# Earnings

# Release





**São Paulo, November 6, 2017** - Pursuant to legal provisions, Banco PAN S.A. ("PAN", "Bank", "Banco PAN" or "Company") and its subsidiaries disclose their results for the quarter ended September 30, 2017, accompanied by the Independent Auditors' Report. The Bank's operating and financial information, except where otherwise indicated, is shown on a consolidated basis and in Brazilian *Reais*, pursuant to the Brazilian Corporate Law and the Accounting Practices adopted in Brazil.

# **3Q17 HIGHLIGHTS**

- ✓ **Net Income of R\$111.3 million in 3Q17,** against R\$42.8 million in 2Q17 and a net loss of R\$13.0 million in 3Q16;
- ✓ The Total Credit Portfolio ended 3Q17 at R\$18.8 billion, remaining stable over the 3Q16;
- √ PAN originated a monthly retail average of R\$ 1.248 million in 3Q17, due to its strategic repositioning;
- ✓ Net Interest Margin was 16.8% p.y. in 3Q17;
- ✓ Shareholders' Equity ended the quarter at R\$ 3,522 million and the Basel Ratio increased 0.6 percentage points to 12.2%;
- ✓ Subsequent Events:
  - ✓ Sale of 10.1% of Stone Pagamentos S.A. for R\$ 229 million on October 31, 2017; and
  - ✓ Capital Increase of R\$ 400 million announced on November 6, 2017.

Main Indicators (R\$ MM)	3Q17	2Q17	3Q16	Δ 3Q17/ 2Q17	Δ 3Q17/ 3Q16
<b>Total Retail Credit Origination</b>	3,745	4,381	5,455	-15%	-31%
Assignments without Recourse	1,619	2,218	2,647	-27%	-39%
<b>Total Credit Porfolio</b>	18,799	19,491	18,716	-4%	0%
Retail Portfolio	16,364	16,639	15,541	-2%	5%
Corporate Portfolio	2,435	2,852	3,175	-15%	-23%
Total Assets	26,993	27,240	27,896	-1%	-3%
Funding	19,229	20,201	19,820	-5%	-3%
Shareholders' Equity	3,522	3,460	3,412	2%	3%
Interest Margin	867	890	752	-3%	15%
Net Results	111	43	(13)	160%	-
Net Interest Margin (% - p.y.)	16.8%	17.0%	14.2%	-0.2 p.p.	2.6 p.p.
Basel Ratio	12.2%	11.6%	13.4%	0.6 p.p.	-1.2 p.p.
Common Equity Tier I	9.0%	8.5%	9.6%	0.5 p.p.	-0.6 p.p.
Tier II	3.2%	3.1%	3.9%	0.1 p.p.	-0.7 p.p.









#### **ECONOMIC ENVIRONMENT**

The Monthly Trade Survey for August showed a monthly increase of 0.1% in extended retail (which includes all sectors). Despite the still modest result, the figures point to a general recovery in sales, with important sectors such as furniture and household appliances, vehicles and construction materials all showing improvement since the end of 2016.

In relation to the credit market, the outstanding amounts of loans reached R\$3,048 billion in September, stable in the monthly comparison, but a decrease of 2% in 12 months. The credit/GDP ratio continues to drop, ending the month in 47.0% (50.2% in September 2016). The balance of non-targeted segment reached R\$1.530 billion, increasing 0.2% in the month, but decreasing 1.2% in 2 months, while the targeted segment continues to decline, particularly due to the decrease of loans from the BNDES to legal entities.

Interest rates and spreads accompanied the monetary easing cycle and showed a decrease. At the same time, default rates dropped for both individuals and corporate clients.

As for employment data, the indicators showed the net creation of 34.4 thousand formal registered jobs in September, suggesting a gradual improvement. However, over the course of the last 12 months, the balance remains negative.

September's inflation, as measured by the IPCA (Broad Consumer Price Index), rose 0.16%, which was greater than the market had been expecting. This result means that the index has now risen by 2.54% over the last 12 months. Even with the slight increase, the index suggests a good inflation scenario up to the end of 2017.

# **Operational and Commercial Agreements**

Since 2011, when Caixa Econômica Federal ("Caixa"), through its fully owned subsidiary Caixa Participações S.A., and Banco BTG Pactual S.A. ("BTG Pactual") signed PAN Shareholders' Agreement, Operational and Commercial Cooperation Agreements were also signed between the controlling shareholders and the Company for reaffirming their commitment to a strategic partnership. The following key measures have a direct influence on PAN's capital and liquidity structure: (i) Caixa's commitment to acquire credits without recourse from the Company; and (ii) the strengthening of liquidity by means of an interbank deposit agreement or similar operations. These are long-term agreements, which are expected to be updated and provide PAN with funding alternatives at a competitive cost.



# **Subsidiaries**

We show below PAN's organizational chart as of September 30, 2017:

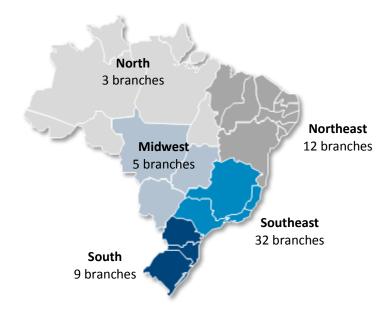


# **Distribution Network**

With 2,195 employees, PAN and its subsidiaries have 61 branches in Brazil's major cities, geographically distributed according to each region's GDP.

In the 3Q17, PAN had 961 correspondent banks originating payroll-deductible loans and 5,676 authorized vehicle dealers.

The Bank ended the quarter with 4.3 million clients and 2.1 million credit cards issued.





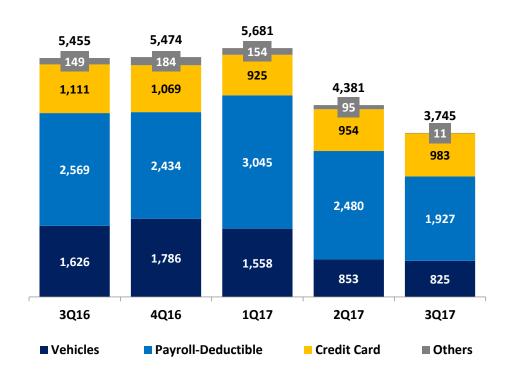
# **Retail Origination**

In 3Q17, PAN generated a monthly average of R\$1,248 million, against R\$1,460 million in 2Q17. In 3Q16, the monthly origination average was R\$1,818 million and, at that time, PAN originated vehicle financing also at new vehicle dealers.

# Monthly Average Origination of Retail Products (R\$ million)

Products	3Q17	2Q17	3Q16	Δ 3Q17/ 2Q17	Δ 3Q17/ 3Q16
Payroll-deductible	642	827	856	-22%	-25%
Vehicles	275	284	542	-3%	-49%
Cards	328	318	370	3%	-12%
Institutional	269	263	258	2%	4%
Payroll-deductible	59	55	67	7%	-12%
Others	4	32	50	-89%	-93%
Total	1,248	1,460	1,818	-15%	-31%

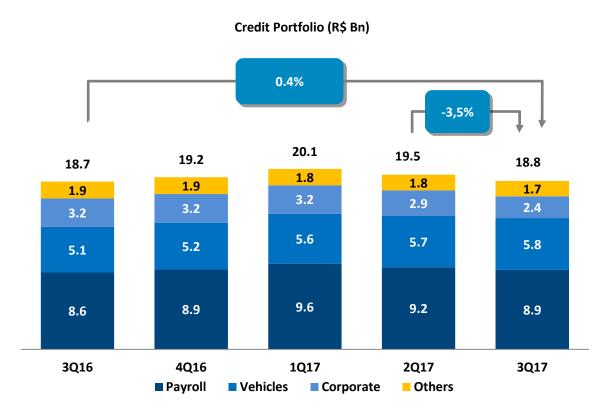
# Accumulated Quarterly Retail Asset Origination (R\$ million)





# **Credit Portfolio**

The Total Credit Portfolio, which includes the Retail and Corporate portfolios, ended the 3Q17 at R\$18,799 million, practically stable over the 3Q16 portfolio. The drop registered in the quarterly comparison was mainly influenced by the decline of the Corporate portfolio, which is running-off.



The table below gives a breakdown of the Credit Portfolio by segment:

R\$ million	3Q17	Share %	2Q17	Share %	3Q16	Share %	Δ 3Q17/ 2Q17	Δ 3Q17/ 3Q16
Payroll-deductible (Loans)	7,654	41%	7,989	41%	7,592	41%	-4%	1%
Vehicle Financing	5,779	31%	5,720	29%	5,084	27%	1%	14%
Corporate and Guarantees	2,435	13%	2,852	15%	3,175	17%	-15%	-23%
Payroll-deductible Credit Cards	1,217	6%	1,177	6%	988	5%	3%	23%
Institutional Credit Cards	928	5%	952	5%	965	5%	-3%	-4%
Real Estate (Individuals)	693	4%	716	4%	804	4%	-3%	-14%
Others	93	0%	85	0%	108	1%	9%	-14%
Credit Portfolio	18,799	100%	19,491	100%	18,716	100%	-4%	0%



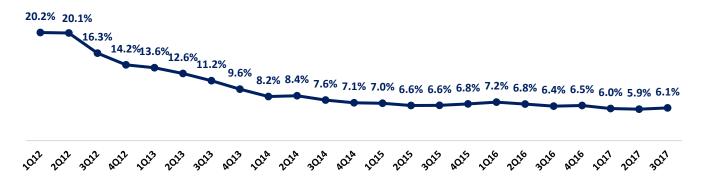
The table below shows the total loan portfolio by maturity as of September 30, 2017:

R\$ million	Up to 30 days	From 31 to 90 days	From 91 to 180 days	From 181 to 360 days	More than 360 days	Total
Payroll-deductible (Loans)	300	414	591	1,063	5,287	7,654
Vehicle Financing	505	532	741	1,213	2,787	5,779
Corporate and Guarantees	766	239	238	352	839	2,435
Payroll-deductible Credit Cards	1,192	5	3	5	12	1,217
Institutional Credit Cards	553	173	124	71	7	928
Real Estate (Individuals)	25	25	36	64	544	693
Others	10	9	12	19	43	93
Total	3,352	1,396	1,745	2,787	9,519	18,799
Share (%)	18%	7%	9%	15%	51%	100%

#### **Retail Credit Portfolio**

The chart below shows the evolution of PAN's non-performing loans over 90 days, considering the outstanding balance of the contracts. The marginal increase in this quarter is related to the slight drop in the portfolio.

# Non-performing Loans over 90 days (%)

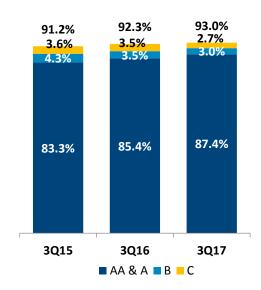


The classification of Banco PAN's retail credit portfolio is shown below, registered in the balance sheet by risk category, in accordance with National Monetary Council ("CMN") Resolution No. 2.682:

Risk Category (R\$ million)	3Q17	Share %	2Q17	Share %	3Q16	Share %	Δ 3Q17/ 2Q17	Δ3Q17/ 3Q16
"AA" to "C"	15,212	93%	15,473	93%	14,343	92%	-2%	6%
"D" to "H"	1,152	7%	1,166	7%	1,198	8%	-1%	-4%
Total	16,364	100%	16,639	100%	15,541	100%	-2%	5%



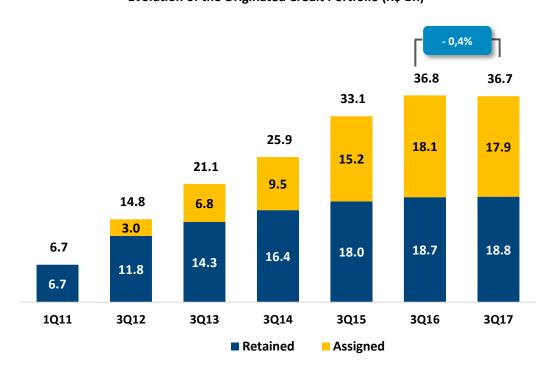




# **Originated Credit Portfolio**

In addition to retaining credits in its portfolio, PAN's strategy also includes the assignment of credits without recourse, which amounted to R\$1,619 million in 3Q17. The Originated Credit Portfolio balance, which takes into account both credits retained in PAN's balance sheet as well as the accumulated balance of the portfolios assigned to Caixa, ended the quarter at R\$36.7 billion.

# **Evolution of the Originated Credit Portfolio (R\$ Bn)**





# **Products**

#### Payroll-deductible (Loans and Credit Cards)

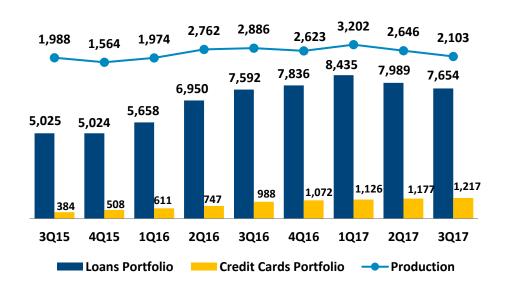
During 3Q17, PAN granted a total of R\$2,103 million of Payroll-deductible loans, 91% of which were related to federal agreements.

A total of R\$1,927 million were granted in loans to civil servants and INSS beneficiaries, compared to R\$2,480 million originated in 2Q17 and R\$2,569 million in 3Q16.

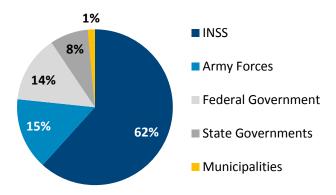
In terms of credit cards, PAN originated R\$176 million during 3Q17, against the R\$166 million originated in 2Q17 and R\$317 million originated in 3Q16.

Due to the volume of credits assigned without recourse, the loan portfolio dropped from the R\$7,989 million observed in the previous quarter, ending 3Q17 at R\$7,654 million, while the credit card portfolio registered R\$1,217 million, which was an increase over the previous quarter.

#### **Evolution of Portfolio and Origination (R\$ MM)**



# Origination by Segment (%)



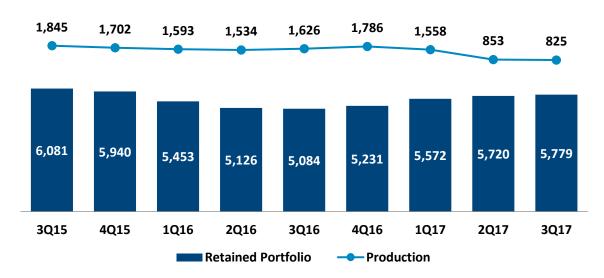


# **Vehicle Financing**

Since 1Q17, PAN repositioned itself in this segment and granted R\$825 million in vehicle financing during 3Q17, compared to R\$853 million originated in 2Q17 and the R\$1,626 million originated in 3Q16.

The vehicle credit portfolio ended the quarter at R\$5,779 million, which represented a marginal increase against the R\$5,720 million figure registered in 2Q17 and a 14% increase in relation to the R\$5,084 million posted at the end of 3Q16.

# Evolution of the Vehicle Portfolio and Origination Breakdown (R\$ MM)



Light vehicle financing amounted to R\$660 million in 3Q17, compared with the R\$704 million originated in the 2Q17, and in the motorcycle segment, R\$164 million were originated in 3Q17, against the R\$149 million originated in 2Q17.

Below, PAN presents more details about origination in these segments:

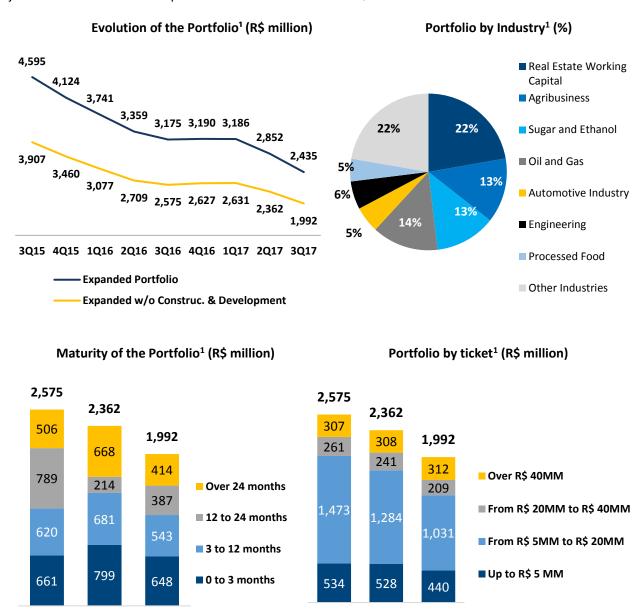
3Q17	Light vehicles	Motorcycles
Origination (R\$ million)	660	165
Market Share	4%	17%
Ranking	7th	3rd
Avg. Maturity (months)	46	39
% down payment	40%	24%



#### **Corporate Loans**

Reflecting the strategic decision to discontinue this line of business, the expanded corporate credit portfolio ended the quarter with a balance of R\$2,435 million, compared to the R\$2,852 million balance at the end of 2Q17 and the R\$3,175 million balance on 3Q16.

This portfolio presents an adequate level of risk diversification and is highly pulverized among different industries and economic groups, in addition to having a significant level of guarantees. The 10 largest clients accounted for just 3% of PAN's total credit portfolio balance at the end of 3Q17.



3Q16

2Q17

3Q17

3Q17

2Q17

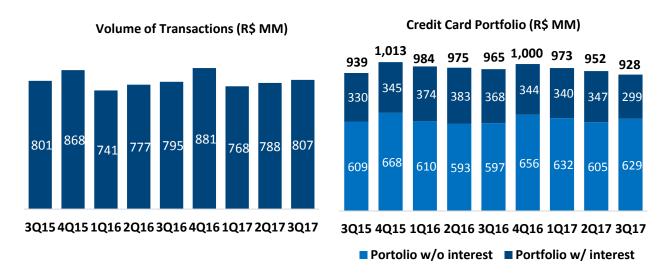
3Q16

<sup>&</sup>lt;sup>1</sup> Does not include Construction & Development Loans



#### **Institutional Credit Cards**

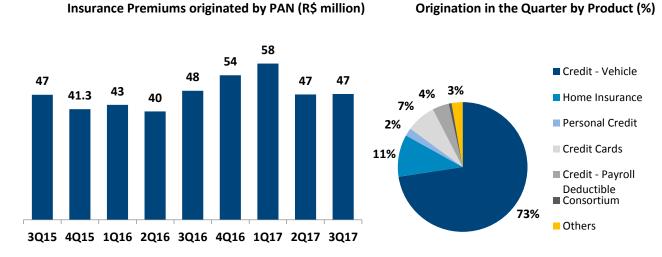
The volume of credit card transactions in the quarter was R\$807 million, which represented a slight increase against the R\$788 million originated in 2Q17 and the R\$795 million registered in 3Q16. The credit card portfolio showed a slight decrease, ending the quarter with a balance of R\$928 million.



#### Insurance

PAN originated the sum of R\$47 million in insurance premiums during 3Q17, maintaining the same volume as 2Q17 and slightly below 3Q16.

Premiums originated in 3Q17 included R\$37.3 million for credit insurance, R\$4.9 million for home insurance, R\$3.4 million for credit card insurance and R\$1.3 million for other insurance products.



#### Consortium

Consortium sales registered a total of R\$166 million in 3Q17, in comparison to the R\$67 million registered in the previous quarter and the R\$111 million in 3Q16.

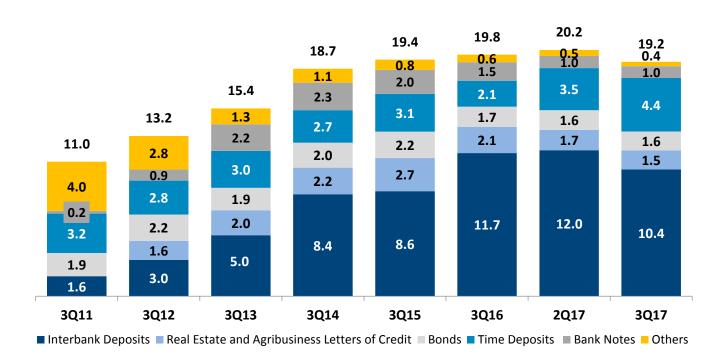


# **Funding**

Funding balance reached R\$19.2 billion at the end of September 2017, a 4.8% decrease compared with the R\$20.2 billion balance at the end of June 2017 and 3% lower than the R\$19.8 billion balance in September 2016. The main sources of funding were: (i) interbank deposits, which amounted to R\$10.4 billion, or 54% of the total; (ii) time deposits, which amounted to R\$4.4 billion, or 23% of the total; (iii) bonds issued abroad, amounting to R\$1.6 billion, or 8% of the total; (iv) real estate and agribusiness letters of credit, which came to a total of R\$1.5 billion, or 8% of the total; (v) bank notes of R\$975 million, or 5% of the total, and (vi) other funding sources, which amounted to R\$356 million, equivalent to 2% of the total.

Funding Sources (R\$ million)	3Q17	Share %	2Q17	Share %	3Q16	Share %	Δ 3Q17 / 2Q17	Δ 3Q17 / 3Q16
Interbank Deposits	10,407	54%	11,981	59%	11,742	59%	-13%	-11%
Time Deposits	4,380	23%	3,454	17%	2,139	11%	27%	105%
Bonds	1,568	8%	1,623	8%	1,662	8%	-3%	-6%
LCI and LCA	1,541	8%	1,661	8%	2,142	11%	-7%	-28%
Bank Notes	975	5%	991	5%	1,518	8%	-2%	-36%
Others	356	2%	491	2%	617	3%	-27%	-42%
Total	19,229	100%	20,201	100%	19,820	100%	-5%	-3%

#### **Evolution of Funding Sources (R\$Bn)**

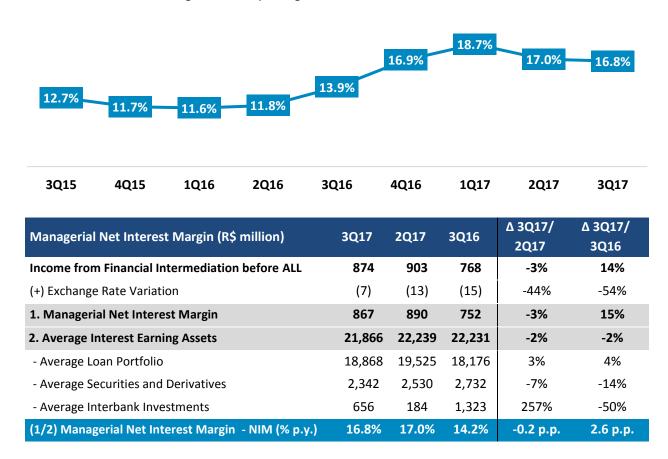




# **Results**

#### **Managerial Net Interest Margin - NIM**

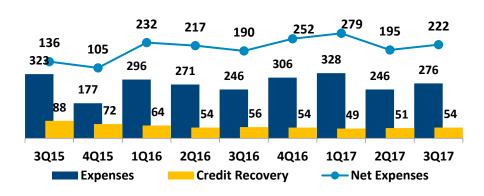
In this quarter, the annualized managerial net interest margin was 16.8% p.a., compared with the 17.0% p.a. observed in 2Q17 and the margin of 14.2% p.a. registered in 3Q16.



#### **Credit Provisions and Recovery**

In 3Q17, credit provisions amounted to a total of R\$276 million, while the recovery of credits previously written off was R\$54 million. Thus, the net credit provision totaled R\$222 million, compared to the R\$195 million registered in 2Q17 and the R\$190 million observed in 3Q16.

#### Credit Provisions and Recovery (R\$ MM)





#### **Costs and Expenses**

Personnel and administrative expenses (Subtotal I) totaled R\$275 million in 3Q17, which represented a significant decrease against the R\$295 million registered in 3Q16, mainly due to a 20% drop in personnel expenses, also decreasing in comparison to the R\$278 million posted in 2Q17.

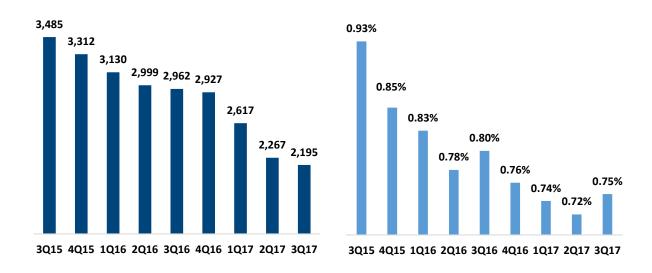
Credit origination expenses (Subtotal II) came to R\$234 million at the end of the quarter, compared with the R\$244 million seen in 2Q17 and the R\$256 million registered in 3Q16. The decrease in this expense is largely due to the lower percentage of commission paid and to the lower origination volume.

Expenses (R\$ million)	3Q17	2Q17	3Q16	Δ 3Q17/ 2Q17	Δ 3Q17/ 3Q16
Personnel Expenses	101	113	126	-11%	-20%
Administrative Expenses	174	164	169	6%	3%
1. Subtotal I	275	278	295	-1%	-7%
Commissions - BACEN Circular 3.738/14	97	101	95	-4%	2%
Deferred Commissions and origination expenses	137	143	161	-4%	-15%
2. Subtotal II - Origination	234	244	256	-4%	-9%
3. Total (I + II)	509	521	551	-2%	-8%

In light of the constant search for improvements in efficiency, PAN has been optimizing its cost structure as can be seen by the reduction in the number of employees and by the ratio of Subtotal I expenses to the originated portfolio.

# **Evolution of the Number of Employees**

# Subtotal I / Originated Credit Portfolio





#### **Income Statement**

In 3Q17, PAN maintained a positive operating result, ending the period with a net income of R\$111.3 million, compared to the net income of R\$42.8 million in 2Q17 and the net loss of R\$13 million in 3Q16.

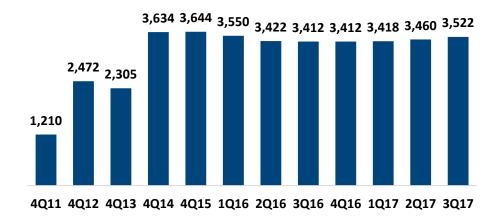
The main factors that explains the good results are: (i) stable and strong Financial Margin, with an influence of the Selic decrease and higher clients' rates; (ii) credit provisions under control; (iii) the continuity of the costs reduction process.

P&L Statement (R\$ MM)	3Q17	2Q17	3Q16	Δ 3Q17/ 2Q17	Δ 3Q17/ 3Q16
Managerial Net Interest Margin	867	890	752	-3%	15%
Credit Provisions	(276)	(246)	(246)	12%	12%
<b>Gross Profit from Financial Intermediation</b>	590	644	506	-8%	17%
Other Operating Revenues (Expenses)	(16)	31	68	-	-
Administrative and Personnel Expenses	(275)	(278)	(295)	-1%	-7%
Origination Expenses	(234)	(244)	(255)	-4%	-9%
Tax Expenses	(44)	(64)	(67)	31%	34%
Operating income	21	90	(44)	-76%	-
Non-Operating Result	1	(9)	(14)	-	-
Income and Social Contribution Taxes	89	(38)	45	-	99%
Net Income/(Loss)	111.3	42.8	(13.0)	160%	-

# **Shareholders' Equity and Capital**

# Shareholders' Equity

PAN's Consolidated Shareholders' Equity amounted to a total of R\$3,522 million in September 2017, taking into account a provision for payment of interest to shareholders of R\$48.3 million, against the R\$3,460 million balance in June 2017 and the R\$3,412 million balance in September 2016.





#### **Basel Ratio and Operating Margin**

The Prudential Conglomerate's Basel Ratio ended 3Q17 at 12.2%, with 9% in Tier I Common Equity, in comparison to the figure of 11.6%, with 8.5% in Tier I Common Equity, registered at the end of 2Q17 and 13.4% posted in 3Q16, with 9.6% in Tier I Common Equity. The Prudential Conglomerate's Operating Margin for this 3rd quarter was R\$319 million.

Considering the Capital Increase, as defined at the subsequent events section, PAN's Pro-Forma Basel Ratio for the 3Q17 would be of 14.4%.

R\$ MM	3Q17 Pro-forma	3Q17	2Q17	3Q16
1. Reference Shareholders' Equity (PR)	2,834	2,393	2,323	2,709
Common Equity Tier I	2,203	1,762	1,693	1,931
Tier II	631	631	630	777
2. Required Reference Shareholders' Equity	2,073	2,060	2,101	2,121
Risk Weighted Assets	1,793	1,780	1,886	1,942
Exchange Variation Risk	4	4	1	10
Interest (Fixed)	24	24	27	33
Interest (Price Index)	4	4	0	0
Operational Risk	248	248	186	135
Basel Ratio	14.4%	12.2%	11.6%	13.4%
Common Equity Tier I	11.2%	9.0%	8.5%	9.6%
Tier II	3.2%	3.2%	3.1%	3.9%

The Capital Increase is subject to the applicable legal and regulatory approvals.

# **SUBSEQUENT EVENTS**

On October 31, 2017, PAN disclosed a Material Fact informing its shareholders and the market of the full disposal of its equity interest in Stone Pagamentos SA ("Stone") corresponding to 10.10% of the capital of Stone, at the total amount of R\$229 million.

As disclosed in a Material Fact published on this date, a capital increase of R\$400,000,001.04 was approved, through the issuance of 212,765,958 new registered book-entry shares with no par value, in the same proportion of shares currently held, being 122,530,888 common shares and 90,235,070 preferred shares, at the issue price of R\$1.88 per common or preferred share, for private subscription by the Company's shareholders ("Capital Increase").

CaixaPar has been obliged to assign to BTG Pactual all its rights to subscribe for common and preferred shares in the Capital Increase, including, without limitation, the right to reserve leftovers and any remaining leftovers, in the proportion that it holds, and BTG Pactual is hereby authorized to assign such right to its affiliates ("Assignment of CaixaPar Rights").



In spite of the Assignment of CaixaPar Rights, the Company's Shareholders Agreement will not be altered in any way, so that CaixaPar and BTG Pactual remain as co-controllers of the Company as at the present date.

BTG Pactual has undertaken, directly or indirectly, to fully subscribe the shares related to its own participation in the share capital, the shareholding interest related to the Assignment of CaixaPar Rights, as well as any eventual leftovers that may exist, so that the total value is fully subscribed and paid-up.

The controlling shareholders also agreed that (i) CaixaPar will have the right to acquire from BTG Pactual 50% (fifty percent) of the Company's shares that will be subscribed and paid up by BTG Pactual in the scope of the Capital Increase and (ii) BTG Pactual will have the right to sell to CaixaPar 50% (fifty percent) of the Company's shares that it will subscribe and pay in the scope of the Capital Increase.

The Capital Increase reinforces the commitment of the Company's controlling shareholders, BTG Pactual and CaixaPar, to support it in carrying out its business plan.

# Ratings

PAN's long-term ratings are presented below:

Rating Agency	Global Scale (LT)	National Scale (LT)	Outlook
Fitch Ratings	BB-	A+ (bra)	Negative/Stable
Standard&Poor's	B+	brBBB+	Negative
Moody's	B1	Baa2.br	Stable
Riskbank	Low Risk	c for Medium Term 2 (-)	9.67



# **Stock Performance**

PAN's shares ended the month of September at a price of R\$1.88 compared with the R\$1.59 registered at the close of the 2Q17. The maximum price in the period was R\$2.00 per share while the minimum price was R\$1.53 per share.

The total financial volume traded in the 3Q17 was R\$30.6 million, with a daily average of R\$254 thousand. On September 30, 2017, PAN'S market cap was R\$1.7 billion.



Source: Reuters

# **Attachments**

BALANCE SHEET AS OF SEPTEMBER 31, 2017 AND JU			CONSOLIDATED		
(In thousands of Brazilian reais - R\$)	BANI		CONSOLID		
ASSETS CHAPTERIT ASSETS	Sep/17	Jun/17	Sep/17	Jun/17	
CURRENT ASSETS Cash	<b>12.209.434</b> 23.766	<b>11.613.123</b> 13.685	<b>12.345.411</b> 26.419	<b>11.745.996</b> 15.503	
Interbank investments	1.084.666	218.727	1.084.666	217.265	
Securities and derivatives financial instruments	489.957	823.194	538.460	859.957	
Interbank accounts	48.676	41.397	48.676	41.397	
Lending operations Lending operations - private sector	7.707.243 8.558.605	7.916.971 8.848.999	7.707.243 8.558.605	7.916.971 8.848.999	
(Allowance for loan losses)	(851.362)	(932.028)	(851.362)	(932.028	
Leasing operations	=	-	301	` 382	
Leasing operations (Allowance for doubtful lease receivables)	-	-	413	585 (202	
(Allowance for doubtful lease receivables) Other receivables	2.536.341	- 2.220.105	(112) 2.608.679	(203 2.299.641	
(Allowance for loan losses)	(58.199)	(41.187)	(58.199)	(41.187	
Other assets	376.984	420.231	389.166	436.067	
LONG-TERM RECEIVABLES	13.834.891	14.518.480	14.410.375	15.246.739	
Interbank investments	9.451	1 226 250	9.451	1 (77 04	
Securities and derivatives financial instruments Lending operations	1.313.962 8.874.307	1.236.359 9.236.175	1.606.908 8.874.307	1.677.947 9.236.175	
Lending operations - Private Sector	9.176.013	9.510.430	9.176.013	9.510.430	
(Allowance for loan losses)	(301.706)	(274.255)	(301.706)	(274.255	
Leasing operations	-	-	25	22	
Leasing operations (Allowance for doubtful lease receivables)	- -	-	26 (1)	50 (28	
Other receivables	3.505.173	3.908.796	3.784.433	4.191.90	
Allowance for loan losses)	(17.611)	(5.423)	(17.611)	(5.423	
Other assets	149.609	142.573	152.862	146.113	
PERMANENT ASSETS	1.196.963	1.107.259	237.573	247.257	
TOTAL ASSETS	27.241.288	27.238.862	26.993.359	27.239.992	
LIABILITIES	Sep/17	Jun/17	Sep/17	Jun/17	
CURRENT LIABILITIES Deposits	<b>16.729.742</b> 10.993.026	<b>17.521.780</b> 12.298.079	<b>16.481.971</b> 10.739.333	<b>17.450.163</b> 12.260.728	
Demand deposits	37.444	43.975	37.330	43.939	
nterbank deposits	10.628.299	11.975.823	10.387.914	11.938.540	
		278.281			
Time deposits	327.283		314.089	278.249	
Money market funding	1.595.348	1.011.497	1.595.348	1.011.497	
Funds from acceptance and issuance of securities	1.627.543	1.730.979	1.610.258	1.677.565	
nterbank accounts	160.038	235.732	160.038	235.732	
nterbranch accounts	9.232	10.212	9.232	10.212	
oan Liabilities	-	-	352	2.14	
Derivatives Financial Instruments	111.928	64.514	111.928	64.514	
Other liabilities	2.232.627	2.170.767	2.255.482	2.187.768	
ONG-TERM LIABILITIES	6.989.006	<b>6.256.484</b>	<b>6.988.848</b> 4.085.379	<b>6.329.23</b> 1 3.218.150	
Deposits nterbank deposits	4.275.506	3.415.816		3.218.150 42.742	
•	19.183	42.741	19.183		
Fime deposits	4.256.323	3.373.075	4.066.196	3.175.409	
Money market funding	103.176	99.482	94.135	92.355	
Funds from acceptance and issuance of securities	739.435	810.932	743.839	817.433	
Loan Liabilities	-	-	63.554	135.898	
Derivatives financial instruments	142.334	104.440	142.334	104.309	
Other Liabilities	1.728.555	1.825.814	1.859.607	1.961.086	
Deferred Income	128	388	128	388	
SHAREHOLDERS' EQUITY	3.522.412	3.460.210	3.522.412	3.460.210	
Capital Adjustments to equity valuation	3.460.732 (13.441)	3.460.732 (12.674)	3.460.732 (13.441)	3.460.732 (12.674	
Retained earnings (loss)	(13.441) 75.121	12.152	(15.441) 75.121	12.152	
TOTAL LIABILITIES	27.241.288	27.238.862	26.993.359	27.239.992	



INCOME STATEMENT FOR THE QUARTERS ENDED ON SEPTEMBER 31, 2017 AND JUNE 30, 2017				
(In thousands of Brazilian reais - R\$)	BANK		CONSOLIDATED	
	3Q17	2Q17	3Q17	2Q17
REVENUE FROM FINANCIAL INTERMEDIATION	1,373,122	1,589,852	1,370,885	1,613,655
Lending operations	1,219,039	1,142,040	1,219,353	1,169,996
Results from Credit Assignments	315,612	315,247	315,612	315,247
Securities transactions	57,360	77,939	65,214	69,178
Derivative transactions	(214,146)	40,182	(224,551)	44,790
Foreign exchange transactions	(4,743)	14,444	(4,743)	14,444
EXPENSES ON FINANCIAL INTERMEDIATION	(791,500)	(927,456)	(773,518)	(956,766)
Funding operations	(515,148)	(690,059)	(505,197)	(701,899)
Borrowings and onlendings	-	-	7,919	(8,661)
Allowance for loan losses	(276,352)	(237,397)	(276,240)	(246,206)
GROSS PROFIT FROM FINANCIAL INTERMEDIATION	581,622	662,396	597,367	656,889
OTHER OPERATING INCOME (EXPENSES)	(560,736)	(563,592)	(576,268)	(567,217)
Income from services rendered	84,532	89,392	91,631	95,022
Equity in subsidiaries	(229)	(19,071)	264	(406)
Personnel Expenses	(100,553)	(112,199)	(101,102)	(113,341)
Other Administrative Expenses	(398,260)	(394,923)	(407,708)	(408,044)
Tax Expenses	(41,344)	(58,397)	(43,868)	(63,905)
Other Operating Income	49,817	60,164	53,005	69,728
Other Operating Expenses	(154,699)	(128,558)	(168,490)	(146,271)
INCOME FROM OPERATIONS	20,886	98,804	21,099	89,672
NON OPERATING EXPENSES	1,905	(8,147)	1,234	(8,961)
INCOME BEFORE TAXES	22,791	90,657	22,333	80,711
INCOME AND SOCIAL CONTRIBUTION TAXES	88,478	(47,863)	88,936	(37,917)
Provision for Income tax	(245)	(492)	28,867	(18,451)
Provision for Social Contribution tax	(471)	(611)	1,053	(871)
Deferred tax credits	89,194	(46,760)	59,016	(18,595)
NET INCOME/ (LOSS)	111,269	42,794	111,269	42,794