Teleconferência de Resultados 2T14

12 de agosto de 2014



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Eventos e Destaques do 2T14

1. Contribuições positivas de todas as linhas de negócios no semestre: 68,9% de Crédito Corporativo, 22,0% da Mesa para Clientes, 6,1% da Tesouraria e 3,0% da Pine Investimentos.

2. *Gap* positivo de liquidez mantido ao longo dos últimos anos, com 14 meses para o Crédito e 16 meses para a Captação.

3. Balanço líquido com caixa no valor de R$1,4 bilhão, equivalente a 35% dos depósitos a prazo.

4. Captação de R$ 230 milhões, pelo prazo de 2 anos, através da emissão de mais uma letra financeira, ao final de julho.

5. Apesar do rebaixamento de vários bancos brasileiros, a S&P reafirmou os *ratings* do Pine em Abril, com base na consistência do perfil financeiro "mesmo depois de se incorporar o impacto negativo dos riscos econômicos e industriais elevados no Brasil".

6. A Fitch também reafirmou os *ratings* do Banco, que "refletem o satisfatório perfil de crédito do banco e o seu bom desempenho nos últimos anos, em meio a um ambiente operacional em deterioração e relativamente volátil".

7. Execução de mais uma transação da parceria Pine-DEG. São US$ 18 milhões, por um prazo de 8 anos para uma empresa do setor de Materiais de Construção.

8. 11º maior banco no ranking de derivativos da Cetip, sendo o 2º em derivativos de *commodities* para clientes.

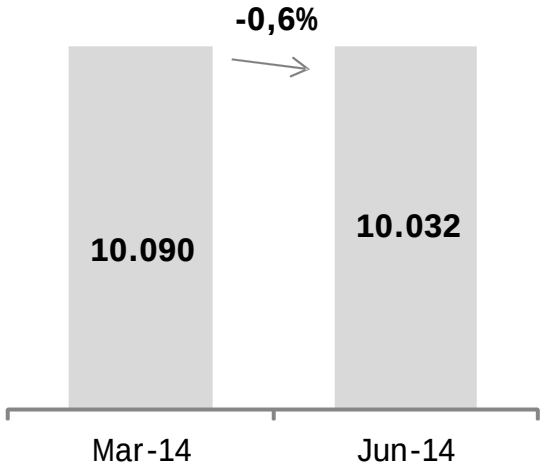
9. 13º maior instituição em volume de crédito para as grandes empresas, com evolução de duas posições, *vis-a-vis* 2013, de acordo com o ranking Melhores e Maiores da Revista Exame.

Destaques Financeiros do 2T14

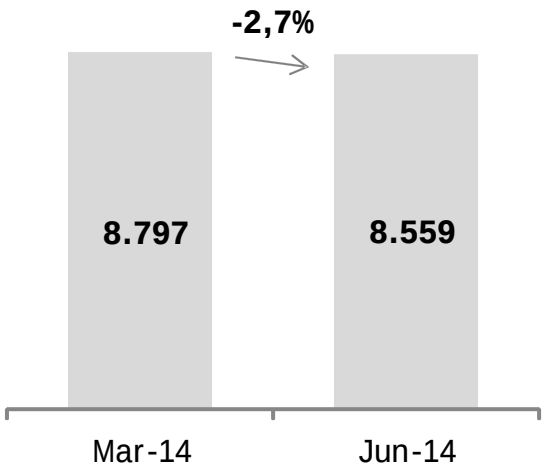
Os principais indicadores apresentaram desempenho dentro do esperado no período...

R$ milhões

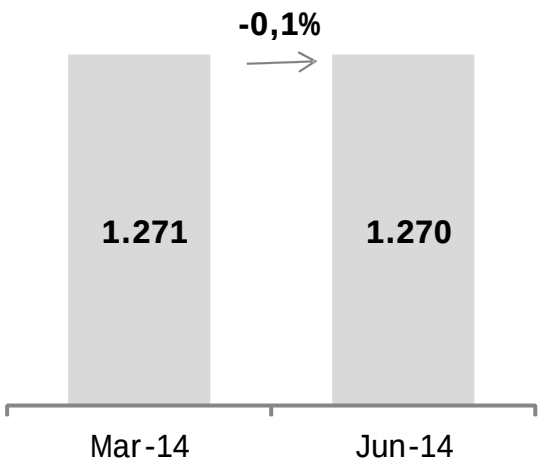
Carteira de Crédito[1]



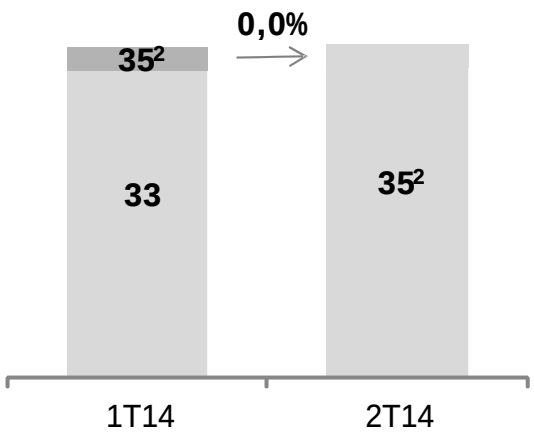
Captação Total



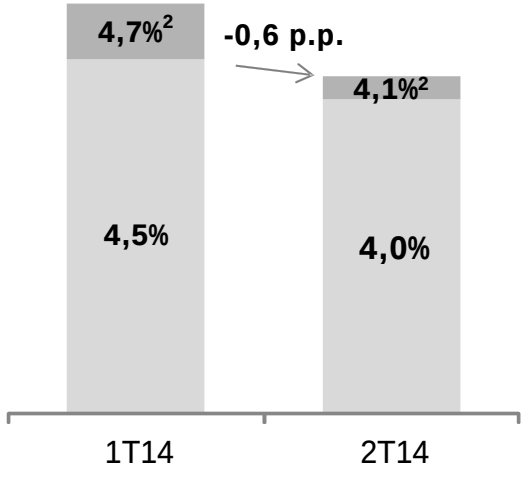
Patrimônio Líquido



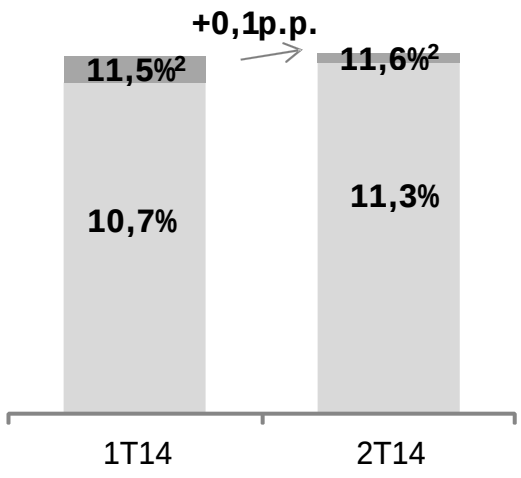
Lucro Líquido



Margem Financeira



ROAE



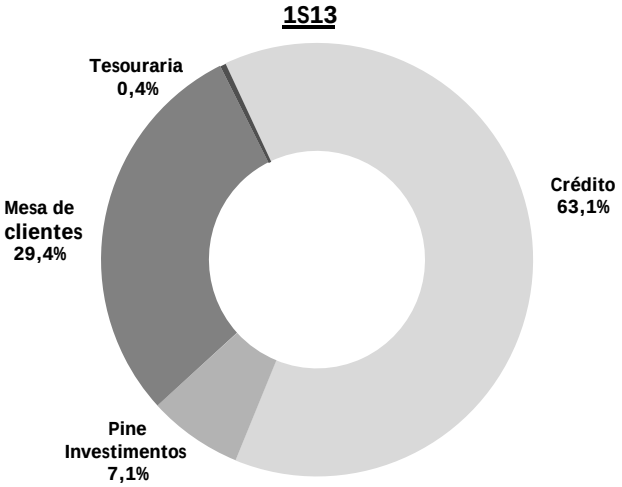
[1] Inclui Cartas de Crédito a utilizar, Fianças, Títulos de Creditos a Receber e Títulos (debêntures, CRIs, *eurobonds* e cotas de fundos)

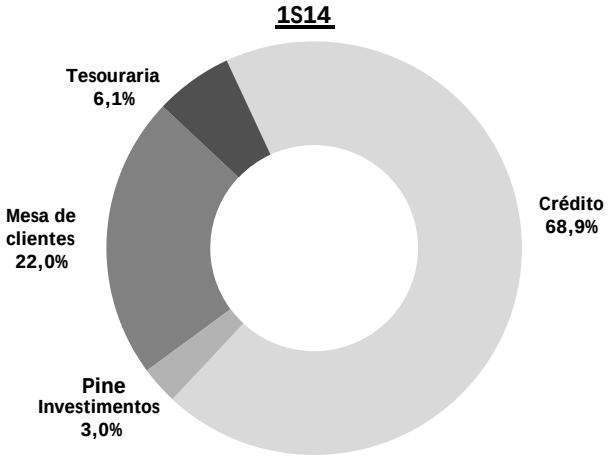
[2] Reconciliação devido ao hedge de captações no montante bruto de R$ 1,6 milhões e R$ 0,93 milhão líquido no 2T14, R$ 3,9 milhões bruto e R$ 2,3 milhões liquido no 1T14. Considera a reclassificação das despesas do FIDC confrome Carta Circular n. 3.658 do Banco Central.

Diversificação de Produtos e Receitas

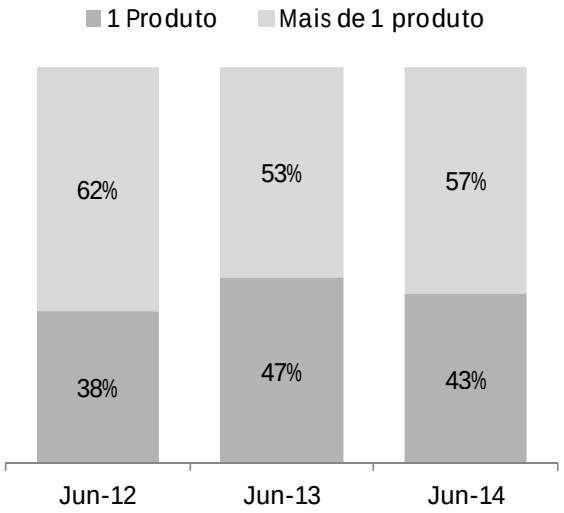
... com contribuição de todas as linhas de negócios, fruto da estratégia de atendimento completo a clientes.

Mix de Receitas

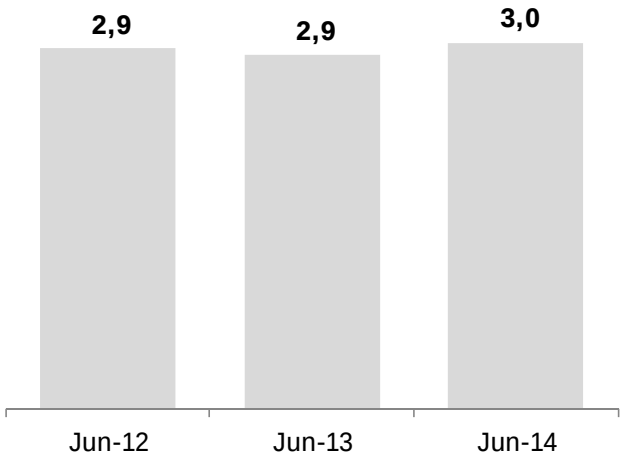




Participação de Clientes com mais de um Produto



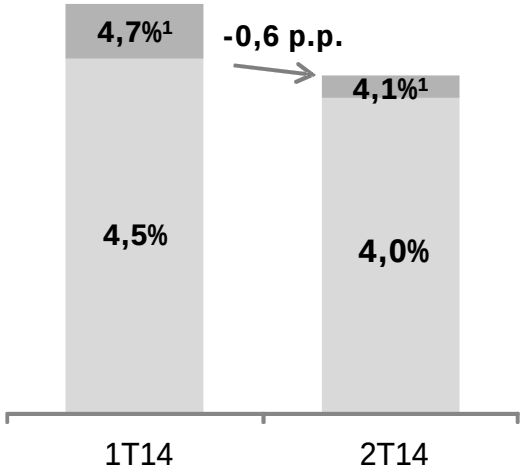
Índice de Produtos - Clientes com mais de um Produto



Margem Financeira

Margem em linha com o *guidance*.

Evolução da Margem



[1] Reconciliação devido ao hedge de captações no montante bruto de R$ 1,6 milhões e R$ 0,9 milhão líquido no 2T14, R$ 3,9 milhões bruto e R$ 2,3 milhões liquido no 1T14. Considera a reclassificação das despesas do FIDC confrome Carta Circular n. 3.658 do Banco Central.

Impactos no Período

- Incremento dos ativos rentáveis médios principalmente no final do trimestre;
- Marcação a mercado dos títulos privados que compõem a carteira de crédito expandida. O impacto na marcação a mercado é decorrente do aumento dos spreads, fruto da reprecificação da carteira de ativos.

Composição da Margem

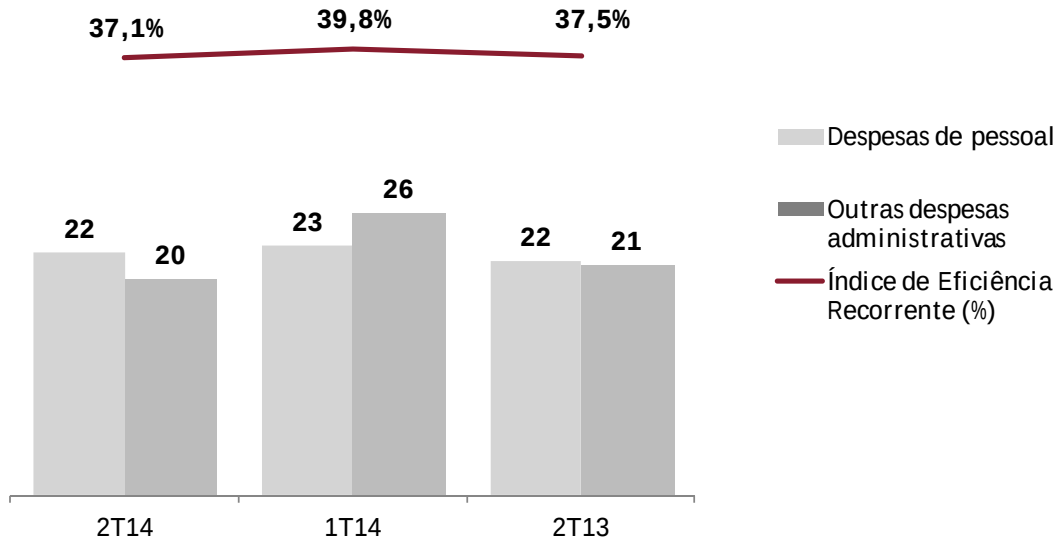
R$ milhões

	2T14	1T14	2T13	1S14	1S13
Margem Financeira Recorrente					
Resultado da intermediação financeira	96	109	85	205	188
Efeito do *overhedge*	(3)	(3)	6	(6)	4
Efeito *hedge* de passivos	(2)	(4)	-	(5)	-
Resultado da intermediação financeira recorrente (A)	92	102	91	194	192
Provisão para perdas com crédito de liquidação duvidosa	(14)	(12)	(29)	(26)	(42)
Resultado da intermediação financeira recorrente após provisão (B)	78	90	61	168	150

Despesas e Índice de Eficiência

Rigoroso controle de despesas.

Despesas



Índice de Eficiência

R$ milhões

	2T14	1T14	2T13	1S14	1S13
Despesas operacionais[1]	45	53	47	97	96
(-) Despesas não recorrentes	1	4	2	5	3
Despesas operacionais recorrentes (A)	43	49	45	92	93
Receitas [2] recorrentes (B)	116	123	120	238	252
Índice de Eficiência Recorrente (A/B)	**37,1%**	**39,8%**	**37,5%**	**38,7%**	**36,9%**

[1] Outras despesas administrativas + despesas tributárias + despesas de pessoal

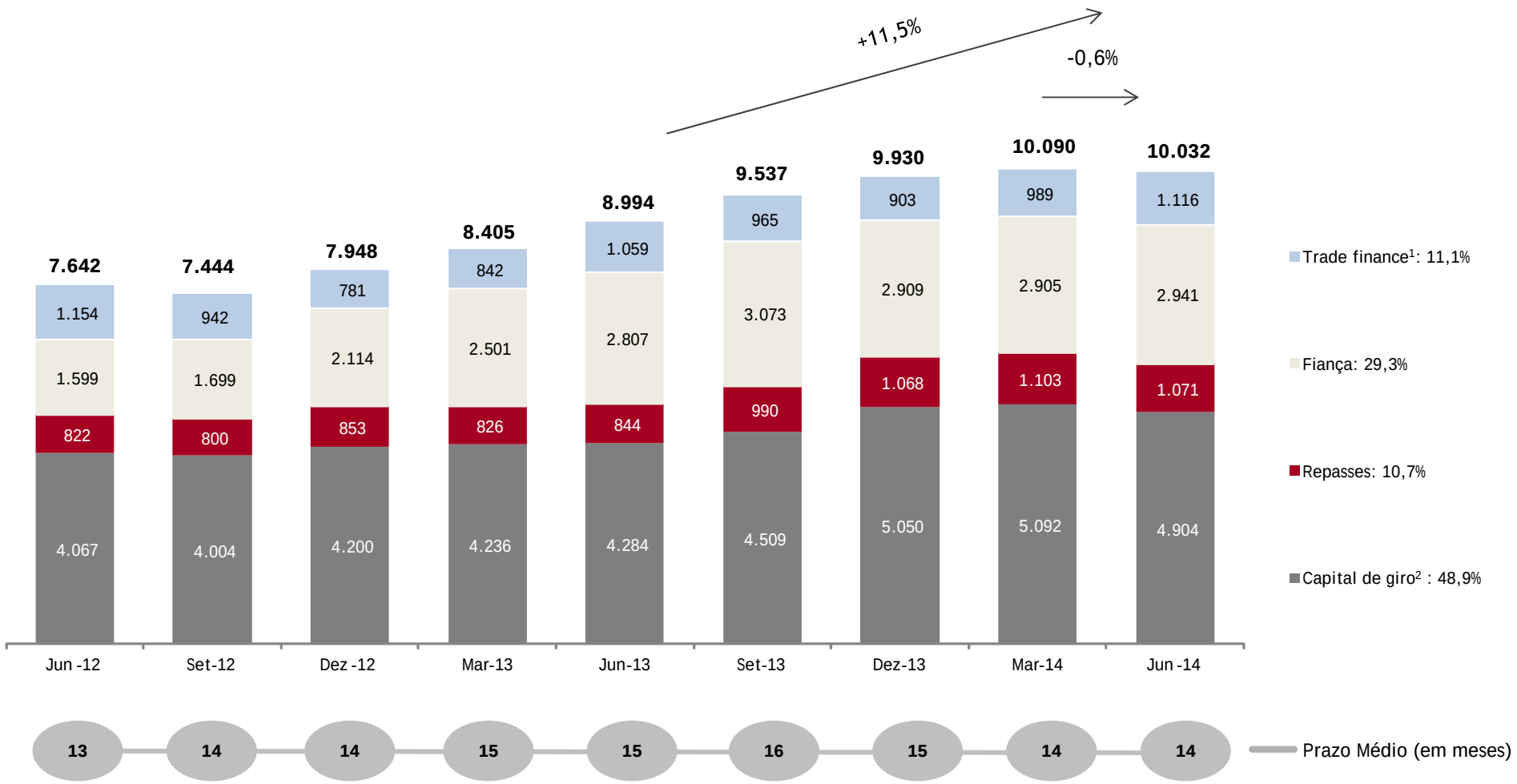
[2] Resultado da intermediação financeira - provisão para perdas com crédito + receitas de prestação de serviços + efeito do *overhedge* - efeito *hedge* de passivos

Considera a reclassificação das despesas de FIDC conforme Carta Circular nº3.658 do Banco Central.

Carteira de Crédito

A carteira manteve-se acima dos R$ 10 bilhões...

R$ milhões

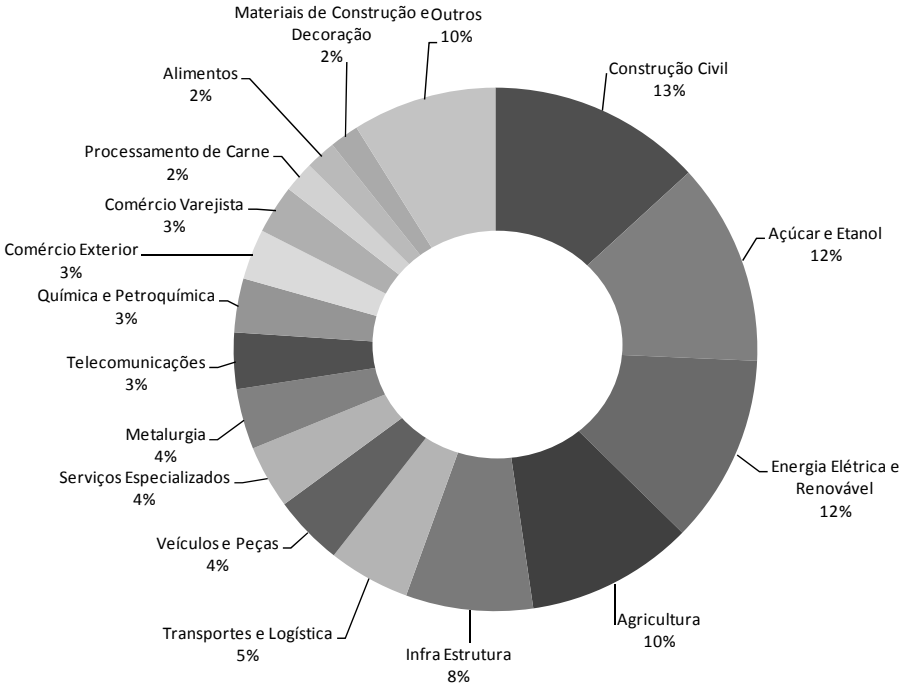


[1] Inclui cartas de crédito a utilizar.
[2] Inclui debêntures, CRIs, cotas de fundo, eurobonds, carteira de crédito adquirida de instituições financeiras com coobrigação e pessoa física.

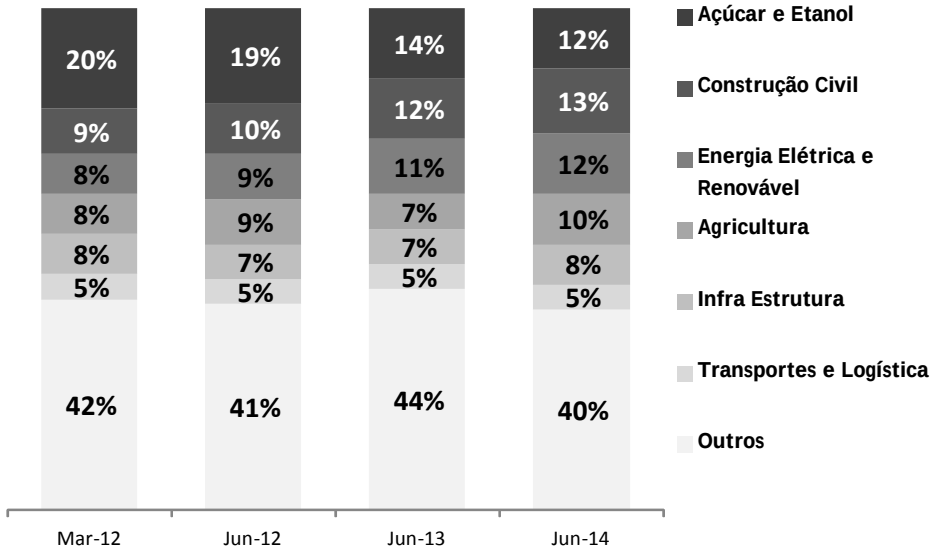
Contínua Gestão do Portfólio de Crédito

...com importante rebalanceamento setorial ...

Setores



Rebalanceamento

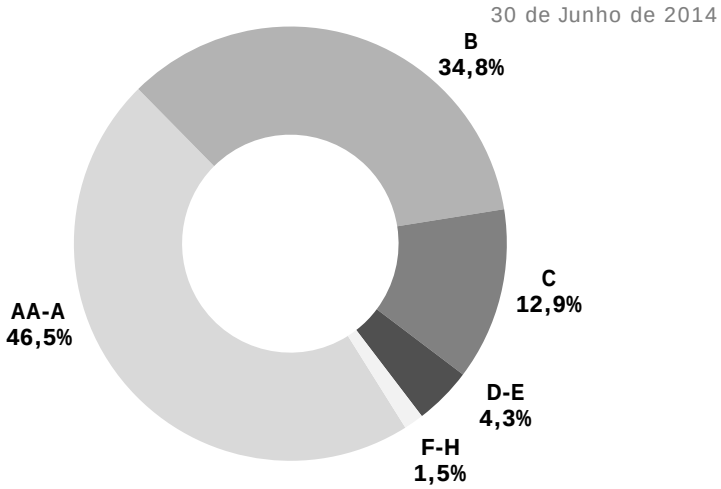


- A carteira dos 20 maiores clientes apresentou mudança na sua composição ao redor de 25% nos últimos doze meses;
- A proporção dos 20 maiores clientes sobre a carteira total continua abaixo de 30%, em linha com a indústria.

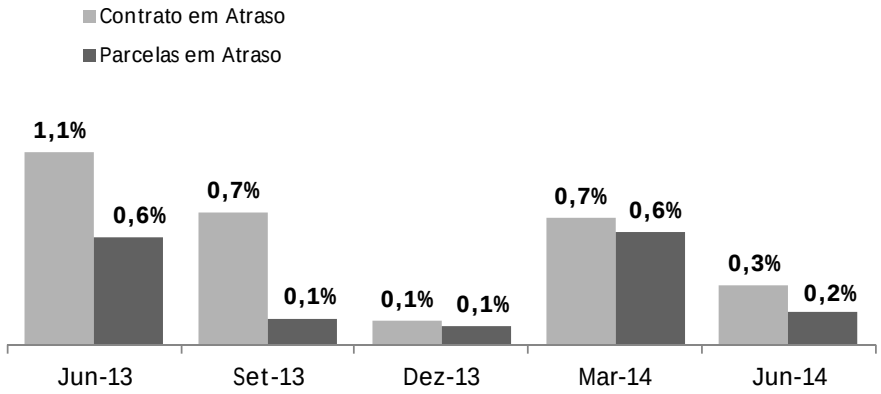
Qualidade da Carteira de Crédito

… com qualidade, garantias e sólida cobertura.

Qualidade da Carteira de Crédito – Res. 2682



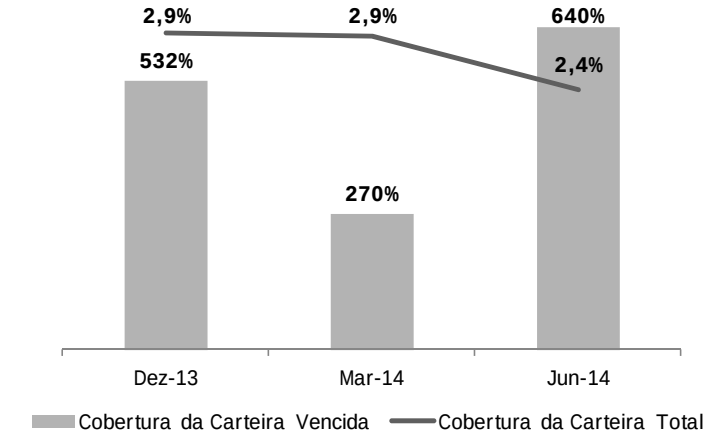
Non Performing Loans > 90 dias



Contratos em atraso: valor total dos contratos em atraso há mais de 90 dias / Carteira de Crédito excluindo Fianças e Cartas de Crédito a Utilizar.

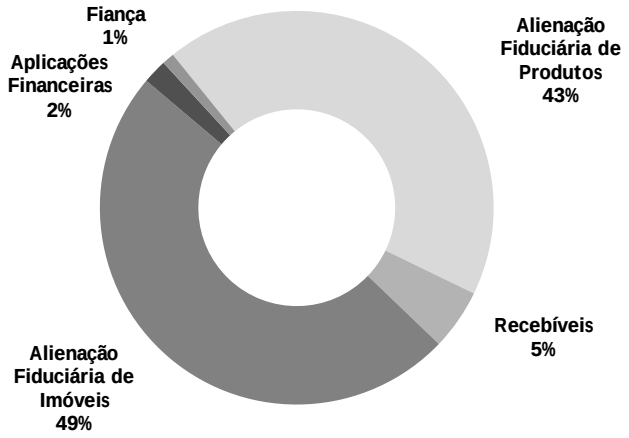
Parcelas em atraso: valor das parcelas em atraso há mais de 90 dias / Carteira de Crédito excluindo Fianças e Cartas de Crédito a Utilizar.

Índice de Cobertura



Cobertura da Carteira Vencida: Provisão/ Carteira Vencida
Cobertura da Carteira Total: Provisão/ Carteira de Crédito Res.2682

Garantias

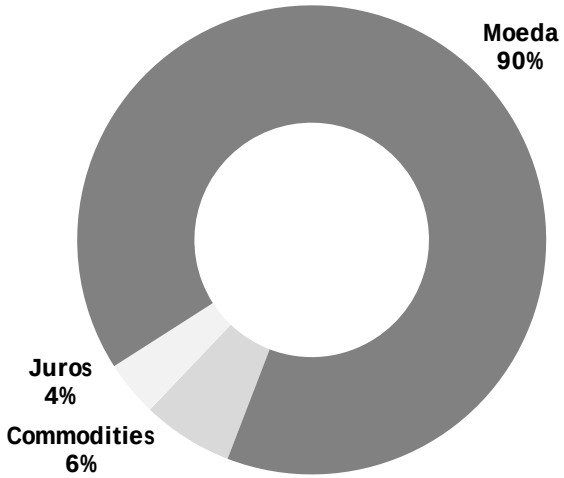


Mesa para Clientes (FICC)

Comprovado *trackrecord* permite a manutenção da 2ª colocação em derivativos de *commodities*[1].

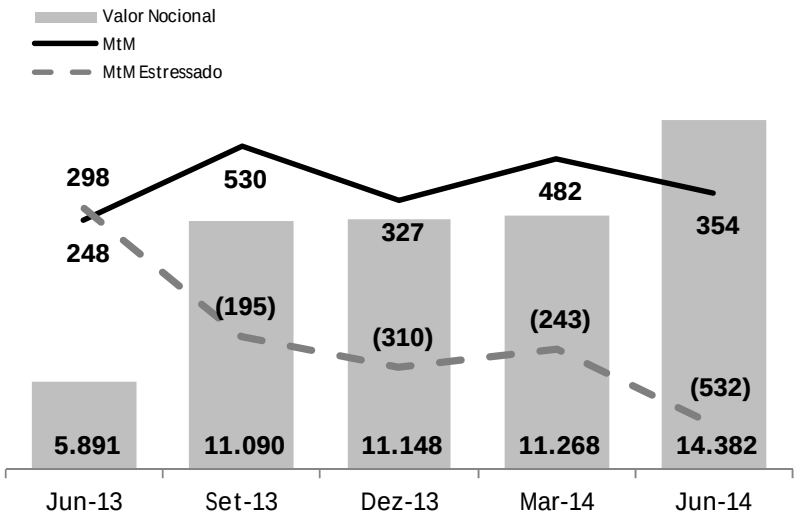
Valor Nocional por Mercado de Atuação

30 de junho de 2014



Valor Nocional e Risco de Crédito de Contraparte (MtM)

R$ milhões



Segmentos de Mercado

- **Juros:** Pré-fixado, Flutuante, Inflação, *Libor*
- **Moedas**: Dólar, Euro, Iene, Libra, Dólar Canadense, Dólar Australiano
- *Commodities*: Açúcar, Soja (Grãos, Farinha e Óleo), Milho, Algodão, Metais, Energia

Perfil da Carteira

Cenário em 30 de junho:

- *Duration*: 149 dias
- MtM: R$ 354 milhões

Cenário de Estresse (Dólar: +31% e Preço *Commodities*: -30%):

- MtM Estressado: (R$ 532 milhões)

[1]Fonte: Reporte Cetip, Junho 2014

Pine Investimentos

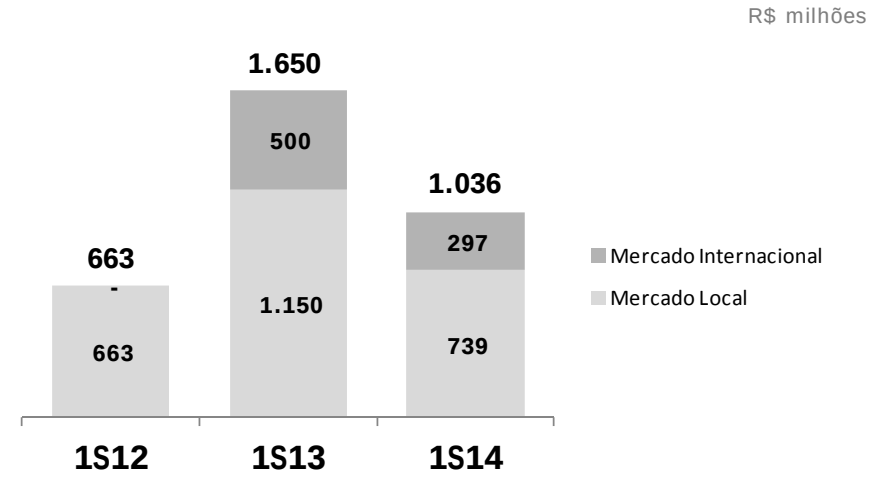
Consolidação do foco dedicado ao longo dos últimos anos, apesar dos ciclos de mercado.

- **Mercado de Capitais:** Estruturação e Distribuição de Operações de Renda Fixa.
- **Assessoria Financeira:** *Project & Structured Finance, M&A* e operações híbridas de capital.
- *Research*: Macro, *Commodities* e Grandes Empresas.

Operações Selecionadas

R$ 300.000.000	R$ 300.000.000	R$ 25.000.000
Nota Promissória	Debêntures	Debêntures
Brookfield Incorporações	VIRACOPOS Aeroportos Brasil	moinho paulista ltda.
Coordenador	Coordenador	Coordenador
Janeiro, 2014	Fevereiro, 2014	Maio, 2014

Volume Financeiro - *Underwriting*

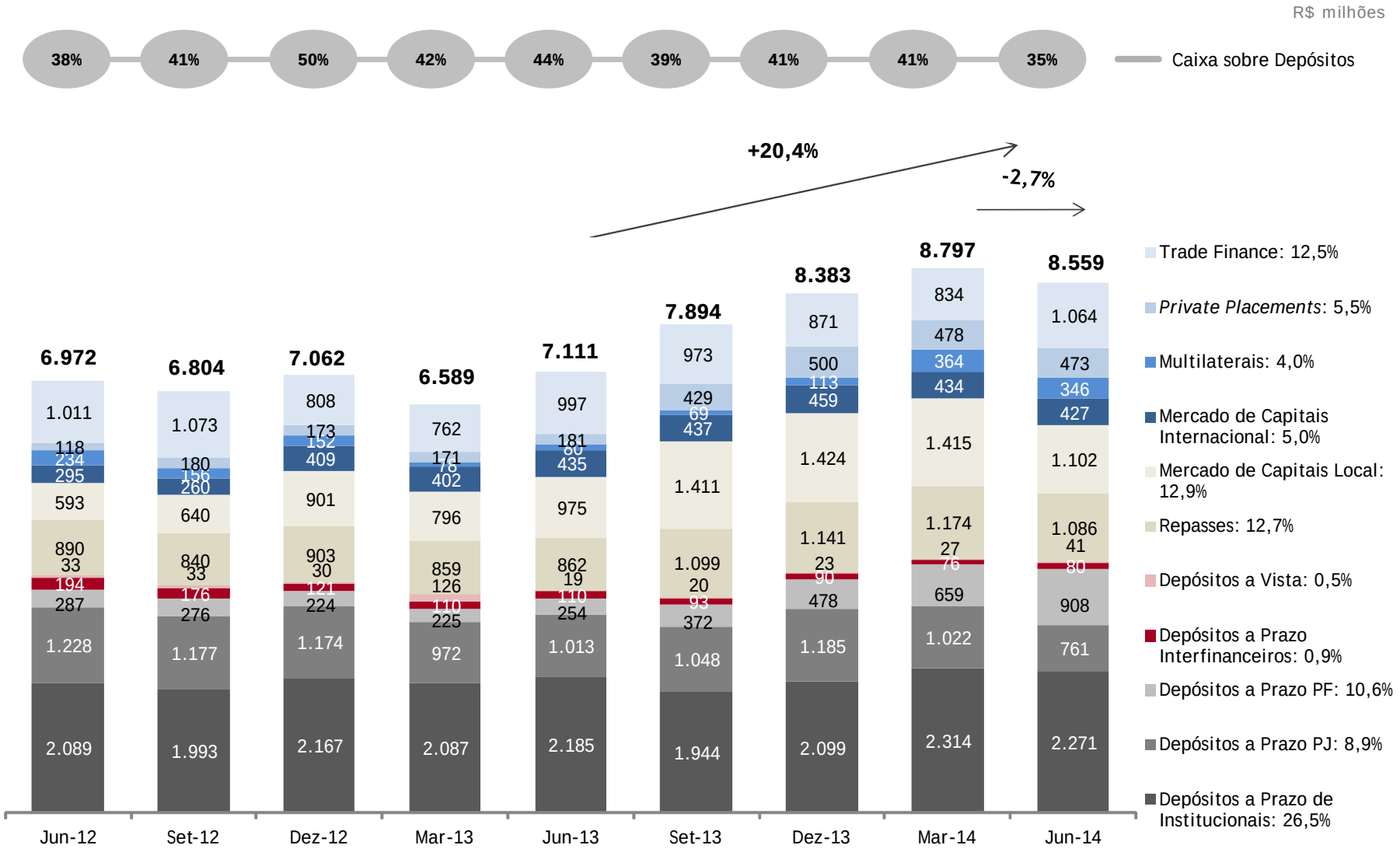


R$ 19.300.000	US$ 135.000.000	R$ 459.300.000
Nota Promissória	*Senior Secured Notes*	*M&A*
DICKKER	VOTORANTIM	JOÃOFORTES ENGENHARIA
Coordenador Líder	*Joint Bookrunner*	*Advisor*
Junho, 2014	Junho, 2014	Junho, 2014

Captação

Fontes de captação diversificadas...

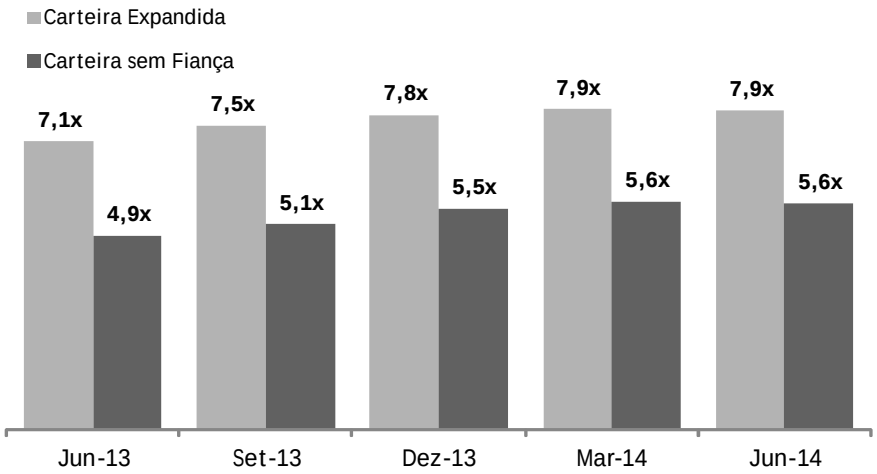
R$ milhões



Gestão de Ativos e Passivos

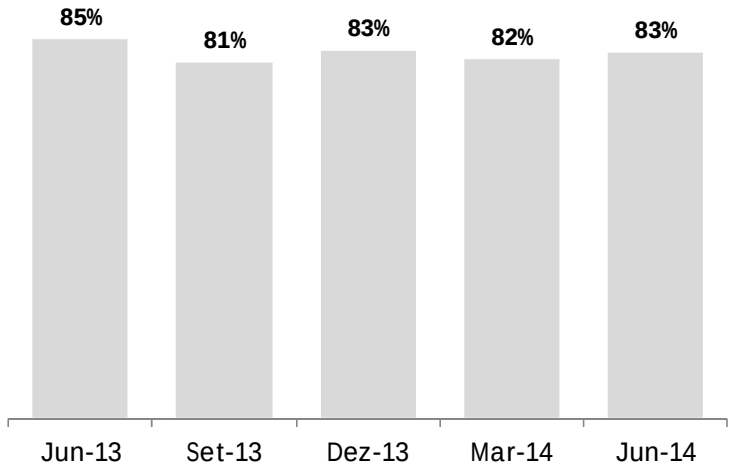
… apresentando um *gap* positivo entre a carteira de crédito e as captações.

Alavancagem



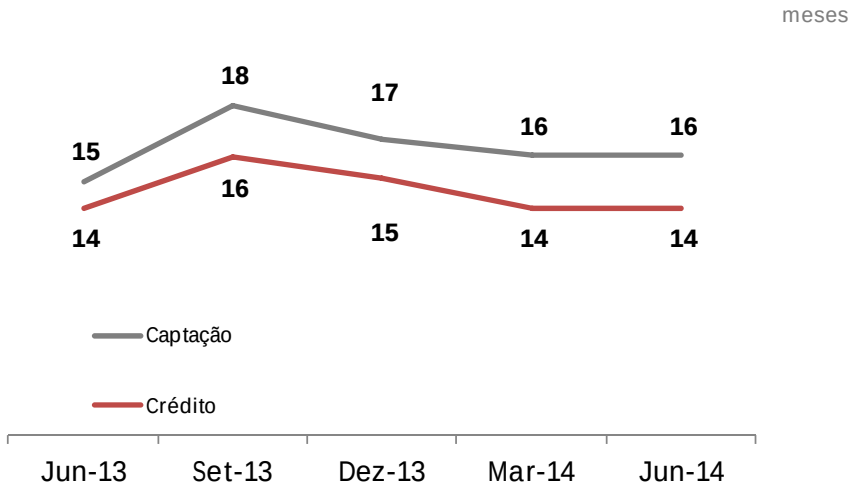
Alavancagem: Carteira de crédito expandida / PL
Carteira de crédito excluindo fianças e carta de crédito a utilizar / PL

Crédito sobre Captação Total

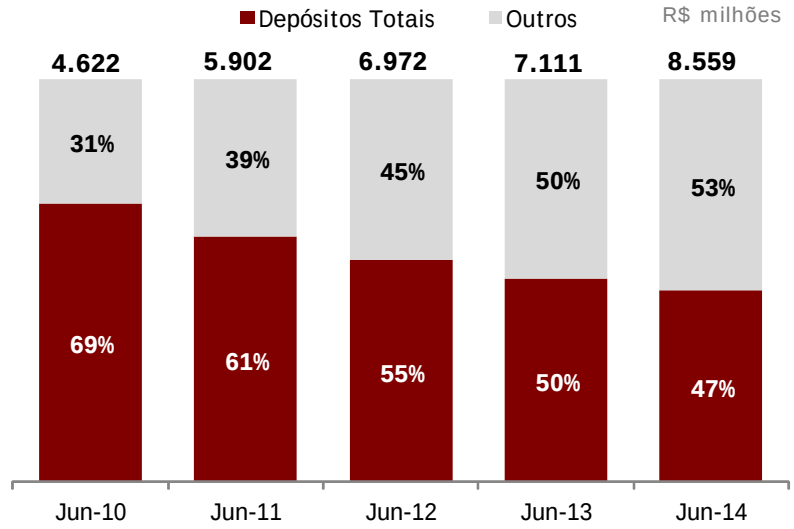


Índice de Crédito sobre Captação Total: Carteira de crédito excluindo fianças e carta de crédito a utilizar / Captação total

ALM - Prazo Médio

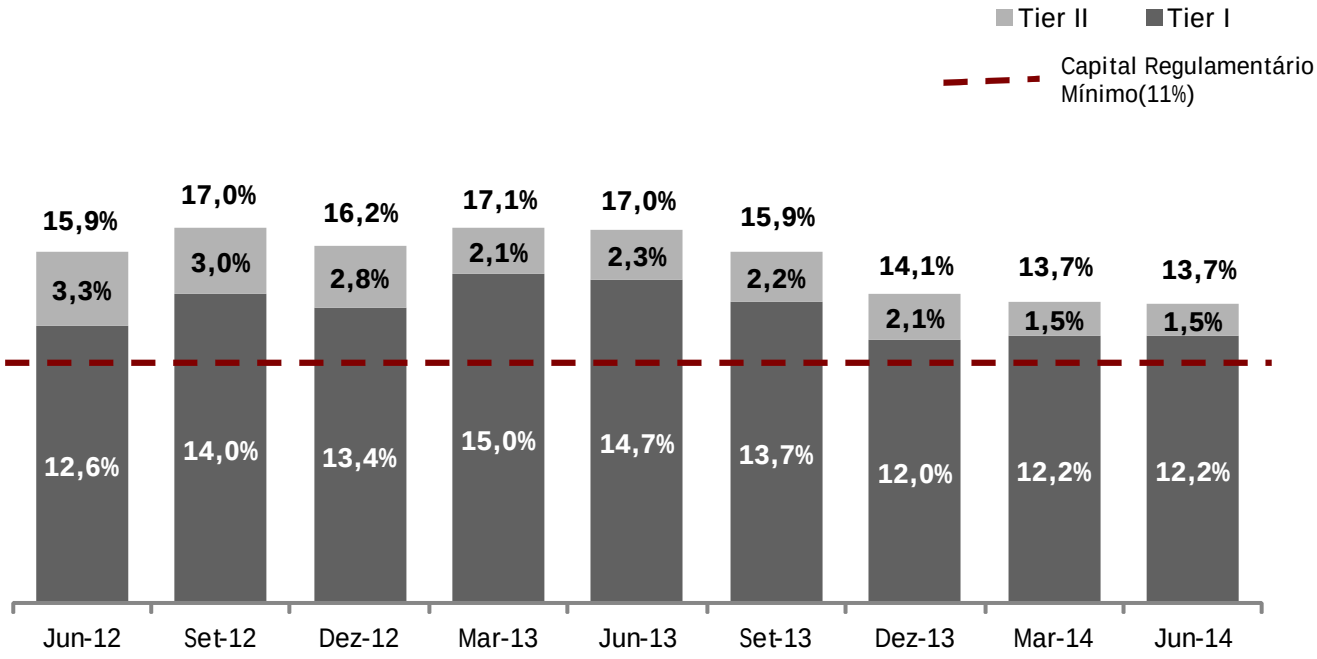


Depósitos totais sobre Captação Total



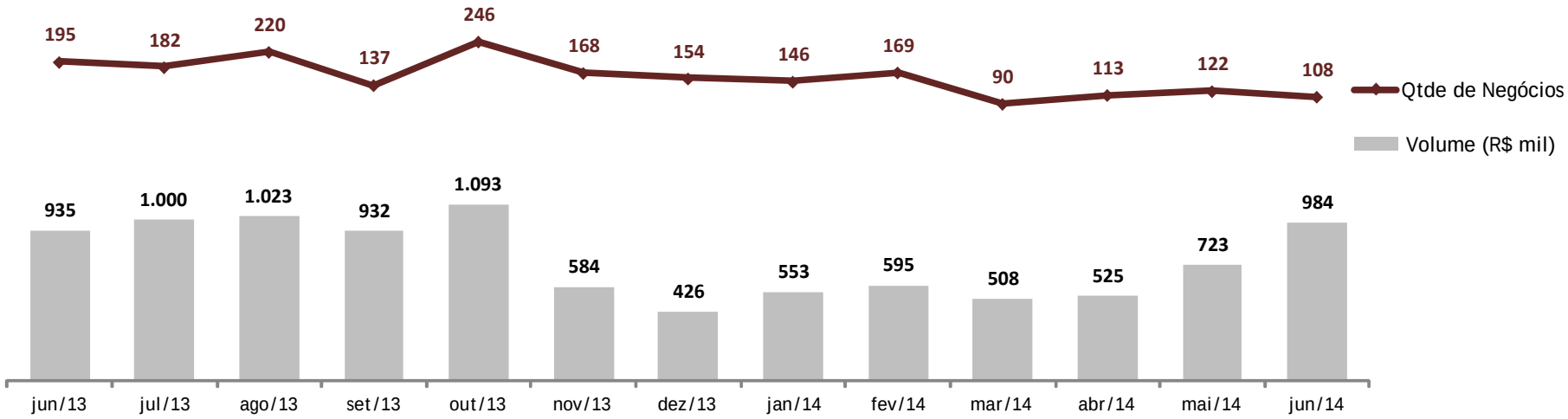
Basileia III

O Índice de Basileia encerrou o período em 13,7%.



	R$ Milhões	Basileia (%)
Tier I	1.256	12,2%
Tier II	152	1,5%
Total	**1.408**	**13,7%**

Volume (R$ milhares) e Negócios (quantidade) – Média Diária

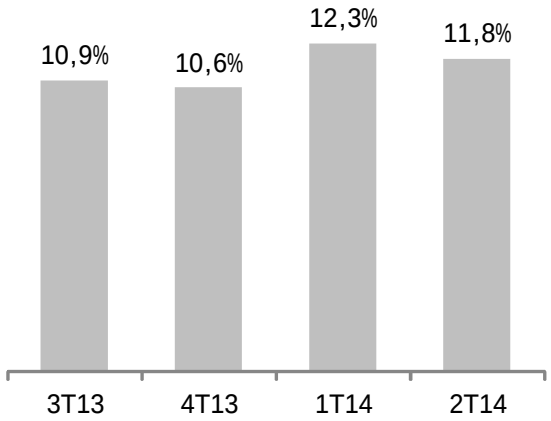


Múltiplos

PINE4 | 30 de junho	
Preço (R$)	7,52
P/BV	0,7x
P/E (1)	5,8x

(1) Considera o consenso de mercado para lucro líquido de 2014; fonte: Bloomberg

Dividend Yield



Dividend Yield: Dividendos e JCP distribuídos nos últimos 12 meses / Média das Cotações de Fechamento Diárias do 2T14.

Guidance 2014 - Revisão

Premissa – Evolução do PIB(E): 0,8%.

	Publicado	Revisado
Carteira de Crédito Expandida	8% - 12%	0% - 5%
Margem Financeira	4% - 5%	4% - 5%
Despesas de Pessoal e Administrativas	4% - 6%	3% - 5%
ROAE	13% - 15%	10% - 13%

Noberto N. Pinheiro Junior

CEO

Norberto Zaiet Junior

CFO/DRI

Raquel Varela

Superintendente Executivo de Relações com Investidores, Marketing & Imprensa

Alejandra Hidalgo

Gerente de Relações com Investidores

Luiz Maximo

Analista de Relações com Investidores

Ana Lopes

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As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, projeções sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento do PINE são meramente projeções e, como tais, são baseadas exclusivamente nas expectativas da administração sobre o futuro dos negócios. Essas expectativas dependem, substancialmente, das condições de mercado, do desempenho da economia brasileira e do setor (mudanças políticas e econômicas, volatilidade nas taxas de juros e câmbio, mudanças tecnológicas, inflação, desintermediação financeira, pressões competitivas sobre produtos e preços e mudanças na legislação tributária) e, portanto, sujeitas a mudanças sem aviso prévio.

2Q14 Earnings Release Conference Call

August 12, 2014



Agenda

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Loan Portfolio Quality	10
FICC	11
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Guidance – Review	17

2Q14 Events and Highlights

1. Positive contributions from all business lines in the semester: 68.9% from Corporate Credit, 22.0% from FICC, 6.1% from Treasury, and 3.0% from Pine Investimentos.

2. Maintenance of positive liquidity gap over the past years, with 14 months for credit versus 16 months for funding.

3. Liquid balance sheet, with cash position of R$1.4 billion, equivalent to 35% of time deposits.

4. R$230 million issuance through a Financial Bill, with a two-year term, at the end of July.

5. Although many Brazilian banks were downgraded in April, S&P reaffirmed Pine's ratings based on the consistency of its financial profile "even after incorporating the negative impact of the economic and industrial high risks in Brazil".

6. Fitch has also reaffirmed Pine's ratings, which "reflects the satisfactory credit profile of the Bank and its good performance over the last years amid a deteriorated and relatively volatile operational environment".

7. Pine executed another transaction of the Pine-DEG partnership, totaling US$18 million with a eight-year term, for a company in the Construction Material sector.

8. 11th largest bank in derivative transactions and the 2nd largest in commodity derivatives segment according to CETIP – OTC Clearing House.

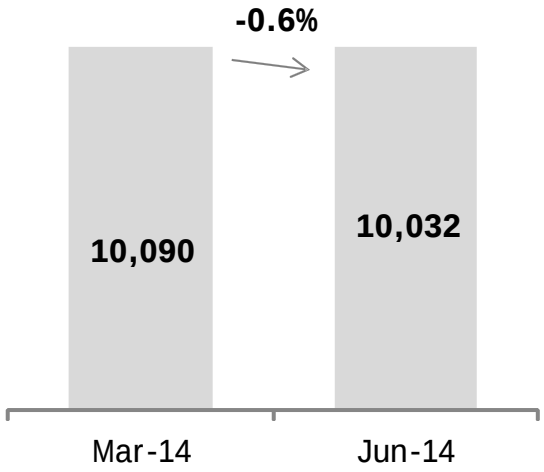
9. 13th largest bank offering credit to large companies, moving up two positions, vis-a-vis 2013, according to the Melhores e Maiores ranking compiled by Exame magazine.

2Q14 Financial Highlights

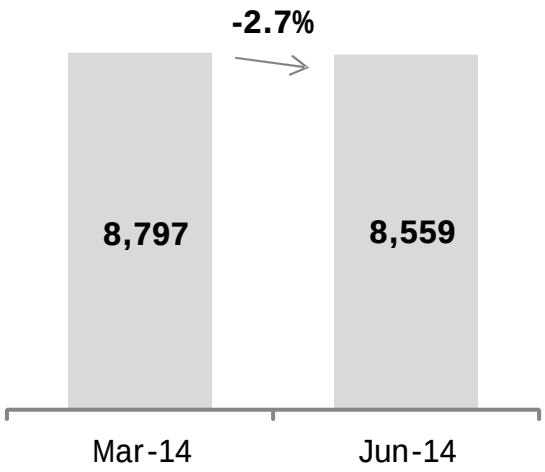
The main performance indicators were within expectations in the quarter...

R$ million

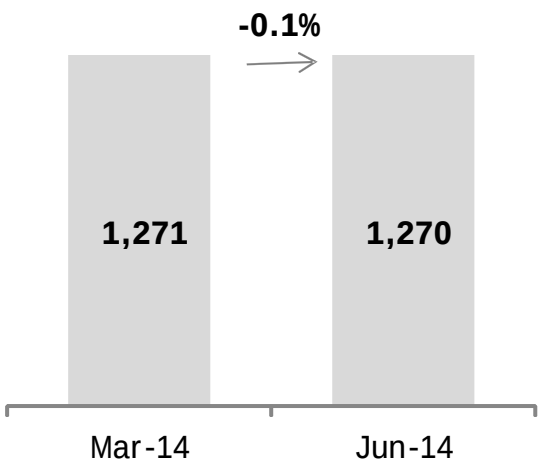
Total Loan Portfolio[1]



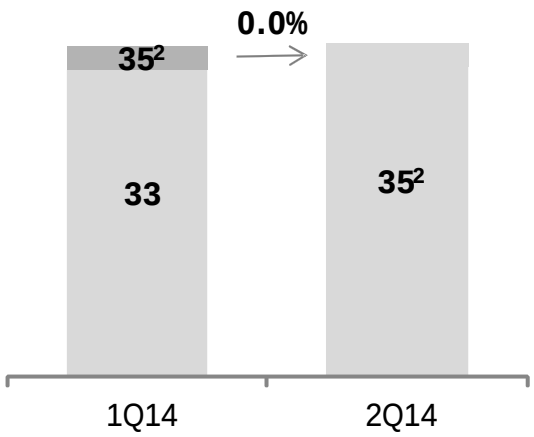
Total Funding



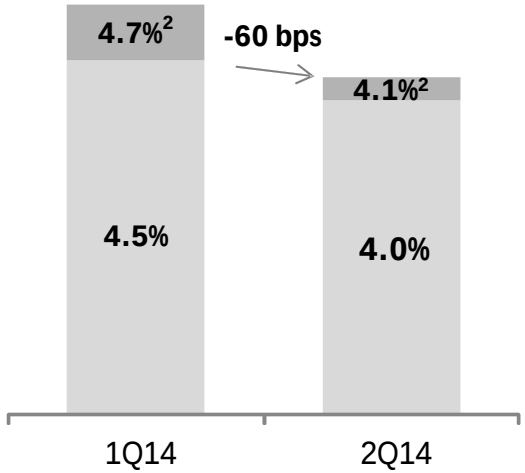
Shareholders' Equity



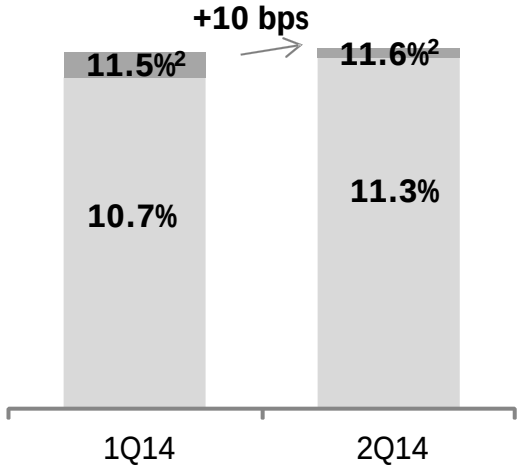
Net Income



NIM



ROAE



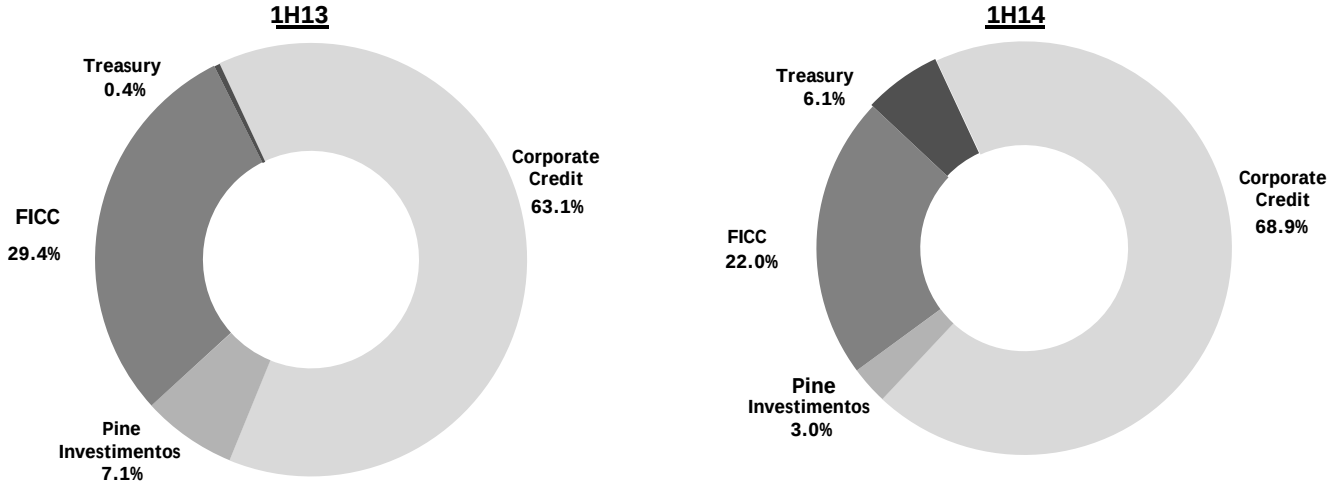
[1] Includes Stand by LCs, Bank Guarantees, Credit Securities to be Received and Securities (bonds, CRIs, eurobonds and fund shares)

[2]Reconciliation of results due to funding hedges in the gross amount of R$1.6 million and R$0.93 million net in 2Q14, and gross amount of R$3.9 million and R$2.3 million net in 1Q14. Considers the reclassification of FIDC expenses pursuant to Circular Letter number 3,658 from Central Bank.

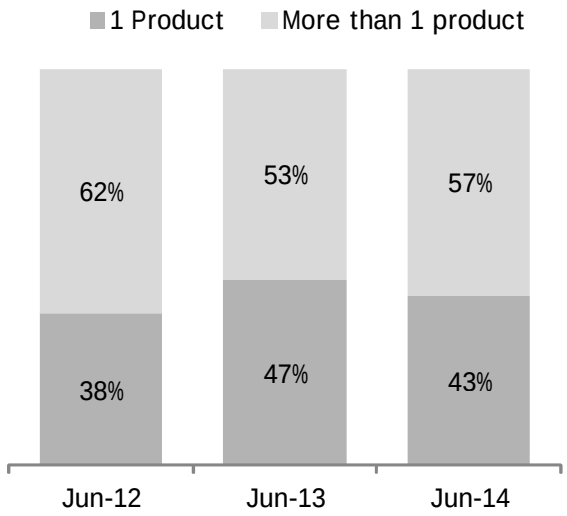
Product and Revenue Diversification

... with contributions from all business lines, ratifying the strategy of complete service to clients.

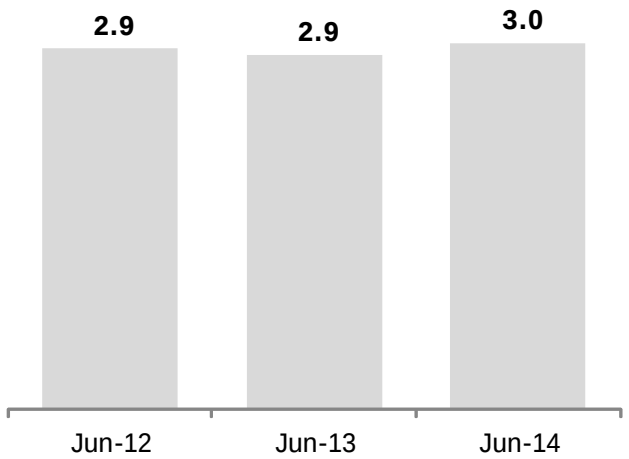
Revenue Mix



Clients with more than one product



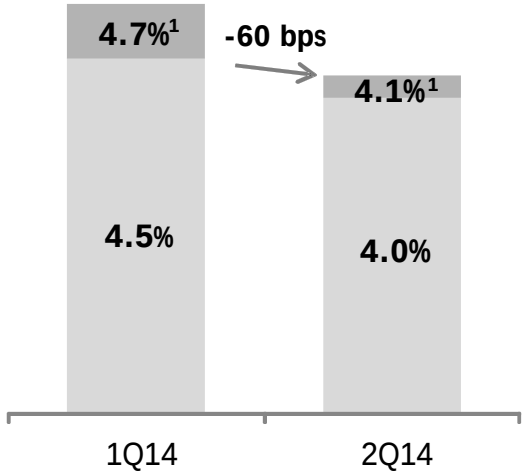
Penetration Ratio – Clients with more than one product



Net Interest Margin

NIM in line with guidance.

NIM Evolution



[1] Reconciliation of results due to funding hedges in the gross amount of R$1.6 million and R$0.9 million net in 2Q14, and gross amount of R$3.9 million and R$2.3 million net in 1Q14. Considers the reclassification of FIDC expenses pursuant to Circular Letter number 3,658 from Central Bank.

Impacts in Period

- Increase in average earning assets, which occurred at the end of the quarter;
- Mark to market of private securities that compose the expanded loan portfolio. The mark to market impact is due to the increase in spreads, as a result of the re-pricing of the credit portfolio.

NIM Composition

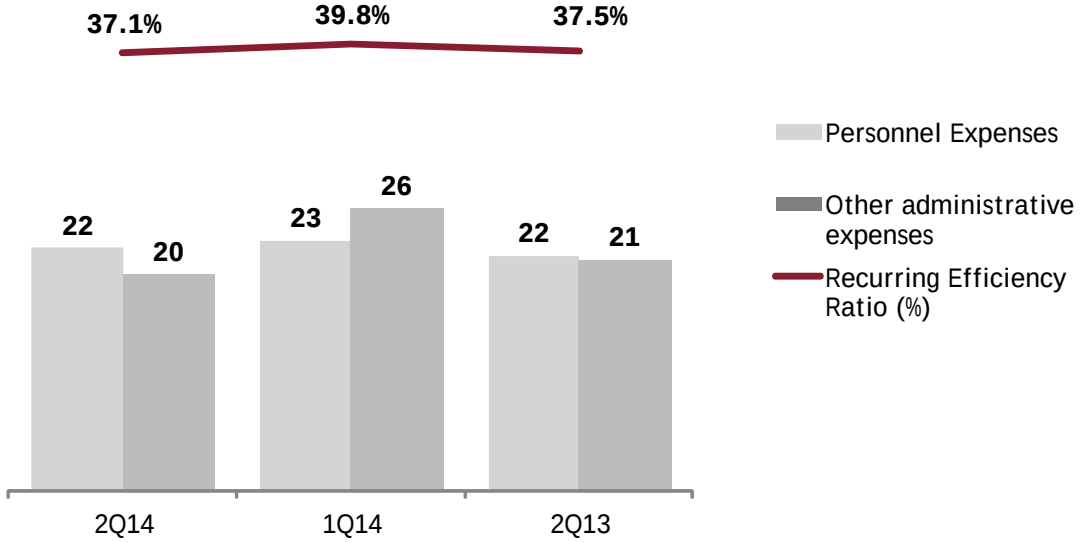
R$ million

	2Q14	1Q14	2Q13	1H14	1H13
Recurring Financial Margin					
Income from financial intermediation	96	109	85	205	188
Overhedge effect	(3)	(3)	6	(6)	4
Liabilities hedge effect	(2)	(4)	-	(5)	-
Recurring Income from financial intermediation (A)	92	102	91	194	192
Provision for loan losses	(14)	(12)	(29)	(26)	(42)
Recurring Income from financial intermediation after provision (B)	78	90	61	168	150

Expenses and Efficiency Ratio

Rigorous expense control.

Expenses



Efficiency Ratio

R$ million

	2Q14	1Q14	2Q13	1H14	1H13
Operating expenses[1]	45	53	47	97	96
(-) Non-recurring expenses	1	4	2	5	3
Recurring Operating Expenses (A)	43	49	45	92	93
Recurring Revenues[2] (B)	116	123	120	238	252
Recurring Efficiency Ratio (A/B)	**37.1%**	**39.8%**	**37.5%**	**38.7%**	**36.9%**

[1] Other administrative expenses + tax expenses + personnel expenses

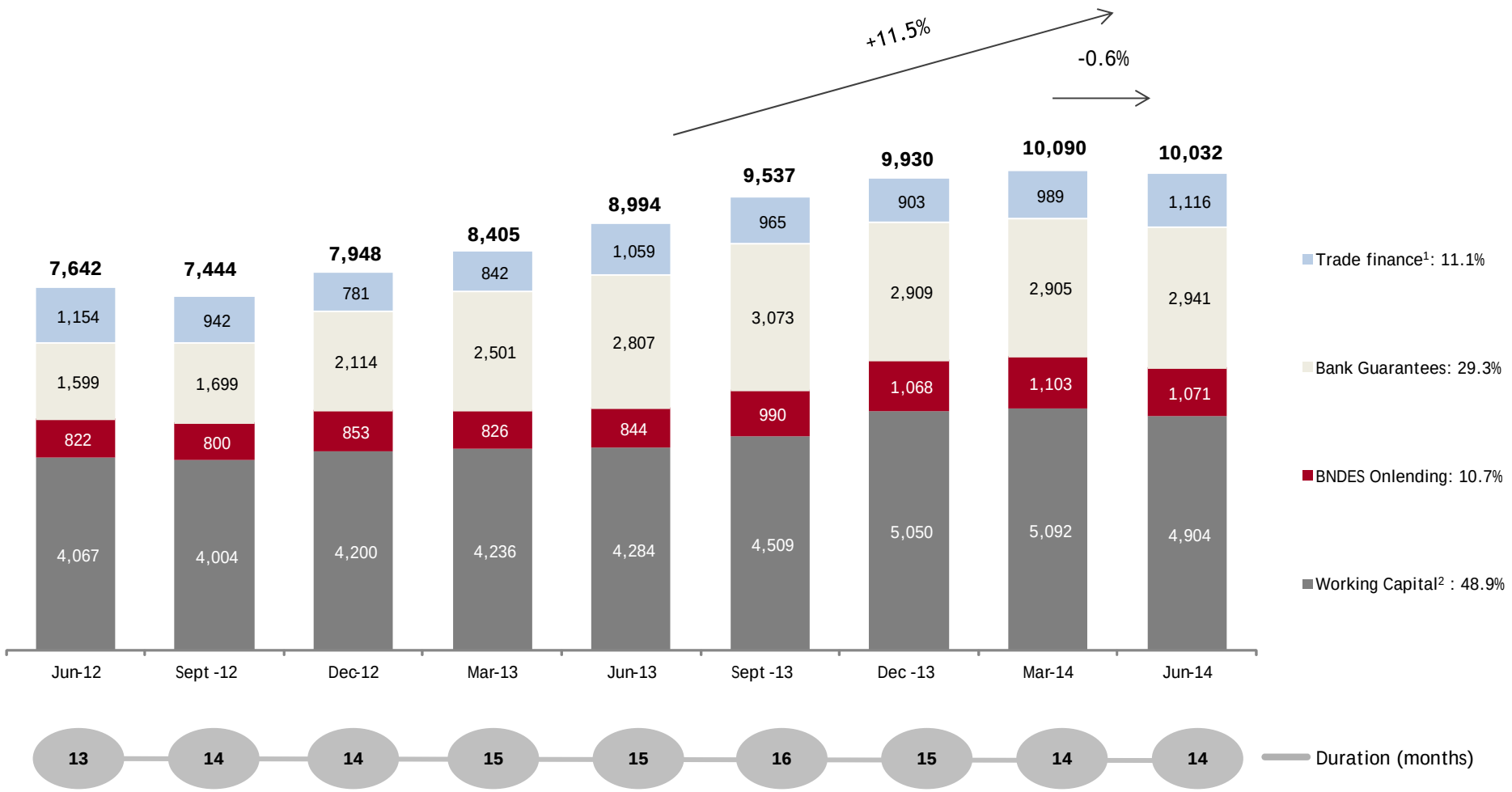
[2] Gross Income from financial intermediation - provision for loan losses + fee income + overhedge effect - hedge impact

Considers the reclassification of FIDC expenses pursuant to Circular Letter number 3,658 from Central Bank.

Loan Portfolio

The portfolio remained above R$10 billion…

R$ million

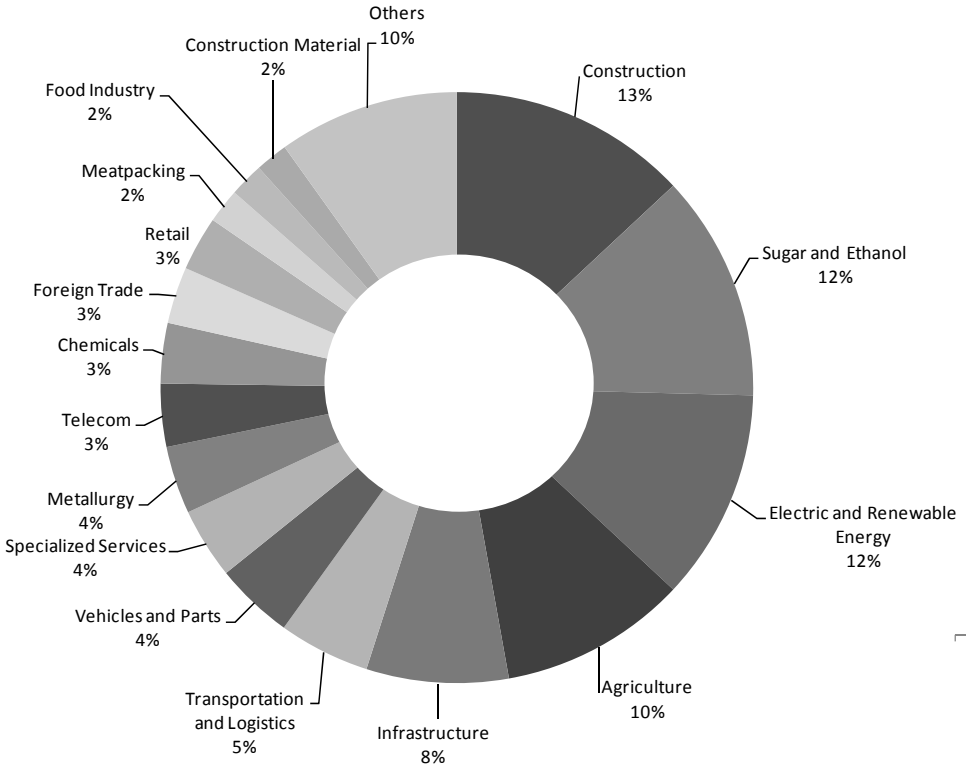


[1] Includes Stand by LC
[2] Includes debentures, CRIs, Hedge Fund Shares, Eurobonds, Credit Portfolio acquired from financial institutions with recourse and Individuals

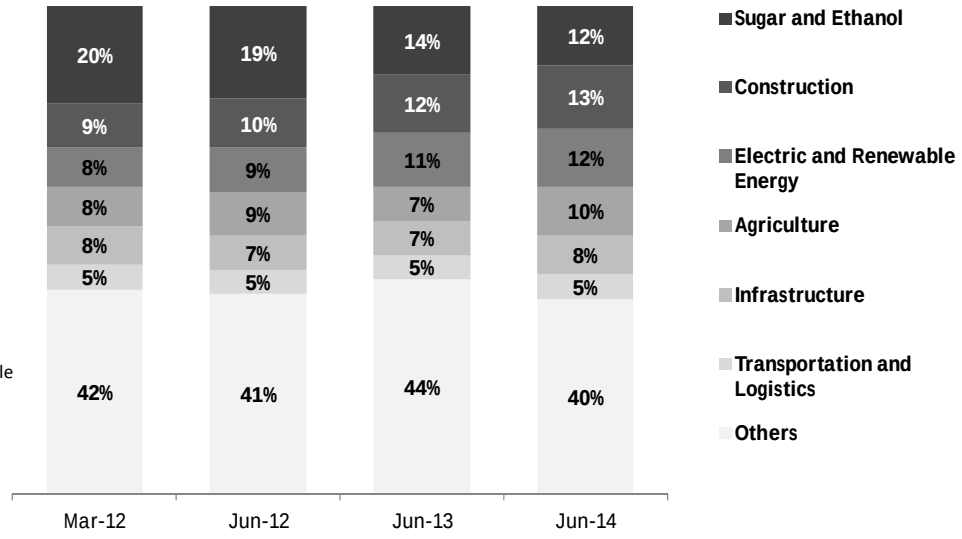
Continuous Loan Portfolio Management

...with increased sector diversification...

Sectors



Rebalance



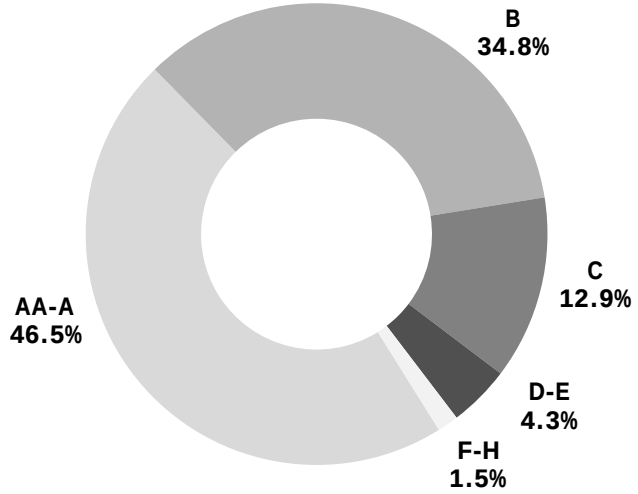
- The composition of the portfolio of the 20 largest clients changed by approximately 25% over the past twelve months;
- The total portfolio share of the 20 largest clients remained below 30%, in line with the industry.

Loan Portfolio Quality

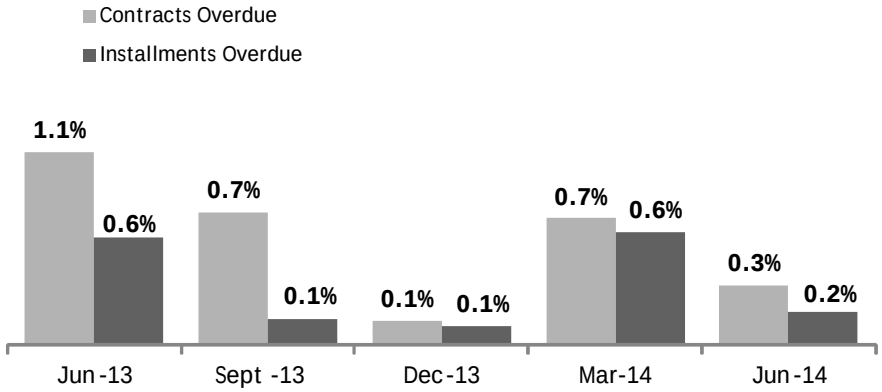
… quality, collaterals, and adequate credit coverage.

Loan Portfolio Quality – Res. 2,682

June 30, 2014



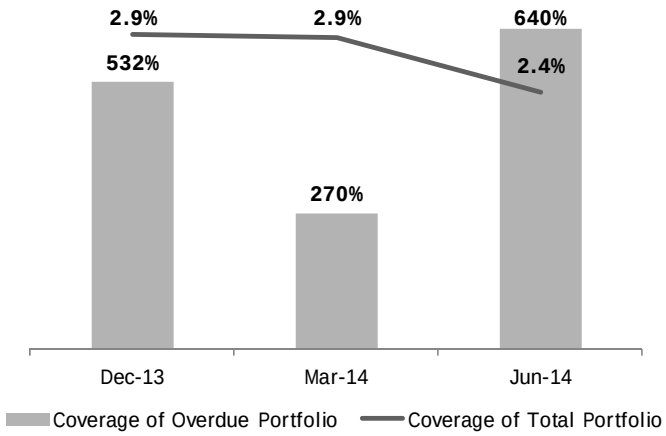
Non Performing Loans > 90 days



Contracts Overdue: total amount of the contracts overdue for more than 90 days / Loan Portfolio excluding Bank Guarantees and Stand-by Letters of Credit.

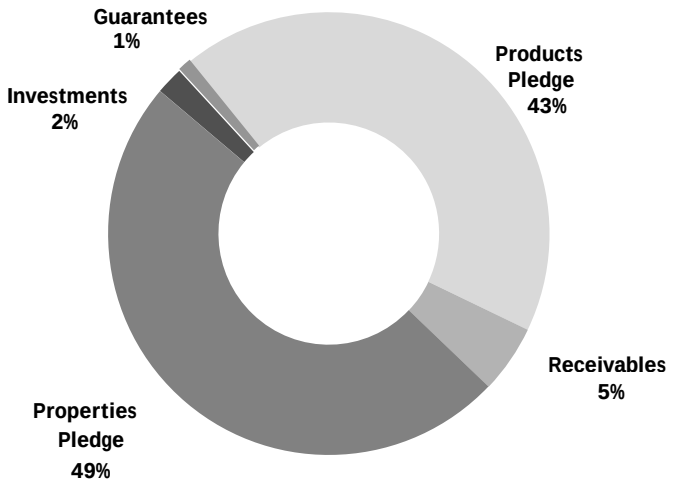
Installents Overdue: total amount of installments overdue for more than 90 days / Loan Portfolio excluding Bank Guarantees and Stand-by Letters of Credit

Credit Coverage



Coverage of Overdue Portfolio: Provision/Overdue Portfolio
Coverage of Total Portfolio: Provision/Loan Portfolio – Res. 2,682

Collaterals

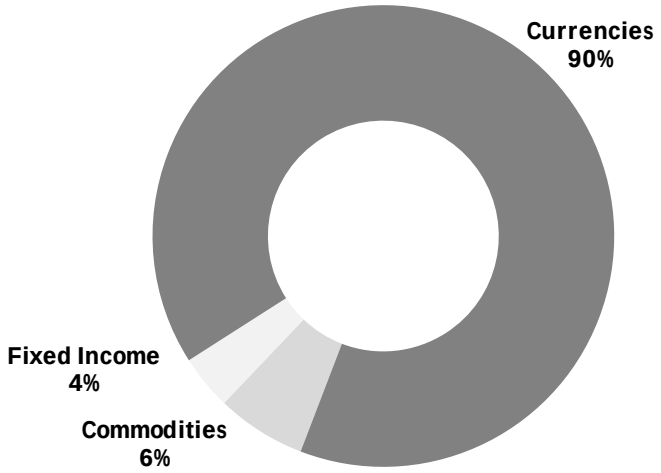


FICC

Proven trackrecord: 2nd in commodity derivatives[1].

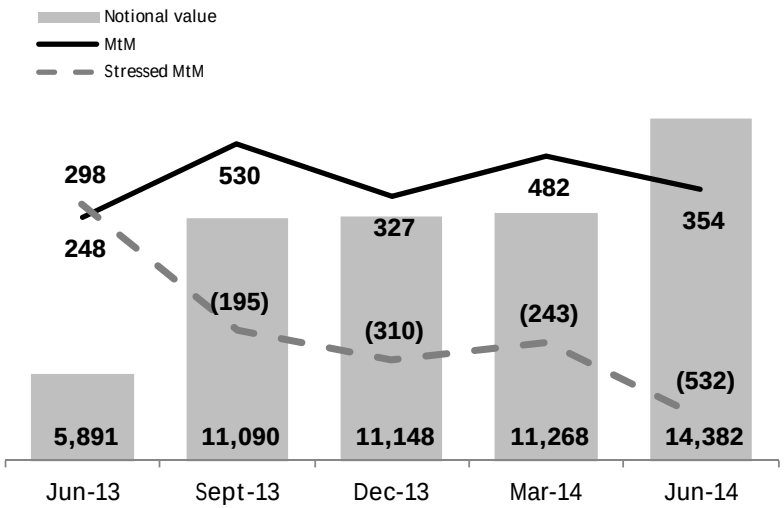
Client Notional Derivatives by Market

June 30, 2014



Notional Value and MtM

R$ million



Market Segments

- **Fixed Income:** Fixed, Floating, Inflation, Libor
- **Currencies:** Dollar, Euro, Yen, Pound, Canadian Dollar, Australian Dollar
- **Commodities:** Sugar, Soybean (Grain, Meal and Oil), Corn, Cotton, Metals, Energy

Portfolio Profile

Scenario on June, 30:

- Duration: 149 days
- Mark-to-Market : R$354 million

Stress Scenario (Dollar: +31% and Commodities Prices: -30%):

- Stressed MtM: (R$532 million)

[1]Source: Cetip Report, June 2014

PINE Investimentos

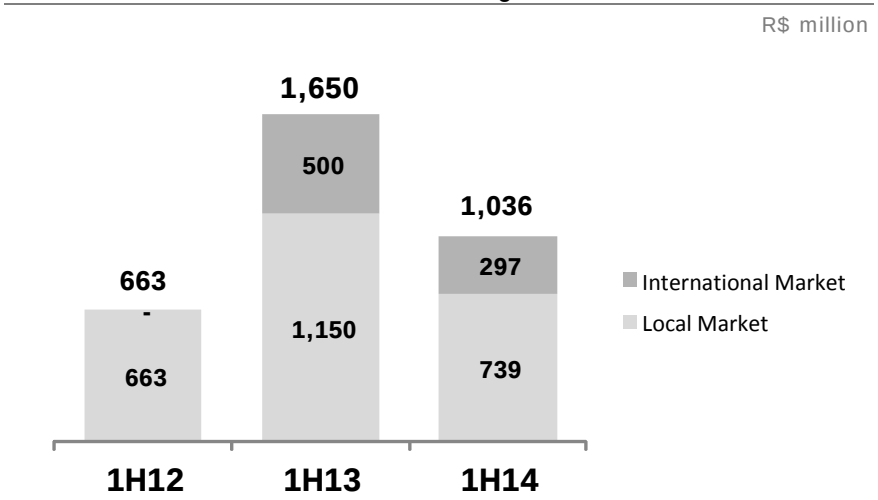
Consolidation, result of the focused effort through the years despite the capital market cycles.

- **Capital Markets:** Structuring and Distribution of Fixed Income Transactions.
- **Financial Advisory:** Project & Structured Finance, M&A, and hybrid capital transactions.
- **Research:** Macro, Commodities, and Corporate.

Selected Transactions

R$300,000,000	R$300,000,000	R$25,000,000
Promissory Note	Debentures	Debentures
Brookfield Incorporações	VIRACOPOS Aeroportos Brasil	moinho paulista ltda.
Coordinator	Coordinator	Coordinator
January, 2014	February, 2014	May, 2014

Volume of Underwriting Transactions

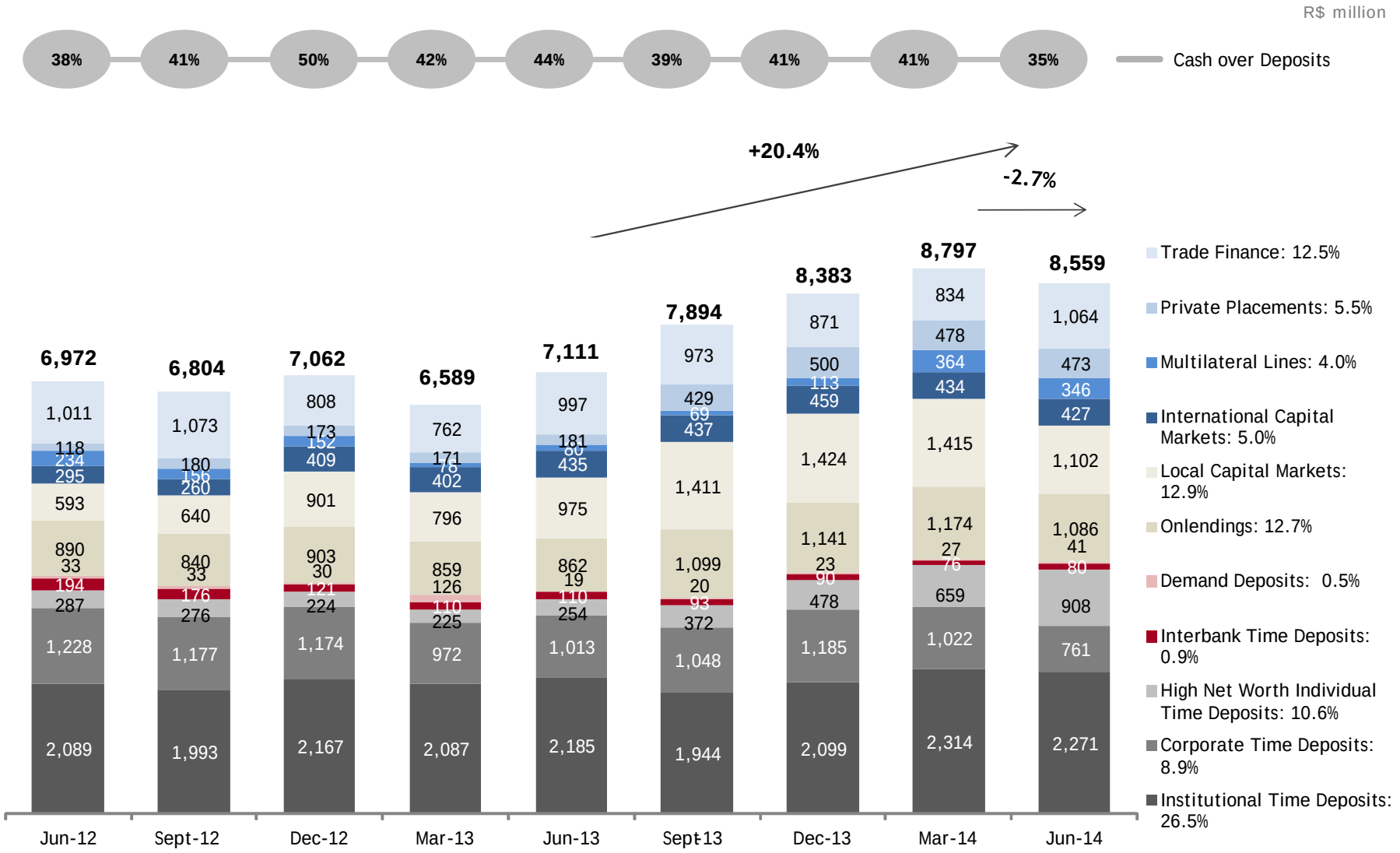


R$19,300,000	US$135,000,000	R$459,300,000
Promissory Note	Senior Secured Notes	M&A
DICKKER		JOÃOFORTES ENGENHARIA
Lead Coordinator	Joint Bookrunner	Advisor
June, 2014	June, 2014	June, 2014

Funding

Diversified sources of funding…

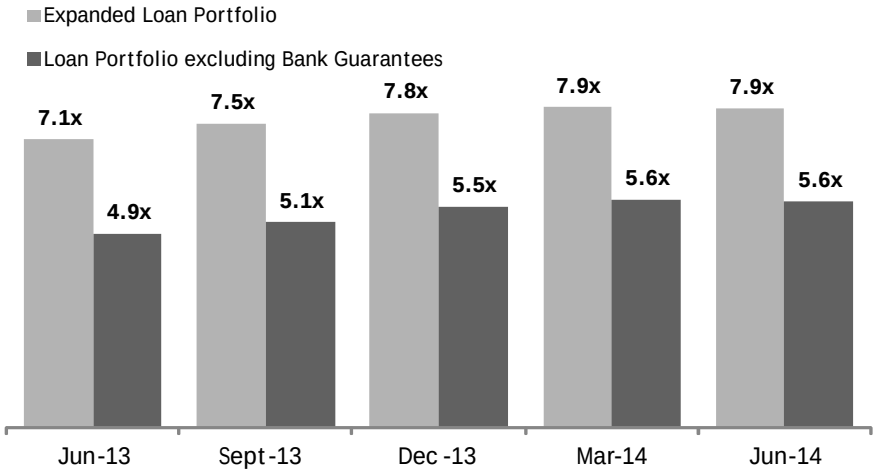
R$ million



Asset & Liability Management

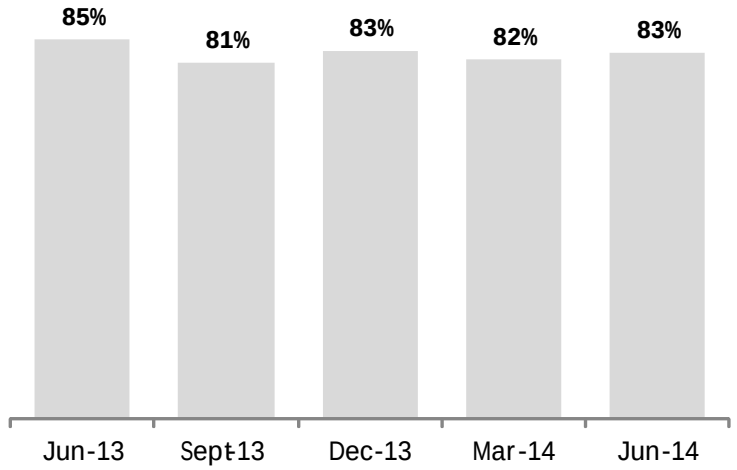
… keeping a positive gap between credit and funding.

Leverage



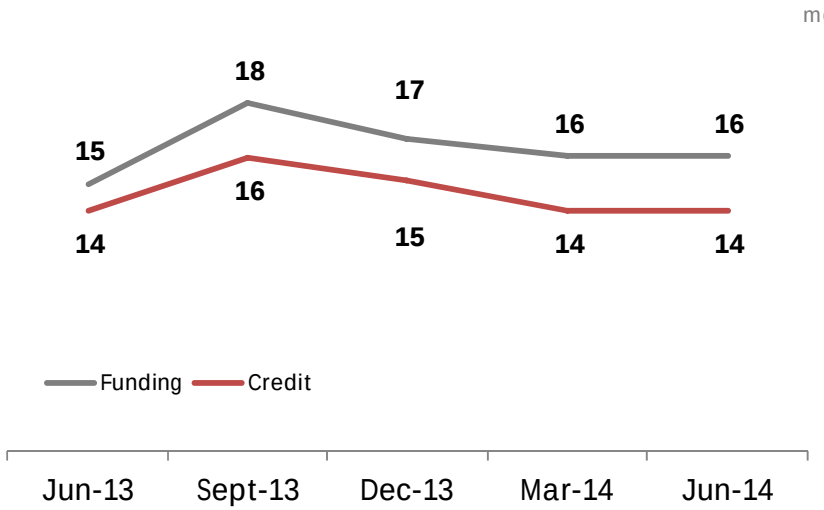
Leverage: Expanded Loan Portfolio / Shareholders' Equity
Expanded Loan Portfolio excluding Bank Guarantees and Stand-by Letters of Credit / Shareholders' Equity

Credit over Funding Ratio

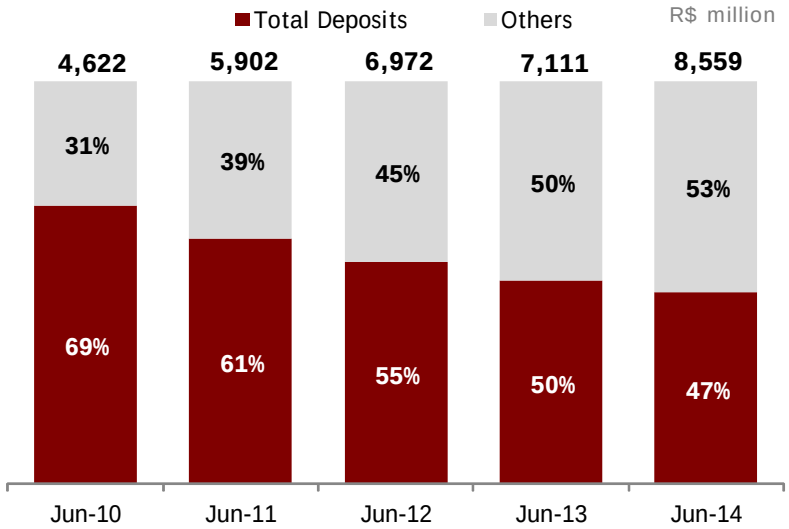


Credit over Funding ratio: Loan Portfolio excluding Bank Guarantees and Stand-by Letters of Credit / Total Funding

ALM - Average Maturity

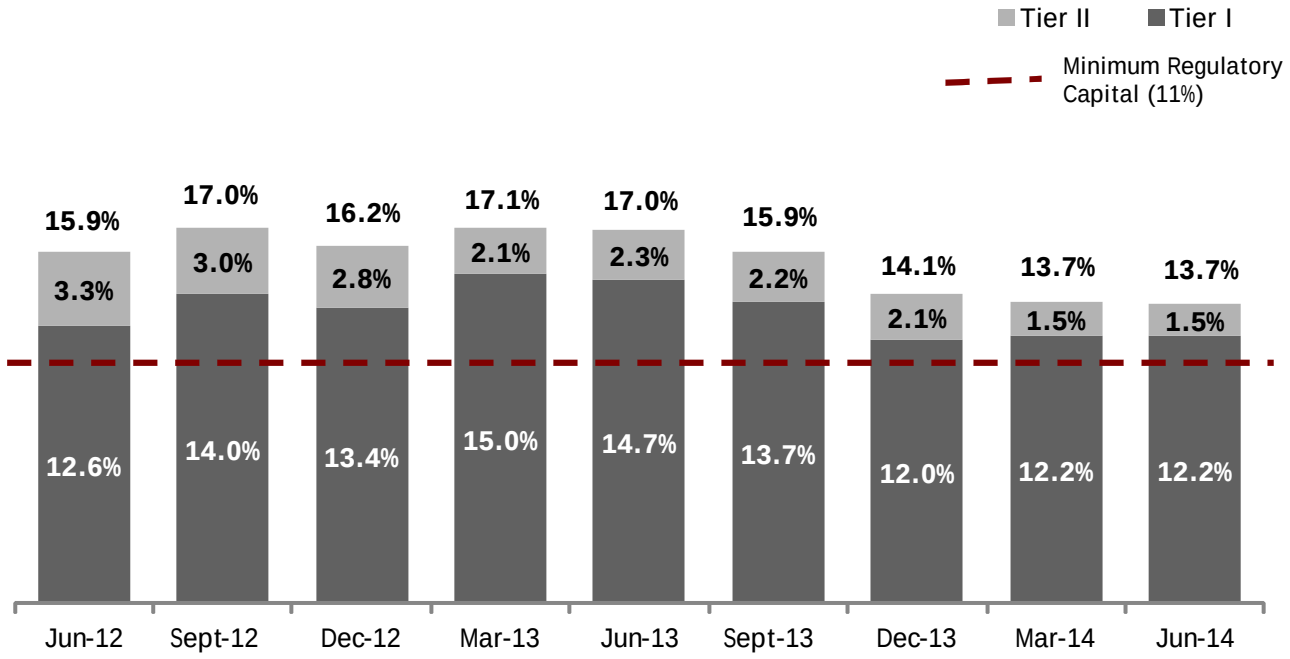


Total Deposits over Total Funding



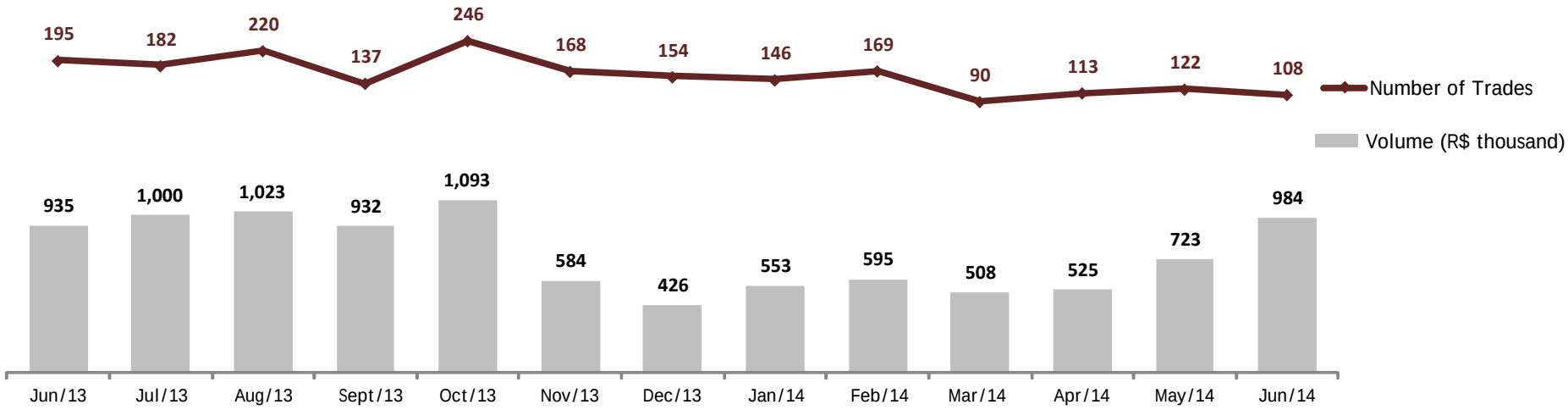
Capital Adequacy Ratio (BIS), Basel III

BIS ratio continued at 13.7%



	R$ Million	BIS Ratio (%)
Tier I	1,256	12.2%
Tier II	152	1.5%
Total	**1,408**	**13.7%**

Volume (R$ million) and Number of Trades (quantity) – Daily Average

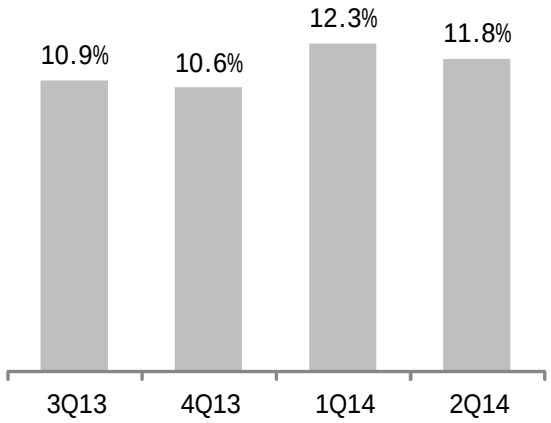


Multiples

PINE4 | As of June 30th	
Price (R$)	7.52
P/BV	0.7x
P/E (1)	5.8x

(1) Considers the market consensus for the 2014 net income; source: Bloomberg

Dividend Yield



Dividend Yield: Dividends and Interest on Own Capital of the last twelve months / Average daily closing prices of the stocks in 2Q14

Guidance 2014 - Review

Assumption: 0.8% GDP growth.

	Published	Reviewed
Expanded Loan Portfolio	8% - 12%	0% - 5%
NIM	4% - 5%	4% - 5%
Personnel and Admistrative Expenses	4% - 6%	3% - 5%
ROAE	13% - 15%	10% - 13%

Noberto N. Pinheiro Junior

CEO

Norberto Zaiet Junior

CFO/IRO

Raquel Varela

Head of Investor Relations

Alejandra Hidalgo

Investor Relations Manager

Luiz Maximo

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