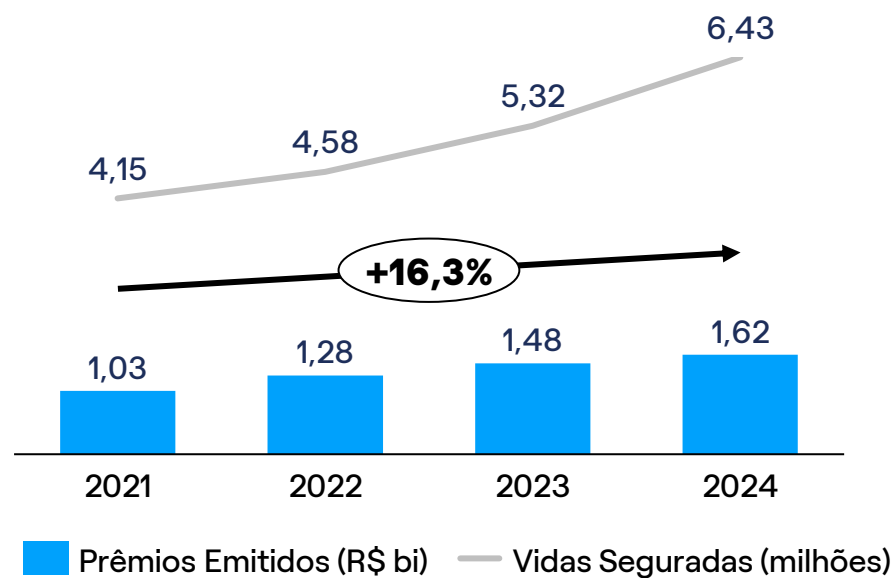
Sinistralidade



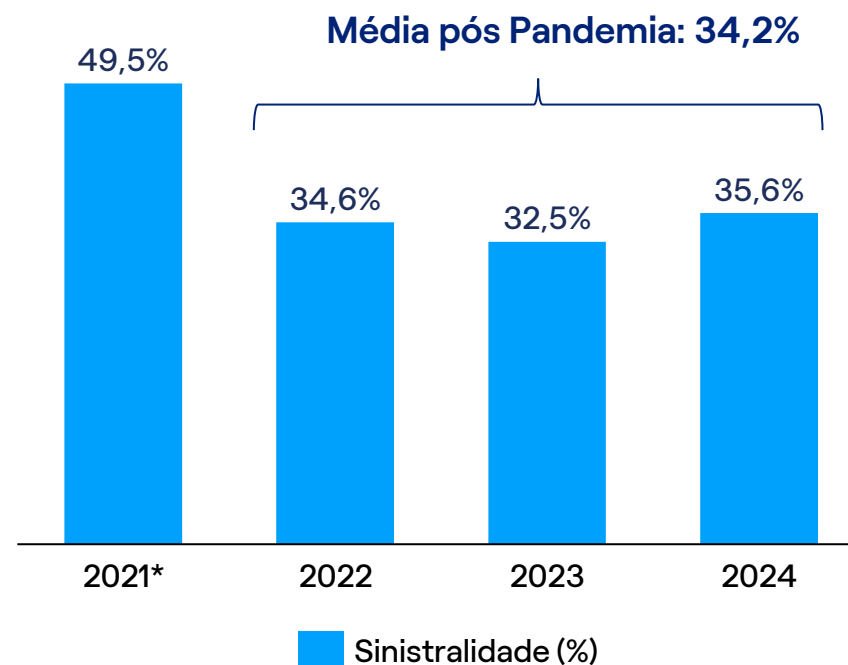


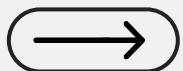
Prêmios Emitidos e Vidas Seguradas

○ CAGR



Sinistralidade

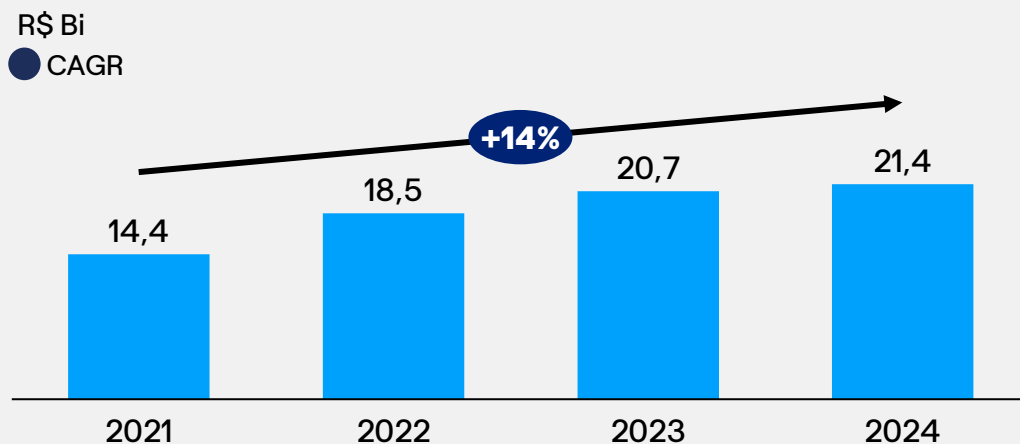




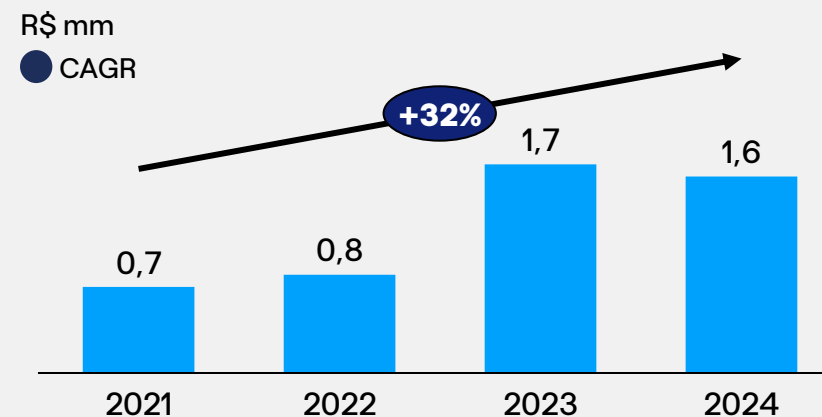
Resumo da Vertical



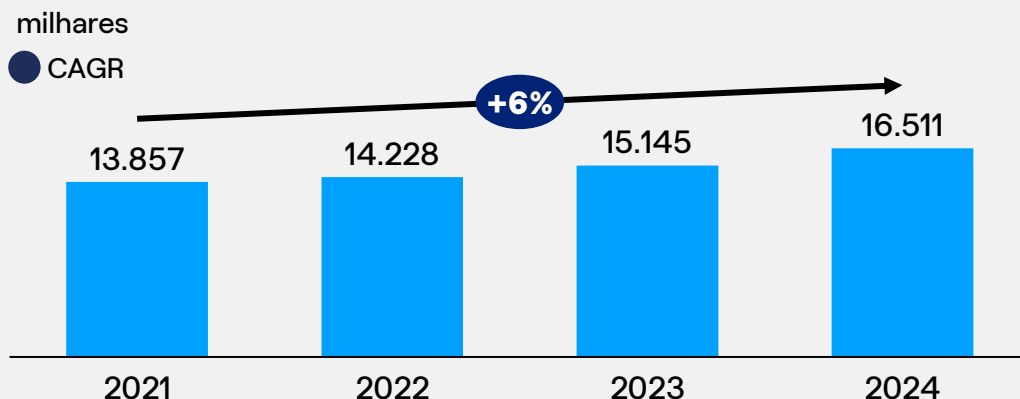
Receita Total (Prêmio Retido + Receitas)



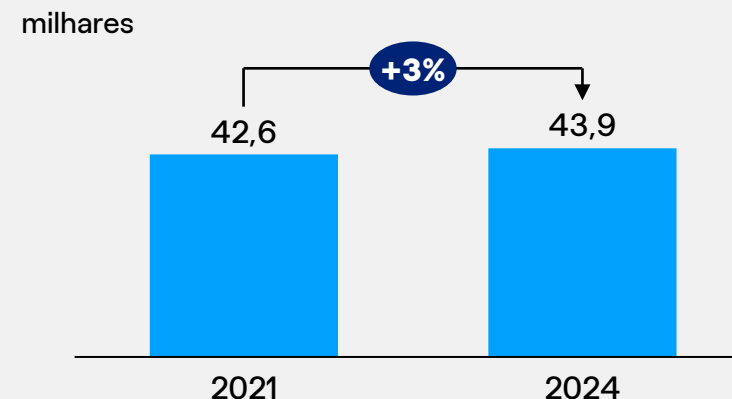
Lucro Líquido¹



Itens Totais



Corretores que vendem Seguros



(1) Ajuste do 4T23 para permitir a comparabilidade com o 4T24, dado que a partir do primeiro trimestre de 2024, principalmente, a sinistralidade, o IC, o ICA, o lucro e o ROAE passaram a ser impactados pelo markup da operação de Assistência.



PORTO SAÚDE



LIA
Corretora
15 anos com a Porto



Principais Drivers Estratégicos

1. Crescimento relevante de prêmios, beneficiários e lucro através da estratégia de verticalização virtual
2. Foco estratégico bem definido: atuação em 3 estados e planos coletivos empresariais
3. Marca de confiança, Força de vendas e a forma de atender o Cliente Porto Seguro

Destaques Operacionais e Financeiros – 2024

+675k vidas saúde
2024 (+24% vs. 2023)

+76,2% Sinistralidade
Abaixo da média
comparável de mercado

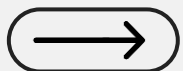
R\$ 6,6 bi Receita
2024 (44% vs. 2023)

100% das apólices
PME e Empresarial

3,4% Market Share*
(+110% vs. 2020)

R\$ 394 MM
Lucro Líquido em 2024

* Market Share considera as praças em que atuamos e somente o segmento empresarial.



Principais Produtos



Linha Porto Bairros

Novo

Produto microrregional em que o cliente pode escolher até 3 portas e 100% verticalizado com Time Médico da Porto

- Hospitais e clínicas de até três bairros escolhidos pelo cliente
- Integração com TMP
- Seu clínico na Hora
- Sem reembolso
- Copar obrigatória

Linha Pro

Produto regional, poucas portas e integrado com o Time Médico da Porto (TMP)

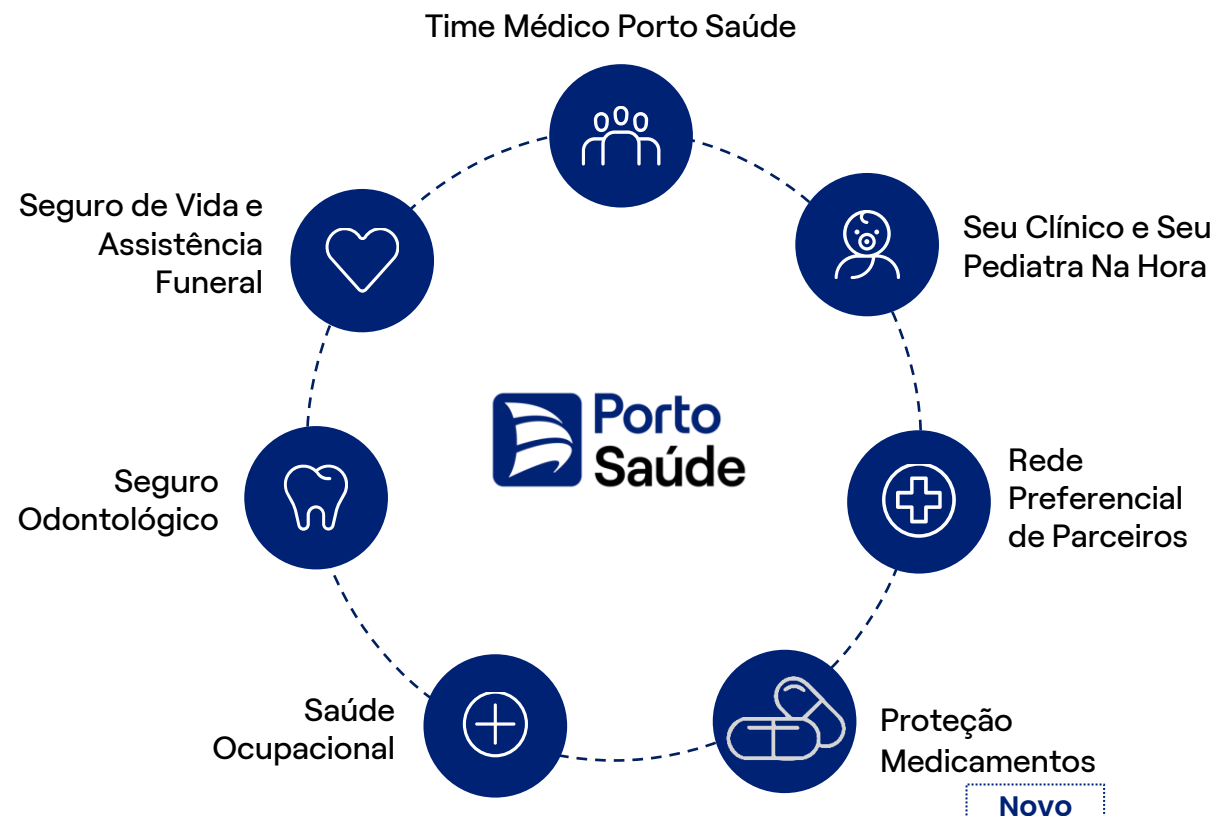
- Hospitais Âncora
- Integração com TMP
- Seu clínico na Hora
- Sem reembolso

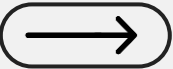
Linha Porto Saúde

Nova geração da linha nacional, com rede otimizada e integrada com Time Médico Porto (TMP)

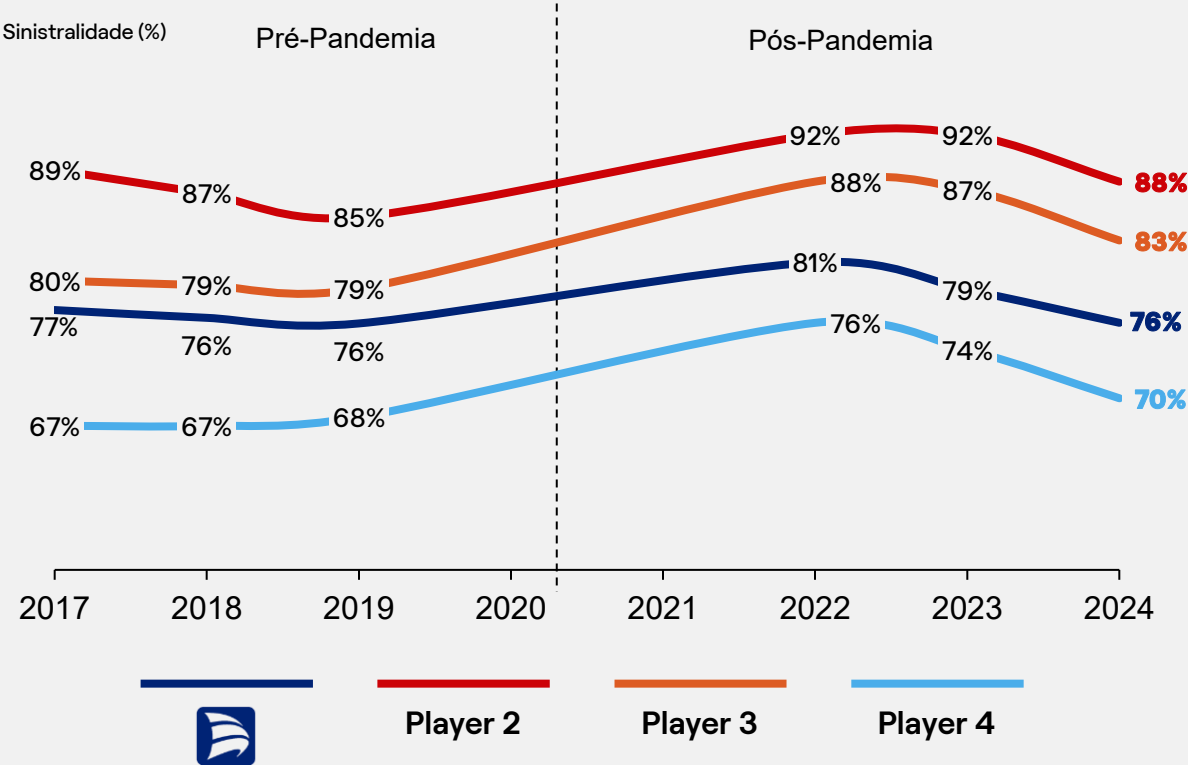
- Acesso amplo a clínicas, hospitais e laboratórios
- Integração com TMP
- Seu clínico na Hora
- Com reembolso

Ecosistema Porto Saúde

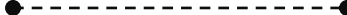


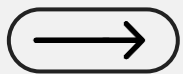


Sinistralidade vs. Principais Players



Market Share

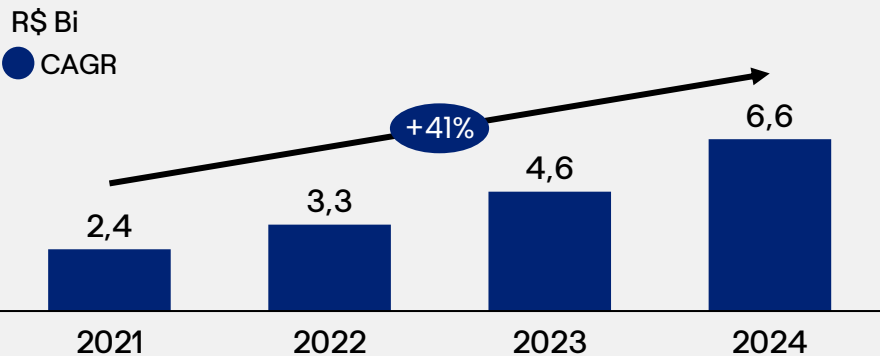
	2020		2024
SP Capital	3,7%		7,3%
SP Interior	1,2%		2,5%
RJ Capital	0,3%		2,0%
RJ Interior	0,2%		1,7%
DF	0,4%		1,2%
Total	1,6%		3,4%



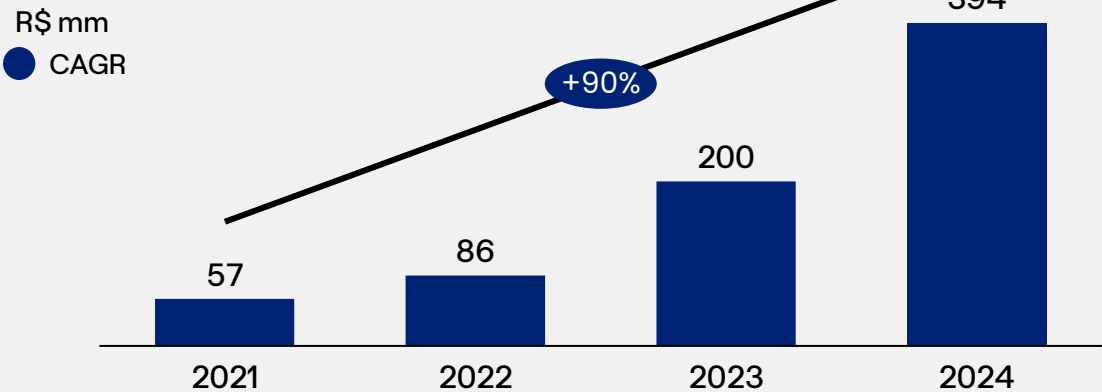
Resumo da Vertical



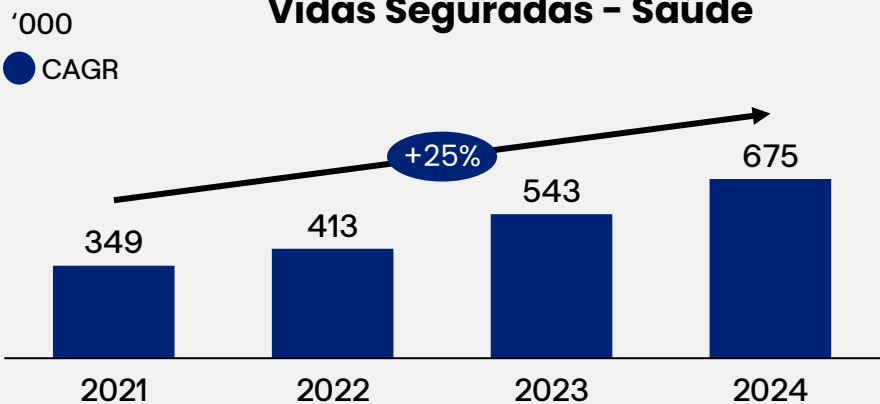
Receita Total (Prêmio Retido + Receitas)



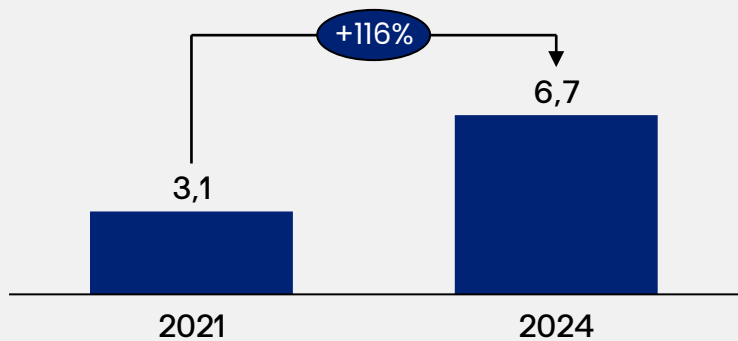
Lucro Líquido



Vidas Seguradas - Saúde



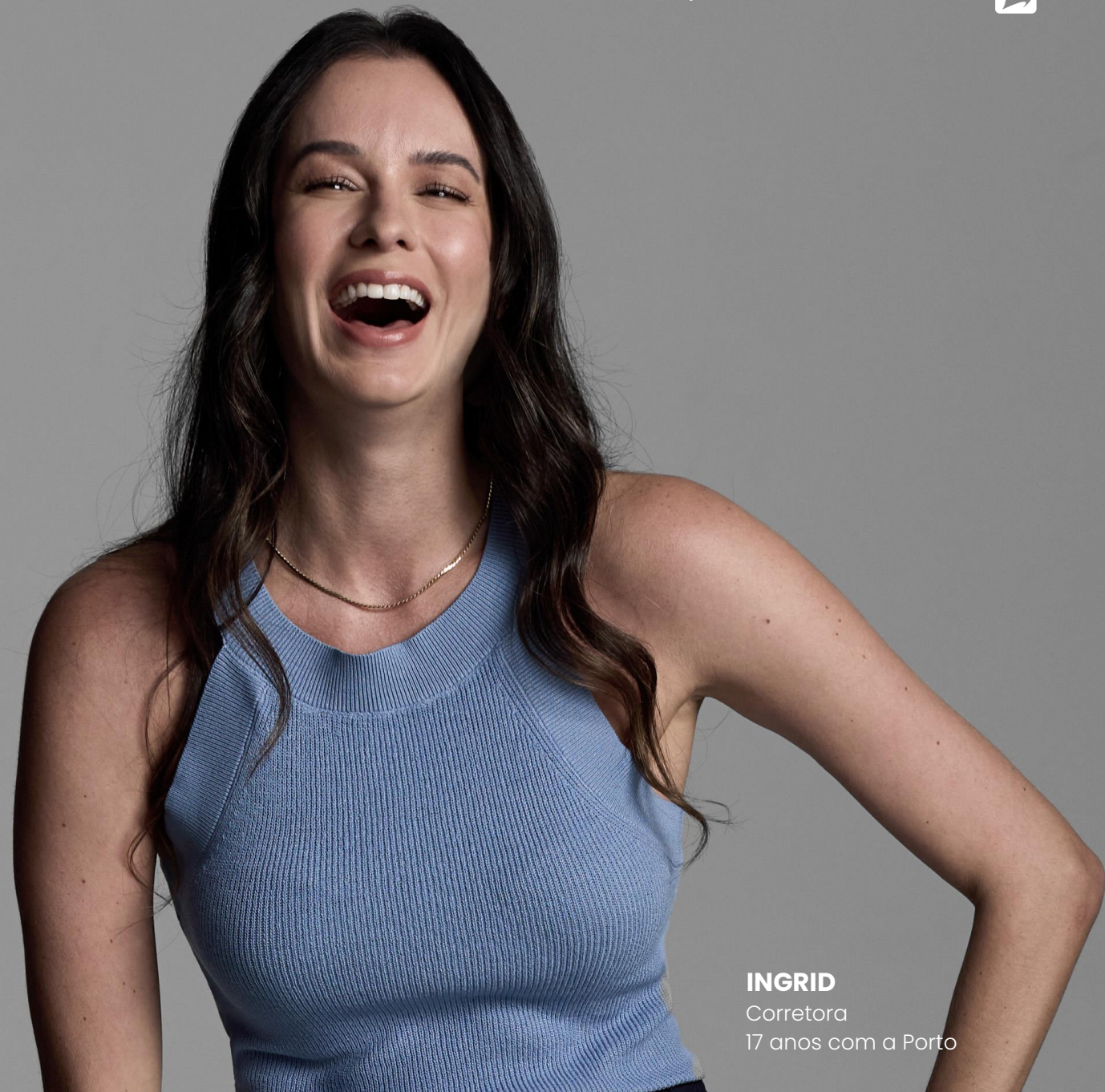
Corretores Porto que vendem saúde¹⁾



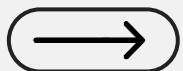
1) Corretores que venderam produtos do Saúde nos últimos 12 meses.



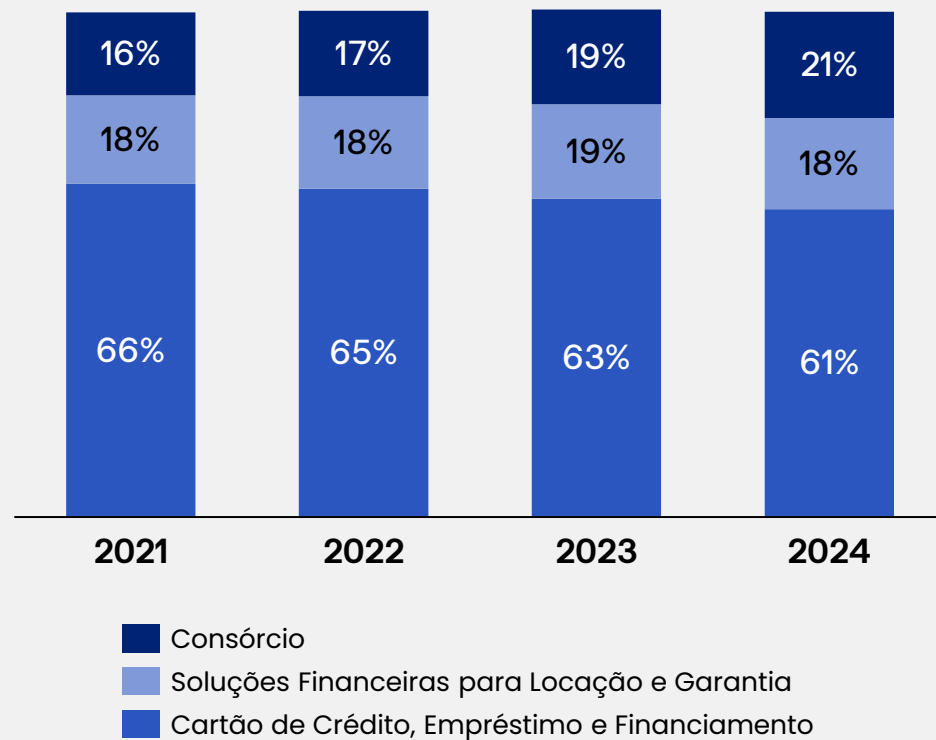
PORTO BANK



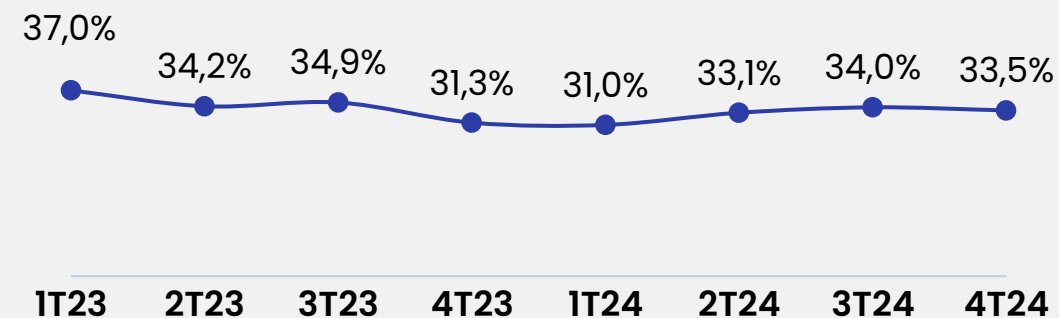
INGRID
Corretora
17 anos com a Porto



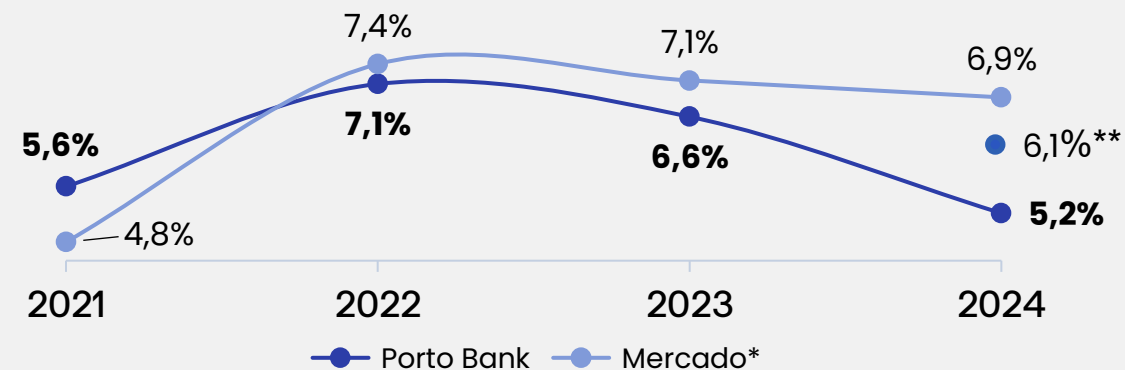
Distribuição da Receita (%)



Índice de Eficiência

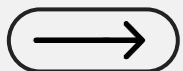


Índice de Inadimplência

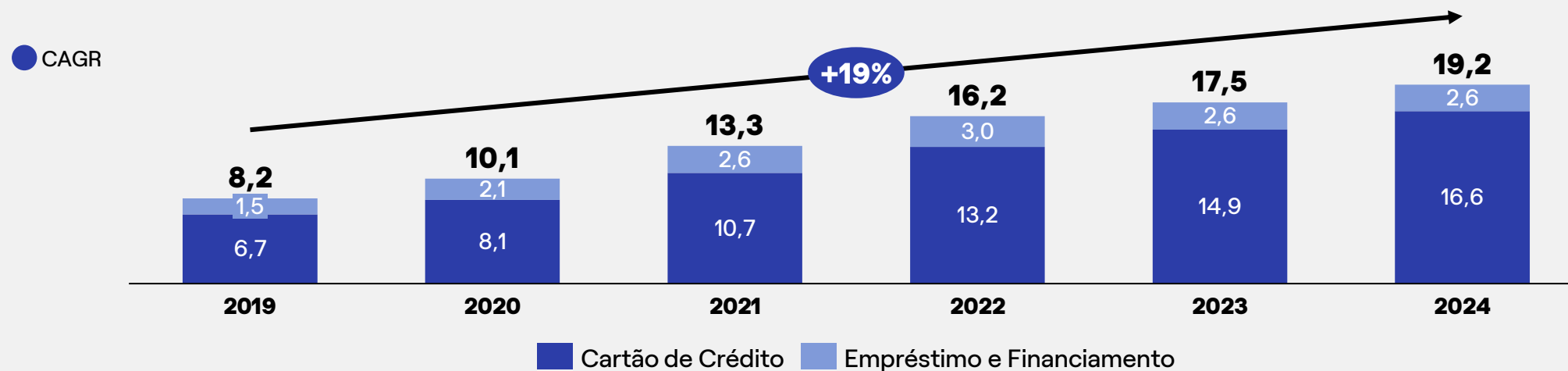


*Fonte: Bacen, com ponderação pela carteira comparável da companhia.

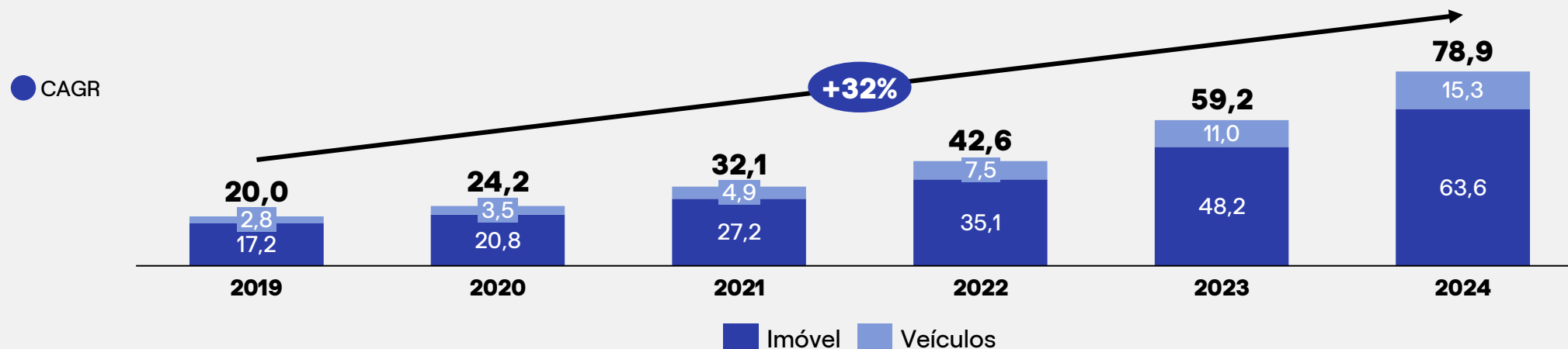
** Desconsiderando a venda de carteira, o índice seria de 6,1%.

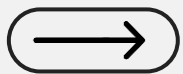


Carteira de Crédito (R\$ bilhões)

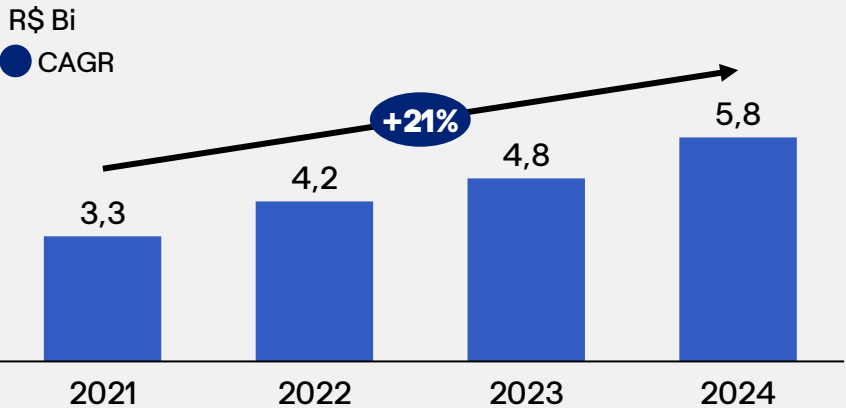


Carteira de Crédito Administrado de Consórcio (R\$ bilhões)

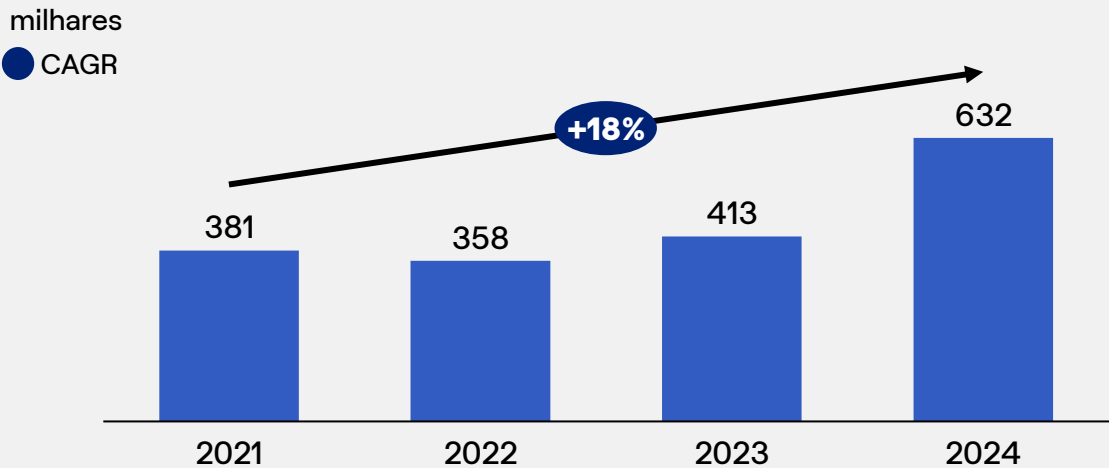




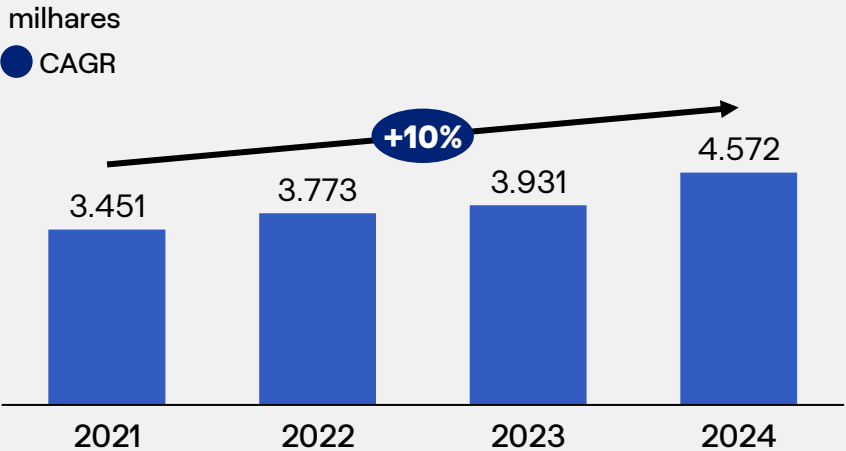
Receita Total



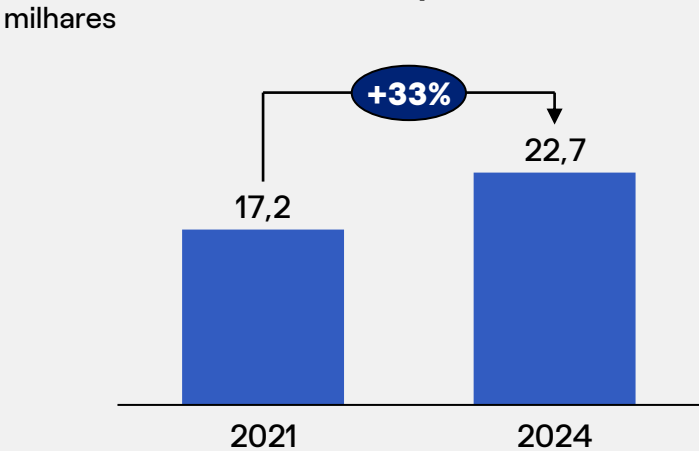
Lucro Líquido



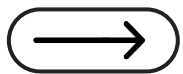
Itens Totais



Corretores que vendem Bank¹

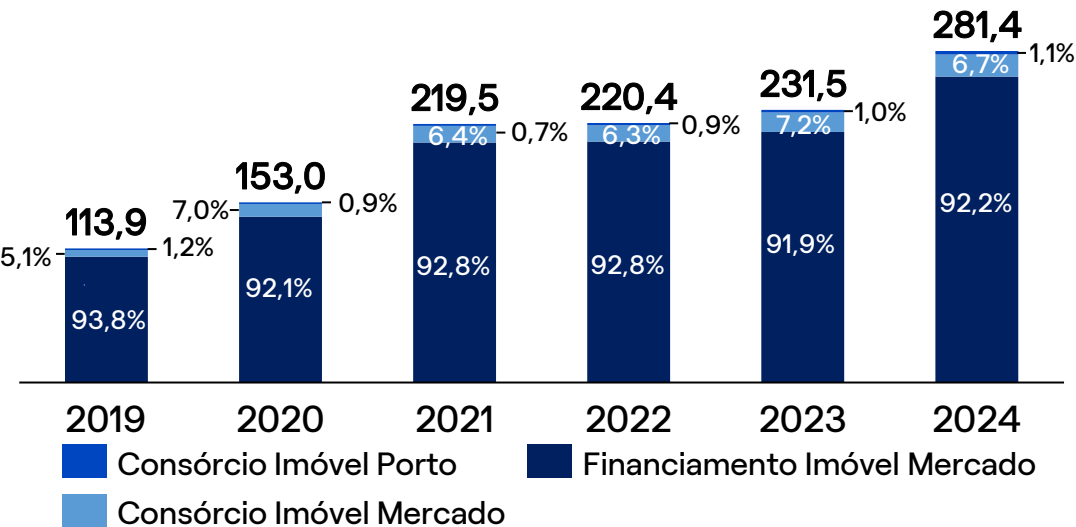
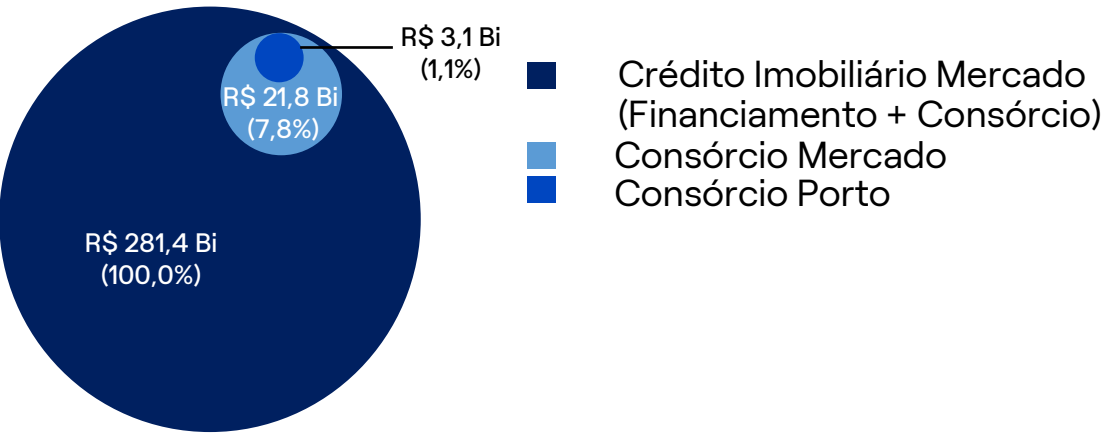


(1) Quantidade de corretores com venda de produtos Bank como Consórcio, E&F, Fiança e Capitalização, exceto Cartão nos últimos 12 meses



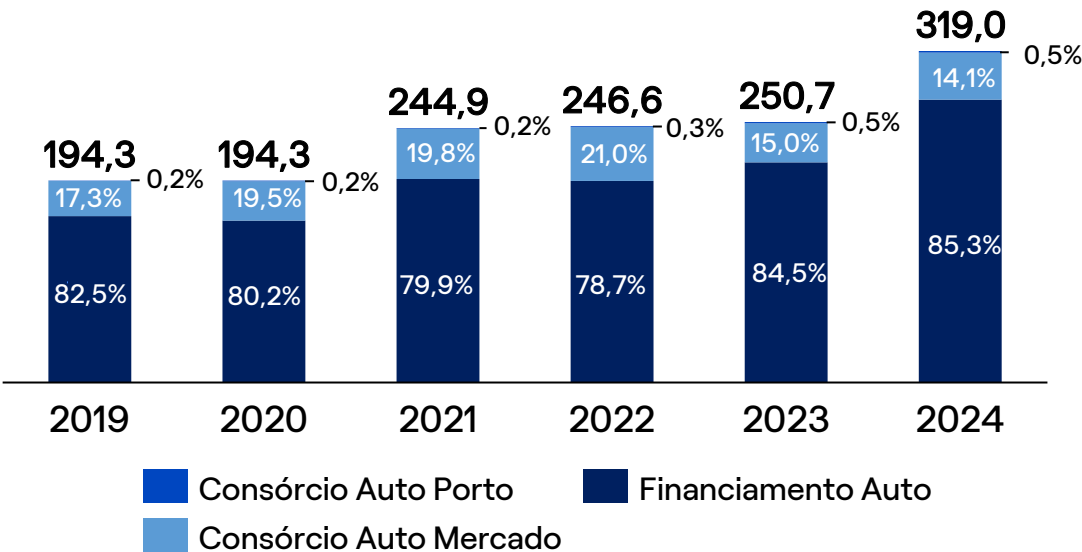
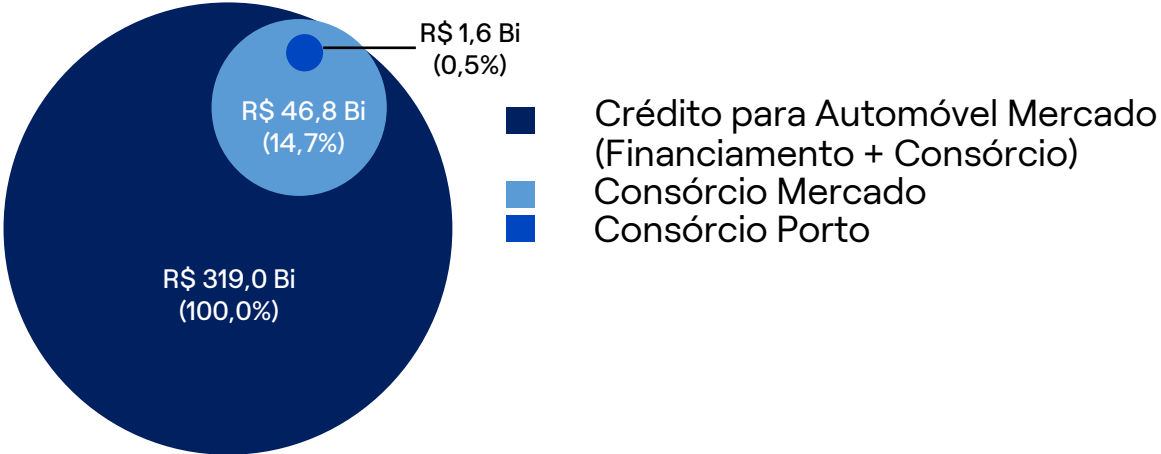
Imóvel

(Crédito Disponibilizado – R\$ bilhões)



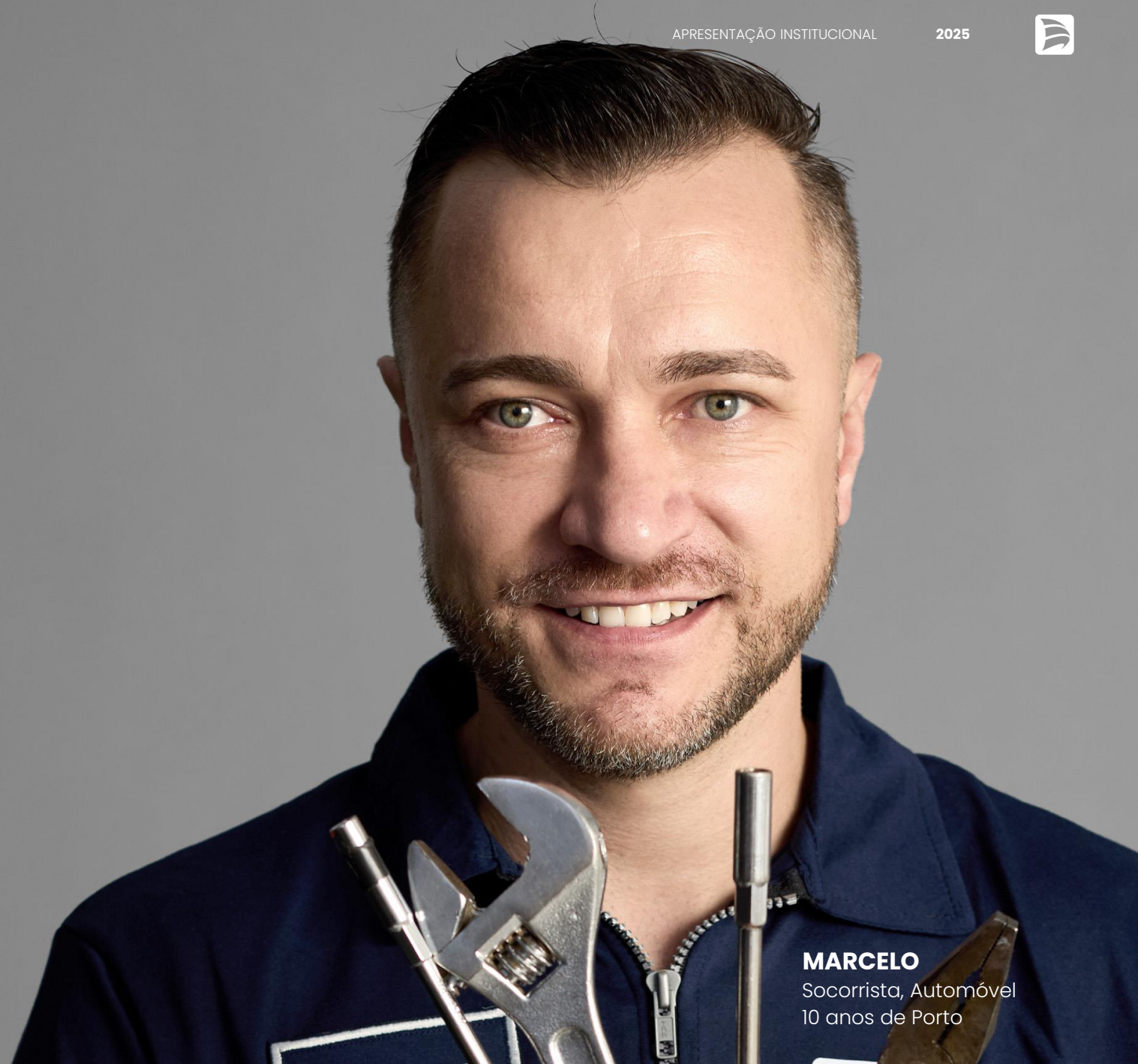
Automóvel

(Crédito Disponibilizado – R\$ bilhões)

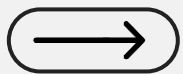




PORTO SERVIÇO



MARCELO
Socorrista, Automóvel
10 anos de Porto



R\$ 2,5 BI
Receitas

R\$ 204,6 MI
Lucro Líquido

22,5%
ROAE



Auto

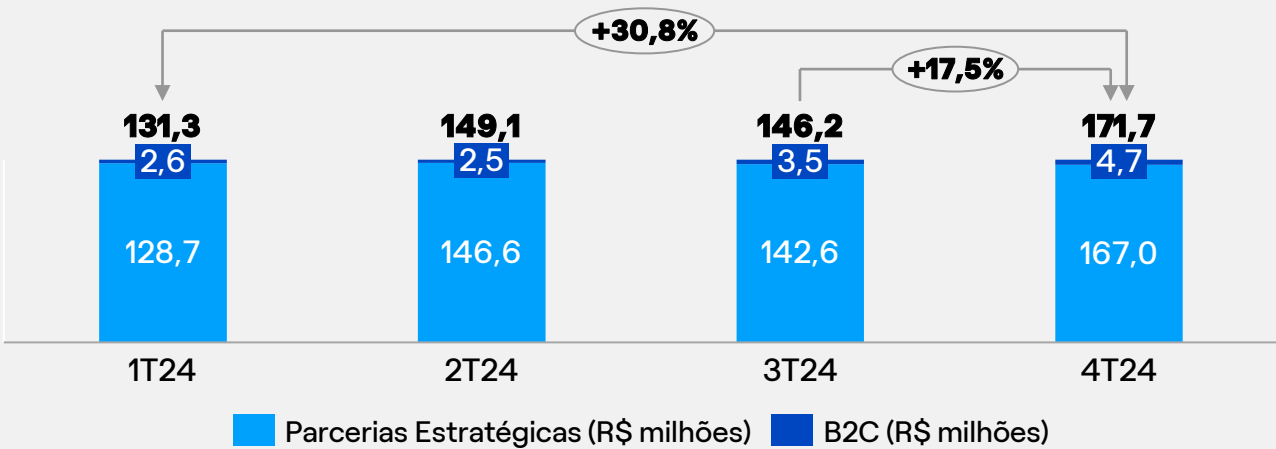
2,7 MI
atendimentos



Residencial e
Empresarial

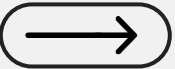
2,4 MI
atendimentos

Evolução Parcerias Estratégicas e B2C - 2024

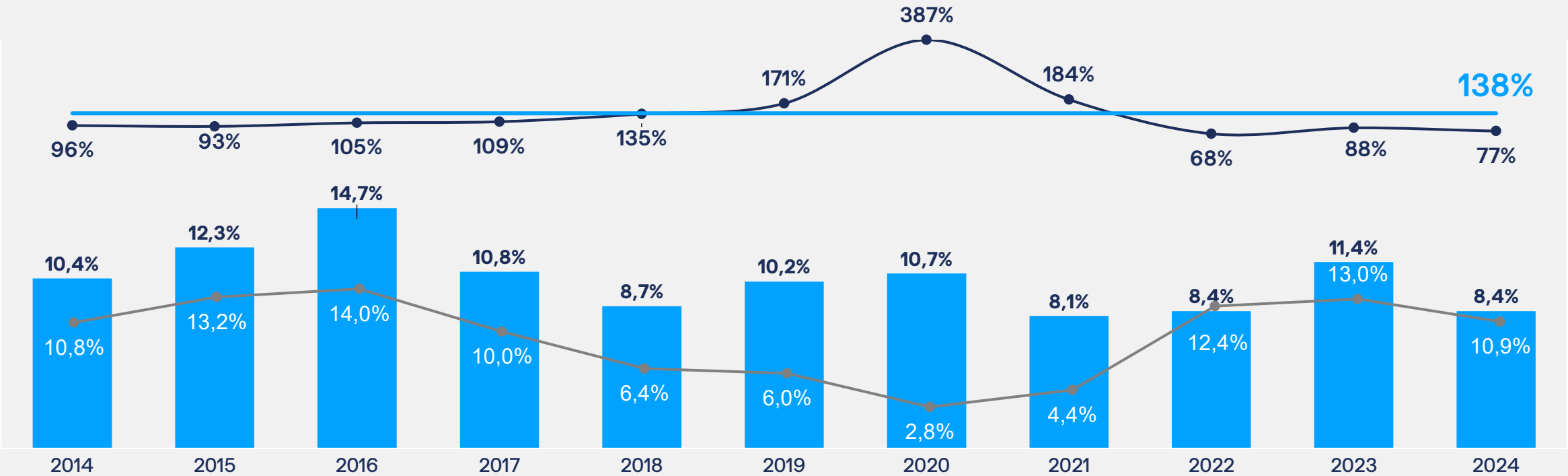




RESULTADO FINANCEIRO



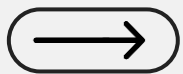
Rentabilidade Nominal Histórica



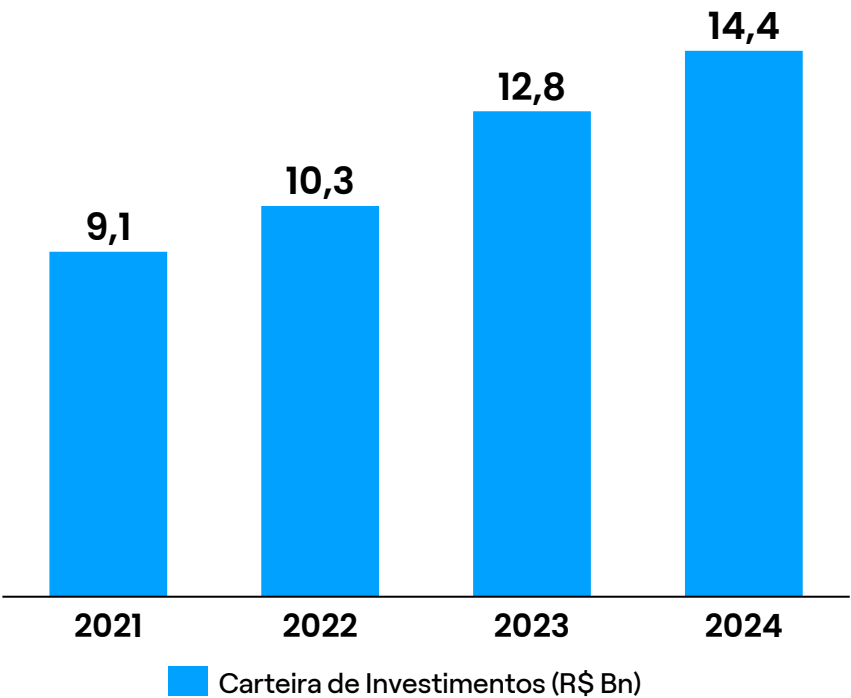
IPCA:	6,4%	10,7%	6,3%	2,9%	3,7%	4,3%	4,5%	10,1%	5,8%	4,6%	4,8%
Retorno Real:	3,8%	1,5%	7,9%	7,6%	4,8%	5,7%	5,9%	-1,8%	2,5%	6,6%	3,4%

Rentabilidade Nominal % % CDI Média CDI CDI

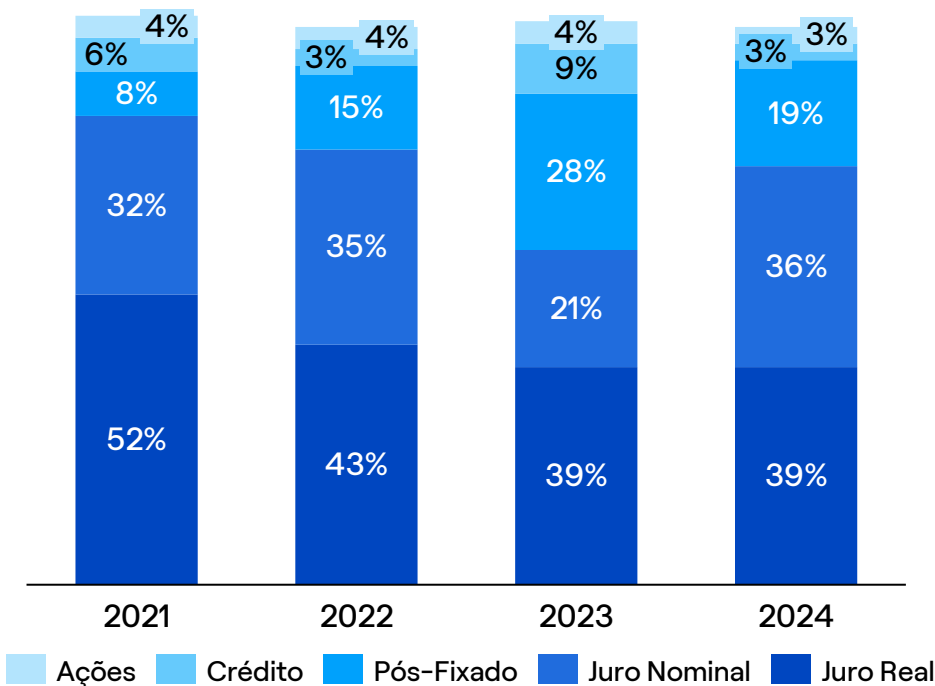
1) Resultado gerado sobre recursos investidos pela Companhia para mitigar o descasamento entre ativos e passivos (ALM) das operações de Previdência Tradicional (produto cuja venda foi descontinuada), Operações de Crédito (Porto Bank) e Capitalização (PortoCap).

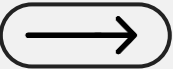


Carteira de Investimentos
(ex-Previdência)

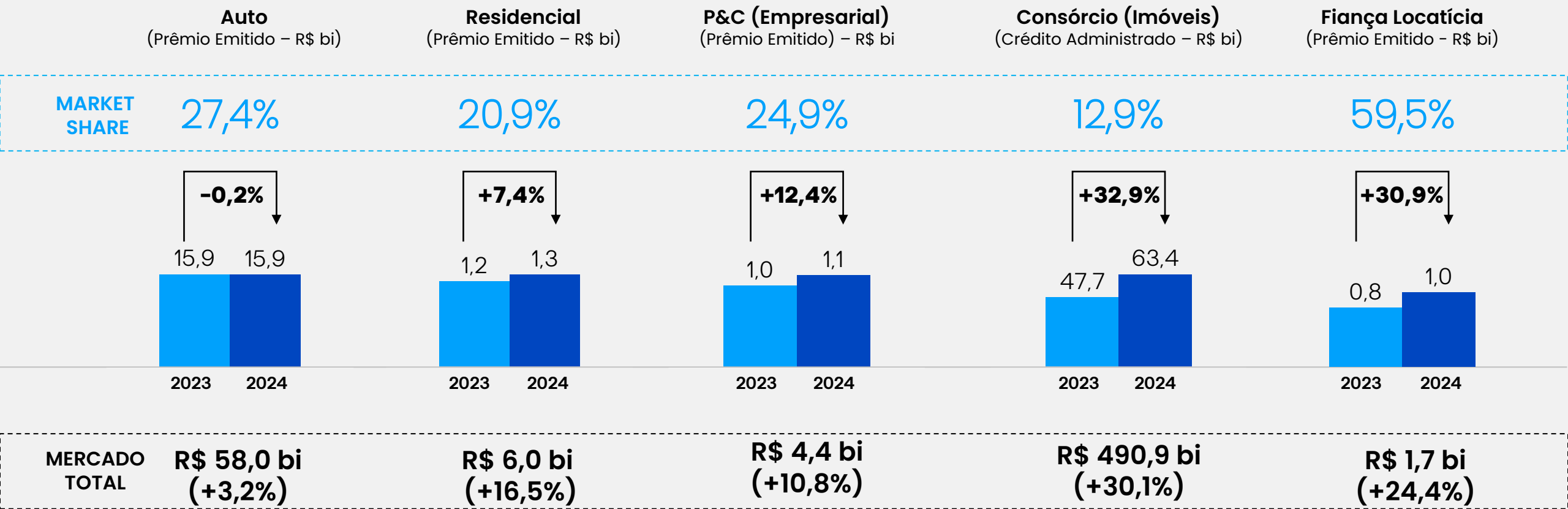


Abertura da Carteira de Investimentos (%)

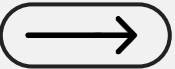




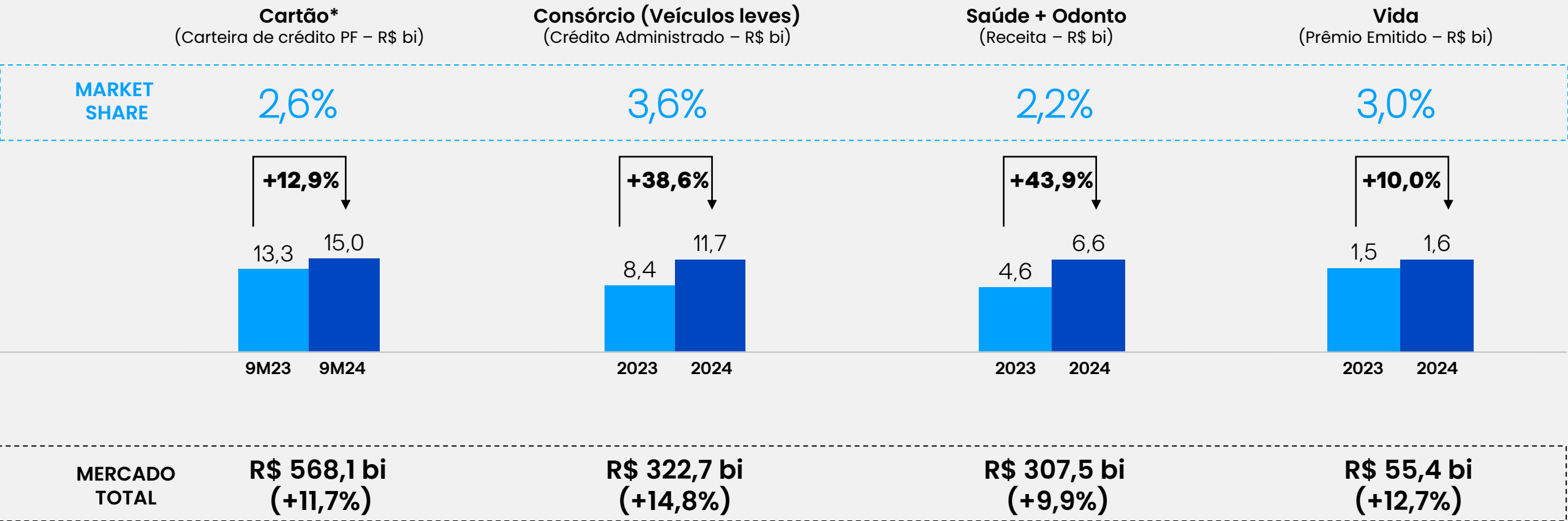
A Porto é líder em alguns segmentos

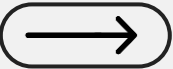


Fonte: Susep e Bacen



A Porto vem ganhando participação em outros mercados.





PROJEÇÕES PARA O ANO DE 2025



Range

Var. Prêmio Ganho Vertical (vs. 2024) +2% a +5%

Sinistralidade Vertical 51% a 55%

Índice de G&A Vertical 10,3% a 11,2%



Range

Var. Receita Total Vertical (vs. 2024) +14% a +22%

Perdas de Crédito (R\$ bi) -1,9 a -2,3

Índice de Eficiência 32,5% a 35%



Range

Var. Prêmio Ganho Vertical (vs. 2024) +25% a +40%

Sinistralidade Vertical 75% a 80%

Índice de G&A Vertical 4,5% a 5,5%



Range

Receita Total Vertical (R\$ bi) 2,5 a 2,8

Índice de G&A Vertical 8,0% a 9,0%



Range

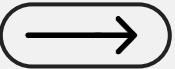
Resultado Financeiro (R\$ bi) 1,2 a 1,4

Taxa efetiva 30% a 34%

A Companhia esclarece que as projeções divulgadas refletem as expectativas da Administração com relação aos negócios da Companhia e não representa, portanto, promessa de desempenho ou resultado. A concretização dessas expectativas dependerá de diversos fatores, muitos deles externos à Companhia, podendo os resultados efetivos diferirem das projeções apresentadas. As projeções serão acompanhadas e revisadas pela Companhia, nos termos da regulamentação aplicável.



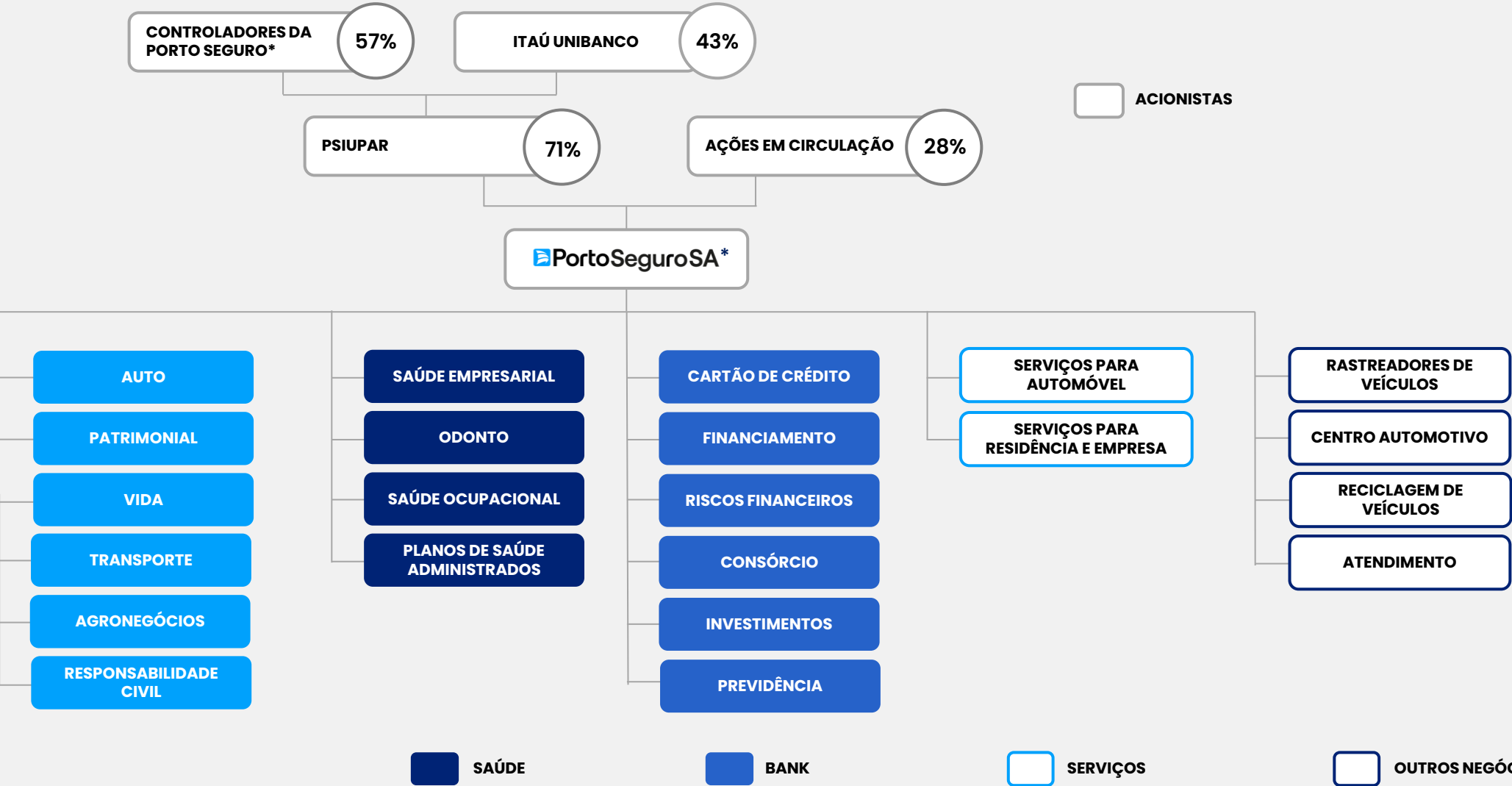
GOVERNANÇA CORPORATIVA



A Empresa oferece uma ampla gama de produtos e serviços através das suas 4 verticais de negócios: Seguros, Saúde, Bank e Serviços

*Controlada por Jayme Brasil Garfinkel

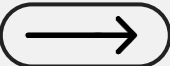
(Dez/24)





Conselho de Administração composto por sete membros, sendo dois indicados pela Família Garfinkel, dois indicados pelo Itaú Unibanco e dois membros independentes.

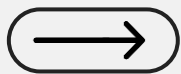
Nome	Cargo Atual na Porto	Cargo Externo ou Anterior
Bruno Campos Garfinkel	Presidente do Conselho de Administração	Possui 20 anos de experiência nas operações da Porto e ingressou no Conselho há 7 anos
Marco Ambrogio Crespi Bonomi	Vice-Presidente do Conselho de Administração	Foi Diretor Geral e Conselheiro do Itaú Unibanco
Roberto de Souza Santos	Conselheiro	Foi Presidente Executivo da Porto
Andre Luis Teixeira Rodrigues	Conselheiro	Diretor Executivo Coordenador do Banco de Varejo no Grupo Itaú Unibanco
Patrícia Muratori Calfat	Conselheira Independente	Diretora Regional do YouTube Latam
Lie Uema do Carmo	Conselheira Independente	Advogada e Sócia na Uema do Carmo e Professora na FGV Direito SP



Nome	Cargo Atual na Porto	Histórico com a Porto
Paulo Sérgio Kakinoff	CEO Grupo Porto	Membro do Conselho de Administração da Porto desde 2020 e CEO desde 2024
Celso Damadi	CFO Grupo Porto	Na Porto desde 2005 e CFO desde 2020
Lene Araújo de Lima	CEO Porto Serviço	Na Porto desde 1994 e CEO Porto Serviço desde 2023
José Rivaldo Leite da Silva	CEO Porto Seguro	Na Porto desde 1996 e CEO Porto Seguro desde 2022
Marcos Roberto Loução	CEO Porto Bank	Na Porto desde 2008 e CEO Porto Bank desde 2021
Sami Foguel	CEO Porto Saúde	Na Porto e CEO Porto Saúde desde 2021
Luiz Augusto Arruda	VP – Marketing, Clientes, Dados e Comercial	Na Porto desde 2020 e VP de Marketing e Comercial desde 2022
Domingos de Toledo Piza Falavina	Diretor de Relações com Investidores, M&A e PE	Na Porto e DRI desde 2023
Adriana Pereira Carvalho Simões	Diretora do Jurídico e Riscos	Na Porto desde 1996 e Dir. Jurídico desde 2020
Marcos Rogerio Sirelli	Diretor de Tecnologia da Informação	Na Porto desde 2011 e Dir. TI desde 2017
Patricia Quirico Coimbra	Diretora de Gente e Cultura	Na Porto e Dir. Gente e Cultura desde 2024
Patricia Chacon Jimenez	COO Seguros	Na Porto e COO Seguros desde 2023
Emilio Bentancourt	Diretor de Governança Corporativa	Na Porto desde 2015 e Dir. Gov. Corp desde 2024



SUSTENTABILIDADE



Tivemos destaques relevantes recentemente relacionados a nossa agenda ESG, como a entrada no Índice de Sustentabilidade Empresarial (ISE) da B3

Porto passa a integrar Carteira ISE



O indicador ISE (Índice de Sustentabilidade Empresarial da B3) tem como principal objetivo avaliar os ativos das empresas atrelados ao comprometimento com ações de sustentabilidade empresarial. A entrada da Porto no índice é um reconhecimento por estarmos comprometidos com a sustentabilidade empresarial nas dimensões de Governança Corporativa e Alta Gestão, Capital Humano, Modelo de Negócios e Inovação, Capital Social, Meio Ambiente e Mudança do Clima.

Instituto Porto



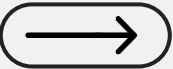
Em 2023, através do Instituto Porto, instituição sem fins lucrativos com foco em projetos educacionais e assistenciais na região de Campos Elíseos, oferecemos formação para 1,5 mil pessoas, com 15,3 mil horas de desenvolvimento educacional e geramos mais de 18,3 mil atendimentos socioassistenciais (doações de vales-alimentação, tênis, agasalho, material escolar) e de saúde (atendimento psicológico, psicopedagógico, mutirão pediátrico e oftalmológico), além de mais de 10 mil pessoas impactadas por meio de leis de incentivo fiscal.

No contraturno escolar apoiamos direta e indiretamente cerca de 525 pessoas, considerando as ações socioeducativas e o apoio às famílias. Neste período mobilizamos 2,6 mil pessoas, entre voluntários e investidores sociais, com a captação de R\$ 561,7 mil.

Renova



Na nossa controlada Renova Ecopeças empresa de reciclagem e reaproveitamento de peças que completou 10 anos de existência, desmontamos ao longo desta década mais de 21 mil veículos e comercializamos mais de 400 mil itens, além de realizarmos o descarte ambientalmente correto de 78 mil toneladas de aço, 35 mil baterias e 160 mil pneus.



A Estratégia de Sustentabilidade da Porto e a evolução em nossos indicadores ASG.

Sustentabilidade na Estratégia da Porto

Em 2024, a Porto avançou na governança em sustentabilidade com a criação do Plano Estratégico de Sustentabilidade 2025-2030, integrando a Sustentabilidade à estratégia de negócio e ao debate nos níveis mais altos da organização.

Entre os marcos, destaca-se a criação do Comitê de Sustentabilidade, com membros internos e externos especialistas em Sustentabilidade e Diversidade e Inclusão. Também foi instituída a Comissão de Sustentabilidade e Diversidade, formada por nove diretores, para garantir engajamento e alinhamento transversal das verticais da Porto.

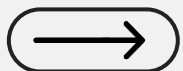
Índice Carbono Eficiente da B3

Em 2024, por mais um ano, a Porto foi incluída no Índice Carbono Eficiente (ICO2-B3) da B3, que reúne empresas com os menores coeficientes de emissões de carbono. A inclusão reflete o reconhecimento do compromisso da Porto na estratégia da redução das emissões de gases de efeito estufa (GEE).

Esse reconhecimento fortalece a posição da empresa no mercado, destacando sua contribuição na transição para uma economia de baixo carbono.

Principais indicadores Socioambientais

		2019	2020	2021	2022	2023	2024
Ambiental	Consumo de água absoluto (milhares de m³)	89,8	26,1	27,6	62,9	59,7	79,0
	Consumo de energia absoluto (milhões de kWh)	33,2	17,6	19,3	26,8	27,2	29,3
	Total de resíduos (orgânico + reciclável) gerados (toneladas)	760	213	302	430	463	666
Diversidade	Quantidade de mulheres na liderança	445	436	470	520	550	560
	Quantidade de mulheres na equipe	6.673	6.637	6.695	6.915	6.693	6.861
	Quantidade de pessoas negras na liderança	225	239	279	269	296	310
	Quantidade de pessoas negras na equipe	4.614	4.886	5.017	4.647	4.552	4.797
Voluntariado	Quantidade de voluntários	847	728	611	705	817	815
Instituto Porto Seguro	Quantidade de alunos no curso de Pré-formação de Jovens Aprendizes (Formados)	109	110	217	117	376	443
	Jovens Aprendizes ativos	45	53	77	83	106	226
	Quantidade de crianças assistidas pelo Programa Ação Educa	189	176	200	239	246	242
Associação Campos	Quantidade de protocolos abertos de limpeza e manutenção do bairro	1.126	470	483	598	649	177
Elíseos + Gentil	Resolubilidade dos protocolos junto aos órgãos públicos	84%	68%	83%	79%	81%	83%



Programa de Diversidade e Inclusão com os Grupos:



Equidade de Gênero



Étnico-racial



LGBTQIA+



Pessoas com Deficiência



Intergeracional



Jornada institucional dedicado ao desenvolvimento pessoal e profissional de mulheres.

O Lidera tem foco nas mais de sete mil colaboradoras da Porto pelo País, e reforça o compromisso de valorização, inclusão e transformação sociocultural de dentro para fora



Florescer

Jornada que proporciona ações direcionadas para desenvolvimento, autoconhecimento, pertencimento e fortalecimento da identidade de cada pessoa com deficiência.

Atualmente, a Porto conta com mais de 500 pessoas com deficiência em seu quadro de colaboradoras e colaboradores.

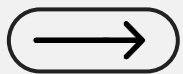


Afro Horizontes

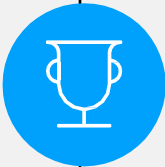
O Afro Horizontes foi pensado e criado com base em desafios e necessidades específicas trazidas pelos próprios colaboradores negros.

Hoje, a Porto conta com mais de 4 mil pessoas negras colaboradoras.





Prêmios



Brand Finance

2ª marca mais forte do país

Top of Mind

pelo 11º ano consecutivo na categoria Seguros

Estadão Marcas +

1º lugar seguradoras Top 5 melhor performance

Melhores do ESG

Na categoria Serviços Financeiros

GPTW

3º ano consecutivo entre Top 10 Melhores empresas para se trabalhar pelo GPTW

Interbrand

16º marca mais valiosa do país pela Interbrand





INSTITUTIONAL PRESENTATION

2025





CONTENTS

Our history

Porto Ecosystem

Our structure

Our numbers

Verticals

Corporate Governance

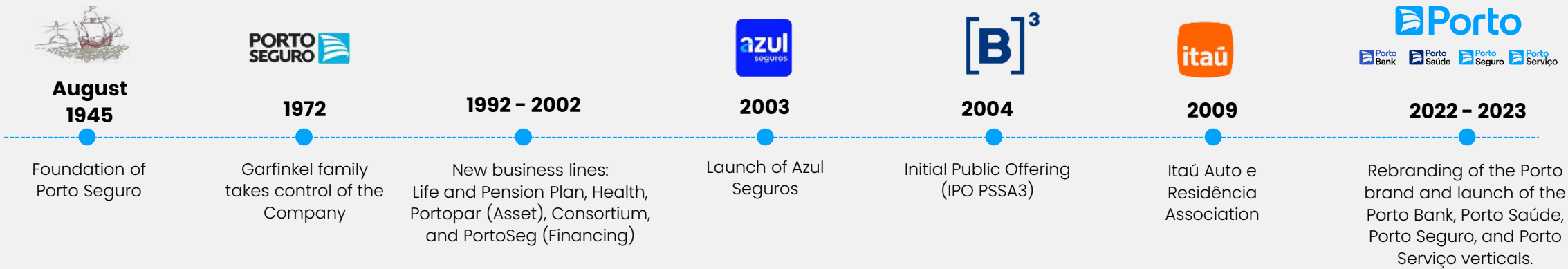
Sustainability



OUR HISTORY

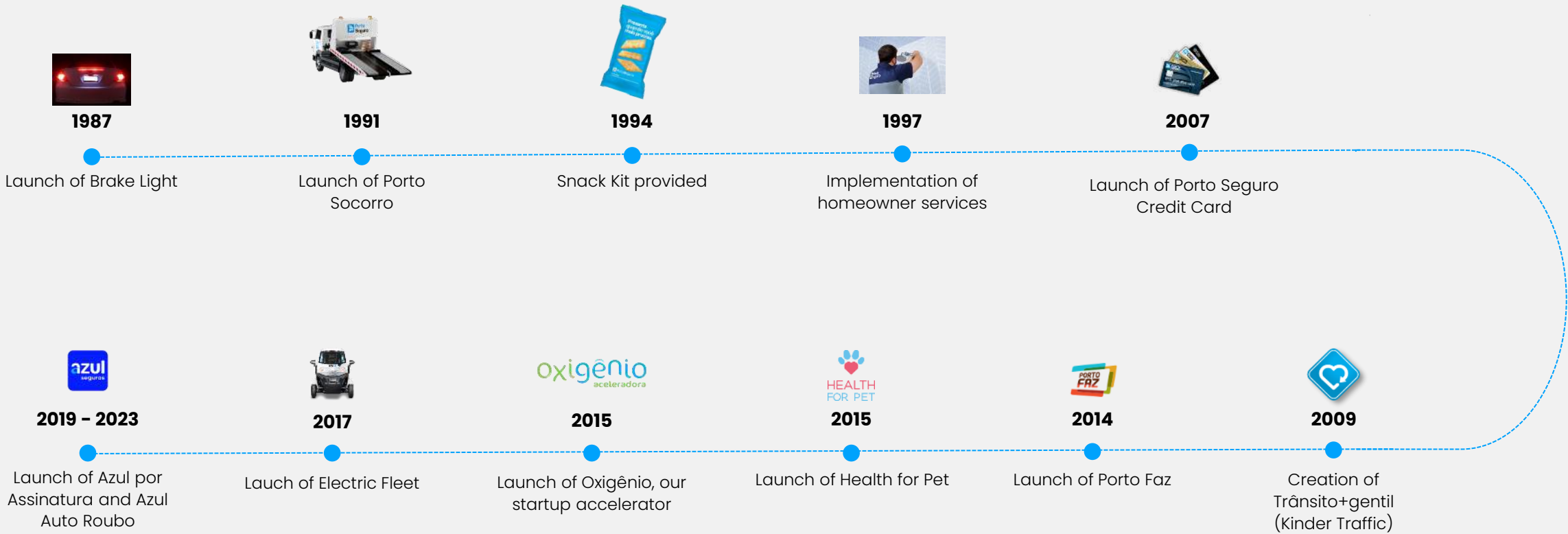


Company's Major Milestones



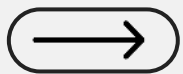


Historical Initiatives





PORTO ECOSYSTEM



Key Data (2024)

Revenue R\$ 36.9 B

Income R\$ 2.6 B

ROAE 20.0%

Market Cap² R\$ 23.6 B

Average
ADTV² R\$ 83.9 M
Last 60 days

Representativeness of
Revenue and Income
(2024)¹



Revenue: **59%**
Net income: **57%**



Revenue: **16%**
Net income: **22%**

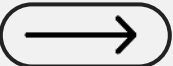


Revenue: **18%**
Net income: **14%**



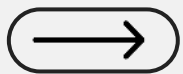
Revenue: **7%**
Net income: **7%**

1. Considers only data from business verticals 2. Consider the position as of December 2024.



Main products – 2024

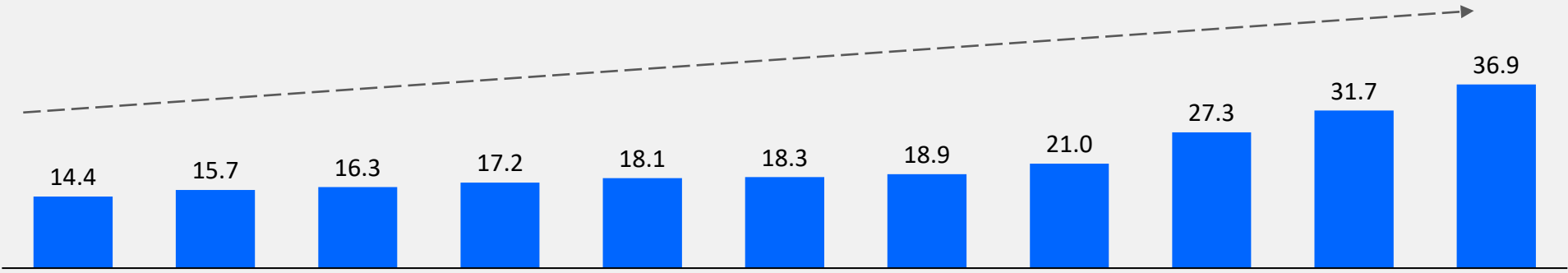
	Porto Seguro			Porto Saúde	Porto Bank			Porto Serviço
	Auto	P&C and Transportation	Life	Health + Dental	Credit Card and Financing	Consortium	Lease Solutions	Strategic partnerships, B2B and B2B2C
Share in Total Revenue	43%	9%	4%	18%	10%	3%	3%	7%
Revenue per Vertical 2024 (R\$)	16 bi	3 bi	2 bi	7 bi	4 bi	1 bi	1 bi	3 bi
Revenue CAGR 21-24	13%	16%	16%	41%	18%	32%	23%	Vertical launched in 2024
Net Income 2024 (R\$)	1.6 bi			0.4 bi	0.6 bi			0.2 bi
ROAE 2024	28%			27%	26%			22%



Revenue Evolution and Profitability of the last 10 years

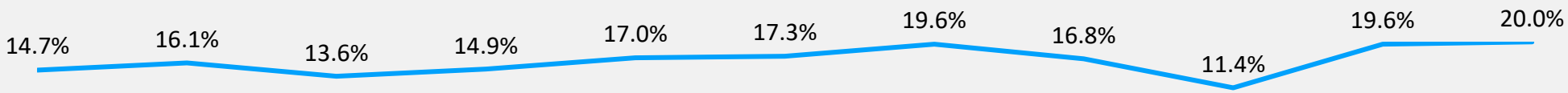


Total Revenue
(R\$ bn)

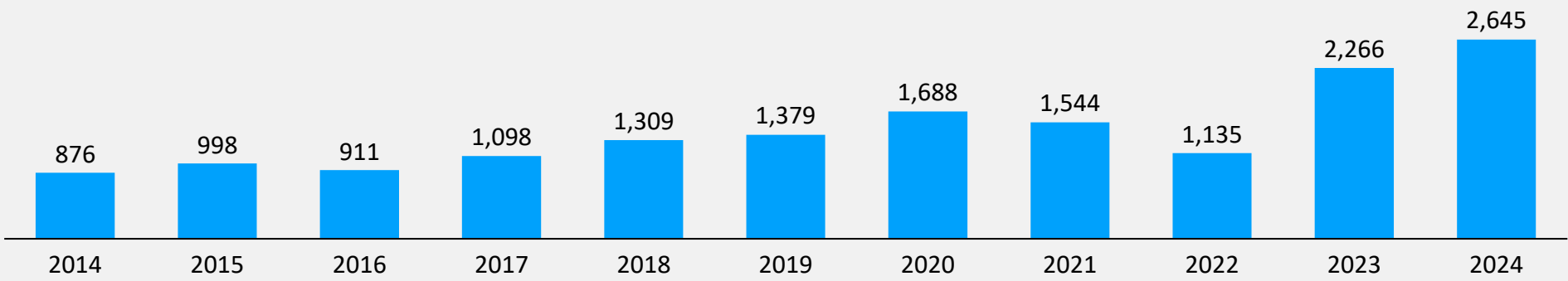


CAGR
9.9% p.a.

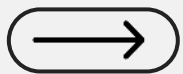
ROAE
(% p.a.)



Net Income
(R\$ M)



CAGR
11.7% p.a.



Holding brand



Corporate brand



Institutional brands

TEATRO 

INSTITUTO 

 Asset

Business brands









Independent brands





With a greater focus on the client, the Company segregated its structure into four business verticals.



Protecting and providing safety

**Auto
Bike
Mobile
Homeowner
Companies
Transportation
Life
Travel
Agribusiness
Civil Liability**



Caring for the health of people and companies

**Corporate Health
Dental
Occupational
Health**



With financial solutions

**Credit Cards
Financing
Personal Loan
Landlord Protection
Consortium
Investments
Digital Account
Pension Plan**



Preserving your achievements

For Automobile:
Tow Trucks,
Locksmith, Battery,
etc.

For Homes and Businesses:
Electrical, Hydraulic,
White Goods, TV, Air
Conditioning, Help
Desk, etc.

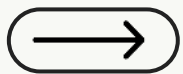


OUR STRUCTURE

Our fleet is prepared for all situations.

- Tow trucks
- Utility vehicles
- Pickup trucks
- Off-Road vehicles
- Passenger vehicles
- Motorcycles
- Jet skis
- Electric vehicles (motorcycle, bike, ambulance, and more)

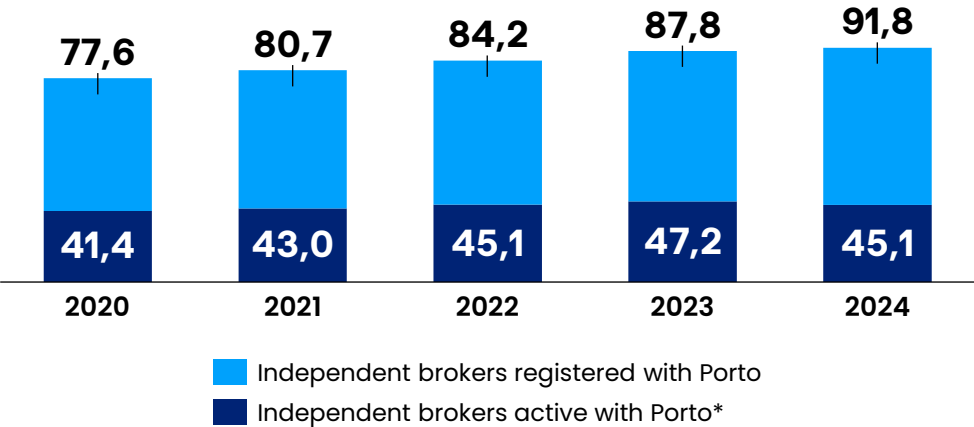




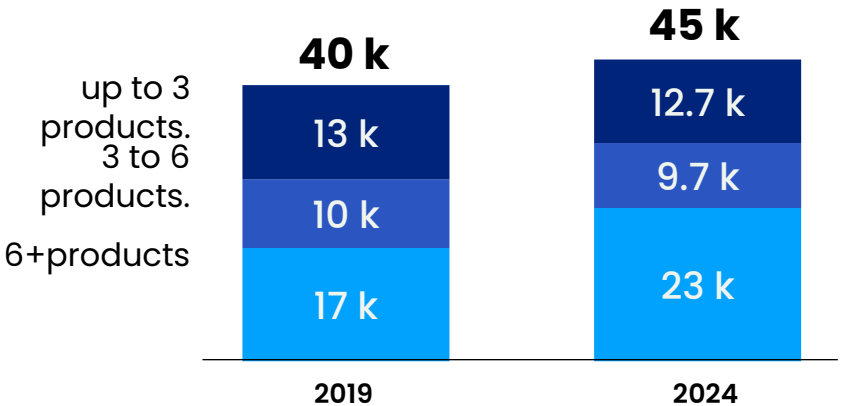
Independent brokers (in thousands)



Registered and active brokers with Porto

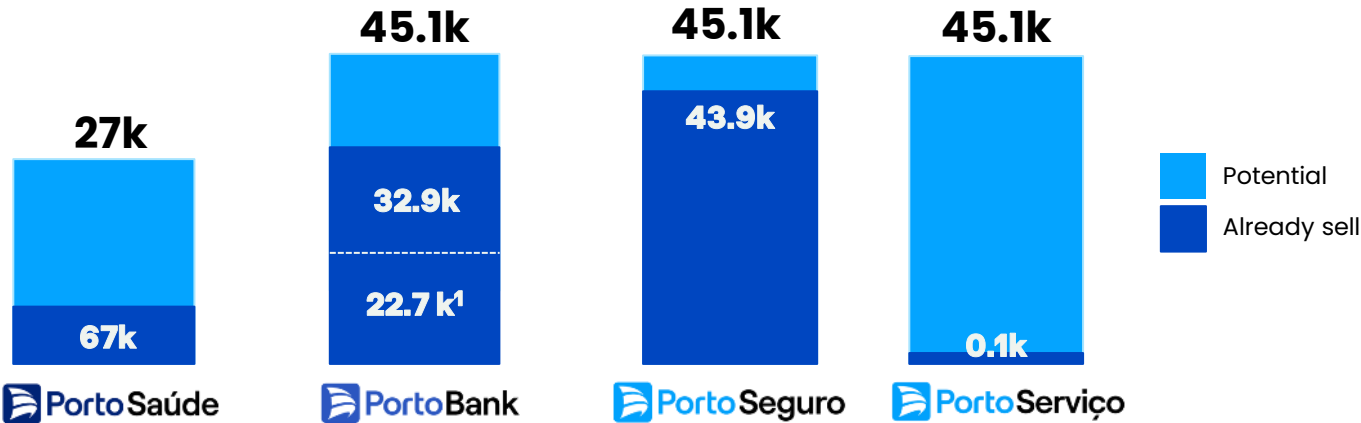


Brokers by quantity of products sold

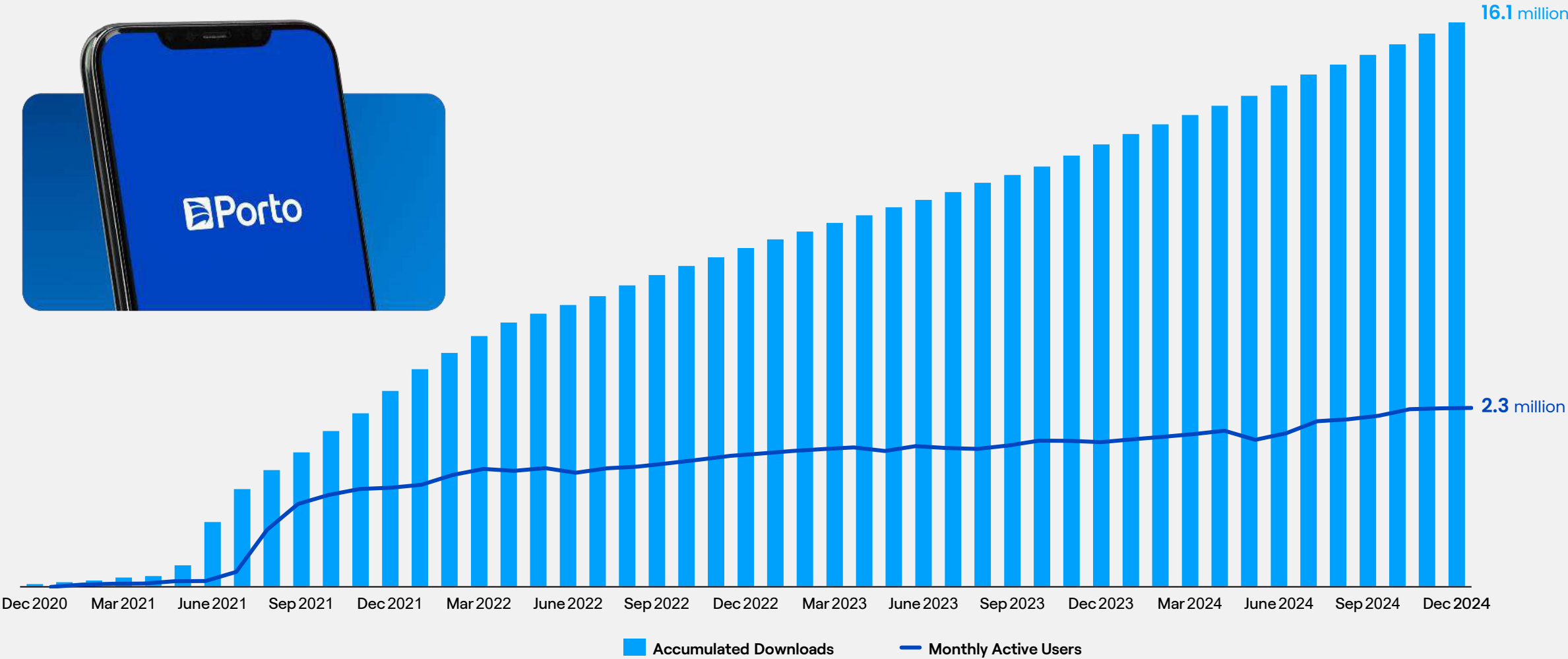


Brokers with sales by vertical

Considers regions of operation
RJ | SP | FD



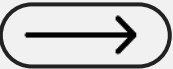
*Brokers who have closed at least one deal with Porto in the last 12 months.



*iOS download volume available only for users who opted in to share data with Apple.



OUR NUMBERS



People



18.0 M
from clients

13.5 k
Employees

37 k
Independent
brokers

13 k
Service
providers

3.8 M
App Porto Users

Operation



80 M
Digital interactions
and services in 4Q24

2.7 M
Car services in
2024

2.4 M
Service calls for
homes and
businesses in 2024

56%
service activations in
2024 via the App and
WhatsApp
(car and residence)

34 M
Human services in
2024

NPS



80 pts
At Auto insurance

77 pts
At Azul Seguros

80 pts
at Homeowner
insurance

72 pts
and 59% of Card clients
redeemed points on Porto
products

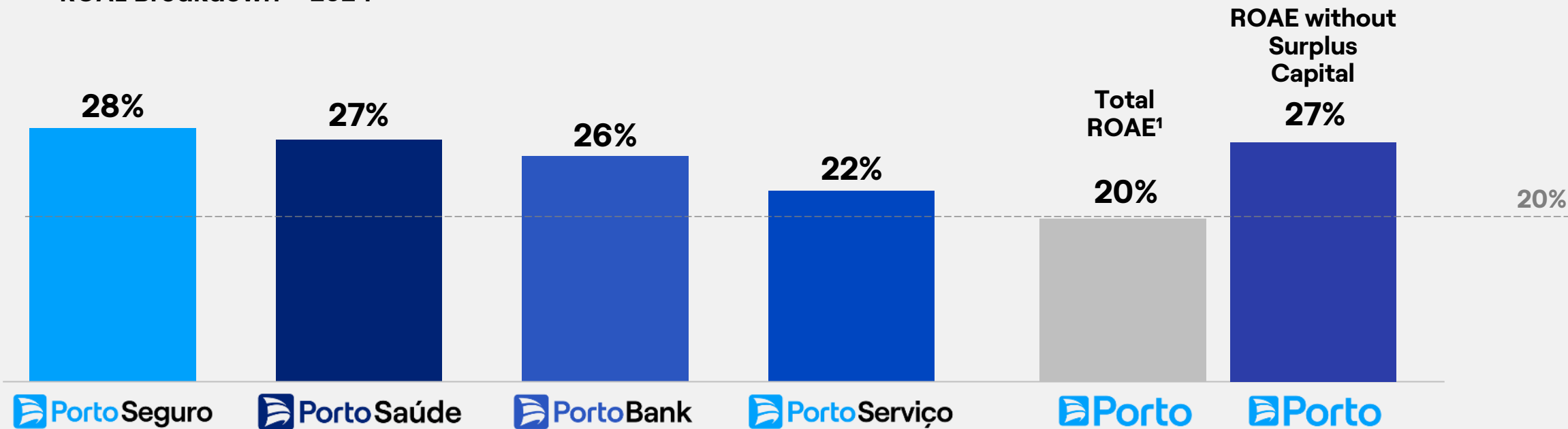


Yield

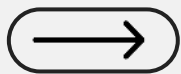
ROAE greater than 20% across all business units



ROAE Breakdown – 2024



1) The consolidated ROAE differs from the average of the verticals mainly due to the holding results and other businesses.

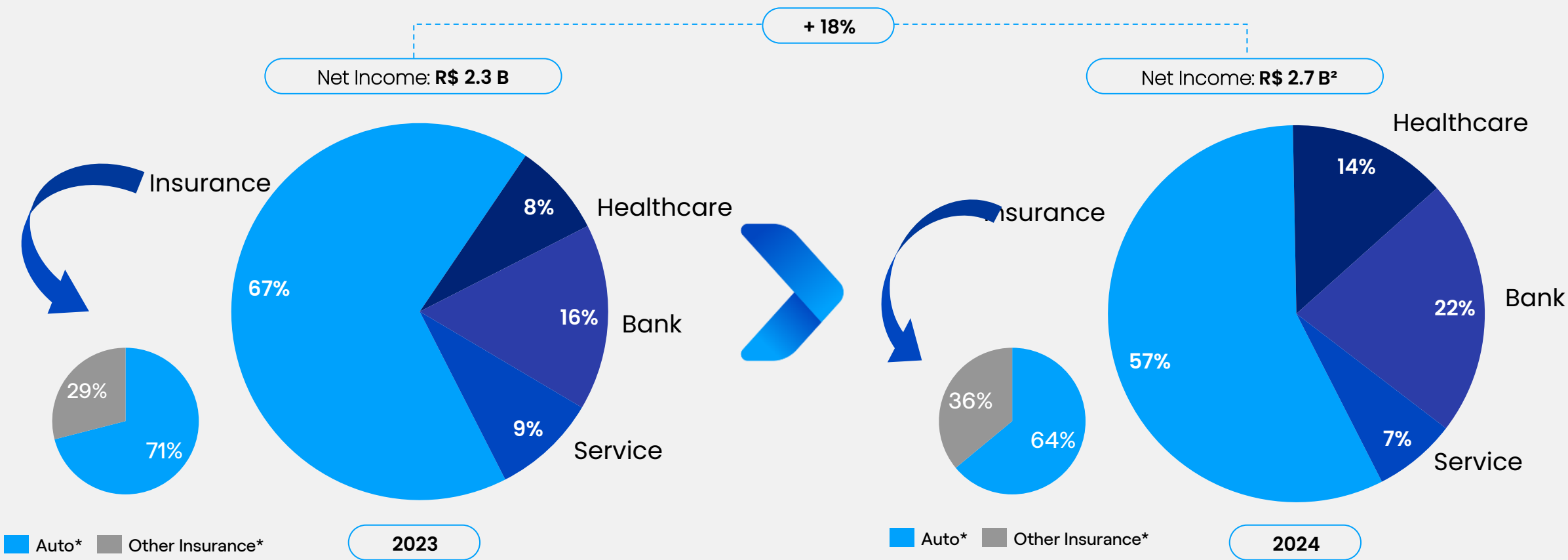


Diversification of Results¹

Conscious and diversified growth in results



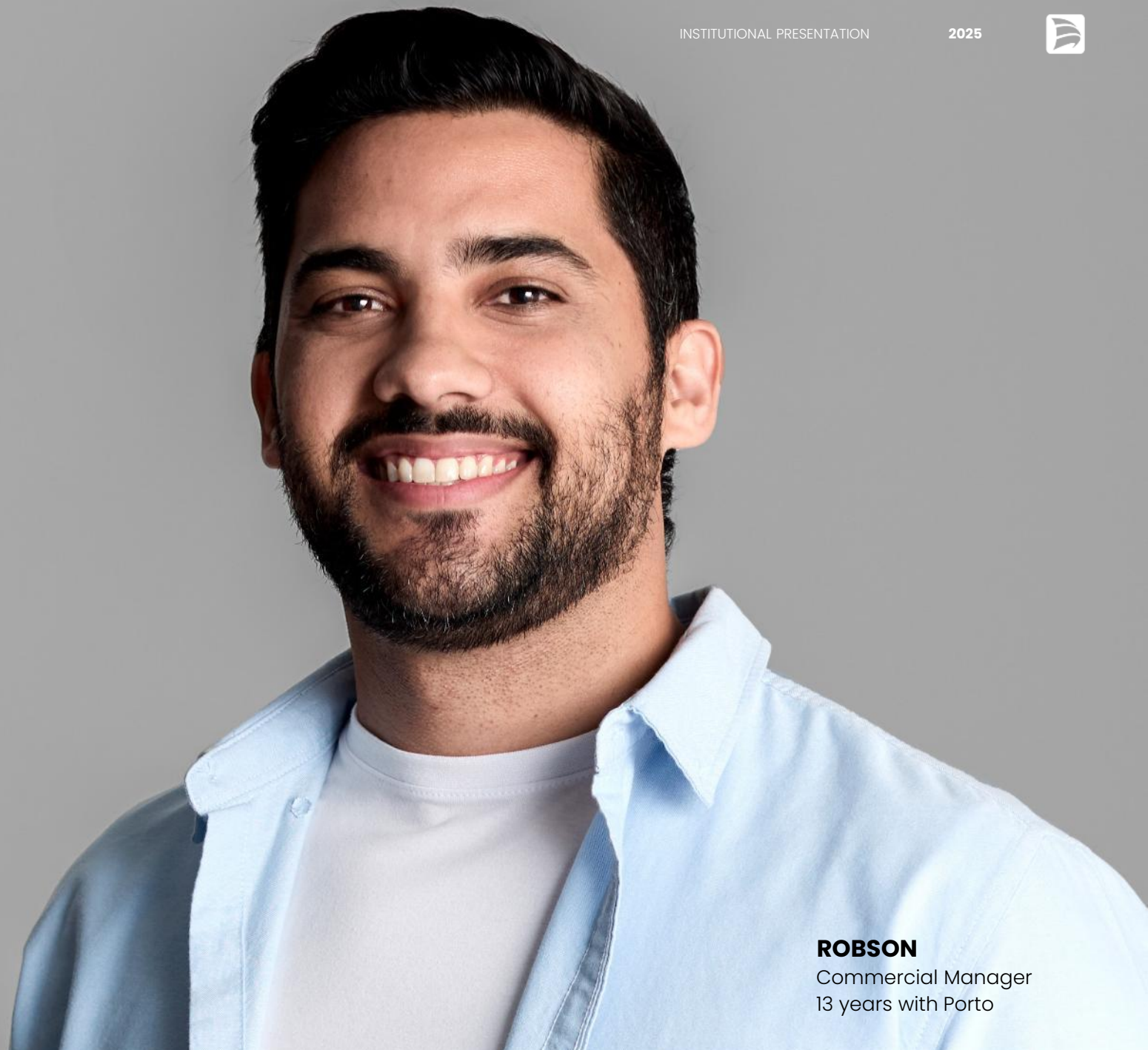
Breakdown of Net Income¹



(1) It does not specify the results of other businesses. | (2) Recurring Net Income
* Share in the Insurance Vertical Underwriting Result.



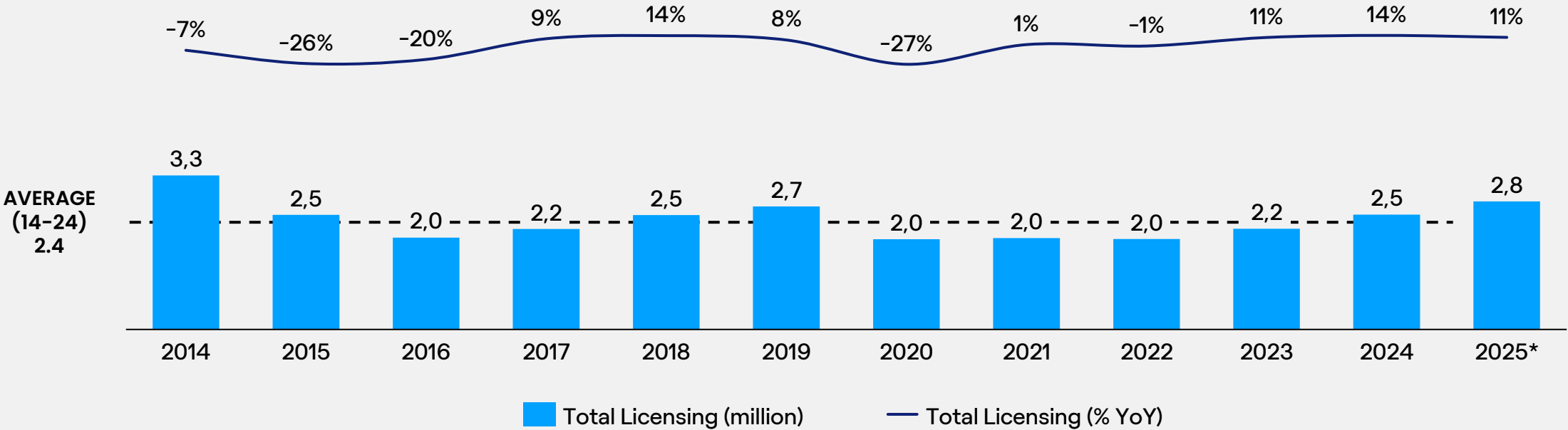
PORTO SEGURO



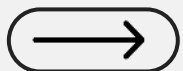
ROBSON
Commercial Manager
13 years with Porto



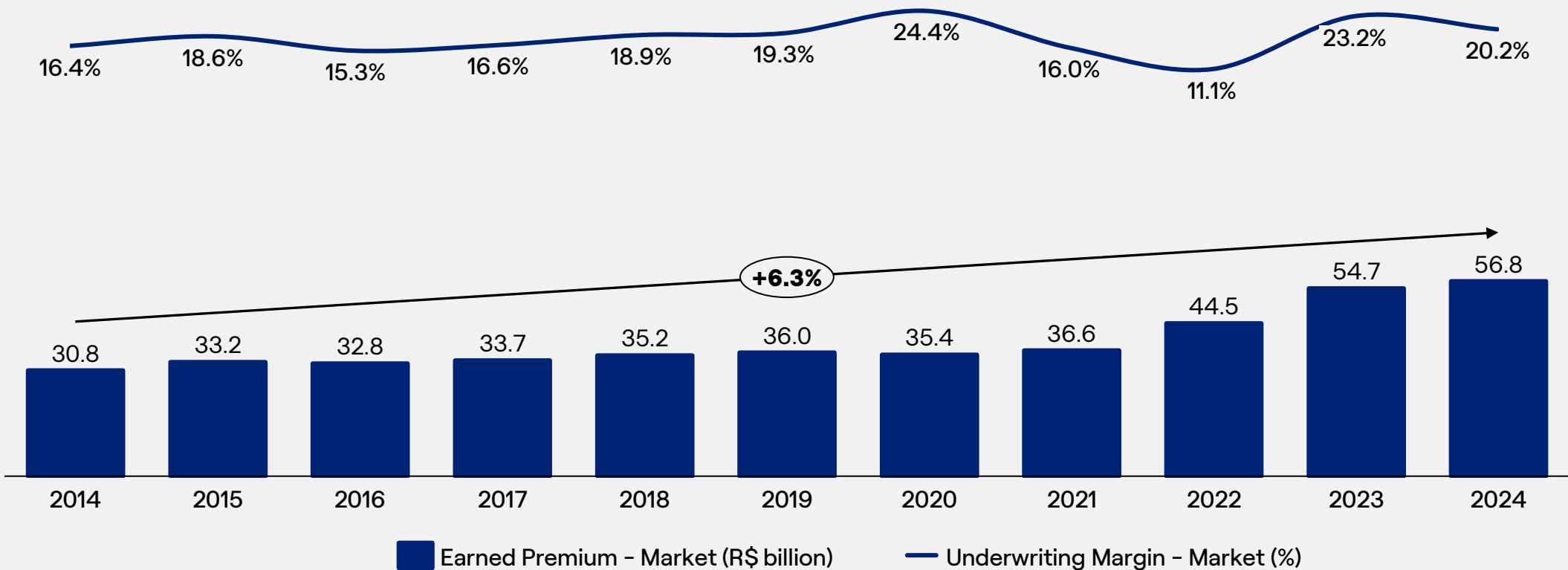
Annual evolution of sales of new vehicles



Source: ANFAVEA
*Projection for 2025 = FENABRAVE

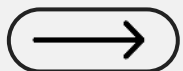


Evolution of Premiums ad Underwriting Margins of the Market*



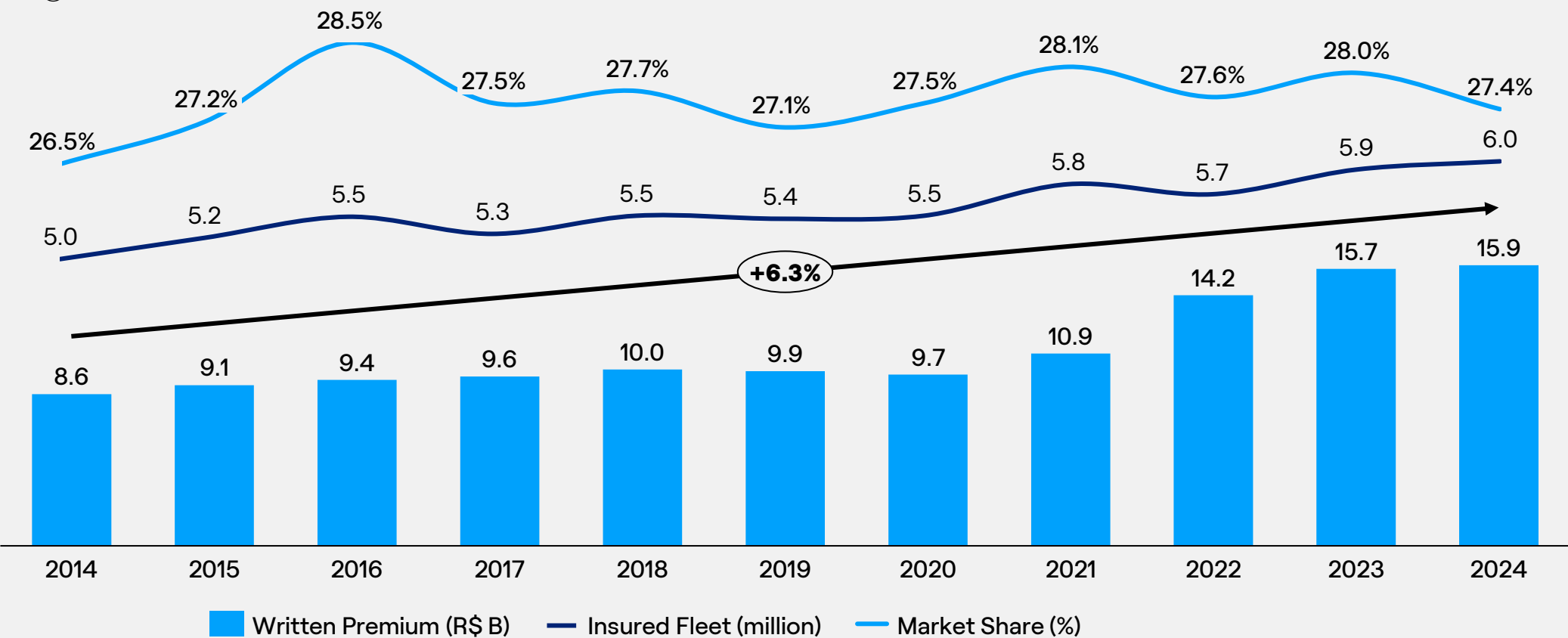
Source: I-SUSEP

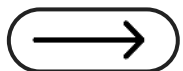
* Underwriting Margin = (Earned Premium – Claims – Commission Expenses) / Earned Premium



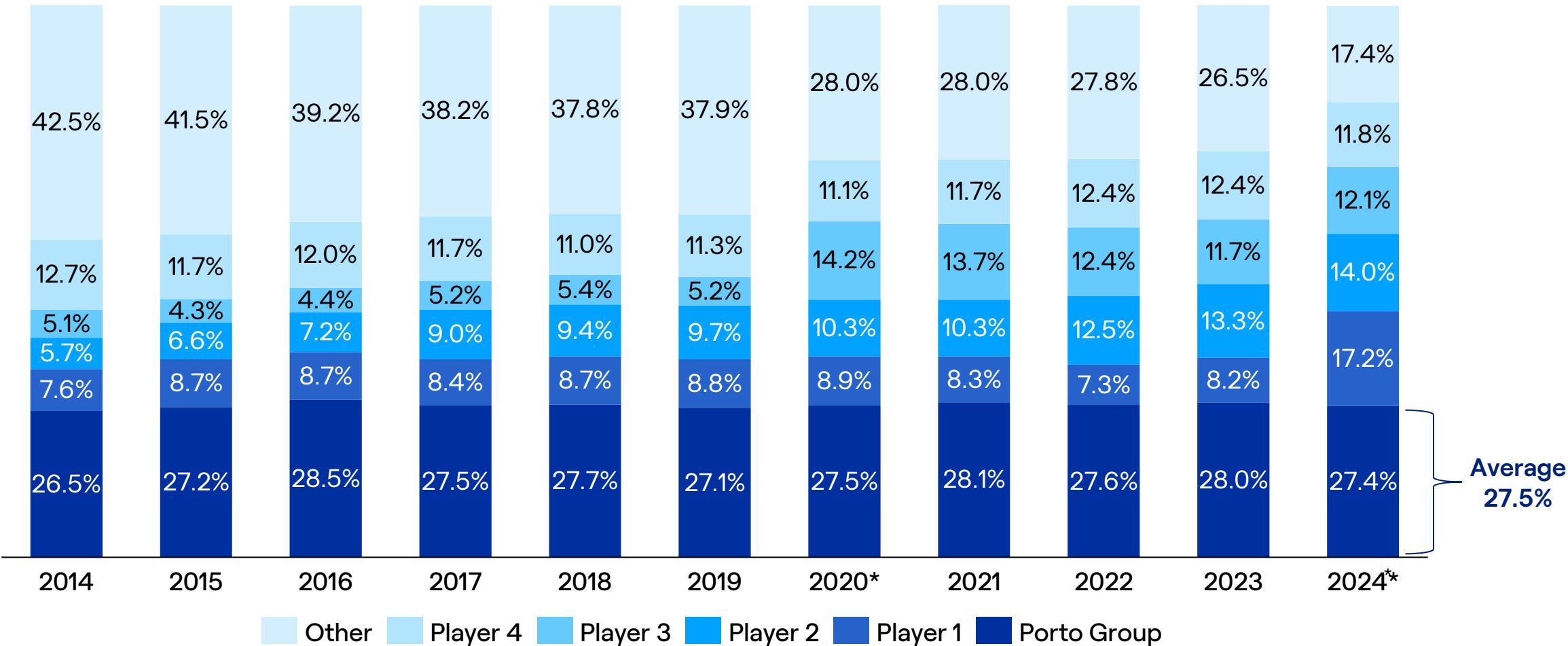
Evolution in Premiums and Insured Fleet Porto Group

○ CAGR

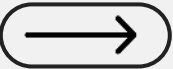




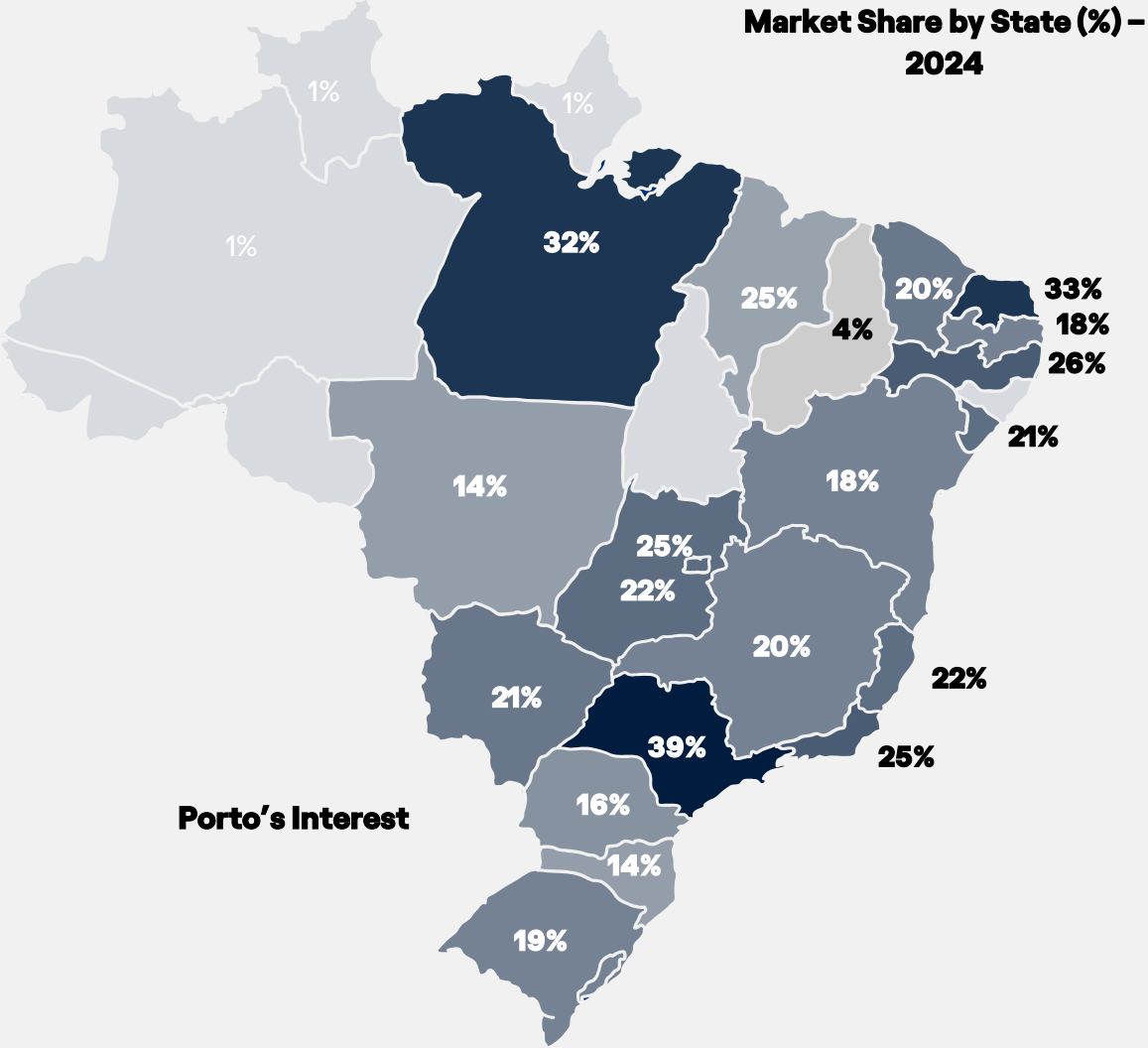
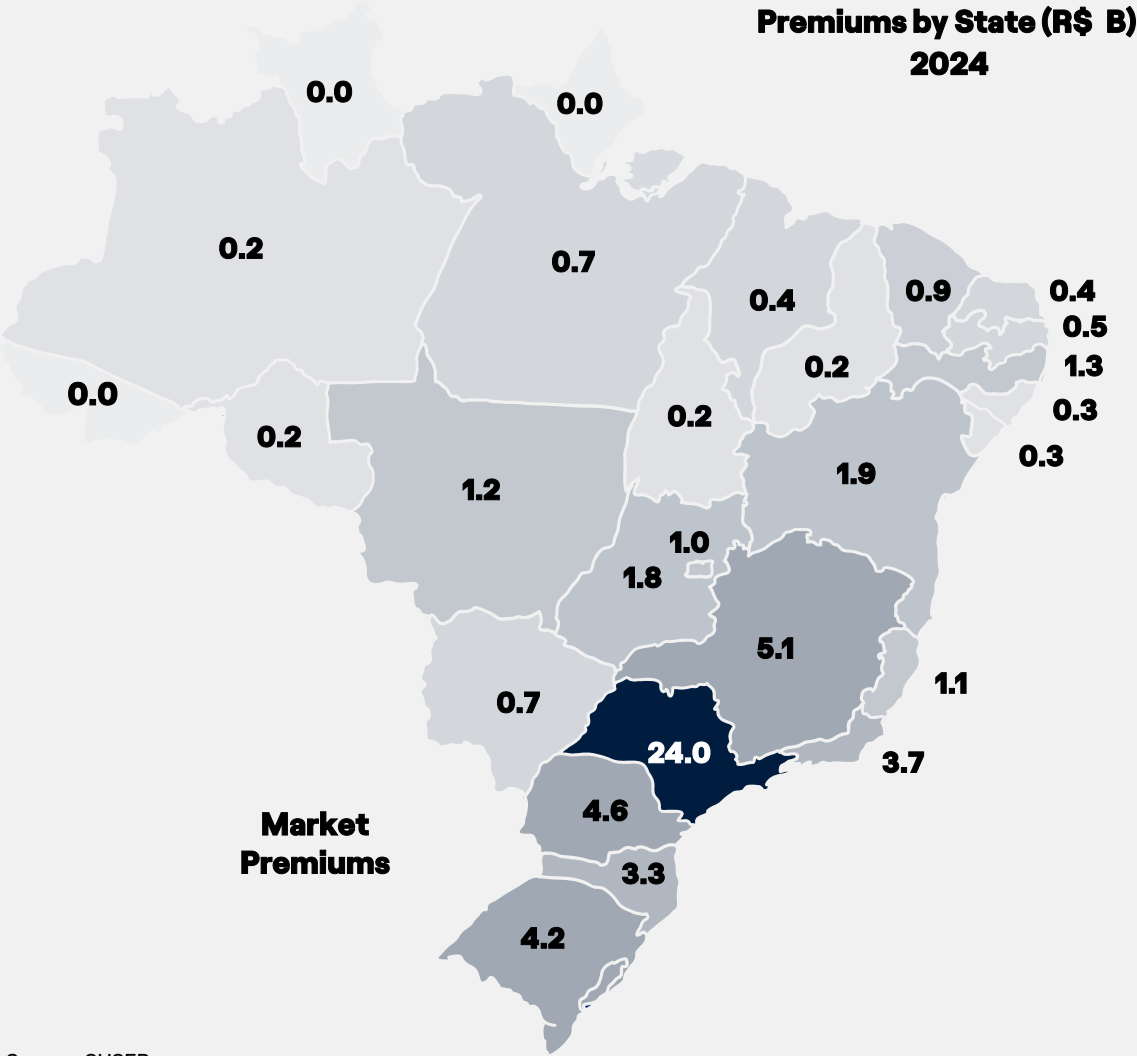
Evolution of Market Share (%)



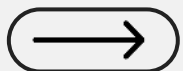
Source: SUSEP
* 2020 and 2024 inorganic growth of Players 1, 3



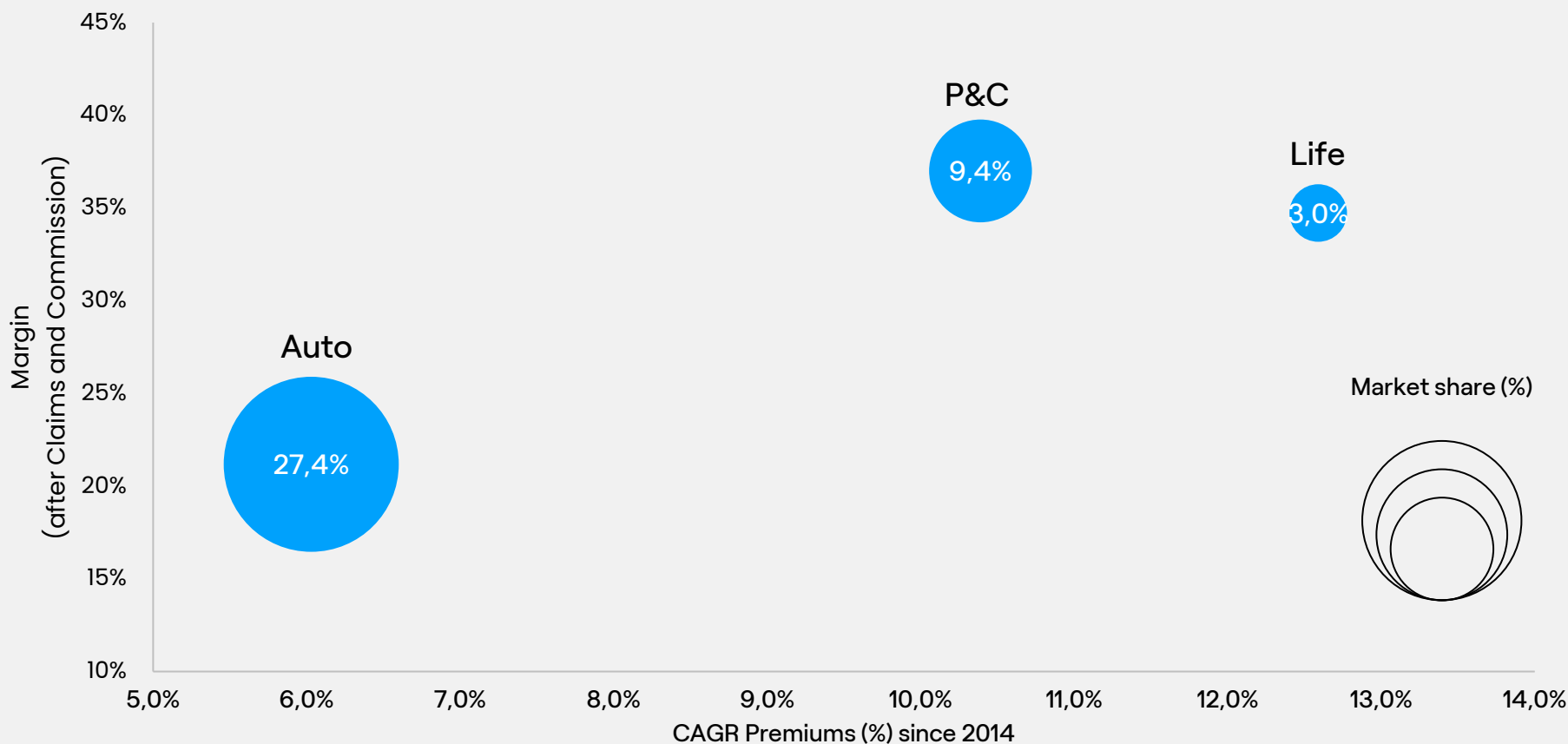
Auto – Market Share (Porto Group)



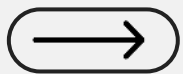
Source: SUSEP



Growth and Margin (after Claims and Commission) by product



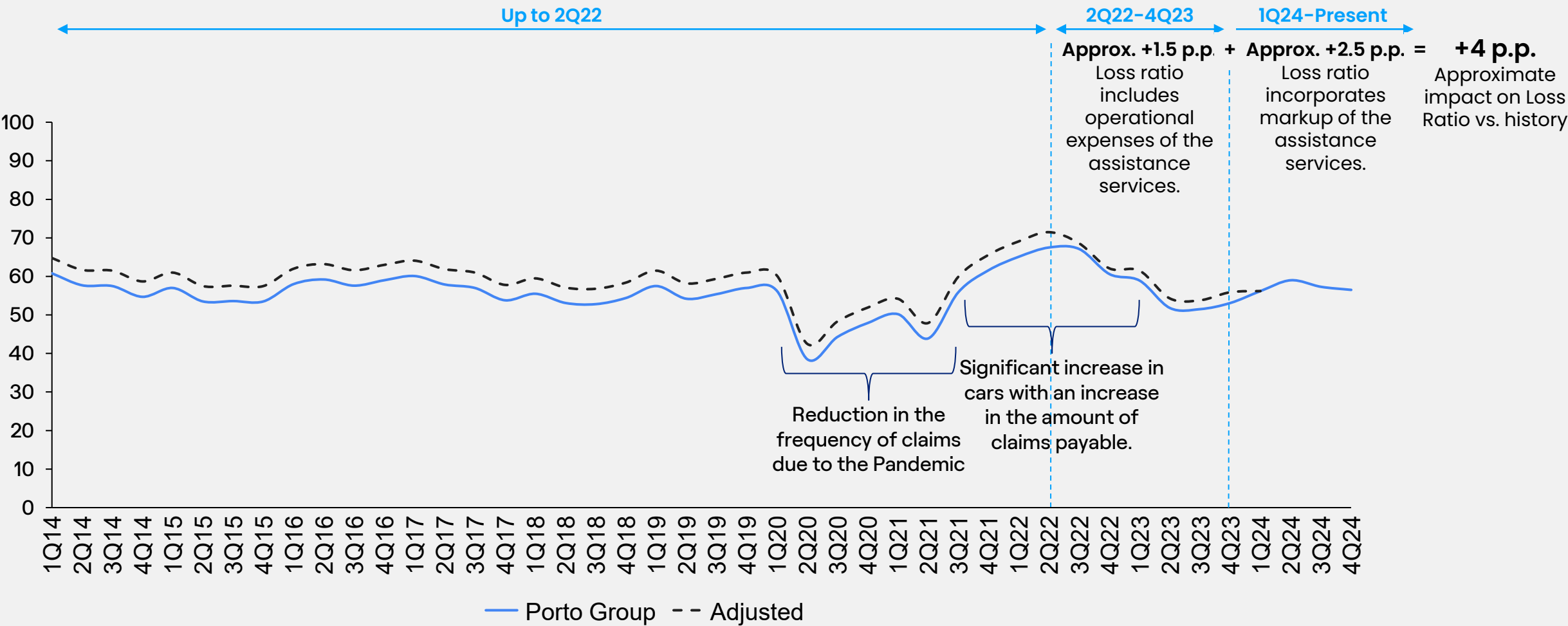
Source: SUSEP



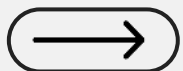
Auto – Loss Ratio (Porto Group)



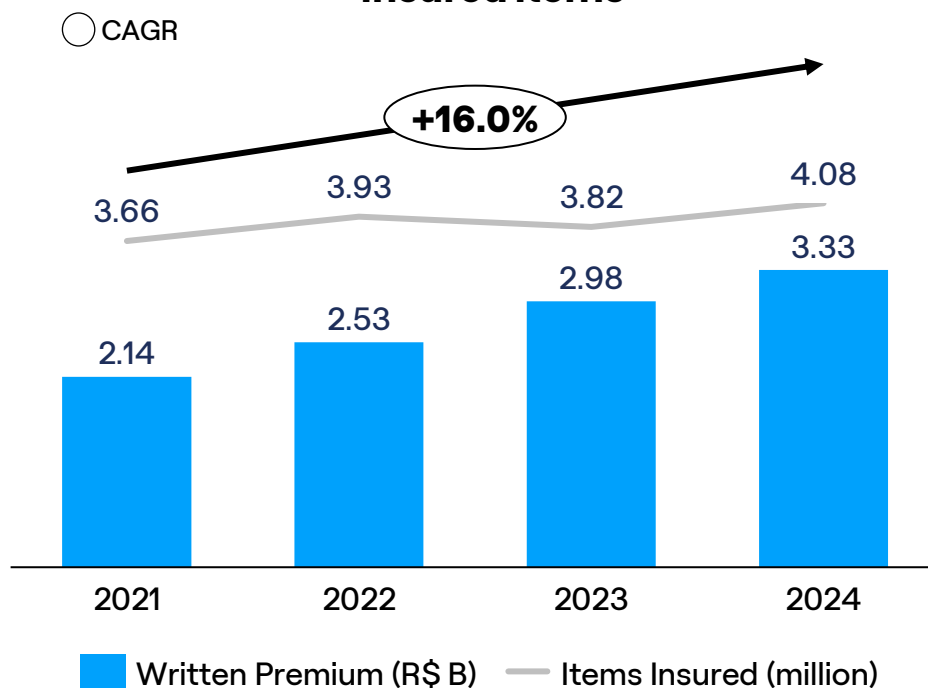
Historical loss ratio adjusted* (%) for current criteria



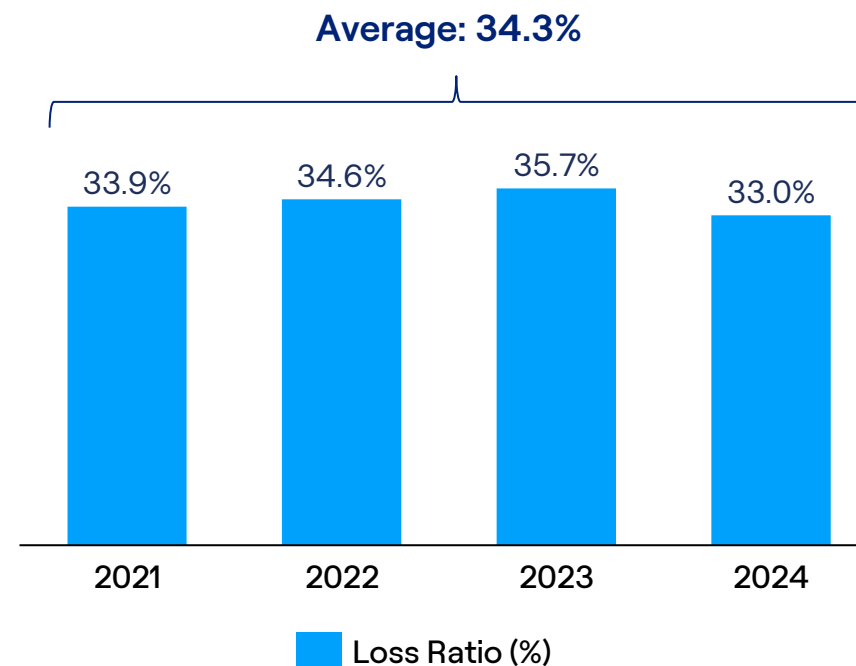
Source: SUSEP
In 2Q22, Porto Assistência started incorporating the expenses of activities such as tow trucks, service providers, among others, which were accounted for partly as “retained claims” and partly as “other operating expenses,” currently being accounted for in insurance companies solely as claims. In 1Q24, the markup for Assistance began to impact the loss ratio of the vertical.

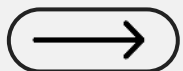


Written Premiums and Insured Items



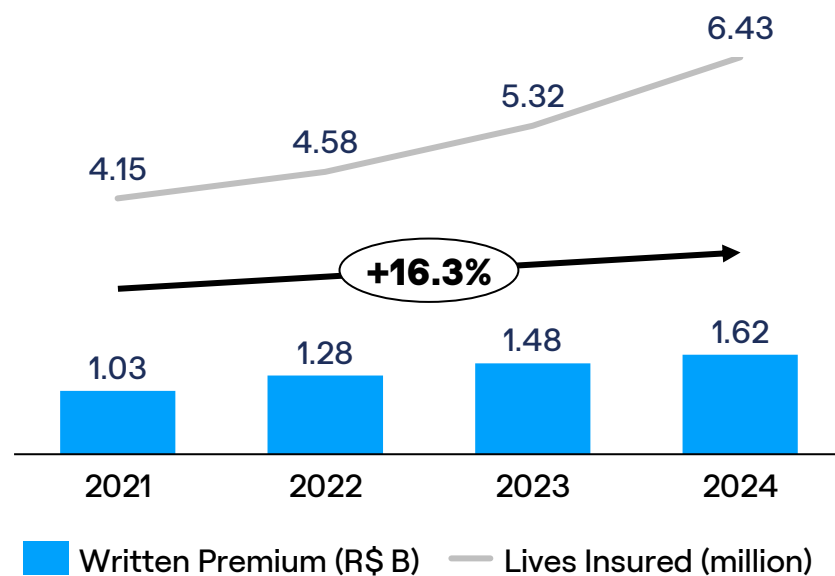
Loss Ratio



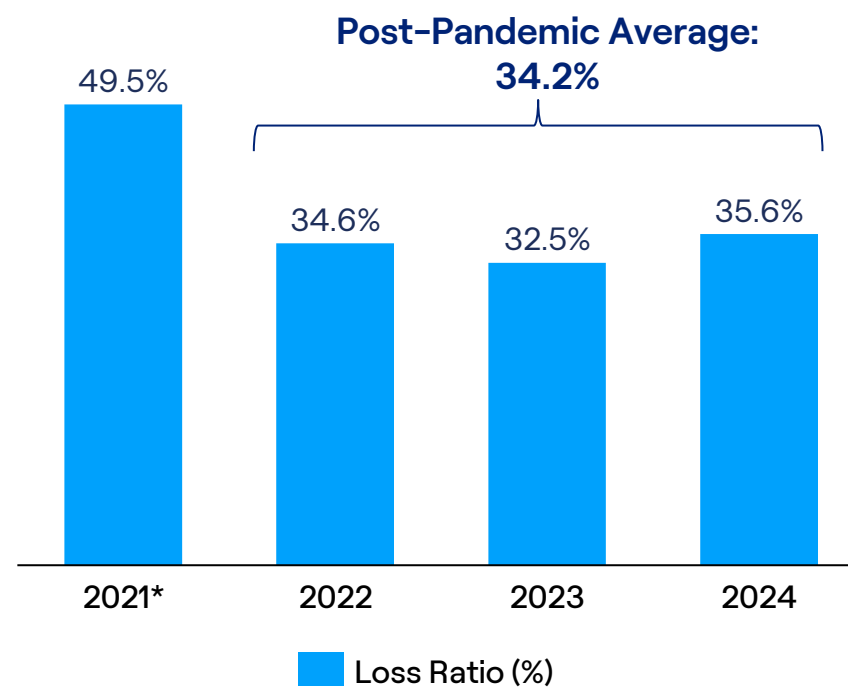


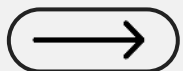
Written Premium and Insured Lives

○ CAGR



Loss Ratio



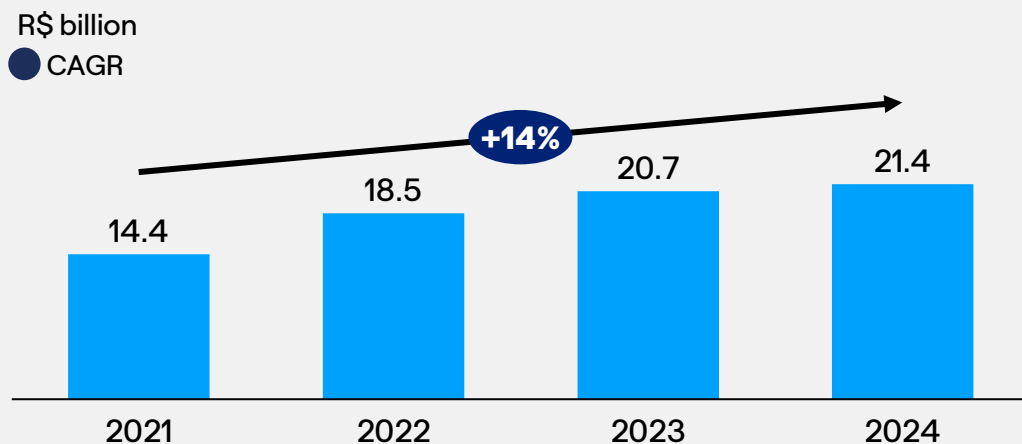


Vertical Summary

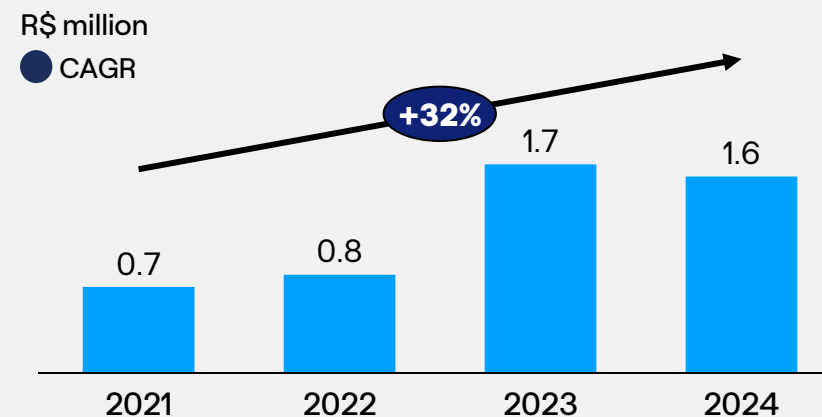


Total Revenue

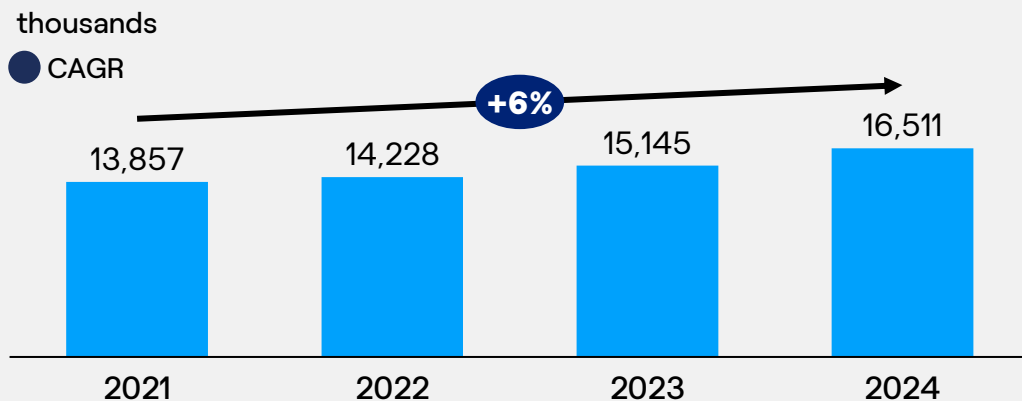
(Retained Premium + Revenues)



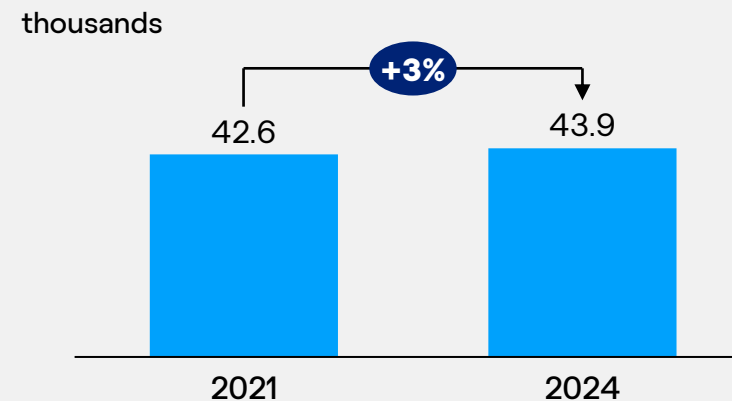
Net income¹



Total Items



Brokers who sell Insurance



(1) Adjustment of 4Q23 to allow comparability with 4Q24, since from the first quarter of 2024 onwards, mainly, the loss ratio, IC, ICA, earnings and ROAE began to be impacted by the Assistance operation markup.



PORTO SAÚDE



LIA
Broker
15 years with Porto



Main Strategic Drivers

1. Relevant growth in premiums, members, and profit through the virtual verticalization strategy.
2. Well-defined strategic focus: operation in 3 states and corporate collective plans
3. Trusted brand, Sales force, and the way to serve the Porto Seguro client.

Operating and Financial Highlights – 2024

**+675k lives – health
2024 (+24% vs. 2023)**

**+76.2% Loss Ratio
Below the market
comparable average**

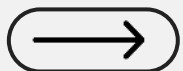
**R\$ 6.6 B Revenue
2024 (44% vs. 2023)**

**100% of the policies
SME and Commercial**

**3.4% Market Share*
(+110% vs. 2020)**

**R\$ 394 M
Net income in 2024**

* Market Share considers the areas in which we operate and only the commercial segment.



Key Services



Porto District Line

New

Microrregional product in which the client can choose up to 3 doors and is 100% verticalized with Porto's Medical Team.

- Hospitals and clinics from up to three districts chosen by the client.
- Integration with TMP
- Your clinician on the spot
- Without reimbursement
- Mandatory coparticipation

Linha Pro

Regional product, few branches, and integrated with Porto's Medical Team (TMP)

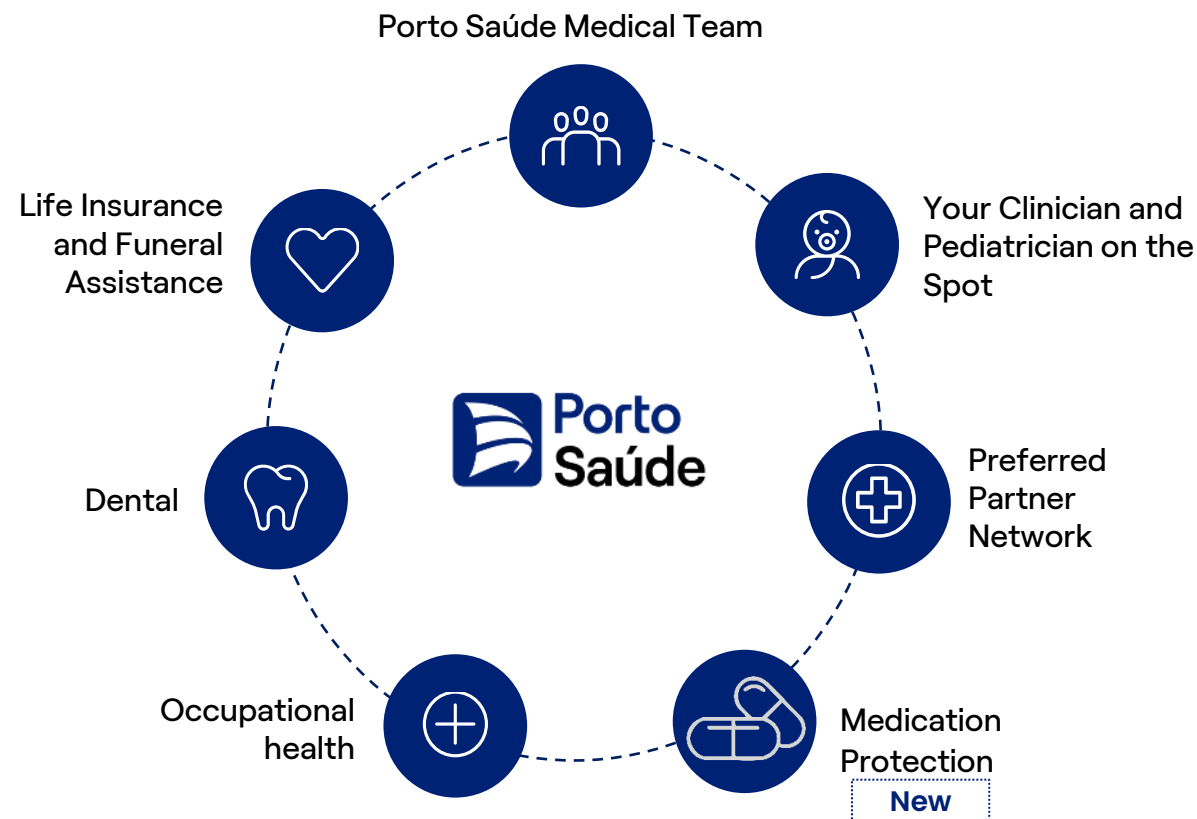
- Anchor Hospitals
- Integration with TMP
- Your clinician on the spot
- Without reimbursement

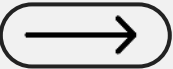
Porto Saúde Line

New generation of the national line, with optimized network and integrated with Porto's Medical Team (TMP)

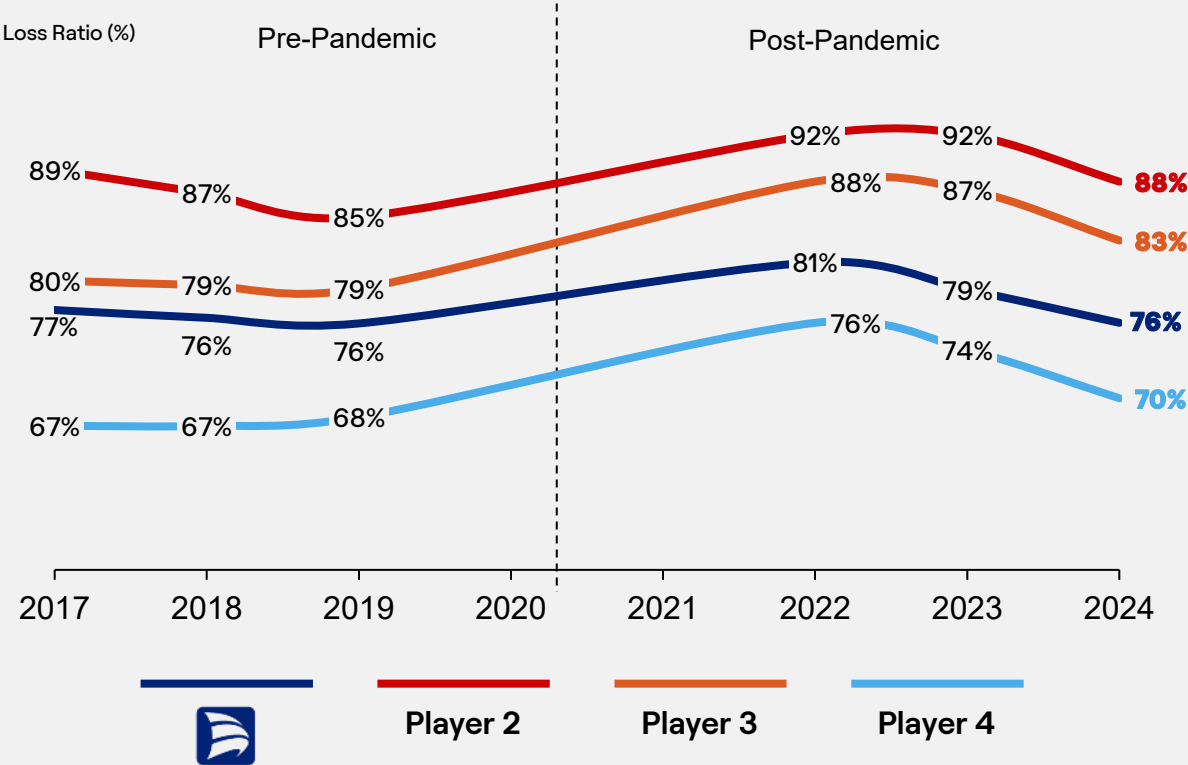
- Wide access to clinics, hospitals and laboratories
- Integration with TMP
- Your clinician on the spot
- With reimbursement

Porto Saúde ecosystem



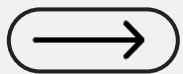


Loss Ratio vs. Major Players



Market Share

	2020		2024
SP Capital City	3.7%		7.3%
SP Interior	1.2%		2.5%
RJ Capital	0.3%		2.0%
RJ Interior	0.2%		1.7%
DF	0.4%		1.2%
Total	1.6%		3.4%

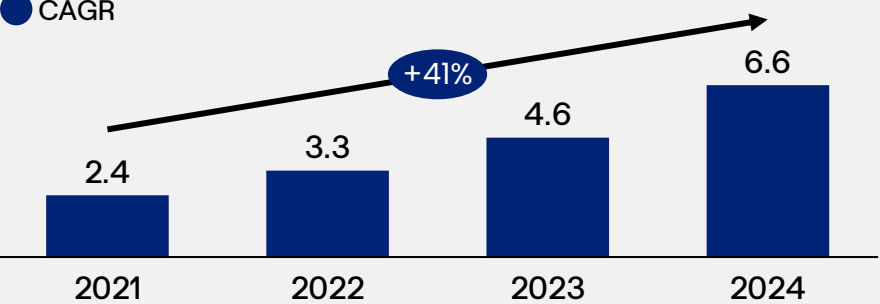


Total Revenue

(Retained Premium + Revenues)

R\$ billion

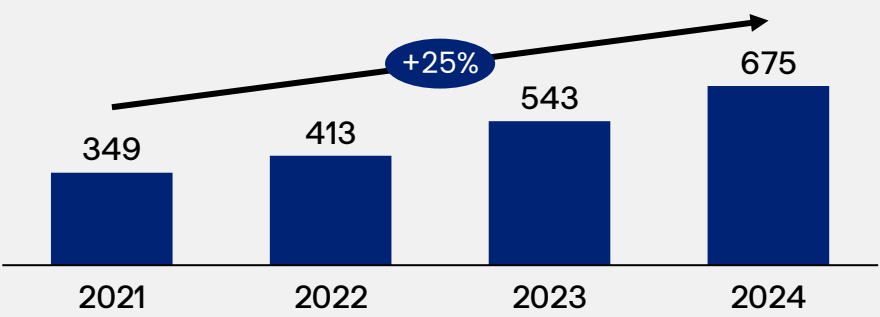
● CAGR



Lives Insured - Health

'000

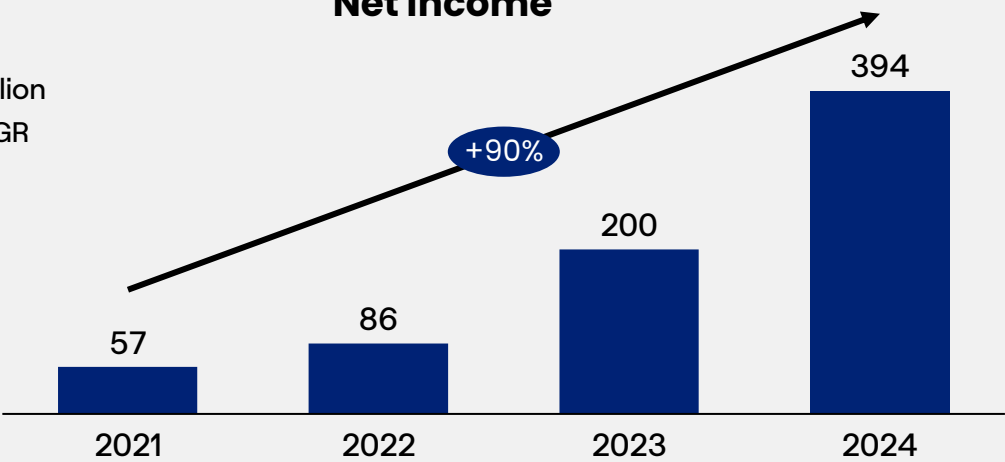
● CAGR



Net Income

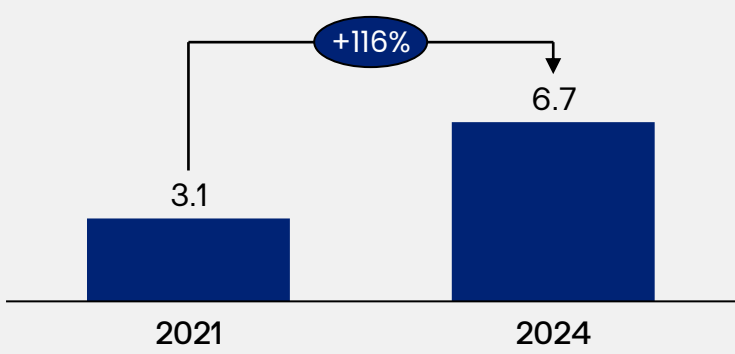
R\$ million

● CAGR



Porto Brokers selling health insurance¹

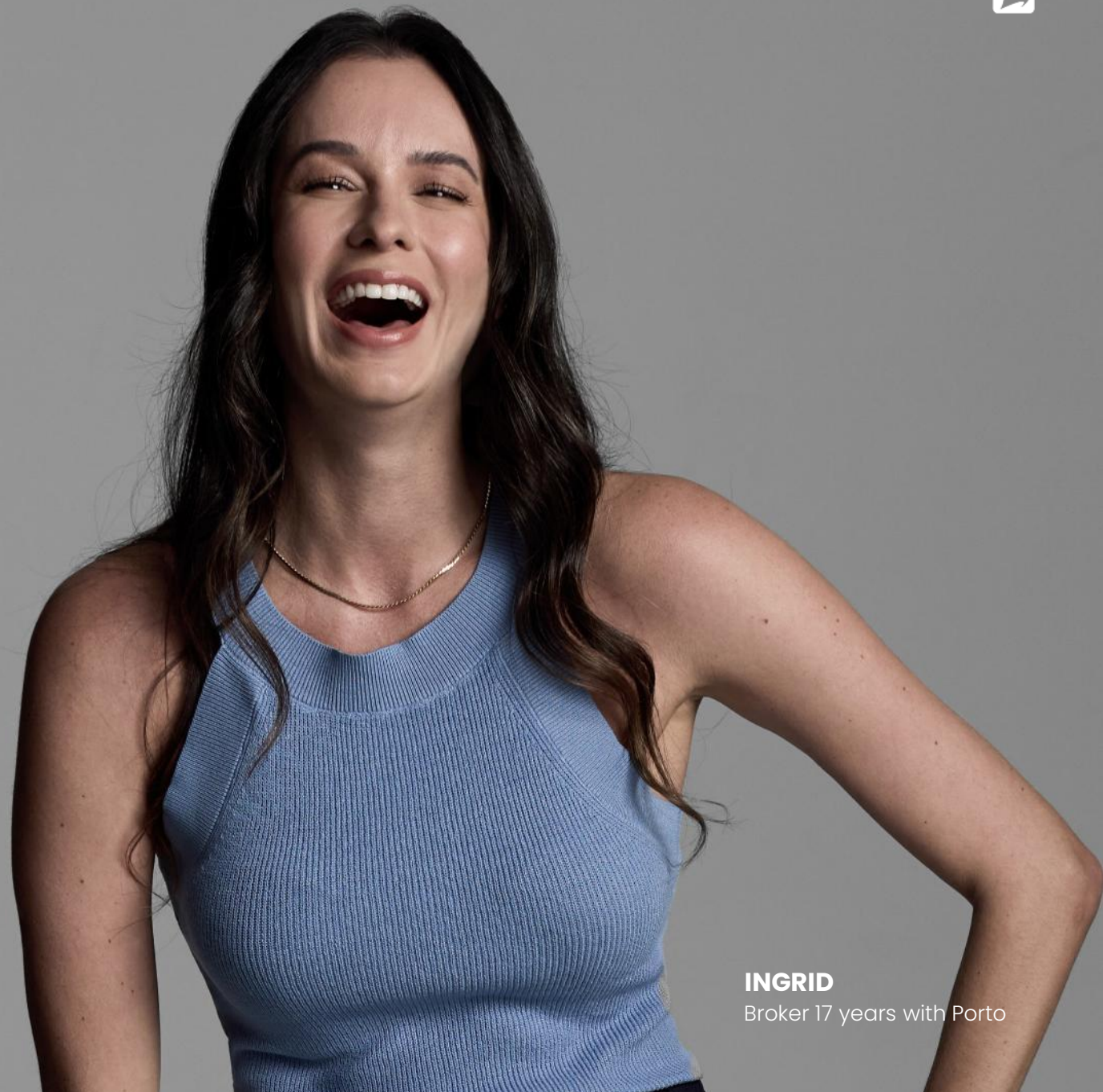
'000



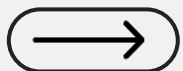
1) Brokers who have sold Health insurance products in the last 12 months.



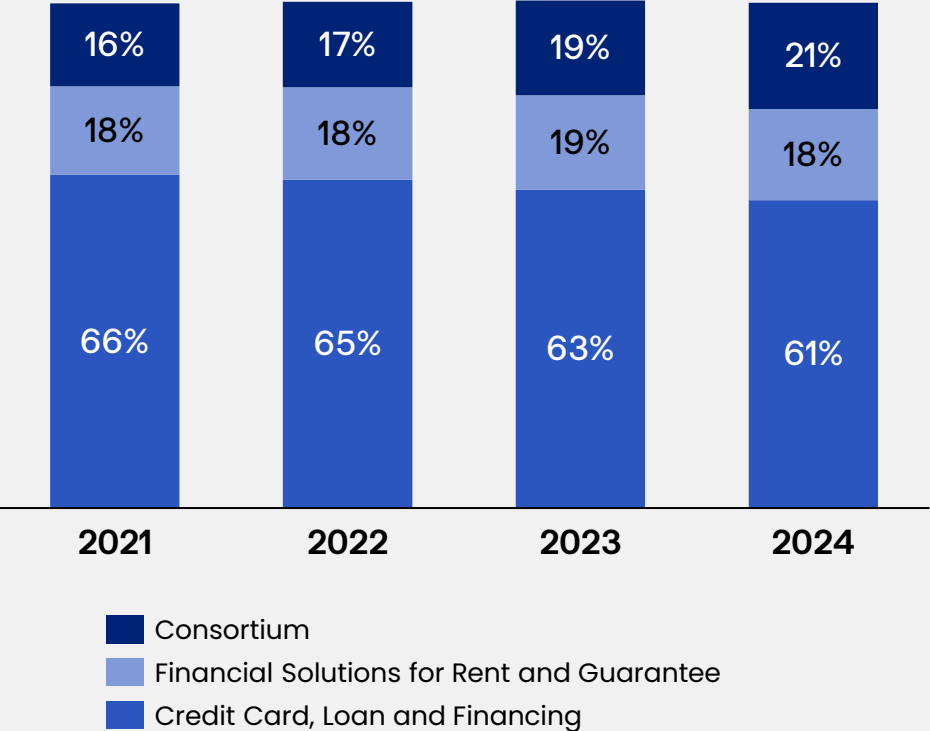
PORTO BANK



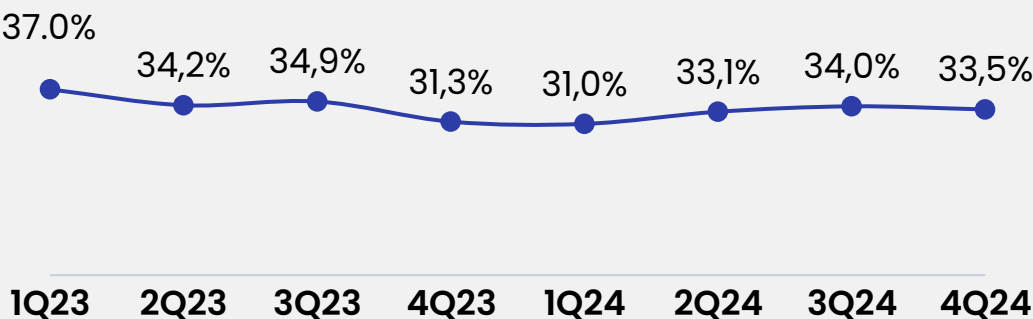
INGRID
Broker 17 years with Porto



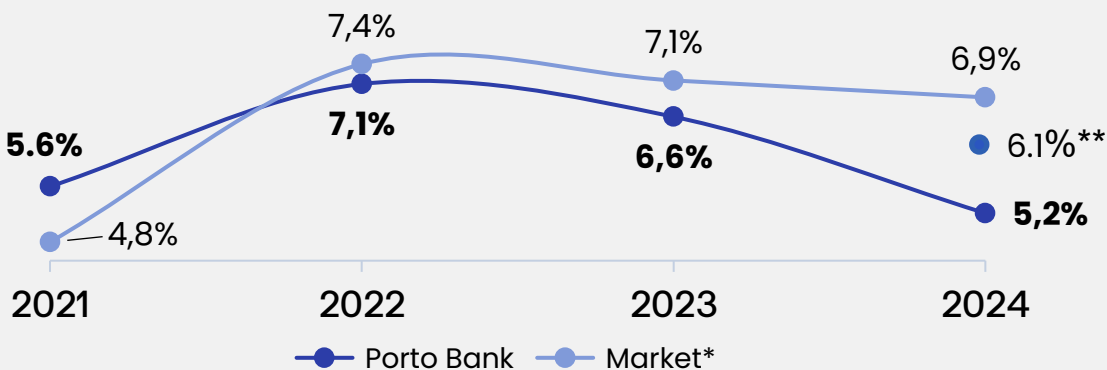
Revenue Distribution (%)



Efficiency Ratio

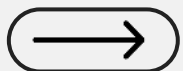


Default NPL



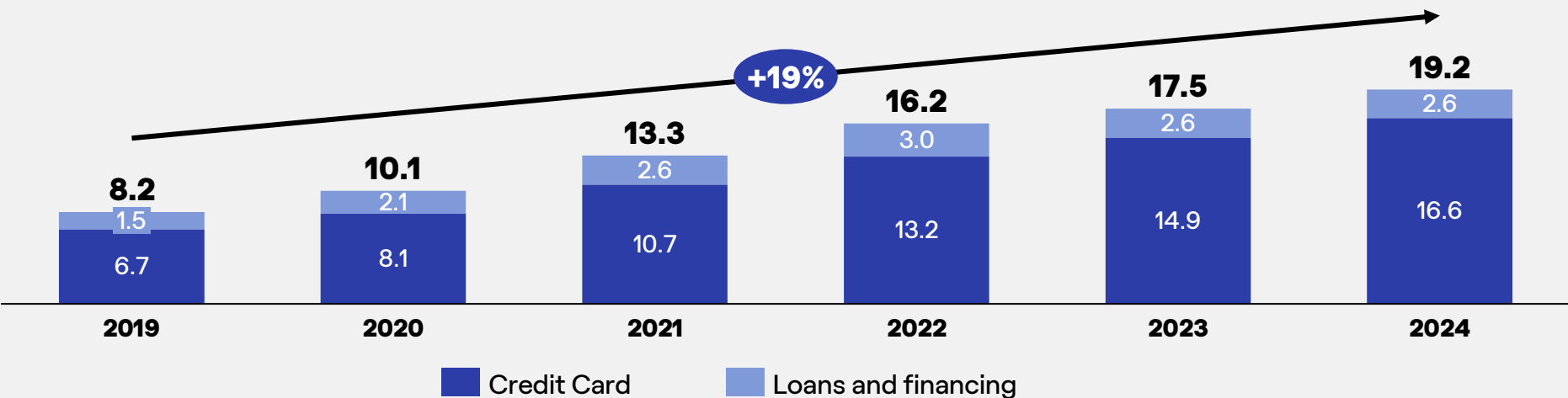
*Source: Bacen, weighted by the company's comparable portfolio.

** Disregarding the sale of the portfolio, the ratio would be 6.1%.



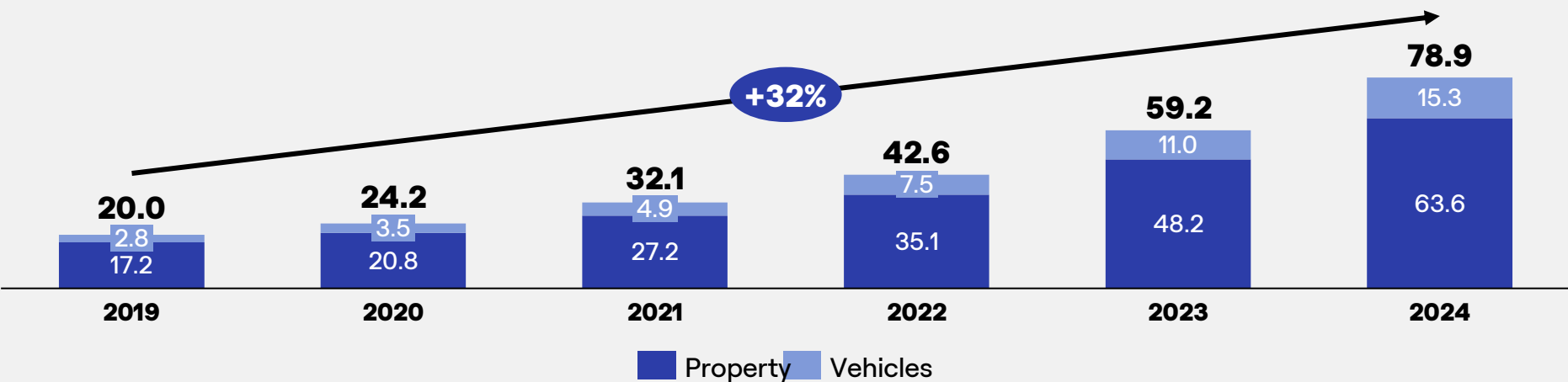
Loan portfolio (R\$ billion)

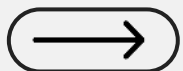
● CAGR



Consortium Credit Portfolio (R\$ billion)

● CAGR





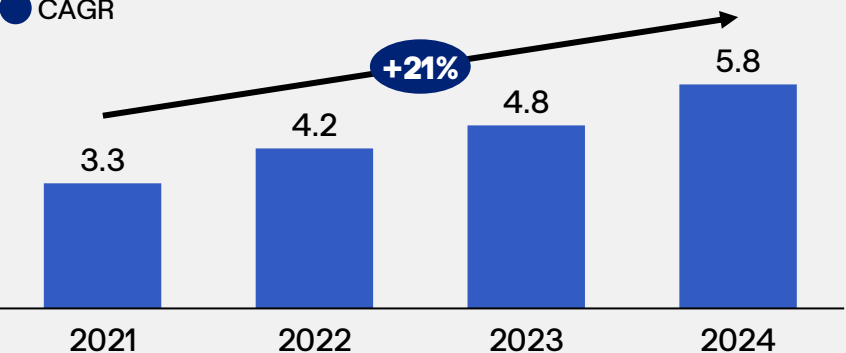
Vertical Summary



Total Revenue

R\$ billion

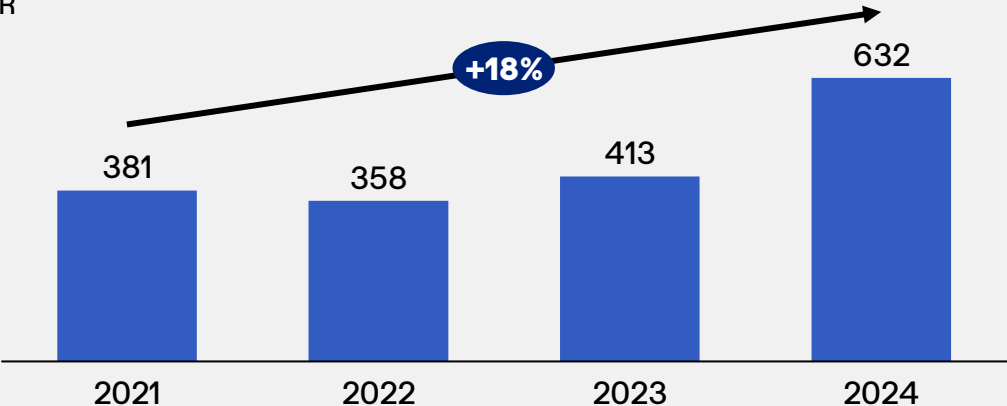
● CAGR



Net Income

thousands

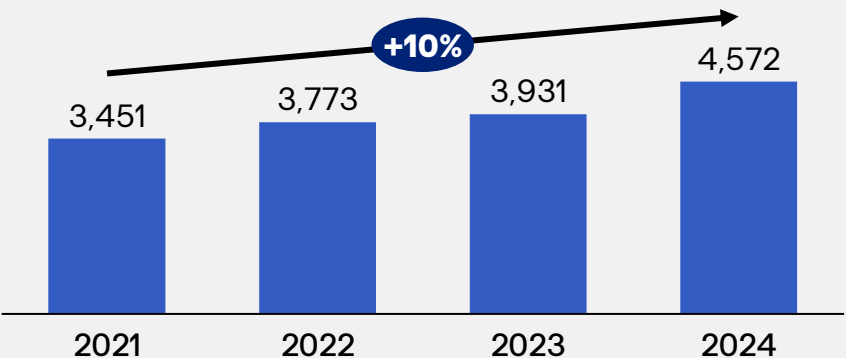
● CAGR



Total Items

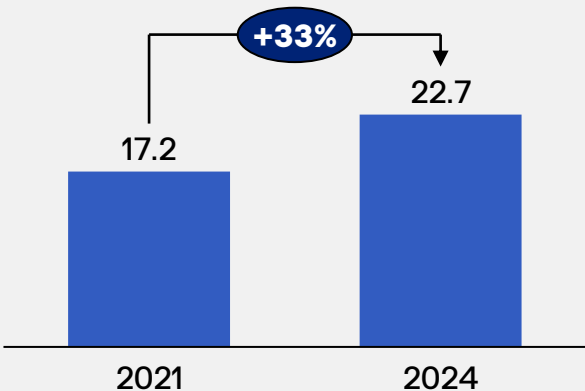
thousands

● CAGR

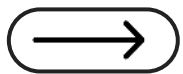


Brokers selling Bank products¹

thousands

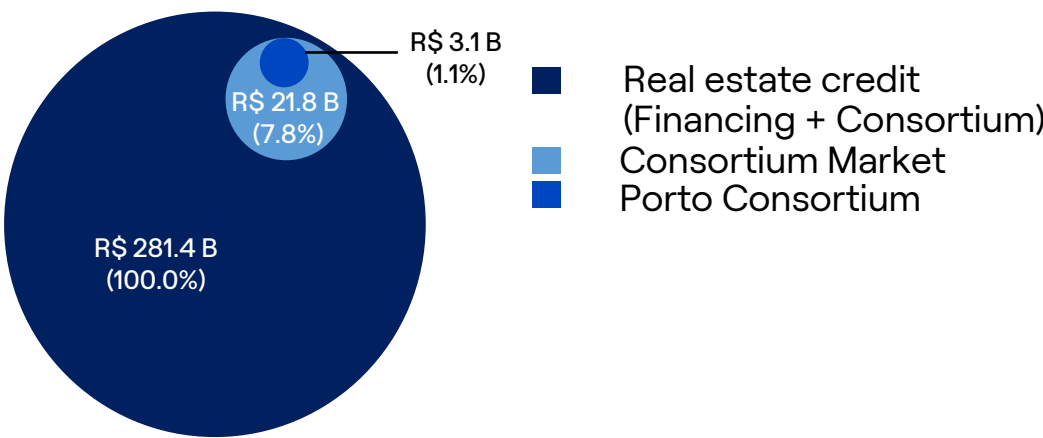


(1) Number of brokers selling Bank products such as Consortium, E&F, Landlord Protection and Capitalization, except for Credit Card in the last 12 months.



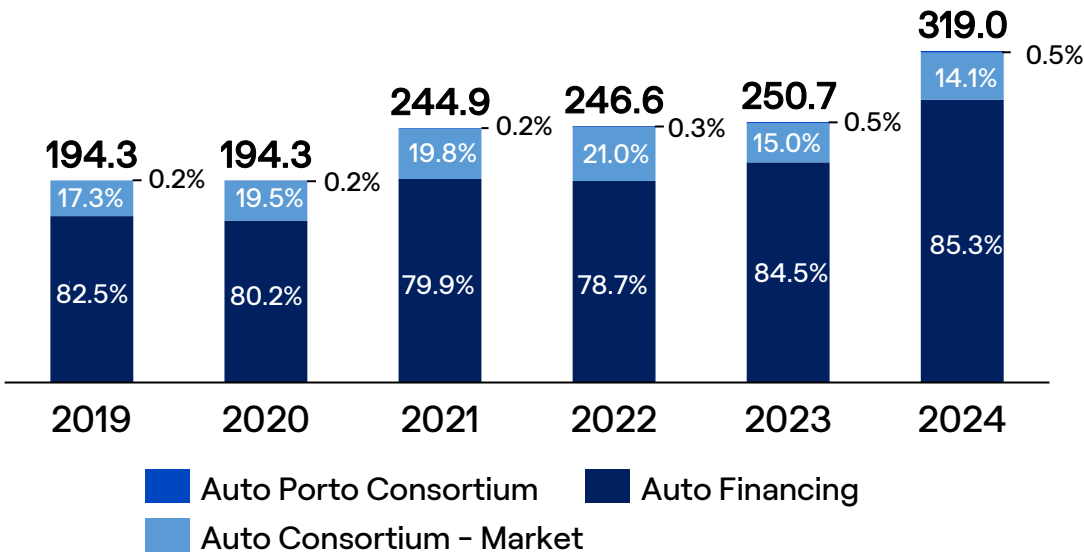
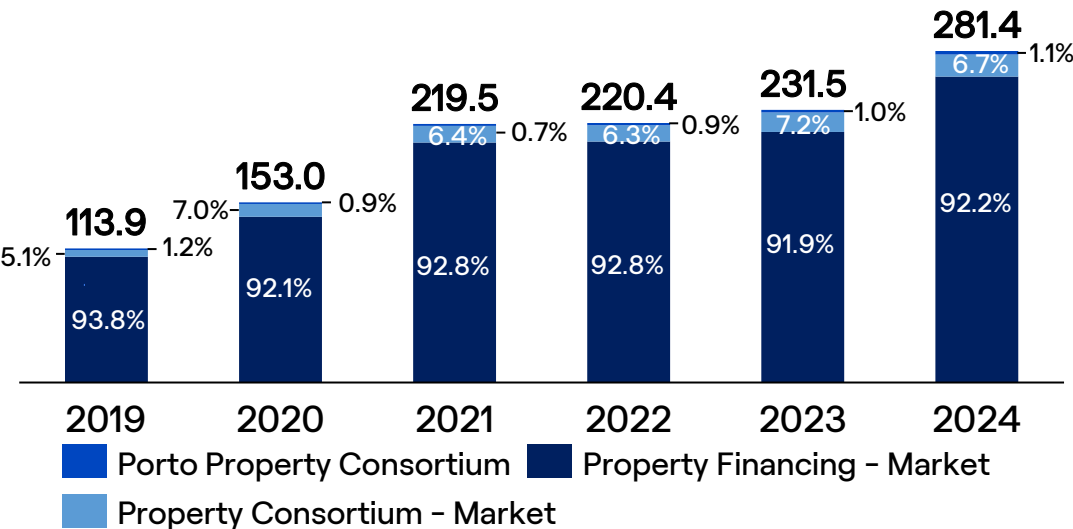
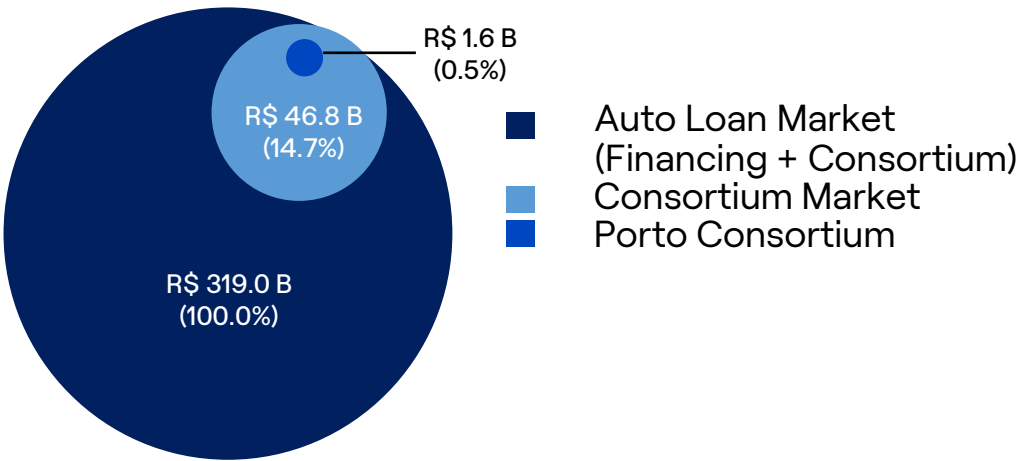
Property

(Credit Available – R\$ billion)



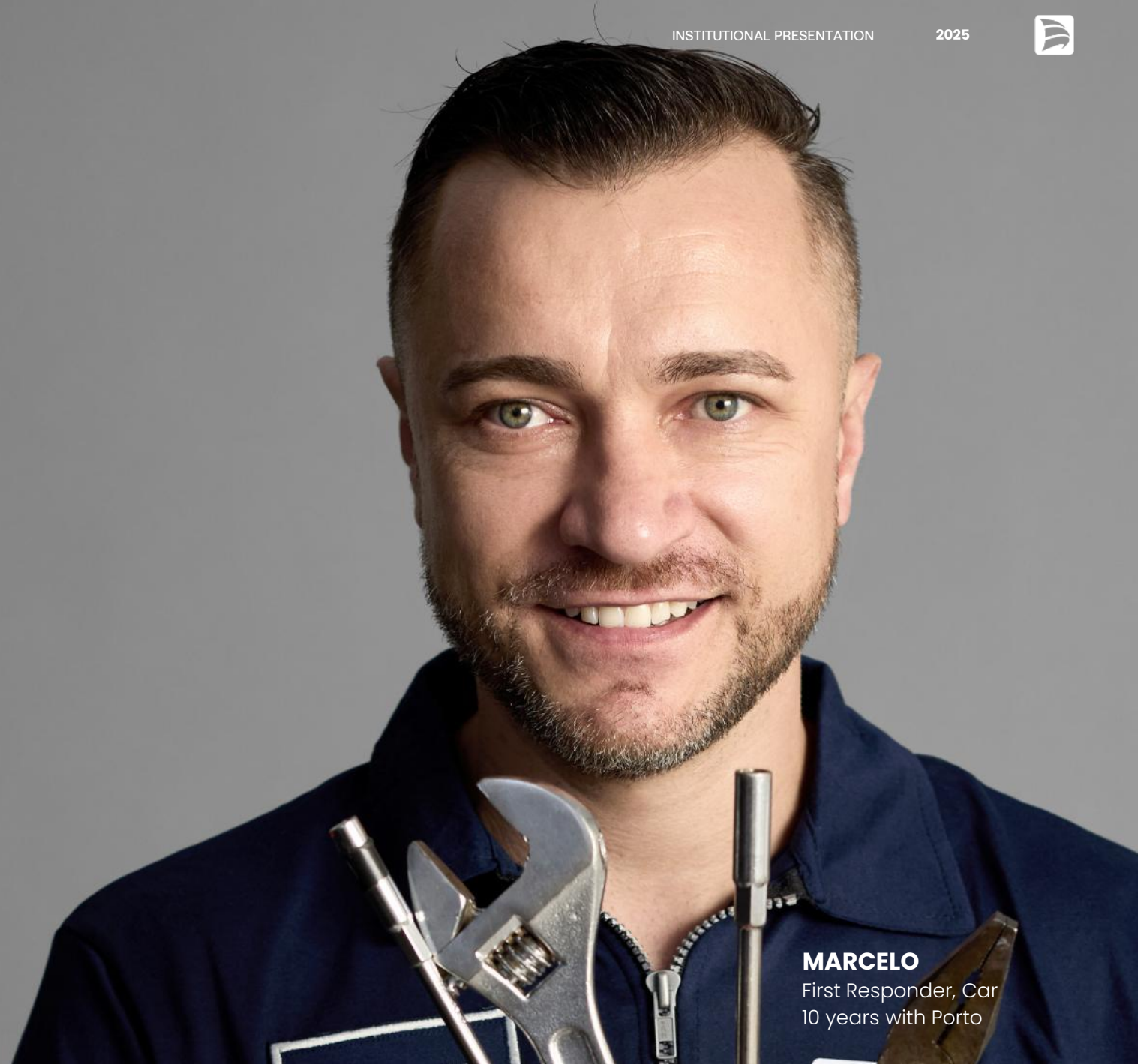
Automobile

(Credit Available – R\$ billion)



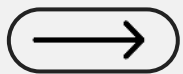


PORTO SERVIÇO



MARCELO

First Responder, Car
10 years with Porto



Vertical Summary



R\$ 2.5 B
Revenues

R\$ 204.6 M
Net Income

22.5%
ROAE



Auto

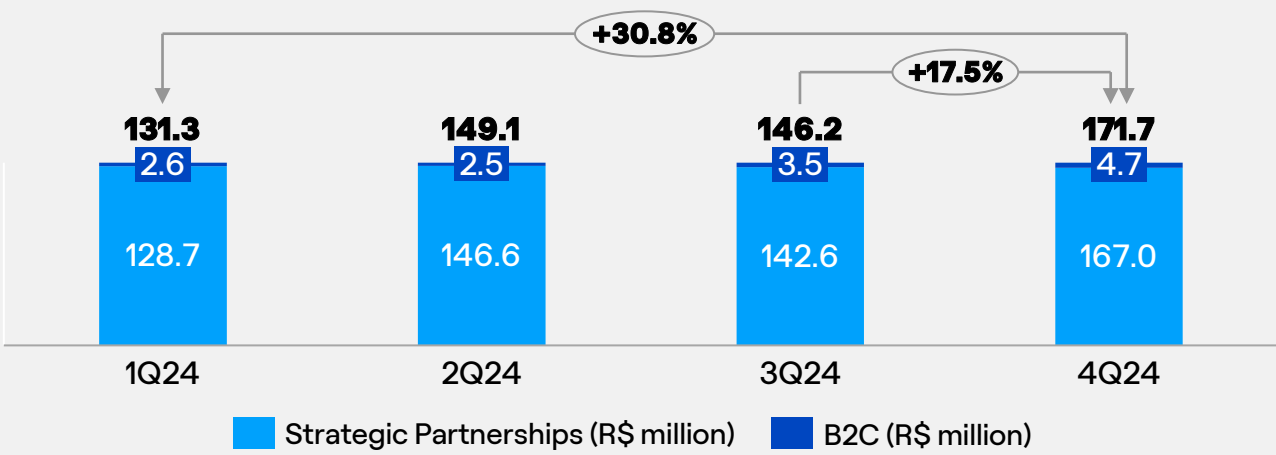
2.7 M
services



Homeowner and
Commercial

2.4 M
services

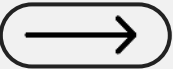
Evolution of Strategic Partnerships and B2C - 2024



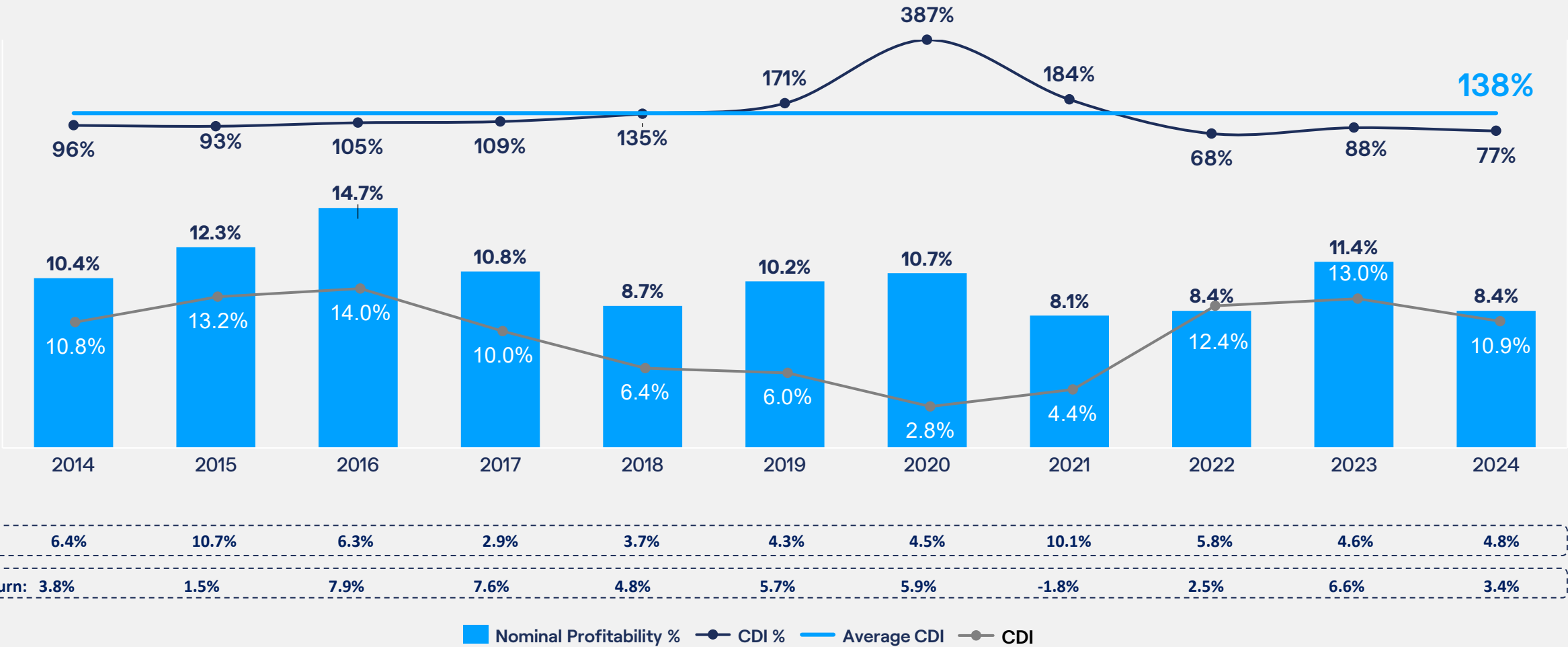
Source: Balance Sheet 2024



FINANCIAL RESULT

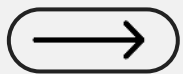


Historical Nominal Profitability

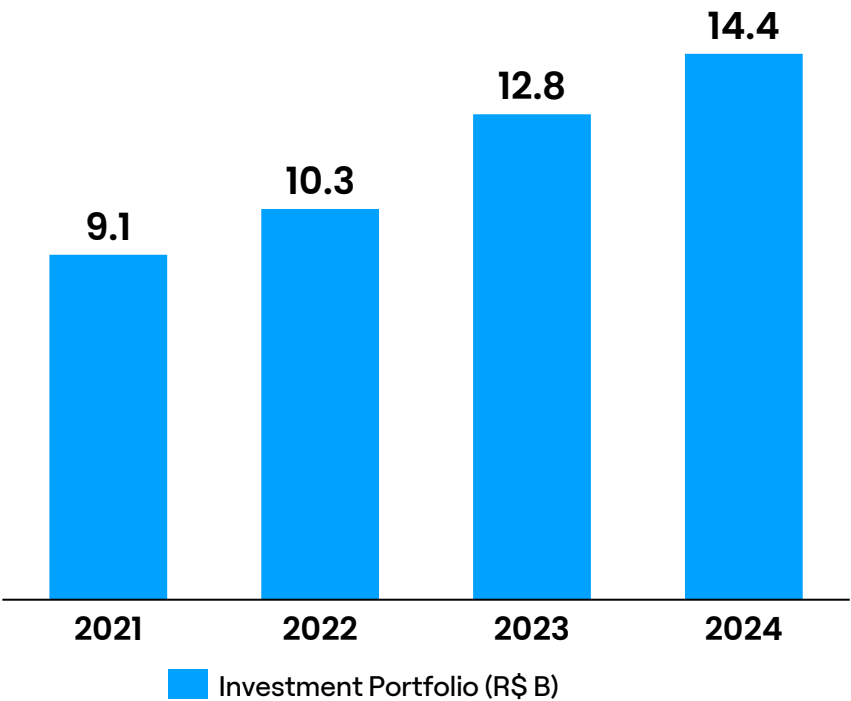


IPCA:	6.4%	10.7%	6.3%	2.9%	3.7%	4.3%	4.5%	10.1%	5.8%	4.6%	4.8%
Real Return:	3.8%	1.5%	7.9%	7.6%	4.8%	5.7%	5.9%	-1.8%	2.5%	6.6%	3.4%

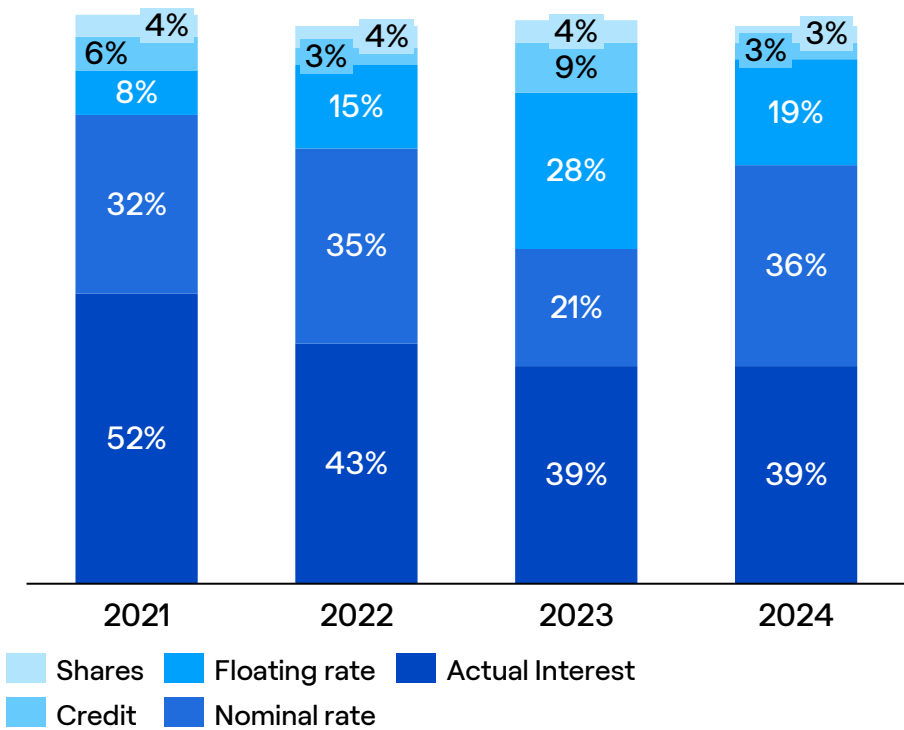
1) Result generated on funds invested by the Company to mitigate the mismatch between assets and liabilities (ALM) of Traditional Pension operations (product whose sale was discontinued), Credit Operations (Porto Bank) and Capitalization (PortoCap).

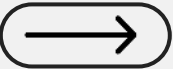


Investment Portfolio
(ex-pension plan)

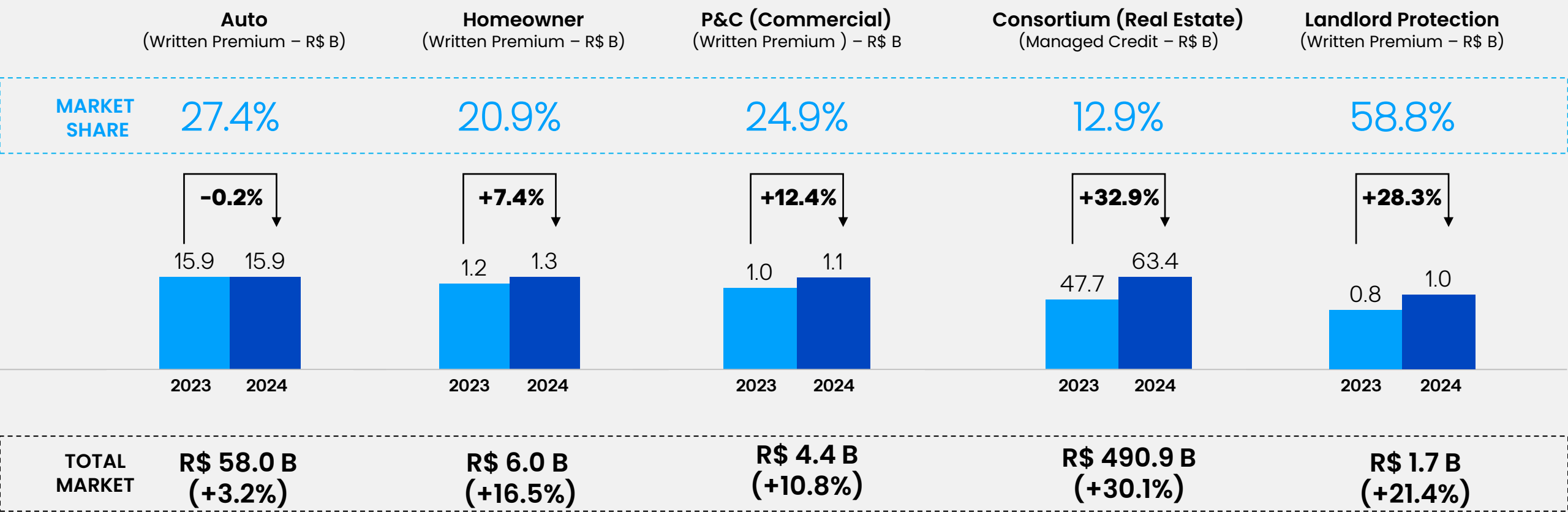


Breakdown of the Investment Portfolio (%)





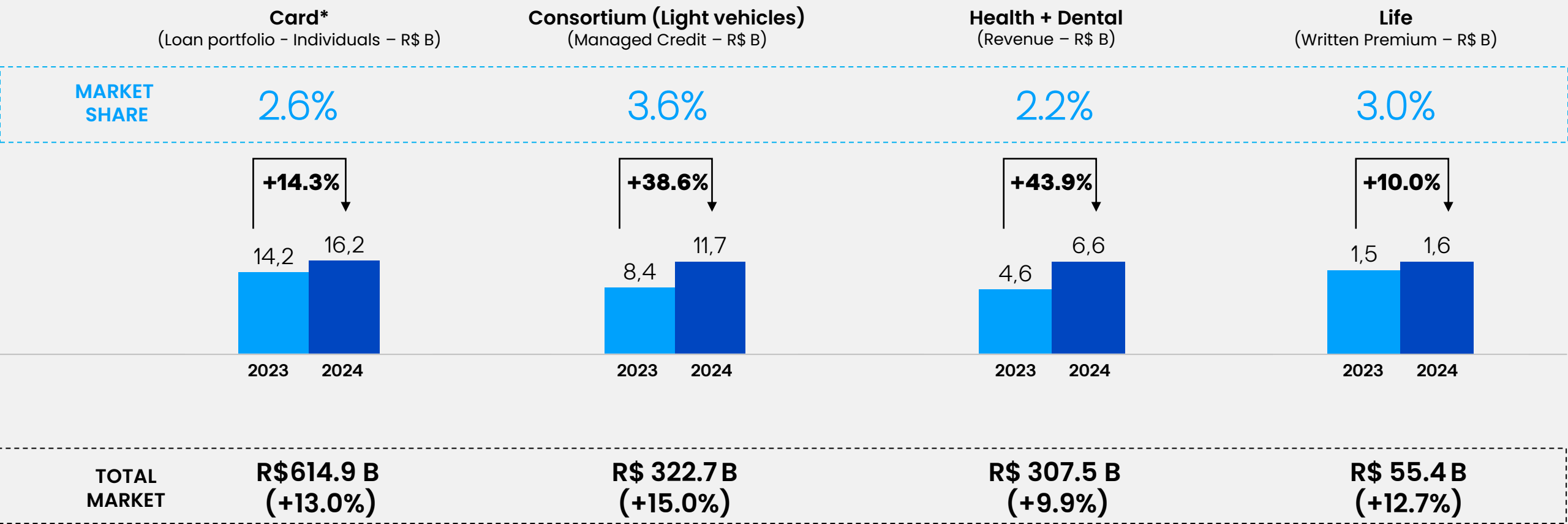
Porto is the leader in some segments



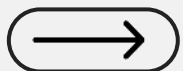
Source: Susep and Bacen



Porto has been gaining market share in other markets.



Source: Susep, Bacen, and ANS



PROJECTIONS FOR THE YEAR 2025



Range

Vertical Earned Premium Change (vs. 2024)	+2 to +5%
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Vertical Loss Ratio	51 to 55%
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Vertical G&A Ratio	10.3 to 11.2%
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Range

Total Vertical Revenue Change (vs. 2024)	+14% to +22%
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Credit Losses (R\$ B)	-1.9 to -2.3
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Efficiency Ratio	32.5 to 35%
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Range

Vertical Earned Premium Change (vs. 2024)	+25% to +40%
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Vertical Loss Ratio	75 to 80%
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Vertical G&A Ratio	4.5 to 5.5%
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Range

Total Vertical Revenue (R\$ B)	2.5 to 2.8
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Vertical G&A Ratio	8.0 to 9.0%
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Range

Financial Result (R\$ B)	1.2 to 1.4
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Effective rate	30 to 34%
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The Company clarifies that the projections disclosed reflect Management's expectations regarding the Company's business and therefore do not represent a promise of performance or result. The realization of these expectations will depend on several factors, many of them external to the Company, and actual results may differ from the projections presented.

The projections will be monitored and reviewed by the Company, pursuant to the applicable regulations.



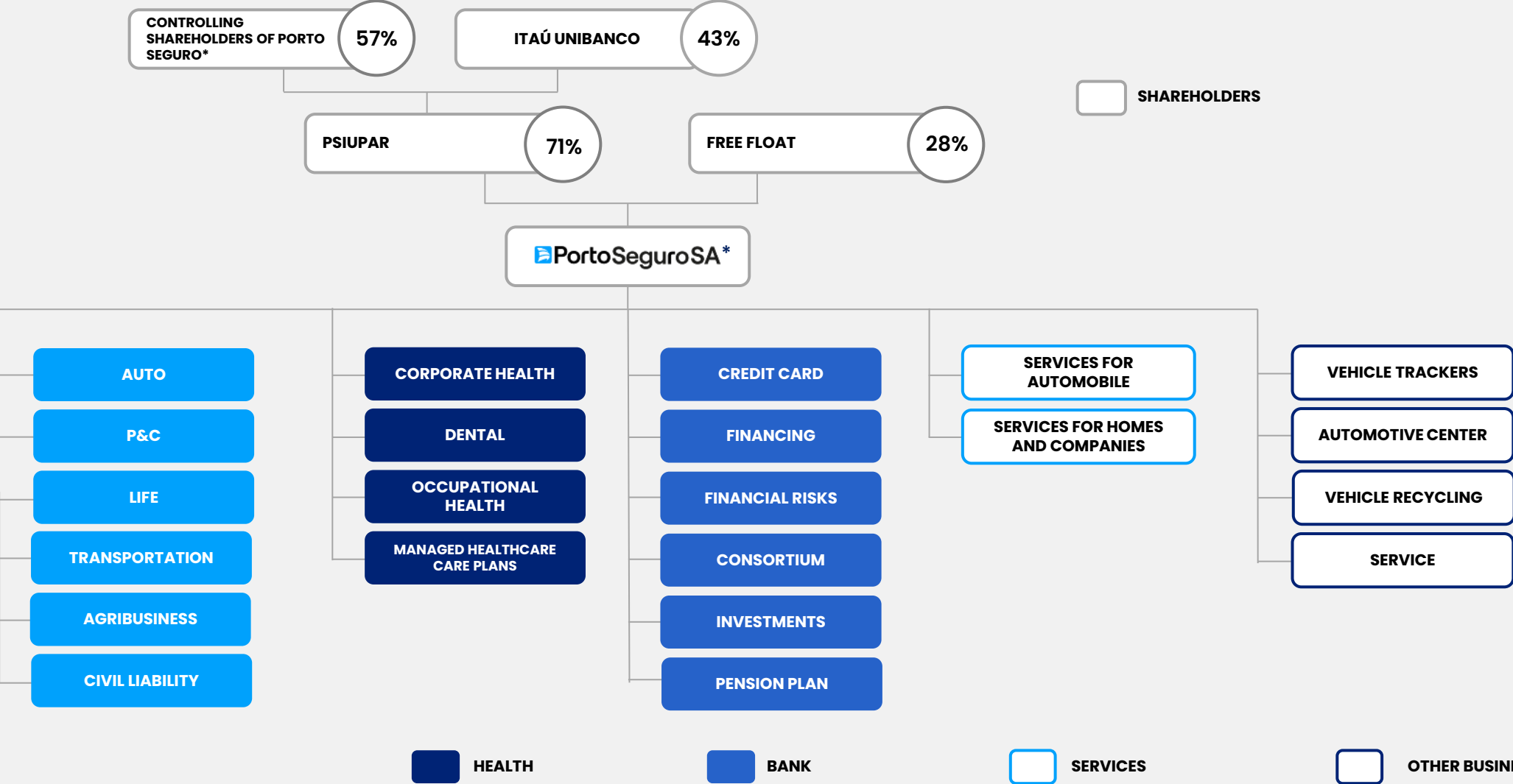
CORPORATE GOVERNANCE



The Company offers a wide range of products and services through its 4 business verticals: Insurance, Health, Bank and Services

Subsidiary of Jayme Brasil Garfinkel

(Dec'24)





Board of Directors composed of seven members, with two appointed by the Garfinkel Family, two appointed by Itaú Unibanco, and two independent members.

Name	Current Position at Porto	External or Previous Position
Bruno Campos Garfinkel	Chairman of the Board of Directors	He has 20 years of experience in Porto’s operations and joined the Board 7 years ago
Marco Ambrogio Crespi Bonomi	Vice-President of the Board of Directors	He was the Director General and a Board Member of Itaú Unibanco.
Roberto de Souza Santos	Board Member	He was the CEO of Porto.
Andre Luis Teixeira Rodrigues	Board Member	Retail Bank Coordinating Executive Director of Itaú Unibanco Group
Patrícia Muratori Calfat	Independent Board Member	Regional Director of YouTube Latam
Lie Uema do Carmo	Independent Board Member	Lawyer and Partner at Uema do Carmo and Professor at FGV Direito SP



Name

Current Position at Porto

History with Porto

Paulo Sérgio Kakinoff	CEO Porto Group	Member of the Board of Directors of Porto since 2020 and CEO since 2024.
Celso Damadi	CFO Porto Group	Working at Porto since 2005 and CFO since 2020
Lene Araújo de Lima	CEO Porto Serviço	Working at Porto since 1994 and CEO of Porto Serviços since 2023.
José Rivaldo Leite da Silva	CEO Porto Seguro	Working at Porto since 1996 and CEO of Porto Seguro since 2022.
Marcos Roberto Loução	CEO Porto Bank	Working at Porto since 2008 and CEO of Porto Bank since 2021.
Sami Foguel	CEO Porto Saúde	Working at Porto and CEO Porto Saúde since 2021
Luiz Augusto Arruda	VP – Marketing, Clients, Data, and Sales	Working at Porto since 2020 and Marketing and Commercial VP since 2022
Domingos de Toledo Piza Falavina	Investor Relations Officer	Working at Porto and IRO since 2023
Adriana Pereira Carvalho Simões	Chief Legal Officer	Working at Porto since 1996 e CLO since 2020
Marcos Rogerio Sirelli	CTO Porto Group	Working at Porto since 2011 and CTO since 2017
Patricia Quirico Coimbra	Chief Human Resources Officer	Working at Porto and CHRO since 2024
Patricia Chacon Jimenez	Insurance COO	Working at Porto and Insurance COO since 2023
Emilio Bentancourt	Chief Governance Officer	Working at Porto since 2014 and CGO since 2024



SUSTAINABILITY



We recently had significant highlights related to our ESG agenda, such as our entry into the Corporate Sustainability Index (ISE) of B3.

Porto joins the ISE Portfolio



The main objective of the ISE indicator (B3 Corporate Sustainability Index) is to evaluate companies' assets linked to their commitment to corporate sustainability actions.

Porto's inclusion in the Sustainability Index is a recognition of our commitment to corporate sustainability in the Corporate Governance and Senior Management, Human Capital, Business Model and Innovation, Social Capital, Environment and Climate Change dimensions.

Porto Institute



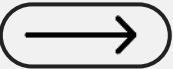
In 2023, by means of Porto Institute, a non-profit institution focused on educational and assistance projects in the Campos Eliseos region, we will offer training to 1,500 people, with 15,300 hours of educational development and generated over 18,300 social assistance services (donations of food vouchers, sneakers, coats, school supplies) and health services (psychological, psycho-pedagogical care, pediatric and ophthalmological joint efforts), in addition to more than 10 people impacted through tax incentive laws.

During school hours, we directly and indirectly support around 525 people, considering socio-educational actions and support for families. During this period, we mobilized 2,600 people, including volunteers and social investors, raising R\$ 561,700.

Renova



At our subsidiary Renova Ecopeças, a parts recycling and reuse company that completed 10 years of existence, we have dismantled more than 21 thousand vehicles and sold more than 400 thousand items throughout this decade, in addition to carrying out the environmentally correct disposal of 78 thousand tons of steel, 35 thousand batteries and 160 thousand tires.



Porto’s Sustainability Strategy and the evolution of our ESG indicators.

Sustainability in Porto’s Strategy

In 2024, Porto advanced in sustainability governance with the creation of the 2025–2030 Strategic Sustainability Plan, integrating sustainability into the business strategy and the debate at the highest levels of the organization.

Among the milestones was the creation of the Sustainability Committee, with internal and external members specializing in Sustainability and Diversity and Inclusion. The Sustainability and Diversity Committee was also set up, made up of nine directors, aiming to ensure engagement and transversal alignment of Porto’s verticals.

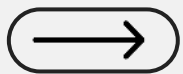
B3’s Carbon Efficient Index

In 2024, for another year, Porto was included in B3’s Carbon Efficient Index (ICO2–B3), which brings together companies with the lowest carbon emission coefficients. The inclusion reflects the recognition of Porto’s commitment to the strategy of reducing greenhouse gas (GHG) emissions.

This recognition strengthens the company’s position in the market, highlighting its contribution to the transition to a low-carbon economy.

Main social and environmental indicators

		2019	2020	2021	2022	2023	2024
Environmental	Absolute water consumption (thousands of m³)	89.8	26.1	27.6	62.9	59.7	79.0
	Absolute energy consumption (million kWh)	33.2	17.6	19.3	26.8	27.2	29.3
	Total waste (organic + recyclable) generated (tons)	760	213	302	430	463	666
Diversity	Number of women in leadership	445	436	470	520	550	560
	Number of women on the team	6,673	6,637	6,695	6,915	6,693	6,861
	Number of black people in leadership	225	239	279	269	296	310
	Number of black people on the team	4,614	4,886	5,017	4,647	4,552	4,797
Volunteer work	Number of volunteers	847	728	611	705	817	815
Porto Seguro Institute	Number of students in the Young Apprentices Pre-training course (Graduates)	109	110	217	117	376	443
	Active Young Apprentices	45	53	77	83	106	226
	Number of children assisted by the Ação Educa Program	189	176	200	239	246	242
Associação Campos	Number of open neighborhood cleaning and maintenance protocols	1,126	470	483	598	649	177
Elíseos + Gentil	Resolvability of protocols with public agencies	84%	68%	83%	79%	81%	83%



Diversity and Inclusion Program with the Groups:



Gender
Equity



Ethnic-racial



LGBTQIA+



Disabled
people



Intergenerational



Institutional journey dedicated to the personal and professional development of women.

Lidera focuses on Porto's over seven thousand female employees across the country, stressing the commitment to appreciation, inclusion, and sociocultural transformation from the inside out.



Florescer

A day that provides actions aimed at the development, self-knowledge, belonging and strengthening of the identity of each person with disabilities.

Currently, Porto has over 500 people with disabilities among its employees.



Afro Horizontes

Afro Horizontes was designed and created based on specific challenges and needs brought by the black employees themselves.

Porto currently has more over 4 thousand black employees.





Premiums



Brand Finance

2nd strongest brand in the country

Top of Mind

for the 11th consecutive year in the Insurance category

Estadão Top Brands

1st place insurance companies
Top 5 best performance

Best of ESG

In the Financial Services category

GPTW

3rd consecutive year among the Top 10 Companies to Work for by GPTW

Interbrand

16th most valuable brand in the country by Interbrand

