



Conference Call 3rd Quarter, 2012 Earnings Results

Itaú Unibanco Holding S.A.

Alfredo Egydio Setubal
Executive Vice-President and Investor Relations Officer

Oct | 24 | 2012

1. Results:

- Recurring net income reached R\$ 3.4 billion in the 3rdQ/12 (17.7% ROE), a decrease of 4.8% compared to the 2ndQ/12.
- In the first nine months of 2012, the recurring net income reached R\$ 10.5 billion (19.0% ROE), decreasing 3.2% from the same period of the prior year.

2. Loan Portfolio Growth:

- The total loan portfolio (including endorsements, sureties and private securities) reached R\$ 437.6 billion on September 30, 2012, a 1.1% growth from June 30, 2012 and 10.0% from September 30, 2011.

R\$ million

	Sep 30, 12	Jun 30, 12	Sep 30, 11	Variation	
				Sep/12 - Jun/12	Sep/12 - Sep/11
Individuals - Brazil	145,662	147,331	141,475	-1.1%	3.0%
Companies - Brazil	244,486	241,145	221,660	1.4%	10.3%
Argentina/Chile/Uruguay/Paraguay	27,454	24,923	19,102	10.2%	43.7%
Total with endorsements and sureties	417,603	413,399	382,236	1.0%	9.3%
Private Securities (*)	20,030	19,339	15,538	3.6%	28.9%
Adjusted Total Risk	437,632	432,738	397,774	1.1%	10.0%

(*) Includes Debentures, CRI and Commercial Papers

3. Financial Margin with Clients:

- Financial Margin with Clients totaled R\$ 12.0 billion in the 3rdQ/12, a 3.0% reduction compared to the previous quarter.
- Net Interest Margin with Clients reached 10.6% in the 3rdQ/12, a decrease of 30 basis points compared to 2ndQ/12, mainly because of the fall in the SELIC rate that reduced our revenues by R\$ 113 million in the quarter and because of the higher growth in the loan portfolio of lower risk and spread.
- The Credit Spread decreased 60 basis points to 12.8%. The Risk adjusted Credit Spread (Net Spread) presented a 50 basis point decrease in the 3rdQ/12, to 7.0%.

4. **Banking Service Fees and Result from Insurance, Pension Plans and Capitalization:**

- Banking service fees and result from insurance, pension plans and capitalization totaled R\$ 5.7 billion in the quarter. In the first nine months of 2012, these revenues increased 8.7% compared to the same period of the prior year and reached R\$ 17.2 billion.

5. **Non-Performing Loans Ratio and Loan Losses:**

- Expenses for allowance for loan and lease losses, net of credit recovery, totaled R\$ 4.8 billion in the 3rdQ/12, a decrease of 1.7% compared to the 2ndQ/12. Expenses for allowance for loan and lease losses decreased 0.8% compared to the 2ndQ/12 and reached R\$ 5.9 billion.
- The 90-day NPL ratio reached 5.1% in the 3rdQ/12, a 10 basis point decrease compared to last quarter. The 15-90 day NPL ratio reduced 30 basis points, indicating a downward trend.
- For the next two quarters, expenses for allowance for loan and lease losses should be between R\$ 5.5 billion and R\$ 6.0 billion.

6. **Non-Interest Expenses:**

- Non-interest expenses decreased 3.1% compared to last quarter, totaling R\$ 8.1 billion in the 3rdQ/12, already considering the impact of the labor agreement that increased our personnel expenses by R\$ 145 million. Year to date, our expenses increased slightly, 2.7% over the same period of 2011.

7. **Efficiency Ratio:**

- The efficiency ratio of the 3rdQ/12 reached 45.5%, increasing 50 basis points compared to the previous quarter. In the first nine months of 2012, this ratio reached 45.0%, representing a 240 basis point decrease compared to the same period of the prior year.
- During the past 12 months the efficiency ratio reached 45.5%, improving 290 basis points compared to the same period of the prior year.

8. **Unrealized Gains**

- Unrealized Gains reached R\$ 6.9 billion, an increase of 19.9% in the quarter, mainly due to fair value adjustments of our securities portfolio. The balance of unrealized gains from our available for sale portfolio totaled R\$ 2.4 billion on September, 2012.

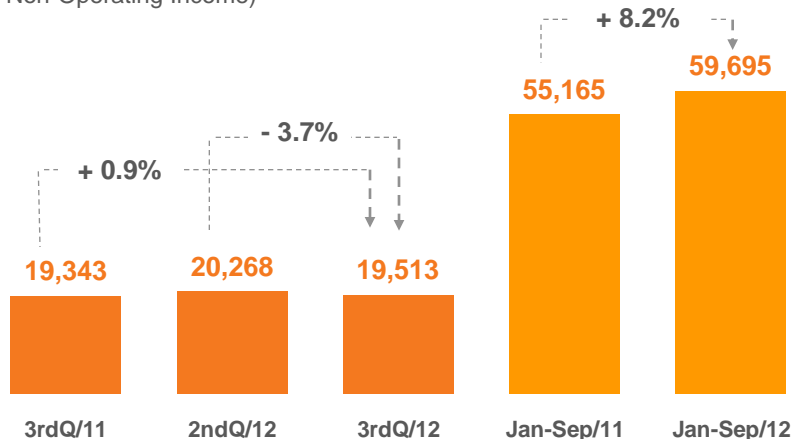
R\$ million

	3 rd Q/12	2 nd Q/12	Jan-Sep/12	Jan-Sep/11	3 rd Q/12 - 2 nd Q/12	Jan-Sep/12 - Jan-Sep/11
Operating Revenues	19,513	20,268	59,695	55,165	-3.7%	8.2%
Financial Margin with Clients	11,970	12,340	36,662	33,812	-3.0%	8.4%
Financial Margin with Market	850	1,129	2,933	2,760	-24.8%	6.3%
Banking Service Fees and Income from Banking Charges	5,034	5,078	15,115	13,960	-0.9%	8.3%
Result from Insurance, Pension Plans and Capit. Operations before Retained Claims and Selling Expenses	1,497	1,466	4,424	3,823	2.1%	15.7%
Other Operating Income	52	84	194	304	-37.8%	-36.2%
Equity in Earnings of Affiliates and Other Investments	110	151	342	317	-27.6%	8.0%
Non-operating Income	1	19	25	189	-	-
Loan Losses and Retained Claims	(5,344)	(5,374)	(16,022)	(11,734)	-0.6%	36.5%
Expense for Allowance for Loan Losses	(5,939)	(5,988)	(17,959)	(14,459)	-0.8%	24.2%
Recovery of Credits Written Off as Losses	1,159	1,126	3,477	3,915	2.9%	-11.2%
Retained Claims	(563)	(511)	(1,539)	(1,190)	10.2%	29.4%
Other Operating Expenses	(9,631)	(9,964)	(29,254)	(28,364)	-3.3%	3.1%
Non-interest Expenses	(8,148)	(8,411)	(24,713)	(24,059)	-3.1%	2.7%
Tax Expenses for ISS, PIS, Cofins and Other Taxes	(1,023)	(1,050)	(3,114)	(2,864)	-2.5%	8.7%
Other Results (*)	(460)	(503)	(1,428)	(1,442)	-8.6%	-1.0%
Income Before Tax on Income	4,537	4,930	14,419	15,066	-8.0%	-4.3%
Income Tax and Social Contribution	(1,125)	(1,345)	(3,878)	(4,172)	-16.4%	-7.0%
Recurring Net Income	3,412	3,585	10,541	10,895	-4.8%	-3.2%
Non-recurring Events	(40)	(281)	(439)	45	-	-
Net Income	3,372	3,304	10,102	10,940	2.1%	-7.7%

(*) Includes selling expenses with insurance, profit sharing (management members) and minority interest. In the 3rdQ/12 these expenses represented R\$ 272 million, R\$ 43 million and R\$ 145 million, respectively.

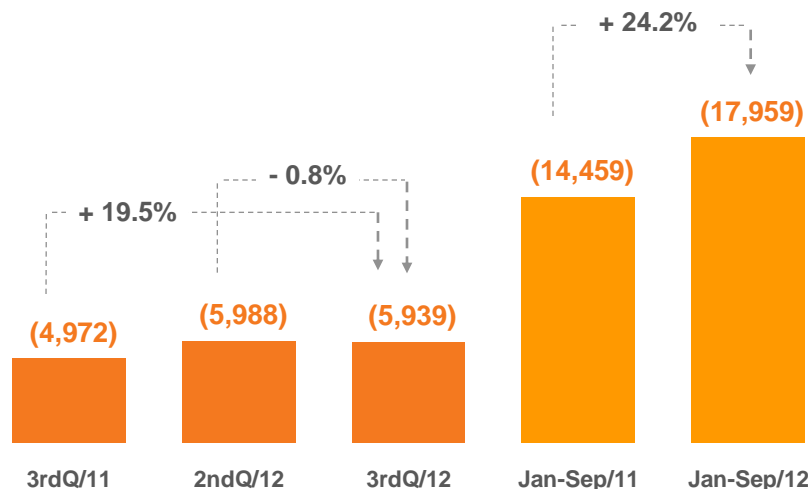
Operating Revenues

(Financial Margin, Banking Service Fees, Result from Insurance, Pension Plans and Capitalization before Retained Claims, Other Income, Equity in Earnings of Affiliates and Non-Operating Income)



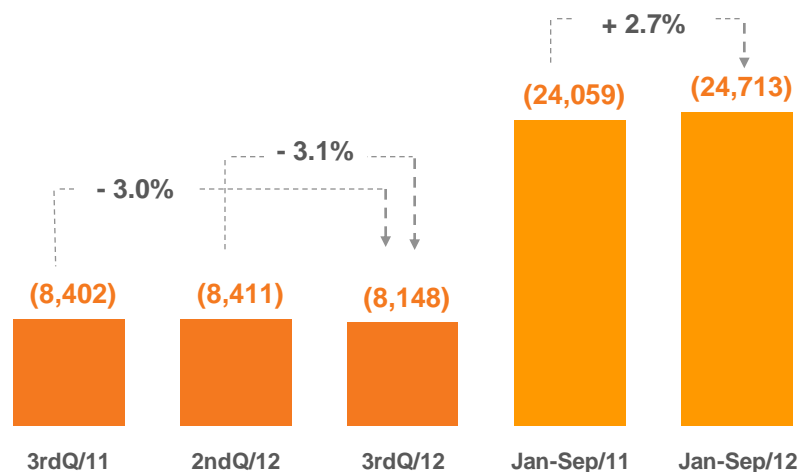
Loan Losses Provision Expenses

R\$ million

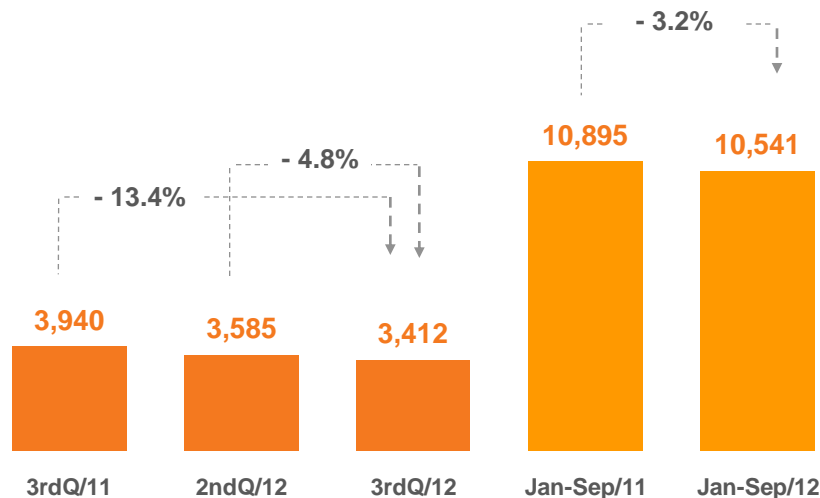


Non-interest Expenses

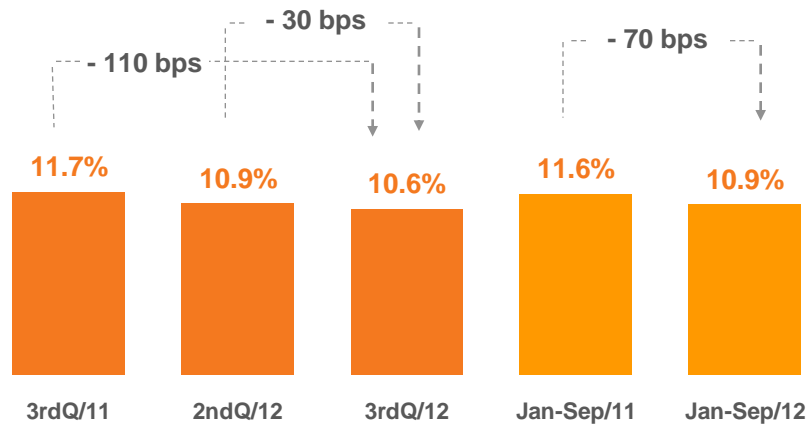
(Personnel, Administrative, Operating and Other Tax Expenses)



Recurring Net Income

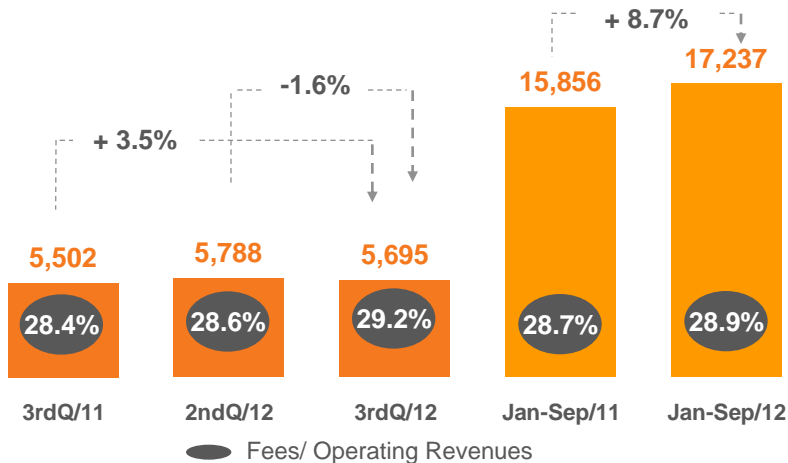


Net Interest Margin (with Clients)

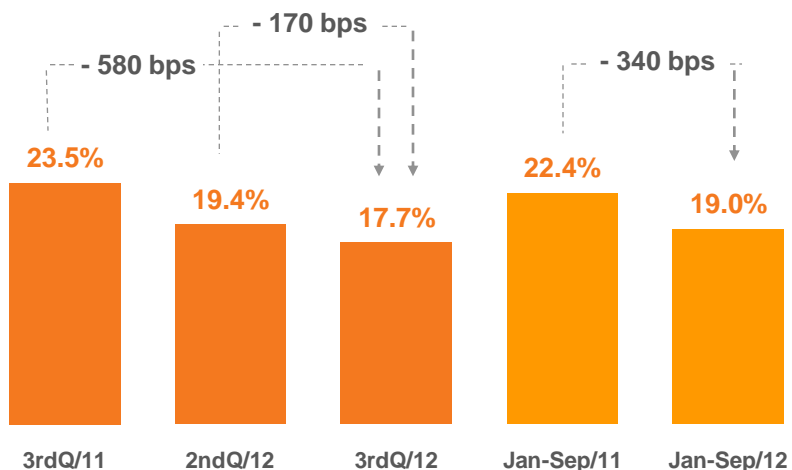


Banking Service Fees and Result from Insurance

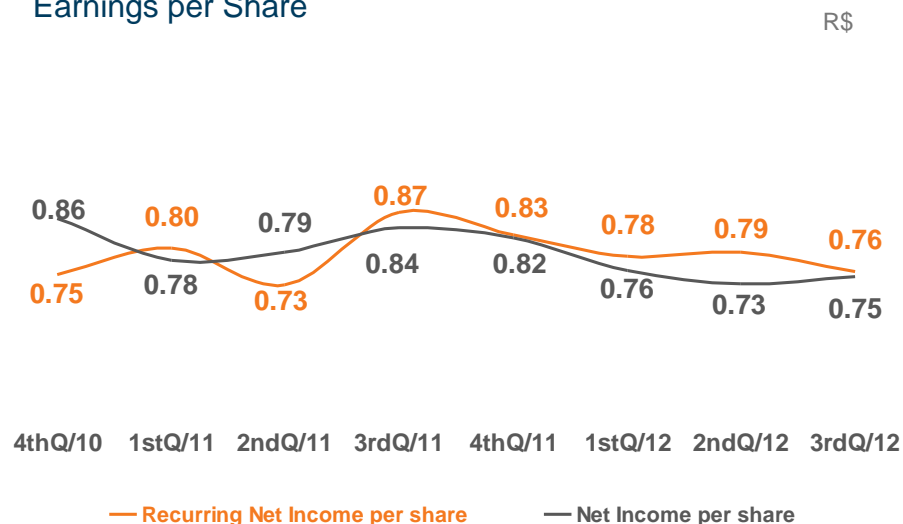
(Banking Service Fees and Result from Insurance, Pension Plans and Capitalization after Retained Claims and selling expenses) R\$ million



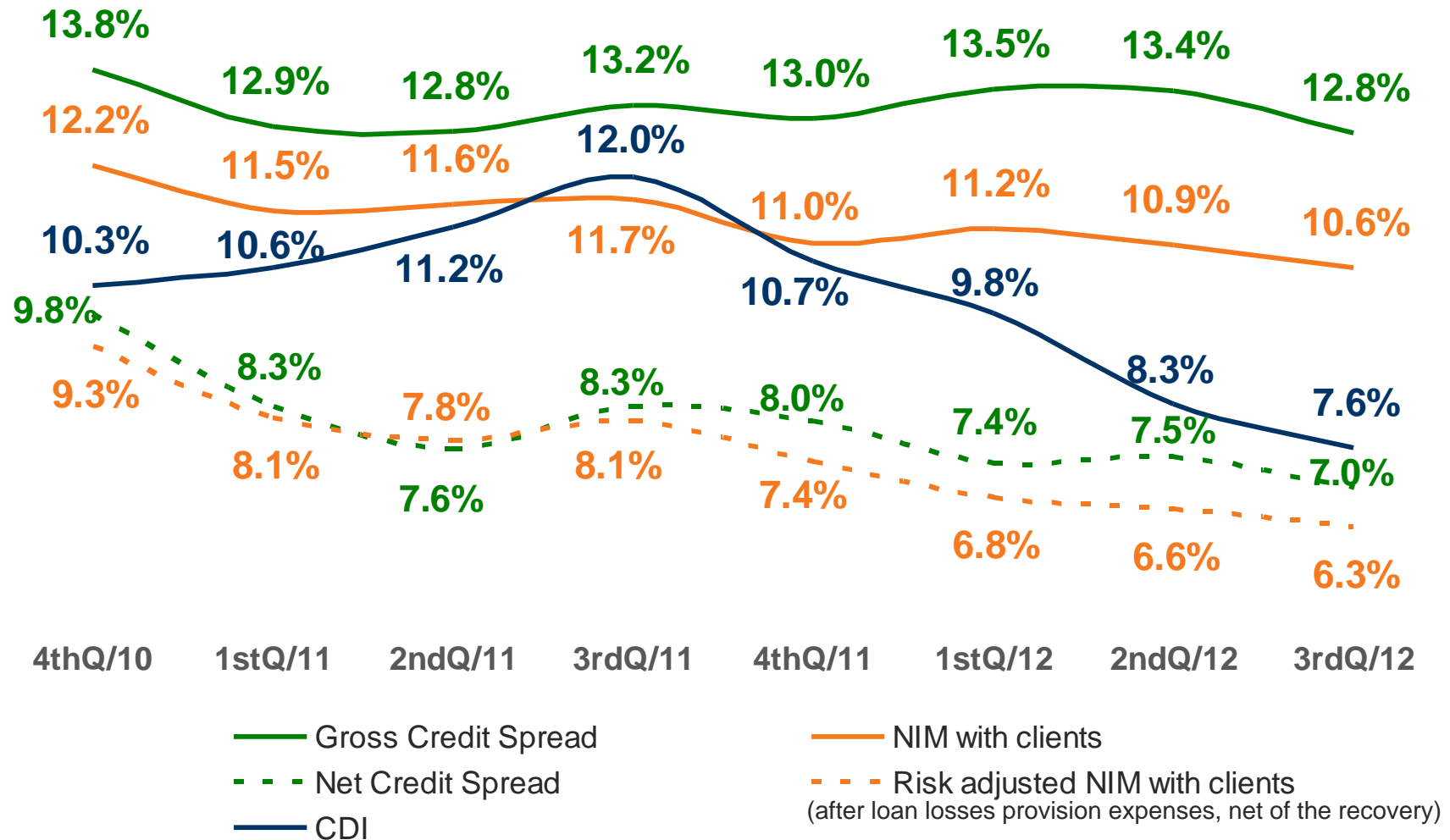
Recurring ROE (average)



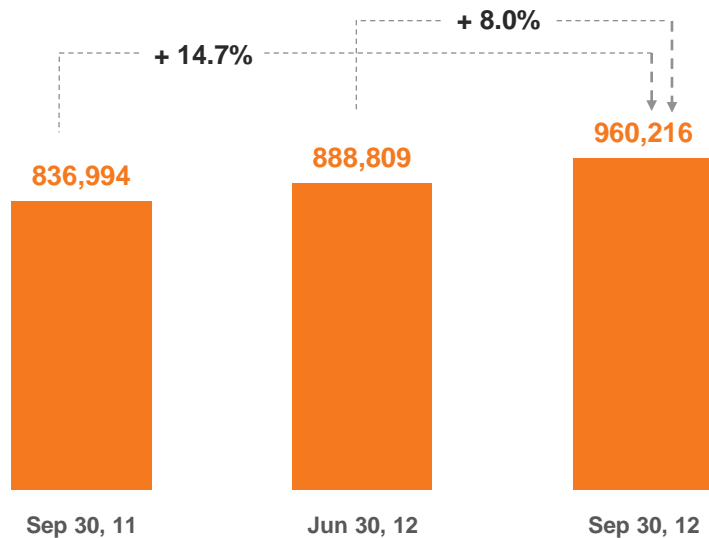
Earnings per Share



Financial Margin

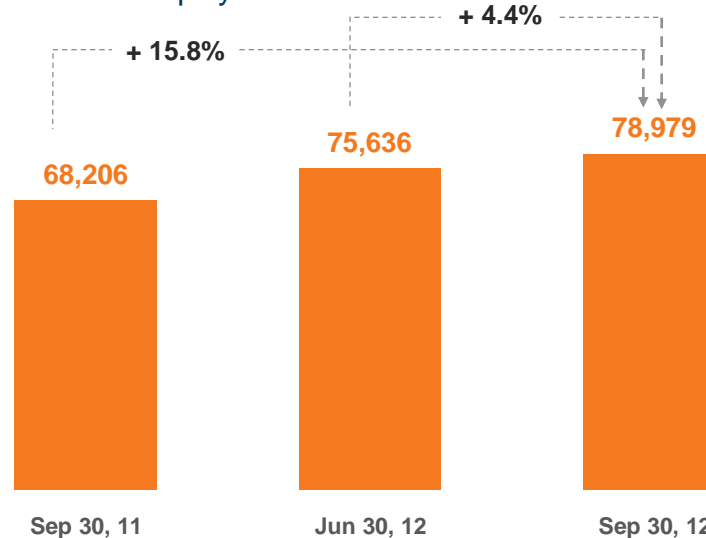


Assets

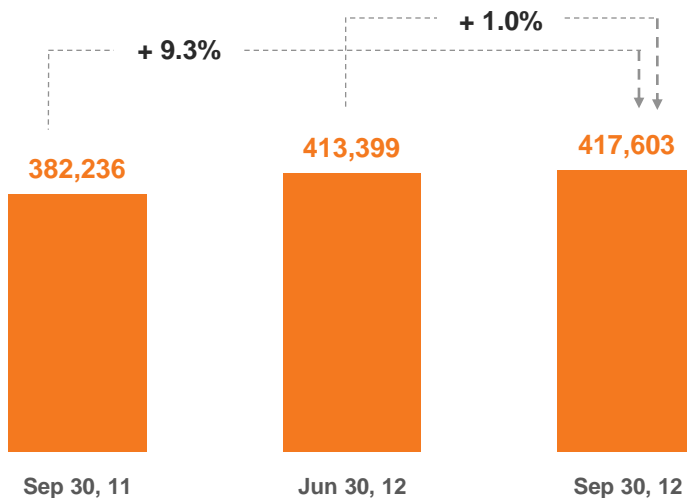


Stockholders' Equity

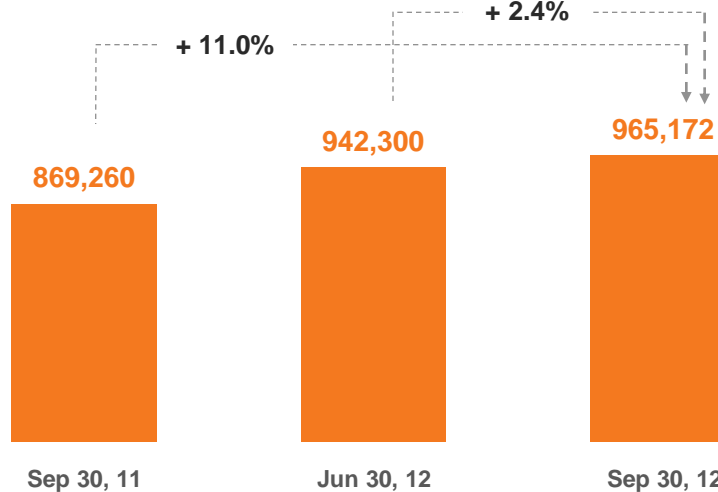
R\$ million



Loan Portfolio (Includes Endorsements and Sureties)



Total Funding with clients (Includes AuA)



Loans by Type of Client / Product



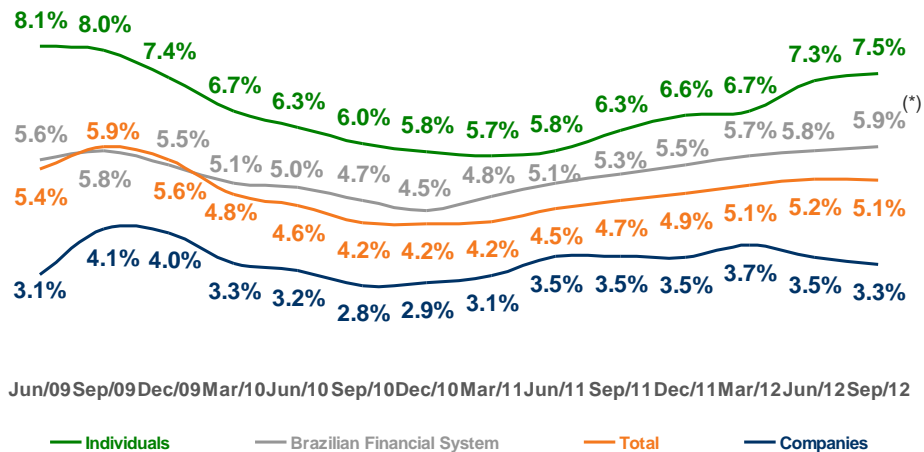
R\$ million

	Sep 30, 12	Jun 30, 12	Dec 31, 11	Sep 30, 11	Variation		
					Sep/12 - Jun/12	Sep/12 - Dec/11	Sep/12 - Sep/11
Individuals - Brazil	145,662	147,331	147,573	141,475	-1.1%	-1.3%	3.0%
Credit Card	36,699	36,777	38,961	35,586	-0.2%	-5.8%	3.1%
Personal Loans	38,231	38,243	35,069	33,282	0.0%	9.0%	14.9%
Vehicles	54,046	56,575	60,093	60,008	-4.5%	-10.1%	-9.9%
Mortgage Loans	16,687	15,736	13,450	12,599	6.0%	24.1%	32.4%
Companies - Brazil	244,486	241,145	228,761	221,660	1.4%	6.9%	10.3%
Corporate	155,038	149,487	138,384	133,181	3.7%	12.0%	16.4%
Very Small, Small and Middle Market	89,448	91,658	90,378	88,479	-2.4%	-1.0%	1.1%
Argentina/Chile/Uruguay/Paraguay	27,454	24,923	20,678	19,102	10.2%	32.8%	43.7%
Total with endorsements and sureties	417,603	413,399	397,012	382,236	1.0%	5.2%	9.3%
Total with endorsements and sureties (ex-Vehicles)	363,557	356,824	336,919	322,228	1.9%	7.9%	12.8%
Corporate - Total Risk (*)	175,068	168,826	153,604	148,718	3.7%	14.0%	17.7%
Endorsements and Sureties	57,792	56,611	51,530	46,957	2.1%	12.2%	23.1%

(*) Includes private securities (debentures, CRIs and commercial papers).

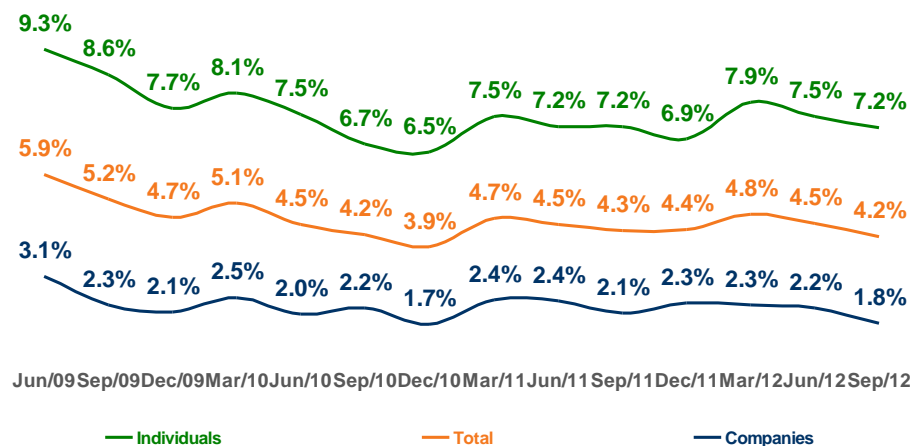
Note: The acquired payroll loan portfolio is classified as corporate risk (balance of R\$ 2,511million on Sep 30, 2012 with an increase of 33.3% compared with Jun 30, 2012 and 77.8% compared with Sep 30, 2011).

90-day NPL Ratio

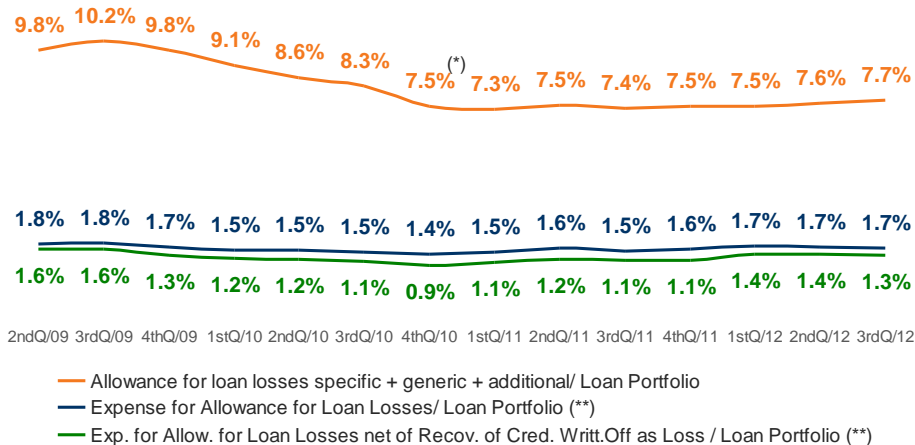


(*)Source: Brazilian Central Bank (Sep,2012 data refers to Aug,2012, once Sep,2012 data were not yet available).

15 to 90-day NPL Ratio



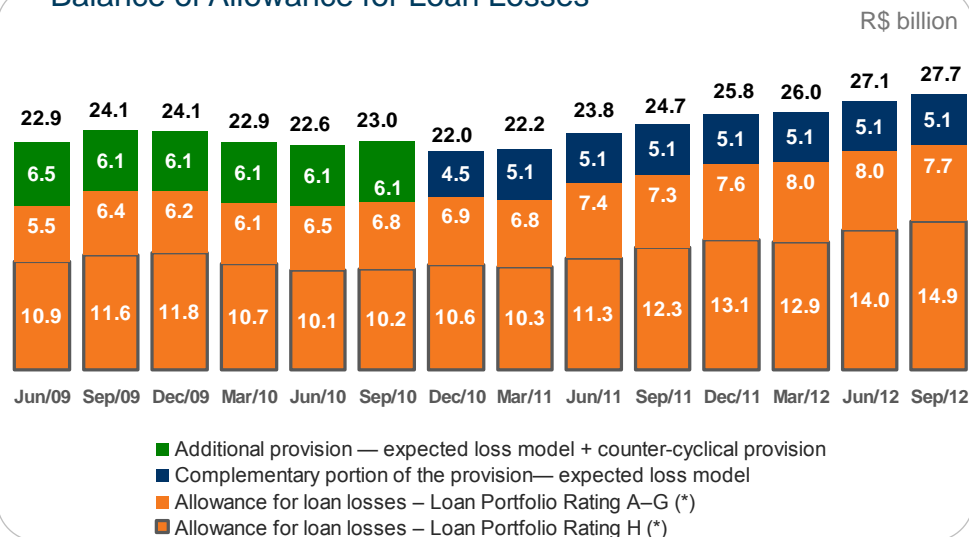
Allowance for Loan Losses



(*)There was an additional provision reversal in the amount of R\$ 1.6 billion in the 4th quarter of 2010.

(**) Average loan portfolio balance considering two quarters.

Balance of Allowance for Loan Losses



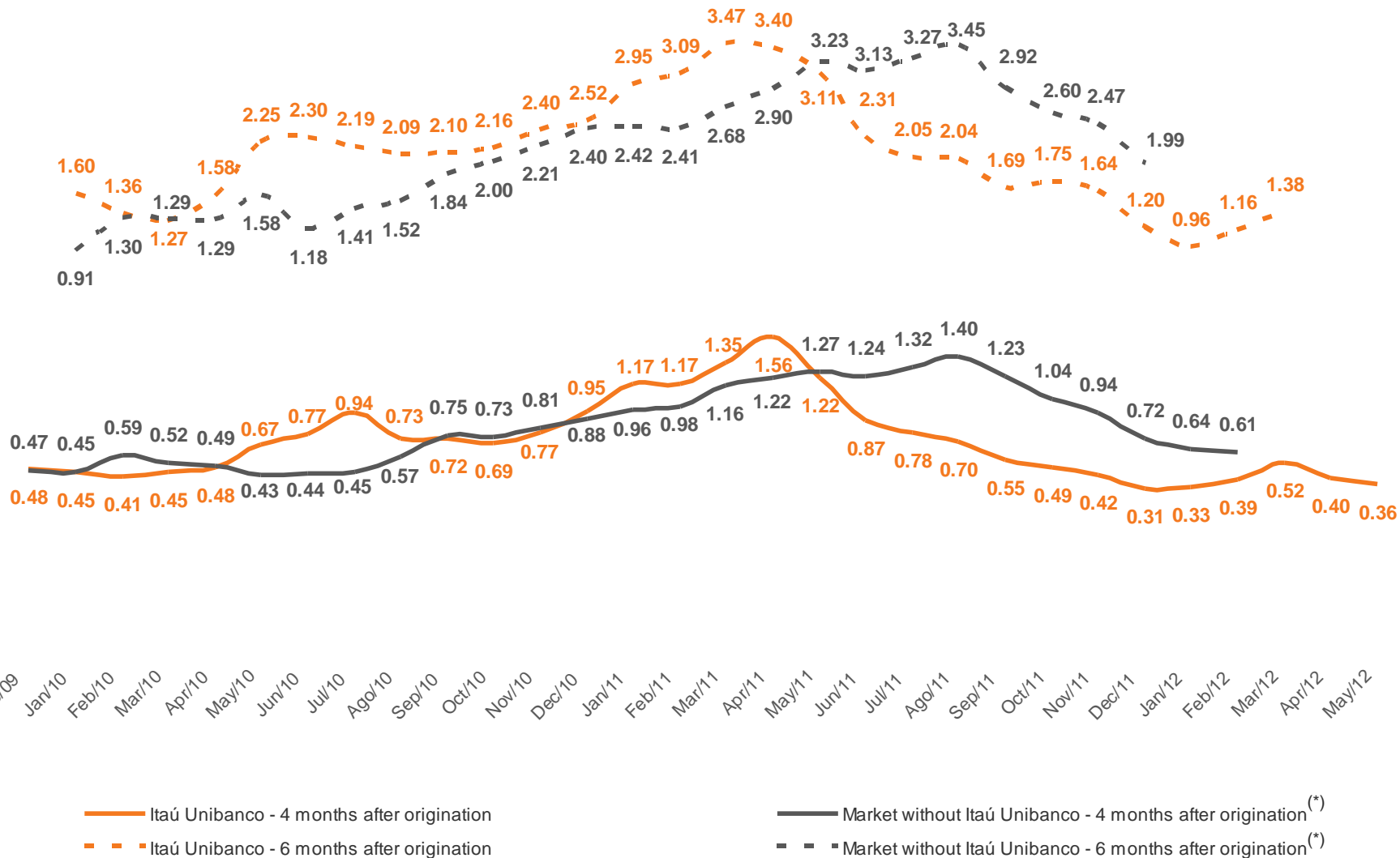
(*) Resolution 2,682/99 CMN

Individuals Vehicle Portfolio (Delinquency)



90-day NPL Ratio by vintage, 4 and 6 months after origination - Vehicles

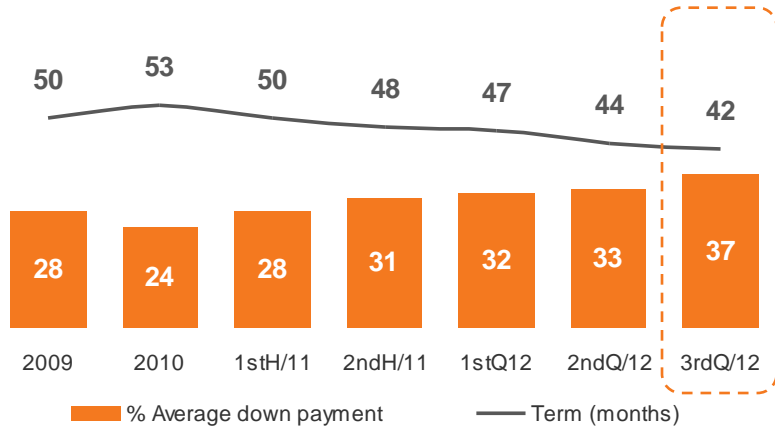
%



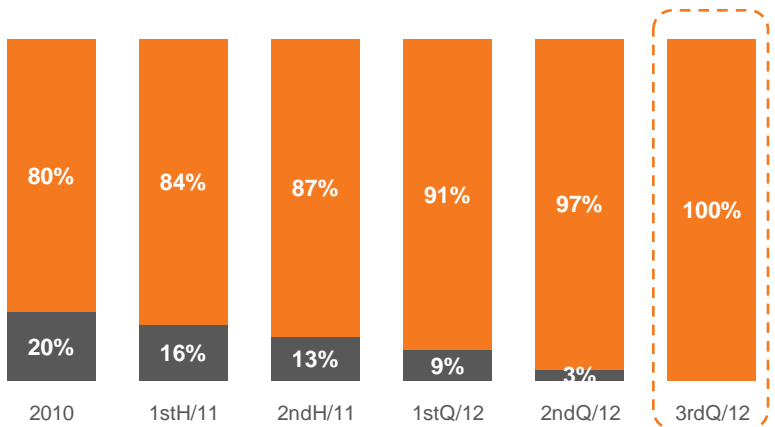
(*) Source: Brazilian Central Bank and Fenabrave (automotive vehicles distribution national federation).

Loan average term and down payment

Decrease in loan terms and increase in average down payments



Itaú Unibanco's Origination

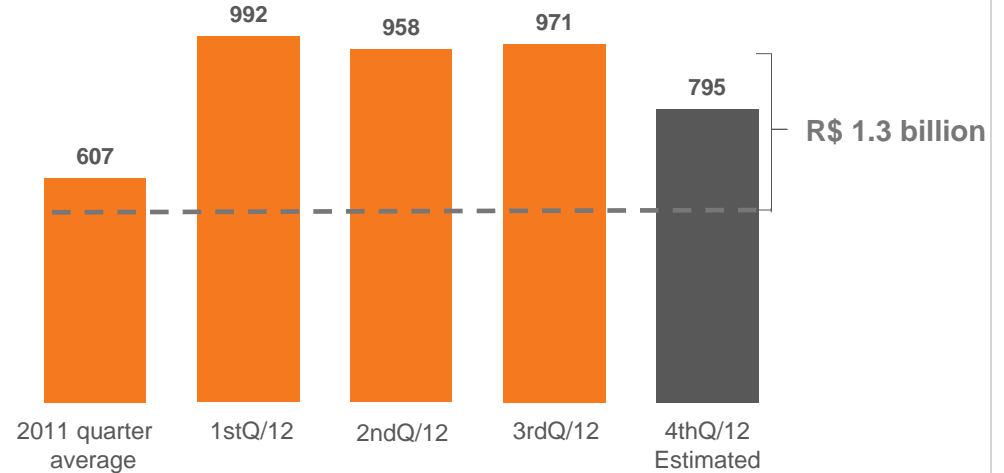


There was no origination of loans 60-month term and no down payment in the 3rdQ/12.

Vehicles Loan Losses Provision Expenses

Itaú Unibanco

R\$ million



Funding and Assets Under Management



R\$ million

				Variation	
	Sep 30, 12	Jun 30, 12	Sep 30, 11	Sep/12 - Jun/12	Sep/12 - Sep/11
Demand Deposits	29,818	31,361	26,069	-4.9%	14.4%
Savings Deposits	77,414	73,056	63,334	6.0%	22.2%
Time Deposits	115,172	120,872	129,115	-4.7%	-10.8%
Debentures (Repurchase Agreements)	124,394	115,724	111,680	7.5%	11.4%
Funds from Bills ⁽¹⁾	39,823	38,757	25,501	2.8%	56.2%
(1) Total - Funding from Institucional Clients and Account Holders ^(*)	386,620	379,770	355,698	1.8%	8.7%
Onlending	34,860	34,694	36,073	0.5%	-3.4%
(2) Total - Funding from Institucional & Account Holders	421,480	414,464	391,772	1.7%	7.6%
Assets Under Administration	432,291	422,623	390,811	2.3%	10.6%
Technical Provisions for Insurance, Pension Plan and Capitalization	87,281	82,553	70,170	5.7%	24.4%
(3) Total - Clients	941,052	919,641	852,752	2.3%	10.4%
Deposits from Banks	9,516	9,686	2,157	-1.8%	341.1%
Funds from Acceptance and Issuance of Securities Abroad	14,604	12,973	14,350	12.6%	1.8%
Total Funds from Clients + Banks	965,172	942,300	869,260	2.4%	11.0%
Repurchase Agreements ⁽²⁾	123,495	81,941	85,004	50.7%	45.3%
Borrowings	21,994	20,885	21,799	5.3%	0.9%
Foreign Exchange Portfolio	41,125	36,775	39,759	11.8%	3.4%
Subordinated Debt	48,544	42,948	37,638	13.0%	29.0%
Collection and payment of Taxes and Contributions	4,517	4,238	4,636	6.6%	-2.6%
Free Assets ⁽³⁾	56,952	64,608	58,547	-11.8%	-2.7%
Free Assets and Other	296,627	251,395	247,382	18.0%	19.9%
Total Funds (Free, Raised and Managed Assets)	1,261,799	1,193,695	1,116,642	5.7%	13.0%

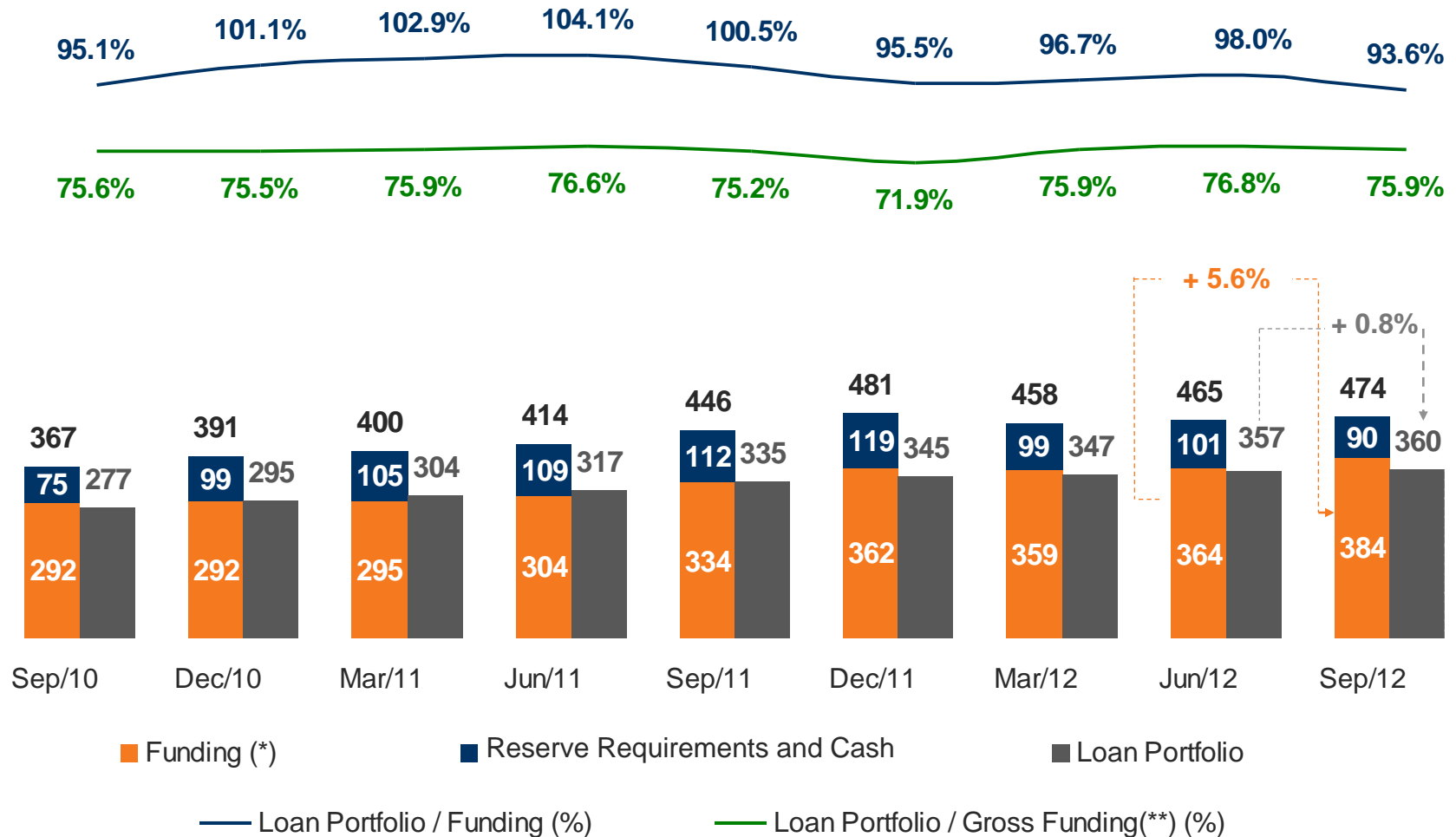
(*) Funding from Institucional Clients reached R\$ 25,149 million in Sep, 2012, representing 6.5% of the Total Funding with clients.

(1) Includes funds from real estate, mortgage, financial, credit and similar notes.

(2) Does not include own issued Debentures, classified as funding.

(3) Stockholders' Equity + Minority interests - Permanent Assets.

Ratio between Loan Portfolio and Funding



(*) 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.

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

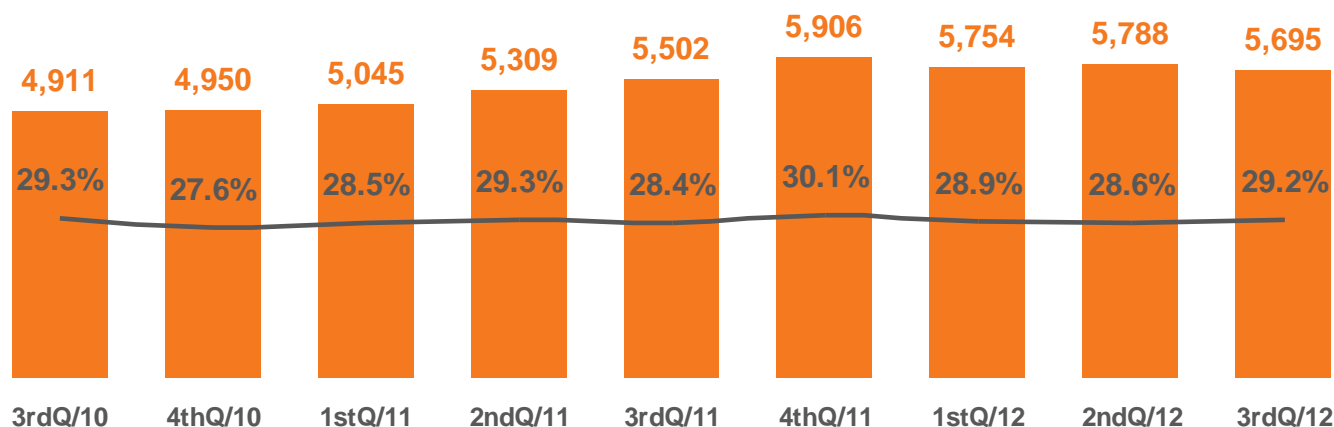
Banking Service Fees and Result from Insurance, Pension Plans and Capitalization

R\$ million

	3 rd Q/12	2 nd Q/12	Jan-Sep/12	Jan-Sep/11	3 rd Q/12 - 2 nd Q/12	Jan-Sep/12 - Jan-Sep/11
Asset Management	785	741	2,233	1,946	6.0%	14.8%
Current Account Services	846	807	2,403	1,795	4.8%	33.9%
Loan Operations and Guarantees Provided	613	656	1,956	2,430	-6.5%	-19.5%
Collection Services	352	355	1,052	988	-1.0%	6.4%
Credit Cards	2,042	2,029	6,102	5,387	0.7%	13.3%
Orbitall's Processing Service	25	34	174	302	-27.6%	-42.4%
Other	395	491	1,370	1,414	-19.5%	-3.1%
Banking Service Fees Income ¹	5,034	5,078	15,115	13,960	-0.9%	8.3%
Result from Insurance, Pension Plans and Capitalization ²	661	710	2,122	1,896	-6.8%	11.9%
Total	5,695	5,788	17,237	15,856	-1.6%	8.7%

(1) Desconsidering the impact of Orbitall's Services, Banking Service Fees Income would have increased 9.4% over the first nine months of 2011.

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



■ Banking Service Fees and Income from Banking Charges + Result from Insur., Pens. Plans and Capitalization

— (Banking Service Fees and Income from Banking Charges + Result from Insur., Pens. Plans and Capit.)/Operating Revenues

Non-Interest Expenses and Efficiency Ratio

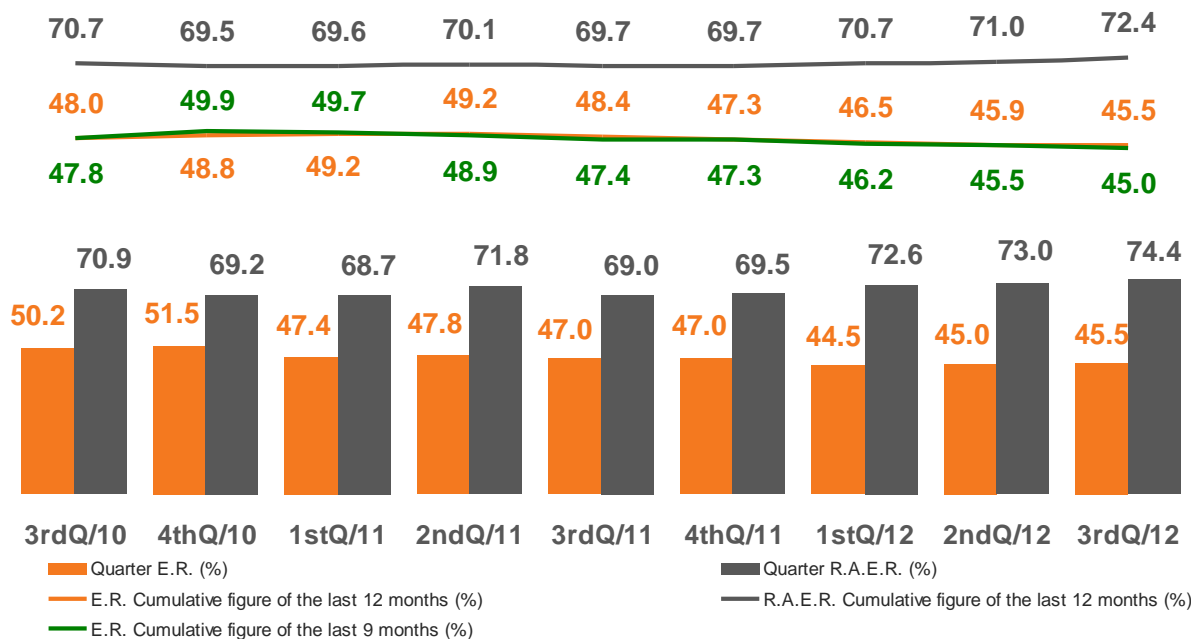
R\$ million

	3 rd Q/12	2 nd Q/12	Jan-Sep/12	Jan-Sep/11	3 rd Q/12 - 2 nd Q/12	Jan-Sep/12 - Jan-Sep/11
Personnel Expenses	(3,456)	(3,438)	(10,287)	(10,048)	0.5%	2.4%
Administrative Expenses	(3,463)	(3,659)	(10,550)	(10,266)	-5.4%	2.8%
Personnel Expenses and Administrative	(6,919)	(7,098)	(20,836)	(20,315)	-2.5%	2.6%
Operating Expenses (*)	(1,128)	(1,181)	(3,543)	(3,495)	-4.5%	1.4%
Other Tax Expenses (**)	(101)	(133)	(333)	(249)	-23.8%	34.0%
Non-Interest Expenses	(8,148)	(8,411)	(24,713)	(24,059)	-3.1%	2.7%

(*) Considers expenses with provision for contingencies, credit card selling, claims and other.

(**) Includes IPTU, IPVA, IOF and other. Does not include PIS, Cofins and ISS

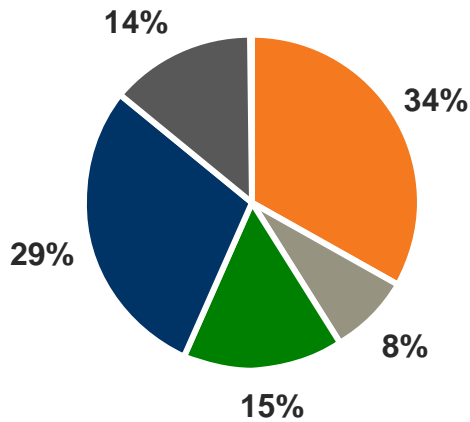
Efficiency Ratio and Risk-Adjusted Efficiency Ratio



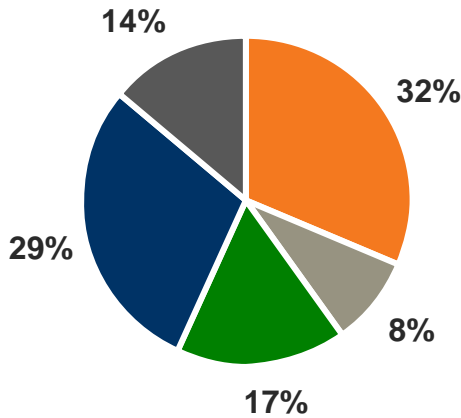
Itaú Unibanco's Recurring Net Income Composition



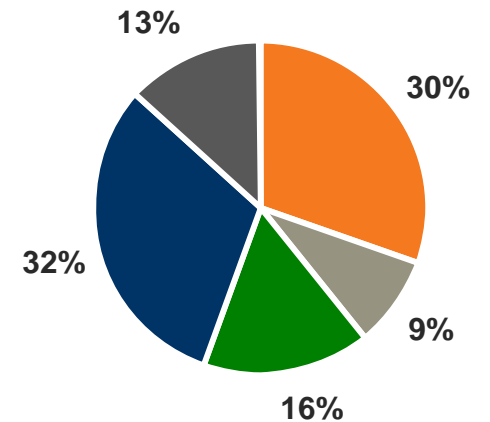
3rdQ/2011



2ndQ/2012



3rdQ/2012



Commercial Bank (without insurance)

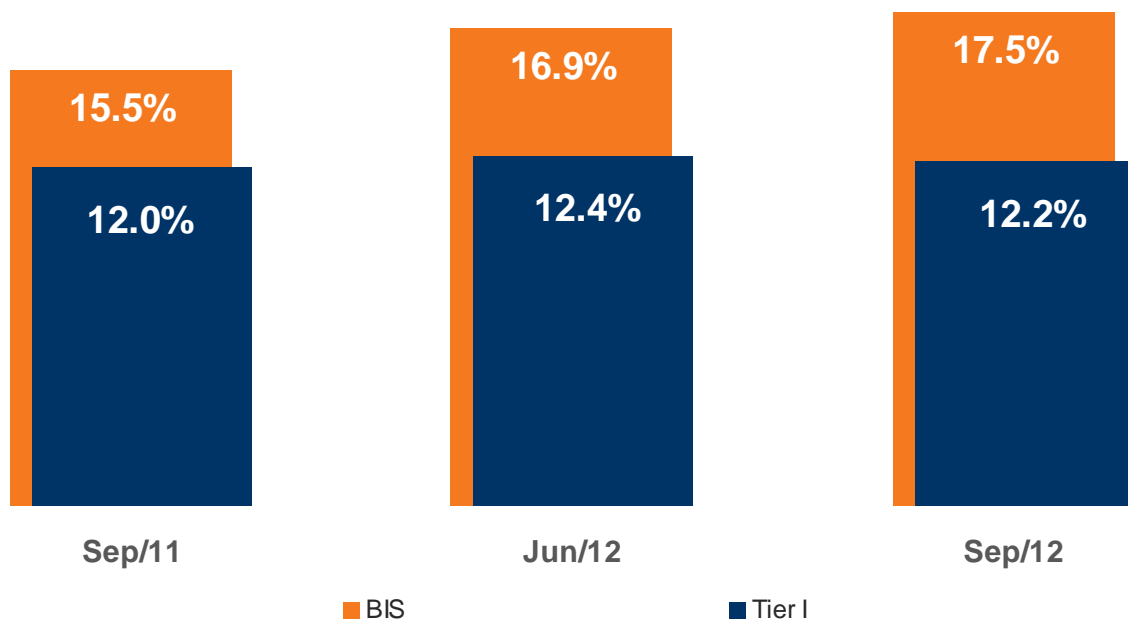
Itaú BBA

Insurance, Pension Plans and Capitalization (with Porto Seguro)

Consumer Credit

Activities with the Market + Corporation

Evolution of BIS Ratio and Tier I (Economic Financial Consolidated)



Quarter Evolution

	R\$ billion		
	RE	RWE	BIS Ratio
June, 2012	102.5	606.1	16.9%
Subordinated Debt approved	5.6		0.9%
Net Income for the period (*)	3.5		0.6%
Asset Valuation Adjustment (AFS)	0.7		0.1%
Interest on Net Equity and Dividends	-0.7		-0.1%
Other changes in referential equity	-0.8		-0.1%
Changes in RWE		26.1	-0.7%
September, 2012	110.8	632.2	17.5%

RE - Referential Equity

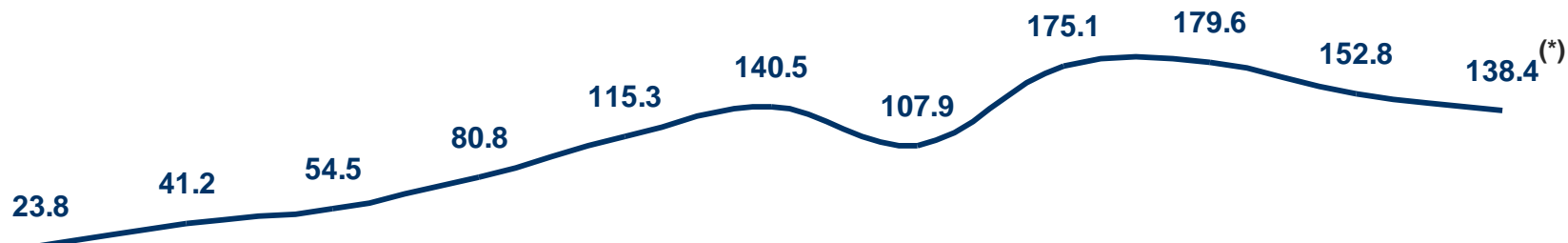
RWE = Risk Weighted Exposure

(*) Net Income considered in the Economic Financial Consolidated

- According to the principles of Basel III, the investments in insurance companies, within the exemptions allowed by the new rule, must be deducted from the Referential Equity. If it had been fully implemented in Sep/12, our BIS ratio would have been 16.8% under the financial conglomerate criteria (actually at 17.4%).
- There are R\$ 2,421 million of subordinated debt still pending approval by the Brazilian Central Bank to compose our Tier II. If approved, our BIS ratio would have been 17.9% (40 bps increase).

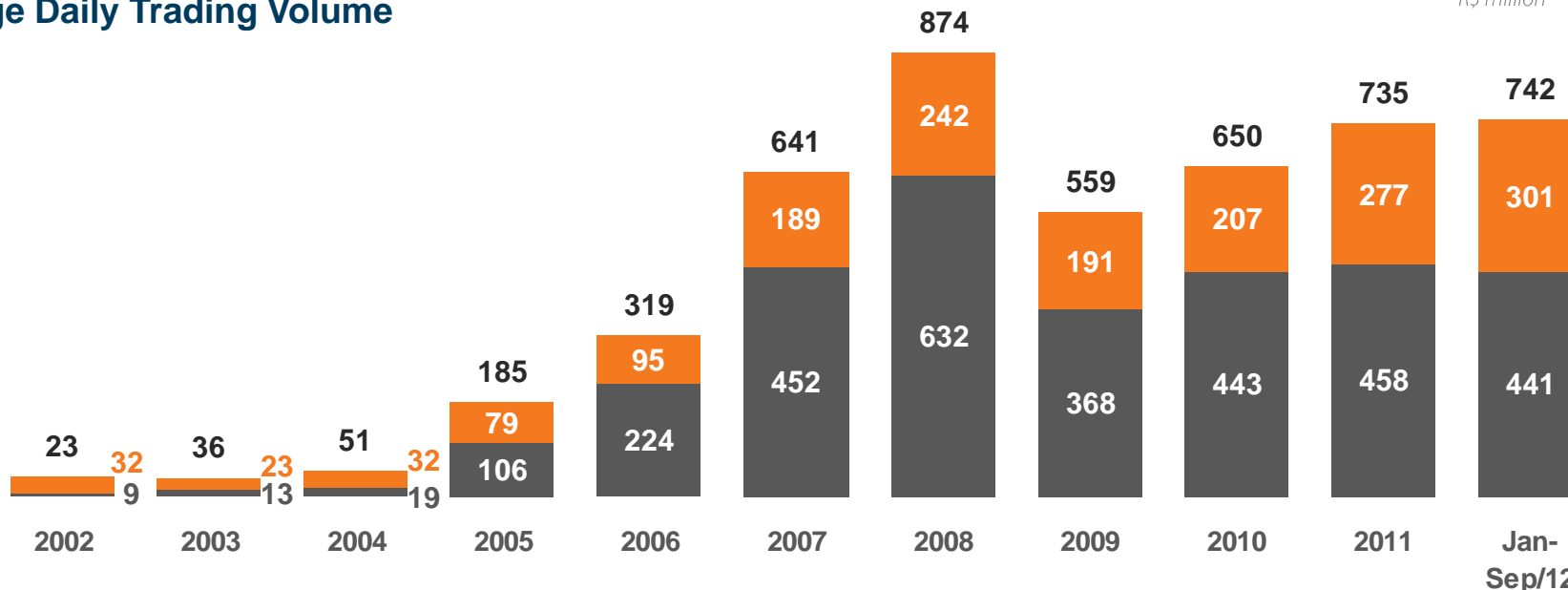
Note: Based on the financial conglomerate concept ("consolidado operacional"), the BIS ratio reached 17.4% on September 30, 2012.

Market Capitalization and Average Daily Trading Volume



Average Daily Trading Volume

R\$ million



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

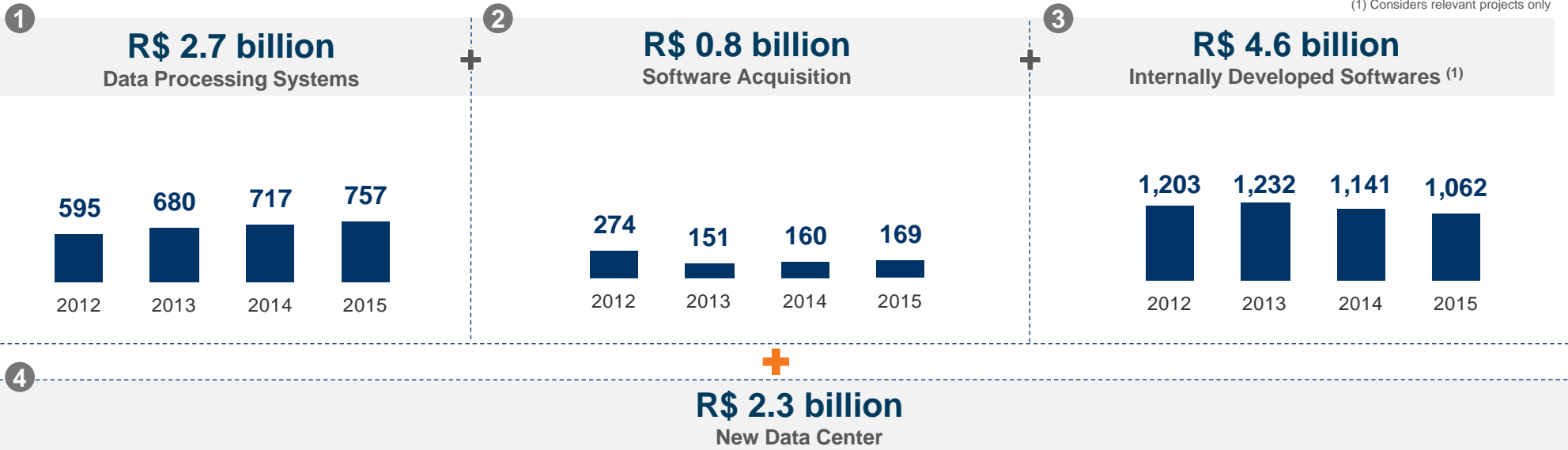
(*) As of September 30, 2012, Itaú Unibanco was the 16th largest bank in the world in terms of market capitalization (Source: Bloomberg)

Results of the Public Tender Offer (RDCD3)

- On September 24th, Itaú Unibanco acquired 44.4% of Redecard by means of a Tender Offer for the purchase price of R\$ 35.00, totaling 94.4% of the share capital (R\$ 10.5 billion).
- After the auction, more shares were acquired, increasing our interest in the capital of Redecard to 98.0%, a total investment of R\$ 11.3 billion. Our expectation is to complete the purchase of 100% shares until the end of 2012.
- On October 18th, 2012, the Brazilian Securities and Exchange Commission (CVM) canceled the register of Redecard as a public company.

IT Investments of R\$ 10.4 billion between 2012 and 2015

Investment Breakdown

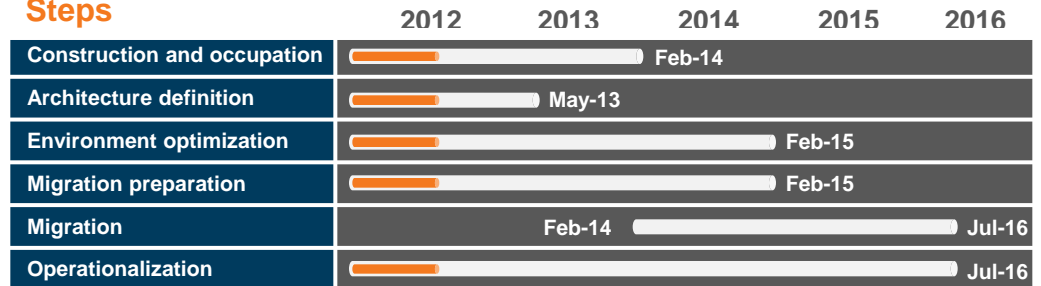


Strategy (active-active model)

- **3 Data Centers model:** 2 with balanced operations in Mogi Mirim and 1 in São Paulo for Disaster Recovery
- **High availability operations:** infrastructure preparation and application
- **Minimum Tier III requirements:** high rate of energetic efficiency and infrastructure availability (electricity, refrigeration and security)
- **Estimated investment:** R\$815.5 million (building), R\$ 1,364 million on hardware/software and R\$ 909 million on infrastructure.

Main goals are: time to market, Quality, Focus: client x product, information quality and Basel II and III.

Steps



Total Investments between 2012 and 2015 - **R\$10.4 billion**



Before June/2007 (Itaú + Unibanco)

- 1,930,067 shares of Serasa.
- 51.17% stake in Serasa.

June/2007 (Itaú + Unibanco)

- First sale of shares of Serasa to Experian.
- Income before taxes for 2Q07: R\$ 1,2 billion; and
- Remaining stake of 16.34% in Serasa.

October/2012

- Sale of total remaining stake: 601,403 shares of Serasa to Experian.
- Estimated income before taxes for 4Q12: R\$ 1,5 billion.



Conference Call 3rd Quarter, 2012 Earnings Results

Itaú Unibanco Holding S.A.

Alfredo Egydio Setubal
Executive Vice-President and Investor Relations Officer

Oct | 24 | 2012