



1Q21 earnings review

Milton Maluhy Filho

Chief Executive Office (CEO)

Alexsandro Broedel

Chief Financial Officer (CFO)

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Group Head of Investor Relations and
Marketing Intelligence

quarter highlights

1Q21 vs. 4Q20 change

credit portfolio

R\$906.4 Bn
^ 4.2%



mortgages for individuals

^ 12.1%



auto loans for individuals

^ 4.5%



agribusiness segment

^ 11.2%

margin with clients

R\$16.2 Bn
^ 1.0%

cost of credit

R\$4.1 Bn
v 31.9%

margin with the market

R\$2.5 Bn
^ 57.1%

non-interest expenses

R\$12.4 Bn
v 6.6%



digital clients acquisition

+ 3.7 million
in 1Q21



+ than 5 million
total clients in March 2021

+ than 2 million
new clients in 1Q21

recurring

managerial results

R\$6.4 Bn

^ 18.7%

recurring

managerial ROE

18.5%

^ 2.4 p.p.



digital bank

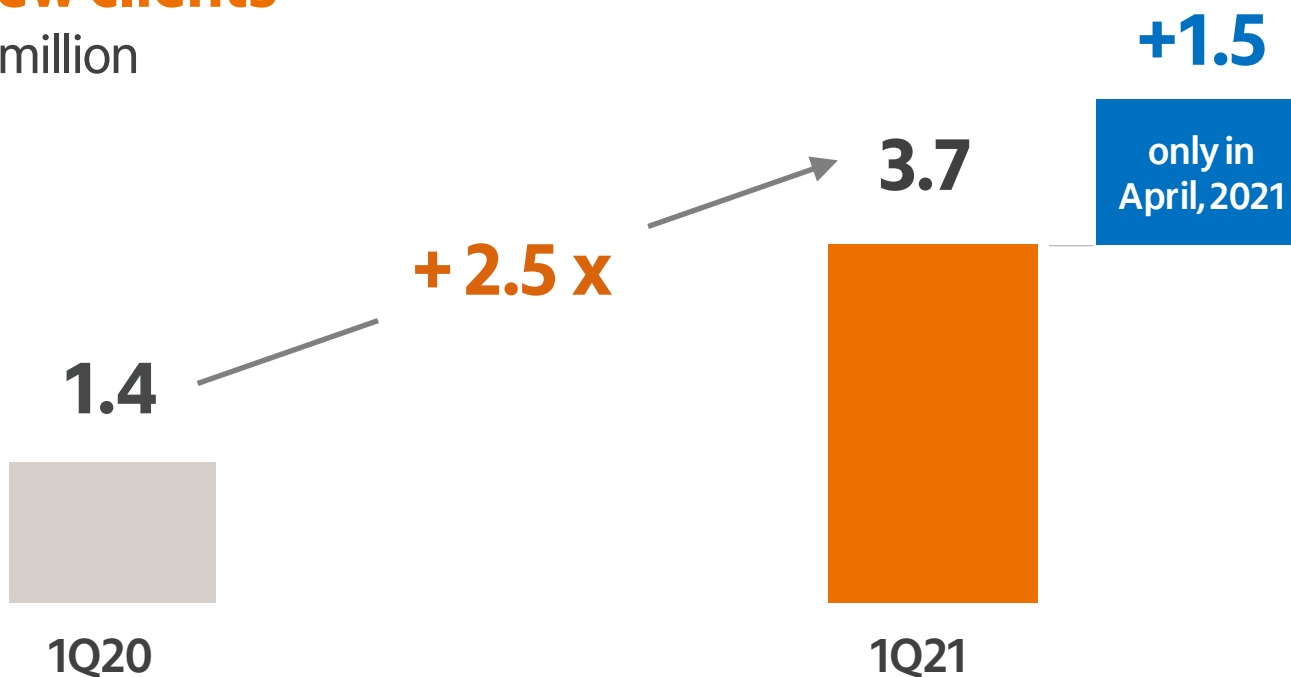
sustainable expansion

digital relationships



digitally acquired new clients

million



78 points

NPS of the super app



54%

of sales¹ to individuals
were made through
digital channels

+ 70% of sales vs. mar/20



95%

of clients served by the
virtual assistant do not
make calls to customer
service center



15%

efficiency ratio of the
digital channels in 2020

(1) Includes: installment, payroll, personalized and renegotiation credit lines, investments, funds, time deposits, savings deposits, pension plan, foreign exchange, premium bonds, credit cards, "consórcio", overdraft, revolving credit and protected card, residential, travel, life and credit life insurance.

iti Itaú

100% digital bank

free and differentiated account

- account opening in up to 4 minutes
- payment account
- digital cash withdrawal on ATMs
- PIX (instant transfer)
- payments
- cell phone credit recharge
- debit card
- credit card
- personal credit (beta)

technology stack: state-of-the-art



+ than
6 MM

clients in
April 2021

70%

of clients are
between 18 and 35
years old

+ than
3 MM

new clients
in 2021

+ than
70%

of clients in the active base
with registered PIX key

84%

of clients without an
active account with Itaú

target
15 MM

clients until
the end of 2021

strong growth in secured loans

mortgage for individuals

R\$10.3 Bn

credit granted
in the quarter

^ **39%**
1Q21 vs. 4Q20

^ **216%**
1Q21 vs. 1Q20

R\$62.4 Bn

mortgage
balance

^ **12.1%**
Mar-21 vs. Dec-20

^ **32.4%**
Mar-21 vs. Mar-20



the real estate credit / GDP ratio indicates
huge growth potential in Brazil

 **41.9%**
loan-to-value

 **interest rate**
linked to savings

 **digital**
hiring

 **30 points**
global NPS

 **socio-environmental analysis**
for transactions with developers

auto loans

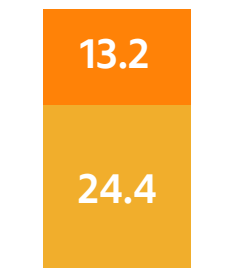
R\$6.6 Bn

auto loans granted
for individuals and
companies in the
quarter

R\$37.5 Bn

auto loans
balance

^ **27.9%**
vs. Mar-20



Mar-21

^ **32.5%**
companies

^ **25.6%**
individuals

 **61.6%**
loan-to-value (individuals)

 **17.7 thousand**
points of sale served

 **30%**
through digital channels

 **68 points**
global NPS

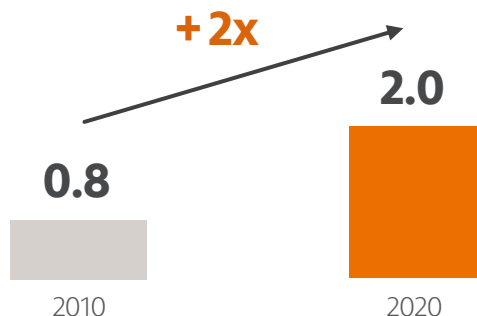
 special rates for
hybrid and electric vehicles

relevant expansion in agribusiness

Agribusiness GDP has doubled in 10 years,

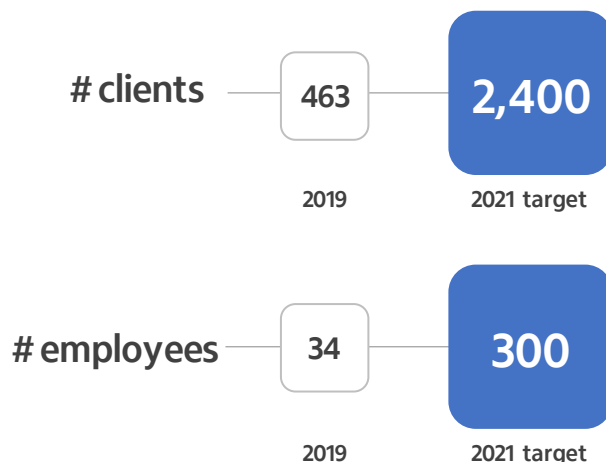
representing 27% of Brazil's GDP in 2020

In R\$ trillion

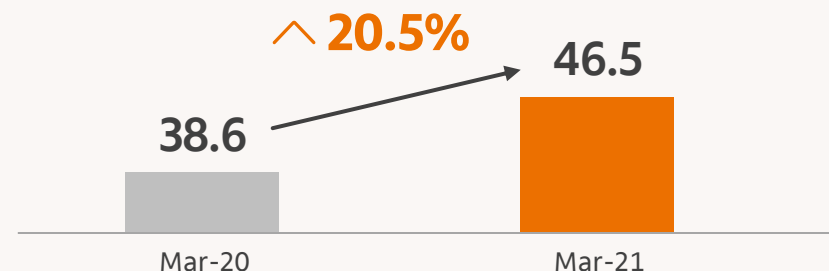


creation of the agribusiness segment

sets the stage for a strong growth agenda in the coming years



credit portfolio balance
in R\$ billion



main developments and challenges

- socio-environmental analysis in agribusiness operations
- expansion of the commercial team and geographic coverage
- evolution of the service model > specialization
- development of new products and structures
- scalability of operations by rural producers
- we will partner with meat producers to implement supplier traceability and support agroforestry chain



credit portfolio

In R\$ billions

	mar-21	dec-20	Δ	mar-20	Δ
individuals	261.3	255.6	2.2%	238.1	9.8%
credit card loans	82.8	86.3	-4.0%	83.8	-1.3%
personal loans	35.6	35.1	1.6%	37.4	-4.6%
payroll loans	56.1	55.3	1.4%	50.3	11.5%
auto loans	24.4	23.3	4.5%	19.4	25.6%
mortgage	62.4	55.7	12.1%	47.2	32.4%
very small, small and middle market loans	128.3	127.6	0.6%	104.5	22.7%
banking loans	106.7	105.3	1.3%	104.5	2.1%
government sponsored/guaranteed facilities	21.6	22.3	-3.2%	-	-
individuals + SMEs loans	389.6	383.2	1.7%	342.6	13.7%
corporate loans	279.0	269.0	3.7%	250.2	11.5%
credit operations	185.6	179.0	3.7%	171.9	8.0%
corporate securities	93.4	90.0	3.7%	78.3	19.3%
total Brazil	668.6	652.2	2.5%	592.8	12.8%
Latin America	237.8	217.3	9.4%	195.6	21.6%
total with financial guarantees and corporate securities	906.4	869.5	4.2%	788.3	15.0%



credit¹ origination

	1Q21 vs. 4Q20	1Q21 vs. 1Q20
individuals	- 9%	+ 19%
very small, small and middle market	- 21%	- 11%
corporate	+ 4%	+ 7%
total Brazil²	- 7%	+ 5%
private securities issuance ³	- 65%	+ 31%



change in personal loans portfolio

	Mar-21 vs. Dec-20	Mar-21 vs. Mar-20
personalized credit	- 8%	+ 23%
overdraft	+ 13%	- 29%
installment credit	+ 16%	- 25%

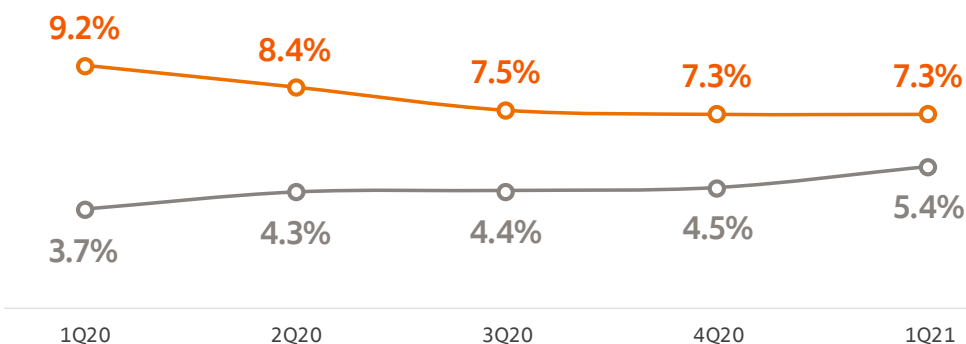
Note: (1) Does not consider origination of credit card, overdraft, debt renegotiation and other revolving credits. Average origination per working day in the period, except for private securities issuance, (2) Does not include private securities issuance, (3) Considers total volume of fixed income and hybrid private securities issuance arranged by Itaú Unibanco on the local market (includes distributed volumes).

financial margin with clients

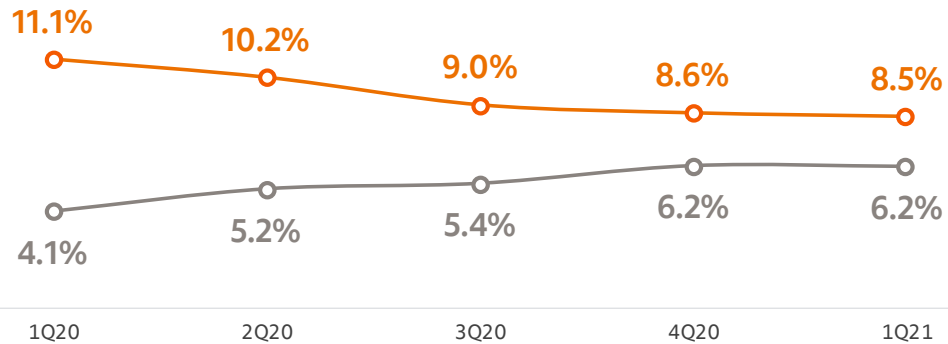
—○— financial margin with clients

—○— risk-adjusted financial margin with clients

annualized average margin - consolidated



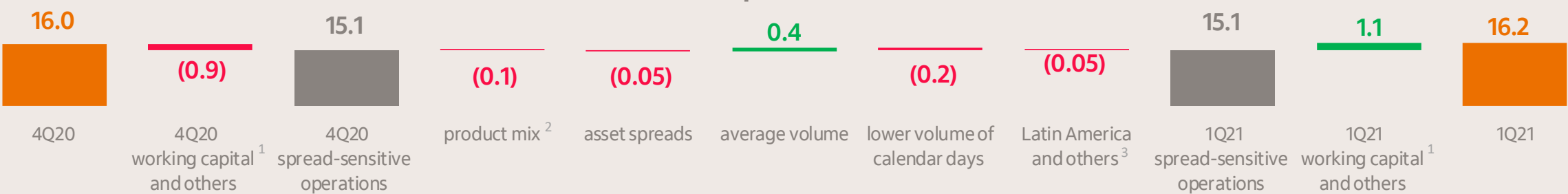
annualized average margin - Brazil



change in the financial margin with clients

In R\$ billions

^ R\$0.2 Bn



(1) Includes capital allocated to business areas (except treasury), in addition to the corporation's working capital, (2) Change in the composition of assets with credit risk between periods in Brazil, (3) Others considers the liability financial margin and structured wholesale operations.

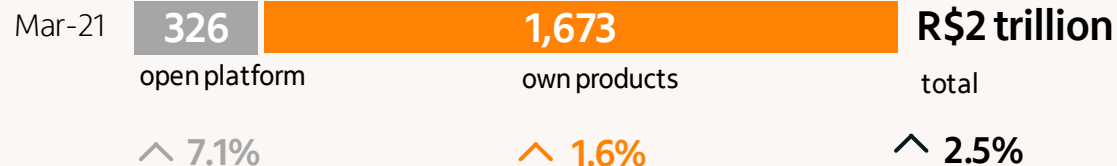
asset management

the most complete product shelf on the market



investments

Mar-21 vs Dec-20, in R\$ billion



Itaú Asset Management

expansion of product distribution
via 16 banks and platforms

focus on growth in absolute return
products through multi-desk
total of 15 desks and
R\$61 billion of AuM

Itaú portfolio with accelerated funding

R\$10.6 billion in the quarter and
R\$30.8 billion in AuM in March-21

Fund of Funds (FoF)

~ R\$270 Bn AuM
largest FoF in Brazil

CAGR
26% p.a.
2017 to 2020

149
managers

+ than 1,300
funds under
management

in 1Q21, we launched:

- 9 local products
- 4 international products

transformation in the investment journey



Personal assistance or digital service - digital experience

new investments app



available to Itaú clients and non-clients



differential: fund profitability projection for
the next 12 months



the best **digital investment experience**

a new advisory model



transparency: the client knows how the
specialist's remuneration works



offices across the country (12 in operation)
we are hiring +1.2 thousand specialists



complete service
all products in one place



sophistication and expertise in recommending
simulations, projections and research

what is to come:

short term

medium term



investment
aggregator



integrated
broker



transactional
journey for
fixed income



account
opening

commissions and insurance

In R\$ billions

	1Q21	4Q20	Δ	1Q20	Δ
credit and debit cards	2.9	3.1	-7.1%	3.0	-4.5%
card issuance	2.3	2.4	-4.8%	2.3	-0.9%
acquiring	0.6	0.7	-14.7%	0.7	-15.7%
current account services	1.8	1.9	-3.5%	2.0	-7.6%
asset management ¹	1.3	1.4	-7.2%	1.5	-10.6%
advisory services and brokerage	1.2	1.2	6.9%	0.9	33.2%
credit operations and guarantees provided	0.6	0.6	0.3%	0.6	-1.4%
collection services	0.5	0.5	-3.5%	0.5	4.1%
other	0.4	0.4	0.7%	0.3	24.2%
Latin America (ex-Brazil)	0.8	0.8	4.5%	0.7	14.3%
commissions and fees	9.6	9.9	-2.9%	9.5	0.5%
result from insurance operations²	1.5	1.4	5.5%	1.6	-5.4%
commissions, fees and result from insurance	11.0	11.2	-1.9%	11.1	-0.3%

(1) Includes fund management fees and “consórcio” management fees, (2) Result from insurance includes the revenues from insurance, pension plan and premium bonds operations net of retained claims and selling expenses, (3) Source: Dealogic, March-21.

investment banking ranking³

1st place



1st place

M&A

R\$130.6 billion

financial advisory services
in 9 transactions

advisor of the largest M&A
in Brazil (ex-financial
institutions).

ECM

R\$6.2 billion

volume issued
in 17 transactions

highlight for tech
companies' transactions



building and execution of the
strongest pipeline in the history of
the investment bank
mainly in capital market transactions

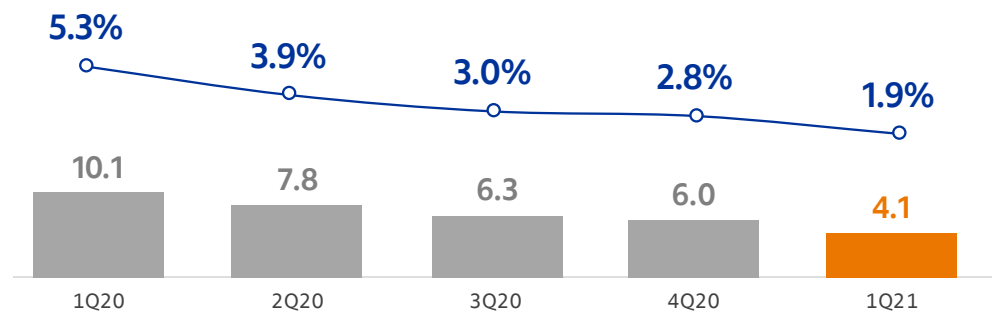


most active 1st quarter in
capital market history
intense volume of IPOs compared
to previous years

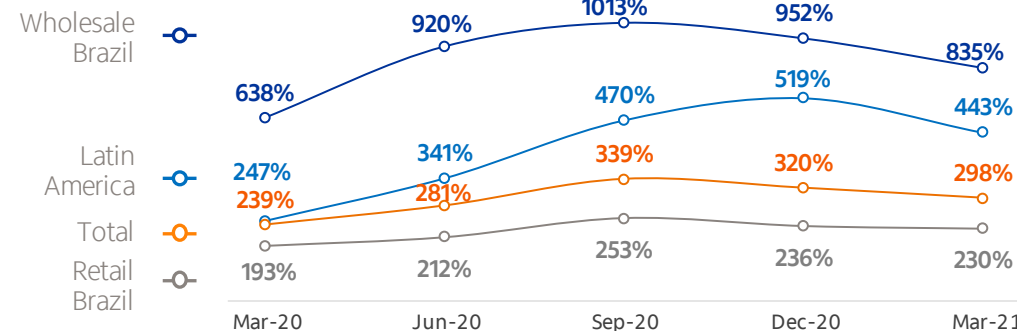
credit quality

cost of credit¹

ratio between the annualized cost of credit and the loan portfolio² - (%)

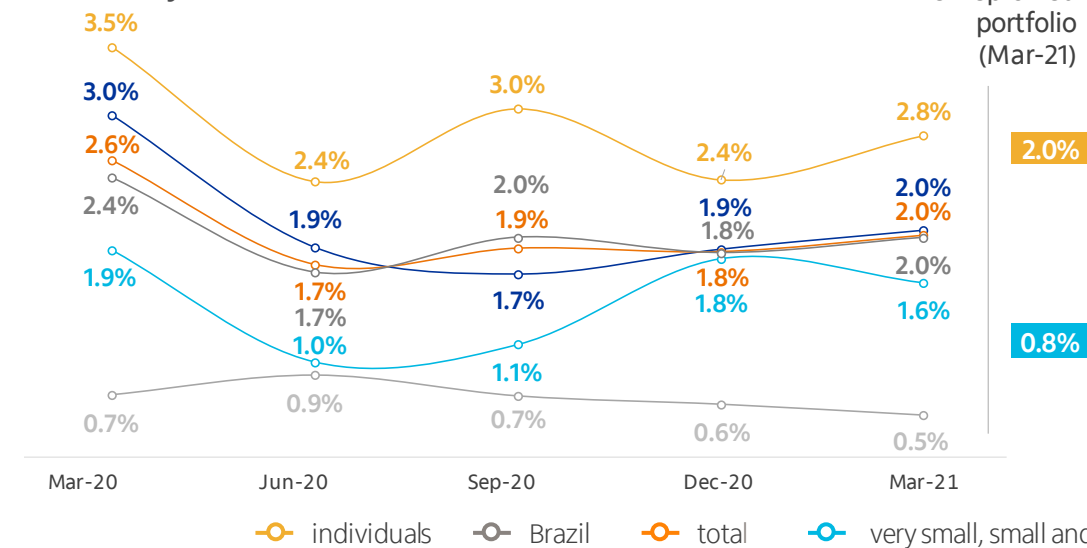


coverage ratio – 90 days NPL %



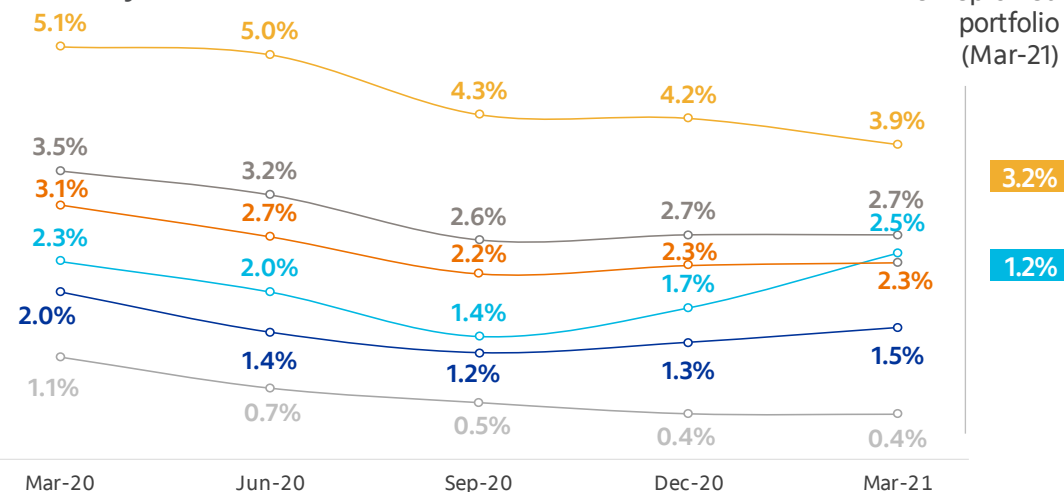
15 - 90 days NPL - %

*exreprofiled portfolio (Mar-21)



90 days NPL - %

*exreprofiled portfolio (Mar-21)



(1) Provision for Loan Losses + Recovery of Loans + Impairment + Discounts Granted, (2) Average loan portfolio balance with financial guarantees provided and corporate securities considers the last two quarters.

digital transformation



continuous investment in technology

2021 vs 2018

+ 2x

investments in the development of solutions

- 28%

infrastructure costs



agile management

2020 vs 2018

2X

more productivity

lower costs for developing new features

- 43%

lead time

faster delivery of new features



squads

47%

eligible employees already work in an integrated work model

squads with members from business, technology, operations, UX, among other areas.

in 2022

100%

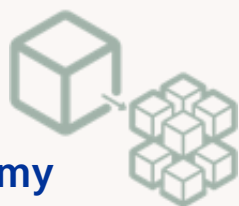
+ than 21 thousand people

evolution of the platform and DevOps culture go together

modernization

50%

of our services will
be in the public
cloud in 2022



+ autonomy
+ speed
+ productivity
+ efficiency

DevOps culture

speed

+ 57%

deployment
frequency
greater pace in the
delivery of codes in
production

+ 140%

deployment
volume
more delivery of codes
in production

*metrics 1Q21 vs 1Q20

quality

+ 48%

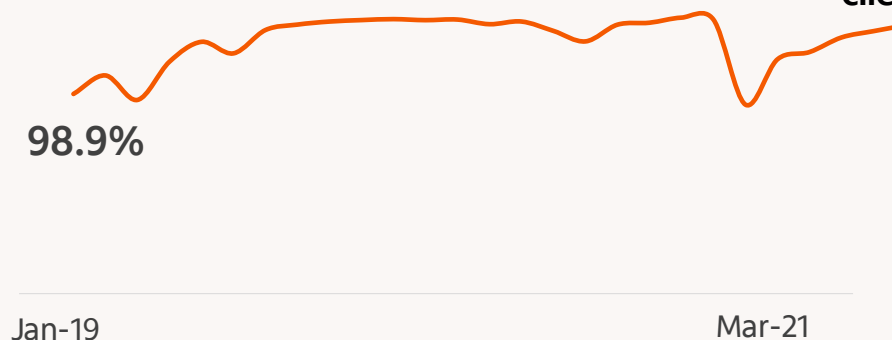
resilience¹ of our
applications
even with more
deployments

-63%

system incidents

99.6%

of availability in the
client's perspective



(1) Resilience metric: MTTR – mean time to repair.

efficiency as a strategic pillar

culture strengthening

continuous questioning
of activities and processes in
search of efficiency gains

**constant flow of
initiatives**
being idealized, planned and
implemented

transversal program across the bank

development and implementation of initiatives that seek structural efficiency gains



16 work fronts

two meetings per month
with bank's senior
leadership



same work methodology

detailed planning and
indicators for the individual
monitoring of each initiative



1,200 initiatives planned

review, simplify and optimize
processes, automate
activities, use of data and
analytics

+ than 400
under implementation



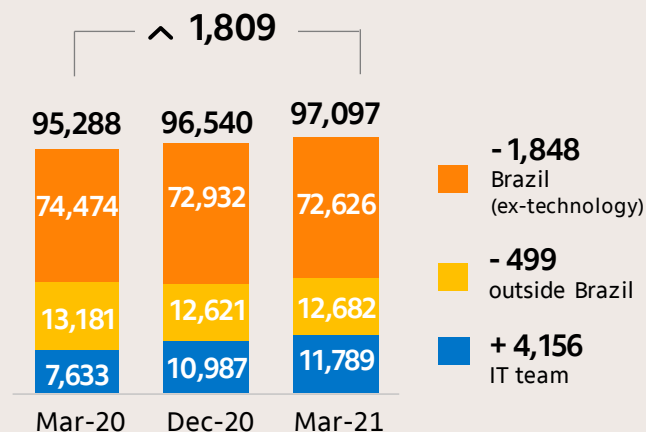
goal
**sequentially
reduce the
bank's core cost
over the next 3
years**

non-interest expenses

In R\$ billions

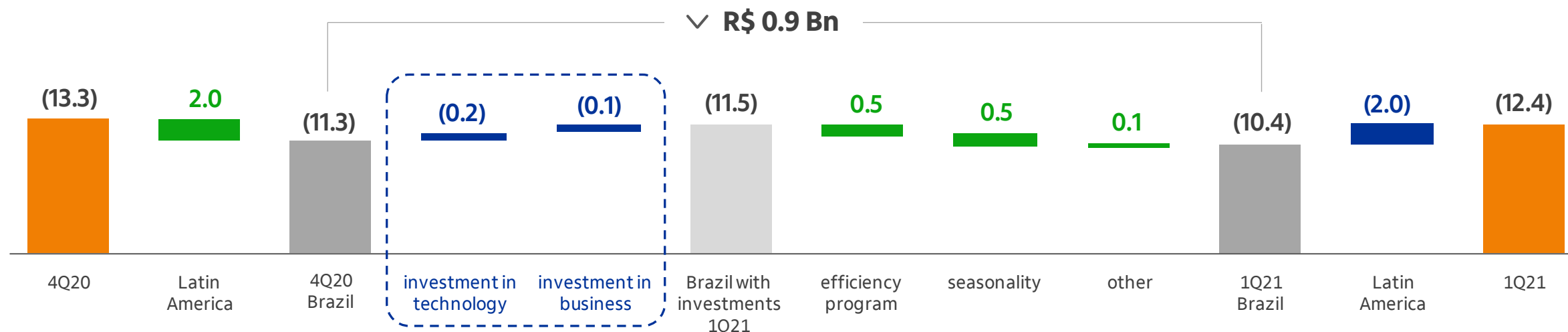
	1Q21	4Q20	Δ	1Q20	Δ
personnel	(4.9)	(5.2)	-5.9%	(4.6)	5.8%
administrative	(4.0)	(4.4)	-8.7%	(4.0)	-0.9%
other ⁽¹⁾	(1.5)	(1.7)	-9.6%	(1.8)	-17.2%
total - Brazil	(10.4)	(11.3)	-7.6%	(10.5)	-0.8%
Latin America (ex-Brazil) ⁽²⁾	(2.0)	(2.0)	-1.2%	(1.6)	30.2%
non-interest expenses	(12.4)	(13.3)	-6.6%	(12.1)	3.2%

employees



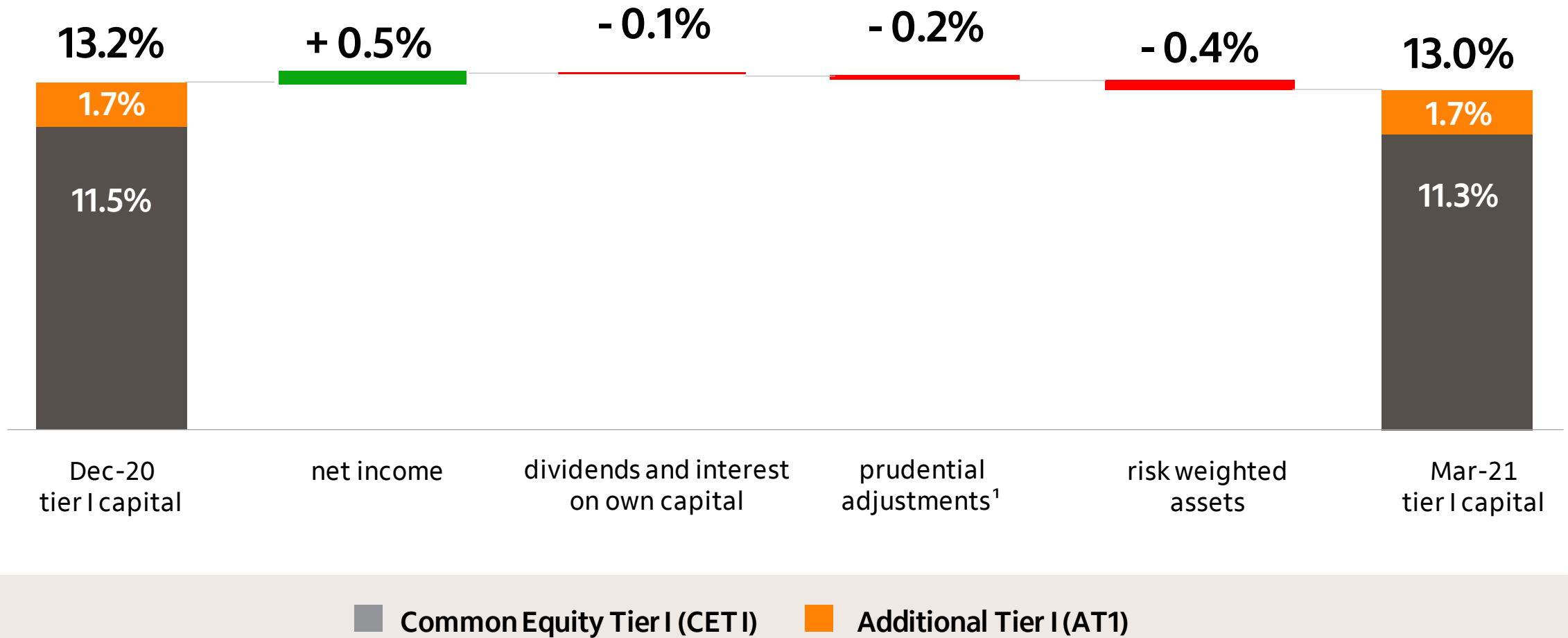
quarterly change, highlighting investments

1Q21 vs. 4Q20



(1) Includes operating expenses and other tax expenses (Includes IPTU, IPVA, IOF and others. Does not include PIS, Cofins and ISS), (2) Does not consider overhead allocation.

capital



(1) mainly tax credits.

2021 guidance *

the ranges of our 2021 forecast **remain unchanged**

	Consolidated	Brazil ¹
total credit portfolio ²	Growing 5.5% to 9.5%	Growing 8.5% to 12.5%
financial margin with clients	Growing 2.5% to 6.5%	Growing 3.0% to 7.0%
financial margin with the market	Range from R\$4.9 bn to R\$6.4 bn	Range from R\$3.3 bn to R\$4.8 bn
cost of credit ³	Range from R\$21.3 bn to R\$24.3 bn	Range from R\$19.0 bn to R\$22.0 bn
commissions and fees and results from insurance operations ^{4,5}	Growing 2.5% to 6.5%	Growing 2.5% to 6.5%
non-Interest expenses	Range from -2.0% to 2.0%	Range from -2.0% to 2.0%
effective tax rate	Range from 34.5% to 36.5%	Range from 34.0% to 36.0%

* The midpoint of the projections would imply an ROE of around 17.6%, taking into account other assumptions. This information should not be understood as a projection. (1) Includes units abroad ex-Latin America; (2) Includes financial guarantees provided and corporate securities; (3) Composed of result from loan losses, impairment and discounts granted; (4) commissions and fees (+) income from insurance, pension plan and premium bonds operations (-) expenses for claims (-) insurance, pension plan and premium bonds selling expenses; (5) 2021 guidance does not consider XP Inc. equity result starting in February 2021.



Itaú Day 2021

save the date

02 jun

from 9 am to 12pm

Brazilian time

Participants:

Co-chairmen of the Board of Directors

All members of the Executive Committee

Appendix

results

In R\$ billions

	1Q21	4Q20	Δ	1Q20	Δ
operating revenues	30.0	29.2	2.9%	29.2	2.8%
managerial financial margin	18.6	17.6	6.0%	17.8	4.7%
financial margin with clients	16.2	16.0	1.0%	17.0	-5.1%
financial margin with the market	2.5	1.6	57.1%	0.8	223.8%
commissions and fees	9.6	9.9	-2.9%	9.5	0.5%
revenues from insurance	1.8	1.7	5.2%	1.9	-3.0%
cost of credit	(4.1)	(6.0)	-31.9%	(10.1)	-59.2%
provision from loan losses	(4.4)	(5.6)	-21.4%	(10.4)	-57.3%
impairment	0.0	(0.8)	-105.7%	(0.1)	-154.0%
discounts granted	(0.4)	(0.4)	-8.1%	(0.3)	53.8%
recovery of loans written off as losses	0.7	0.9	-22.5%	0.7	3.0%
retained claims	(0.4)	(0.3)	4.7%	(0.3)	8.1%
other operating expenses	(14.2)	(15.2)	-6.4%	(13.8)	3.5%
non-interest expenses	(12.4)	(13.3)	-6.6%	(12.1)	3.2%
tax expenses and other	(1.8)	(1.9)	-5.2%	(1.7)	5.1%
income before tax and minority interests	11.3	7.6	49.1%	5.0	124.9%
income tax and social contribution	(4.4)	(2.8)	59.1%	(1.0)	349.9%
minority interests in subsidiaries	(0.5)	0.5	-200.7%	(0.2)	261.3%
recurring managerial result	6.4	5.4	18.7%	3.9	63.6%

business model

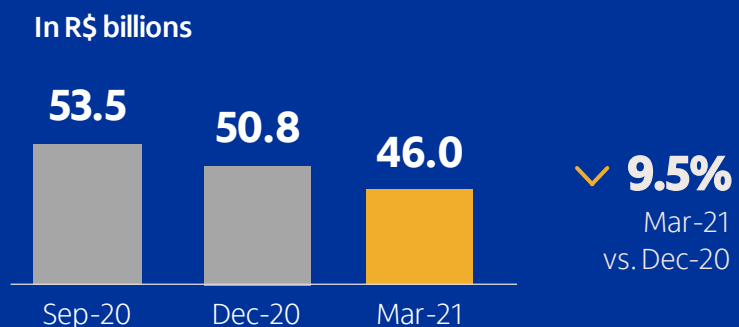
The allocation of principal capital (Common Equity Tier 1) in the bank's business is made at 12%, according to our risk appetite.

In R\$ billions	1 st quarter 2021					1 st quarter 2020					1Q21 vs. 1Q20				
	Total	Credit	Trading	Insurance & services	Excess capital	Total	Credit	Trading	Insurance & services	Excess capital	Total	Credit	Trading	Insurance & services	Excess capital
Operating revenues	30.0	15.9	0.7	13.4	0.1	29.2	16.3	0.1	12.6	0.2	0.8	(0.4)	0.6	0.8	(0.2)
Managerial financial margin	18.6	12.8	0.7	5.1	0.1	17.8	13.2	0.1	4.3	0.2	0.8	(0.4)	0.6	0.8	(0.2)
Commissions and fees	9.6	3.0	0.0	6.5	-	9.5	3.0	0.0	6.5	-	0.1	(0.0)	0.0	0.1	-
Revenues from insurance ¹	1.8	-	-	1.8	-	1.9	-	-	1.9	-	(0.1)	-	-	(0.1)	-
Cost of credit	(4.1)	(4.1)	-	-	-	(10.1)	(10.1)	-	-	-	6.0	6.0	-	-	-
Retained claims	(0.4)	-	-	(0.4)	-	(0.3)	-	-	(0.3)	-	(0.0)	-	-	(0.0)	-
Non-interested expenses and other²	(14.8)	(7.2)	(0.2)	(7.4)	0.0	(13.9)	(6.9)	(0.1)	(6.9)	(0.0)	(0.9)	(0.3)	(0.1)	(0.5)	0.0
Recurring managerial result	6.4	2.7	0.3	3.4	0.0	3.9	0.0	(0.0)	3.7	0.1	2.5	2.6	0.3	(0.3)	(0.1)
Average regulatory capital	139.6	80.2	2.4	51.8	5.2	128.0	72.5	1.6	48.3	5.6	11.6	7.7	0.7	3.5	(0.4)
Value creation	2.1	0.3	0.2	1.8	(0.1)	0.1	(2.2)	(0.1)	2.3	(0.0)	2.0	2.4	0.3	(0.5)	(0.1)
Recurring managerial ROE	18.5%	13.4%	49.9%	26.3%	1.1%	12.8%	0.2%	-3.2%	31.0%	10.5%	5.7 p.p.	13.2 p.p.	53.2 p.p.	-4.7 p.p.	-9.4 p.p.

(1) Revenues from Insurance includes the Revenues from Insurance, Pension Plan and Premium Bonds Operations before Retained Claims and Selling Expenses. (2) Include Tax Expenses (ISS, PIS, COFINS and other), Insurance Selling Expenses and Minority Interests in Subsidiaries

loan portfolio reprofiling

Individuals, very small and small companies



Reprofiled portfolio represents

5% of total credit portfolio

100%
performing

In February
2020

54% are
collateralized

79% in ratings
AA to C

At the end of
March 2021

reprofiled portfolio by product

balance at March 31st 2021 - in R\$ billions

individuals

R\$ 34.8 billion

13%

	R\$ billions
mortgage	15.2
personal loans	13.2
auto loans	3.5
credit cards	2.0
Payroll loans	0.9

very small and small companies

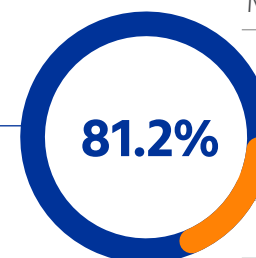
R\$ 11.2 billion

9%¹

	R\$ billions
working capital	9.9
auto loans	1.3

portfolio risk profile

non-overdue portfolio



March 31st, 2021

performing	78.3%
within grace period	3.0%
overdue between 15-90 days	8.6%
Overdue over 90 days	10.2%

(1) On the total portfolio of very small, small and middle market companies.



1Q21 earnings review

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