

## Earnings Results – 2<sup>nd</sup> Quarter 2013

The logo for Banco PAN is located in the bottom right corner of the slide. It features the word "Banco" in a white, sans-serif font, followed by "PAN" in a larger, bold, white, sans-serif font. The text is set against a blue background that consists of two overlapping, upward-sloping shapes: a darker blue shape on the left and a lighter blue shape on the right.

Banco PAN

# Disclaimer

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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.

## 2Q13 Highlights

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- ✓ **New corporate brand** launched on May 14, 2013;
- ✓ **Purchase of the** receivables portfolio and operational platform of **Banco Cruzeiro do Sul's Payroll Credit Card business**, by R\$351 millions;
- ✓ **Monthly average Origination** of credit assets of **R\$1.188.2 millions** in the 2Q13, with an increase of **14.1%** over the 1Q13 and **129.8% higher** than the 2Q12;
- ✓ Total Expanded **Credit Portfolio** totaled **R\$14.8 billion**, **5.5% higher than the 1Q13** and with an increase of **37.2%** compared to the same quarter of 2012;
- ✓ **Credit portfolio with retained result** reached **R\$14.0 billion**, **7.2% higher than the 1Q13** and **53.0% higher than the same quarter of 2012**;
- ✓ **Net Interest Margin** reached **18.6%** in the 2Q13, 3.6 p.p. lower than the 1Q13 and 5.5 p.p. higher than the 2Q12;
- ✓ **The net result of allowance for loan losses** of **R\$175.2 million** in the 2Q13 **was down 34.4%** from the previous quarter and **57.2% lower than the same quarter of 2012**;
- ✓ **Consolidated net profit** of **R\$12.7 million in 1Q13**, compared to the net profit of R\$39.0 million in the 1Q13 and the negative net result of R\$262.5 million in the 2Q12.
- ✓ **Consolidated shareholders' equity** of **R\$2,523.2 million** in the end of 2Q13.

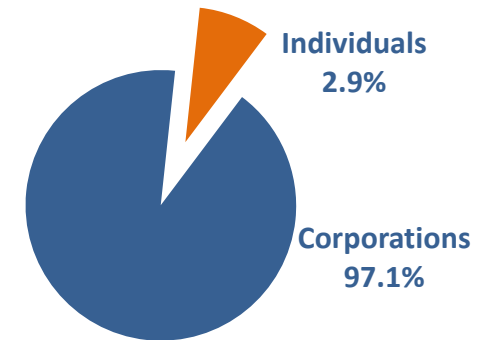
# Shareholder Composition

Shareholding Structure on June 30, 2013

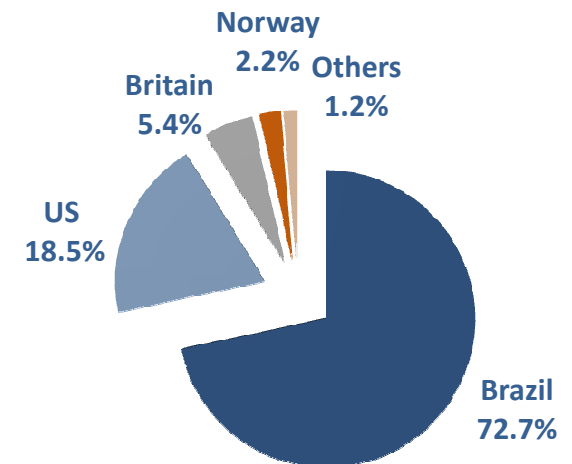
	ON*	PN*	Total*	%
Banco BTG Pactual S/A	149.156	33.114	182.271	34,1%
Caixapar	143.307	54.803	198.110	37,0%
Free-Float	0	154.696	154.696	28,9%
<b>Total</b>	<b>292.463</b>	<b>242.613</b>	<b>535.076</b>	<b>100,0%</b>

\* Thousand Shares

% Stake of Free Float



Geographical Distribution– Free Float as of 06/30/2013

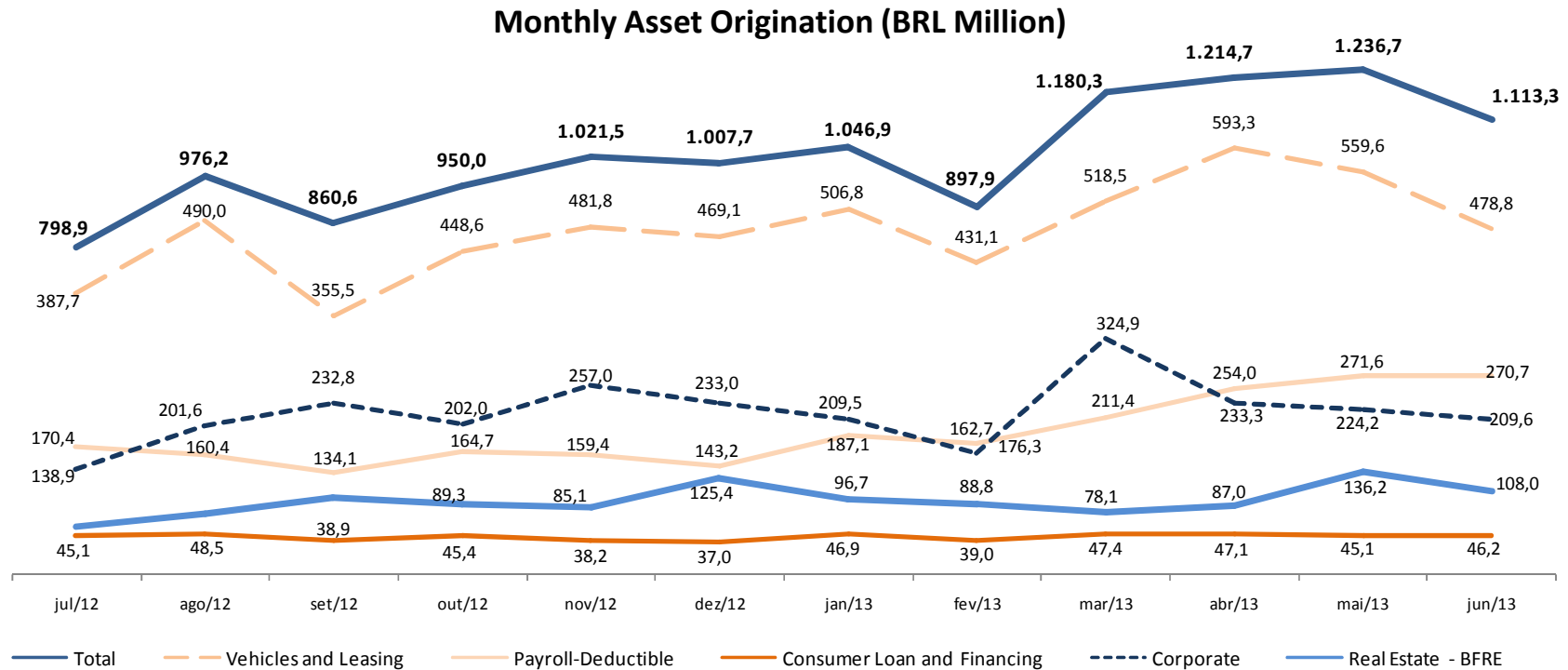


# NIM and P&L Statement

Net Interest Margin (BRL Million)	2Q13	1Q13	2Q12	Δ 2Q13 / 1Q13	Δ 2Q13 / 2Q12
<b>1. Income from Financial Intermediation Before LLP</b>	<b>751.7</b>	<b>816.4</b>	<b>385.3</b>	-7.9%	95.1%
<b>2. Average Interest-Earning Assets</b>	<b>17,246.2</b>	<b>15,895.4</b>	<b>12,304.7</b>	8.5%	40.2%
- Average Loan Portfolio	13,468.5	12,786.3	8,680.4	5.3%	55.2%
- Opening Balance	13,005.6	12,567.1	8,279.1	3.5%	57.1%
- Closing Balance	13,931.4	13,005.6	9,081.7	7.1%	53.4%
- Average Securities and Derivatives	1,996.7	2,215.1	1,771.1	-9.9%	12.7%
- Opening Balance	1,974.6	2,455.5	1,768.0	-19.6%	11.7%
- Closing Balance	2,018.7	1,974.6	1,774.1	2.2%	13.8%
- Average Interbank Investments	1,781.1	894.1	1,853.3	99.2%	-3.9%
- Opening Balance	1,278.7	509.4	2,243.8	151.0%	-43.0%
- Closing Balance	2,283.4	1,278.7	1,462.7	78.6%	56.1%
<b>(1) / (2) Net Interest Margin - NIM (% p.a.)</b>	<b>18.6%</b>	<b>22.2%</b>	<b>13.1%</b>	<b>-3.6 p.p.</b>	<b>5.5 p.p.</b>

Gross Profit (BRL Million)	2Q13	1Q13	2Q12	Δ 2T13 / 1T13	Δ 2T13 / 2T12
<b>Revenue from Financial Intermediation</b>	<b>1,264.9</b>	<b>1,005.9</b>	<b>809.5</b>	<b>25.8%</b>	<b>56.3%</b>
Lending Operations	1,025.4	952.2	449.2	7.7%	128.3%
Leasing operations	18.6	17.7	25.5	5.1%	-27.1%
Securities transactions	77.7	124.7	78.5	-37.7%	-1.0%
Derivative transactions	81.9	-103.3	226.0	179.3%	-63.7%
Foreign exchange transactions	61.3	14.6	30.3	319.3%	102.2%
<b>Expenses on Financial Intermediation</b>	<b>738.6</b>	<b>497.3</b>	<b>865.5</b>	<b>48.5%</b>	<b>-14.7%</b>
Funding Operations and Derivatives Transactions	471.9	181.6	424.1	159.8%	11.3%
Loan Operations	41.3	7.9	0.0	422.9%	0.0%
Allowance for Loan Losses	225.4	307.7	441.4	-26.8%	-48.9%
<b>Gross Profit from Financial Intermediation</b>	<b>526.3</b>	<b>508.6</b>	<b>(56.0)</b>	<b>3.5%</b>	<b>1039.8%</b>
<b>Other Operating Revenues (Expenses)</b>	<b>(497.1)</b>	<b>(441.8)</b>	<b>(357.4)</b>	<b>-12.5%</b>	<b>-39.1%</b>
<b>Income from Operations</b>	<b>29.2</b>	<b>66.8</b>	<b>(413.4)</b>	<b>-56.3%</b>	<b>107.1%</b>
<b>Non Operating Expenses</b>	<b>(22.2)</b>	<b>(8.7)</b>	<b>(25.0)</b>	<b>-156.6%</b>	<b>11.1%</b>
Income and Social Contribution Taxes	(46.6)	(57.8)	175.8	19.4%	-126.5%
Deferred tax credits and Others	52.4	38.7	0.1	35.3%	52256.0%
<b>Net Income</b>	<b>12.7</b>	<b>39.0</b>	<b>(262.5)</b>	<b>-67.3%</b>	<b>104.9%</b>

# Loan Portfolio - Asset Origination

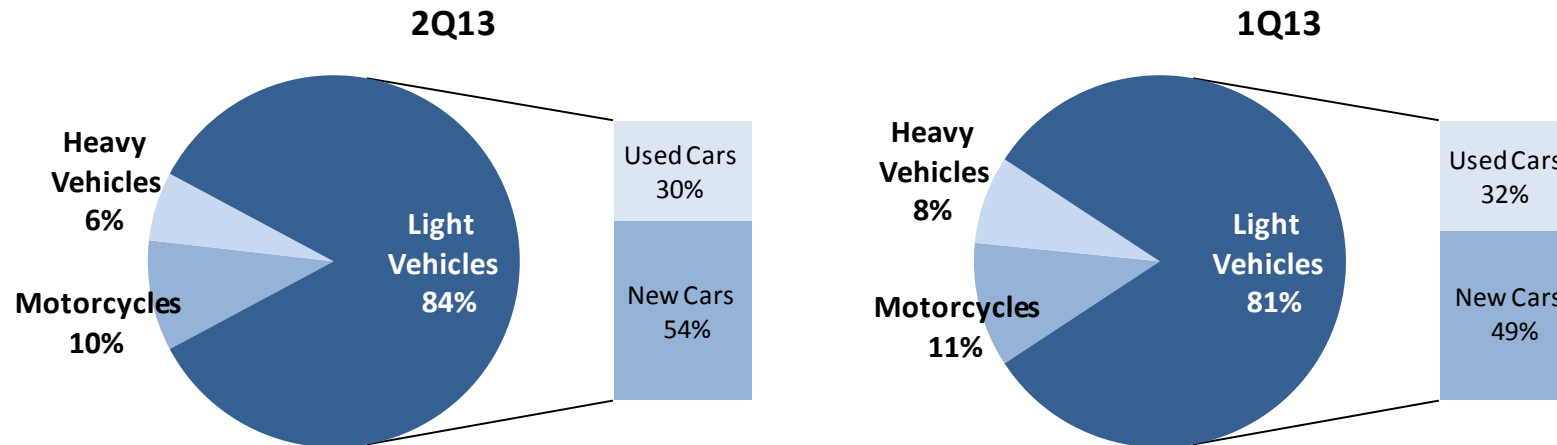


## Average Monthly Origination – By Product (BRL Million)

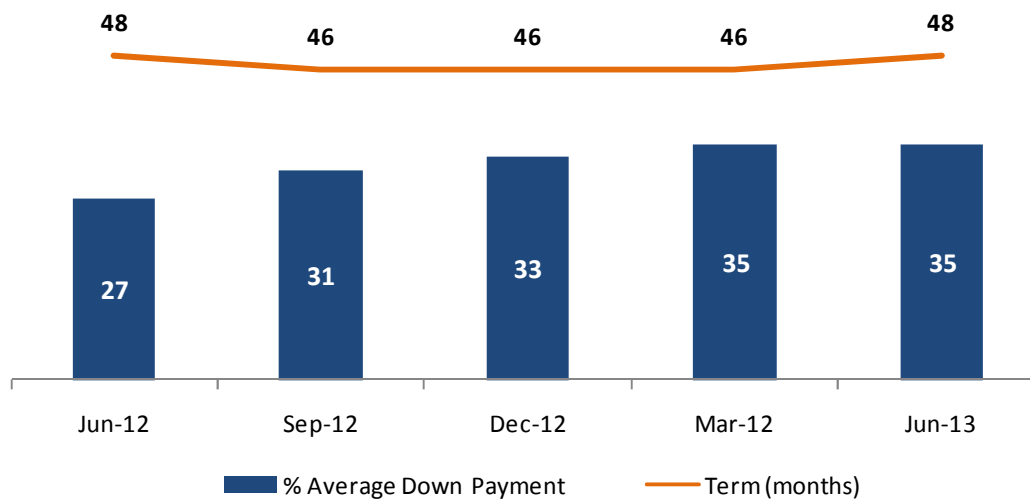
Products	2Q13		1Q13		2Q12		Δ 2Q13/ 1Q13	Δ 2Q13/ 2Q12
	Production	Part.	Production	Part.	Production	Part.		
Vehicles	543,9	52,2%	485,5	46,6%	270,5	52,3%	12,0%	101,1%
Payroll -Deductible	265,4	25,5%	191,6	18,4%	107,4	20,8%	38,5%	147,1%
Consumer Loan and Fin	46,1	4,4%	44,4	4,3%	33,0	6,4%	3,7%	39,8%
Corporate	222,4	21,3%	232,4	22,3%	106,1	20,5%	-4,3%	109,5%
Real Estate - BFRE	110,4	10,6%	87,8	8,4%	0,0	0,0%	25,7%	N/A
<b>Total</b>	<b>1.188,2</b>	<b>100%</b>	<b>1.041,7</b>	<b>100%</b>	<b>517,0</b>	<b>100,0%</b>	<b>14,1%</b>	<b>129,8%</b>

# Asset Origination - Vehicle

% Share in New Financing (Vehicles)



Loan Average Term and Down Payment



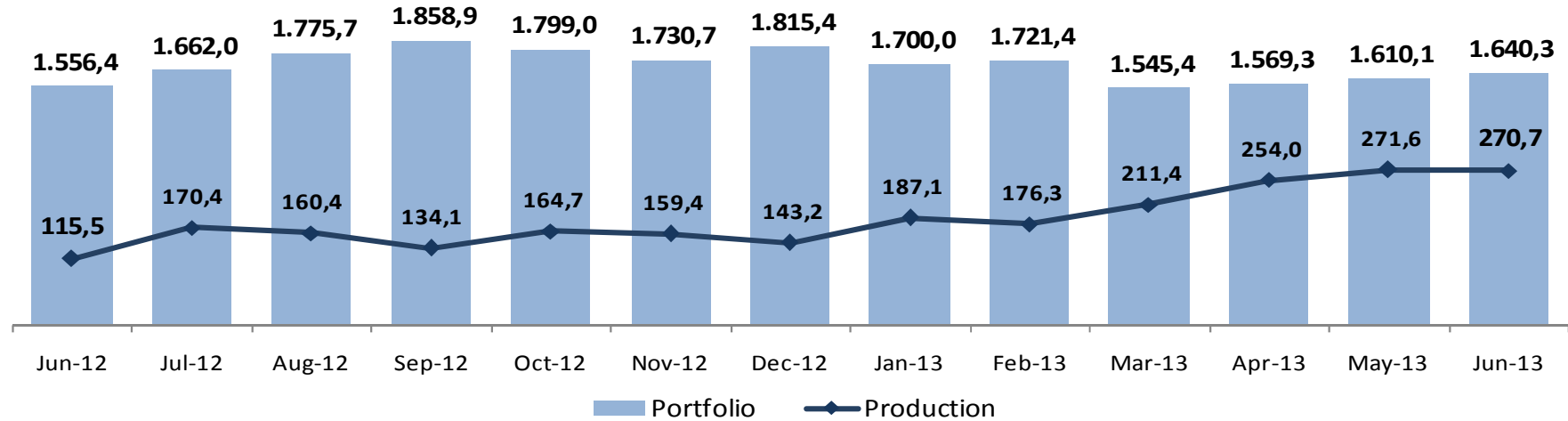
Spread Out Origination

% origination by group*	Jun/13
Maior grupo	2.9%
2º maior grupo	2.4%
3º maior grupo	1.2%
10 maiores grupos	15.7%
50 maiores grupos	29.8%

\* % of total origination of vehicle financing by economic group (dealers network) 7

# Payroll Deduction Loans

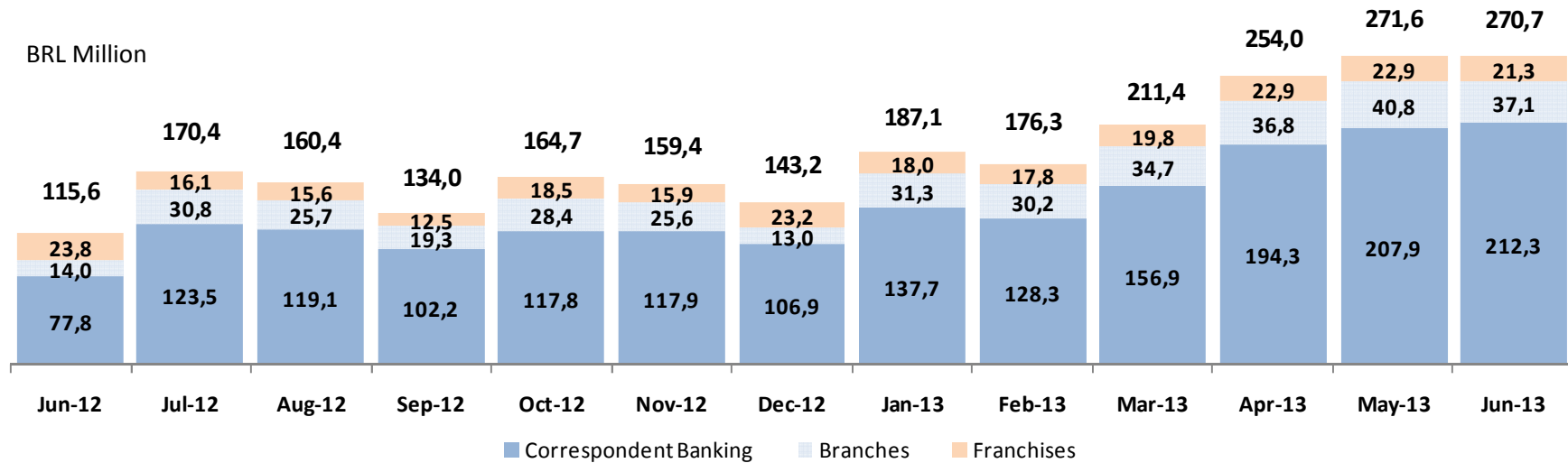
BRL Million



## Origination by Sales Channel

BRL Million

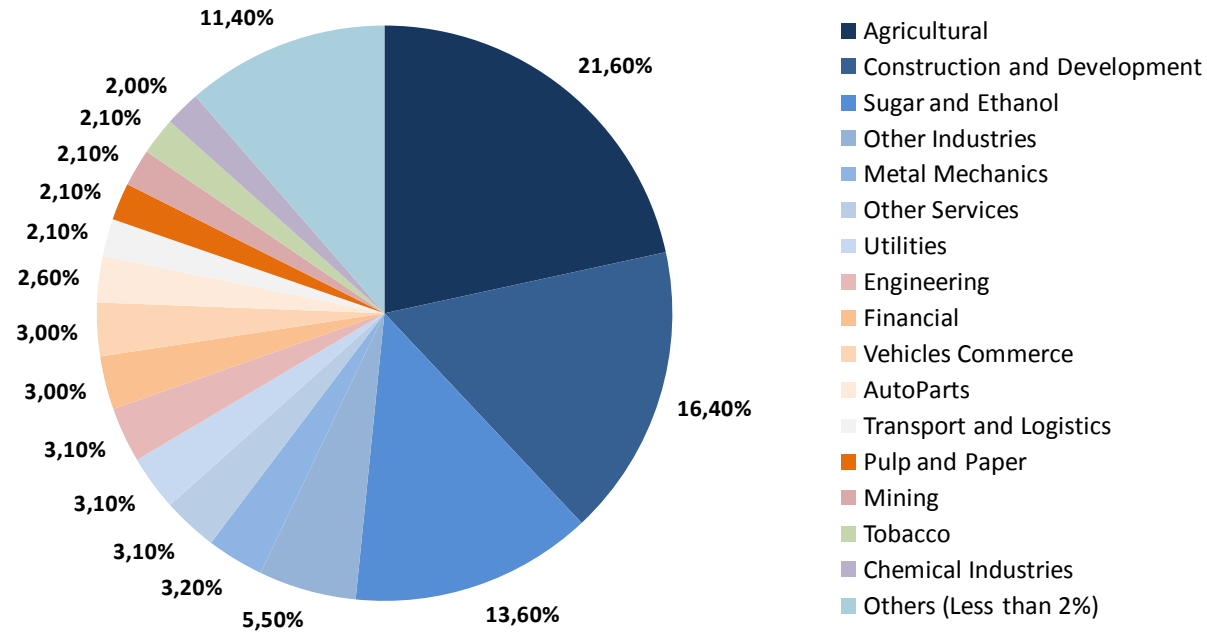
BRL Million



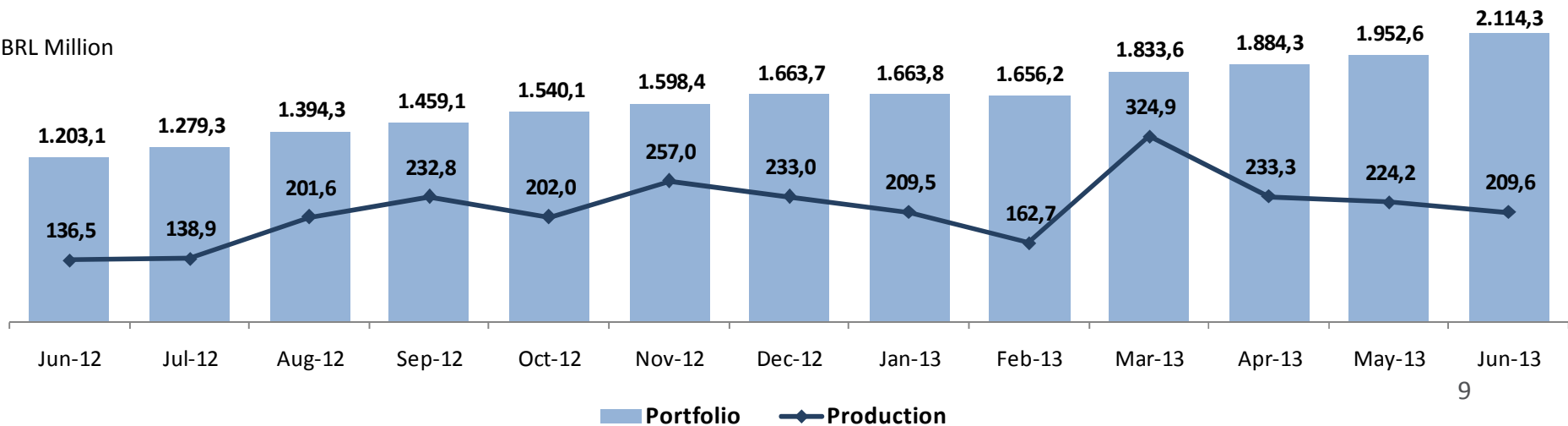


# Corporate Loans

## Corporate Loan Portfolio by Industry

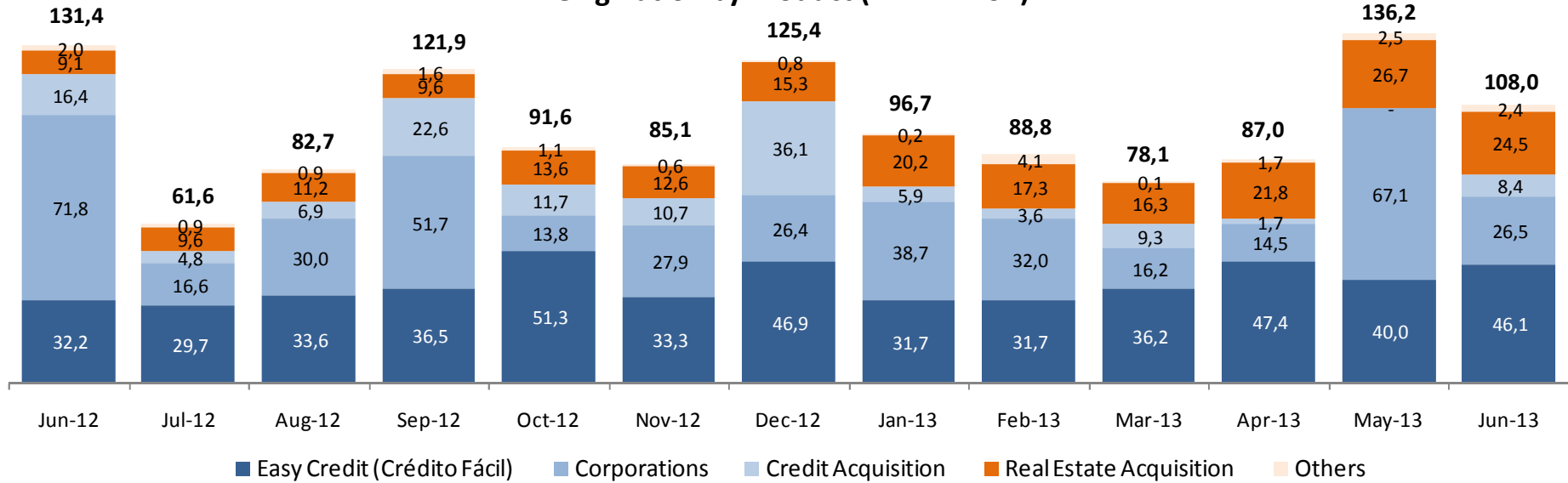


BRL Million

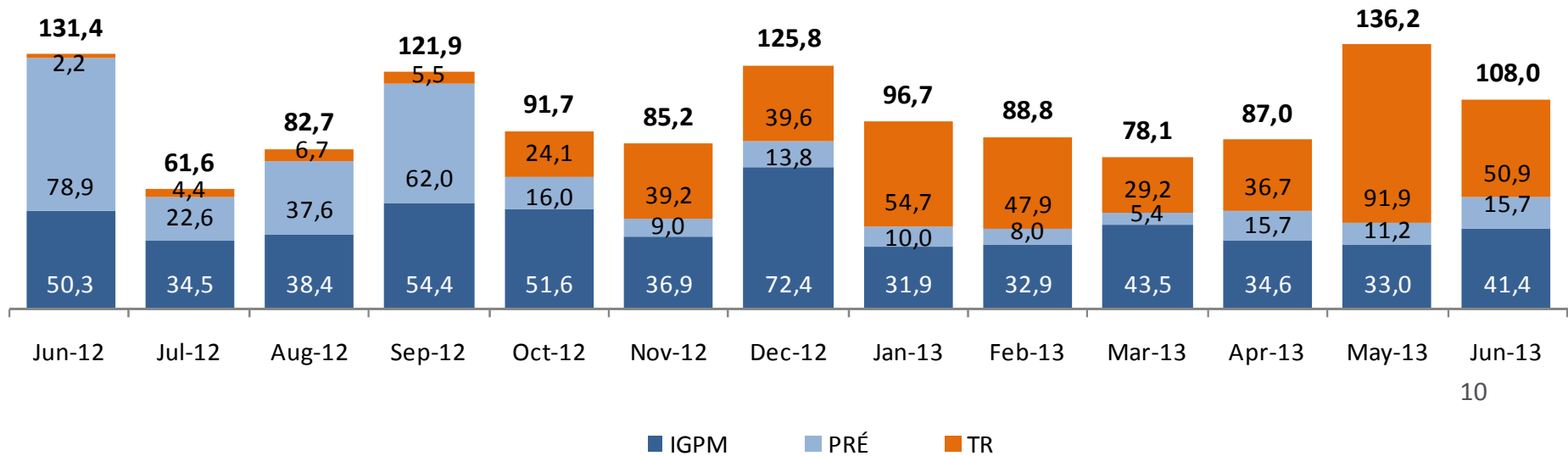


# Origination – Real Estate

## Origination by Product (BRL Million)



## Origination by Index (BRL Million)

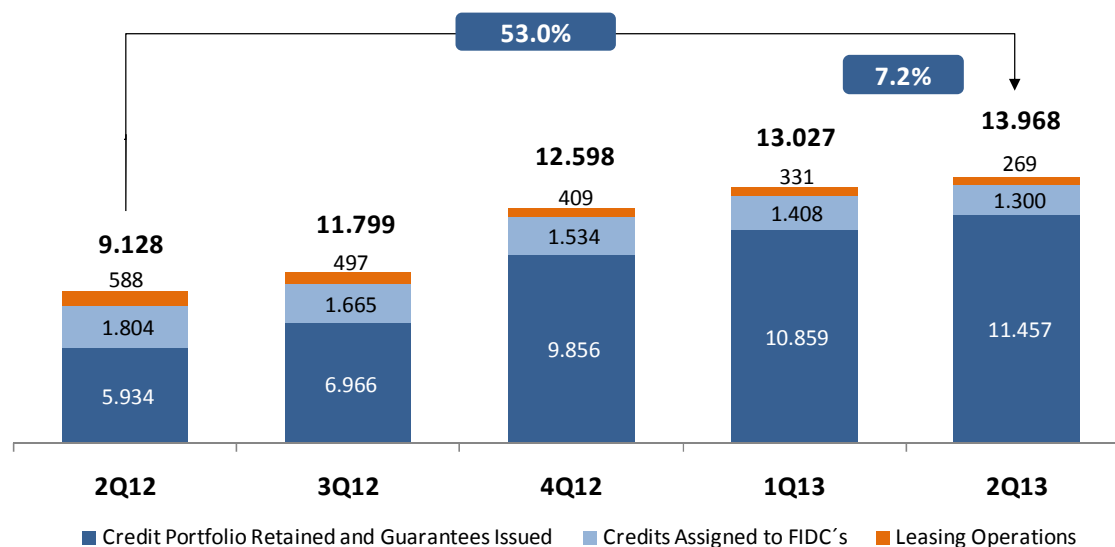


# Credit Portfolio

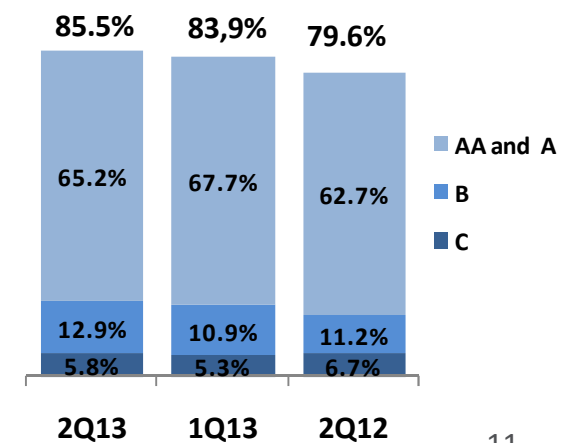
## Expanded Credit Portfolio “on balance sheet” (BRL Million)

Type of Loans (R\$ MM)	2Q13	Part. %	1Q13	Part. %	2Q12	Part. %	Δ 2Q13/ 1Q13	Δ 2Q13/ 2Q12
CDC Vehicles	7,532.9	53.9%	7,469.3	57.3%	5,488.6	60.1%	0.9%	37.2%
Consumer Loans	87.6	0.6%	91.8	0.7%	108.7	1.2%	-4.6%	-19.4%
Credit Cards	650.0	4.7%	281.1	2.2%	363.3	4.0%	131.3%	78.9%
Leasing Operations	216.2	1.5%	269.1	2.1%	497.0	5.4%	-19.7%	-56.5%
Payroll Deduction Loans	1,412.2	10.1%	1,261.9	9.7%	1,003.0	11.0%	11.9%	40.8%
Corporate	2,114.3	15.1%	1,833.5	14.1%	1,157.3	12.7%	15.3%	82.7%
Real Estate	1,363.2	9.8%	1,274.4	9.8%	-	-	7.0%	0.0%
Renegotiations	28.2	0.2%	29.7	0.2%	45.2	0.5%	-5.1%	-37.5%
Amounts with Credit Characteristics Receivable	523.8	3.7%	488.9	3.8%	397.0	4.3%	7.1%	31.9%
Guarantees Issued	36.7	0.3%	21.1	0.2%	46.5	0.5%	73.8%	-21.1%
Others	3.0	0.0%	5.7	0.0%	21.6	0.2%	-46.9%	-86.1%
<b>Portfolio of Credit</b>	<b>13,968.1</b>	<b>100.0%</b>	<b>13,026.6</b>	<b>100.0%</b>	<b>9,128.2</b>	<b>100.0%</b>	<b>7.2%</b>	<b>53.0%</b>
Portfolio of Credit Assigned with Recourse	796.2		972.9		1,629.4		-18.2%	-51.1%
<b>Total Portfolio of Credit</b>	<b>14,764.4</b>		<b>13,999.5</b>		<b>10,757.6</b>		<b>5.5%</b>	<b>37.2%</b>

## Credit Portfolio with Retained Result (BRL Million)



## Portfolio Quality <sup>1</sup>

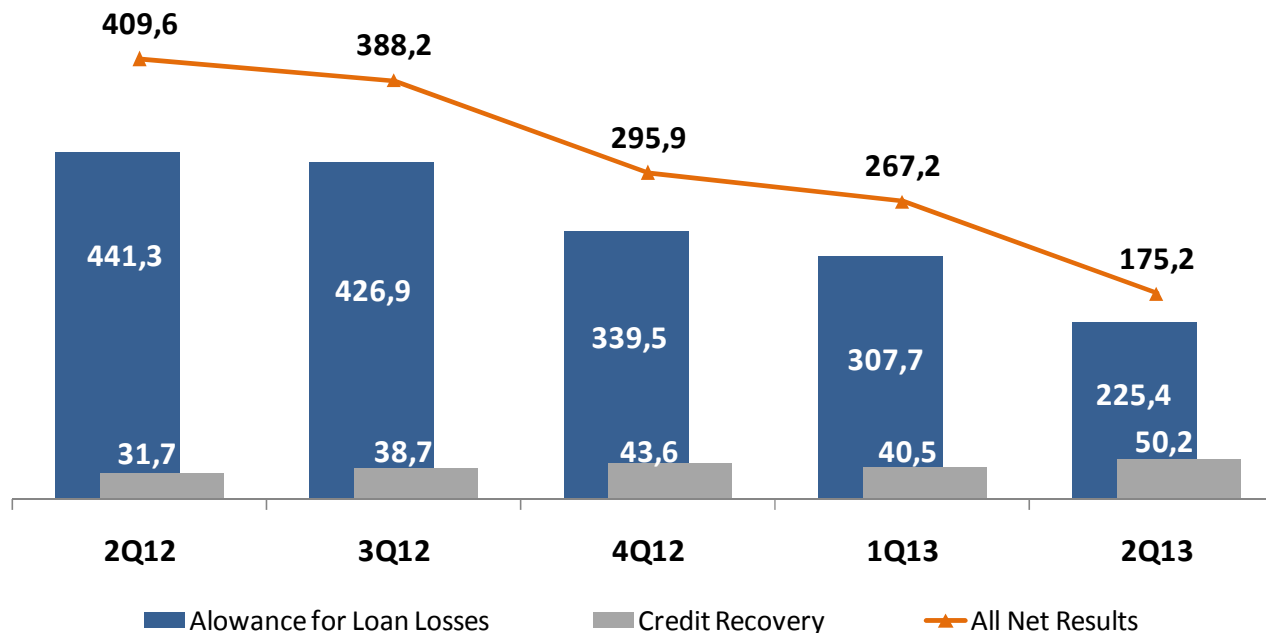


<sup>1</sup> % Credits classified from AA to C (Resolution 2,682 from CMN)

## Costs and Expenses

G&A (BRL thousand)	2Q13	1Q13	2Q12	Δ 2Q13 / 1Q13	Δ 2Q13 / 2Q12
Personnel expenses	103,094	99,216	47,345	3.9%	117.8%
Other administrative expenses	244,298	218,418	234,441	11.8%	4.2%
Tax expenses	53,086	52,334	27,485	1.4%	93.1%
<b>Total</b>	<b>400,478</b>	<b>369,968</b>	<b>309,271</b>	<b>8.2%</b>	<b>29.5%</b>
Comissions due to credit assignments	86,404	73,231	73,865	52.4%	17.0%
<b>Total without Comissions</b>	<b>486,882</b>	<b>443,199</b>	<b>383,136</b>	<b>9.9%</b>	<b>27.1%</b>

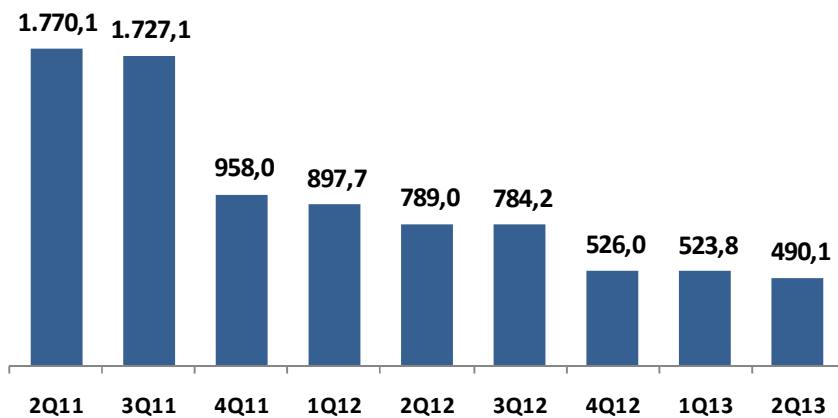
### Allowance for Loan Losses and Credit Recovery (BRL Million)



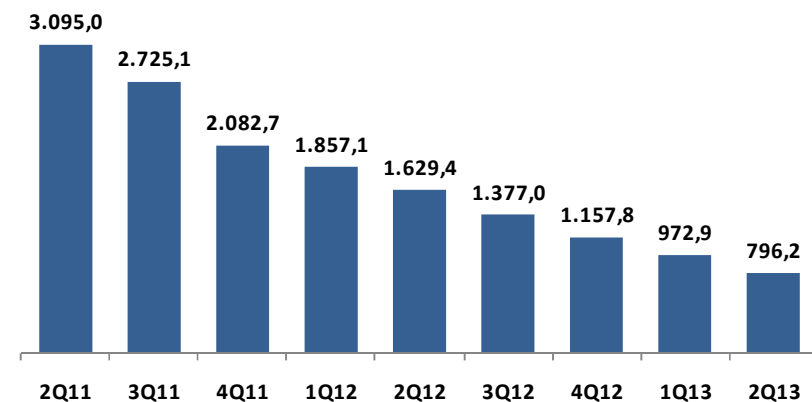
# Funding

Funding Sources (BRL Million)	1Q13	1Q13	2Q12	Δ 2Q13/ 1Q13	Δ 2Q13/ 2Q12
Time Deposits and Interbank Deposits	8,021.2	6,519.4	4,720.5	23.0%	69.9%
Real estate and agribusiness letters of credit and CRIs	2,134.4	1,760.0	386.6	21.3%	452.1%
Securities and subordinated debt issues	1,957.9	1,735.9	2,073.5	12.8%	-5.6%
Treasury bills	2,034.3	1,588.6	883.9	28.1%	130.2%
Money market funding	1,432.5	1,321.0	565.2	8.4%	153.5%
Credit Assignments to other Financial Institutions	796.2	972.9	1,638.8	-18.2%	-51.4%
FIDCs	170.7	444.2	955.5	-61.6%	-82.1%
Demand Deposits	139.5	122.7	52.7	13.7%	164.7%
Debentures	40.7	47.4	0.0	-14.2%	0.0%
<b>Total</b>	<b>16,727.4</b>	<b>14,512.0</b>	<b>11,276.7</b>	<b>15.3%</b>	<b>48.3%</b>

**DPGE (BRL Million)**



**Credit Portfolio Assigned with Recourse (BRL Million)**



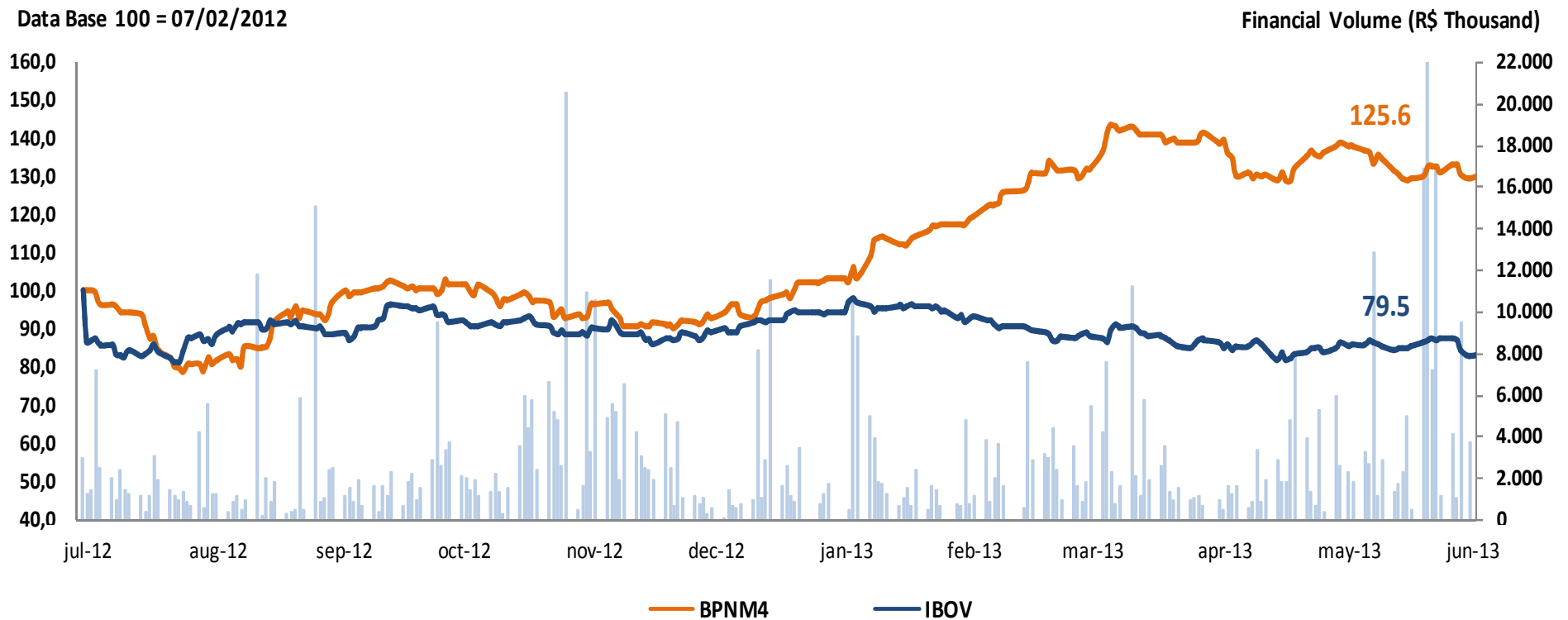
# Basel Ratio and Operating Margin

## Basel Ratio and Operating Margin (BRL Million)

Capital Adequacy (BRL Million)	2Q13		1Q13	
	Financial	Economic - Financial	Financial	Economic - Financial
<b>1. Adjusted Reference Shareholders' Equity</b>	<b>2,676.6</b>	<b>2,214.6</b>	<b>2,387.5</b>	<b>1,943.4</b>
Tier I	1,785.3	1,477.3	1,610.6	1,296.9
Tier II	891.3	737.3	803.3	646.5
<b>2. Required Reference Shareholders' Equity</b>	<b>1,901.2</b>	<b>1,918.7</b>	<b>1,835.6</b>	<b>1,816.7</b>
Risk Weighted Assets - PEPR	1,662.9	1,617.6	1,570.9	1,508.4
Exchange Variation Risk - PCAM	-	-	-	-
Interest (pre-fixed) - PJUR1	17.7	17.2	50.2	50.1
Interest (inflation) - PJUR3	6.1	53.6	-	27.8
Interest (interest) - PJUR4	-	5.5	-	5.7
Operational Risk - POPR	214.5	221.1	214.5	221.1
Shares Price Fluctuation - PACS	-	3.7	-	3.6
<b>Basel Ratio ( 1 / ( 2 / 0,11 ) )</b>	<b>15.49%</b>	<b>12.70%</b>	<b>14.31%</b>	<b>11.77%</b>
3. Banking Positioning Risk - RBAN	70.1	77.0	6.1	8.2
<b>Operating Margin ( 1 - 2 - 3 )</b>	<b>705.3</b>	<b>218.9</b>	<b>545.8</b>	<b>118.5</b>

# Stock Performance

- Total volume traded in 2Q13 was R\$275.3 million, for a daily average of R\$4.7 million, 42.4% higher than the daily average in the previous quarter.
- Banco Pan Stocks depreciated 24.2% in 2Q13, in the same period, the Bovespa Index (IBOV) down by 15.8%.



# Contact

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