

A warm-toned photograph of a desk with financial documents, a pen, and a calculator. The scene is bathed in a golden-orange light, creating a professional and focused atmosphere. In the foreground, a black pen with silver accents lies diagonally across a document featuring a line graph and a bar chart. To the right, a calculator is partially visible. The background shows more papers and a laptop, all slightly out of focus. A dark semi-transparent rectangle in the bottom right corner contains the text for the presentation.

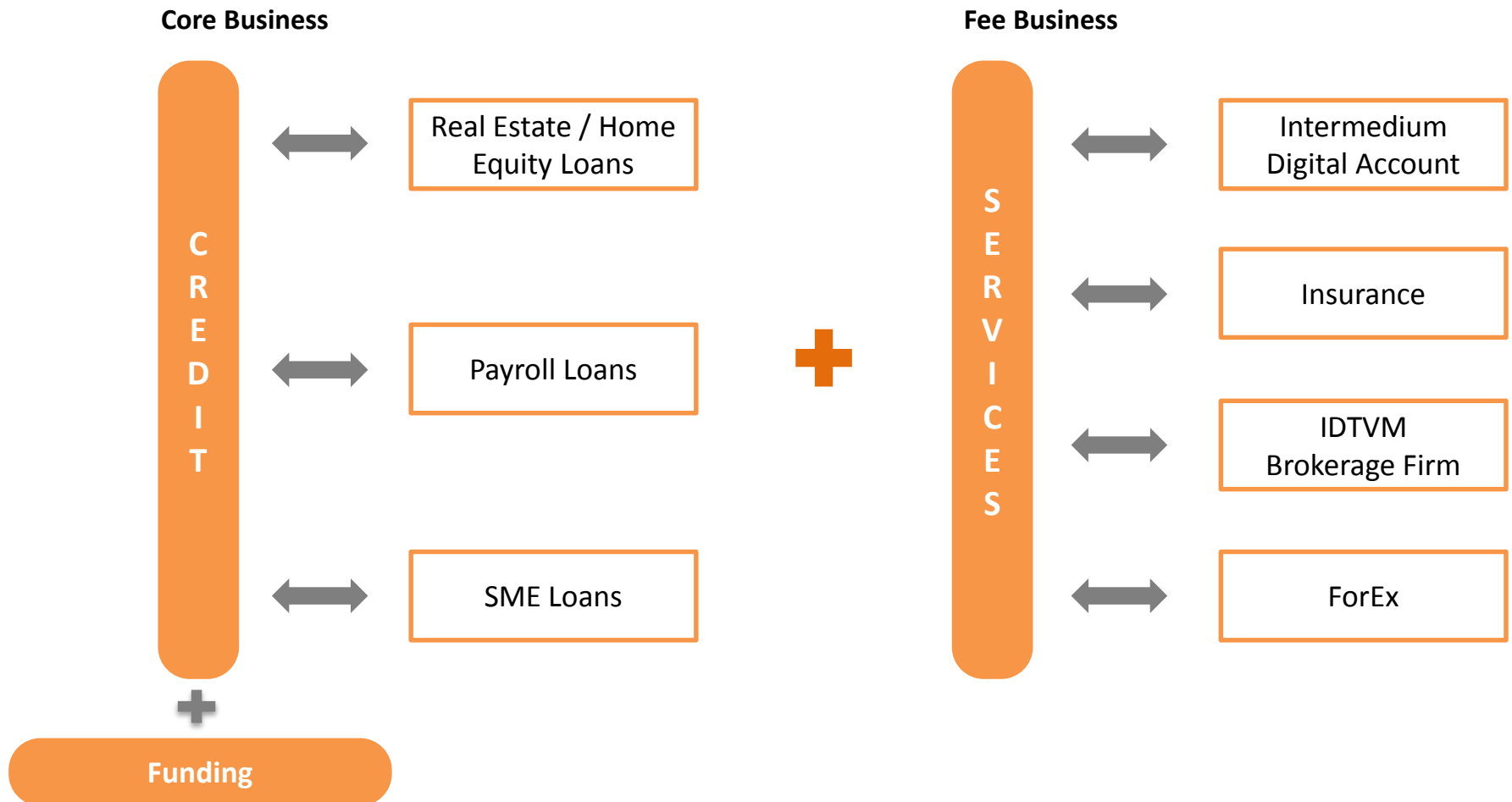
# **Institutional Presentation**

Banco Intermedium S.A.

2Q16

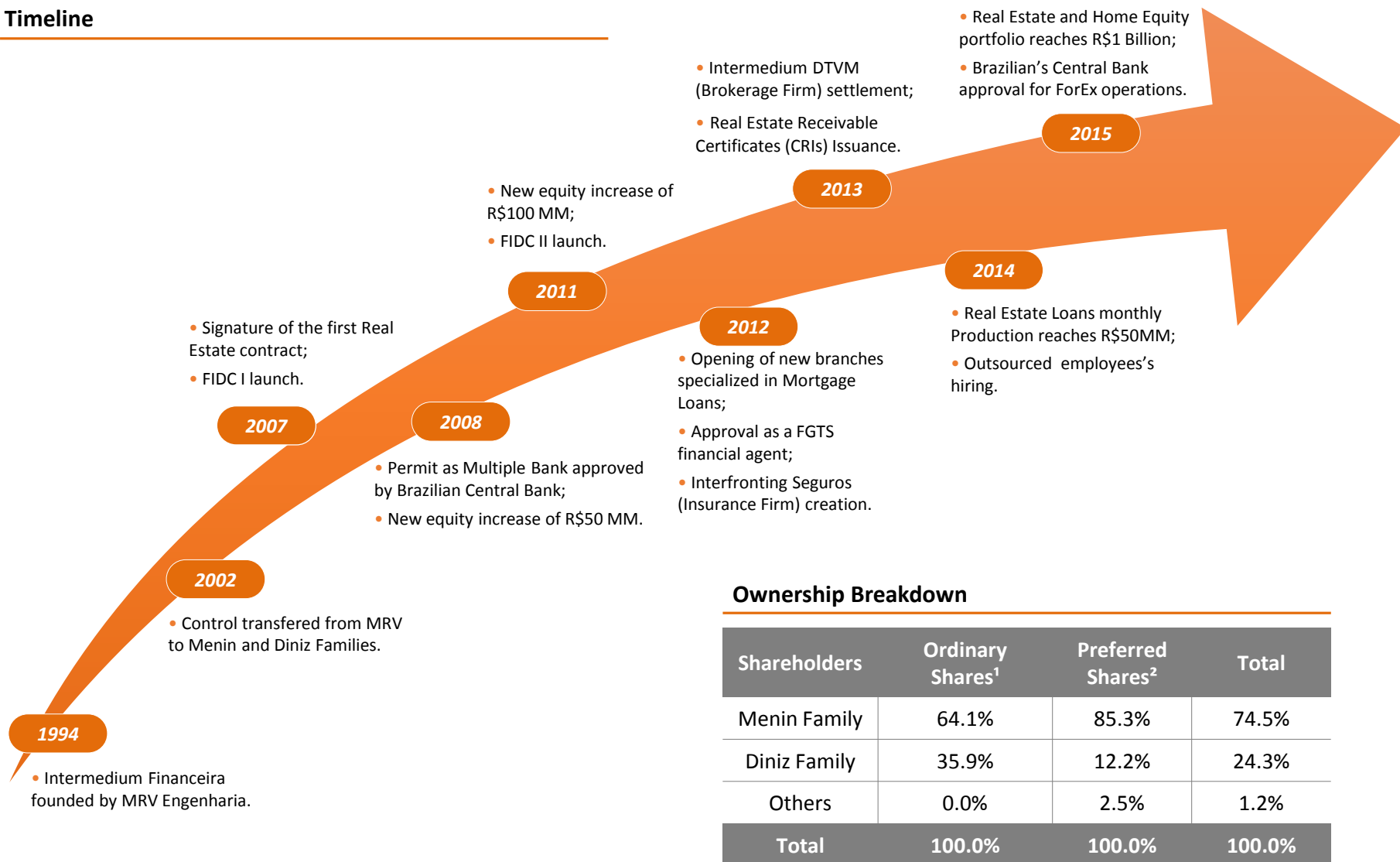
# Intermedium at a Glance

- ✓ Diversified bank with 22 years of experience in the financial market.
- ✓ Solid capital structure and conservative management.
- ✓ Expertise in the following operations:



# Timeline and Ownership Structure

## Timeline



## Ownership Breakdown

Shareholders	Ordinary Shares <sup>1</sup>	Preferred Shares <sup>2</sup>	Total
Menin Family	64.1%	85.3%	74.5%
Diniz Family	35.9%	12.2%	24.3%
Others	0.0%	2.5%	1.2%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

<sup>1</sup> 50.9% of the Capital.

<sup>2</sup> 49.1% of the Capital.

# Bank's Operating Structure

- ✓ Headquartered in Belo Horizonte with offices in São Paulo, Rio de Janeiro, Campo Grande, Curitiba and Salvador.
- ✓ Eletronic Channels (Virtual ore).
- ✓ Banking Correspondents, Internal Consultants e Sales Promoters.
- ✓ Real Estate and Home Equity loans concession in specialized branches.

## Branches Footprint:



- \* Barra da Tijuca
- \* Barueri
- \* Belo Horizonte (2)
- \* Cabo Frio
- \* Campinas
- \* Juiz de Fora
- \* Jundiaí
- \* Mogi das Cruzes
- \* Piracicaba
- \* Ribeirão Preto
- \* Rio de Janeiro
- \* Santos
- \* São Bern. do Campo
- \* São José do Rio Preto
- \* São José dos Campos
- \* São Paulo
- \* Sorocaba
- \* Uberlândia
- \* Vitória
- \* Balneário Camboriú
- \* Curitiba
- \* Florianópolis
- \* Londrina
- \* Porto Alegre
- \* Aracajú
- \* Fortaleza
- \* Maceió
- \* Natal
- \* Recife
- \* Salvador
- \* São Luís
- \* Teresina
- \* João Pessoa
- \* Brasília
- \* Campo Grande
- \* Cuiabá
- \* Goiânia
- \* Palmas

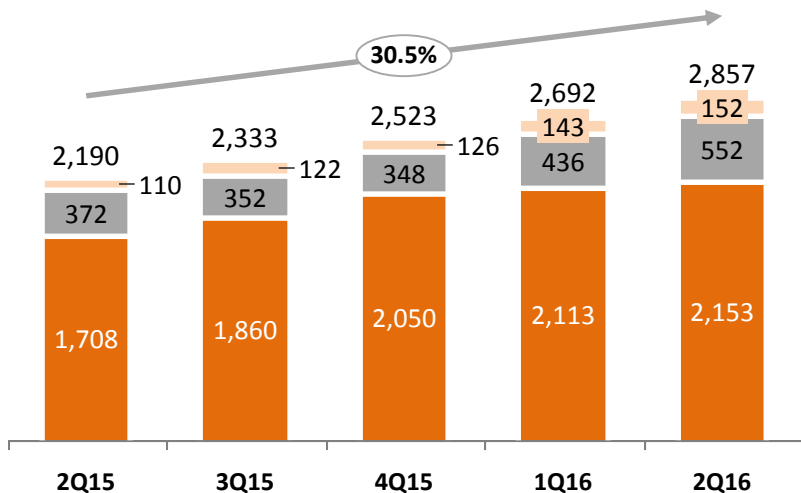
# Strategic Highlights

- ✓ Focus on increasing the concession of mortgage and home equity loans, consolidating Intermedium as a national reference in the segment;
- ✓ Strengthen the Digital Banking platform, a key driver for the growth of our fee business;
- ✓ Focus on the profitability of the SME and Payroll loans book, growing only in favorable market conditions;
- ✓ Active ALM, in order to keep liquidity and market risks under control;
- ✓ Funding strategy:
  - Increase the individual investor's base, lowering the dependence on large institutional investors;
  - Diversify the bank's funding, seeking long-term lines and greater adherence to Intermedium's credit portfolio - loan profile;
- ✓ Increase the volume of fee revenues through: Digital Account + Intermedium DTVM (Brokerage Firm) + Interfronting Seguros (Insurance) + ForEx;
- ✓ Maximize operating efficiency through modern management techniques and meritocracy;
- ✓ Maintain a comfortable capitalization level.

# Financial Highlights

## Assets

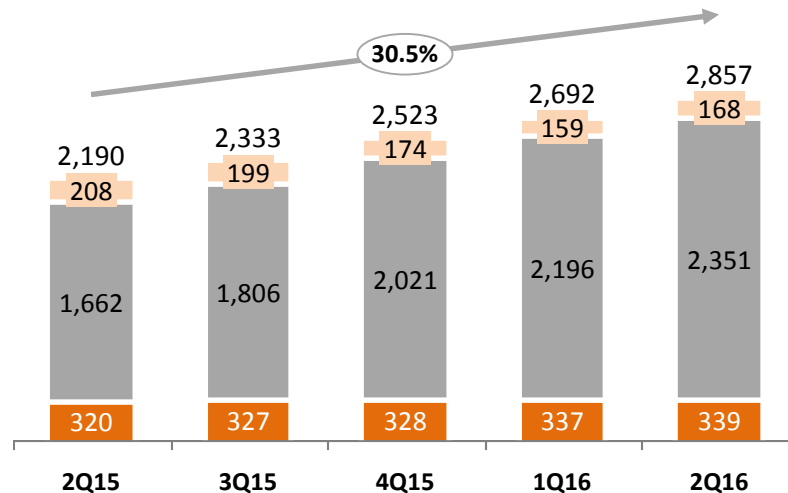
(R\$ MM)



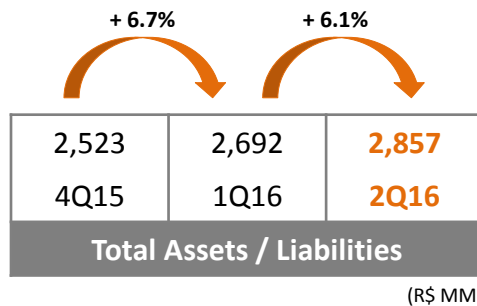
Others Marketable securities Credit Operations

## Liabilities

(R\$ MM)



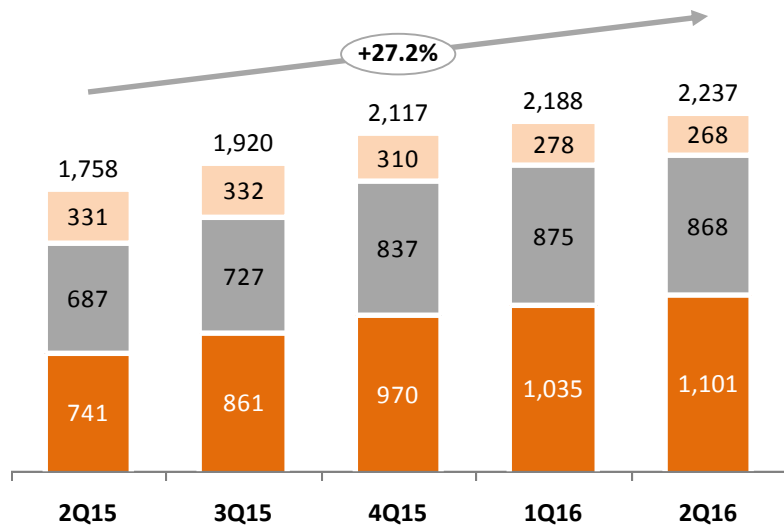
Others Funding Shareholders' Equity



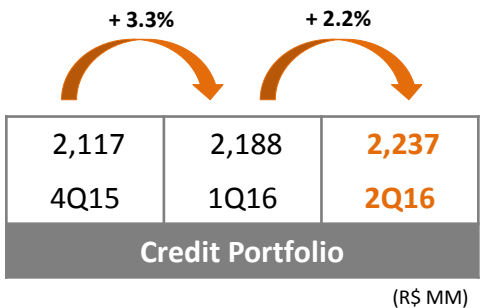
# Financial Highlights

## Credit Portfolio's Growth

(R\$ MM)

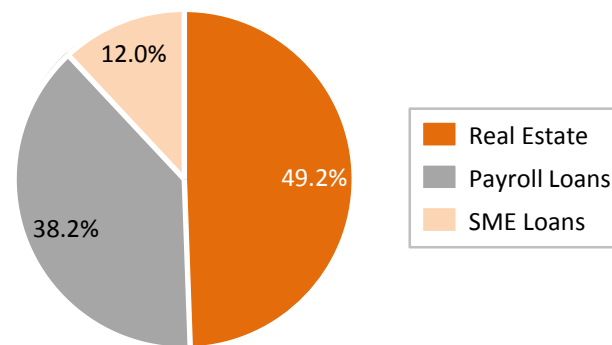


■ SME Loans   
 ■ Payroll Loans   
 ■ Real Estate and Home Equity Loans



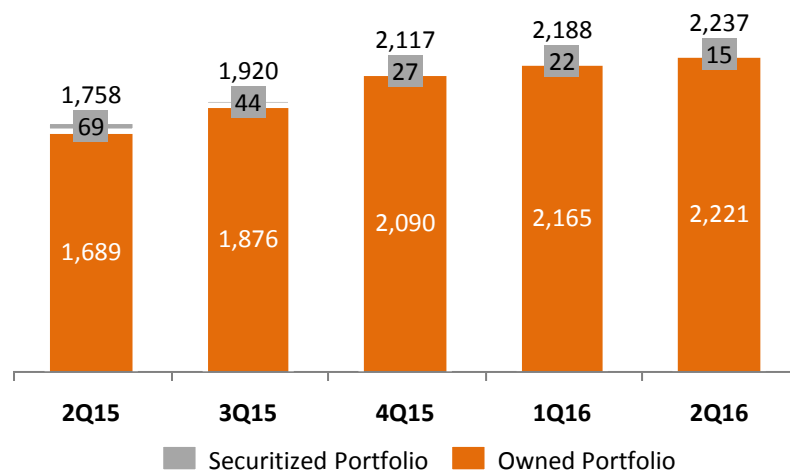
## Credit Portfolio Breakdown – 2Q16

(%)



## Owned vs Securitized Portfolio

(R\$ MM)

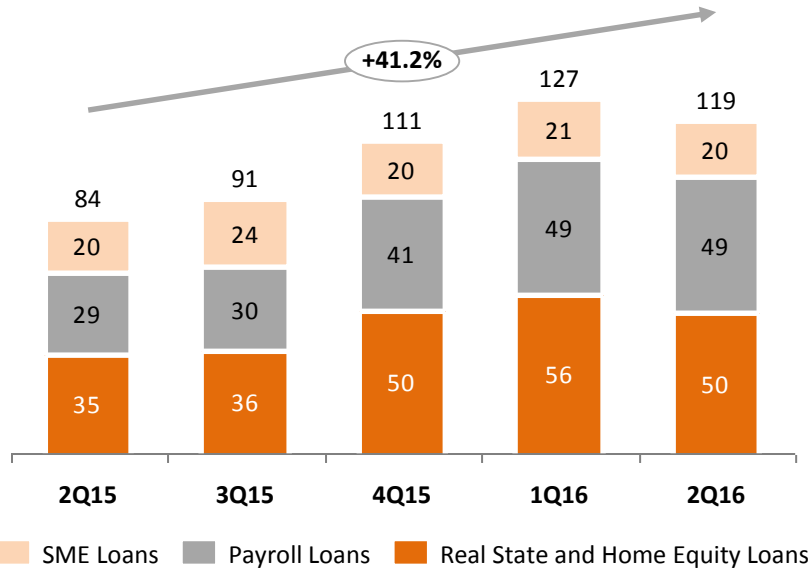


■ Securitized Portfolio   
 ■ Owned Portfolio

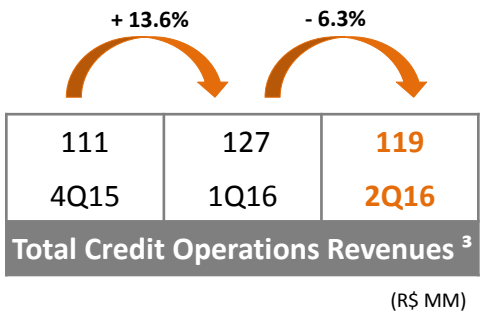
# Revenues

## Credit Operations Revenues <sup>3</sup>

(R\$ MM)



<sup>3</sup> Comissions and equalizations deducted.



## Credit Portfolio's Concentration – 2Q16

(%)

Risk Concentration	
Highest risk	0.4%
10 higher risks	3.0%
20 higher risks	4.8%
50 higher risks	8.3%
100 higher risks	12.1%

## Credit Portfolio's Number of Clients – 2Q16

(units)

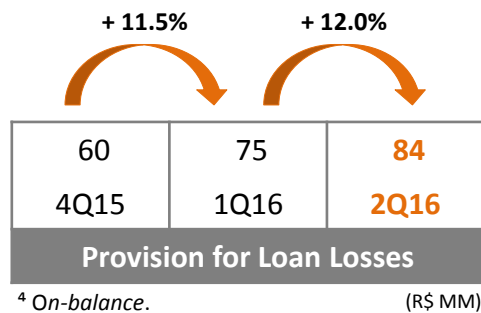
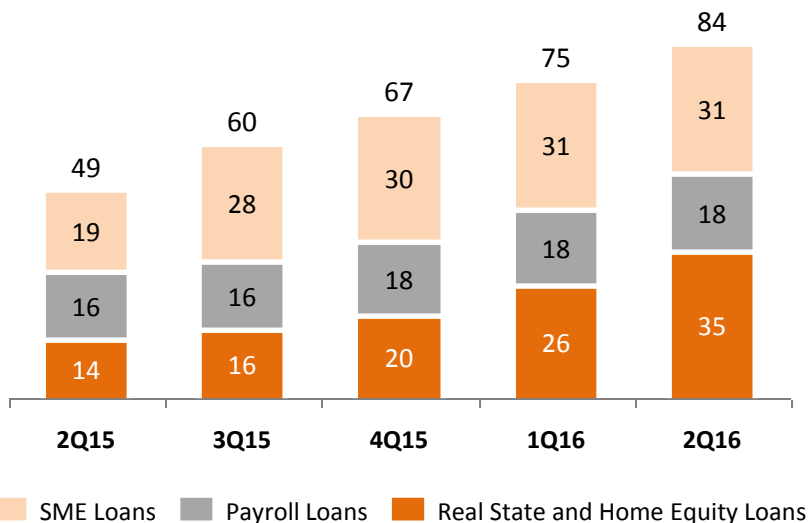
Number of Active Clients	
Real Estate and Home Equity Loans	5,095
Payroll Loans	224,157
SME Loans	503
<b>Total</b>	<b>229,754</b>



# Credit Portfolio - Loans

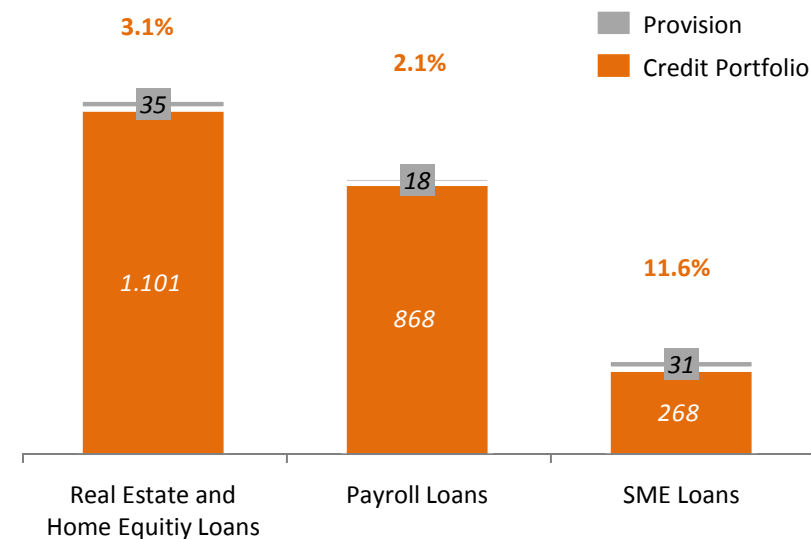
## Evolution of Provision for Loan Losses<sup>4</sup>

(R\$ MM)



## Credit Portfolio - Loan vs Provision – 2Q16

(R\$ MM)



## Credit Portfolio - Loan's Quality<sup>5</sup> – 2Q16

(R\$ MM / %)

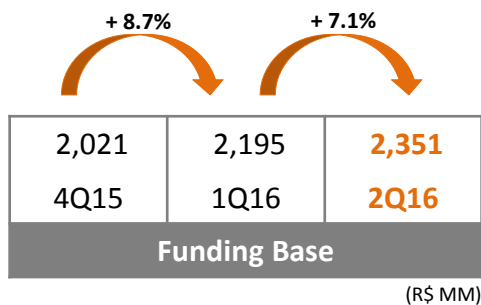
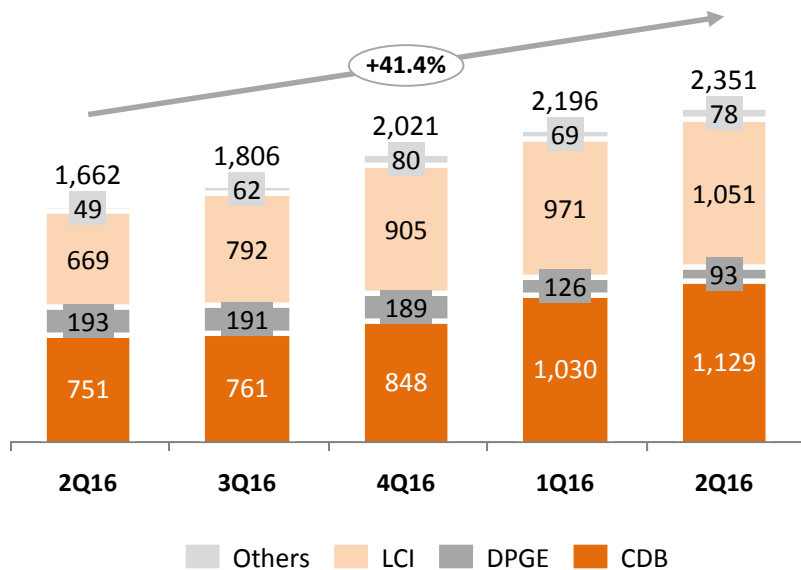
Segment	Portfolio E – H	% Segment
Real Estate Loans	48.9	4.4%
Payroll Loans	18.7	2.1%
SME Loans	31.0	11.6%
<b>Total</b>	<b>98.6</b>	<b>4.4%</b>

<sup>5</sup> Provisioned contracts in normal and abnormal courses.

# Financial Highlights

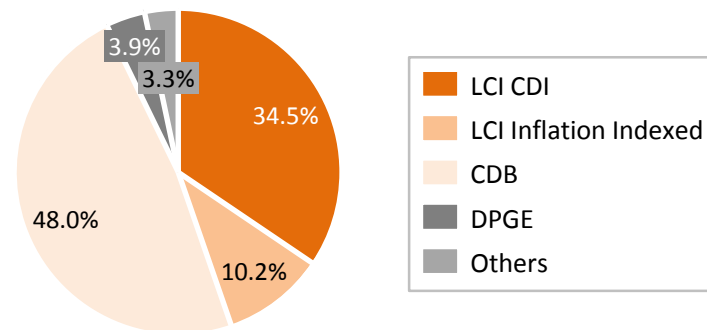
## Fund Raising

(R\$ MM)



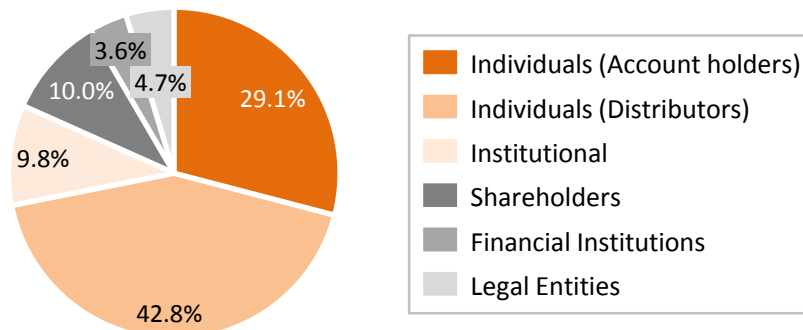
## Products Portfolio Breakdown – 2Q16

(%)



## Type of Investor – 2Q16

(%)



# Financial Highlights

## Results Highlights

KPIs	1H16	1H15	2Q16	2Q15
Financial Income <sup>6</sup>	<b>275,787</b>	201,406	<b>136,704</b>	103,637
Financial Expenses	<b>(201,666)</b>	(130,721)	<b>(110,320)</b>	(70,501)
Gross Financial Income <sup>6</sup>	<b>74,121</b>	70,685	<b>26,384</b>	33,136
Operating Income	<b>17,669</b>	19,610	<b>2,537</b>	7,414
Net Income	<b>12,029</b>	15,943	<b>2,486</b>	8,091
Shareholders' Equity	<b>338,602</b>	319,887	<b>338,602</b>	319,887

## Financial Highlights

Ratios	1H16	1H15	2Q16	2Q15
Basel Ratio <sup>7</sup>	<b>18.8%</b>	21.5%	<b>18.8%</b>	21.5%
ROAE (p.a.) <sup>8</sup>	<b>7.4%</b>	10.5%	<b>3.0%</b>	10.8%
ROAA (p.a.)	<b>0.9%</b>	0.4%	<b>1.6%</b>	1.5%
Net Interest Margin (p.a.) <sup>6</sup>	<b>9.6%</b>	10.5%	<b>8.2%</b>	9.6%
Efficiency Ratio <sup>6</sup>	<b>53.8%</b>	56.8%	<b>55.3%</b>	54.2%
Employees <sup>9</sup>	<b>410</b>	422	<b>410</b>	422

<sup>6</sup> Comissions and equalizations deducted.

<sup>7</sup> 100% tier I.

<sup>8</sup> Results affected by mark-to-market of hedge operations in the 2Q16

<sup>9</sup> Grupo Intermedium's employees.

# Ratings

## Corporate Ratings

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Rating Agency	National Scale
Fitch Ratings	BBB(bra) (stable) June 2016
Standard & Poor's	brBBB- (negative) March 2016

## Structured Finance Operations

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Rating Agency	Type	Market Evaluation
Fitch Ratings	Real Estate Receivable Certificates (CRIs) assigned by Banco Intermedium, 305th series issued by Brazilian Securities	A+(bra), April 2013
Standard & Poor's	Real Estate Receivable Certificates (CRIs) assigned by Banco Intermedium, 321st series issued by Brazilian Securities	brA+, August 2015

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