



**Conference
Call
2Q19**

Disclaimer

- This presentation may include statements representing expectations about future events or results of Banco PAN. These statements are based upon projections and analyses which reflect present views and/or expectations of the Management of the Bank with regards to its performance and to the future of its business. ■ ■
Risks and uncertainties related to the bank's businesses, to the competitive and market environment, to the macro economical conditions and other factors described in "Risk Factors" in the Reference Form, filed with the Comissão de Valores Mobiliários, may cause effective results to differ materially from such plans, objectives, expectations, projections and intentions.

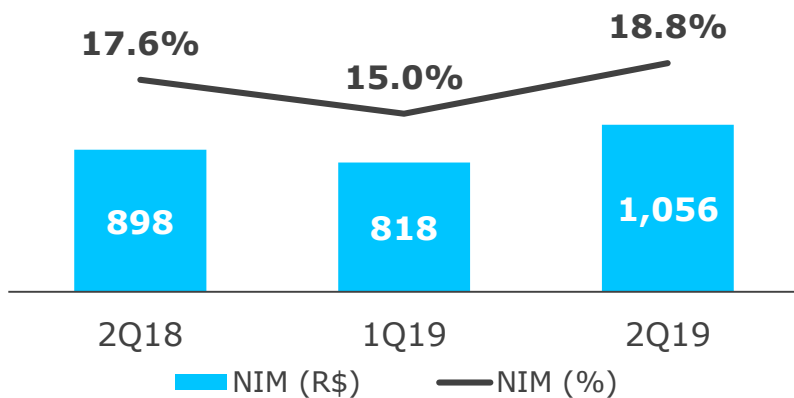
Highlights

- **Net Income of R\$117.7 million** in 2Q19, an increase of **22%** over the Net Income of R\$96.1 million in 1Q19 and **179%** higher than the R\$42.2 million Net Income in 2Q18;
- **Accumulated Net Income of R\$213.8 million** in 1H19, an increase of **116%** over the R\$98.8 million Accumulated Net Income in the 1H18.
- **ROE of 11.2% p.y.** in 2Q19, versus a return of 9.3% p.y. in 1Q19 and 4.2% p.y. in 2Q18;
- **Adjusted ROE (unaudited) of 23.9% p.y.** in 2Q19, versus a return of 21.0% p.y. in 1Q19 and 12.2% p.y. in 2Q18;
- The **Credit Portfolio** ended the quarter at **R\$22.5 billion** in 2Q19, increasing by **4%** over the R\$21.7 billion recorded in 1Q19 and **16%** over the R\$19.4 billion in 2Q18;
- **Monthly average retail origination of R\$1,614 million** in 2Q19, up by **2%** against the R\$1,590 million originated in the previous quarter and **19%** over the R\$1,356 million recorded in 2Q18;
- **Managerial Net Interest Margin of 18.8% p.y.** in 2Q19, versus a margin of 15.0% p.y. in 1Q19 and 17.6% p.y. in 2Q18;
- **Shareholders' Equity** ended the quarter at **R\$4.2 billion** and the **Basel Ratio** at **13.0%**.

RESULTS

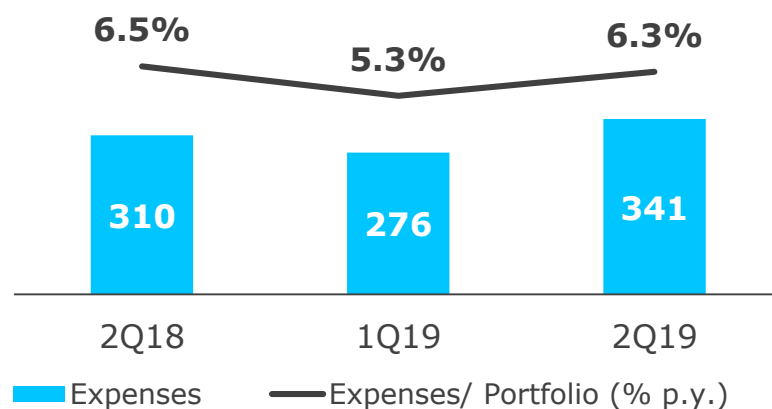
R\$ MM

Net Interes Margin

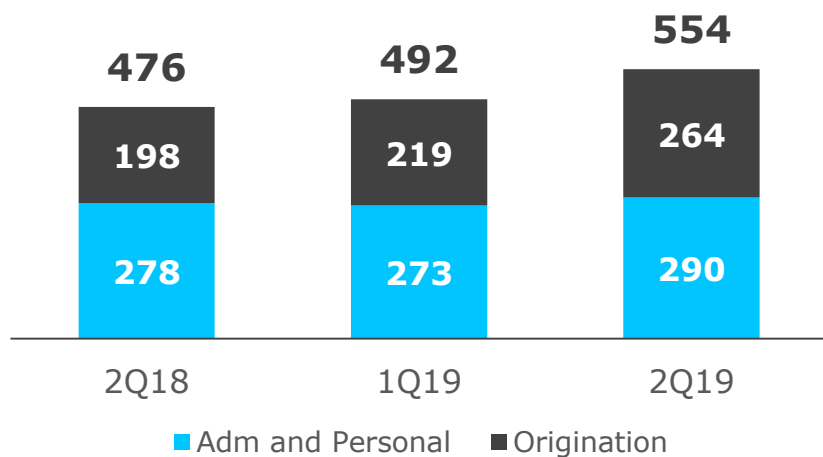


*NIM: Managerial Net Interest Margin

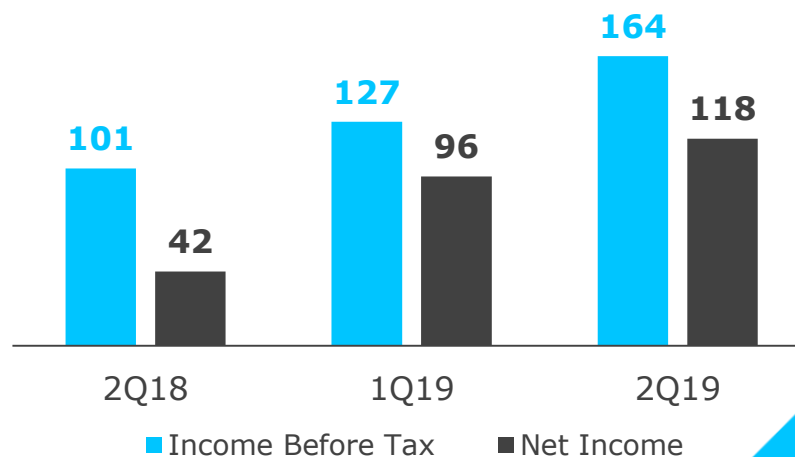
Credit Provisions



Expenses



Results



ROAE

ROAE and Adjusted ROAE
(Unaudited)

R\$ MM	2Q19	1Q19	2Q18
Net Income (A)	117.7	96.1	42.2
Excess of Financial expenses (net of taxes)	54.3	50.8	39.1
Adjusted Net Income (B)	172.0	146.9	81.3
Average Shareholder's Equity (C)	4,190.3	4,125.0	4,003.3
Excess of DTA related to losses	1,311.2	1,325.1	1,335.3
Adjusted Average Shareholder's Equity (D)	2,879.1	2,799.9	2,668.0
ROAE (p.y.) – A/C	11.2%	9.3%	4.2%
ROAE Adjusted (p.y.) – B/D	23.9%	21.0%	12.2%

ROAE (unaudited) adjusted by two remaining legacies:

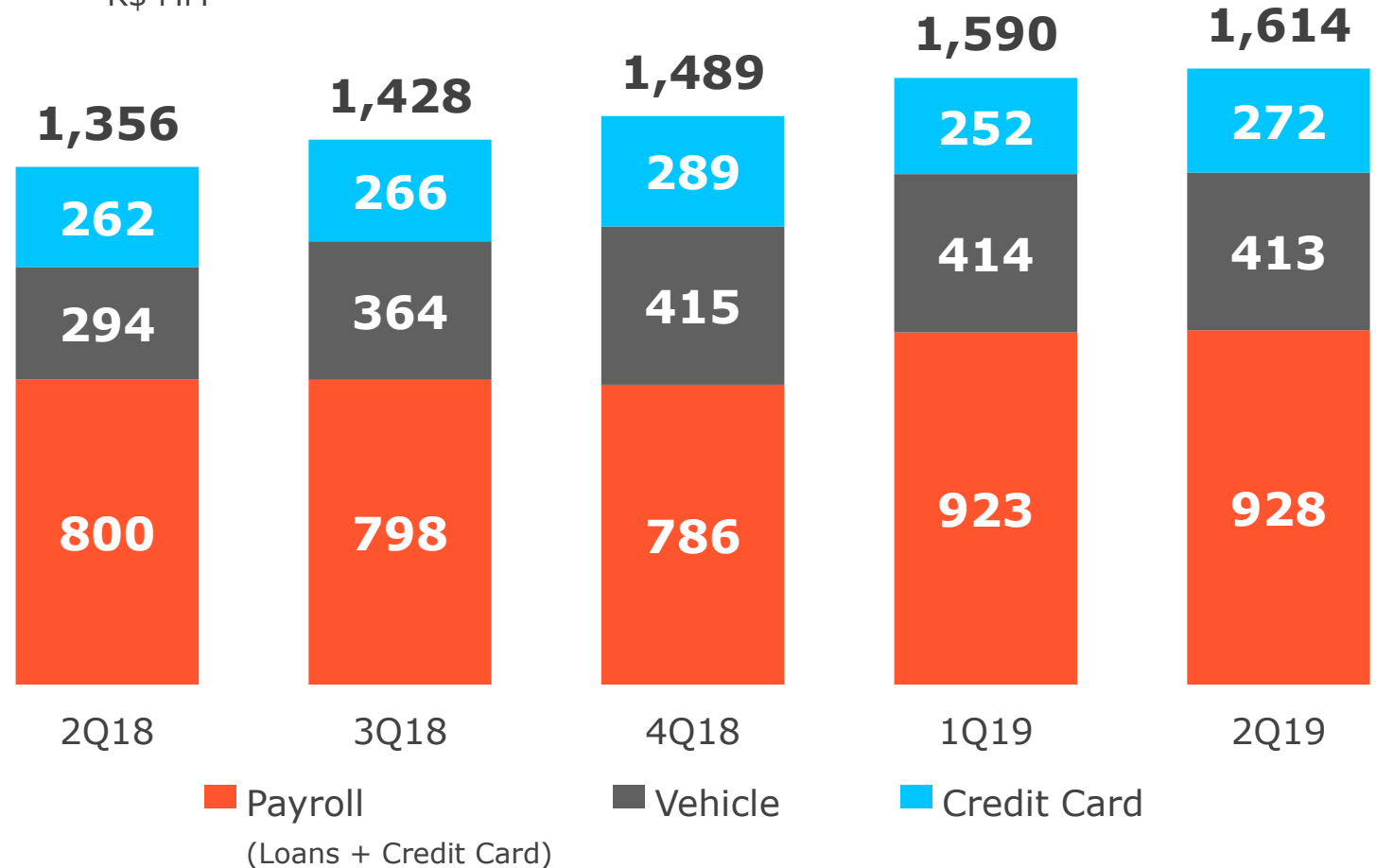
(i) withdraw the excess of financial expenses from fixed rate time deposits issued between 2005 and 2008 (avg. maturity in 2023), compared to what PAN pays for the same term in the market; and

(ii) exclusion of the excess of deferred tax assets related to losses arising from the accounting inconsistencies found in 2010.

RETAIL CREDIT



Monthly average
R\$ MM



113k new clients per month on 2Q19

(72 k on 2Q18, +58%)

4.6 million clients under management

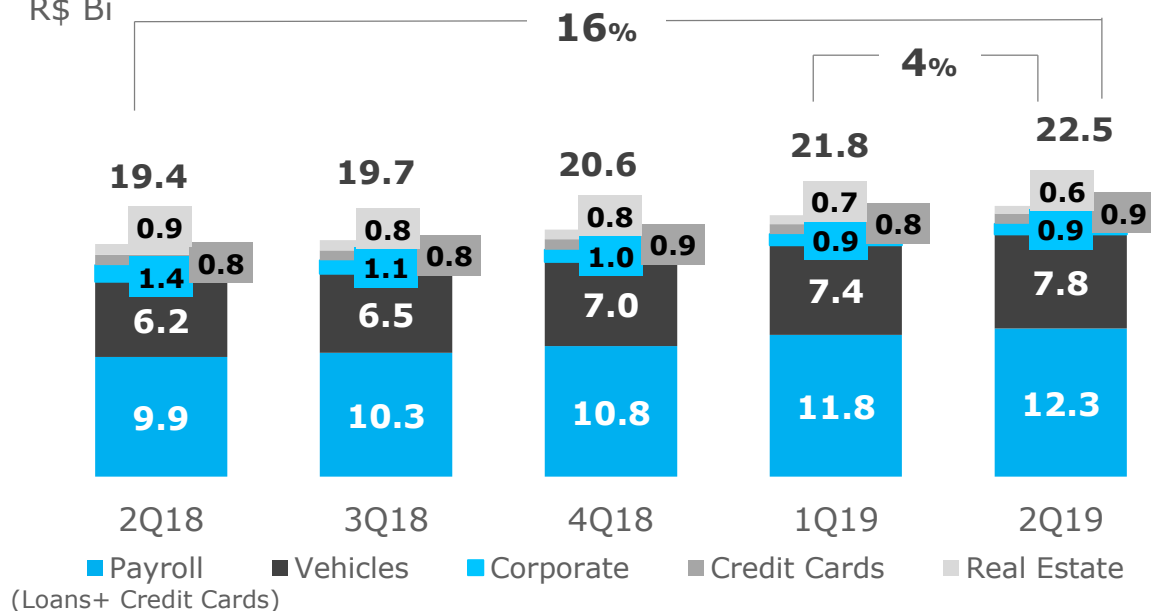
Credit Portfolio



R\$ MM	2Q19	Part. %	1Q19	Part. %	2Q18	Part. %	Δ 2Q19/ 1Q19	Δ 2Q19/ 2Q18
Payroll Deductible (Loans + Credit Card)	12,285	54%	11,751	54%	9,911	51%	5%	24%
Vehicles	7,786	35%	7,411	34%	6,243	32%	5%	25%
Corporate Loans	866	4%	930	4%	1,367	7%	-7%	-37%
Credit Cards	862	4%	834	4%	846	4%	3%	2%
Real Estate	645	3%	737	3%	923	5%	-12%	-30%
Others	91	-	91	-	106	1%	-	-15%
On Balance Credit Portfolio	22,535	100%	21,754	100%	19,397	100%	4%	16%

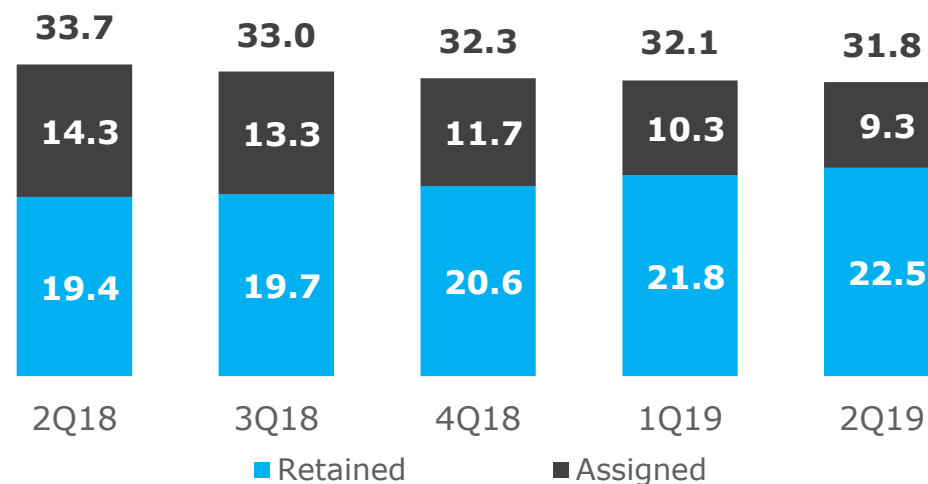
On Balance Portfolio

R\$ Bi



Originated Portfolio

R\$ Bi



Machine Learning Models

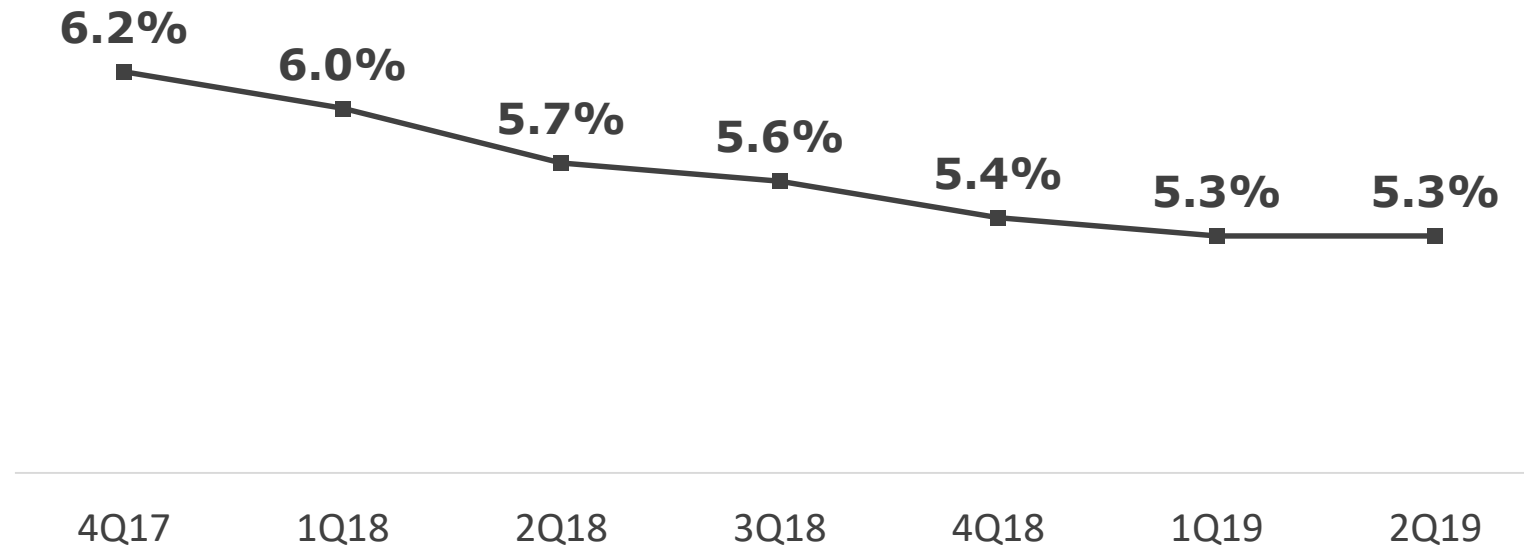
Unstructured Data

Intensive use of analytics

Increase in credit collection through digital channels (+20% do share)

Retail Credit Quality

90 days NPL (%)



Payroll Deductible



Loans and Credit Cards

Overview

Exclusive for public sector employees, INSS (social security) retiree & pensioners (**TOP 5 in the market**)

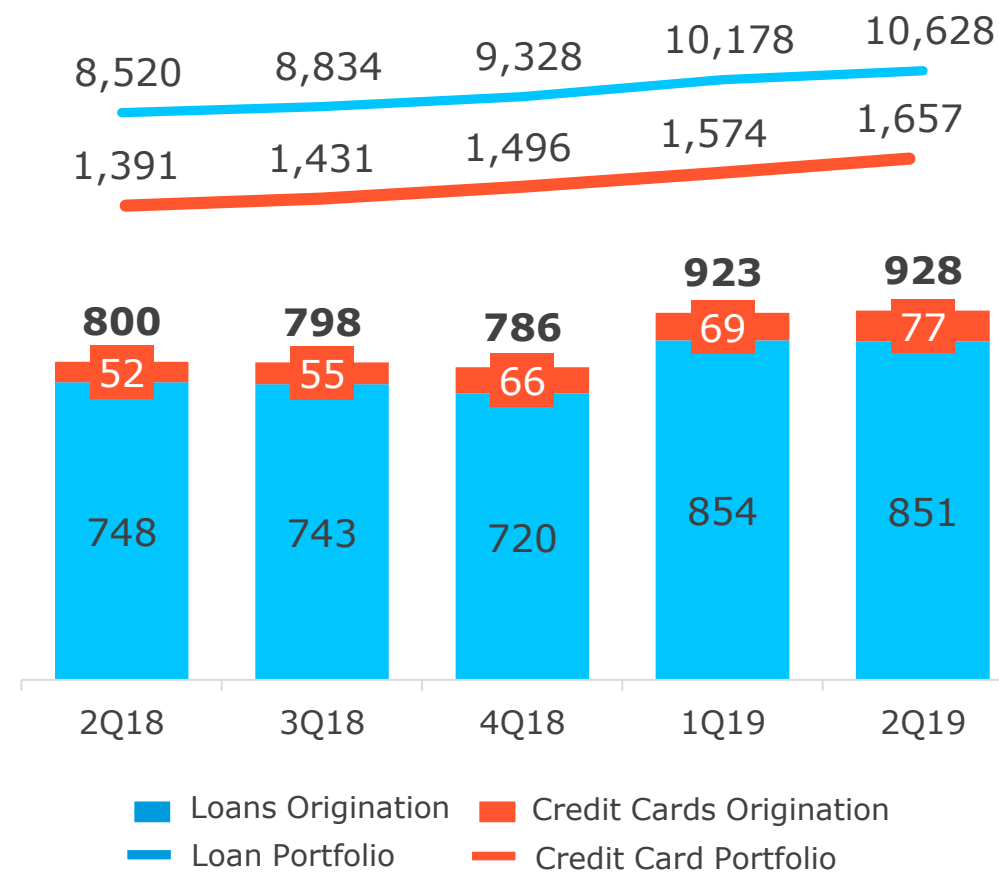
Average Ticket of **R\$4,6 k**

Duration of **35 months**

	2Q19	1Q19	2Q18
Federal	89%	89%	81%
INSS – Social Security	65%	65%	59%
SIAPE	14%	13%	12%
Armed Forces	10%	11%	10%
States	10%	10%	18%
Municipalities	1%	1%	1%
Total (R\$ MM)	2,785	2,769	2,399

Evolution of Portfolio & Monthly Avg. Origination

R\$ MM



Vehicle Financing



Overview

Actively present in **8,303** multi-brand & single-brand vehicle dealers

Average Ticket of **R\$19,9k**

Duration of **18 months**

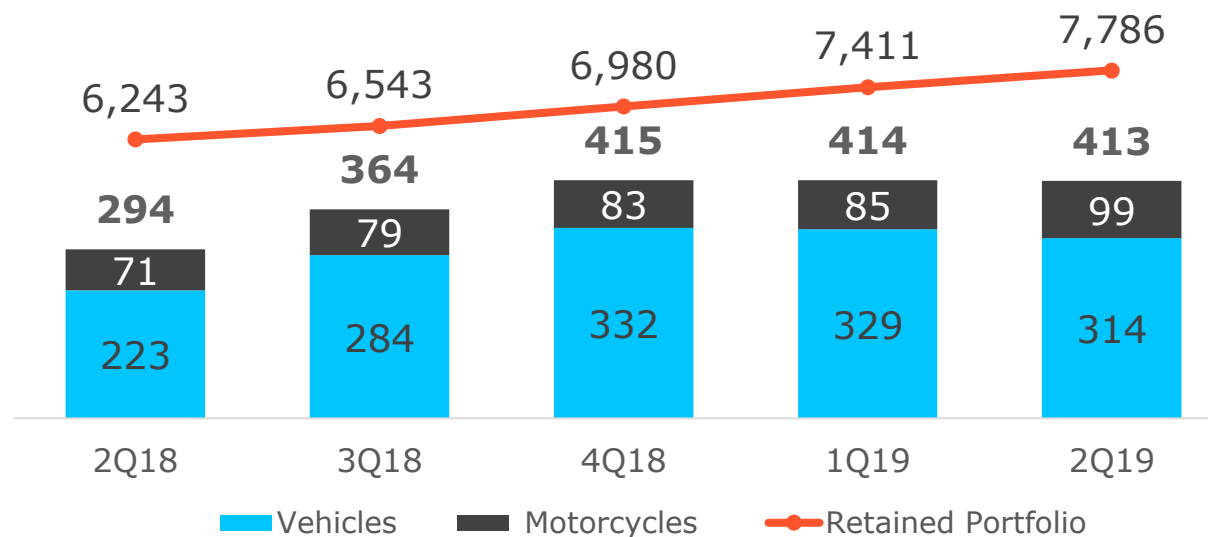
Average LTV of **63%**

Information on Origination

	Light		Motorcycles	
	2Q19	2Q18	2Q19	2Q18
Origination R\$ MM	942	669	298	213
Avg. Tenor months	46	43	41	39
Downpayment %	41	37	24	24

Evolution of Portfolio & Monthly Avg. Origination

R\$ MM

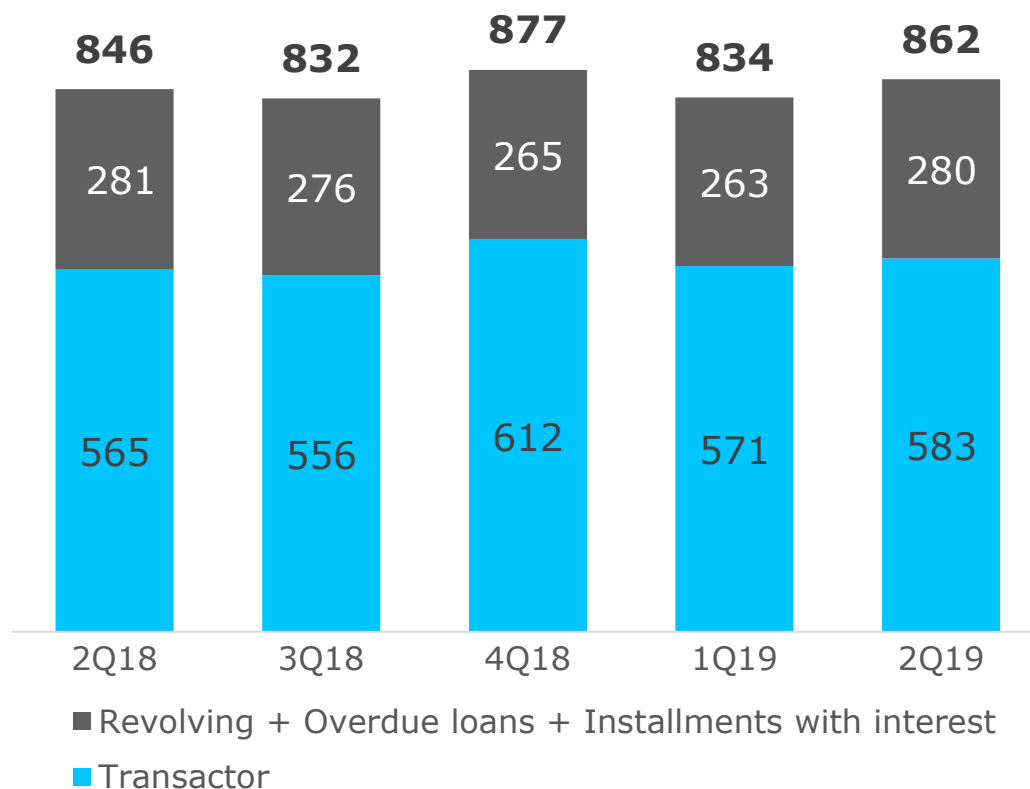


Means of Payment



Credit Card Portfolio

R\$ MM



Highlights

Increase of **51%** in the number of credit cards issued in 1Q19 over 2T18

Relevant changes in cross sell efforts and efficiency gains through *analytics* & CRM

Expanded relationship with digital partners (*market places*)

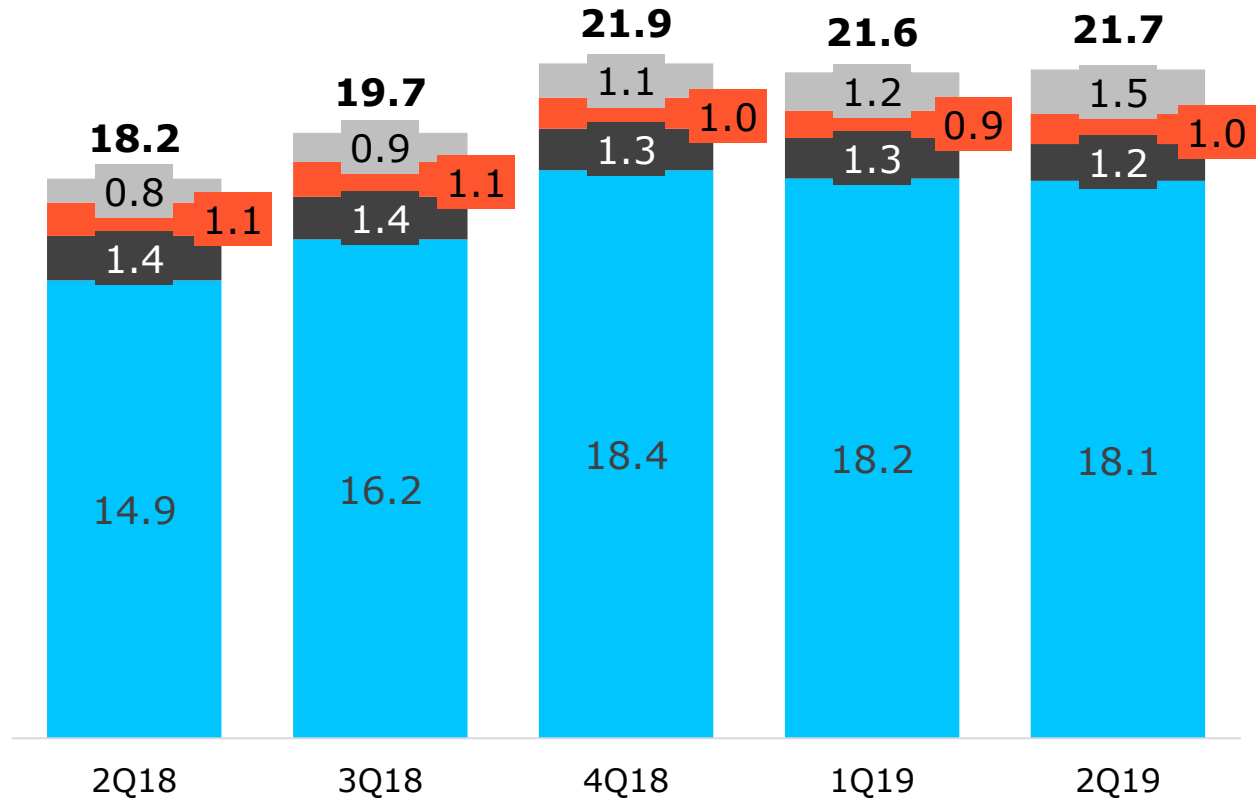
Constant improvements of the credit card APP

More than 750 thousand downloads of the app since it was launched



Insurance Premiums

Monthly Average
R\$ MM

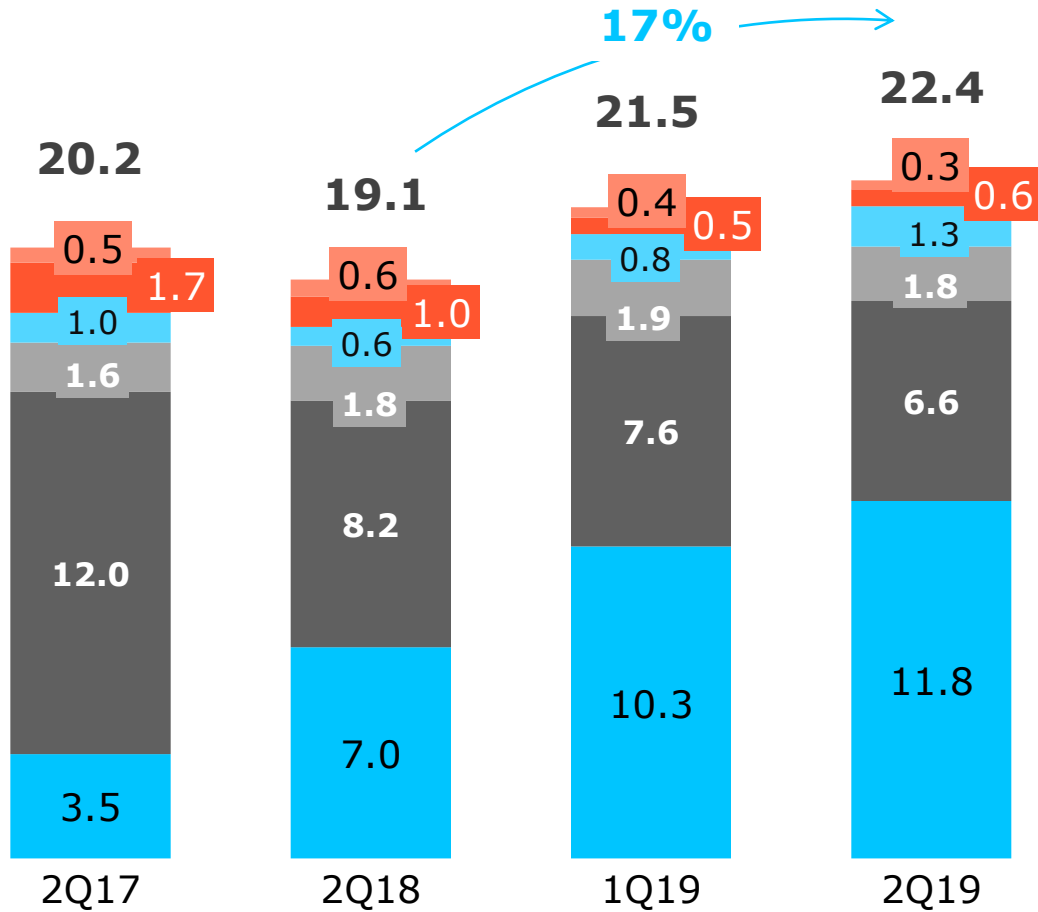


- Others
- Credit Cards
- Home Insurance
- Credit Insurance



Funding by Product

R\$ Bn

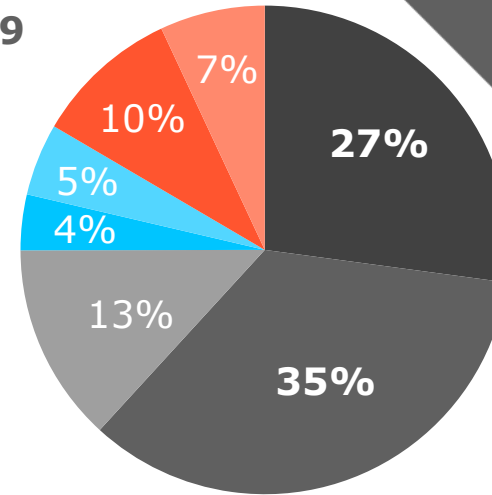


- Time Deposits
- Interbank Deposits
- Bonds
- Bank Notes
- Real Estate and Agribusiness Letters of Credit
- Others

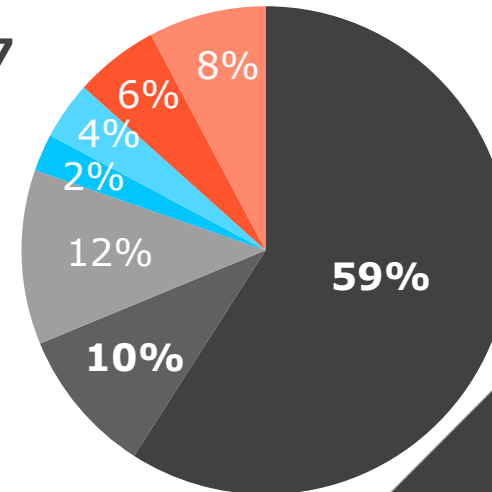
Funding

Funding by Investor (%)

2Q19

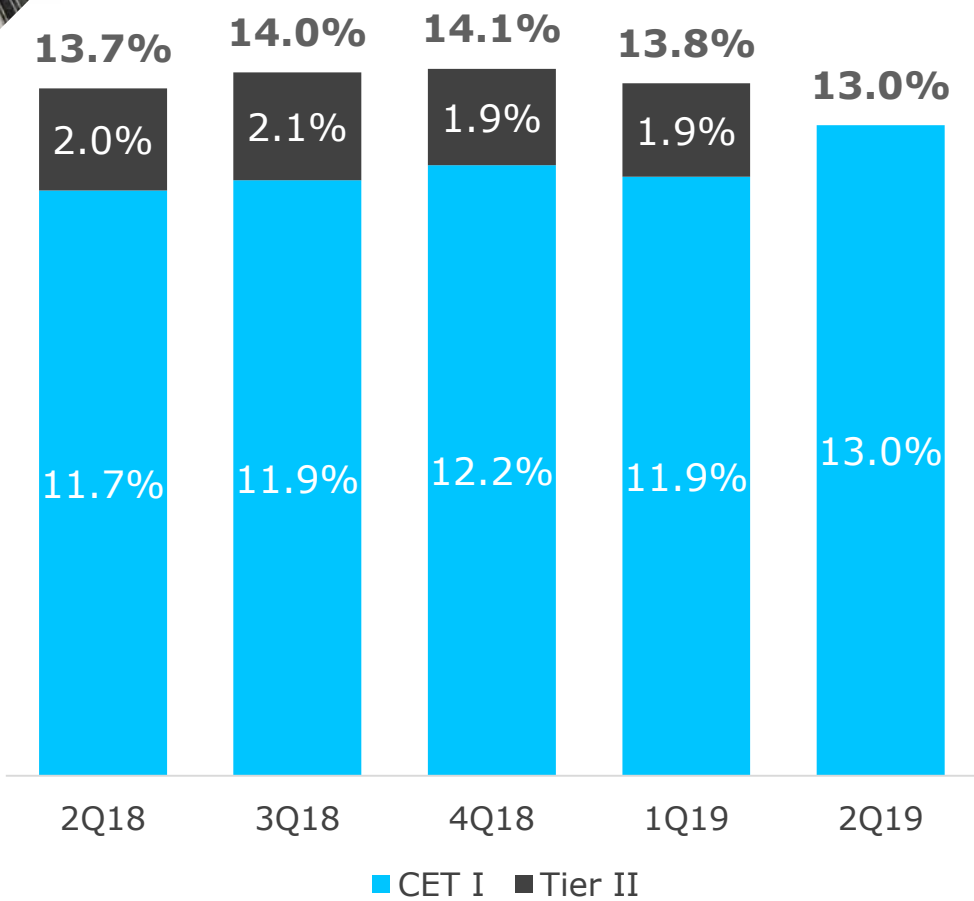


2Q17



- Shareholders
- Distributors
- Individuals
- Banks
- Corporate
- Institutional
- Bonds

Basel RATIO



R\$ MM	2T19	1T19	2T18
Reference Shareholder's Equity	2,417	2,655	2,438
CET I	2,417	2,296	2,076
Tier II	-	358	361
Required Reference Shareholder's Equity	1,958	2,021	1,870
RWA	18,648	19,244	17,808

Rebranding



WE EXIST

To give a new vision for the financial challenges and separate them.

Always with

Knowledge without convenience

WE ARE

A bank that gives credit and access to information with technology to transform challenges into achievements.

Simplicity that connects

TO

Everyone who wants to face the obstacles of life.

Willingness to make things happen

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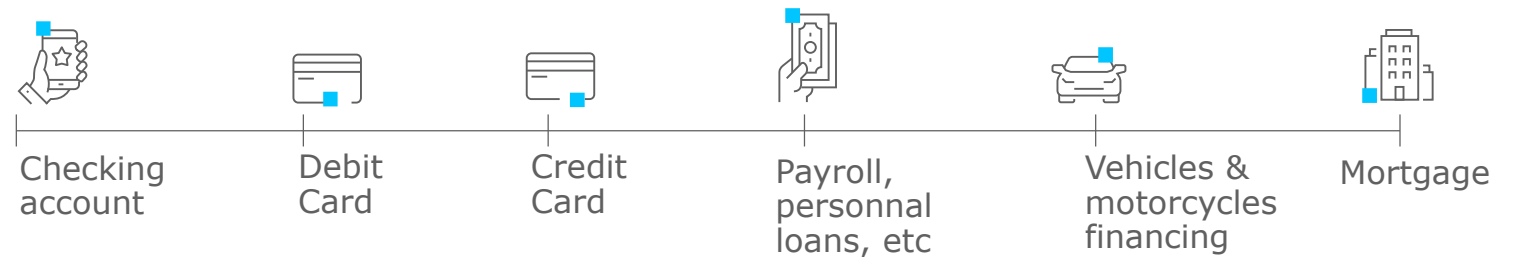
Full DIGITAL Bank



Value Proposition

- No-fees checking account and credit card
- Full digital platform with several credit products and services
- Assertiveness in credit limits with competitive rates

Client lifecycle





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