



# Earnings Presentation

1<sup>st</sup> Quarter, 2015

Disclaimer: This presentation may include references and statements on expectations, planned synergies, growth estimates, projections of results, and future strategies for Banco Votorantim, its associated and affiliated companies, and subsidiaries. Although these references and statements reflect the management's belief, they also involve imprecision and risks that are highly difficult to be foreseen. Consequently, they may conduct to different results from those anticipated and discussed here. These expectations are highly dependent on market conditions, on Brazil's economic and banking system performances, as well as on international market conditions. Banco Votorantim is not responsible for bringing up to date any estimate in this presentation.

# Net income of R\$ 122M in 1Q15

Consistent revenue generation, drop in credit provisions and reduction of cost base

## Highlights of Banco Votorantim's results

<b>Net Profit of R\$ 122M</b>	<p>Net income totaled R\$ 122M in 1Q15, compared to R\$ 75M in 4Q14 and R\$ 152M in 1Q14</p> <p>Shareholders' equity reached R\$ 7.68B in Mar/15</p>
<b>Consistent revenue generation</b>	<p>Net Interest Income (NII) reached R\$ 1.2B in 1Q15, stable compared to 4Q14</p> <p>Net Interest Margin<sup>1</sup> (NIM) of 5.4% p.y. in 1Q15, down by 10 bps compared to 4Q14 due to the increase in interest-earning assets (driven by exchange rate effects and assignments with recourse)</p>
<b>Drop in delinquency</b>	<p><b>Consumer Finance:</b> 90-day NPL dropped to 5.3% in Mar/15, lowest level since June/11</p> <p><b>Wholesale:</b> 90-day NPL at 9.0% (6.2% in Dec/14) mostly impacted by loans that already had a high allowance level. In contrast, the 15-90 day NPL ratio decreased from 4.1% to 2.4% in 1Q15</p>
<b>Reduction in credit provisions</b>	<p>Credit provision expenses<sup>2</sup> reduced 17.3% over 4Q14 and 41.5% compared to 1Q14</p> <ul style="list-style-type: none"> <li>Reduction in credit provision expenses occurred both in Consumer Finance and Wholesale segments</li> <li>Credit provision expenses of 1Q15 (R\$ 417M) correspond to the lowest level since 1Q11</li> </ul>
<b>Cost base reduction</b>	<p>Personnel and administrative expenses decreased 3.8% over 4Q14 and 6.2% compared to 1Q14</p> <p>12-month Efficiency Ratio (ER) reached 37.8% (Mar/14: 37.9%)</p>

1. Ratio between Net Interest Income (NII) and Average Interest-Earning Assets; 2. Allowance for Loan Losses (ALL), net of income from recovery of written-off loans

# Agenda

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**Banco Votorantim – Overview**

1Q15 Results

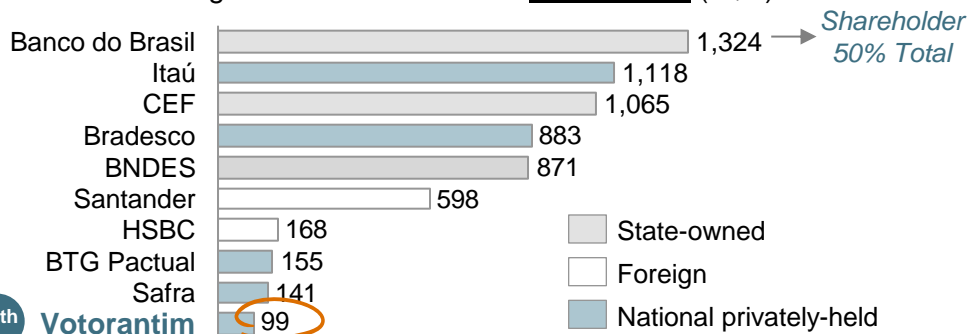
Appendix

# Banco Votorantim is one of the leading banks in Brazil

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

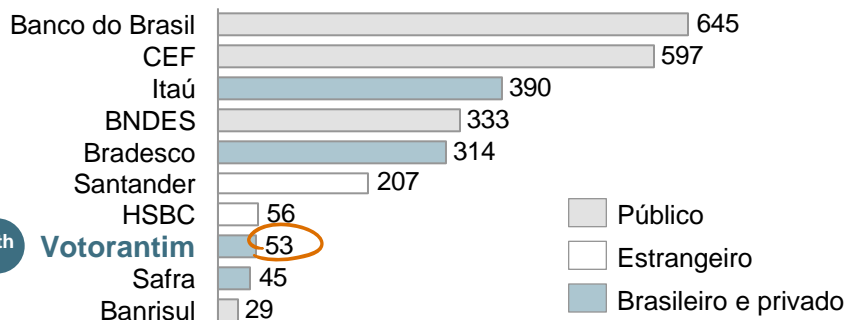
## Banco Votorantim is one of the largest privately-held Brazilian banks in total assets...

10 largest Banks in Dec/14<sup>1</sup> - Total Assets (R\$B)

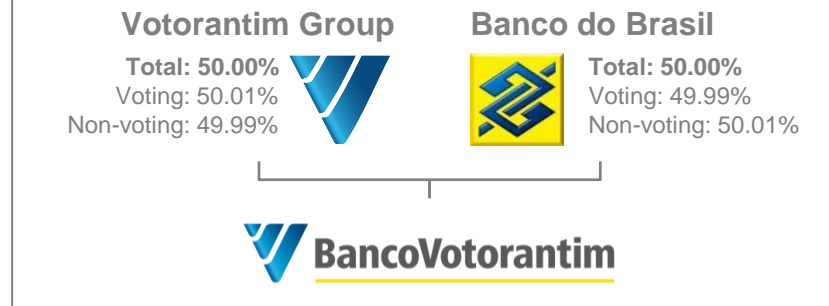


## ...and also in terms of loan portfolio

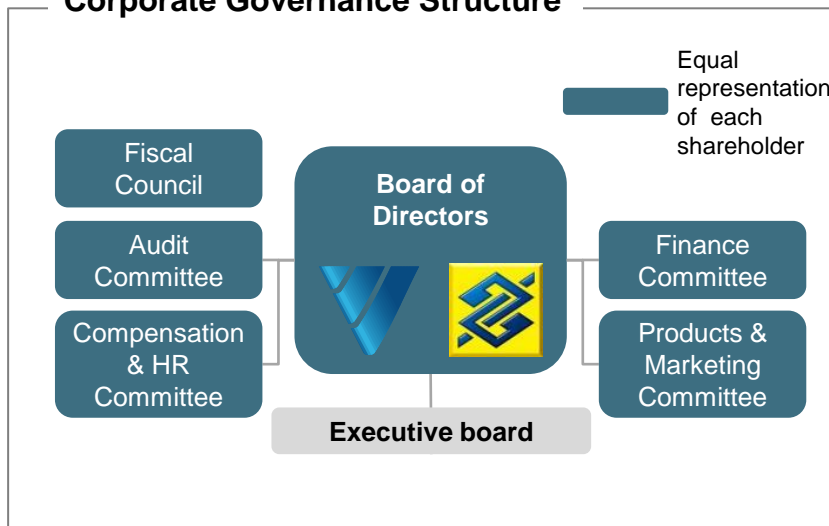
10 largest Banks in Dec/14<sup>1</sup> – Loan Portfolio<sup>2</sup> (R\$B)



## Ownership Structure



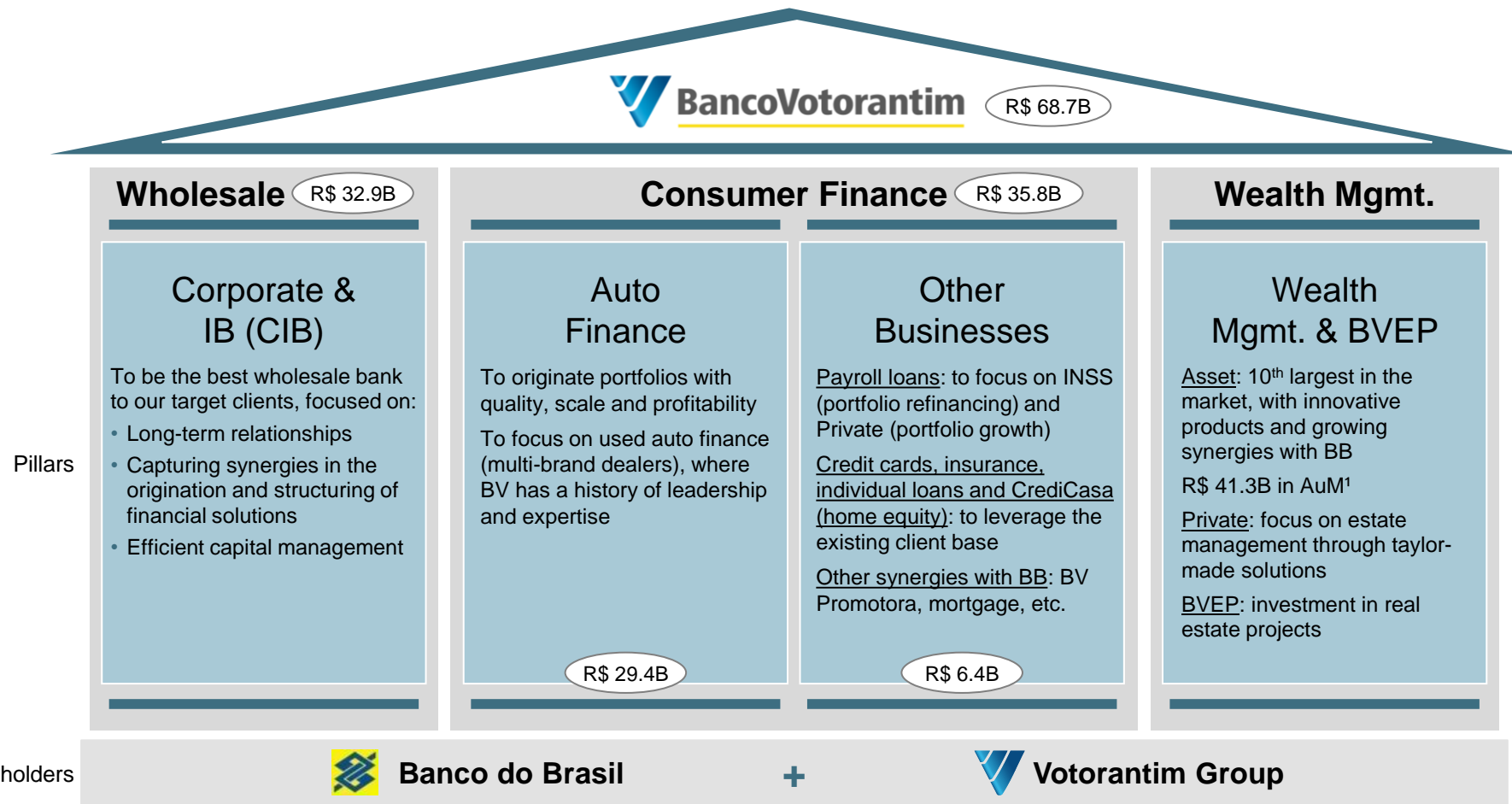
## Corporate Governance Structure



1.Mar/15 Central Bank (“Bacen”) data unavailable by the preparation of this presentation; 2. On-balance loan portfolio according to Bacen’s Resolution 2,682

# Diversified business portfolio

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



○ Expanded<sup>2</sup> credit portfolio

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

Note: In Mar/15, the outstanding volume of loans (off-balance) securitized with recourse prior to Resolution 3,533 totaled R\$ 1.1B (versus R\$ 1.8B in Dec/14)

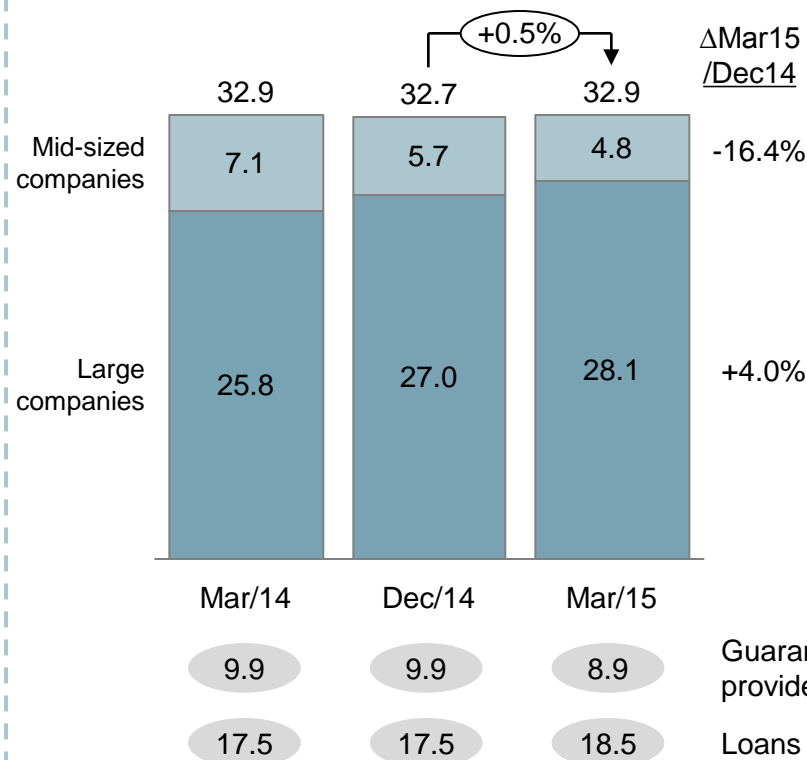
# Wholesale: continued focus on improving return on capital and on strengthening the product portfolio

## Wholesale Business

### Corporate & Investment Bank (CIB)

### Highlights

Expanded<sup>1</sup> credit portfolio (R\$B)



#### Disciplined approach to capital usage

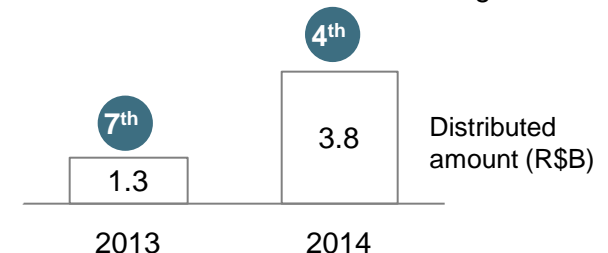
- Credit selectivity
- Focus on services and products with low capital consumption (FX, IB, derivatives)
- Gradual reduction to the “lower middle market”
  - Focus on companies with annual revenues > R\$200M

#### Increased relevance of BV to its target clients, thru

- Strengthening of the product portfolio
- Enhancement of international distribution (NY and London)

#### Focus on capturing synergies in the origination and structuring of Credit, Capital Markets, Derivatives and FX operations

#### Local Fixed Income Distribution Ranking<sup>2</sup>

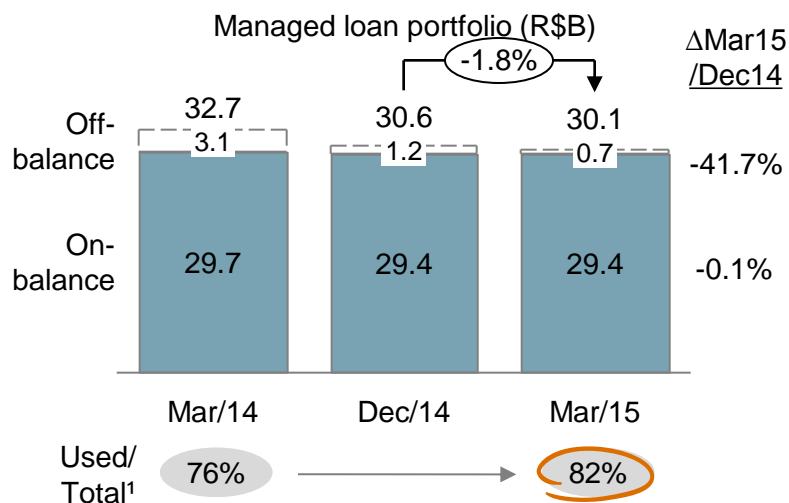


1. Includes loans, guarantees provided (by the bank), and private securities; 2. “Ranking Anbima de Distribuição – Renda Fixa Consolidado” (Dec/14)  
 Note: Mid-sized companies are those with annual revenues up to R\$600M

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

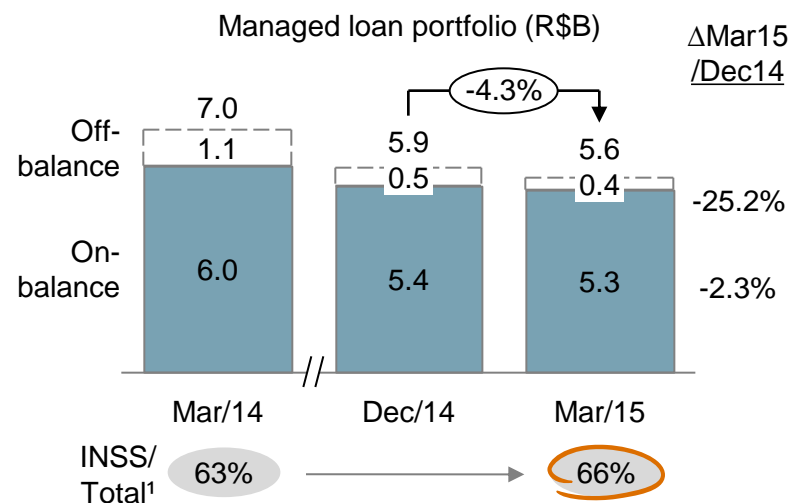
## Consumer Finance Businesses

### Auto Finance



- Among market leaders in auto financing
- Operates as an extension of Banco do Brasil in auto financing (outside BB's branch network)
  - Presence in ~20,000 car dealerships nationwide
- Average ticket size: R\$ 18,000
- Continuous improvement of credit processes

### Payroll Loans



- Focus on refinancing the INSS payroll loan portfolio (retirees and pensioners)...
- ...and on increasing the private payroll loan portfolio
- Continuous improvement of credit processes

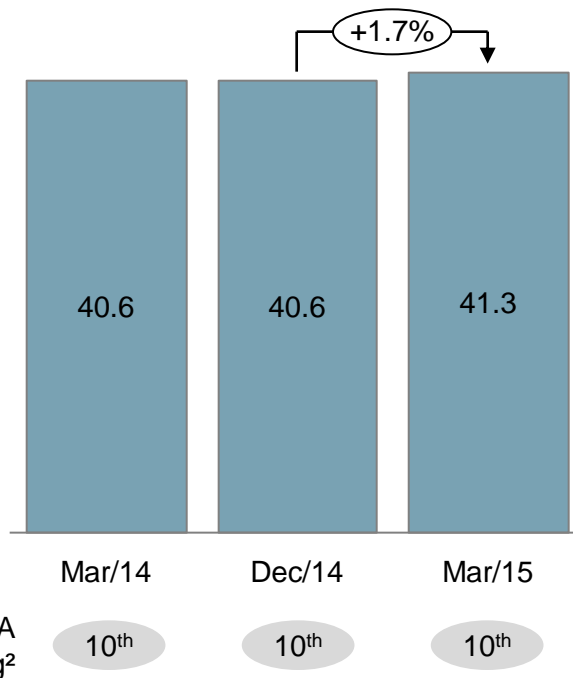
1. Only on-balance portfolio

# Wealth Management: Asset focused on high value-added products and Private Bank focused on estate management

## Wealth Management Businesses

### Wealth Management & Services

Assets under management<sup>1</sup> (R\$B)



### Highlights

#### Asset Management

- Focus on high value-added structured products
- “Top Gestão 2014 – Renda Fixa<sup>3</sup>”: Fixed Income award
- Synergies with BB: R\$ 5.0B AuM of partnership funds, e.g.
  - BB Votorantim Highland Infraestrutura<sup>4</sup> (FIDC) – 2013
  - BB Progressivo II (FII) – 2012
  - BB Renda Corporativa (FII) – 2011
  - BB Votorantim Energia Sustentável (FIP) – 2011

#### Private Bank

- Focus on High and Ultra High clients (assets > R\$ 25M)
- Integrated estate management, through differentiated and custom-made solutions

#### BVEP – BV Empreendimentos e Participações

- Focus on real estate, residential, commercial and logistic projects (SP, RJ and MG)



1. Includes onshore funds (ANBIMA criteria) and private clients' assets (fixed income, equities and offshore funds); 2. Managers' ranking; 3. Awarded by the Valor Investe magazine, along with Standard & Poor's, in the “largest asset managers” category; 4. Infrastructure fund launched that raised R\$ 300M at the time of launch



# Agenda

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Banco Votorantim – Overview

**1Q15 Results**

Appendix

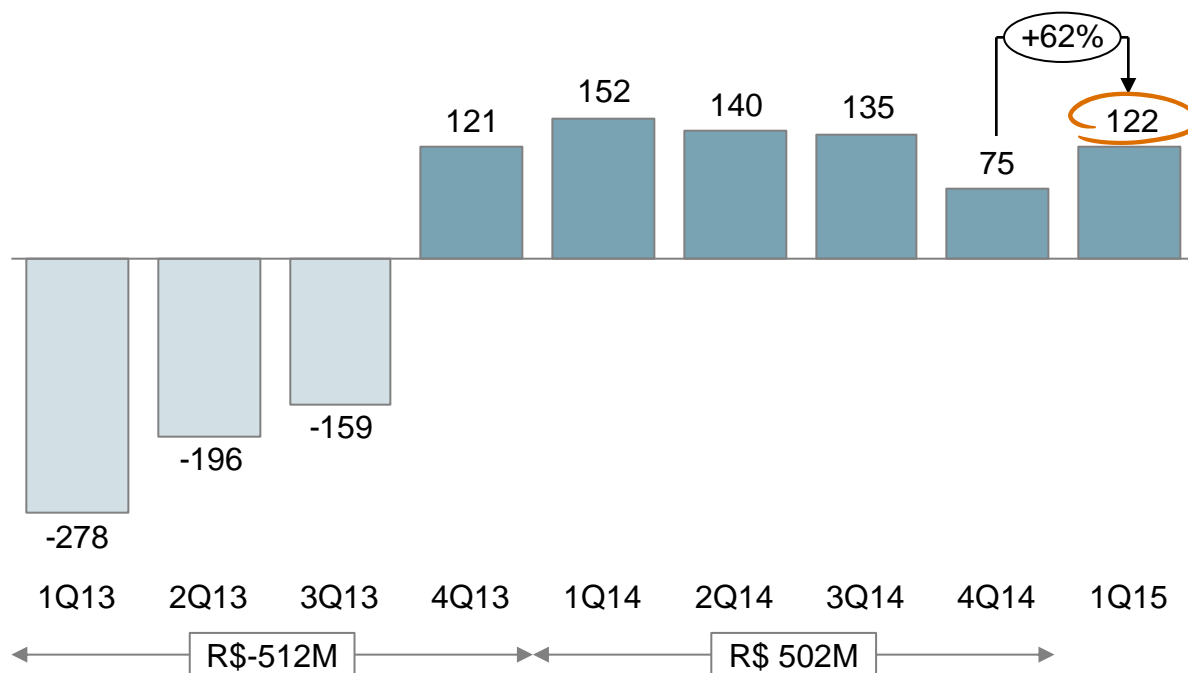
# Net income of R\$ 122M in 1Q15

BV continues to advance in the implementation of its earnings growth agenda

## Earnings growth agenda

- ✓ Increase profitability of current and new businesses
- ✓ Increase operational efficiency
- ✓ Strengthen synergies with Banco do Brasil

## Net Income evolution (R\$M)



**BV completed its restructuring process in 2014**  
**In 2015, earnings growth is expected**

# Highlights of Results

Consistent revenue generation, drop in credit provisions and reduction of cost base

## Managerial Income Statement

(R\$ million)	1Q14	4Q14	1Q15	Var. 1Q15 /4Q14	
<b>Net Interest Income (A)</b>	1,296	1,220	1,223	0.3%	1
ALL expenses <sup>1</sup> (B)	(714)	(505)	(417)	-17.3%	2
<b>Net Financial Margin (A+B)</b>	<b>583</b>	<b>715</b>	<b>806</b>	<b>12.7%</b>	
<b>Operating Income/Expenses</b>	<b>(504)</b>	<b>(686)</b>	<b>(585)</b>	<b>-14.8%</b>	
Income from Services and Banking Fees	244	276	243	-12.1%	
Personnel and Administrative expenses	(628)	(613)	(590)	-3.8%	3
Tax expenses	(111)	(104)	(132)	26.9%	
Equity in Income of Associated Companies and Subsidiaries	41	37	38	2.4%	
Other Operating Income/Expenses	(51)	(282)	(143)	-49.2%	
<b>Operating Income (Loss)</b>	<b>78</b>	<b>29</b>	<b>221</b>	<b>-</b>	
<b>Net Income</b>	<b>152</b>	<b>75</b>	<b>122</b>	<b>62.7%</b>	

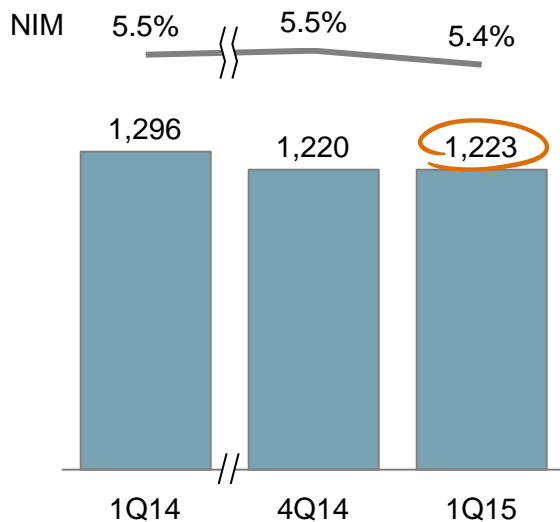
**Continued evolution of results' fundamentals, with higher Net Financial Margin (post-provisions) and lower expenses**

1. Allowance for loan losses: Includes expenses related to credit assignments with recourse (on and off-balance), as well as revenues from credit recovery previously written off as uncollectible. Note: The costs associated with the production from lending operations were reclassified from NII to Other Operating Expenses.

# Consistent revenue generation

**Net Interest Income (NII) of R\$ 1.2B in 1Q15, flat compared to 4Q14**

Net Interest Income (R\$M) e NIM<sup>1</sup> (% p.y.)



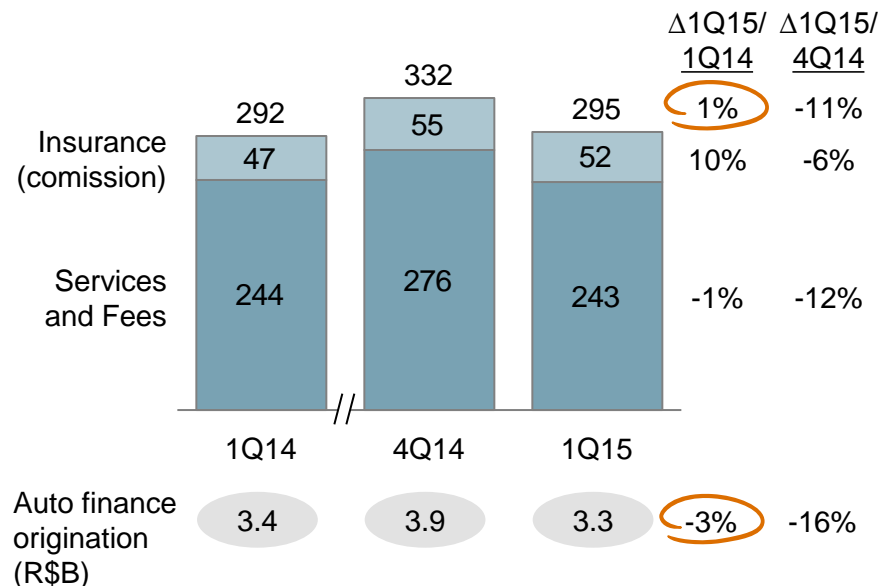
Average interest-earning assets<sup>3</sup> (R\$B)



Increased in 1Q15 due to Real depreciation and securitizations with recourse, impacting the NIM

**Income from Services flat QoQ, despite the decrease in auto finance origination**

Income from Services, Fees and Insurance<sup>3</sup> (R\$M)

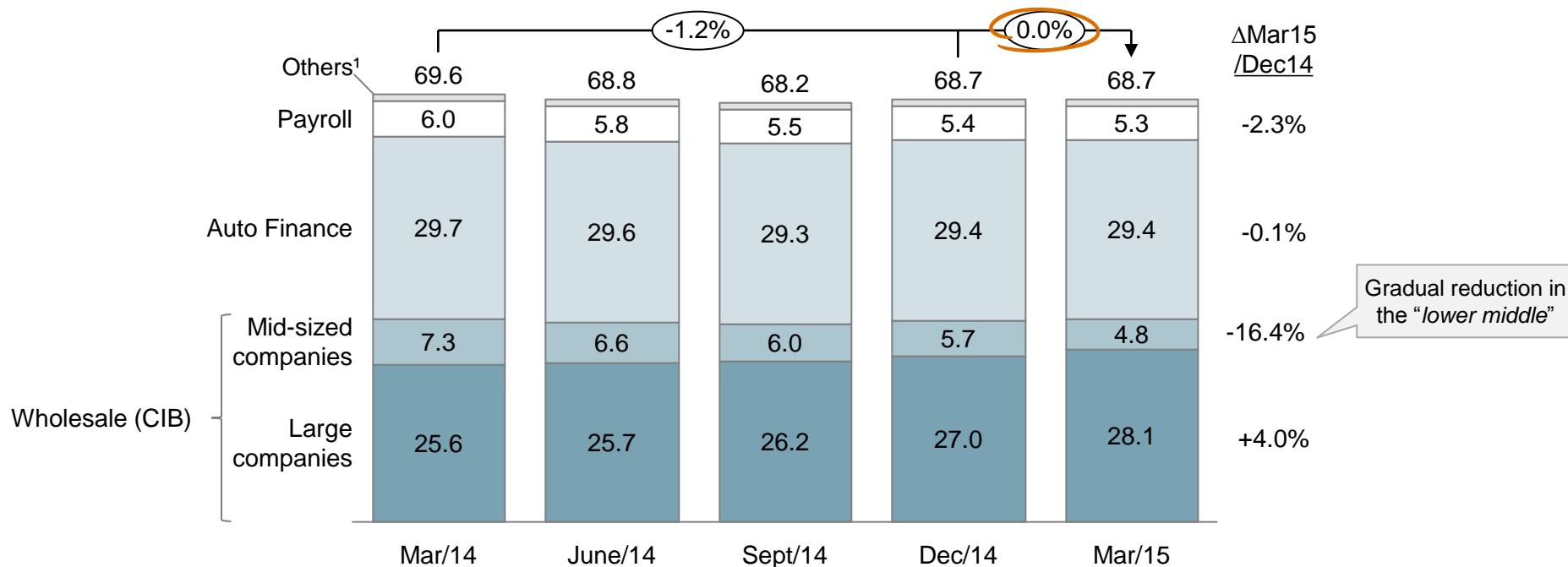


1. Ratio between Net Interest Income and Average Interest-Earning Assets; 2. Sum of reserve requirements, interbank transactions, securities and loan portfolio; 3. Result of the stake in Votorantim Corretora de Seguros is recognized using the equity method

# Maintenance of the conservative approach to credit

Expanded credit portfolio of R\$ 68.7B in Mar/15, flat compared to Dec/14

Expanded credit portfolio (R\$B)  
(includes guarantees provided and private securities)



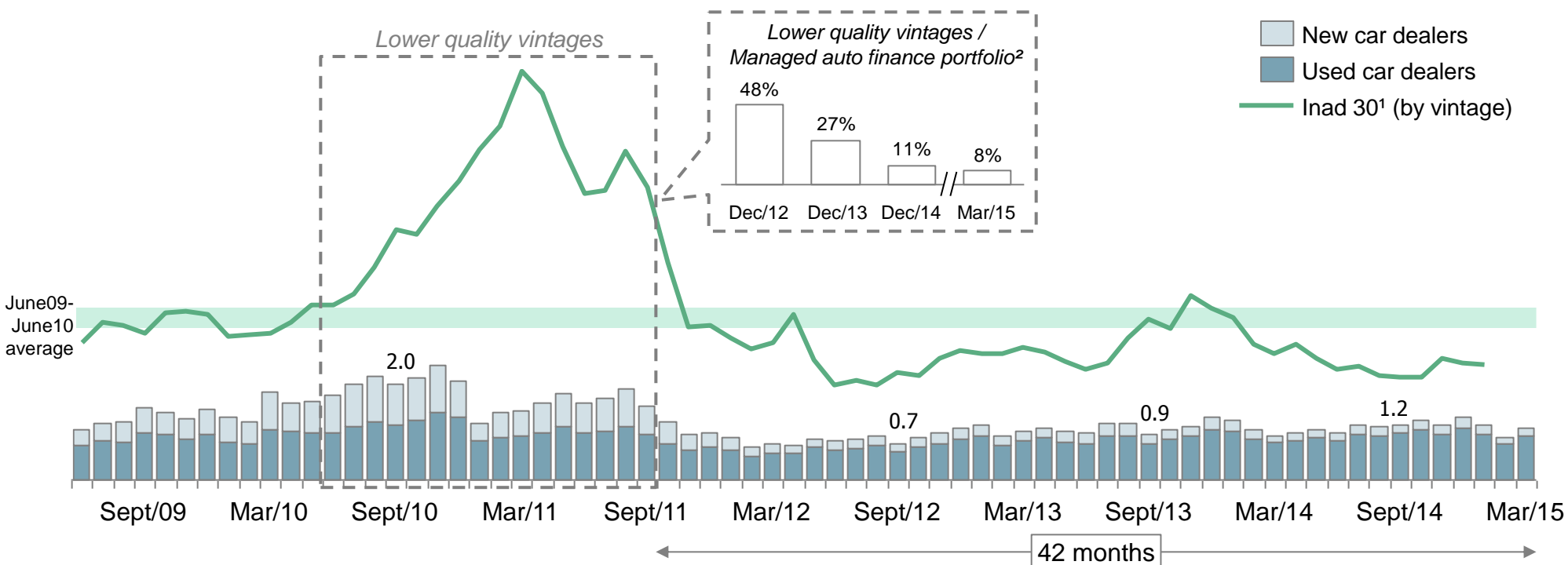
**Focus on profitability (vs. asset growth)**

1. Credit cards and individual loans

Note: Mid-sized companies are those with annual revenues up to R\$600M

# Auto Finance: loan origination with quality over the past 42 months, focusing on used cars (multi-brand dealers)

Auto Finance – Origination by channel (R\$B) and first payment default by vintage – Inad 30<sup>1</sup> (%)



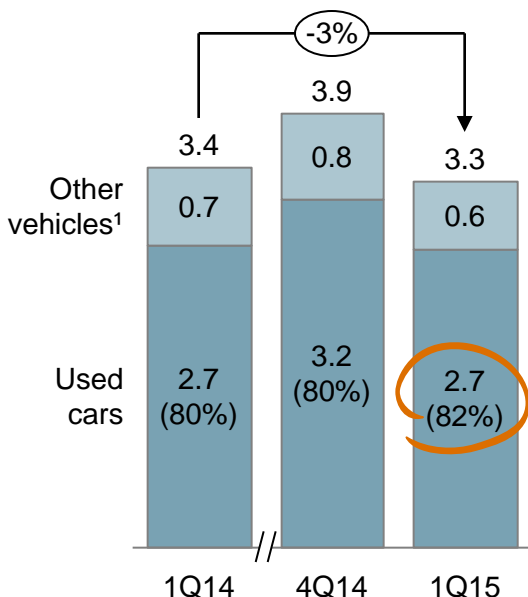
**Growing participation of the better quality vintages has contributed to reduce credit provision expenses**

1. First payment default, or % of each month's production with first installment past due over 30 days; 2. Includes securitization with substantial risk retention before Res. 3,533

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

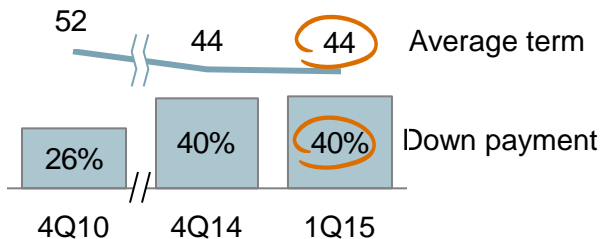
## Greater focus on used cars

Origination of auto loans (R\$B)

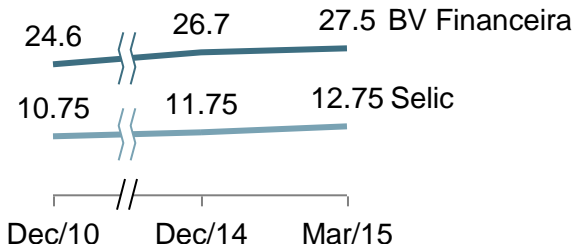


## Conservatism in lending

Down payment (%) and Average term (months)

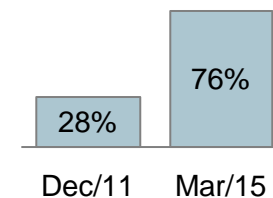


Auto finance interest rate x Selic<sup>2</sup> rate (% p.y.)

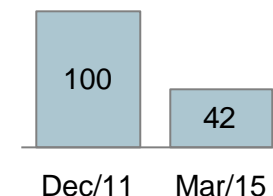


## Process automation and efficiency gains

Proposals with automatic credit decision (%)



Headcount in credit underwriting (Dec/11: base 100)



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

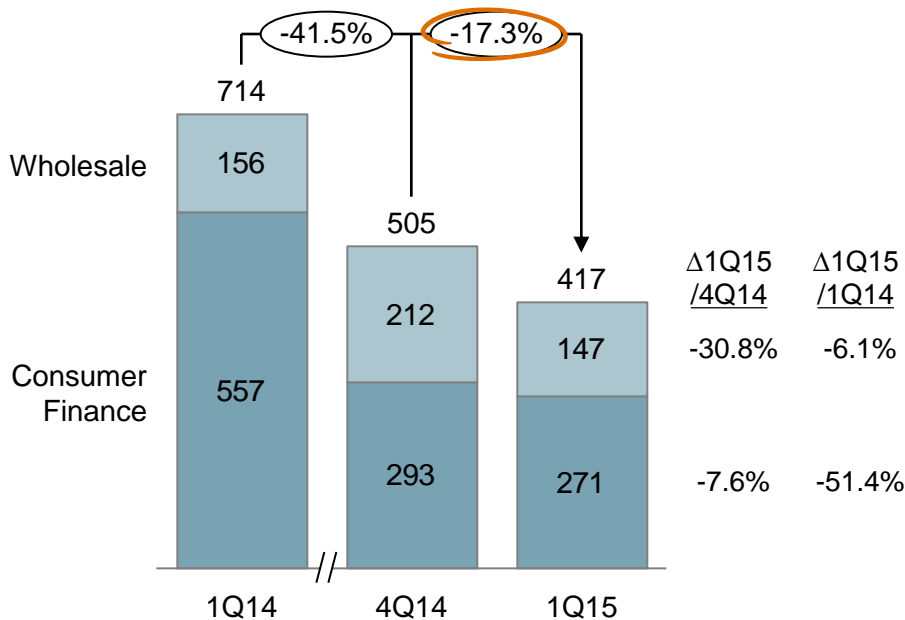
1. New cars, trucks and motorcycles; 2. Benchmark interest rate (Central Bank).  
 Note: In Mar/15, the average ticket size was R\$ 18,000, and the average vehicle age was 4.7 years (portfolio)

# Credit provision expenses reduced 17% in 1Q15 / 4Q14

Reduction of allowance for loans losses expenses both in Consumer Finance and Wholesale

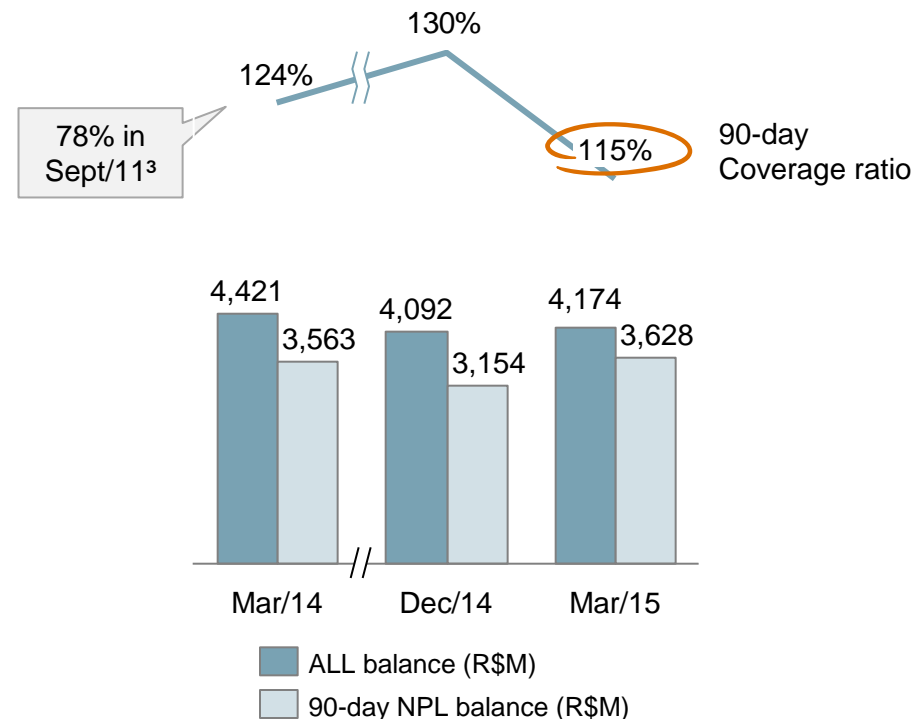
**Credit provision expenses reduced 17.3% in 1Q15 / 4Q14**

Credit provision expenses – ALL<sup>1</sup> (R\$M)



**90-day CR<sup>2</sup> reached 115% due to delinquency of loans that already had a high level of ALL**

Managed loan portfolio's 90-day Coverage Ratio<sup>2</sup> (%)



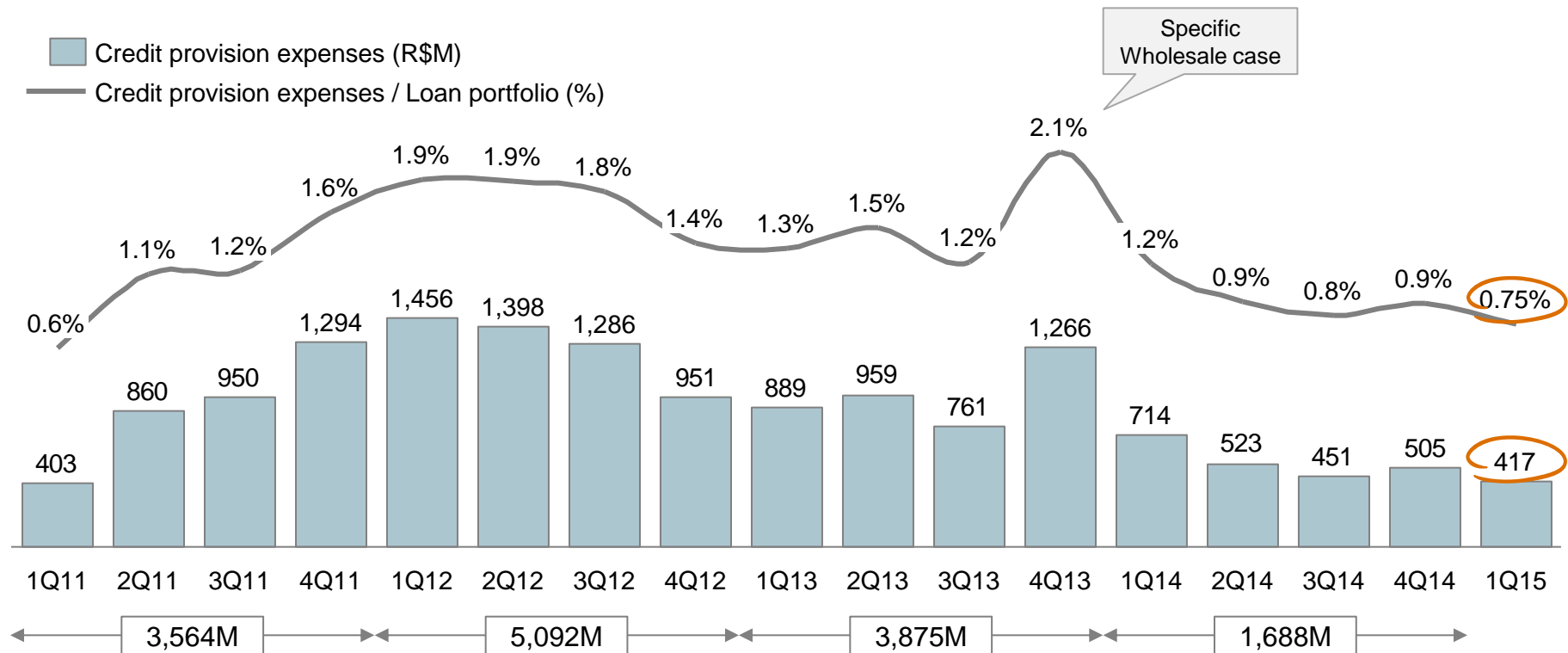
1. Allowance for Loan Losses (ALL), net of income from recovery of written-off loans; 2. Coverage Ratio: ratio between ALL balance and balance of operations past due over 90 days; 3. Beginning of Banco Votorantim's adjustment process, which was concluded in 2014



# Credit provision expenses at the lowest level since 1Q11

Ratio "Credit Provision Expenses / Credit Portfolio" reduced to 0.75% in 1Q15

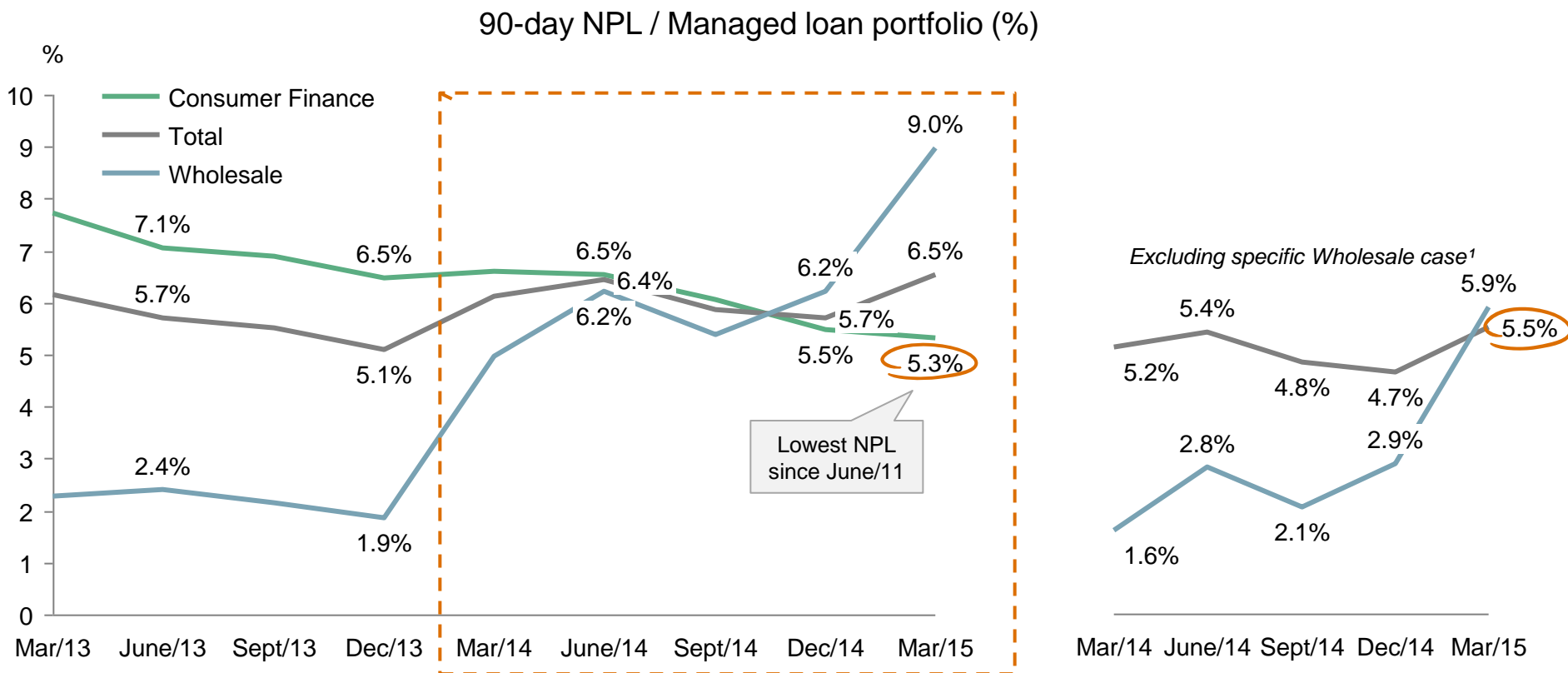
Credit provision expenses / Managed loan portfolio (%)



Note: "Managed loan portfolio" Includes on-balance loans and off-balance loans securitized with recourse

# Consumer Finance 90-day NPL down to 5.3% in Mar/15

Excluding a specific case with 90% provisioning, the Bank's 90-day NPL ended Mar/15 at 5.5%



**Increase in the Wholesale 90-day NPL is largely explained by cases that already had high level of provisioning**

1. Specific Wholesale case that, by the end of Mar/15, was classified in the "G" risk level according to Resolution 2,682, with 90% of provisioning (or R\$ 541M)

Note: the Wholesale 15-90-day NPL reduced from 4.1% in Dec/14 to 2.4% in Mar/15

# Loan portfolio quality improved in the last 12 months

89.5% of loans rated between “AA-C” in Mar/15 (88.5% in Mar/14)

## Managed loan portfolio rated by risk level – Resolution 2,682/CMN

RISK (R\$ Million)	Mar.14			Dec.14			Mar.15		
	Balance	Provision	Part.%	Balance	Provision	Part.%	Balance	Provision	Part.%
AA	4,283	-	7.3%	4,678	-	8.5%	3,520	-	6.4%
A	30,797	154	52.8%	27,779	139	50.3%	27,355	137	49.4%
B	9,162	92	15.7%	9,777	98	17.7%	10,278	103	18.5%
C	7,317	220	12.6%	7,264	218	13.2%	8,463	254	15.3%
D	1,637	164	2.8%	1,215	122	2.2%	1,183	118	2.1%
E	757	227	1.3%	741	222	1.3%	814	244	1.5%
F	846	425	1.5%	402	201	0.7%	386	193	0.7%
G	1,339	998	2.3%	1,346	1,062	2.4%	1,392	1,094	2.5%
H	2,142	2,142	3.7%	2,030	2,030	3.7%	2,030	2,030	3.7%
<b>TOTAL</b>	<b>58,281</b>	<b>4,421</b>	<b>100.0%</b>	<b>55,231</b>	<b>4,092</b>	<b>100.0%</b>	<b>55,422</b>	<b>4,174</b>	<b>100.0%</b>
<b>AA-C</b>	<b>51,559</b>	<b>465</b>	<b>88.5%</b>	<b>49,498</b>	<b>455</b>	<b>89.6%</b>	<b>49,617</b>	<b>493</b>	<b>89.5%</b>
<b>D-H</b>	<b>6,722</b>	<b>3,956</b>	<b>11.5%</b>	<b>5,734</b>	<b>3,637</b>	<b>10.4%</b>	<b>5,805</b>	<b>3,680</b>	<b>10.5%</b>

**Excluding a specific Wholesale case<sup>1</sup> rated as "G",  
the percentage of "AA-C" would be 90.5% in Mar/15**

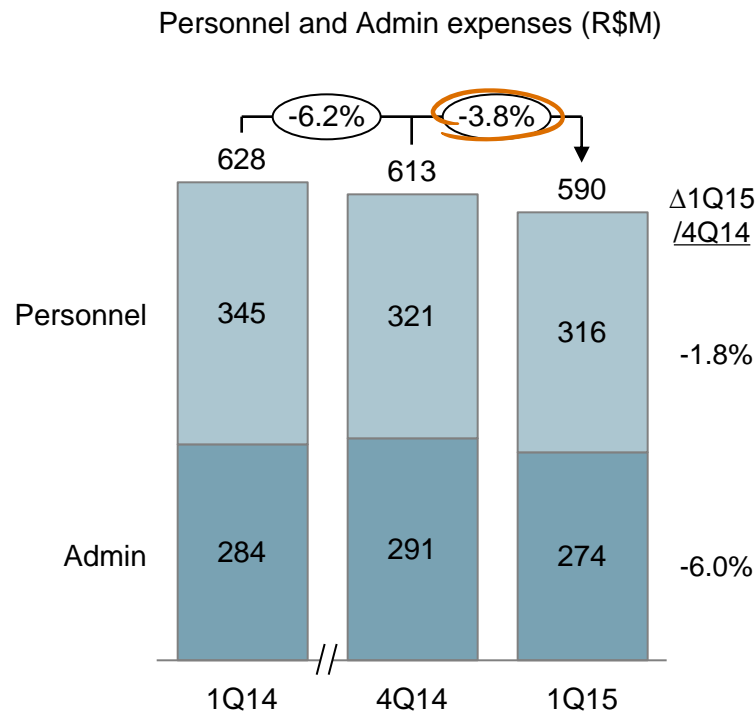
1. Specific Wholesale case that, by the end of Mar/15, was classified in the “G” risk level according to Resolution 2,682, with 90% of provisioning (or R\$ 541M)

Note: From 1Q15, Banco Votorantim ceased to rate Consumer Finance loans at risk level “AA”

# Cost base reduction

Personnel and administrative expenses decreased 3.8% over 4Q14 and 6.2% compared to 1Q14

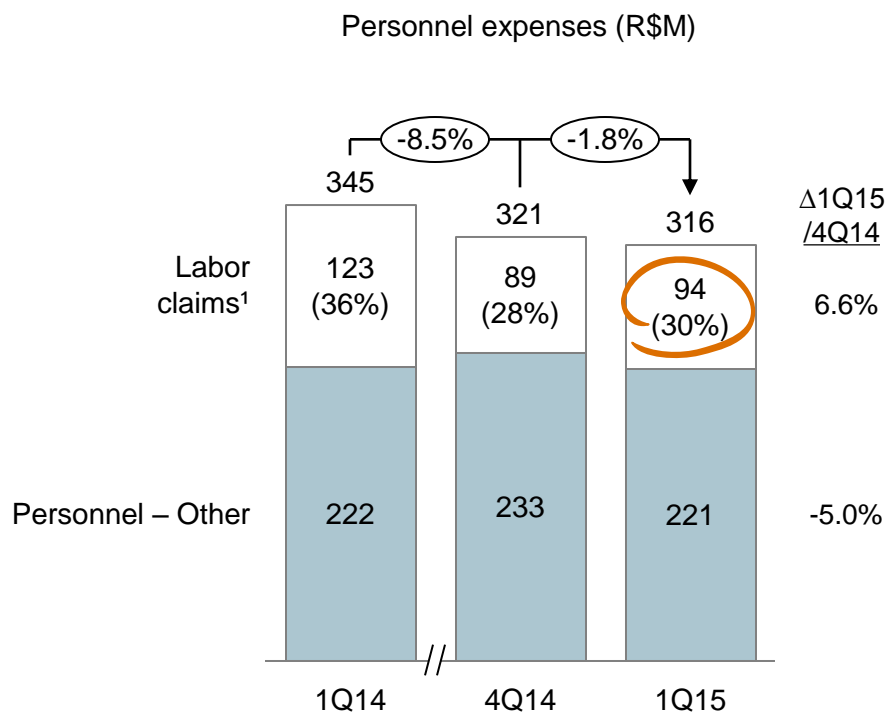
**Expenses recorded a new nominal reduction, despite inflation**



Efficiency ratio – 12 months (%)

37.9 → 37.8

**Personnel expenses are still affected by labor claims**



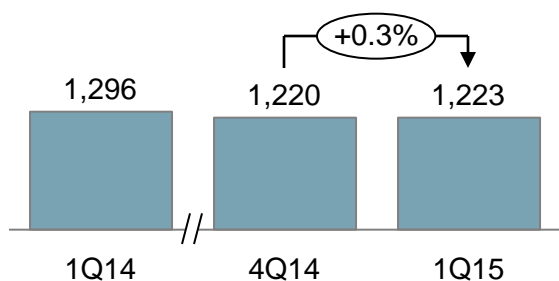
1. They include indemnities and provisions for labor contingencies, mainly linked to the restructuring process ended in 2014  
 Note: The IPCA price index reached 8,1% in the last 12 months

# Summary: Net Income of R\$ 122M in 1Q15

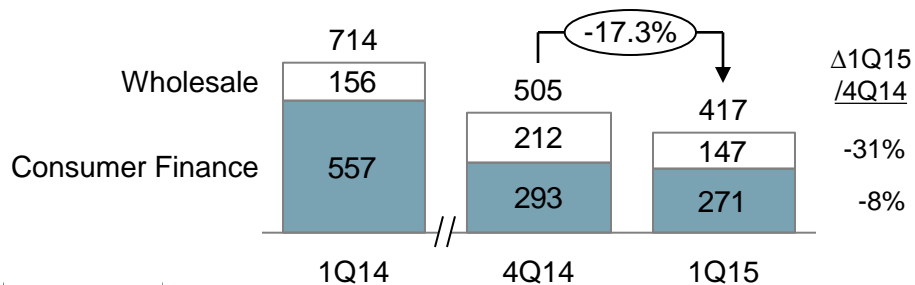
Consistent revenue generation, drop in ALL expenses and reduction in cost base

R\$ million

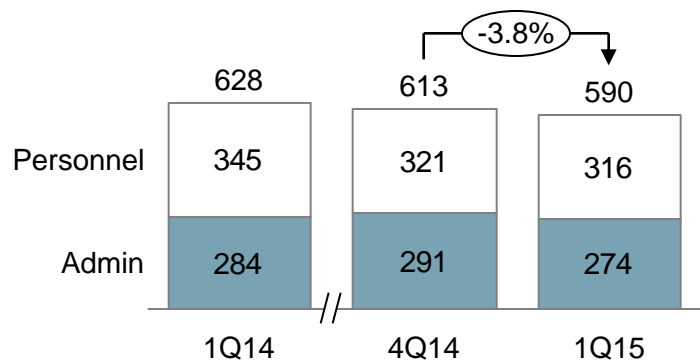
## Net Interest Income (NII)



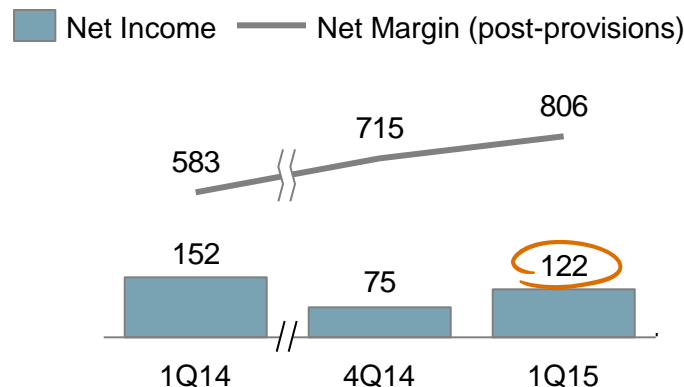
## Credit provision expenses – ALL



## Personnel and Administrative expenses



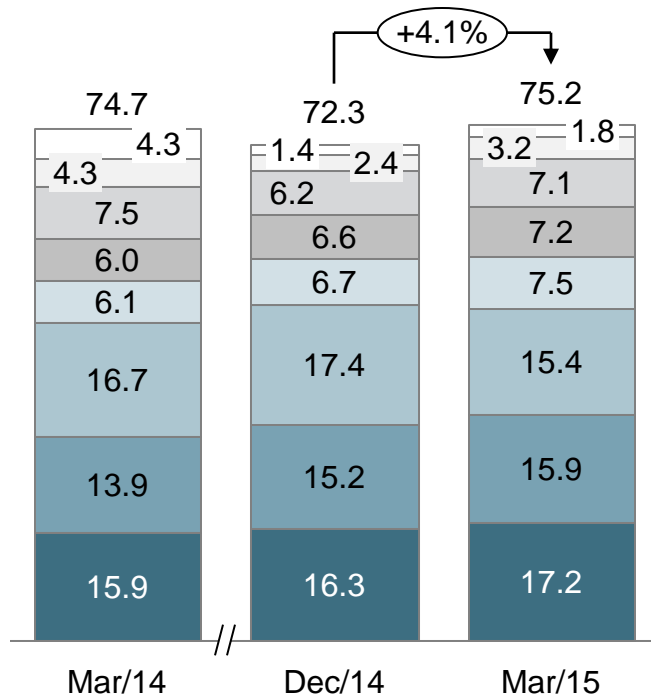
## Net income and Net Financial Margin



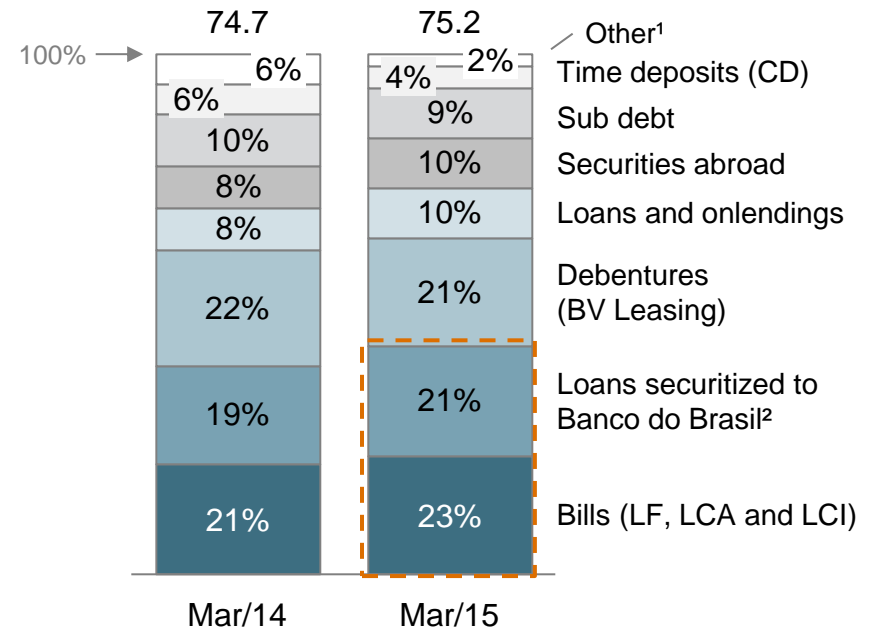
# Funding profile improved over the past 12 months

Bills and Credit Assignments represent 44% of total funding (40% in Mar/14)

Funding evolution (R\$ billions)



Funding evolution (mix %)



**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 and Structured finance certificates ("COEs"); 2. Funding from loans assigned with recourse under Resolution 3,533  
 Note: International funding is 100% swapped for BRL

# Basel Ratio of 13.8% in Mar/15 (15.0% in Dec/14)

Tier I Capital of 9.0%, entirely composed of Common Equity

BASEL RATIO (R\$ Million)	Mar.14	Dec.14	Mar.15
<b>Total Capital</b>	<b>10,770</b>	<b>11,276</b>	<b>10,523</b>
Tier I Capital	7,029	7,159	6,873
Common Equity Tier I	7,029	7,159	6,873
Additional Tier I	-	-	-
Tier II Capital	3,741	4,117	3,651
<b>Risk Weighted Assets (RWA)</b>	<b>74,299</b>	<b>75,375</b>	<b>76,289</b>
Credit risk	68,624	67,932	68,988
Market risk	1,513	3,255	2,894
Operational risk	4,162	4,188	4,407
<b>Minimum Capital Requirement</b>	<b>8,173</b>	<b>8,291</b>	<b>8,392</b>
<b>Basel Ratio (Capital/RWA)</b>	<b>14.5%</b>	<b>15.0%</b>	<b>13.8%</b>
Tier I Capital Ratio	9.5%	9.5%	9.0%
Common Equity Tier I Ratio	9.5%	9.5%	9.0%
Additional Tier I Ratio	-	-	-
Tier II Capital Ratio	5.0%	5.5%	4.8%

BIS III deductions  
(from 20% to 40%)

Restrainer of sub debts  
issued prior to Resolution  
4,192 (80% to 70%)

# Agenda

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Banco Votorantim – Overview

1Q15 Results

**Appendix**



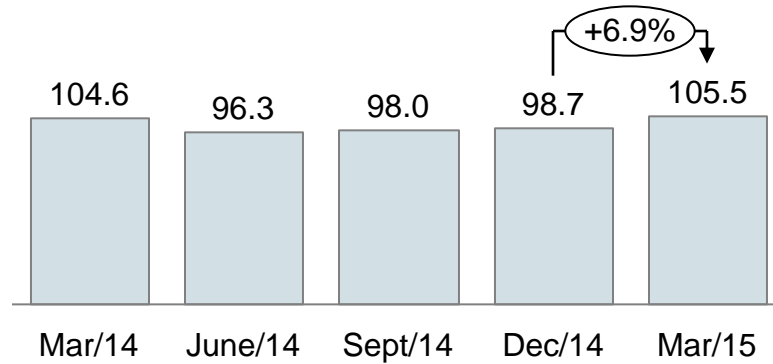
# Balance sheet

BALANCE SHEET   Assets (R\$ Million)	Mar.14	Dec.14	Mar.15	Variation %	
				Mar.15/Dec.14	Mar.15/Mar.14
<b>CURRENT AND LONG-TERM ASSETS</b>	<b>104,272</b>	<b>98,227</b>	<b>105,142</b>	<b>7.0</b>	<b>0.8</b>
Cash and cash equivalents	90	190	124	(35.0)	36.8
Interbank funds applied	12,015	7,374	14,743	99.9	22.7
Securities and derivative financial instruments	27,846	29,133	27,236	(6.5)	(2.2)
Derivative financial instruments	1,105	1,505	2,227	48.0	101.5
Interbank accounts or relations	171	77	67	(13.3)	(61.0)
Loan Operations, Leases and Others receivables	53,245	52,783	53,619	1.6	0.7
Allowance for loan losses	(4,214)	(3,999)	(4,117)	2.9	(2.3)
Tax credit	6,559	6,657	6,825	2.5	4.1
Others	7,454	4,508	4,419	(2.0)	(40.7)
<b>NON-CURRENTS</b>	<b>346</b>	<b>455</b>	<b>369</b>	<b>(18.9)</b>	<b>6.7</b>
Investments	187	300	195	(35.1)	3.8
Fixed assets	93	94	101	8.0	9.1
Intangible and deferred charges	66	62	73	18.8	11.4
<b>TOTAL ASSETS</b>	<b>104,617</b>	<b>98,682</b>	<b>105,511</b>	<b>6.9</b>	<b>0.9</b>
BALANCE SHEET   Liabilities (R\$ Million)	Mar.14	Dec.14	Mar.15	Variation %	
				Mar.15/Dec.14	Mar.15/Mar.14
<b>CURRENT AND LONG-TERM LIABILITIES</b>	<b>97,247</b>	<b>91,096</b>	<b>97,803</b>	<b>7.4</b>	<b>0.6</b>
Deposits	6,917	3,811	4,928	29.3	(28.8)
Demand deposits	176	149	86	(42.5)	(51.3)
Interbank deposits	2,472	1,230	1,636	33.0	(33.8)
Time deposits	4,268	2,432	3,206	31.9	(24.9)
Money market borrowings	29,350	27,986	29,227	4.4	(0.4)
Acceptances and endorsements	23,457	22,914	24,409	6.5	4.1
Interbank accounts	41	36	177	-	-
Borrowings and onlendings	6,126	6,662	7,500	12.6	22.4
Derivative financial instruments	1,390	1,674	2,746	64.0	97.5
Others obligations	29,966	28,013	28,816	2.9	(3.8)
Subordinated debts	7,512	6,240	7,079	13.5	(5.8)
Credit transactions subject to assignment	13,856	15,250	15,873	4.1	14.6
Others obligations	8,597	6,524	5,863	(10.1)	(31.8)
<b>DEFERRED INCOME</b>	<b>32</b>	<b>32</b>	<b>29</b>	<b>(9.2)</b>	<b>(6.6)</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>7,339</b>	<b>7,554</b>	<b>7,679</b>	<b>1.7</b>	<b>4.6</b>
<b>TOTAL LIABILITIES</b>	<b>104,617</b>	<b>98,682</b>	<b>105,511</b>	<b>6.9</b>	<b>0.9</b>

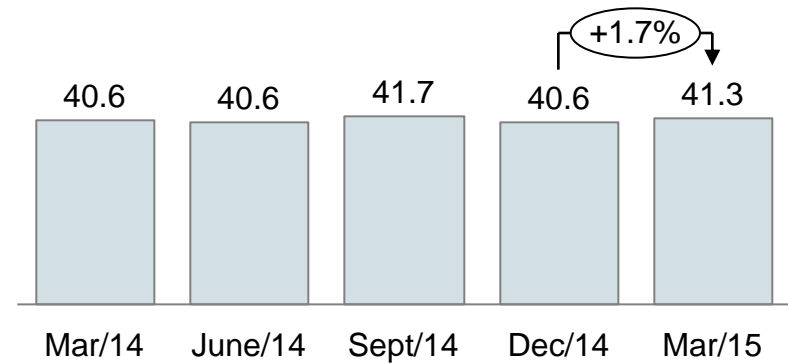
# Financial highlights

R\$ billion

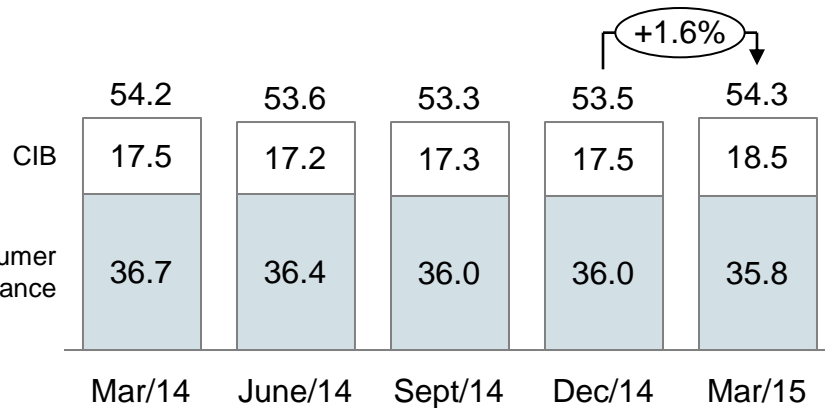
## Total Assets



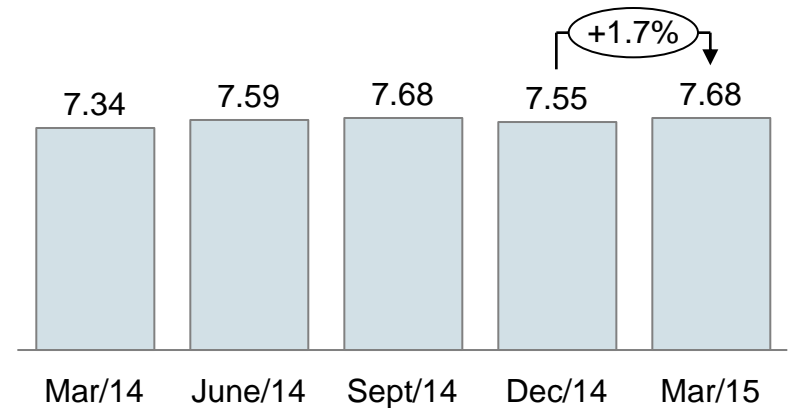
## Assets under Management<sup>1</sup>



## On-balance loan portfolio



## Shareholders' Equity



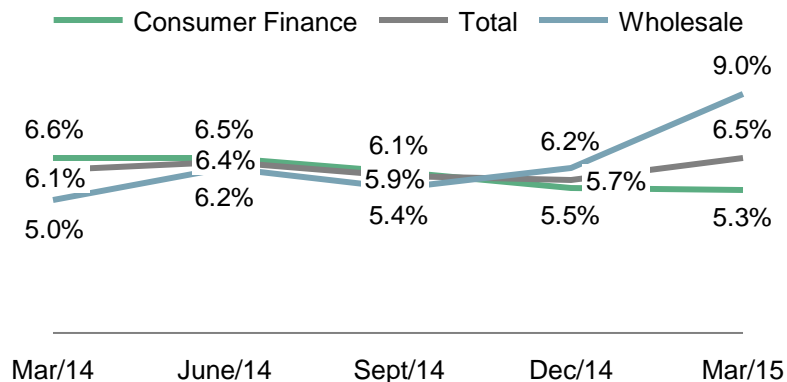
1. Includes onshore funds (ANBIMA criteria) and private clients resources

# Net Interest Margin (NIM)

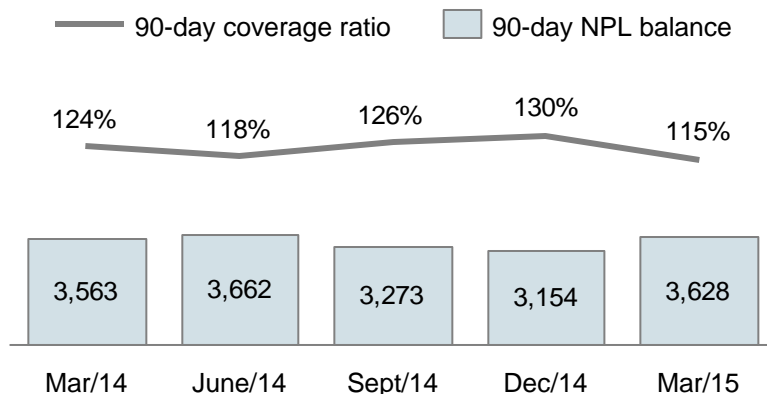
NET INTEREST MARGIN (NIM) (R\$ million)	1Q14	4Q14	1Q15	Var. 1Q15 /4Q14	Var. 1Q15 /1Q14
<b>Net Interest Income (A)</b>	<b>1,296</b>	<b>1,220</b>	<b>1,223</b>	<b>0.3%</b>	<b>-5.7%</b>
ALL Expenses	(714)	(505)	(417)	-17.3%	-41.5%
Net Financial Margin	583	715	806	12.7%	38.3%
<b>Average Interest-Earning Assets (B)</b>	<b>96,317</b>	<b>89,774</b>	<b>93,183</b>	<b>3.8%</b>	<b>-3.3%</b>
Compulsory Reserves (Bacen)	94	52	48	-7.3%	-48.6%
Interbanks Funds Applied	11,860	9,295	11,059	19.0%	-6.8%
Securities	29,568	27,046	28,184	4.2%	-4.7%
Loan Portfolio	54,794	53,381	53,892	1.0%	-1.6%
<b>NIM (A/B) - quarter</b>	<b>5.5%</b>	<b>5.5%</b>	<b>5.4%</b>	<b>-0.1 p.p.</b>	<b>-0.1 p.p.</b>

# Credit quality indicators

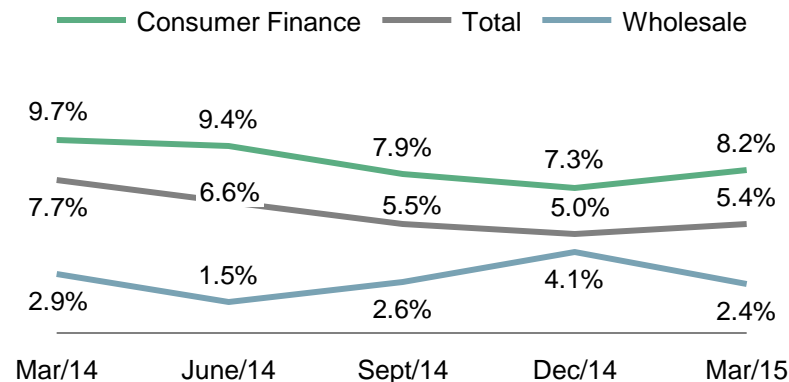
## 90-day NPL / Managed loan portfolio (%)



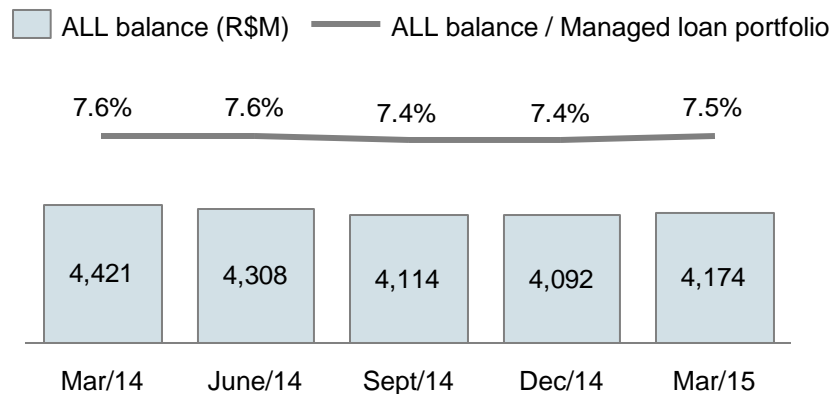
## 90-day Coverage ratio<sup>1</sup> (%)



## 15-90-day NPL / Managed loan portfolio (%)



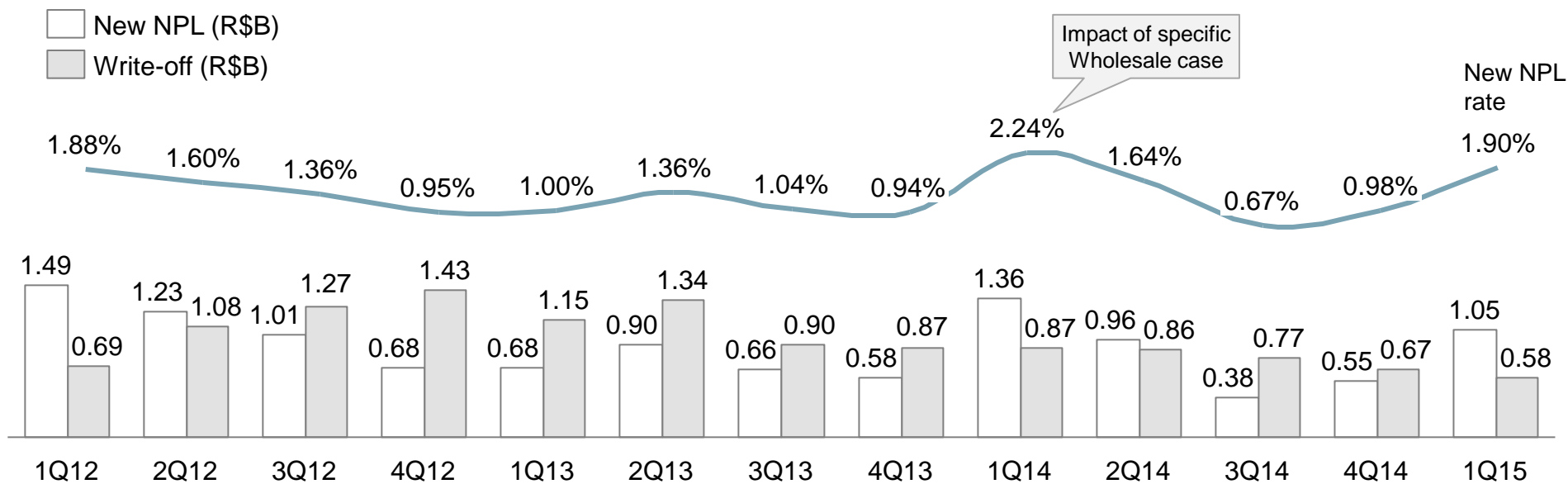
## ALL Balance (R\$M)



1. Ratio between ALL balance and balance of operations past due over 90 days

# New NPL rate

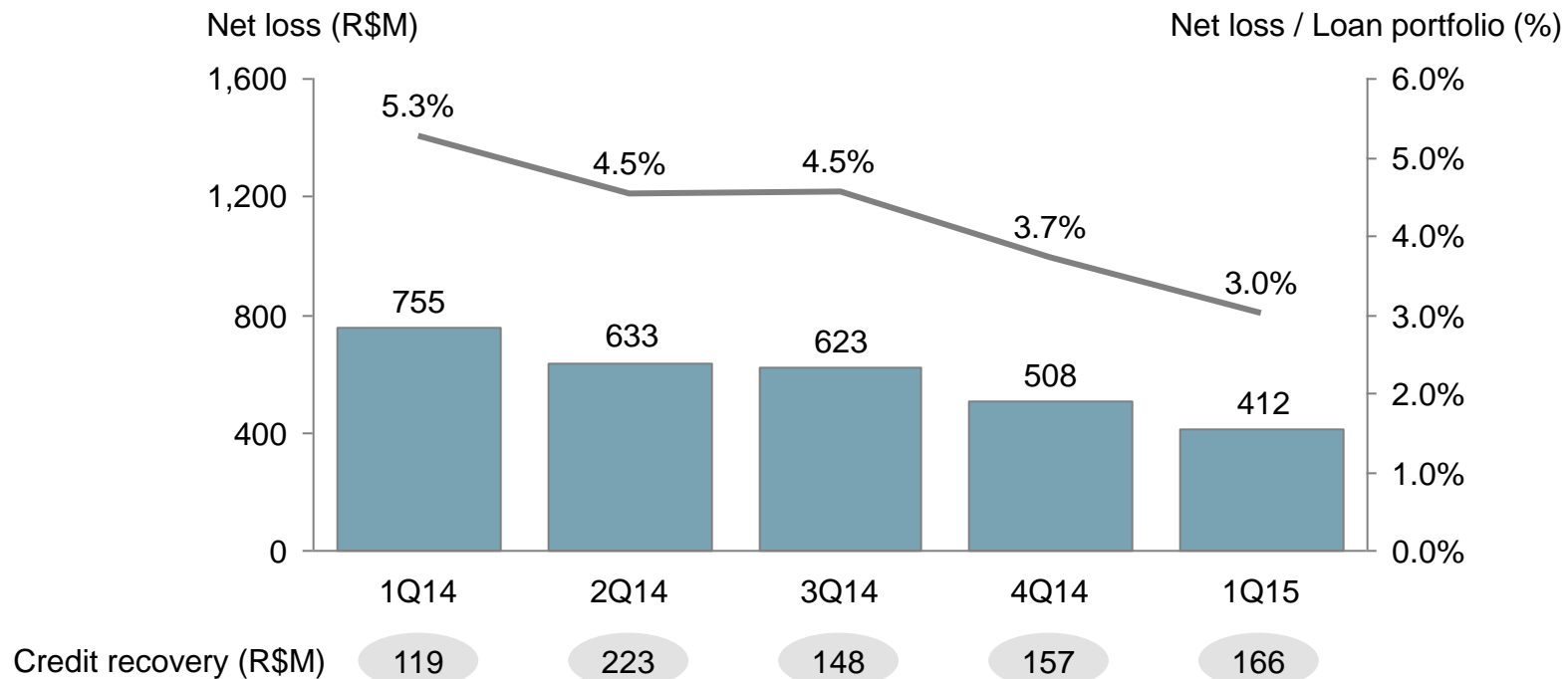
NEW NPL (R\$ Million)	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15
Managed Loan Portfolio (A)	76,775	74,185	71,481	68,169	65,923	63,546	61,281	60,539	58,281	56,806	55,712	55,231	55,422
90-day NPL Balance	5,390	5,539	5,276	4,520	4,056	3,616	3,373	3,081	3,563	3,662	3,273	3,154	3,628
90-day NPL Quarterly Variation (B)	793	149	(262)	(756)	(465)	(439)	(244)	(292)	482	99	(388)	(119)	474
Write-off (C)	693	1,079	1,269	1,439	1,144	1,339	902	869	874	857	771	666	578
New NPL (D=B+C)	1,486	1,228	1,007	683	680	900	659	578	1,356	955	383	547	1,052
New NPL Rate <sup>1</sup> (D/A)	1.88%	1.60%	1.36%	0.95%	1.00%	1.36%	1.04%	0.94%	2.24%	1.64%	0.67%	0.98%	1.90%



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

# Net loss kept downward trend

Annualized “net loss / loan portfolio” ratio of 3.0% in 1Q15



# Wholesale has a diversified credit portfolio

Top 20 sectors account from 82% of the Wholesale credit exposure

Wholesale - Sectoral concentration	Mar/14		Dec/14		Mar/15	
	R\$M	Part.(%)	R\$M	Part.(%)	R\$M	Part.(%)
Financial Institutions	4,609	17.6%	4,201	16.0%	4,297	16.5%
Sugar and Ethanol	2,439	9.3%	2,160	8.2%	2,522	9.7%
Telecom	1,575	6.0%	2,066	7.9%	1,687	6.5%
Agribusiness	1,343	5.1%	1,323	5.1%	1,375	5.3%
Petrochemical	1,071	4.1%	1,078	4.1%	1,310	5.0%
Retail	1,036	4.0%	1,898	7.2%	1,234	4.7%
Agro Trading	934	3.6%	984	3.8%	800	3.1%
Electricity Generation	878	3.4%	828	3.2%	777	3.0%
Oil & Gas	-	0.0%	525	2.0%	772	3.0%
Heavy Construction	918	3.5%	640	2.4%	749	2.9%
Metallurgy	865	3.3%	748	2.9%	735	2.8%
Services	647	2.5%	665	2.5%	713	2.7%
Railways	619	2.4%	731	2.8%	705	2.7%
Pulp and Paper	632	2.4%	700	2.7%	662	2.5%
Road Cargo Transportation	708	2.7%	663	2.5%	649	2.5%
Government	448	1.7%	524	2.0%	600	2.3%
Automotive	349	1.3%	503	1.9%	533	2.0%
Mining	638	2.4%	590	2.3%	480	1.8%
Slaughterhouses	519	2.0%	446	1.7%	460	1.8%
Residential Construction	0	0.0%	364	1.4%	381	1.5%
Other sectors	5,925	22.7%	4,548	17.4%	4,669	17.9%
<b>Total</b>	<b>26,151</b>	<b>100.0%</b>	<b>26,185</b>	<b>100.0%</b>	<b>26,110</b>	<b>100.0%</b>

Note: numbers exclude private securities and are net of credit provisions

# Banco Votorantim's main ratings

RATING AGENCIES	International				National	
	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term
<b>Fitch Ratings</b>	Local Currency		Foreign Currency		National	
	BBB-	F3	BBB-	F3	AA+(bra)	F1+(bra)
<b>Moody's</b>	Local Currency Deposits		Foreign Currency Deposits		National	
	Baa3	P-3	Baa3	P-3	Aa1.Br	BR-1
<b>Standard &amp; Poor's</b>	Local Currency		Foreign Currency		National	
	BB+	B	BB+	B	brAA+	braA-1

**Banco Votorantim is rated Investment Grade by Fitch & Moody's**