

Earnings Results

2015

CAIXA

2015 Result Highlights

R\$ 7.2 bi

Net Profit
+0.9% 12M

R\$ 1.2 tri

Assets
+13.0% 12M

R\$ 679.5 bi

Amplified Loan
+11.9% 12M

R\$ 11.5 bi

Other Administrative Expenses
+5.6% 12M

R\$ 940.9 bi

Funding Balance
+15.3% 12M

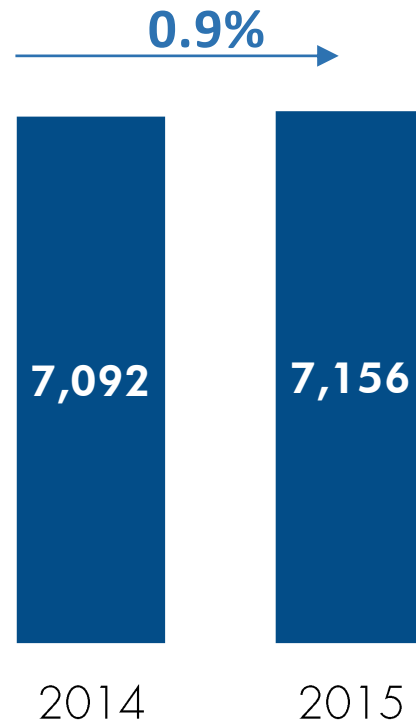
R\$ 20.7 bi

Income from Service
+12.6% 12M

Result

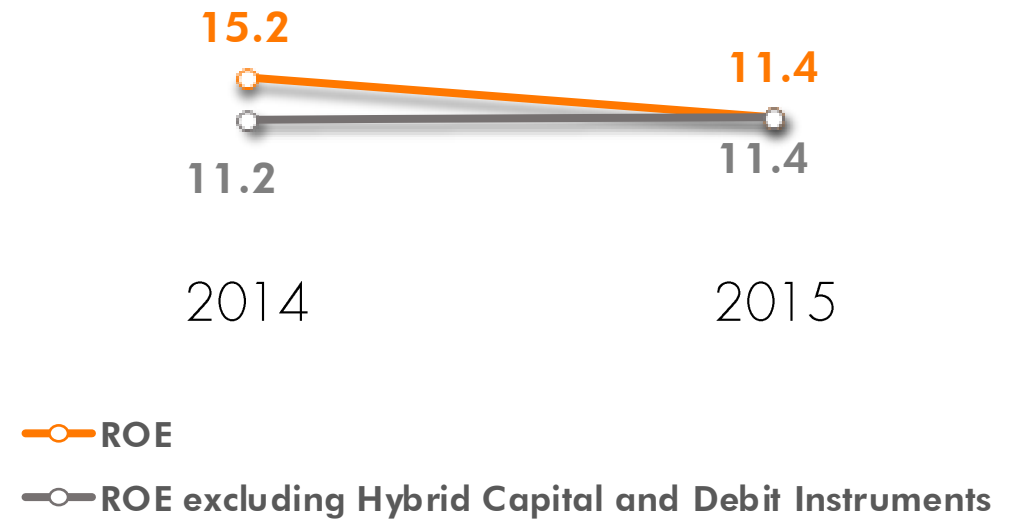
Profit

(in R\$ Billion)



ROE

(Accumulated 12 months)



Result – Main Items

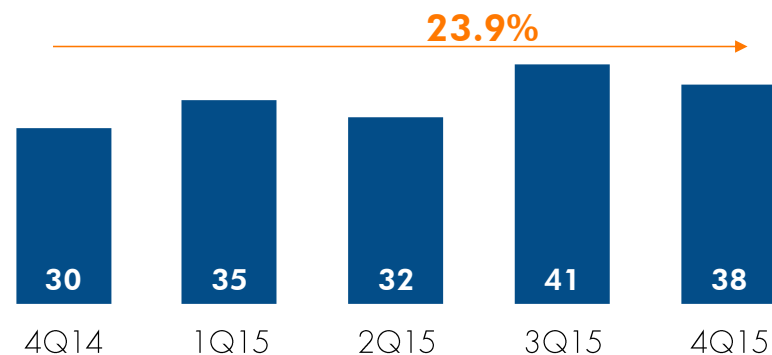
Financial Margin

(in R\$ Billion)

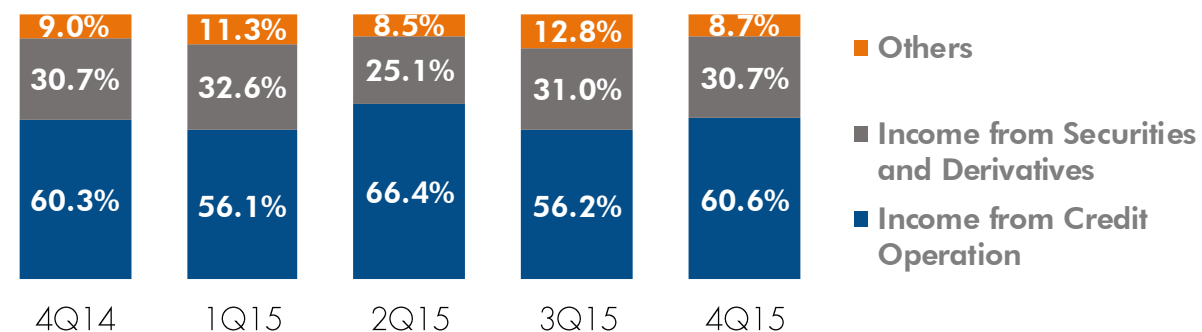
	2015	2014	4Q15	4Q14	▲% 2014/2015	▲% 4Q15/4Q14
Financial Revenue	144,472	106,837	37,507	30,274	35.2%	23.9%
Revenue from Credit Operation	86,600	66,349	22,725	18,244	30.5%	24.6%
Result from Securities and Derivatives	43,667	30,135	11,513	9,292	44.9%	23.9%
Funding Expense	-103,428	-72,317	-27,346	-21,680	43.0%	26.1%
Financial Margin	41,044	34,520	10,161	8,594	18.9%	18.2%
Allowance for Loan Losses	-19,657	-13,156	-3,951	-3,446	49.4%	14.6%

Income from Financial Intermediation

(in R\$ Billion)



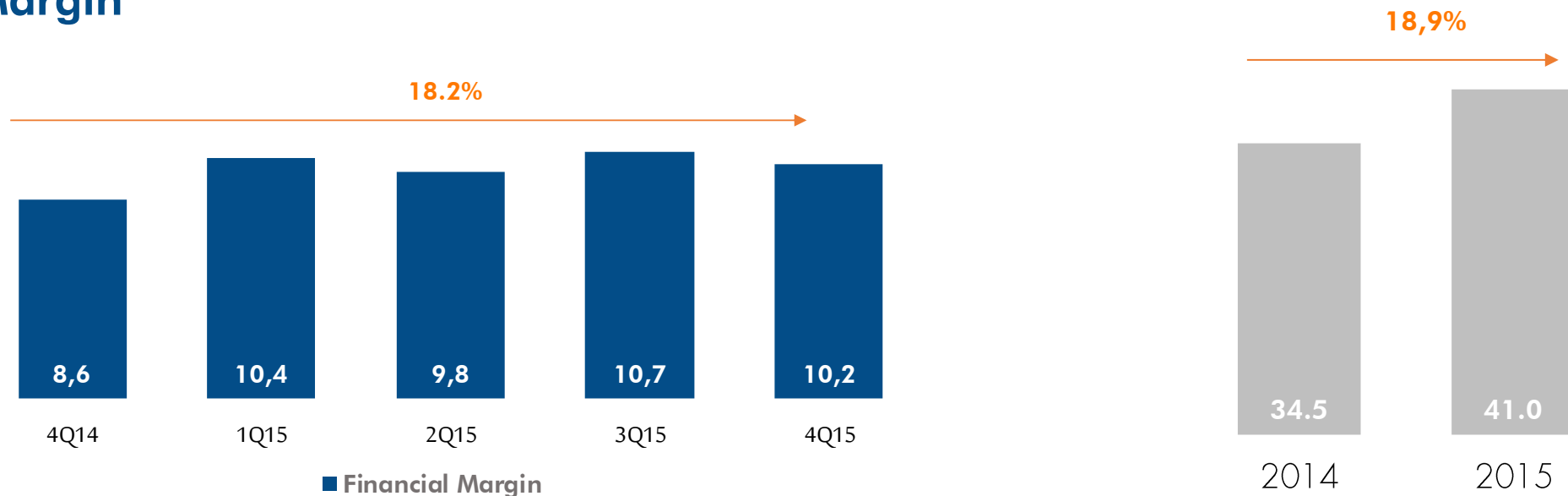
Composition of Income from Financial Intermediation



Financial Margin and Provision

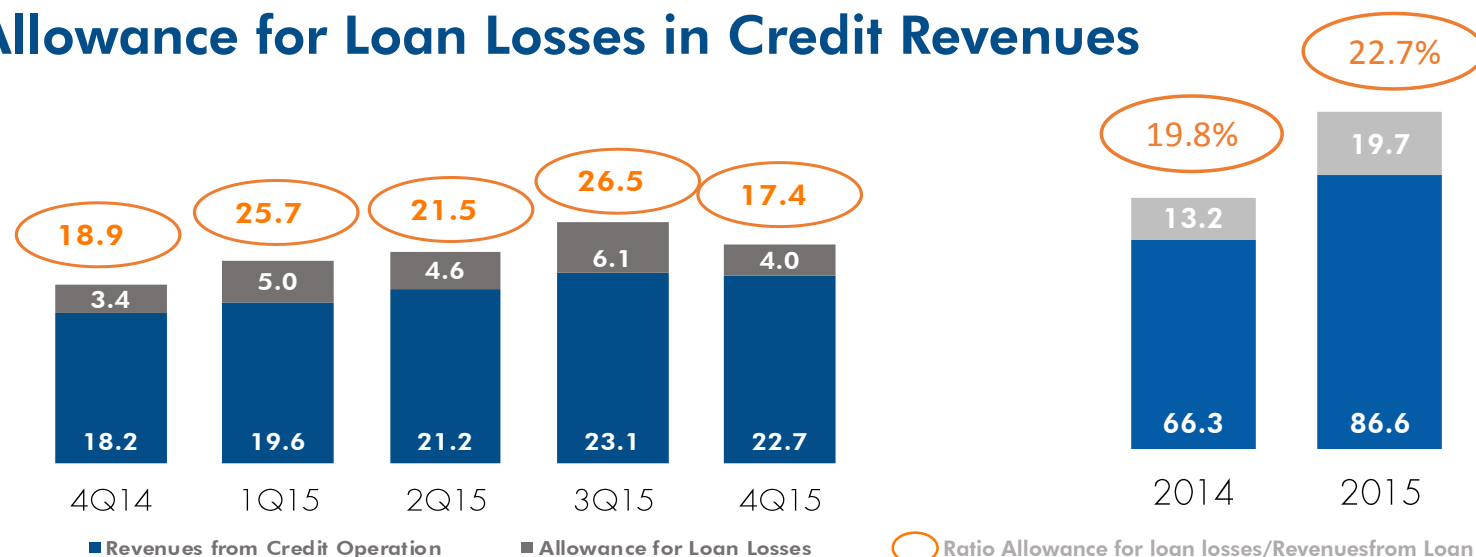
Financial Margin

(In R\$ Billion)



Participation of Allowance for Loan Losses in Credit Revenues

(In R\$ Billion)



Result – Main Items

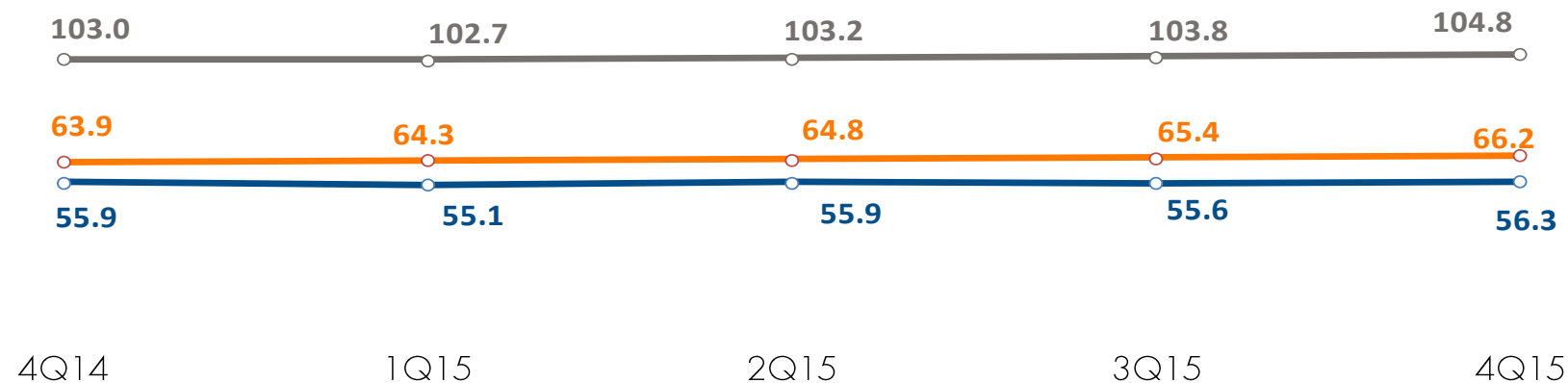
Efficiency

(In R\$ Billion)

	2015	2014	4Q15	4Q14	▲% 2014/2015	▲% 4Q15/4Q14
Income from Services	20,715	18,404	5,573	4,916	12.6%	13.4%
Personnel Expenses	-19,757	-17,873	-5,463	-5,027	10.5%	8.7%
Other Administrative Expenses	-11,529	-10,920	-2,964	-2,794	5.6%	6.1%

Financial Ratios

(Percentage – Accumulated 12 months)



—●— Operating Efficiency Ratio

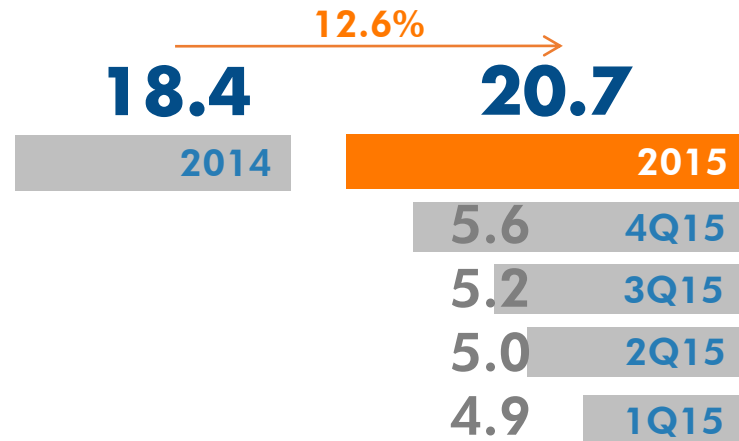
—●— Coverage of Administrative Expenses

—●— Coverage of Personnel Expenses

Income from Services - Highlights

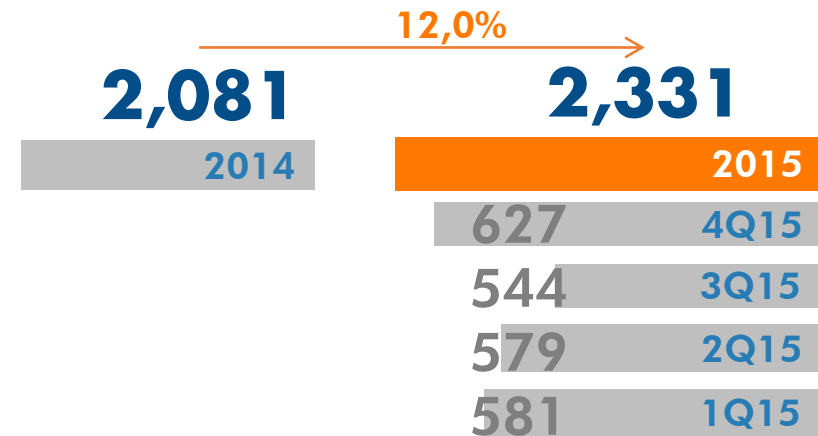
Income from Service + Banking Fees

Billion



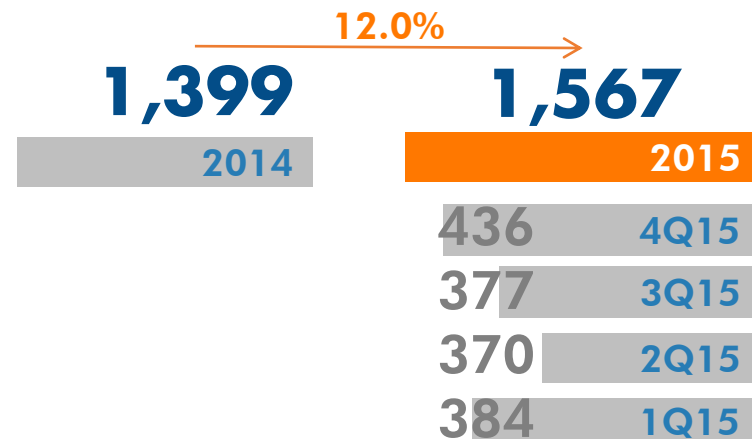
Cards

Million



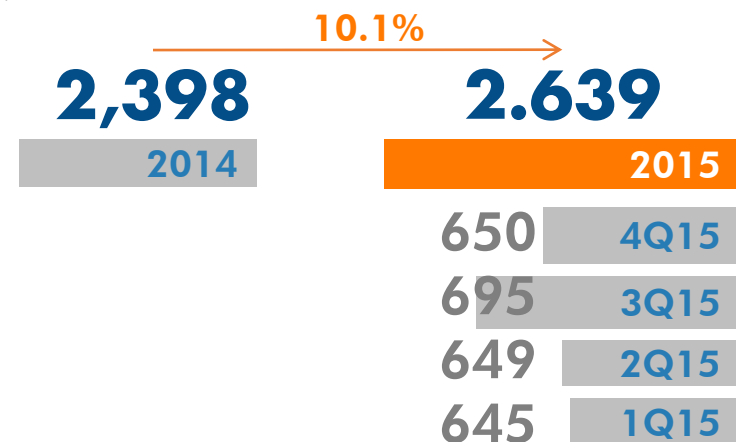
Loan

Million



Conventions and Collections

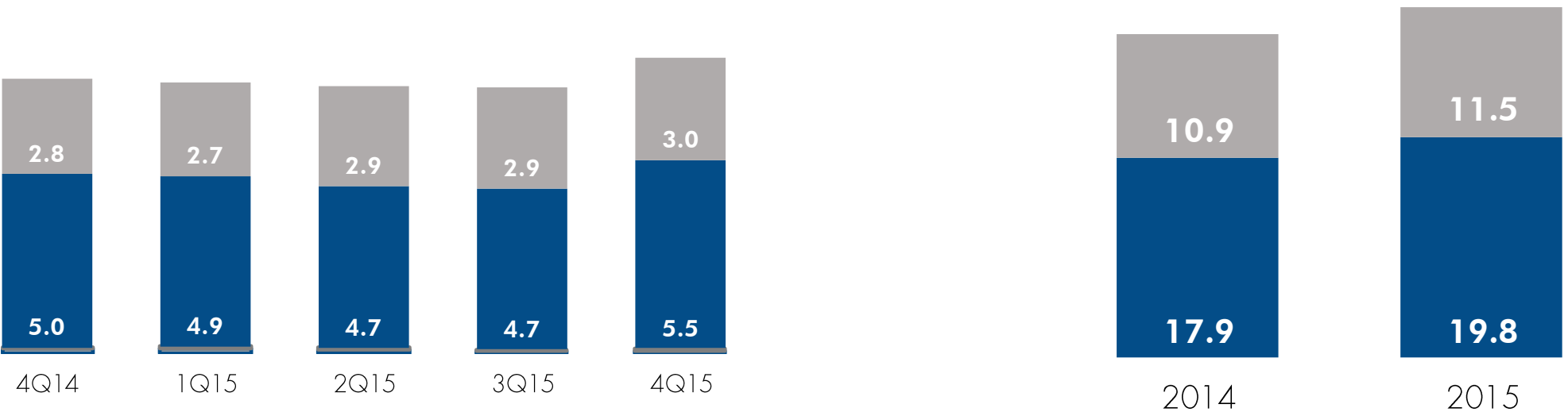
Million



Administrative Expenses and Efficiency

Expenses

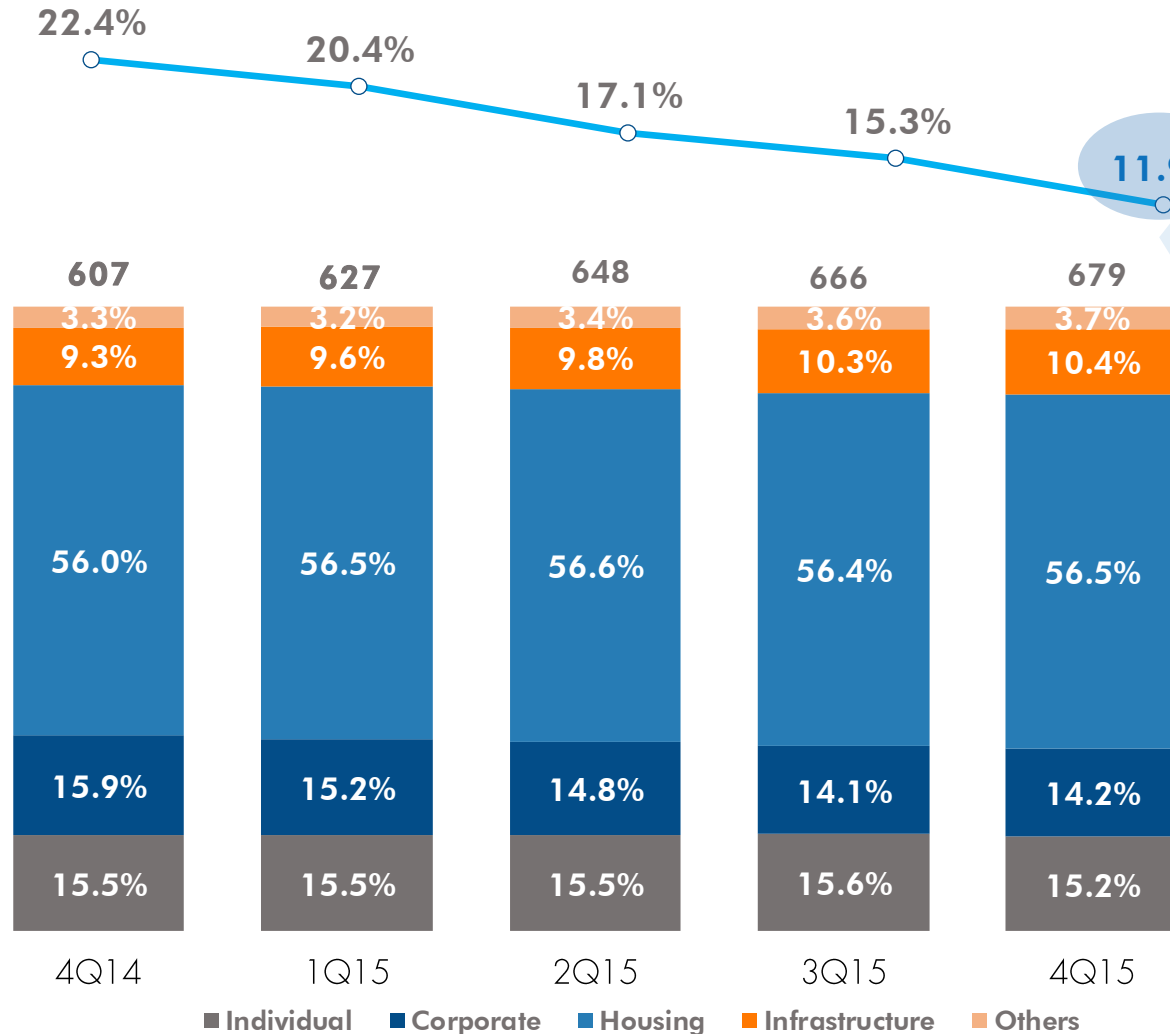
(In R\$ Billion)



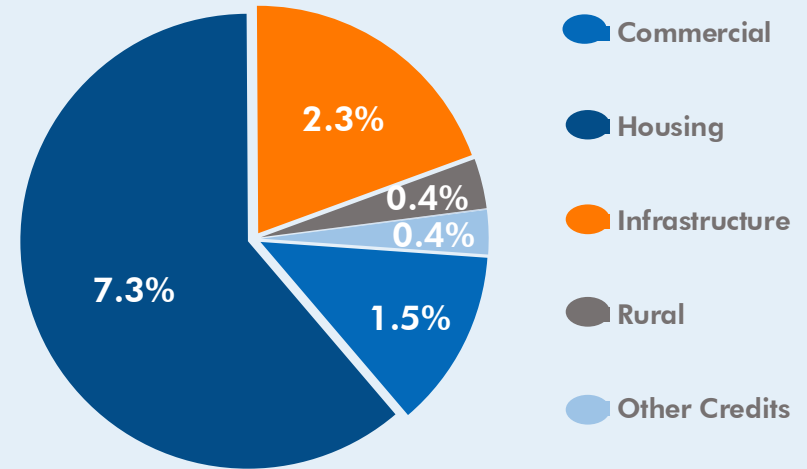
—○— Δ% 12M Personnel Expenses —○— Δ% 12M Other Adm. Expenses
■ Personnel Expenses ■ Other Administrative Expenses

Result – Main Items

Loan – Portfolio Composition



Participation in the Portfolio Growth



20.9% Market Share
+ **1.0 p.p** 12M

Amplified Loan Portfolio - Balance

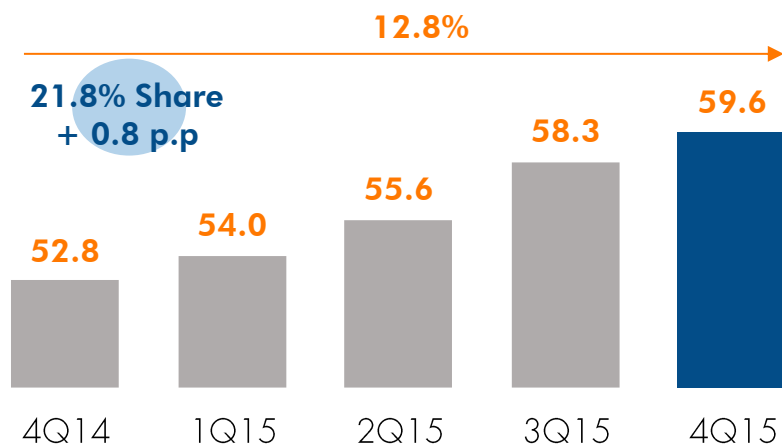
In R\$ billion

	4Q14	1Q15	2Q15	3Q15	4Q15	▲% 12M
Commercial	190	192	196	198	199	4.8%
Individuals	94	97	100	104	103	9.8%
Credit card	5	6	6	6	6	24.3%
Payroll deduction	53	54	56	58	60	12.8%
Vehicles	10	10	11	11	11	16.6%
Others	26	27	27	28	26	-1.7%
Corporate	96	95	96	94	96	0.0%
SME	52	52	52	48	47	-11.6%
Medium and Large Enterprises	7	7	9	11	11	54.6%
Companies	37	35	36	36	39	6.3%
Housing	340	354	367	376	384	13.0%
Sanitation and Infrastructure	57	60	63	68	71	24.9%
Rural and Agroindustrial	5	5	6	8	7	52.4%
Other Credits	15	15	16	17	17	15.0%
Total	607	627	648	666	679	11.9%

Quality of Credit - Concentration in low risk credit

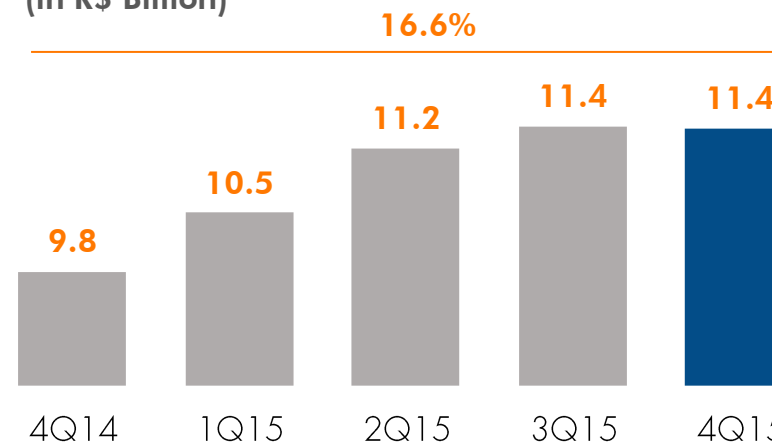
Payroll Deduction

(in R\$ Billion)



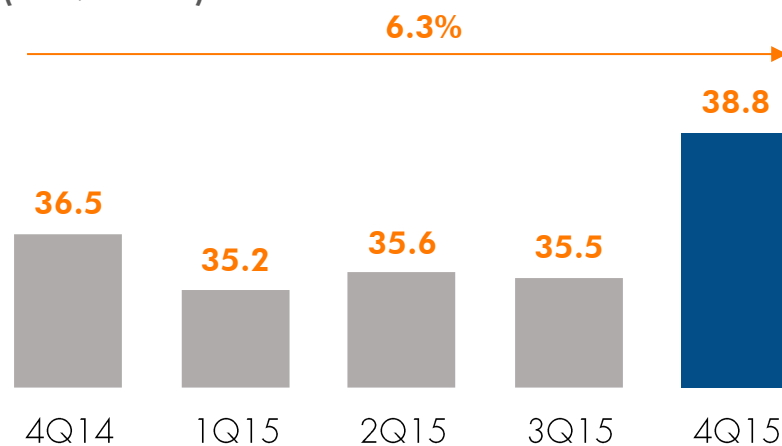
Foreign trade

(in R\$ Billion)



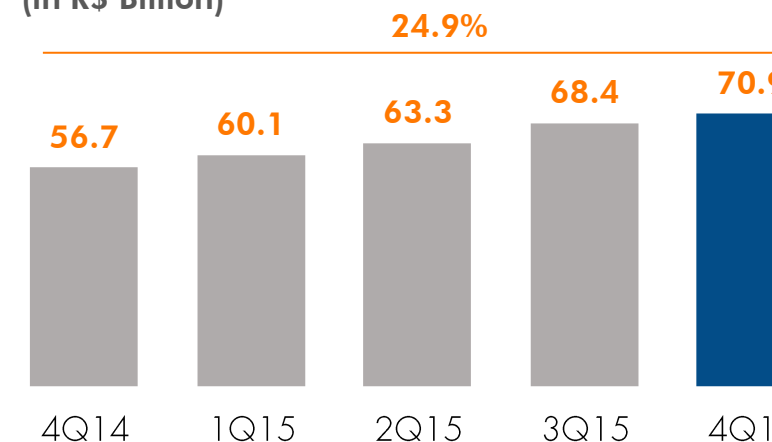
Corporate

(in R\$ Billion)



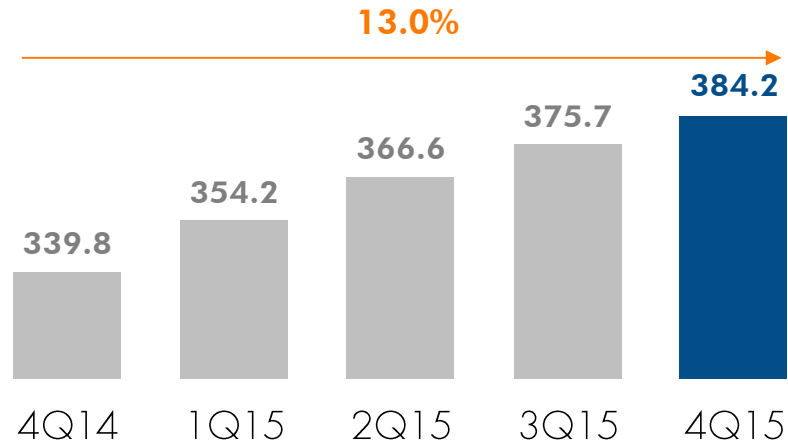
Sanitation and Infrastructure

(in R\$ Billion)

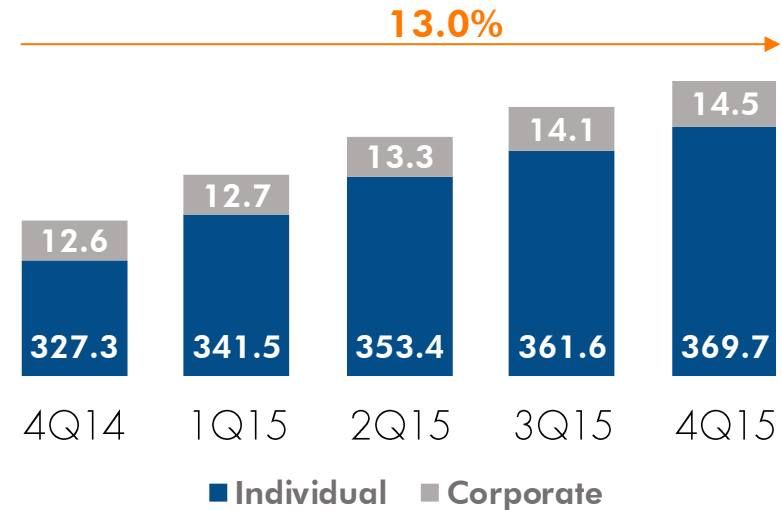


Quality of Loan Portfolio - Housing

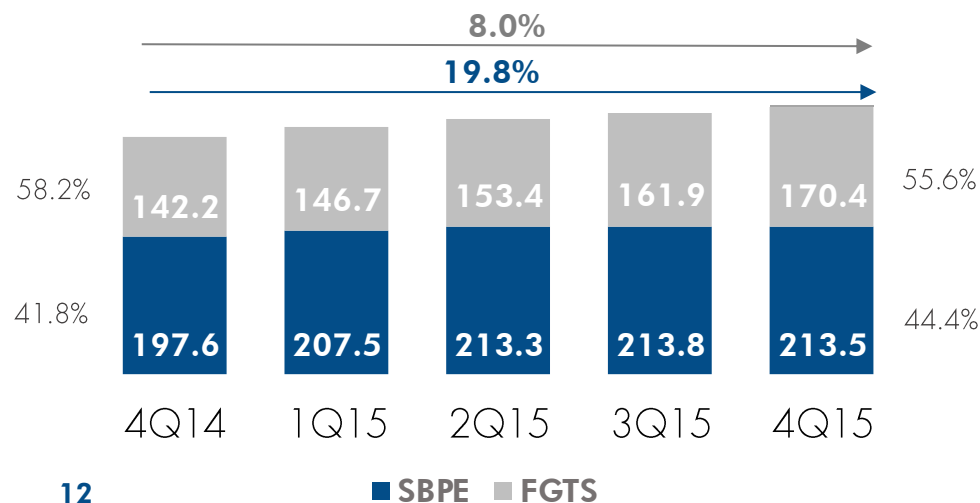
Balance (R\$ Billion)



Segmentation (R\$ Billion)



Source of Resources (R\$ Billion)

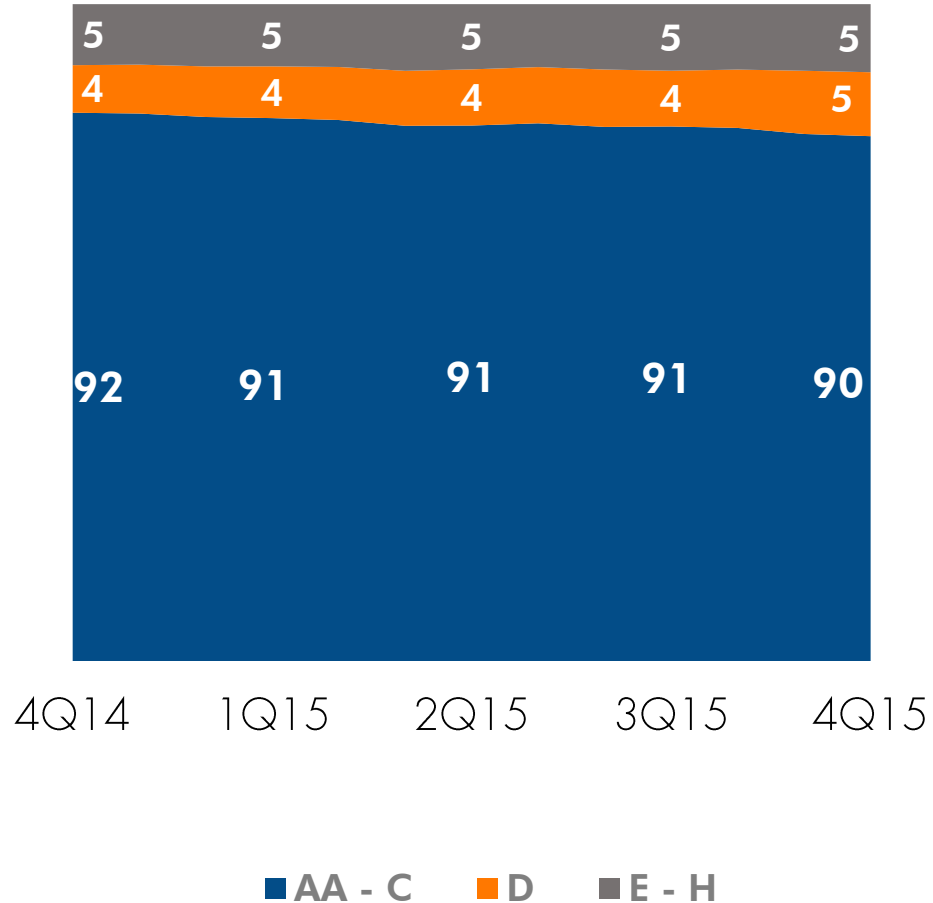


CAIXA has more than **67%** of the Housing Loan Market Share

Quality of Loan Portfolio

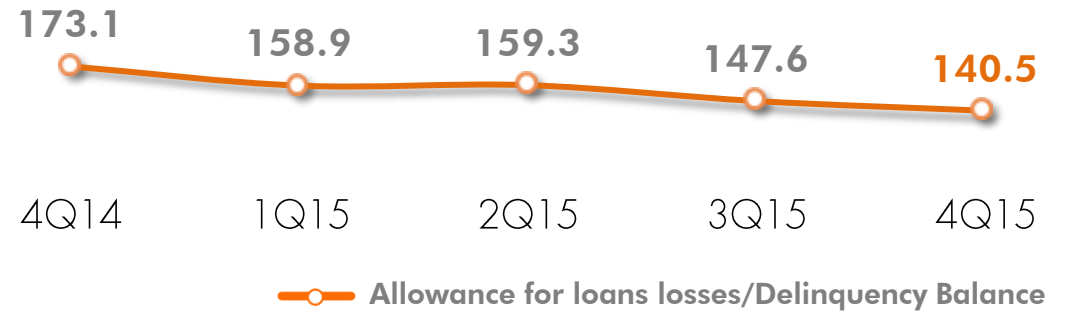
Rating

(Percentage)



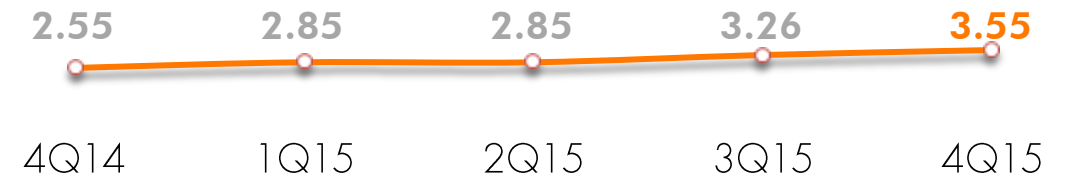
Coverage Ratio – 90 days

(Percentage)



Delinquency Ratio

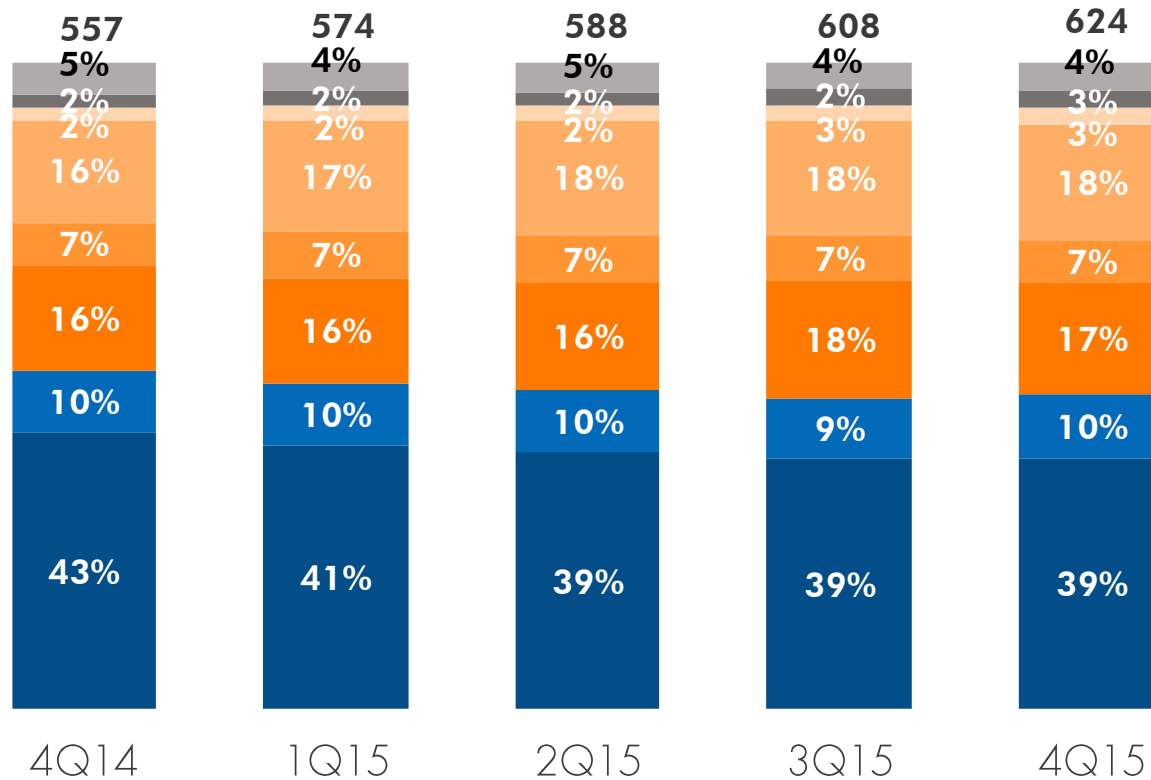
(past due >90 days)



Funding

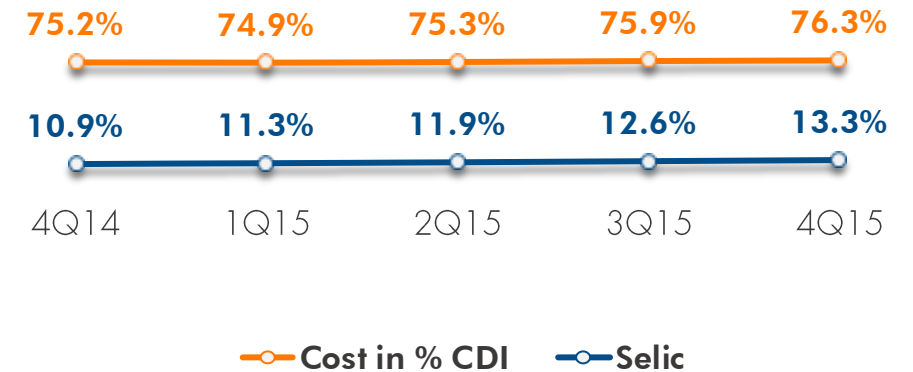
Funding Mix

(in R\$ Billion)



Expenses and Funding Cost

(in R\$ Billion)



Insurance - Highlights

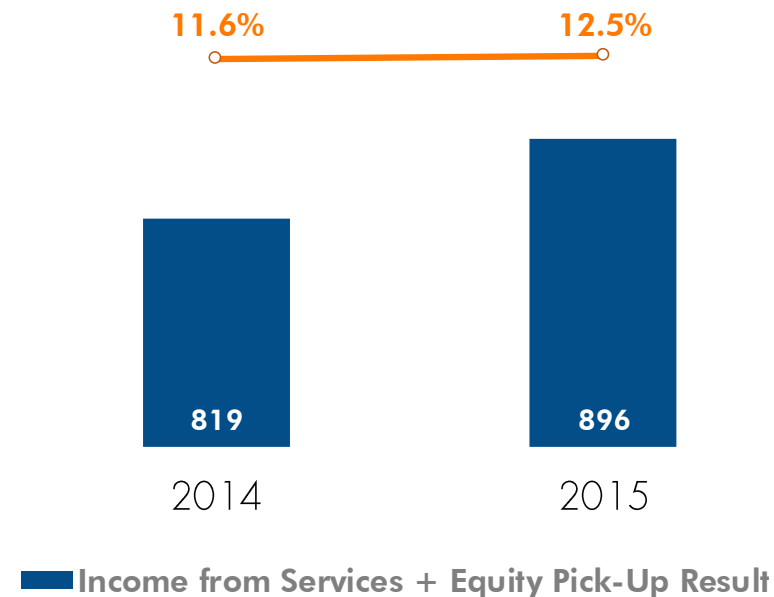
Revenues

(in R\$ Billion)

	2014	2015	▲% 12M
Pension Plans	3.773	5.489	45,5%
Housing	1.666	1.950	17,0%
Capitalization	1.204	1.182	-1,8%
Life	968	1.114	15,2%
Different risks	552	598	8,3%
Credit Life	505	688	36,3%
Consortium	285	318	11,3%
Others	676	812	20,1%
Total	9.630	12.151	26,2%

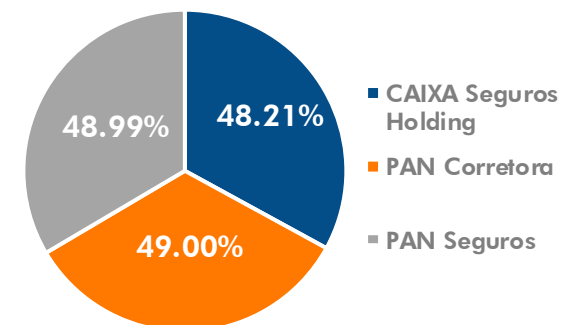
Profit participation

(in R\$ Billion)



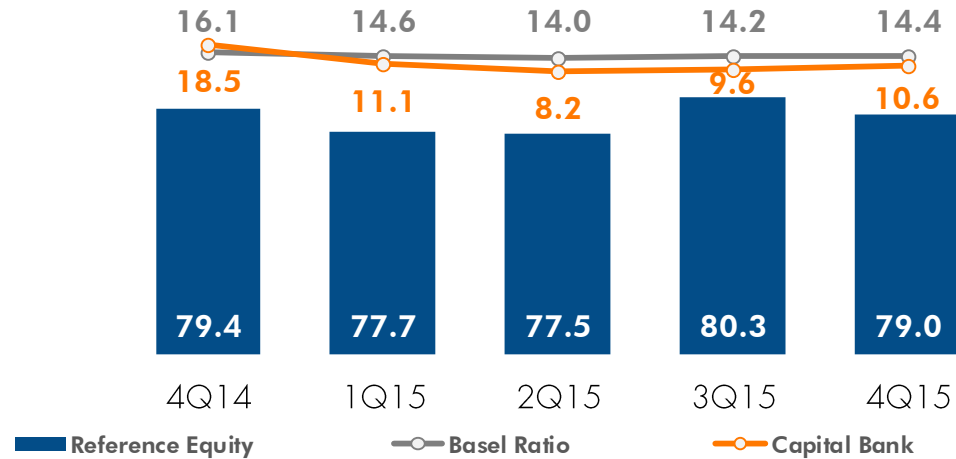
Partner participation

(percentage)

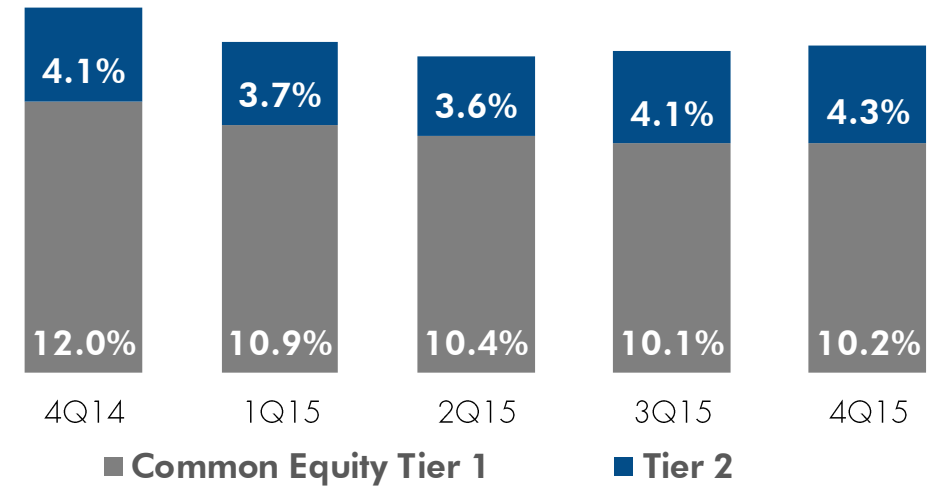


Capital Management

Capital Margin

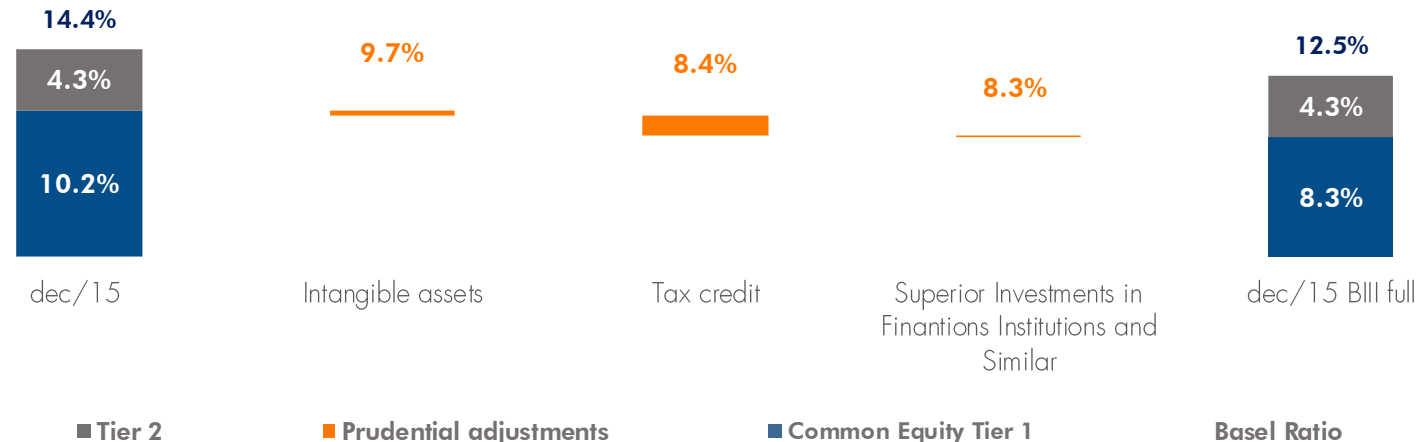


Capital Composition







Basel Ratio Full Implementation

(in R\$ Million)







Guidance

	2015	Actual Performance
 Total Assets	7% - 11%	13.0%
 Loan Portfolio	11% - 15%	11.9%
 Income from Services	13% - 16%	12.6%
 Basel Ratio	13% - 15%	14.4%

Guidance

2016

 Total Assets	11% - 15%
 Loan Portfolio	7% - 11%
 Income from Services	10% - 13%
 Basel Ratio	13% - 15%

CAIXA

Benefits to
Workers

+4.5%
R\$ 208.8 Bi

Other Administrative
Expenses

+5.6%
R\$ 11.5 Bi

Amount of
Customers

+5.9%
R\$ 82.9 Mi

Financial
Margin

+18.9%
R\$ 41.0 Bi

Income from
Services

+12.6%
R\$ 20.7 Bi

R\$ 7.2 BI

Profit 2015

CAIXA