

# ITAÚ UNIBANCO HOLDING S.A.

CNPJ 60.872.504/0001-23

A Publicly Listed Company

NIRE 35300010230

## ANNOUNCEMENT TO THE MARKET

### Conference Calls of the 1st quarter 2018 Result

In accordance with the invitation extended to the market participants and regulators and published in the investor relations website of Itaú Unibanco Holding ([www.itaub.com.br/investor-relations](http://www.itaub.com.br/investor-relations)), the company will hold conference calls on May 2, 2018, of the first quarter 2018 result. The information and forecasts presented are based on information available up to the time of the events and involve risks, uncertainties and assumptions that may be beyond our control.

We wish to inform that, with respect to the public conference calls, Itaú Unibanco Holding provides:

- On the night of May 1, 2018:
  - o The slides that will be presented, both in English and Portuguese (also sent to the Brazilian Securities and Exchange Commission - CVM and to B3);
- Following the scheduled end to the calls (11:30 a .m. in English and 1:00 p.m. in, Portuguese, Brasília time):
  - o Audio replays by calling (55 11) 3193-1012 or (55 11) 2820-4012, the passwords being 134217# (English) and 091568# (Portuguese). The replays will be available immediately following the calls until May 8, 2018;
  - o The audio formats in the Investor Relations site within two hours; and
  - o The transcriptions of the audio replays within a period of five days after the calls.

The public release of this information underscores our commitment to the transparency of our announcements to our different strategic audiences.

São Paulo, May 1, 2018.

**Alexsandro Broedel**

Group Executive Finance Director and Investor Relations Officer



## Conference Call

# 1<sup>st</sup> quarter 2018 - Earnings Review

### **Candido Botelho Bracher**

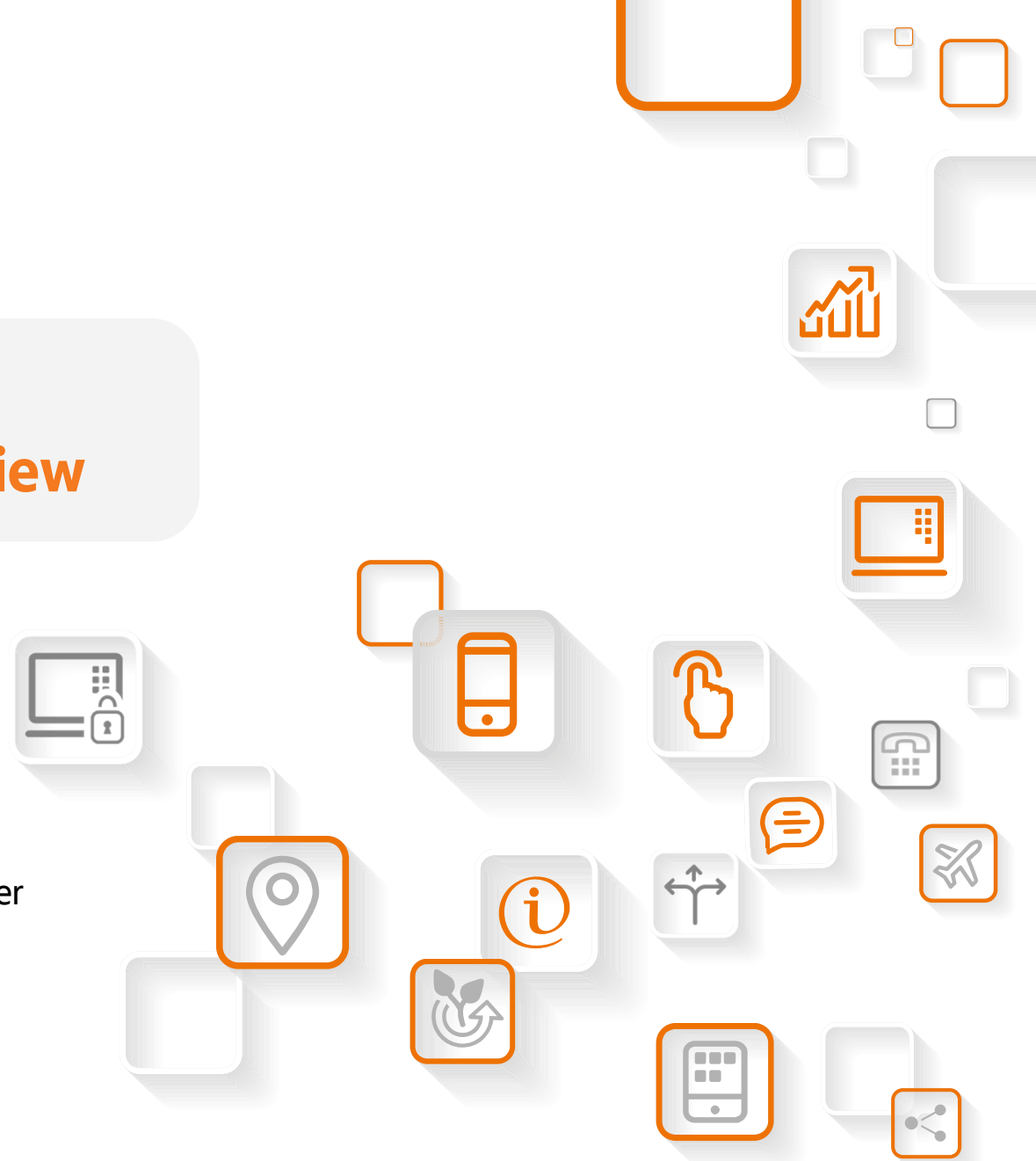
President and CEO

### **Caio Ibrahim David**

Executive Vice-President, CFO and CRO

### **Alexsandro Broedel**

Executive Finance Director and Investor Relations Officer



**As from the first quarter of 2018, we have started to present Citibank's retail operations in Brazil line by line in our managerial income statement.** For comparison purposes, we reprocessed the fourth quarter of 2017 to also present Citibank's operations in Brazil in all lines of our managerial income statement (previously presented on a specific line).

As from the second quarter of 2016, Itaú CorpBanca, the company resulting from the merger between Banco Itaú Chile and CorpBanca, has been consolidated in our financial statements, as we are the controlling stockholder of the new bank.

In order to allow comparison with previous periods, historical pro forma data of the combined results of Itaú Unibanco and CorpBanca for the periods before the second quarter of 2016 are presented in this conference call presentation.

## RECURRING NET INCOME

**R\$6.4**  
billion

### Consolidated

- ▲ + 2.2% (1Q18/4Q17)
- ▲ + 3.9% (1Q18/1Q17)

**R\$6.2**  
billion

### Brazil

- ▲ + 1.5% (1Q18/4Q17)
- ▲ + 3.5% (1Q18/1Q17)

## RECURRING ROE (p.a.)

**22.2%**

### Consolidated

- ▲ + 30 bps (1Q18/4Q17)
- ▲ + 20 bps (1Q18/1Q17)

**23.7%**

### Brazil

- ▲ + 20 bps (1Q18/4Q17)
- ▲ + 20 bps (1Q18/1Q17)

## CREDIT QUALITY (Mar-18)

NPL 90  
**3.1%**

### Consolidated

- stable (Mar-18/Dec-17)
- ▼ - 30 bps (Mar-18/Mar-17)

NPL 90  
**3.7%**

### Brazil

- stable (Mar-18/Dec-17)
- ▼ - 50 bps (Mar-18/Mar-17)

In R\$ millions, except when indicated	1Q18	▲ 4Q17
Financial Margin with Clients	15,261	(242)
Financial Margin with the Market	1,738	301
Commissions and Fees and Result from Insurance Operations <sup>1</sup>	10,130	(355)
Cost of Credit	(3,788)	470
Non-Interest Expenses	(11,676)	999
Income before Tax And Minority Interests	9,977	1,122
Effective Tax Rate	34.7%	+ 460 bps
Recurring Net Income	6,419	139
Credit Portfolio <sup>2</sup>	R\$601,056	967

<sup>1</sup> Result from Insurance (-) Retained Claims (-) Insurance Selling Expenses; <sup>2</sup> Includes financial guarantees provided and corporate securities.

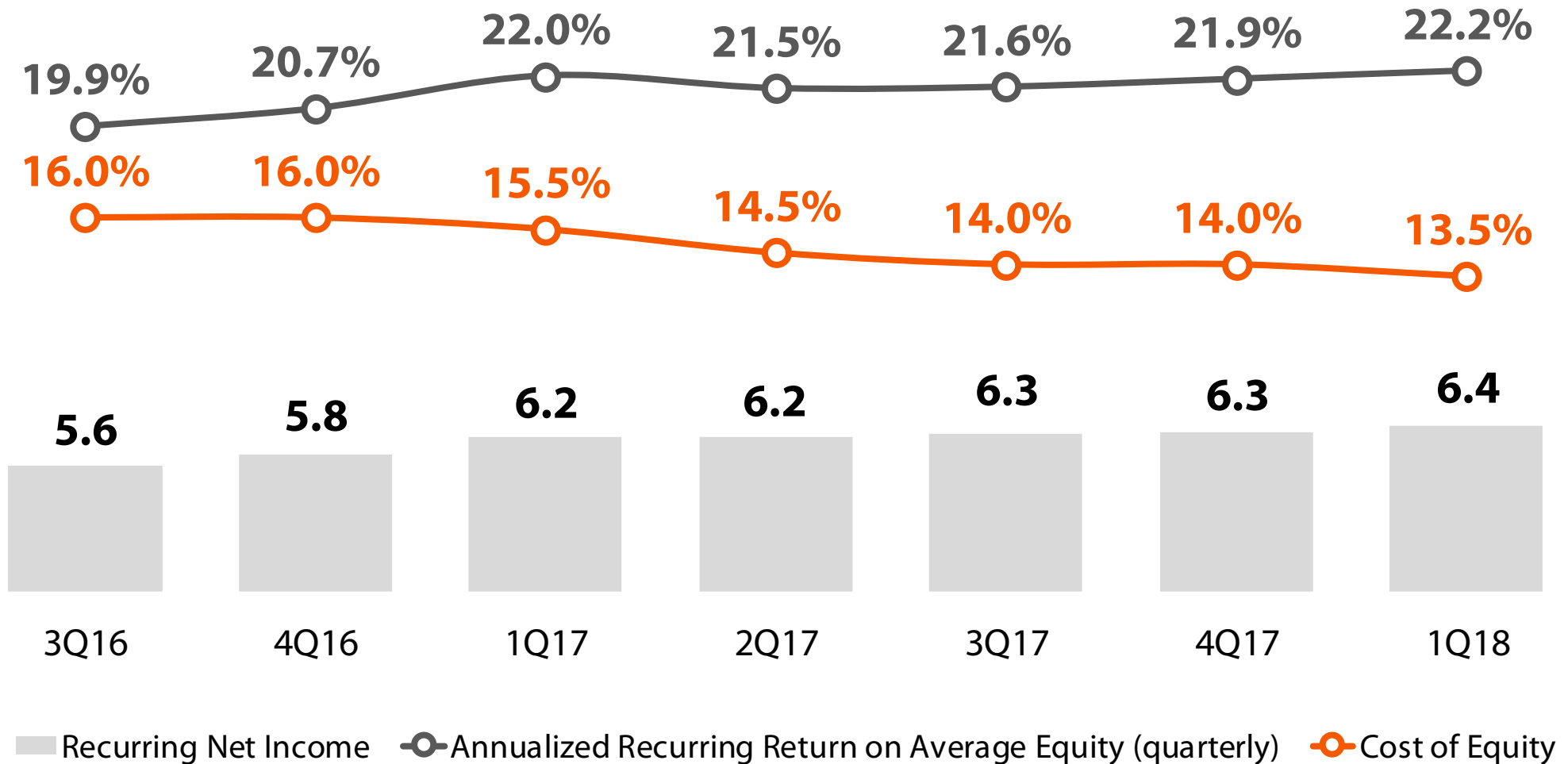
In R\$ billions	1Q18	4Q17	Δ	1Q17	Δ
<b>Operating Revenues</b>	<b>27.4</b>	<b>27.8</b>	<b>-1.5%</b>	<b>27.3</b>	<b>0.6%</b>
Managerial Financial Margin	17.0	16.9	0.3%	17.4	-2.4%
Financial Margin with Clients	15.3	15.5	-1.6%	15.5	-1.8%
Financial Margin with the Market	1.7	1.4	20.9%	1.9	-7.0%
Commissions and Fees	8.5	8.8	-2.8%	7.8	8.7%
Result from Insurance <sup>1</sup>	1.9	2.1	-10.6%	2.0	-5.4%
<b>Cost of Credit</b>	<b>(3.8)</b>	<b>(4.3)</b>	<b>-11.0%</b>	<b>(5.3)</b>	<b>-28.3%</b>
Provision for Loan Losses	(4.1)	(4.5)	-8.3%	(5.4)	-23.8%
Impairment	(0.2)	(0.3)	-33.7%	(0.4)	-57.9%
Discounts Granted	(0.3)	(0.3)	-15.4%	(0.3)	-3.1%
Recovery of Loans Written Off as Losses	0.8	0.8	-5.8%	0.8	-6.3%
<b>Retained Claims</b>	<b>(0.3)</b>	<b>(0.4)</b>	<b>-25.1%</b>	<b>(0.3)</b>	<b>-12.9%</b>
<b>Other Operating Expenses</b>	<b>(13.4)</b>	<b>(14.4)</b>	<b>-6.8%</b>	<b>(12.7)</b>	<b>5.4%</b>
Non-interest Expenses	(11.7)	(12.7)	-7.9%	(11.0)	6.1%
Tax Expenses and Other <sup>2</sup>	(1.7)	(1.7)	1.6%	(1.7)	0.7%
<b>Income before Tax and Minority Interests</b>	<b>10.0</b>	<b>8.9</b>	<b>12.7%</b>	<b>9.0</b>	<b>11.2%</b>
<b>Income Tax and Social Contribution</b>	<b>(3.5)</b>	<b>(2.7)</b>	<b>29.8%</b>	<b>(2.8)</b>	<b>25.1%</b>
<b>Minority Interests in Subsidiaries</b>	<b>(0.1)</b>	<b>0.1</b>	<b>-204.7%</b>	<b>(0.0)</b>	<b>250.8%</b>
<b>Recurring Net Income</b>	<b>6.4</b>	<b>6.3</b>	<b>2.2%</b>	<b>6.2</b>	<b>3.9%</b>

<sup>1</sup> Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

<sup>2</sup> Include Tax Expenses (ISS, PIS, COFINS and other) and Insurance Selling Expenses.

# Recurring Net Income and ROE

In R\$ billions



# Business Model



In R\$ billions

	1Q18					1Q17					Δ				
	Consolidated	Credit	Trading	Insurance and Services	Excess Capital	Consolidated	Credit	Trading	Insurance and Services	Excess Capital	Consolidated	Credit	Trading	Insurance and Services	Excess Capital
<b>Operating Revenues</b>	<b>27.4</b>	<b>13.9</b>	<b>0.6</b>	<b>12.3</b>	<b>0.6</b>	<b>27.3</b>	<b>14.0</b>	<b>0.6</b>	<b>12.0</b>	<b>0.7</b>	<b>0.2</b>	<b>(0.1)</b>	<b>0.0</b>	<b>0.4</b>	<b>(0.2)</b>
Managerial Financial Margin	17.0	11.1	0.6	4.7	0.6	17.4	11.5	0.6	4.6	0.7	(0.4)	(0.4)	0.0	0.2	(0.2)
Commissions and Fees	8.5	2.8	0.0	5.7	-	7.8	2.4	0.0	5.4	-	0.7	0.4	(0.0)	0.3	-
Result from Insurance <sup>1</sup>	1.9	-	-	1.9	-	2.0	-	-	2.0	-	(0.1)	-	-	(0.1)	-
<b>Cost of Credit</b>	<b>(3.8)</b>	<b>(3.8)</b>	-	-	-	<b>(5.3)</b>	<b>(5.3)</b>	-	-	-	<b>1.5</b>	<b>1.5</b>	-	-	-
<b>Retained Claims</b>	<b>(0.3)</b>	-	-	<b>(0.3)</b>	-	<b>(0.3)</b>	-	-	<b>(0.3)</b>	-	<b>0.0</b>	-	-	<b>0.0</b>	-
<b>Non-interest Expenses and Other Expenses <sup>2</sup></b>	<b>(13.5)</b>	<b>(6.2)</b>	<b>(0.3)</b>	<b>(6.9)</b>	<b>(0.0)</b>	<b>(12.7)</b>	<b>(6.0)</b>	<b>(0.1)</b>	<b>(6.6)</b>	<b>(0.0)</b>	<b>(0.8)</b>	<b>(0.2)</b>	<b>(0.2)</b>	<b>(0.4)</b>	<b>0.0</b>
<b>Recurring Net Income</b>	<b>6.4</b>	<b>2.2</b>	<b>0.2</b>	<b>3.6</b>	<b>0.4</b>	<b>6.2</b>	<b>1.9</b>	<b>0.3</b>	<b>3.4</b>	<b>0.6</b>	<b>0.3</b>	<b>0.3</b>	<b>(0.0)</b>	<b>0.2</b>	<b>(0.2)</b>
<b>Average Regulatory Capital</b>	<b>121.5</b>	<b>61.4</b>	<b>1.8</b>	<b>34.3</b>	<b>24.0</b>	<b>115.3</b>	<b>59.5</b>	<b>2.6</b>	<b>28.0</b>	<b>25.4</b>	<b>6.2</b>	<b>2.0</b>	<b>(0.7)</b>	<b>6.3</b>	<b>(1.4)</b>
<b>Value Creation</b>	<b>2.5</b>	<b>0.2</b>	<b>0.2</b>	<b>2.5</b>	<b>(0.4)</b>	<b>2.0</b>	<b>(0.2)</b>	<b>0.2</b>	<b>2.4</b>	<b>(0.3)</b>	<b>0.6</b>	<b>0.5</b>	<b>0.0</b>	<b>0.1</b>	<b>(0.0)</b>
<b>Recurring ROE</b>	<b>22.2%</b>	<b>14.1%</b>	<b>53.0%</b>	<b>42.0%</b>	<b>6.8%</b>	<b>22.0%</b>	<b>12.7%</b>	<b>42.4%</b>	<b>48.8%</b>	<b>9.4%</b>	<b>30 bps</b>	<b>140 bps</b>	<b>1,060 bps</b>	<b>-670 bps</b>	<b>-260 bps</b>

<sup>1</sup> Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

<sup>2</sup> Include Tax Expenses (ISS, PIS, COFINS and other), Insurance Selling Expenses and Minority Interests in Subsidiaries.

In R\$ billions, end of period	1Q18	4Q17	Δ	1Q17	Δ
<b>Individuals</b>	<b>191.4</b>	<b>191.5</b>	<b>-0.1%</b>	<b>180.5</b>	<b>6.0%</b>
Credit Card Loans	65.0	66.9	-2.9%	56.2	15.6%
Personal Loans	27.4	26.4	3.9%	26.3	4.2%
Payroll Loans	44.7	44.4	0.6%	44.9	-0.4%
Vehicle Loans	14.3	14.1	1.7%	14.8	-3.1%
Mortgage Loans	40.0	39.7	0.7%	38.3	4.3%
<b>Companies</b>	<b>225.0</b>	<b>226.9</b>	<b>-0.8%</b>	<b>236.6</b>	<b>-4.9%</b>
Corporate Loans	162.0	165.1	-1.9%	176.6	-8.3%
Very Small, Small and Middle Market Loans	63.0	61.9	1.9%	60.0	5.2%
<b>Latin America</b>	<b>150.0</b>	<b>145.6</b>	<b>3.0%</b>	<b>133.3</b>	<b>12.5%</b>
<b>Total with Financial Guarantees Provided</b>	<b>566.4</b>	<b>564.1</b>	<b>0.4%</b>	<b>550.3</b>	<b>2.9%</b>
Corporate Securities	34.7	36.0	-3.7%	36.7	-5.4%
<b>Total with Financial Guarantees Provided and Corporate Securities</b>	<b>601.1</b>	<b>600.1</b>	<b>0.2%</b>	<b>587.0</b>	<b>2.4%</b>
<b>Total with Financial Guarantees Provided and Corporate Securities (ex-foreign exchange rate variation)</b>	<b>601.1</b>	<b>604.3</b>	<b>-0.5%</b>	<b>603.8</b>	<b>-0.4%</b>

Note: Excluding the effect of foreign exchange variation, the Corporate Loans portfolio would have decreased 2.0% in the quarter and 9.1% in the 12-month period and the Latin America portfolio would have increased 0.3% in the quarter and 1.4% in the 12-month period.

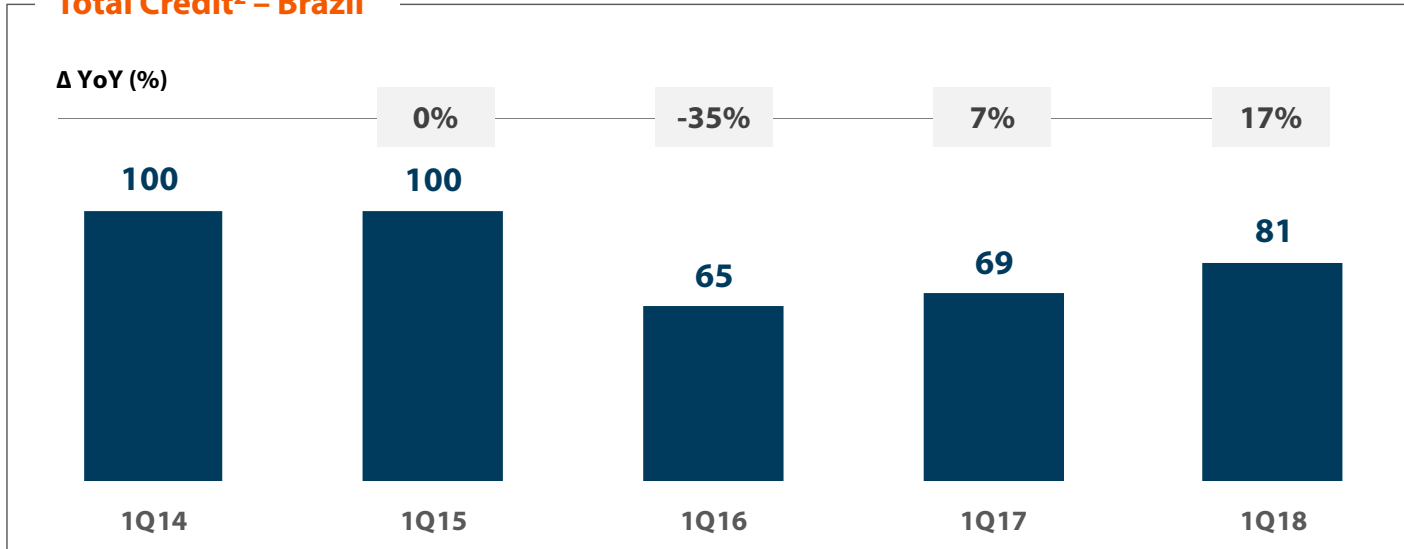


# Credit<sup>1</sup> Origination and Private Securities Issuance | Brazil

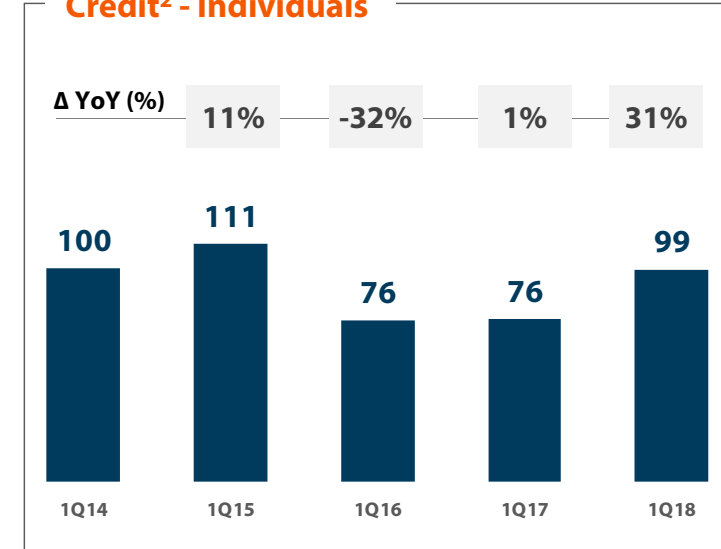


Base 100 = 1Q14

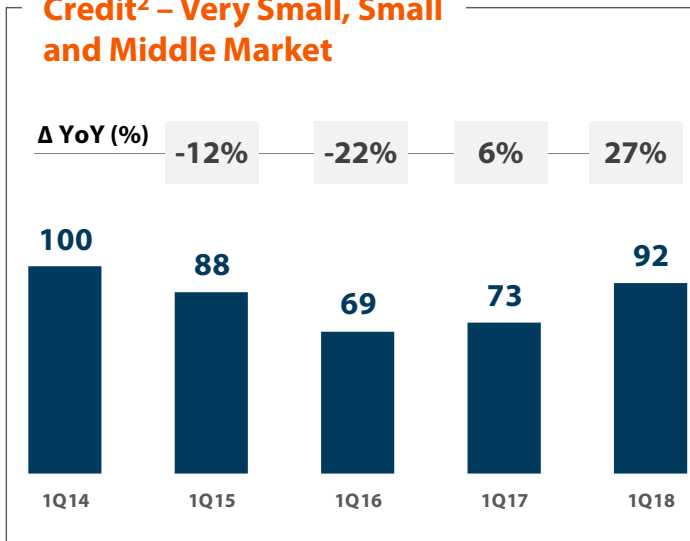
## Total Credit<sup>2</sup> – Brazil



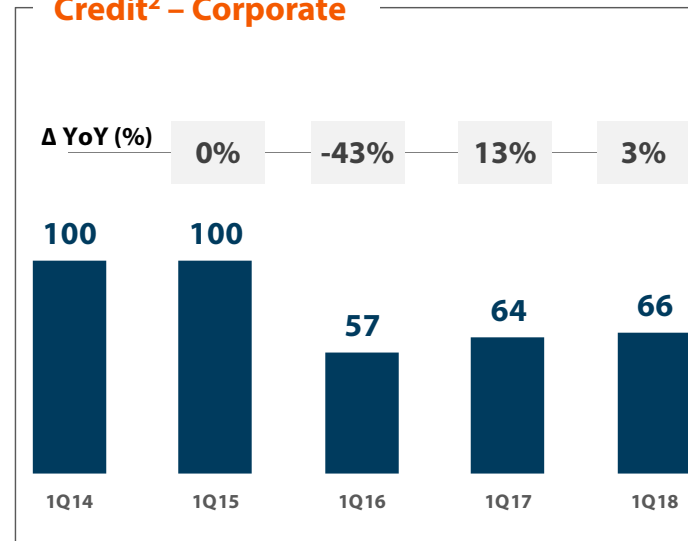
## Credit<sup>2</sup> - Individuals



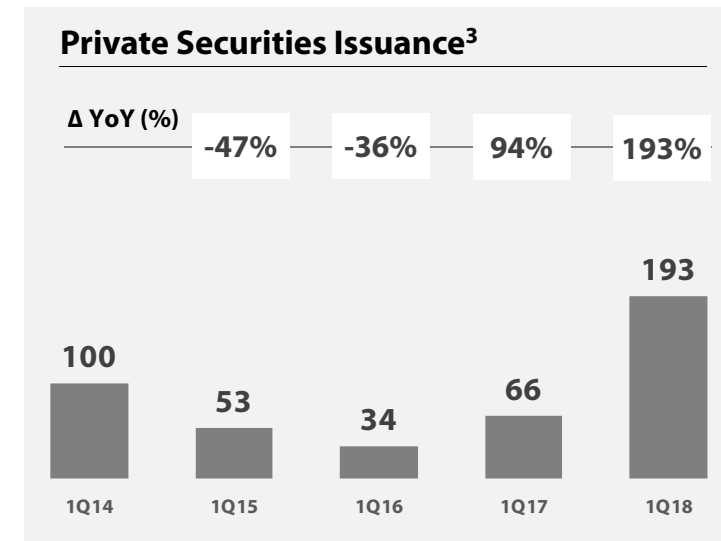
## Credit<sup>2</sup> – Very Small, Small and Middle Market



## Credit<sup>2</sup> – Corporate



## Private Securities Issuance<sup>3</sup>



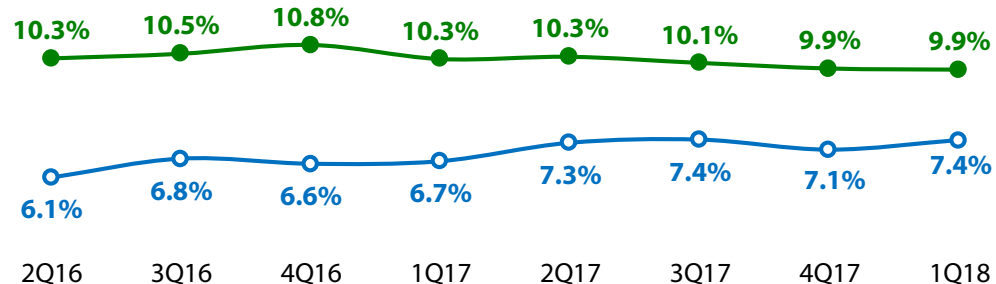
Note: Do not consider origination of Credit Card, Overdraft, Debt Renegotiation and other revolving credits. <sup>1</sup> Average origination per working day in the quarter, except for private securities issuance. <sup>2</sup> Does not include private securities issuance. <sup>3</sup> Source: ANBIMA. Considers total volume of fixed income and hybrid private securities issuance arranged by Itaú Unibanco on the local market (includes distributed volumes).

# Net Interest Margin and Financial Margin with Clients



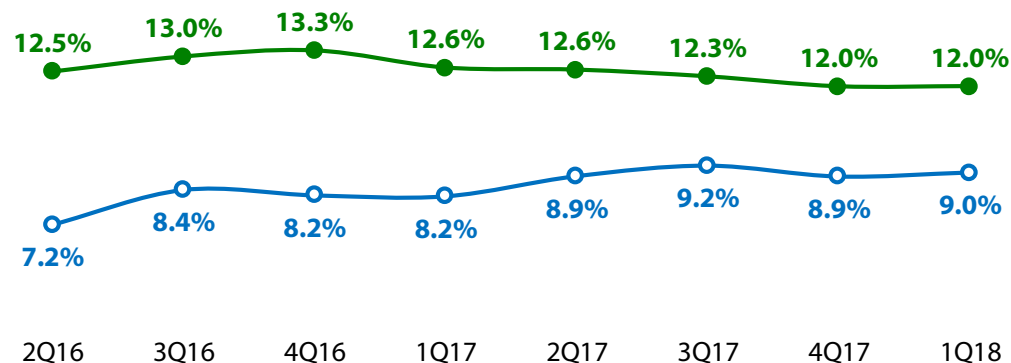
## Annualized Average Rate

Consolidated



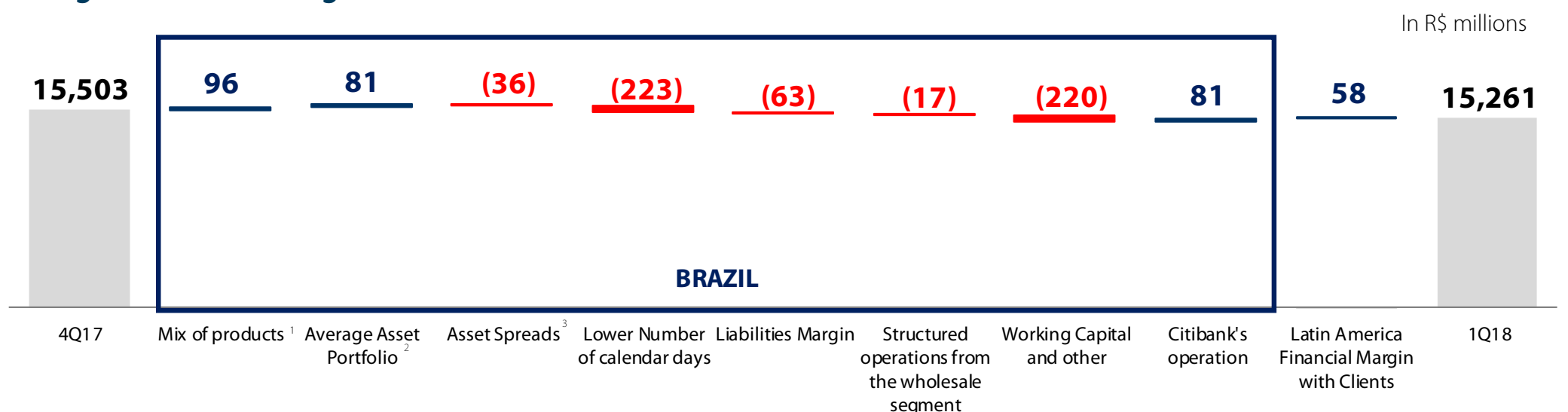
● Annualized average rate of financial margin with clients

Brazil



○ Annualized average risk-adjusted financial margin with clients

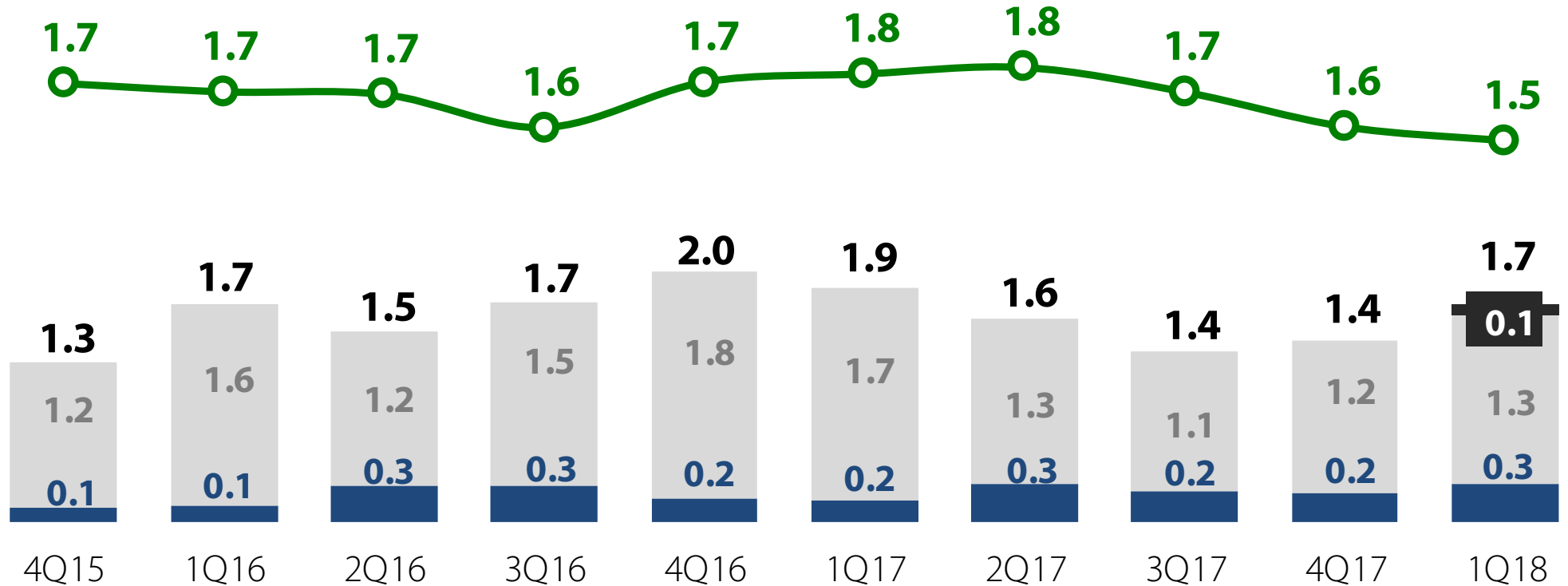
## Change in Financial Margin with Clients



<sup>1</sup> Change in the composition of assets with credit risk between periods. <sup>2</sup> Considers credit and private securities portfolio net of overdue balance over 60 days. <sup>3</sup> Spreads variation of assets with credit risk between periods.

# Financial Margin with the Market

In R\$ billions



■ Sale of B3 Shares

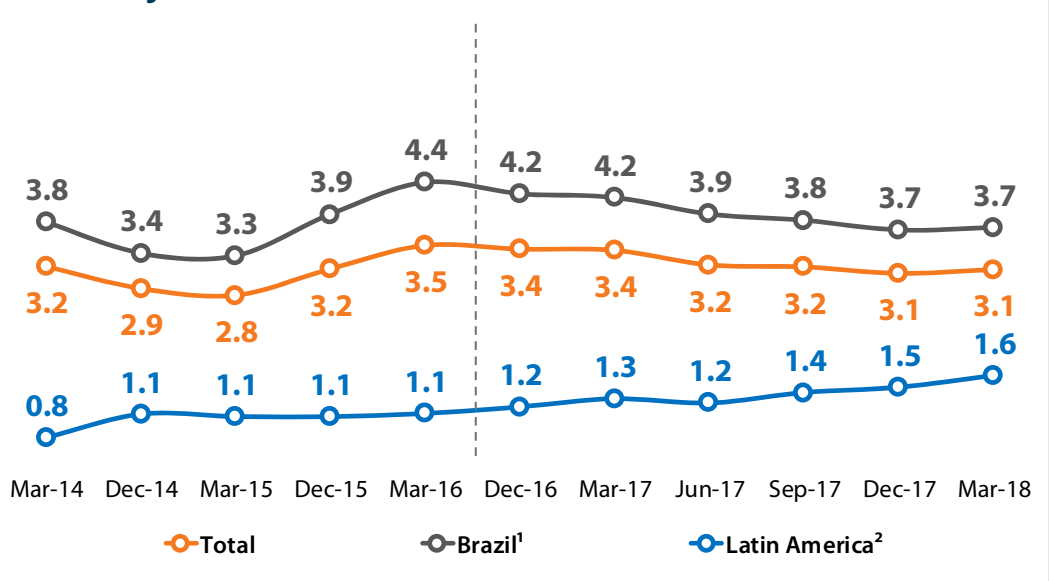
■ Financial Margin with the Market - Brazil<sup>1</sup>

■ Financial Margin with the Market - Latin America<sup>2,3</sup>

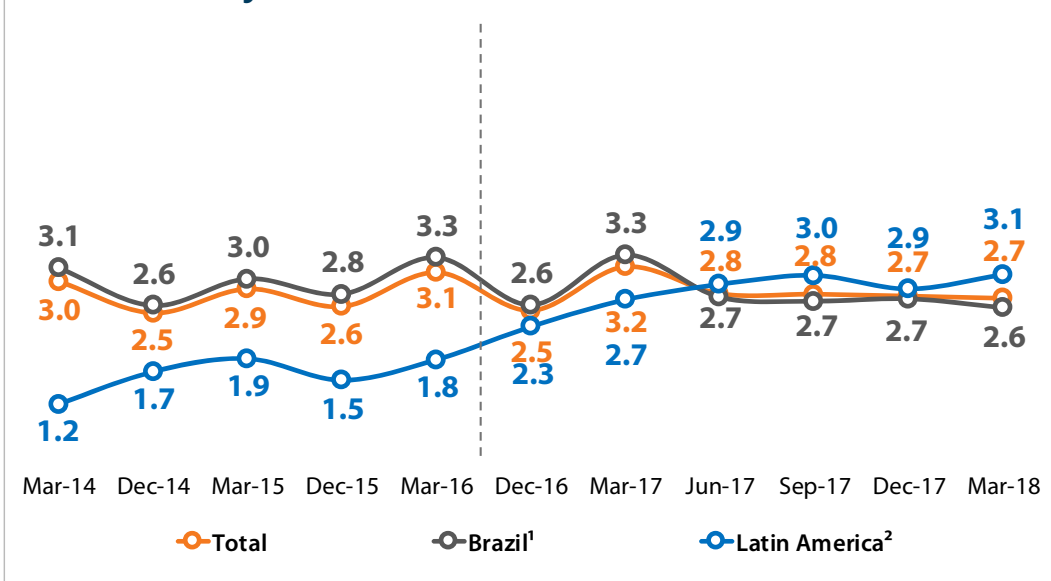
○ 1-year moving average of Financial Margin with the Market

<sup>1</sup> Includes units abroad ex-Latin America; <sup>2</sup> Excludes Brazil; <sup>3</sup> The Latin America pro forma Financial Margin with the Market from 2015 and 1Q16 does not consider CorpBanca's information, which is classified in financial margin with clients.

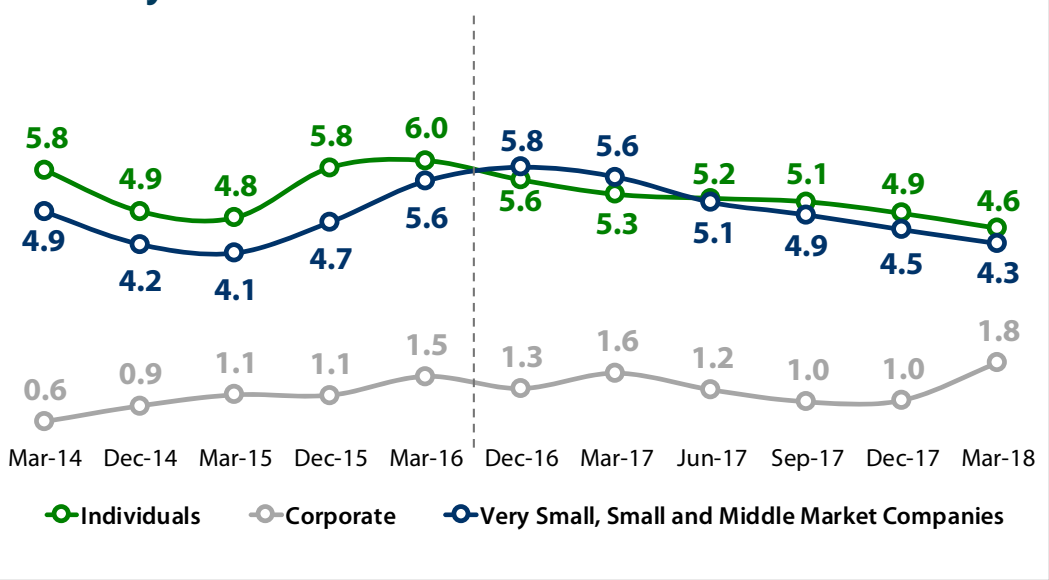
### 90-day NPL Ratio - Consolidated - %



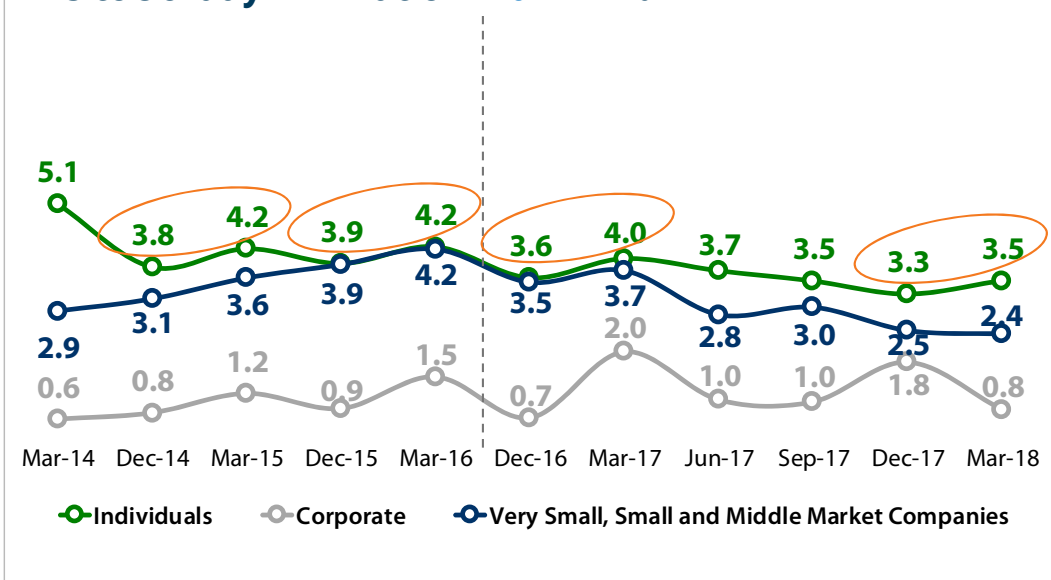
### 15 to 90-day NPL Ratio - Consolidated - %



### 90-day NPL Ratio - Brazil¹ - %



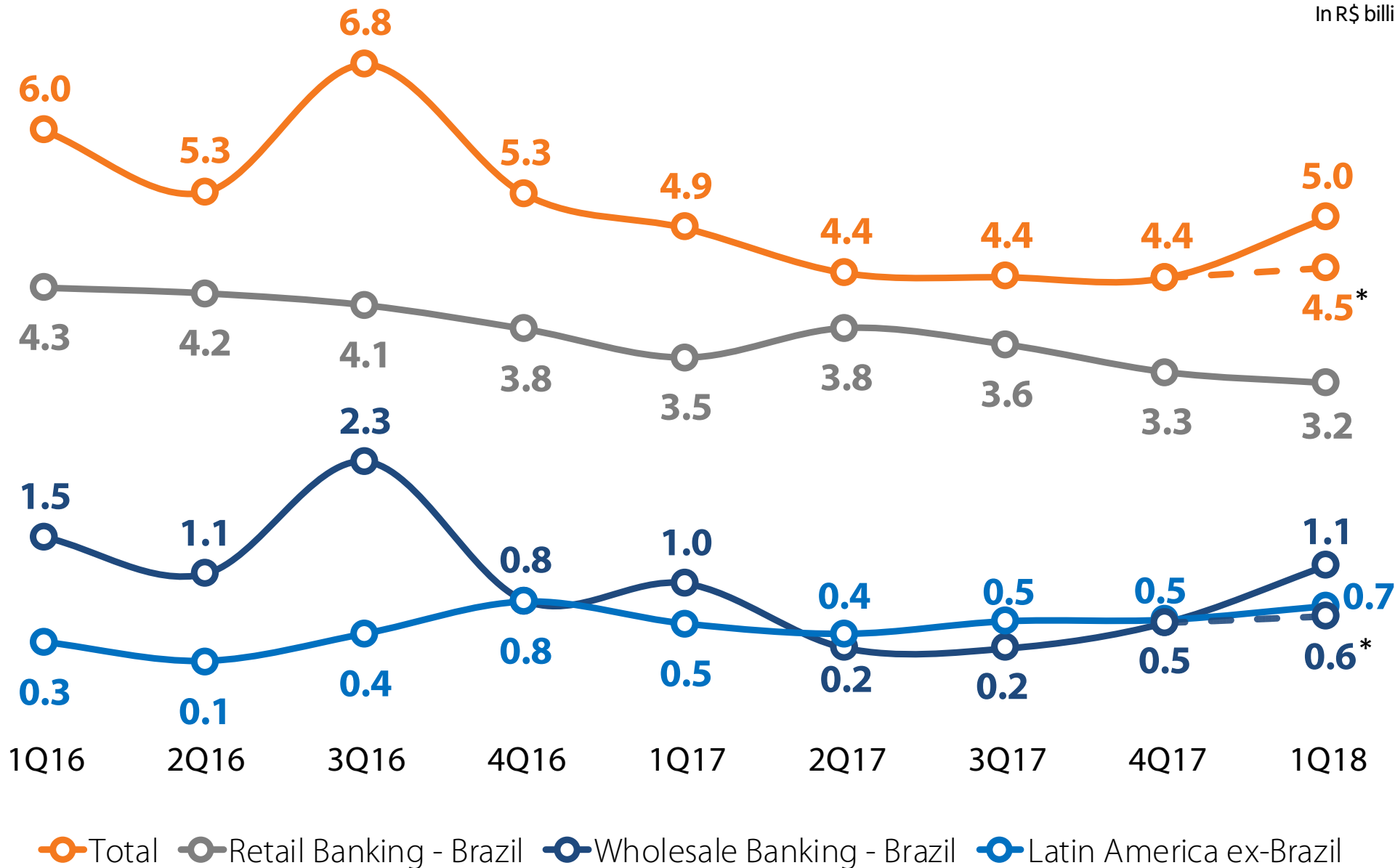
### 15 to 90-day NPL Ratio - Brazil¹ - %



Note: Total and Latin America 15 to 90-day NPL Ratios prior to June 2016 do not include CorpBanca. <sup>1</sup> Includes units abroad ex-Latin America. <sup>2</sup> Excludes Brazil.

# NPL Creation

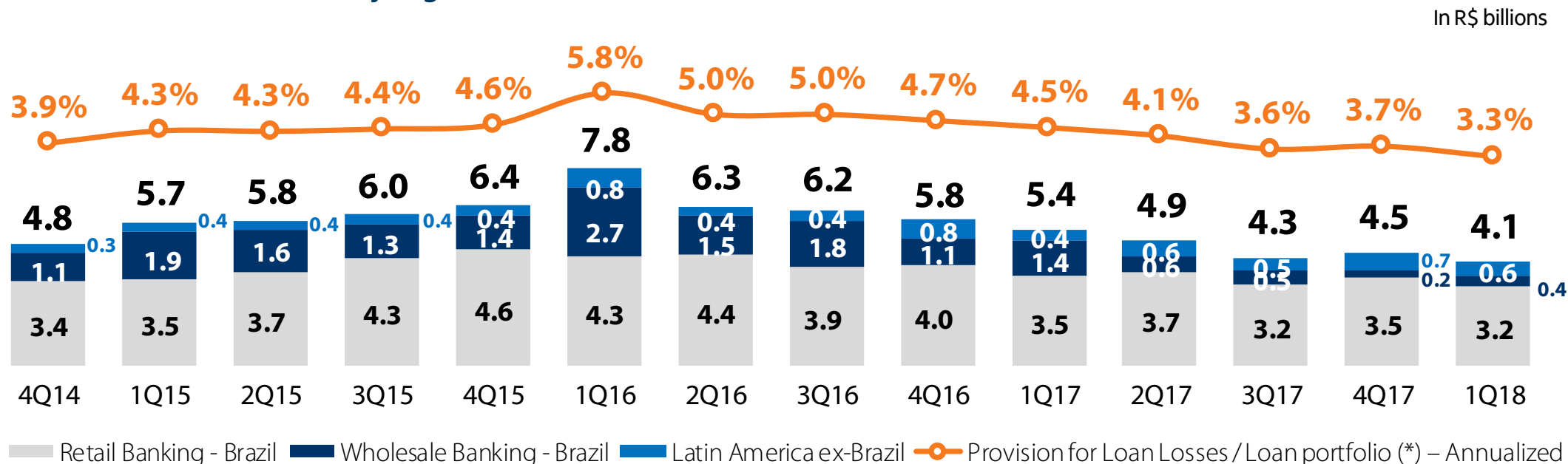
In R\$ billions



\* Excluding the exposure of a corporate client.

# Provision for Loan Losses and Cost of Credit

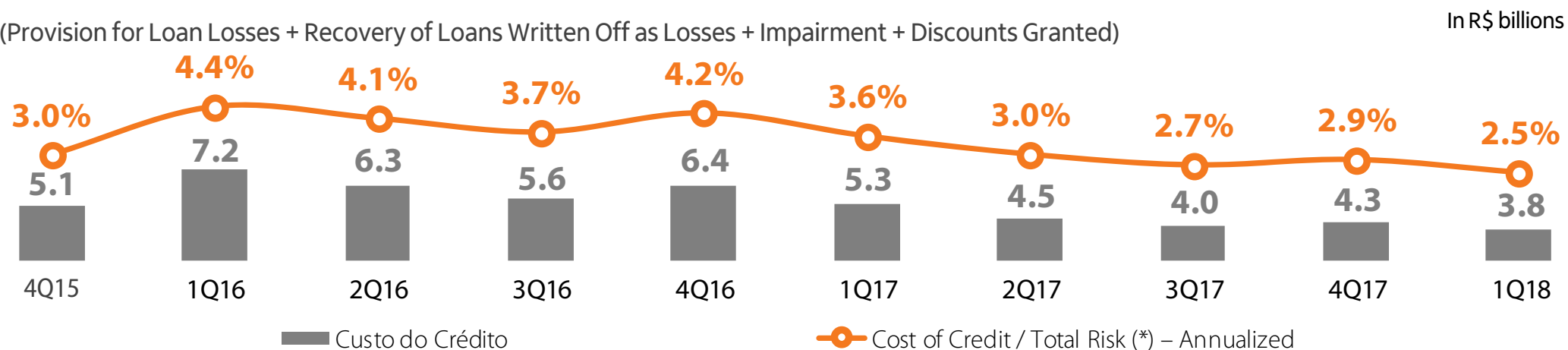
## Provision for Loan Losses by Segment



(\*) Average balance of the loan portfolio, considering the last two quarters.

## Cost of Credit

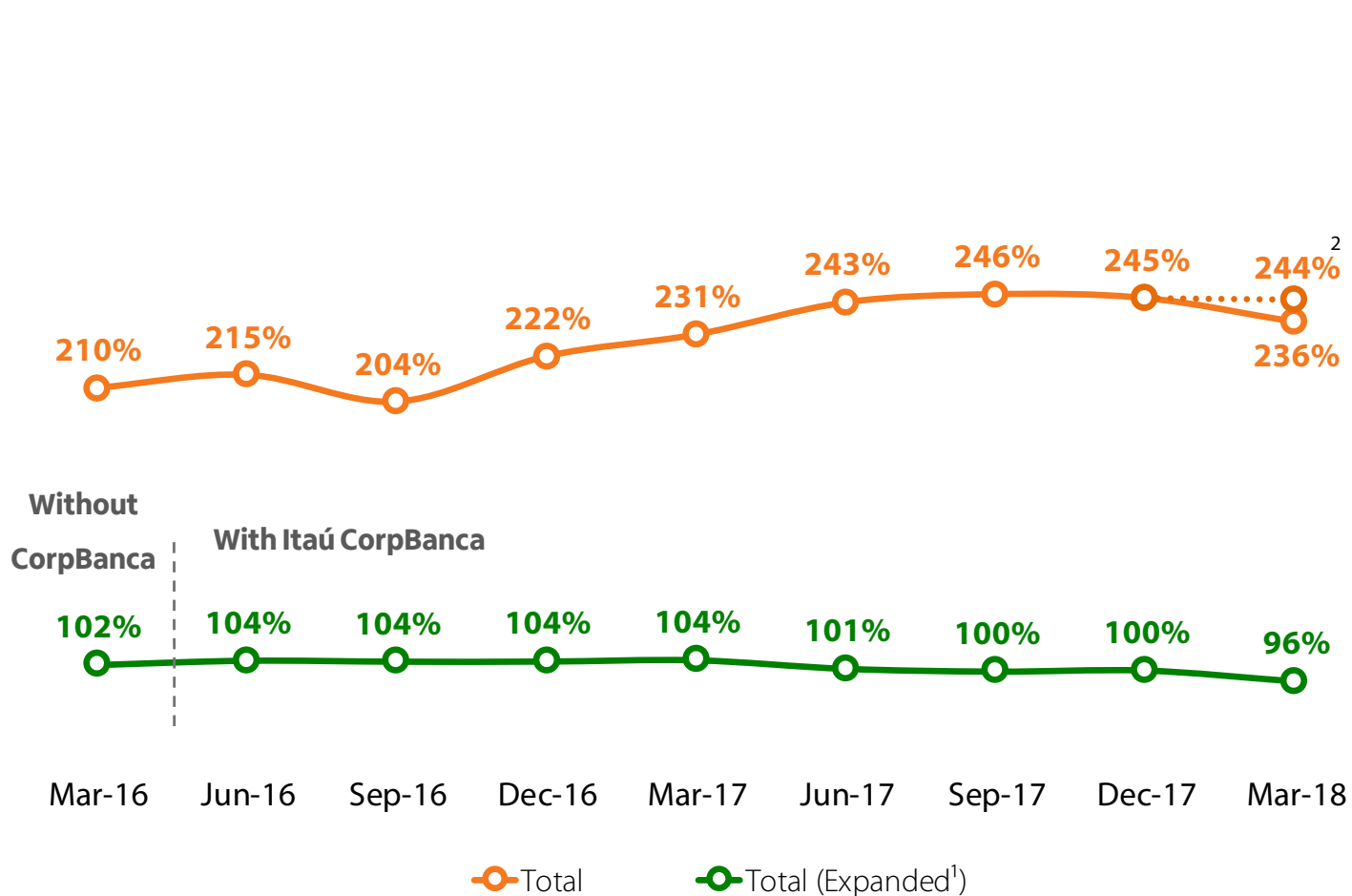
(Provision for Loan Losses + Recovery of Loans Written Off as Losses + Impairment + Discounts Granted)



(\*) Average balance of the loan portfolio with financial guarantees provided and corporate securities, considering the last two quarters

# Coverage Ratio (90-day NPL)

## Coverage Ratio and Expanded Coverage Ratio

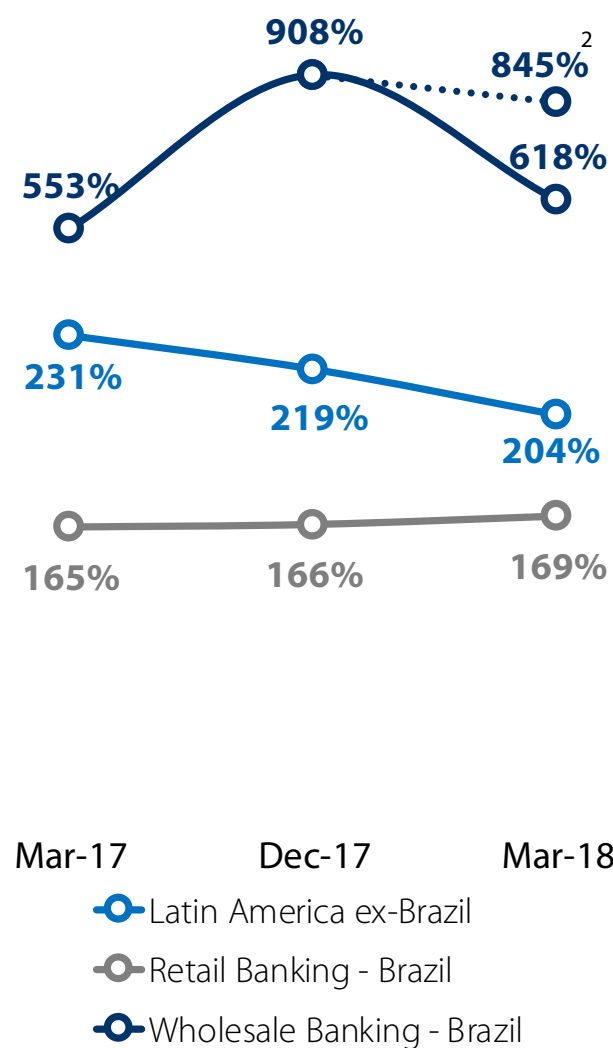


<sup>1</sup> Expanded Coverage Ratio is calculated from the division of the total allowance balance\* by the sum of 90 days overdue operations and of renegotiated loan portfolio excluding the double counting of 90 days overdue renegotiated loans. Expanded Coverage Ratio data prior to June 2016 do not include CorpBanca.

<sup>2</sup> Excluding the exposure of a corporate client.

(\*) Total allowance used for calculation of the coverage and expanded coverage ratios includes the provision for financial guarantees provided, which is recorded in liabilities as from March 2017, in accordance with CMN Resolution No. 4,512/16.

## Coverage Ratio



# Commissions & Fees and Result from Insurance



In R\$ billions	1Q18	4Q17	Δ	1Q17	Δ
Credit Cards	3.1	3.3	-6.2%	2.9	6.5%
Current Account Services	1.8	1.8	3.1%	1.7	10.1%
Asset Management <sup>1</sup>	1.0	1.0	6.5%	0.9	18.8%
Credit Operations and Guarantees Provided	0.8	0.9	-4.2%	0.8	0.8%
Collection Services	0.5	0.5	-0.5%	0.4	9.5%
Advisory Services and Brokerage	0.3	0.4	-19.8%	0.3	20.6%
Other	0.3	0.3	-8.6%	0.3	1.7%
Latin America (ex-Brazil)	0.7	0.7	-1.7%	0.6	9.7%
<b>Commissions and Fees</b>	<b>8.5</b>	<b>8.8</b>	<b>-2.8%</b>	<b>7.8</b>	<b>8.7%</b>
Result from Insurance Operations <sup>2</sup>	1.6	1.7	-6.4%	1.6	0.3%
<b>Total</b>	<b>10.1</b>	<b>10.5</b>	<b>-3.4%</b>	<b>9.4</b>	<b>7.3%</b>

<sup>1</sup> Includes fund management fees and consortia management fees.

<sup>2</sup> Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations net of Retained Claims and Selling Expenses.

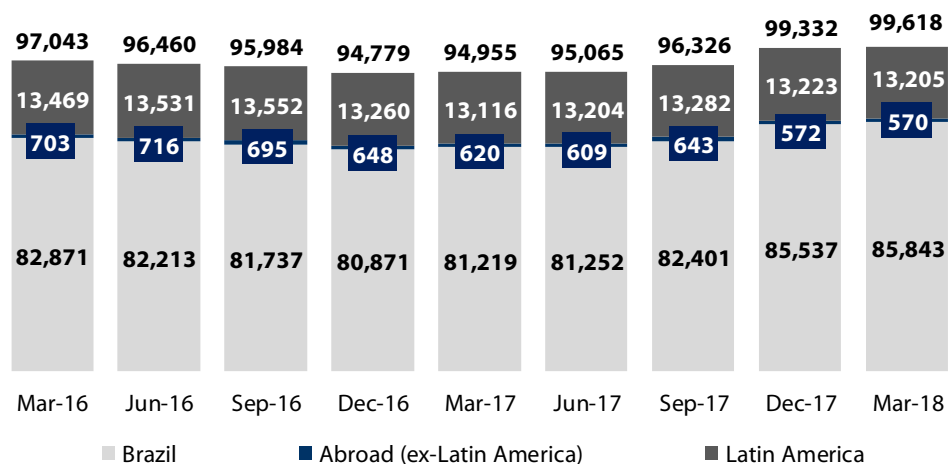


# Non-Interest Expenses

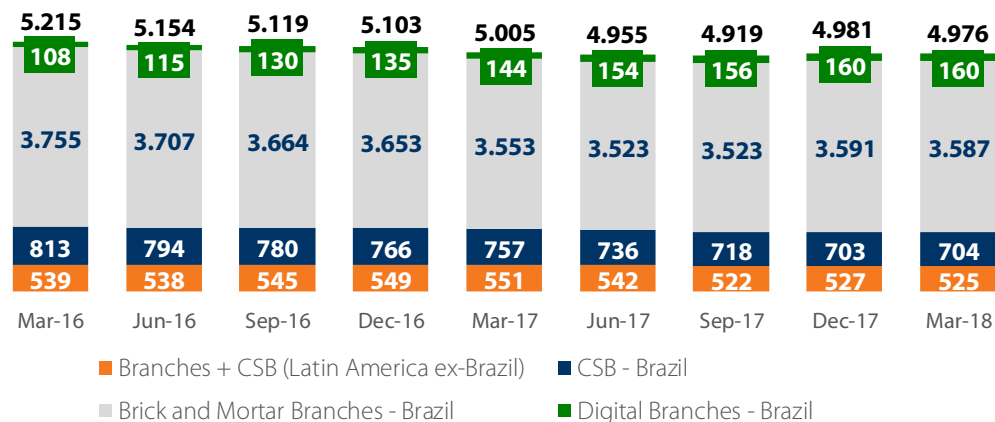
In R\$ billions	1Q18	4Q17	Δ	1Q17	Δ
Personnel Expenses	(4.9)	(5.4)	-8.7%	(4.8)	3.1%
Administrative Expenses	(3.7)	(4.1)	-10.2%	(3.8)	-2.2%
<b>Personnel and Administrative Expenses</b>	<b>(8.6)</b>	<b>(9.5)</b>	<b>-9.3%</b>	<b>(8.6)</b>	<b>0.7%</b>
Operating Expenses	(1.1)	(1.2)	-10.5%	(1.1)	3.6%
Other Tax Expenses <sup>(1)</sup>	(0.1)	(0.1)	-10.7%	(0.1)	0.2%
<b>Total Brazil ex-Citibank</b>	<b>(9.8)</b>	<b>(10.8)</b>	<b>-9.5%</b>	<b>(9.7)</b>	<b>1.0%</b>
Latin America (ex-Brazil) <sup>(2)</sup>	(1.5)	(1.5)	-4.4%	(1.3)	13.8%
Citibank	(0.4)	(0.3)	32.0%	-	-
<b>Total</b>	<b>(11.7)</b>	<b>(12.7)</b>	<b>-7.9%</b>	<b>(11.0)</b>	<b>6.1%</b>

<sup>1</sup>Includes IPTU, IPVA, IOF and other. Does not include PIS, Cofins and ISS; <sup>2</sup> Does not consider overhead allocation.

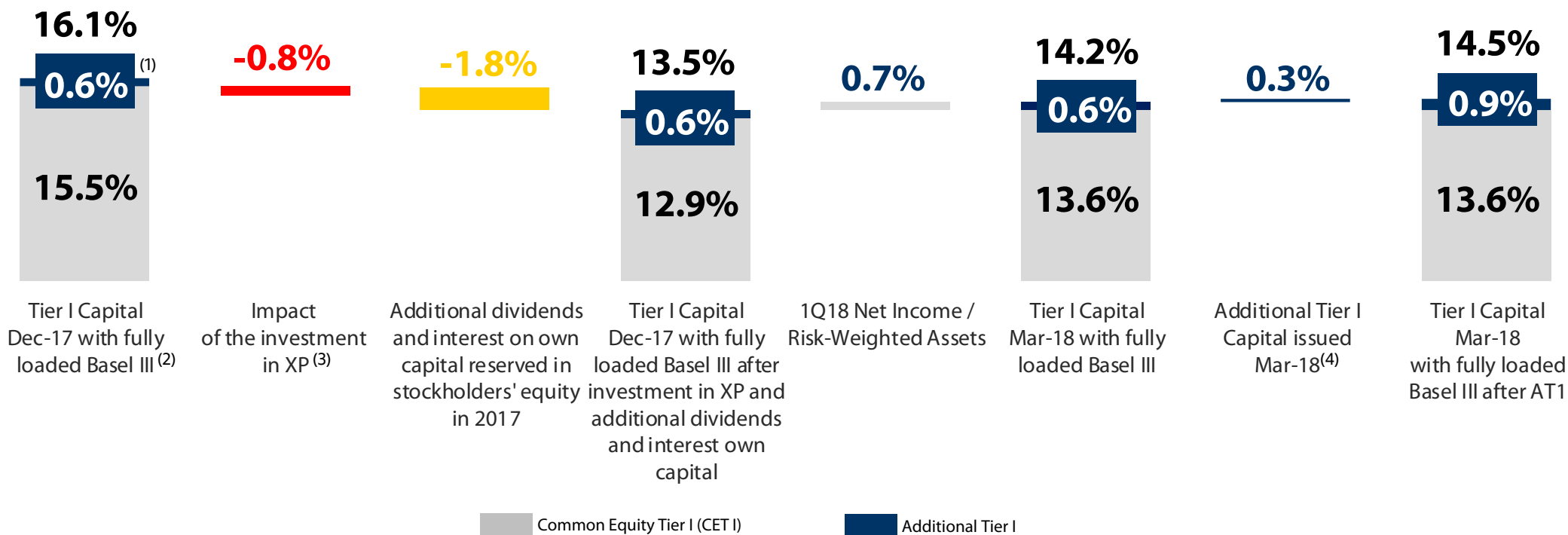
## # Employees



## # Branches and Client Service Branches

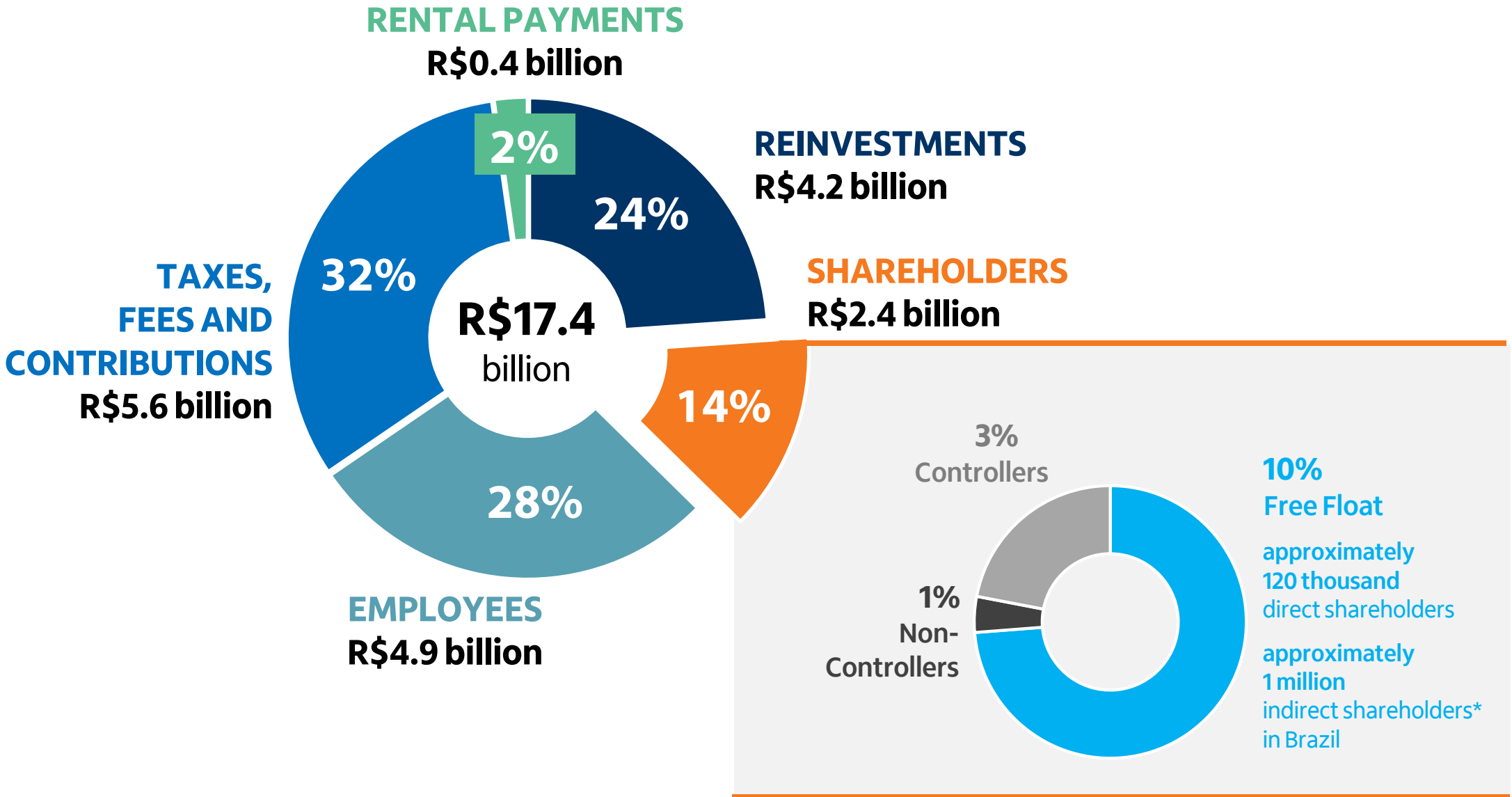


## Full application of Basel III rules | March 31, 2018



(1) The impact of 0.6% represents AT1 issued in December 2017 approved by the Central Bank of Brazil in April 18, 2018. (2) Includes deductions of Goodwill, Intangible Assets (generated before and after October 2013), Tax Credits from Temporary Differences and Tax Loss Carryforwards, Pension Fund Assets, Equity Investments in Financial Institutions, Insurance and similar companies, the increase of the multiplier of the amounts of market risk, operational risk and certain credit risk accounts. This multiplier, which was 10.8% in 2017, is at 11.6 nowadays, will be 12.5 in 2019. (3) Based on preliminary information. (4) The impact of 0.3% represents pro forma information of AT1 issued in March 2018, which is pending regulatory approval to be considered as Tier I Capital.

# Distribution of Added Value in the 1Q18



Note: includes recurring net income and the reclassification of hedge tax effects of investments abroad to the financial margin.  
 \* Indirect shareholders are individuals or institutional investors who have indirectly bought our shares through an investment fund.

# Appendix

# Results – Brazil and Latin America



In R\$ billions	1Q18			4Q17			Δ		
	Consolidated	Brazil <sup>1</sup>	Latin America (ex-Brazil) <sup>2</sup>	Consolidated	Brazil <sup>1</sup>	Latin America (ex-Brazil) <sup>2</sup>	Consolidated	Brazil <sup>1</sup>	Latin America (ex-Brazil) <sup>2</sup>
<b>Operating Revenues</b>	<b>27.4</b>	<b>24.9</b>	<b>2.5</b>	<b>27.8</b>	<b>25.5</b>	<b>2.4</b>	<b>-1.5%</b>	<b>-2.1%</b>	<b>4.6%</b>
Managerial Financial Margin	17.0	15.2	1.8	16.9	15.3	1.6	0.3%	-0.5%	8.2%
Financial Margin with Clients	15.3	13.8	1.5	15.5	14.1	1.4	-1.6%	-2.1%	4.1%
Financial Margin with the Market	1.7	1.4	0.3	1.4	1.2	0.2	20.9%	18.6%	33.1%
Commissions and Fees	8.5	7.9	0.7	8.8	8.1	0.7	-2.8%	-2.9%	-1.7%
Result from Insurance <sup>3</sup>	1.9	1.9	0.0	2.1	2.1	0.0	-10.6%	-10.2%	-28.2%
<b>Cost of Credit</b>	<b>(3.8)</b>	<b>(3.3)</b>	<b>(0.5)</b>	<b>(4.3)</b>	<b>(3.6)</b>	<b>(0.7)</b>	<b>-11.0%</b>	<b>-8.5%</b>	<b>-24.7%</b>
Provision for Loan Losses	(4.1)	(3.6)	(0.6)	(4.5)	(3.8)	(0.7)	-8.3%	-5.9%	-21.0%
<i>Impairment</i>	(0.2)	(0.2)	-	(0.3)	(0.3)	-	-33.7%	-33.7%	-
Discounts Granted	(0.3)	(0.3)	(0.0)	(0.3)	(0.3)	(0.0)	-15.4%	-8.8%	-95.7%
Recovery of Loans Written Off as Losses	0.8	0.7	0.0	0.8	0.8	0.1	-5.8%	-5.5%	-11.1%
<b>Retained Claims</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.0)</b>	<b>(0.4)</b>	<b>(0.4)</b>	<b>(0.0)</b>	<b>-25.1%</b>	<b>-27.6%</b>	<b>40.7%</b>
<b>Other Operating Expenses</b>	<b>(13.4)</b>	<b>(11.7)</b>	<b>(1.7)</b>	<b>(14.4)</b>	<b>(12.6)</b>	<b>(1.7)</b>	<b>-6.8%</b>	<b>-7.1%</b>	<b>-4.7%</b>
Non-interest Expenses	(11.7)	(10.1)	(1.6)	(12.7)	(11.0)	(1.7)	-7.9%	-8.3%	-4.9%
Tax Expenses and Other <sup>4</sup>	(1.7)	(1.7)	(0.0)	(1.7)	(1.6)	(0.0)	1.6%	1.7%	0.4%
<b>Income before Tax and Minority Interests</b>	<b>10.0</b>	<b>9.7</b>	<b>0.3</b>	<b>8.9</b>	<b>8.9</b>	<b>(0.1)</b>	<b>12.7%</b>	<b>8.6%</b>	<b>-659.1%</b>
<b>Income Tax and Social Contribution</b>	<b>(3.5)</b>	<b>(3.4)</b>	<b>(0.1)</b>	<b>(2.7)</b>	<b>(2.7)</b>	<b>0.1</b>	<b>29.8%</b>	<b>24.5%</b>	<b>-183.7%</b>
<b>Minority Interests in Subsidiaries</b>	<b>(0.1)</b>	<b>(0.1)</b>	<b>(0.0)</b>	<b>0.1</b>	<b>(0.0)</b>	<b>0.1</b>	<b>-204.7%</b>	<b>9.4%</b>	<b>-130.3%</b>
<b>Recurring Net Income</b>	<b>6.4</b>	<b>6.2</b>	<b>0.2</b>	<b>6.3</b>	<b>6.1</b>	<b>0.2</b>	<b>2.2%</b>	<b>1.5%</b>	<b>28.9%</b>

<sup>1</sup> Includes units abroad ex-Latin America.

<sup>2</sup> Latin America information is presented in nominal currency.

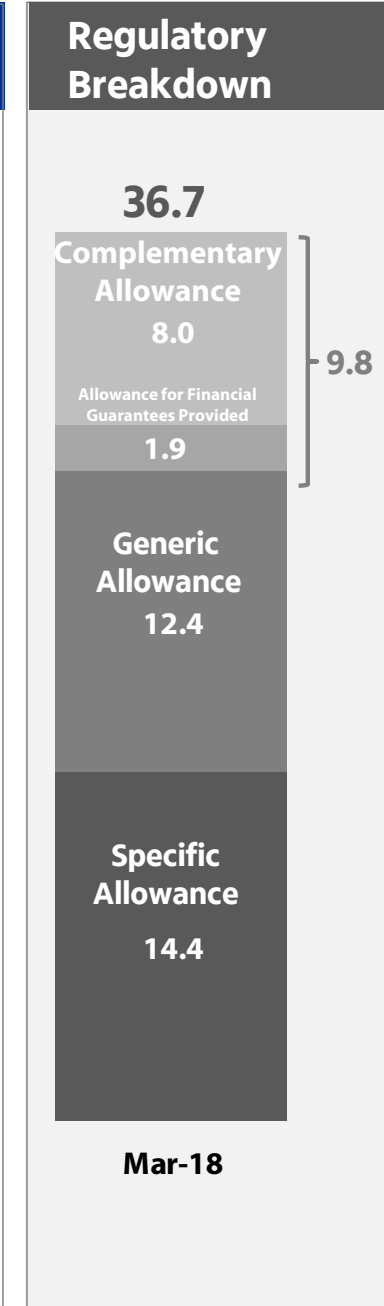
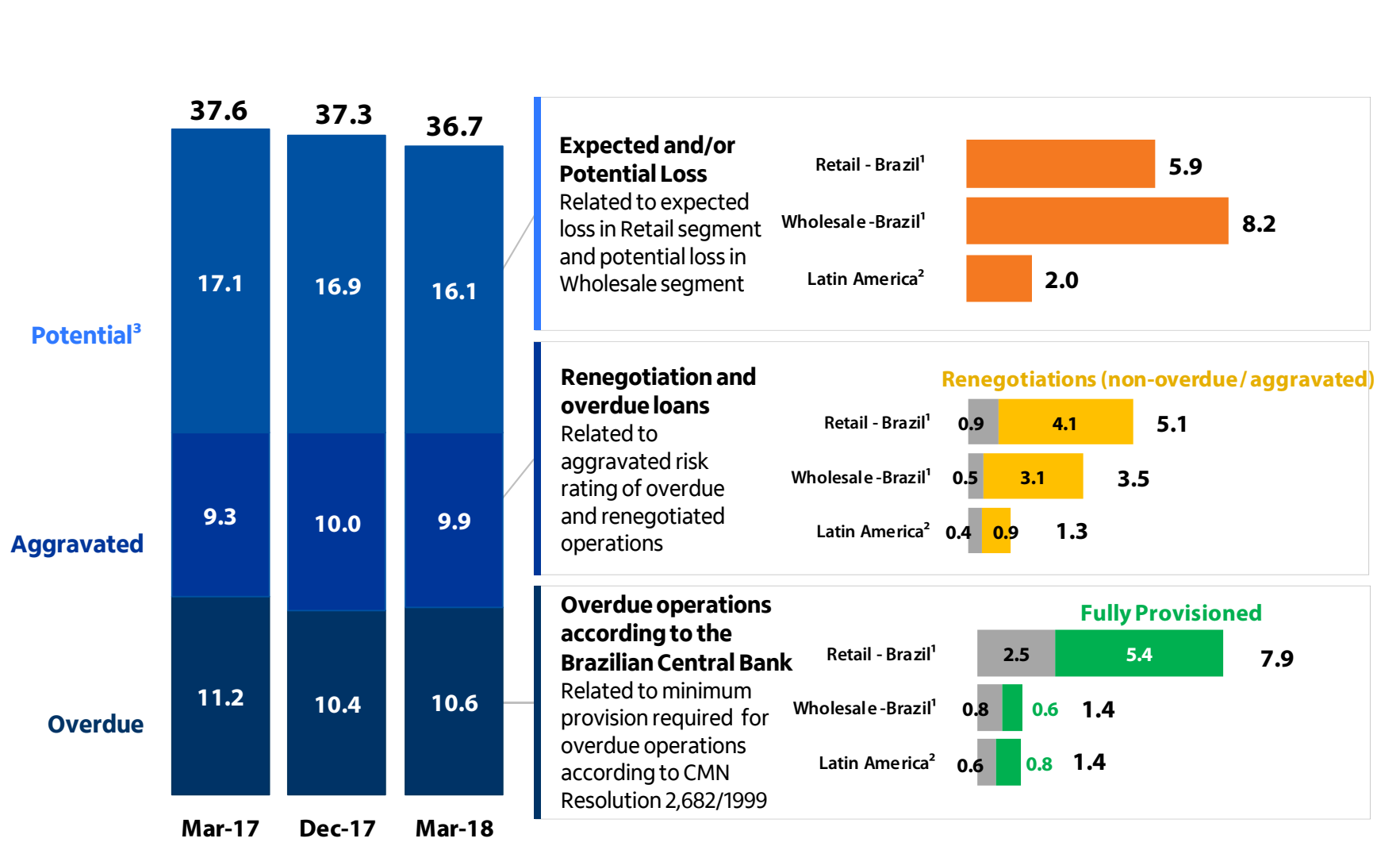
<sup>3</sup> Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

<sup>4</sup> Include Tax Expenses (ISS, PIS, COFINS and other) and Insurance Selling Expenses.

# Total Allowance by Type of Risk – Consolidated

In R\$ billions

## Allocation of Total Allowance<sup>(\*)</sup> by Type of Risk - Consolidated



<sup>1</sup> Includes units abroad ex-Latin America. <sup>2</sup> Excludes Brazil. <sup>3</sup> Allowance for potential losses includes the provision for financial guarantees provided.  
 (\*) Total allowance includes allowance for financial guarantees provided, which is recorded in liabilities as from March 2017, in accordance with CMN Resolution No. 4,512/16.

We kept unchanged the ranges of our 2018 forecast.

2018 forecast considers Citibank's retail operations. Therefore, 2017 income statement basis for 2018 forecast must consider Citibank's figures in all lines of the income statement and also in the credit portfolio.\*

	Consolidated	Brazil <sup>1</sup>
<b>Total Credit Portfolio <sup>2</sup></b>	<b>From 4.0% to 7.0%</b>	<b>From 4.0% to 7.0%</b>
<b>Financial Margin with Clients</b>	<b>From -0.5% to 3.0%</b>	<b>From -1.0% to 2.5%</b>
<b>Financial Margin with the Market</b>	<b>Between R\$4.3 bn and R\$5.3 bn</b>	<b>Between R\$3.3 bn and R\$4.3 bn</b>
<b>Cost of Credit <sup>3</sup></b>	<b>Between R\$12.0 bn and R\$16.0 bn</b>	<b>Between R\$10.5 bn and R\$14.5 bn</b>
<b>Commissions and Fees and Result from Insurance Operations <sup>4</sup></b>	<b>From 5.5% to 8.5%</b>	<b>From 6.5% to 9.5%</b>
<b>Non-Interest Expenses</b>	<b>From 0.5% to 3.5%</b>	<b>From 0.5% to 3.5%</b>
<b>Effective Tax Rate <sup>5</sup></b>	<b>From 33.5% to 35.5%</b>	<b>From 34.0% to 36.0%</b>

(1) Includes units abroad ex-Latin America; (2) Includes financial guarantees provided and corporate securities; (3) Composed of Result from Loan Losses, Impairment and Discounts Granted; (4) Commissions and Fees (+) Income from Insurance, Pension Plan and Premium Bonds Operations (-) Expenses for Claims (-) Insurance, Pension Plan and Premium Bonds Selling Expenses; (5) Considers the constitution of new deferred tax assets at a rate of 40%.

(\*) For further details, please refer to page 13 of the 1Q18 Management Discussion & Analysis.



## Conference Call

# 1<sup>st</sup> quarter 2018 - Earnings Review

### **Candido Botelho Bracher**

President and CEO

### **Caio Ibrahim David**

Executive Vice-President, CFO and CRO

### **Alexsandro Broedel**

Executive Finance Director and Investor Relations Officer

