

Corporate Profile

Banco Votorantim (BV) operates as a privately-held multiple bank since 1991. It has a diversified business portfolio of wholesale banking, consumer finance and wealth management. Operations are conducted through a group of controlled institutions, including BV Financeira – one of the leading players in auto finance, BV Leasing, Votorantim Asset Management - 9th largest asset according to Anbima's ranking and Votorantim Corretora (Brokerage). To support its operations and provide strategic geographic coverage, Banco Votorantim is headquartered in São Paulo and has about 40 service outlets for the Middle Market and Corporate segments, a subsidiary in Nassau (Bahamas), and broker dealers in New York and London. BV Financeira, the subsidiary responsible for Consumer Finance business, also operates through an extensive network of third-party distribution, consisting of more than 20,000 multi-brand dealers, 1,000 banking correspondents and more than 100 consumer finance stores in major Brazilian cities.

The successful history of Banco Votorantim over the last 20 years places it as the 3rd largest private bank in total assets. This growth was driven by a diversified business portfolio, along with a strategic partnership with Banco do Brasil (BB) and strong and committed shareholders - Votorantim Group and BB. These factors put BV in a privileged position to occupy the gap created by the banking consolidation and to capture business opportunities.

Strategic partnership for sustainable growth

In 2009 was established a strategic partnership with Banco do Brasil, the largest financial institution in Brasil, which acquired 49.99% of voting shares and 50% of total capital of Banco Votorantim. Based on strong business logic, this partnership has favored the expansion of business and contributed to an institution even stronger and more competitive. With this, BV Financeira has been operating as an extension of BB to finance vehicles out of bank branches, which has contributed to the significant growth recorded over the last three years. Additionally, VWM&S, BV's consolidating wealth management structure, has worked together with BB DTVM in the development and distribution of structured and innovative investment funds, such as funds in the Renewable Energy segment (FIP-IE BB Votorantim Energia Sustentável I, II and III).

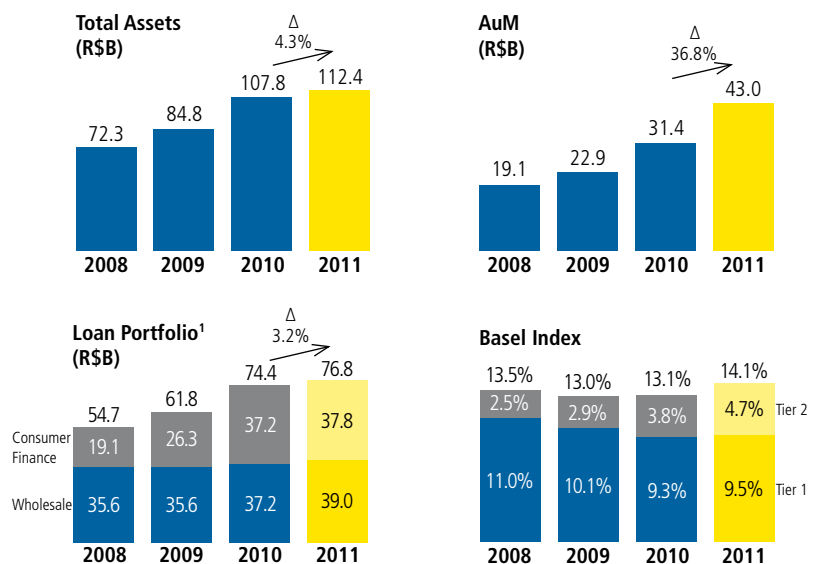


BancoVotorantim

ON: Common shares | PN: Preferred shares

2011 Highlights

- 3rd largest privately-held Brazilian bank, with R\$ 112.4 billion total assets
- R\$ 76.8 billion expanded loan portfolio¹
- Corporate and Investment Banking (CIB) ended the year with a credit portfolio of R\$ 30.2 billion¹
- Middle Market: R\$ 9.0 billion credit portfolio¹, a 52% increase compared to 2010
- VAM: 9th largest asset according to Anbima, with R\$ 43.0 billion of assets under management
- Private Bank expanded by 28% the assets under management in 2011
- BV Financeira, a leading player in auto finance
- Investment grade by Fitch, Moody's and S&P



(1) Includes guarantees provided and private securities

Corporate Strategy

Banco Votorantim has a diversified business portfolio, internally classified into Wholesale and Consumer Finance, with well-defined strategic objectives:

Wholesale Banking

- **Corporate & Investment Banking (CIB):** to position CIB as a relevant partner through agile and long-term relationships, offering integrated financial solutions for credit, and strengthening the value-added products platform (IB, derivatives, structured products). Additionally, BV has expanded its international distribution platform with broker dealers in New York and London.
- **Middle Market:** to grow with quality in this attractive and growing segment of mid-sized companies, gaining scale and efficiency. Middle Market, also known as BV Empresas, focuses on relationships and operational agility to better serve its clients.
- **Asset Management (VAM):** to be recognized by the innovative and differentiated capacity of structuring and managing high value-added products, in addition to expanding its international presence and synergies with BB. To act as one of the best asset managers, delivering appropriate solutions to clients needs, developed with innovation and quality.
- **Private Bank:** to be among the top five best Private Bank players in the market, and be recognized as one of the best asset managers in Brazil, establishing close and longstanding relationships through differentiated solutions in both local and international markets.

Consumer Finance

- **Auto Finance:** to remain among the top players in auto finance through BV Financeira, focusing on used auto financing (multi-brand dealers) for own origination and, through the model "BV Financeira Originadora", strengthening the partnership with BB in the new car dealers segment.
- **Other Businesses:** To increase profitability in individual loans, focusing on social security payroll loan (INSS) operations. Additionally, Consumer Finance plans to continue growing in credit cards and increasing insurance brokerage revenues.

Competitive Advantages

- Diversified business portfolio of wholesale banking, consumer finance and wealth management
- Strategic partnership with Banco do Brasil, the largest financial institution in Latin America
- Robust shareholder base, committed to pursue a Basel Index around 13%
- Low fixed cost business model based on broad third-party distribution in Consumer Finance
- Conservative financial policies
- Experienced and professional management team

Ratings

Rating Agencies		National	International
Fitch Ratings	Foreign Currency IDR (LT/ST)	–	BBB-/F3
	Local Currency IDR (LT/ST)	–	BBB-/F3
	National Scale (LT/ST)	AA+(bra)/F1+(bra)	–
Moody's	Foreign Currency Senior Unsecured MTN (LT/ST)	–	Baa1/P-2
	Foreign Currency Deposits (LT/ST)	–	Baa2/P-2
	Local Currency Deposits (LT/ST)	Aaa.br/BR-1	A3/P-2
S&P	Foreign Currency (LT/ST)	–	BBB-/A-3
	Local Currency (LT/ST)	–	BBB-/A-3
	National Scale (LT/ST)	brAAA/brA-1	–

LT: Long-Term / ST: Short-Term

Main Information

	2009	2010	2011	Variation 2011/2010
Results (R\$ Million)				
Gross financial margin (a)	5,461	4,607	5,009	8.7%
Allowance for loan losses - ALL (b)	1,535	(1,189)	(3,343)	181.2%
Gross Income from financial operations (a-b)	3,926	3,418	1,666	-51.3%
Net income (Loss)	803	1,015	(201)	-119.8%
Balance Sheet (R\$ Million)				
Total assets	84,801	107,818	112,445	4.3%
Loan portfolio	42,444	56,816	58,726	3.4%
Wholesale segment	16,193	19,602	20,916	6.7%
Consumer Finance segment	26,252	37,214	37,810	1.6%
Guarantees provided	11,143	10,252	11,859	15.7%
Credits assigned with recourse	4,938	11,137	15,360	37.9%
Funding sources	56,172	67,359	79,514	18.0%
AuM	22,933	31,414	42,985	36.8%
Shareholders equity	7,145	8,389	8,041	-4.1%
Capital (Basel Index)	9,152	11,845	12,054	1.8%
Management Indicators (%)				
Return on Average Equity (ROAE)	12.0	12.7	(2.4)	-15.1 p.p.
Return on Average Assets (ROAA)	1.0	1.0	(0.2)	-1.2 p.p.
Net Interest Margin (NIM)	3.1	4.9	4.6	-0.3 p.p.
Efficiency Ratio - last 12 months	31.7	36.9	40.0	3.1 p.p.
Basel Index	13.0	13.1	14.1	1.0 p.p.