

Earnings Release

1Q20



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Our Strategic Pillars

The strategic pillars guide and define the priorities of all our decisions in pursuit of our long-term goals



Efficiency and financial strength

Efficiency Ratio

31.8%

Improved by 1.1 p.p. vs 1Q19

Efficient and Light Business Model



Liquidity Coverage Ratio

166%

Regulatory minimum: 100%



Basel Ratio

14.3%

Core capital: 10.7%

Solid Balance Sheet and Conservative Risk Management



Continuous improvement of our customers' experience

Reclame Aqui¹

Banco BV



**Best rating
among Brazil's
largest banks²**

Customer Centrality



Brazilian Central Bank Complaints Ranking³



**Lower number of complaints
per customer among Brazil's
largest banks⁴**

Continuous improvement process



Digital maturity

Use of digital channels

922,000

+20% vs 1Q19

Financing simulations per month (average)
carried out at BV's commercial partners

Solutions and Digital Channels



BV^x is the innovation business unit of banco BV

178

partners using BV's
API's library (open BV)

9.3 million

transactions carried out in BaaS⁵
during 1Q20, +465% vs 1Q19

Open Banking is key in our innovation strategy

1 - Brazilian website where consumers assess company's customer service and products (<https://www.reclameaqui.com.br>)

5 - Bank as a Service

2 - Based on the amount of assets. Period considered: 10/01/2019 to 03/31/2020. Source: <https://www.reclameaqui.com.br/>

3 - Ranking of the 1st quarter of 2020 for Institutions with more than 4 million customers. Source: <https://www.bcb.gov.br/>

4 - Banks with more than 4 million customers. It does not include credit companies and credit unions

Analysis of
managerial
resultsBalance sheet
analysisDiversified
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portfolioBVx –
Innovation
Business
unit

Ratings

Corporate
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Executive Summary

Net income
R\$ 221 M
ROE 8,9%

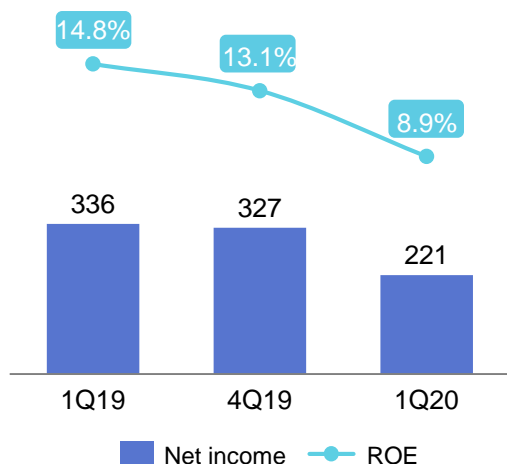
Credit Portfolio
R\$ 68 B
+13% vs 1Q19

Liquidity ratio (LCR)¹
166%
vs 153% in 1Q19

Basel Ratio
14.3%
Core capital 10.7%

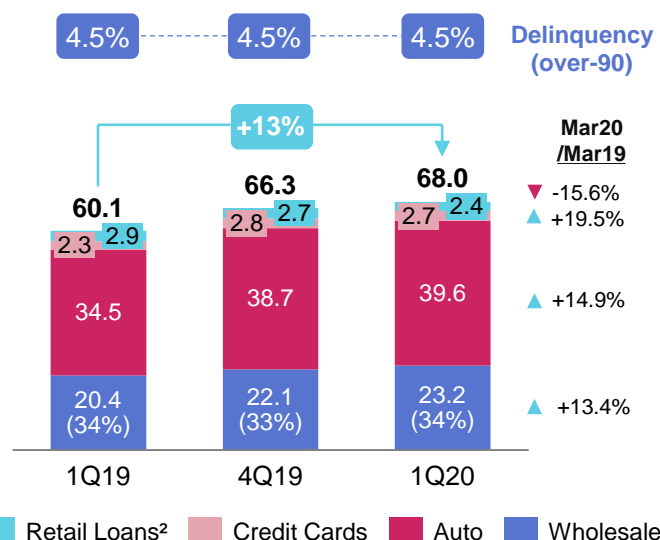
Net Income (R\$ M) and ROE (%)

Net income in 1Q20 amounted to **R\$ 221 million** - equivalent to an annualized return on equity (ROE) of **8.9%**. Lower net income and ROE reflect prudential provisions expenses carried out conservatively in this quarter due to the impacts of the Covid-19 pandemic in the economy.



Credit Portfolio (R\$ B)

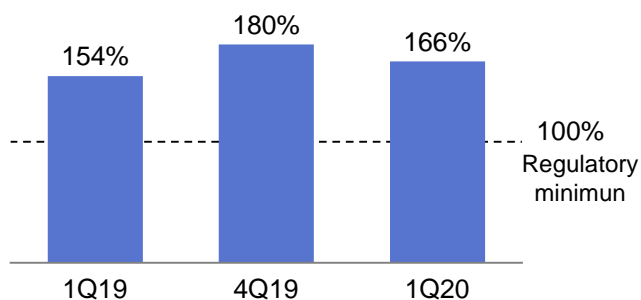
Credit portfolio grew 13% over the last 12 months, ending 1Q20 at **R\$ 68 billion**, highlighting the 15% expansion in the auto finance and 19% in credit cards portfolios. Delinquency (**over-90**) rate remained stable compared to the previous year and previous quarter, at **4.5%**.



Liquidity Coverage Ratio (LCR)

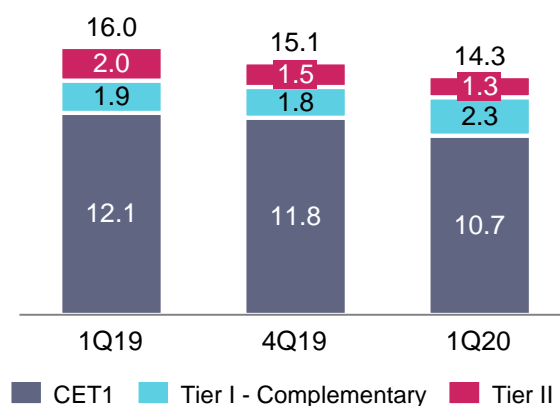
LCR closed the 1Q20 at 166%, well above the regulatory minimum.

Cash remained at conservative level, comfortable to fully cover funding with daily liquidity.



Basel Ratio (%)

Basel Ratio closed at 14.3% in Mar.20, with Tier I Capital ratio at 13.0%, Core Capital at 10.7% and Complementary Capital at 2.3%..



1 – Liquidity Coverage Ratio (LCR)

2 - Includes personal loans, consumer finance, private payroll and public payroll (the last, in run-off)



Measures taken by banco BV amidst the Covid-19 pandemic

Due to the advance of the Covid-19 pandemic in Brazil, BV structured a **Crisis Committee**, formed by its CEO and main executives.

The Committee defined **3 areas of action to combat the impacts of the pandemic**



Preserve the lives of our employees, family and business partners



Ensure business continuity



Create a positive impact on the society

"Since the beginning of the pandemic, we have taken all necessary measures to calm down, inform and ensure the health and well-being of everyone. We continue to monitor the situation closely and evaluate additional measures prioritizing the care of people, the continuity of our business and reinforcing our responsibility with Brazil", Gabriel Ferreira, banco BV's CEO



Preserve the lives of our employees, family and business partners



Remote work

Implementation of remote work for around 7 thousand people (including own employees and third parties) in less than 10 days. Availability of equipment for third-party employees and partners. Assistance with supply of chairs and allowance for expenses with internet.



Health Committee

Extensive guidance to employees with the support of our partner, Sírío Libanês, a respectful Brazilian hospital, following all the recommendations of public health authorities. Prioritization of measures for the risk group. Call center available to all employees and their families, as well as monitoring of all cases either suspected or confirmed. Well-being actions aimed at physical and mental health. H1N1 vaccination campaign for employees and families



Benefits

Possibility of **merging the meal voucher and supermarket voucher**

Extension of **flexible time** to all employees.



Anticipation of the 13th salary

The anticipation of the 13th salary for **all employees**, including newcomers employees.



Internal communication

Timely and frequent information for our employees and their families about health issues, remote work model and benefits. Lives with BV's CEO to give transparency to all the measures taken by the bank



Satisfaction survey

Survey carried out with BV's employees during the pandemic showed **96% satisfaction** with BV's positioning with regards the measures taken to its employees, customers and society.



Measures taken by banco BV amidst the Covid-19 pandemic



Ensure business continuity

BV's business model, characterized by its lightness and robustness, allows quick adaptation, ensuring the continuity of business during crisis, with safety



Infrastructure and information security

- ✓ Adequate infrastructure
- ✓ High availability
- ✓ Safe environment
- ✓ Strengthening communication on security and policies

Infrastructure for remote work was already in place to serve 100% of BV's employees



Organizational culture

- ✓ Remote work is part of BV's culture
- ✓ High level of employee engagement
- ✓ Digital transformation as part of BV's culture
- ✓ Open communication with employees, customers and other stakeholders

Remote work has been adopted by BV since 2017



Governance and crisis management

- ✓ Installation of the Crisis Committee
- ✓ Daily ALM Committee meetings
- ✓ Review of credit policies aimed at assisting clients and preserving the soundness of the bank's balance sheet
- ✓ Adequacy of the analysis and policy process for carrying out contract renegotiations and rearrangements

Strengthening Governance, reviewing policies and intensifying monitoring



Solid and resilient balance sheet

- ✓ Cash and Liquidity at appropriate levels for the moment
- ✓ Solid capital base, showing resilience in a stress test scenario (possibly more negative scenario)
- ✓ Coverage ratios at comfortable levels
- ✓ Multi-niche portfolio contributes to mitigate adverse effects on financial performance during crisis

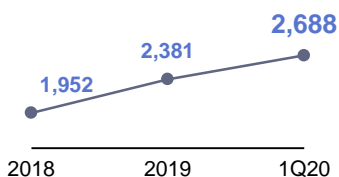
**Liquidity Coverage Ratio 166%
Basel Ratio 14,3%**



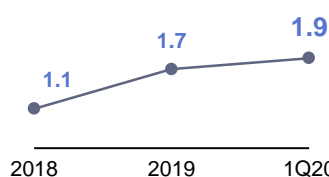
Digital channels

- ✓ Strong growth in the use of digital channels by our clients
- ✓ Celerity in the development of solutions: creation of the tool that allows the renegotiation of contracts via digital channels

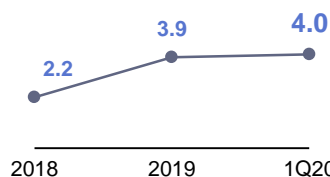
BV's website visits
(Average / month)



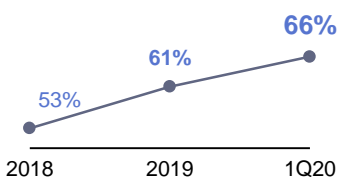
Customers registered on BV's digital channels
(end of period; in million)



Access to the App "Meu Cartão BV"
(average / month; in million)



Personal loans contracted via digital channel
(% of total production)



**+700,000¹ contracts renegotiated since the beginning of the Covid-19 crisis,
80% of renegotiations carried out via digital channels**



Measures taken by banco BV amidst the Covid-19 pandemic



Create a positive impact on the society



60 days extension of installment payments

Retail customers¹ were granted the possibility of postponing installment payment in 60 days, that is, the next 2 installments can be moved to the end of the contract, without BV charging anything else for that. In this sense, customers spend the next 2 months without making payments, without adding charges and maintaining the value of the installments.

+1/3 of the Retail credit portfolio benefited



Reduction of fees and rates for Credit Cards

50% interest rate reduction on BV's Credit Cards¹ for installments, with extension in the financing term for 18 months.

Exemption from fees for the payment of utility bills, such as water, electricity and telephone with BV's cards

+38,000 contracts already benefited

+700,000² customers already benefited from the installment payments extension



R\$ 50 million credit line

It was created a R\$ 50 million credit line for national suppliers of essential hospital equipment and services to combat Covid-19, such as manufacturers of ventilators, which have been one of the most necessary devices in the fight against the disease.

R\$ 20 million already disbursed to one of the largest national manufactures of ventilators



Donation

R\$ 30 million donation to combat Covid-19. The amount will be used to purchase 50 ventilators together with the Government of São Paulo state and, in partnership with the Reação project, used as an aid in R\$ 300 food vouchers for 1,400 families in Rio de Janeiro. In addition, the funds will assist social projects around the country, in partnership with Instituto Votorantim and Fundação Banco do Brasil.

R\$ 30 million donated to combat Covid-19



Social mobilization campaign

In partnership with Instituto Votorantim and Fundação Banco do Brasil, we launched a campaign through the digital platform "Abrace Uma Causa" (Embrace a Cause), open to individuals and companies to collect resources that will be donated to the hospital infrastructure and to families in situations of social vulnerability. The donations will also assist families in social projects supported by the bank, as well as communities that are part of the *Programa de Valorização da Educação*, an initiative of the Instituto Votorantim.

The campaign aims to raise R\$ 10 million, and for each R\$ 1 donated, the bank will donate R\$ 1.

Campaign to raise R\$ 10 million which will be donated to combat Covid-19

For further information: <https://bancobv.abraceumacausa.com.br/>



Main Information

The table below shows the information and management indicators selected from banco BV in order to allow analysis on the same comparison basis.

ANALYSUS OF MANAGERIAL RESULTS	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
RESULTS (R\$ M)					
Net Interest Income	1,559	1,626	1,663	2.3%	6.7%
Income from services and banking fees	495	540	513	-4.8%	3.6%
Total revenues (NII + revenues from services and insurance)	2,054	2,165	2,177	0.5%	6.0%
Cost of risk	(541)	(591)	(916)	54.9%	69.3%
Personnel and admin. expenses (includes profit sharing)	(507)	(586)	(517)	-11.7%	2.0%
Net Income	336	327	221	-32.4%	-34.2%
BALANCE SHEET (R\$ M)					
Total Assets	93,993	96,862	107,400	10.9%	14.3%
Expanded loan portfolio	60,116	66,312	67,976	2.5%	13.1%
Wholesale Segment	20,446	22,147	23,186	4.7%	13.4%
Consumer Finance Segment	39,670	44,165	44,791	1.4%	12.9%
Funding Sources	60,790	65,858	69,351	5.3%	14.1%
Shareholders' equity	9,787	9,886	10,014	1.3%	2.3%
Basel ratio (%)	16.0%	15.1%	14.3%	-0.8 p.p.	-1.8 p.p.
Tier I Capital Ratio (%)	14.0%	13.6%	13.0%	-0.6 p.p.	-1.0 p.p.
Common Equity Tier I (%)	12.1%	11.8%	10.7%	-1.1 p.p.	-1.4 p.p.
MANAGERIAL INDICATORS (%)					
Return on Average Equity ¹ (ROAE)	14.0%	13.1%	8.9%	-4.2 p.p.	-5.1 p.p.
Return on Average Equity ¹ (ROAE) - exponential	14.8%	13.7%	9.2%	-4.5 p.p.	-5.6 p.p.
Return on Average Assets ² (ROAA)	1.4%	1.3%	0.9%	-0.5 p.p.	-0.5 p.p.
Net Interest Margin ³ (NIM) - Clients	9.5%	10.3%	10.3%	-0.1 p.p.	0.8 p.p.
Net Interest Margin ⁴ (NIM) - Clients + Market	7.2%	7.4%	7.4%	0.0 p.p.	0.3 p.p.
Efficiency Ratio (ER) - accumulated of 12 months ⁵	32.9%	32.2%	31.8%	-0.5 p.p.	-1.1 p.p.
90-day NPL	4.5%	4.5%	4.5%	0.0 p.p.	0.0 p.p.
Coverage Ratio (90-day NPL)	175%	196%	206%	10.2 p.p.	31.9 p.p.
OTHER INFORMATION					
Employees ⁶ (quantity)	3,769	3,885	3,959	1.9%	5.0%
Assets under Management ⁷ (R\$ M)	48,538	51,472	51,011	-0.9%	5.1%

1. Ratio between net income and average equity for the period; 2. Ratio between net income and average total assets for the period; Exponentially annualized; 3. Ratio between gross financial margin with clients and average assets sensitive to spreads in the period. Annualized; 4. Ratio between gross financial margin and average profitable assets for the period. Annualized; 5. ER = personnel (excluding labor claims) and administrative expenses / (gross financial margin + service and fee income + other operating income + other operating expenses - tax expenses); 6. It does not consider interns and statutory employees; 7. It includes onshore funds (ANBIMA criteria) and private client funds (fixed income, variable income and offshore funds).

Note: In line with the best market practices and in synergy with shareholders, as of 2Q19 we started to disclose the ROE calculated using the exponential and linear methodology

Accounting versus Managerial Reconciliation

In order to better understand and analyze the Bank's financial performance, the explanations of this report are based on the Managerial Income Statement, which considers some managerial reallocations carried out in the audited Financial Statement, with no impact in the net income. These reallocations refer to :

- Related provision expenses reallocated from “(Provision) / reversal for contingent liabilities” to “Other Income (Expenses)”
- Operating costs of subsidiary Promotiva S.A. reallocated from “Other income (Expenses)” to “Revenue from services”
- “Discounts granted ”reallocated from“ Gross Financial Margin” to “Cost of Risk”
- Costs directly related to business generation reallocated from “Personnel and Administrative Expenses” to “Other Income (Expenses)”
- Taxation effects of the hedge operations related to foreign currency exchange variations on investments abroad that are accounted in “Tax Expenses” (PIS and COFINS) and “Income Tax and Social Contribution” were reallocated to “Income from Derivative Financial Instruments”.

The strategy of managing the foreign currency exchange risk of resources invested abroad aims to avoid the effects of exchange rate variation on the result, and for this purpose, the foreign exchange risk is neutralized through use of derivative financial instruments.

INCOME STATEMENT (R\$ millions)	1Q19 Audited	Managerial Adjustments	1Q19 Managerial	4Q19 Audited	Managerial Adjustments	4Q19 Managerial	1Q20 Audited	Managerial Adjustments	1Q20 Managerial
Net interest income - NII	1,486	73	1,559	1,654	(28)	1,626	1,129	534	1,663
Cost of Risk	(464)	(77)	(541)	(705)	114	(591)	(814)	(102)	(916)
Net financial margin	1,022		1,018	949		1,035	315		748
Other income/expenses	(478)		(479)	(899)		(538)	(465)		(460)
Fee income	570	(74)	495	611	(72)	540	583	(70)	513
Personnel and administrative expenses	(618)	110	(507)	(919)	333	(586)	(639)	122	(517)
Tax expenses	(121)	(1)	(122)	(158)	(0)	(158)	(136)	1	(135)
Equity in income of subsidiaries	25	0	25	(61)	53	(8)	(30)	0	(30)
(Provision) / reversal of provision for contingent	(30)	30	0	109	(109)	0	(33)	33	0
Other operating income/expenses	(303)	(67)	(370)	(482)	157	(325)	(211)	(81)	(291)
Income before taxes and contributions	544		539	50		497	(151)		287
Provision for income tax and social contribution	(208)	5	(203)	277	(447)	(170)	372	(438)	(66)
Net Income	336		336	327		327	221		221

Accounting adjustments: Resolution No. 4,720 / 2019 and Bacen Circular Letter No. 3,959 / 2019

Based on Resolution No. 4,720 / 2019 and Circular Letter No. 3,959 / 2019, banco BV carried out changes in the Financial Statements as of March 31, 2020, to comply with the requirements of the respective circular letter. In order to ensure the comparability of financial information and indicators, such changes have been implemented retroactively to the previous quarters. We highlight the main changes below. Further details available in the 1Q20 Financial Statements.

Balance Sheet

- Opening of new accounting groups, such as: financial assets and liabilities; provision for contingency; and tax assets and liabilities.

Income Statement

- Opening of provision expenses segregated by the most relevant classes presented in the line “Result of provision for losses” (note 9e / 12f of the Financial Statements);
- Change in the allocation of the “Result of provision for losses” presented after “Gross Result from financial intermediation”;
- Opening of the line “Results with provision for contingency” (note 28e.3 of the Financial Statements);
- Elimination of the term “Non-operating income”



Analysis of Managerial Results

Net income totaled R\$ 221 million in 1Q20, down by 34.2% if compared to 1Q19 and 32.4% if compared to 4Q19. The result for the quarter was impacted (i) by the increase in the cost of risk due to expenses with prudential credit provisions; and (ii) lower financial margin with the market in the quarter due to lower result at the trading desk. Both effects were driven by the impact of the Covid-19 crisis on the economy. The crisis, which worsened in March, led to a drop in origination in Retail, causing a 13,7% reduction in volumes when compared to the previous quarter.

These effects were partially offset by lower personnel and administrative expenses, which decreased 11.7% when compared to the previous quarter and grew only 2.0% when compared to the same period of last year, reinforcing the lightness of our business model.

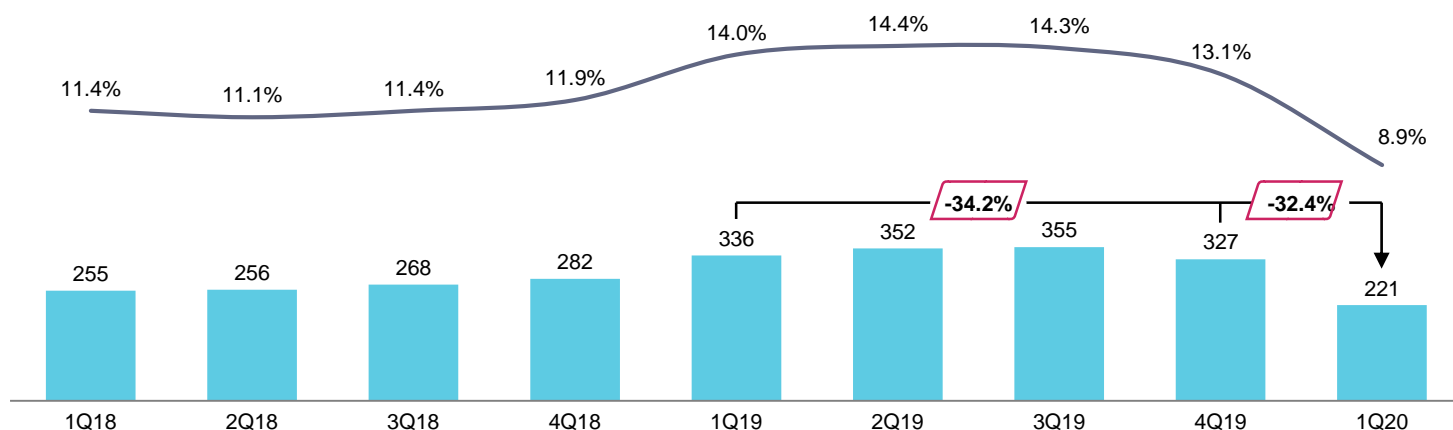
As a positive highlight, total **revenue (gross margin + revenue from services and insurance)** recorded a 0.5% increase over the 1Q19 and 6.0% compared to the previous quarter, reflecting the expansion of the credit portfolio and greater profitability verified in the businesses.

Return on equity (ROE) reached 8.9% in 1Q20, compared to 13.1% in 4Q19 and 14.0% in 1Q19.

Despite the Covid-19 crises impacts on results, our balance sheet remained strong and resilient, which demonstrates the strength of our business model and the conservatism in managing our balance sheet, liquidity, capital base and credit risk.

INCOME STATEMENT (R\$ M)	1Q19	4Q19	1Q120	Variation %	
				1Q20/4Q19	1Q20/1Q19
Net interest income - NII	1,559	1,626	1,663	2.3	6.7
Cost of Risk	(541)	(591)	(916)	54.9	69.3
Net financial margin	1,018	1,035	748	-27.8	-26.6
Other income/expenses	(479)	(538)	(460)	-14.4	-3.9
Fee income	495	540	513	-4.8	3.6
Personnel and administrative expenses	(507)	(586)	(517)	-11.7	2.0
Tax expenses	(122)	(158)	(135)	-14.5	10.7
Equity in income of subsidiaries	25	(8)	(30)	271.6	-221.4
Other operating income/expenses	(370)	(325)	(291)	-10.4	-21.1
Income before taxes and contributions	539	497	287	-42.2	-46.7
Provision for income tax and social contribution	(203)	(170)	(66)	-61.0	-67.4
Net Income	336	327	221	-32.4	-34.2
Return on Average Equity (ROAE)	14.0%	13.1%	8.9%	-4.2 p.p.	-5.1 p.p.

Net Income (R\$ M) e ROAE





Gross Financial Margin

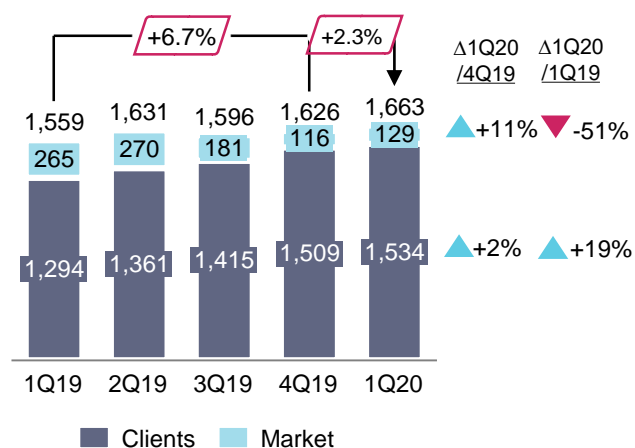
Gross Financial Margin grew 6.7% if compared to 1Q19, with an increase in margin with clients (19%) and a decrease in margin with the market (-51%), while it grew by 2.3% when compared to the previous quarter with growth in both dimensions (2% in clients and 11% in margin with the market).

Financial Margin with Clients grew 19% against the previous year, 13% above the credit portfolio expansion, reaching R\$ 1,534 million. This growth mainly reflects the expansion of the Retail in the credit portfolio mix. When compared to 4Q19, Margin with Clients increased by 2%, in line with the 2.5% growth of the expanded portfolio in the same period.

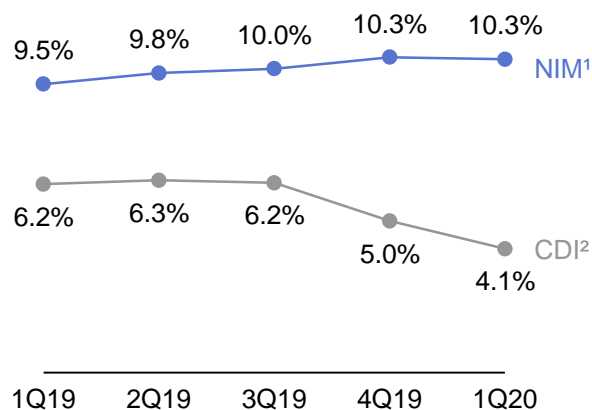
Net interest margin (NIM) of clients expanded from 9.5% to 10.3% between 1Q19 and 1Q20, reflecting the initiatives to increase the share of the retail businesses in the portfolio mix, as well as the better profitability of the wholesale segment, through growth in the corporate segment and more selective performance in large corporate. Compared to 4Q19, NIM remained stable.

Financial Margin with the Market recorded a 51% drop if compared to 1Q19, due to the fall in interest rates, which influenced the structural hedges of the balance sheet and due to the lower result at the trading desk, reflecting the volatility seen at the end of the quarter with the COVID-19 crisis. In comparison with the previous quarter, there was an 11% improvement, explained by the one-off event of that quarter due to the readjustment of hedge of the commercial portfolios, partially offset by the drop in the result of trading positions in 1Q20.

Gross Financial Margin (R\$M)



NIM¹ (% a.a.) vs CDI²



1. Net Interest Margin: Ratio between Financial Margin with clients and the average assets sensitive to spread.
2. Brazilian benchmark interest rate. Annualized (Source: Cetip)

Cost of Risk

Cost of Risk (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Allowance for loan losses expenses (managerial)	(618)	(976)	(954)	-2.2	54.5
Revenues from recovery of written-off loans	149	105	133	27.0	-10.3
Result from Loan Losses	(469)	(871)	(821)	-5.7	75.0
Impairments	(59)	401	9	-97.8	-114.8
Discounts Grated	(77)	(104)	(102)	-2.2	32.4
Reversal (provision) for guarantees provided	64	(18)	(2)	-90.0	-102.8
Cost of Risk	(541)	(591)	(916)	54.9	69.3
Cost of Risk / Loan Portfolio¹	3.6%	3.6%	5.5%	1.8 p.p.	1.9 p.p.

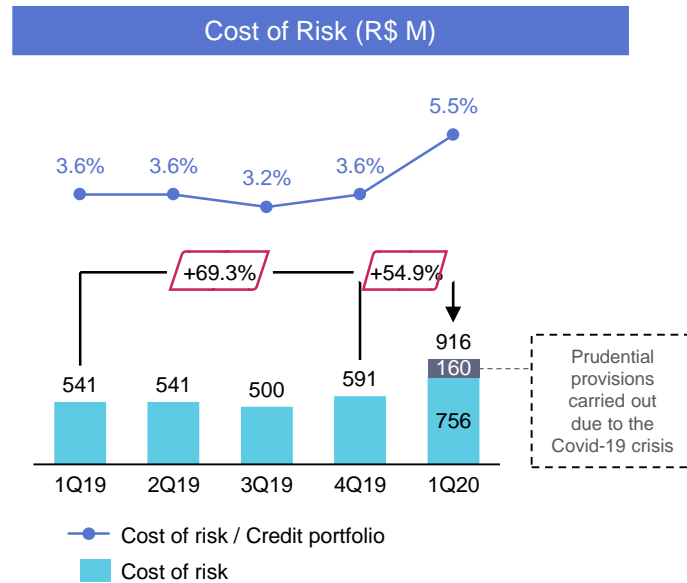
1. Calculation performed on the Expanded Portfolio



Cost of Risk

In 1Q20, the Cost of Risk grew 54.9% in relation to 4Q19, mainly explained by the R\$ 160 million prudential provisions carried out in the quarter due to the deterioration in the macroeconomic environment as a result of the effects of the Covid-19 pandemic. This prudential provision aims to protect the Bank's balance sheet in an adverse economic scenario that may result in an increase in delinquency levels. We will continue to closely monitor the developments of the crisis to assess whether such provision will continue to be adequate in the future. The cost of risk on the portfolio varied from 3.6% to 5.5% between 4Q19 and 1Q20.

In comparison with 1Q19, the 69.3% increase in the cost of risk also reflects the higher expenses with allowance for loan losses as previously mentioned, in addition to the growth in the portfolio, especially in Retail. Finally, the greater conservatism in the provisions for the retail portfolio for individuals with exposures above R\$ 50 thousand also contributed to this increase.



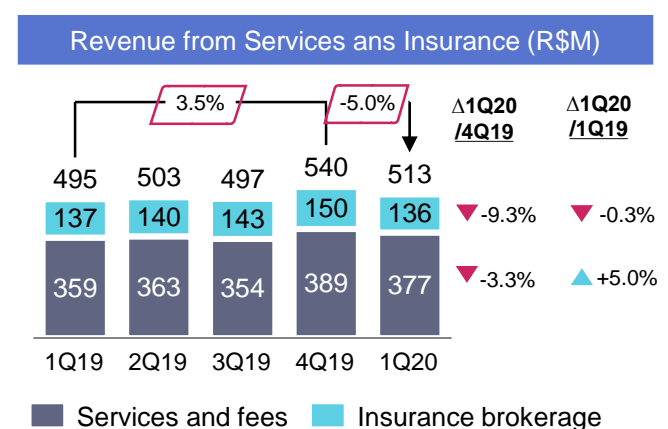
The portfolio's delinquency rates (Over-90) remained stable in the period

Income from Services and Insurance

Revenue from Services, fees and Insurance (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Master file registration and Appraisal of assets	186	211	188	-10,9	0,8
Revenues from insurance brokerage	137	150	136	-9,3	-0,3
Credit cards	68	64	63	-1,8	-7,2
Income from guarantees provided	21	19	29	50,5	36,2
Management of investment funds	32	39	32	-15,8	1,6
Commissions on placing of securities	15	17	22	24,3	40,1
Banking correspondent (Promotiva)	15	18	20	8,0	26,9
Other ¹	20	21	23	9,9	12,5
Total Revenue from Services and Insurance	495	540	513	-5,0	3,5

Income from services provided, fees and insurance reached R\$ 513 million in 1Q20, an increase of 3.5% in relation to 1Q19, mainly driven by the expansion in income from guarantees provided and higher commissions on securities placement.

If compared to 4Q19, the drop is explained by the lower revenue from the master file registration and appraisal of assets, in addition to the drop in insurance brokerage due to the negative impacts of the Covid-19 pandemic on the origination of auto finance contracts.





Personnel and Administrative Expenses

Administrative and Personnel Expenses (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Salaries and Profit sharing	(147)	(184)	(140)	-24.2	-4.9
Benefits e Social Charges	(122)	(96)	(119)	23.5	-2.6
Training	(1)	(8)	(2)	-70.3	229.4
Personnel Expenses	(270)	(289)	(261)	-9.5	-3.3
Specialized technical services	(89)	(97)	(83)	-14.1	-6.4
Data processing	(44)	(56)	(45)	-19.6	0.6
Judicial and Notary public fees	(19)	(24)	(23)	-3.9	25.7
Marketing	(7)	(25)	(15)	-41.7	114.6
Services of the financial system	(7)	(5)	(6)	13.6	-21.4
Other	(46)	(64)	(52)	-19.0	13.1
Subtotal	(212)	(271)	(224)	-17.5	5.5
Depreciation and Amortization	(25)	(26)	(32)	24.1	28.2
Administrative Expenses	(237)	(297)	(256)	-13.9	7.9
Total	(507)	(586)	(517)	-11.7	2.0

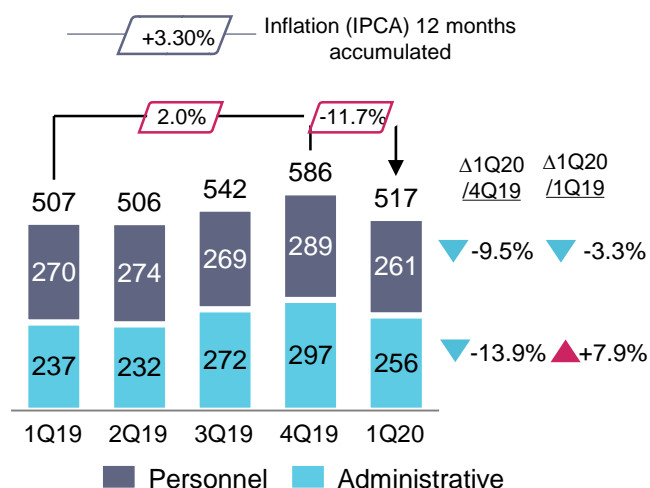
Personnel and administrative expenses were R\$ 517 million in 1Q20, an increase of 2.0% over the 1Q19, and compared to the 3.3% inflation (IPCA) accumulated in the period. In relation to 4Q19, there was a 11.7% drop in expenses.

Personnel expenses reached R\$ 261 million, 3.3%, and 9.5% inferior compared to 1Q19 and 4Q19, respectively. The drop mainly reflects the decline in provision for variable compensation in 1Q20 due to the lower result. In relation to 4Q19, the seasonal drop in training expenses was also a contribution.

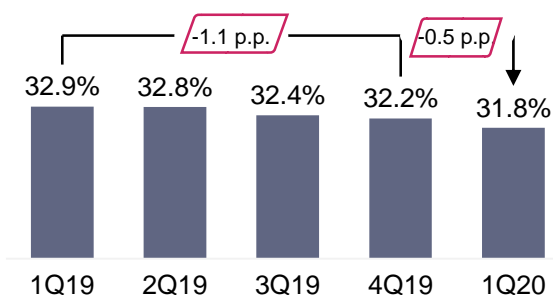
Administrative expenses were R\$ 256 million, 7.9% above 1Q19, and 13.9% below 4Q19. The increase versus 1Q19 is explained by higher marketing expenses, court charges and fees, and amortizations due to higher investments in technology. If compared to 4Q19, the decline reflects lower expenses with consultancy services, data processing, and marketing campaigns during 1Q20, mainly due to lower business volume.

The **Efficiency Ratio (ER)** ended 1Q20 at 31.8%, a decrease of 0.5 pp if compared to 4Q19 and 1.1 pp over the previous year. The improvement in the ratio reflects lower personnel expenses, as previously explained. In addition, investments in technology and digital transformation, combined with diversified sources of revenue and continuous efforts to effectively manage the cost base, have also contributed to the bank's operational efficiency gain.

Personnel and administrative expenses (R\$ M)



Efficiency Ratio¹ (%)



Number of employees at the end of the 1Q20 was 3,959, excluding interns and statutory employees.



Other Income (Expenses) and Controlled Companies/Subsidiaries

Other Income / Expenses (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Costs associated with the production	(234)	(296)	(254)	-14.1	8.6
Civil and Fiscal lawsuits	(28)	(50)	(39)	-22.8	37.1
Labor lawsuits	(60)	(16)	(49)	205.1	-18.1
Equity in income from subsidiaries	25	(8)	(30)	271.6	-221.4
Other	(47)	37	51	36.5	-209.1
Total	(345)	(333)	(321)	-3.6	-6.8

Other revenues and expenses added to the results of subsidiaries totaled R\$ 321 million in 1Q20, down 6.8% if compared to 1Q19 and 3.6% when compared to 4Q19.

The increase in labor demands, if compared to 4Q19, was partially offset by lower costs associated with the production, due to the lower origination of auto finance and cards, explained by the impacts of the Covid-19 pandemic already observed in March.

The divestment plan of BVEP - BV Empreendimentos e Participações (unit of real estate developments of the bank that is running-off), also generated accounting effects, distributed in the lines of "result of investment in subsidiaries and affiliates" and "others".



Balance Sheet Analysis

Balance Sheet

Total assets reached R\$ 107 billion at the end of 1Q20, an increase of 14.3% in twelve months and 10.9% in the quarter, mainly due to the increase in liquidity (cash, liquidity investments and securities) and expansion of financial assets indexed to foreign currency and derivatives that were updated due to market volatility. It is important to highlight that the positions linked to the exchange rate variation are mostly linked to hedge objects so that there is lower exposure as a result of exchange rate variations.

Shareholders' equity totaled R\$ 10.0 billion at the quarter-end, when compared to R\$ 9.9 billion in the previous quarter and R\$ 9.8 billion in 1Q19.

Balance Sheet Assets (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Cash and cash equivalents	355	1,052	2,240	112.9	531.3
Financial assets	84,314	86,703	95,634	10.3	13.4
Interbank funds applied	9,227	2,532	4,614	82.2	-50.0
Securities and derivative financial instruments	21,645	27,720	29,595	6.8	36.7
Derivative financial instruments	3,672	2,737	8,092	195.6	120.4
Interbank accounts or relations	411	1,772	133	-92.5	-67.6
Loan Portfolio	51,210	55,676	56,618	1.7	10.6
Allowance for loan losses	(3,799)	(4,716)	(5,034)	6.7	32.5
Other financial assets	1,948	982	1,616	64.6	-17.1
Tax assets	7,023	7,229	7,695	6.4	9.6
Investments in subsidiaries, associates and joint ventures	287	80	85	7.2	-70.2
Property for use	103	94	94	-0.5	-9.2
Intangible assets	308	303	349	15.1	13.3
Other assets	1,602	1,400	1,304	-6.9	-18.6
TOTAL ASSETS	93,993	96,862	107,400	10.9	14.3

Balance Sheet Liabilities (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Financial liabilities	81,285	84,001	94,760	12.8	16.6
Deposits	11,089	16,356	20,318	24.2	83.2
Money market repurchase commitments	16,651	15,206	16,411	7.9	-1.4
Securities issued	30,165	32,066	32,318	0.8	7.1
Interbank accounts	1,394	1,642	1,518	-7.6	8.8
Borrowings and domestic onlendings	3,374	3,578	5,594	56.3	65.8
Derivative financial instruments	3,514	2,935	7,596	158.9	116.2
Subordinated debts and debt instruments eligible as capital	6,357	6,597	3,889	-41.0	-38.8
Other financial liabilities	8,740	5,621	7,115	26.6	-18.6
Tax liabilities	304	567	381	-32.9	25.2
Provisions for contingencies	1,333	906	939	3.6	-29.5
Other liabilities	1,284	1,502	1,307	-13.0	1.8
SHAREHOLDER'S EQUITY	9,787	9,886	10,014	1.3	2.3
TOTAL LIABILITIES	93,993	96,862	107,400	10.9	14.3



Credit Portfolio

The credit portfolio reached R\$ 68.0 billion at the end of 1Q20, growth of 13.1% over 1Q19 and 2.5% compared to 4Q19.

The **Retail** portfolio grew 12.9% to R\$ 44.8 billion, against R\$ 39.7 billion in 1Q19, highlighting the 14.9% expansion in the auto finance portfolio. Despite the drop in the volume of auto finance already observed in March, due to the impacts of the Covid-19 pandemic, the origination volume grew 3.6% in relation to 1Q19 and totaled R\$ 4.9 billion, 88% of which referring to used light vehicles, a segment in which we maintained the market leadership.

In relation to 4Q19, the Retail portfolio grew by 1.4%. In both periods the comparison carries a negative impact due to the intentional sharp reduction in the public and retirees (INSS) payroll loan portfolio in 1Q20.

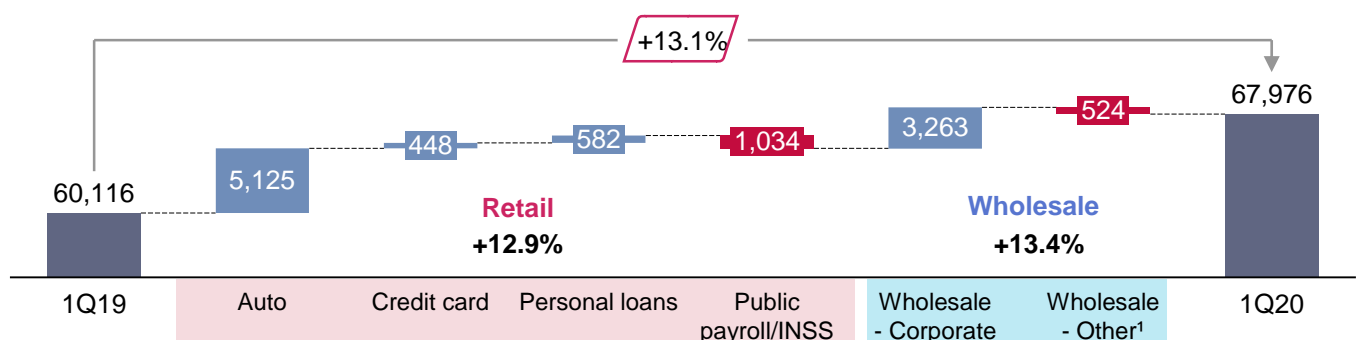
The other Retail categories also recorded significant growth against the previous year :

The Credit Card portfolio increased 19.5%, while Personal Loans grew 32.2%. Such growth reflects the strategic revenue diversification plan, highlighting the expansion of personal loans, credit with vehicle in guarantee (*car equity*) and financing of solar panels.

The **Wholesale** portfolio grew 13.4% if compared to 1Q19, reaching R\$ 23.2 billion. The highlight was the expansion of the Corporate portfolio that was more than offset the reduction in the other segments (Large Corporate and Financial Institutions). This change in the mix is aligned with our strategic plan to seek greater risk dispersion with higher profitability. When compared to 4Q19, the Wholesale portfolio grew by 4.7%. When comparing 1Q20 with both periods, there is a positive impact from exchange rate variation on the portfolio (approximately R\$ 800 million).

Credit Portfolio (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Retail segment (a)	39,670	44,165	44,791	1.4	12.9
Auto financing	34,486	38,655	39,611	2.5	14.9
Personal Loans	1,809	2,213	2,391	8.1	32.2
Credit Cards	2,298	2,766	2,746	-0.7	19.5
Public Payroll Loans / INSS (run-off)	1,077	530	43	-91.9	-96.0
Wholesale segment (b)	11,534	11,511	11,827	2.7	2.5
Corporate	3,665	4,411	5,308	20.3	44.8
Large corporate + financial institutions	7,868	7,100	6,520	-8.2	-17.1
On-balance loan portfolio (a+b)	51,203	55,676	56,618	1.7	10.6
Wholesale segment (b+c+d)	20,446	22,147	23,186	4.7	13.4
Guarantees provided (c)	5,455	6,800	7,095	4.3	30.1
Private securities (d)	3,457	3,836	4,264	11.1	23.3
Retail segment (a)	39,670	44,165	44,791	1.4	12.9
Expanded credit portfolio (a+b+c+d)	60,116	66,312	67,976	2.5	13.1

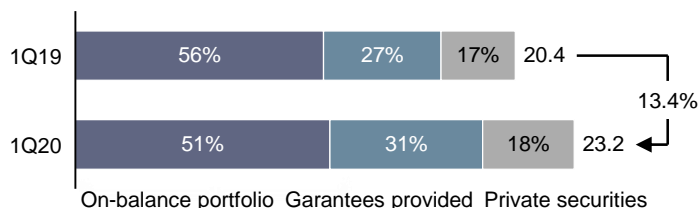
Credit portfolio bridge Evolution 1Q20 vs 1Q19 (R\$ M)



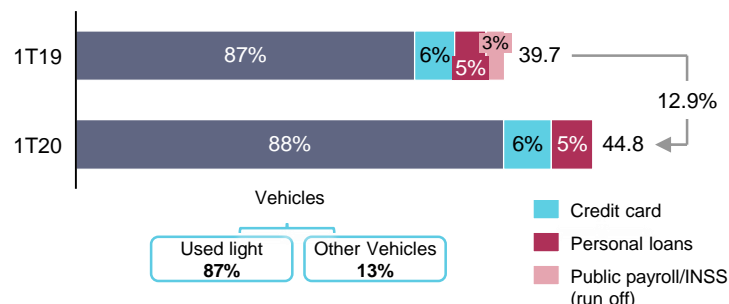
1-Includes Large Corporate + Financial institutions



Wholesale expanded portfolio (R\$ B)



Retail portfolio (R\$ B)



Quality of the Credit Portfolio

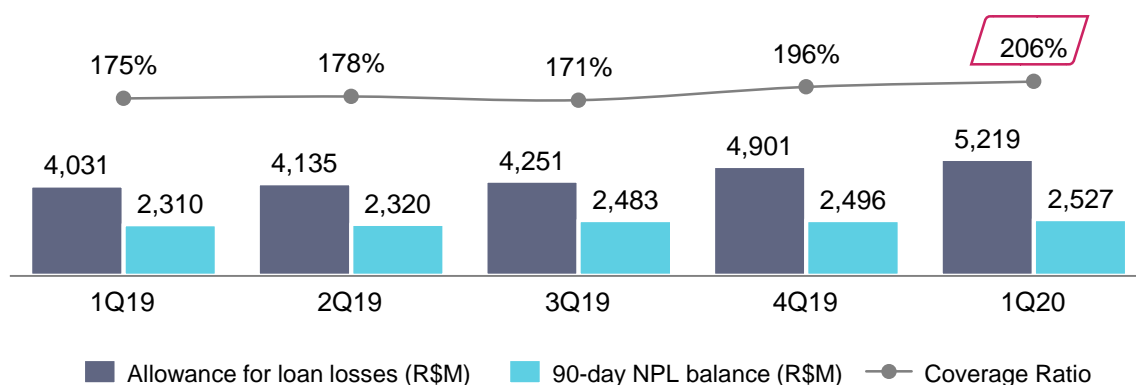
All credit portfolio risk segmentations in this section refer to the classified portfolio (Res. CMN nº 2,682 / 99), unless otherwise indicated. The Bank maintains a consistent process of assessing and monitoring credit risk in transactions with clients.

Loan Portfolio Quality Indicators (R\$ M, except where indicated)	1Q19	4Q19	1Q20
90-Day NPL balance	2,310	2,496	2,527
90-Day NPL ratio	4.5%	4.5%	4.5%
90-Day NPL ratio Consumer Finance	4.8%	4.9%	5.2%
90-Day NPL ratio Auto Finance	4.3%	4.2%	4.4%
90-Day NPL ratio Wholesale	3.5%	2.8%	1.5%
Write-off (a)	(450)	(559)	(636)
Credit recovery (b)	149	105	133
Net Loss (a+b)	(301)	(454)	(503)
Net Loss / Loan portfolio - annualized	2.4%	3.3%	3.6%
New NPL	630	572	668
New NPL / Loan portfolio ¹ - quarter	1.00%	1.07%	1.20%
ALL balance ²	4,031	4,901	5,219
ALL balance / Loan portfolio	7.9%	8.8%	9.2%
ALL balance / 90-day NPL	175%	196%	206%
AA-C balance	45,563	49,068	49,566
AA-C balance / Loan portfolio	89.5%	88.1%	87.5%

1. D NPL quarterly + write-offs for the period) / Credit Portfolio of the immediately previous quarter; 2. Includes provisions for financial guarantees provided and the balance of the provision for generic credit recorded in liabilities in the line "Sundry".

Coverage Ratio

Reflecting the solid risk management model and balance sheet robustness, the Overdue Balance Coverage Ratio over 90 days remained at a comfortable level, reaching 206% in 1Q20, 10 p.p. above the level recorded in 4Q19 and 31 p.p. above 1Q19.

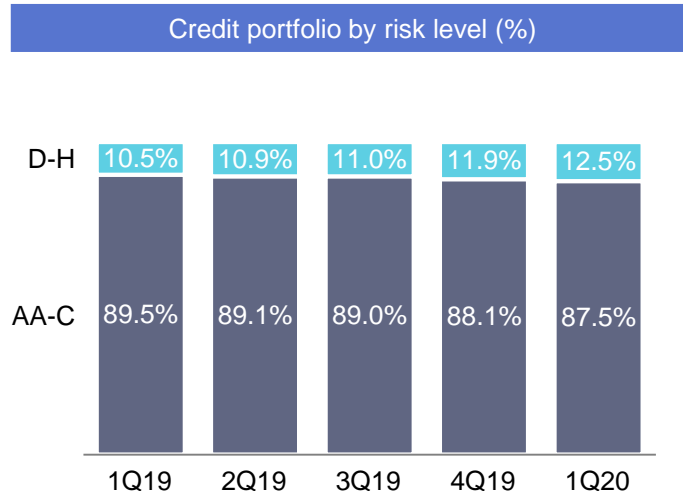




Credit portfolio by risk level (%)

Banco BV's credit risk management aims to maintain the quality of the credit portfolio at adequate levels for each segment. The increase in the D-H index observed in 1Q20 reflects the increase in customer delinquency credit risk due to the impacts of the Covid-19 pandemic in the economy.

Loans classified as "AA-C", according to Central Bank Resolution 2,682 (BACEN), represented 87.5% of the loan portfolio at the end of 1Q20 when compared to 89.5% in 1Q19 and 88.1% in 4Q19.



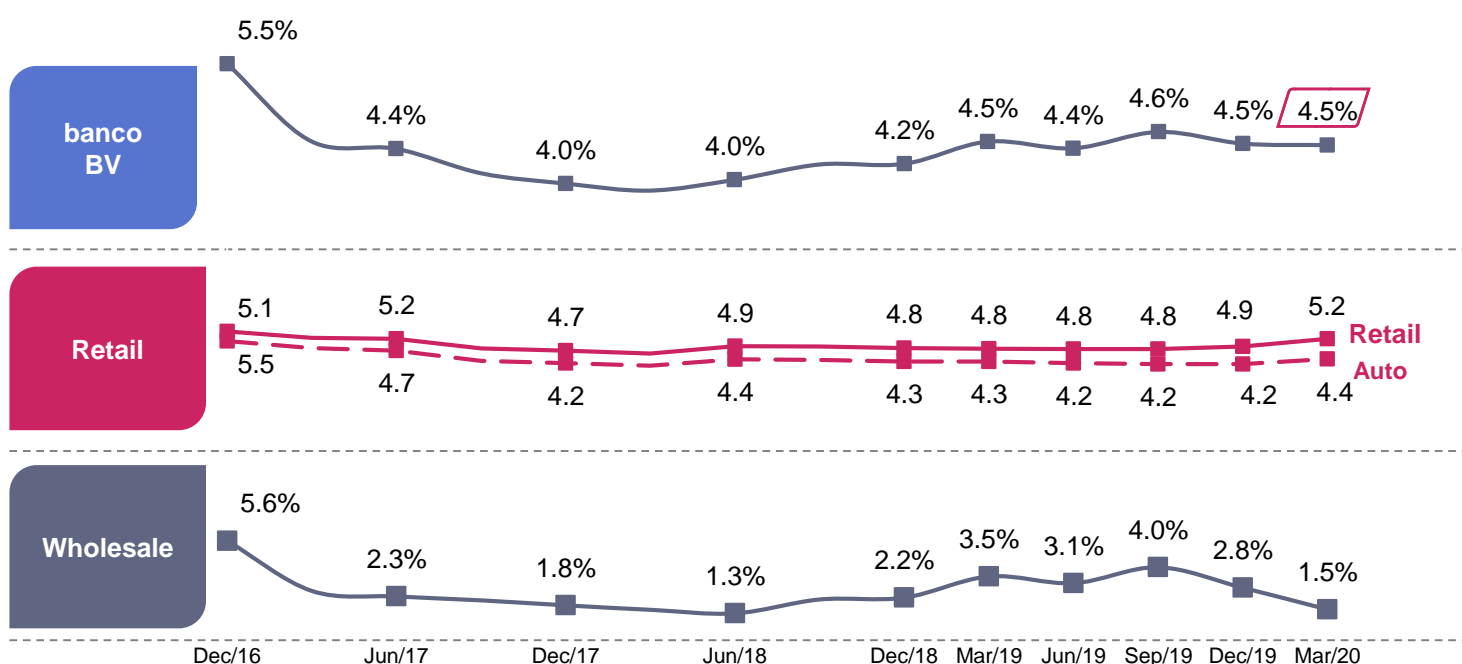
Credit Portfolio Delinquency – Over-90

The portfolio's quality indicators were kept under control, supported by the combination of continuous improvements in credit models and prudence in the granting of financing. The consolidated delinquency ratio over 90-days (Over-90) remained stable at 4.5% at the end of 1Q20, the same level recorded in the previous quarter, with the 0.3 p.p. increase in Retail being offset by the drop of 1.3 p.p. in Wholesale.

Over-90 for Retail ended 1Q20 at 5.2%, 0.3 p.p. higher than 4Q19, reflecting the impact of the Covid-19 pandemic in the economy. In response to the pandemic, BV has initiated a financial relief program for its customers with the 60 days payment postponement, that is, the next 2 installments can be moved to the end of the contract, without charging any additional interest. Due to the short time between the implementation of this measure and the end of the quarter, by the end of March only 6.5% of eligible clients had joined the program. The slight increase over the previous periods also reflects the revenue diversification agenda, which foresees scale gain in products with higher risk and higher margin, such as personal loans.

Over-90 for Auto finance ended 1Q20 at 4.4%, 0.2 p.p. over 4Q19 and 0.1 p.p. above 1Q19.

Over-90 for Wholesale decreased to 1.5% at the end of 1Q20, compared to 2.8% in 4Q19. Such drop reflects the write-off of credit losses from a specific client in this segment.

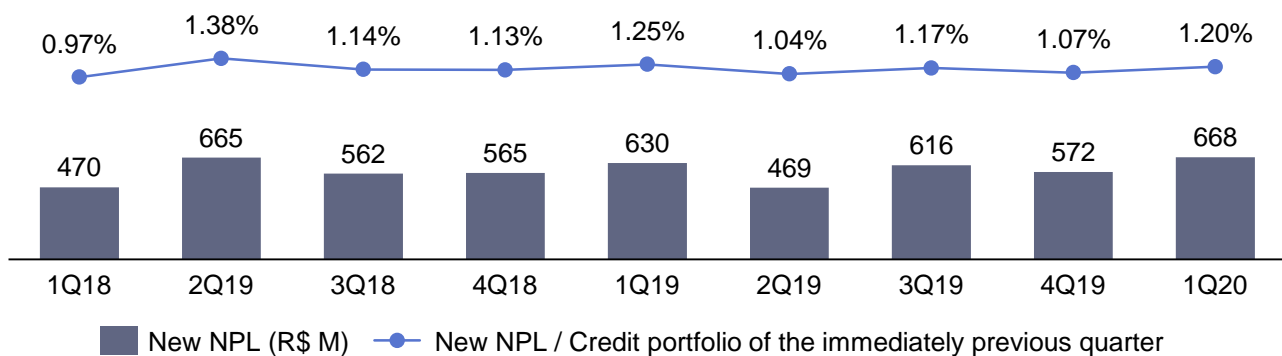




New NPL Index

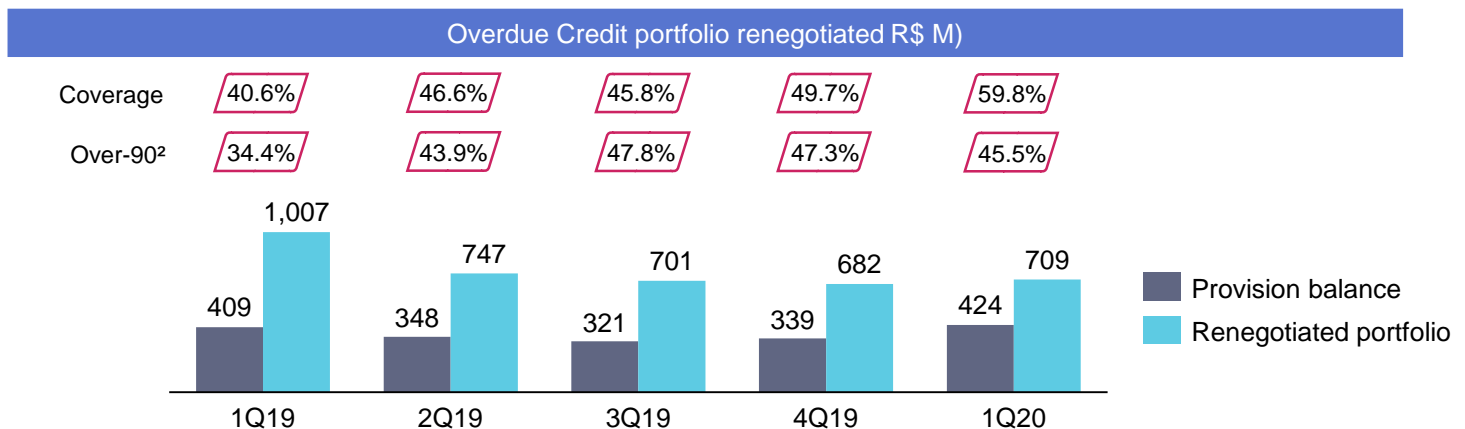
New NPL, which considers the volume of credit operations that became overdue over 90 days in the quarter, was R\$ 668 million in 1Q20. As a result, the New NPL in relation to the portfolio was 1.20%, compared to 1.25% in 1Q19 and 1.07% in 4Q19.

New NPL (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Managed loan portfolio (A)	51,199	55,676	56,618	1.7	10.6
90-day NPL Balance (NPL)	2,310	2,496	2,527	1.3	9.4
Quarterly NPL variation (B)	181	13	32	143.7	-82.5
Write-off (C)	449	559	636	13.9	41.6
New NPL (D=B+C)	630	572	668	16.8	6.0
New NPL Rate (D/A)	1.25%	1.07%	1.20%	0.13 p.p.	-0.05 p.p.



Overdue Credit Negotiated

The chart below shows information about the renegotiated credit portfolio due to late payment.



1. Provision balance / Portfolio Balance

2. Over 90 days (Over-90) of the renegotiated portfolio.

The balance of credit operations renegotiated for late payment totaled R\$ 709 million in 1Q20. In comparison with 1Q19, there was a 29.6% drop in the balance of the renegotiated portfolio. In the same period, delinquency over 90 days (Over-90) of this portfolio increased by 11.1 p.p., while the portfolio's coverage ratio increased by 19.2 p.p. Nevertheless, it is important to note the drop in the balance of renegotiated values in the annual comparison.

At the end of March, after the implementation of the quarantine period in Brazil, BV implemented the possibility of extending installments payments by 60 days for Retail clients, and given the short time until the end of the quarter, only 6.5% of the portfolio had adhered to the renegotiation, of which only there was renegotiation for performing customers who had honored their duties in the period.

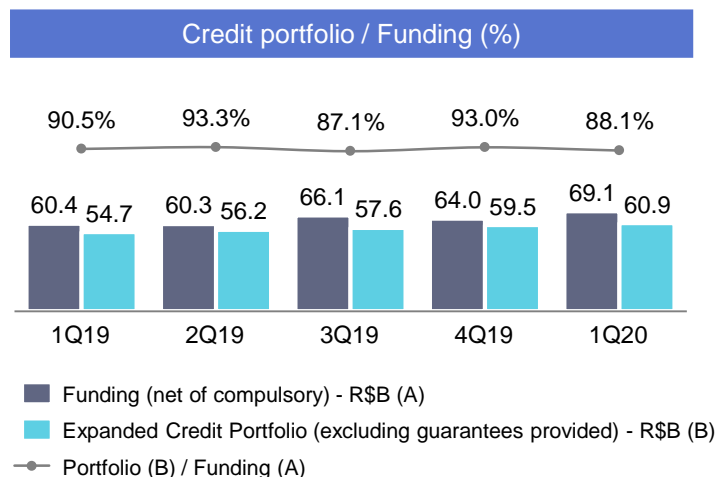
More information can be found in the Financial Statements for 1Q20, Note 12-k.



Funding and Liquidity

Total funds raised reached R\$ 69.4 billion in 1Q20, an increase of 5.3% in the quarter and 14.1% in 12 months. Stable funding instruments represented 57% of the total funds raised in the quarter.

The ratio between the expanded credit portfolio (excluding guarantees provided) and funding net of compulsory reached 88.1% in 1Q20, down 2.4 p.p. in 12 months and 4.9 p.p. in the quarter.



Funding instruments (R\$ B)	1Q19	4Q19	1Q20	Variation %		% of total 1Q20
				1Q20/4Q19	1Q20/1Q19	
Debentures	2.6	2.8	1.7	-40.2	-36.5	2.4
Deposits	11.1	16.4	20.3	24.2	83.2	29.3
Time deposits	8.9	14.3	16.3	13.9	82.0	23.5
Deposits on demand and interbank	2.2	2.1	4.1	94.7	88.2	5.8
Subordinated debts¹	6.4	6.6	3.9	-41.0	-38.8	5.6
Subordinated Financing bills	2.2	2.3	2.3	0.0	4.6	3.3
Others subordinated debts	4.2	4.3	1.6	-62.8	-61.6	2.3
Borrowings and onlendings	3.4	3.6	5.6	56.3	65.8	8.1
Bills	30.0	28.0	27.0	-3.4	-9.9	39.0
Financing bills ¹	25.0	25.1	24.7	-1.4	-1.3	35.6
Agribusiness credit bills ("LCA") and real estate credit bills ("LCI")	2.2	2.0	1.9	-3.0	-11.7	2.8
Financial lease bills ("LAM")	2.7	0.9	0.4	-56.5	-86.9	0.6
Securitization with recourses¹	6.8	4.5	5.6	24.3	-17.6	8.1
Securities abroad¹	0.5	4.1	5.3	29.4	947.0	7.6
Other*	0.1	0.0	0.0	-1.3	-62.5	0.1
Total funding	60.8	65.9	69.4	5.3	14.1	100.0
(-) Compulsory deposits	0.4	1.8	0.1	-92.5	-67.7	
(-) Cash in local currency	0.0	0.1	0.1	34.2	2841.5	
Total funding net of compulsory	60.4	64.0	69.1	8.0	14.4	
¹ Stable funding instruments	38.7	40.2	39.4	-2.0	2.0	
Stable funding instruments/Total funding	63.6%	61.1%	56.9%	-4.2 p.p.	-6.7 p.p.	

In terms of liquidity, the bank has maintained its free cash at a very conservative level, comfortable to fully cover funding with daily liquidity. Liquidity Coverage Ratio (LCR), whose objective is to measure banks' short-term liquidity in a stress scenario, ended the at 1Q20 at 166%, being 100% the regulatory minimum.

It is important to highlight that banco BV has a credit line with Banco do Brasil since 2009, which represents a significant liquidity reserve, and it has never been used.

Liquidity Coverage Ratio (LCR)	1Q19	4Q19	1Q20
High-quality liquid assets (HQLA) ¹ - R\$M	11,355	14,499	11,992
Total cash inflows – R\$M	7,356	8,063	7,216
LCR (%)	154%	180%	166%

¹ Mainly federal government bonds and bank reserves;

Further information of the LCR can be found in the "Risk and Capital Management Report" on the IR website: www.bancobv.com.br/ri.

* Includes debentures of BVEP.



Capital

The Basel Ratio reached 14.3% in 1Q20, with the Tier I Capital ratio totaling 13.0%, 10.7% of Core Capital and 2.3% of Complementary Capital.

In relation to Dec.19, the Basel Ratio decreased by 0.8 p.p., impacted by **(1)** prudential adjustments resulting from tax credits generated by the exchange rate impact on the financial instruments that make up the hedge of the Equity of the bank's branch abroad (Nassau Branch).

This reduction was partially offset by **(2)** R\$ 221 million net income recorded in the quarter.

The variation **(3)** of risk-weighted assets and other events impacted the Index by -0.5 p.p..

Change in the Basel Ratio 1T20



Basel Ratio (R\$ M)	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Total Capital	9,903	9,975	9,927	-0.5	0.2
Tier I Capital	8,658	9,008	9,041	0.4	4.4
Common Equity Tier I	7,460	7,796	7,440	-4.6	-0.3
Additional Tier I	1,198	1,212	1,602	32.2	33.7
Tier II Capital	1,245	967	886	-8.4	-28.9
Risk Weighted Assets (RWA)	61,763	66,069	69,457	5.1	12.5
Credit risk	53,105	57,266	60,825	6.2	14.5
Market risk	2,257	2,500	2,150	-14.0	-4.8
Operational risk	6,401	6,304	6,482	2.8	1.3
Minimum Capital Requirement	4,941	5,286	5,557	5.1	12.5
Tier I Capital Ratio	14.0%	13.6%	13.0%	-0.6 p.p.	-1.0 p.p.
Common Equity Tier I Ratio	12.1%	11.8%	10.7%	-1.1 p.p.	-1.4 p.p.
Additional Tier I Ratio	1.9%	1.8%	2.3%	0.5 p.p.	0.4 p.p.
Tier II Capital Ratio	2.0%	1.5%	1.3%	-0.2 p.p.	-0.7 p.p.
Basel Ratio (Capital/RWA)	16.0%	15.1%	14.3%	-0.8 p.p.	-1.8 p.p.

With respect to Mar.19, the Basel Ratio decreased by 1.8 p.p., mainly due to the decline in subordinated liabilities that make up Level II Capital and the prudential adjustments deducted from capital resulting from tax credits generated by the exchange rate impact on financial instruments that make up the hedge for the Equity of the bank's branch abroad (Nassau Branch).

The Basel Ratio was calculated according to the Basel III methodology for calculating the minimum requirements for Reference Equity, Level I and Core Capital.

At the end of 1Q20, the minimum capital requirement is 9.25%, with 7.25% being the minimum for Tier I Capital, and 5.75% for Core Capital (CET1).



Diversified Business Portfolio

Supported by the pillars of Efficiency & Financial Strength, Customer Centrality and Digital Maturity

Retail

Credit portfolio¹
R\$ 68 billion
 +13% vs 1Q19

Wholesale

auto finance

- Capillarity (+19 mil *dealers*)
- Innovation and digital transformation
- 100% digital contracting
- 96% automatic response

✓ 15% growth in the portfolio vs. 1Q19, maintaining the leadership in financing for light used vehicles in Brazil

other businesses

- **Credit cards:** +950,000 enable cards. Mastercard, Visa e Elo
- **Insurance:** Auto, loan protection, residential, life, dental, capitalization, card and assistance (residential, funeral, pet)
- **Loans:** Personal loans, private payroll loans, credit with vehicle in guarantee, home equity, student loans, solar panels, tourism and medical procedures

✓ **Loans:** growth of 32.2%² vs 1Q19, in line with the bank's diversification strategy

corporate & investment banking

Corporate Banking

- Corporate (> R\$ 300 million)
- Large Corporate (> R\$ 1.5 billion)

Banking as a Service

- Settling and custodian bank for fintechs (ex. Neon)

✓ 59% growth in the Corporate portfolio vs 1Q19

wealth management

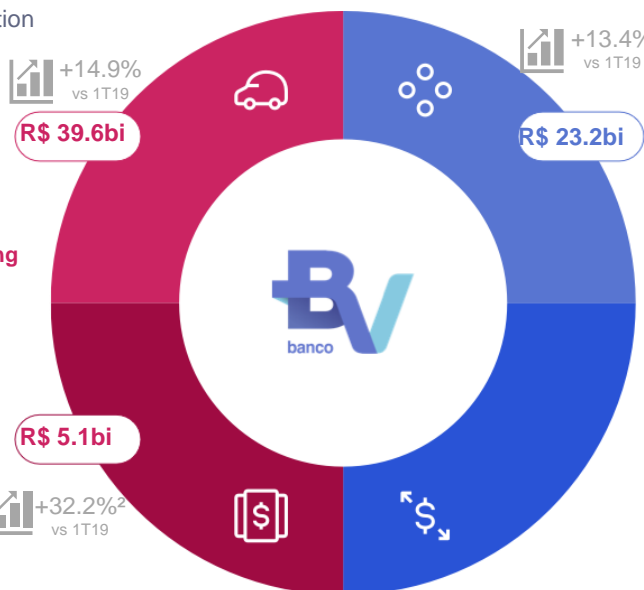
15^a largest asset in Brazil³

R\$ 51 billion under management (AuM)
 +5.1% vs 1Q19

38% of managed funds backed by **real economy assets**

Private Bank: customized solutions for high-income customers

✓ AuM evolution in the context of the pandemic reinforces resilience of the fund portfolio



BV^x is the innovation business unit that generates value through connection with the startup ecosystem, with co-creation methods, proprietary developments and investments in our partners.

Partnerships and corporate venture capital

Open BV Platform

Lab – Innovation Lab

1 - Loan portfolio expanded in Mar / 20 (includes guarantees provided and private securities)

2 - Does not consider Public Payroll Loan operation

3 - ANBIMA ranking



Retail portfolio

Auto Finance

Auto finance is the core business of banco BV. Throughout our its more than 20 years history, BV has acquired relevant competitive advantages in this segment, which ensure a prominent position in Brazil's sector. Among the main competitive advantages, we highlight :

- **Capillarity**: presence in ~ 19,000 thousand dealers throughout the country; 65 own stores; app
- **Agility**: 96% automatic credit response
- **Digital transformation**: digitalization of the whole financing treadmill, from the simulation to the contract signature and payment
- **Expertise**: continuous improvement of management tools with strong use of data science (analytics, modeling, etc.) and innovation (OCR, biometrics, etc.)

100%

digitally formalized contracts

96%

automatic credit response

+922,000

average simulations/month via BV's partners digital channels

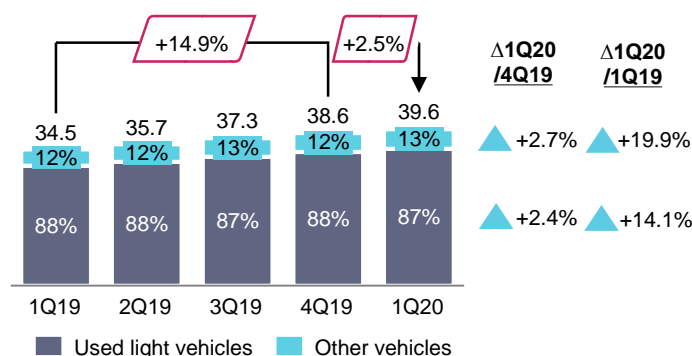
In 1Q20, the **auto finance portfolio** grew 14.9% if compared to 1Q19, reaching R\$ 39.6 billion. Used vehicles amounted to R\$ 34.6 billion, accounting for 87.5% of the total auto portfolio, recording a 14.1% growth in relation to 1Q19 and 2.4% if compared to 4Q19.

In turn, the new portfolio grew 19.9% and 2.7% when compared to 1Q19 and 4Q19, respectively, reaching R\$ 5.0 billion at the end of 1Q20.

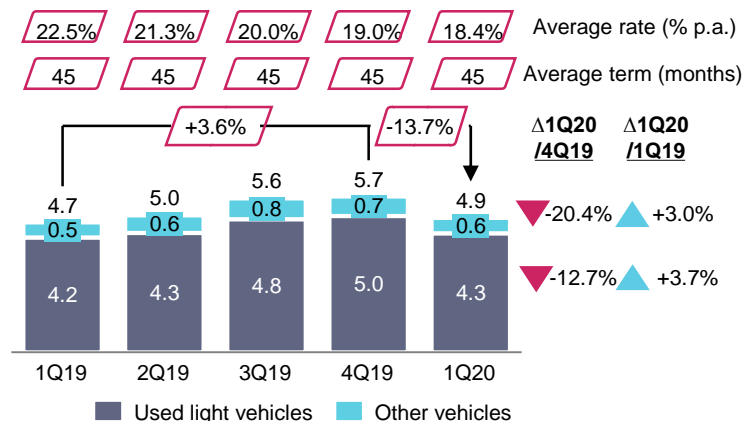
The **auto finance origination** totaled R\$ 4.9 billion in 1Q20, 4.0% above 1Q19, 88% of which was comprised of used light vehicles.

In comparison with 4Q19, origination fell 13.7%, driven by the impacts of the Covid-19 pandemic which had already been observed in March. According to B3, March registered the lowest volume of auto finance for the month since 2016.

Auto finance portfolio (R\$ B)



Auto finance origination (R\$ B)



Auto Finance - Origination	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Average rate (% p.a.)	22.5	19.0	18.4	-0.6 p.p.	-4.1 p.p.
Average term (months)	45	45	45	-	-
Down payment (%)	39.5	38.8	38.9	0.1 p.p.	-0.6 p.p.
Used cars / Auto finance origination (%)	88.4	87.5	88.4	0.9 p.p.	0.0 p.p.
Total auto finance origination (R\$ B)	4.7	5.7	4.9	-13.7%	3.6%

Auto Finance - Portfolio	1Q19	4Q19	1Q20	Variation %	
				1Q20/4Q19	1Q20/1Q19
Average rate (% p.a.)	23.5	21.8	21.5	-0.3 p.p.	-2.0 p.p.
Average term (months)	46	46	46	-	-
Used cars / Auto finance portfolio (%)	88.0	87.5	87.5	0.0 p.p.	-0.5 p.p.
Average vehicle age (years)	6.0	6.3	6.4	0.1 p.p.	0.4 p.p.
Auto finance portfolio (R\$ B)	34.5	38.7	39.6	2.5%	14.9%



Retail portfolio



Insurance brokerage

The insurance business is complementary to our auto finance business and provides greater revenue diversification, with a high potential for cross-selling to the broad customer base. Below, the diversified portfolio of products offered by BV and its respective partners :

Insurance	Auto	Prestamista	Residential	Life	Dental	Capitalization	Card	Assistances ¹
Partner	 Liberty Seguros SulAmérica							

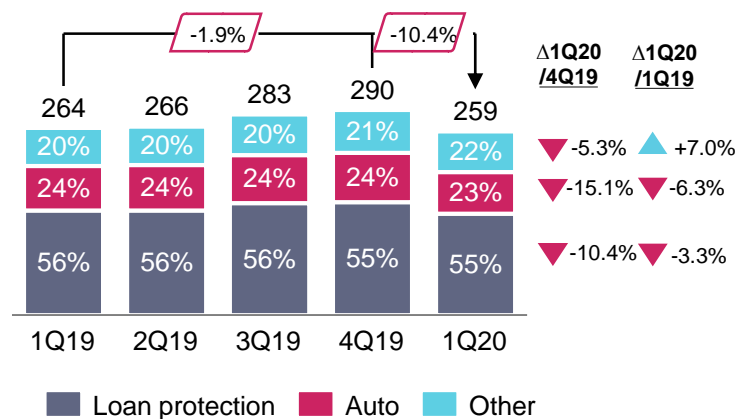
¹ Residential, funeral and pet assistances

In 1Q20, insurance premiums reached R\$ 259 million, down 1.9% when compared to the previous year and 10.4% if compared to the last quarter. It is worth mentioning that during 1Q20, we started selling auto insurance via market place in addition to the financing sales process.

In the annual comparison, the group “other insurances” composed of Life, Dental, Capitalization, Card and Assistances, recorded a 7.0% growth, offsetting part of the drop in auto and loan protection insurance premiums.

Compared to 4Q19, there was a 10.4% drop in loan protection insurance and 15.1% in auto insurance, mainly explained by the 13.7% drop in auto finance origination, with the impacts from the Covid-19 pandemic which had already been observed at the end March.

Insurance premiums (R\$ M)



Credit Card

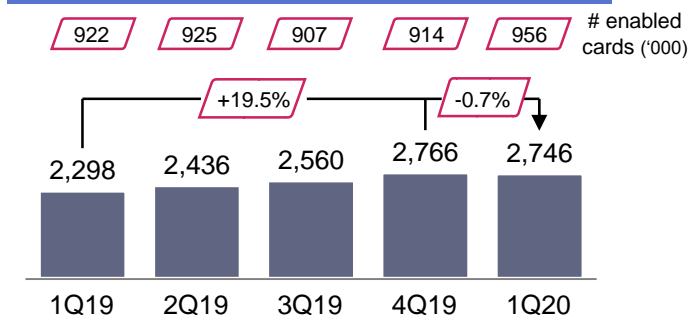
BV offers several credit card options such as Elo, Visa and Mastercard

- The card business offers broad cross-selling opportunities to BV's customer base
- Expansion also through new partnerships, such as Dotz
- Investments to improve App, digital customer service and new features such as virtual card.

At the end of 1Q20, our credit card portfolio amounted to R\$ 2.7 billion, representing a 19.5% growth over the R\$ 2.3 billion registered in 1Q19. At the end of 1Q20, BV's credit card (enable) base had over 956,000 cards.

In 1Q20, due to the Covid-19, BV card clients were benefited from a 50% reduction in installment interest, in addition to the exemption from fees and tariffs for the payment of fixed bills with BV cards.

Credit card portfolio (R\$ M)



New credit card in partnership with Dotz

In line with our continuous search for more and better clients services, during 1Q20 we signed an agreement with Dotz, a loyalty program aimed at the retail sector, to create a new credit card together. With this partnership, all purchases made with BV cards can be reversed in Dotz.



Bevê rollout, virtual financial advisor

In 1Q20, Bevê, a virtual financial assistant plugged into BV cards, was rolled out. The new advisor contributes to financial education and gives personalized tips to clients according to the consumption profile. Bevê is now available to all BV card clients



Retail portfolio

Loans

Wide range of products for individuals, with important synergies to the bank's core business, in addition to financing products in partnerships with fintechs and startups

Personal loans

Credit with vehicle in guarantee (CVG)

Home equity

Private payroll

Solar panels

Student loan

Tourism

Medical procedures

JUST

Expansion of the personal credit platform in partnership with GuiaBolso

TOTVS

New partnership in the provision of private payroll loans



Digitalization of the tools for the commercial team focused on loans

bom crédito **eCred** **Finan Zero**
GuiaBolso **Juros baixos** **neon**

6 digital partners for online credit origination

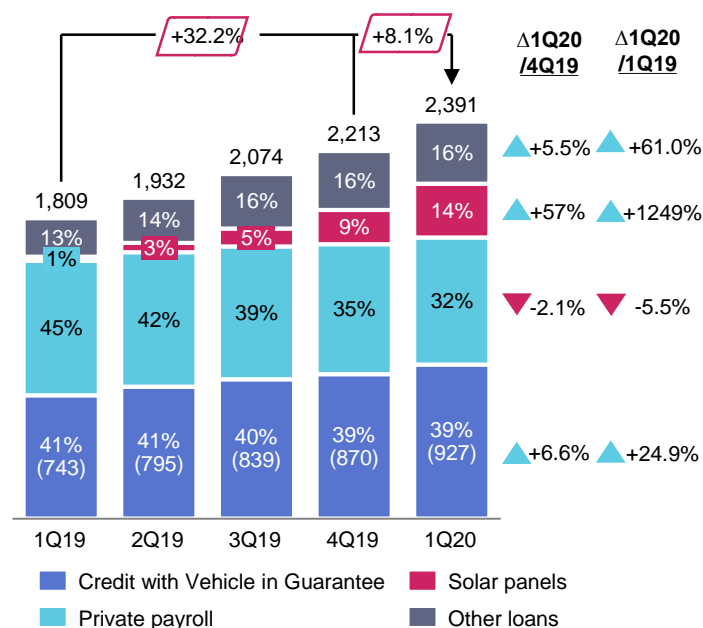
Loan portfolio recorded a 32.2% growth¹ in relation to 1Q19, to R\$ 2.4 billion. The main highlights for the period were: 24.9% expansion in the Credit with Vehicle in Guarantee portfolio, a segment that has plenty of synergies with our auto finance business and which reached R\$ 927 million by quarter-end.

Regarding the consumer finance products in partnership with fintechs and startups, the main highlight was the strong growth in the financing of solar panels in partnership with Portal Solar, the largest solar energy market-place in Brazil. In addition to contributing to the portfolio diversification and source of revenue, the initiative contributes to enabling access to clean energy through an exclusive financing line for solar energy.

Another highlight was the partnership renewal with Pravalor for additional 10 years. The student loan portfolio grew by 122% compared to the previous year.

In relation to 4Q19, the loan portfolio grew 8.1%¹, also highlighting the Credit with Vehicle in Guarantee, which registered a 6.6% growth and the solar panels financing portfolio, which expanded by 57%.

Loan portfolio¹ (R\$ B)



Partnership with Pravalor renewed for 10 years

We renewed our partnership with Pravalor, the largest student financing portal in Brazil, for another 10 years, to grant student financing. The financing is 100% online and has more than 500 partner educational institutions.



Wholesale portfolio



Corporate & Investment Banking (CIB)

With agile and customized solutions that simplify the daily processes of companies, CIB offers a wide variety of loan products, capital markets, treasury and services. The CIB serves economic groups with annual revenues above R\$ 300 million, classified in two segments:

Growing Corporate

Customers¹:

Annual revenue > R\$ 300m < R\$ 1.5 billion

Strategic Focus:

Expansion of the portfolio

Large Corporate

Customers¹:

Annual revenue > R\$ 1.5 billion

Strategic Focus:

Selective performance with a view to portfolio profitability

Wide variety of products

Local currency & Cash Management

Derivatives

Capital markets & M&A

Foreign currency & FX

Fund raising

Corporate & Project Finance

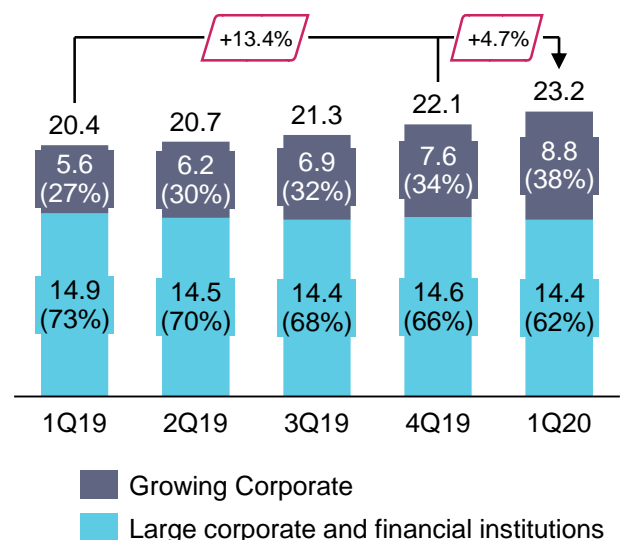
1. Economic groups

The CIB loan portfolio ended 1Q20 at R\$ 23.2 billion, a 13.4% increase in the last 12 months and 4.7% compared to the previous quarter. Excluding the exchange variation effects, growth would have been 9.3% in the last 12 months and 0.9% over the previous quarter.

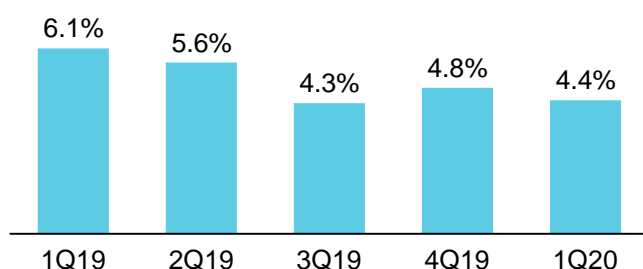
The Growing Corporate segment grew by 58.8% compared to 1Q19 and 16.8% compared to 4Q19. The Large Corporate and Financial Institutions segment registered a drop if compared to the previous year previous quarter.

Such results reflect the strategic plan for CIB to seek growth in the Growing Corporate segment portfolio and operate more selectively in Large Corporate, thereby spreading the portfolio's risk and improving the portfolio's profitability. At the end of 1Q20, the Corporate portfolio represented 38% of the CIB portfolio, compared to 27% in the previous year.

CIB – Expanded portfolio (R\$ B)

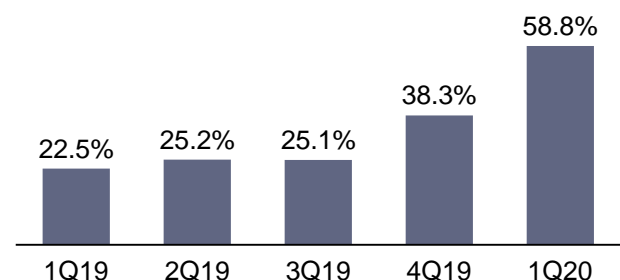


10 largest debtors ¹



¹ Regarding the consolidated loan portfolio

Growing Corporate segment portfolio growth ²



² Over the last 12 months



CIB portfolio breakdown by sector

At the end of 1Q20, CIB had a very diversified portfolio, with no exposure concentrated in any economic sector.

Wholesale portfolio by sector ¹	4Q19		1Q20	
	R\$M	Part.(%)	R\$M	Part.(%)
Agroindustry	503	4.0%	516	4.0%
Wholesale commerce and sundry industries	4,627	37.1%	5,170	40.3%
Retail business	1,122	9.0%	1,133	8.8%
Electric power	132	1.1%	116	0.9%
Financial Institution and services	576	4.6%	927	7.2%
Mining and Metallurgy	103	0.8%	165	1.3%
Paper and pulp	129	1.0%	140	1.1%
Chemical	128	1.0%	58	0.4%
Services	3,567	28.6%	3,046	23.7%
Telecommunications	102	0.8%	38	0.3%
Textile and apparel	125	1.0%	121	0.9%
Transportation	942	7.6%	927	7.2%
Other	410	3.3%	477	3.7%
Total	12,467	100%	12,834	100%



Wholesale - Wealth Management

The Wealth Management business develops and provides investment management solutions in a sustainable manner, with well-defined strategic objectives for the two distinct markets in which it operates.



Asset Management – BV Asset

Recognized for its consistent performance, great innovative capacity, development of solutions appropriate to the needs of customers and extensive knowledge of the actual economy.

BV Asset has a prominent position in the wealth management industry in Brazil, ranked **15th in the ANBIMA ranking**¹



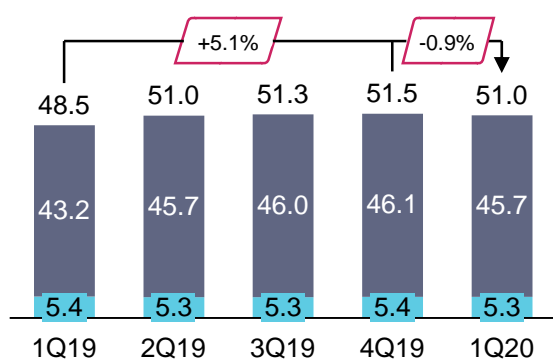
Private Bank – BV Private

It offers financial products and solutions suited to the needs of each investor, whose profile is always thoroughly analyzed, in addition to always seeking the best solutions in asset and portfolio management (expertise in financial planning advisor and succession planning)..

It manages the resources of more than a thousand customers, with the support of a structure made up of 16 private bankers based in the headquarters in São Paulo and 3 more branches.

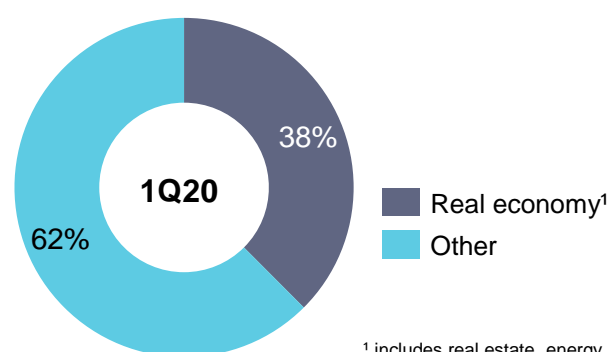
BV Asset ended 1Q20 with R\$ 51.0 billion of assets under management, a 5.1% growth when compared to 1Q19, standing out among the largest assets in Brazil. March was marked by the increase of uncertainties regarding the crisis caused by the Covid-19 pandemic and its impacts on the economy. In this scenario, the investment fund industry ended the month with a negative net inflow of R\$ 31 billion, according to ANBIMA. BV Asset has been showing resilience, in this adverse scenario.

Assets under management (R\$ B)



■ Funds (ANBIMA) ■ Other investment products

Funds backed by real economy assets¹



¹ includes real estate, energy, infrastructure and other sectors



15th largest asset in Brazil

R\$ 51.0 billion AuM

3rd largest real estate fund manager

267 funds under management

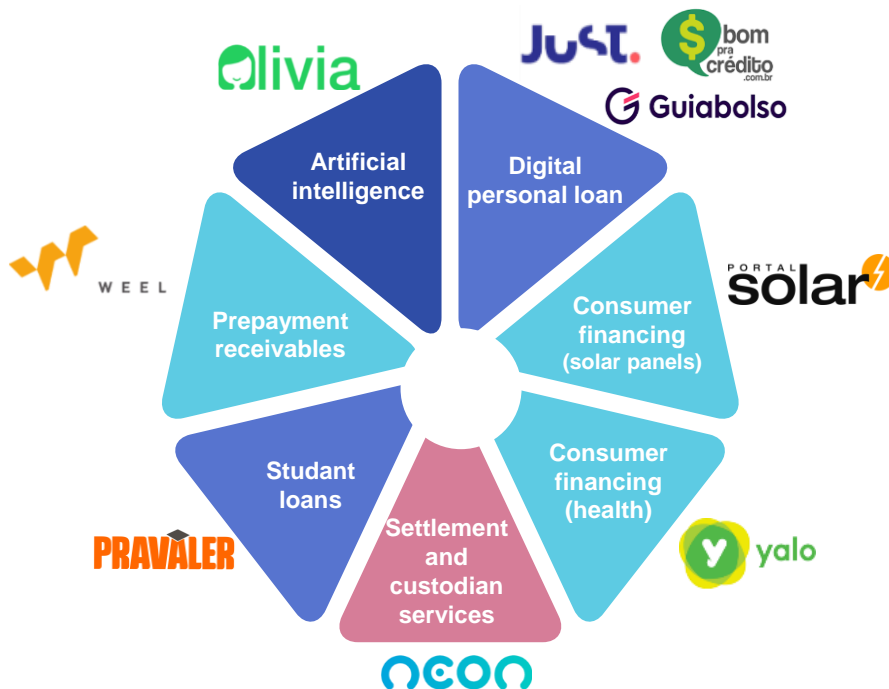


BV^x Innovation Business Unit

In 2019, BV's innovation business unit, BVx, was officially launched, its mission is to generate value through the connection with the startup ecosystem, through co-creation, proprietary developments and investments in strategic partnerships. BVx has 3 operating fronts:

- 1) **Corporate Venture Capital (Corporate VC):** investments in fintechs and other startups that have synergies with BV and that complement the portfolio of solutions for bank customers
- 2) **Open BV Platform:** Through Open Banking initiatives, expand BV's role as Bank as a Platform, leveraging its portfolio and services penetration. We have approximately 400 APIs already published.
- 3) **BVLab:** Proprietary innovation laboratory that develops and tests new technologies with a focus on improving the customer experience and greater integration and synergy with partners.

Currently, our API's are accessed by 178 partners. Below are some examples of partnerships with startups and fintechs that complement our strategy and enrich our ecosystem.



TOTVS New partnership in the provision of private payroll loans

A new partnership with TOTVS was signed to make BV's private payroll loan offer available in the software company's management system, thus reaching an audience of around 10 million employees of companies using TOTVS solutions

We ended 1Q20 with 24 strategic partnerships with innovative companies, enriching our ecosystem

Bank as a Platform

Open BV is a platform that connects partners who, on the one hand use our API's, divided into 3 classes (Banking-as-a-Service; Credit-as-a-Service and Investment-as-a-Service), and on the other hand, they offer their products and services to their customers and to ours as well. With this, we achieved 2 important objectives:

1. we generate transactions volume, which led to efficiency gains; and
2. we use the knowledge generated by analyzing the Platform's data to make more assertive offers, generating revenue diversification.

Via **Banking as a Service (BaaS)**, we act as a settlement and custodian bank for fintechs and startups. Through our platform, we allow such institutions to carry out transactions with the financial market through a superior and individualized experience to their customers.

In the BaaS, we recorded in 1Q20 the greatest historical growth in volume¹, reaching more than 9.3 million financial transactions processed in our platform.

+9.3 million
transactions carried out in
1Q20, 465% above 1Q19



Ratings

Banco BV is rated by international rating agencies and the marks given reflect its operational performance, financial strength and the quality of its management, in addition to other factors related to the financial sector and the economic environment in which the company operates. It is worth mentioning that the long-term rating in foreign currency is limited to the sovereign rating of Brazil.

The table below shows the ratings assigned by the main agencies :

RATING AGENCIES		Global scale		National scale	Brazil
		Local currency	Foreign currency	Local currency	
Moody's	Long-Term	Ba2 (stable)	Ba3	Aa3.br	Sovereign rating (outlook) Ba2 (stable)
	Short-Term	NP	NP	BR-1	
Standard & Poor's	Long-Term	BB- (stable)		brAAA	BB- (stable)
	Short-Term	B		brA-1+	

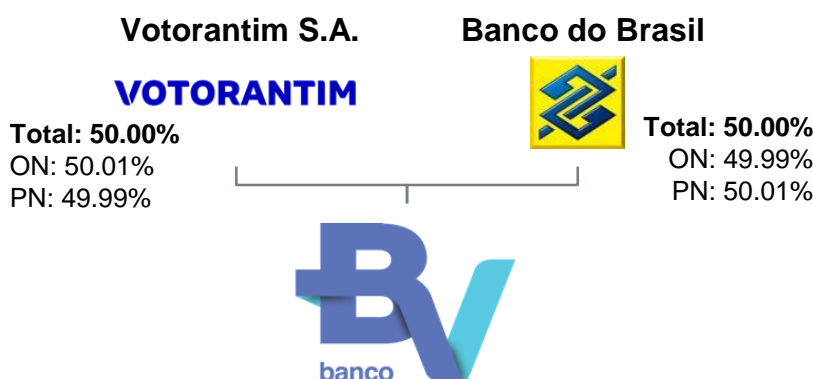
On April 7, 2020, S&P changed the outlook for Brazil's sovereign rating from positive to stable, reflecting the updated expectations of the country's fiscal and economic situation due to the crisis caused by Covid-19. Thus, BV's outlook also received the same modification. The rating has not changed.



Corporate Governance

Banco BV adopts the best governance practices, ensuring transparency and equity of information, in order to contribute to the decision-making process.

Shareholding structure



The Bank's management is shared between the shareholders Votorantim Finanças and Banco do Brasil, with equal participation of both on the Board of Directors (BD), which is composed of six members.

Board meetings take place at least monthly to deliberate on strategic issues and monitor and guide the Conglomerate's business. Decisions are taken by absolute majority, with no casting vote.

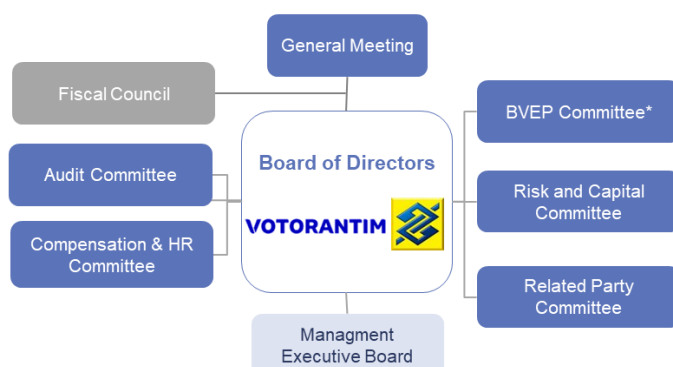
The Fiscal Council and the advisory forums to the Board of Directors are also part of the governance bodies, in addition to the Executive Board, Executive Committee and internal governance technical committees.

At the Annual General Meeting held in Apr.19, in addition to the re-election of the members of the Board of Directors for the next biennial term that will remain in force until 2021, José Luiz Majolo and Rubem de Freitas Novaes were re-elected, respectively, to the positions of President and Vice-President of the board.

Board of Directors

Name	Position	Shareholder
José Luiz Majolo	President	Votorantim Finanças
Rubem de Freitas Novaes	Vice-President	Banco do Brasil
Celso Scaramuzza	Member	Votorantim Finanças
Carlos Hamilton V. Araújo	Member	Banco do Brasil
Jairo Sampaio Saddi	Member	Votorantim Finanças
Carlos Renato Bonetti	Member	Banco do Brasil

Corporate Governance Structure



* BV Empreendimentos e Participações