Itaú

Conference Call

3rd quarter 2017 – Earnings Review

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President and CEO

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Pro Forma Information

The merger between Itaú Chile and CorpBanca was concluded on April, 1st 2016. As from the second quarter of 2016, Itaú CorpBanca, the company resulting from this merger, was consolidated in our financial statements, as we are the controlling shareholder of the new bank.

In order to allow comparison with previous periods, we are presenting historical pro forma data, that is, the combined result of Itaú Unibanco and CorpBanca for the periods previous to the second quarter of 2016, in the Management Discussion & Analysis report and in this presentation.

The pro forma statements above mentioned were prepared considering all lines of the income statement, including 100% of Itaú CorpBanca's result. The result related to the minority shareholders is shown in the "minority interests in subsidiaries" line, for both CorpBanca and Itaú Chile.

As the data was prepared to demonstrate, on a retroactively basis, the effect of a transaction occurred in a subsequent date, there are limits inherent to pro forma information. The data was provided for illustration purposes only and should not be taken as a demonstration of the result that would have been achieved if the merger had occurred on a previous date, nor do they indicate any future result of the combined company.

Main Challenges

Seeking excellence and value creation for all our stakeholders, we perceive as **our main challenges:**

Focus on Clients

We must **further increase the focus on clients**, aligned with international best practices not limited to the financial sector, **developing products and a "service culture" always focused on client satisfaction** throughout all the activities of the bank.

Risk Management

We must endeavor our efforts to **fully comply with the Risk Appetite guidelines** of the Board of Directors. Managing risks is the essence of our activity and a responsibility of all employees.

Digital Transformation

Speeding up our digital transformation process, continuously **increasing the productivity of our IT area** and **spreading out a digital mindset** throughout the bank is essential to maximize efficiency and to improve user experience and client's satisfaction.

Internationalization

Moving forward in the internationalization process does not necessarily mean to take activities to new countries, but rather to reach, in the countries we are present in, **the same management quality and results we have in Brazil.**

People Management

We must **continuously improve the existing models** so that we **distinguish ourselves in people management**, with processes being increasingly perceived as fair and meritorious.

Profitability

Keeping up the profitability level is what allows us to "dream great dreams" and should be the **result of our efforts** to exceed in all aspects of banking activity, always focused on value creation over time.

Profitability | Sustainable Performance

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Recurring Net Income (R$ billion)

9M12		9M17
10.5	▲ 76%	18.6

Recurring ROE (%)

9M12		9M17
19.4	▲ 230 bps	21.7

Stockholders' Equity (R$ billion)

Sep-12		Sep-17
79.0	▲ 57%	123.6

Dividends & Interest on Own Capital[1] net of taxes (R$ billion)

9M12		9M17
2.0	▲ 484%	11.4

Value Creation (R$ billion)

9M12		9M17
2.4	▲ 163%	6.2

[1] Paid, provisioned or reserved in Stockholders' Equity in the period.

Highlights

Recurring Net Income

Consolidated

R$6.3 bn	▲ + 1.4%	(3Q17/2Q17)
R$18.6 bn	▲ +13.9%	(9M17/9M16)

Brazil

R$6.0 bn	▲ + 0.8%	(3Q17/2Q17)
R$17.9 bn	▲ + 15.0%	(9M17/9M16)

Recurring ROE (p.a.)

Consolidated

21.6%	▲ + 10 bps	(3Q17/2Q17)
21.7%	▲ + 170 bps	(9M17/9M16)

Brazil

22.6%	▼ - 10 bps	(3Q17/2Q17)
23.0%	▲ + 220 bps	(9M17/9M16)

Credit Quality (Sep-17)

Consolidated

NPL 90 3.2%

- — 0.0 bps (Sep-17 / Jun-17)
- ▼ - 70 bps (Sep-17 / Sep-16)

Brazil

NPL 90 3.8%

- ▼ - 10 bps (Sep-17 / Jun-17)
- ▼ - 100 bps (Sep-17 / Sep-16)

	3Q17/2Q17	9M17/9M16
Financial Margin with Clients:	▼ - 2.2%	▼ - 3.2%
Financial Margin with the Market:	▼ - 16.2%	▼ - 3.1%
Cost of Credit:	▼ - 10.8%	▼ - 28.1%
Commissions and Fees and Result from Insurance[1]:	▲ + 3.7%	▲ + 4.1%
Non-interest Expenses:	▲ + 2.3%	▼ - 0.9%
Credit Portfolio (Financial Guarantees Provided and Corporate Securities):	▼ - 2.1%	▼ - 4.9%

	Sep-17	Sep-16
Estimated BIS III (Common Equity Tier I) – Full Implementation of BIS III[2]:	14.6%	13.6%

[1] Result from Insurance (-) Retained Claims (-) Insurance Selling Expenses.
[2] CET I full with fully loaded Basel III rules after impact of Citibank consolidation and the investment in XP Investimentos and before the use of tax credits.
Note: Results from Brazil consider units abroad ex-Latin America.

Results

In R$ billions	3Q17	2Q17	Δ	9M17	9M16	Δ
Operating Revenues	**27.0**	**27.2**	**-0.8%**	**81.5**	**82.5**	**-1.3%**
Managerial Financial Margin	16.8	17.4	-3.5%	51.6	53.3	-3.2%
Financial Margin with Clients	15.4	15.8	-2.2%	46.7	48.3	-3.2%
Financial Margin with the Market	1.4	1.6	-16.2%	4.8	5.0	-3.1%
Commissions and Fees	8.4	8.0	4.0%	24.2	23.0	5.5%
Result from Insurance [1]	1.9	1.8	3.9%	5.6	6.3	-10.2%
Cost of Credit	**(4.0)**	**(4.5)**	**-10.8%**	**(13.7)**	**(19.1)**	**-28.1%**
Provision for Loan Losses	(4.3)	(4.9)	-13.5%	(14.6)	(20.3)	-28.1%
Impairment	(0.3)	(0.1)	148.9%	(0.8)	(0.6)	29.4%
Discounts Granted	(0.2)	(0.3)	-12.4%	(0.8)	(0.9)	-17.4%
Recovery of Loans Written Off as Losses	0.8	0.8	-6.8%	2.5	2.8	-11.0%
Retained Claims	**(0.3)**	**(0.3)**	**22.8%**	**(0.9)**	**(1.1)**	**-19.6%**
Operating Margin	**22.7**	**22.5**	**0.9%**	**66.8**	**62.3**	**7.3%**
Other Operating Expenses	**(13.5)**	**(13.2)**	**2.2%**	**(39.4)**	**(39.9)**	**-1.1%**
Non-interest Expenses	(11.8)	(11.6)	2.3%	(34.4)	(34.7)	-0.9%
Tax Expenses and Other [2]	(1.7)	(1.7)	1.2%	(5.0)	(5.2)	-2.4%
Income before Tax and Minority Interests	**9.2**	**9.3**	**-0.9%**	**27.4**	**22.4**	**22.3%**
Income Tax and Social Contribution	**(3.0)**	**(2.9)**	**2.6%**	**(8.6)**	**(5.8)**	**48.0%**
Minority Interests in Subsidiaries	**0.1**	**(0.2)**	**-129.1%**	**(0.2)**	**(0.2)**	**-31.5%**
Recurring Net Income	**6.3**	**6.2**	**1.4%**	**18.6**	**16.3**	**13.9%**
Non Recurring Events	(0.2)	(0.2)	14.5%	(0.5)	(0.3)	47.9%
Net Income	**6.1**	**6.0**	**1.0%**	**18.1**	**16.0**	**13.2%**

[1] Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

[2] Include Tax Expenses (ISS, PIS, COFINS and other) and Insurance Selling Expenses.

Results – Brazil and Latin America

In R$ billions	9M17			9M16			Δ		
	Consolidated	Brazil [1]	Latin America (ex-Brazil) [2]	Consolidated	Brazil [1]	Latin America (ex-Brazil) [2]	Consolidated	Brazil [1]	Latin America (ex-Brazil) [2]
Operating Revenues	**81.5**	**74.8**	**6.6**	**82.5**	**75.4**	**7.1**	**-1.3%**	**-0.8%**	**-6.7%**
Managerial Financial Margin	51.6	46.9	4.7	53.3	48.2	5.1	-3.2%	-2.6%	-8.6%
Financial Margin with Clients	46.7	42.8	3.9	48.3	43.9	4.4	-3.2%	-2.5%	-10.6%
Financial Margin with the Market	4.8	4.1	0.7	5.0	4.3	0.7	-3.1%	-4.2%	3.5%
Commissions and Fees	24.2	22.4	1.9	23.0	21.1	1.9	5.5%	6.2%	-1.7%
Result from Insurance [3]	5.6	5.5	0.1	6.3	6.2	0.1	-10.2%	-10.3%	-2.5%
Cost of Credit	**(13.7)**	**(12.3)**	**(1.5)**	**(19.1)**	**(17.7)**	**(1.5)**	**-28.1%**	**-30.4%**	**-0.6%**
Provision for Loan Losses	(14.6)	(13.1)	(1.5)	(20.3)	(18.7)	(1.6)	-28.1%	-30.2%	-2.3%
Impairment	(0.8)	(0.8)	-	(0.6)	(0.6)	-	29.4%	29.4%	-
Discounts Granted	(0.8)	(0.7)	(0.0)	(0.9)	(0.9)	(0.0)	-17.4%	-20.7%	303.6%
Recovery of Loans Written Off as Losses	2.5	2.3	0.1	2.8	2.6	0.1	-11.0%	-11.5%	0.6%
Retained Claims	**(0.9)**	**(0.9)**	**(0.0)**	**(1.1)**	**(1.1)**	**(0.0)**	**-19.6%**	**-20.3%**	**9.4%**
Operating Margin	**66.8**	**61.7**	**5.2**	**62.3**	**56.6**	**5.6**	**7.3%**	**8.8%**	**-8.3%**
Other Operating Expenses	**(39.4)**	**(35.0)**	**(4.4)**	**(39.9)**	**(35.2)**	**(4.7)**	**-1.1%**	**-0.4%**	**-6.8%**
Non-interest Expenses	(34.4)	(30.1)	(4.3)	(34.7)	(30.1)	(4.6)	-0.9%	0.0%	-7.1%
Tax Expenses and Other [4]	(5.0)	(4.9)	(0.1)	(5.2)	(5.1)	(0.1)	-2.4%	-2.6%	6.2%
Income before Tax and Minority Interests	**27.4**	**26.6**	**0.8**	**22.4**	**21.5**	**0.9**	**22.3%**	**23.9%**	**-16.2%**
Income Tax and Social Contribution	**(8.6)**	**(8.6)**	**(0.1)**	**(5.8)**	**(5.7)**	**(0.1)**	**48.0%**	**50.2%**	**-43.1%**
Minority Interests in Subsidiaries	**(0.2)**	**(0.1)**	**(0.0)**	**(0.2)**	**(0.2)**	**(0.0)**	**-31.5%**	**-26.7%**	**-51.2%**
Recurring Net Income	**18.6**	**17.9**	**0.7**	**16.3**	**15.6**	**0.7**	**13.9%**	**15.0%**	**-9.1%**
ROE (%)	**21.7**	**23.0**	**8.9**	**20.0**	**20.8**	**11.1**	**170 bps**	**220 bps**	**-210 bps**

[1] Includes units abroad ex-Latin America.

[2] Latin America information is presented in nominal currency.

[3] Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

[4] Include Tax Expenses (ISS, PIS, COFINS and other) and Insurance Selling Expenses.

Business Model

In R$ billions

	9M17					9M16					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
Operating Revenues	**81.5**	**42.1**	**1.4**	**35.9**	**2.1**	**82.5**	**44.0**	**1.9**	**35.0**	**1.7**	**(1.1)**	**(1.9)**	**(0.5)**	**0.9**	**0.4**
Managerial Financial Margin	51.6	34.4	1.3	13.7	2.1	53.3	36.7	1.9	13.0	1.7	(1.7)	(2.3)	(0.5)	0.6	0.4
Commissions and Fees	24.2	7.6	0.0	16.6	-	23.0	7.3	0.0	15.7	-	1.3	0.3	0.0	0.9	-
Result from Insurance [1]	5.6	-	-	5.6	-	6.3	-	-	6.3	-	(0.6)	-	-	(0.6)	-
Cost of Credit	**(13.7)**	**(13.7)**	**-**	**-**	**-**	**(19.1)**	**(19.1)**	**-**	-	**-**	**5.4**	**5.4**	**-**	**-**	**-**
Retained Claims	**(0.9)**	**-**	**-**	**(0.9)**	**-**	**(1.1)**	-	**-**	**(1.1)**	**-**	**0.2**	**-**	**-**	**0.2**	**-**
Non-interest Expenses and Other Expenses [2]	**(39.6)**	**(19.1)**	**(0.4)**	**(20.0)**	**(0.1)**	**(40.1)**	**(19.4)**	**(0.2)**	**(20.4)**	**(0.1)**	**0.5**	**0.2**	**(0.1)**	**0.5**	**(0.0)**
Recurring Net Income	**18.6**	**6.3**	**0.6**	**9.9**	**1.8**	**16.3**	**4.2**	**0.9**	**9.8**	**1.4**	**2.3**	**2.1**	**(0.3)**	**0.1**	**0.5**
Average Regulatory Capital	**118.2**	**59.6**	**2.3**	**27.7**	**28.6**	**109.9**	**56.2**	**3.4**	**32.7**	**17.7**	**8.3**	**3.4**	**(1.1)**	**(5.0)**	**11.0**
Value Creation [3]	**6.2**	**0.0**	**0.4**	**7.1**	**(1.2)**	**3.0**	**(2.6)**	**0.5**	**5.9**	**(0.8)**	**3.2**	**2.6**	**(0.1)**	**1.1**	**(0.4)**
Recurring ROE	**21.7%**	**14.1%**	**35.1%**	**47.7%**	**8.4%**	**20.0%**	**10.0%**	**35.5%**	**40.2%**	**10.3%**	**170 bps**	**400 bps**	**-30 bps**	**750 bps**	**-180 bps**

[1] Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses.

[2] Include Tax Expenses (ISS, PIS, COFINS and other), Insurance Selling Expenses and Minority Interests in Subsidiaries.

[3] The consolidated cost of equity, for each period, was used to calculate the value creation of the consolidated and of the parties.

Credit Portfolio

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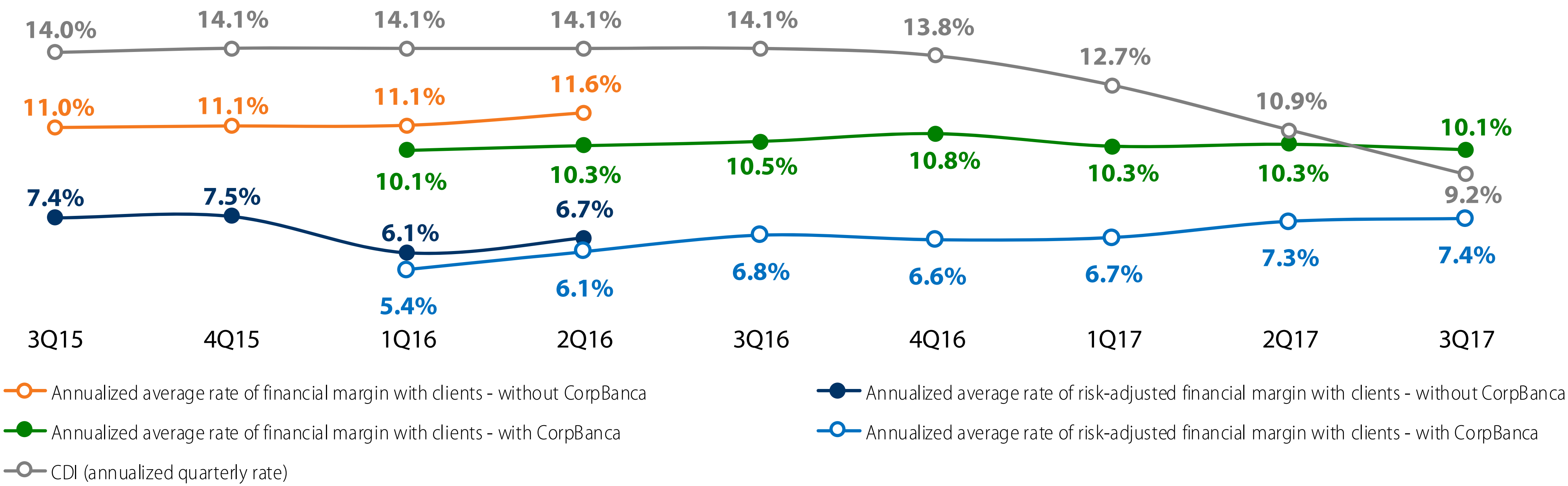
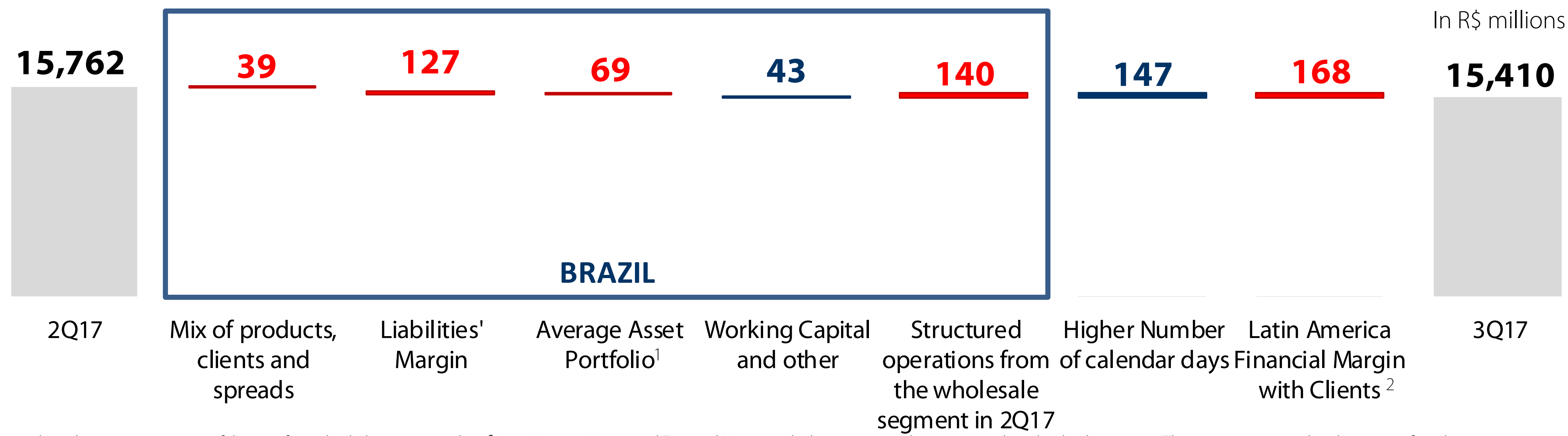
In R$ billions, end of period	3Q17	2Q17	Δ	3Q16	Δ
Individuals	**179.9**	**179.4**	**0.3%**	**182.5**	**-1.4%**
Credit Card Loans	57.2	56.4	1.4%	55.7	2.6%
Personal Loans	26.0	25.9	0.3%	27.9	-6.9%
Payroll Loans	44.6	44.8	-0.5%	45.6	-2.3%
Vehicle Loans	13.9	14.1	-1.5%	15.9	-12.7%
Mortgage Loans	38.3	38.3	0.1%	37.3	2.5%
Companies	**223.7**	**235.2**	**-4.9%**	**244.2**	**-8.4%**
Corporate Loans	164.6	175.4	-6.2%	183.4	-10.3%
Very Small, Small and Middle Market Loans	59.1	59.8	-1.2%	60.8	-2.8%
Latin America	**135.5**	**137.7**	**-1.6%**	**141.0**	**-3.9%**
Total with Financial Guarantees Provided	**539.1**	**552.3**	**-2.4%**	**567.7**	**-5.0%**
Corporate Securities	36.1	35.0	3.2%	37.3	-3.3%
Total with Financial Guarantees Provided and Corporate Securities	**575.2**	**587.3**	**-2.1%**	**605.1**	**-4.9%**
Total with Financial Guarantees Provided and Corporate Securities (ex-foreign exchange rate variation)	**575.2**	**583.0**	**-1.3%**	**601.8**	**-4.4%**

Financial Margin with Clients

Annualized Average Rate



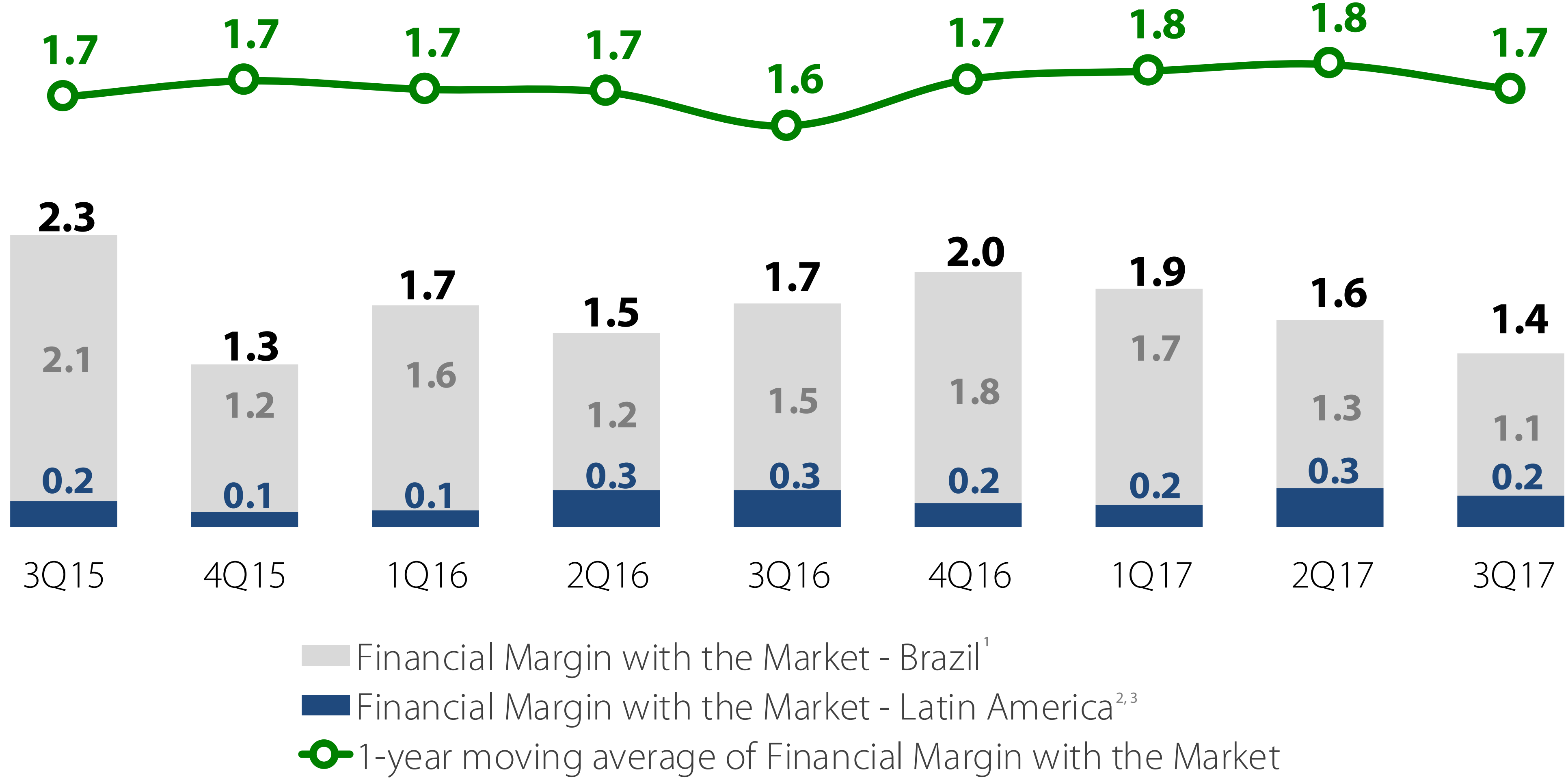
Change in Financial Margin with Clients



[1] Considers credit and private securities portfolio net of overdue balance over 60 days. [2] Latin America Managerial Financial Margin with clients variance does not consider calendar days impact. This impact was considered in its specific column.

Financial Margin with the Market

In R$ billions



[1] Includes units abroad ex-Latin America; [2] Excludes Brazil; [3] 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.

Credit Quality

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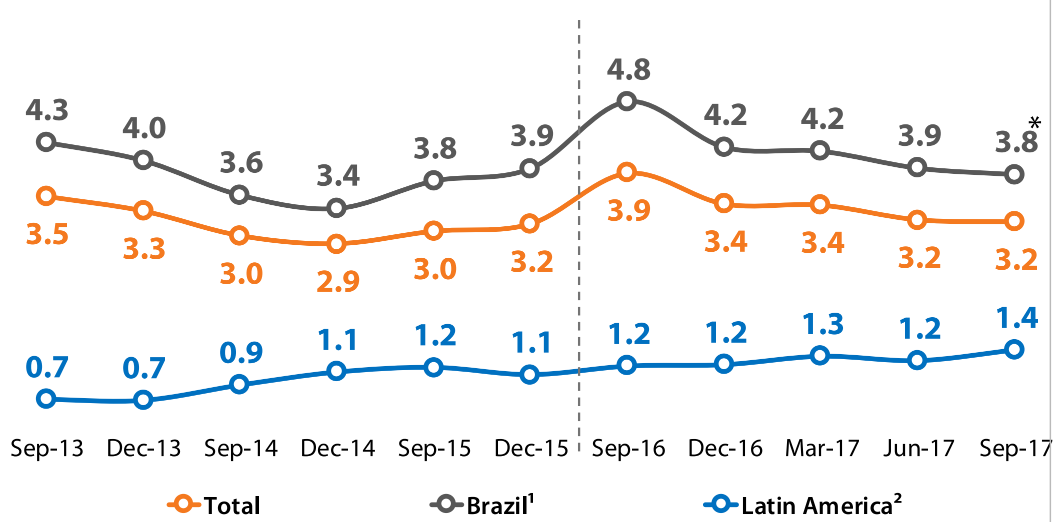
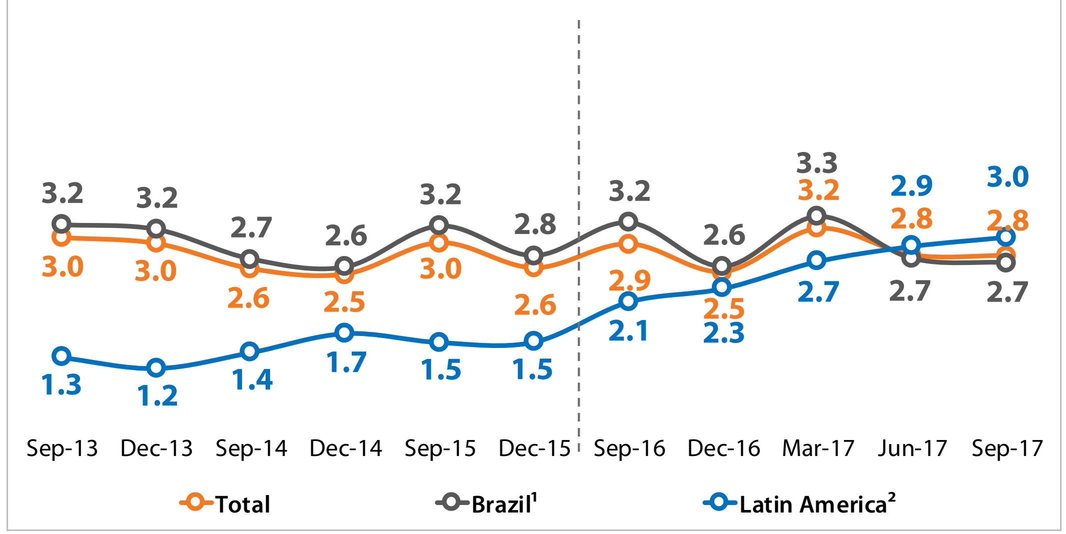
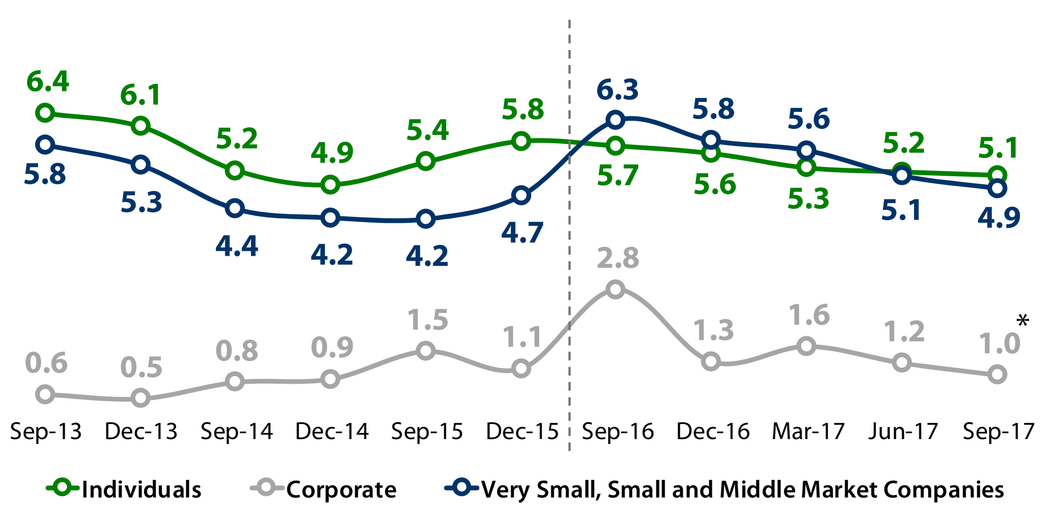
90-day NPL Ratio - **Consolidated** - %



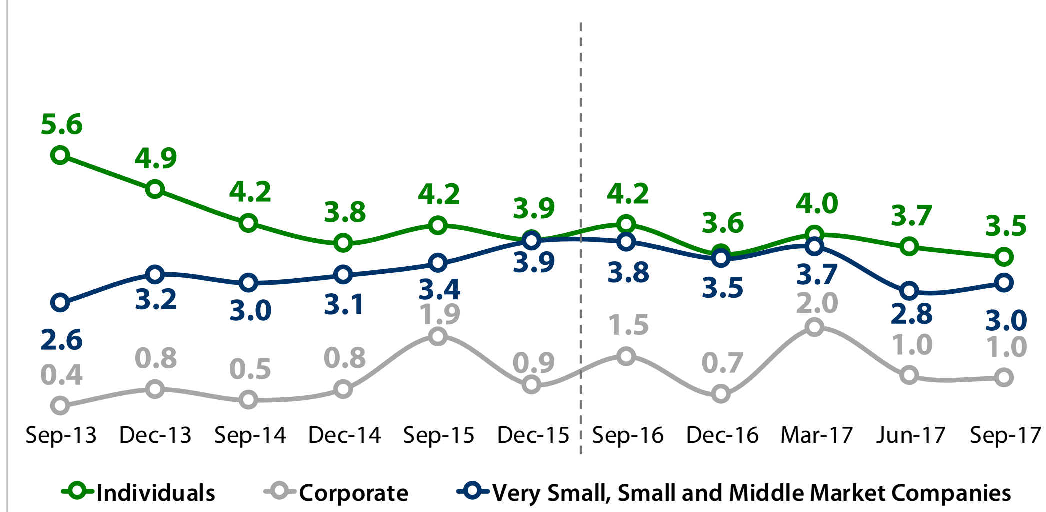
15 to 90-day NPL Ratio - **Consolidated** - %



90-day NPL Ratio - **Brazil** [1] - %



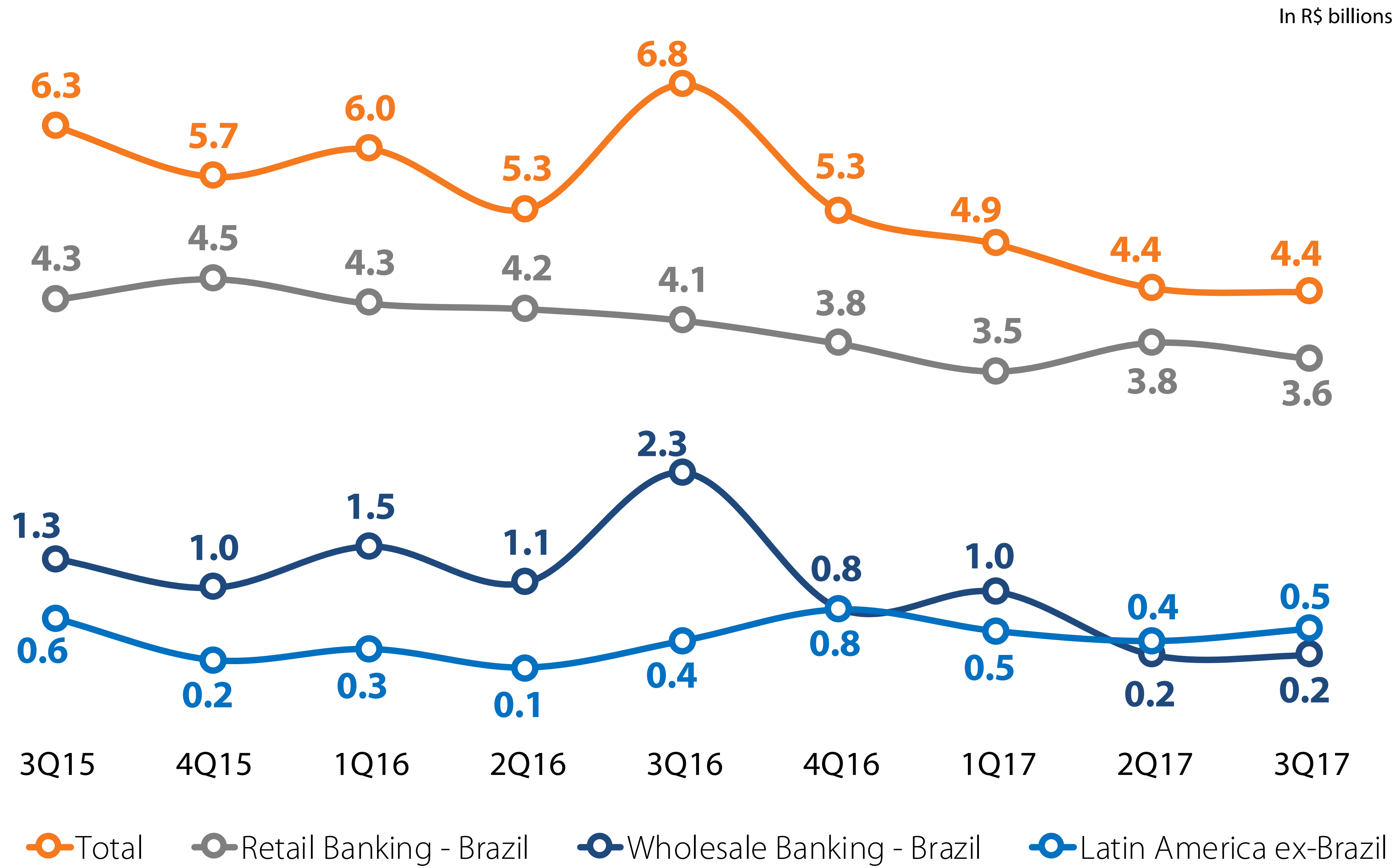
15 to 90-day NPL Ratio - **Brazil** [1] - %



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

* Had the sale of assets not been carried out, 90 day NPL Ratio of Brazil and Corporate would have been 3.9% and 1.1% in September 2017, respectively.

NPL Creation



Provision for Loan Losses and Cost of Credit

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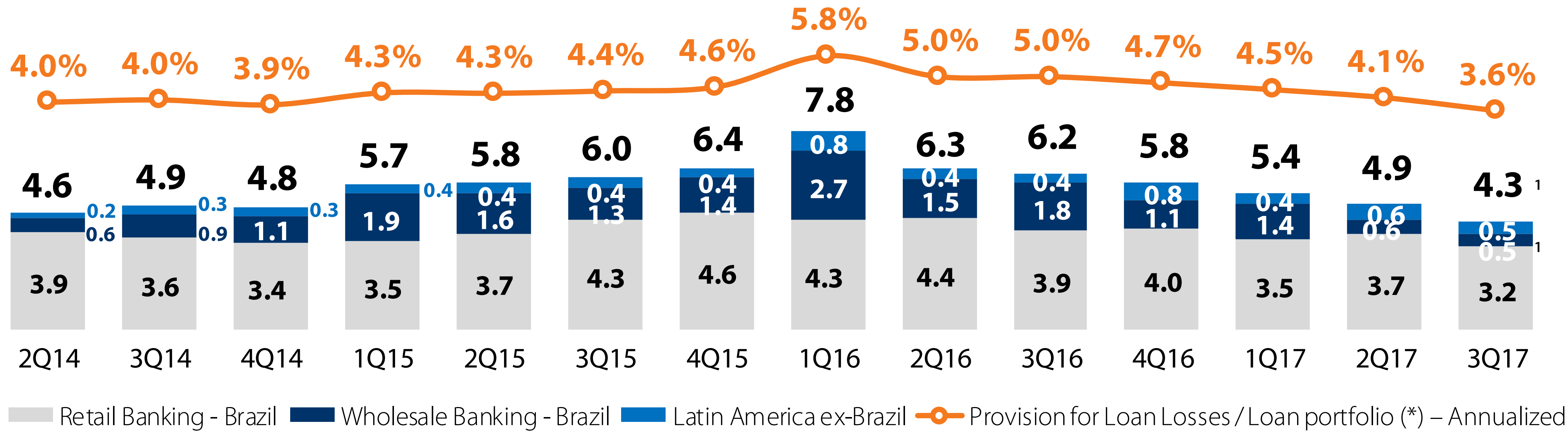
Provision for Loan Losses by Segment

In R$ billions

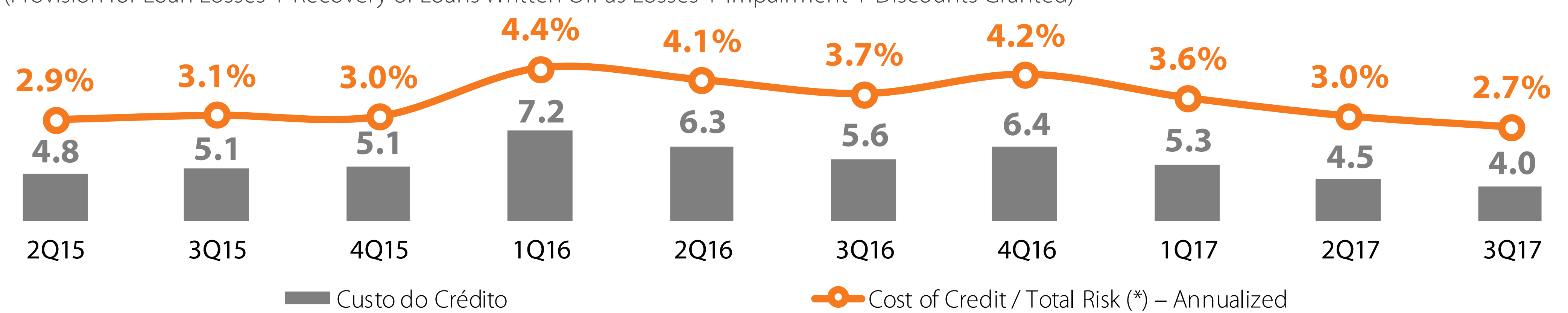


(*) Average balance of the loan portfolio, considering the last two quarters. [1] Had the sale not been carried out, provisions for loans losses would be R$4.4 billion in Consolidated and R$0.6 billion in Wholesale segment

Cost of Credit

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

In R$ billions

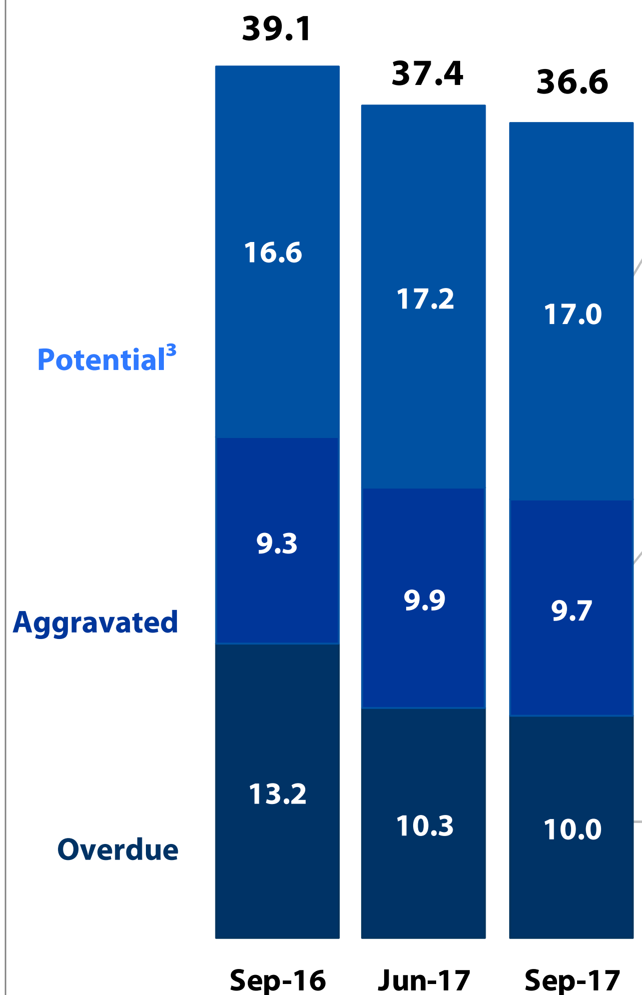


(*) Average balance of the loan portfolio with endorsements, sureties and corporate securities, considering the last two quarters.

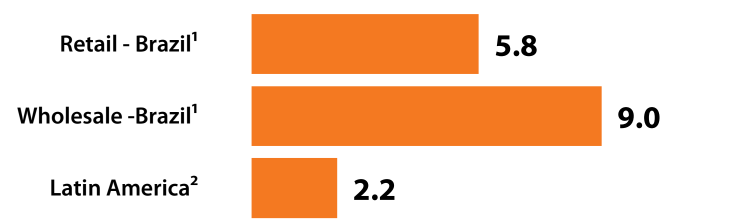
Total Allowance by Type of Risk – Consolidated

In R$ billions

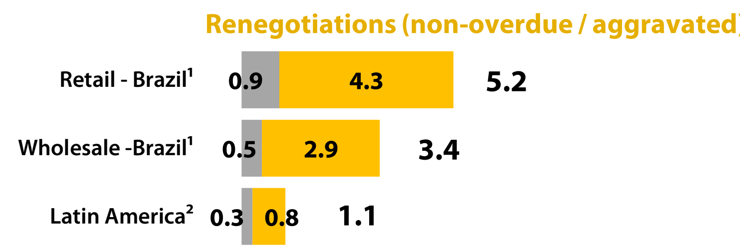
Allocation of Total Allowance(*) by Type of Risk - Consolidated



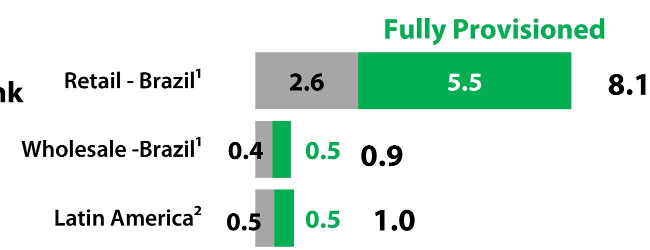
Expected and/or Potential Loss
Related to expected loss in Retail segment and potential loss in Wholesale segment



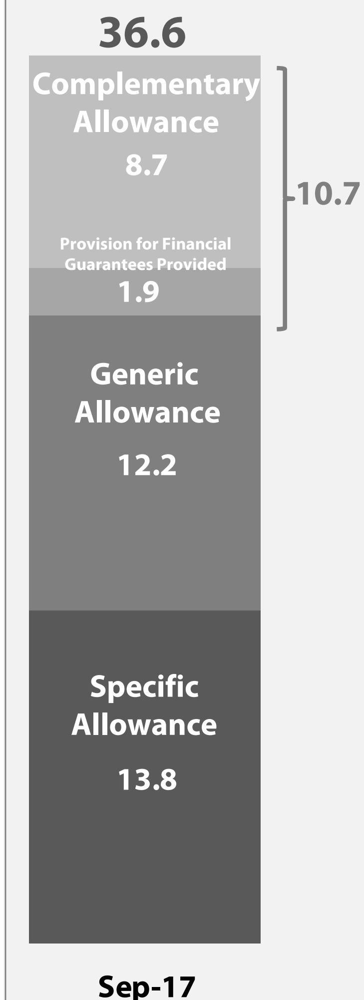
Renegotiation and overdue loans
Related to aggravated risk rating of overdue and renegotiated operations



Overdue operations according to the Brazilian Central Bank
Related to minimum provision required for overdue operations according to CMN Resolution 2,682/1999



Regulatory Breakdown



[1] Includes units abroad ex-Latin America. [2] Excludes Brazil. [3] Allowance for potential losses includes the provision for financial guarantees provided.
(*) Total allowance 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 (90-day NPL)

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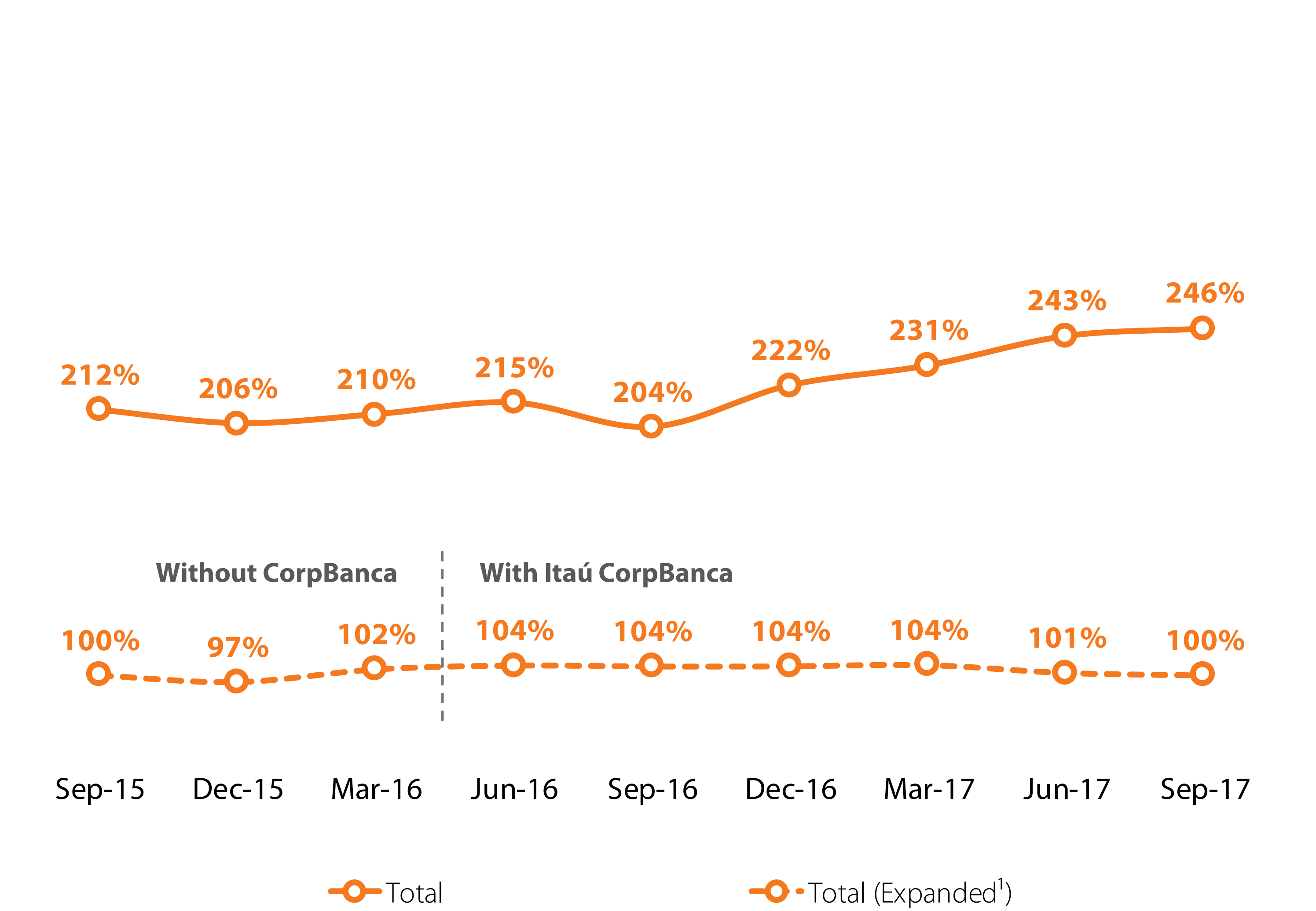
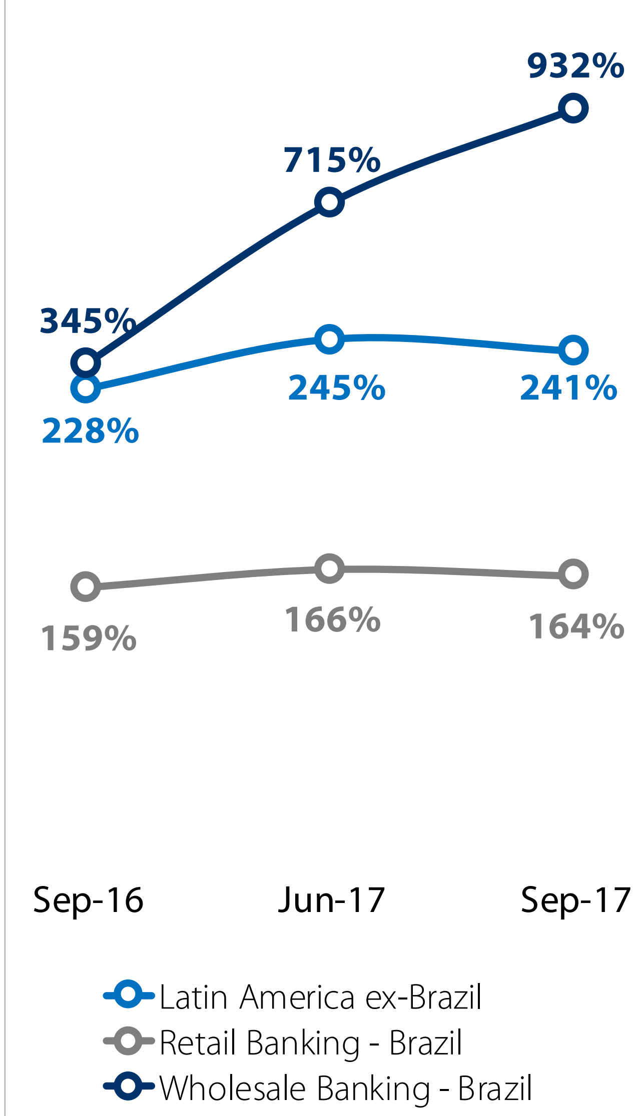
Coverage Ratio and Expanded Coverage Ratio



[1] 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.

(*) 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

Itaú

In R$ billions	3Q17	2Q17	Δ	9M17	9M16	Δ
Credit Cards	3.1	3.0	2.8%	9.1	9.0	0.5%
Current Account Services	1.7	1.7	1.2%	5.0	4.7	6.3%
Asset Management[1]	0.9	0.8	14.2%	2.6	2.2	19.0%
Credit Operations and Guarantees Provided	0.8	0.8	0.4%	2.5	2.4	5.2%
Collection Services	0.4	0.4	3.3%	1.3	1.2	7.2%
Advisory Services and Brokerage	0.4	0.3	27.8%	1.0	0.7	45.6%
Other	0.3	0.3	-4.3%	0.9	0.9	2.3%
Latin America (ex-Brazil)	0.6	0.6	1.1%	1.9	1.9	-1.7%
Commissions and Fees	**8.4**	**8.0**	**4.0%**	**24.2**	**23.0**	**5.5%**
Result from Insurance Operations[2]	1.5	1.5	1.8%	4.5	4.7	-2.6%
Total	**9.8**	**9.5**	**3.7%**	**28.8**	**27.6**	**4.1%**

[1] Includes fund management fees and consortia management fees.
[2] Result from Insurance includes the Result from Insurance, Pension Plan and Premium Bonds Operations net of Retained Claims and Selling Expenses.

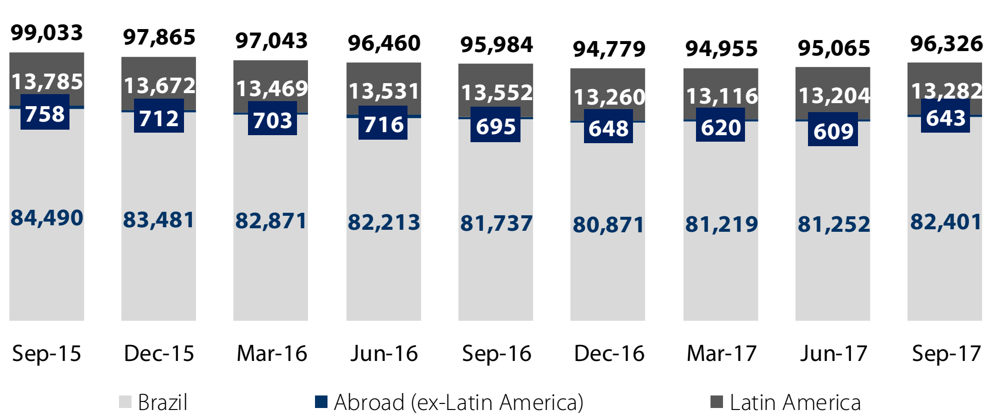
Non-Interest Expenses

Itaú

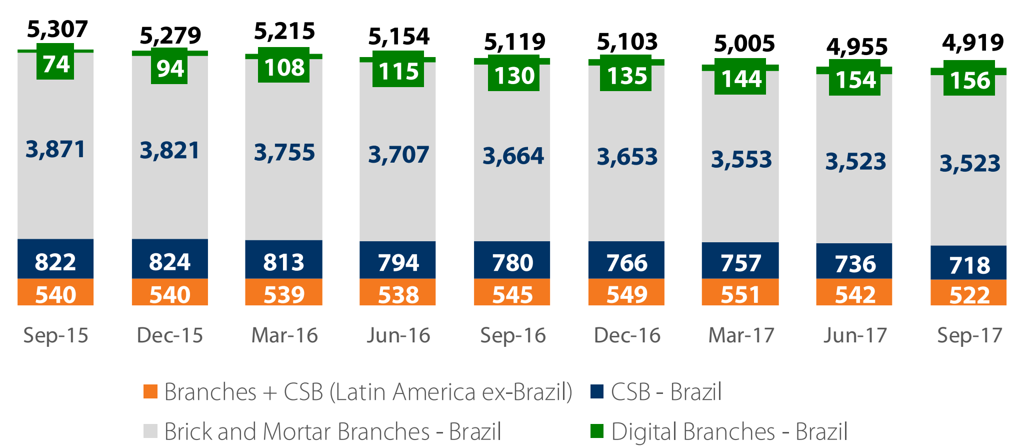
In R$ billions	3Q17	2Q17	Δ	9M17	9M16	Δ
Personnel Expenses	(5.0)	(5.0)	0.6%	(14.8)	(14.8)	-0.3%
Administrative Expenses	(4.0)	(4.0)	-0.2%	(11.7)	(11.6)	1.4%
Personnel and Administrative Expenses	**(9.0)**	**(9.0)**	**0.3%**	**(26.5)**	**(26.4)**	**0.4%**
Operating Expenses	(1.4)	(1.3)	9.9%	(3.7)	(3.8)	-3.5%
Other Tax Expenses (1)	(0.1)	(0.1)	7.6%	(0.3)	(0.3)	-8.9%
Latin America (ex-Brazil) (2)	(1.4)	(1.2)	9.0%	(3.9)	(4.2)	-6.8%
Total	**(11.8)**	**(11.6)**	**2.3%**	**(34.4)**	**(34.7)**	**-0.9%**
(-) Extraordinary Events (3)	-	-	-	-	(1.0)	-
Total (ex-extraordinary events)	**(11.8)**	**(11.6)**	**2.3%**	**(34.4)**	**(33.7)**	**1.9%**

[1] Includes IPTU, IPVA, IOF and other. Does not include PIS, Cofins and ISS; [2] Does not consider overhead allocation; [3] Related to the methodology enhancement for calculating labor claims in the amount of R$687 million and to the lump-sum bonus to employees related to the collective bargaining agreement, in the amount of R$275 million.

Employees



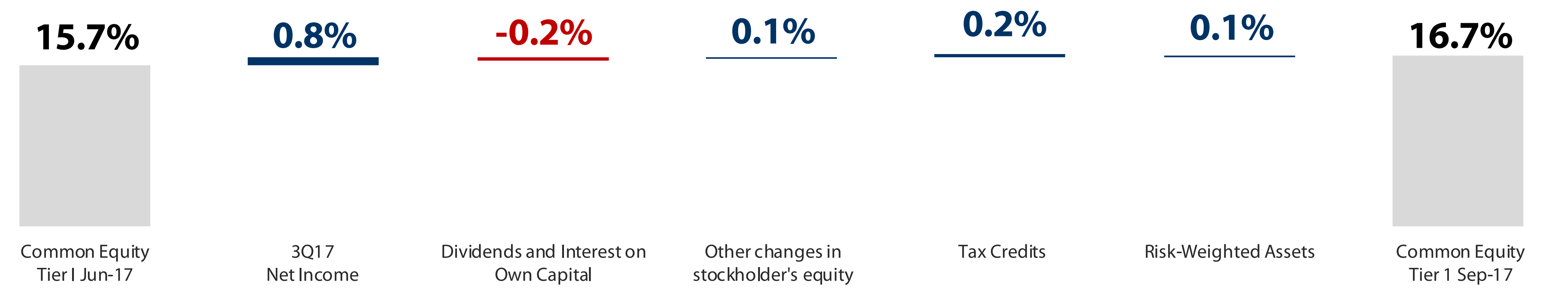
Branches and Client Service Branches



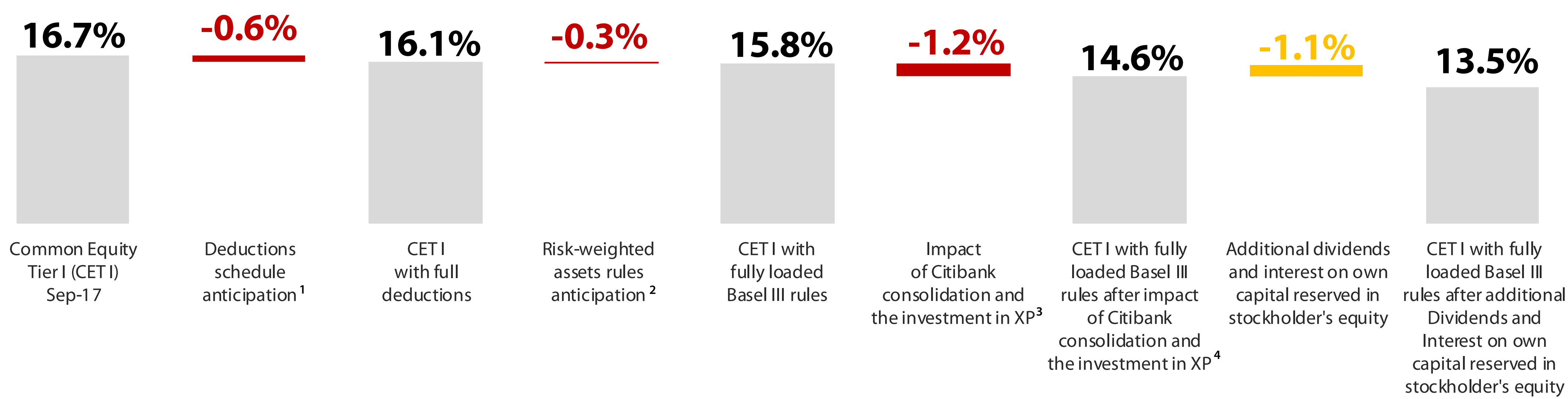
Core Capital Ratio (Common Equity Tier I)

Itaú

Changes in the Core Capital Ratio



Full application of Basel III rules | September 30, 2017



[1] 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. [2] Includes the increase of the multiplier of the amounts of market risk, operational risk and certain credit risk accounts. This multiplier, which is at 10.8 nowadays, will be 12.5 in 2019. [3] The consolidation of Citibank considers the retail business (for individuals) in Brazil. Estimated impacts based on preliminary information and pending regulatory approvals. [4] If we considered the use of tax credits, CET I with fully loaded Basel III rules would be 15.4% (Does not consider any reversal of complementary allowance for loan losses).

Capital Management

In order to **manage capital efficiently**, aiming at creating value to our shareholders, we announced through a Material Fact disclosed on September 26, 2017, that we intend to:

- Maintain the practice of paying dividends and interest on own capital at **35% of net income**, however we **excluded the maximum limit** previously determined at 45%.
- Set forth, through the Board of Directors, the total amount to be distributed each year considering:
  - the company's capitalization level, according to rules issued by the Brazilian Central Bank;
  - the minimum Tier 1 Capital* of 13.5% determined by the Board of Directors (currently at 14.6%*). We highlight that this ratio must be composed of at least 12% of Core Capital;
  - the profitability in the year;
  - the expectations of capital use based on the expected business growth, share buyback programs, mergers and acquisitions and regulatory changes that may change capital requirement;
  - changes in tax legislation.

Therefore, the percentage to be distributed may change every year based on the company's profitability and capital demands, always considering the minimum distribution set forth in the Bylaws.

Total Payout[1] simulation to keep Tier I Capital* at 13.5% under different return and growth scenarios:

		ROE[3]				
		15.00%	17.50%	20.00%	22.50%	25.00%
RWA[2] Growth	5.00%	65 – 70%	70 – 75%	75 – 80%	80 – 85%	85 - 90%
	10.00%	40 – 45%	45 – 50%	50 – 55%	55 – 60%	60 – 65%
	15.00%	25%	25 – 35%	35 – 40%	40 – 45%	45 – 50%

* Taking into consideration the full application of Basel III rules, in addition to the impacts from the acquisition of Citibank's Brazilian retail operations and the minority interest of 49.9% in XP Investimentos.

(1) Includes total amounts of dividends and share buyback. Simulations include the June 2017 base and Citibank's Brazilian retail business and the 49.9% minority interest in XP Investimentos transactions; (2) Risk-Weighted Assets; (3) Return on Equity.

Dividends and Interest on Own Capital net of Taxes

In the first nine months of 2017, we paid or provisioned R$3.9 billion and reserved R$7.5 billion in stockholder's equity in dividends and interest on capital net of taxes, totaling **R$11.4 billion**.

2017 Forecast

We kept unchanged the ranges of our 2017 forecast.

	Consolidated [1]	Brazil [1,2]
Total Credit Portfolio [3]	**From 0.0% to 4.0%**	**From -2.0% to 2.0%**
Financial Margin with Clients [4] **(ex-Impairment and Discounts Granted)**	**From -4.2% to -0.8%**	**From -5.2% to -1.8%**
Cost of Credit [5]	**Between R$15.5 bn and R$18.0 bn**	**Between R$13.5 bn and R$16.0 bn**
Commissions and Fees and Result from Insurance Operations [6]	**From 0.5% to 4.5%**	**From 0.0% to 4.0%**
Non-Interest Expenses	**From 1.5% to 4.5%**	**From 3.0% to 6.0%**

(1) Considers USD-BRL exchange rate at R$3.50 in Dec-17; (2) Includes units abroad ex-Latin America; (3) Includes financial guarantees provided and corporate securities; (4) The evolution of the Financial Margin with Clients also considers the reclassification of Discounts Granted to the Cost of Credit line in 2016; (5) Composed of Result from Loan Losses, Impairment and Discounts Granted; (6) Commissions and Fees (+) Income from Insurance, Pension Plan and Premium Bonds Operations (-) Expenses for Claims (-) Insurance, Pension Plan and Premium Bonds Selling Expenses.

Acquisition of Citibank's Retail Business in Brazil

On October 26, we announced that we obtained **the final regulatory authorization required for the acquisition of Citibank's retail business (for individuals) in Brazil**. This transaction includes loans, deposits, credit cards, branches, asset management and insurance brokerage, as well as the equity investments held by Citibank.

This transaction adds to our operation:

- **R$8.6 billion in assets**
- **R$6.2 billion credit portfolio**
- **R$4.8 billion in deposits**
- **A base of around 300,000 clients and the incorporation of commissions and fees and other revenues related to banking services,** such as asset management and service account fees, among others.

With the completion of this phase of the transaction, we **reaffirm our commitment to the Brazilian market and the creation of long-term value for our shareholders**.

Conference Call

3rd quarter 2017 – Earnings Review

Candido Botelho Bracher
President and CEO

Caio Ibrahim David
Executive Vice-President, CFO and CRO

Alexsandro Broedel Lopes
Executive Finance Director and Investor Relations Officer

Marcelo Kopel
Executive Director