



Earnings Presentation

3rd Quarter, 2016

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Net Income of R\$ R\$ 112M in 3Q16

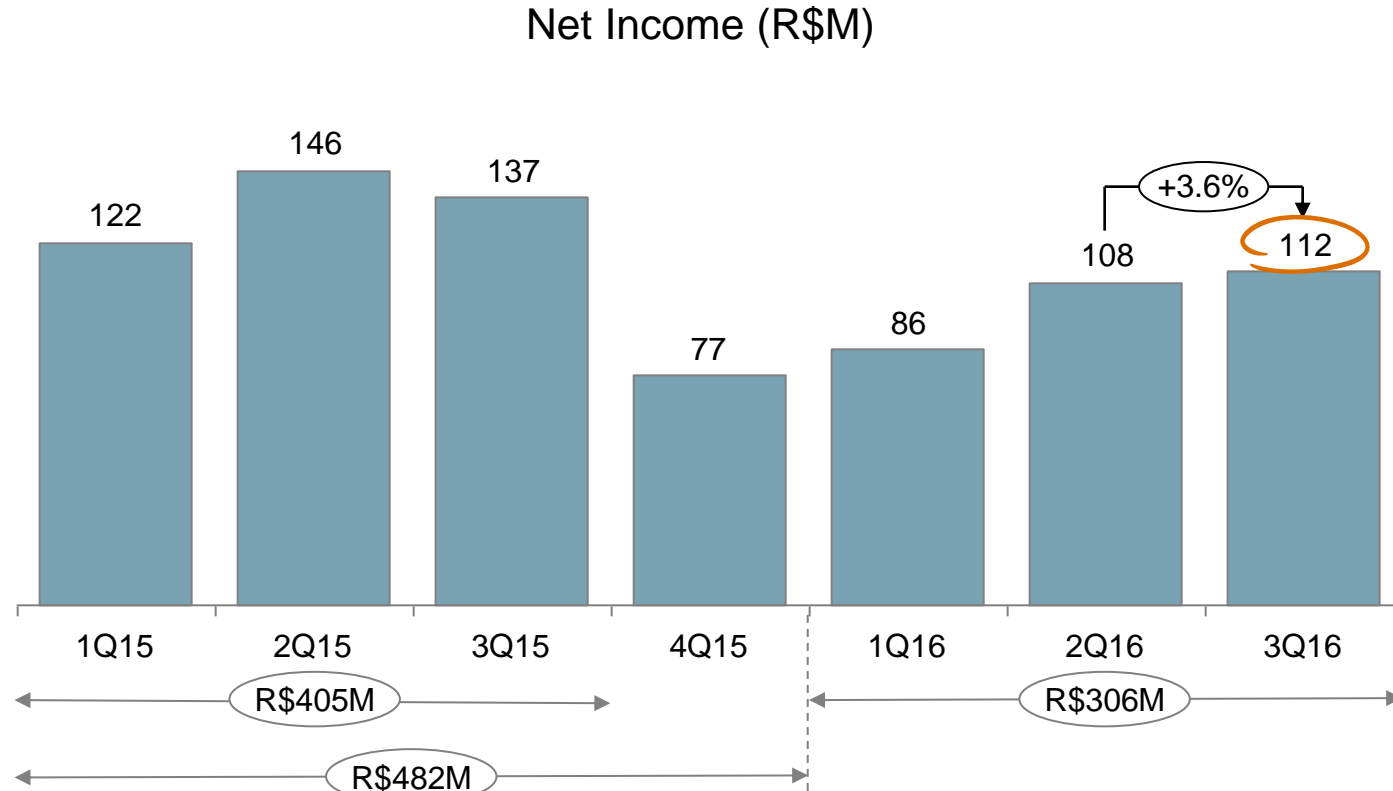
Consistent revenue generation, conservative approach to credit and cost base reduction

Highlights of results

<p>Net Income of R\$ 112M</p>	<p>Net Income of R\$ 112M in 3Q16, compared to R\$ 108M in 2Q16</p> <ul style="list-style-type: none"> In 9M16, the net income totaled R\$ 306M (R\$ 405M in 9M15) <p>Shareholders' equity reached R\$ 8.42B in Sept/16</p>
<p>Consistent revenue generation</p>	<p>Net Interest Income (NII) reached R\$ 1.2B in 3Q16, up 0.8% QoQ</p> <p>Income from Services and Insurance rose 7.9% in 3Q16/2Q16, totaling R\$ 354M</p> <p>Net Interest Margin (NIM) of 5.1% p.y. in 3Q16, up by 20 bps compared to 2Q16</p>
<p>Conservative approach to credit</p>	<p>Expanded credit portfolio (R\$ 60.0B) decreased 9.3% in the last 12 months, but grew of 1.0% in 3Q16</p> <ul style="list-style-type: none"> <u>Auto Finance</u>: portfolio of R\$ 27.8B, an increase of 1.0% compared to Jun/16 <u>CIB</u>: portfolio of R\$ 26.8B, up by 1.9% in 3Q16
<p>Drop in Consumer Finance's NPL</p>	<p>90-day NPL of 5.5%, impacted by Wholesale cases with credit provisions previously made</p> <ul style="list-style-type: none"> <u>Wholesale</u>: 90-day NPL of 5.3% (Jun/16: 2.0%) <u>Consumer Finance</u>: 90-day NPL of 5.5% (Jun/16: 5.7%). Vehicles' NPL dropped to 5.2% (Jun/16:5.4%)
<p>Effective cost management</p>	<p>Personnel and administrative expenses decreased 8.9% in 3Q16/2Q16¹ and 1.2% in 9M16/9M15</p> <p>Efficiency Ratio for the last 12 months reached 38.7% (Jun/16: 39.7%; Sept/15: 39.4%)</p>

1. Despite inflation in the period (the IPCA price index reached 8.5% in the last 12 months)

Net Income of R\$ 112M in 3Q16



3Q16 profit confirms the consistency of Banco Votorantim's results

Highlights of Results

Consistent revenue generation and reduction of cost base

Managerial Income Statement (R\$M)

(R\$ Million)	3Q15	2Q16	3Q16	Var. 3Q16/2Q16	9M15	9M16	Var. 9M16/9M15
Net Interest Income (A)	1,134	1,163	1,172	0.8%	3,604	3,569	-1.0%
ALL expenses ¹ (B)	(1,075)	(457)	(492)	7.6%	(1,941)	(1,456)	-25.0%
Net Financial Margin (A+B)	59	706	681	-3.6%	1,663	2,112	27.0%
Operating Income/Expenses	(555)	(547)	(483)	-11.8%	(1,733)	(1,581)	-8.8%
Income from Services and Banking Fees	232	264	281	6.1%	695	801	15.3%
Personnel and Administrative expenses	(559)	(601)	(547)	-8.9%	(1,724)	(1,704)	-1.2%
Tax expenses	(102)	(96)	(87)	-9.2%	(328)	(278)	-15.3%
Income from subsidiaries ²	39	47	55	16.1%	123	145	17.5%
Other Operating Income/Expenses	(166)	(162)	(184)	13.5%	(499)	(545)	9.2%
Operating Income (Loss)	(496)	159	198	24.2%	(70)	532	-
Non-Operating Income (Loss)	(9)	6	3	-48.1%	(27)	9	-
Income Tax and Profit Sharing	642	(57)	(89)	55.9%	502	(234)	-146.7%
Net Income	137	108	112	3.6%	405	306	-24.3%

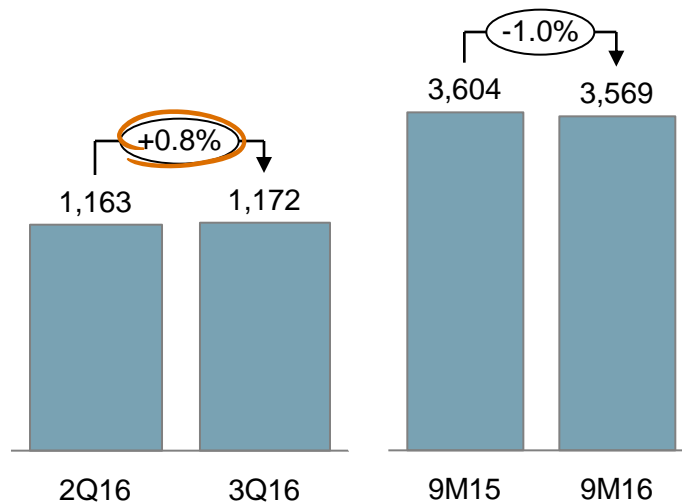
1. Allowance for Loan Losses (ALL), net of revenues from recovery of written-off loans; 2. Subsidiaries accounted by the equity method

Consistent revenue generation

In 3Q16, both NII and income from services and insurance expanded

NII increased 0.8% in 3Q16/2Q16, driven by the increase in the portfolio

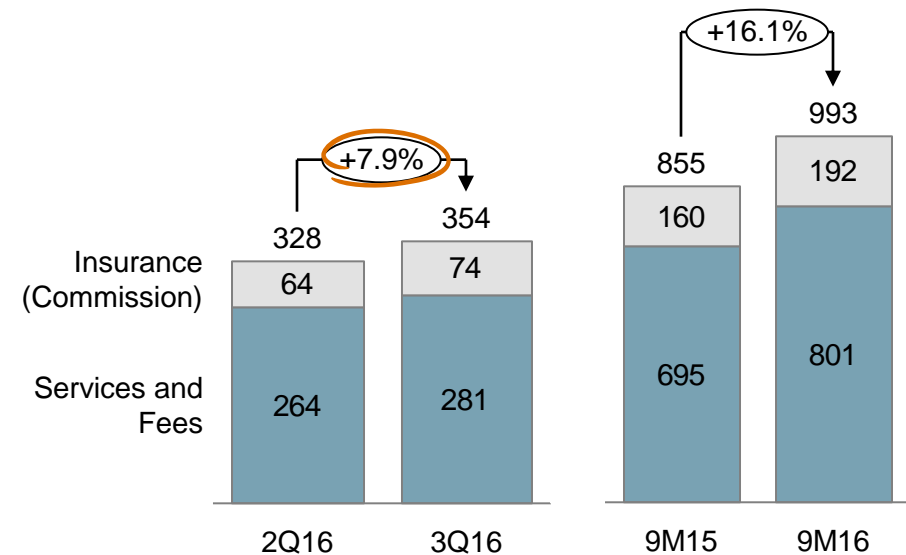
Net Interest Income – NII (R\$M)



NIM ¹ (% p.y.)	4.9%	5.1%	5.1%	5.0%
Average interest earning assets (R\$B)	96.0	93.7	94.5	95.8
Expanded credit portfolio ² (R\$B)	59.4	60.0	66.2	60.0

Income from Services grew 7.9% in 3Q16, reflecting the higher auto finance origination

Income from Services, Fees and Insurance³ (R\$M)

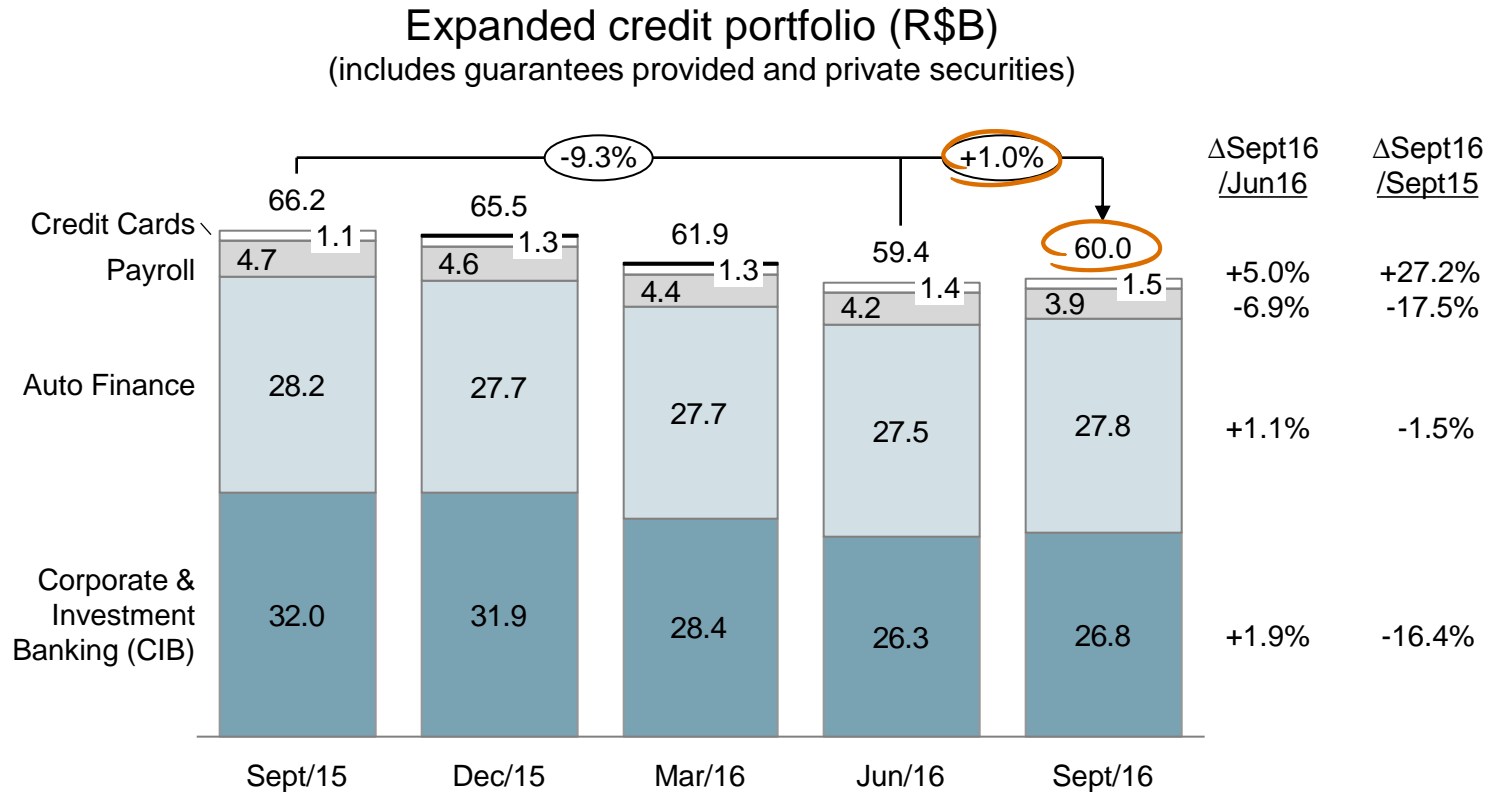


Auto finance origination (R\$B)	3.1	3.5	9.3	9.5
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1. Ratio between Net Interest Income and Average Interest-Earning Assets; 2. Includes guarantees provided and private securities; 3. Result of the stake in Votorantim Corretora de Seguros (insurance brokerage) is recognized using the equity method.

Maintenance of the conservative approach to credit

Expanded credit portfolio of R\$ 60.0B in Sept/16, growth of 1.0% compared to Jun/16



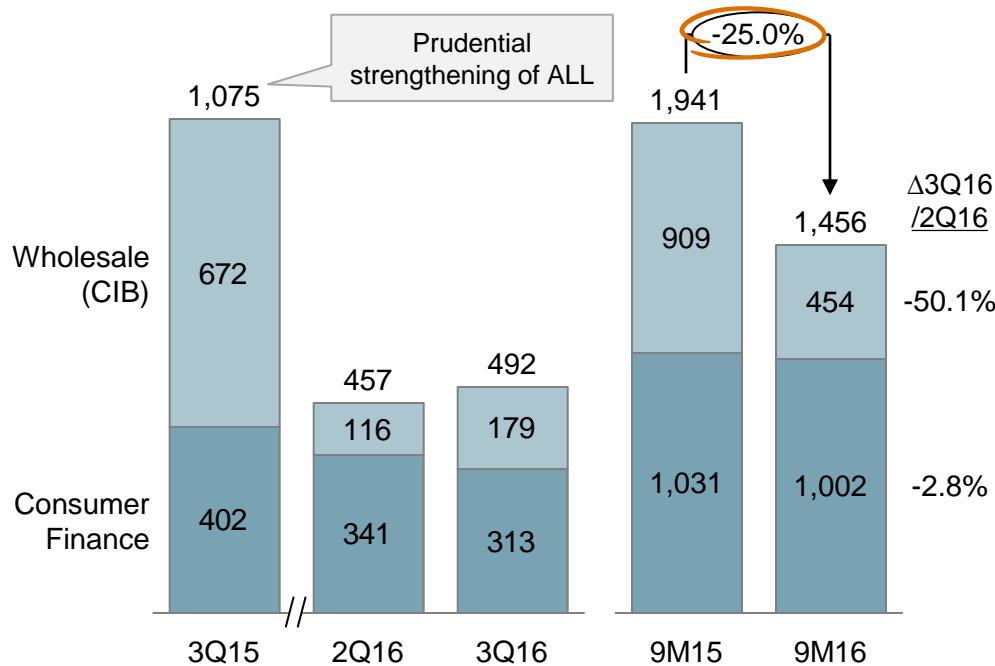
Focus on profitability (vs. growth)

Credit provision expenses reduced 25% in 9M16/9M15

Provision expenses reduced in both Consumer Finance and Wholesale

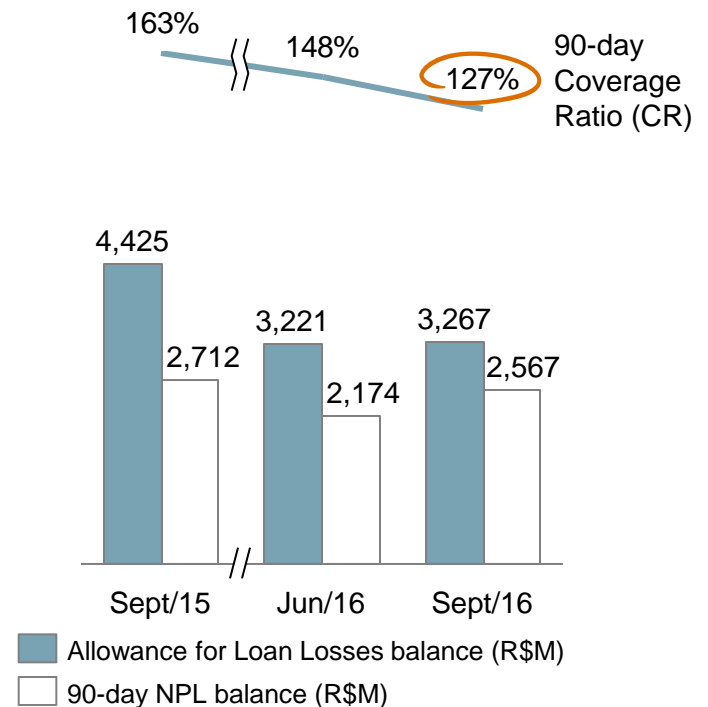
Credit provision expenses reduced 25% in 9M16/9M15

Credit provision expenses – ALL¹ (R\$M)



90-day CR remains in a conservative level, ending Sept/16 at 127%

90-day Coverage Ratio² (%) – Managed portfolio

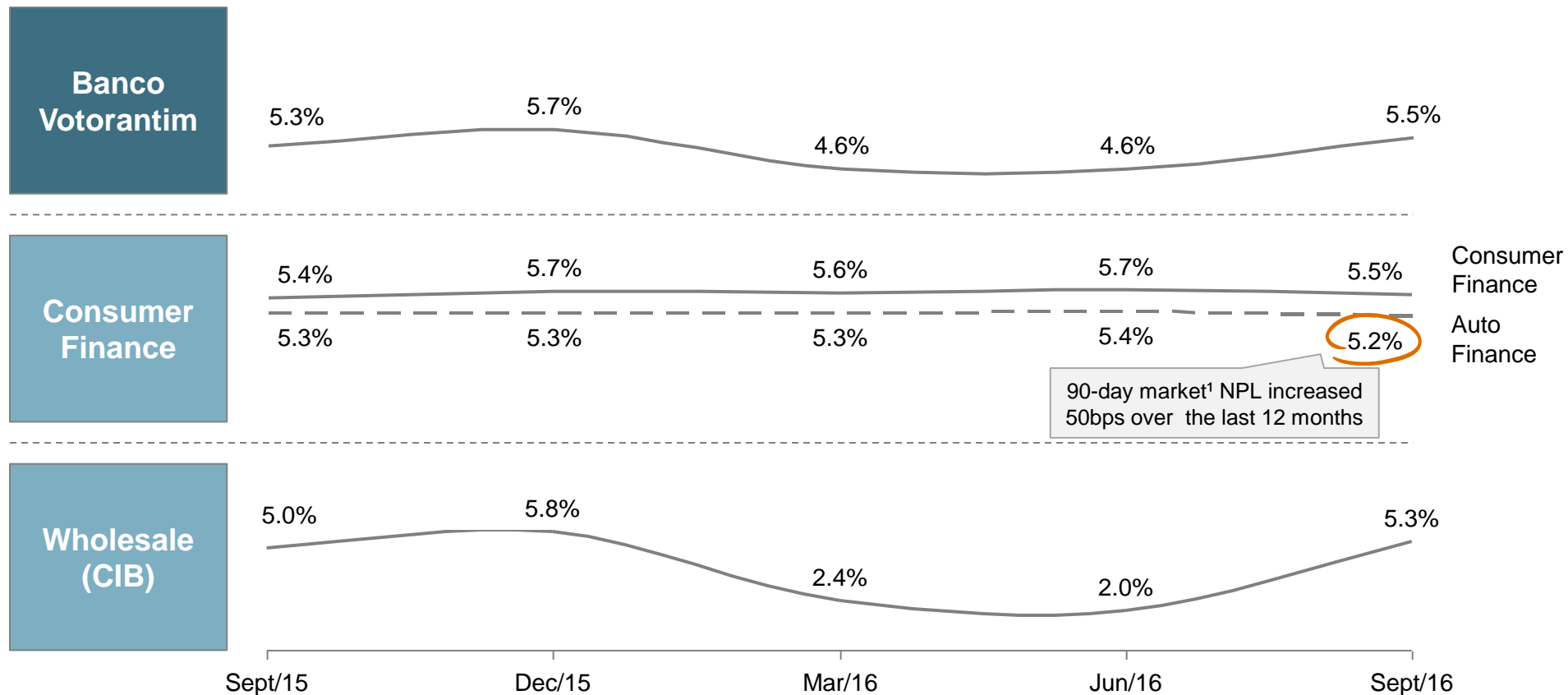


1. Allowance for Loan Losses, net of income from recovery of written-off loans; 2. Ratio between the balance of ALL and the balance of loans past due over 90 days

90-day NPL of Auto Finance dropped to 5.2% (Jun/16: 5.4%)

Banco Votorantim's delinquency was impacted by Wholesale cases with ALL previously made

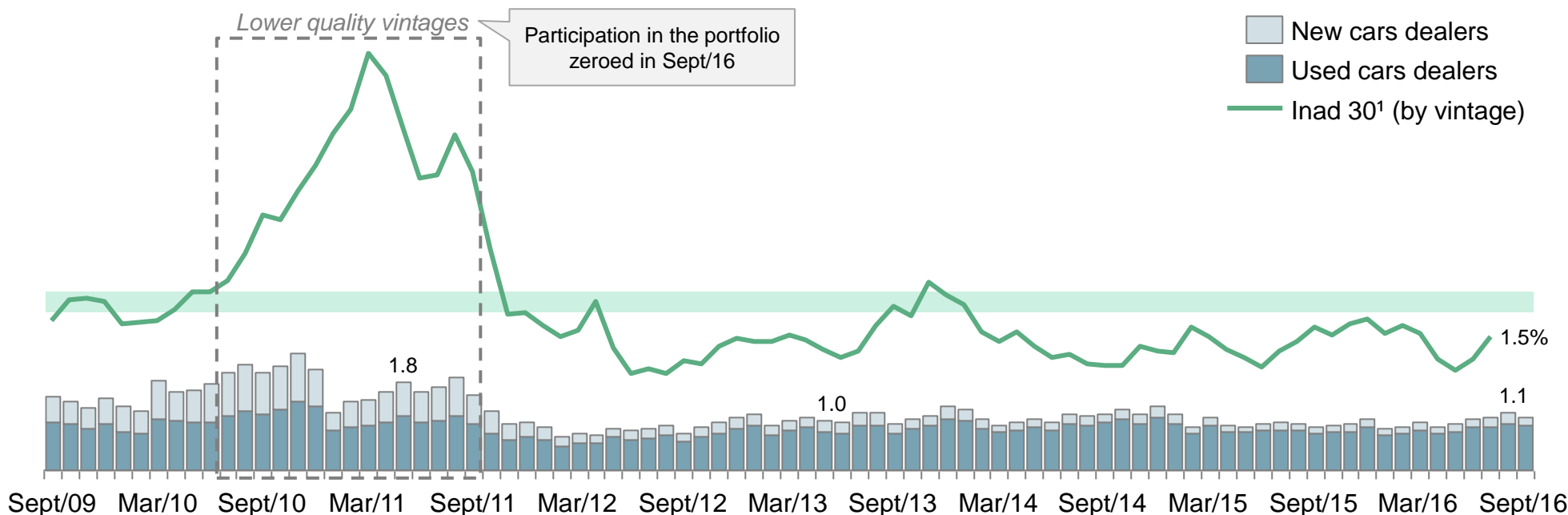
90-day NPL ratio of the managed loan portfolio (%)



1. National Financial System. 90-day NPL obtained in the historical series released on the Central Bank website

Auto finance: maintenance of quality in auto finance origination, focusing on used cars

Auto Finance – Origination by channel (R\$B) and first payment default by vintage – Inad 30¹ (%)



Steady quality in auto finance origination has contributed to the favorable trend in delinquency

1. First payment default, or % of each month's production with first installment past due over 30 days

Auto finance: continued focus on used cars and maintenance of tight credit origination standards

Focus on used cars, which represented 82% of 9M16 origination

Maintenance of conservative lending standards

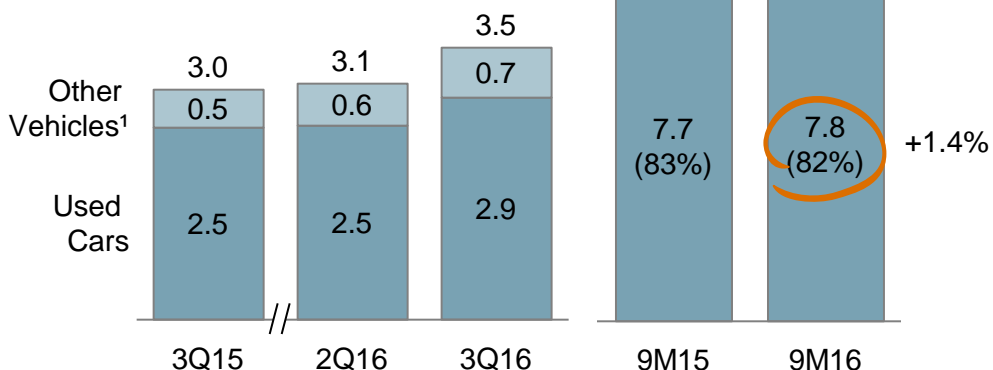
Origination of auto loans (R\$B)

Δ Cars Market:
 • New cars: -29%
 • Used cars: -7%

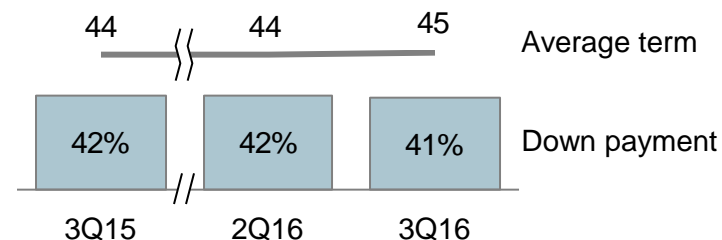
Δ9M16 /9M15

+6.3%

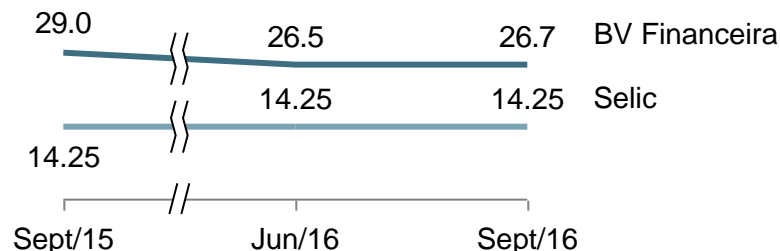
+1.4%



Down payment (%) and Average term (months)



Auto finance interest rate x Selic² rate (% p.y.)



Banco Votorantim is one of the leading players in the auto financing market

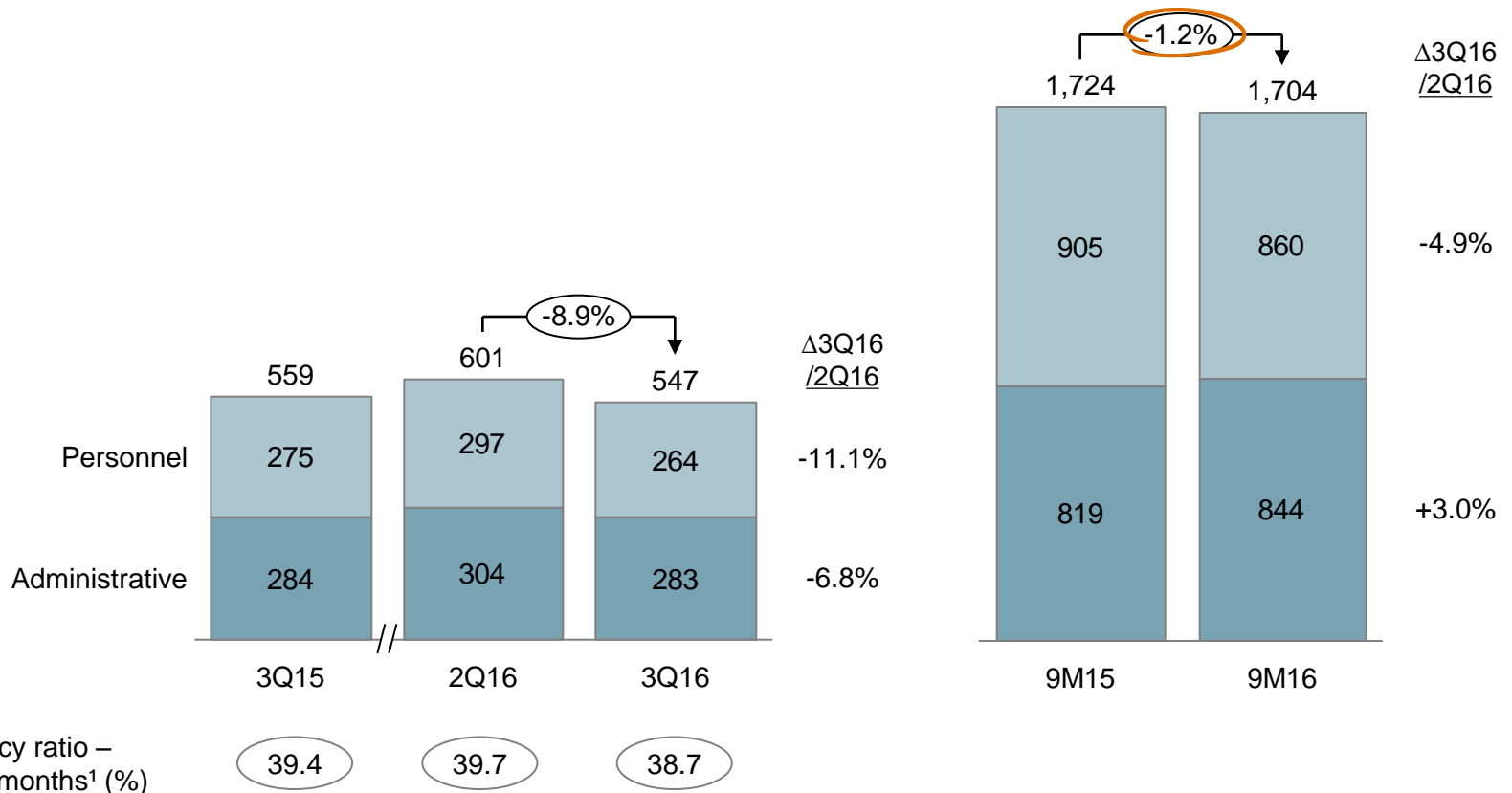
1. New cars, trucks and motorcycles

Note: In Sept/16, the average ticket size was R\$ 21,000, and the average vehicle age was 4.9 years (portfolio)

Effective cost management

Administrative and personnel expenses showed a nominal reduction by 1.2% in 9M16/9M15

Personnel and administrative expenses (R\$M)



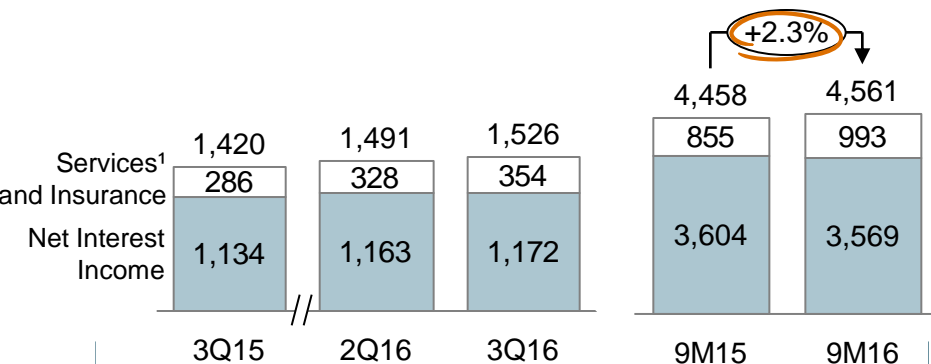
1. Excludes expenses with labor lawsuits Note: The IPCA price index reached 8.5% in the last 12 months. In 3Q16 labor lawsuits summed up R\$ 47M against R\$ 75M in the 2Q16. In 9M16 labor lawsuits summed R\$ 213M against R\$ 214M in the 9M15.

Summary: Net Income of R\$ 112M in 3Q16

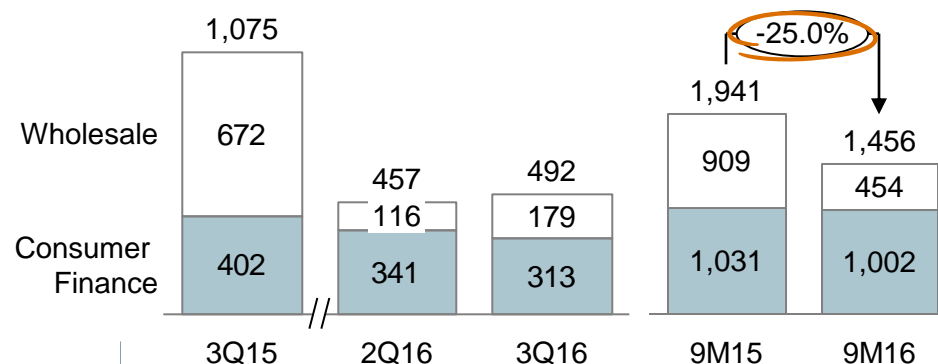
Highlight to the consistent revenue generation and effective cost base management

R\$ Million

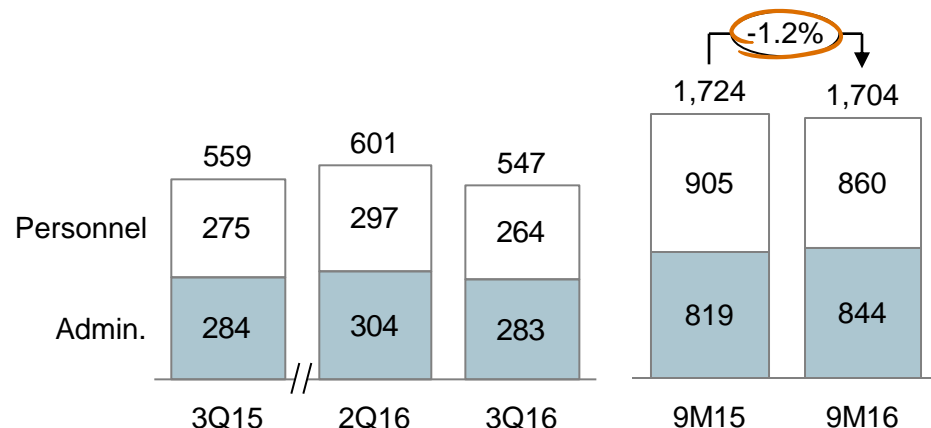
NII and Income from Services¹ and Insurance



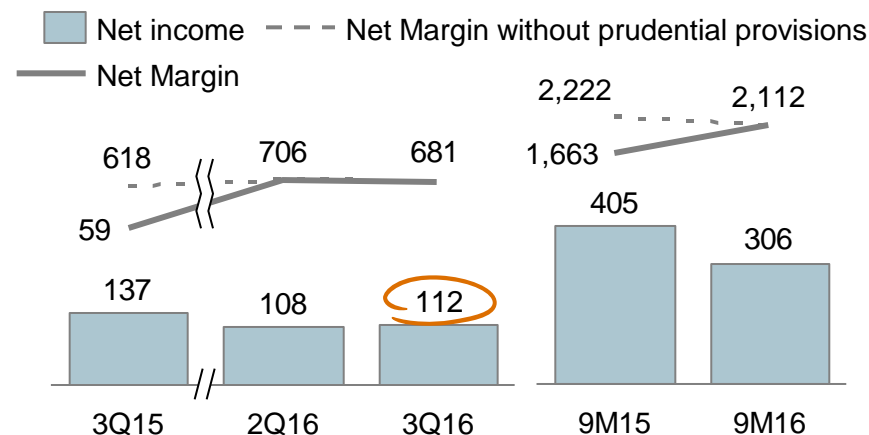
Credit provision expenses – ALL



Personnel and Administrative expenses



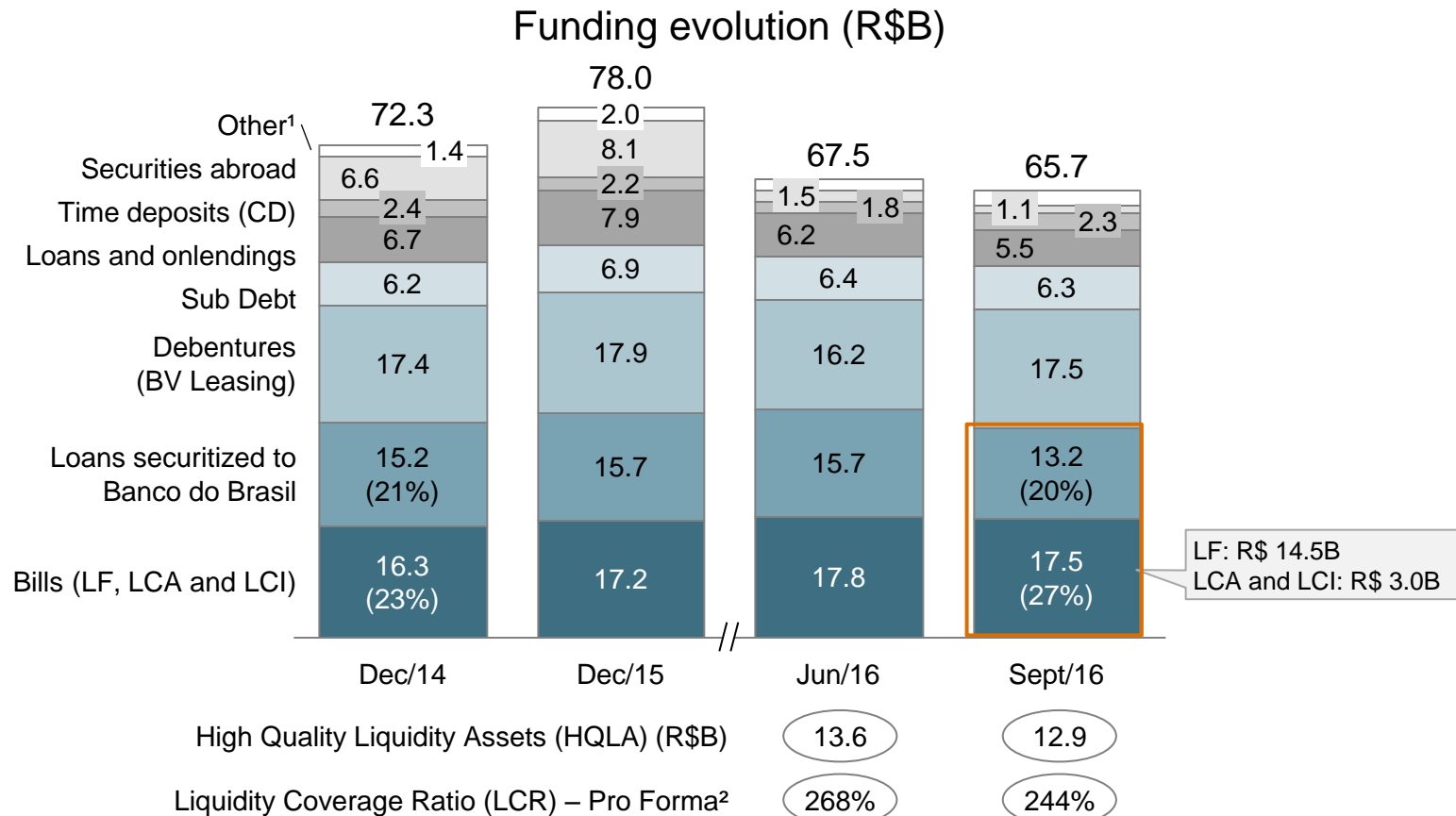
Net Income and Net Margin (post provisions)



1. Income from services and banking fees

Funding profile improved over the last years

Bills and Credit Assignments account for 47% (R\$ 30.7B) of the total funding sources



Additionally, Banco Votorantim has a stand-by credit facility of ~R\$ 7B from BB, which has never been tapped

1. Includes cash and interbank deposits; 2. Ratio of total high quality liquid assets (HQLA) and the total cash inflows for a 30 days period. Considers stand-by credit facility with Banco do Brasil. Excluding it, the LCR regulatory reported the Central Bank was 160% and the regulatory minimum of 70%.

Basel Ratio of 15.8% in Sept/16

Tier I Capital ratio rose to 11.2%, entirely composed of Common Equity

BASEL RATIO (R\$ Million)	Sept.15	Jun.16	Sept.16
Total Capital	10,866	9,675	9,737
Tier I Capital	6,828	6,892	6,894
Common Equity Tier I	6,828	6,892	6,894
Additional Tier I	-	-	-
Tier II Capital	4,038	2,782	2,843
Risk Weighted Assets (RWA)	75,457	64,839	61,626
Credit risk	67,384	57,168	56,871
Market risk	3,294	1,654	1,130
Operational risk	4,780	6,016	3,625
Minimum Capital Requirement	8,300	6,403	6,086
BaseI Ratio (Capital/RWA)	14.4%	14.9%	15.8%
Tier I Capital Ratio	9.0%	10.6%	11.2%
Common Equity Tier I Ratio	9.0%	10.6%	11.2%
Additional Tier I Ratio	-	-	-
Tier II Capital Ratio	5.4%	4.3%	4.6%

Note: In 2016, the minimum capital requirement was changed to 10.50% (11.00% in 2015), including 0.63% for maintenance capital. For Tier I Capital, it is 6.0% and for Principal Capital it is 4.5%.

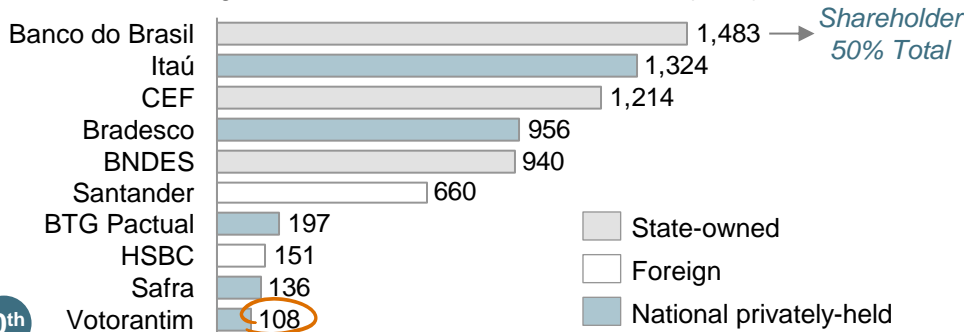
Appendix

Banco Votorantim is one of the leading banks in Brazil

“Top 10” in total assets, with strong shareholders and shared governance

Banco Votorantim is one of the largest privately-held Brazilian banks in total assets...

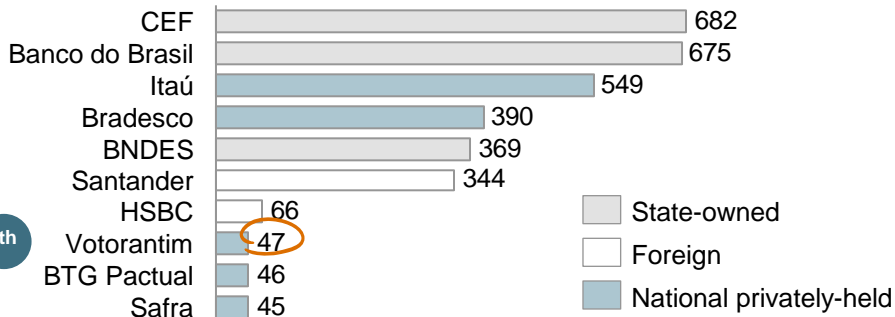
10 largest Banks in Jun/16 - Total Assets (R\$B)



10th

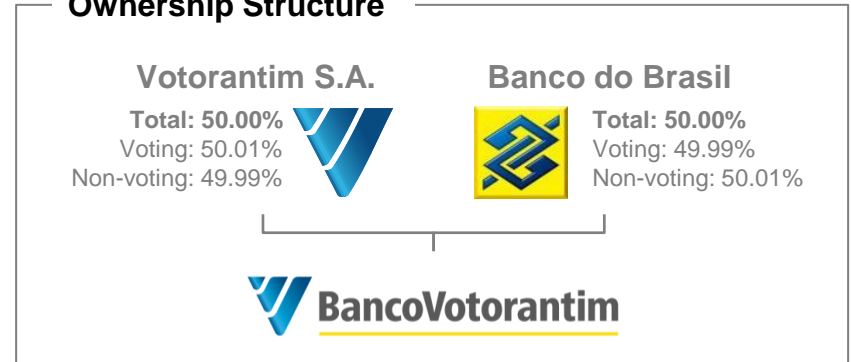
...and also in terms of loan portfolio

10 largest Banks in Jun/16 – Loan Portfolio¹ (R\$B)

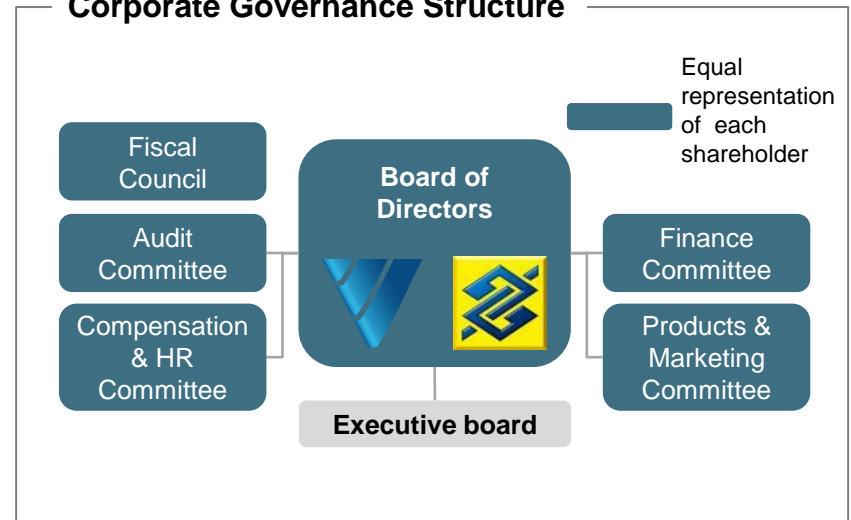


8th

Ownership Structure



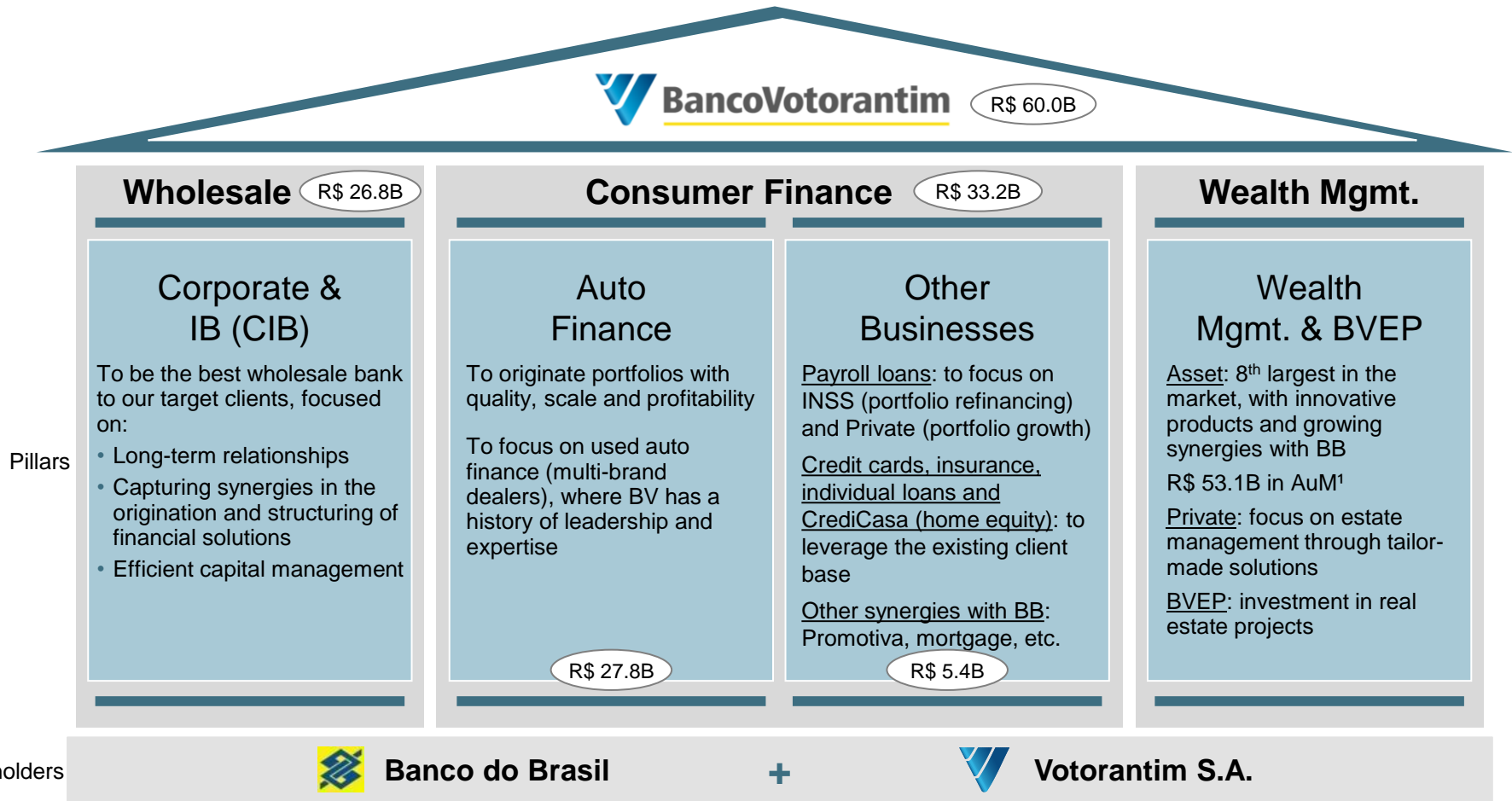
Corporate Governance Structure



1. On-balance loan portfolio according to Bacen's Resolution 2,682. Note: CADE (Conselho Administrativo de Defesa Econômica) approved in Jun/16 the acquisition of HSBC in Brazil by Bradesco

Diversified business portfolio

Focus on increasing business profitability, operating efficiency and synergies with BB



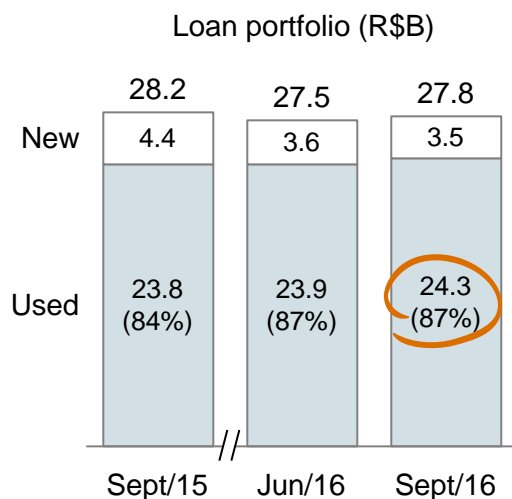
XX Expanded² credit portfolio

1. Assets under management 2. Includes guarantees provided by the Bank and private securities

Consumer Finance: increased focus on used auto finance and INSS payroll loans (retirees and pensioners)

Consumer Finance Businesses

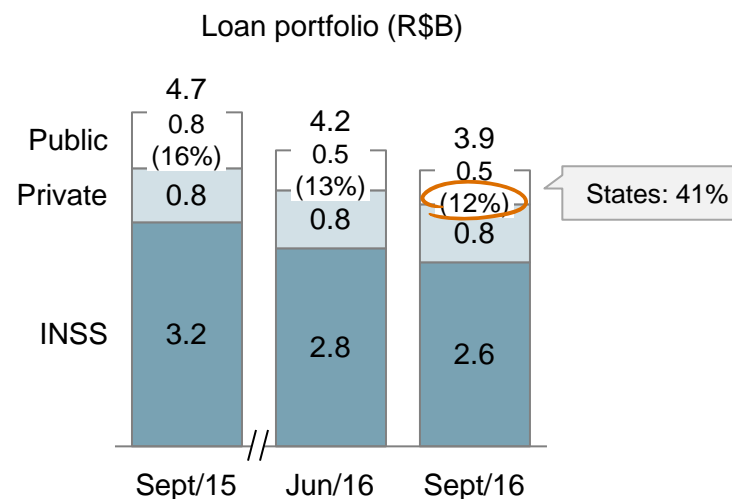
Auto finance



Among market leaders in auto financing, with the following advantages:

- Capillarity: presence in ~13,000 car dealerships nationwide
- Agility: 82% of proposals with automatic credit decision
- Expertise: continuous improvement of management tools (pricing, credit, collection etc.)
- Long-term relationship: first access to customer record

Payroll Loans



Focus on refinancing the INSS payroll loan portfolio (retirees and pensioners)...

...and on increasing the private payroll loan portfolio

Selective operation in public payroll agreements

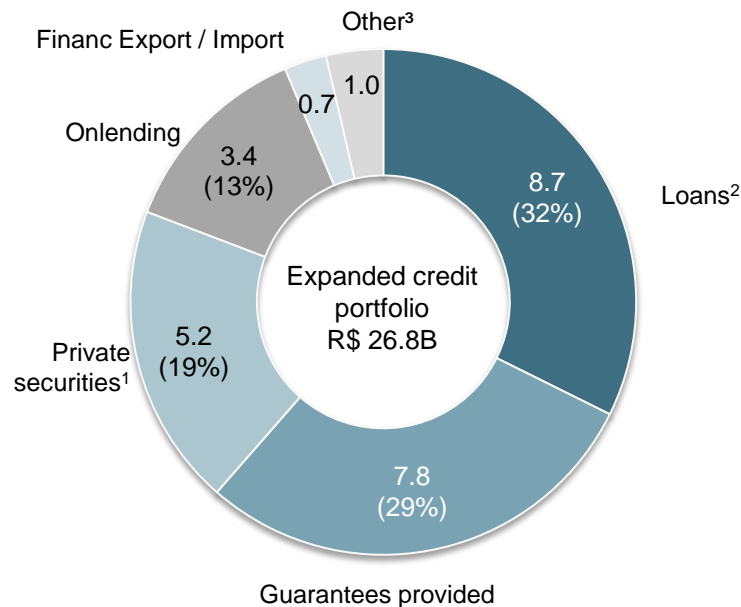
Continuous improvement of management tools (pricing, credit, collection etc.)

Wholesale: continued focus on improving return on capital and on strengthening the product portfolio

Wholesale Business (CIB)

Corporate & Investment Bank (CIB)

Expanded credit portfolio (R\$B and %)



Diversified portfolio of wholesale products

Highlights and strategy

Conservative approach to credit

- Focus on profitability (vs. asset growth)

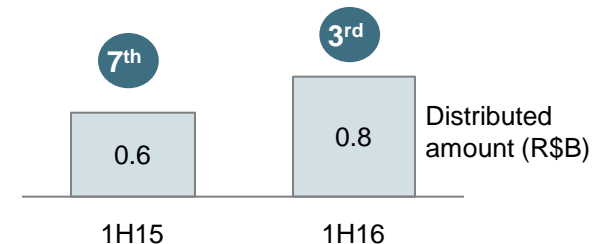
Increased relevance of BV to its target clients

- Focus on 400 Corporate groups with credit exposure and better risk profile, plus Financial Institutions

Exit of non-core clients

Focus on capturing synergies in the origination and structuring of Credit, IB, Derivatives and FX

Local Fixed Income Distribution Ranking⁴



1. Includes debentures and promissory notes; 2. Includes export credit notes, working capital and Loan Offshore; 3. Rural Financing e Advances on Exchange Contracts;

4. "Ranking Anbima de Distribuição – Renda Fixa Consolidado (Jun/16)"

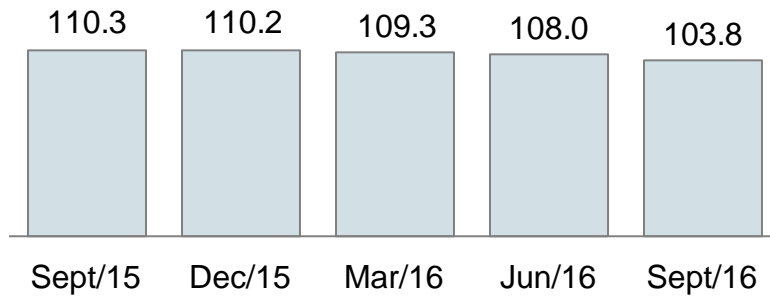
Balance Sheet

BALANCE SHEET Assets (R\$ Million)	Sept.15	Jun.16	Sept.16	Variation %	
				Sept.16/Jun.16	Sept.16/Sept.15
CURRENT AND LONG-TERM ASSETS	109,839	107,564	103,201	(4.1)	(6.0)
Cash and cash equivalents	224	141	176	24.5	(21.5)
Interbank funds applied	16,190	19,855	17,093	(13.9)	5.6
Securities and derivative financial instruments	30,091	27,458	28,225	2.8	(6.2)
Derivative financial instruments	3,199	4,231	3,398	(19.7)	6.2
Interbank accounts or relations	90	619	330	(46.6)	-
Loan Operations, Leases and Others receivables	51,276	46,477	46,542	0.1	(9.2)
Allowance for loan losses	(4,200)	(2,989)	(3,069)	2.7	(26.9)
Tax credit	7,773	7,260	7,238	(0.3)	(6.9)
Others	5,196	4,511	3,268	(27.6)	(37.1)
NON-CURRENTS	472	463	603	30.1	27.6
Investments	285	262	406	55.2	42.5
Fixed assets	102	95	90	(4.4)	(11.7)
Intangible and deferred charges	85	107	106	(0.7)	25.1
TOTAL ASSETS	110,313	108,028	103,804	(3.9)	(5.9)
BALANCE SHEET Liabilities (R\$ Million)	Sept.15	Jun.16	Sept.16	Variation %	
				Sept.16/Jun.16	Sept.16/Sept.15
CURRENT AND LONG-TERM LIABILITIES	102,495	99,709	95,349	(4.4)	(7.0)
Deposits	4,826	3,708	4,535	22.3	(6.0)
Demand deposits	87	76	60	(20.9)	(30.6)
Interbank deposits	1,877	1,795	2,153	20.0	14.7
Time deposits	2,862	1,837	2,322	26.4	(18.9)
Money market borrowings	30,087	38,070	38,840	2.0	29.1
Acceptances and endorsements	24,912	19,276	18,661	(3.2)	(25.1)
Interbank accounts	222	32	103	-	(53.8)
Borrowings and onlendings	8,111	6,209	5,454	(12.2)	(32.8)
Derivative financial instruments	3,785	3,856	2,967	(23.1)	(21.6)
Others obligations	30,553	28,559	24,790	(13.2)	(18.9)
Subordinated debts	6,797	6,426	6,316	(1.7)	(7.1)
Credit transactions subject to assignment	16,163	15,690	13,208	(15.8)	(18.3)
Others obligations	7,593	6,443	5,267	(18.3)	(30.6)
DEFERRED INCOME	40	36	38	6.6	(4.1)
SHAREHOLDERS' EQUITY	7,778	8,282	8,416	1.6	8.2
TOTAL LIABILITIES	110,313	108,028	103,804	(3.9)	(5.9)

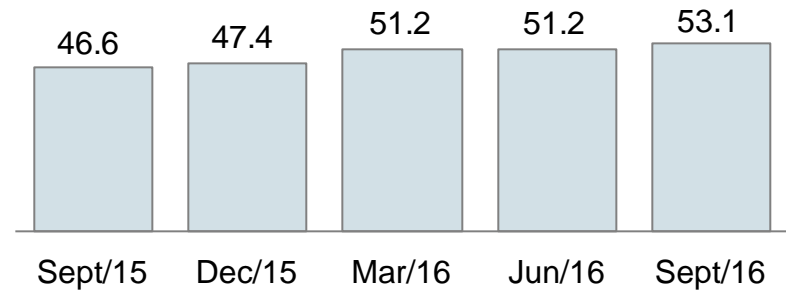
Financial highlights

R\$ Billion

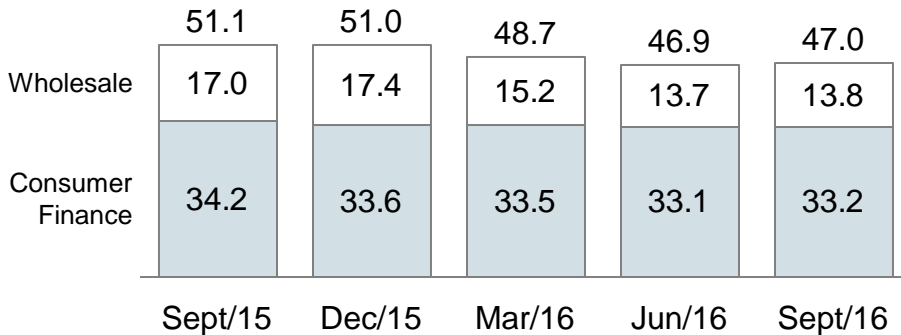
Total Assets



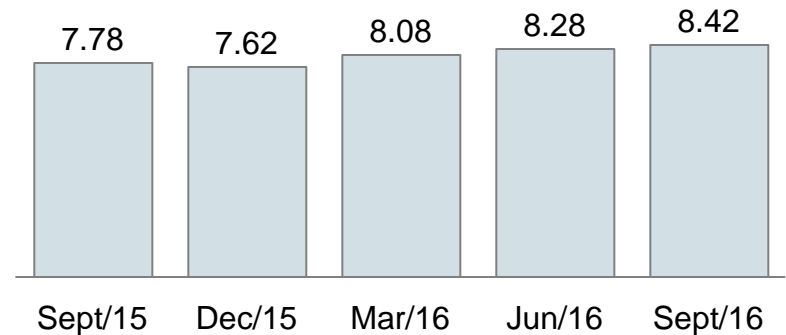
Assets under Management¹



On-balance loan portfolio



Shareholders' Equity



1. Includes onshore funds (ANBIMA criteria) and private clients resources. Note: Shareholders' Equity includes the destination of dividends (R\$ 114 million) in Dec/15

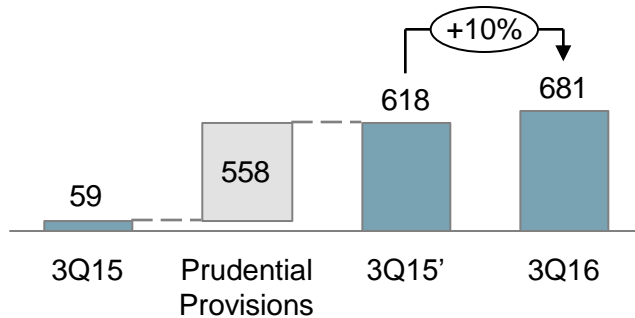
Recap: prudential provisions were punctually made in 3Q15

Disregarding prudential provisions, in 3Q15 the Net Margin would have been R\$ 618M...

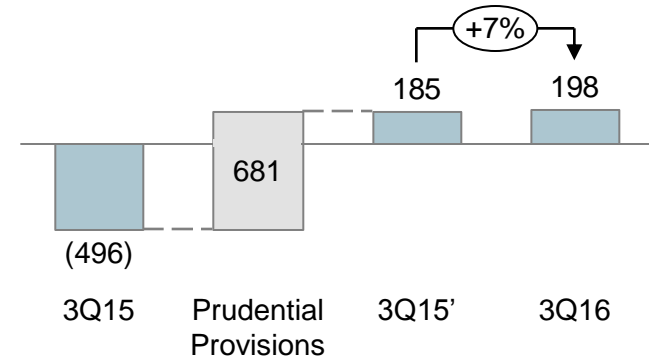
...and the Operating Income R\$ 185M

3Q15
X
3Q16

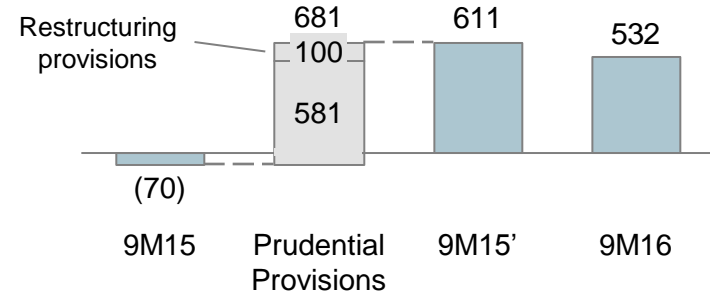
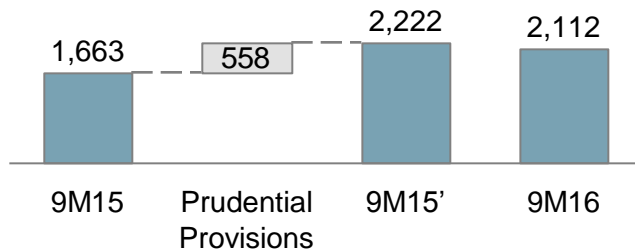
Net Financial Margin (R\$M)



Operating Income (Loss) (R\$M)



9M15
X
9M16



Prudential provisions neutralized the impact on the result of the increase of the CSLL¹ rate

1. In Sept/15, the rate of Social Contribution of financial institutions was raised from 15% to 20%.

Net Interest Margin (NIM)

NET INTEREST MARGIN (NIM) (R\$ Million)	3Q15	2Q16	3Q16	Var. 3Q16/2Q16	9M15	9M16	Var. 9M16/9M15
Net Interest Income (A)	1,134	1,163	1,172	0.8%	3,604	3,569	-1.0%
Average Interest-Earning Assets (B)	95,883	95,988	93,721	-2.4%	94,533	95,815	1.4%
Compulsory Deposits (Bacen)	36	489	458	-6.3%	42	332	-
Interbanks Funds Applied	17,199	18,443	18,474	0.2%	14,129	17,791	25.9%
Securities	27,210	29,288	27,842	-4.9%	27,697	29,306	5.8%
Loan Portfolio	51,438	47,769	46,947	-1.7%	52,665	48,385	-8.1%
NIM (A/B)	4.8%	4.9%	5.1%	0.2 p.p.	5.1%	5.0%	-0.1 p.p.

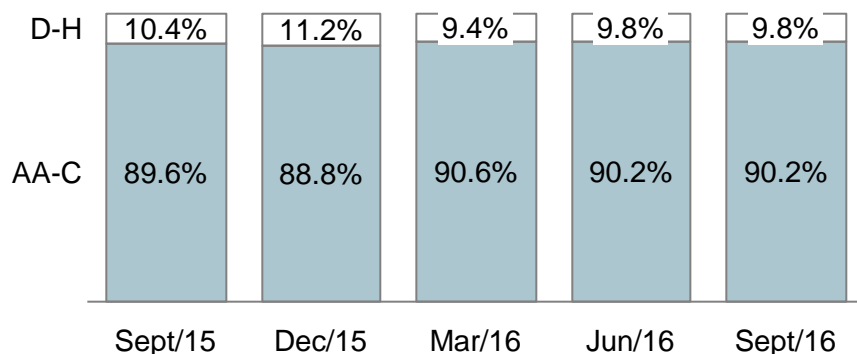
Efficiency Ratio

EFFICIENCY RATIO (ER) (R\$ Million)	3Q15	2Q16	3Q16	Var. 3Q16/2Q16	9M15	9M16	Var. 9M16/9M15
Total Personnel¹ and Administrative expenses (A)	520	526	500	-4.8%	1,509	1,491	-1.3%
Total Revenues (B)	1,240	1,313	1,323	0.8%	3,923	3,970	1.2%
Net Interest Income (NII)	1,134	1,163	1,172	0.8%	3,604	3,569	-1.0%
Income from Services and Banking Fees	232	264	281	6.1%	695	801	15.3%
Income from subsidiaries ²	39	47	55	16.1%	123	145	17.5%
Other Operating Income/Expenses	(166)	(162)	(184)	13.5%	(499)	(545)	9.2%
Efficiency Ratio (A/B) - period	42.0%	40.1%	37.8%	-2.3 p.p.	38.5%	37.5%	-0.9 p.p.
Efficiency Ratio - last 12 months	39.4%	39.7%	38.7%	-1.0 p.p.	39.4%	38.7%	-0.7 p.p.

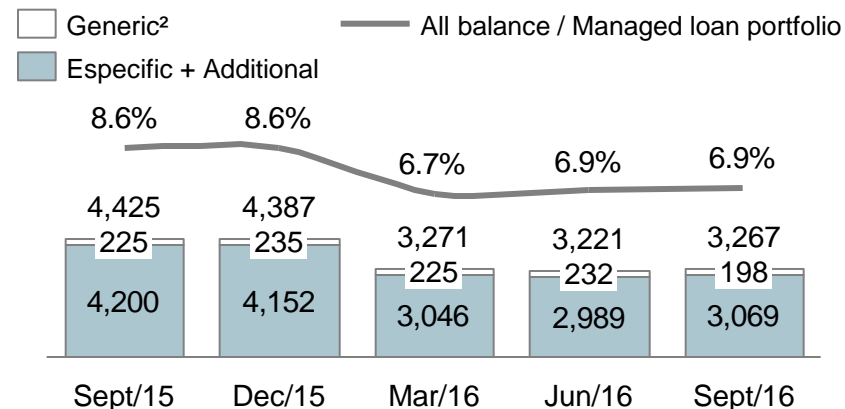
1. Excludes expenses with labor lawsuits; 2. Subsidiaries accounted by the equity method

Credit quality indicators

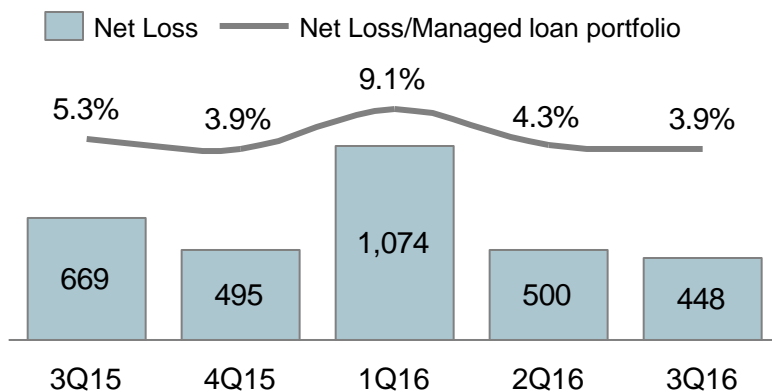
Managed loan portfolio rated by risk level¹ (%)



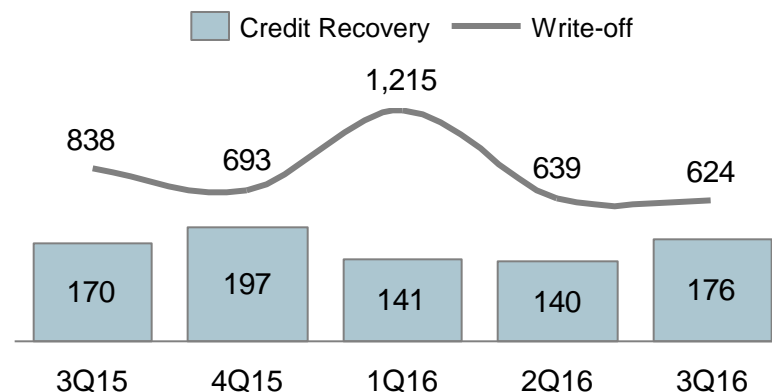
ALL Balance (R\$M)



Net Loss (R\$M)



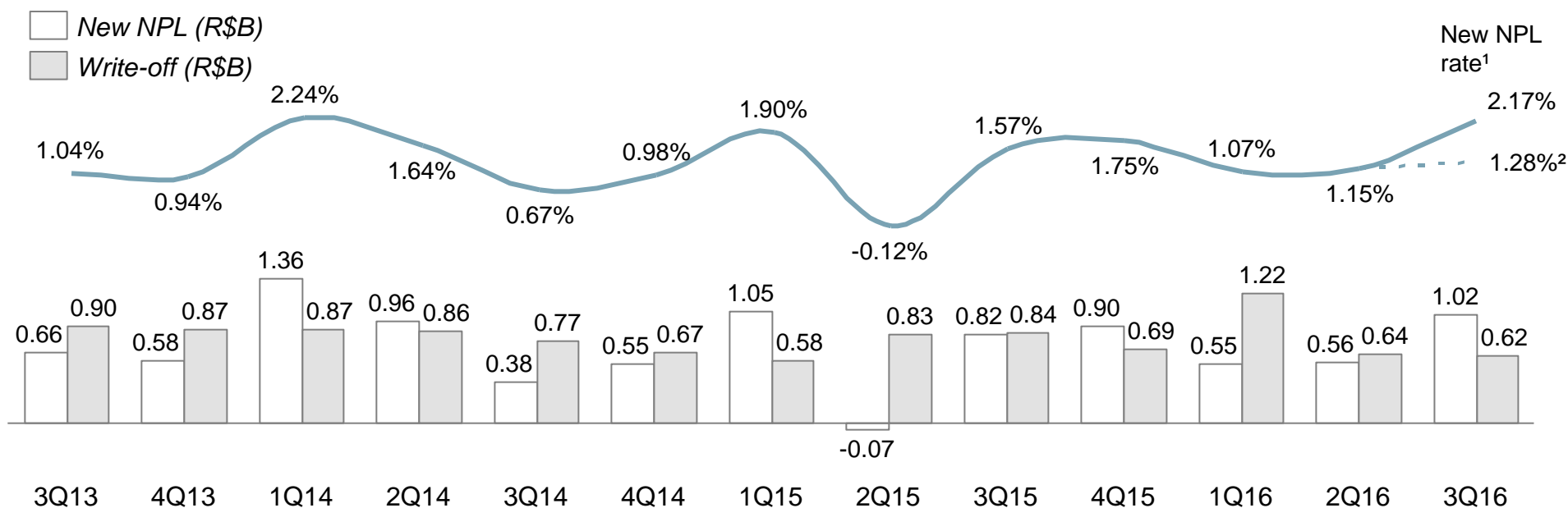
Credit Recovery (R\$M)



1. According to Bacen's Resolution 2,682; 2. Considers balance of R\$ 198M of "generic" credit provisions recognized as Liabilities in the "Other" line (see Note #18d of 3Q16 Financial Statements)

New NPL rate

NEW NPL (R\$ Million)	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
Managed Loan Portfolio (A)	61,281	60,539	58,281	56,806	55,712	55,231	55,421	52,505	51,576	51,250	49,002	46,925	47,031
90-day NPL Balance	3,373	3,081	3,563	3,662	3,273	3,154	3,628	2,727	2,712	2,923	2,254	2,174	2,567
90-day NPL Quarterly Variation (B)	-244	-292	482	99	(388)	(119)	474	(902)	(14)	211	(669)	(80)	393
Write-off (C)	902	869	874	857	771	666	578	834	838	693	1,215	639	624
New NPL (D=B+C)	659	578	1,356	955	383	547	1,052	(67)	823	903	546	560	1,017
New NPL Rate ¹ (D/A)	1.04%	0.94%	2.24%	1.64%	0.67%	0.98%	1.90%	-0.12%	1.57%	1.75%	1.07%	1.14%	2.17%



1. Variation in the balance of 90-day NPL balance + loans written-off to loss in the quarter, divided by loan portfolio by the end of the immediately preceding quarter.

2. Excluding specific cases of the Wholesale with credit provisions previously made.

Wholesale has a diversified credit portfolio

Top 20 sectors account for 85% of the Wholesale credit exposure

Wholesale Sectorial concentration	Sept.15		Jun.16		Sept.16	
	R\$M	Part.(%)	R\$M	Part.(%)	R\$M	Part.(%)
Financial Institutions	4,697	19.3%	3,752	18.2%	4,124	20.1%
Sugar and Ethanol	2,331	9.6%	1,823	8.9%	1,996	9.7%
Telecom	1,761	7.2%	1,606	7.8%	1,624	7.9%
Petrochemical	1,570	6.4%	1,567	7.6%	1,575	7.7%
Retail	834	3.4%	1,236	6.0%	945	4.6%
Mining	703	2.9%	883	4.3%	861	4.2%
Railways	671	2.8%	781	3.8%	775	3.8%
Agribusiness	1,041	4.3%	762	3.7%	768	3.7%
Electricity Generation	684	2.8%	605	2.9%	591	2.9%
Government	705	2.9%	565	2.7%	573	2.8%
Road Cargo Transportation	503	2.1%	507	2.5%	467	2.3%
Automotive	545	2.2%	324	1.6%	450	2.2%
Electricity Distribution	461	1.9%	426	2.1%	420	2.0%
Residential Construction	632	2.6%	459	2.2%	415	2.0%
Food Industry	272	1.1%	411	2.0%	413	2.0%
Oil & Gas	201	0.8%	401	1.9%	401	2.0%
Pulp and Paper	771	3.2%	361	1.8%	357	1.7%
Services	471	1.9%	314	1.5%	289	1.4%
Slaughterhouses	292	1.2%	286	1.4%	263	1.3%
Agro Trading	303	1.2%	219	1.1%	234	1.1%
Other sectors	4,903	20.1%	3,287	16.0%	2,991	14.6%
Total¹	24,351	100.0%	20,576	100.0%	20,532	100.0%

1. Numbers exclude private securities and are net of credit provisions. Note: Does not consider application of Credit Conversion Factor of 50% in transactions relating to some specific guarantees provided.

Banco Votorantim's main ratings

RATING AGENCIES		International		National	Brazil Sovereign rating
		Local	Foreign	Local	
Moody's	Long-term	Ba2	Ba3	Aa3.br	Ba2
	Short-term	NP	NP	BR-1	
Standard & Poor's	Long-term	BB		brA+	BB
	Short-term	B		brA-1	