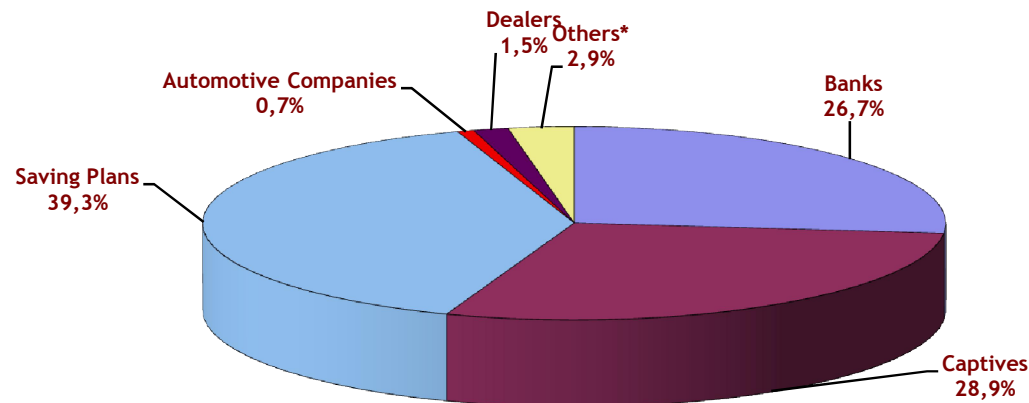


### Monthly Evolution

Lienholder	jan-13	feb-13	mar-13	apr-13	may-13	jun-13	jul-13	aug-13	sep-13	oct-13	nov-13	dec-13	Accumulated
Banks	12.045	8.165	9.474	10.421	10.216	9.123	10.026	9.330	9.208	9.547	6.177	5.952	109.684
Captives	13.335	7.845	9.074	9.352	9.499	9.201	12.082	10.948	11.233	11.329	7.910	6.948	118.756
Saving Plans	14.993	9.537	11.882	13.445	13.229	12.806	14.789	15.995	16.609	17.289	12.251	8.884	161.709
Automotive Companies	71	63	69	1.337	270	251	199	150	154	165	140	104	2.973
Dealers	812	470	551	545	483	494	561	551	604	596	378	199	6.244
Others*	1.189	835	963	1.048	910	978	1.073	1.127	1.124	1.179	787	564	11.777
<b>TOTAL FINANCING</b>	<b>42.445</b>	<b>26.915</b>	<b>32.013</b>	<b>36.148</b>	<b>34.607</b>	<b>32.853</b>	<b>38.730</b>	<b>38.101</b>	<b>38.932</b>	<b>40.105</b>	<b>27.643</b>	<b>22.651</b>	<b>411.143</b>

\*(Private and commercial companies)

Share lienholder - year 2013

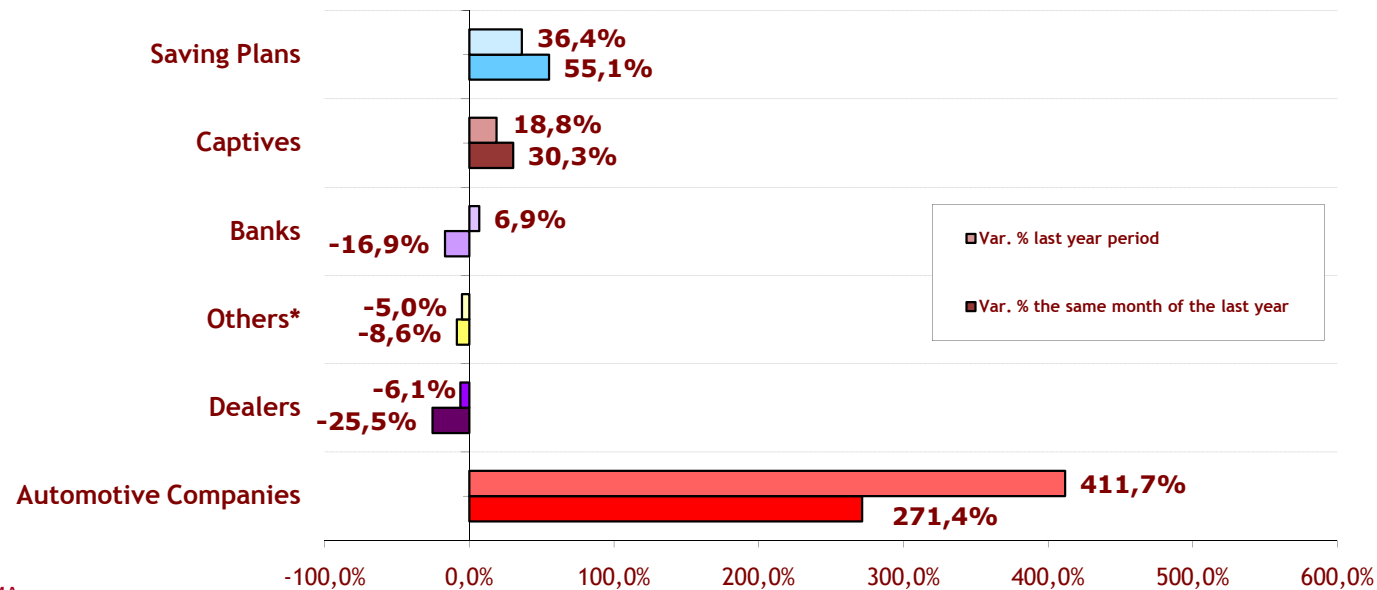


Source: AFIMA

Comparative

Lienholder	december-12	december-13	Var. % the same month of the last year	Ac. 2012	Ac. 2013	Var. % last year period
Banks	7.161	5.952	-16,9%	102.619	109.684	6,9%
Captives	5.331	6.948	30,3%	99.937	118.756	18,8%
Saving Plans	5.727	8.884	55,1%	118.575	161.709	36,4%
Automotive Companies	28	104	271,4%	581	2.973	411,7%
Dealers	267	199	-25,5%	6.647	6.244	-6,1%
Others*	617	564	-8,6%	12.398	11.777	-5,0%
<b>TOTAL FINANCING</b>	<b>19.131</b>	<b>22.651</b>	<b>18,4%</b>	<b>340.757</b>	<b>411.143</b>	<b>20,7%</b>

\*(private and commercial companies)



Source: AFIMA

**Pledge market share in registrations**  
**(by lienholder)**

	jan-13	feb-13	mar-13	apr-13	may-13	jun-13	jul-13	aug-13	sep-13	oct-13	nov-13	dec-13	Accumulated
<b>REGISTRATIONS</b>	<b>109.805</b>	<b>63.257</b>	<b>76.888</b>	<b>81.494</b>	<b>91.617</b>	<b>74.117</b>	<b>87.163</b>	<b>81.442</b>	<b>84.147</b>	<b>88.569</b>	<b>61.182</b>	<b>49.177</b>	<b>948.858</b>
Banks	11,0%	12,9%	12,3%	12,8%	11,2%	12,3%	11,5%	11,5%	10,9%	10,8%	10,1%	12,1%	11,6%
Captives	12,1%	12,4%	11,8%	11,5%	10,4%	12,4%	13,9%	13,4%	13,3%	12,8%	12,9%	14,1%	12,5%
Saving Plans	13,7%	15,1%	15,5%	16,5%	14,4%	17,3%	17,0%	19,6%	19,7%	19,5%	20,0%	18,1%	17,0%
Automotive Companies	0,1%	0,1%	0,1%	1,6%	0,3%	0,3%	0,2%	0,2%	0,2%	0,2%	0,2%	0,2%	0,3%
Dealers	0,7%	0,7%	0,7%	0,7%	0,5%	0,7%	0,6%	0,7%	0,7%	0,7%	0,6%	0,4%	0,7%
Others*	1,1%	1,3%	1,3%	1,3%	1,0%	1,3%	1,2%	1,4%	1,3%	1,3%	1,3%	1,1%	1,2%
<b>TOTAL FINANCING</b>	<b>38,7%</b>	<b>42,5%</b>	<b>41,6%</b>	<b>44,4%</b>	<b>37,8%</b>	<b>44,3%</b>	<b>44,4%</b>	<b>46,8%</b>	<b>46,3%</b>	<b>45,3%</b>	<b>45,2%</b>	<b>46,1%</b>	<b>43,3%</b>

\*(private and commercial companies)

Source: AFIMA