

Itaúsa Headquarters | Paulista Avenue – São Paulo

# **ITAÚSA**

### **Selected Quarterly Information**

4<sup>rd</sup> quarter of 2019

### **Contents**

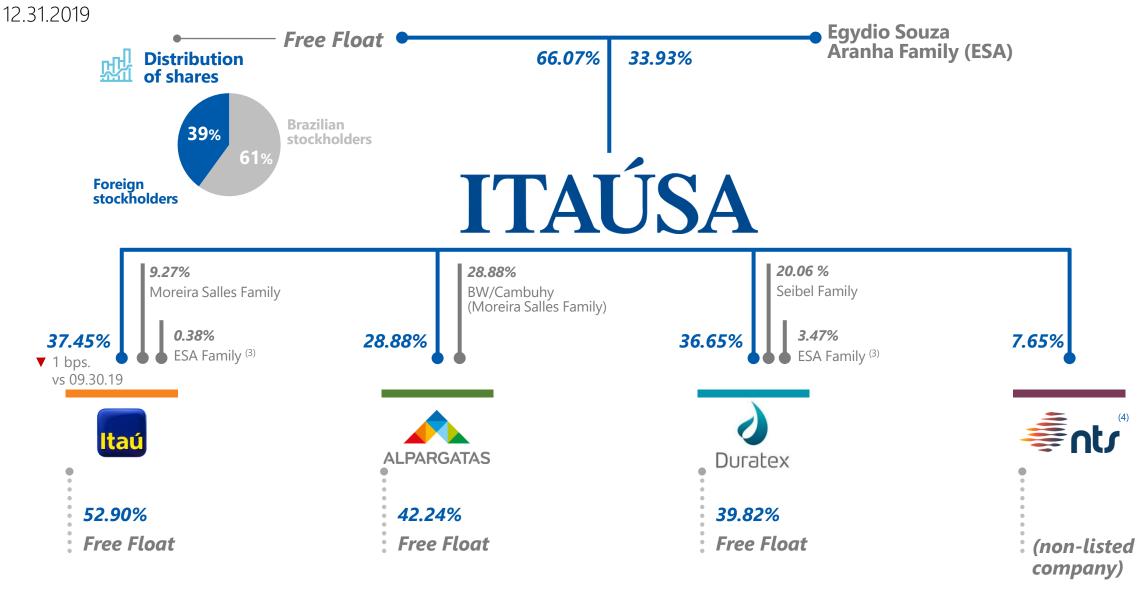


- Simplified Ownership Structure
- Itaúsa and Investees Highlights
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- Investees' Economic Performance
- Capital Markets
- Flow of Dividends / Interest on Capital

We present the information and financial indicators of Itaúsa – Investimentos Itaú S.A. (Itaúsa) in accordance with the International Financial Reporting Standards (IFRS) and the rules set forth by the Brazilian Securities and Exchange Commission (CVM).

## **Simplified Ownership Structure**(1,2)

ITAÚSA



<sup>(1)</sup> Interests shown exclude treasury shares.

<sup>(3)</sup> Shares directly held by individuals or members of the ESA Family.

<sup>(2)</sup> Corresponds to direct and indirect interest in companies.

<sup>(4)</sup> Investment not accounted for under the equity method.

Itaúsa and Investees

## ITAÚSA





## Highlights of the Period

#### Return to stockholders

Itaúsa's Board of Directors resolved on the payment, on 03.06.2020, R\$ 0.415848 per share, net of income tax, as follows:

- Interest on income declared on 12.09.2019 of R\$ 0.005058 per share, net of income tax;
- Interest on income and additional dividends declared on 02.17.2020 of R\$ 0.41079 per share, net of income tax.

Total paid/declared of net earnings in 2019 (base period) totaled R\$ 7,034 millions, representing payout of 68%.

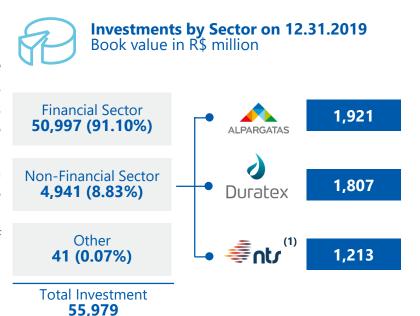
#### Acquisition of Liquigás

On November 19, 2019, Itaúsa announced to the market that the Acquiring Group of which it is part entered into final agreements on that date for the acquisition of 100% of Liquigás' shares. This operation is awaiting the analysis of and approval from the Brazilian Antitrust Authority (CADE).

The total price offered by the Acquiring Group was R\$3.7 billion and it is subject to certain adjustments provided for in the purchase and sale agreement. Itaúsa's stake in this transaction will be achieved through an equity investment in Copagaz of approximately R\$1.4 billion, subject to adjustments, thereby it will hold a stake of approximately 49% in total capital of this company.

#### Sustainability

Itaúsa, for the 13th year, Itaú Unibanco, for the 15th consecutive year, and Duratex, for the 12th consecutive year, were once again selected to make up the B3's Corporate Sustainability Index. The participation in this index reflects Itaúsa's and its investees' long-term commitment to ethical business behavior, compliance with the law, corporate governance, and social, cultural, and environmental responsibility.



# Investees' Results, (2) Itaúsa's Recurring Net Income and Recurring Return on Equity





<sup>\*</sup> Attributable to controlling stockholders

<sup>\* 2018</sup> revisited to reflect reallocations between recurring and non-recurring results (recurring ROE and recurring net income).

<sup>1.</sup> Includes the investments in NTS classified in the Financial Assets group in the Individual Balance Sheet.

<sup>2.</sup> Managerial vision that includes share of income and the results of the amount invested in NTS (investment not stated under the equity method).

Itaúsa and Investees



Recurring



12/31/2018

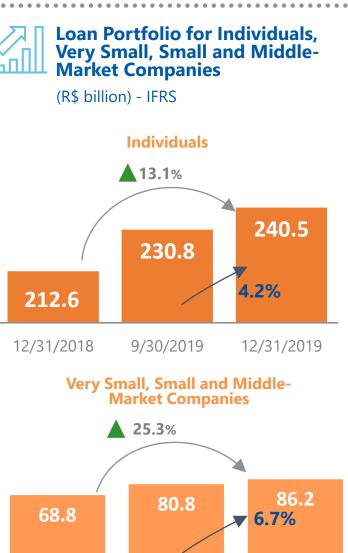


#### Technology Investments

As a major strategy pillar, technology has been one of the investment focus to keep the bank up to date and ready to rise to the challenges posed by the market and meet its clients' expectations. Technology investments from 2016 to 2019 rose by 54%, which shows the bank's commitment to the advancement of digital solutions, cybersecurity and better client experiences.

#### Social Private Investment

Itaú Unibanco invested R\$846 million in social projects focused on education, culture, mobility, and diversity, among others, of which 71% were not supported by incentive laws. Furthermore, the bank added R\$76 billion in value to society. Of this amount, R\$23 billion were paid out as taxes, R\$20 billion to its 95,000 employees, R\$20 billion to stockholders of Itaú Unibanco, and R\$9 billion were reinvested in the company.



09/30/2019

12/31/2019





<sup>\*</sup> Attributable to controlling stockholders

Itaúsa and Investees







## Highlights of the Period

#### Sale of Alpargatas's interest in Argentina operation

Alpargatas improved its new position in terms of portfolio and capital allocation. In line with the revision of strategic assets, in 4Q19 it sold its interest in Alpargatas SAIC (with no impact on the financial statements and subject to the fulfillment of certain conditions precedent), which holds brand Topper in Argentina and in the world, for R\$260 million.

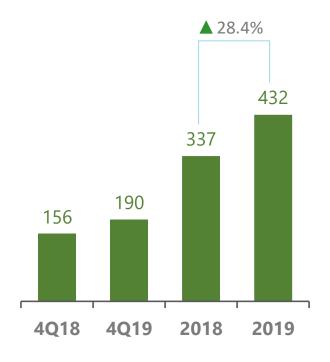
#### New Store Lab model

The Company has opened a new store model for Havaianas, Osklen, and Mizuno, known as Store Lab. These new spaces provide innovative services, such as the opportunity for customers to interact with digital panels that show options for how products can be used on a daily basis, in addition to other colors that can be matched to the chosen piece. Technology allows the Company to quickly and efficiently test and scale innovations and launches.









<sup>\*</sup> Attributable to controlling stockholders

Itaúsa and Investees





**1.4%** 



#### **Highlights** of the Period

#### New 4.0 line in the Ceramic Tiles unit starts off

In October, 2019, Ceusa started operating a new ceramic tiles production line, adding six million sq. m. to Duratex's annual production capacity. This new line is consistent with the Company's portfolio management strategy, the focus of which is on more value-added products. Another important factor is that the brand features have built strength and were incorporated into those of the Portinari brand, which focus on high-end customers.

#### JV incorporated for the build-up of a DWP plant

Aimed at less exposure in the domestic market, in addition to strengthening value creation, on December 19, 2019, Duratex announced the final approval, together with Austrian company Lenzing AG, for the set-up of a joint venture to produce and sell dissolving wood pulp (DWP). Operations are expected to start in the first half of 2022, and this new company will have a production capacity of 500,000 tons of DWP, with industrial investment of approximately R\$5.2 billion.

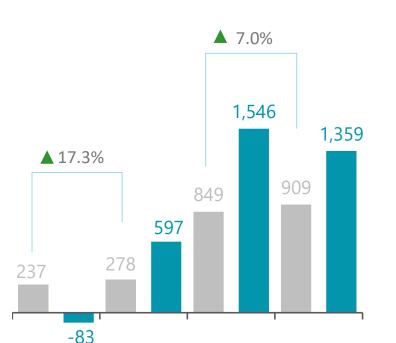


4Q18

4Q19

■ Recurring EBITDA





2018

EBITDA

2019







<sup>\*</sup> Attributable to controlling stockholders

Itaúsa and Investees







#### Operating result

In 4Q19, net revenue totaled R\$1,113 million, up 8.0% on a year-on-year basis, mainly driven by the annual inflation-adjustment of gas ship-or-pay agreements. In 2019, NTS recorded net revenue of R\$4,406 million.

#### Dividends, Interest on Capital (2019 base period)

In 4Q19, Itaúsa received dividends and interest on capital, gross, in the amount of R\$ 41 million. In 2019, the amount received totaled R\$ 165 million.

#### Capital Decrease

In July 16, 2019, capital decrease of NTS, in the amount of R\$ 624 million, was approved. Itaúsa received the amount of R\$ 48 million in December 2019.

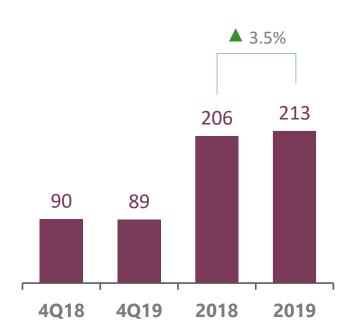






# **Gross flow received by Itaúsa** (R\$ million) | Dividends, Interest on Capital and Capital Decrease





### **Economic Performance**



R\$ per share

Main financial indicators of Itaúsa Individual

			2019	2018	Change	12.31.2019	12.31.2018	Change	••
		Net Income	10,312	9,436	9.3%	1.23	1.13	8.5%	
Profitability and ROE (%) (annualized)		Recurring Net Income (1)	9,765	9,427	3.6%	1.16	1.13	2.8%	
		Return on Equity	19.4%	18.2%	120 bps				
		Recurring Return on Equity (1)	18.4%	18.2%	20 bps				
Balance (2)		Total Assets	58,571	58,377	0.3%				
Sheet		Stockhlders's equity	55,232	55,143	0.2%	6.57	6.56	0.2%	
Capital Markets	lıd	Market Value <sup>(3)</sup>	118,508	101,601	16.6%	14.09	12.08	16.6%	
		Average daily traded financial volume - Itaúsa PN <sup>(4)</sup>	282	228	23.7%				

R\$ million

<sup>(1)</sup> Includes reallocations between Recurring and Non-Recurring Results of 2018.

<sup>(2)</sup> For better comparability, all periods include the merger of Itaúsa Empreendimentos.

<sup>(3)</sup> Calculated based on the closing price of preferred shares in the last day of the period.

<sup>(4)</sup> Average daily financial volume traded over the last 12 months.

### **Economic Performance**

## ITAÚSA

**R\$ million** 

Main financial indicators of Investees (1)

We present below the main financial indicators of Itaúsa Conglomerate companies. Net Income, Stockholders' Equity and ROE correspond to the amounts attributable to controlling stockholders.

			January to December	Itaú	ALPARGATAS	Duratex
	<b>⊘</b>	Operating revenues	2019	192,110	3,712	5,012
			2018	171,748	3,380	4,949
Dec. 16		Net income	2019	27,113	274	406
Results	89		2018	24,907	332	432
		Recurring Net income	2019	26,311	432	275
			2018	25,083	337	271
Balance Sheet	ml.	Stockholders' equity	2019	136,925	2,643	4,931
Dalance Sneet	に対		2018	136,782	2,381	4,634
T. Control of the Con	lı (l.	ROE on average equity (%)	2019	21.8%	11.0%	8.6%
Returns (%)			2018	20.4%	14.9%	8.8%
(Annualized)		Recurring ROE on average	2019	21.1%	17.4%	5.8%
	<u> </u>	equity (%)	2018	20.5%	15.2%	5.5%
Cash Generation		Internal fund generation (2)	2019	68,507	700	1,277
I .			2018	55,841	570	1,208

<sup>(1)</sup> Itaúsa's investment in NTS is recorded in "Financial assets measured at fair value through profit or loss". As Itaúsa's interest in NTS is below 20% of capital, it does not record this investment under the equity method.

<sup>(2)</sup> Refers to amounts from operations as disclosed in the Statements of Cash Flows.

Investees' Results



Itaúsa's results are basically derived from its share of income, determined based on the results of its investees, and the revenues from investments in financial assets.

Calculation of Investees' Results (1)		Itaú		ALPARGATAS		Duratex		∰nt√		OTHER (3) COMPANIES		ITAÚSA	
		4Q19	4Q18	4Q19	4Q18	4Q19	4Q18	4Q19	4Q18	4Q19	4Q18	4Q19	4Q18
	Net Income of Investees	6,434	6,817	190	156	158	151	n.a	n.a	(3)	(4)		
	(x) Direct/Indirect interest (2)	37.45%	37.55%	28.88%	27.55%	36.65%	36.67%	7.65%	7.65%				
	(=) Share in recurring net income	2,408	2,555	55	43	58	55	n.a	n.a	(3)	(4)	2,518	2,649
	(+/-) Share of income not arising from net income	(7)	(5)	(4)	(4)	-	-	-	-	-	-	(11)	(9)
魯	(=) Recurring share of income	2,401	2,550	51	39	58	55	-	-	(3)	(4)	2,507	2,640
	(+/-) Non-recurring income	845	(19)	(44)	(51)	46	(107)	-	-	28	-	875	(177)
	(=) Share of income	3,246	2,531	7	(12)	104	(52)	-	-	25	(4)	3,382	2,463
	(+) Revenues from Investments in Financial Assets - FVTPL (4) (5)	-	-	-	-	-	-	170	142	-	-	170	142
ĮĢ.	(=) Investees' Results in Itaúsa	3,246	2,531	7	(12)	104	(52)	170	142	25	(4)	3,552	2,605
		91.4%	97.2%	0.2%	-0.5%	2.9%	-2.0%	4.8%	5.5%	0.7%	-0.2%	100.0%	100.0%

<sup>(1)</sup> For better comparability, all periods include the merger of Itaúsa Empreendimentos.

<sup>(2)</sup> Represents the % of proportional interest in result for the quarter.

<sup>(3)</sup> Result of investees Itautec and ITH Zux Cayman.

<sup>(4)</sup> Includes dividends/interest on capital, adjustment to fair value of shares, interest on debentures convertible into shares, and expenses on time installment of the amount invested in NTS.

<sup>(5)</sup> FVTPL – Fair value through profit or loss.

Investees' Results



Itaúsa's results are basically derived from its share of income, determined based on the results of its investees, and the revenues from investments in financial assets.

Calc	culation of Investees' Results (1)	Ita	ú	ALPAR	GATAS	Durat	ex	١	nts.	OTHE COMPA		ITAÚ	ÍSA
		2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
	Net Income of Investees	26,311	25,082	432	337	275	271	n.a	n.a	(14)	25		
	(x) Direct/Indirect interest (2)	37.45%	37.55%	28.73%	27.55%	36.65%	36.67%	7.65%	7.65%				
	(=) Share in recurring net income	9,854	9,418	124	93	101	99	n.a	n.a	(14)	25	10,065	9,635
	(+/-) Share of income not arising from net income	(131)	(31)	(18)	(14)	-	-	-	-	-	-	(149)	(45)
桑	(=) Recurring share of income	9,723	9,387	106	79	101	99	-	-	(14)	25	9,916	9,590
	(+/-) Non-recurring income	521	125	(77)	(52)	47	59	-	-	28	-	519	132
	(=) Share of income	10,244	9,512	29	27	148	158	-	-	14	25	10,435	9,722
	(+) Revenues from Investments in Financial Assets - FVTPL (4) (5)	-	-	-	-	-	-	373	259	-	-	373	259
	(=) Investees' Results in Itaúsa	10,244	9,512	29	27	148	158	373	259	14	25	10,808	9,981
		94.8%	95.3%	0.3%	0.3%	1.4%	1.6%	3.4%	2.6%	0.1%	0.3%	100.0%	100.0%

<sup>(1)</sup> For better comparability, all periods include the merger of Itaúsa Empreendimentos.

<sup>(2)</sup> Represents the % of proportional interest in result for the period.

<sup>(3)</sup> Result of investees Elekeiroz (up to May 2018), Itautec, and ITH Zux Cayman.

<sup>(4)</sup> Includes dividends/interest on capital, adjustment to fair value of shares, interest on interest on debentures convertible into shares, and expenses on time installment of the amount invested in NTS.

<sup>(5)</sup> FVTPL – Fair value through profit or loss.

Statement of Income of Itaúsa (1)(2)



		4Q19		4Q18		Δ%	2019		2018		Δ%
	INVESTEES' RECURRING RESULTS IN ITAÚSA	2,677	100%	2,782	100%	-4%	10,289	100%	9,849	100%	4%
135	FINANCIAL SECTOR	2,401	90%	2,550	92%	-6%	9,723	95%	9,387	95%	4%
	NON FINANCIAL SECTOR	279	10%	236	8%	18%	580	6%	437	4%	33%
	OTHER COMPANIES (3)	(3)	0%	(4)	0%	-25%	(14)	0%	25	0%	-156%
	RESULTS OF ITAÚSA	(60)		(52)		15%	(438)		(464)		-6%
	FINANCIAL INCOME / EXPENSES	(13)		(12)		8%	(49)		(67)		-27%
	ADMINISTRATIVE EXPENSES	(31)		(23)		35%	(125)		(91)		37%
	TAX EXPENSES	(22)		(17)		29%	(274)		(314)		-13%
	OTHER OPERATING REVENUES	6		-		-	10		8		25%
	INCOME BEFORE INCOME TAX/SOCIAL CONTRIBUTION	2,617		2,730		-4%	9,851		9,385		5%
	INCOME TAX / SOCIAL CONTRIBUTION	(42)		(8)		425%	(86)		42		-305%
	RECURRING NET INCOME	2,575		2,722		-5%	9,765		9,427		4%
	NON-RECURRING RESULTS	875		(177)		-594%	519		132		293%
_9	OTHER NON-RECURRING RESULTS	-		(38)		-100%	28		(123)		-123%
	NET INCOME	3,450		2,507		38%	10,312		9,436		9%

<sup>(1)</sup> Attributable to controlling stockholders.

<sup>(2)</sup> For better comparability, all periods include the merger of Itaúsa Empreendimentos in the Statement of Income.(3) Results of investees Elekeiroz (up to May 2018), Itautec, and ITH Zux Cayman.

Reconciliation of the Parent Company's Recurring Net Income

**Recurring Net income** 

**R\$ million** 



#### 4Q19 4Q18 2019 2018 2,575 2,722 9,427 9,765 Addition/(Exclusion) of Non-Recurring Effects D=(A+B+C)875 (215)547 Own (A) (38)28 (123)Disposal of shares in Elekeiroz (38)(123)Disposal of interest in Itaú Unibanco Centro Empresarial 28 Arising from Ownership Interest in the Financial Sector (B) 845 (19)**521** 125 Change of treasury shares 221 41 188 Reavaluation of inventory of deferred tax assets 758 758 Gain from XP Investimentos going public 739 739 Civil, tax and labor provisions (489)(489)Recognition of allowance for doubtful accounts (127)(127)Voluntary severance program (536)Provision for civil contingencies – Economic plans 34 Realization of assets and Impairment (14)(14)(44)(6) Liability Adequacy Test (54)25 (54)25 (54)(56)Others 1 Arising from Ownership Interest in the Non-Financial Sector (C) (158)(2) 30 7 (44)(51)(77)(52)**Alpargatas** Duratex 46 (107)47 59 Other companies 28 28 3,450 2,507 10,312 **Net Income** 9,436



**Profitability** 





R\$ million

ASSETS	12.31.2019	12.31.2018	LIABILITEIS AND STOCKHOLDERS' EQUITY	12.31.2019	12.31.2018	
Financial assets	2,475	2,539	Current and non-current	3,339	3,234	
Cash and cash equivalents	1,091	1,239	Debentures	1,206	1,208	
Financial Assets - FVTPL (NTS)	1,213	1,030	Dividends / Interest on Capital Payable	397	408	
Dividends / Interest on Capital Receivable	171	270	Liabilities payable	319	296	
			Tax liabilities <sup>(3)</sup>	11	19	
			Tax contingencies	1,338	1,277	
Tax assets	1,115	1,162	Lease liabilities	12	_	
Income tax and social contribution - Current	338	300	Other Liabilities	56	26	
Income tax and social contribution - Deferred (3)	777	862				
Right-of-use assets	12		TOTAL LIABILITIES	3,339	3,234	
Investments	54,771	54,507				
Investments in controlled companies	54,766	54,503	Stockholders' equity	55,232	55,143	
Other	5	4	Capital	43,515	43,515	
			Reserves	13,479	13,339	
Fixed Assets, Net	103	99	Carrying Value Adjustment	(1,762)	(1,711)	
Other Assets	95	70				
TOTAL ASSETS	58,571	58,377	TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	58,571	58,377	

<sup>(1)</sup> Attributable to controlling stockholders.

<sup>(2)</sup> For better comparability, all periods include the merger of Itaúsa Empreendimentos in the Balance Sheet.

<sup>(3)</sup> Deferred income tax and social contribution – assets and liabilities are stated offset by the taxable entity.

## **Capital Markets**

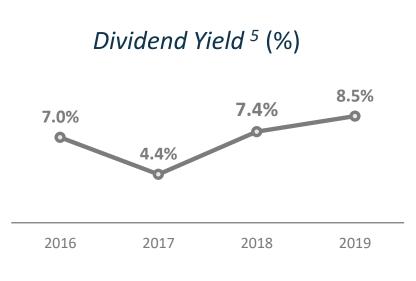
Itaúsa's Portfolio – Market Value<sup>1</sup> on 12.31.2019



	Market value of companies (a)	Interest of Itaúsa in companies (%)	Market value of interests (c) = (a) x (b)	Market value of the Itaúsa interests (d)
Itaú	361,562	37.45%	135,416	
ALPARGATAS	19,217	28.88%	5,550	
Duratex	11,532	36.65%	4,227	145,700
<b>*Intr</b> <sup>(3)</sup>			1,213	
Other assets and liabilities (4)			(706)	

# **R\$ million** Market value of Itaúsa (2) (e) ITAÚSA 118,508 ንDiscount (e/d)-1

18.7%



### History of Discount (%)



<sup>(1)</sup> Calculated based on the price of preferred shares.

<sup>(2)</sup> Calculated based on the number of shares issued, less treasury shares, multiplied by the closing price of the most liquid shares in the last day of the period.

<sup>(3)</sup> Investment amount recorded in Itaúsa's Balance Sheet in Financial Assets on 12.31.2019.

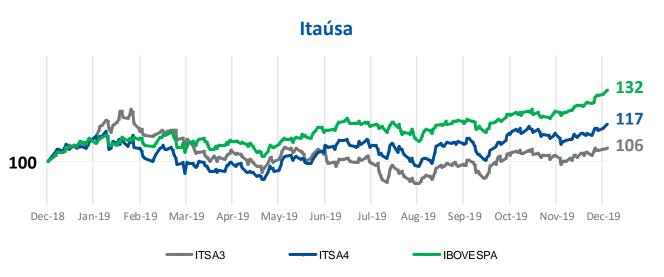
<sup>(4)</sup> Other Assets and Liabilities recorded in the Balance Sheet on 12.31.2019.

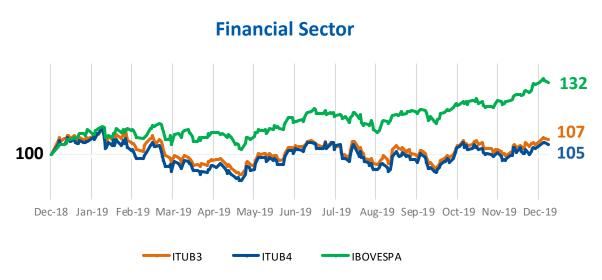
<sup>(5)</sup> Dividend Yield consider dividends and interest on capital, gross, paid in the last 12 months.

## **Capital Markets**

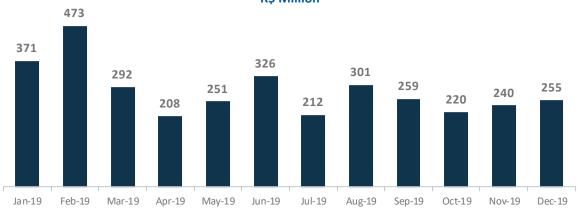
ITAÚSA

Share prices performance on B3<sup>1</sup> – Data base 12.28.2018





## Average daily traded financial volume - Itaúsa PN R\$ Million



#### **Non Financial Sector**



Source: Economática

Period: 12.28.2018 a 12.30.2019

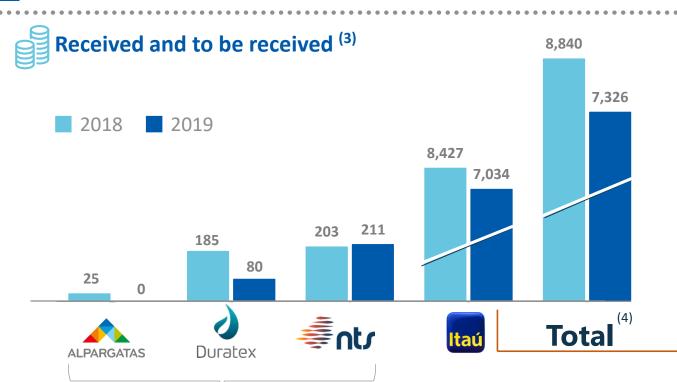
Prices adjusted by events, such as stock split, reverse split and bonus shares.

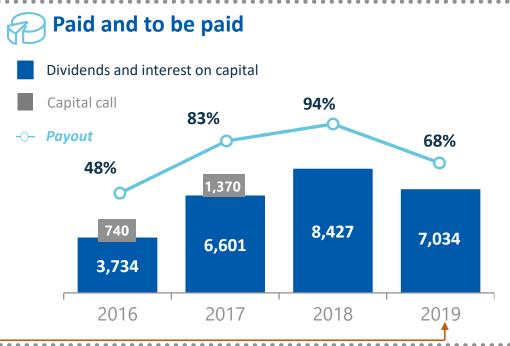
(1) B3 S.A. – Brasil, Bolsa, Balcão.

## Flow of Dividends and Interest on Capital 1,2

Base Period









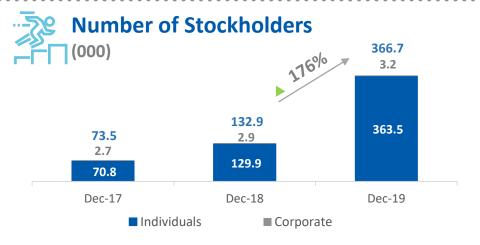
2018: R\$ 412 million

2019: R\$ 291 million



<sup>(2)</sup> Interest on capital, net of withholding income tax.

(4) Includes interest on capital of R\$ 1.4 million received from wholly-owned company Itautec.



<sup>(3)</sup> Includes dividends registered in revenue reserve.