

# **Financial Statements**

## **Banco Paulista S.A.**

December 31, 2014 and 2013  
with Independent Auditor's Report

# **Banco Paulista S.A.**

## **Financial statements**

December 31, 2014 and 2013

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**A free translation from Portuguese into English of Independent Auditor's Report on financial statements prepared in Brazilian currency in accordance with accounting practices adopted in Brazil applicable to institutions authorized to operate by the Central Bank of Brazil**

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## **Independent auditor's report on financial statements**

The Board of Directors, Shareholders and Officers  
**Banco Paulista S.A.**

We have audited the accompanying financial statements of Banco Paulista S.A. ("Bank"), which comprise the balance sheet as at December 31, 2014, and the related income statements, statements of changes in equity and cash flow statements for the year then ended, and a summary of significant accounting practices and other explanatory information.

### **Management's responsibility on the financial statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting practices adopted in Brazil, applicable to institutions authorized to operate by the Central Bank of Brazil (BACEN), and for such internal controls as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit, conducted in accordance with Brazilian and International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether these financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement in the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Bank's preparation and fair presentation of the Bank's financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control. An audit also includes evaluating the appropriateness of accounting practices used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

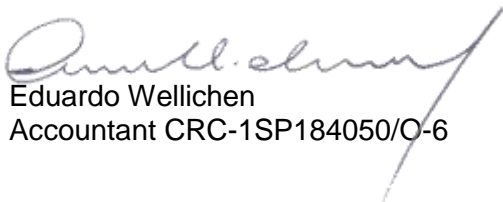
In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Banco Paulista S.A. as at December 31, 2014, and its operating performance and cash flows for the year then ended, in accordance with accounting practices adopted in Brazil, applicable to institutions authorized to operate by the Central Bank of Brazil.

## **Emphasis of matter**

Without modifying our opinion, we draw attention to the fact that as at December 31, 2014, the Bank recorded income and social contribution tax credits amounting to R\$70,518 thousand (Note 25.b). Realization of these credits is conditional on the generation of future taxable profit, in accordance with the budget plan prepared and approved by management.

São Paulo, February 23, 2015.

ERNST & YOUNG  
Auditores Independentes S.S.  
CRC-2SP015199/O-6



Eduardo Wellichen  
Accountant CRC-1SP184050/O-6

## Banco Paulista S.A.

Balance sheets  
December 31, 2014 and 2013  
(In thousands of reais)

|  | 2014      | 2013      |
|--|-----------|-----------|
| Assets   |           |           |
| Current assets   | 1,323,428 | 1,186,444 |
| Cash and due from banks                                    | 274,467   | 250,356   |
| Local currency   | 44,817    | 31,363    |
| Foreign currency   | 229,650   | 218,993   |
| Interbank investments                                      | 437,032   | 222,516   |
| Open market investments                                    | 413,427   | 193,926   |
| Interbank deposits   | 23,605    | 28,590    |
| Marketable securities and derivative financial instruments | 120,412   | 258,476   |
| Own portfolio  | 102,124   | 66,921    |
| Linked to repurchase agreements                            | 16,212    | 119,699   |
| Linked to guarantees given                                 | 654       | 69,501    |
| Derivative financial instruments                           | 1,422     | 2,355     |
| Interbank accounts   | 19,873    | 20,743    |
| Restricted loans   | 19,873    | 20,743    |
| Loans  | 203,813   | 215,833   |
| Loans - Private sector                                     | 220,900   | 226,749   |
| (-) Allowance for loan losses                              | (17,087)  | (10,916)  |
| Other receivables  | 266,875   | 217,032   |
| Foreign exchange portfolio                                 | 207,659   | 162,264   |
| Securities trading and brokerage                           | 44,086    | 17,868    |
| Sundry   | 15,618    | 37,935    |
| (-) Allowance for losses on other receivables              | (488)     | (1,035)   |
| Other assets   | 956       | 1,488     |
| Prepaid expenses   | 123       | 129       |
| Other assets   | 833       | 1,359     |
| Noncurrent assets  | 304,306   | 92,393    |
| Marketable securities and derivative financial instruments | 193,223   | -         |
| Own portfolio  | 102,753   | -         |
| Linked to guarantees given                                 | 90,470    | -         |

## Banco Paulista S.A.

Balance sheets (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

|  | 2014             | 2013      |
|--|------------------|-----------|
| Loans  | <b>26,542</b>    | 8,630     |
| Loans - Private sector                           | <b>28,767</b>    | 9,066     |
| (-) Allowance for loan losses                    | <b>(2,225)</b>   | (436)     |
| Other receivables                                | <b>84,541</b>    | 83,763    |
| Sundry   | <b>84,541</b>    | 83,763    |
| Permanent assets                                 | <b>105,984</b>   | 88,746    |
| Investments                                      | <b>97,515</b>    | 84,611    |
| Investments in local affiliates and subsidiaries | <b>96,189</b>    | 83,428    |
| Other investments                                | <b>1,578</b>     | 1,435     |
| (-) Valuation allowance                          | <b>(252)</b>     | (252)     |
| Property and equipment in use                    | <b>3,275</b>     | 3,031     |
| Land and buildings in use                        | <b>957</b>       | 957       |
| Other property and equipment in use              | <b>6,659</b>     | 5,869     |
| (-) Accumulated depreciation                     | <b>(4,341)</b>   | (3,795)   |
| Intangible assets                                | <b>5,194</b>     | 1,104     |
| Intangible assets                                | <b>6,236</b>     | 1,765     |
| (-) Accumulated amortization                     | <b>(1,042)</b>   | (661)     |
| Total assets                                     | <b>1,733,718</b> | 1,367,583 |
| Liabilities and equity                           |                  |           |
| Current liabilities                              | <b>1,180,096</b> | 955,291   |
| Deposits   | <b>438,226</b>   | 383,053   |
| Demand deposits                                  | <b>103,362</b>   | 72,584    |
| Interbank deposits                               | <b>106,356</b>   | 59,599    |
| Time deposits                                    | <b>228,508</b>   | 250,870   |
| Open market funding                              | <b>362,467</b>   | 239,681   |
| Own portfolio                                    | <b>15,995</b>    | 119,254   |
| Third-party portfolio                            | <b>346,472</b>   | 120,427   |
| Funds from acceptance and issue of securities    | <b>50,370</b>    | 44,610    |
| Real estate and mortgage notes                   | <b>50,370</b>    | 44,610    |
| Interdepartmental and interbank accounts         | <b>28,825</b>    | 24,626    |
| Correspondent banks                              | <b>752</b>       | 803       |
| Third-party funds in transit                     | <b>28,073</b>    | 23,823    |

|  | 2014             | 2013      |
|--|------------------|-----------|
| Borrowings and onlending   | <b>36,858</b>    | 52,898    |
| Foreign currency borrowings  | <b>20,994</b>    | 29,884    |
| Local onlending - official institutions                            | <b>15,864</b>    | 23,014    |
| Other liabilities  | <b>263,350</b>   | 210,423   |
| Collection of taxes and other contributions                        | <b>432</b>       | 487       |
| Foreign exchange portfolio   | <b>200,282</b>   | 157,876   |
| Income and social security   | <b>4,790</b>     | 3,734     |
| Securities trading and brokerage                                   | <b>31,406</b>    | 27,262    |
| Derivative financial instruments                                   | -                | 448       |
| Sundry   | <b>26,440</b>    | 20,616    |
| Noncurrent liabilities   | <b>389,830</b>   | 265,339   |
| Deposits   | <b>283,935</b>   | 172,968   |
| Time deposits  | <b>283,935</b>   | 172,968   |
| Funds from acceptance and issue of securities                      | <b>4,228</b>     | 100       |
| Real estate and mortgage notes                                     | <b>4,228</b>     | 100       |
| Other liabilities  | <b>101,667</b>   | 92,271    |
| Taxes and social security  | <b>38,519</b>    | 35,364    |
| Subordinated debt  | <b>58,691</b>    | 52,067    |
| Sundry   | <b>4,457</b>     | 4,840     |
| Equity   | <b>163,792</b>   | 146,953   |
| Capital - Brazilian residents                                      | <b>127,000</b>   | 127,000   |
| Capital reserve  | <b>97</b>        | 97        |
| Income reserves  | <b>41,584</b>    | 22,692    |
| Adjustment to market value - marketable securities and derivatives | <b>(4,889)</b>   | (2,836)   |
| Total liabilities and equity                                       | <b>1,733,718</b> | 1,367,583 |

See accompanying notes.

## Banco Paulista S.A.

### Income statements

Years ended December 31, 2014 and 2013 and six-month period ended December 31, 2014

(In thousands of reais, except for earnings per thousand shares)

|  |          | Years     |          |
|--|----------|-----------|----------|
|  | 2H       | 2014      | 2013     |
| Interest income  | 129,294  | 253,022   | 210,115  |
| Loans  | 25,903   | 50,167    | 36,799   |
| Income from marketable securities                      | 35,192   | 71,422    | 55,288   |
| Income from/(loss on) derivative financial instruments | (10,032) | 3,767     | (10,169) |
| Income from foreign exchange transactions              | 78,231   | 127,666   | 128,197  |
| Interest expenses                                      | (77,499) | (133,193) | (99,440) |
| Open market funding                                    | (58,465) | (108,077) | (68,395) |
| Borrowings and onlending                               | (8,492)  | (11,280)  | (15,435) |
| Allowance for loan losses                              | (10,542) | (13,836)  | (15,610) |
| Gross income from financial intermediation             | 51.795   | 119,829   | 110,675  |
| Other operating income (expenses)                      | (34,468) | (73,917)  | (81,649) |
| Service income   | 28,155   | 51,780    | 60,327   |
| Personnel expenses                                     | (27,902) | (52,373)  | (46,721) |
| Other administrative expenses                          | (31,748) | (59,374)  | (59,432) |
| Tax expenses   | (7,274)  | (14,861)  | (14,784) |
| Equity pickup in affiliates and subsidiaries           | 9,804    | 12,764    | 1,411    |
| Other operating income                                 | 7,781    | 11,516    | 18,413   |
| Other operating expenses                               | (13,284) | (23,369)  | (40,863) |
| Operating income                                       | 17,327   | 45,912    | 29,026   |
| Nonoperating   | 39       | 87        | 119      |
| Income before income taxes and profit sharing          | 17,366   | 45,999    | 29,145   |
| Income and social contribution taxes                   | 139      | (9,691)   | (7,203)  |
| Provision for income tax                               | 2,077    | (1,248)   | -        |
| Provision for social contribution tax                  | 1,260    | (792)     | -        |
| Deferred tax assets                                    | (3,198)  | (7,651)   | (7,203)  |
| Profit sharing   | (875)    | (1,815)   | (1,097)  |
| Net income for the six-month period/years              | 16,630   | 34,493    | 20,845   |
| Interest on equity                                     | (7,347)  | (7,347)   | (6,996)  |
| Earnings per thousand shares - in R\$                  | 76.03    | 157.70    | 95.30    |

See accompanying notes.



## Banco Paulista S.A.

### Statements of changes in equity

Years ended December 31, 2014 and 2013 and six-month period ended December 31, 2014

(In thousands of reais)

|  | Capital | Capital reserve | Income reserves |                   | Adjustment to market value | Retained earnings/<br>(accumulated losses) | Total   |
|--|---------|-----------------|-----------------|-------------------|----------------------------|--|---------|
|  |         |                 | Legal reserve   | Statutory reserve |                            |  |         |
| Balances at December 31, 2012                                      | 127,000 | 97              | 818             | 8,026             | 459                        | -  | 136,399 |
| Net income for the year  | -       | -               | -               | -                 | -                          | 20,845                                     | 20,845  |
| Legal reserve  | -       | -               | 1,042           | -                 | -                          | (1,042)                                    | -       |
| Statutory reserve  | -       | -               | -               | 12,807            | -                          | (12,807)                                   | -       |
| Interest on equity   | -       | -               | -               | -                 | -                          | (6,996)                                    | (6,996) |
| Adjustment to market value - marketable securities and derivatives | -       | -               | -               | -                 | (3,295)                    | -  | (3,295) |
| Balances at December 31, 2013                                      | 127,000 | 97              | 1,860           | 20,832            | (2,836)                    | -  | 146,953 |
| Changes in the year  | -       | -               | 1,042           | 12,807            | (3,295)                    | -  | 10,554  |
| Balances at December 31, 2013                                      | 127,000 | 97              | 1,860           | 20,832            | (2,836)                    | -  | 146,953 |
| Net income for the year  | -       | -               | -               | -                 | -                          | 34,493                                     | 34,493  |
| Legal reserve  | -       | -               | 1,724           | -                 | -                          | (1,724)                                    | -       |
| Statutory reserve  | -       | -               | -               | 25,422            | -                          | (25,422)                                   | -       |
| Interest on equity   | -       | -               | -               | -                 | -                          | (7,347)                                    | (7,347) |
| Dividends  | -       | -               | -               | (8,254)           | -                          | -  | (8,254) |
| Adjustment to market value - marketable securities and derivatives | -       | -               | -               | -                 | (2,053)                    | -  | (2,053) |
| Balances at December 31, 2014                                      | 127,000 | 97              | 3,584           | 38,000            | (4,889)                    | -  | 163,792 |
| Changes in the year  | -       | -               | 1,724           | 17,168            | (2,053)                    | -  | 16,839  |
| Balance at June 30, 2014   | 127,000 | 97              | 2,753           | 37,802            | (4,075)                    | -  | 163,577 |
| Net income for the six-month period                                | -       | -               | -               | -                 | -                          | 16,630                                     | 16,630  |
| Legal reserve  | -       | -               | 831             | -                 | -                          | (831)                                      | -       |
| Statutory reserve  | -       | -               | -               | 8,452             | -                          | (8,452)                                    | -       |
| Interest on equity   | -       | -               | -               | -                 | -                          | (7,347)                                    | (7,347) |
| Dividends  | -       | -               | -               | (8,254)           | -                          | -  | (8,254) |
| Adjustment to market value - marketable securities and derivatives | -       | -               | -               | -                 | (814)                      | -  | (814)   |
| Balances at December 31, 2014                                      | 127,000 | 97              | 3,584           | 38,000            | (4,889)                    | -  | 163,792 |
| Changes in the six-month period                                    | -       | -               | 832             | 198               | (814)                      | -  | 216     |

See accompanying notes.

## Banco Paulista S.A.

### Cash flow statements

Years ended December 31, 2014 and 2013 and six-month period ended December 31, 2014  
(In thousands of reais)

|   |           | Years    |           |
|---|-----------|----------|-----------|
|   | 2H        | 2014     | 2013      |
| Net income for the six-month period/years                               | 20,673    | 43,416   | 39,688    |
| Net income for the six-month period/year                                | 16,630    | 34,493   | 20,845    |
| Adjustments to reconcile net income to net cash                         | 4,043     | 8,923    | 18,843    |
| Allowance for loan losses   | 10,542    | 13,836   | 15,610    |
| Provisions for deferred income and social contribution taxes            | 3,198     | 7,651    | 7,203     |
| Depreciation and amortization   | 584       | 1,131    | 1,010     |
| Equity pickup in subsidiaries   | (9,804)   | (12,764) | (1,412)   |
| Reversal of provision for contingencies                                 | (15)      | (93)     | -         |
| Monetarily restated advances received on assigned credits - retail      | (186)     | (582)    | 770       |
| Allowance for losses on assigned credits with joint obligation - retail | -         | -        | (10,024)  |
| Reversal of provision for tax contingencies                             | -         | -        | (2,285)   |
| Provision for civil, tax and labor contingencies                        | 755       | 1,242    | 7,971     |
| Provision for guarantees  | (119)     | 555      | -         |
| MTM adjustment  | (912)     | (2,053)  | -         |
| Changes in assets and liabilities                                       |           |          |           |
| Decrease (increase) in interbank investments                            | 9,433     | (5,048)  | (168)     |
| (Increase) in marketable securities                                     | (4,169)   | (56,092) | (27,964)  |
| (Increase) decrease in interbank accounts                               | (2,955)   | 5,069    | 15,125    |
| Decrease (increase) in loans  | 2,587     | (19,728) | (86,253)  |
| Decrease (increase) in other receivables                                | 115,721   | (57,685) | 114,936   |
| Decrease in other assets  | 448       | 532      | 963       |
| Decrease (increase) in derivative financial instruments                 | (2,867)   | 484      | (771)     |
| (Decrease) increase in other liabilities                                | (122,124) | 61,067   | (109,306) |
| Increase (decrease) in deposits   | 110,252   | 166,140  | (22,502)  |
| (Decrease) increase in repurchase agreements                            | (26,161)  | 122,786  | 86,944    |
| Net cash provided by operating activities                               | 100,838   | 260,941  | 10,692    |
| Cash flow from investing activities                                     |           |          |           |
| Acquisition of property and equipment in use                            | (742)     | (1,055)  | (1,189)   |
| Investments in intangible assets  | (4,280)   | (4,472)  | (514)     |
| Disposal of property and equipment in use (residual value)              | 21        | 61       | 202       |
| Investments activities  | (134)     | (143)    | (92)      |
| Net cash (used in) investing activities                                 | (5,135)   | (5,609)  | (1,593)   |
| Cash flow from financing activities                                     |           |          |           |
| Interest on equity  | (7,347)   | (7,347)  | (6,996)   |
| Dividends paid  | (8,254)   | (8,254)  | -         |
| (Decrease) in borrowings and onlending                                  | (17,519)  | (16,040) | (10,658)  |
| Increase in funds from acceptance and issue of securities               | 11,982    | 9,888    | 44,710    |
| Net cash (used in) provided by financing activities                     | (21,138)  | (21,753) | 27,056    |
| Increase in cash and cash equivalents                                   | 74,565    | 233,579  | 36,155    |
| Cash and cash equivalents   |           |          |           |
| Cash and cash equivalents at the beginning of six-month period/years    | 613,329   | 454,315  | 418,160   |
| Cash and cash equivalents at end of six-month period/years              | 687,894   | 687,894  | 454,315   |
|   | 74,565    | 233,579  | 36,155    |

See accompanying notes.

# **Banco Paulista S.A.**

Notes to financial statements  
December 31, 2014 and 2013  
(In thousands of reais)

## **1. Operations**

Banco Paulista S.A. (Bank) is a privately-held company established as a commercial bank, primarily engaged in providing loans to medium-sized to large legal entities, in foreign exchange operations (basically in regard to foreign trade and financing operations) and providing custody, fund management, and sale and distribution transaction structuring services.

Bank operations are conducted through an integrated group of institutions participating in the financial market. Certain operations have joint participation or intermediation from subsidiary Socopa - Sociedade Corretora Paulista S.A. and other companies owned by the controlling shareholders.

## **2. Presentation of financial statements**

The financial statements were prepared in accordance with accounting practices adopted in Brazil, pursuant to the accounting guidelines stemming from Brazilian Corporation Law (Law No. 6404/76), changes introduced by Laws No. 11638/07 and No. 11941/09 and the Central Bank of Brazil rules, and are presented pursuant to the Accounting Chart for Institutions of the National Financial System (COSIF).

Accounting estimates are determined by management, considering factors and assumptions set up based on its judgment. Significant items subject to these estimates and assumptions include: provisions for adjustment of assets to probable realizable or recoverable values, allowances for losses, provisions for contingencies, mark-to-market (MTM) of financial instruments, deferred taxes, among others. Settlement of transactions involving these estimates may result in amounts different from those estimated, due to inaccuracies inherent in the estimate process. Management reviews these estimates and assumptions at least semiannually.

## **3. Summary of significant accounting practices**

### **a) Determination of profit and loss**

Revenues and expenses are recorded on the accrual basis, using the daily pro rata criterion for those of a financial nature.

Financial income and expenses are calculated on a compound basis, except for those related to discounted notes or to foreign transactions, which are calculated by the straight line method. Fixed rate transactions are recorded at redemption value and future income and expenses are recognized as a reduction of the respective assets or liabilities. Floating rate transactions are restated to the balance sheet date based on the agreed-upon indexes.

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### **3. Summary of significant accounting practices (Continued)**

#### **b) Cash and cash equivalents**

In accordance with Brazilian Monetary Council (CMN) Resolution No. 3.604/08, cash and cash equivalents includes cash on hand, bank deposits and highly liquid short-term investments posing low risk of any change in value or limits, maturing within 90 days from the investment date.

#### **c) Interbank investments**

Fixed rate investments are stated at redemption value, less unearned income, whereas those at variable rates are recorded at cost plus income earned through the balance sheet date, less valuation allowance, when applicable. Repurchase agreements are classified according to their maturity term, regardless of the maturity of the underlying securities backing such operations.

#### **d) Marketable securities and derivative financial instruments**

According to BACEN Circular No. 3068/01, the portfolio marketable securities are classified into the following categories in accordance with management's intention:

- Trading;
- Available for sale; and
- Held to maturity.

Marketable securities classified as held for trading are presented in current assets, irrespective of their maturities, and consist of securities acquired for active and frequent trading. These are carried at market value and valuation gains and losses are posted to the income statement.

Marketable securities are classified as available for sale when not acquired for frequent trading and are used for other purposes such as providing liquidity reserve, guarantees and hedging against risks. Gains earned based on acquisition rates as well as any permanent losses thereon are recorded in the income statement. These securities are carried at market value with gains or loss from appreciation or depreciation recorded against a specific account in equity (net of tax effects) and posted to the income statement upon realization thereof.

Marketable securities classified as held to maturity are those relating to which management has a positive intention and the financial capacity to hold until maturity. They are carried at acquisition cost plus gains earned. Any permanent losses are immediately recorded in the income statement.

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### **3. Summary of significant accounting practices (Continued)**

#### **d) Marketable securities and derivative financial instruments (Continued)**

Derivative financial instruments which include option, future and swap transactions are recorded under the following criteria:

- Future transactions - daily adjustments are recorded as assets or liabilities and appropriated as income or expenses on a daily basis;
- Forward transactions - these are recorded at final contract value, less the difference between this amount and market price of the asset or right. Income and expenses are recorded over the terms of the contracts through balance sheet date;
- Swap transactions - differential receivable or payable is recorded as assets or liabilities at market value, respectively, and appropriated to income or expenses on a pro rata basis through the balance sheet date.

Transactions involving derivative financial instruments not qualified for hedge accounting are marked to market at the balance sheet date, and the related valuation gains or losses are recognized as income or expense in the income statement for the period.

#### **e) Loans and allowance for loan losses**

Loans are classified according to management's judgment as to their underlying risk level taking into consideration the economic situation, past experience and specific risks related to the operation, debtors and guarantors, in accordance with the parameters established by BACEN Resolution No. 2682, which requires regular analyses of the portfolio and its grading into nine rating levels, from "AA" (minimum risk) to "H" (loss).

Receivables from operations overdue for more than 60 days, regardless of the underlying risk level, are only recognized as income upon effective receipt.

Loans classified as "H" remain rated as such for 180 days, when they are charged against the existing allowance and controlled in memorandum accounts for five years, no longer appearing in the balance sheet.

Renegotiated transactions are kept at least at the same level they had been rated. Loan renegotiation that had already been charged off against the respective allowance, and controlled in memorandum accounts, are rated as "H" and any gains therefrom will only be recognized as income when effectively received.

The Bank opted for the 'double count of terms' prescribed in BACEN Resolution No. 2682/99 to determine the risk level for above-36-month-term operations. The allowance for loan losses, considered sufficient by management, meets the requirements set forth in Resolution No. 2682 (Note 6).

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### **3. Summary of significant accounting practices (Continued)**

f) Impairment of nonfinancial assets

The book value of an asset must evidence events or changes in economic, operating or technological circumstances that could indicate its deterioration or impairment. When such evidence is identified and the net book value exceeds the recoverable amount, a provision is set up in order to adjust the net book value. These provisions are recognized in the income statement for the period/year, in accordance with BACEN Resolution No. 3566/08.

Nonfinancial assets are reviewed on an annual basis, except for tax credits, whose realization is measured semiannually.

g) Investments

Investments in subsidiaries are measured by the equity method.

Other investments are stated at cost, net of valuation allowance, when applicable.

h) Property and equipment, deferred charges and intangible assets

These refer to rights to both tangible and intangible assets intended or exercised for maintaining Bank activities.

Property and equipment items (tangible assets) are stated at acquisition cost. Depreciation is calculated by the straight-line method at the rates of 20% p.a. for vehicles and EDP systems and 10% p.a. for other items.

Intangible assets comprise acquired rights to assets of this nature intended or exercised for maintaining Bank activities. They are stated at acquisition cost, less accumulated amortization and impairment losses, when applicable. Intangible assets having a finite useful life are amortized based on their effective use or by a method which reflects their economic benefits, whereas those with an indefinite useful life are annually tested for impairment.

i) Deposits, open market funding, funds from acceptance and issue of securities, borrowings and onlending

These are stated at the amounts payable, considering interest payable through balance sheet date, recognized on a daily pro rata basis. Foreign currency liabilities are restated at the official exchange rates prevailing on balance sheet dates. Funds obtained in the open market are classified under current liabilities according to their maturity term, irrespective of the maturity of the underlying backing papers.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 3. Summary of significant accounting practices (Continued)

#### j) Income and social contribution taxes

When provisions for Corporate Income Tax (IRPJ) and Social Contribution Tax on Net Profit (CSLL) are applicable, they are calculated based on the book profit or loss and adjusted considering permanent and temporary additions and exclusions. Income tax is determined at the rate of 15%, plus a surtax of 10% on taxable profit exceeding R\$240 in the year (R\$120 in a six-month period) and social contribution at the rate of 15%.

Income and social contribution tax credits were calculated on temporary additions and exclusions. Tax credits on temporary additions will be realized upon use and/or reversal of respective provisions, are based on current expectations and take into account technical studies and management analysis.

#### k) Foreign exchange operations

These are stated at realizable value, including gains (on a daily pro rata basis), foreign exchange variations and allowance for losses (where applicable) as established by Resolution No. 2682/99.

#### l) Contingent assets and liabilities and legal, tax and social security obligations

Recognition, measurement and disclosure of contingent assets and liabilities and legal obligations follow the criteria described in BACEN Resolution No. 3823/09 and Technical Pronouncement CPC 25, issued by the Brazilian FASB (CPC):

*Contingent assets* - are not recognized in financial statements. Attendant rights are only recorded where there is evidence that provides assurance as to their realization, upon which no further objections are applicable.

*Contingent liabilities* - are recognized in the financial statements when, in the opinion of legal counsel and management, the likelihood of loss on legal or administrative proceedings is deemed probable, implying a probable outflow of funds for the settlement of obligations, and when the amounts involved can be reliably measured. Contingent liabilities classified as possible by legal advisors are only disclosed in notes to financial statements, whereas those rated as remote loss require neither provision nor disclosure.

*Legal, tax and social security obligations* - these refer to legal proceedings in which the lawfulness and constitutionality of certain taxes and contributions have been challenged. The amount under dispute is quantified, recorded and restated on a monthly basis.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 3. Summary of significant accounting practices (Continued)

#### m) Prepaid expenses

These refer mostly to the following prepaid amounts:

- Commissions paid on loans and financing taken out, allocated to the income statement under "Other operating expenses", over the same term of contracts originating them, or in full, when these credit facilities are granted;
- Amount paid in regard to a special agreement for assignment of credits overdue - from loans and financing operations carried out by the Bank - referring to the price equalization result, calculated based on the history of default on the portfolio subject of the assignment, posted to the income statement under "Other operating expenses" as the special agreement credits reach their maturities.

### 4. Cash and cash equivalents

At December 31, 2014 and 2013, cash and cash equivalents are as follows:

|  | 2014           | 2013           |
|--|----------------|----------------|
| Cash and due from banks - local currency   | 44,817         | 31,363         |
| Cash and due from banks - foreign currency | 229,650        | 218,993        |
| Open market investments                    | 413,427        | 193,926        |
| Interbank deposits                         | -              | 10,033         |
| <b>Cash and cash equivalents</b>           | <b>687,894</b> | <b>454,315</b> |

### 5. Interbank investments

#### a) Repurchase agreements

|                                | 2014           |                | 2013           |
|--------------------------------|----------------|----------------|----------------|
|                                | 1-30 days      | Total          | Total          |
| <b>Open market investments</b> |                |                |                |
| <b>Self-funded position:</b>   | 66,955         | 66,955         | 73,499         |
| Financial Treasury Bills (LFT) | 2,229          | 2,229          | -              |
| National Treasury Bills (LTN)  | 59,456         | 59,456         | 73,499         |
| National Treasury Notes (NTN)  | 5,270          | 5,270          | -              |
| <b>Financed position:</b>      | 346,472        | 346,472        | 120,427        |
| Financial Treasury Bills (LFT) | -              | -              | 120,427        |
| National Treasury Bills (LTN)  | 66,744         | 66,744         | -              |
| National Treasury Notes (NTN)  | 279,728        | 279,728        | -              |
| <b>Total</b>                   | <b>413,427</b> | <b>413,427</b> | <b>193,926</b> |



## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 5. Interbank investments (Continued)

#### a) Repurchase agreements (Continued)

In the year ended December 31, 2014, income from repurchase agreements amounted to R\$32,867 (R\$20,879 in 2013).

#### b) Interbank deposits

|                | 2014          | 2013          |
|----------------|---------------|---------------|
| Within 90 days | -             | 10,033        |
| 90-360 days    | 23,605        | 18,557        |
| <b>Total</b>   | <b>23,605</b> | <b>28,590</b> |

In the year ended December 31, 2014, income from interbank investments amounted to R\$1,533 (R\$1,592 in 2013).

### 6. Marketable securities

#### a) Marketable securities - breakdown by type

|  | 2014           |                | 2013     |             |
|--|----------------|----------------|----------|-------------|
|  | Cost (i)       | Market (ii)    | Cost (i) | Market (ii) |
| <b>Trading securities</b>                |                |                |          |             |
| <b>Own portfolio - free</b>              | <b>95,955</b>  | <b>95,942</b>  | 61,630   | 61,817      |
| Financial Treasury Bills (LFT)           | 79,047         | 79,043         | 2,227    | 2,230       |
| National Treasury Bills (LTN)            | 1,398          | 1,398          | 40,772   | 40,667      |
| National Treasury Notes (NTN)            | 352            | 343            | -        | -           |
| Agrarian Debt Bonds (TDA)                | 4              | 3              | 1,529    | 1,739       |
| Investment fund shares                   | 1,409          | 1,409          | 487      | 487         |
| Shares issued by publicly held companies | 3,463          | 3,463          | 10,652   | 10,652      |
| ADRs                                     | 10,282         | 10,283         | 5,963    | 6,042       |
| <b>Linked to repurchase agreements</b>   | <b>16,236</b>  | <b>16,212</b>  | 35,485   | 35,463      |
| Financial Treasury Bills (LFT)           | 1,177          | 1,177          | 26,536   | 26,538      |
| National Treasury Bills (LTN)            | -              | -              | 8,949    | 8,925       |
| National Treasury Notes (NTN)            | 15,059         | 15,035         | -        | -           |
| <b>Linked to guarantees given</b>        | <b>654</b>     | <b>654</b>     | 25,049   | 24,997      |
| Financial Treasury Bills (LFT)           | 654            | 654            | 4,244    | 4,245       |
| National Treasury Bills (LTN)            | -              | -              | 20,805   | 20,752      |
| <b>Total trading securities</b>          | <b>112,845</b> | <b>112,808</b> | 122,164  | 122,277     |

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 6. Marketable securities (Continued)

#### a) Marketable securities - breakdown by type (Continued)

|  | 2014           |                | 2013     |             |
|--|----------------|----------------|----------|-------------|
|  | Cost (i)       | Market (ii)    | Cost (i) | Market (ii) |
| <b>Available for sale</b>                  |                |                |          |             |
| <b>Own portfolio - free</b>                | <b>109,096</b> | <b>108,935</b> | 4,988    | 5,104       |
| Financial Treasury Bills (LFT)             | <b>69,657</b>  | <b>69,654</b>  | -        | -           |
| National Treasury Notes (NTN)              | <b>32,101</b>  | <b>32,049</b>  | 4,988    | 5,104       |
| Debentures                                 | <b>7,060</b>   | <b>7,041</b>   | -        | -           |
| Agrarian Debt Bonds (TDA)                  | <b>278</b>     | <b>191</b>     | -        | -           |
| <b>Linked to repurchase agreements</b>     | -              | -              | 82,310   | 84,236      |
| National Treasury Notes (NTN)              | -              | -              | 82,310   | 84,236      |
| <b>Linked to guarantees given</b>          | <b>90,185</b>  | <b>90,470</b>  | 43,487   | 44,504      |
| National Treasury Notes (NTN)              | <b>90,185</b>  | <b>90,470</b>  | 43,487   | 44,504      |
| <b>Total securities available for sale</b> | <b>199,281</b> | <b>199,405</b> | 130,785  | 133,844     |
| <b>Total</b>                               | <b>312,126</b> | <b>312,213</b> | 252,949  | 256,121     |

#### (i) *Cost value*

In the case of fixed-rate bonds, this refers to the acquisition cost, plus gains earned through balance sheet date; for shares, this is based on acquisition cost.

#### (ii) *Market value*

The market value of government bonds is determined as per information disclosed on a daily basis by the Brazilian Association of Financial and Capital Markets Entities (ANBIMA). Shares are stated at the last-day-traded close price on the stock exchange. Corporate bonds are stated at cost, plus accrued daily earnings as adjusted at market value.

#### (iii) *Reclassification of marketable securities*

On July 1, 2014, Banco Paulista reclassified its Agrarian Debt Bonds (TDA) from the "Held for trading" to the "Available for sale" category, as permitted by BACEN rules. As from that date, market value adjustments have been directly allocated to equity. A total 86 thousand bonds (four thousand) were reclassified, amounting to R\$ 5,336.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 6. Marketable securities (Continued)

#### b) Marketable securities - breakdown by maturity

|  | 2014          |                     |                   |                | 2013           |
|--|---------------|---------------------|-------------------|----------------|----------------|
|  | No maturity   | From 3 to 12 months | From 1 to 3 years | Over 3 years   | Total          |
| Financial Treasury Bills (LFT)           | -             | 79,991              | 595               | 69,942         | 150,528        |
| National Treasury Bills (LTN)            | -             | 1,398               | -                 | -              | 1,398          |
| National Treasury Notes (NTN)            | -             | 210                 | 473               | 137,214        | 137,897        |
| Agrarian Debt Bonds (TDA)                | -             | 69                  | 102               | 23             | 194            |
| Debentures                               | -             | -                   | -                 | 7,041          | 7,041          |
| Shares issued by publicly held companies | 3,463         | -                   | -                 | -              | 3,463          |
| ADRs                                     | 10,283        | -                   | -                 | -              | 10,283         |
| Investment fund shares                   | -             | -                   | -                 | 1,409          | 1,409          |
| <b>Total</b>                             | <b>13,746</b> | <b>81,668</b>       | <b>1,170</b>      | <b>215,629</b> | <b>312,213</b> |

In the year ended December 31, 2014, income from marketable securities amounted to R\$37,022 (R\$32,817 in 2013).

### 7. Derivative financial instruments

The Bank performs operations involving derivative financial instruments, which are recorded in balance sheet and memorandum accounts to meet its own needs and manage its overall risk exposure.

The trading of derivative financial instruments with counterparties is preceded by an assessment of underlying credit risks.

At December 31, 2014 and 2013, the amounts recorded in balance sheet accounts referring to derivative financial instruments, including market value adjustments are as follows:

|                | 2014           |              |             |              | 2013           |              |              |              |
|----------------|----------------|--------------|-------------|--------------|----------------|--------------|--------------|--------------|
|                | Notional value | Assets       | Liabilities | Net          | Notional value | Assets       | Liabilities  | Net          |
| Swap           | -              | -            | -           | -            | 14,600         | 2,355        | -            | 2,355        |
| Forwards (NDF) | 107,379        | 1,422        | -           | 1,422        | 122,189        | -            | (448)        | (488)        |
| <b>Total</b>   | <b>107,379</b> | <b>1,422</b> | <b>-</b>    | <b>1,422</b> | <b>136,789</b> | <b>2,355</b> | <b>(448)</b> | <b>1,907</b> |

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 7. Derivative financial instruments (Continued)

#### a) Breakdown of transactions

| Description     | Notional value | Net value<br>receivable/(payable) |
|-----------------|----------------|-----------------------------------|
| <b>Forwards</b> |                |                                   |
| USD v. EUR      | 22,719         | 618                               |
| USD v. CAD      | 891            | 34                                |
| USD v. AUD      | 405            | 22                                |
| USD v. GBP      | 1,832          | 10                                |
| USD v. JPY      | 279            | 6                                 |
| USD v. CHF      | 673            | 22                                |
| USD v. NOK      | 40             | 3                                 |
| USD v. NZD      | 158            | 1                                 |
| USD v. XAU      | 16,257         | 209                               |
| BRL v. USD      | 21,556         | 497                               |
| In USD          | 42,569         | -                                 |
| Total           | <b>107,379</b> | <b>1,422</b>                      |

The Bank carries out transactions involving derivative financial instruments in the futures market - Stock Exchange, Commodities and Future (BM&FBOVESPA), which are exclusively tied to future foreign currency indexes for which notional value at December 31, 2014, totals de R\$293,280 (R\$149,064 in 2013), and an adjustment payable of R\$3,420 (R\$2,900 in 2013) was computed.

#### b) Derivative financial instruments mature as follows:

| Description    | 2014               |                        |                   | Total | 2013  |
|----------------|--------------------|------------------------|-------------------|-------|-------|
|                | Within<br>3 months | From 3 to<br>12 months | Over<br>12 months |       | Total |
| Swaps          | -                  | -                      | -                 | -     | 2,355 |
| Forwards (NDF) | 168                | 1,254                  | -                 | 1,422 | (448) |

The market value of these derivative financial instruments is calculated based on specialized exchange quotes and, in certain cases, pricing techniques are used.

Market prices were determined based on the following:

- Futures: NDFs and options: market quotes provided by the Stock Exchanges;
- Swaps: the cash flow of each counterparty was discounted to present value, according to the respective interest curves obtained from BM&FBOVESPA interest rates.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
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### 7. Derivative financial instruments (Continued)

#### b) Derivative financial instruments mature as follows (Continued)

All derivatives operations carried out by the Bank are recorded at BM&FBOVESPA or Brazil's OTC Clearing House (CETIP). DI and foreign-currency-denominated forward contracts are mostly used as instruments to limit fund-raising rates due to mismatches between terms, currencies, and/or indices and active operations.

#### c) Guarantee margin

The following assets are pledged as guarantee margin for transactions involving derivative financial instruments to be carried out:

|                                | 2014          | 2013          |
|--------------------------------|---------------|---------------|
| National Treasury Bills (LTN)  | -             | 20,752        |
| Financial Treasury Bills (LFT) | 654           | 4,245         |
| National Treasury Notes (NTN)  | 90,470        | 44,504        |
|                                | <u>91,124</u> | <u>69,501</u> |

#### d) Income from/(loss on) derivative financial instruments

Income from/(loss on) derivative operations for the years ended December 31, 2014 and 2013 is as follows:

|                             | 2014         | 2013            |
|-----------------------------|--------------|-----------------|
| Futures                     | (8,173)      | (11,846)        |
| Swap                        | 1,511        | 1,590           |
| Forward transactions - NDF  | 7,801        | (6)             |
| Forward transactions - Gold | 2,628        | 93              |
|                             | <u>3,767</u> | <u>(10,169)</u> |

### 8. Risk management

The Bank's risk management process is critical for the decision-making process and for the periodic follow-up of the transactions carried out in the various markets and segments in which it operates.

The Bank uses three components for organizing the activities relating to risk management: operating and business context, governance structure and flowchart of the areas:

- Operating and business context, in order to identify, analyze, assess, treat, communicate and monitor risks;

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### **8. Risk management (Continued)**

- Governance structure comprising committees and collegiate forums, which are specialized and have periodically-scheduled meetings followed by formalization of significant decisions;
- Organizational structure based on functional roles, assuring independence and segregation of duties.

The Executive Board, comprised of statutory officers, who share the responsibility for making decisions that will have a business impact. In these forums, decisions are made based on majority of votes.

The Bank manages risks, minimum capital requirements and financial capacity in an integrated manner. Risks are broken down based on their nature: liquidity, credit, market, operational and capital management.

#### **a) Liquidity risk**

This risk derives from volume and term mismatches between rights and obligations, which prevent financial obligations from being honored and settled. In order to mitigate liquidity risk, the Bank periodically assesses its exposures and defines a security cushion, or minimum liquidity, which must be set and maintained by the Bank.

Liquidity risk is managed for funding purposes and for managing investments and funding over short- and long-term horizons. In the short-term, the diversification of fund sources is prioritized whereas in the long-term, the temporary matching between funding and investments is prioritized. The practices adopted comply the criteria set forth by CMN Resolution No. 4090/12.

#### **b) Credit risk**

Credit risk derives from the non-receipt of a financial reward and from disbursements made for the purpose of settling financial obligations. In order to mitigate this risk, the Bank periodically assesses its exposure, as well as the credit rating of customers and counterparties, thus setting limits and guarantees to cover any losses.

The purpose of credit risk management is to previously measure risk level and to monitor the diversification and guarantees set up, enabling the mitigation of financial losses. The practices adopted comply the criteria set forth by CMN Resolution No. 3721/09.

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### **8. Risk management (Continued)**

#### **c) Market risk**

Market risk occurs when the value of the positions held change due to market price fluctuation. To mitigate this risk, the Bank periodically assesses the trend and behavior of financial indicators and market prices and its exposure to them, also checking the need to sell or trade new operations.

The purpose of market risk management is to maximize the ratio between financial return and risks arising from changes in the market value of exposures, in a manner compatible with the strategy and term of these exposures, whether banking or trading. The practices adopted comply the criteria set forth by CMN Resolution No. 3711/09.

#### **d) Operational risk**

Operational risk arises from internal and external frauds, labor claims, inadequate processes and practices adopted for clients or in relation to products and services, undue interruption of Bank activities, system and process failures and noncompliance with contractual or regulatory terms. In order to mitigate this risk, the Bank periodically compiles and categorizes these events and monitors the efficiency of the improvement plans adopted.

The purpose of operational risk management is to gather information on weaknesses in the operating processes, in order to evaluate and adopt the adequate improvement plans. The practices adopted comply the criteria set forth by CMN Resolution No. 3380/06.

#### **e) Capital management**

Capital management includes the prospective process to monitor and control Bank capital, including the planning and projection of capital requirement goals, consistently with trade and business strategies, for coverage of the risks thereof.

Capital is to be understood as the set of the entity's or third-party's long-term funds making up the Minimum Required Capital (PRE), subdivided into Tier I (Principal capital and supplementary capital) and Tier II (Hybrid instruments) specifically authorized by BACEN for this purpose, and which enable the absorption of risks, analysis and compliance with the required leverage indices and limits. The practices adopted comply with CMN Resolutions No. 4192/13, No. 4193/13 and No. 3988/11.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 9. Loans

At December 31, 2014 and 2013, breakdown of loans is as follows:

#### a) By type

|  | 2014            | 2013            |
|--|-----------------|-----------------|
| <b>Loans:</b>                              |                 |                 |
| Loans and discounted notes                 | 232,933         | 211,186         |
| Financing                                  | 117             | 16,591          |
| Financing - Export credit notes            | 16,617          | 8,038           |
|  | <b>249,667</b>  | <b>235,815</b>  |
| <b>Other receivables:</b>                  |                 |                 |
| Advances on exchange contracts (Note 10)   | 2,000           | 3,430           |
| Credit assignment without joint obligation | 736             | -               |
|  | <b>2,736</b>    | <b>3,430</b>    |
| <b>Total</b>                               | <b>252,403</b>  | <b>239,245</b>  |
| Allowance for loan losses                  | (19,312)        | (11,352)        |
| Allowance for losses on other receivables  | (488)           | (1,035)         |
| <b>Total allowance for loan losses</b>     | <b>(19,800)</b> | <b>(12,387)</b> |
|  | <b>232,603</b>  | <b>226,858</b>  |

#### b) Breakdown by sector:

|                | 2014           | 2013           |
|----------------|----------------|----------------|
| Private sector |                |                |
| Manufacturing  | 92,402         | 134,812        |
| Trade          | 51,863         | 55,342         |
| Services       | 91,034         | 40,706         |
| Individuals    | 17,104         | 8,385          |
| <b>Total</b>   | <b>252,403</b> | <b>239,245</b> |

#### c) Loans by maturity

|                      | 2014           | 2013           |
|----------------------|----------------|----------------|
| Amounts overdue      | 9,150          | 6,408          |
| Amounts falling due  |                |                |
| Up to 90 days        | 126,481        | 102,423        |
| From 91 to 180 days  | 63,110         | 88,358         |
| From 181 to 360 days | 24,895         | 32,990         |
| Over 360 days        | 28,767         | 9,066          |
| <b>Total</b>         | <b>252,403</b> | <b>239,245</b> |



## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
(In thousands of reais)

### 9. Loans (Continued)

At December 31, 2014 and 2013, breakdown of loans is as follows:

#### d) Portfolio broken down by risk level

| Portfolio balances |                 |               |                |               |                |               |
|--------------------|-----------------|---------------|----------------|---------------|----------------|---------------|
| Level              | 2014            |               |                |               | 2013           |               |
|                    | Ordinary course | Overdue       | Total          | %             | Total          | %             |
| A                  | -               | -             | -              | -             | 2,609          | 1.09          |
| B                  | 89,984          | 12            | 89,996         | 35.65         | 94,621         | 39.55         |
| C                  | 130,394         | 340           | 130,734        | 51.80         | 125,014        | 52.25         |
| D                  | 10,264          | -             | 10,264         | 4.07          | 1,423          | 0.59          |
| E                  | 10,503          | 2             | 10,505         | 4.16          | 7,960          | 3.33          |
| F                  | -               | 2             | 2              | 0.00          | 3,711          | 1.55          |
| G                  | 336             | 7             | 343            | 0.14          | 2,051          | 0.86          |
| H                  | 6               | 10,553        | 10,559         | 4.18          | 1,856          | 0.78          |
|                    | <b>241,487</b>  | <b>10,916</b> | <b>252,403</b> | <b>100.00</b> | <b>239,245</b> | <b>100.00</b> |

| Allowance |             |                 |               |               |               |             |               |               |
|-----------|-------------|-----------------|---------------|---------------|---------------|-------------|---------------|---------------|
| Level     | 2014        |                 |               |               |               | 2013        |               |               |
|           | Allowance % | Ordinary course | Overdue       | Total         | %             | Allowance % | Total         | %             |
| A         | 0.50        | -               | -             | -             | -             | 0.50        | 13            | 0.11          |
| B         | 1.00        | 900             | -             | 900           | 4.54          | 1.00        | 946           | 7.64          |
| C         | 3.00        | 3,912           | 10            | 3,922         | 19.81         | 3.00        | 3,750         | 30.28         |
| D         | 10.00       | 1,026           | -             | 1,026         | 5.18          | 10.00       | 142           | 1.15          |
| E         | 30.00       | 3,151           | 1             | 3,152         | 15.92         | 30.00       | 2,388         | 19.28         |
| F         | 50.00       | -               | 1             | 1             | 0.01          | 50.00       | 1,855         | 14.98         |
| G         | 70.00       | 235             | 5             | 240           | 1.21          | 70.00       | 1,437         | 11.59         |
| H         | 100.00      | 6               | 10,553        | 10,559        | 53.33         | 100.00      | 1,856         | 14.98         |
|           |             | <b>9,230</b>    | <b>10,570</b> | <b>19,800</b> | <b>100.00</b> |             | <b>12,387</b> | <b>100.00</b> |

#### e) Changes in the allowance for loan losses

|                              | 2014    | 2013     |
|------------------------------|---------|----------|
| Balance at beginning of year | 12,387  | 14,929   |
| As set up, net of reversals  | 13,836  | 15,610   |
| Loans written-off as losses  | (6,423) | (18,152) |
| Balance at end of year       | 19,800  | 12,387   |

#### f) Renegotiated and recovered loans

Renegotiated loans in the year ended December 31, 2014 total R\$ 15,420 (R\$11,435 in 2013).

Recovered loans in the year ended December 31, 2014 total R\$ 4,357 (R\$6,328 in 2013).

## Banco Paulista S.A.

Notes to financial statements (Continued)  
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### 9. Loans (Continued)

#### g) Credit assignments

In the years ended December 31, 2014 and 2013, the Bank did not engage in assignment of loans with joint obligation.

In the year ended December 31, 2013, the Bank repurchased credit operations with guarantee amounting to R\$3,886. Out of this amount, R\$2,193 were recorded under "Credit Assignments" (present value of these operations, calculated based on the original rates of each repurchase agreement). A loss amounting to R\$131 was computed and accounted for as a debit to Income.

In accordance with CMN Resolution No. 2686/00, in the year ended December 31, 2013 the Bank transferred matured loans, without guarantees, in the amount of R\$574, from its loan and financing portfolios to Paulista Companhia Securitizadora de Créditos Financeiros, a related party whose restated amounts totaled R\$574.

In 2014, the Bank assigned to Paulista Companhia Securitizadora de Créditos Financeiros, operations acquired by means of credit assignment with no guarantee with subsidiary SOCOPA - Sociedade Corretora Paulista S.A., referring to brokerage transactions and exposures related to bank credit certificates, totaling R\$12,821.

#### h) Income from loans

|   | <b>2014</b>   | <b>2013</b> |
|---|---------------|-------------|
| Loans and discounted notes              | <b>42,862</b> | 28,557      |
| discounted notes                        | <b>2,658</b>  | 1,001       |
| Recovery of loans written off as losses | <b>4,357</b>  | 6,328       |
| Financing - foreign currency            | -             | 614         |
| Advances to deposit holders             | <b>290</b>    | 319         |
| Total                                   | <b>50,167</b> | 36,819      |
| Income/(Loss) from assigned credits     | -             | (20)        |
|   | <b>50,167</b> | 36,799      |

## Banco Paulista S.A.

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### 10. Foreign exchange portfolio

| <b>Assets</b>                                     | <b>2014</b>    | <b>2013</b>    |
|---|----------------|----------------|
| <b>Current</b>                                    |                |                |
| Foreign exchange receivable                       | 63,719         | 67,638         |
| Rights on foreign exchange sales                  | 144,727        | 96,136         |
| Advances received - local and foreign currency    | (1,104)        | (2,047)        |
| Income receivable from advances (Note 9.a)        | 317            | 537            |
|   | <u>207,659</u> | <u>162,264</u> |
| <b>Liabilities</b>                                |                |                |
| <b>Current</b>                                    |                |                |
| Foreign exchange payable                          | 141,717        | 94,843         |
| Foreign exchange purchase payable                 | 60,243         | 65,926         |
| Advances on foreign exchange contracts (Note 9.a) | (1,683)        | (2,893)        |
| Other   | 5              | -              |
|   | <u>200,282</u> | <u>157,876</u> |

### 11. Other receivables - sundry

|  | <b>2014</b>   | <b>2013</b>   |
|--|---------------|---------------|
| <b>Current</b>                             |               |               |
| Taxes recoverable                          | 6,980         | 8,461         |
| Tax credits (Note 25.b)                    | 6,694         | 12,306        |
| Sundry debtors - domestic                  | 243           | 16,476        |
| Securities and receivable                  | 1,395         | 622           |
| Other                                      | 306           | 70            |
|  | <u>15,617</u> | <u>37,935</u> |
| <b>Noncurrent</b>                          |               |               |
| Tax credits (Note 25.b)                    | 67,188        | 68,090        |
| Debtors for guarantee deposits (Note 28.b) | 11,427        | 10,073        |
| Securities and receivable                  | 5,926         | 5,600         |
|  | <u>84,541</u> | <u>83,763</u> |

### 12. Other assets

|                              | <b>2014</b> | <b>2013</b>  |
|------------------------------|-------------|--------------|
| <b>Current</b>               |             |              |
| Assets not in use - vehicles | 834         | 1,359        |
| Prepaid expenses             | 122         | 129          |
|                              | <u>956</u>  | <u>1,488</u> |

## Banco Paulista S.A.

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### 13. Investments in subsidiaries and affiliates

This refers substantially to interest held in subsidiary SOCOPA - Sociedade Corretora Paulista S.A.

Detailed information on this subsidiary is as follows:

|                         | 2014   | 2013   |
|-------------------------|--------|--------|
| Number of shares held   | 3,200  | 3,200  |
| Capital                 | 66,000 | 66,000 |
| Equity                  | 83,119 | 81,985 |
| Net income for the year | 12,133 | 1,146  |
| Interest percentage     | 100%   | 100%   |
| Investment balance      | 95,262 | 83,131 |
| Equity pickup           | 12,133 | 1,146  |

### 14. Intangible assets

|                             | Amortization rate | Cost  | Amortization | 12/31/2014 | 12/31/2013 |
|-----------------------------|-------------------|-------|--------------|------------|------------|
| Software                    | 20%               | 2,236 | (1,042)      | 1,194      | 1,104      |
| Other intangible assets (*) | -                 | 4,000 | -            | 4,000      | -          |
|                             | -                 | 6,236 | (1,042)      | 5,194      | 1,104      |

(\*) Refer to the acquisition of trademarks, domain and email addresses, procedures manuals, including all copyrights to explore a new product.

### 15. Deposits

|           | 2014        |              |                |               | 2013    |
|-----------|-------------|--------------|----------------|---------------|---------|
|           | No maturity | 1 to 90 days | 91 to 360 days | Over 360 days | Total   |
| Demand    | 103,362     | -            | -              | -             | 103,362 |
| Interbank | -           | 106,356      | -              | -             | 106,356 |
| Time      | -           | 101,671      | 126,837        | 283,935       | 512,443 |
|           | 103,362     | 208,027      | 126,837        | 283,935       | 722,161 |

## Banco Paulista S.A.

Notes to financial statements (Continued)  
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### 16. Open market funding

|                                | 2014                  | 2013                  |
|--------------------------------|-----------------------|-----------------------|
| <b>Own portfolio</b>           |                       |                       |
| Financial Treasury Bills (LFT) | 1,176                 | 26,516                |
| National Treasury Bills (LTN)  | -                     | 8,916                 |
| National Treasury Notes (NTN)  | 14,819                | 83,822                |
|                                | <u>15,995</u>         | <u>119,254</u>        |
| <b>Third-party portfolio</b>   |                       |                       |
| Financial Treasury Bills (LFT) | -                     | 120,427               |
| National Treasury Bills (LTN)  | 66,744                | -                     |
| National Treasury Notes (NTN)  | 279,728               | -                     |
|                                | <u>346,472</u>        | <u>120,427</u>        |
| <b>Total</b>                   | <u><u>362,467</u></u> | <u><u>239,681</u></u> |

### 17. Borrowings and onlending and funds from acceptance and issue of securities

|   | 2014          |               |                |                 |               | 2013          |               |
|---|---------------|---------------|----------------|-----------------|---------------|---------------|---------------|
|   | No maturity   | 1 to 90 days  | 91 to 180 days | 181 to 360 days | Over 360 days | Total         | Total         |
| <b>Borrowings</b>   |               |               |                |                 |               |               |               |
| Foreign borrowings (i)                                    | 227           | 18,005        | 2,762          | -               | -             | 20,994        | 29,884        |
| <b>Onlending</b>  |               |               |                |                 |               |               |               |
| Local onlending - official institutions (ii)              | 15,864        | -             | -              | -               | -             | 15,864        | 23,014        |
| <b>Funds from acceptance and issue of securities</b>      |               |               |                |                 |               |               |               |
| Obligations to due issue of house equity securities       | -             | 16,166        | -              | -               | 4,228         | 20,394        | -             |
| Obligations to due issue of agribusiness securities (iii) | -             | 13,810        | 20,283         | 111             | -             | 34,204        | 44,710        |
|   | <u>16,091</u> | <u>47,981</u> | <u>23,045</u>  | <u>111</u>      | <u>4,228</u>  | <u>91,456</u> | <u>97,608</u> |

- (i) Fixed interest-bearing foreign loans are taken out and earmarked for foreign exchange operations. The rates used ranged from 3.6% to 6% per annum, depending on volumes, terms and market conditions. These interest rates apply solely on the amount of R\$20,994.
- (ii) Local borrowings refer to funds from the Ministry of the Cities and Associated Agencies (i.e. State, Local and the Federal District Government Agencies and Housing Cooperatives) related to Brazil's Social Interest Housing (PSH) Subsidy Program.
- (iii) These refer to Agribusiness securities (LCA), substantially carried out with Bank related parties in the amount of R\$32,352. The rate used varied from 98% to 102% of CDI.

# Banco Paulista S.A.

Notes to financial statements (Continued)  
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## 18. Other liabilities

### a) Taxes and social security

|   | 2014          | 2013          |
|---|---------------|---------------|
| <b>Current</b>  |               |               |
| Taxes and contributions payable                       | 2,750         | 3,734         |
| Income taxes and contributions                        | 2,040         | -             |
|   | <b>4,790</b>  | <b>3,734</b>  |
| <b>Noncurrent</b>                                     |               |               |
| Taxes and contributions payable (Note 28.b)           | 29,066        | 26,075        |
| Provision for deferred income taxes and contributions | 3,365         | 3,595         |
| Provision for tax contingencies (Note 28.b)           | 6,088         | 5,694         |
|   | <b>38,519</b> | <b>35,364</b> |
|   | <b>43,309</b> | <b>39,098</b> |

### b) Subordinated debts

|  | 2014          | 2013          |
|--|---------------|---------------|
| <b>Noncurrent</b>                        |               |               |
| Capital-eligible subordinated debts (i)  | 25,635        | 22,782        |
| Capital-eligible subordinated debts (ii) | 33,056        | 29,285        |
|  | <b>58,691</b> | <b>52,067</b> |

(i) This refers to 6-year-term Financial Bills providing for subordination clauses with the Bank's controlling shareholder pursuant to Resolution No. 3444/07. This operation is remunerated at 115.00 % of CDI.

(ii) This refers to 6-year-term Financial Bills providing for subordination clauses with the Bank's controlling shareholder pursuant to Resolution No. 3444/07. This operation is remunerated at 118.00 % of CDI.

### c) Sundry

|   | 2014          | 2013          |
|---|---------------|---------------|
| <b>Current</b>  |               |               |
| Accrued payments  | 7,915         | 14,843        |
| Provision for guarantees given                                | 555           | -             |
| Provision for loans assigned with joint obligation (Note 9.g) | -             | -             |
| Items to be settled - Foreign exchange                        | 8,107         | 89            |
| Brokerage to credit - Foreign exchange                        | 3,135         | 728           |
| Charges on funds received - PSH                               | 3,006         | 2,526         |
| Payables to related parties                                   | -             | 1,096         |
| Other amounts payable   | 3,722         | 1,334         |
|   | <b>26,440</b> | <b>20,616</b> |
| <b>Noncurrent</b>   |               |               |
| Accrued payments  | 1,184         | 1,121         |
| Provision for contingent liabilities (Note 28.b)              | 3,273         | 3,719         |
|   | <b>4,457</b>  | <b>4,840</b>  |
|   | <b>30,897</b> | <b>25,456</b> |

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
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### **19. Equity**

a) Capital

As at December 31, 2014, Company fully subscribed and paid-up capital is represented by 218,731,760 registered shares with no par value, divided into 109,365,880 common shares and 109,365,880 preferred shares.

b) Dividend and interest on equity

Bank Articles of Incorporation provide for a mandatory minimum dividend of 25% on net income, calculated under the terms of Brazilian Corporation Law. In 2014, interest on equity paid amounted to R\$7,347 (R\$6,996 in 2013) and dividends paid amounted to R\$8,254 (in 2013 - none).

c) Retained earnings

As per Resolution No. 3605/08, net income calculated and not distributed in the year shall be allocated to the income reserve. As at December 31, 2014, income earned in the year amounted to R\$34,493 (R\$20,845 in 2013).

d) Legal reserve

The Bank must allocate 5% of net income each year to the legal reserve, which shall not exceed 20% of its paid-up capital.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
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### 20. Funding expenses

|  | 2014           | 2013          |
|--|----------------|---------------|
| Time deposits  | 51,911         | 34,720        |
| Open market funding                                  | 34,383         | 19,213        |
| Contributions to Central Bank deposit reserves (FGC) | 1,283          | 1,373         |
| Interbank deposits                                   | 8,815          | 7,352         |
| Financial bills                                      | 6,624          | 4,500         |
| Agribusiness securities (LCA)                        | 4,349          | 1,237         |
| House equity securities (LCI)                        | 712            | -             |
|  | <b>108,077</b> | <b>68,395</b> |

### 21. Service income

|   | 2014          | 2013          |
|---|---------------|---------------|
| Foreign exchange operation charges                  | 5,726         | 4,015         |
| Bank charges  | 17,512        | 12,139        |
| Business development                                | 8,133         | 25,817        |
| Custody services                                    | 19,774        | 13,506        |
| Commission fees for investment funds administration | 112           | 4,544         |
| Other services                                      | 523           | 306           |
|   | <b>51,780</b> | <b>60,327</b> |

### 22. Other administrative expenses

|                                    | 2014          | 2013          |
|------------------------------------|---------------|---------------|
| Transport                          | 29,843        | 25,721        |
| Specialist technical services      | 8,044         | 13,473        |
| Data processing                    | 9,549         | 9,753         |
| Rent                               | 2,552         | 2,637         |
| Financial system                   | 2,240         | 1,869         |
| Communications                     | 1,518         | 1,471         |
| Third-party services               | 962           | 868           |
| Notarial fees                      | 442           | 626           |
| Surveillance and security services | 355           | 227           |
| Materials                          | 236           | 220           |
| Advertising and promotion          | 172           | 92            |
| Other                              | 3,461         | 2,475         |
|                                    | <b>59,374</b> | <b>59,432</b> |



## Banco Paulista S.A.

Notes to financial statements (Continued)  
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### 23. Other operating income

|  | 2014          | 2013          |
|--|---------------|---------------|
| Reversal of provision for expenses   | 421           | 10,024        |
| Reversal of provision for tax contingencies                                  | -             | 2,285         |
| Foreign exchange gains/(losses) - arbitration                                | 7,167         | 1,622         |
| Income from guarantees given   | 294           | 965           |
| Monetary variation gains   | 665           | 627           |
| Interest on National Treasury securities issued to cover court-ordered debts | 525           | 455           |
| Monetary variation on judicial deposits                                      | 863           | 432           |
| Recovery of charges and expenses   | 536           | 420           |
| Other  | 1,044         | 1,583         |
|  | <u>11,515</u> | <u>18,413</u> |

### 24. Other operating expenses

|  | 2014          | 2013          |
|--|---------------|---------------|
| Loan consulting  | 8,019         | 18,003        |
| Expenses with Direct Consumer Credit (CDC) contract recovery | 2,053         | 3,185         |
| Monetarily restated taxes and contributions                  | 2,229         | 2,397         |
| Losses on taxes recoverable - statute of limitations         | 1,197         | -             |
| Foreign exchange losses                                      | 2,551         | 1,850         |
| Amortization and depreciation                                | 1,131         | 1,010         |
| Loan loss provision  | 1,498         | -             |
| Renegotiation discounts granted                              | 973           | -             |
| Provision for guarantees given                               | 698           | -             |
| Interbank fees   | 948           | 609           |
| Financial expenses - PSH                                     | 633           | 2,595         |
| Commissions on financing agreements                          | 89            | 187           |
| Equalization of assignment price (Note 3.m)                  | -             | 2,011         |
| Monetarily restated advances received on assigned credits    | -             | 887           |
| Provision for losses on judicial deposits                    | -             | 6,996         |
| Other  | 1,350         | 1,133         |
|  | <u>23,369</u> | <u>40,863</u> |

## Banco Paulista S.A.

Notes to financial statements (Continued)  
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### 25. Income and social contribution taxes

#### a) Reconciliation of expenses with provisions for income and social contribution taxes

|   | 2014     | 2013     |
|---|----------|----------|
| Income before income taxes and profit sharing | 47,814   | 30,242   |
| (-) Interest on equity                        | (7,347)  | (6,996)  |
| (-) Profit sharing                            | (1,815)  | (1,097)  |
| Income before income taxes                    | 38,652   | 22,149   |
| Temporary additions and exclusions            | (17,811) | (27,720) |
| Provision for loans assigned with guarantee   | -        | (2,756)  |
| Marketable securities marked to market        | 576      | (329)    |
| Allowance for loan losses                     | 13,835   | 15,610   |
| Reversal of allowance for loan losses         | (30,000) | (19,667) |
| Provision for tax contingencies               | (1,127)  | 2,498    |
| Profit sharing - 2013                         | (1,194)  | (2,636)  |
| Reversal of provision for BNDU                | -        | -        |
| Other temporary additions and exclusions      | 99       | (20,440) |
| Permanent additions and exclusions:           | (13,301) | 823      |
| Equity pick-up - subsidiary                   | (12,765) | (1,411)  |
| Other permanent additions and exclusions      | (536)    | 2,234    |
| Tax base                                      | 7,540    | (4,748)  |
| Income and social contribution taxes          | 2,088    | -        |
| Deductions - tax incentives                   | (47)     | -        |
| Income and social contribution taxes          | 2,041    | -        |
| Deferred tax assets                           | 7,651    | 7,203    |
| Total income and social contribution taxes    | 9,692    | 7,203    |

#### b) Tax credits

Changes in tax credits for the year were as follows:

|  | 12/31/2013    | Set-up       | Realization/<br>reversal | 12/31/2014    |
|--|---------------|--------------|--------------------------|---------------|
| Allowance for losses on other receivables                  | 64,317        | 5,534        | (12,000)                 | 57,851        |
| Provision for tax contingencies                            | 2,663         | 2,431        | (2,839)                  | 2,255         |
| Provision for loans assigned with guarantee                | -             | -            | (98)                     | (98)          |
| Adjustment to market value - Trading securities            | (3,594)       | 433          | (203)                    | (3,364)       |
| Adjustment to market value - Available-for-sale securities | 1,891         | 1,367        | -                        | 3,258         |
| Other  | 11,525        | -            | (909)                    | 10,616        |
| <b>Total tax credits</b>                                   | <b>76,802</b> | <b>9,765</b> | <b>(16,049)</b>          | <b>70,518</b> |

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Notes to financial statements (Continued)  
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### 25. Income and social contribution taxes (Continued)

#### b) Tax credits (Continued)

Tax credits are expected to be realized within the term allowed by BACEN Resolution No. 3355/06, according to their nature. Income and social contribution tax credits were recorded solely on temporarily nondeductible differences.

Present value of the tax credits at December 31, 2014 is R\$55,345, as determined by reference to the CDI/CETIP rates prevailing in the related periods. Tax credits are assessed periodically based on the generation of taxable profit for income and social contribution tax purposes in an amount that renders it justifiable to record such amounts as assets.

Based on projected results, which consider the business plan development, management believes that the Bank will realize taxable profits within the term not yet barred by statute of limitations to absorb the tax credits recorded in its financial statements. This estimate is periodically reviewed, so that any changes in the expected recovery of such credits are considered in a timely fashion in the financial statements.

Tax credits are expected to be realized as follows:

|  | <b>2015</b>  | <b>2016</b>  | <b>2017</b>  | <b>2018</b>  | <b>2019</b>  | <b>2021</b>   | <b>Total</b>  |
|--|--------------|--------------|--------------|--------------|--------------|---------------|---------------|
| Allowance for loan losses                                  | 6,800        | 7,200        | 8,000        | 8,000        | 8,400        | 19,451        | 57,851        |
| Provision for tax contingencies                            | -            | -            | -            | -            | -            | 2,255         | 2,255         |
| Adjustment to market value - Trading securities            | (3,364)      | -            | -            | -            | -            | -             | (3,364)       |
| Adjustment to market value - Available-for-sale securities | 3,258        | -            | -            | -            | -            | -             | 3,258         |
| Other  | -            | -            | -            | -            | -            | 10,518        | 10,518        |
| <b>Total</b>   | <b>6,694</b> | <b>7,200</b> | <b>8,000</b> | <b>8,000</b> | <b>8,400</b> | <b>32,224</b> | <b>70,518</b> |
| <b>Present value</b>                                       | <b>6,308</b> | <b>7,902</b> | <b>7,244</b> | <b>6,640</b> | <b>6,640</b> | <b>13,139</b> | <b>55,345</b> |

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### 26. Transactions with related parties

Transactions with related parties were carried out under usual market conditions, with regard to interest rates and terms, and are broken down as follows:

|   | Assets/(liabilities) |           | Income/(expenses) |          |
|---|----------------------|-----------|-------------------|----------|
|   | 2014                 | 2013      | 2014              | 2013     |
| Prepaid expenses                          | -                    | -         | -                 | (2,011)  |
| Demand deposits                           | (922)                | (3,465)   | -                 | -        |
| Time deposits                             | (42,222)             | (126,079) | (7,639)           | (12,419) |
| Interbank deposits                        | (60,340)             | (32,039)  | (4,762)           | (4,300)  |
| Open market funding                       | (11,200)             | (14,654)  | (875)             | (648)    |
| Payables to related parties               | (4,363)              | -         | -                 | -        |
| Debtors/(creditors) - outstanding balance | 3,420                | (3,775)   | -                 | -        |
| Financial bill - subordinated debt        | (33,055)             | (29,285)  | (3,770)           | (4,500)  |
| House equity securities (LCI)             | (20,394)             | -         | (713)             | -        |
| Agribusiness securities (LCA)             | (18,065)             | (32,352)  | (1,418)           | (1,237)  |

#### a) Key management personnel compensation

As per the Bank's Articles of Incorporation, the overall annual management compensation amount is set by decision of the Annual General Meeting (AGM). The Bank paid its management personnel the following short-term benefits:

|                    | 2014         | 2013         |
|--------------------|--------------|--------------|
| Fixed compensation | 5,716        | 5,951        |
| Social charges     | 1,286        | 1,339        |
| <b>Total</b>       | <b>7,002</b> | <b>7,290</b> |

The Group offers no long-term or post-employment benefits, relating to termination or share-based payment, to its key management personnel.

### 27. Collateral securities, pledges and guarantees to third parties

As at December 31, 2014, liability for collateral securities, pledges and guarantees provided to third parties, including those on assigned credits, totaled R\$22,314 (R\$32,241 in 2013), considerate adequate to face future reimbursements.

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### 28. Contingent assets and liabilities and legal, tax and social security obligations

#### a) Contingent assets

As at December 31, 2014 and 2013, there are no proceedings whose likelihood of loss is estimated as probable by management.

#### b) Contingent liabilities classified as probable loss and legal obligations

##### b.1) *Labor*

These basically refer to claims filed by former employees seeking overtime payment and by former employees of outsourced labor firms seeking recognition of employment relationship and the respective severance pay amounts. Contingent amounts are accrued based on analyses of the potential for loss on claims, on a case-by-case basis, considering claim current status, decisions on the matter under dispute formerly handed down by courts and the opinion of external legal advisors. A provision is recorded for proceedings whose likelihood of loss is assessed as probable, in an amount that may be reliably estimated, including applicable charges.

##### b.2) *Civil*

These mostly refer to proceedings of a civil nature relating to Direct Consumer Credit (CDC) operations, seeking damages for pain and suffering, damages and other proceedings claiming indemnification. Provisions for CDC-related claims, the amounts of which are not individually significant, are set up based on the historical average of losses on dismissed cases. The historical average of losses is reviewed semiannually. For other proceedings of a civil nature, contingent amounts are accrued based on analyses of the potential for loss on claims, on a case-by-case basis, considering claim current status, decisions on the matter under dispute formerly handed down by courts and the opinion of external legal advisors.

##### b.3) *Tax and social security*

These refer to legal and administrative proceedings substantially based on Supplementary Amendment No. 10/96, which aims at (i) ensuring the right to pay Social Contribution tax calculated at the same rate applicable to other companies not operating in the financial segment; (ii) avoiding payment of Social Contribution tax on income calculated at 30% in the period from 01/01/1996 to 03/07/1996 and in the ninety-day period from 03/07/1996 to 06/07/1996, during which the Company computed and paid Social Contribution on Net Profit (CSLL) at 18% based on Law No. 9249/95.

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### 28. Contingent assets and liabilities and legal, tax and social security obligations (Continued)

#### b) Contingent liabilities classified as probable loss and legal obligations (Continued)

##### b.3) *Tax and social security* (Continued)

The Bank decided not to challenge the lawfulness of the PIS and COFINS levy in court, and elected the apportionment provided for by Law No. 11941/09. In 2012, the amount of R\$43,383 was reallocated to "Other taxes payable", whose balance in 2014 amounted to R\$29,066 (R\$27,268 in 2013) - (Note 18.a).

Changes in provision for contingencies and legal obligations for the years are as follows:

|                              | Provision for contingencies |         |       | 2014  | 2013    |
|------------------------------|-----------------------------|---------|-------|-------|---------|
|                              | Labor                       | Civil   | Tax   |       |         |
| Balance at beginning of year | 680                         | 3,039   | 5,694 | 9,413 | 8,785   |
| Setting-up                   | -                           | 428     | 394   | 822   | 4,484   |
| Realization/restatement      | 410                         | (1,285) | -     | (875) | (1,571) |
| Reversal                     | -                           | -       | -     | -     | (2,285) |
| Balance at end of year       | 1,090                       | 2,182   | 6,088 | 9,360 | 9,413   |

|                              | Judicial deposits |       |       |       | 2014   | 2013    |
|------------------------------|-------------------|-------|-------|-------|--------|---------|
|                              | Labor             | Civil | Tax   | Other |        |         |
| Balance at beginning of year | 169               | 70    | 6,834 | 3,000 | 10,073 | 12,350  |
| Restatement                  | 7                 | 479   | 460   | 612   | 1,558  | 1,190   |
| Setting-up                   | -                 | -     | -     | -     | -      | 1,000   |
| Payment/reversal             | -                 | (204) | -     | -     | (204)  | (4,467) |
| Balance at end of year       | 176               | 345   | 7,294 | 3,612 | 11,427 | 10,073  |

#### c) Contingent liabilities classified as possible losses

As at December 31, 2014, contingent liabilities classified as possible losses are represented by 61 (sixty one) proceedings of a civil nature totaling R\$10,138 and 9 (nine) proceedings of a labor nature totaling R\$228, based on the amounts attributed to respective suits brought by claimants (and not necessarily representing any possible loss), which are mostly represented by the following:

- Actions for review of loan and financing contractual clauses;
- Actions for indemnification in connection with financial transactions;
- Labor claims.

## Banco Paulista S.A.

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
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### 28. Contingent assets and liabilities and legal, tax and social security obligations (Continued)

#### d) Regulatory agencies

There are no administrative proceedings in progress on the part of the National Financial System that could significantly impact net income and operations of Banco Paulista.

### 29. Operating limits

Required capital (PRE), in accordance with the standards in force, is stated as follows:

|  | 12/31/2014     | 12/31/2013 |
|--|----------------|------------|
| <b>Risk Weighted Assets (RWA) and Basel index</b>              |                |            |
| <b>Regulatory Capital (PR)</b>                                 | <b>184,819</b> | 176,893    |
| PR - tier I  | 162,827        | 146,953    |
| Principal capital  | 162,827        | 146,953    |
| PR - tier II   | 21,992         | 29,940     |
| RWA calculated using the standardized approach (Cpad) - Credit | 639,989        | 532,687    |
| RWA using Credit Approval Memorandums (Cam) - Foreign          |                |            |
| exchange   | 86,180         | 25,432     |
| RWA Trading - Interest, Commodities, Shares                    | 5,181          | 2,879      |
| RWA for operational risks (Opad) - Operational                 | 200,329        | 175,790    |
| RWA - Total  | 931,680        | 736,787    |
| <b>Minimum PR</b>  | <b>102,485</b> | 79,653     |
| <b>Basel index (PR/RWA Total)</b>                              | <b>19.84%</b>  | 24.01%     |
| <b>Tier I index (PR tier I / RWA Total)</b>                    | <b>17.48%</b>  | 19.95%     |
| <b>Principal Capital index (CP/RWA Total)</b>                  | <b>17.48%</b>  | 19.95%     |
| <b>Extended Basel index (PR / (RWA Total + securities not</b>  |                |            |
| <b>classified in the trading portfolio, i.e. Rban))</b>        | <b>19.37%</b>  | 23.65%     |

The Basel index for the Financial Conglomerate as at December 31, 2014, determined in accordance with the provisions set forth in Resolution No. 2099/94, as amended by Resolutions Nos. 4192/13 and 4193/13, is 19.37 %.

## **Banco Paulista S.A.**

Notes to financial statements (Continued)  
December 31, 2014 and 2013  
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### **30. Other information**

In May 2014, Provisional Executive Order (MP) No. 627/13 was signed into Law No. 12973/14. This Law introduced changes to the federal tax legislation on Corporate Income Tax (IRPJ), Social Contribution Tax on Net Profit (CSLL), and federal contribution taxes on gross revenue for Social Integration Program/Public Service Employee Savings (PIS/PASEP) and for Social Security Financing (COFINS). We highlight the following matters provided for by Law No. 12973/14:

- The Law repeals the Transition Tax Regime (RTT), ruling on adjustments arising from the adoption of new accounting methods and criteria introduced due to convergence of Brazilian accounting standards towards IFRS; and,
- Special installment payment of federal contribution taxes on gross revenue for PIS/PASEP and COFINS.

We anticipate that Law No. 12973/14 will not have any material effect on the Financial Statements.

### **31. Subsequent event**

On January 13, 2015, the Central Bank of Brazil (BACEN) approved the change of the business purpose of the Bank from Commercial Banking to Multi-purpose Banking (Special General Meeting - "SGM" - held on 10/31/2013). Since said change was approved, the Bank, in addition to building its investment portfolio, will continue developing all its current activities, namely, providing loans to medium-sized to large legal entities, being engaged in foreign exchange operations (basically in regard to foreign trade and financing operations) and in custody, fund management, and sale and distribution transaction structuring services.