



2nd quarter 2015 – Earnings Review

Conference Call

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Investor Relations Officer



Highlights

Recurring Net Income

R\$6.1
billion

▲ **5.6%** (2Q15/1Q15)

▲ **25.7%** (1H15/1H14)

Recurring ROE (p.a.)

24.8%

▲ **30 bps** (2Q15/1Q15)

▲ **160 bps** (1H15/1H14)

12-month ROE was 24.7%

Credit Quality

3.3%
NPL 90

▲ **30 bps** (2Q15/1Q15)

▼ **10 bps** (2Q15/2Q14)

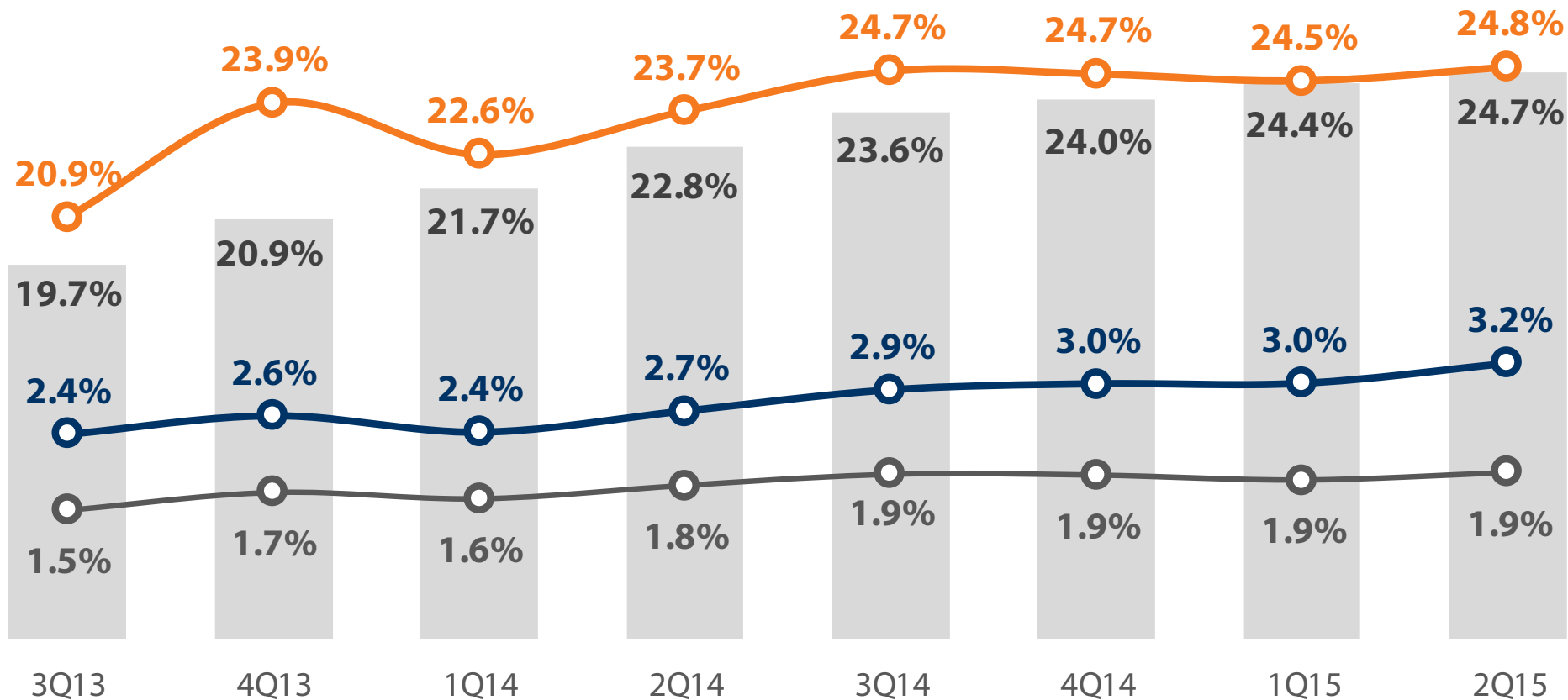
NPL 15-90: 3.0% ▲ **10 bps** (2Q15/1Q15)

▲ **30 bps** (2Q15/2Q14)

- **Financial Margin with Clients:** ▲ **4.1%** (2Q15/1Q15) and ▲ **17.0%** (1H15/1H14) totaled R\$14.7 billion in the quarter and R\$28.8 billion in the first half of 2015
- **Financial Margin with Market:** ▼ **16.5%** (2Q15/1Q15) and ▲ **129.6%** (1H15/1H14) totaled R\$1.6 billion in the quarter and R\$3.4 billion in the first half of 2015
- **Loan Loss Provision Expenses:** ▲ **0.1%** (2Q15/1Q15) and ▲ **26.6%** (1H15/1H14) reached R\$5.5 billion in the quarter and R\$11.0 billion in the first half of 2015
- **Fees and Results from Insurance¹:** ▲ **1.2%** (2Q15/1Q15) and ▲ **10.5%** (1H15/1H14) reached R\$8.5 billion in the quarter and R\$16.8 billion in the first half of 2015
- **Non-Interest Expenses:** ▲ **1.0%** (2Q15/1Q15) and ▲ **6.7%** (1H15/1H14) totaled R\$10.0 billion in the quarter and R\$19.9 billion in the first half of 2015
- **Efficiency Ratio:** ▼ **30 bps** (2Q15/1Q15) and ▼ **470 bps** (1H15/1H14) reached 42.9% in the quarter and Risk-Adjusted Efficiency Ratio reached 61.8%
- **Loan Portfolio:** ▼ **2.2%** (Jun-15/Mar-15) and ▲ **9.0%** (Jun-15/Jun-14) including private securities ▼ **2.1%** in the quarter and ▲ **9.3%** in the 12-month period

¹ Result from Insurance (-) Retained Claims (-) Selling Expenses from Insurance.

Recurring ROE / Recurring ROA



■ Recurring Return on Average Equity (trailing 12 months)

—○ Recurring Return on Average Equity (quarterly)

—○ Recurring Return on Average Assets – Annualized

—○ Recurring Return on Average Assets – Risk-Weighted Assets

In R\$ millions	2Q15	1Q15	variation		2Q14	variation		1H15	1H14	variation	
Operating Revenues	25,339	24,946	393	1.6%	22,118	3,221	14.6%	50,285	42,780	7,504	17.5%
Managerial Financial Margin	16,235	15,963	272	1.7%	13,593	2,642	19.4%	32,198	26,081	6,117	23.5%
Financial Margin with Clients	14,673	14,092	581	4.1%	12,712	1,961	15.4%	28,765	24,586	4,179	17.0%
Financial Margin with Market	1,561	1,871	(309)	-16.5%	881	680	77.2%	3,432	1,495	1,938	129.6%
Commissions and Fees	6,906	6,867	40	0.6%	6,338	568	9.0%	13,773	12,395	1,378	11.1%
Result from Insurance ¹	2,198	2,117	81	3.8%	2,187	11	0.5%	4,314	4,305	9	0.2%
Result from Loan and Lease Losses	(4,387)	(4,455)	68	-1.5%	(3,231)	(1,155)	35.8%	(8,842)	(6,395)	(2,446)	38.3%
Loan Loss Provision Expenses	(5,520)	(5,515)	(5)	0.1%	(4,465)	(1,055)	23.6%	(11,035)	(8,717)	(2,318)	26.6%
Recovery of Credits	1,133	1,060	73	6.9%	1,234	(101)	-8.2%	2,193	2,321	(128)	-5.5%
Retained Claims	(385)	(368)	(17)	4.5%	(480)	95	-19.8%	(753)	(967)	213	-22.1%
Other Operating Expenses	(11,692)	(11,602)	(90)	0.8%	(11,050)	(643)	5.8%	(23,295)	(21,514)	(1,781)	8.3%
Non-interest Expenses	(9,979)	(9,881)	(98)	1.0%	(9,577)	(402)	4.2%	(19,860)	(18,616)	(1,244)	6.7%
Tax Expenses and Other ²	(1,713)	(1,721)	8	-0.5%	(1,473)	(240)	16.3%	(3,434)	(2,898)	(537)	18.5%
Income before Tax and Minority Interests	8,875	8,520	354	4.2%	7,357	1,518	20.6%	17,395	13,905	3,490	25.1%
Income Tax and Social Contribution	(2,661)	(2,607)	(54)	2.1%	(2,306)	(355)	15.4%	(5,268)	(4,261)	(1,007)	23.6%
Minority Interests in Subsidiaries	(79)	(105)	26	-24.6%	(78)	(1)	1.4%	(185)	(142)	(43)	30.0%
Recurring Net Income	6,134	5,808	326	5.6%	4,973	1,162	23.4%	11,942	9,502	2,440	25.7%
Non-recurring Events	(150)	(75)	(75)	100.5%	(74)	(76)	103.4%	(225)	(184)	(42)	22.6%
Net Income	5,984	5,733	251	4.4%	4,899	1,085	22.1%	11,717	9,318	2,399	25.7%

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 Selling Expenses from Insurance.

In R\$ millions, end of period	2Q15	1Q15	variation	4Q14	variation	2Q14	variation
Individuals	187,318	187,286	0.0%	186,212	0.6%	172,441	8.6%
Credit Card Loans	56,247	56,331	-0.1%	59,321	-5.2%	53,524	5.1%
Personal Loans	30,016	29,822	0.7%	28,541	5.2%	28,678	4.7%
Payroll Loans	45,517	44,608	2.0%	40,525	12.3%	29,892	52.3%
Vehicle Loans	23,786	26,331	-9.7%	28,927	-17.8%	34,068	-30.2%
Mortgage Loans	31,753	30,194	5.2%	28,898	9.9%	26,280	20.8%
Companies	295,384	304,409	-3.0%	295,366	0.0%	278,573	6.0%
Corporate Loans	211,905	218,970	-3.2%	211,241	0.3%	195,714	8.3%
Very Small, Small and Middle Market Loans	83,479	85,439	-2.3%	84,125	-0.8%	82,859	0.7%
Latin America	49,004	51,699	-5.2%	43,942	11.5%	36,609	33.9%
Total with Endorsements and Sureties	531,706	543,394	-2.2%	525,519	1.2%	487,623	9.0%
Corporate - Private Securities	34,850	35,202	-1.0%	34,175	2.0%	30,801	13.1%
Total with Endorsements, Sureties and Private Securities	566,556	578,596	-2.1%	559,694	1.2%	518,423	9.3%
Total with Endorsements, Sureties and Private Securities (ex-foreign exchange rate variation)	566,556	572,547	-1.0%	575,782	-1.6%	552,279	2.6%

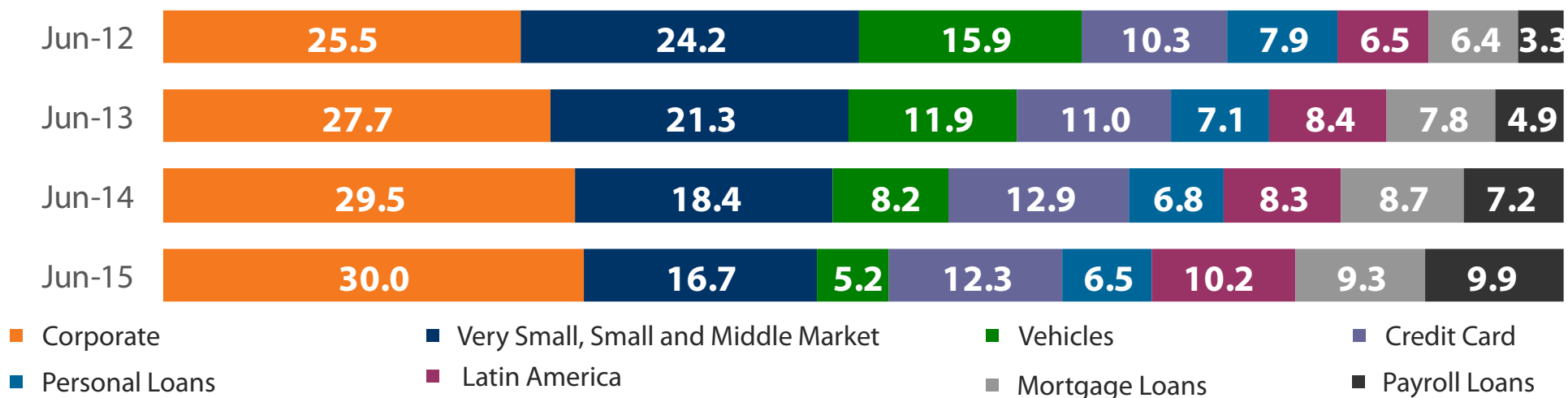
Credit and Trading & Insurance and Services



In R\$ billions	2Q15				1Q15				variation			
	Consolidated	Credit and Trading	Insurance and Services	Excess Capital	Consolidated	Credit and Trading	Insurance and Services	Excess Capital	Consolidated	Credit and Trading	Insurance and Services	Excess Capital
Operating Revenues	25.3	14.0	11.1	0.2	24.9	13.8	10.9	0.2	1.6%	1.6%	1.5%	5.2%
Managerial Financial Margin	16.2	11.8	4.2	0.2	16.0	11.5	4.2	0.2	1.7%	2.2%	0.3%	5.2%
Commissions and Fees	6.9	2.2	4.7	-	6.9	2.3	4.6	-	0.6%	-1.5%	1.6%	-
Result from Insurance	2.2	-	2.2	-	2.1	-	2.1	-	3.8%	-	3.8%	-
Result from Loan and Lease Losses	(4.4)	(4.4)	-	-	(4.5)	(4.5)	-	-	-1.5%	-1.5%	-	-
Retained Claims Expenses	(0.4)	-	(0.4)	-	(0.4)	-	(0.4)	-	4.5%	-	4.5%	-
Non-interest Expenses and Other Expenses	(11.8)	(5.7)	(6.0)	(0.0)	(11.7)	(5.6)	(6.1)	(0.0)	0.5%	2.2%	-1.0%	4.3%
Recurring Net Income	6.1	2.7	3.3	0.2	5.8	2.6	3.0	0.2	5.6%	3.8%	7.2%	4.9%
Regulatory Capital	100.7	63.9	27.1	9.7	97.0	61.6	26.4	9.0	3.9%	3.8%	2.4%	8.7%
Recurring Return	24.8%	16.2%	49.4%	7.9%	24.5%	17.1%	47.1%	7.8%	30 bps	-90 bps	230 bps	10 bps

Financial Margin with Clients Breakdown

Loan Portfolio Mix Change ¹ (%)



¹ Excluding endorsements and sureties

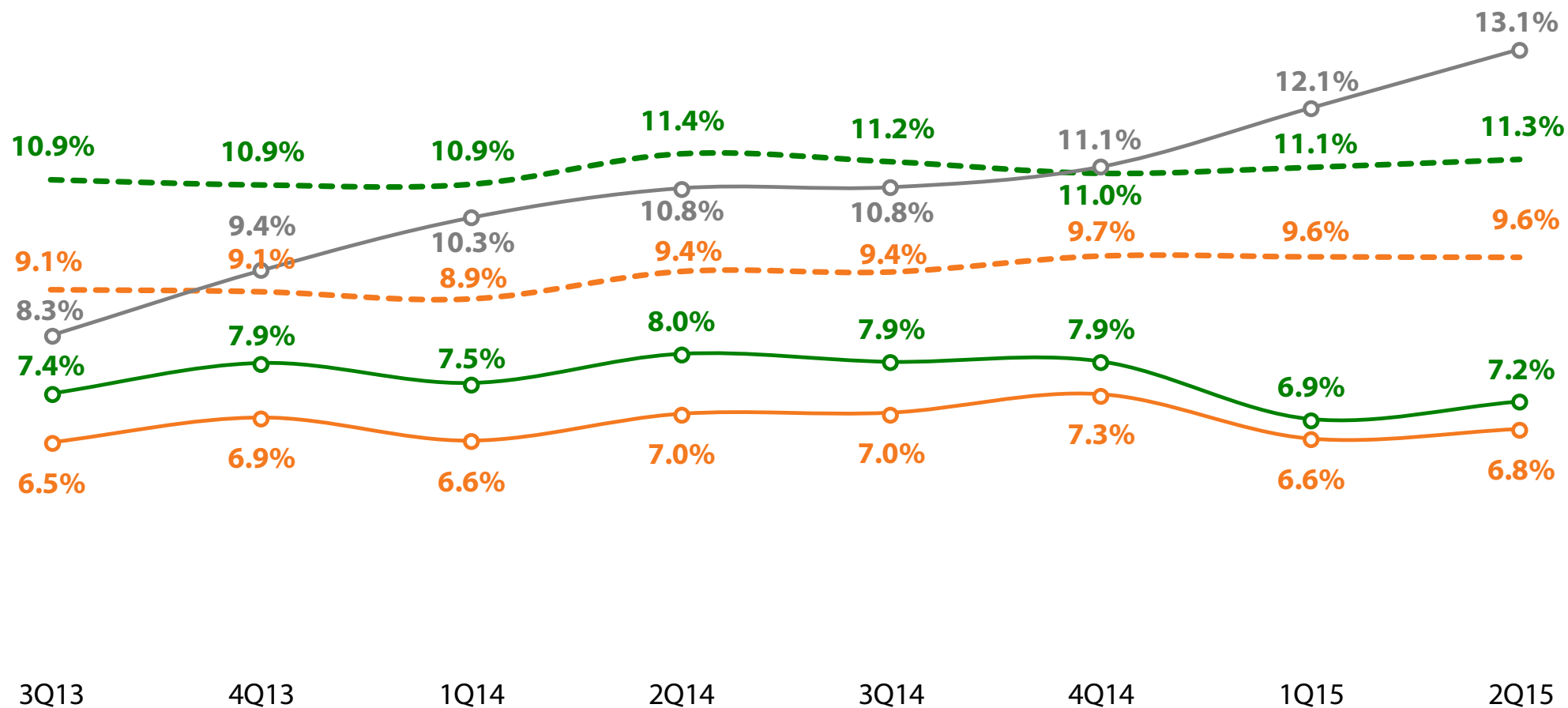
Financial Margin with Clients Breakdown (Quarter)

In R\$ millions



¹ Does not include the effect of foreign exchange rate variation in the period.

Net Interest Margin

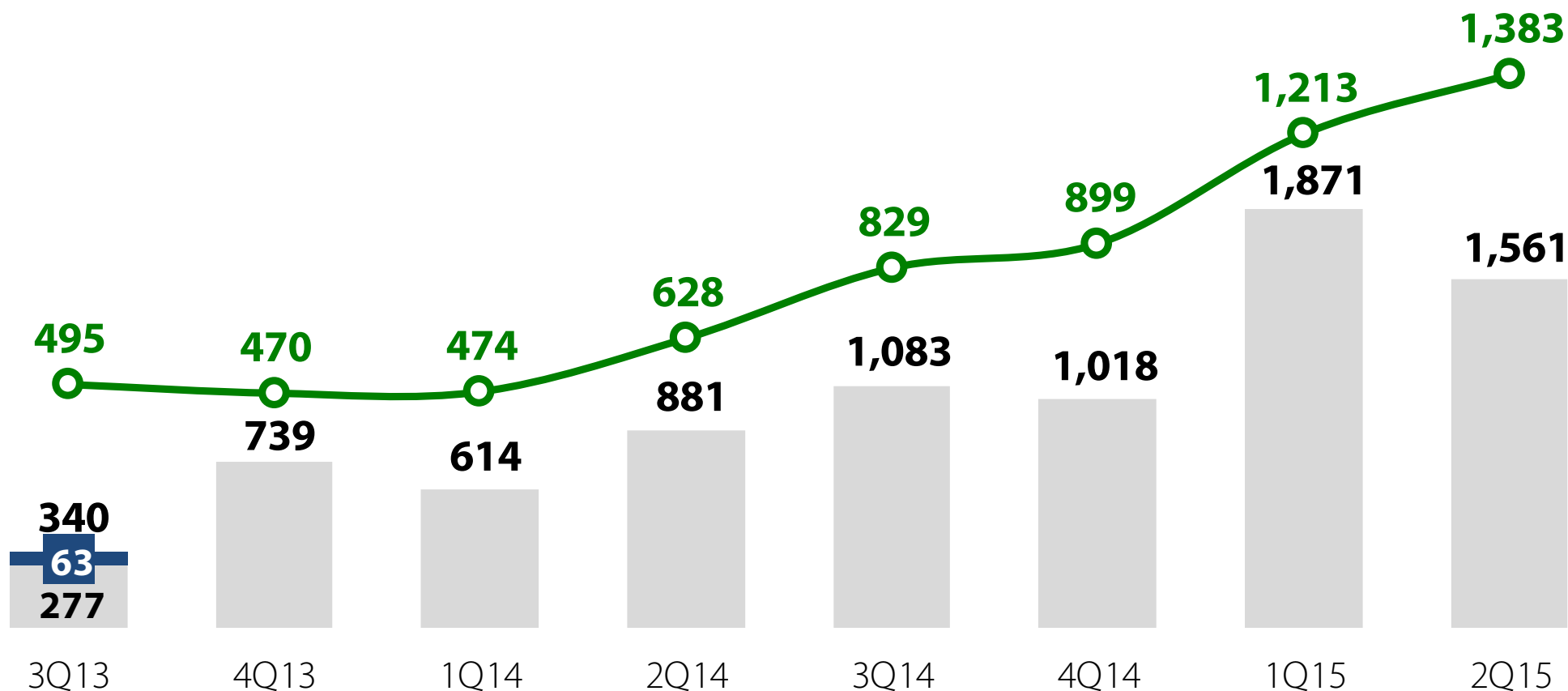


- - - Gross Credit Spread
 - - - NIM with Clients
 ○ Net Credit Spread¹
 ○ Risk-Adjusted NIM with Clients¹
 ○ CDI

¹ After loan loss provision expenses, net of recoveries.

Financial Margin with Market

In R\$ millions



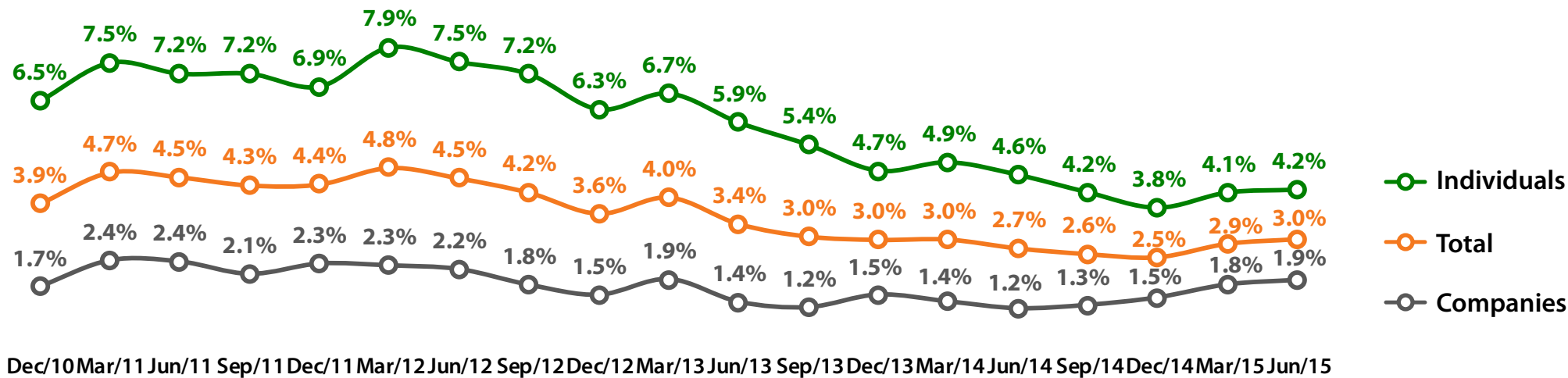
■ Sale of Cetip/BM&FBovespa Shares

■ Financial Margin with Market (ex-Sale of Shares)

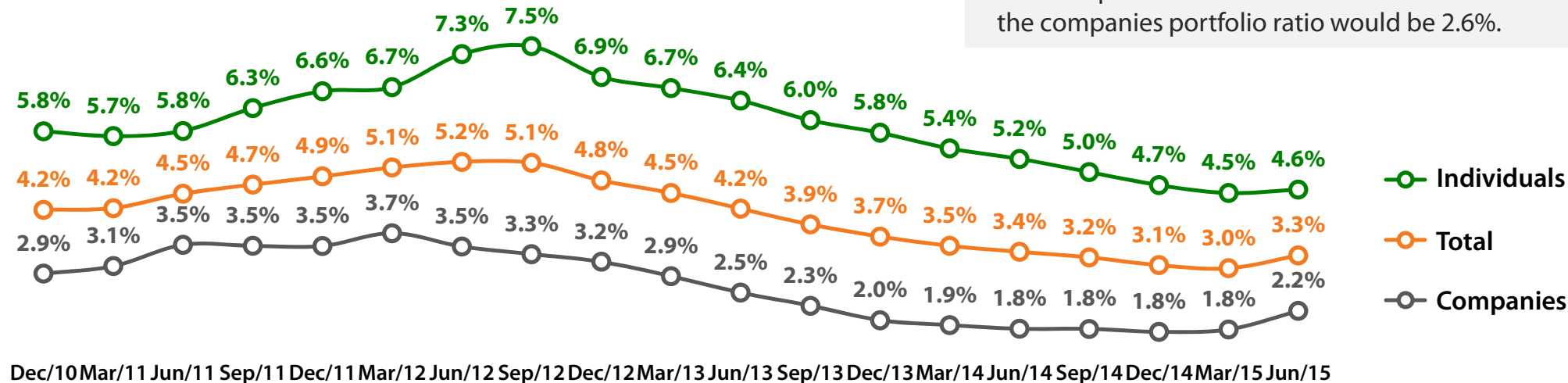
○ 1-year moving average of Financial Margin with Market (ex-Sale of Shares)

The quarterly average Financial Margin with Market (ex- Gains from sale of Shares) for the past 8 quarters was R\$1,005 million.

15 to 90-day NPL Ratio



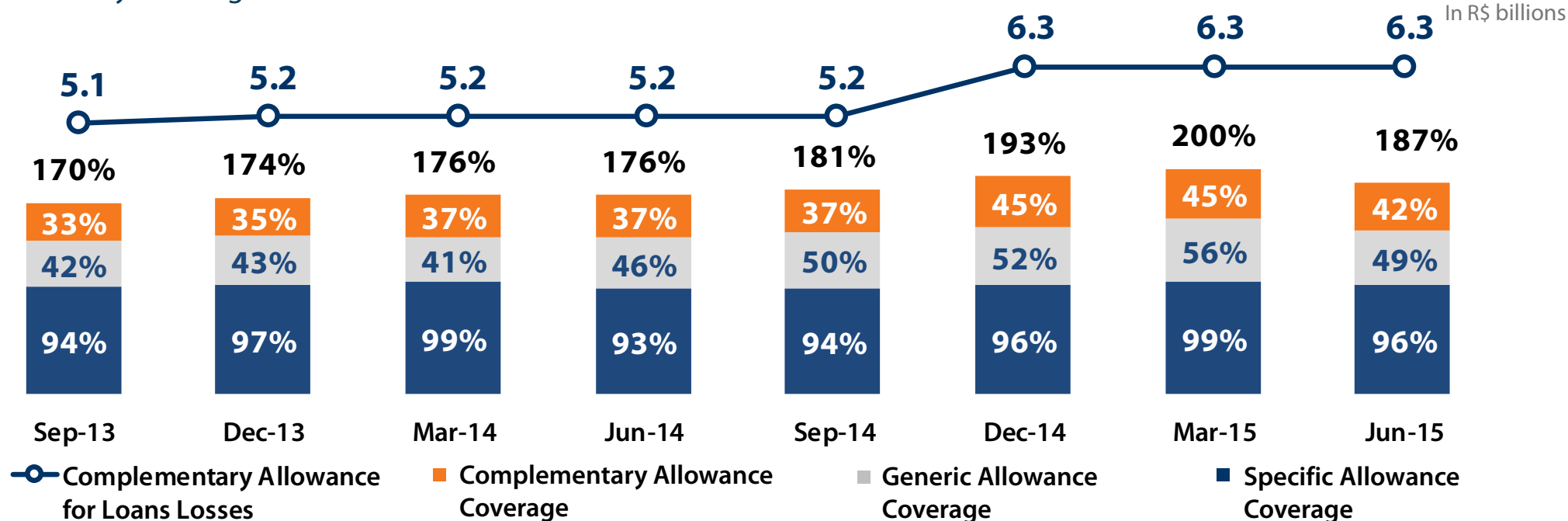
90-day NPL Ratio



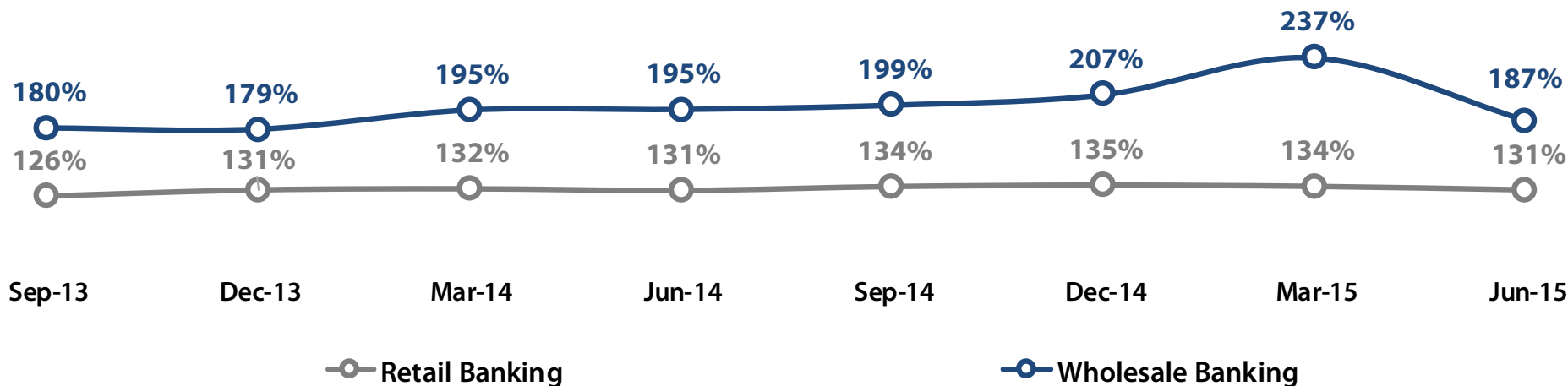
Excluding the effect of the transfer of financial assets, the total portfolio ratio would have reached 3.5% and the companies portfolio ratio would be 2.6%.

90-day Coverage Ratio

Total 90-day Coverage Ratio

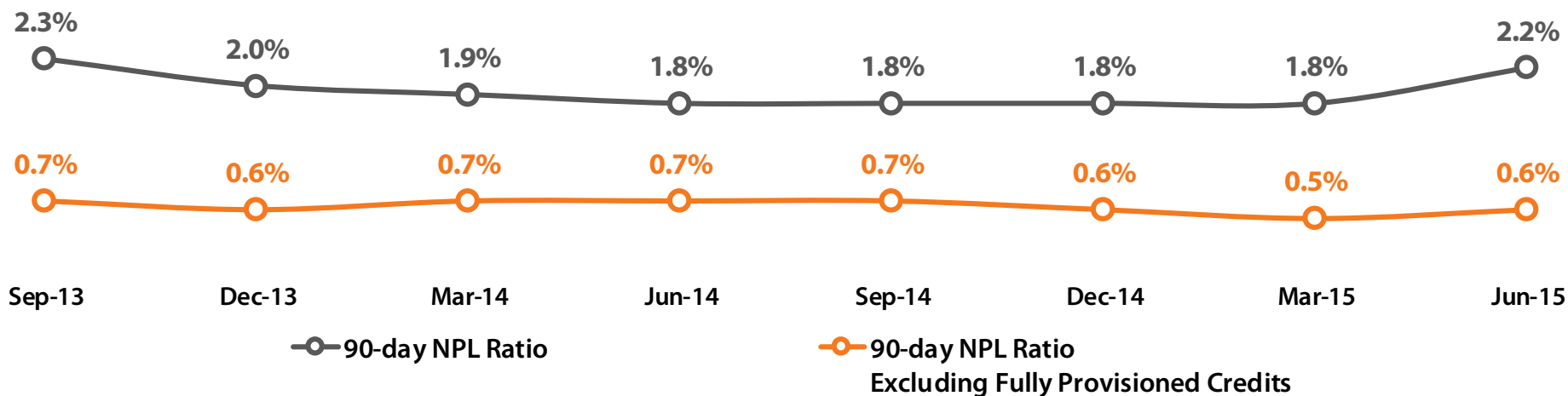


Coverage Ratio by Segment ¹

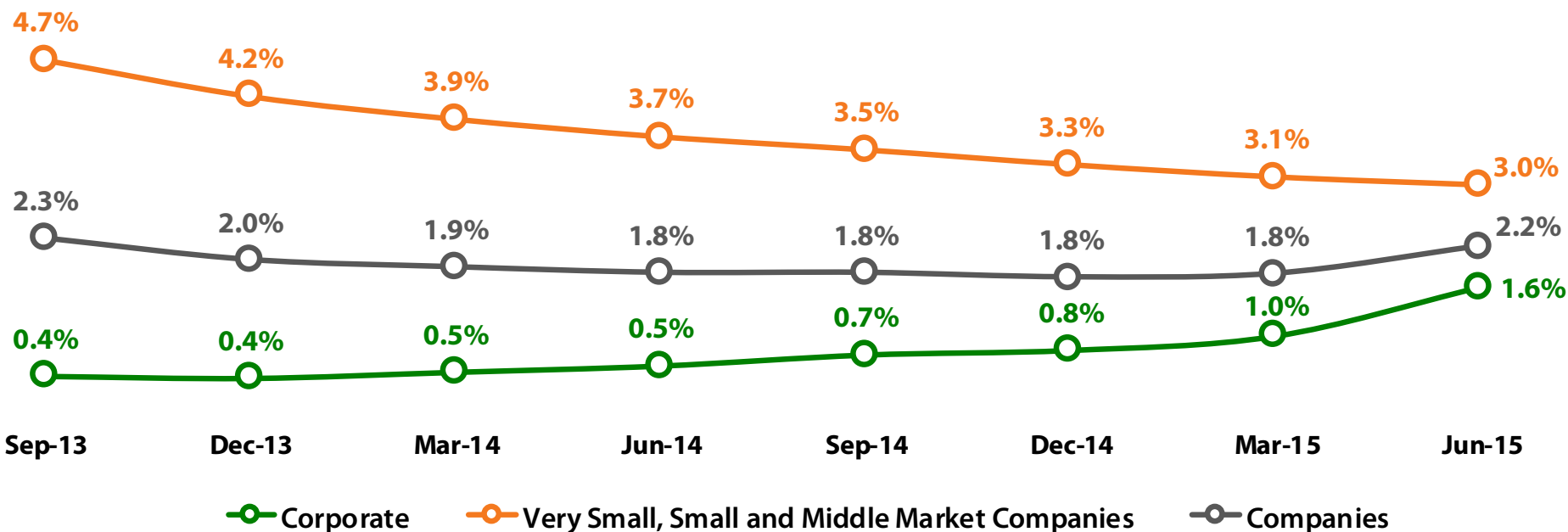


¹ Without complementary allowance portion.

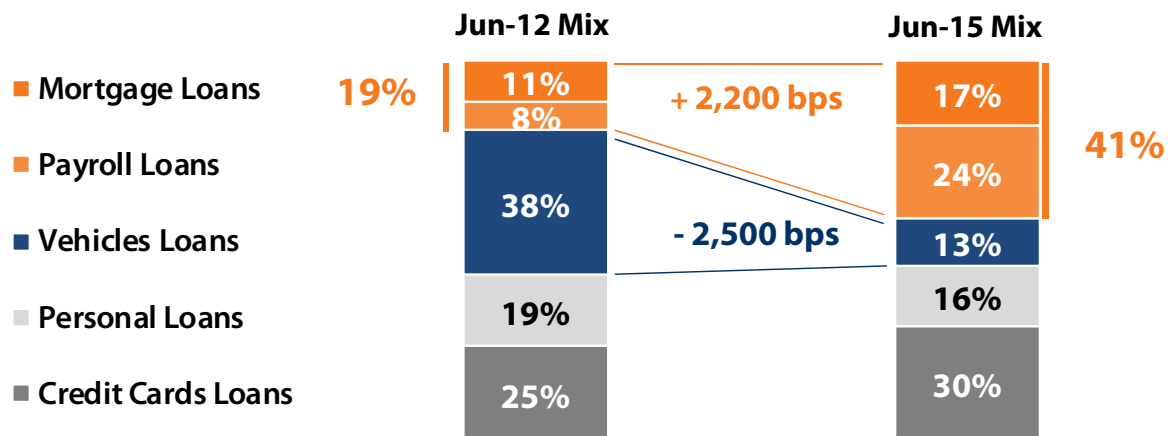
Companies 90-day NPL Ratio



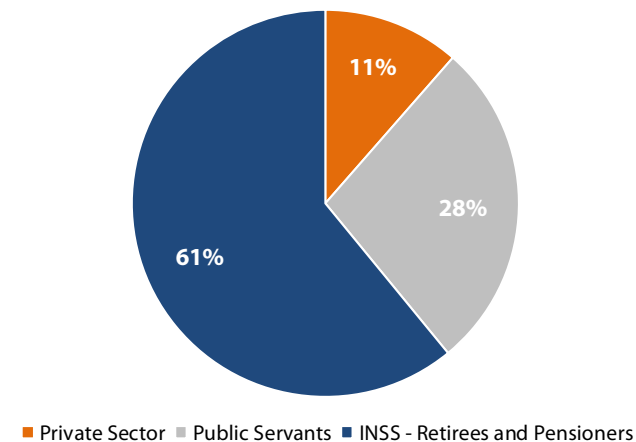
Companies 90-day NPL Ratio – Breakdown



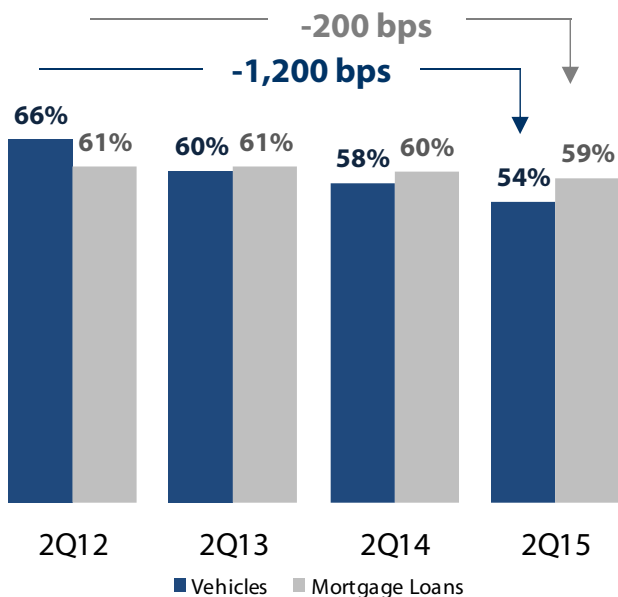
Change in the Mix of the Individuals Portfolio in Brazil



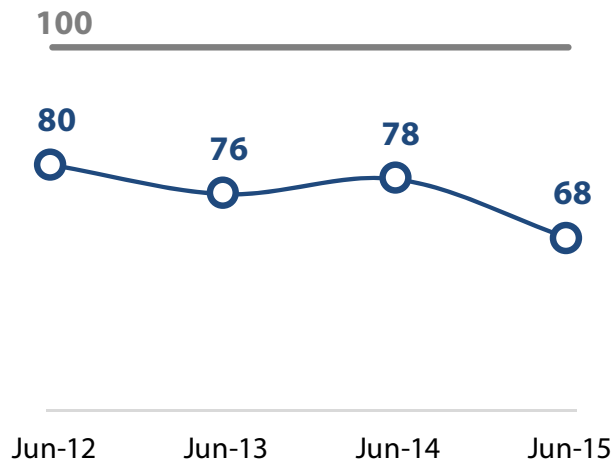
Composition of the Payroll Loans Portfolio in June 2015



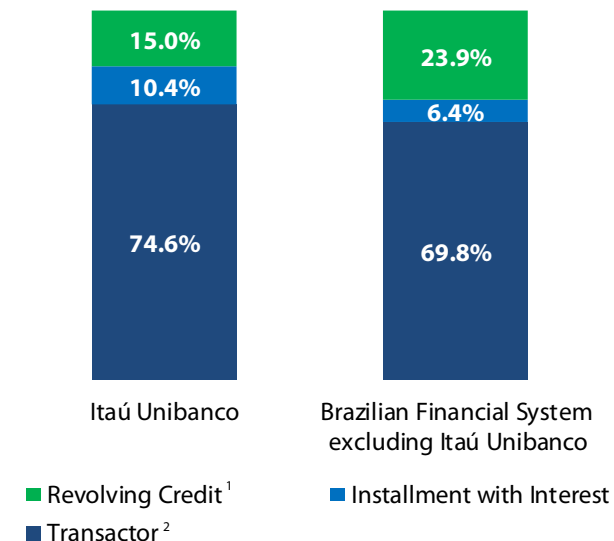
Loan-to-Value Vehicles and Mortgage | Vintages



Nonperforming Loans over 90 days Credit Card x Brazilian Financial System excluding Itaú Unibanco (Base 100)



Credit Cards Portfolio in June 2015



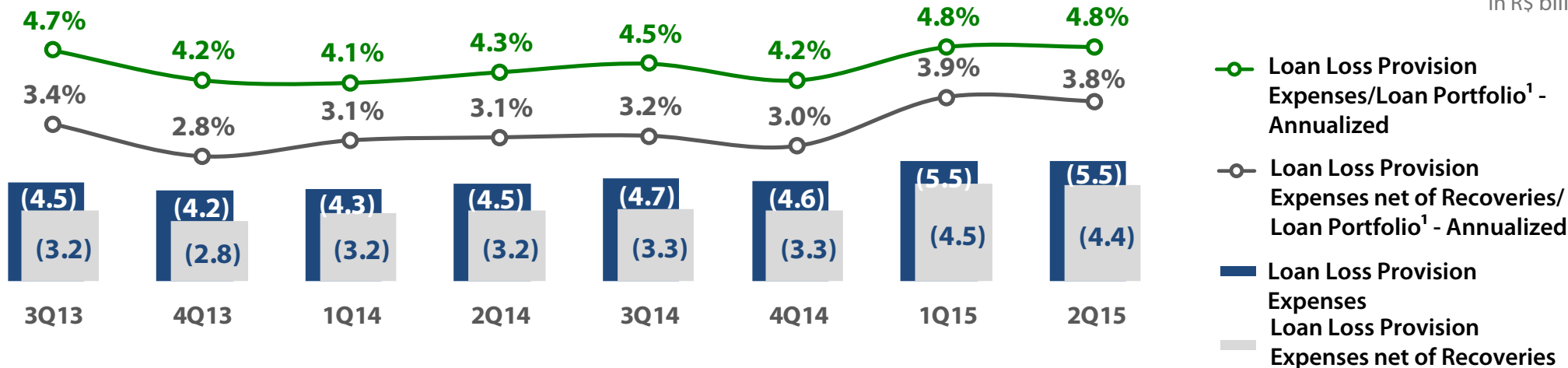
¹ Includes nonperforming loans over 90 days.

² Includes installment without interest.

Loan Loss Provisions Expenses

The transfer of financial assets did not affect the result

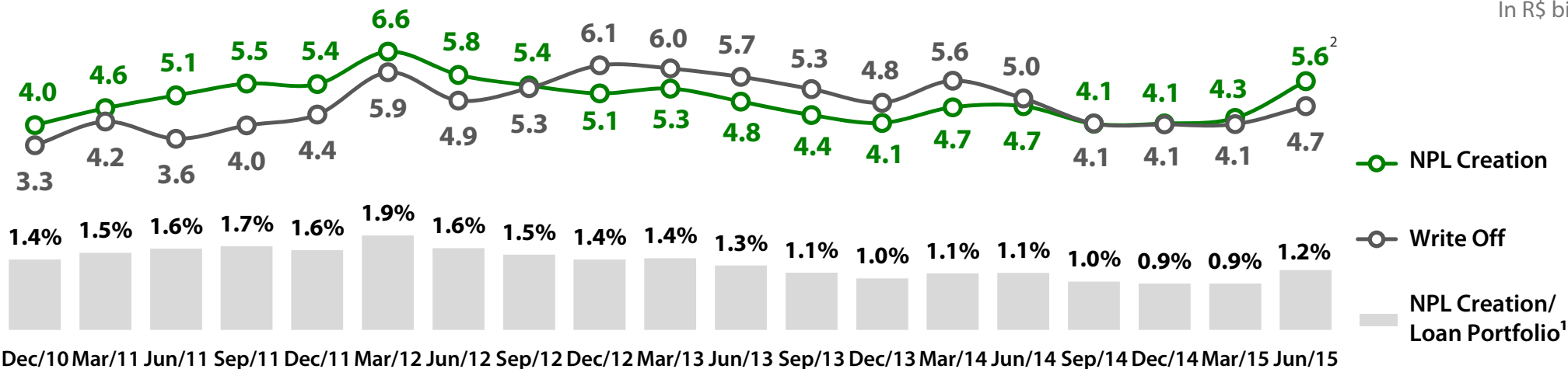
In R\$ billions



¹ Average balance of the loan portfolio considering the last two quarters.

NPL Creation and Write-off

In R\$ billions



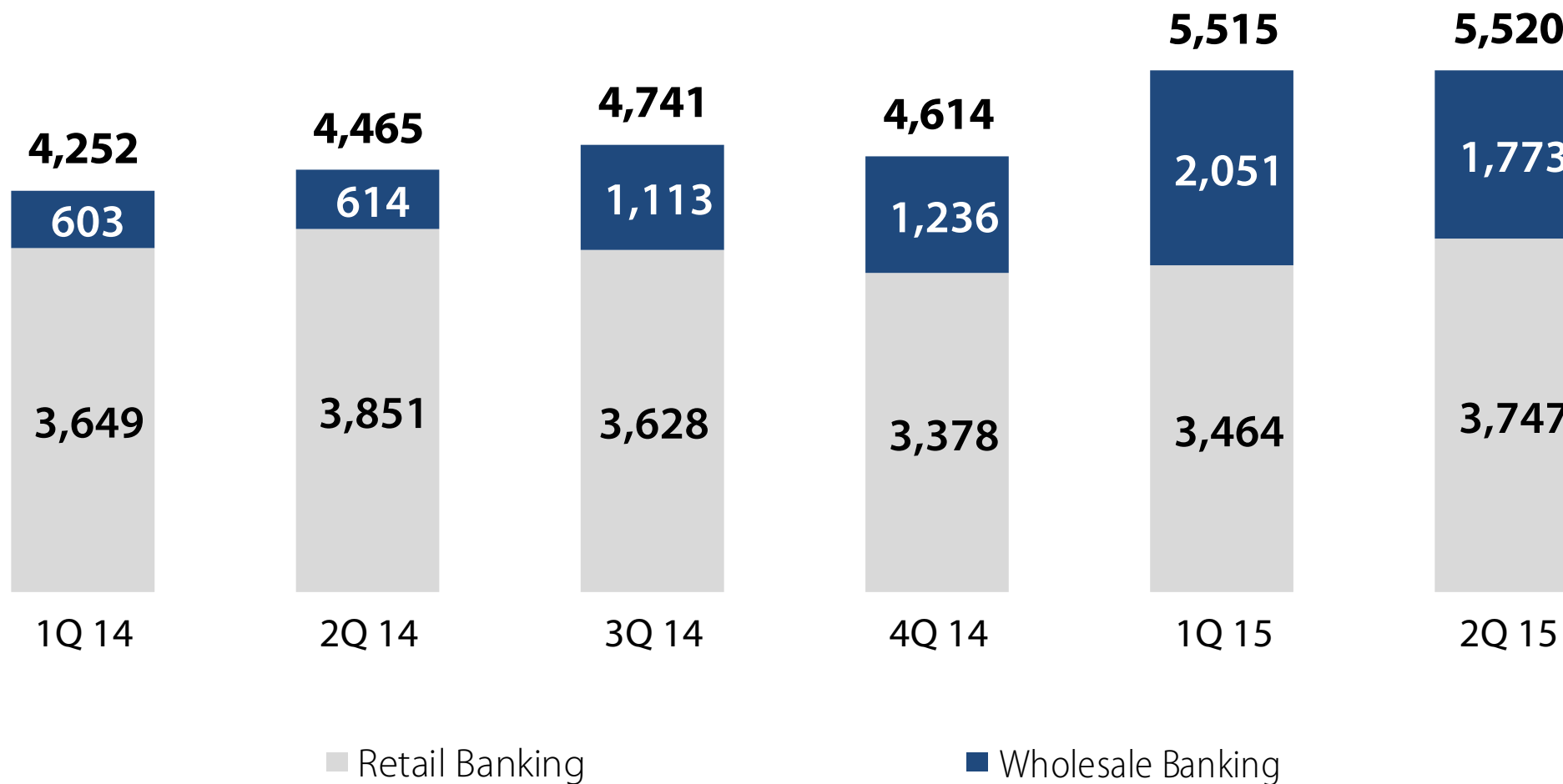
¹ Average balance of the loan portfolio considering the last two quarters.

² Excluding the effect of the financial assets transfer that happened in June 2015, the NPL Creation would have reached R\$6.6 billion in the second quarter of 2015.

Loan Loss Provision Expenses by Segment



In R\$ millions

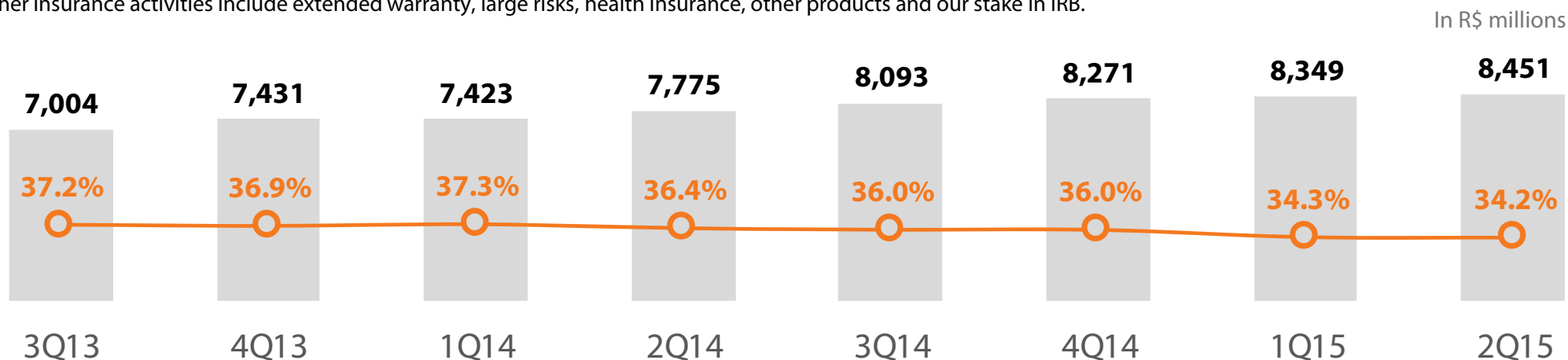


Commissions & Fees and Result from Insurance

In R\$ millions	2Q15	1Q15	variation		2Q14	variation		1H15	1H14	variation	
Asset Management ¹	689	662	27	4.1%	652	37	5.7%	1,351	1,305	47	3.6%
Current Account Services	1,368	1,405	(36)	-2.6%	1,228	140	11.4%	2,773	2,366	407	17.2%
Credit Operations and Guarantees Provided	799	800	(1)	-0.2%	760	39	5.1%	1,599	1,453	146	10.0%
Collection Services	385	365	20	5.5%	410	(25)	-6.1%	751	773	(22)	-2.9%
Credit Cards	2,929	2,884	45	1.6%	2,682	247	9.2%	5,813	5,284	530	10.0%
Other	735	750	(15)	-2.0%	605	130	21.5%	1,485	1,214	270	22.3%
Banking Service Fees and Income from Banking Charges	6,906	6,867	40	0.6%	6,338	568	9.0%	13,773	12,395	1,378	11.1%
Result from Insurance, Pension Plan and Premium Bonds	1,544	1,482	62	4.2%	1,437	107	7.5%	3,026	2,803	223	8.0%
Total	8,451	8,349	102	1.2%	7,775	676	8.7%	16,799	15,198	1,602	10.5%
(-) Result from Other Insurance Activities ²	99	85	14	16.5%	190	(92)	-48.2%	183	324	(140)	-43.4%
Total excluding Other Insurance Activities²	8,352	8,264	88	1.1%	7,585	767	10.1%	16,616	14,874	1,742	11.7%

¹ Includes fund management fees and consortia management fees.

² Other insurance activities include extended warranty, large risks, health insurance, other products and our stake in IRB.

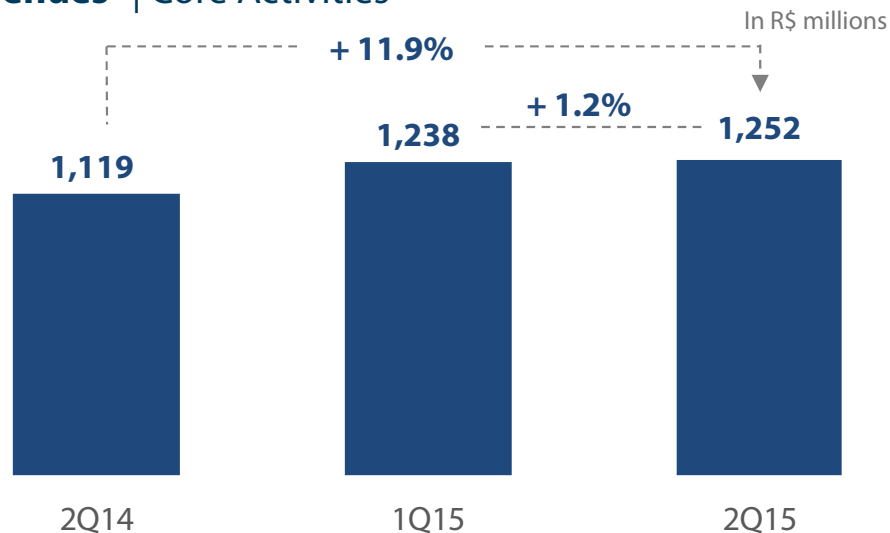


■ Banking Services Fees and Income from Banking Charges and Result from Insurance Operations*

○ (Banking Services Fees and Income from Banking Charges and Result from Insurance Operations*) / (Financial Margin + Banking Services Fees and Income from Banking Charges and Result from Insurance Operations*)

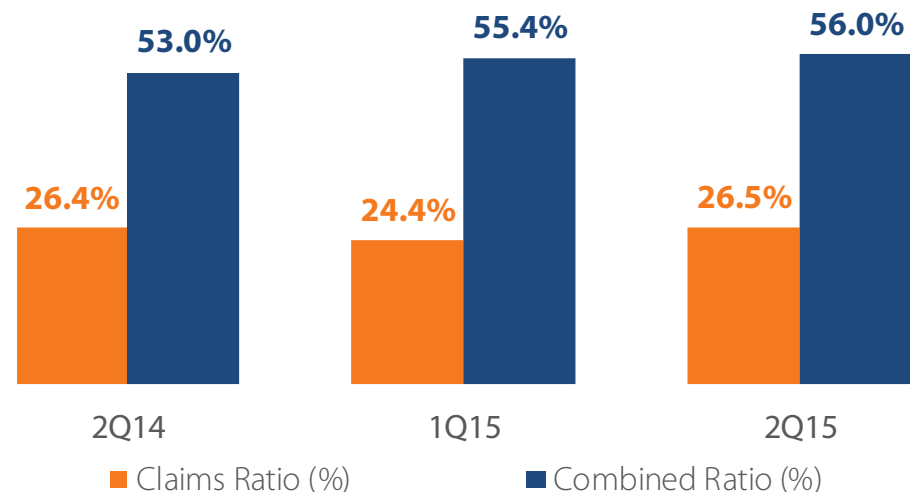
* Insurance Operations include insurance, pension plan and premium bonds.

Revenues¹ | Core Activities



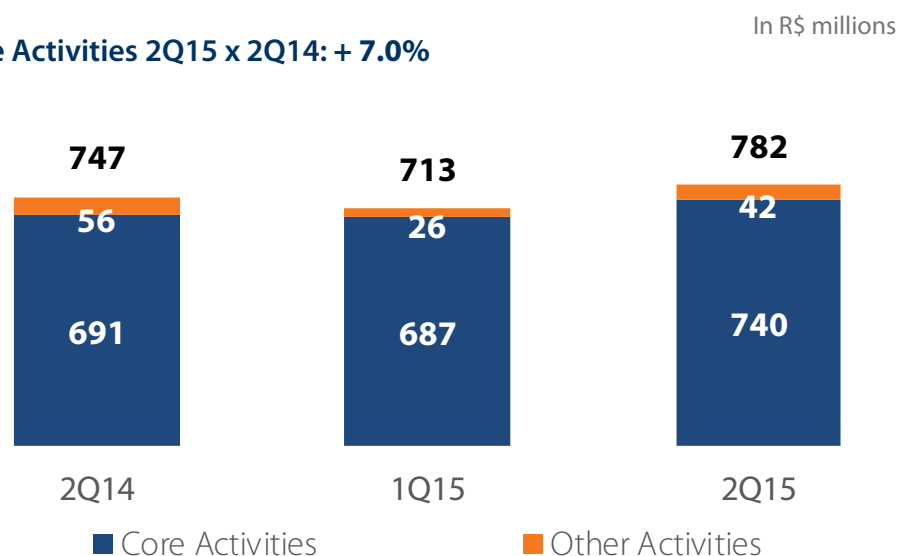
¹ Revenues: Earned Premiums, Net Revenues from Pension Plan and Premium Bonds.

Claims Ratio and Combined Ratio Insurance Core Activities



Recurring Net Income | Core Activities and Other

Core Activities 2Q15 x 2Q14: + 7.0%



Market Share¹ | Technical Result

In R\$ billions

	Market	Itaú Unibanco	Itaú Unibanco + 30% Porto Seguro
Insurance²	R\$11.5	10.9%	14.8%
Insurance - Core^{2,3}	R\$6.3	17.5%	18.1%
Pension Plan⁴	R\$2.5	24.9%	24.9%
Premium Bonds⁵	R\$1.0	28.1%	28.2%

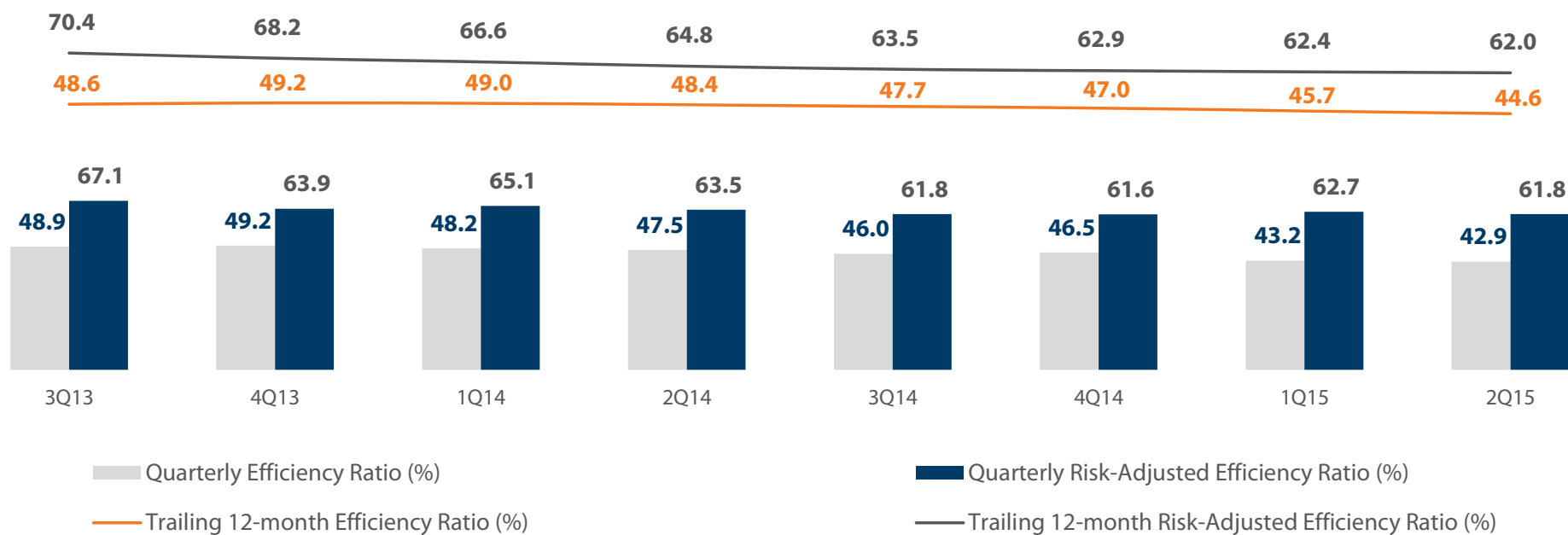
¹ Source: SUSEP from Jan-Jun/15; ² Earned Premiums (-) Retained Claims (-) Selling Expenses. ³ Insurance core activities include: Personal Insurance (except redeemable term life insurance - Dotal), Housing, Multiple Peril and Domestic Credit - Individuals. It does not include Health Care. ⁴ Pension Contribution Income (-) Recognition of Provision for Benefits to be Granted (+) Revenues from Service Fees - source SUSEP e ANBIMA (-) Benefit Expenses (-) Selling Expenses (+) Reinsurance. It does not include life annuities. ⁵ Net Capitalization Revenues (-) Variation of the Provision for Redemption and of Deferred Income (+) Result from Raffles (-) Selling Expenses (+) Revenue from Redemption.

Non-Interest Expenses



In R\$ millions	2Q15	1Q15	variation		2Q14	variation		1H15	1H14	variation	
Personnel Expenses	(4,349)	(4,514)	165	-3.7%	(4,248)	(101)	2.4%	(8,863)	(8,107)	(756)	9.3%
Administrative Expenses	(4,265)	(3,927)	(338)	8.6%	(4,105)	(160)	3.9%	(8,193)	(7,831)	(362)	4.6%
Personnel and Administrative Expenses	(8,614)	(8,441)	(173)	2.0%	(8,353)	(261)	3.1%	(17,056)	(15,938)	(1,118)	7.0%
Operating Expenses ⁽¹⁾	(1,287)	(1,274)	(13)	1.0%	(1,124)	(163)	14.5%	(2,562)	(2,450)	(112)	4.6%
Other Tax Expenses ⁽²⁾	(77)	(165)	88	-53.1%	(99)	22	-21.8%	(243)	(228)	(15)	6.5%
Total	(9,979)	(9,881)	(98)	1.0%	(9,577)	(402)	4.2%	(19,860)	(18,616)	(1,244)	6.7%
(-) Operations Abroad	(983)	(1,016)	32	-3.2%	(719)	(265)	36.8%	(1,999)	(1,522)	(476)	31.3%
Total (ex-operations abroad)	(8,996)	(8,865)	(131)	1.5%	(8,858)	(138)	1.6%	(17,861)	(17,094)	(768)	4.5%

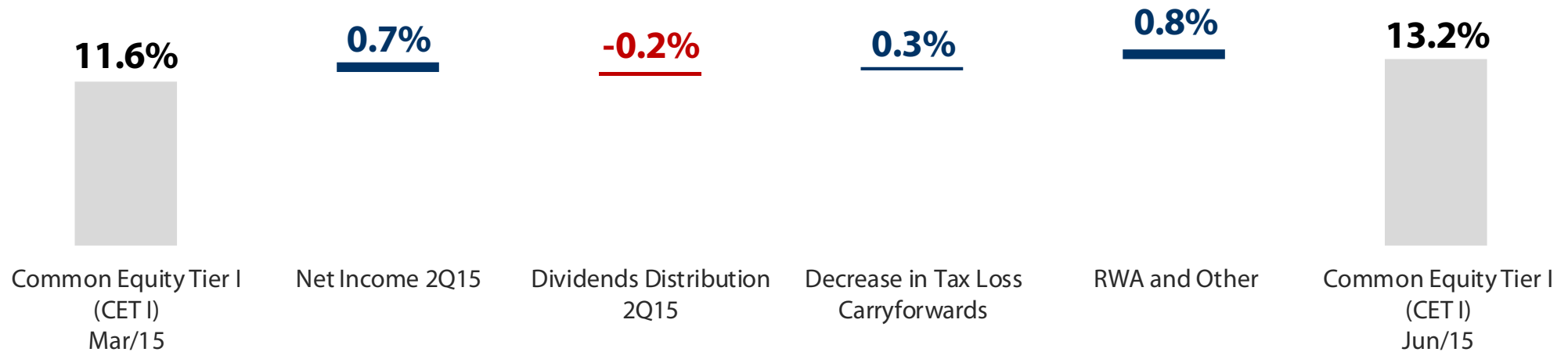
¹ Includes expenses from provisions for contingencies, credit card selling expenses, claims and other; ² Includes IPTU, IPVA, IOF and other. Does not include PIS, Cofins and ISS.



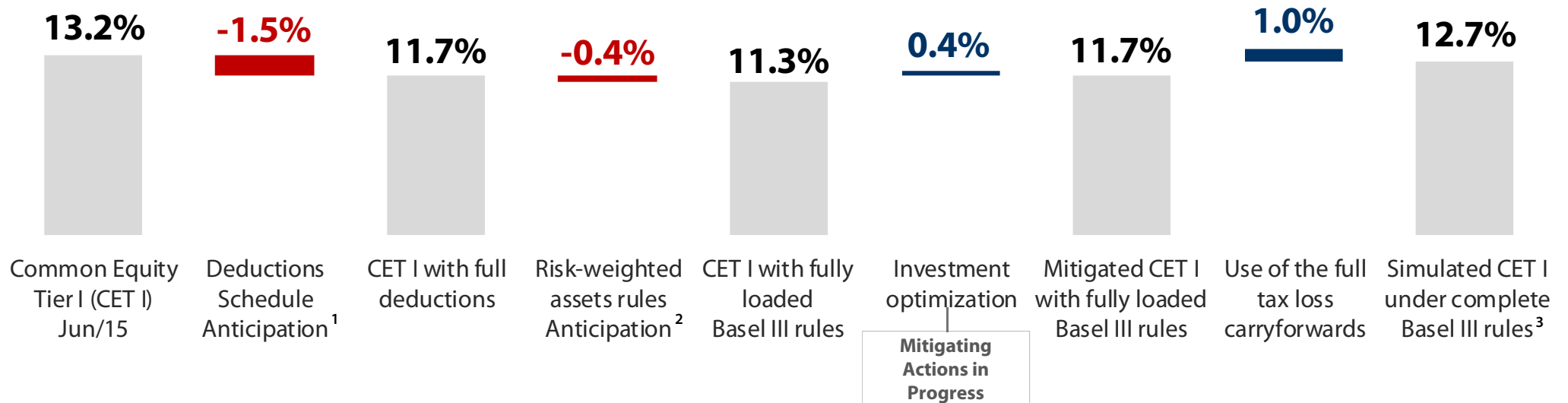
Core Capital Ratio (Common Equity Tier I)



Changes in the Core Capital Ratio in the 2Q15



Full application of Basel III rules | June 30, 2015



¹ Includes deductions of Goodwill, Intangible Assets, Deferred Tax Assets, Pension Funds Assets, Equity Investments in Insurance and similar companies. ² Includes the increase of the multiplier of the market risk, operational risk and certain credit risk accounts. This multiplier, which is at 9.09 nowadays, will be to 12.5 in 2019. ³ Does not include any reversal of the complementary portion of the loan loss provisions.

Stock Market Performance



Market Capitalization (in R\$ billions)



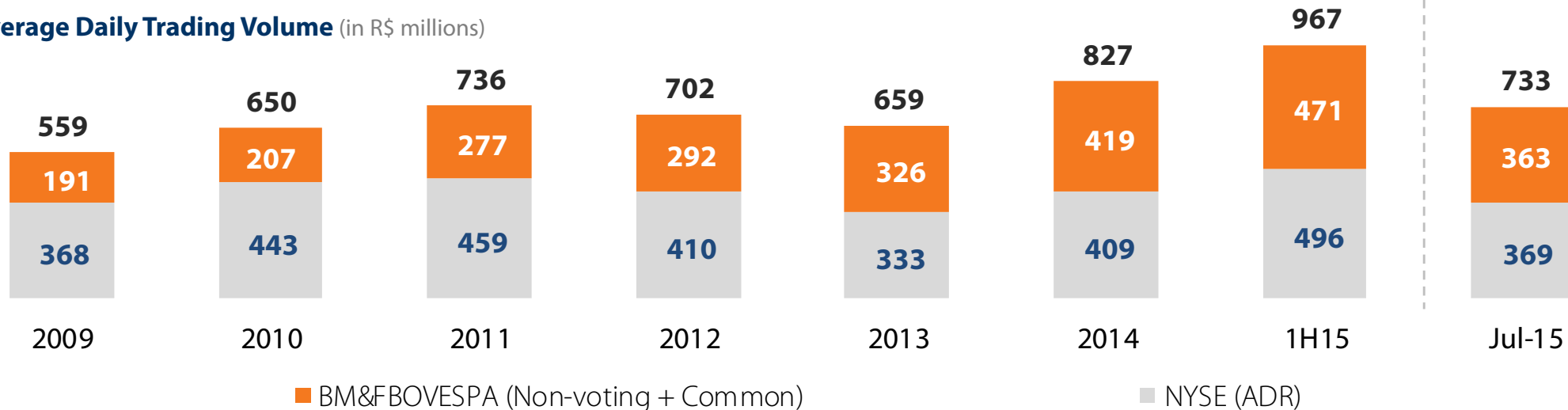
Net Dividend Yield ¹



Price/Earnings ³



Average Daily Trading Volume (in R\$ millions)



■ BM&FBOVESPA (Non-voting + Common)

■ NYSE (ADR)

¹ Dividends and Interest on Capital Distributed in the last 12 months of each period/average price of the non-voting shares on the first day of each period; ² Considers Bloomberg consensus on Itaú Unibanco's 2015 results, net average payout of the last 3 years and ITUB closing price of 07/31; ³ Source: Bloomberg (considered analysts expectations for the next 12 months, as of each date, and ITUB4 closing price).

Our expectations for 2015 (reviewed in the 1Q15) were kept unchanged.

Total Loan Portfolio¹	Growth of 3.0% to 7.0%
Managerial Financial Margin²	Growth of 14.5% to 17.5%
Loan Loss Provision Expenses net of Recoveries	Between R\$15 billion and R\$18 billion
Service Fees and Result from Insurance³	Growth of 9.5% to 11.5%
Non-Interest Expenses	Growth of 7.0% to 10.0%

¹ Includes endorsements, sureties and private securities;

² Includes Financial Margin with Clients and Financial Margin with Market;

³ Service Fees (+) Income from Insurance, Pension Plan and Premium Bonds (-) Retained Claims (-) Selling Expenses with Insurance, Pension Plan and Premium Bonds.

* The outlook does not consider the effects of the CorpBanca's transaction, which is subject to regulatory approvals.

Merger between Banco Itaú Chile and Corpbanca

- In the end of June 2015, the merger was approved by the shareholders' meetings of both institutions.
- This operation is part of our Latin America expansion strategy and will significantly strengthen the Bank's presence in the region, generating a stronger banking platform in Chile and Colombia, and increasing the potential for regional expansion.

* The conclusion of this operation is subject to the authorization of the regulator in Chile, the Superintendency of Banks and Financial Institutions (SBIF).

APIMEC São Paulo

- We are pleased to invite you to the next meeting of the 2015 APIMEC cycle, in São Paulo, Brazil.
- The meeting will be held on August 20, at 2 pm, at Hotel Unique – Avenida Brigadeiro Luís Antônio, 4700 - Jardim Paulista, São Paulo – SP, and will be transmitted by the internet on the website www.itaú.com.br/relacoes-com-investidores/apimec, where you can also find further information on the event.



2nd quarter 2015 – Earnings Review

Conference Call

Eduardo Mazzilli de Vassimon

Executive Vice-President, CFO (Chief Financial Officer)
and CRO (Chief Risk Officer)

Marcelo Kopel

Investor Relations Officer

