
Earnings Presentation

3rd Quarter | 2017

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Net Income of R\$ 153M in 3Q17 and R\$ 426M in 9M17

Growing and diversified revenue base, drop in delinquency and efficiency gains

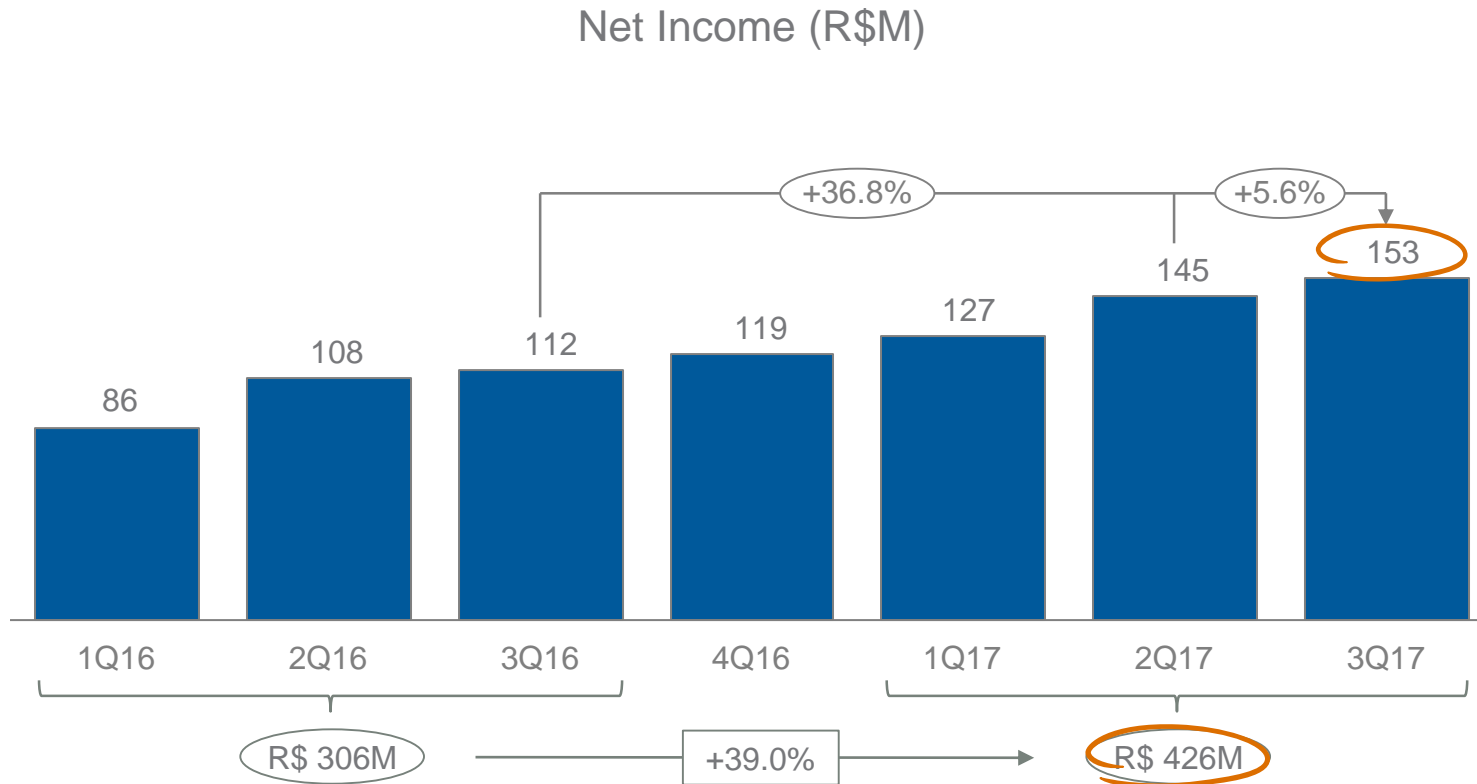
Highlights of results

<p>Consistent net income</p>	<p>Net income of R\$ 153M in 3Q17, compared to R\$ 145M in 2Q17 and R\$ 112M in 3Q16</p> <ul style="list-style-type: none"> In 9M17, the net income totaled R\$ 426M, up 39.0% over 9M16 (R\$ 306M) <p>Shareholders' equity reached R\$ 8.78B in Sept/17</p>
<p>Diversification of revenues</p>	<p>NII + revenues from services and insurance increased 7.1% in 3Q17, to R\$ 1,757M</p> <ul style="list-style-type: none"> Net Interest Margin (NIM) of 6.0% in 3Q17, compared to 5.4% in 2Q17 <p>Revenue share of services and insurance reached 25% of total revenue in 9M17 (9M16: 21%)</p>
<p>Drop in Consumer Finance's ALL</p>	<p>Result¹ of loan losses of Consumer Finance continued its downward trend (-4.4% in 3Q17/2Q17)</p> <p>90-day Coverage Ratio of 165% in Sept/17 (Jun/17: 157%, Sept/16: 127%)</p> <p>Net Margin (after- provisions¹) grew 9.3% compared to 2Q17, to R\$ 756M</p>
<p>Drop in delinquency</p>	<p>90-day NPL of 4.1%, 30 bps lower than Jun/17 and 140 bps lower than Sept/16</p> <ul style="list-style-type: none"> <u>Wholesale</u>: 90-day NPL dropped to 2.1% (Jun/17: 2.3%) <u>Consumer Finance</u>: 90-day NPL of 4.8% (Jun/17: 5.2%). Vehicles' NPL dropped to 4.3% (Jun/17: 4.7%)
<p>Effective cost management</p>	<p>Personnel² and administrative expenses decreased 2.9% nominally in 3Q17/2Q17 and 3.9% in 9M17/9M16, reflecting the focus on operational efficiency</p> <p>Efficiency Ratio for the last 12 months reached 35.1% in Sept/17 (Sept/16: 37.5%)</p>

1. Net of revenues from recovery of written-off loans and impairments; 2. Includes profit sharing expenses.

Net Income of R\$ 153M in the 3Q17 and R\$ 426M in 9M17

Net profits grew 37% over 3Q16 and 39% in 9M17/9M16 comparison



3Q17 profit confirms the consistent trajectory of Banco Votorantim's results

Highlights of Results

9M17/9M16: Growing and diversified revenue base, with cost base reduction

Managerial Income Statement (R\$M)

(R\$ Million)	3Q16	2Q17	3Q17	Var. 3Q17/2Q17	9M16	9M17	Var. 9M17/9M16
Net Interest Income (A)	1,210	1,222	1,323	8.3%	3,726	3,755	0.8%
Result of loan losses ¹ (B)	(493)	(530)	(567)	6.9%	(1,494)	(1,523)	2.0%
Net Financial Margin (A+B)	717	691	756	9.3%	2,233	2,232	0.0%
Operating Income/Expenses	(514)	(506)	(491)	-3.0%	(1,681)	(1,504)	-10.5%
Income from Services and Banking Fees	281	326	326	0.0%	800	943	17.8%
Personnel ² and Administrative expenses	(576)	(612)	(594)	-2.9%	(1,816)	(1,746)	-3.9%
Tax expenses	(89)	(92)	(106)	15.5%	(266)	(286)	7.6%
Income from subsidiaries	55	66	80	20.5%	145	204	41.2%
Other Operating Income/(Expenses)	(184)	(195)	(197)	1.1%	(543)	(618)	13.7%
Operating Income (Loss)	203	185	264	42.8%	552	729	32.1%
Non-Operating Income (Loss)	3	(1)	24	-	9	8	-11.9%
Income before Taxes	206	185	289	56.5%	560	736	31.4%
Income Tax and Social Contribution	(94)	(39)	(136)	243.4%	(254)	(310)	22.2%
Net Income	112	145	153	5.6%	306	426	39.0%

Banco Votorantim continues advancing in the profitability of its businesses, operational efficiency, and revenue diversification

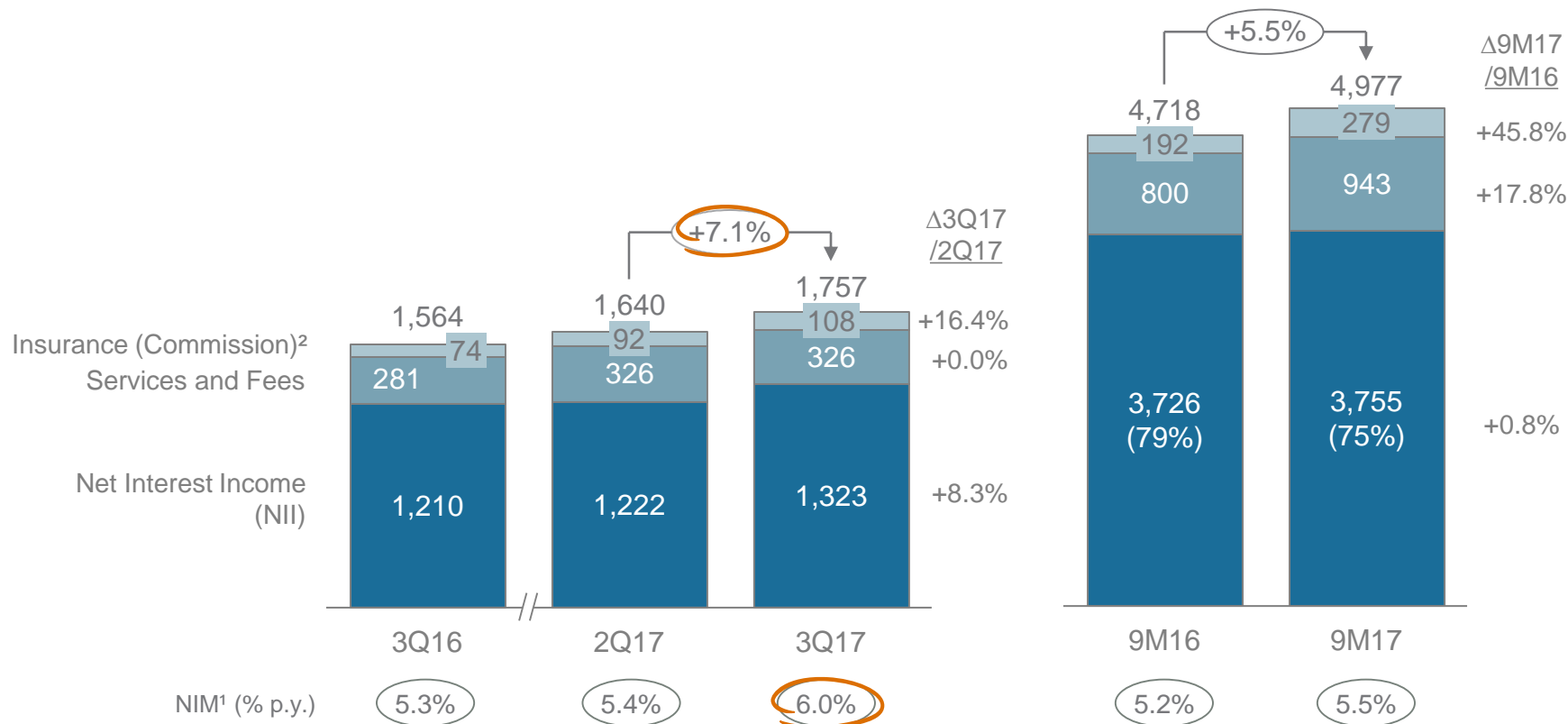
1. Net of revenues from recovery of written-off loans and impairments; 2. Includes profit sharing expenses.

Note: As of 3Q17, Wholesale impairments were reclassified from "NII" to "Result of ALL expenses" and the history was adjusted, without impact on net income

Growing and diversified revenue base

NIM reached 6.0% in 3Q17, driven by the growth of Net Interest Income

Net Interest Income and Income from Services, Fees and Insurance² (R\$M)

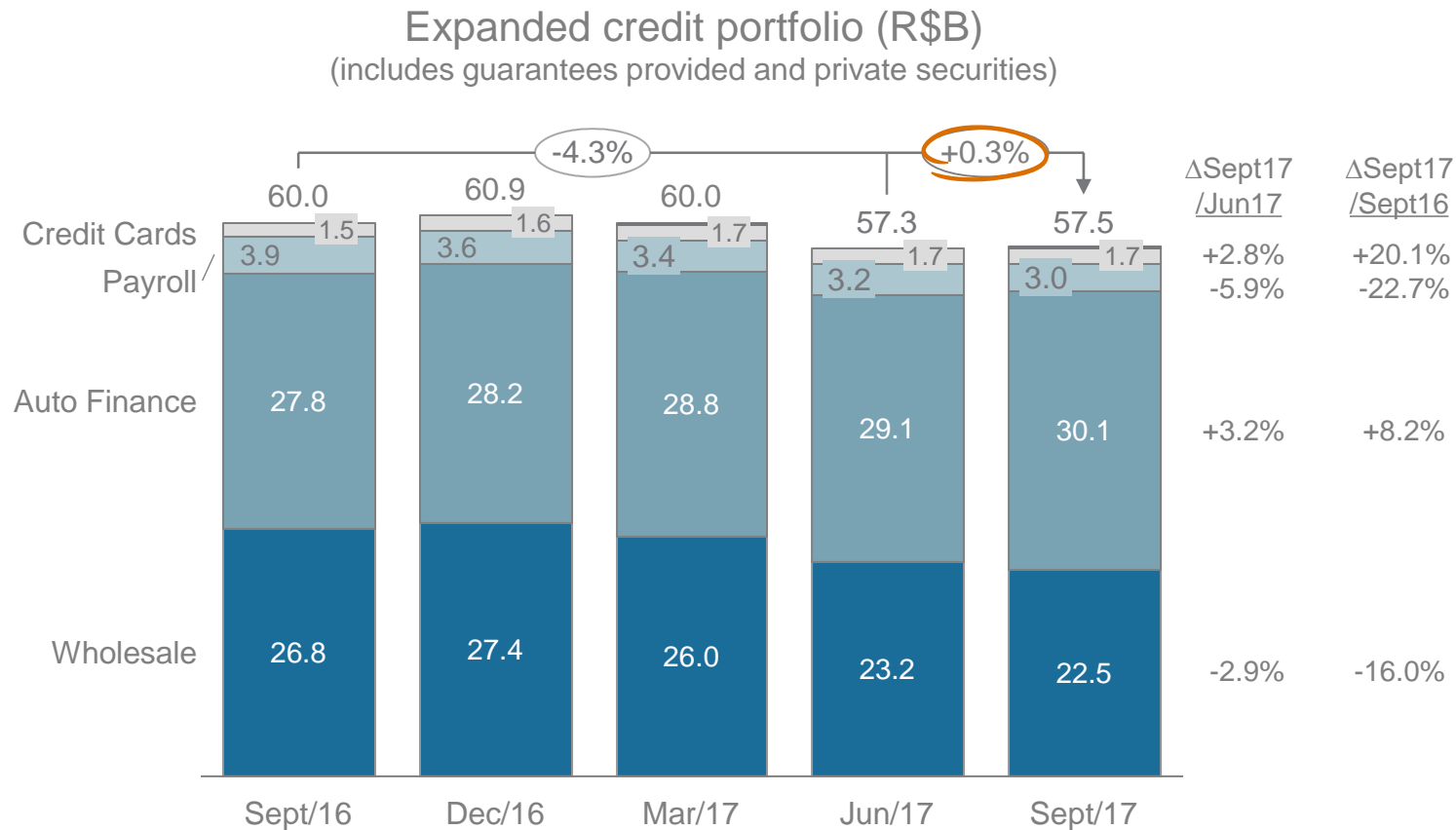


Higher share of service and insurance in the total revenues mix in 9M17/9M16

1. Ratio between Net Interest Income and Average Interest-Earning Assets; 2. Result of the stake in Votorantim Corretora de Seguros (insurance brokerage) is recognized using the equity method. Note: As of 3Q17, Wholesale impairments were reclassified from "NII" to "Result of loan losses" and the series was adjusted, without impact on net income

Maintenance of the conservative approach to credit

Expanded credit portfolio of R\$ 57.5B in Sept/17, virtually stable against Jun/17



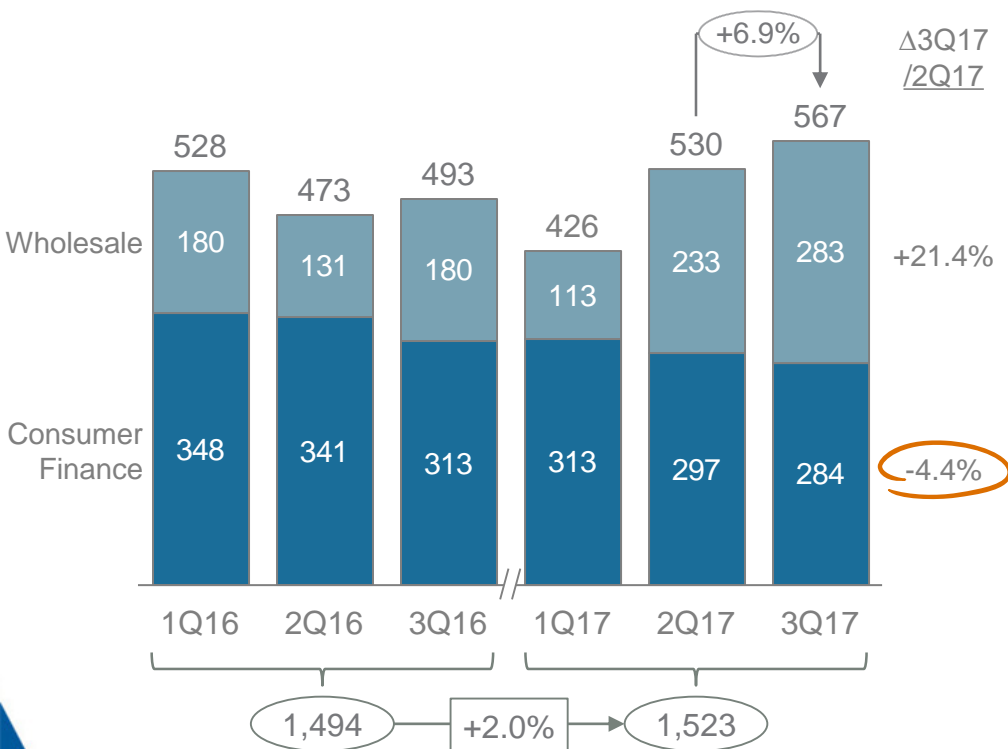
Focus on profitability (vs. growth)

Consumer Finance: loan losses' result reduced 4.4% in 3Q17

90-day Coverage Ratio reached 165% in Sept/17

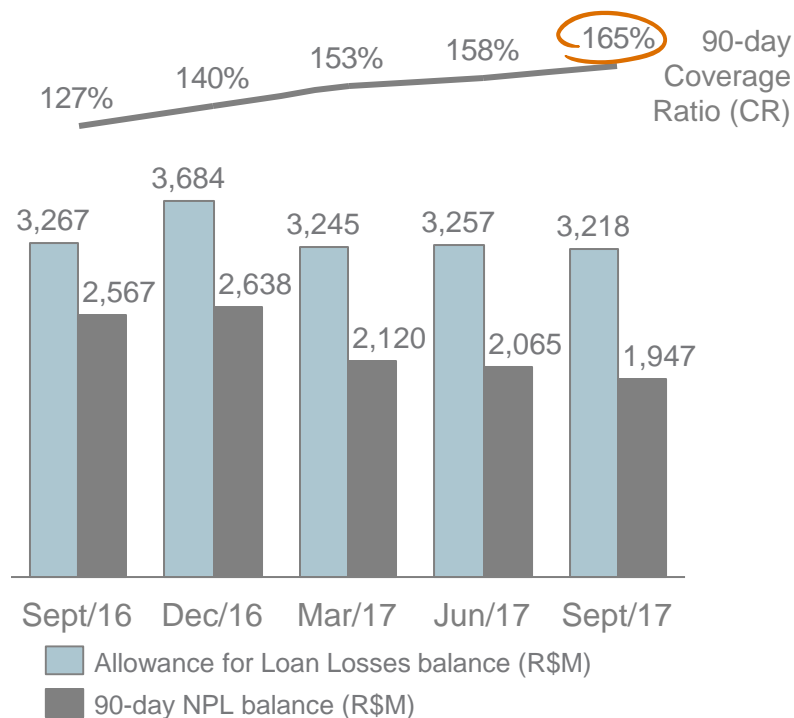
Result¹ of loan losses and impairments grew 2.0% in 9M17/9M16

Result of loan losses¹ and impairments² - (R\$M)



90-day CR remains in a conservative level

90-day Coverage Ratio² (%) – Credit portfolio



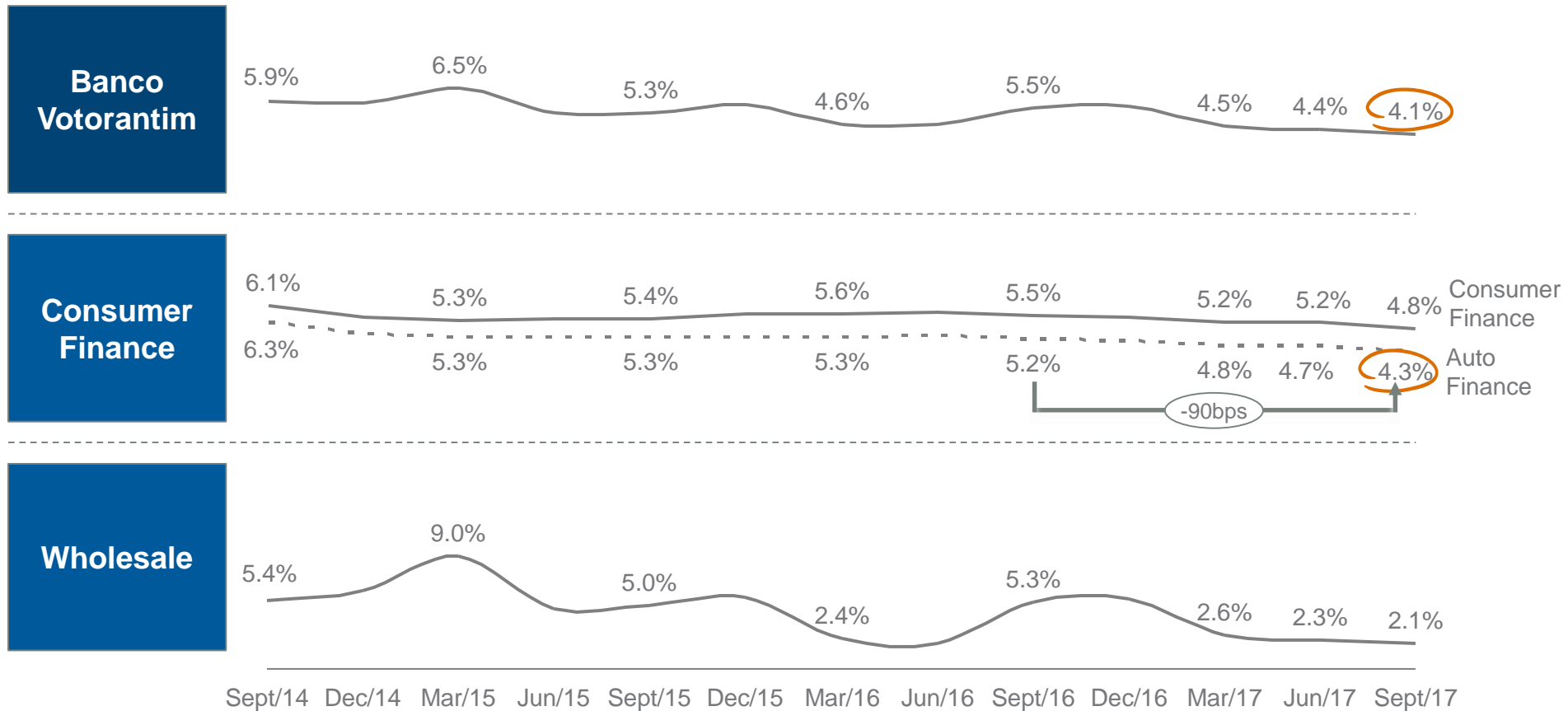
1. Net of revenues from recovery of written-off loans; 2. Impairments of R\$ 252M in 3Q17, against R\$ 145M in 2Q17; 3. Ratio between the balance of ALL and the balance of loans past due over 90 days.

Note: As of 3Q17, Wholesale impairments were reclassified from "NII" to "Result of loan losses" and the series was adjusted, without impact on net income.

90-day NPL declined to 4.1% in Sept/17 (4.4% in Jun/17)

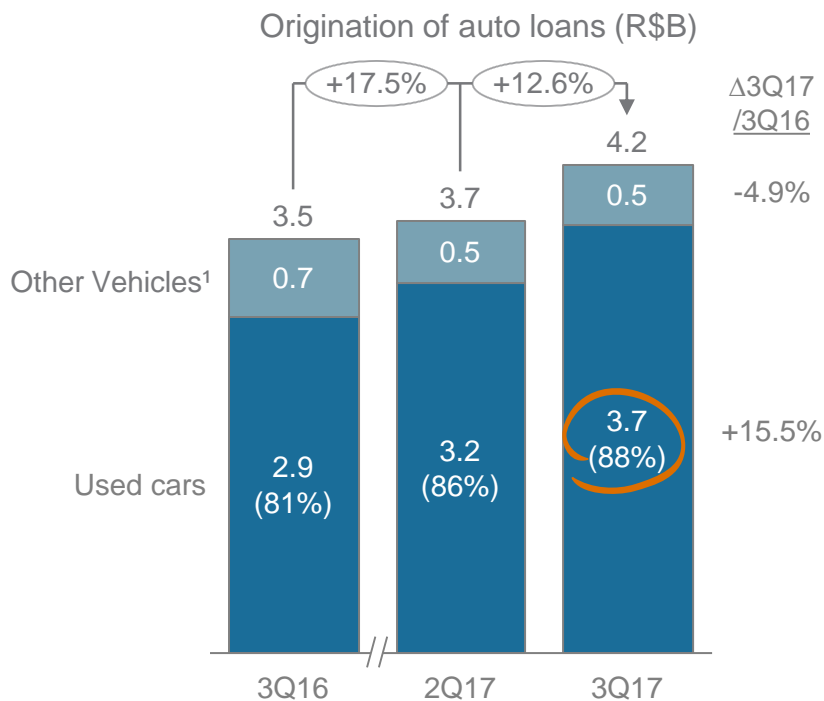
Auto Finance: delinquency reduced 90bps in the last 12 months, to 4.3%

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

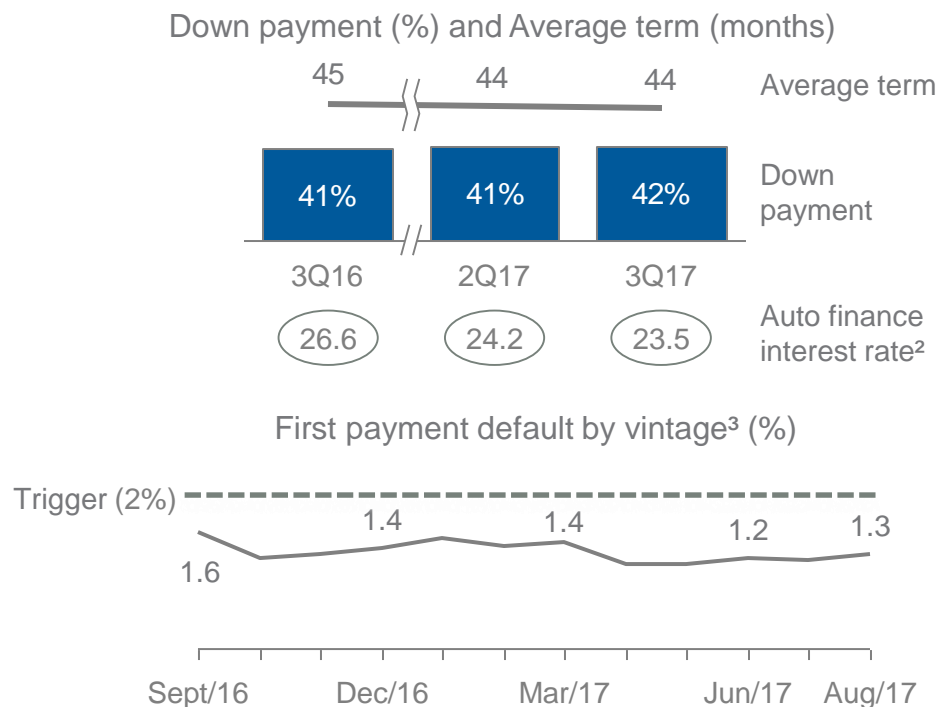


Auto finance: continued focus on used cars and maintenance of tight credit origination standards

Focus on used cars, which represented 88% of 3Q17 origination



Maintenance of conservative lending standards



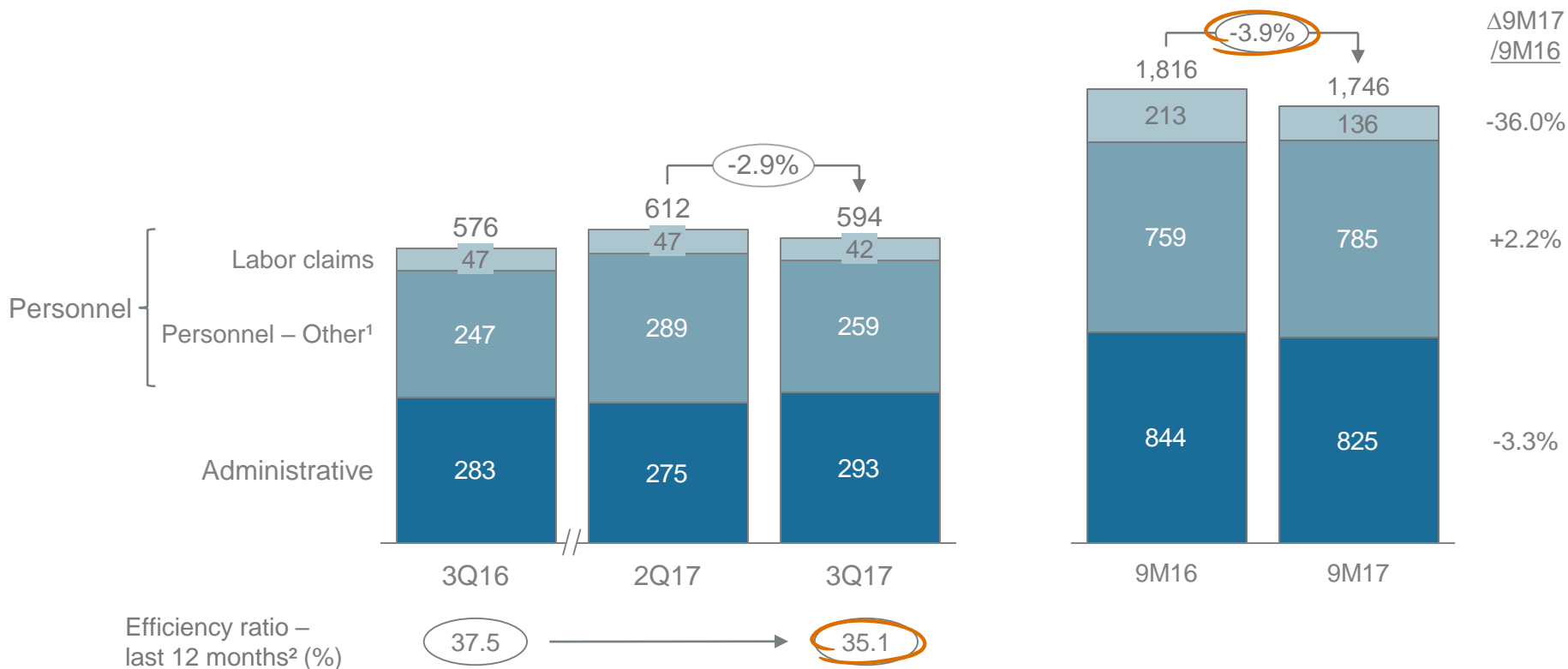
Banco Votorantim is one of the market leaders in auto financing

1. New cars, trucks and motorcycles; 2. Average rate practiced in the last month of the quarter; 3. % of each month's production with first installment past due over 30 days
 Note: In Sept/17, the average ticket size was R\$ 22,000, and the average vehicle age was 5.0 years (portfolio)

Effective cost management, with efficiency gain

Personnel¹ and administrative expenses decreased 3.9% in 9M17/9M16

Personnel¹ and administrative expenses (R\$M)



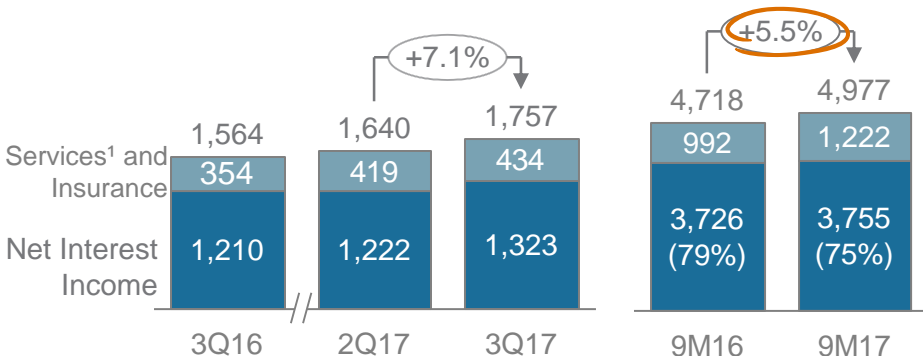
1. Includes profit sharing expenses; 2. Excludes expenses with labor lawsuits and profit sharing expenses.

Summary: Net income of R\$153M in 3Q17 and R\$426M in 9M17

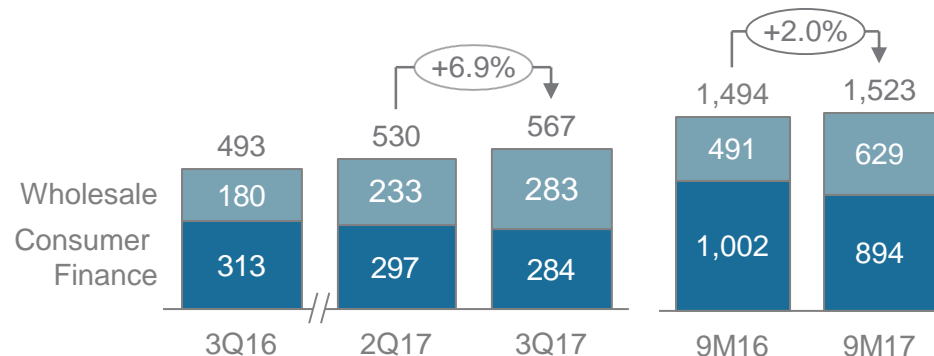
Growing and diversified revenue base, with cost base reduction

R\$ Million

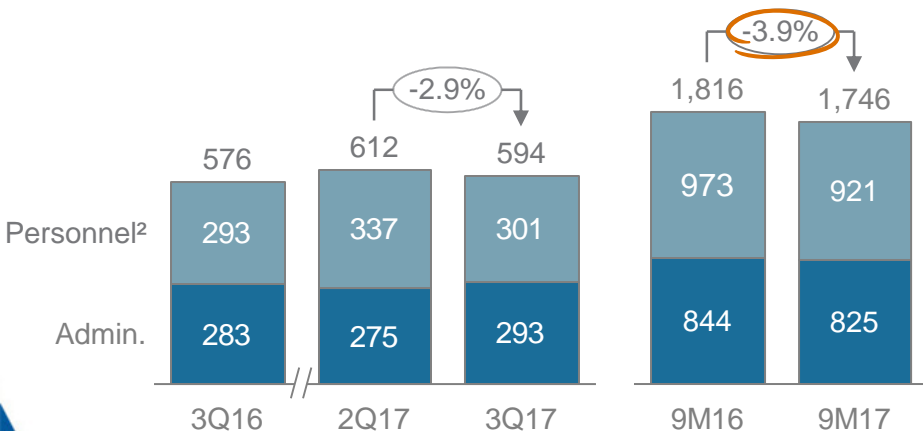
NII and Income from Services¹ and Insurance



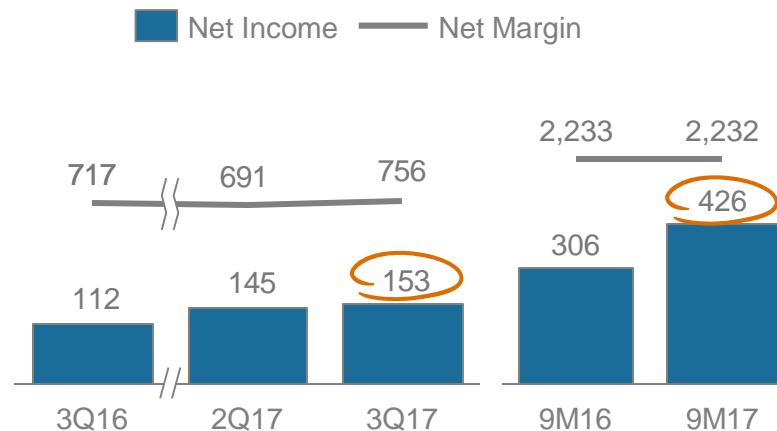
Result of loan losses and impairments (R\$M)



Personnel and Administrative expenses



Net Income and Net Margin (post provisions)

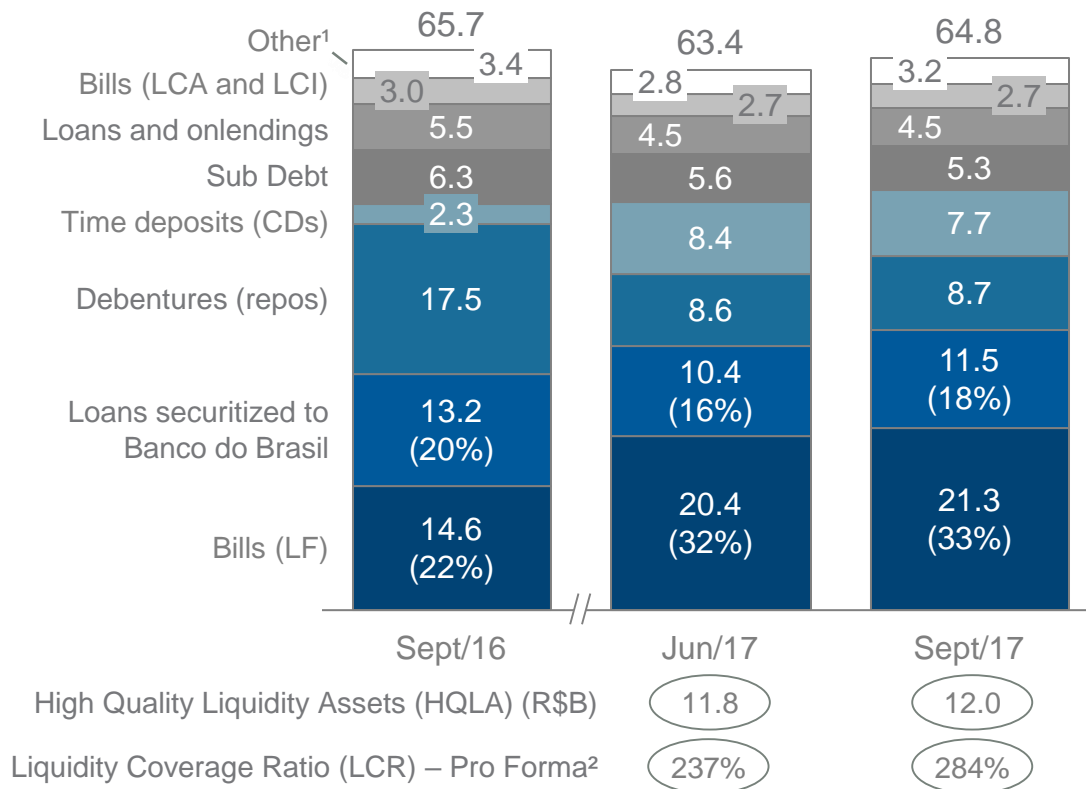


1. Income from services and banking fees; 2. Includes profit sharing expenses.

Funding volume amounted to R\$ 64.8B in Sept/17

Credit assignments and Bills represent more than half (R\$ 32.8B) of total funding

Funding evolution (R\$B)



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 securities abroad, whose balance was R\$ 0.9B in Sept/17; 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 in Sept/17 was 181%, and the regulatory minimum of 80%.

Basel Ratio of 14.6% in Sept/17

Tier I Capital ratio of 10.9%, entirely composed of CET1

BASEL RATIO (R\$ Million)	Sept.16	Jun.17	Sept.17
Total Capital	9,737	8,178	8,808
Tier I Capital	6,894	6,255	6,592
Common Equity Tier I	6,894	6,255	6,592
Additional Tier I	-	-	-
Tier II Capital	2,843	1,923	2,216
Risk Weighted Assets (RWA)	61,626	60,446	60,213
Credit risk	56,871	53,575	53,267
Market risk	1,130	1,719	1,557
Operational risk	3,625	5,151	5,390
Minimum Capital Requirement	6,779	5,969	5,570
Basel Ratio (Capital/RWA)	15.8%	13.5%	14.6%
Tier I Capital Ratio	11.2%	10.3%	10.9%
Common Equity Tier I Ratio	11.2%	10.3%	10.9%
Additional Tier I Ratio	-	-	-
Tier II Capital Ratio	4.6%	3.2%	3.7%

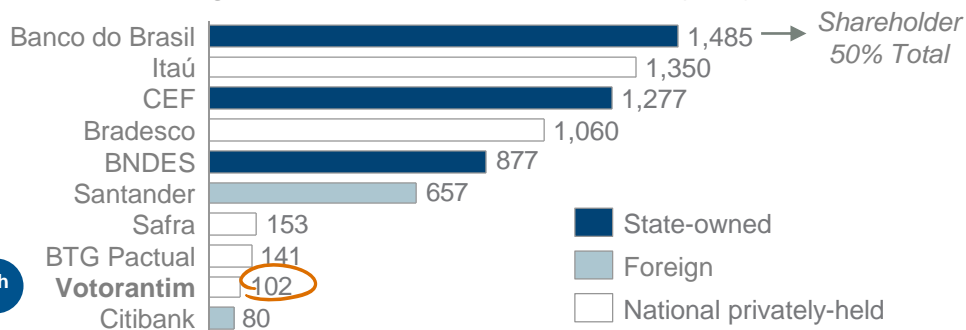
Appendix

Banco Votorantim is one of the leading banks in Brazil

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

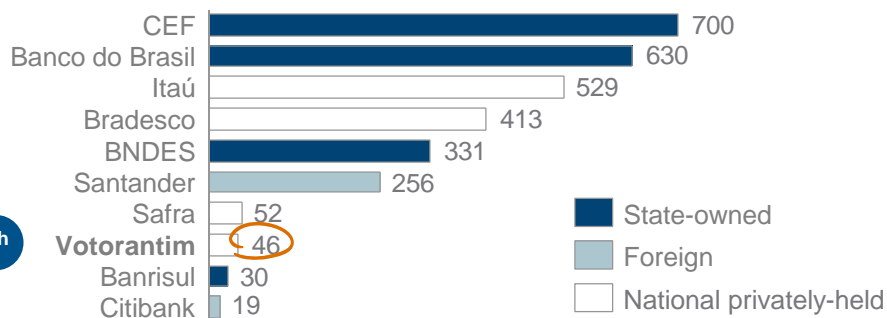
Banco Votorantim is one of the largest privately-held Brazilian banks in total assets...

10 largest Banks in Jun/17 - Total Assets (R\$B)

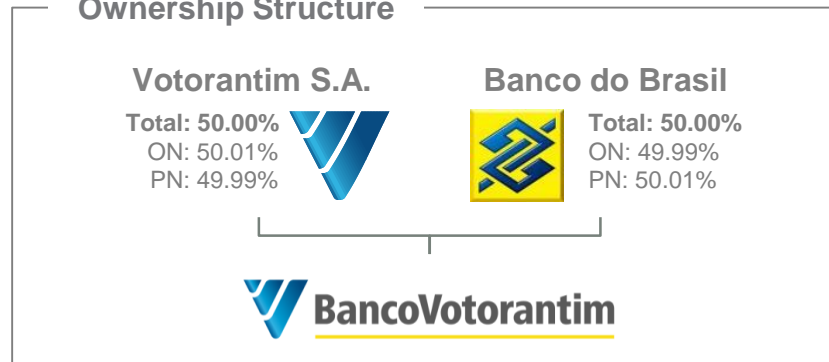


...and also in terms of loan portfolio

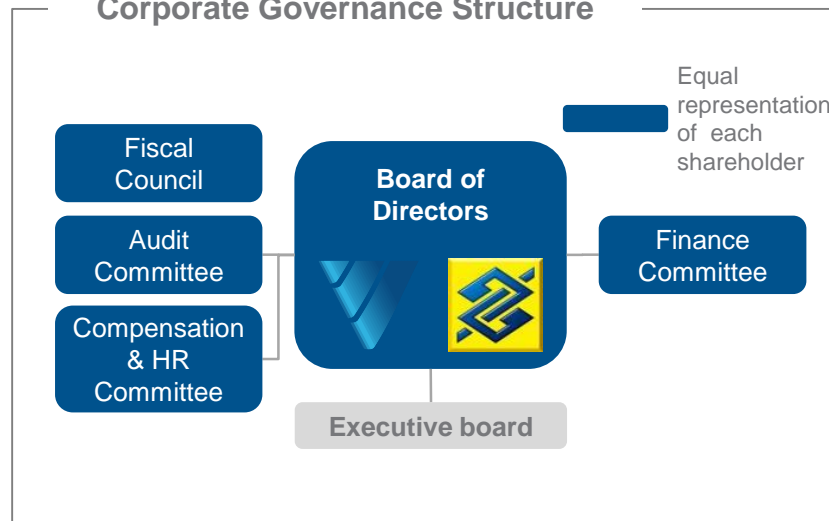
10 largest Banks in Jun/17– Loan Portfolio¹ (R\$B)



Ownership Structure



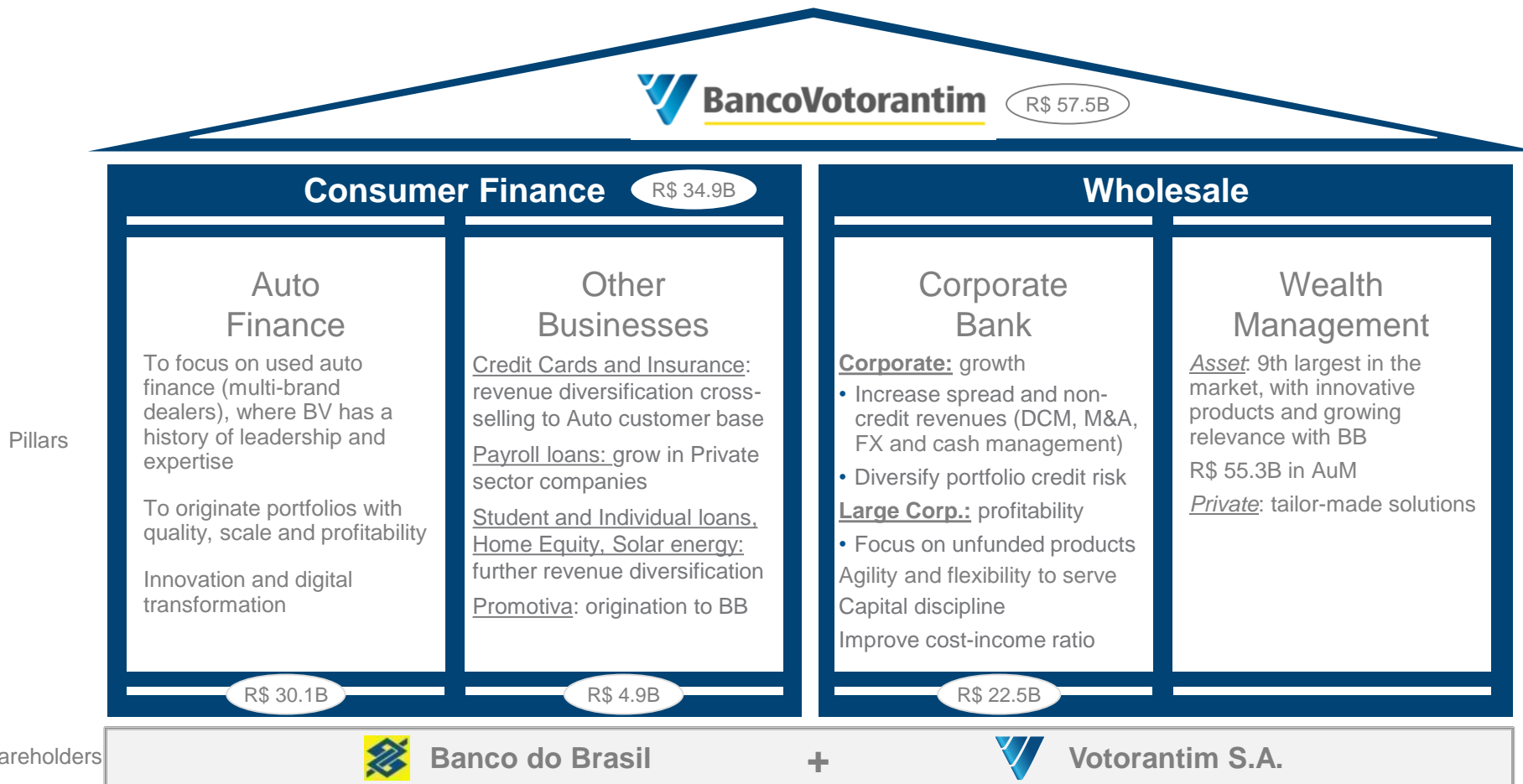
Corporate Governance Structure



1. On-balance loan portfolio according to Bacen's Resolution 2,682.

Diversified business portfolio

Focus on increasing profitability and operating efficiency, and diversifying revenues

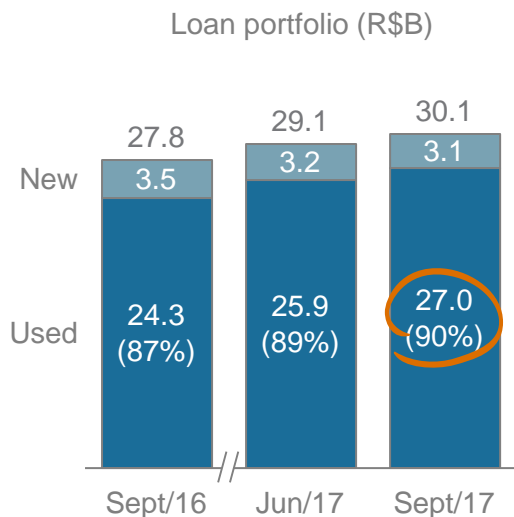


(XX) Expanded² credit portfolio

Consumer Finance: increased focus on used auto finance and selective operation in payroll agreements

Consumer Finance Businesses

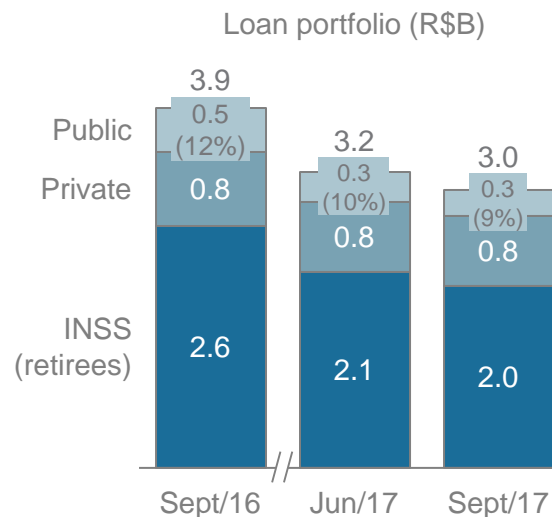
Auto finance



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

- Capillarity: presence in ~18,000 car dealerships nationwide
- Agility: 87% 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

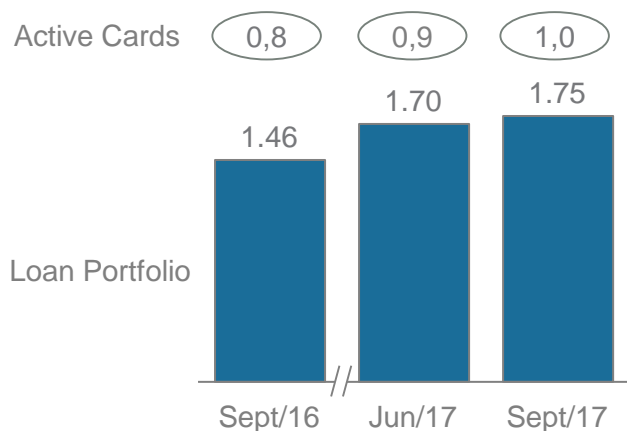
Continuous improvement of management tools (pricing, credit, collection etc.)

Cards and Insurance : revenue diversification through cross-selling to auto finance customers

Consumer Finance Businesses

Credit Cards

Active cards (thousand) e Loan Portfolio (R\$B)



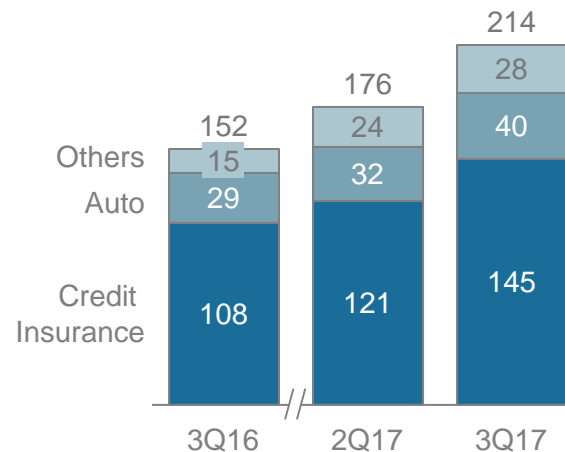
Issuance of Visa and Mastercard credit cards

Focus on exploring the current customer base of vehicle financing...

... and growing organically through new business partnerships

Insurance

Insurance premiums (R\$M)



Increase commission revenues by leveraging retail customer base

Diversify the insurance portfolio:

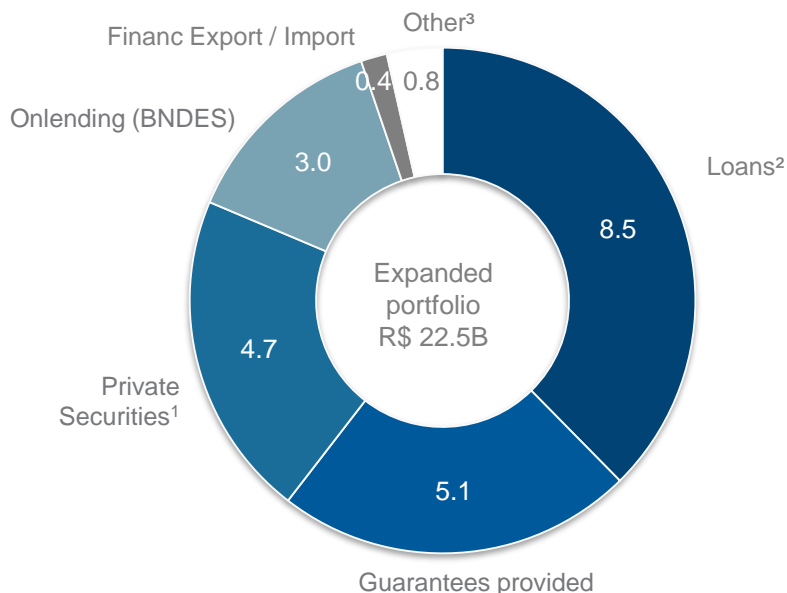
- Capitalization
- Life
- Home
- Personal incidents, etc..

Wholesale: growing focus on the Corporate segment to improve return on capital and diversify credit risk

Wholesale Business (CIB)

Corporate Bank

Expanded credit portfolio (R\$B and %)



Highlights and strategy

Large Corporate (> R\$ 1,500M): increase profitability

- Focus on unfunded products (guarantees)

Corporate bank (R\$ 300M to R\$ 1,500M): portfolio growth

- Increase spread and non-credit revenues (FX, derivatives, DCM, M&A, funding, cash management)
- Diversify risk and revenue base

Discipline in capital allocation and risk management (RAR⁴)

Leverage competitive capabilities

- Agility and flexibility to serve clients
- Sectoral expertise (infrastructure, agribusiness)
- DCM distribution
- Officers with responsibility for credit

Improve cost-to-income ratio

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. Risk Adjusted Return.

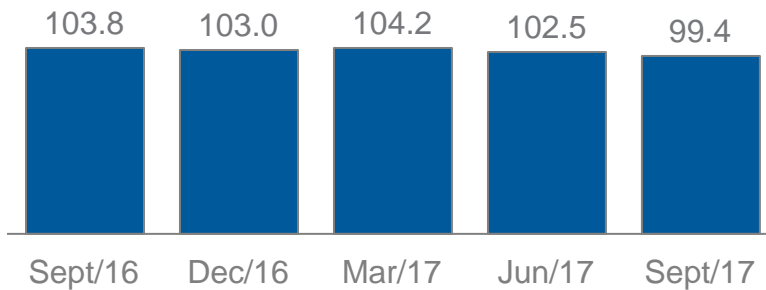
Balance Sheet

BALANCE SHEET Assets (R\$ Million)	Sept.16	Jun.17	Sept.17	Variation %	
				Sept.17/Jun.17	Sept.17/Sept.16
CURRENT AND LONG-TERM ASSETS	103,200	101,657	98,504	(3.1)	(4.6)
Cash and cash equivalents	176	135	102	(24.4)	(42.0)
Interbank funds applied	17,093	17,942	17,903	(0.2)	4.7
Securities and derivative financial instruments	28,225	27,004	22,682	(16.0)	(19.6)
Derivative financial instruments	3,398	2,722	3,419	25.6	0.6
Interbank accounts or relations	330	357	401	12.3	21.4
Loan Operations, Leases and Others receivables	46,511	46,476	46,102	(0.8)	(0.9)
Allowance for loan losses	(3,055)	(3,231)	(3,196)	(1.1)	4.6
Tax credit	7,238	7,495	7,311	(2.5)	1.0
Others	3,283	2,757	3,780	37.1	15.1
NON-CURRENTS	603	809	915	13.0	51.7
TOTAL ASSETS	103,804	102,468	99,420	(3.0)	(4.2)
BALANCE SHEET Liabilities (R\$ Million)	Sept.16	Jun.17	Sept.17	Variation %	
				Sept.17/Jun.17	Sept.17/Sept.16
CURRENT AND LONG-TERM LIABILITIES	95,349	93,928	90,604	(3.5)	(5.0)
Deposits	4,535	10,255	9,945	(3.0)	119.3
Demand and Interbank deposits	2,213	1,821	2,249	23.5	1.6
Time deposits	2,322	8,433	7,696	(8.7)	-
Money market borrowings	38,840	31,017	26,289	(15.2)	(32.3)
Acceptances and endorsements	18,661	24,054	24,840	3.3	33.1
Interbank accounts	103	56	77	38.1	(24.8)
Borrowings and onlendings	5,454	4,459	4,468	0.2	(18.1)
Derivative financial instruments	2,967	2,960	2,856	(3.5)	(3.7)
Others obligations	24,790	21,127	22,129	4.7	(10.7)
Subordinated debts	6,316	5,560	5,294	(4.8)	(16.2)
Credit transactions subject to assignment	13,208	10,447	11,510	10.2	(12.9)
Others obligations	5,267	5,121	5,326	4.0	1.1
DEFERRED INCOME	38	31	39	24.7	1.1
SHAREHOLDERS' EQUITY	8,416	8,508	8,777	3.2	4.3
TOTAL LIABILITIES	103,804	102,468	99,420	(3.0)	(4.2)

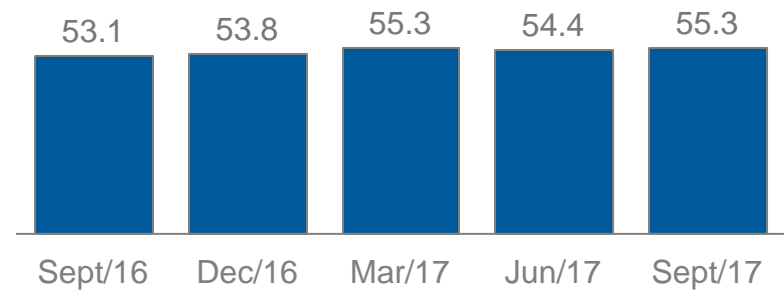
Financial highlights

R\$ Billion

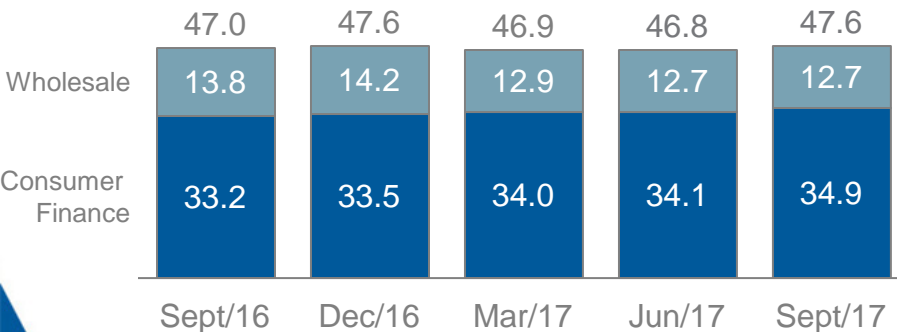
Total Assets



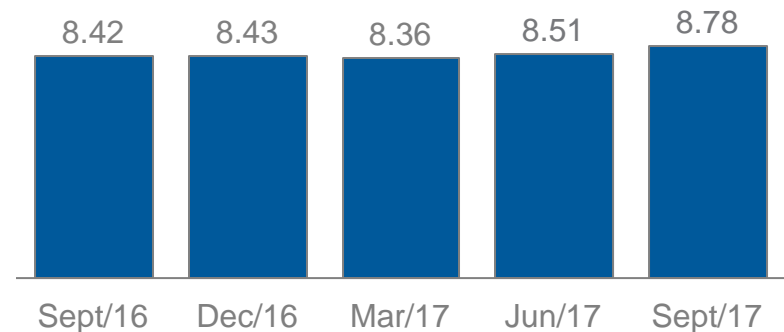
Assets under Management¹



Loan portfolio



Shareholders' Equity



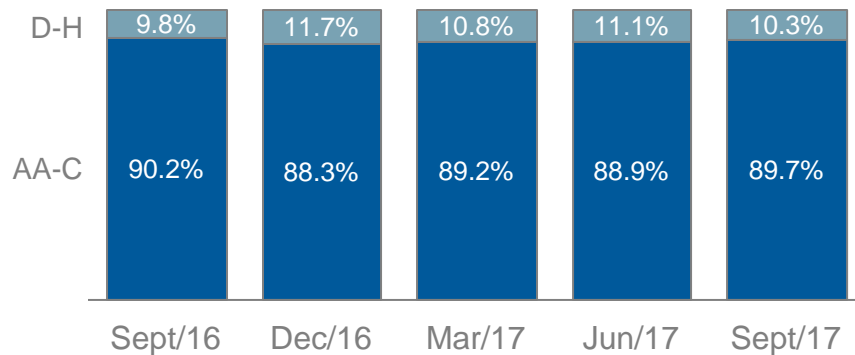
1. Includes onshore funds (ANBIMA criteria) and private clients resources.

Efficiency Ratio

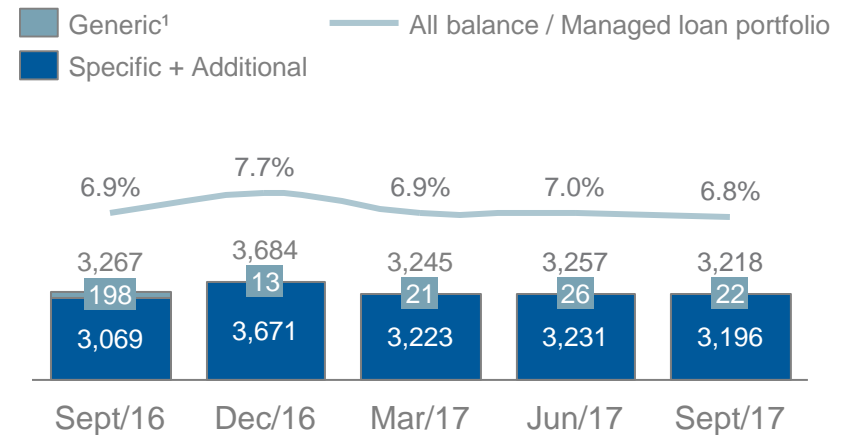
EFFICIENCY RATIO (ER) (R\$ Million)	3Q16	2Q17	3Q17	Var. 3Q17/2Q17
Total Personnel¹ and Administrative expenses (A)	500	507	511	0.9%
Total Revenues (B)	1,361	1,419	1,531	7.9%
Net Interest Income (NII)	1,210	1,222	1,323	8.3%
Income from Services and Banking Fees	281	326	326	0.0%
Income from subsidiaries	55	66	80	20.5%
Other Operating Income/Expenses	(184)	(195)	(197)	1.1%
Efficiency Ratio (A/B) - period	36.8%	35.7%	33.4%	-2.3 p.p.
Efficiency Ratio - last 12 months	37.5%	36.0%	35.1%	-0.9 p.p.

Credit quality indicators

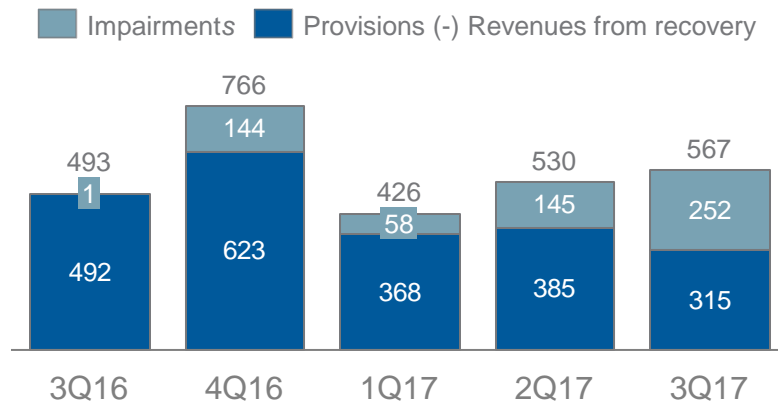
Loan portfolio rated by risk level (%)



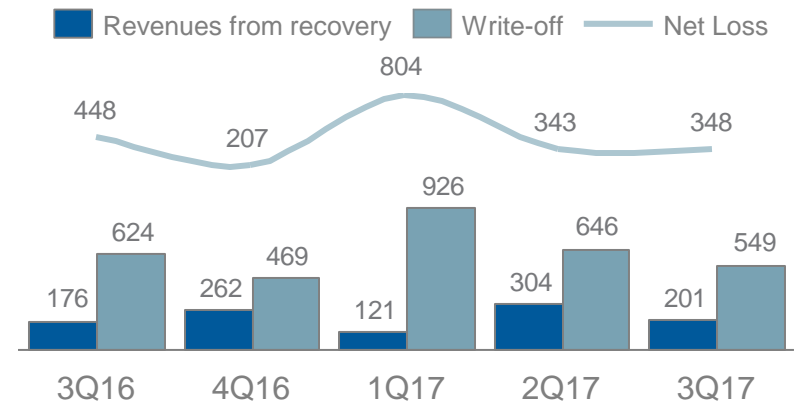
ALL Balance (R\$M)



Result of loan losses and impairments (R\$M)



Net Loss² (R\$M)



1. Considers credit provisions recognized as Liabilities in the "Other" line (see Note #18d of Financial Statements); 2. Net loss = loans written-off to losses in the quarter + revenues from credit recovery.

Wholesale has a diversified credit portfolio

Wholesale Sectorial concentration	Sept.16		Jun.17		Sept.17	
	R\$M	Part.(%)	R\$M	Part.(%)	R\$M	Part.(%)
Sugar and Ethanol	1,996	9.7%	2,034	12.4%	1,882	11.5%
Financial Institutions	4,133	20.1%	1,739	10.6%	1,833	11.2%
Petrochemical	1,575	7.7%	1,520	9.3%	1,556	9.5%
Telecom	1,624	7.9%	1,478	9.0%	1,488	9.1%
Mining	861	4.2%	951	5.8%	965	5.9%
Retail	945	4.6%	921	5.6%	809	4.9%
Railways	775	3.8%	652	4.0%	645	3.9%
Agribusiness	768	3.7%	563	3.4%	596	3.6%
Electricity Generation	591	2.9%	526	3.2%	486	3.0%
Government	573	2.8%	499	3.0%	437	2.7%
Oil & Gas	401	2.0%	401	2.4%	403	2.5%
Services	289	1.4%	217	1.3%	387	2.4%
Pulp and Paper	357	1.7%	335	2.0%	311	1.9%
Steel industry	270	1.3%	273	1.7%	310	1.9%
Residential Construction	415	2.0%	287	1.8%	285	1.7%
Electricity Distribution	420	2.0%	307	1.9%	285	1.7%
Textile industry	203	1.0%	192	1.2%	258	1.6%
Road Cargo Transportation	467	2.3%	273	1.7%	242	1.5%
Food industry	330	1.6%	195	1.2%	241	1.5%
Trading Agro	234	1.1%	185	1.1%	235	1.4%
Other sectors	3,304	16.1%	2,858	17.4%	2,752	16.8%
Total¹	20,532	100.0%	16,405	100.0%	16,406	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		brAA-	BB
	Short-term	B		brA-1+	