

# EARNINGS RESULTS

## 3Q14

Consolidated

**CAIXA**  
A vida pede mais que um banco

# DISCLAIMER

This presentation is based on CAIXA Consolidated Financial Statements as of Sep 30, 2014. However, the amounts and their forms of presentation are the result of managerial adjustments, and there may be differences with the accounting publications due to possible reallocations or grouping of items, which aim to provide a better understanding or view of changes in assets, liabilities and incomes, or preserve data comparability between periods.

As of June 30, 2010, the information presented are consolidated and include the statements from both CAIXA Financial Institution and CAIXAPAR company, wholly CAIXA-owned subsidiary.

The amounts indicated as totals in certain tables may not be the arithmetic sum of the figures preceding them due to rounding adjustments.

All indexes and variations presented were calculated based on whole numbers, and there may be divergence when calculation is made on the rounded amounts. The variations exceeding 1.000% are not shown.

This presentation is current as of present date and CAIXA does not under take any obligation to update them in light of new information or future developments.

# HIGHLIGHTS

R\$ billion unless otherwise stated

## Loan Portfolio<sup>(1)</sup>

R\$ **576.4**  
Balance

**+24.4%**  
In 12 months

R\$ **364.2**  
New loans  
(+ 6.6% 9M13)

## Commercial Loans

R\$ **187.0**  
Balance

**+15.7%**  
In 12 months

R\$ **189.9**  
New loans  
(+ 8.1% 9M13)

## Housing

R\$ **320.6**  
Balance

**+26.1%**  
In 12 months

R\$ **94.2**  
New loans  
(- 6.4% 9M13)

## Infrastructure and Development Financing

R\$ **51.3**  
Balance

**+52.8%**  
In 12 months

R\$ **20.7**  
New loans  
(+17.2% 9M13)

R\$ **1.9** billion  
Profit  
3rd Quarter 2014  
+1.7%  
(3rd Quarter 2013)

R\$ **5.3** billion  
year to date  
(+5.6%)

<sup>1</sup> - Amplified loan portfolio - Including other credits with loan characteristics.

# HIGHLIGHTS

R\$ billion unless otherwise stated



<sup>1-</sup> According to ANBIMA

# HIGHLIGHTS

*million unless otherwise stated*

Clients	<b>77.2</b> million (+10.0%)	<b>75.0</b> million Individuals (+ 9.9%)	<b>2.1</b> million Corporate (+15.5%)
Current Accounts	<b>27.1</b> million (+9.2%)	<b>24.9<sup>(1)</sup></b> million Individuals (+ 8.6%)	<b>2.2</b> million Corporate (+ 17.0%)
Service Network	<b>4.1</b> thousand Branches and P.A (+287 units)	<b>32.5</b> thousand Lottery outlets and Caixa Aqui	<b>68.3</b> thousand Total Service Points
Employees	<b>100.1</b> thousand employees (+3.4%)	<b>+4.8</b> thousand New employees	R\$ <b>52.3</b> million Invested in training and development
Transactions	<b>1.9</b> billion Transactions in 3Q14 (+15.2%)	<b>317</b> million IBC in 3Q14 (+2.8%)	<b>49</b> million Mobile in 3Q14 (>1.000%)

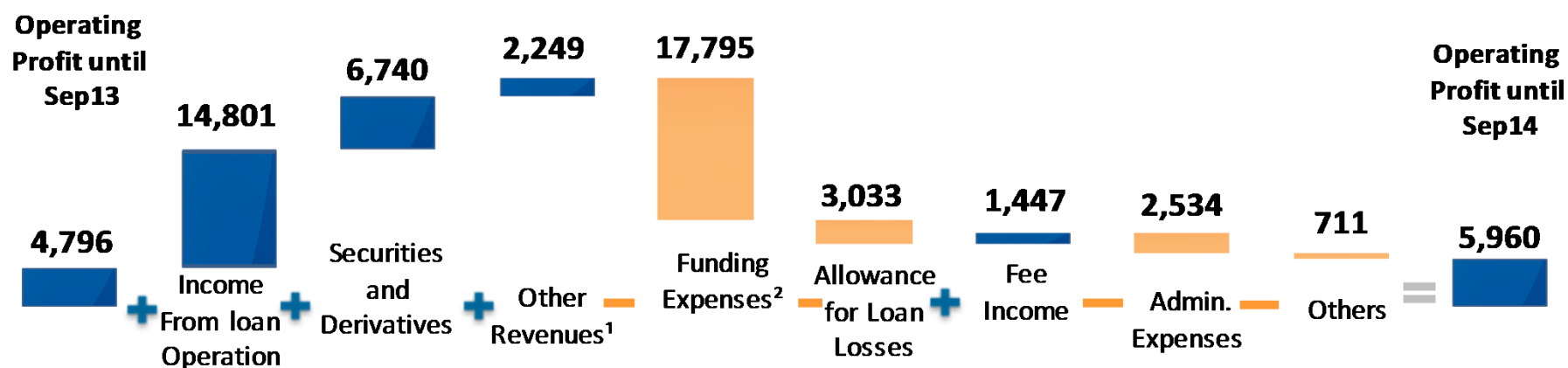
# INCOME STATEMENT (MAIN ITEMS)

R\$ million

ITEMS	3Q14	3Q13	▲ % 12M	2Q14	▲ % Quarter
<b>Results from Financial Intermediation</b>	<b>5,021</b>	<b>5,271</b>	<b>(4.7)</b>	<b>5,646</b>	<b>(11.1)</b>
Loan revenues	17,675	12,479	41.6	15,950	10.8
Securities and Derivative financial instruments	8,439	5,579	51.3	6,353	32.8
Funding Expenses	(14,986)	(9,677)	54.9	(12,465)	20.2
Allowance for loan losses	(3,280)	(2,355)	39.3	(3,951)	(17.0)
Others	(2,828)	(754)	274.9	(240)	> 1,000%
<b>Fee income</b>	<b>4,720</b>	<b>4,209</b>	<b>12.1</b>	<b>4,514</b>	<b>4.6</b>
<b>Administrative expenses</b>	<b>(7,132)</b>	<b>(6,406)</b>	<b>11.3</b>	<b>(6,970)</b>	<b>2.3</b>
Personnel expenses	(4,315)	(3,957)	9.0	(4,246)	1.6
Other administrative expenses	(2,818)	(2,449)	15.0	(2,724)	3.4
<b>Operating Profit</b>	<b>2,218</b>	<b>1,684</b>	<b>31.7</b>	<b>1,732</b>	<b>28.1</b>
<b>Income Tax and Social Contribution</b>	<b>160</b>	<b>345</b>	<b>(53.8)</b>	<b>475</b>	<b>(66.3)</b>
<b>Profit</b>	<b>1,898</b>	<b>1,865</b>	<b>1.7</b>	<b>1,879</b>	<b>1.0</b>

# NET PROFIT

Variation – 9 months 2013 x 9 months 2014 (R\$ billion)



<sup>1</sup> Includes compulsory + transfer of financial assets + result of exchange.

<sup>2</sup> Financial intermediation expenses + IHCD.

# NET INTEREST MARGIN

ITENS	3Q14	3Q13	▲% 12 M	2Q14	▲% Quarter
Financial intermediation result ( - allowance for loan losses)	33,398	28,004	19.26	32,740	2.0
Interest-earning assets	920,556	751,764	22.45	877,087	5.0
<b>Net interest margin</b>	3.63%	3.73%	(0.1 p.p)	3.73%	(0.1 p.p.)

\* Net interest margin= (Financial intermediation result – allowance for loan losses) / (interest-earning asset)

# FEE INCOME

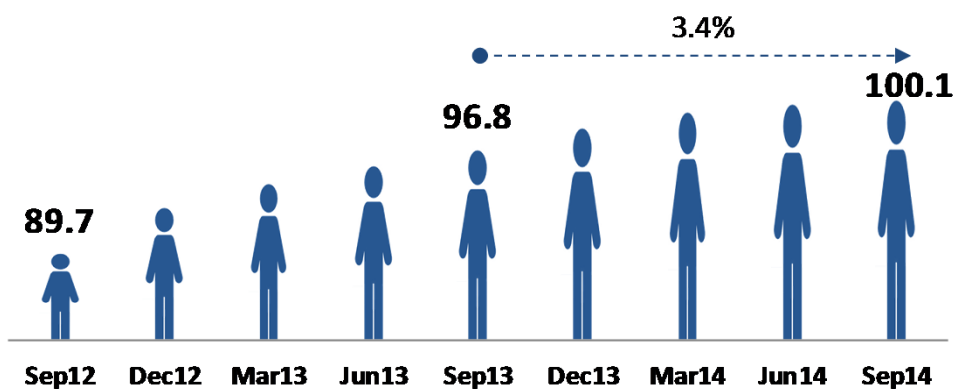
ITEMS	R\$ million				
	3Q14	3Q13	▲% 12M	2Q14	▲% Quarter
Income from Services	3,875	3,482	11.3	3,722	4.1
Banking Services	1,559	1,373	13.5	1,483	5.1
Asset management	374	436	(14.3)	427	(12.4)
Government Services	1,893	1,622	16.7	1,761	7.5
Others	49	50	(3.1)	51	(4.1)
Banking Fees	845	727	16.2	792	6.6
<b>Total</b>	<b>4,720</b>	<b>4,209</b>	<b>12.1</b>	<b>4,514</b>	<b>4.6</b>

# ADMINISTRATIVE EXPENSES

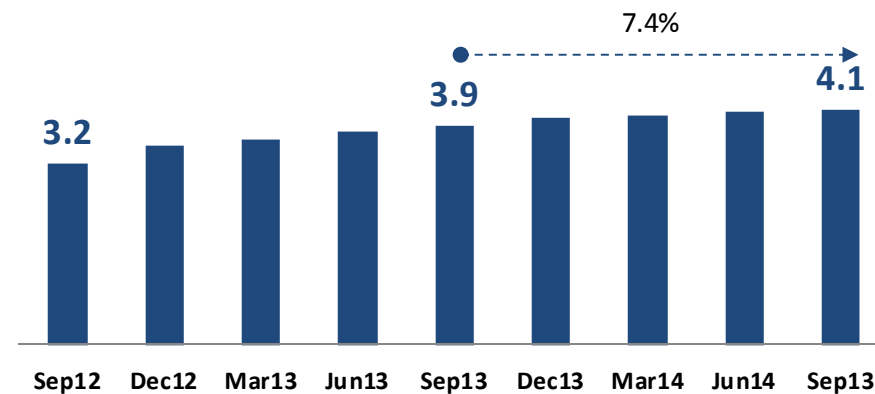
R\$ million

ITEMS	3Q14	3Q13	▲% 12M	2Q14	▲% Quarter
Personal expenses	(4,315)	(3,957)	9.0	(4,246)	1.6
Payroll	(4,265)	(3,897)	9.4	(4,200)	1.6
Other personal expenses	(50)	(60)	(16.6)	(46)	8.1
Other administrative expenses	(2,818)	(2,449)	15.0	(2,724)	3.4
<b>Total</b>	<b>(7,132)</b>	<b>(6,406)</b>	<b>11.3</b>	<b>(6,970)</b>	<b>2.3</b>

Personal growth (in thousand)



Branches & service points growth (in thousands)

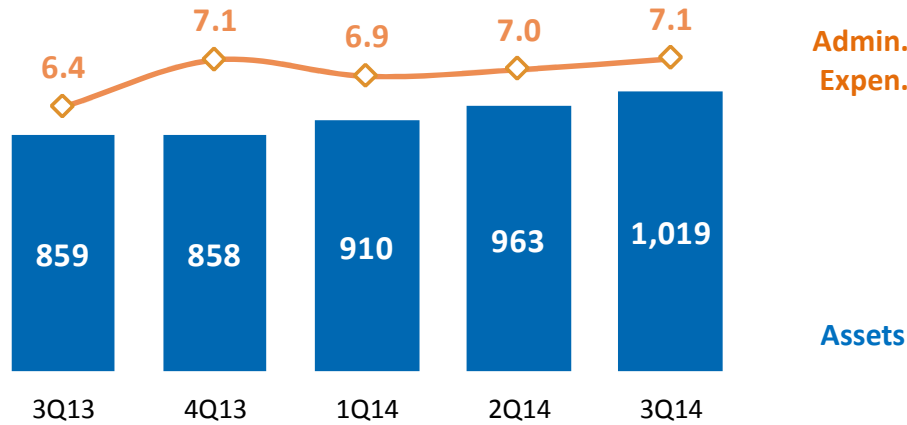


# ADMINISTRATIVE EXPENSES

Admin. Expenses/Assets

0.7% 0.8% 0.8% 0.7% 0.7%

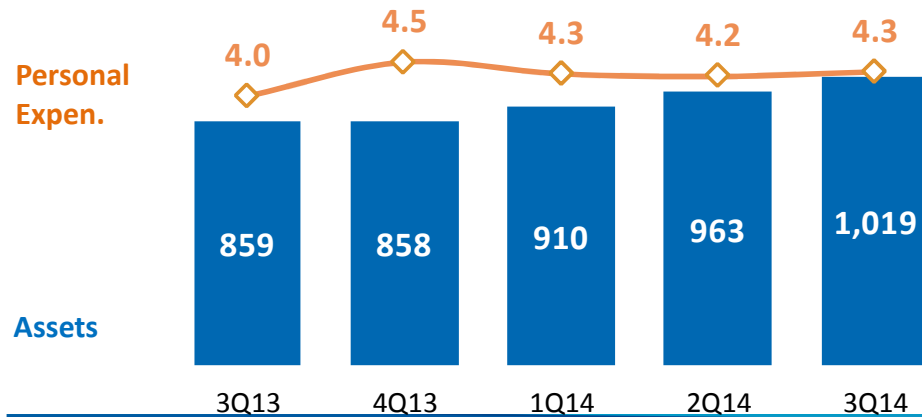
Index



Personal Expenses/Assets

0.5% 0.5% 0.5% 0.4% 0.4%

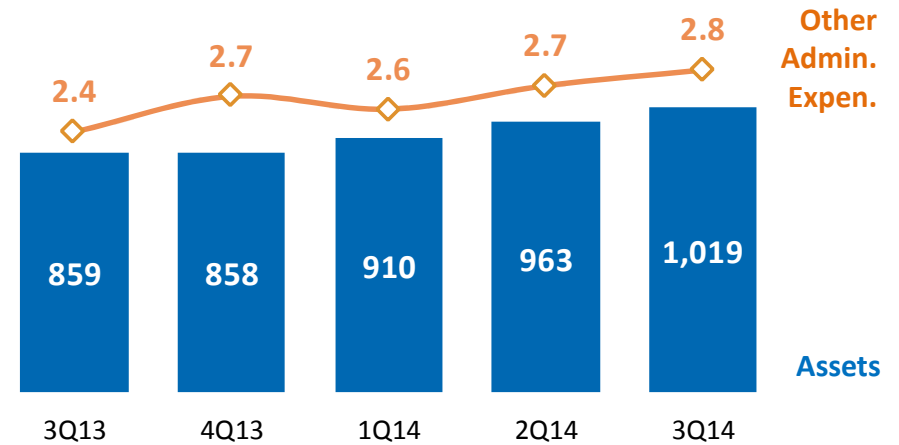
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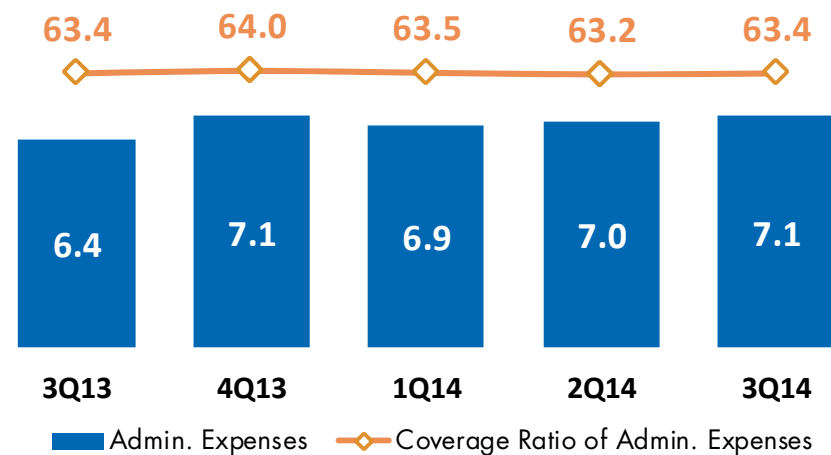
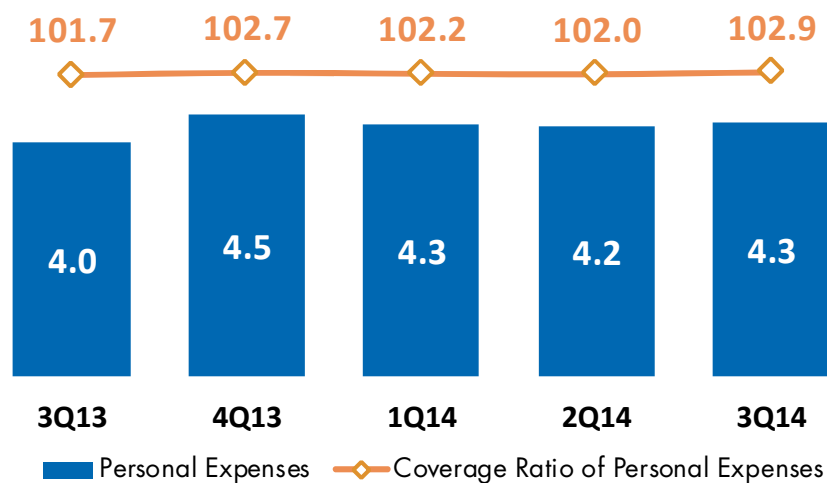
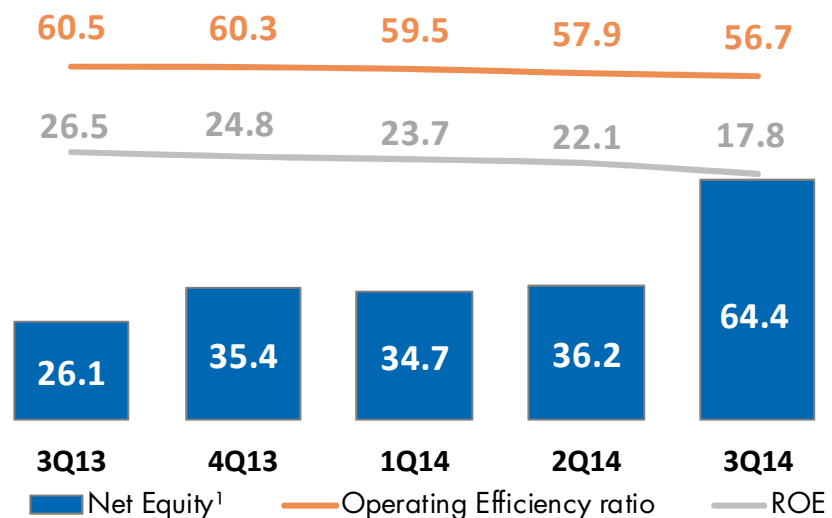
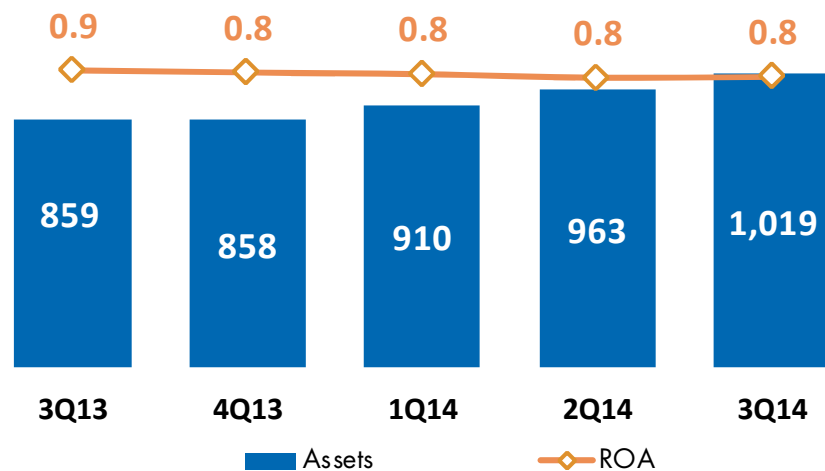
Other Admin. Expense/Assets

0.3% 0.3% 0.3% 0.3% 0.3%

Index

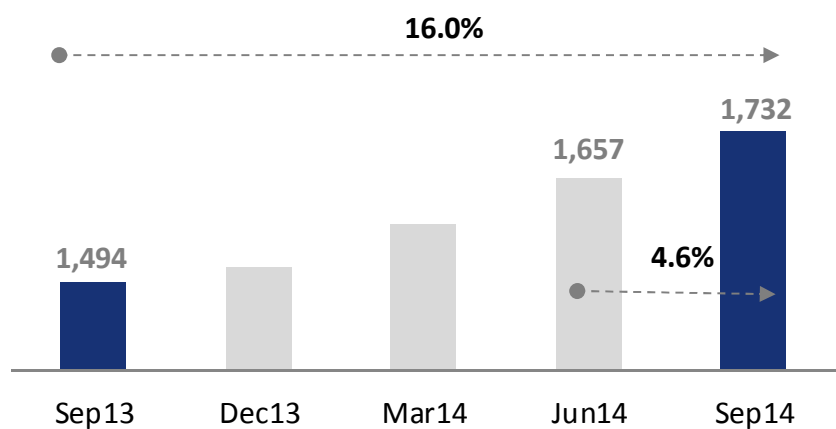


# FINANCIAL RATIOS

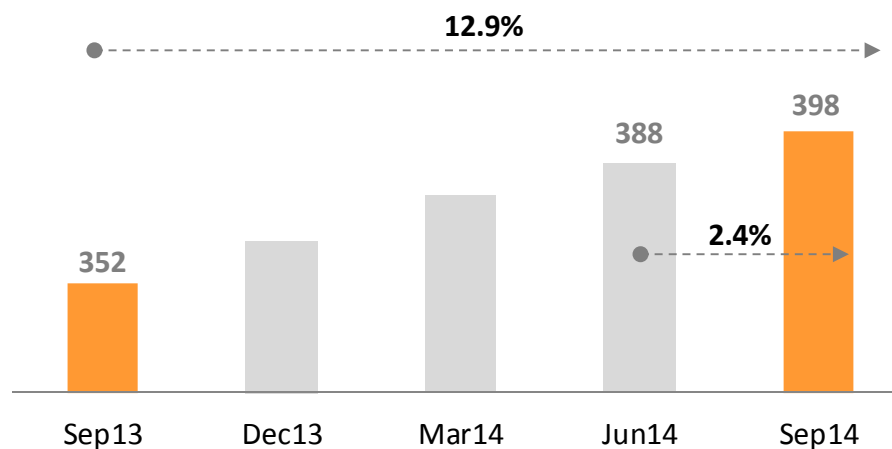


# ASSETS

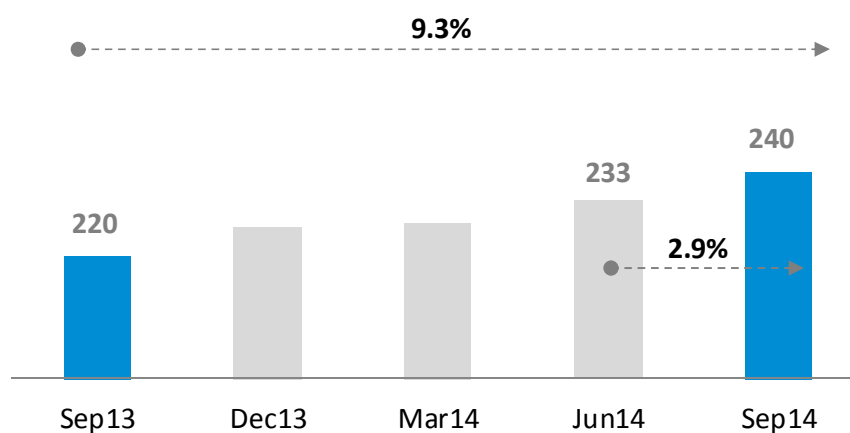
Total AUM (R\$ billion)



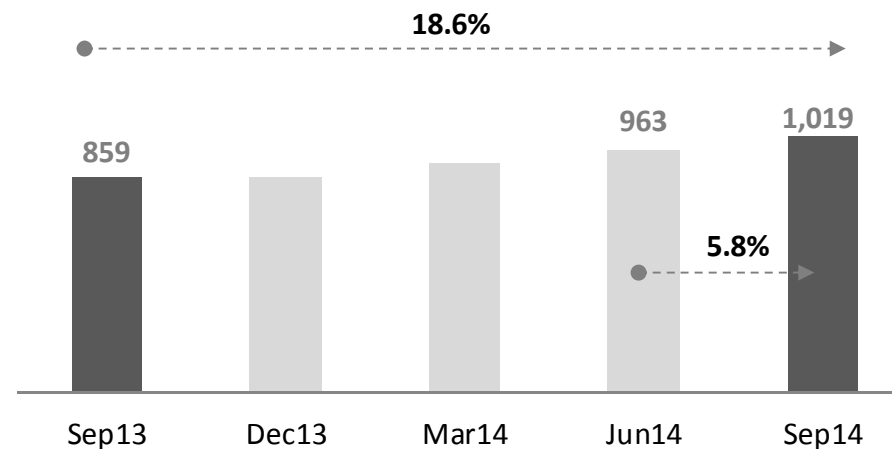
FGTS (R\$ billion)



Asset Management\* (R\$ billion)



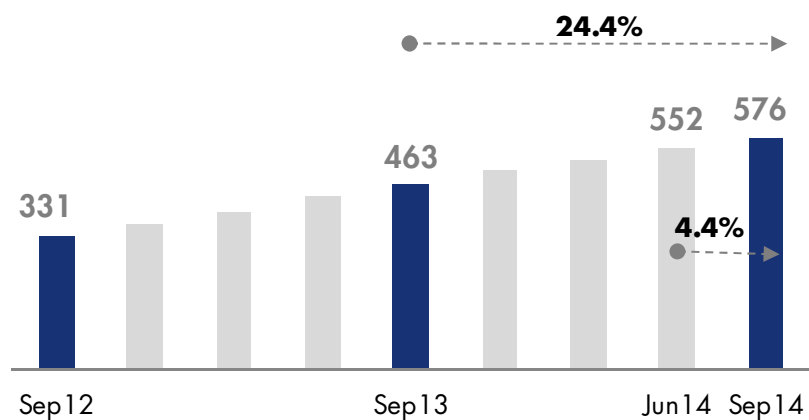
CAIXA Total Assets (R\$ billion)



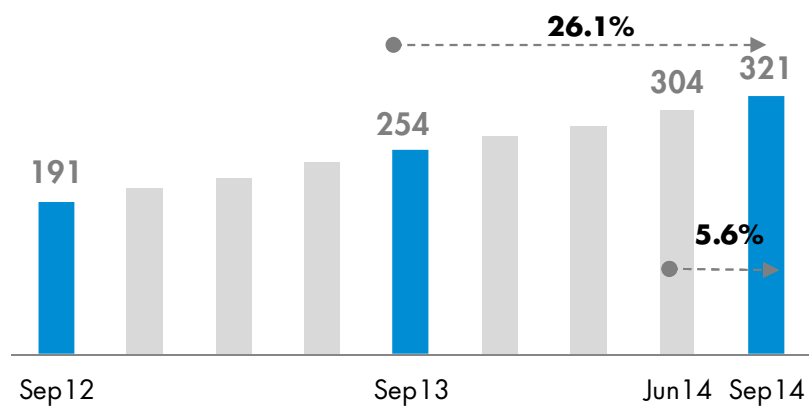
\*Excluded FI FGTS and Government Funds.

# LOAN PORTFOLIO

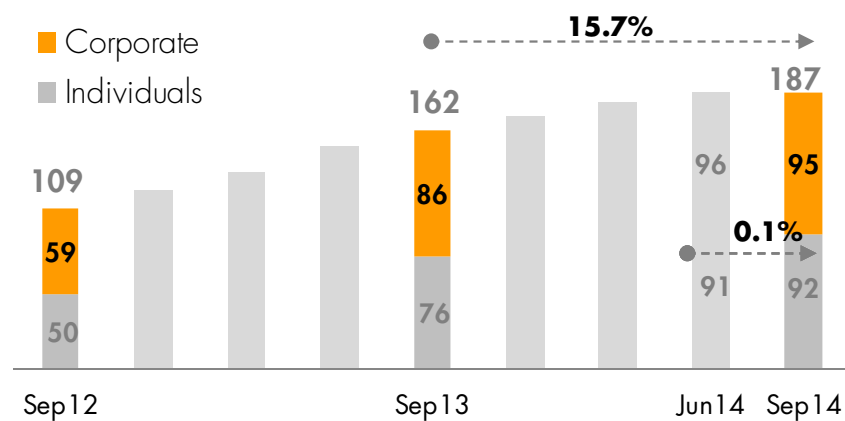
Amplified Loan Portfolio (R\$ billion)\*



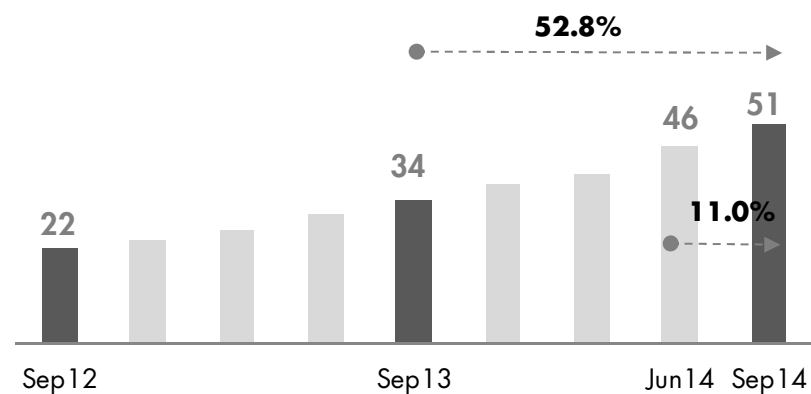
Housing (R\$ billion)



Commercial Loan (R\$ billion)



Sanitation & Infrastructure (R\$ billion)



\*Including other credits with loan characteristics.

# AMPLIFIED LOAN PORTFOLIO

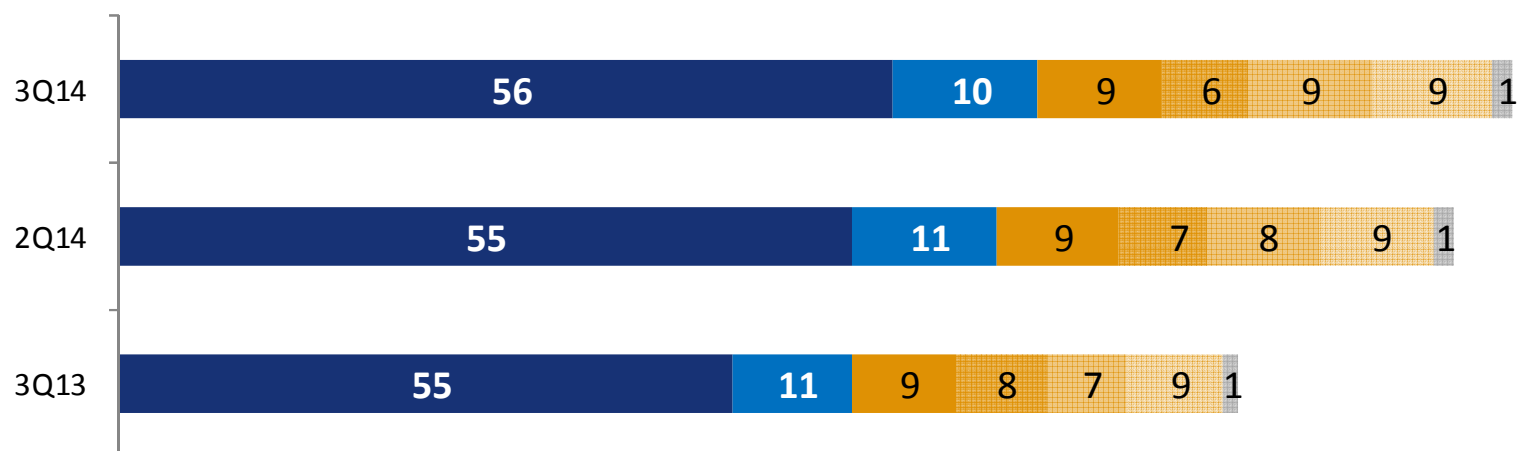
R\$ million

ITEMS	3Q14	3Q13	▲% 12M	2Q14
<b>Corporate</b>	<b>95,308</b>	<b>85,882</b>	<b>11.0</b>	<b>95,961</b>
Government	13,672	13,083	4.5	13,481
Large corporations	21,876	23,969	(8.7)	22,615
SMEs	59,760	48,830	22.4	59,865
<b>Individual</b>	<b>91,723</b>	<b>75,766</b>	<b>21.1</b>	<b>90,912</b>
Payroll deductible loans	51,541	43,577	18.3	50,736
Personal loans	8,264	6,563	25.9	8,148
Home Equity	7,266	6,436	12.9	7,169
Others	24,652	19,190	28.5	24,859
<b>Agribusiness loans</b>	<b>4,173</b>	<b>889</b>	<b>-</b>	<b>3,614</b>
<b>Housing</b>	<b>320,628</b>	<b>254,270</b>	<b>26.1</b>	<b>303,548</b>
<b>Infrastructure and Development Financing</b>	<b>51,321</b>	<b>33,587</b>	<b>52.8</b>	<b>46,243</b>
<b>Other*</b>	<b>13,271</b>	<b>12,958</b>	<b>2.4</b>	<b>11,831</b>
<b>Total</b>	<b>576,424</b>	<b>463,351</b>	<b>24.4</b>	<b>552,108</b>

\*Included other credits with loan characteristics.

# PORTFOLIO BREAKDOWN

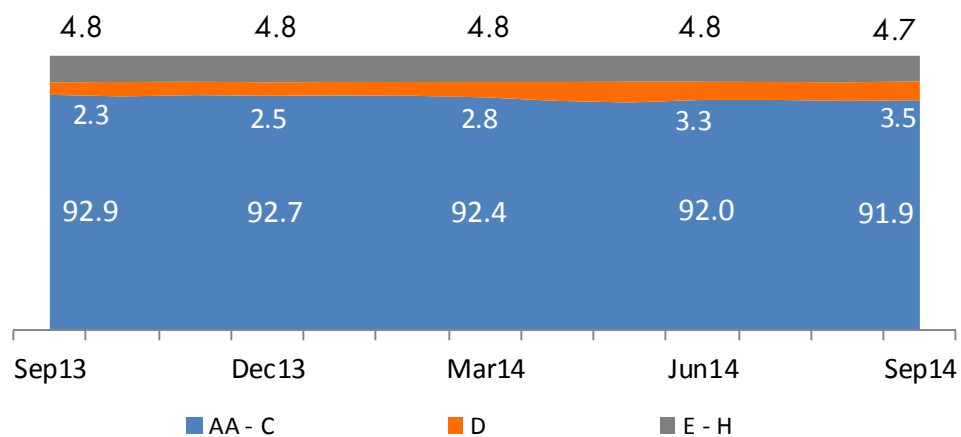
Loan portfolio breakdown( % )



- Housing
- SMEs
- Payroll Deductible Loans
- Government and Large Corporations
- Infrastructure and Development Financing
- Others
- Personal Loans

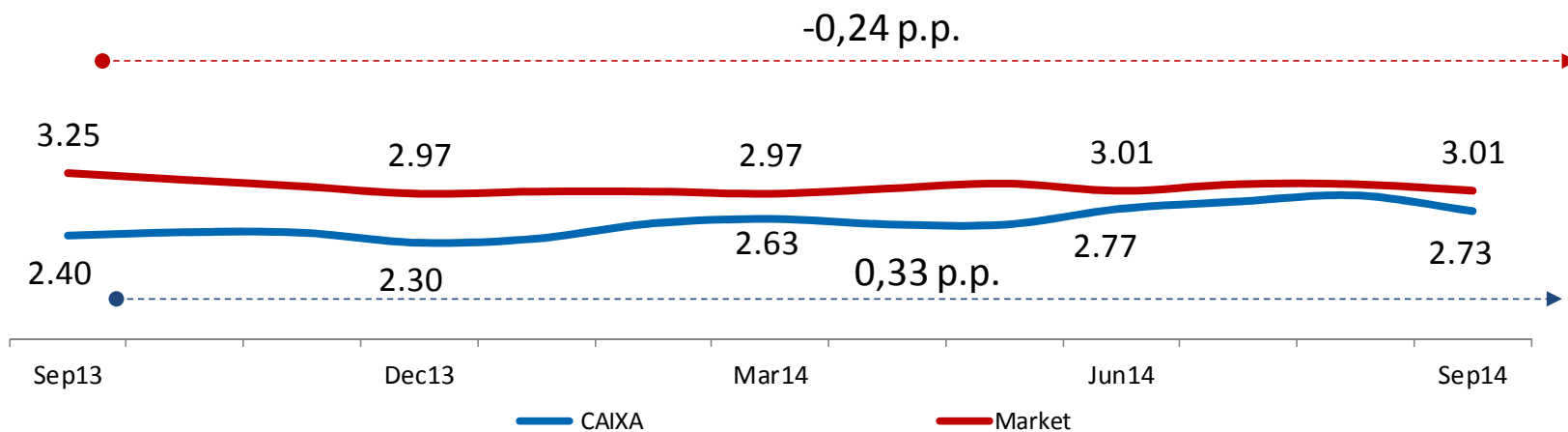
# CREDIT QUALITY

Rating (%)



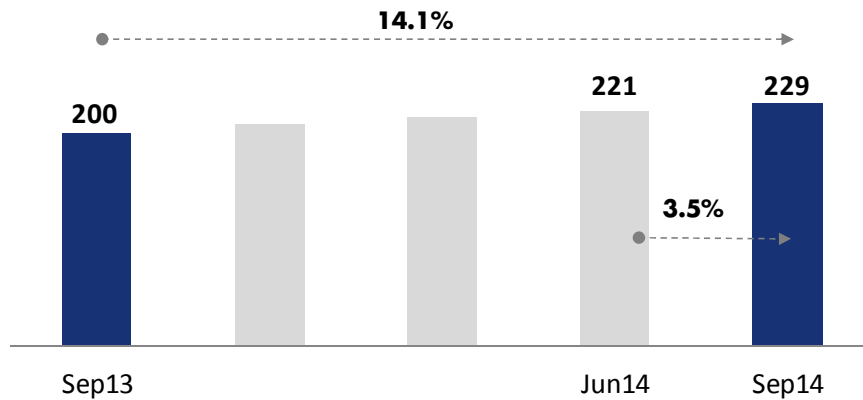
The coverage ratio is sufficient to cover almost 2 times the amount of the delinquent balance (165.2%)

Delinquency Ratio > 90 days (%)

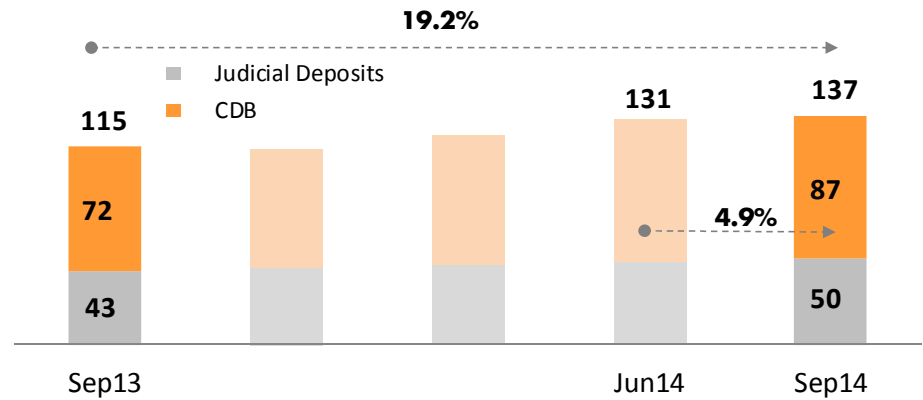


# FUNDING

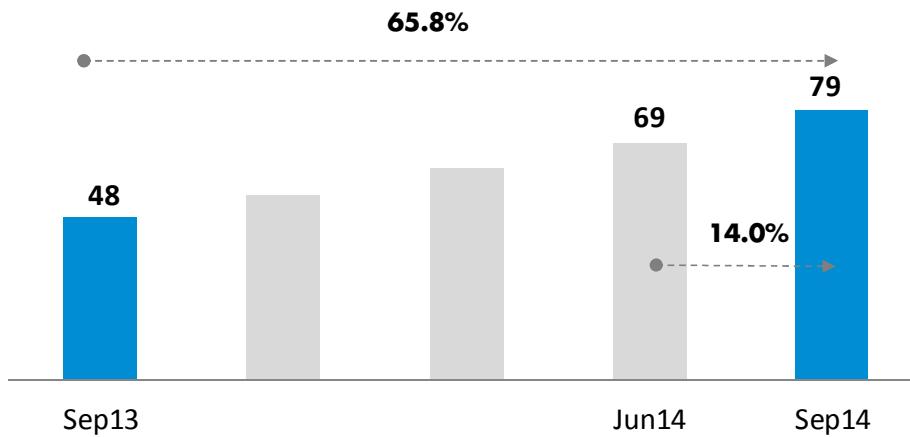
Savings Deposits (R\$ billion)



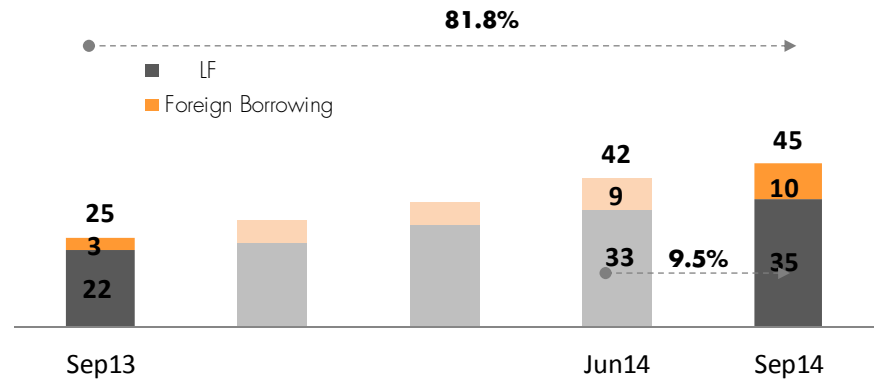
Time Deposits (R\$ billion)



Linked Notes - LH / LCI/LCA (R\$ billion)

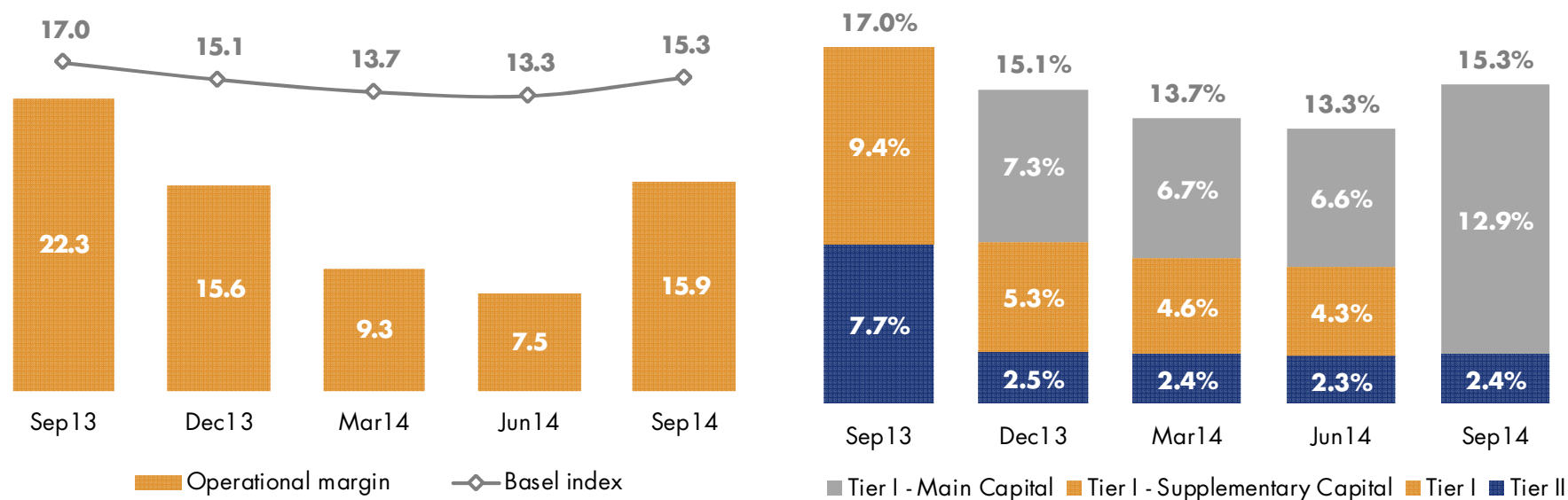


Capital Markets Instruments (R\$ billion)



# CAPITAL ADEQUACY

Basel index



# MARKET SHARE

(%)

ITEMS	3Q14	3Q13	▲ p.p 12M	2Q14	▲ p.p Quarter
<b>Total Loans</b>	<b>19.64</b>	<b>17.67</b>	<b>1.97</b>	<b>19.30</b>	<b>0.34</b>
<b>Commercial</b>	<b>10.16</b>	<b>9.29</b>	<b>0.87</b>	<b>10.22</b>	<b>(0.06)</b>
Individuals	12.19	11.11	1.08	12.17	0.02
Corporate	8.94	8.17	0.77	9.04	(0.10)
<b>Housing</b>	<b>67.63</b>	<b>68.69</b>	<b>(1.06)</b>	<b>67.60</b>	<b>0.03</b>
Individuals	75.93	76.81	(0.88)	76.11	(0.18)
Corporate	17.51	17.99	(0.48)	17.17	0.34

# MARKET SHARE

(%)

ITEMS	3Q14	3Q13	▲ p.p 12M	2Q14	▲ p.p Quarter
Savings deposits	35.55	35.24	0.31	35.25	0.30
Demand deposits	15.73	15.45	0.28	15.44	0.29
Time Deposits - CDB	16.82	13.01	3.81	15.74	1.08
Notes ( LH / LCI)	54.29	52.05	2.23	53.11	1.17
Capital Market Instruments	13.66	10.40	3.27	13.57	0.09
Asset Management	8.68	8.55	0.13	8.74	(0.06)

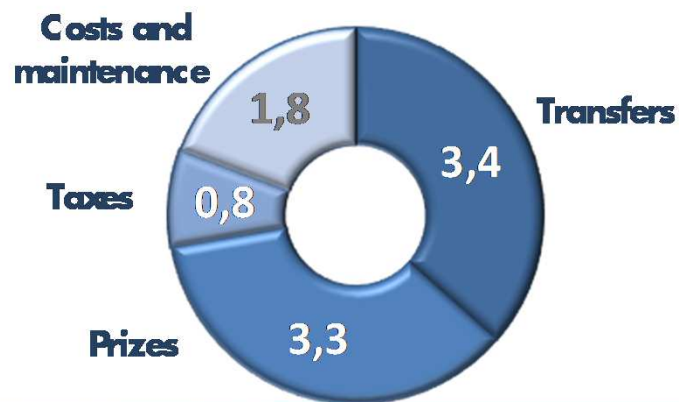
# GUIDANCE 2014

	2014	9M14
ASSETS	17% - 21%	18.6%
LOAN PORTFOLIO	20% - 24%	24.4%
FEE INCOME	13% - 15%	12.1%
BASEL INDEX	13.5% - 16%	15.3%

# GOVERNMENT SERVICES

ITENS	Value (billion)			Amount (million)		
	3Q14	3Q13	▲% 12 M	3Q14	3Q13	▲% 12 M
<b>Social benefits</b>	<b>7,295</b>	<b>6,714</b>	<b>8.7</b>	<b>43,394</b>	<b>45,700</b>	<b>(5.0)</b>
Family allowance	6,901	6,108	13.0	40,792	40,303	1.2
Others	394	607	- 35.0	2,603	5,397	(51.8)
<b>Employee Benefits</b>	<b>59,048</b>	<b>53,099</b>	<b>11.2</b>	<b>57,703</b>	<b>57,393</b>	<b>0.5</b>
PIS + Salary advance	10,367	9,880	4.9	21,744	23,287	(6.6)
Unemployment insurance	8,681	8,072	7.5	9,294	9,321	(0.3)
Social security	18,235	15,973	14.2	16,653	15,395	8.2
FGTS	21,765	19,174	13.5	10,012	9,390	6.6

Lotteries<sup>1</sup>



Revenues reached  
R\$ 9.2 billion

R\$ 4,1 billion returned on benefits  
to the Brazilian population  
(tax and transfers)



CAIXA - IR Team

Paulo Henrique Costa – Controller Director  
Oswaldo Bruno Brasil Cavalcante – Finance Director  
Gabriel Cardoso - Head of Treasury

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