



Safrá

Tradição Secular de Segurança

Avenida Paulista, 2.100 - São Paulo - SP
CNPJ 58.160.789/0001-28

KEY INDICATORS

R\$ million (unless otherwise stated)

Profitability	Mar/18	Mar/17	Change %
Net Income of the Parent Company (quarter)	517	487	6.2%
Equity of the Parent Company	10,129	9,438	7.3%
Return on Average Equity - Annualized (%)	20.8%	20.6%	
Return on Average Assets - Annualized (%)	1.3%	1.3%	
Performance Indicators (%)			
Net Income / Banking Product (1)	31.9%	31.2%	
NIM (annualized) (2)	5.1%	5.7%	
Basel Ratio	13.4%	14.6%	
Operational Coverage Ratio (3)	59.5%	53.1%	
Credit Ratios (%)			
Non Performing Loans (Over 90 days)	0.5%	0.6%	
Coverage ratio (Balance of ALL/Transactions over 90 days past due)	815.6%	774.5%	
Ratio of Problem Assets (E-H) (4)	2.3%	2.9%	
Coverage Ratio for Problem Assets (E-H)	188.1%	170.4%	
NIM after ALL	4.7%	4.9%	
Balance of ALL/Credit Portfolio	4.3%	5.0%	
Statement of Financial Position			
Total Assets	163,697	154,641	5.9%
Liquidity (5)	24,971	22,705	10.0%
Expanded Credit Portfolio	90,008	78,423	14.8%
Transactions with credit characteristics	70,299	60,614	16.0%
Guarantees and Sureties	19,708	17,809	10.7%
Funding Net of Compulsory	86,803	76,912	12.9%
Credit Portfolio (6) / Funding Ratio (%)	81.0%	78.8%	
Raised and managed assets (7)	223,870	202,550	10.5%
Material data			
Conglomerate employees (individuals)	6,839	5,965	
Number of Branches in the Country (units)	109	110	
Number of Points of Banking Services (units)	22	21	

(1) **Banking Product** = financial margin (8) + revenue from services and bank fees + revenue from insurances and private pension operations before claims - PIS/COFINS/ISS tax expenses.

(2) **NIM** = financial margin / average interest-bearing assets.

(3) **Operational coverage ratio** = revenue from bank fees and services / (personnel expenses + other administrative expenses).

(4) **Ratio of problem assets** = portfolio of credit rated between E-H, considering performing and non-performing credit / total credit portfolio.

(5) **Liquidity** = cash and cash equivalents + unrestricted government and corporate securities (own portfolio) - collection of taxes and similar.

(6) **Transactions with credit characteristics.**

(7) **Raised and managed assets** = funded and managed funds + repurchase agreements + foreign exchange portfolio + tax collection.

(8) **Financial Margin** = Gross income on financial intermediation before allowance for loan losses, adjusted for tax effects of foreign exchange hedge.



Safrá

Tradição Secular de Segurança

Avenida Paulista, 2.100 - São Paulo - SP
CNPJ 58.160.789/0001-28

"If you choose to sail upon the seas of banking, build your bank as you would your boat, with the strength to sail safely through any storm." - Jacob Safrá

Index	Net Income	Annualized return on average equity	Liquidity ⁽¹⁾	Moody's	S&P Global
		R\$ 517.3 million	20.8%	R\$ 25.0 billion	International Scale ⁽²⁾ Ba2 National Scale - Long Term (Aa1.br)

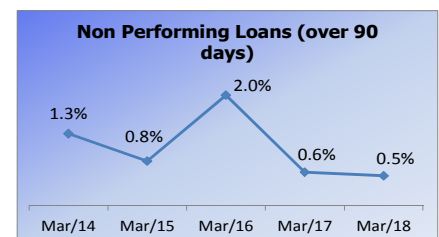
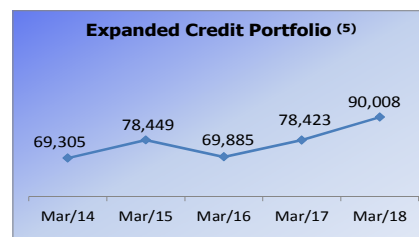
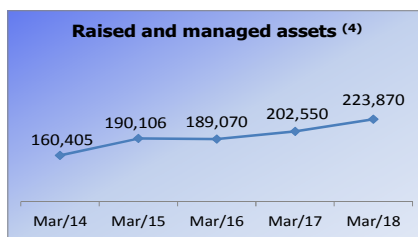
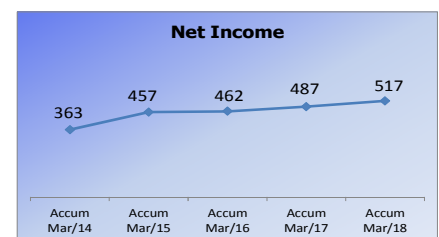
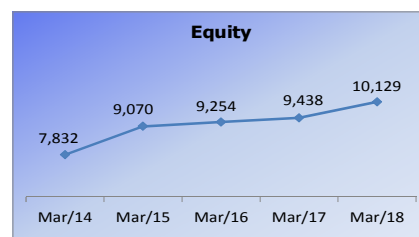
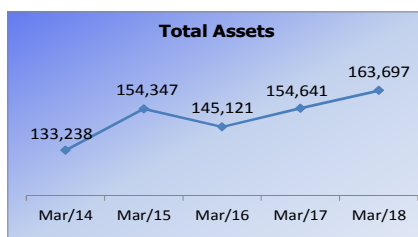
	mar-31-18	mar-31-17
CURRENT AND LONG TERM ASSETS	163,293,023	154,322,388
Extended cash and equivalents ⁽¹⁾	27,553,884	23,817,074
Central Bank compulsory deposits	4,272,292	2,853,512
Marketable securities, Interbank investments and Derivative financial	45,231,915	55,015,696
Funds guaranteeing technical reserves for insurance and private pension	13,184,862	9,809,685
Transactions with credit characteristics (Allowance for credit risk)	70,299,072	60,613,966
Minimum required - Resolution 2,682	(2,794,607)	(2,883,108)
Additional	(1,595,270)	(1,712,815)
Others financial assets	(1,199,337)	(1,170,293)
Others credits	3,074,022	2,859,176
Others credits	2,471,583	2,236,387
INVESTMENTS, PROPERTY AND EQUIPMENT IN USE E INTANGIBLE ASSETS	403,641	318,478
TOTAL ASSETS	163,696,664	154,640,866
CURRENT AND LONG TERM LIABILITIES	153,567,600	145,202,838
Total funding	91,074,846	79,765,327
Funds from customers	69,260,451	56,980,608
Funds from market	21,814,395	22,784,719
Open market funding, Supplementary pension operations and Derivative financial	53,499,259	58,128,323
Others financial liabilities	6,481,398	4,849,800
Foreign exchange portfolio	1,170,801	2,179,249
Collection of taxes and similar ⁽¹⁾	2,582,628	1,111,648
Acquirer	808,683	3,223
Others	1,919,286	1,555,680
Others liabilities and Deferred income	2,512,097	2,459,388
EQUITY	10,129,064	9,438,028
TOTAL LIABILITIES AND EQUITY	163,696,664	154,640,866

	Accumulated mar/2018	Accumulated mar/2017
Income from financial intermediation	3,338,225	4,904,952
Expenses of financial intermediation	(2,264,907)	(3,700,874)
Derivative Financial Instruments	140,642	17,672
GROSS INCOME ON FINANCIAL INTERMEDIATION BEFORE ALLOWANCE FOR LOAN LOSSES	1,213,960	1,221,750
RESULT OF ALLOWANCE FOR LOAN LOSSES	(92,585)	(159,072)
NET INCOME ON FINANCIAL INTERMEDIATION	1,121,375	1,062,678
OTHER INCOME FROM OPERATIONS	550,044	452,395
Foreign exchange transactions	30,662	29,296
Revenue from service and bank fees	454,762	377,584
Management and administration of funds, brokerages and custodys	250,389	184,204
Other services and fees	204,373	193,380
Insurance, reinsurance and private pension operations	64,620	45,515
TAX EXPENSES OF OPERATIONS	(124,315)	(103,458)
NET INCOME FROM OPERATIONS	1,547,104	1,411,615
OTHER OPERATING INCOME (EXPENSES)	(812,005)	(740,671)
Personnel expenses	(540,538)	(490,791)
Administrative expenses	(223,837)	(170,364)
Other operating income (expenses)	(47,630)	(79,516)
INCOME BEFORE TAXES	735,099	670,944
INCOME TAX AND SOCIAL CONTRIBUTION	(217,791)	(183,765)
NET INCOME FOR THE PERIOD	517,308	487,179

José Manuel da Costa Gomes - Accountant CRC nº 1SP219892/O-0

The Consolidated Financial Statements with Independent Auditor's report, unqualified opinion, are available in the website www.safrá.com.br.

R\$ million



(1) Liquidity represented by Cash and Unrestricted government securities of high liquidity (-) Collection of taxes and similar.
(2) The Banco Safrá continues with the highest rating among the financial institutions in Brazil, which are limited to Sovereign rating, both the S&P Global and Moody's, updated 2018.
(3) In the Financial Statements, it refers to the presentation model with information include in accompanying notes. In the Statement of Income Adjusted for the tax effect of investment hedge abroad.
(4) Represented by raised and managed funds + repurchase agreements + foreign exchange portfolio + collection of taxes and similar.
(5) Included Transactions with credit characteristics and Garantees and sureties.