

INSTITUTIONAL PRESENTATION

1Q | 2015



Who We Are

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About BI&P

Banco BI&P is a commercial bank listed under Level 2 corporate governance segment at BM&FBOVESPA (tickers: IDVL3 and IDVL4) with more than 45 years of experience in the Brazilian financial market, focusing its activities in corporate credit products in local and foreign currencies, agricultural bonds, fixed income, corporate finance and the brokerage house Guide Investimentos, which operates with institutional clients and in allocation and distribution of financial assets to high net worth individuals.

Products & Services



Corporate
Credit



Agricultural
Bonds



Fixed
Income



Corporate
Finance



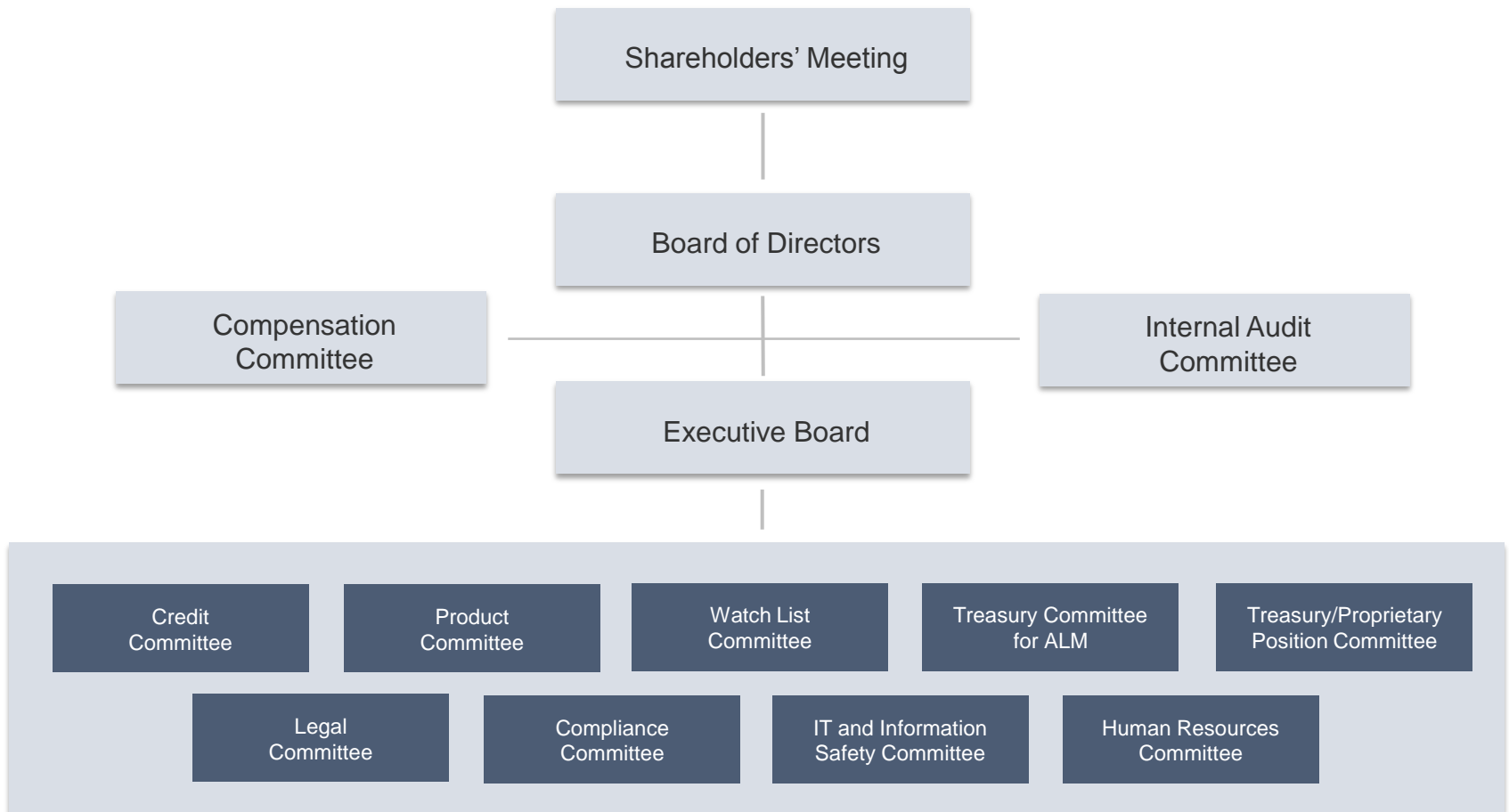
Derivatives



Investment
Advice

Corporate Governance

Strong corporate governance structure



Executive Team



Manoel Felix Cintra Neto

BI&P's Chairman of the Board of Directors and CEO of Brazilian Banks Association (ABBC). He was BM&F's Chairman of the Board for 12 mandates, CEO of ANCORD and ANBID, and also held office positions in FEBRABAN, FGC and CBLIC.



Jair Ribeiro da Silva Neto

Co-CEO of BI&P, he was CEO of Banco Patrimônio and ChaseManhattan Brazil, Executive Director of J.P. Morgan Chase and CEO of CPM Braxis.



Luiz Masagão Ribeiro

Co-CEO of BI&P, he was Chairman of Indusval brokerage firm, Chairman and member of BM&F's and Bovespa's Board. He is also member of the ANBIMA's Board of Ethics.

Our Vision

Our Vision is
of being an
innovative
bank, marked
by excellence

- In **corporate credit** for corporate and “emerging” companies, offering a broad range of financial products and services (cross sell) in order to meet all client’s financial needs, and by creating a strong recurring operations flow
- With a strong **investment banking** team operating in the fixed-income market, long-term funding, M&A, and structured transactions market
- Building strong **franchise value** in high-growth markets in Brazil, notably agribusiness and real estate, creating a market differential for the Bank

Our Values

Owner’s Attitude

Ethics and Credibility

Excellence

Commitment to
Results

Innovation

Customer Focus

Teamwork

Our History has more than 45 years

Brokerage Firm
Funded

1967

Authorized to
operate as a
Bank

1991

Merger with
Banco Multistock

2003

Sale of
Consumer Credit
Operation

2004

IPO

2007

New Strategy &
entry of Warburg
Pincus and Jair
Ribeiro

2011

Level 2 Segment
of BM&FBOVESPA
JV C&BI Agro

2012

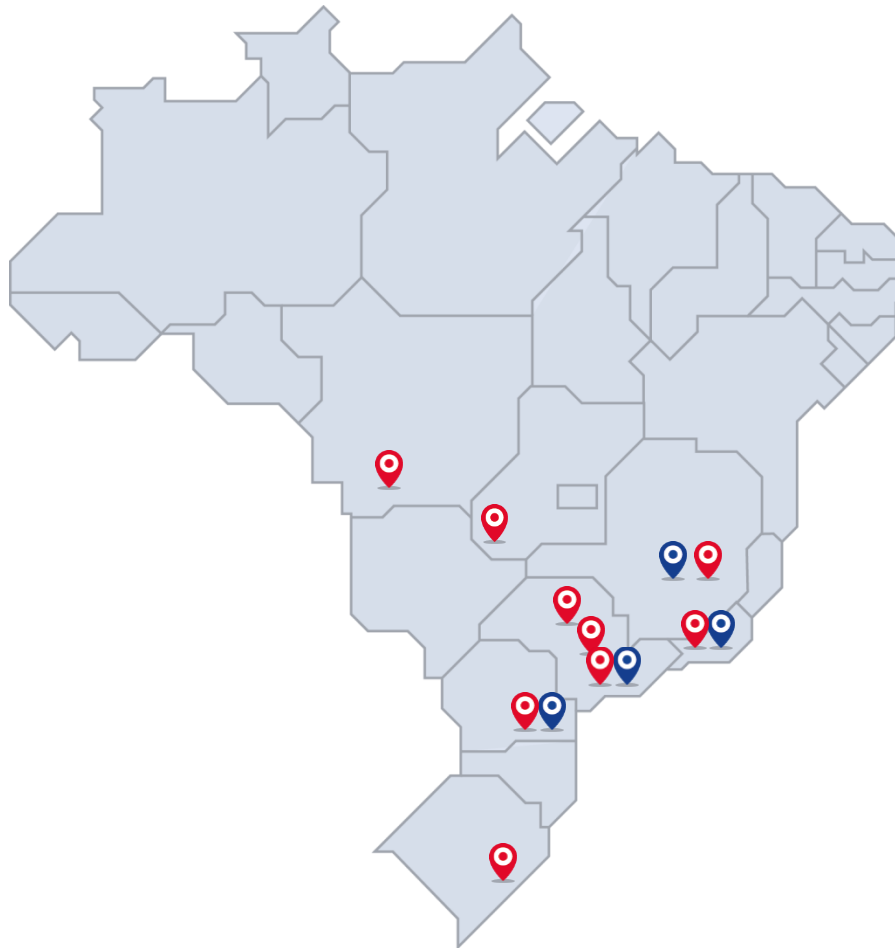
Acquisition of VOGA
and Banco Interacap
Guide Investimentos
Capital Increases

2013

Agricultural & Real
Estate JVs
Guide acquires
portfolios of clients

2014

Branch Network



BI&P

São Paulo
Campinas
Rio de Janeiro
Belo Horizonte
Goiânia
Cuiabá
Curitiba
Porto Alegre
Ribeirão Preto

Guide

São Paulo
Rio de Janeiro
Curitiba
Belo Horizonte

Headquartered in São Paulo

9 branches located in the
highest potential economic
regions of Brazil

1 offshore branch

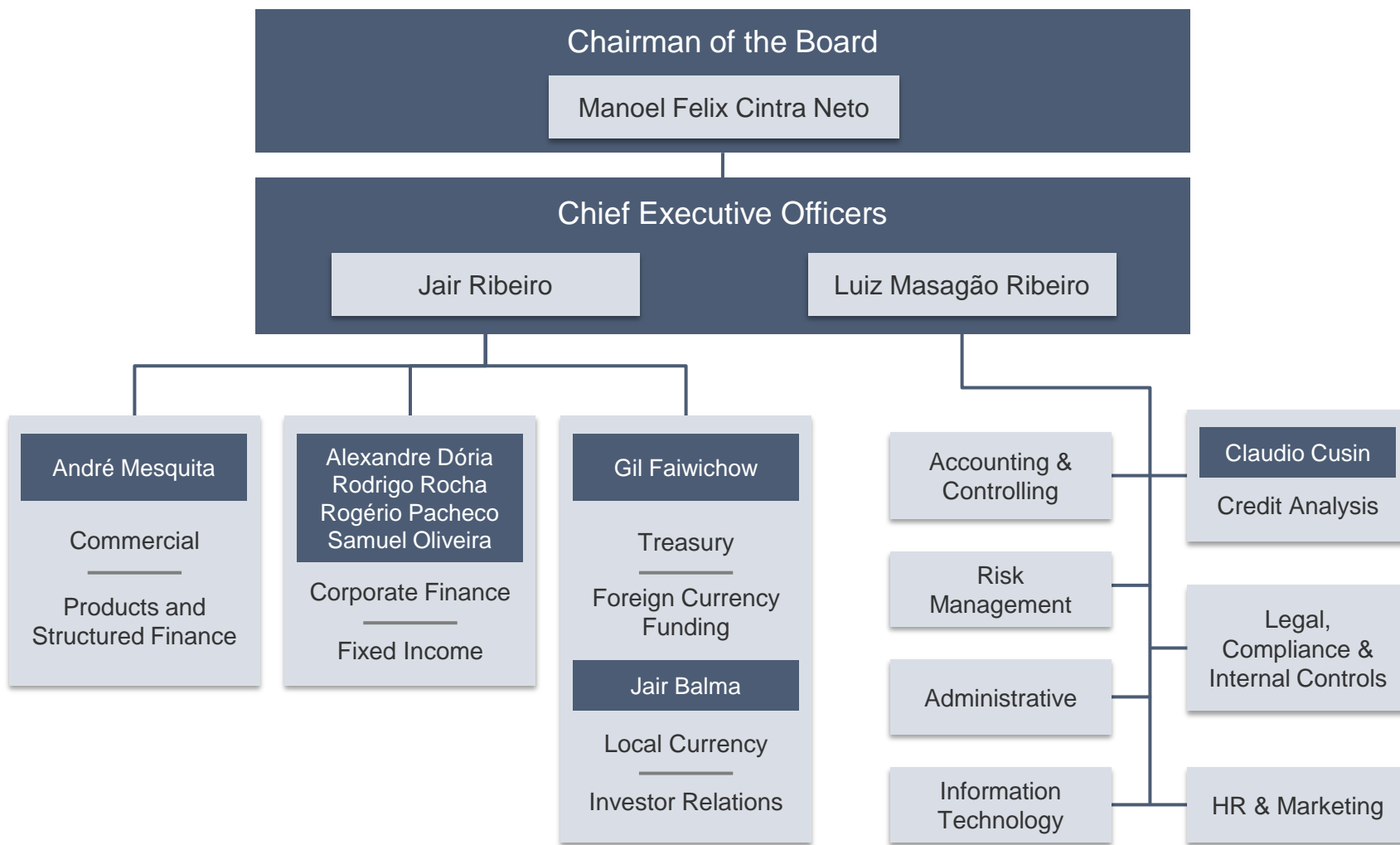
408 employees

(BI&P + Guide + BI&P Cereais)

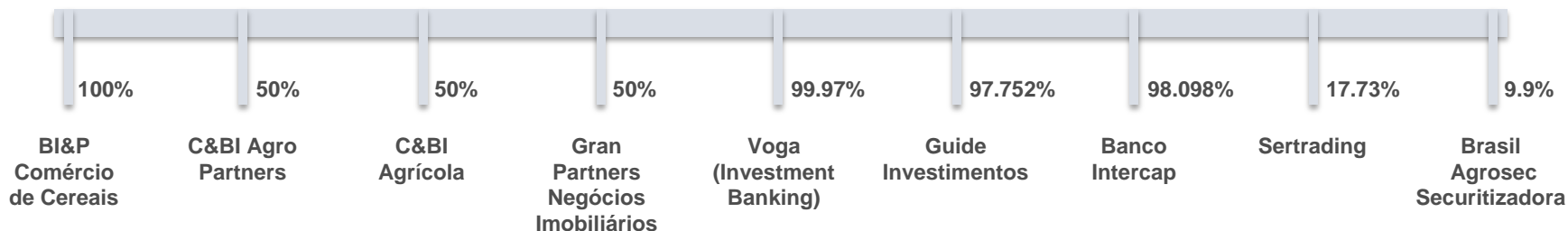
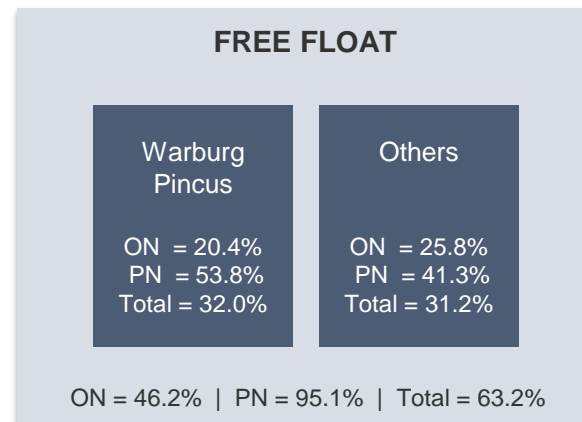
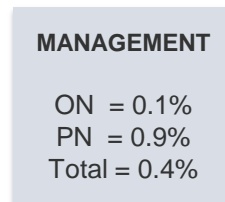
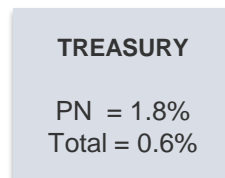
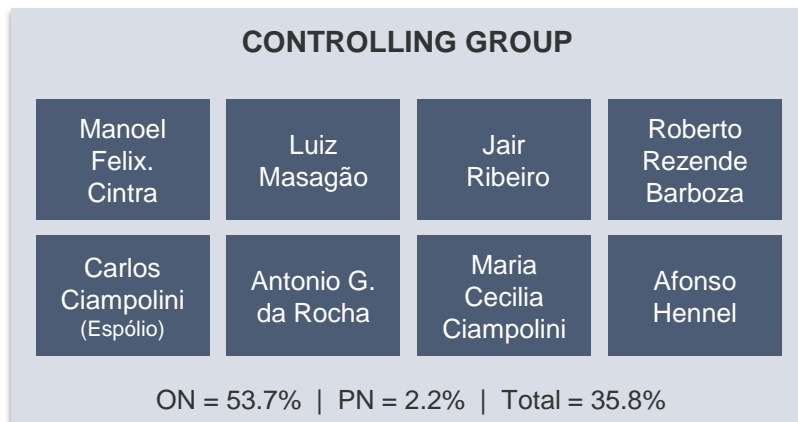
196 front office

209 middle & back office

Executive Team



Capital Structure



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Vision and Strategy

Our Vision is of being an innovative bank, marked by excellence...

VISION

STRATEGY

... in **corporate credit** through a broad range of financial products and services in order to conduct **recurring operations** with our client base in order to meet all their financial need



Focus on “emerging” and corporate companies

- Cross selling
- Multiproduct platform

Products desk and IB team fully implemented

... building **strong franchises** in high-growth markets in Brazil, notably agribusiness and real estate, creating market differential for the Bank



Joint ventures
Expertise in specifics economic sectors

... with a strong **investment banking** team operating in the fixed-income market, long-term funding, M&A and structured transactions market



Capability to create, structure, and distribute fixed income products
Investment banking and Guide Investimentos

...prepared to
international partnerships



Focusing on economic sectors which Brazil has competitive advantage
Adopting best market practices

Strategic Restructuring | Step 1

Repositioning of the Core Business

From April 2011 to October 2012 the focus was on repositioning the core business of the Bank

March 2011

New Vision

Shareholders defined the new vision as being an innovative bank, excelling in corporate credit and with deep knowledge of clients' businesses and their respective sectors; in addition to becoming one of the leaders in the growing fixed income market in Brazil.

April 2011

New Management

Redefinition of the top 30 professionals to lead the bank, all participating in the stock option plan, corresponding to about 10% of the capital stock of the bank; restructuring of the commercial area.

Since April 2011

New Credit Policy

New policy focused on analyzing the operating capacity of the company to honor its obligations versus the previous policy focused more on collaterals (trade bills and banker padlock)

Since April 2011

Market Repositioning

Shift in the Bank's focus to higher quality companies: migration from 'low middle' to 'emerging companies' and 'corporate' segments, which involve lower risk and spreads.

Since April 2011

Agribusiness Focus

Focus on the agribusiness sector, given the expertise gained from operations involving agro bonds acquired from Sertrading. Currently, 26% of the Banco BI&P's credits are originated from the agricultural sector.

Strategic Restructuring | Step 1

Repositioning of the Core Business

From April 2011 to October 2012 the focus was on repositioning our core business

Human Resources

- New variable compensation structure
- 360° Assessment and Individual Career Plan
- ABCD forced curve
- Internship program with 40 interns
- Internal climate survey and teams focused on the main challenges
- Trainee Program (10 candidates selected from 3,500 applicants)

Commercial

- Development of Business Intelligence Unit (BI) for market monitoring
- Reports of visits, conversion indexes, pipeline, backlog
- Commercial & Credit team integration: new processes
- Upgraded 85% of sales force
- Higher volumes of visits and portfolio per officer
- Implementation of CRM (Salesforce.com) system

Products and Corporate Finance

- New products and derivatives teams
- Launch of a wide array of new products, as well as a client derivatives desk
- Complete integration with the commercial department
- Revenue from services already represents more than 20% of the total BI&P's revenues

Improvements in Control Procedures

- Significant investments in infrastructure and equipment
- New business intelligence (COGNOS – BI) and CRM (Salesforce.com) platforms in deployment stage

Treasury and Proprietary positions

- Coordination of market risk and pricing of products for clients in domestic and international markets: interest rate in R\$ and US\$, interest rate futures and options, currencies and commodities, inflation indices and spot FX
- Management of proprietary positions: domestic and international markets for interest rate futures and options, currencies, stocks, price indexes; spot: currencies, sovereign bonds and stocks.

Strategic Restructuring | Step 2

Investment Banking and Gain of Scale

From October 2012 to November 2013 our focus was on strengthening our corporate finance activities, gains of scale and diversification of our funding base

February 2013

**Acquisition of
IB Team**

Acquisition of Voga (investment bank boutique), fully integrated as of May 2013, with the distribution team strengthened

March 2013

Additional ALL

Additional allowance for loan losses amounting to R\$111 million, for loans granted prior to April 2011 under the previous credit policy

March 2013

Capital Increase

Capital increase of R\$90 million, subscribed by Warburg Pincus, controlling shareholders and the market

June 2013

**Banco InterCap
Acquisition**

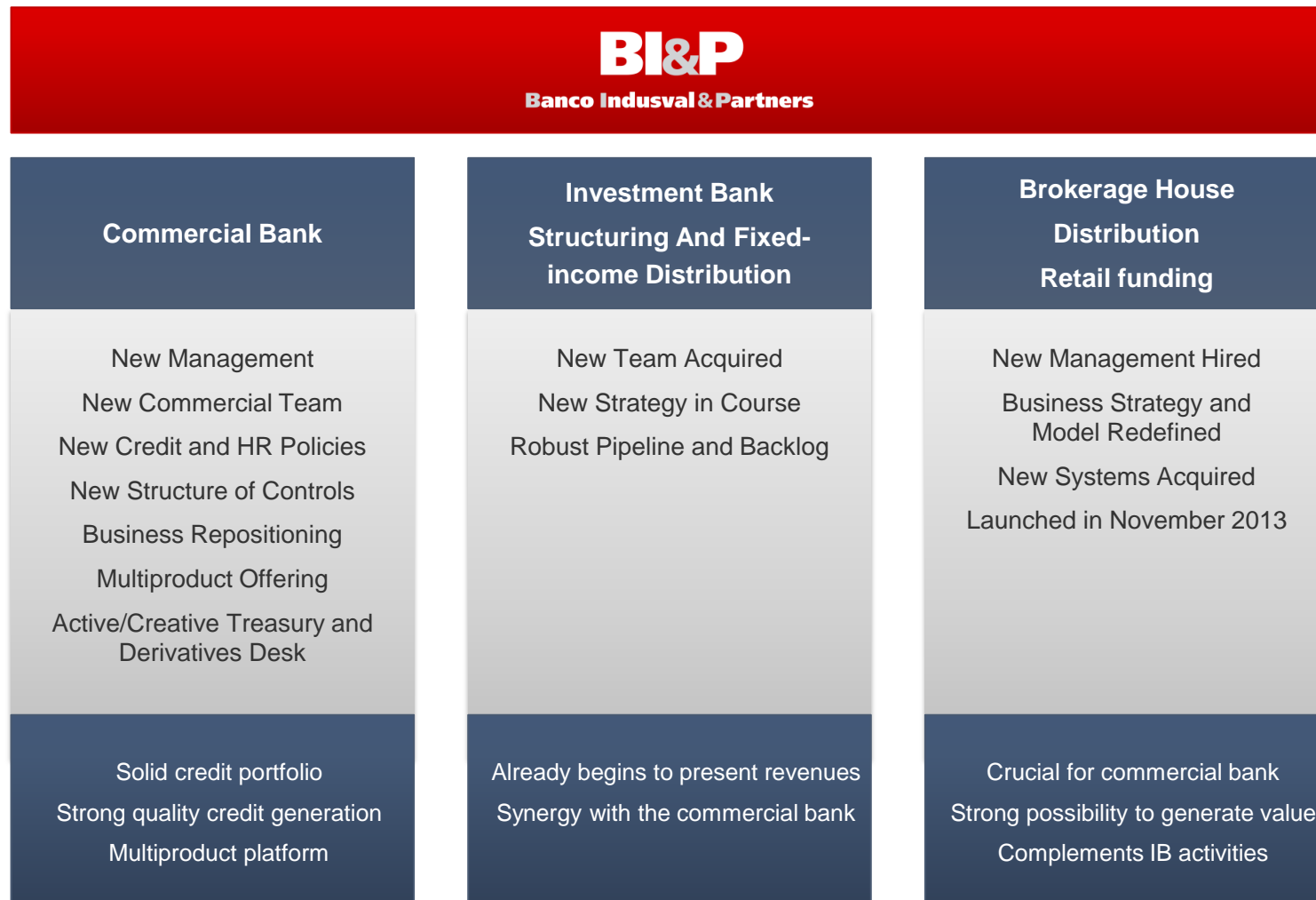
Acquisition of Banco InterCap, with Mr. Afonso Antonio Hennel (Grupo Semp Toshiba) and Mr. Roberto de Resende Barbosa (NovAmerica/Cosan) joining the board of directors and the controlling group

November 2013

**Launch of
Guide
Investimentos**

Restructuring of the brokerage house Indusval Corretora, expanding the distribution base with an open business design, to institutional and high income individuals.

Banco BI&P Strategic Layout



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Our Pillars

Incentive posturing as responsible for economic development, support citizenship and respect for the environment

Clients

Economic

BI&P's business sustainability is directly connected with initiatives, ethics and results produced by its different stakeholder groups.

Just as its clients' financial health is important for its business, BI&P has to have an ethical and committed team with great expertise to achieve success.

Social

BI&P developed and sponsored projects that benefited over 43,500 children, youth, adults, and educators directly.

BI&P sponsors educational, sports, cultural, community development, environmental, and income generation projects.

Ambiental

BI&P values the sustainable development of its business and hence takes the environmental impacts of its clients' activities into consideration while granting loans.

It evaluates the social and environmental responsibilities of companies with regard to compliance with their duties and obligations towards society in general and respect to the environment, as well as actions taken by them to preserve the environment.

Environmental policy applies to all the Banco BI&P's pillars

Social BI&P

Since its inception, BI&P seeks to contribute to the improvement of Brazilian society through social investments focused on education and citizenship. We support five social organizations that operate within our focus and are situated in the south of the city of São Paulo

Projeto Arrastão

It's a huge non-governmental organization, care about pedagogical, social and cultural matters and it benefits on average 6,500 people.

Parceiros da Educação

Promotes and monitors partnerships between corporations/entrepreneurs and public schools to improve public education and increase students' learning.

Criança Brasil

Founded with the union of Slum Dwellers Jardim Panorama, who realized that there was not an appropriate place for children to stay while their family went out to work. In total, 580 children and adolescents are currently served.

Obra do Berço

Gives immediate assistance to women who became pregnant without support from mates or family, therefore without the basic conditions for their children's education.

ICE

Founded by a group of businessmen in the late 90s, the ICE - Institute of Corporate Citizenship - is a civil society organization whose mission is to articulate transformers leaders for social development.

Partners do Bem



To strengthen its commitment to society, Banco BI&P launched the social responsibility program “Partners do Bem”, through which BI&P, in partnership with its employees, aims to narrow the social gap through assistance provided to charitable institutions.

- The program “Partners do Bem” was launched in March 2014, with 133 employees joining it in the first month. The beneficiary institutions are AACD, Acridas, Centro Infantil Boldrini, Criança Brasil, Doutores da Alegria, GRAAC, Obra do Berço, Parceiros da Educação, Projeto Arrastão, and Villa São Cotelengo.
- Jair and Luiz, BI&P’s co-CEOs, and Manoel, chairman of the board of directors, who support Parceiros da Educação, Projeto Arrastão, and Criança Brasil, respectively, will match employees’ contributions, that is, for each 1 BRL donated by the employees to these projects, Jair, Luiz, and Manoel will donate the same amount to the institutions supported by them.
- Furthermore, Banco BI&P invests in volunteering to constantly encourage employee participation. The highlight of the quarter was the McHappy Day campaign in partnership with the GRAAC.

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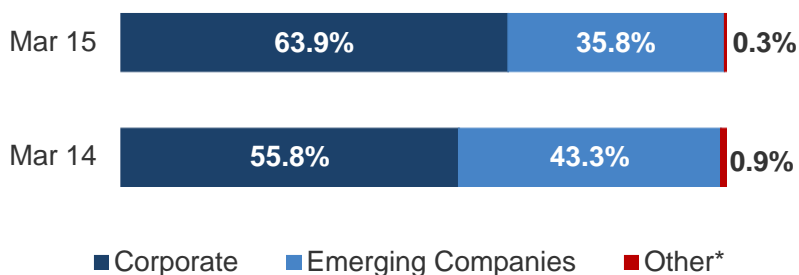
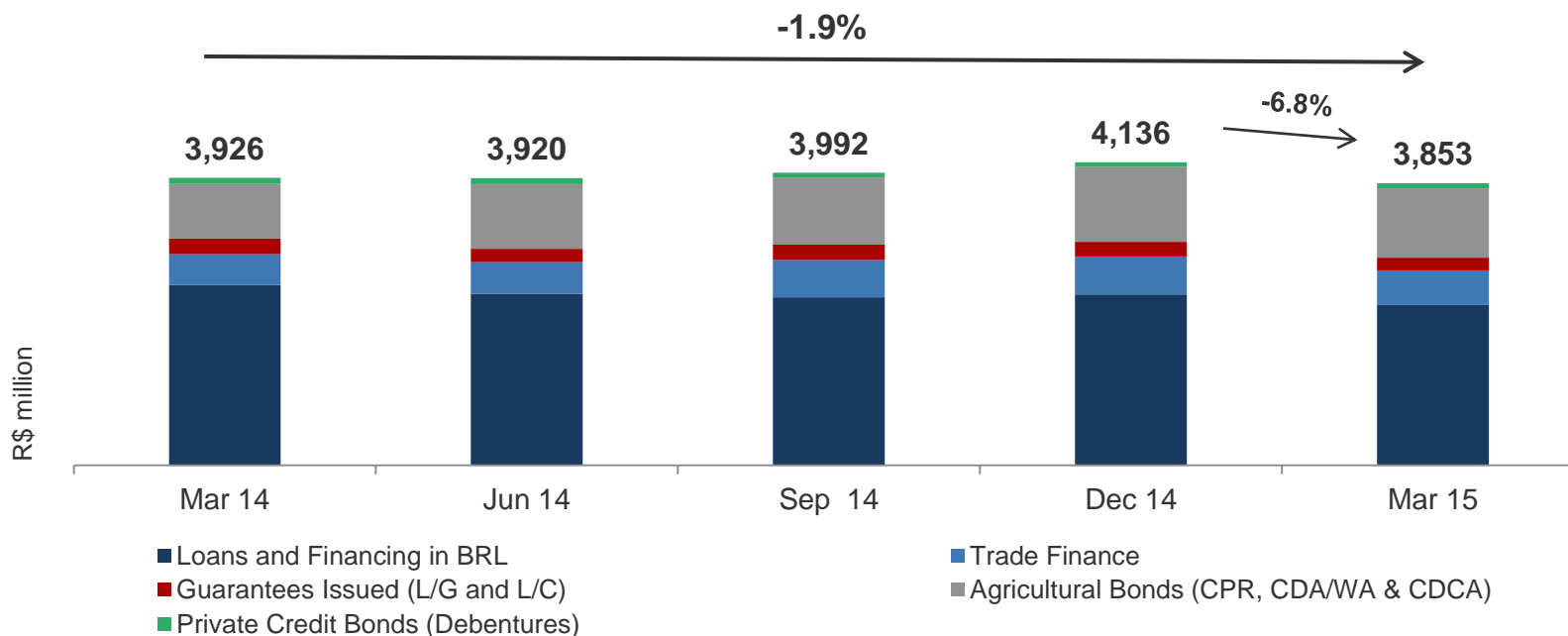


Highlights

- ▲ **Expanded Credit Portfolio** totaled R\$3.9 billion, -6.8% in the quarter and -1.9% from March 2014, reflecting the more conservative credit policy adopted by the Bank in light of the macroeconomic scenario and preparation of the balance sheet of BI&P for the launch of the operation with Lojas Renner, expected to initiate in the coming months.
- ▲ During 1Q15, we **originated loans** of R\$1.2 billion, of which R\$707 million were loan renewals and R\$457 million were fresh loans in the quarter, proving the tremendous asset generation capacity of the commercial area.
- ▲ **Loans rated between AA and B** corresponded to 92% of the expanded credit portfolio, compared to 90% in March 2014. Of the loans granted in the quarter, 95% were rated between AA and B, reflecting the Bank's focus on preserving the quality of its loan portfolio
- ▲ The **Corporate and Emerging Companies segments** accounted for 64% and 36%, respectively, of the expanded credit portfolio, compared to 56% and 43%, respectively, in March 2014, in line with our more conservative lending policy.
- ▲ **Managerial ALL expense** in the last 12 months corresponded to 1.09% of the expanded credit portfolio (0.97% in 4Q14), coming within the Management's expectations.
- ▲ In line with the reduction in the expanded credit portfolio, **Funding** totaled R\$4.1 billion, -7.2% in the quarter and +3.6% in 12 months. We continued to diversify our depositor base through partnerships with more than 75 brokerages, distributors and independent investment agents, and closed the quarter with a depositor base of over 13,800 depositors (5,860 in March 2014). **Free Cash** totaled R\$662.0 million at the end of 1Q15.
- ▲ **Income from services rendered and Tariffs** totaled R\$11.6 million in 1Q15, -17.1% in the quarter, due to lower fee income generated by the commercial banking operation and from the investment banking division, but +5.0% from 1Q14, mainly due to revenue from Guide Investimentos.
- ▲ **Guide Investimentos**, our investments and distribution arm, announced one more important partnership: with SLW Corretora, a securities broker that has been operating in the Brazilian financial markets for more than 40 years. This alliance is the result of the successful model of partnerships, which has brought a sizeable client and asset base under the management of Guide, and has also brought value to BI&P by the extensive distribution network for our funding products. Once the already contracted migrations are concluded, we expect to Guide will have assets under management of R\$4.0 billion, compared to R\$0.9 billion in 1Q14.
- ▲ With regard to **expenses**, the Bank's personnel expenses decreased 14.5% in the quarter and by 21.4% from 1Q14. The workforce of BI&P decreased slightly by 2.6% from the previous quarter and by 21.0% from 1Q14, as a result of the adjustments made throughout last year. The Bank's administrative expenses decreased by 5.6% in the quarter and 6.1% from 1Q14 due to the continuous strict control over expenses.
- ▲ **Net Result** in the quarter was a loss of R\$6.7 million, up 31.7% compared to 1Q14, but far below the Bank's potential. The quarterly Result was still impacted by the need for economies of scale, considering our risk appetite and its direct effects on the spread on loan operations, and the still negative contribution from Guide Investimentos on account of the recent investments in that platform.

Expanded Credit Portfolio

Contraction of 6.8% in the quarter in line with a more conservative approach

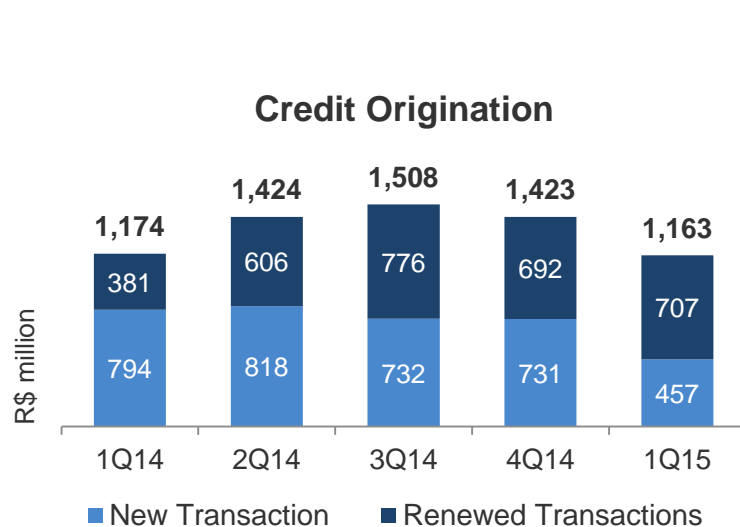
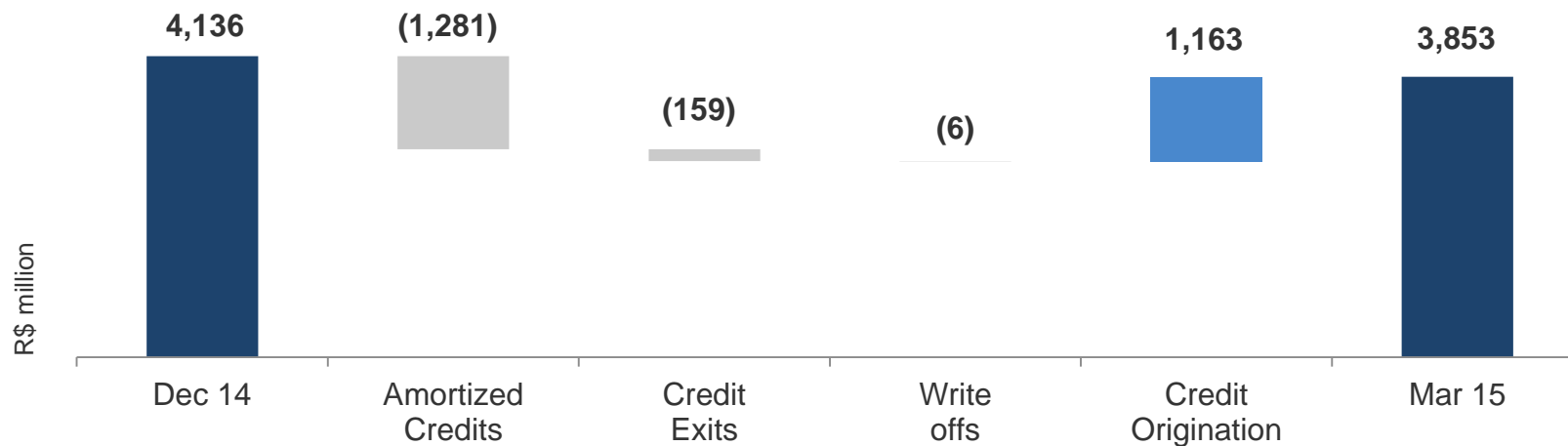


Average Exposure per Client R\$ mm	Mar 14	Dec 14	Mar 15
Corporate	8.6	11.2	11.6
Emerging Companies	2.9	3.2	3.2

* Other Credits include Non-Operating Asset Sales Financing, Consumer Credit Vehicles, and Acquired Loans.

Expanded Credit Portfolio Development

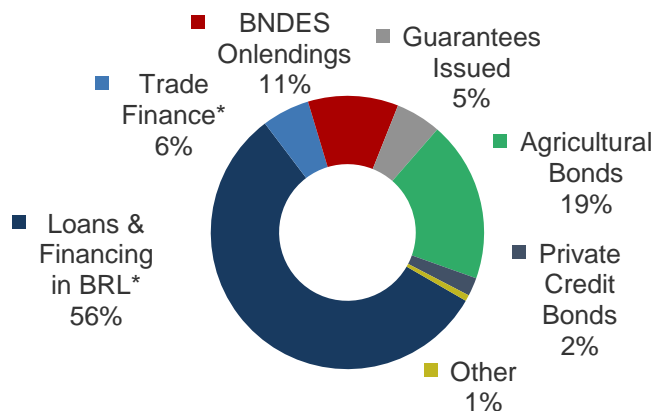
Continuously focusing on higher quality assets



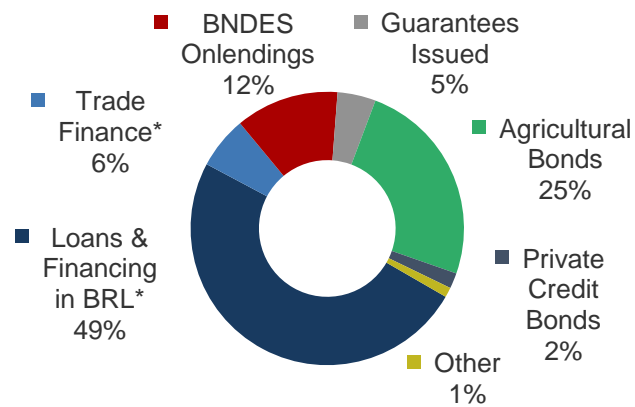
98% of the new transactions in the last 12 months are classified between AA and B

Expanded Credit Portfolio

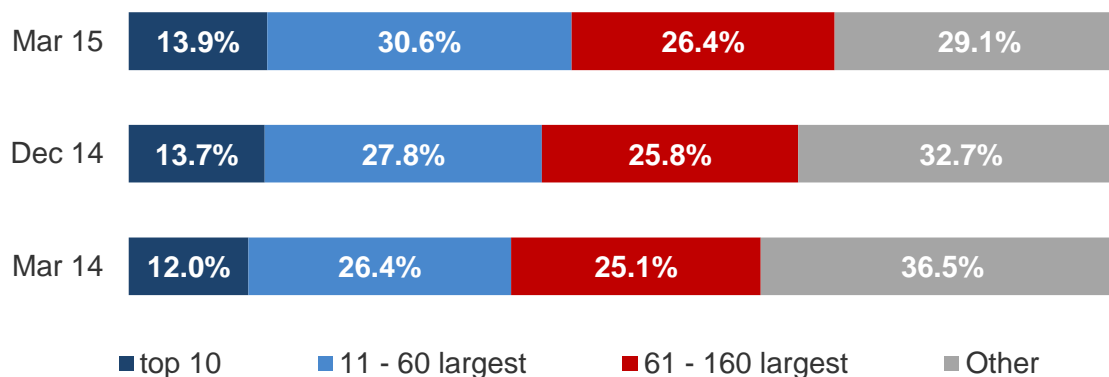
March 2014



March 2015



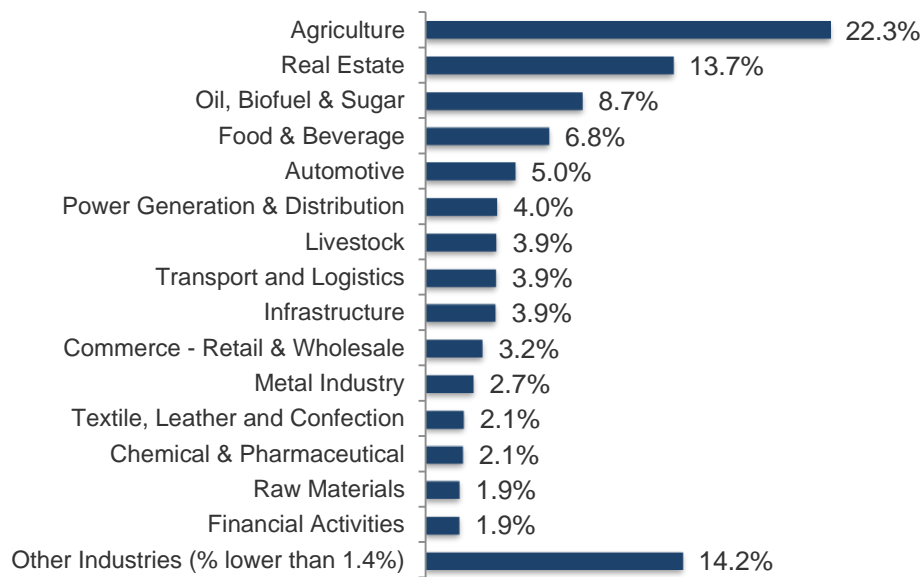
Client Concentration



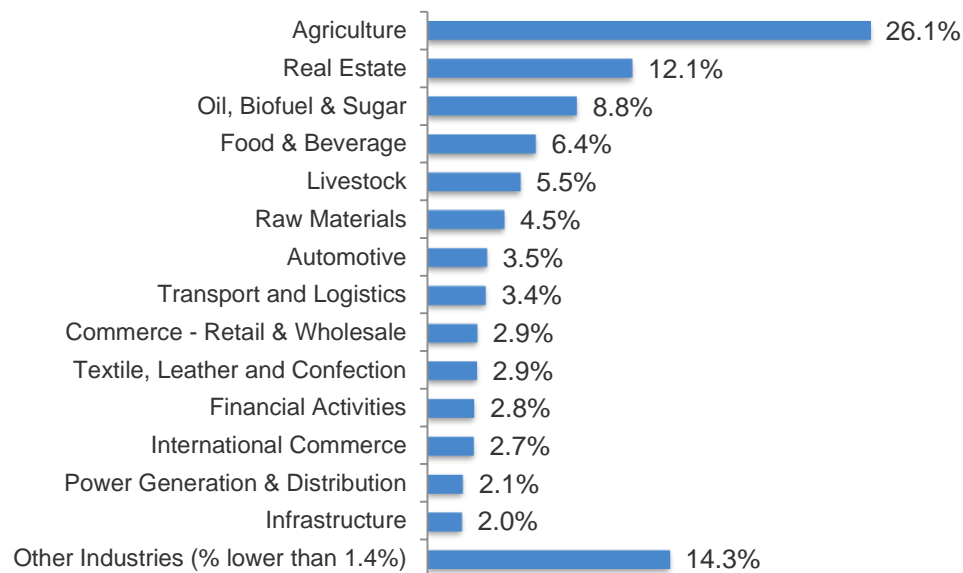
Expanded Credit Portfolio

Distribution by economic sector

March 2014

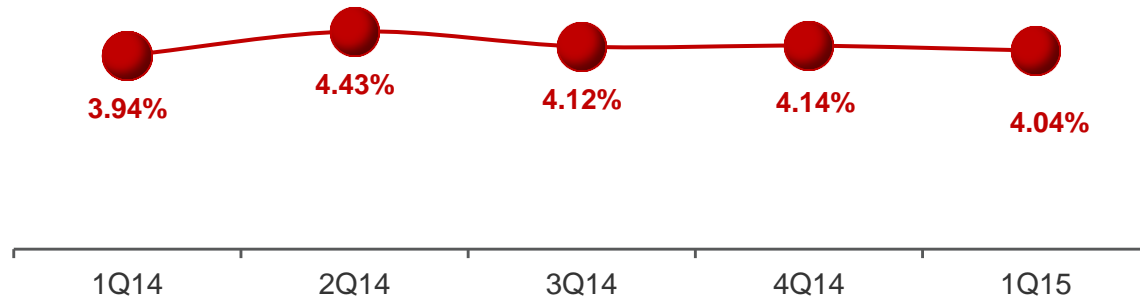


March 2015



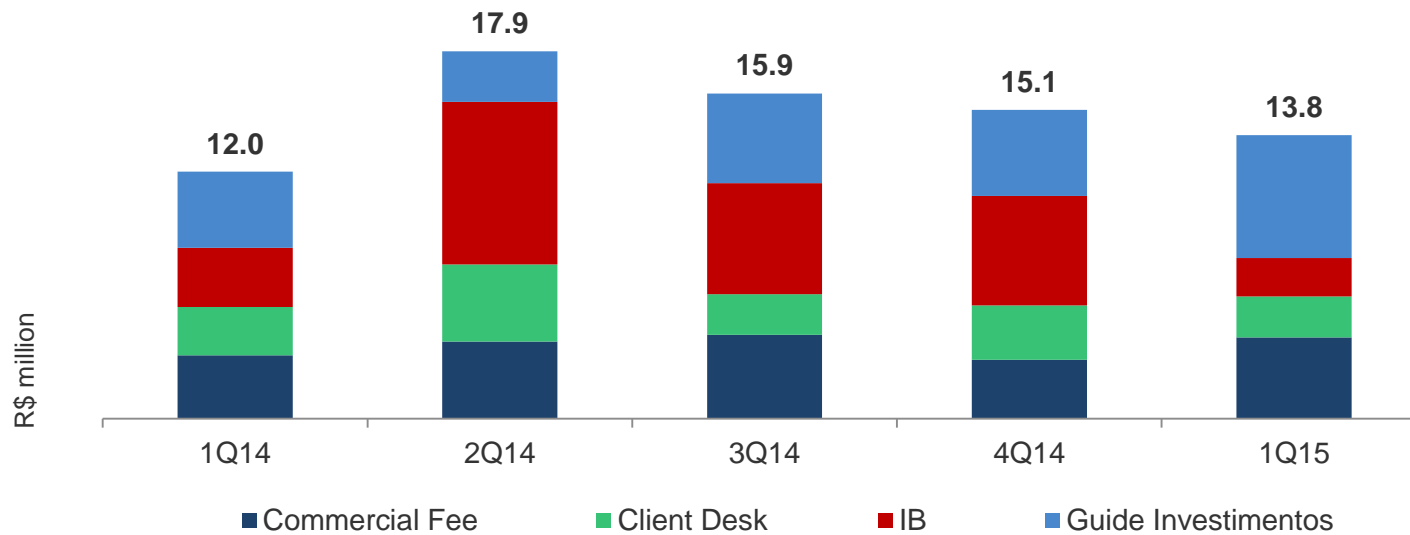
Net Interest Margin (NIM)

Managerial NIM with Clients



Managerial Net Interest Margin with Clients was 4.04% in 1Q15 (4.14% in 4Q14) especially due to the fewer working days in the quarter

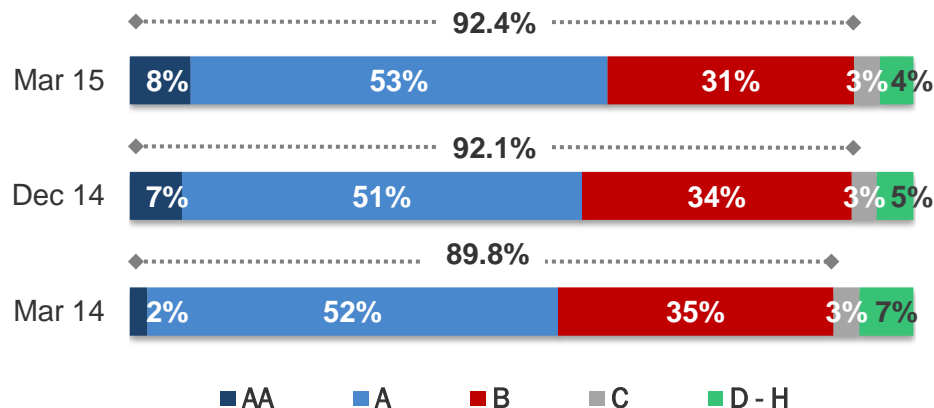
Fees, Client Desk, IB and Brokerage Revenues



M&A and fixed income operations totaling nearly R\$160 million were concluded in the quarter and the number of proposals/mandates has increased constantly. We currently have 34 ongoing mandates.

Expanded Credit Portfolio Quality

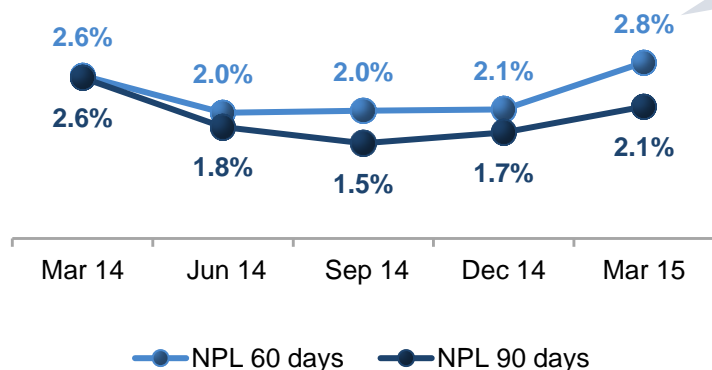
95% of loans granted in the quarter were rated from AA to B



Credits rated between D and H totaled R\$165.3 million at the end of 1Q15

- R\$87.7 million (53% of the expanded credit portfolio between D-H) in normal payment course
- Credits overdue +60 days amount to R\$59.2 million
- Additional ALL not allocated balance = R\$16.9 million

Delinquency (NPL)



2.1% excluding just one client, who was in arrears but had settled his operations in April

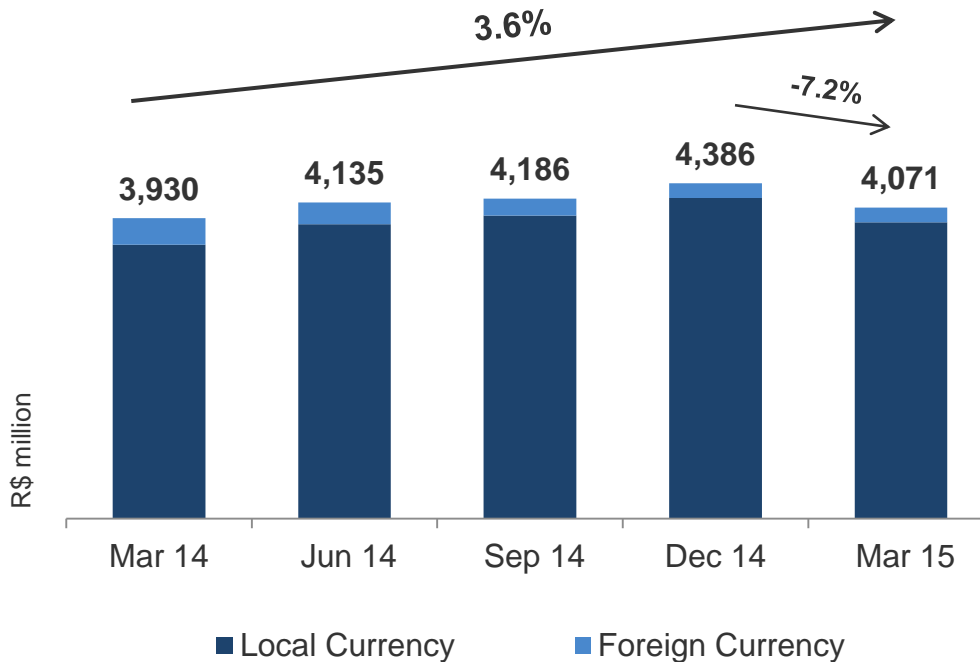
Managerial ALL Expense ¹



¹ Managerial ALL Expense = ALL expense + Discounts granted upon settlement of loans – Revenues from recovery of loans written off + Adjustments due to the shareholders' agreement at the time of acquisition of Banco Intercoop and to credit assignments.

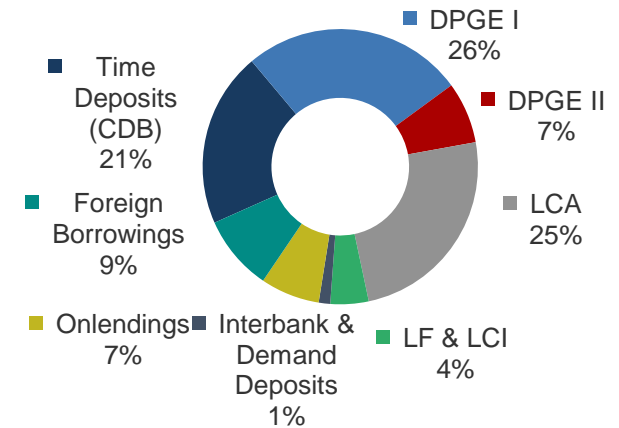
Funding

Product mix helps with cost reduction

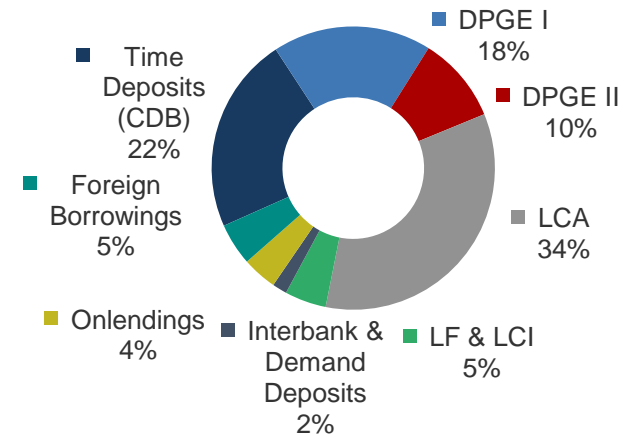


Funding products are distributed to more than 13,800 depositors

Mar 14



Mar 15



Agribusiness letters of credit, Real estate letters of credit and Bank notes are represented, respectively, by LCA, LCI and LF. Insured time deposits are represented by DPGE. DPGE I and II are two types of DPGE and differ in cost and framework.

ACQUISITIONS

- Omar Camargo: R\$500 million of AUM and 1,320 active clients
- Geraldo Correa: R\$300 million of AUM and 702 active clients
- Bullmark: R\$600 million of AUM e 1,080 active clients
- SLW: R\$1,900 million of AUM. Migration process initiated in April.

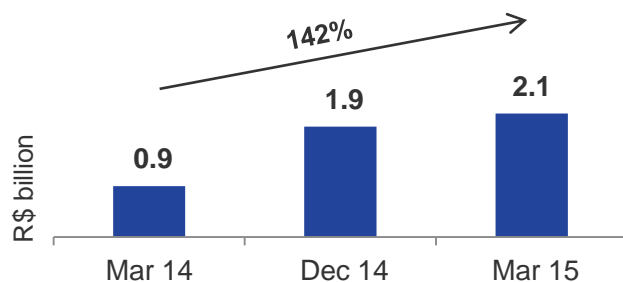
INDICATORS

- Expectation of R\$4,0 billion of assets under management after the migration process of SLW is concluded
- 10,000 active clients are expected after the migration process of SLW is concluded

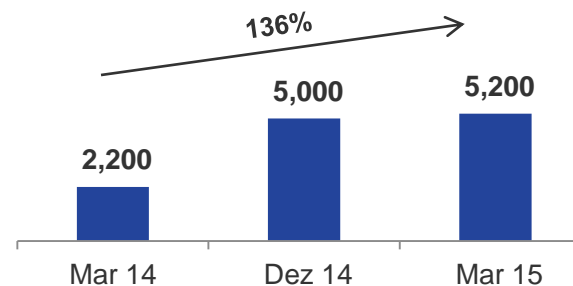
GUIDE'S CLIENT EXPERIENCE

- Open investment platform: selection of the best products available in the market
- Impartial approach: single fee charged on AUM
- Innovative suitability analysis process: personal documents not required to open an account

Assets under Management (AUM)

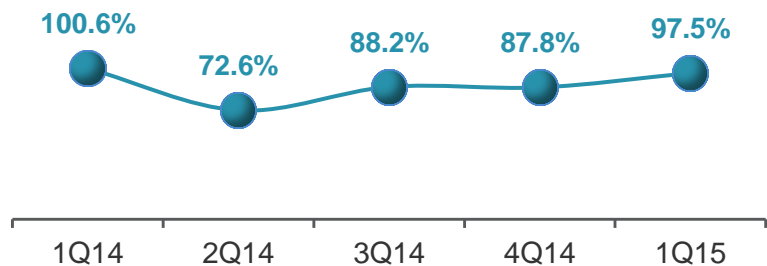


Active Clients



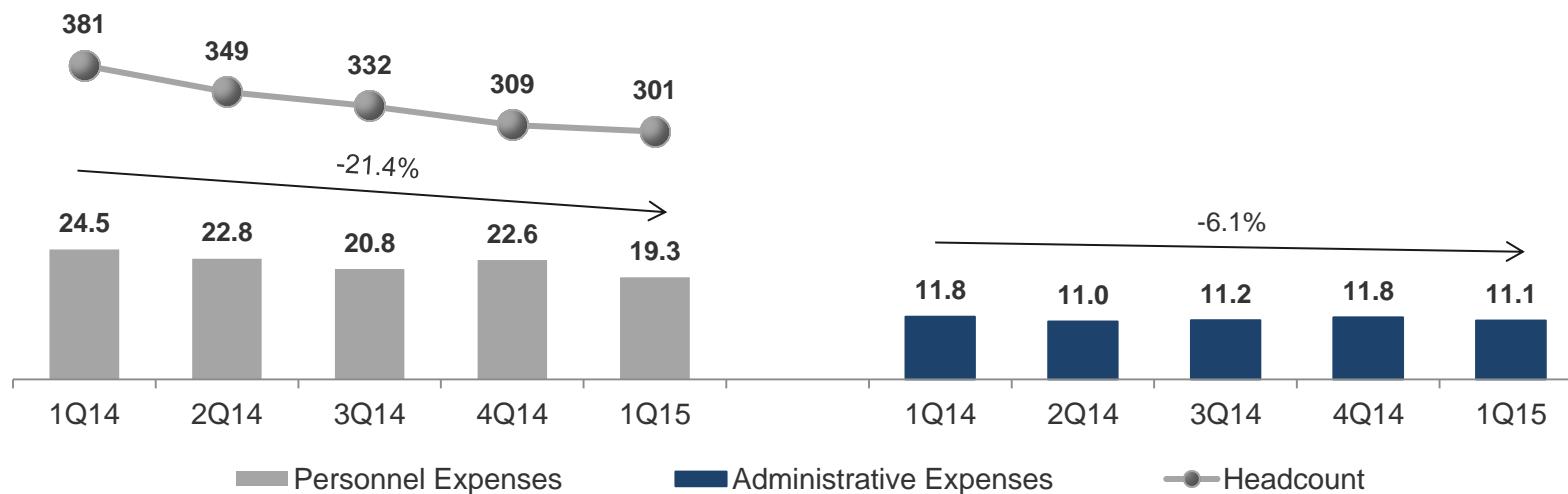
Efficiency Ratio

Efficiency Ratio *



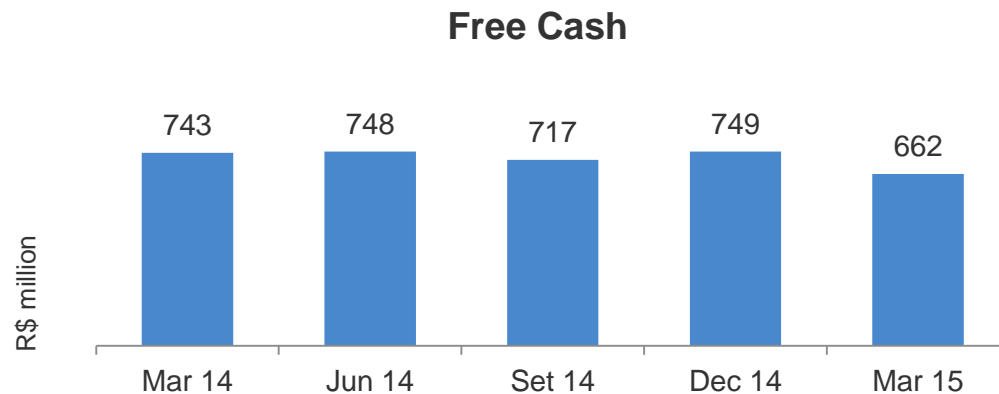
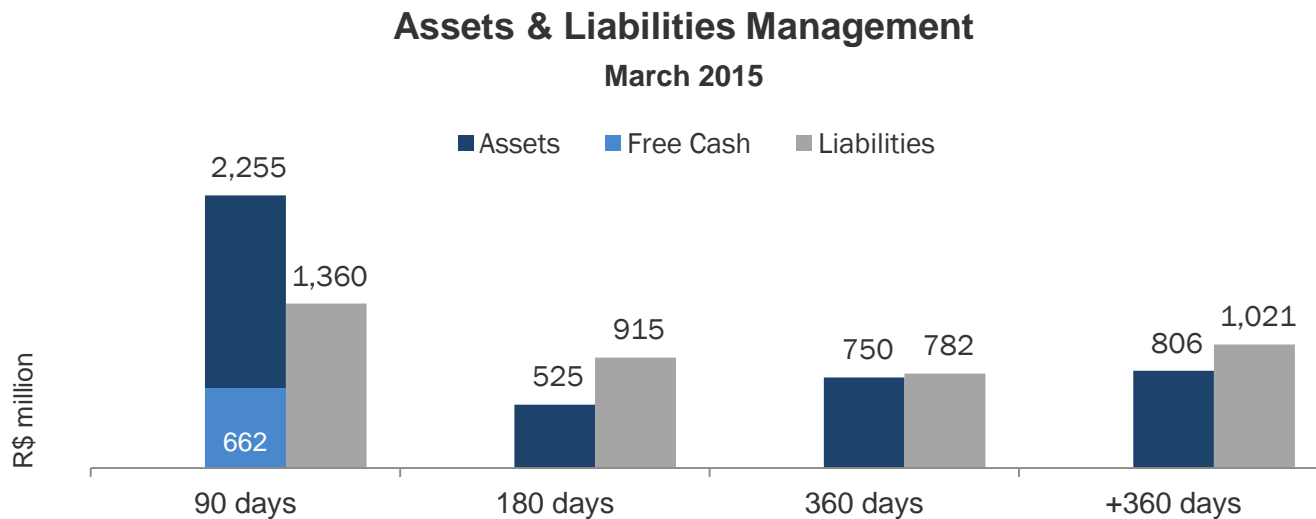
- **Personnel Expenses:** decrease of 21.4% in personnel expenses from 1Q14 and reduction of 17.4% in headcount
- **Administrative Expenses:** reduction of 5.6% in the quarter and 6.1% from 1Q14

Personnel and Administrative Expenses*



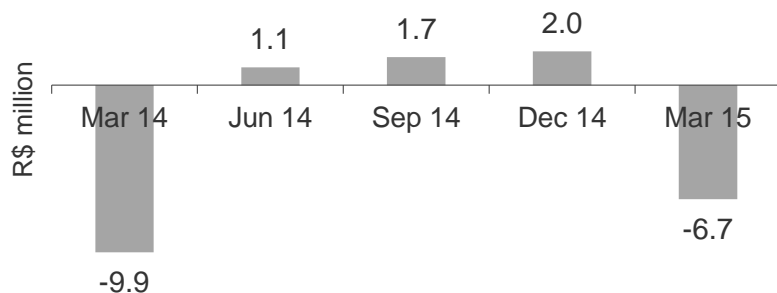
* Information based on the managerial income statement of the financial conglomerate without Guide Investimentos.
Details in the 1Q15 Earnings Release.

Assets and Liabilities Management

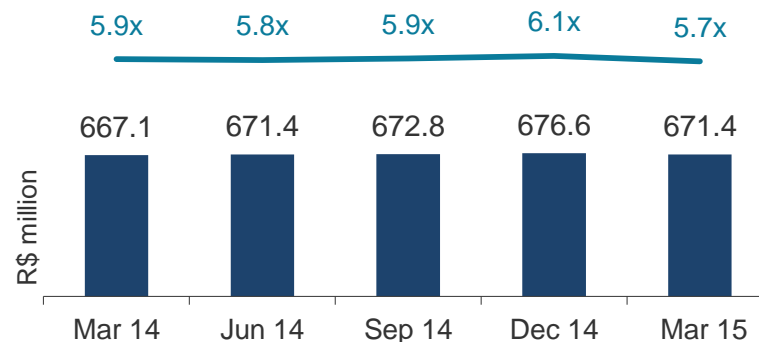


Profitability, Capital Structure & Ratings

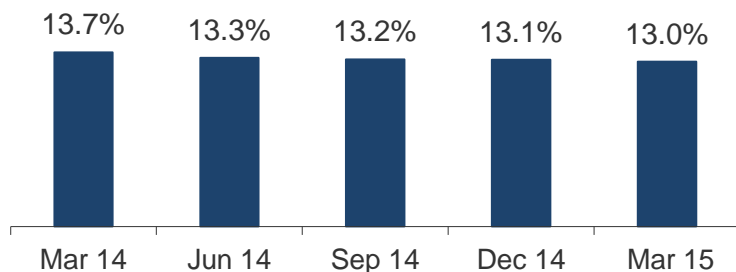
Net Result



Shareholders' Equity and Leverage



Basel Index (Tier I)



Agency	Rating	Last Report
Standard & Poor's	Nacional: brA-/Negative/brA-2 Global: BB-/Negative/B	Apr 2015
Moody's	Nacional: Baa2.br/Stable/BR-3 Global: B1/Stable/Not Prime	Mar 2015
Fitch Ratings	Nacional: BBB-/Stable/F3	Sep 2014
RiskBank	Index: RiskBank: 9.96 Low Risk Short Term Disclosure: Excellent	Jan 2015

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Disclaimer

This presentation may contain references and statements representing future expectations, plans of growth and future strategies of BI&P. These references and statements are based on the Bank's assumptions and analysis and reflect the management's beliefs, according to their experience, to the economic environment and to predictable market conditions.

As there may be various factors out of the Bank's control, there may be significant differences between the real results and the expectations and declarations herewith eventually anticipated. Those risks and uncertainties include, but are not limited to our ability to perceive the dimension of the Brazilian and global economic aspect, banking development, financial market conditions, competitive, government and technological aspects that may influence both the operations of BI&P as the market and its products.

Therefore, we recommend the reading of the documents and financial statements available at the CVM website (www.cvm.gov.br) and at our Investor Relations page in the internet (www.bip.b.br/ir) and the making of your own appraisal.

