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Executive Vice-President and Investor Relations Officer



Itaú Unibanco Holding S.A.

2nd quarter of 2013 Earnings Results

Conference Call

07.31.2013



- **Recurring net income of R\$3.6 billion** in the 2Q13, a 3.1% increase. Net income for the 1H13 was R\$7.1 billion.
- **Recurring ROE reached 19.3% in the quarter**, 20 basis points higher than in the 1Q13, despite of the drop in the result from the Financial Margin with the Market of R\$329 million in relation to the 1Q13 and of R\$860 million in relation to the 2Q12, mainly due to the poorer results in fixed-rate positions.
- **Operational performance was good in the quarter:**
 - **Credit portfolio grew 2.5% in the quarter and 8.0% in the 12-month period.** In the year, if we disregard the vehicle portfolio, which decreased 19.9%, the increase in the total portfolio would have been of 12.2%.
 - **Financial Margin with Clients grew 3.4%**, totaling R\$11.3 billion, reversing the trend of the last four quarters and starting an upward trend.
 - **Financial Margin with Credit, net of loan losses provision expenses, grew 7.6% in the quarter** and reached R\$6.3 billion in the 2Q13.
 - **Credit quality improvement:** 90-day NPL decreased 30 basis points in the quarter and 100 basis points in 12 months, whereas 15-90 days NPL decreased 60 basis points in the quarter and 110 basis points in the 12-month period.
 - **Loan loss provision expenses were stable in relation to the previous quarter, but decreased 20.2% in 2013 year-over-year.**
 - **Banking service fees increased 5.4% in relation to the 1Q13, reaching R\$5.4 billion.** Year-to-date, banking service fees increased 21.6% in relation to the same period of 2012. The result from insurance, including pension plan and capitalization operations, reached R\$1.4 billion in the 2Q13, with a 5.7% increase in relation to the 1Q13. Year-to-date, the increase was 11.2%.
 - **Non-interest expenses grew 4.2% compared to the 1Q13** and only 4.6% in 2013 compared to the same period of 2012 (less than cumulative inflation for the period). If we adjust the consolidation of Redecard to 100% so that they get comparable, this growth would be of 2.5%.
 - **In the 2Q13, the risk-adjusted efficiency ratio increased 70 basis points** compared to the previous quarter.

| | R\$ million | | | | | |
|---|----------------|----------------|--------------|-----------------|-----------------|---------------|
| | | | Variation | | | Variation |
| | 2Q13 | 1Q13 | 2Q13 - 1Q13 | 1H13 | 1H12 | 1H13 - 1H12 |
| Operating Revenues | 19,166 | 18,817 | 1.9% | 37,983 | 39,363 | -3.5% |
| Financial Margin with Clients | 11,305 | 10,929 | 3.4% | 22,234 | 24,652 | -9.8% |
| Financial Margin with Market | 268 | 597 | -55.1% | 865 | 2,086 | -58.5% |
| Banking Service Fees ¹ | 5,399 | 5,122 | 5.4% | 10,521 | 8,652 | 21.6% |
| Income from Insurance ² | 2,194 | 2,169 | 1.2% | 4,363 | 3,973 | 9.8% |
| Loan Losses and Retained Claims | (4,164) | (4,420) | -5.8% | (8,584) | (10,970) | -21.7% |
| Expense for Allowance for Loan Losses | (4,912) | (4,939) | -0.6% | (9,851) | (12,349) | -20.2% |
| Recovery of Credits Written Off as Losses | 1,262 | 1,086 | 16.2% | 2,348 | 2,356 | -0.3% |
| Retained Claims | (514) | (567) | -9.3% | (1,081) | (976) | 10.7% |
| Other Operating Expenses | (9,965) | (9,568) | 4.1% | (19,533) | (18,720) | 4.3% |
| Non-interest Expenses | (8,626) | (8,280) | 4.2% | (16,905) | (16,161) | 4.6% |
| Tax Expenses and Others ³ | (1,339) | (1,288) | 4.0% | (2,627) | (2,560) | 2.6% |
| Income before Tax and Profit Sharing | 5,038 | 4,828 | 4.3% | 9,866 | 9,673 | 2.0% |
| Income Tax and Social Contribution | (1,393) | (1,295) | 7.5% | (2,688) | (2,544) | 5.6% |
| Minority Interests in Subsidiaries | (24) | (21) | 13.7% | (44) | (0) | - |
| Recurring Net Income | 3,622 | 3,512 | 3.1% | 7,134 | 7,129 | 0.1% |
| Non-recurring Events | (39) | (40) | - | (78) | (399) | - |
| Net Income | 3,583 | 3,472 | 3.2% | 7,055 | 6,730 | 4.8% |

¹ Banking Service Fees consider Income from Banking Charges

² Income from Insurance includes the Results from Insurance, Pension Plan and Capitalization Operations before Retained Claims and Selling Expenses.

³ Includes Tax Expenses (ISS, PIS, COFINS and other) and Selling Expenses from Insurance.

Banking Operations & Insurance Operations



R\$ million

| | 2Q13 | | | |
|--|-----------------|--|-----------------------------------|----------------|
| | Consolidated | Banking Operations (without excess capital) | Insurance Operations ⁴ | Excess Capital |
| Operating Revenues | 19,968 | 16,737 | 3,029 | 201 |
| Managerial Financial Margin | 11,540 | 11,338 | - | 201 |
| Banking Service Fees ¹ | 5,399 | 5,399 | - | - |
| Income from Insurance ² | 3,080 | - | 3,080 | - |
| Other Components of Operating Revenues | (51) | - | (51) | - |
| Loan and Retained Claim Losses | (4,582) | (3,650) | (933) | - |
| Result from Loan and Lease Losses | (3,650) | (3,650) | - | - |
| Retained Claims | (933) | - | (933) | - |
| Other Operating Expenses | (10,302) | (9,208) | (1,085) | (9) |
| Non-interest Expenses | (8,784) | (8,210) | (574) | - |
| Tax Expenses and Others ³ | (1,518) | (998) | (510) | (9) |
| Income before Tax and Profit Sharing | 5,083 | 3,879 | 1,012 | 192 |
| Income Tax and Social Contribution and Profit Sharing | (1,462) | (964) | (421) | (77) |
| Recurring Net Income | 3,622 | 2,916 | 591 | 115 |
| ROE | 19.3% | 20.4% | 35.3% | 4.2% |
| Efficiency Ratio | 48.7% | 52.2% | 33.4% | - |
| Risk-Adjusted Efficiency Ratio | 73.0% | 75.4% | 65.3% | - |

¹ Banking Service Fees consider Income from Banking Charges

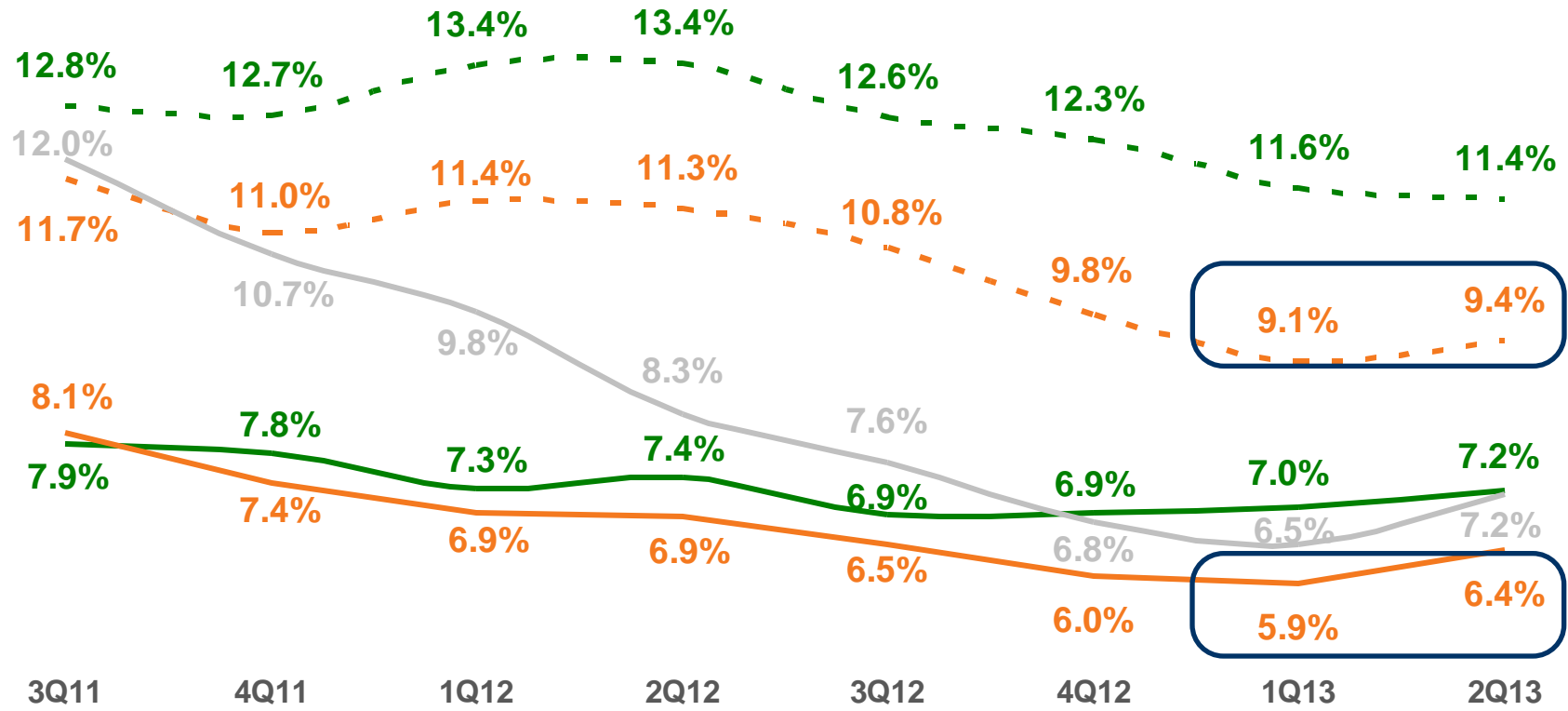
² Income from Insurance includes the Results from Insurance, Pension Plan and Capitalization Operations before Retained Claims and Selling Expenses.

³ Includes Tax Expenses (ISS, PIS, COFINS and other) and Selling Expenses from insurance.

⁴ Considers the proportional result of our interest in Porto Seguro. Excluding this proportional distribution, our Risk-Adjusted Efficiency Ratio is 72.1%.

Note: Capital for Banking Operations (TIR I + TIR II) is calculated by multiplying our Risk Weighted Assets (RWA) by the Capital Ratio of 13.75% (11% BIS with 25% safety margin) whereas Insurance Operations use the managerial allocated capital. Excess capital is the difference between the consolidated capital and that from Banking and Insurance Operations.

Financial Margin

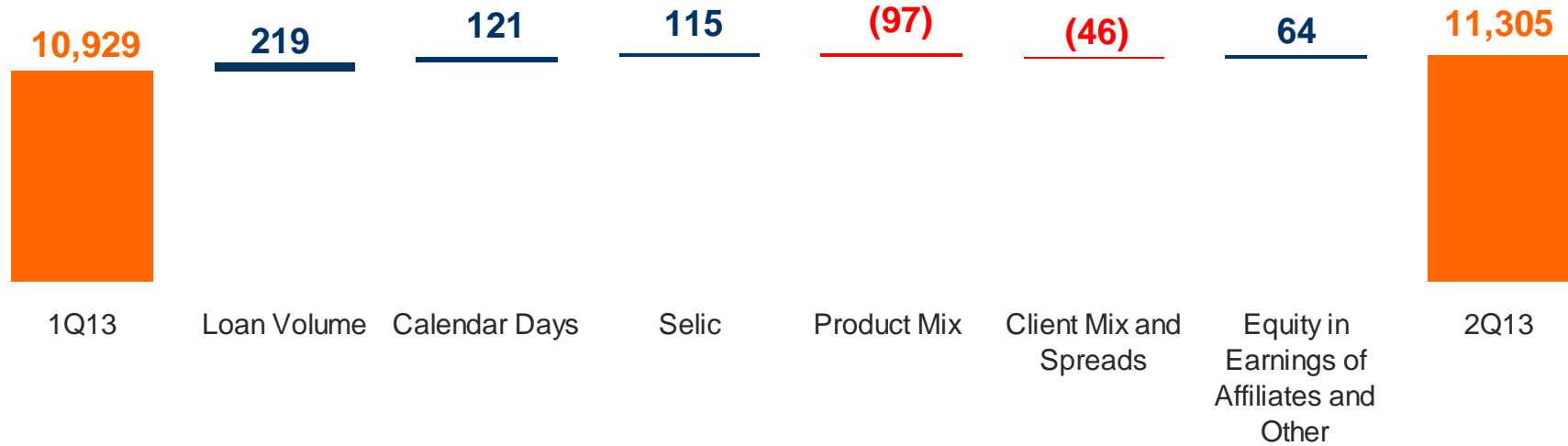


- - - Gross Credit Spread
- Net Credit Spread
- CDI
- - - NIM with Clients
- Risk Adjusted NIM with Clients (after provision for loan and lease losses and net of the recovery)

Financial Margin Composition

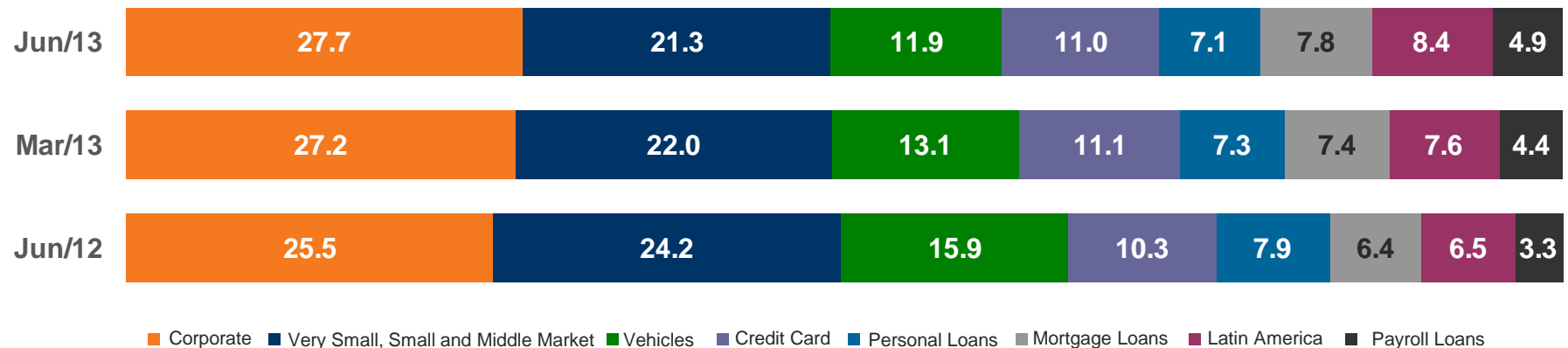
Margin Evolution (Quarter)

R\$ million



Evolution of Loan Portfolio Mix ¹

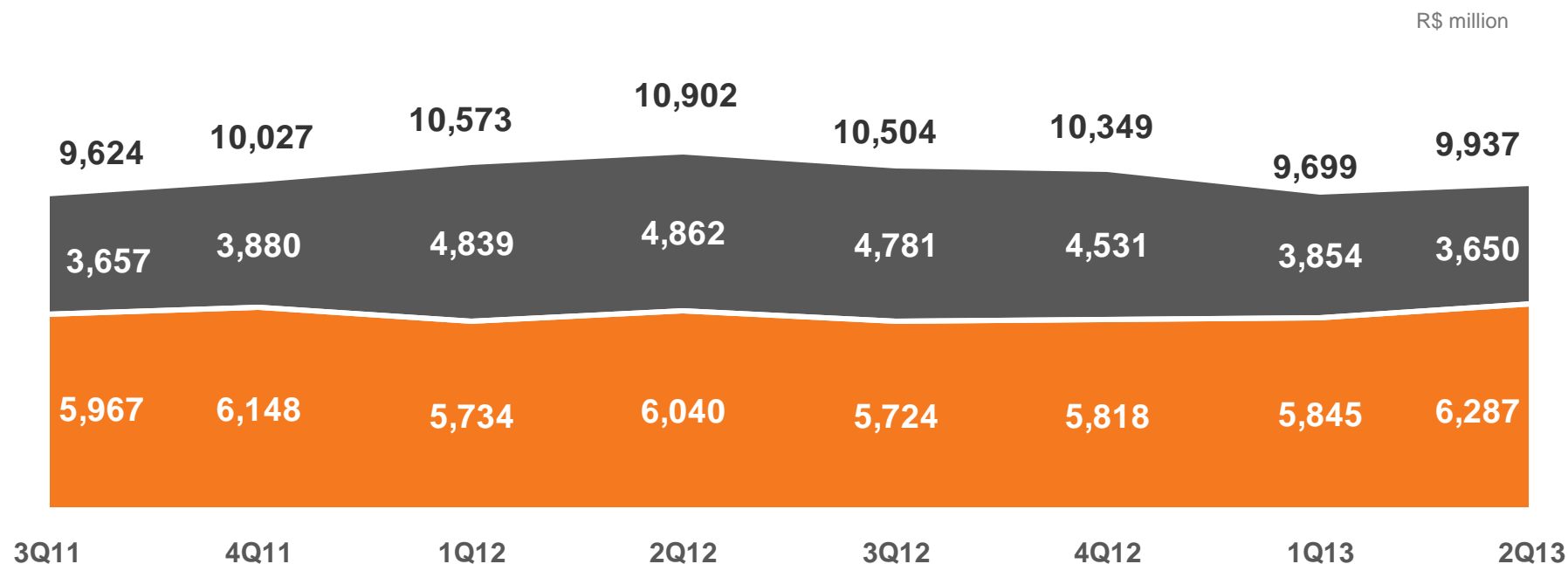
%



¹ Excluding endorsements and sureties

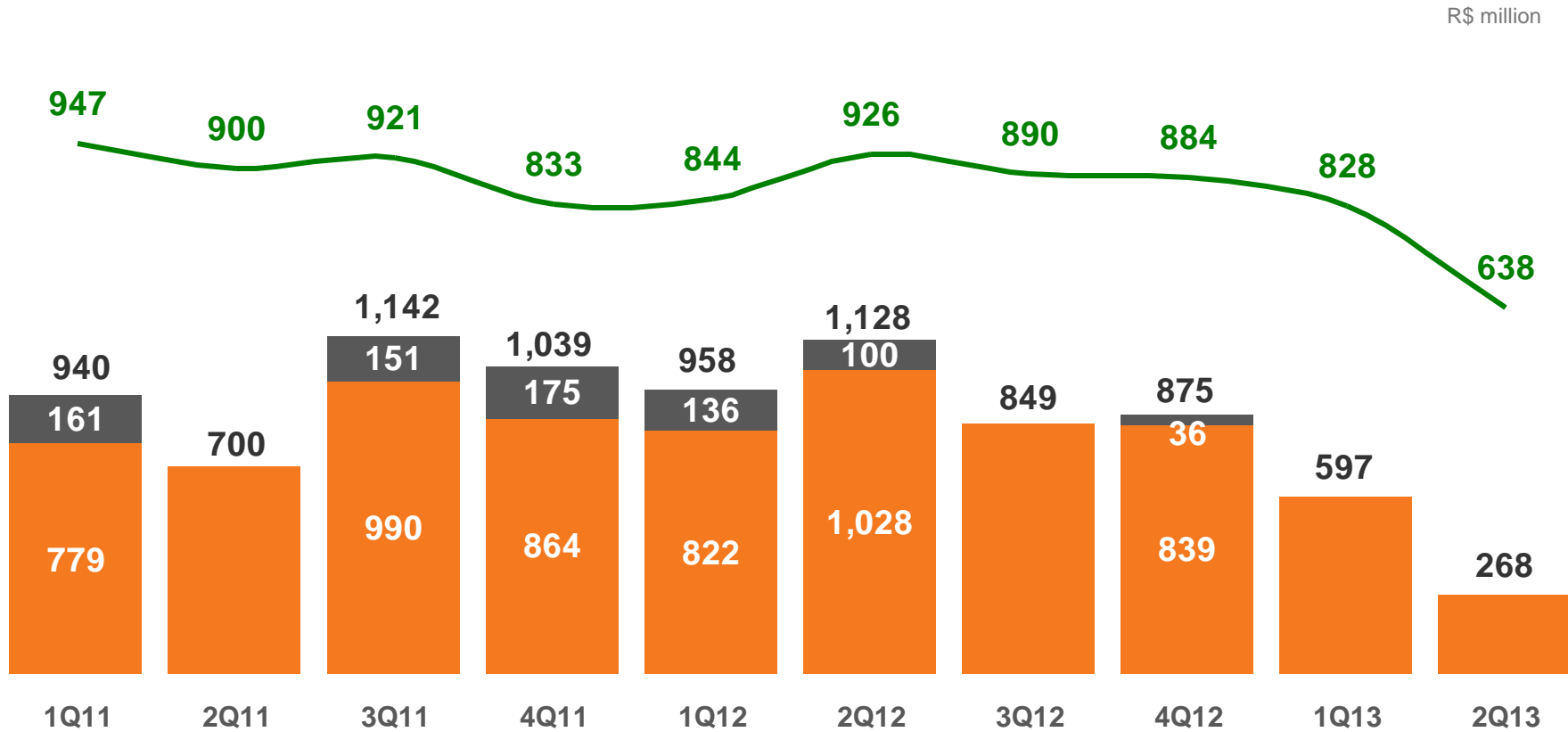
Financial Margin of Credit and Allowance for Loan Losses

After one year, the Financial Margin of Credit increased again, growing 2.5% in the 2Q13. This recovery, along with three consecutive improvements in results from loan losses, resulted in the **growth of the net interest income after loan losses provisions of 7.6% in the 2Q13**, after two consecutive quarters of small increases.



- Expenses for Allowance for Loan Losses net of Recovery of Credits Written Off as Losses
- Financial Margin of Credit (-) Provision for Loan and Lease Losses, net of Recovery

Financial Margin with Market



- Sale of Cetip/ BM&FBovespa Shares
- Financial Margin with Market (ex-Sale of Shares)
- 12-month moving average of Financial Margin with Market (ex-Sale of Shares)

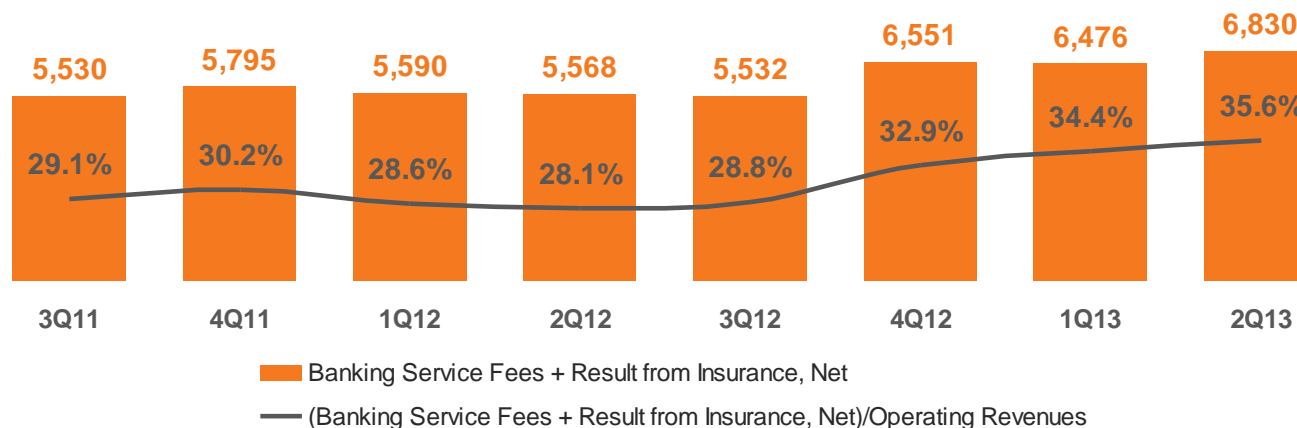
*The average quarterly Financial Margin with the Market (excluding sale of shares), for the period of 1Q11 to 2Q12, is R\$773 million.

Banking Service Fees and Result from Insurance*

| | | | Variation | | R\$ million | |
|--|--------------|--------------|-------------|---------------|---------------|--------------|
| | 2Q13 | 1Q13 | 2Q13 - 1Q13 | 1H13 | 1H12 | 1H13 - 1H12 |
| Asset Management | 585 | 567 | 3.0% | 1,152 | 1,009 | 14.2% |
| Current Account Services | 1,050 | 978 | 7.3% | 2,028 | 1,557 | 30.2% |
| Loan Operations and Guarantees Provided | 666 | 631 | 5.6% | 1,297 | 1,343 | -3.5% |
| Collection Services | 361 | 340 | 6.3% | 701 | 700 | 0.2% |
| Credit Cards | 2,175 | 2,087 | 4.2% | 4,262 | 3,029 | 40.7% |
| Other | 562 | 518 | 8.4% | 1,080 | 1,013 | 6.6% |
| Banking Service Fees Income¹ | 5,399 | 5,122 | 5.4% | 10,521 | 8,652 | 21.6% |
| Result from Insurance, Net² | 1,431 | 1,354 | 5.7% | 2,786 | 2,506 | 11.2% |
| Total | 6,830 | 6,476 | 5.5% | 13,306 | 11,158 | 19.3% |

¹ Even if the effect of the proportional increase of Redecard's contribution was disregarded, the increase would have been 11.1% in relation to the 1H12.

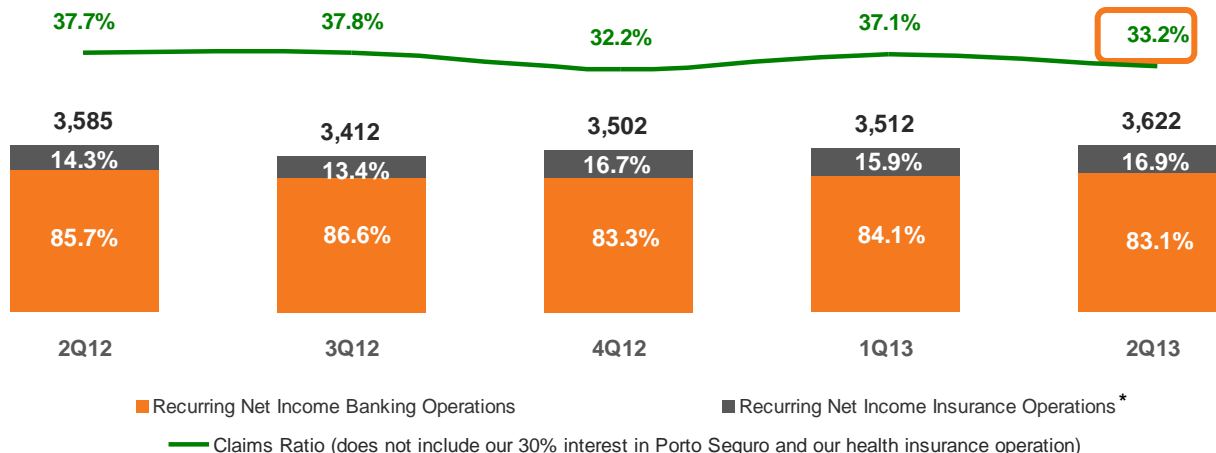
² Income from insurance, pension plan and capitalization operations (-) Retained claims (-) Selling expenses with insurance, pension plan and capitalization.



* Banking Service Fees also consider Income from Banking Charges and the Result from Insurance includes Insurance, Pension Plan and Capitalization after Retained Claims and Selling Expenses.

Net Income Evolution

R\$ million



Our claims ratio, which is low and stable, reflects the risk profile of our portfolio.

Note: The proportion between the net income of Banking and Insurance Operations does not consider the result obtained by the excess capital.

Insurance Net Income Composition* 2Q13

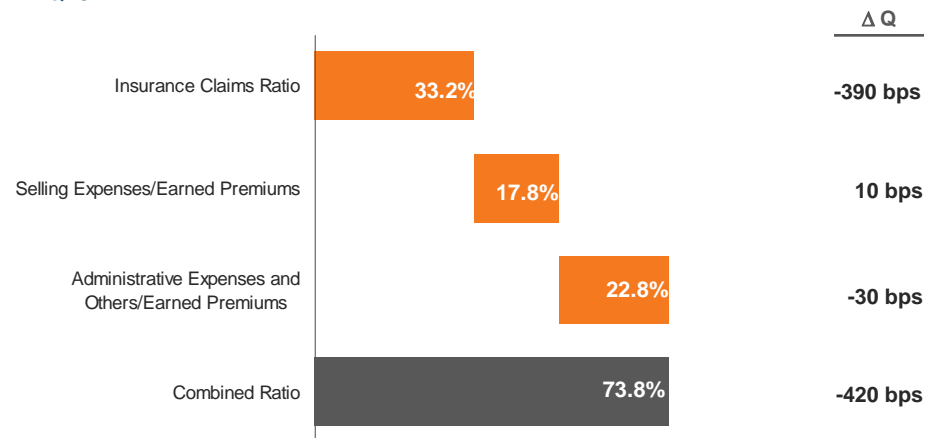
R\$ million

| | R\$ million | Δ Q |
|-----------------------|-------------|-------|
| Earned Premiums* | 2,398 | 2.9% |
| Service Fees | 385 | 6.5% |
| Retained Claims | 933 | -2.7% |
| Selling Expenses | 401 | 2.9% |
| Technical Result | 1,450 | 7.9% |
| Financial Margin | 297 | 2.9% |
| Non-Interest Expenses | 574 | -1.3% |
| Other ¹ | 160 | 26.3% |
| Income Before Taxes | 1,012 | 9.6% |
| Income Taxes | 421 | 10.8% |
| Recurring Net Income | 591 | 8.8% |

¹ Other: Other Operating Income/Expenses, Tax Expenses and Non-operating Income

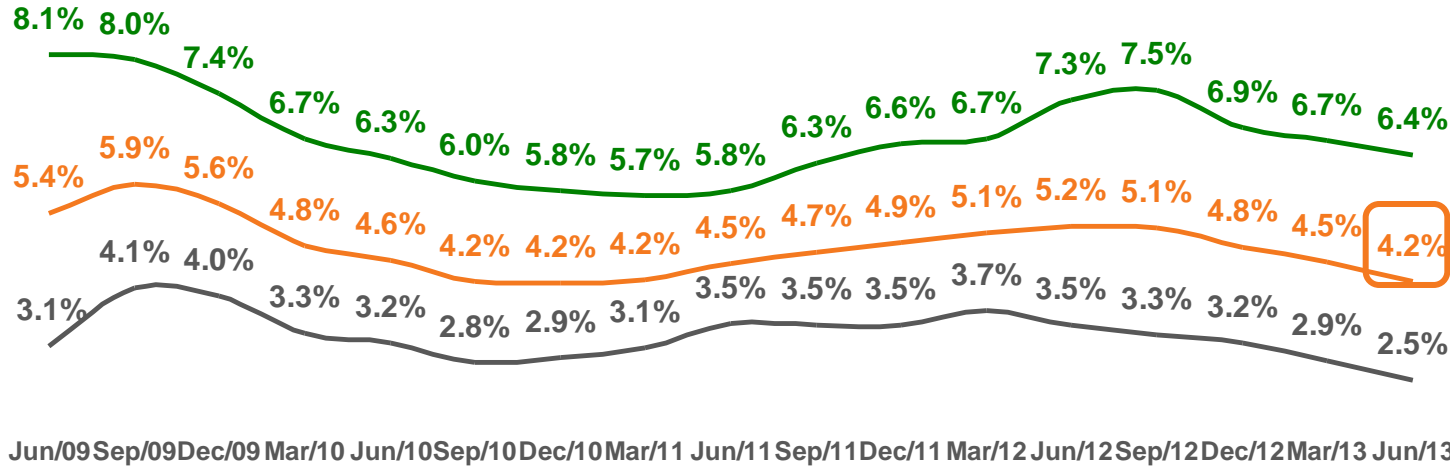
*Considers operations from Insurance, Pension Plan and Capitalization

Combined Ratio Composition¹ 2Q13



¹ Does not include our 30% interest in Porto Seguro and our health insurance operation.

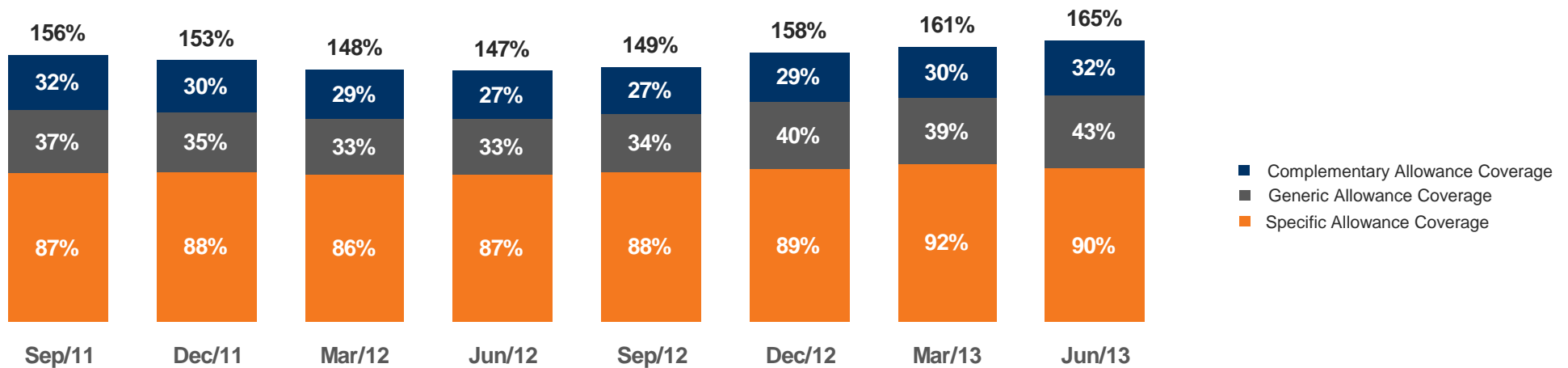
90-day NPL Ratio



90-day NPL returned to the level seen in 2010, which was the lowest since the merger between Itaú and Unibanco.

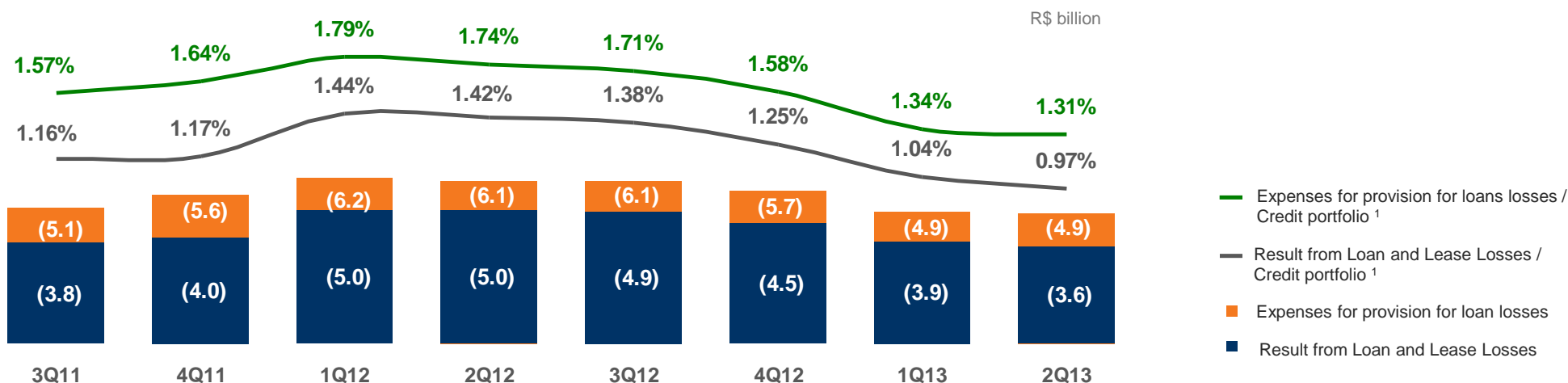
- Individuals
- Total
- Companies

90-day Coverage Ratio



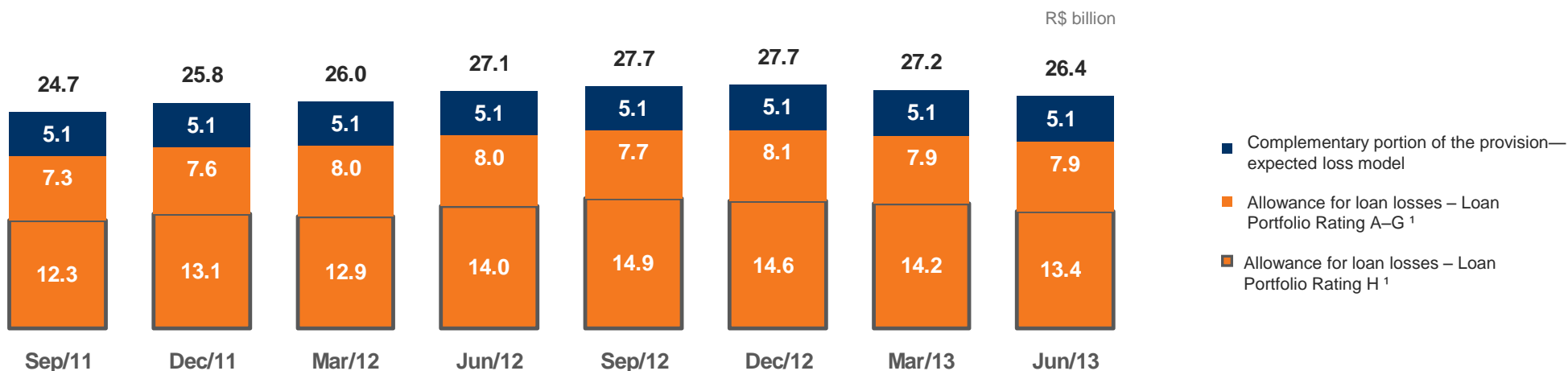
- Complementary Allowance Coverage
- Generic Allowance Coverage
- Specific Allowance Coverage

Expenses for Provision for Loan Losses



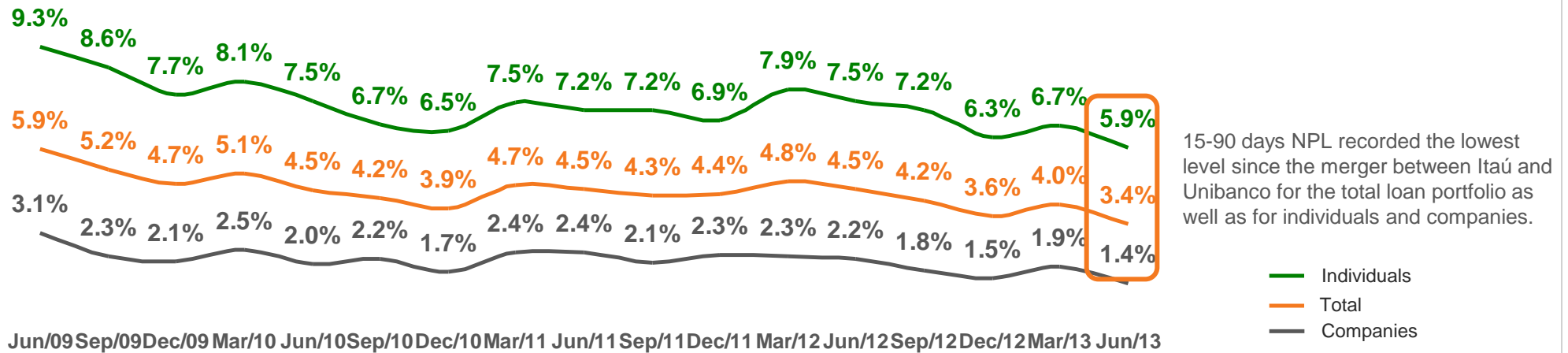
¹ Average balance of the Loan Portfolio of the two previous quarters.

Balance of Allowance for Loan Losses

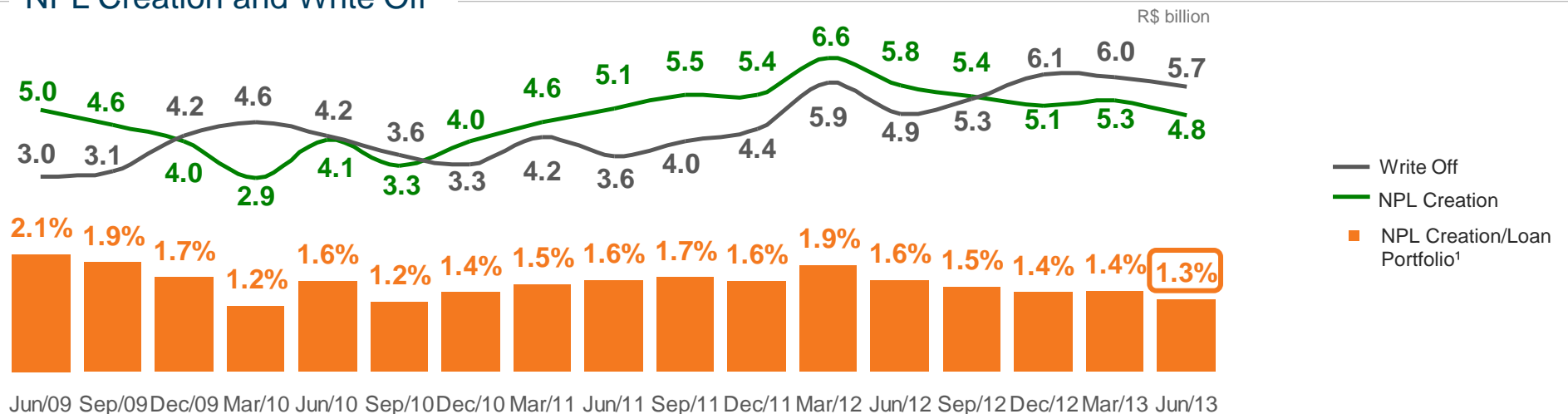


¹ Resolution 2,682/99 CMN

15 to 90-day NPL Ratio



NPL Creation and Write Off



¹ Average balance of the Loan Portfolio of the two previous quarters

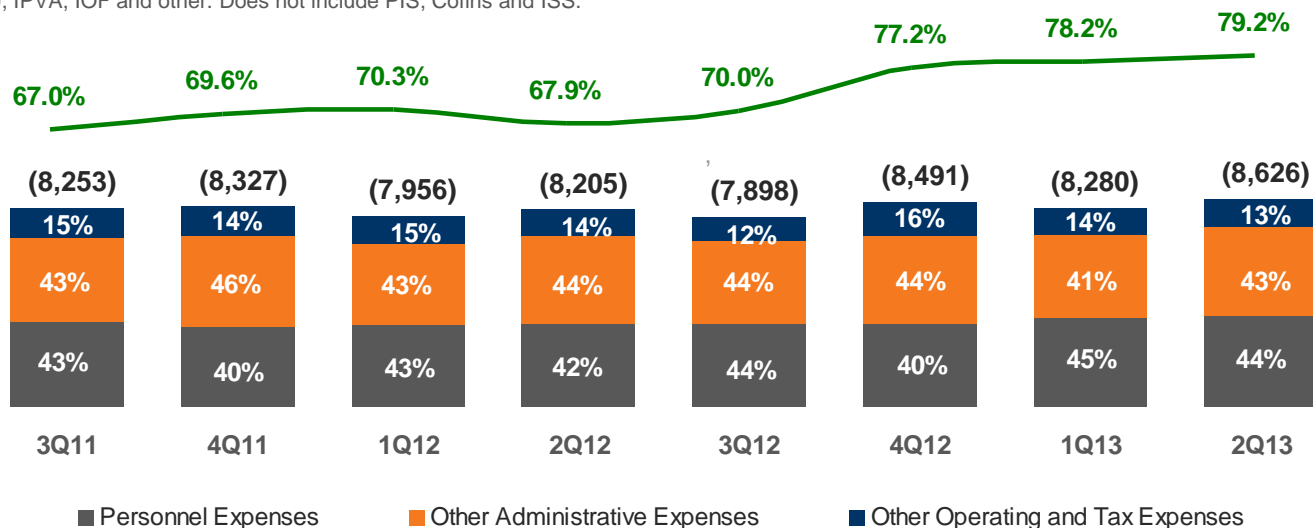
Non-Interest Expenses

Non-interest expenses increased 4.6% compared to the first half of 2012. If we had considered the full consolidation of Redecard results in 2012, as shown in our financial statements, the increase in expenses would have been of 2.5% in the period.

| | | | Variation | | R\$ million | |
|--|----------------|----------------|-------------|-----------------|-----------------|-------------|
| | 2Q13 | 1Q13 | 2Q13 - 1Q13 | 1H13 | 1H12 | 1H13 - 1H12 |
| Personnel Expenses | (3,811) | (3,720) | 2.4% | (7,531) | (6,879) | 9.5% |
| Administrative Expenses | (3,667) | (3,429) | 6.9% | (7,096) | (7,010) | 1.2% |
| Personnel Expenses and Administrative | (7,478) | (7,150) | 4.6% | (14,628) | (13,889) | 5.3% |
| Operating Expenses¹ | (1,049) | (1,011) | 3.7% | (2,060) | (2,044) | 0.8% |
| Other Tax Expenses² | (98) | (119) | -17.3% | (218) | (228) | -4.4% |
| Non-Interest Expenses³ | (8,626) | (8,280) | 4.2% | (16,905) | (16,161) | 4.6% |
| Redecard Full Consolidation Adjustment | - | - | - | - | (329) | - |
| Total Expenses full consolidation of Redecard | (8,626) | (8,280) | 4.2% | (16,905) | (16,490) | 2.5% |

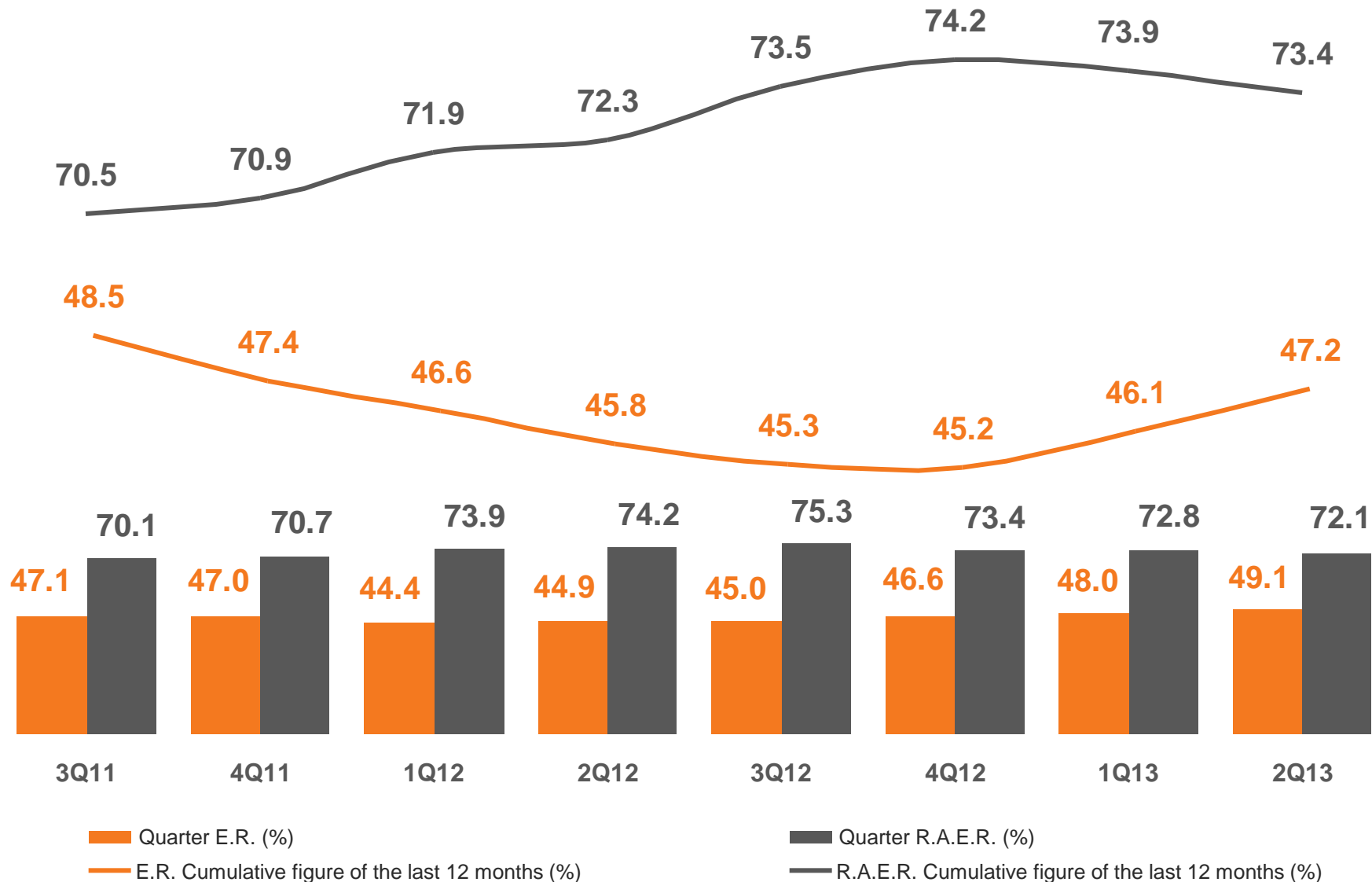
¹ Considers expenses with provision for contingencies, credit card selling, claims and other.

² Includes IPTU, IPVA, IOF and other. Does not include PIS, Cofins and ISS.

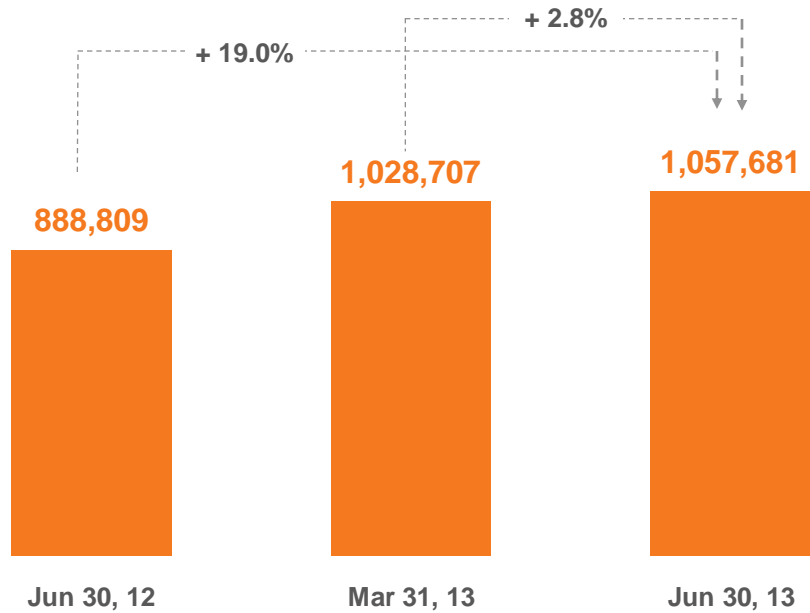


* Banking Service Fees also consider Income from Banking Charges and the Result from Insurance includes Insurance, Pension Plan and Capitalization, after Retained Claims and Selling Expenses.

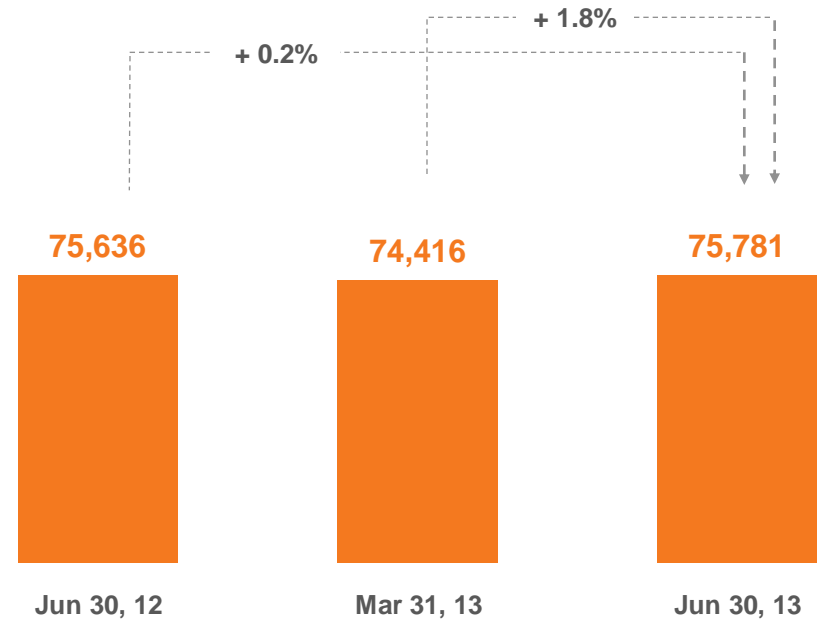
Efficiency Ratio and Risk-Adjusted Efficiency Ratio



Assets



Stockholders' Equity ¹



¹ In the fourth quarter of 2012, the acquisition of the minorities' interest in Redecard was accounted for as a capital transaction because it did not represent a change in the control of the company, and the difference between the value paid and the value corresponding to minority shareholders' interest net of tax effects impacted our equity in R\$7,360 million on December 31, 2012.

Loans by Type of Client / Product



R\$ million

| | Jun 30, 13 | Mar 31, 13 | Dec 31,12 | Jun 30, 12 | Variation | | |
|---|----------------|----------------|----------------|----------------|-------------------------|------------------------|-------------------------|
| | | | | | Jun 30, 13 - Mar 31, 13 | Jun 30, 13 - Dec 31,12 | Jun 30, 13 - Jun 30, 12 |
| Individuals | 153,359 | 152,749 | 150,388 | 149,145 | 0.4% | 2.0% | 2.8% |
| Credit Card | 41,621 | 41,362 | 40,614 | 36,777 | 0.6% | 2.5% | 13.2% |
| Personal Loans | 27,185 | 27,462 | 26,999 | 28,450 | -1.0% | 0.7% | -4.4% |
| Payroll Loans | 18,415 | 16,228 | 13,508 | 11,608 | 13.5% | 36.3% | 58.6% |
| Vehicles | 45,302 | 48,532 | 51,220 | 56,575 | -6.7% | -11.6% | -19.9% |
| Mortgage Loans | 20,836 | 19,165 | 18,047 | 15,736 | 8.7% | 15.5% | 32.4% |
| Companies | 257,399 | 250,630 | 246,914 | 239,331 | 2.7% | 4.2% | 7.5% |
| Corporate | 170,994 | 163,684 | 157,954 | 147,673 | 4.5% | 8.3% | 15.8% |
| Very Small, Small and Middle Market | 86,405 | 86,946 | 88,959 | 91,658 | -0.6% | -2.9% | -5.7% |
| Latin America | 34,355 | 30,860 | 29,293 | 24,923 | 11.3% | 17.3% | 37.8% |
| Total with Endorsements and Sureties | 445,114 | 434,239 | 426,595 | 413,399 | 2.5% | 4.3% | 7.7% |
| Corporate — Private Securities | 22,400 | 21,924 | 22,652 | 19,339 | 2.2% | -1.1% | 15.8% |
| Total with Endorsements, Sureties and Private Securities | 467,514 | 456,162 | 449,248 | 432,738 | 2.5% | 4.1% | 8.0% |
| Total with Endorsements, Sureties and Private Securities (ex-Vehicles) | 422,212 | 407,630 | 398,028 | 376,163 | 3.6% | 6.1% | 12.2% |

Note: Disregarding the exchange rate effect, the growth of the total loan portfolio would have been 0.6% in the previous quarter and 5.8% compared to the same period of the previous year.

The payroll loans of Itaú BMG Consignado reached R\$3.8 billion in the 2Q/13, a 152% increase from the 1Q13.

Funding and Assets Under Management

| | R\$ million | | | | |
|---|------------------|------------------|------------------|---------------------------|----------------------------|
| | Jun 30, 13 | Mar 31,13 | Jun 30, 12 | Variation | |
| | | | | Jun 30, 13 - Mar 31,13 | Jun 30, 13 - Jun 30, 12 |
| Demand Deposits | 38,665 | 33,718 | 31,361 | 14.7% | 23.3% |
| Savings Deposits | 92,324 | 87,072 | 73,056 | 6.0% | 26.4% |
| Time Deposits | 106,986 | 109,321 | 120,872 | -2.1% | -11.5% |
| Debentures (Repurchase Agreements) | 123,072 | 122,316 | 115,724 | 0.6% | 6.3% |
| Funds from Bills ¹ | 34,952 | 36,151 | 38,757 | -3.3% | -9.8% |
| (1) Total - Funding from Institucional Clients and Account Holders (*) | 395,999 | 388,578 | 379,770 | 1.9% | 4.3% |
| Onlending | 38,995 | 38,826 | 34,694 | 0.4% | 12.4% |
| (2) Total – Funding from Institutional & Account Holders | 434,993 | 427,403 | 414,464 | 1.8% | 5.0% |
| Assets Under Administration ² | 608,469 | 581,918 | 484,873 | 4.6% | 25.5% |
| Technical Provisions for Insurance, Pension Plan and Capitalization | 97,447 | 96,624 | 82,553 | 0.9% | 18.0% |
| (3) Total – Clients | 1,140,909 | 1,105,945 | 981,891 | 3.2% | 16.2% |
| Deposits from Banks | 7,056 | 8,444 | 9,686 | -16.4% | -27.1% |
| Funds from Acceptance and Issuance of Securities Abroad | 17,723 | 16,069 | 12,973 | 10.3% | 36.6% |
| Total Funds from Clients + Banks | 1,165,688 | 1,130,458 | 1,004,550 | 3.1% | 16.0% |
| Repurchase Agreements ³ | 166,724 | 174,844 | 81,941 | -4.6% | 103.5% |
| Borrowings | 30,145 | 24,065 | 20,885 | 25.3% | 44.3% |
| Foreign Exchange Portfolio | 50,168 | 40,634 | 36,775 | 23.5% | 36.4% |
| Subordinated Debt | 53,813 | 52,031 | 42,948 | 3.4% | 25.3% |
| Collection and payment of Taxes and Contributions | 4,749 | 4,896 | 4,238 | -3.0% | 12.1% |
| Free Assets ⁴ | 63,843 | 62,735 | 64,608 | 1.8% | -1.2% |
| Free Assets and Other | 369,443 | 359,206 | 251,395 | 2.8% | 47.0% |
| Total Funds (Free, Raised and Managed Assets) | 1,535,131 | 1,489,664 | 1,255,945 | 3.1% | 22.2% |

(*) Funds from Institutional Clients totaled R\$22,866 million, which corresponds to 5.8% of the total raised with Account Holders and Institutional Clients.

¹ Includes funds from Real Estate, Mortgage, Financial, Credit and Similar Notes.

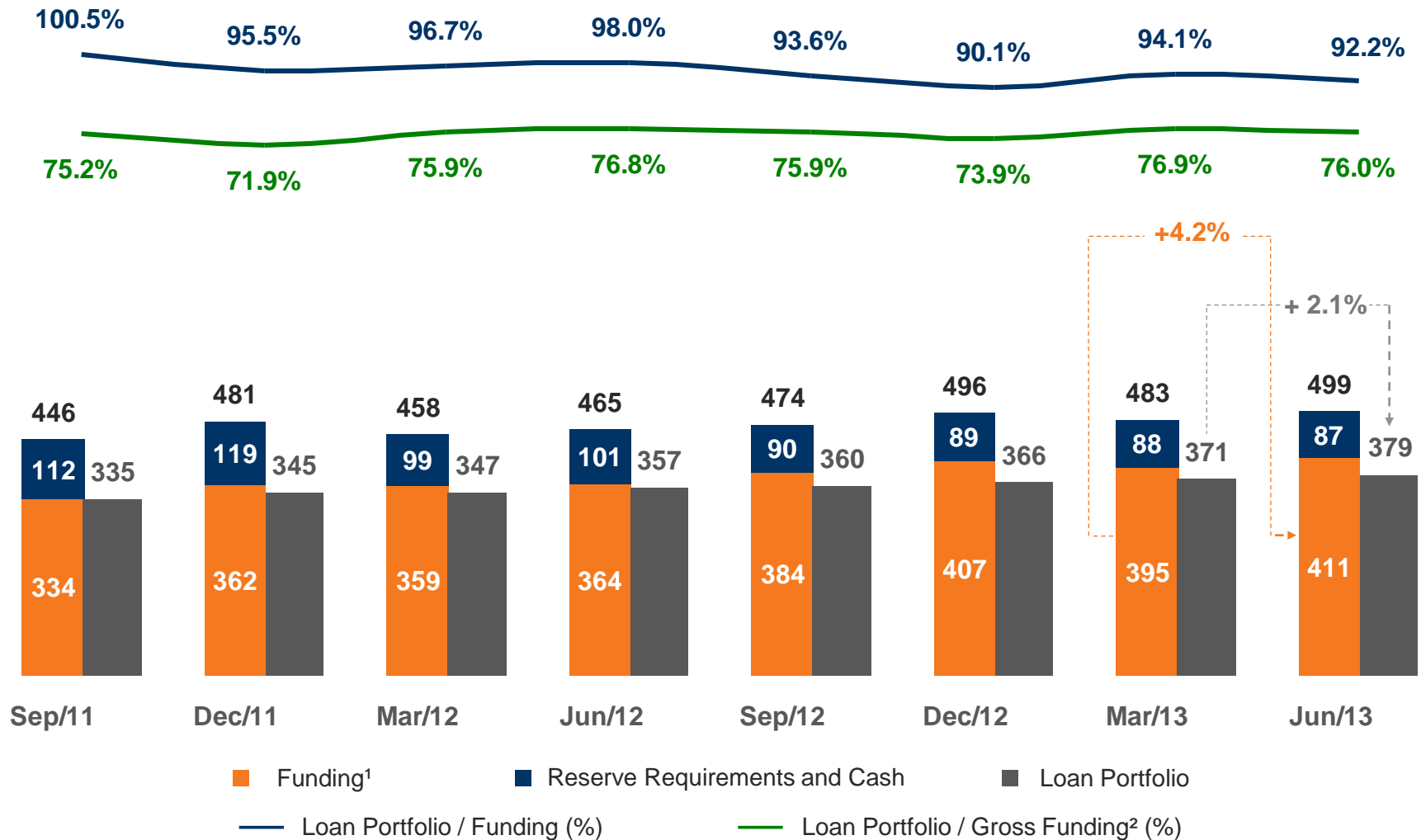
² In December 2012, we began consolidating the exclusive investment funds for the implementation of consolidated subsidiaries.

³ Does not include own issued debentures, classified as funding.

⁴ Stockholders' Equity + Minority Interests - Permanent Assets.

Relation between Loan Portfolio and Funding

R\$ billion

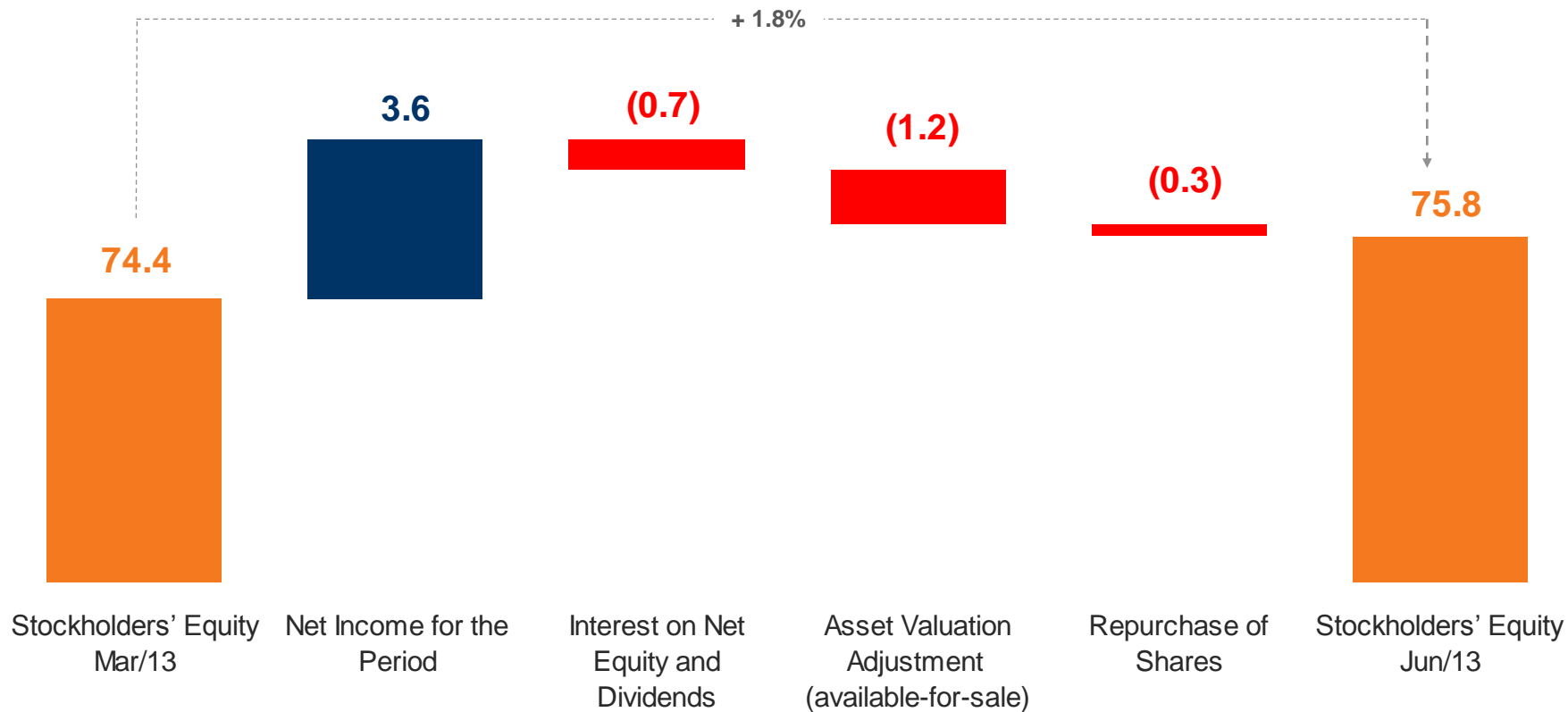


¹ Includes resources obtained from account holders and institutional clients, onlending, foreign borrowings and securities, borrowings and subordinated debts that are not included in TIER II Reference Equity. Considers the deductions of reserve requirements, cash and cash equivalents.

² Considers gross funding (disregarding deductions of reserve requirements, cash and cash equivalents).

Changes in Stockholders' Equity

R\$ billion



Adjustment to Market Value

The increases in interest rate yield curve and in the Brazilian risk premium **generated a negative adjustment to market value in our of Available for Sale Securities portfolio** in the 2Q13.

| | Balance | R\$ billion | |
|---|-------------|--------------|--------------|
| | | Gross | Net of Taxes |
| Government Securities - Domestic | 45.9 | (1.8) | (1.0) |
| National Treasury Bills | 18.0 | (0.1) | (0.0) |
| National Treasury Notes | 7.0 | (0.6) | (0.3) |
| Brazilian External Debt Bonds | 18.0 | (1.2) | (0.7) |
| Other | 3.0 | (0.0) | (0.0) |
| Government Securities - Abroad | 7.2 | (0.0) | (0.0) |
| Corporate Securities | 38.5 | (0.4) | (0.2) |
| Available for Sale Securities ² | 91.6 | (2.2) | (1.2) |
| Subordinated Debt - Foreign Currencies | 18.0 | 1.2 | 0.7 |

securities used to offset fluctuations in our subordinated debt

the adjustment of AFS securities, net of taxes, affected the shareholder's equity and the capital ratios

The impact on the Brazilian External Debt Bonds portfolio is offset by the variation of the subordinated debt. **If this effect were disregarded, the net effect on our shareholder's equity would have been of R\$ 0.5 billion.**

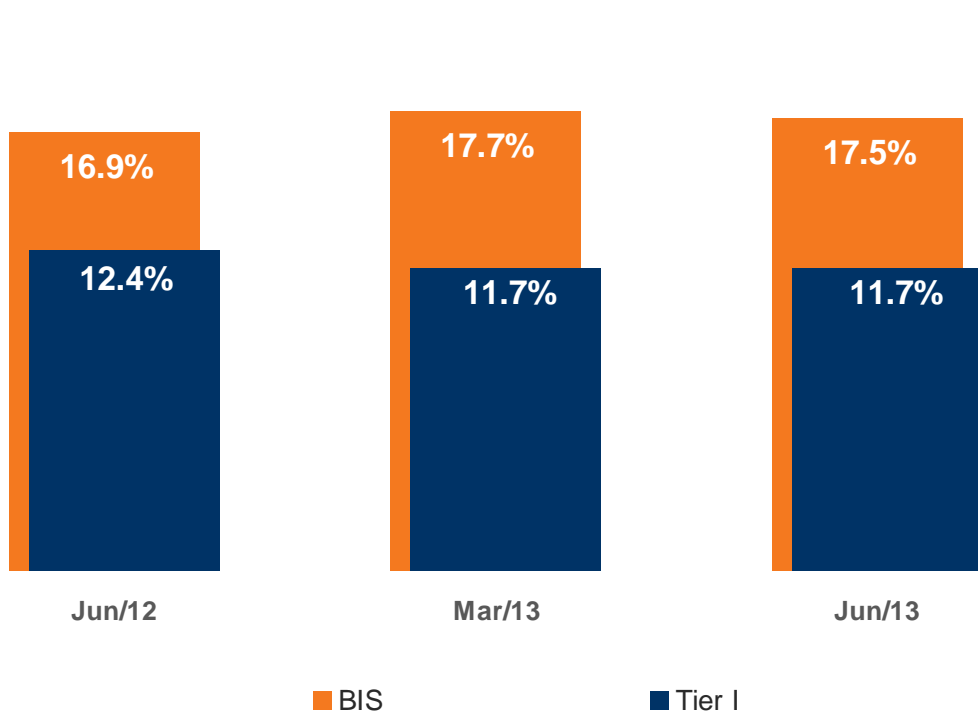
The losses, relatively small, are compatible with the low VaR with which we operate (with lower limits in relation to the bank's capital), protecting stockholder's equity even at times of high volatility. Our Global Average VaR in the quarter was R\$ 236,2 million.

¹ Financial Statements, note 18 – Market Value

² Financial Statements, note 7d – Available for Sale securities

Evolution of BIS Ratio and Tier I

(Economic Financial Consolidated)



Quarter Evolution

| | R\$ billion | | |
|---|--------------|--------------|--------------|
| | RE | RWA | BIS Ratio |
| March, 2013 | 110.6 | 623.5 | 17.7% |
| Subordinated Debt Approved | 1.1 | | 0.2% |
| Net Income for the Period ¹ | 3.6 | | 0.6% |
| Corporate reorganizations | -0.2 | | 0.0% |
| Asset Valuation Adjustment (available-for-sale) | -1.2 | | -0.2% |
| Interest on Net Equity and Dividends | -0.7 | | -0.1% |
| Repurchase of Shares ² | -0.3 | | 0.0% |
| Other Changes in Referential Equity | 0.0 | | 0.0% |
| Changes in RWA | | 23.8 | -0.6% |
| June, 2013 | 113.1 | 647.4 | 17.5% |

RE = Referential Equity

RWA = Risk Weighted Assets

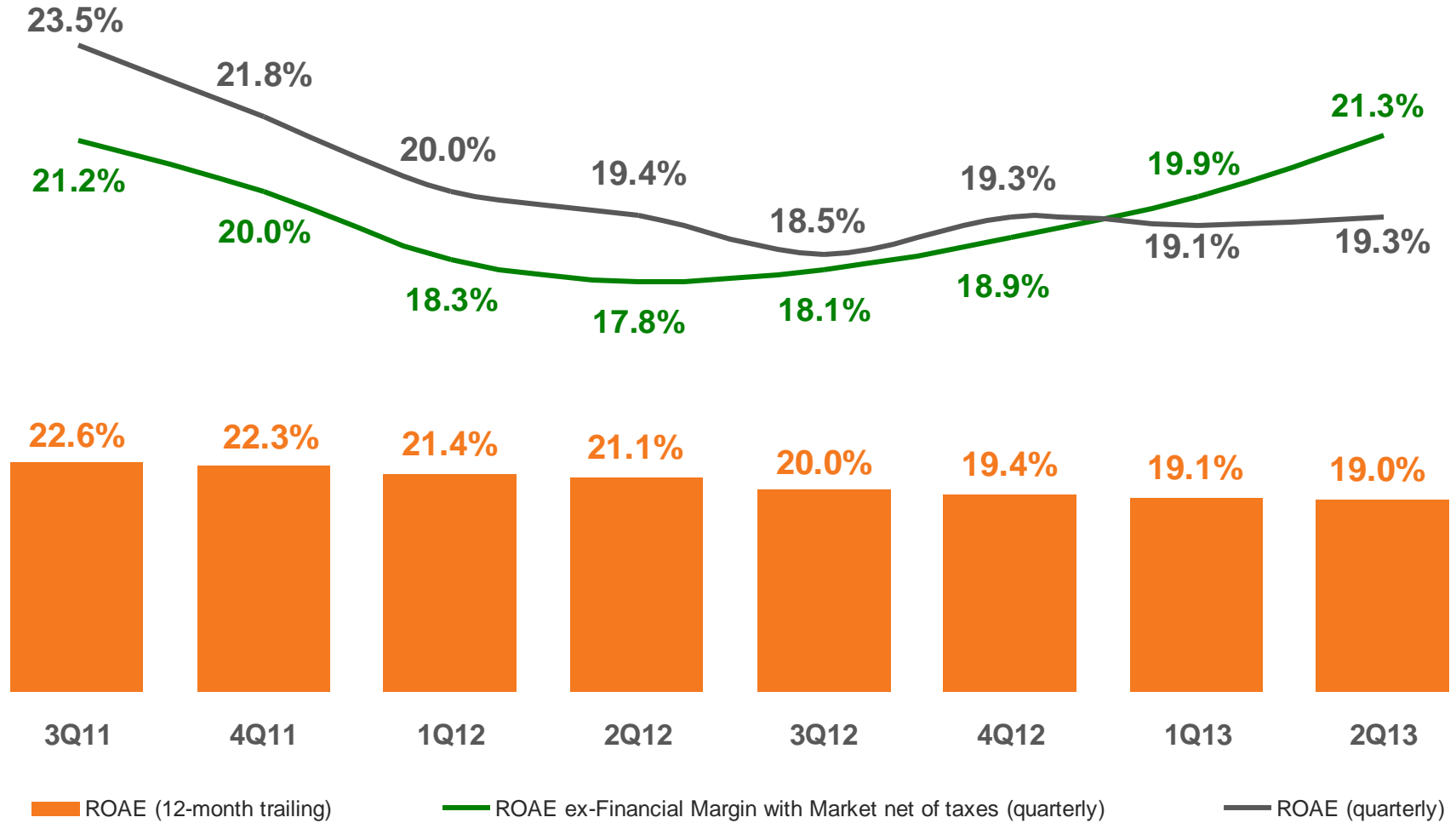
¹ Net income considered in the Economic Financial Consolidated.

² In jun/13, we repurchased 9 million preferred shares in the amount of R\$ 255.9 million at an average price of R\$ 28.43 per share.

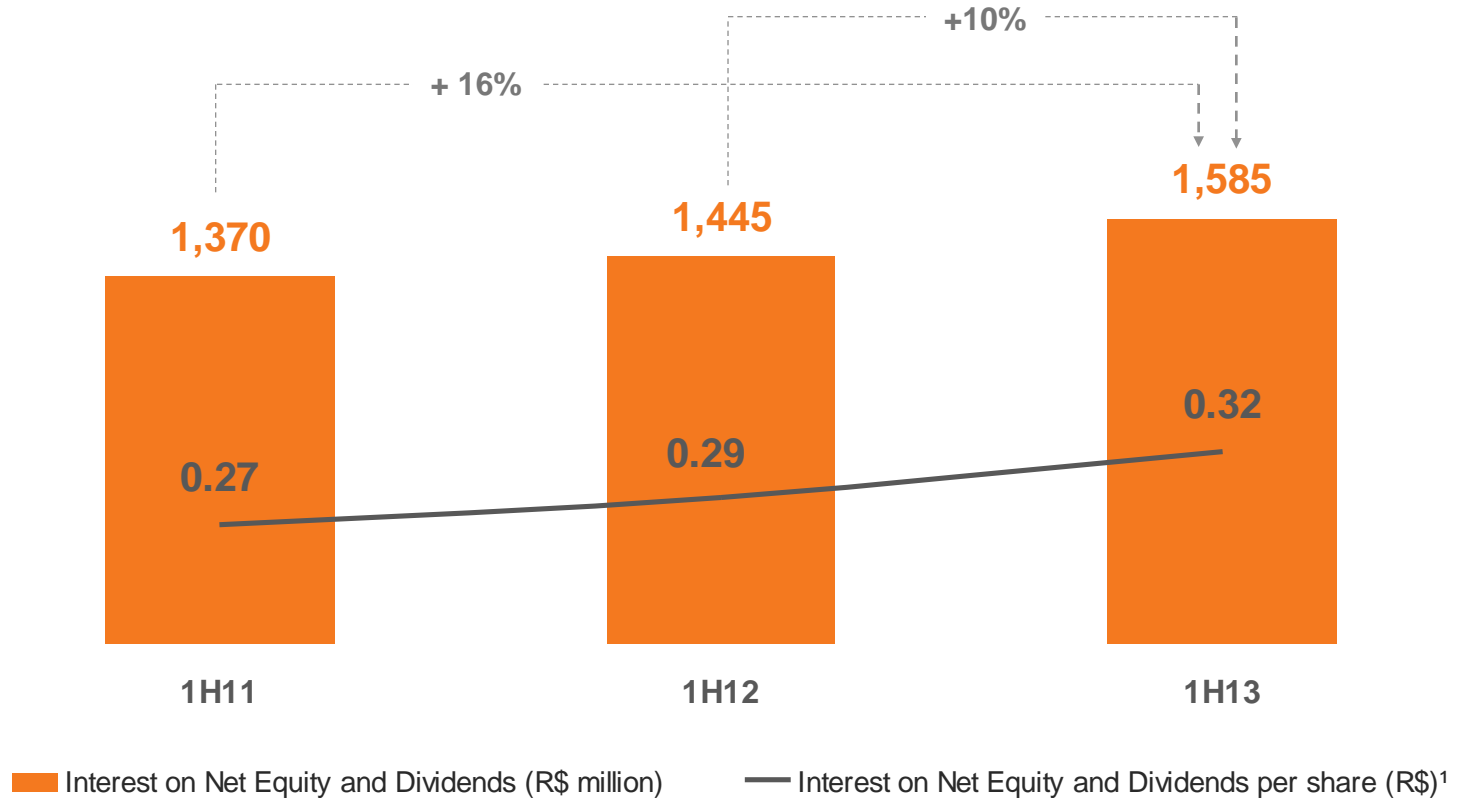
- If the remaining realization of assets and the complementary allowance for loan losses were considered, the ratio would have been 18.3%.

Note: Based on the financial conglomerate concept ("consolidado operacional"), the BIS ratio reached 18.3% on Jun 30, 2013.

Recurring ROE



Interest on Net Equity and Dividends

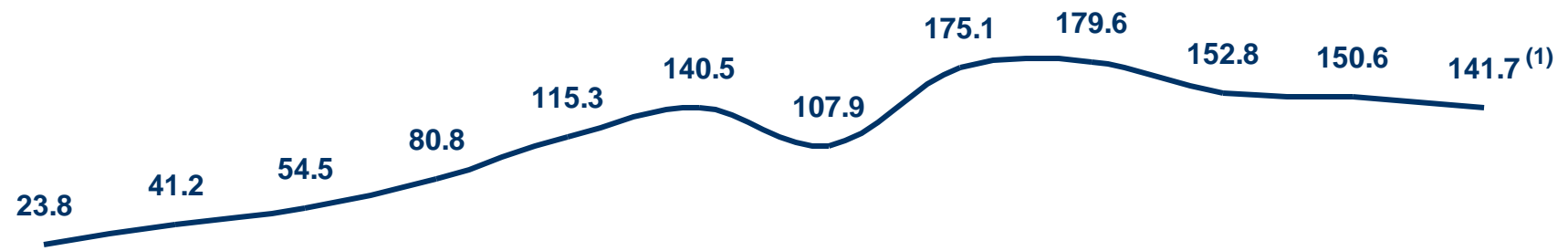


¹ Adjusted number of outstanding shares from 1Q11 with the bonus of 10% occurred on May 20, 2013.

Market Capitalization and Average Daily Trading Volume

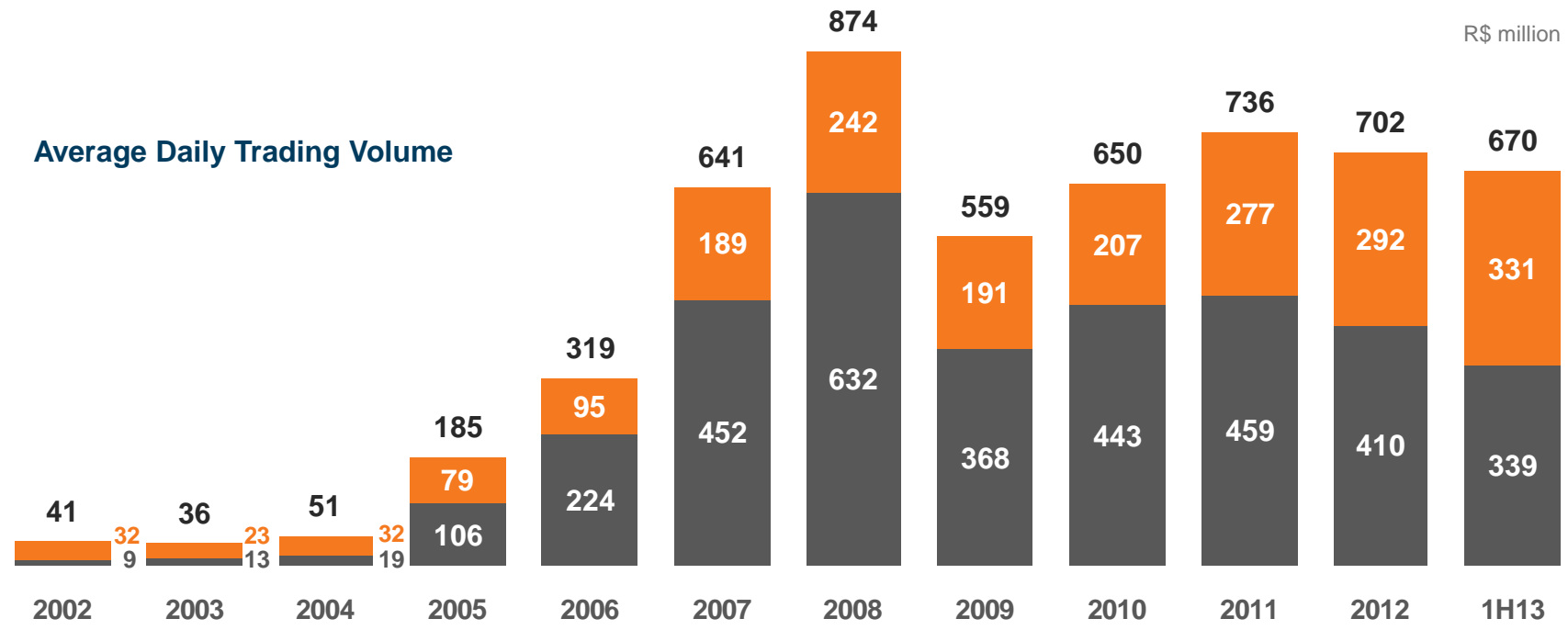


R\$ billion



R\$ million

Average Daily Trading Volume



— Market Capitalization (R\$ billion) ■ NYSE (ADR) ■ BM&FBOVESPA (Non-voting + Common)

⁽¹⁾ As of June 28, 2013, Itaú Unibanco was the 21th largest bank in the world in terms of market capitalization (Source: Bloomberg)

R\$ million

| | Commercial Banking - Retail | | Consumer Credit - Retail | | Wholesale Banking | | Activities with the Market + Corporation | | Itaú Unibanco | |
|---|-----------------------------|--------------------|--------------------------|--------------------|-------------------|--------------------|--|--------------------|----------------|--------------------|
| | 2Q13 | Quartely Variation | 2Q13 | Quartely Variation | 2Q13 | Quartely Variation | 2Q13 | Quartely Variation | 2Q13 | Quartely Variation |
| Financial Margin with Clients | 5,844 | 2.8% | 2,380 | 5.5% | 2,664 | -0.1% | 685 | -25.2% | 11,573 | 0.4% |
| Service Fees and Insurance ¹ | 5,220 | 5.7% | 1,349 | -1.8% | 951 | 5.2% | 74 | -2.6% | 7,593 | 4.2% |
| Loan Losses and Retained Claims | (1,974) | -18.7% | (1,186) | -1.7% | (1,020) | 39.1% | 16 | -129.5% | (4,164) | -5.8% |
| Non-interest Expenses | (5,596) | 5.6% | (1,555) | -3.7% | (1,289) | 8.4% | (186) | 3.7% | (8,626) | 4.2% |
| Others ² | (1,803) | 16.3% | (502) | 26.2% | (533) | -18.5% | 83 | - | (2,755) | 5.8% |
| Recurring Net Income | 1,691 | 25.3% | 485 | 18.6% | 774 | -22.3% | 671 | -11.4% | 3,622 | 3.1% |
| Risk-Adjusted Efficiency Ratio | 74.9% | -460 bps | 79.2% | -470 bps | 68.0% | 1.100 bps | 22.0% | -110 bps | 72.1% | -70 bps |
| Coverage 90 days ³ | 171% | 900 bps | 127% | -450 bps | 219% | 1,180 bps | - | - | 165% | 360 bps |
| RAROC | 33.1% | 700 bps | 21.4% | 390 bps | 13.6% | 380 bps | 11.9% | -280 bps | 19.3% | 20 bps |

¹ Includes Banking Service Fees and Income from Banking and Income from Insurance Insurance, Pension Plan and Capitalization.

² Includes Selling Expenses From Insurance, Taxes and Other Expenses, Income Tax and Social Contribution and Minority Interests.

³ The coverage ratio of segments considers the balance of the complementary provision.

R\$ million

Conciliation BRGAAP x IFRS

| | | | Variation | | | Variation |
|--|---------------|---------------|---------------|---------------|---------------|----------------|
| | 2Q13 | 1Q13 | 2Q13 - 1Q13 | 1H13 | 1H12 | 1H13 - 1H12 |
| BRGAAP - Recurring Net Income | 3,622 | 3,512 | 3.1% | 7,134 | 7,129 | 0.1% |
| Allowance for Loan Losses | 109 | 133 | - | 242 | (55) | - |
| Recognition of deferred tax assets | - | - | - | - | (265) | - |
| Conversion of subsidiaries and unconsolidated companies abroad | 7 | (74) | - | (67) | (25) | - |
| Effective interest rate | 52 | 62 | - | 114 | 101 | - |
| Other adjustments | (3) | (111) | - | (114) | (115) | - |
| IFRS - Recurring Net Income | 3,787 | 3,522 | 7.5% | 7,309 | 6,770 | 8.0% |
| IFRS - Net Income | 3,748 | 3,482 | 7.6% | 7,230 | 6,407 | 12.8% |
| Stockholders' Average Equity | 76,770 | 75,215 | 2.1% | 75,905 | 74,921 | 1.3% |
| Recurring Return on Average Equity | 19.7% | 19.1% | 60 bps | 19.3% | 18.1% | 120 bps |

For more details see the Announcement to the Market for the second quarter of 2013, available at our website: www.itaú-unibanco.com/ir

| | 2013 Expectations | 2013 Expectations Revised |
|---|---|---------------------------|
| Total Credit Portfolio | Growth of 11% to 14% | Growth of 8% to 11% |
| Expenses for Provision for Loan Losses | Between R\$ 19 billion and R\$ 22 billion | Maintained |
| Banking Service Fees and Result of Insurance ¹ | Growth of 15% to 18% | Maintained |
| Non-Interest Expenses | Growth of 4% to 6% | Maintained |
| Risk-Adjusted Efficiency Ratio | Improvement of 200 to 400 basis points | Maintained |

¹ Banking Service Fees (+) Income from Insurance, Pension Plan and Capitalization Operations (-) Retained Claims (-) Selling Expenses with Insurance, Pension Plan and Capitalization.

Credicard

Agreement to purchase Credicard for R\$ 2,767 million

- Portfolio of 4.8 million credit card and of R\$7.3 billion in loans (dec/2012).

Cencosud

15-year agreement with the Chilean retailer Cencosud, to jointly develop consumer financing businesses

- More than 3 million clients, in Chile and Argentina.

Citibank Uruguay

Agreement to purchase the retail operations of Citibank in Uruguay (credit card operations under the brands Visa, Mastercard and Diners).

- Over 15 thousand clients with bank accounts.

BMG Seguradora

Share Purchase Agreement, with controlling shareholders of Banco BMG, of 99.996% of the shares issued by BMG Seguradora, through Banco Itaú BMG Consignado.

IRB – Institute of Reinsurance of Brazil

20-year term shareholders' agreement, under which **we will hold 15% of the total voting capital of IRB** at the end of destatization process.

Note: These operations are still awaiting the approval of regulatory bodies and, therefore, they have not yet impacted our results through the end of the second quarter of 2013.

Alfredo Egydio Setubal

Executive Vice-President and Investor Relations Officer



Itaú Unibanco Holding S.A.

2nd quarter of 2013 Earnings Results

Conference Call

07.31.2013

