



# ITAÚSA

## Conference Call about the 2009 Earnings Results

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March 3, 2010

São Paulo



**ITAÚSA**

**Parent Company / Individual - Sustainability**

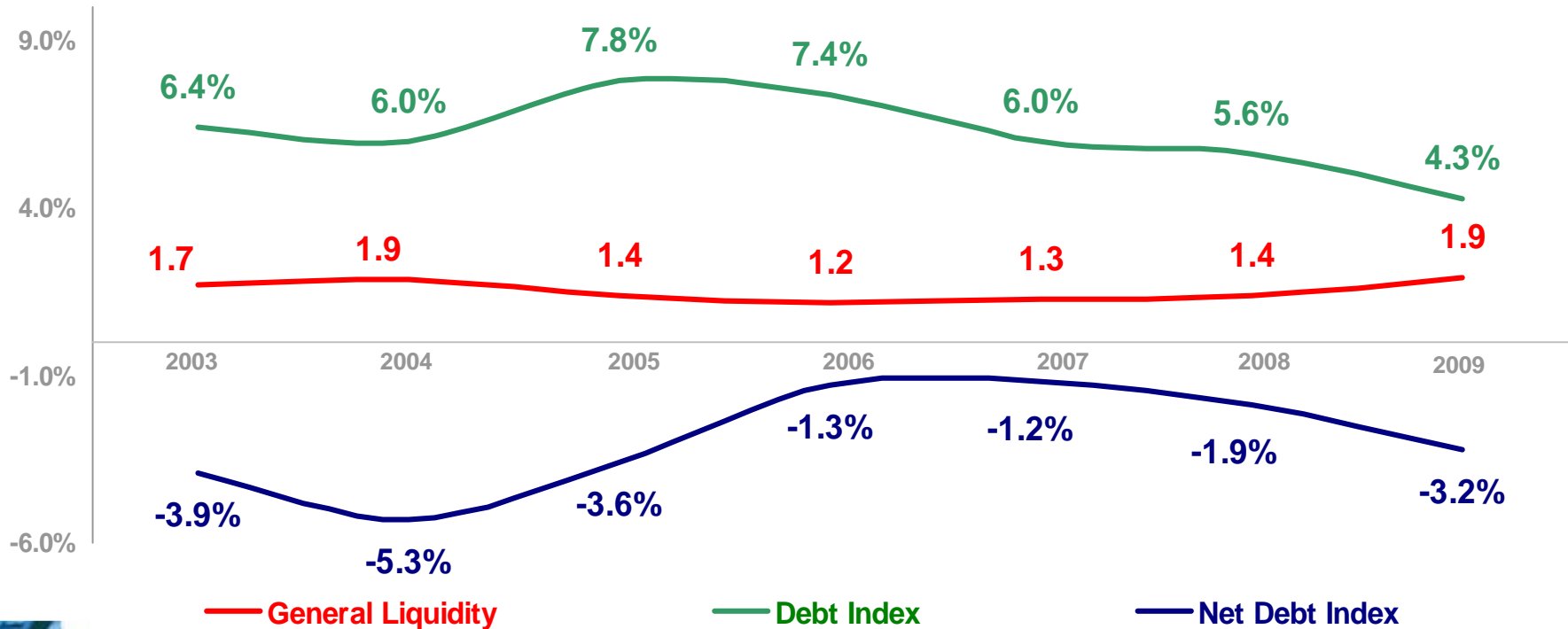
**Performance of the main Subsidiaries**

**Itaúsa Consolidated**

**Itaúsa in the Stock Market**

# Sustainability

## High Liquidity and Debt Index – Parent Company (\*)



**General Liquidity:**  $\frac{\text{Current Assets} + \text{Long Term Receivables}}{\text{Current Liabilities} + \text{Long Term Liabilities}}$

**Debt Index:**  $\frac{\text{Current Liabilities}}{\text{Total Assets}}$

**Net Debt Index:**  $\frac{\text{Borrowings} + \text{Dividends to be Paid} - \text{Dividends to be Received} - \text{Cash and Cash Eq} \pm \text{Mutual}}{\text{Stockholders' Equity}}$

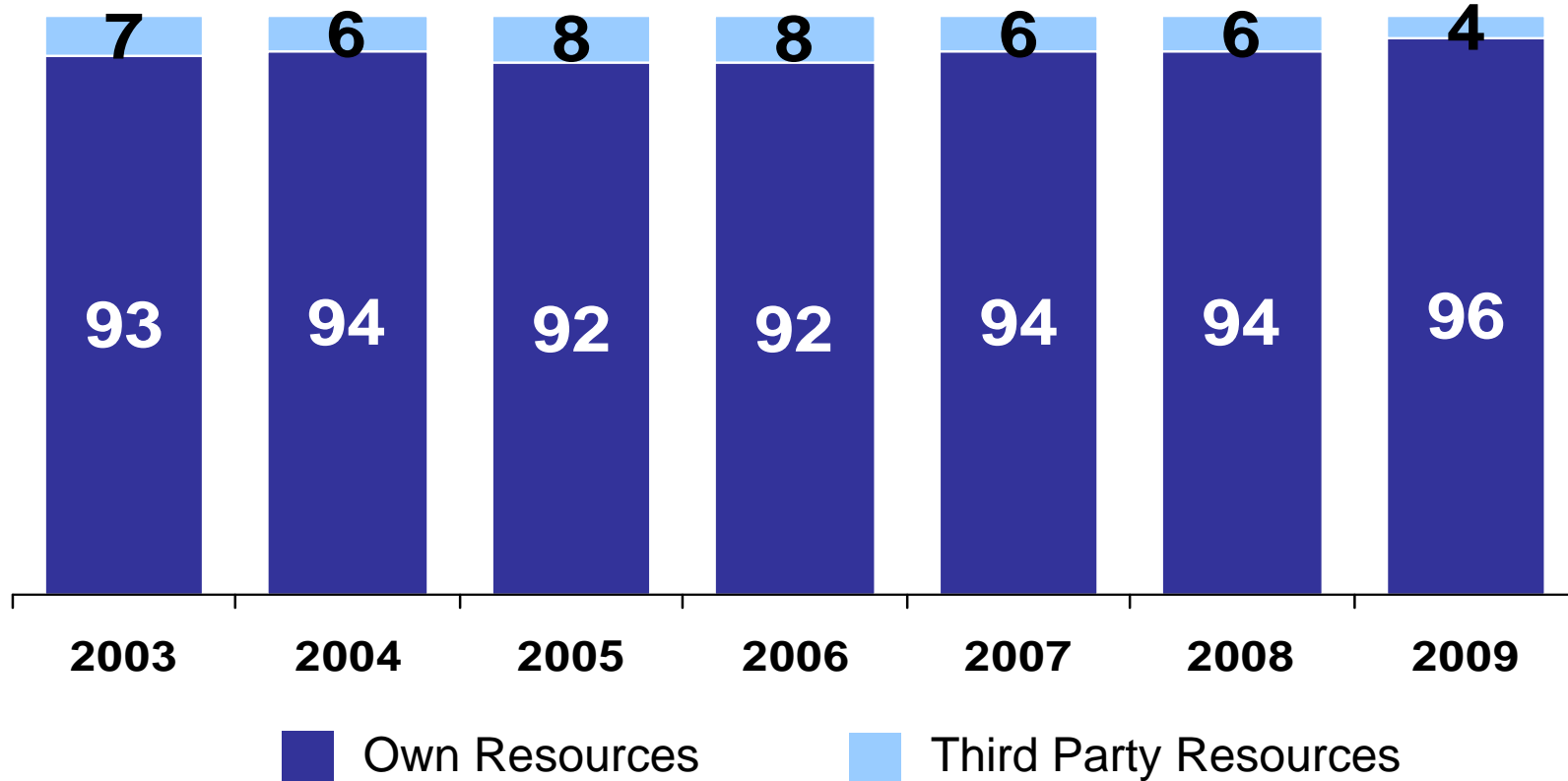
No Outstanding Bank Debt

(\*) Individual Balance Sheet

# Sustainability

## Net Debt Index – Parent Company

Own Resources x Third Party Resources (%) (\*)



*R\$ Million*

Total Debt	1,134
•Dividends to be Paid	(1,047)
•Other Liabilities	87



(\*) Individual Balance Sheet



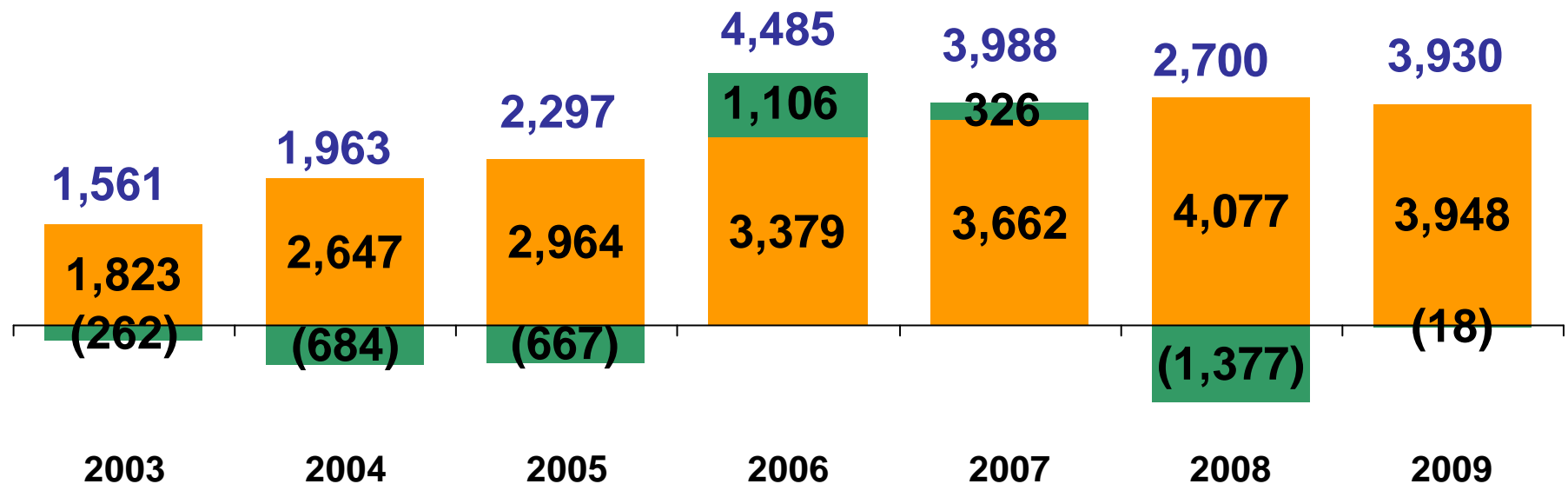
# Leadership in Performance

Evolution of Net Income – Parent Company – R\$ Million

**CAGR** <sub>Recurring</sub> = 13.7%

**CAGR** <sub>Total</sub> = 16.6%

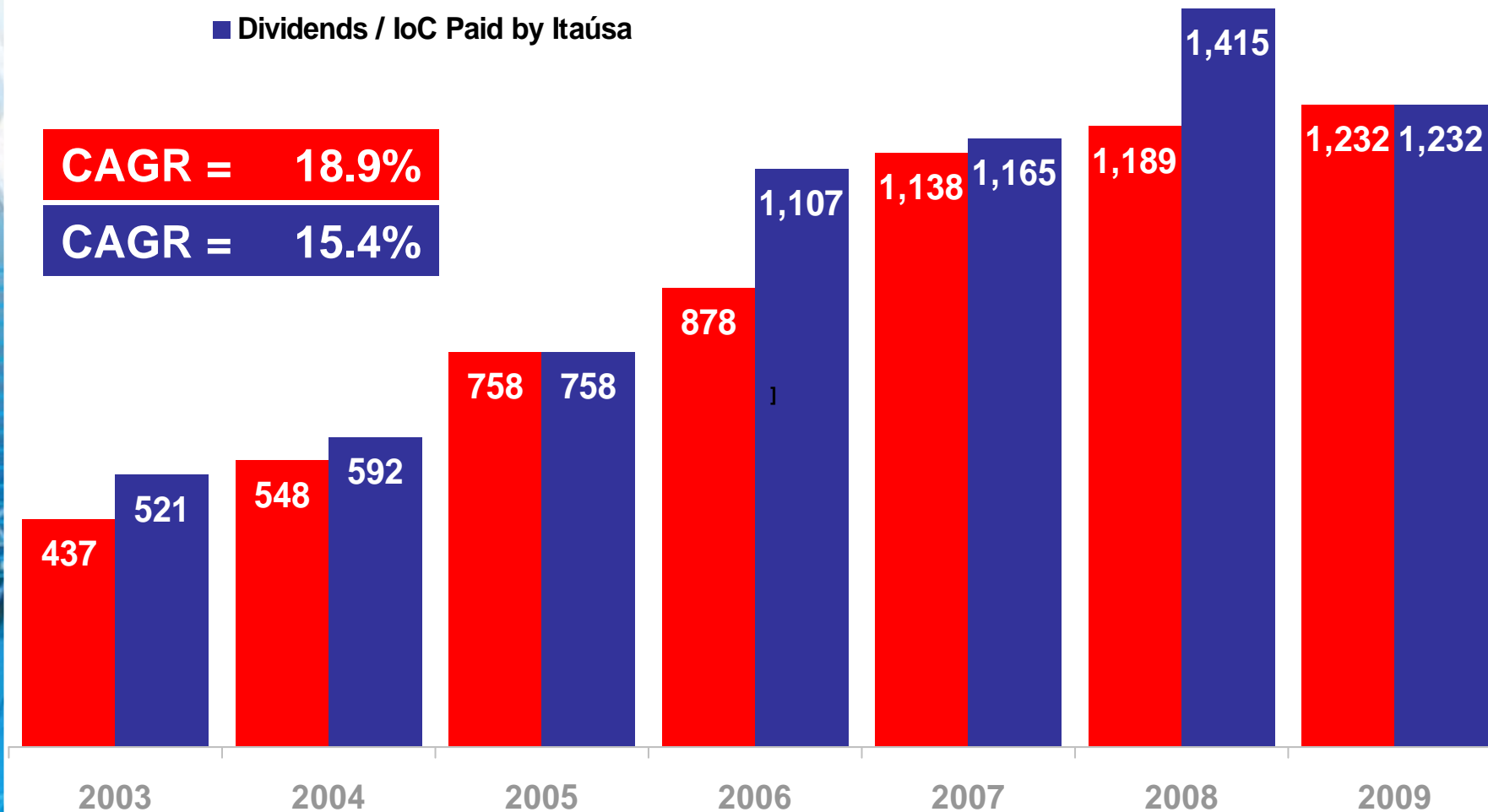
■ Extraordinary Net Income  
 ■ Recurring Net Income



## Dividends / IOC\* Flow - R\$ Million

■ Dividends / IoC Received Directly and Indirectly from Itaú Unibanco Holding S.A.

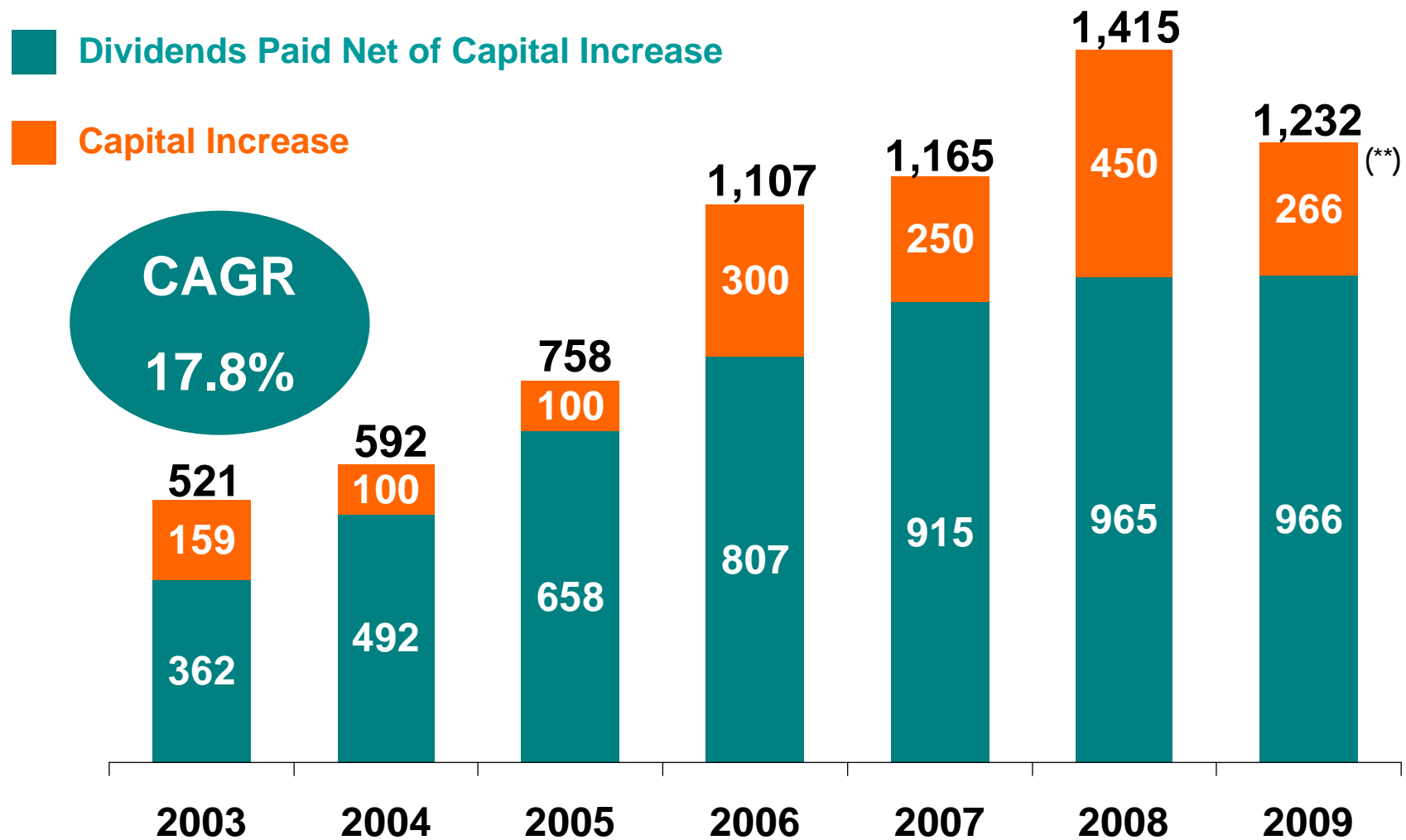
■ Dividends / IoC Paid by Itaúsa



(\*) Interest on Capital Net of Income Tax.

# Growth of Dividends/IOC Paid\* - R\$ Million

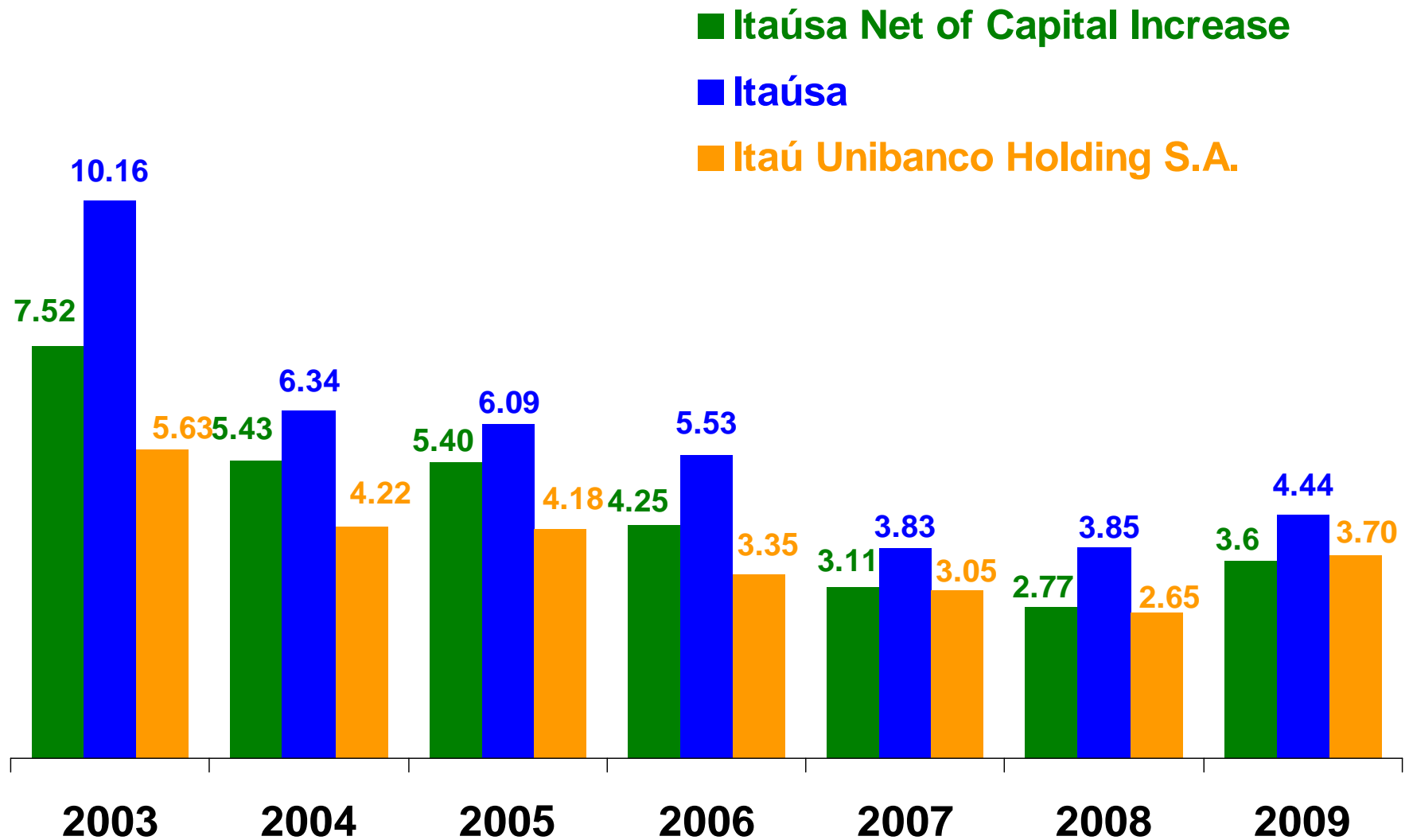
## Comparative with Capital Increases



(\*) Interest on Capital Net of Income Tax,

(\*\*) A capital call we be proposed to the General Stockholders' Meeting in April 2010 for approximately R\$ 266 million.

# Dividend Yield % (\*)



(\*) Gross dividends/Interest on Capital (IOC) per share related to year (x) / Closing quote of the preferred share on Dec, 31, (x-1)





ITAÚSA

Parent Company / Individual - Sustainability

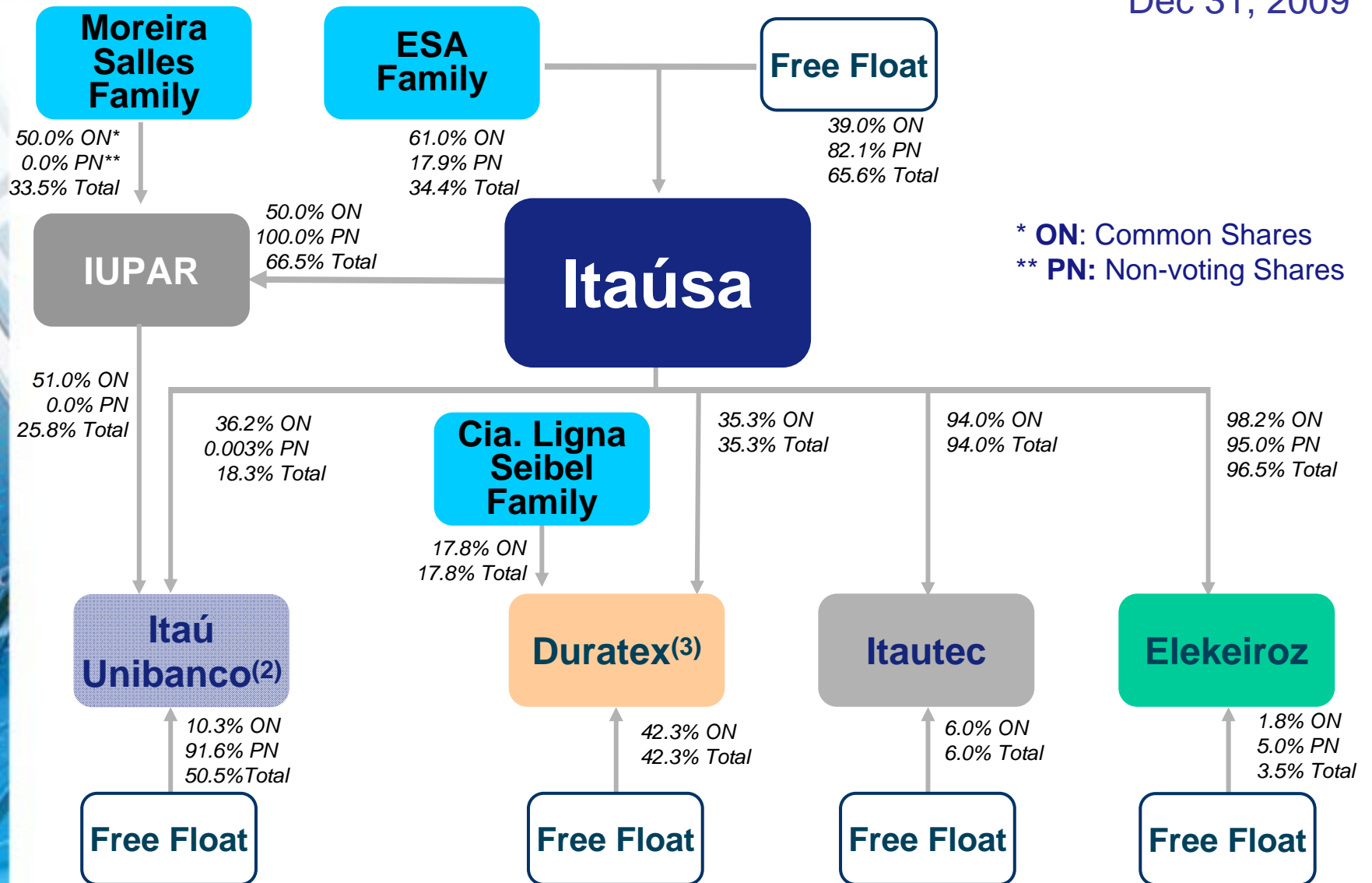
## Performance of the main Subsidiaries

Itaúsa Consolidated

Itaúsa in the Stock Market

# Ownership Structure (1)

Dec 31, 2009







\* ON: Common Shares  
\*\* PN: Non-voting Shares

(1) Direct and indirect participation.  
 (2) Bank of America holds the following direct participation: ON 2.5%, PN 8.4%, Total 5.4%  
 (3) ESA Family holds the following direct participation: ON 4.6%

# Financial Highlights – Conglomerate

R\$ Million (except where indicated)

		Financial Area		Industrial Area			CONSOLIDATED / CONGLOMERATE	PARENT COMPANY
								
<b>Total Assets</b>	<b>2009</b>	<b>608,273</b>	<b>4,354</b>	<b>1,298</b>	<b>584</b>	<b>615,962</b>		
	2008	637,202	3,395	1,219	659	643,201		
<b>Operating Revenue</b>	<b>2009</b>	<b>112,181</b>	<b>2,013</b>	<b>1,872</b>	<b>571</b>	<b>115,681</b>		
	2008	82,337	1,914	1,787	878	83,282		
<b>Net Income</b>	<b>2009</b>	<b>10,067</b>	<b>181</b>	<b>54</b>	<b>4</b>	<b>11,742</b>	<b>3,930</b>	
	2008	7,803	314	41	81	5,431	2,700	
<b>Stockholders' Equity</b>	<b>2009</b>	<b>50,683</b>	<b>2,372</b>	<b>496</b>	<b>443</b>	<b>57,956</b>	<b>19,786</b>	
	2008	43,664	1,641	453	441	48,283	16,592	
<b>Average ROE (%)<sup>(*)</sup></b>	<b>2009</b>	<b>21.4%</b>	<b>9.1%</b>	<b>11.4%</b>	<b>0.9%</b>	<b>22.1%</b>	<b>21.5%</b>	
	2008	22.1%	19.1%	9.2%	19.2%	14.4%	16.5%	
<b>Internal Fund Generation</b>	<b>2009</b>	<b>35,001</b>	<b>301</b>	<b>35</b>	<b>(14)</b>	<b>36,013</b>		
	2008	17,126	145	94	96	16,930		

(\*) Represents the ratio of net income for the period and the average equity.

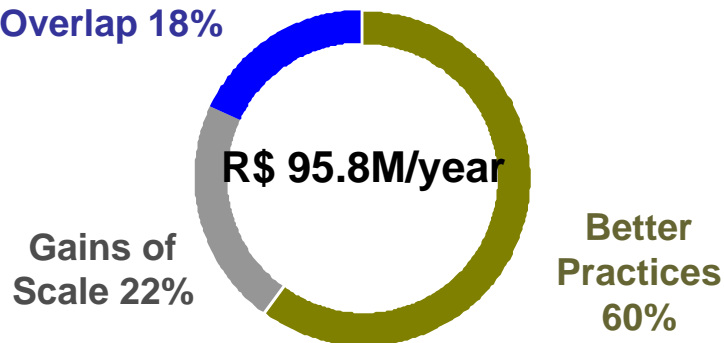


# Duratex and Satipel Association

Creation of the biggest panel company in the Southern Hemisphere and 8th worldwide

- complementary product lines and geographical diversification
- operations with a high degree of integration and economies of scale
- synergies between the businesses:

Overlap 18%



### Synergies between Sep and Dec / 09

Estimated	R\$ 10.5 M
<b>Accomplished</b>	<b>R\$ 13.0M</b>

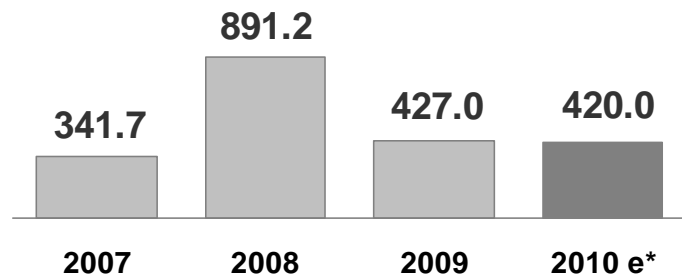
## Creation of Value

Comparative Analysis			
	Jun.19.2009	Feb.19.2010	Var %
Duratex Market Value (R\$M) *sum of the parts	3,033.5 *	8,140.9	168.4%
IBOVESPA (points)	51,373	67,597	31.6%





Consolidated (R\$ M)



**R\$ 2,079.9 M**

### Main Projects

DRI – Resin Plant



MDF II Agudos



Metal Fittings Expansion



Vitreous China Acquisitions



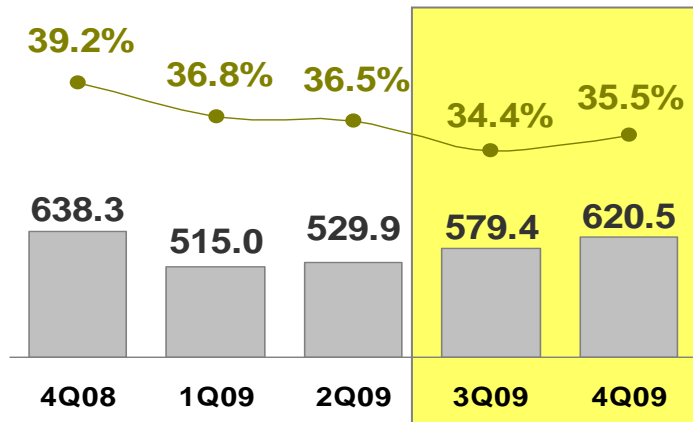
\* 2010 capex estimative



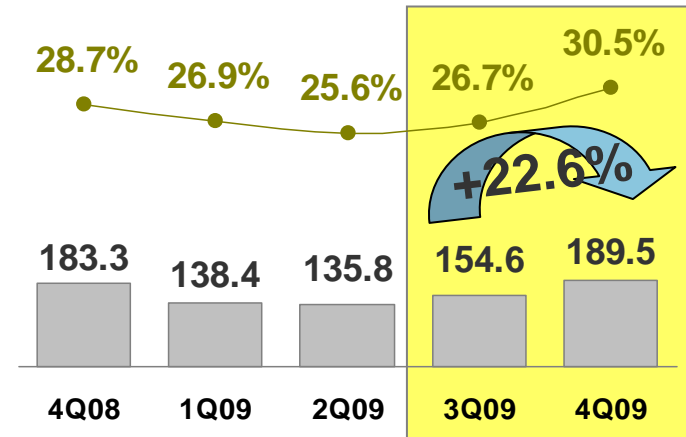


## Recurrent Consolidated Pro Forma Performance

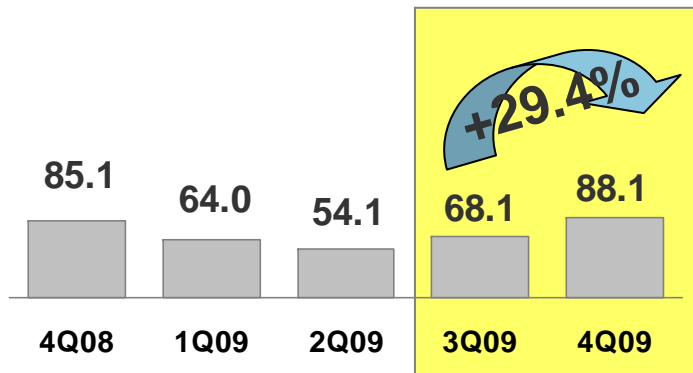
Net Rev. (R\$ Million) and Gross Mg. (%)



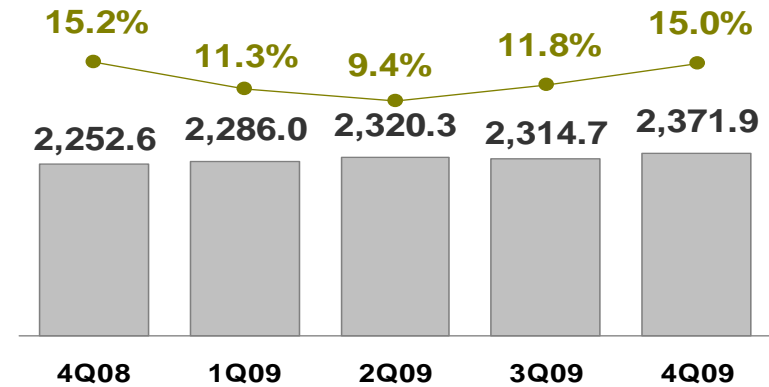
Ebitda (R\$ Million) and Margin (%)



Net Income (R\$ Million)



Equity (R\$ Million) and ROE (%)





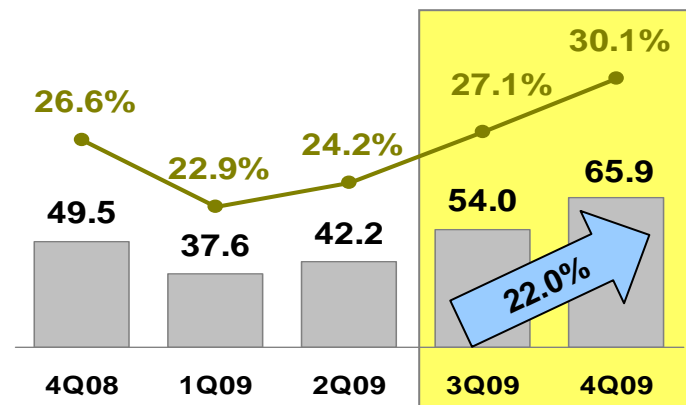
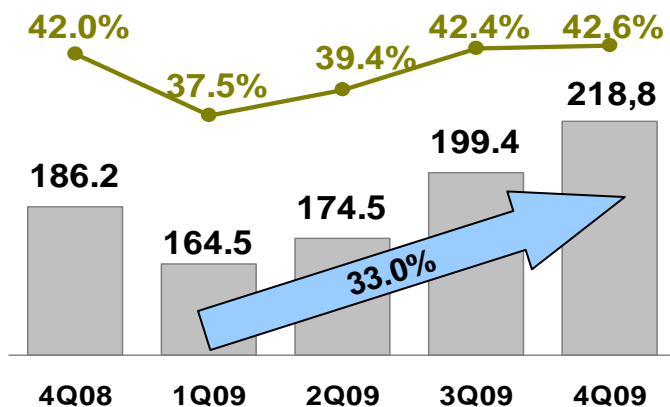
# DURATEX Performance

## Recurrent Consolidated Pro Forma Performance per Division

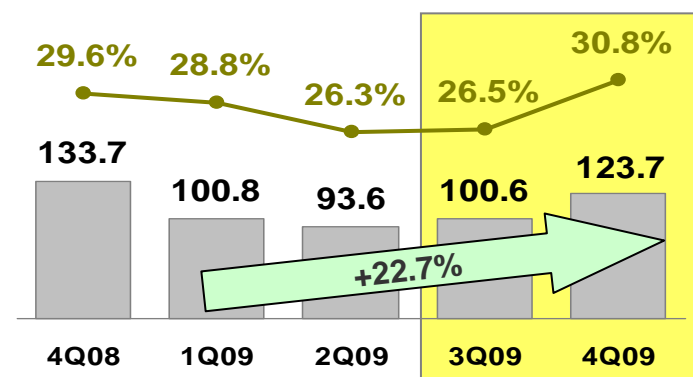
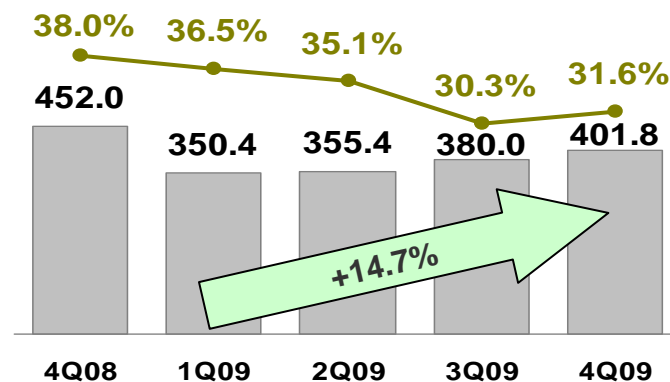
Net Rev. (R\$ Million) and Gross Mg. (%)

Ebitda (R\$ Million) and Margin (%)

### Deca



### Wood





## Elekeiroz Petrochemical Industry Highlights

- The company's businesses in 2009 were adversely affected by the coincidence of the world crisis with the typical cyclic downturn of the petrochemical industry after the conclusion of heavy investments in additional capacities worldwide.
- The financial and fiscal Brazilian Government measures to reduce the crisis impact led to the gradual recovering of the domestic economic activities on the second quarter.
- At the end of 2009 the chemical industry registered a growth of 3.5% in sales volume, but with prices in Brazilian currency 21.8% lower than prior year. As a result, margins were squeezed undermining the profitability of the companies.



## Elekeiroz Highlights 2009

- **At the first quarter, the company made an important adjustment on the inventories value bringing them to their new market value after the crisis due, mainly, to the expressive devaluation of the sulfur in the international market. Losses of R\$ 43.4 million, before tax effects, were recognized on the financial statements.**
- **Despite the global crisis, the company invested R\$ 16.9 million (R\$ 44.5 million in 2008) on the: accomplishment of the plasticizers capacity (+ 14%), on maintenance, and on additional safety measures for workmanship and environmental preservation.**
- **The company was awarded with a Mention of Honor on the 15th edition of the FIESP Environmental Merit due to investments aimed to the reduction of the greenhouse gases emissions and the reduction of unitary consumption of energy, water and raw materials contained at the final product on the Várzea Paulista Phthalic Anhydride plant.**
- **The Corporate Governance was improved with the election of three independent members for the Board (38% of the total): Domingos Henrique Guimarães Bulus, José Eduardo Senise the new chairman of the Board, and Rogério Almeida Manso da Costa Reis. The other Board members are: Alfredo Egydio Arruda Villela Filho, Olavo Egydio Setubal Junior, Paulo Setubal Neto, Rodolfo Villela Marino and the CEO Reinaldo Rubbi.**

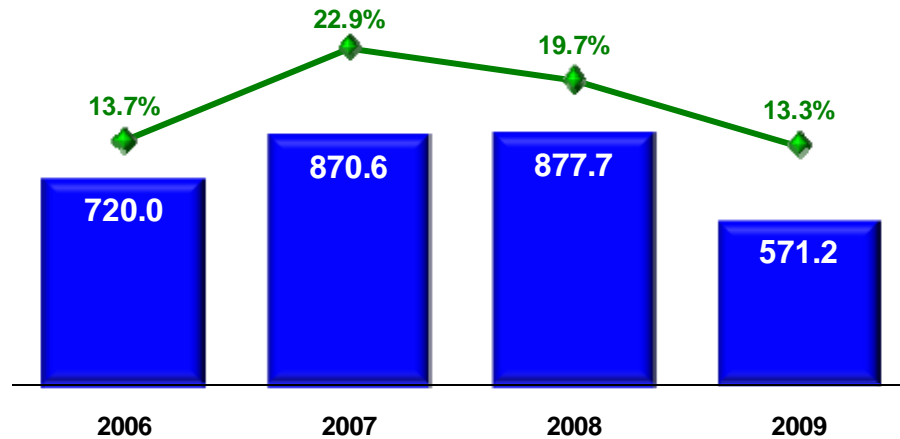
## Elekeiroz Company Highlights 2009

<b>R\$ Million (except where indicated)</b>	<b>2009</b>	<b>2008</b>	<b>09/08</b>
<b>Sales Volume (thousand tons)</b>	<b>422.6</b>	<b>451.3</b>	<b>-6%</b>
<b>- Organics</b>	<b>217.5</b>	<b>232.3</b>	<b>-6%</b>
<b>- Inorganics</b>	<b>205.1</b>	<b>219.0</b>	<b>-6%</b>
<b>Gross Sales</b>	<b>712.8</b>	<b>1,104.7</b>	<b>-35%</b>
<b>Net Sales</b>	<b>571.2</b>	<b>877.7</b>	<b>-35%</b>
<b>- Organics</b>	<b>536.3</b>	<b>740.7</b>	<b>-28%</b>
<b>- Inorganics</b>	<b>34.9</b>	<b>137.0</b>	<b>-75%</b>
<b>Exports</b>	<b>87.3</b>	<b>109.3</b>	<b>-20%</b>
<b>Gross Profit</b>	<b>76.0</b>	<b>172.8</b>	<b>-56%</b>
<b>Weighted Average Price (R\$ thousand/ton)</b>	<b>1.3</b>	<b>1.9</b>	<b>-32%</b>

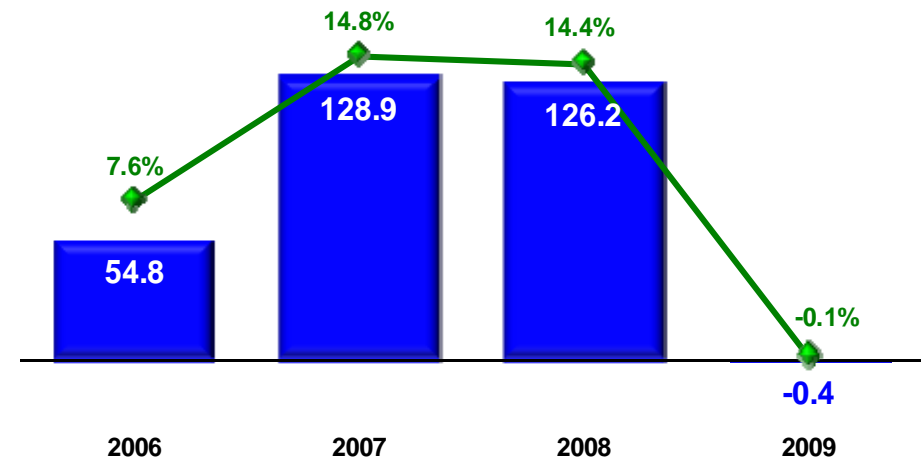


# Elekeiroz Financial Highlights

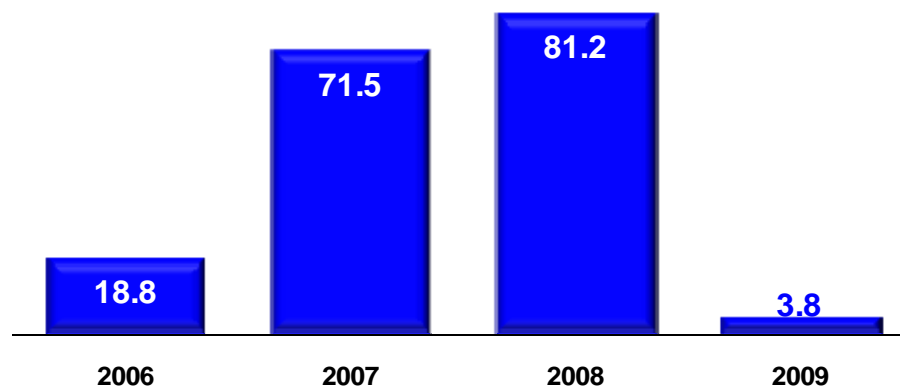
**Net Sales** (R\$ Million) and **Gross Margin** (%)



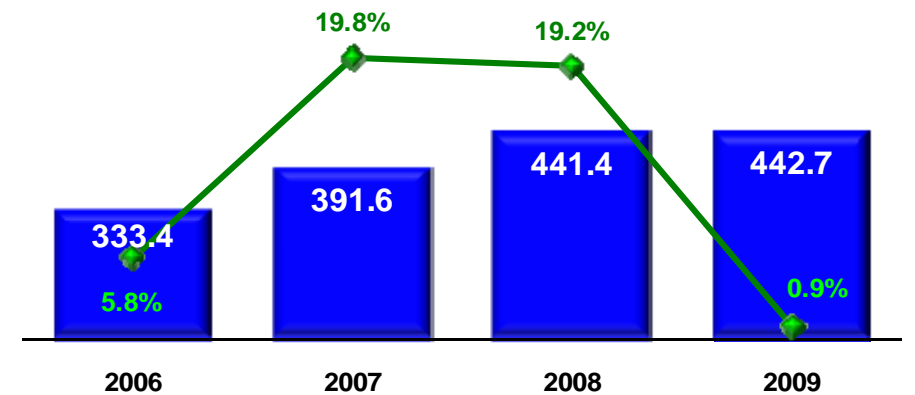
**Ebitda** (R\$ Million) and **Ebitda Margin** (%)



**Net Income** (R\$ Million)



**Equity** (R\$ Million) and **ROE** (%)



<b>R\$ Million (except where indicated)</b>	<b>2009</b>	<b>2008</b>	<b>Variation</b>
<b>Shipment (units)</b>			
<b>Notebooks</b>	<b>228.961</b>	<b>213.203</b>	<b>7.4%</b>
<b>Desktops</b>	<b>197.653</b>	<b>246.122</b>	<b>-19.7%</b>
<b>ATMs</b>	<b>7.708</b>	<b>4.038</b>	<b>90.9%</b>
<b>Gross Revenue</b>	<b>2,087.6</b>	<b>1,987.0</b>	<b>5.1%</b>
<b>Automations</b>	<b>756.8</b>	<b>664.3</b>	<b>13.9%</b>
<b>Information Technology</b>	<b>733.2</b>	<b>755.8</b>	<b>-3.0%</b>
<b>Distribution</b>	<b>597.6</b>	<b>566.9</b>	<b>5.4%</b>
<b>Gross Margin</b>	<b>19.0%</b>	<b>16.5%</b>	<b>+ 2.5 b.p.</b>
<b>EBITDA</b>	<b>86.9</b>	<b>83.5</b>	<b>4.1%</b>
<b>EBITDA Margin</b>	<b>4.6%</b>	<b>4.7%</b>	<b>- 0.1 b.p.</b>
<b>Net Income</b>	<b>53.6</b>	<b>40.5</b>	<b>32.1%</b>

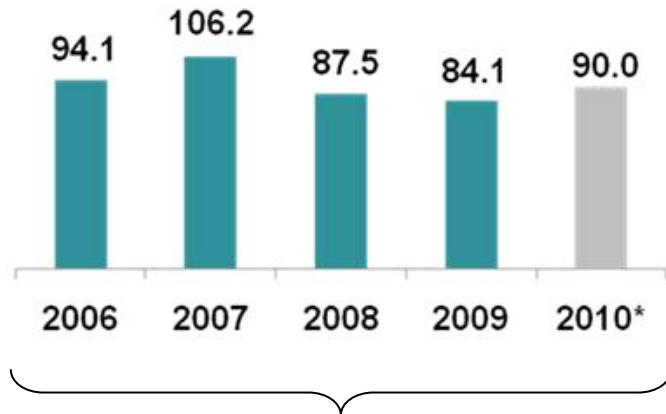
- Confidence of the largest Brazilian banks in Itautec's technology and capacity to add value in the banking automation segment;
- Expansion of Itautec's share in the Services segment, with several strategic projects awarded in areas such as Data Center Services and Cabling Services;
- Renewal of the POS installed base in large retail chains in Brazil and abroad, including drugstores, department stores and supermarkets;
- Excellent market acceptance of the new product lines (notebooks, desktops and servers) devoted to corporate computing and personal computing, using state-of-the-art technology and aligned with environmental sustainability concepts;
- Reinforcing of socio-environmental sustainability initiatives, including the registration of products, in the Gold category, with EPEAT – Electronic Product Environmental Assessment Tool.

### **Subsequent Event:**

- As part of the process of improving Corporate Governance, three independent Board Members were elected (Carlos Eduardo Corrêa da Fonseca, Chu Tung and Luiz Antonio de Moraes Carvalho) and a new CEO (Mário Anseloni), who will also sit on the Board, the chairman of which shall be Ricardo Egydio Setubal. The following continue to sit on the Board: Alfredo Egydio Arruda Villela Filho, Paulo Setubal Neto, Renato Roberto Cuoco and Rodolfo Villela Marino.

## ➤ C. E. (Capital Expenditures)

### Evolution of Investments



R\$ 461.9 million



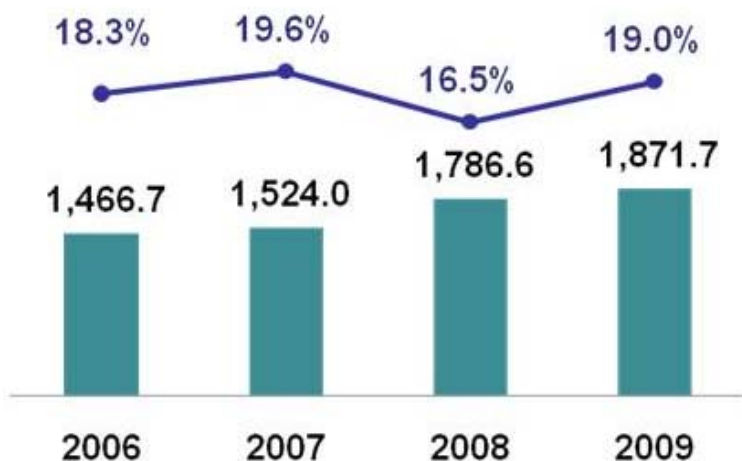
\* 2010: Investment estimates for the year

### Highlights

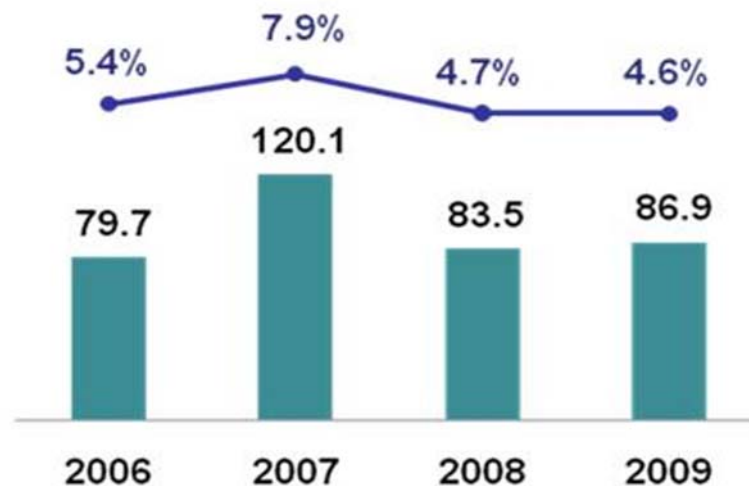
- Research and Development of technology and products: R\$ 290.8 million;
- Production Capacity: R\$ 53.4 million;
- ERP system implementation: R\$ 25.3 million.



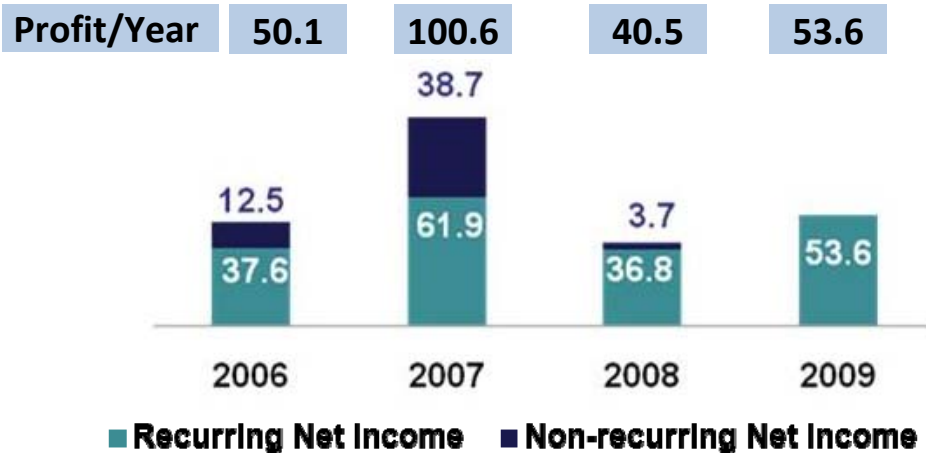
### Net Revenue (R\$ Million) & Gross Margin



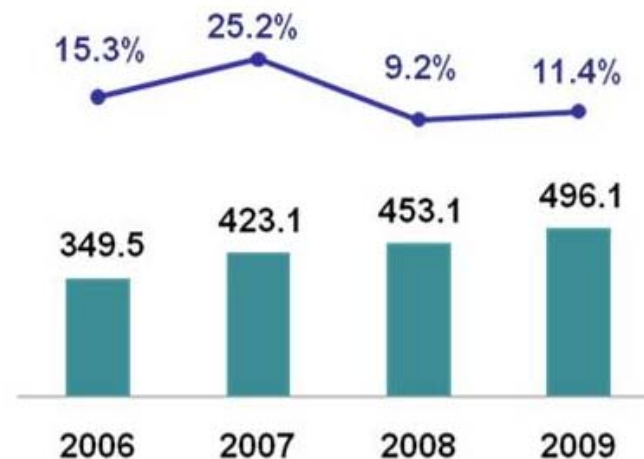
### EBITDA (R\$ Million) & EBITDA Margin Recurring



### Net Income (R\$ Million)



### Stockholders' Equity (R\$ Million) & ROE





# Highlights

R\$ Million

	4 <sup>th</sup> Q/09	3 <sup>rd</sup> Q/09	Variation	2009	2008	Variation
Net Income	3,213	2,268	41.7%	10,067	10,004	0.6%
Recurring Net Income	2,813	2,687	4.7%	10,491	10,571	-0.8%
Earnings per Share (R\$)	0.71	0.50	41.6%	2.23	2.22	0.4%
Recurring Earnings per Share (R\$)	0.62	0.60	4.6%	2.32	2.35	-1.0%
Market Capitalization (*)	175,118	161,046	8.7%	175,118	107,946	62.2%
ROE (Average Equity) Annualized	25.8%	18.9%	690 b.p.	21.4%	23.4%	-200 b.p.
Recurring ROE (Average Equity) Annualized	1 22.6%	2 22.4%	20 b.p.	3 22.3%	24.8%	-250 b.p.
BIS Ratio	16.7%	16.3%	40 b.p.	16.7%	16.1%	60 b.p.
Efficiency Ratio	43.6%	41.1%	250 b.p.	4 42.4%	5 45.3%	-290 b.p.
Risk Adjusted Efficiency Ratio	58.6%	58.2%	40 b.p.	6 59.4%	7 59.2%	20 b.p.

	12/31/09	9/30/09	12/31/08	12/31/09 x 9/30/09	12/31/09 x 12/31/08
Total Assets	608,273	612,399	638,108	-0.7%	-4.7%
Retail Loan Portfolio (**)	177,491	167,853	155,710	5.7%	14.0%
Deposits + Debentures + Borrowings and Onlending and Securities (***)	270,938	264,941	282,605	2.3%	-4.1%
Stockholders' Equity	50,683	48,862	43,664	3.7%	16.1%

(\*) Calculated based on the average quotation of non-voting shares on the last trading day in the period.

(\*\*) Includes Credit Card, Personal Loans, Vehicles, Micro, Small and Middle Market, Rural Loans and Mortgage Loans. The total loan portfolio reached R\$ 278,382 million in December 31, 2009, an increase of 3.6% from 09/30/09 and 2.4% from 12/31/08. Includes endorsements and sureties.

(\*\*\*) Net of Reserve Requirements.

The 2008 data reflect the sum of first nine months separately posted by Itaú and Unibanco and of the 4Q08 consolidated data of Itaú Unibanco. For comparison purposes, we have adjusted the 2008 accounting statements with the full consolidation of Redecard.

# Loans by Type of Customer (\*)

R\$ Million

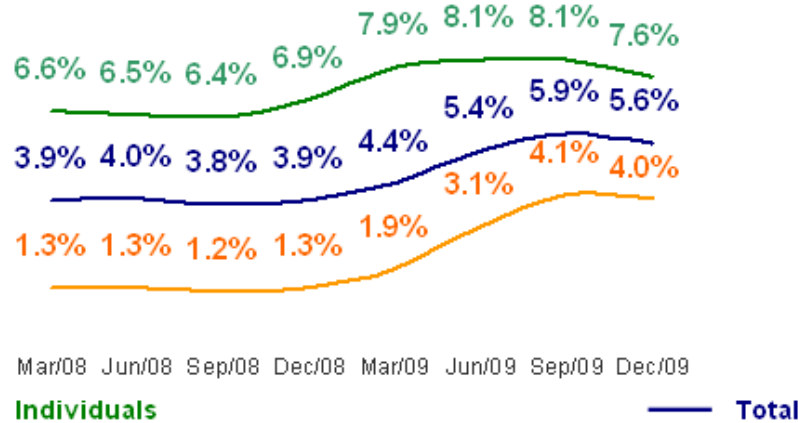
				Variation	
	12/31/09	9/30/09	12/31/08	12/31/09 x 9/30/09	12/31/09 x 12/31/08
<b>Individuals</b>	<b>102,845</b>	<b>98,383</b>	<b>93,172</b>	4.5%	10.4%
Credit Card	29,096	25,215	23,638	1 15.4%	5 23.1%
Personal Loans	21,545	22,498	21,681	-4.2%	-0.6%
Vehicles	52,204	50,670	47,853	3.0%	6 9.1%
<b>Businesses</b>	<b>149,873</b>	<b>147,008</b>	<b>153,466</b>	1.9%	-2.3%
Corporate	88,880	90,299	102,826	-1.6%	7 -13.6%
Micro, Small and Middle Market	60,992	56,709	50,640	2 7.6%	20.4%
<b>Directed Loans</b>	<b>13,654</b>	<b>12,761</b>	<b>11,898</b>	7.0%	14.8%
Rural Loans	5,143	4,929	5,654	4.4%	-9.0%
Mortgage Loans	8,510	7,832	6,244	3 8.7%	8 36.3%
<b>Argentina/Chile/Uruguay/Paraguay</b>	<b>11,708</b>	<b>10,541</b>	<b>13,402</b>	11.1%	-12.6%
<b>Porto Seguro's Portfolio</b>	<b>303</b>	<b>-</b>	<b>-</b>	-	-
<b>Total</b>	<b>278,382</b>	<b>268,693</b>	<b>271,938</b>	3.6%	2.4%
<b>Total Retail (**)</b>	<b>177,491</b>	<b>167,853</b>	<b>155,710</b>	4 5.7%	9 14.0%

(\*) Includes endorsements and sureties.

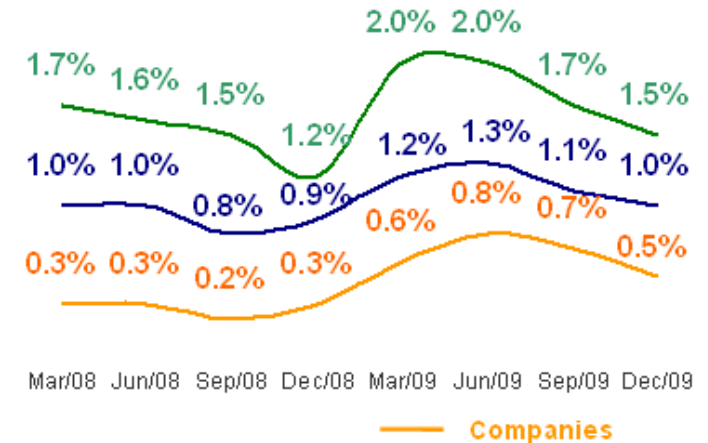
(\*\*) Includes Credit Card, Personal Loans, Vehicles, Micro, Small and Middle Market, Rural Loans and Mortgage Loans.

# Non-Performing Loans and Coverage Ratios

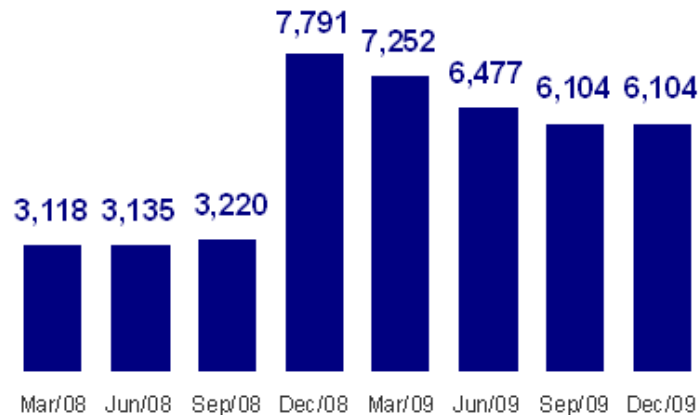
NPL Ratio (90 days)



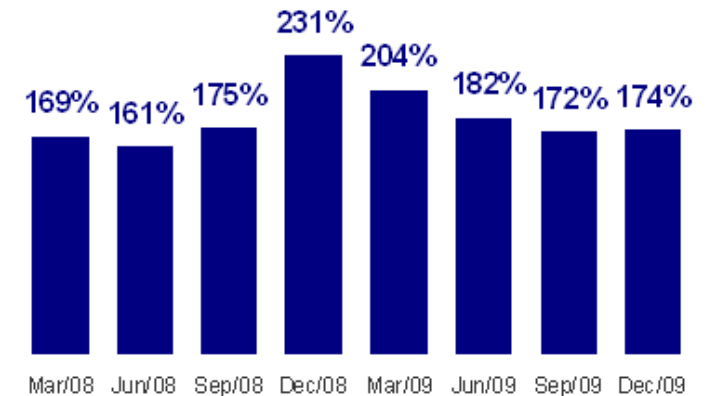
NPL Ratio (61-90 days)



Additional Balance of Allowance for Loan Losses (R\$ Million)



Coverage ratio (\*) – 90 days



(\*) Allowance por Loan Losses / Credits overdue more than 90 days.

Data until September 2008 reflect the sum of results and balances separately posted by Itaú and Unibanco.

# Guidance for 2010

## 1. Credit growth <sup>(1)</sup> <sup>(2)</sup>

1.1 Individuals: 19 to 23%

1.2 Companies: 24 to 28%

1.3 SMEs: 26 to 30%

2. NPL decrease from current levels: -50 bps to -100 bps

3. Banking Services Fees growth: 10% to 15%

4. Non-Interest Expenses excluding Redecard and Porto Seguro:  
3% to 5% growth

4.1 Non-Interest Expenses excluding expansion costs (new points of sales),  
Redecard and Porto Seguro: 0% to 3% growth

(1) Non-overdue operations and operations overdue up to 60 days, ie, loans that generate revenues on the accrual basis. Does not include sureties and endorsements.

(2) Does not include acquired payroll credit portfolios.





ITAÚSA

Parent Company / Individual - Sustainability

Performance of the main Subsidiaries

**Itaúsa Consolidated**

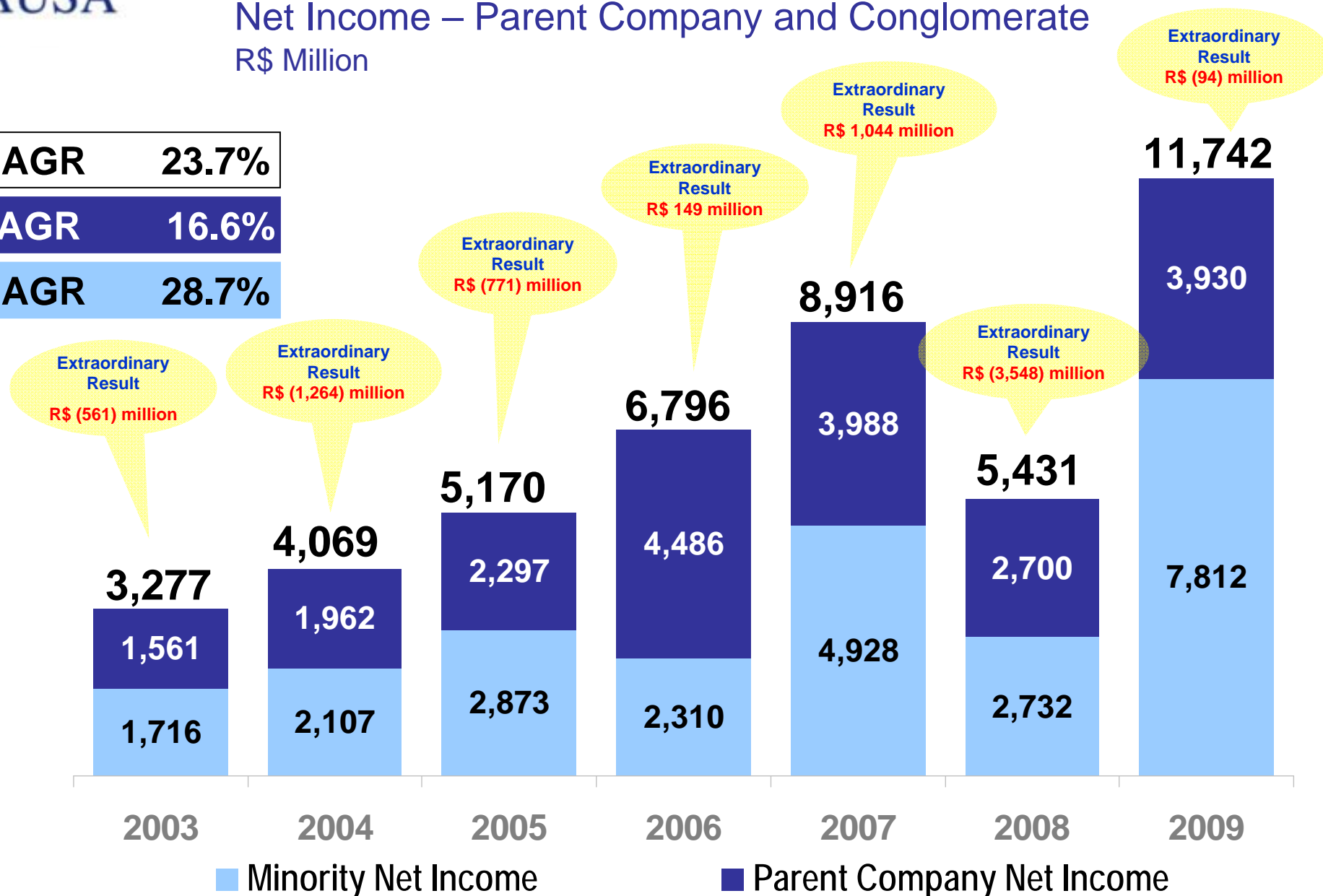
Itaúsa in the Stock Market



# Leadership in Performance

Net Income – Parent Company and Conglomerate  
R\$ Million

CAGR	23.7%
CAGR	16.6%
CAGR	28.7%



# Income Distribution by Sector – Parent Company (\*)

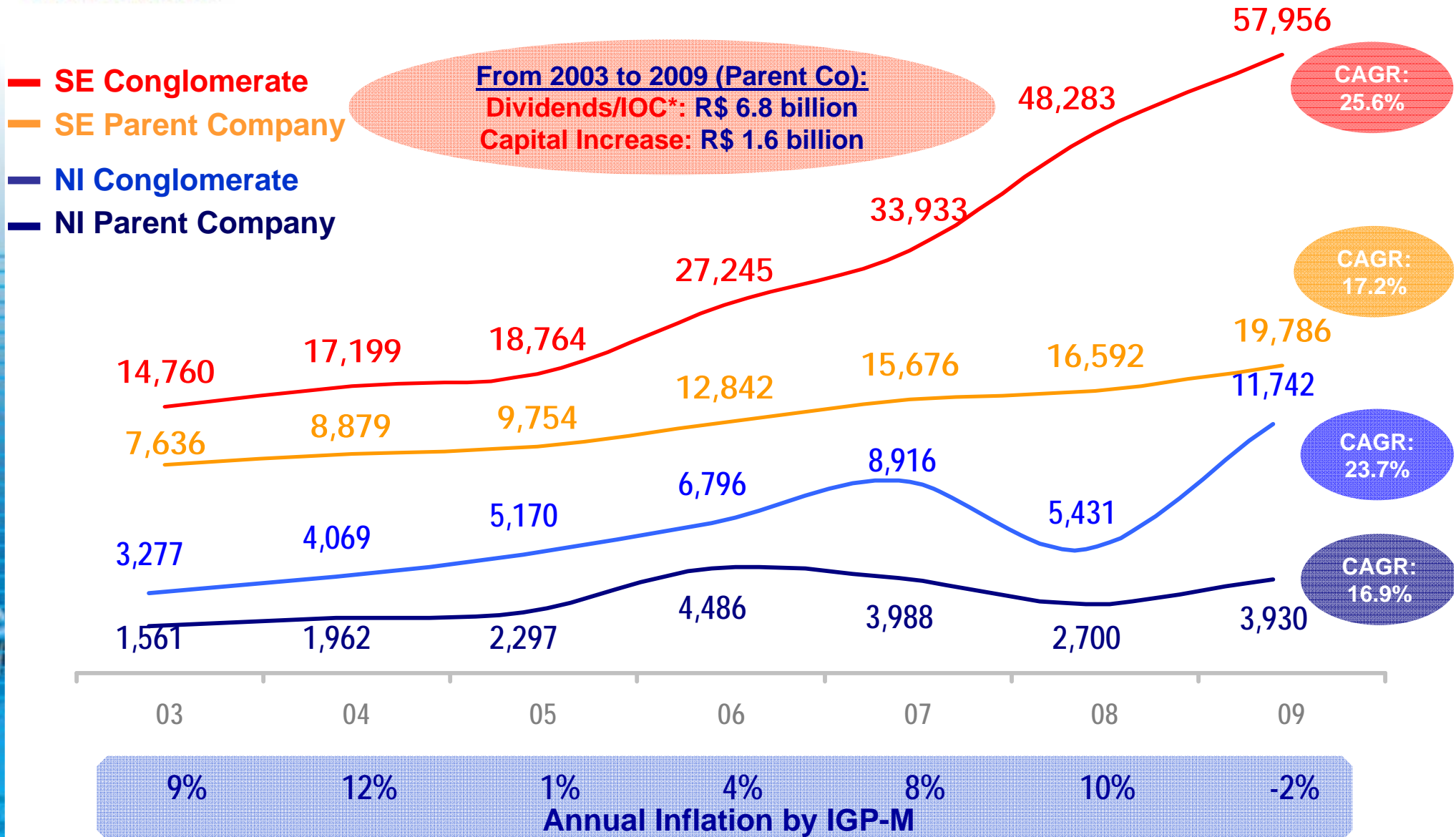
In R\$ Million

Sectors		2009		2008	
<b>REP</b> (**)	<i>Financial Area</i>	<b>3,788</b>	<b>95.7%</b>	<b>3,767</b>	<b>93.3%</b>
	<i>Industrial Area</i>	<b>166</b>	<b>4.2%</b>	<b>268</b>	<b>6.6%</b>
	<i>Duratex</i>	102	2.6%	141	3.5%
	<i>Elekeiroz</i>	25	0.6%	82	2.0%
	<i>Itautec</i>	39	1.0%	44	1.1%
	<i>Others</i>	<b>3</b>	<b>0.1%</b>	<b>3</b>	<b>0.1%</b>
	<b>Total - REP</b>	<b>3,957</b>	<b>100.0%</b>	<b>4,038</b>	<b>100.0%</b>
<i>Result/Others</i>					
<i>Net Assets/Liabilities (-)</i>					
<i>Taxes</i>	(9)		39		
<i>Extraordinary Results</i>	(18)		(1,377)		
<b>Net Income Parent Co,</b>	<b>3,930</b>		<b>2,700</b>		
<i>Goodwill Amortization After Fiscal Effects</i>	(1,028)		4,186		
<b>Net Income (Individual)</b>	<b>2,902</b>		<b>6,886</b>		

(\*) Pro Forma Data

(\*\*) REP: Equity Share in Income

# Evolution of Stockholders' Equity and Net Income



\* Net of Income Tax.





ITAÚSA

**Parent Company / Individual - Sustainability**

**Performance of the main Subsidiaries**

**Itaúsa Consolidated**

**Itaúsa in the Stock Market**



- Selected as a component for the 6<sup>th</sup> time to comprise the **Dow Jones Sustainability World Indexes – DJSI**. The new DJSI composition includes 317 companies in 26 countries, of which only 7 are Brazilian.
- DJSI is constituted by shares of companies of recognized corporate sustainability, that is, companies that are able to create value for their shareholders in the long-term, taking advantage of business opportunities and managing risks associated with economic, environmental, and social factors.
- Itaúsa recorded the **highest scores** for Economic Dimension (Brand Management and Risk & Crises Management) and in the Social Dimension (Standards for Suppliers, Occupational Health & Safety and Social Value Added).



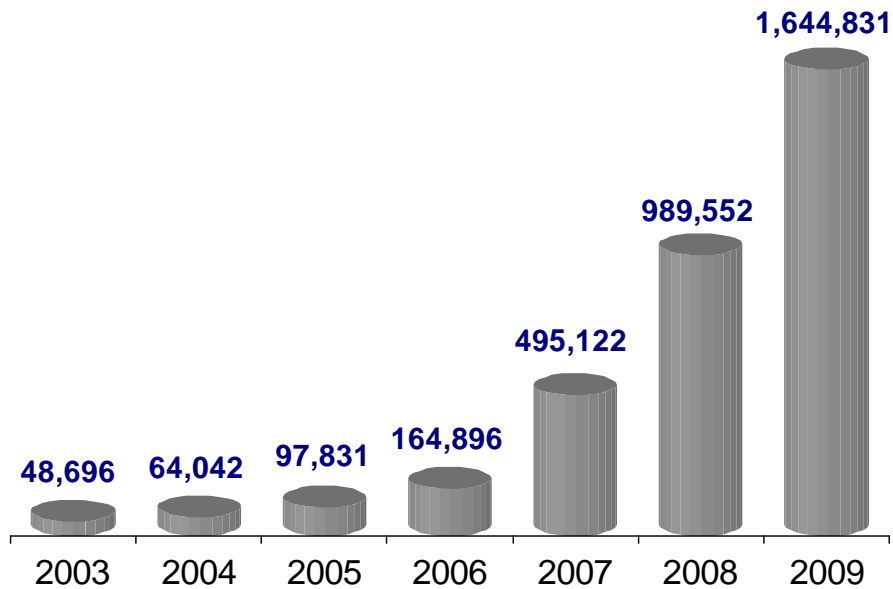
- Itaúsa was selected for the 3<sup>rd</sup> time to comprise the **Índice de Sustentabilidade Empresarial – ISE (Corporate Sustainability Index)**, being one of the 43 companies with recognized corporate sustainability and social responsibility.



# Performance of Itaúsa Preferred Shares (PN) Liquidity of the Share

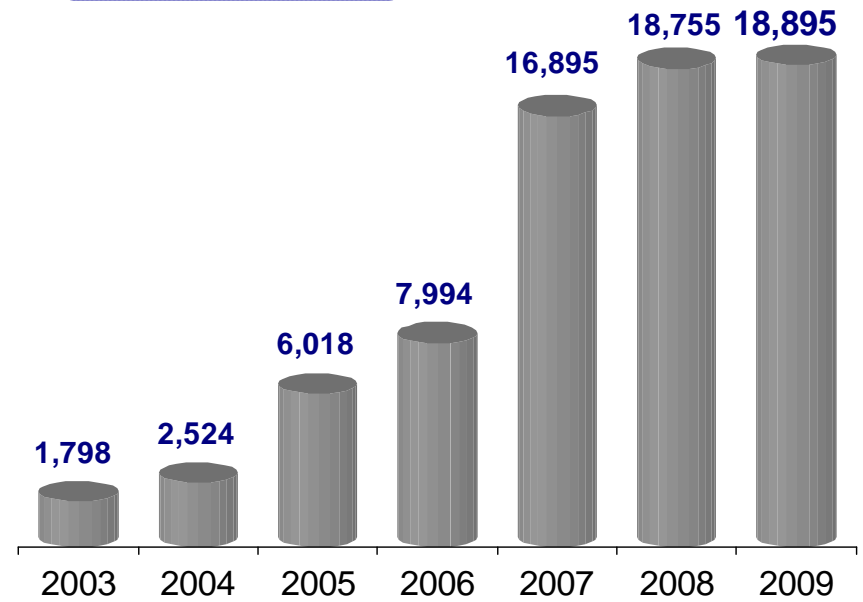
## Number of Trades

CAGR = 79.8%



## Traded Financial Volume R\$ Million

CAGR = 48.0%



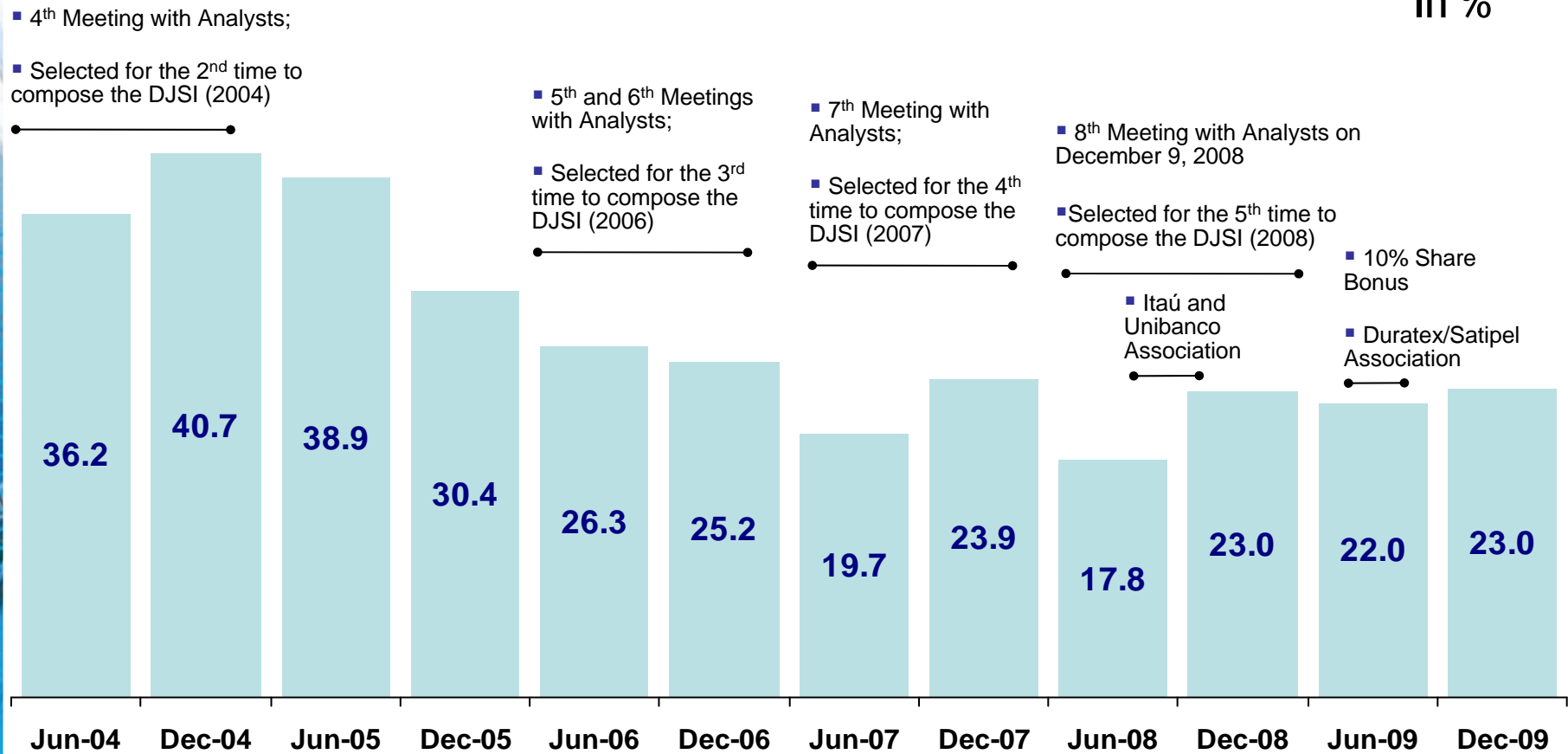
## Discount in the price of Itaúsa

R\$ Million

	Market Value		
	12/31/09	12/31/08	12/31/07
Itaú Holding	62,118	38,005	48,822
Duratex	2,615	770	2,327
Itautec	548	329	639
Elekeiroz	437	456	714
BPI	-	-	797
Other Investments	1,208	825	1,165
Total (sum of the parts)	66,926	40,385	54,464
Itaúsa - Market Value	51,514	31,091	41,435
Discount %	-23.0%	-23.0%	-23.9%

# Discount History - Itaúsa

In %

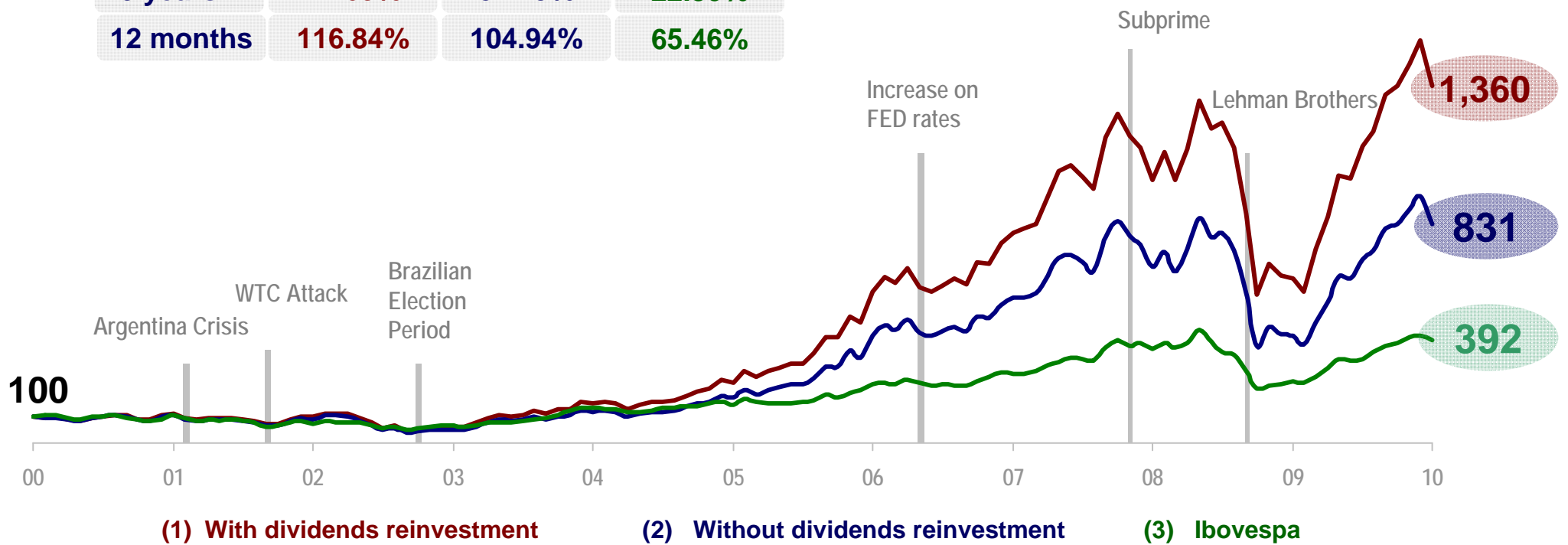


# Preferred Shares Appreciation – ITSA4

Evolution of US\$ 100 invested on January 29, 2000 until January 29, 2010

### Annual Average Appreciation in US\$

	Itaúsa(1)	Itaúsa(2)	Ibov. (3)
10 years	29.82%	23.58%	14.64%
5 years	42.65%	37.29%	22.30%
12 months	116.84%	104.94%	65.46%



## Creation of Stockholder Value







# ITAÚSA

## Conference Call about the 2009 Earnings Results

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March 3, 2010

São Paulo