



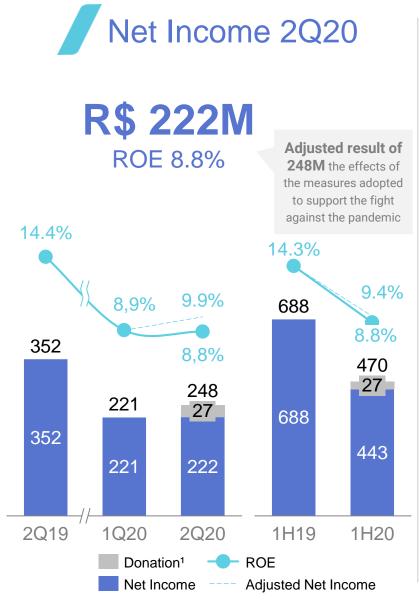


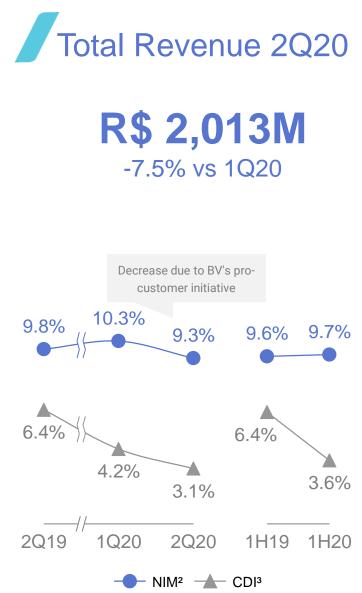
# Highlights 2nd Quarter | 2020



## Financial Highlights 2<sup>nd</sup> Quarter 2020



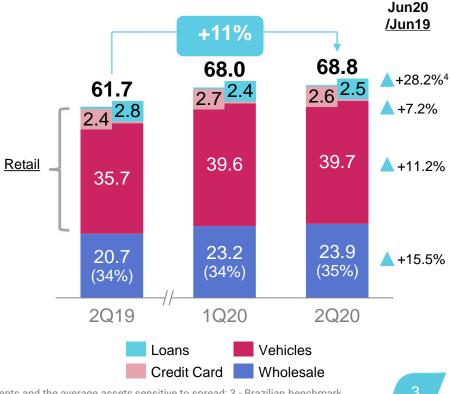






R\$ 68.8B

Coverage Ratio 183%

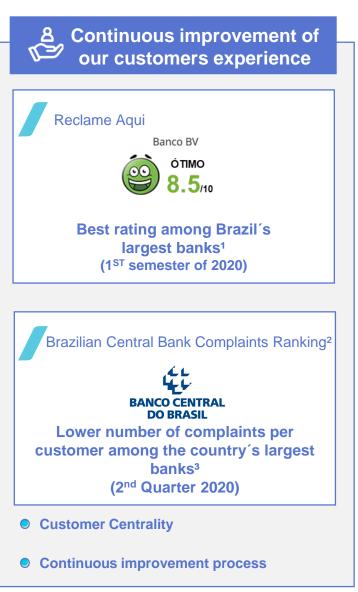


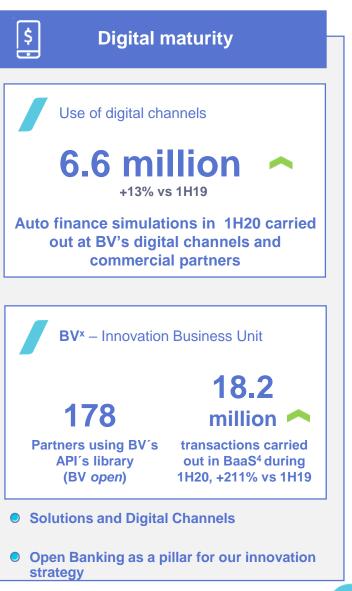
## **Our Strategic Pillars**



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







## Supporting our customers during a pandemic



### Actions in line with our customer centricity strategy

#### Installment program in the midst of the pandemic:



+ 60 days
No interest
Same installment



After 60 days, we offered additional terms<sup>1</sup>



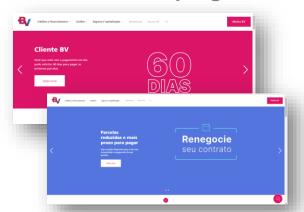
R\$ 17.6 billion Renegotiated<sup>2</sup>

Benefited<sup>2</sup>



+ de 800,000 clients benefited<sup>2</sup>

Customers were able to sign up for the installment program via digital channels:



77% of renegotiations carried out via digital channels

+ de 100,000 contracts



## Measures taken by banco BV amidst the Covid-19 pandemic reinforce our purpose and rely on our culture, Digital maturity and business strength



Since the beginning of the pandemic, BV has defined 3 pillars of action to combat impacts:



Preserve the lives of our employees, family and business partners



**Ensure business** continuity



Create a positive impact on the society

#### **Remote Work**

Expansion of remote work to about 7,000 people (representing almost all of our in-house and outsourced employees)



Monitoring suspected or confirmed cases. Shipping protection kits to all employees



Flexible hours extended to all employees: Potential for combining the Meal and Food Voucher; Early advance of the 13th salary



98% of employees are satisfied with the way that BV is handling the pandemic



The selection, hiring and onboarding processes are conducted in a 100% digital way



Infrastructure and information security

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



Digital transformation as part of BV's culture Remote work has been adopted by BV since 2017

#### **Governance and crisis management**

Strengthening Governance, reviewing policies and intensifying monitoring of risk factors

#### Solid and resilient balance sheet

Liquidity Coverage Ratio at 184% Basel Ratio at 14.4% / Coverage Ratio: 183%

#### **Encouraging the use of digital channels**

77% of renegotiations carried out via digital channels

Credit Card - Reduction of fees and rates

+100.000 contracts benefited from reduction in fees and rates, in addition to increasing the financing period of the invoice

#### R\$ 50 million credit line

+R\$ 23 million already disbursed, including to one of the largest national ventilators manufactures

#### 60 days extension for installment payments

+800,000 renegotiated contracts<sup>1</sup>, more than 1/3 total Retail portfolio

#### Social mobilization campaign

Campaign in partnership with the Instituto Votorantim and the Banco do Brasil Foundation has raised more than R\$ 2.8 million

#### **Donation of R\$ 30 million**

Especially to support vulnerable families

+ 550,000 people<sup>1</sup> impacted by BV actions<sup>2</sup>



# Analysis Result 2nd Quarter | 2020





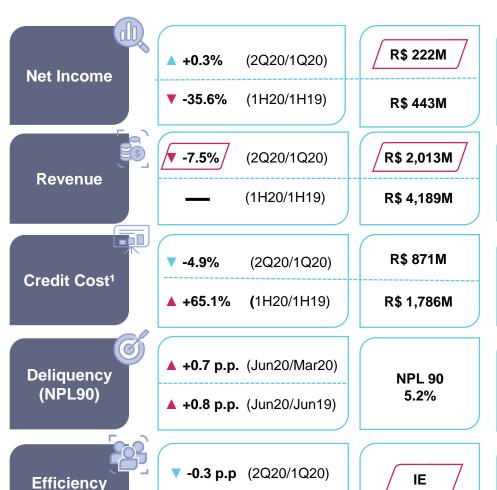
Ratio<sup>2</sup>

## Net income of 2Q20 totaled R\$222mIn - Adjusted profit reached 248mIn and ROE 10%



BV operation remains solid and profitable despite pandemic impacts

#### **Results Highlights**



**▼ -0.9 p.p** (1H20/1H19)

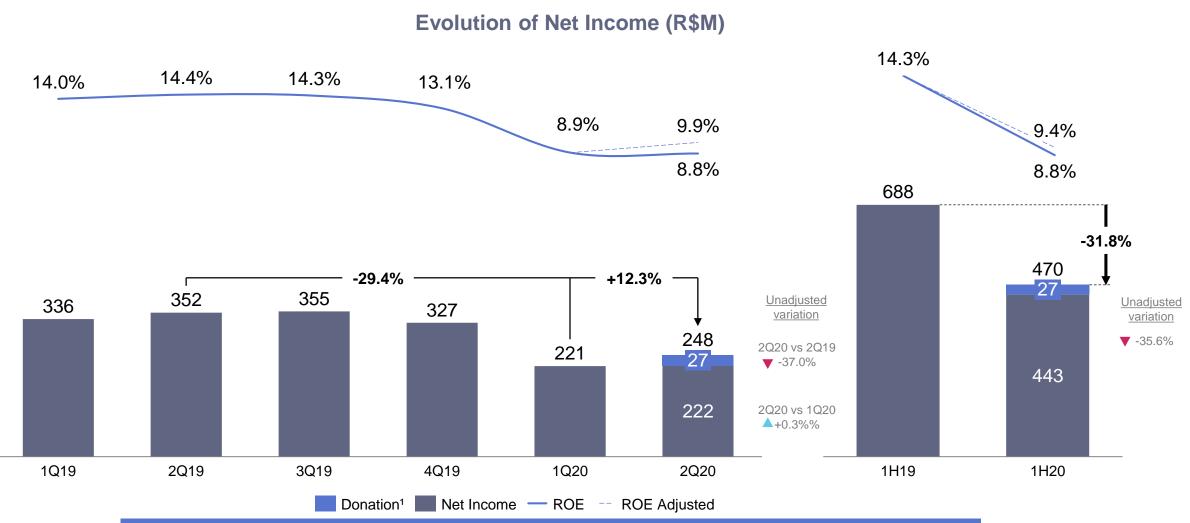
- Net income of R\$ 222m in 2Q20, compared to R\$ 221m in 1Q20, adjusted by the effect of R\$ 30 million realized by BV (net of taxes) or profit is R\$ 248 million in 2Q20, growth of 12% in the period. In 1H20, Net Income was R\$ 443 million, decrease of 35.6% vs 1H19, adjusted by the effect of donation or profit of R\$ 470million.
- A Return on Equity (ROE) of 8.8% y.y. in 2Q20 (8.9% in 1Q20), **ROE of 10% adjusted by the donation effect**. In 1H20, ROE was 8.8% (14.3% in 1H19), 9.4% with the adjustment of the donation effect
- ▲ Total Revenues (NII + revenues from services and insurance) decrease 7.5% in 2Q20/1Q20, reflecting the lower origination, which consequently impacted our service revenue.
- ▲ Net Interest Margin (NIM) with customers reduced to 9.3% in 2Q20, compared to 10.3% in 1Q20, impact of the pro-client actions adopted by BV
- ▲ Credit cost decreased 4.9% in the 2Q20 / 1Q20 comparison, and increased 65.1% in the 1H20 / 1H19 comparison, as a result of: i) the deterioration in the macroeconomic environment as a result of the impacts of the COVID-19 pandemic and ii) the increase portfolio over the past 12 months.
- ▲ 90-day Coverage ratio reached 183% in Jun/20 (Mar/20: 206%).
- ▲ 90-day NPL of 5.2% in Jun/20, an increased of 0.7 p.p in the quarter.
- Retail: NPL 90 of 6.0%, increased 0.8 p.p in comparison with Mar/20, reflecting the diversification of the portfolio and, more recently, the impacts of the Covid-19 pandemic on the economy
- o Wholesale: NPL 90 increase to 2.1%, comparable to 1.5% in Mar/20, one-off case 100% provisioned
- ▲ Efficiency Ratio 31.5% in Jun/20, decreased of 0.9 p.p, in the 12 months, driven by diversified revenues generation and control of expenses.

31.5%

## Net income of 2Q20 totaled R\$222mIn - Adjusted profit reached 248mIn and ROE 10%



BV operation remains solid and profitable despite pandemic impacts



The challenging scenario imposed by the COVID-19 crisis highlighted the balance sheet's solidity and consistent financial performance

## Resilient result, despite the effects of COVID-19 pandemic NII increased 1.4% in 2Q20 vs 1Q20



#### **Mangerial Income Statemet**

(R\$ millions)	2Q19	1Q20	2Q20	1H19	1H20	Δ 2Q20/1Q20	Δ 2Q20/2Q19	Δ 1H20/1H19
Net Interest Income (A)	1,631	1,663	1,629	3,190	3,292	-2.1%	-0.2%	3.2%
Cost of credit¹ (B)	(541)	(916)	(871)	(1,082)	(1,786)	-4.9%	60.9%	65.1%
Net Financial Margin (A+B)	1,090	748	758	2,108	1,506	1.4%	-30.5%	-28.6%
Income/Expenses	(529)	(460)	(454)	(1,008)	(914)	-1.5%	-14.3%	-9.3%
Income from Services and Banking Fees	503	513	384	998	897	-25.2%	-23.7%	-10.1%
Personnel <sup>2</sup> and Administrative expenses	(506)	(517)	(465)	(1,013)	(952)	-15.9%	-14.1%	-6.0%
Tax Expenses	(179)	(135)	(125)	(302)	(260)	-7.6%	-30.4%	-13.8%
Other Income/Expenses	(347)	(321)	(278)	(692)	(599)	-13.6%	-19.9%	-13.4%
Income before taxes	561	287	304	1,100	592	5.9%	-45.7%	-46.2%
Income Tax and Profit Sharing	(209)	(66)	(83)	(412)	(149)	24.8%	-60.5%	-63.9%
Net Income	352	221	222	688	443	0.3%	-37.0%	-35.6%
Adjusted Net Income <sup>3</sup>	352	221	248	688	470	12.3%	-29.4%	-31.7%

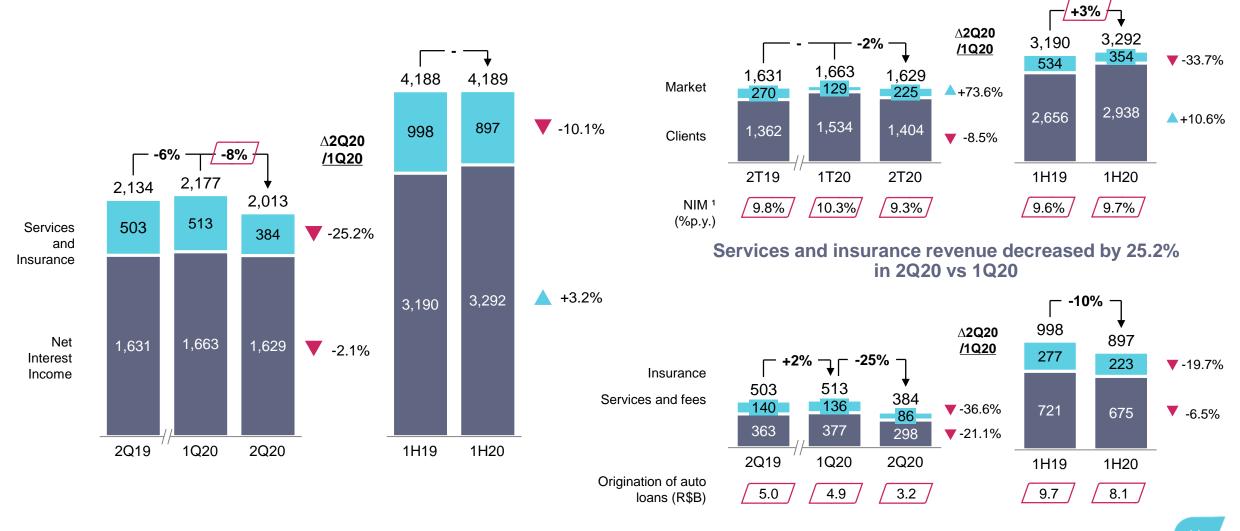
<sup>1.</sup> Net of credit recovery revenues, and considerations on guarantees provided, discounts granted and impairment; 2. Consider PLR expenses. 3 - Adjusted by the R\$ 30mIn donation made by BV to support the fight against the Covid-19 pandemic, net of taxes.

# Income generation impacted by the pro-clients initiatives adopted by BV and has its origins, reflections of the COVID-19 pandemic





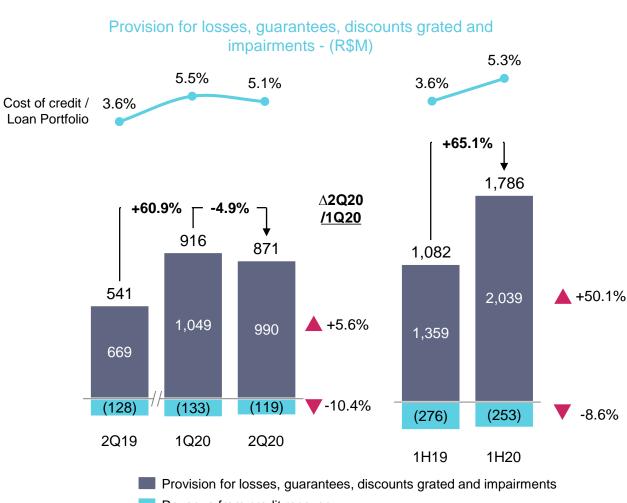
## NIM decreased to 9.3% in 2Q20, reflecting the pro-clients initiatives adopted by BV in the face of the Covid-19 pandemic







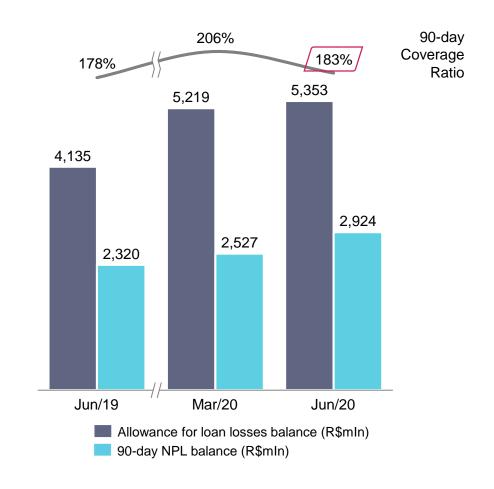
#### Cost of credit decreased vs 1Q20



Revenue from credit recovery

#### 90-day Coverage Ratio remains in a robust level

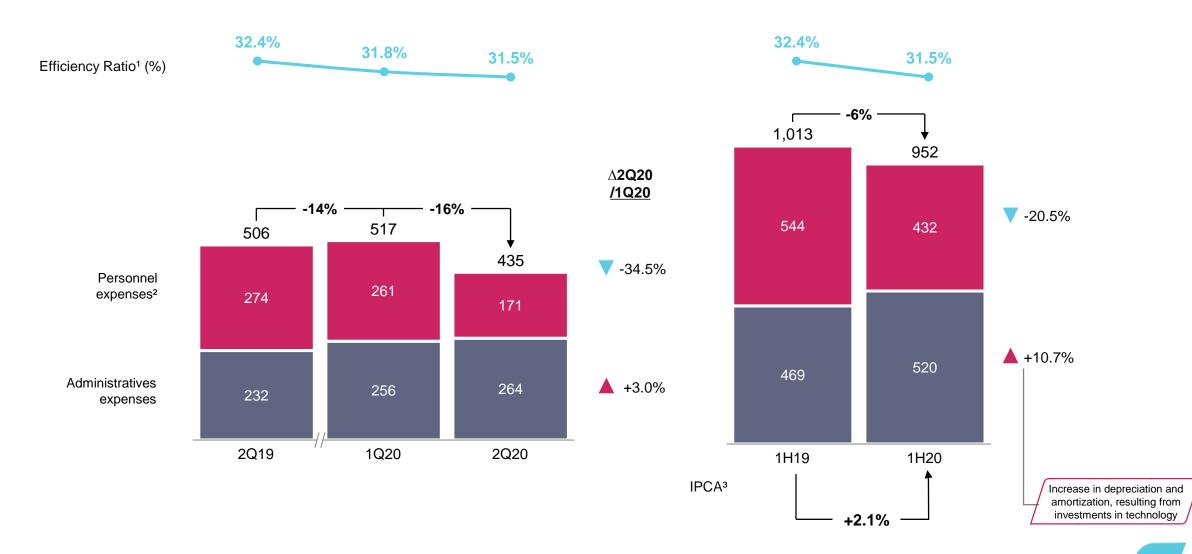
90-day Coverage Ratio<sup>2</sup>







#### Personnel and administrative expenses (R\$M)

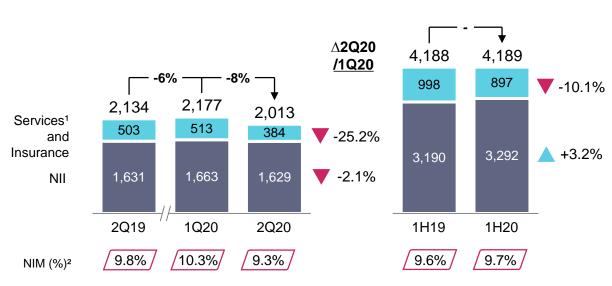


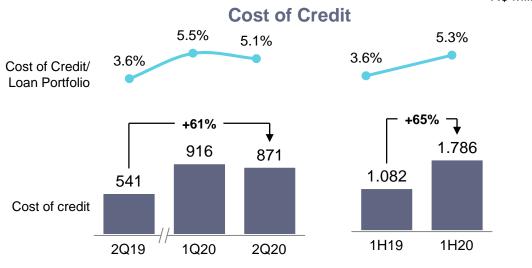
## Net Income of 2Q20 total R\$222 mIn, with 8.8% ROE



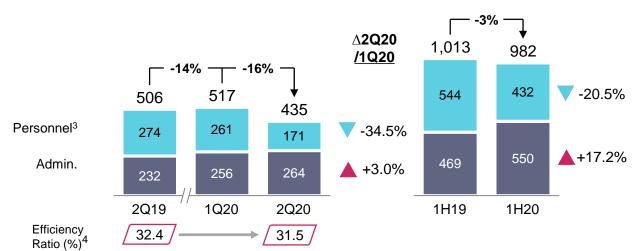
#### R\$ Millions

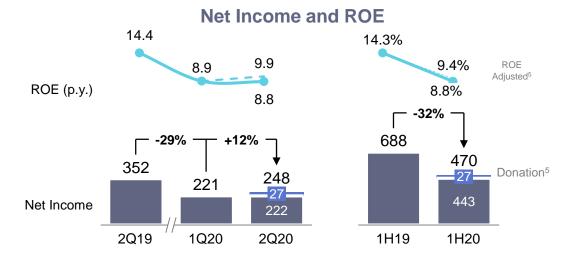
#### NII and Income from Service<sup>1</sup> and Insurance





#### **Personnel and Administrative Expenses**





<sup>1 -</sup> Income from services and banking fees; 2 - Net Interest Margin: Ratio between Financial Margin with clients and the average assets sensitive to spread. 3 - Includes profit sharing expenses 4 - Last 12 months. Excludes expenses with labor lawsuits. 5 - Donation of R\$ 30M made by BV to support the fight against the Covid-19 pandemic, net of taxes.

## **Diversified business portfolio**





#### Retail

#### auto finance

- Capillarity (+19k dealers)
- Innovation and Digital Transformation
- 100% digital contracts
- 97% automatic responses

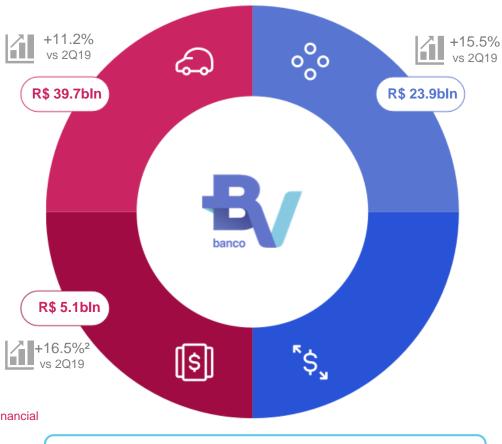
11% growth in the portfolio vs. 1Q19, maintaining the leadership in financing for light used vehicles in Brazil

#### others business

- Credit Card: +917.000 active cards. Mastercard. Visa and 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 722% 2 vs 2Q19 in the solar panels financial portfolio

## Credit portfolio<sup>1</sup> R\$ 69 billions +11% vs 2Q19



**Innovation Business Unit** 

## Wholesale

#### corporate & investment banking

#### **Corporate Banking**

- Corporate ( > R\$ 300 millions)
- Large Corporate ( > R\$ 1,5 billion)

#### Banking as a Service (BaaS)

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



47% growth in the Corporate portfolio vs 2Q19

#### wealth management

16<sup>a</sup> largest asset base in Brazil<sup>3</sup> R\$ 51 billion (AuM)

36% 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



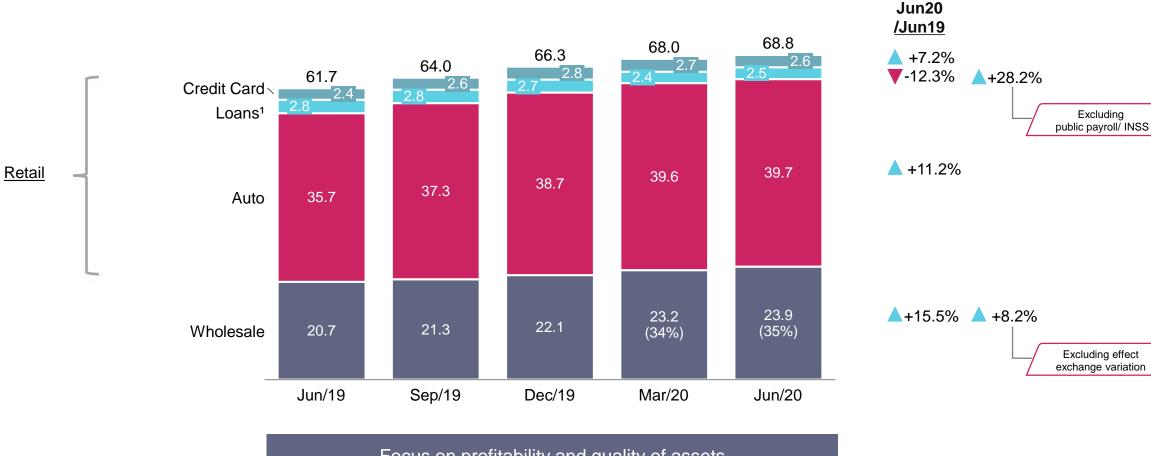
## Consistent growth of auto financing and credit card portfolio

Excluding

**Excluding effect** exchange variation

Expanded portfolio grew 11% in 12 months

#### **Expanded credit portfolio (R\$B)** (includes guarantees provided and private securities)



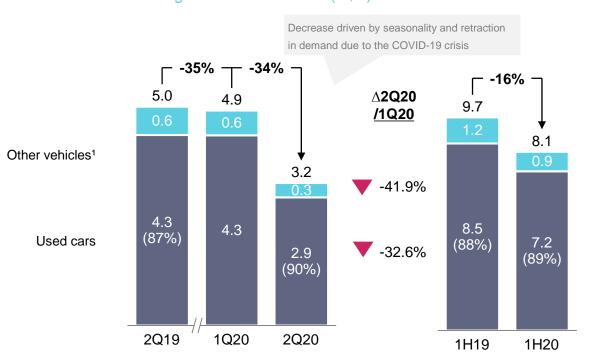


# Auto: demand impacted by the pandemic in the months of April and May, with a gradual recovery in late June



## Focus on used auto loans, which accounted for 90% of 2Q20 origination

#### Origination of auto loans (R\$B)



#### **Maintenance of conservative lending standards**

#### % Down payment, average term and interest rate



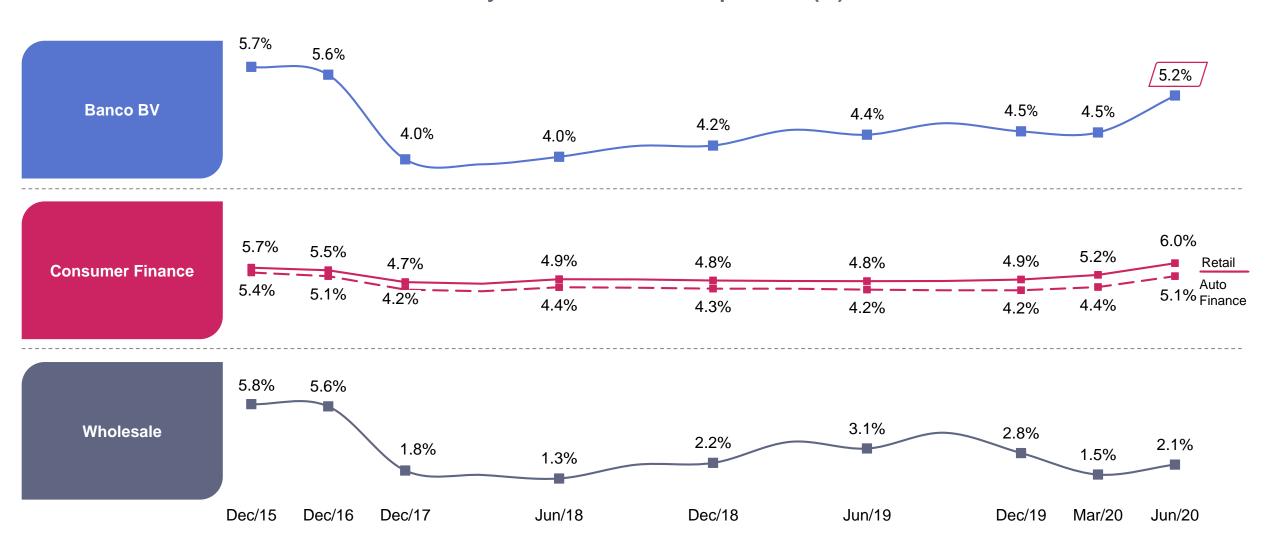
banco BV is market leaders in auto financing

## NPL 90 5.2% in Jun/20, increase 0.8 p.p vs. Mar/20





#### 90-day NPL ratio of the loan portfolio (%)

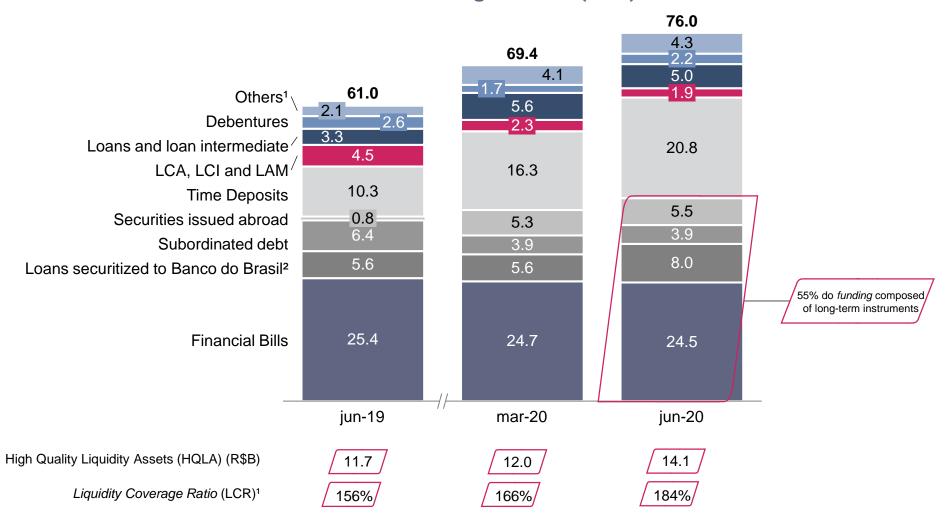


## Funding volume amounted to R\$ 76.0 billion in Jun/20

Stable funding instruments accounted for 55% of total funding



#### Funding sources (R\$B)

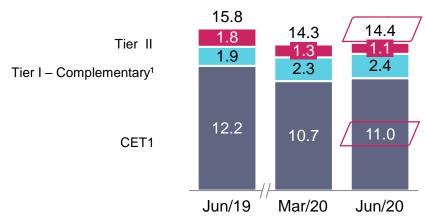


## Basel ratio of 14.4% in Jun/20





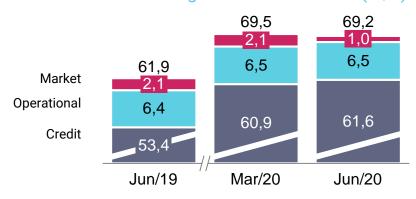




#### Total Capital and Shareholders Equity (R\$B)



#### Risk-weighted assets - RWA (R\$B)



Capital base remained solid despite the impacts of the strong market volatility generated by COVID crisis19



# Appendix





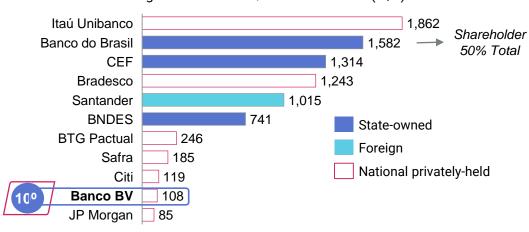
## Banco BV is one of the leading banks in Brazil

Top 10 in total assets, with Strong shareholders and corporate governance practices



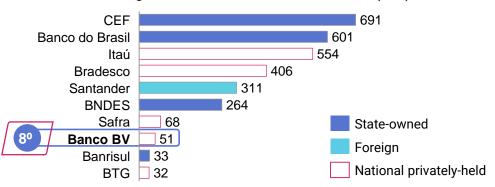
## Banco BV is one of the largest privately-held Brazilian banks in total assets...

#### 10 largest Banks in Mar/20 - Total Assets (R\$B)



#### ... and also in terms of loan portfolio

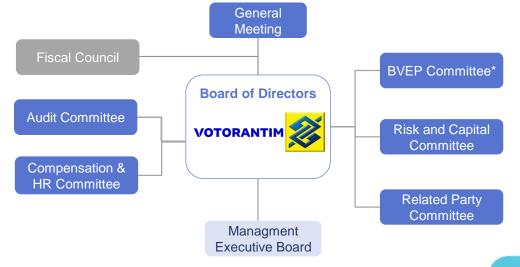
#### 10 largest Banks in Mar/20 - Loan Portfolio<sup>1</sup> (R\$B)



#### Ownership Structure



#### Corporate Governance Structure



<sup>\*</sup> BV Empreendimentos e Participações

## **Finance highlights**



#### Balance sheet

BALANCE SHEET   Assets (R\$ Million)	jun/19	mar/20	jun/20
Cash and cash equivalents	738	2,240	3,917
Financial Assets	84,226	95,634	107,779
Interbank funds applied	5,874	4,614	6,122
Securities and derivative financial instruments	24,639	29,595	39,869
Derivative financial instruments	2,755	8,092	7,353
Interbank accounts or relations	822	133	792
Loan Operation	52,485	56,618	56,655
Allowance for loans losses	(3,906)	(5,034)	(5,164)
Other financial assets	1,556	1,616	2,152
Tax assets	6,963	7,695	7,930
Insvestments and interests in associates and subsidiaries	270	85	83
Fixed asset	99	94	100
Intangible	362	349	396
Other assetes	1,523	1,304	1,377
TOTAL ASSETS	94,180	107,400	121,582

BALANCE SHEET   Liabilities (R\$ Million)	jun/19	mar/20	jun/20
Financial Liabilities	81,119	94,760	108,726
Deposits	12,485	20,318	25,062
Money Market borrowings	17,349	16,411	24,635
Acceptances and endorsements	30,299	32,318	31,964
Interbank accounts	1,488	1,518	1,383
Borrowings and onlendings	3,324	5,594	4,977
Derivative financial instruments	2,590	7,596	6,846
Subordinated debts and debt instruments eligible for equity	6,362	3,889	3,919
Other financial liabilities	7,223	7,115	9,940
Tax liabilities	341	381	515
Provisions for contingencies	1,172	939	912
Other liabilities	1,802	1,307	1,277
Shareholders equity	9,747	10,014	10,151
TOTAL LIABILITIES	94,180	107,400	121,582

#### Managerial Income Statement

INCOME STATEMENT (R\$ Million)	2Q19	1Q20	2Q20
Net Interest income - NII	1,631	1,663	1,629
Cost of Risk	(541)	(916)	(871)
Net financial margin	1,090	748	758
Other income / expenses	(529)	(460)	(454)
Fee income	503	513	384
Personnel <sup>1</sup> and administrative expenses	(506)	(517)	(435)
Tax expenses	(179)	(135)	(125)
Other income/expenses	(347)	(321)	(278)
Income before taxes and contributions	561	287	304
Provision for income tax and social contribution	(209)	(66)	(83)
Net Income	352	221	222
Net Income	352	221	248

#### **Key Indicators**

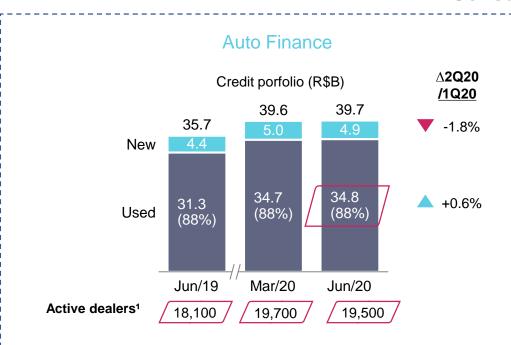
%	2Q19	1Q20	2Q20
Return on Average Equity <sup>1</sup> (ROAE) - linear	14.4	8.9	8.8
Return on Avarage Assets (ROAA)	1.5	0.9	0.8
Net Interest Margin Clients <sup>2</sup> (NIM)	9.8	10.3	9.3
Efficiency Ratio – accumulated 12 months <sup>3</sup>	32.4	31.8	31.5

# <u>Consumer Finance</u>: increased focus on used auto finance and strong presence in insurance brokerage



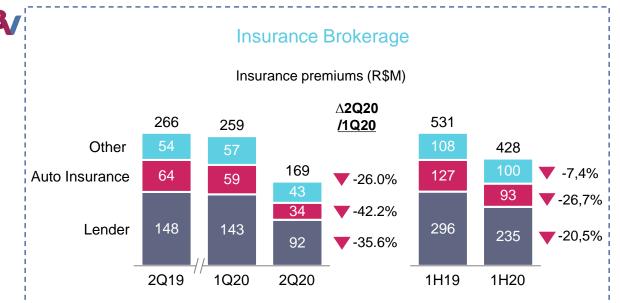


#### **Consumer Finance Business**



#### Among market leaders in auto financing, with the following advantages:

- <u>Capilarity</u>: presence in ~19,000 car dealers nationwide; 65 own stores; mobile app
- Agility: 97% of proposals with automatic credit decision
- <u>Expertise</u>: continuous improvement of management tools
- Digital transformation: creation of data science and innovation lab (BV Lab)



Focus on growing brokerage revenues, leveraging the Consumer finance customer base.

Wide portfolio of insurance and assistance, with more than 15 products::

- Life
- Dental
- Residential
- Personal accident, etc.

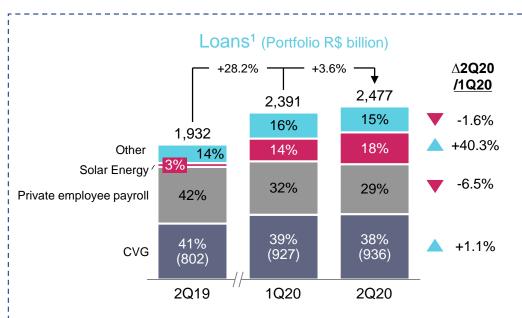
We started sales of complete auto insurance through an auto market place in addition to the financing sales process.

## Loans and Credit Card: diversification of revenue sources, leveraging the Vehicle customer base





#### **Consumer Finance Business**



#### Private employee payroll

Portfolio growth through new agreements;

#### **Guaranteed Vehicle Credit (CVG) - Car equity**

Segment with great synergy with our vehicle financing business;

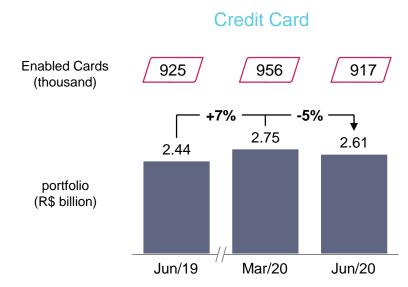
#### **Solar Energy**

Financing of solar panels, in partnership with Portal Solar, the largest solar energy market place in Brazil.

#### Other

- Student
- Personal Credit & Direct Consumer Credit
- Home Equity





Issuance of Elo, Visa and Mastercard credit cards

The credit card business complements the product offering for BV's customer base

Objective of growing organically through new commercial partnerships (ex. Dotz), reinforcing investments in improvements to the App, digital customer service and new features such as virtual card.

#### Start of Dotz credit card sales

2Q20 we started selling Dotz credit cards

1. Exclude public payroll portfolio in run off.

## Wholesale: CIB and Wealth Management (Resources Management)





#### **Wholesale Business**

#### Corporate Banking (CIB)

**BV** corporate

- Large Corporate (>R\$ 1,500mln):
- Corporate (R\$ 300M R\$ 1,500mln): focus on portfolio growth (dilution of risk)

Focus on cash management operations, financial structuring, guarantees, working capital, hedge, FX, capital markets and M&A

#### Leverage competitive capabilities

- Discipline in capital allocation and risk management (RAR¹)
- Sectoral expertise (infrastructure and agribusiness)
- DCM distribution





Mar/20

Jun/19

Jun/20

10 largest customers /

#### Private Bank – BV Private

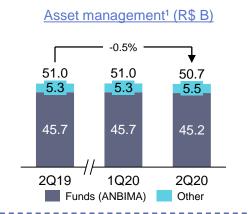
**BV** private

- Advisory approach focused on costumer objectives
- Differentiated access to VAM and products linked to the Real economy(FII e FIDC)
- Expertise in estate planning

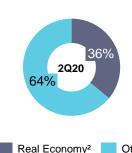
#### Asset Management – BV Asset



- R\$ 50.7 billions under management (AuM)<sup>1</sup>
- Development of solutions appropriate to customer needs
- 16<sup>th</sup> position in the ANBIMA ranking
- 255 active funds under management and a strong focus on funds backed by real economy assets







## Wholesale: credit portfolio

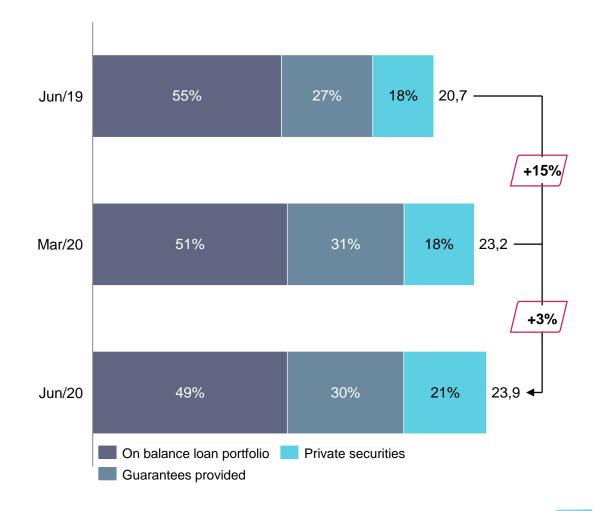




#### Sector diversification portfolio<sup>1</sup>

WHOLESALE SECTORIAL	Mar	/20	Jun/20		
CONCETRATION	R\$M	Part.(%)	R\$M	Part.(%)	
Financial Institution	3,764	16.2%	3,448	14.4%	
Civil Construction	1,865	8.0%	2,050	8.6%	
Industry	1,774	7.7%	1,807	7.5%	
Retail	1,267	5.5%	1,678	7.0%	
Sugar and Ethanol	1,852	8.0%	1,669	7.0%	
Eletricity Generation	480	2.1%	1,064	4.4%	
Project Finance	972	4.2%	1,005	4.2%	
Telecom	989	4.3%	942	3.9%	
Oil & Gas	817	3.5%	861	3.6%	
Cooperatives	742	3.2%	759	3.2%	
Automotive/Auto parts/Car dealers	658	2.8%	710	3.0%	
Services	676	2.9%	649	2.7%	
Sanitation	292	1.3%	597	2.5%	
Mining	538	2.3%	505	2.1%	
Car Rental	507	2.2%	496	2.1%	
Other	5,994	25.9%	5,701	23.8%	
Total Geral	23,186	100%	23,941	100%	

#### Expanded credit portfolio (R\$B)



# BV<sup>x</sup>: Innovation unit focused on generating value through connection with the ecosystem of fintechs and startups

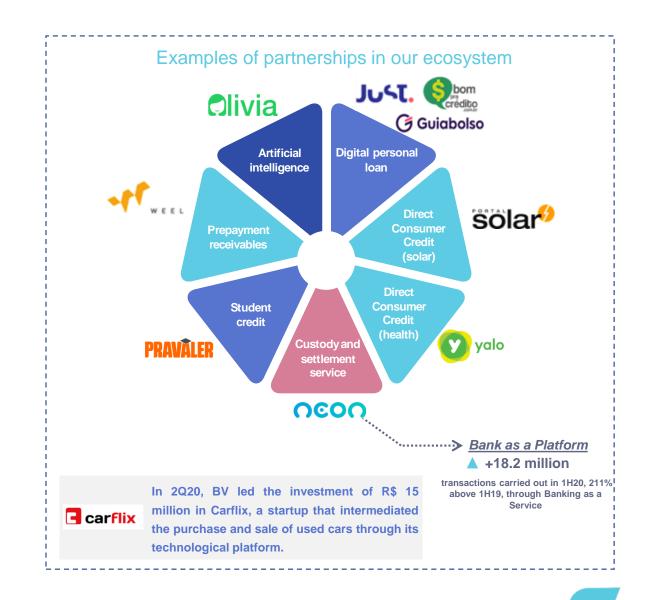


#### **Innovation Business Unit**



- 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 three operating fronts:
- Corporate Venture Capital (Corporate VC): investments and partnerships in fintechs and other startups that have synergies with BV and that complement the portfolio of solutions for bank customers
- BV Open Platform: Through Open Banking initiatives, expand BV's performance as Bank as Platform, generating greater gains and diversifying revenues through partners.
- BVLab: Innovation Laboratory, dedicated to making technological integration with partner startups, developing new businesses and experimenting with emerging technologies.

178 partners using the open BV platform

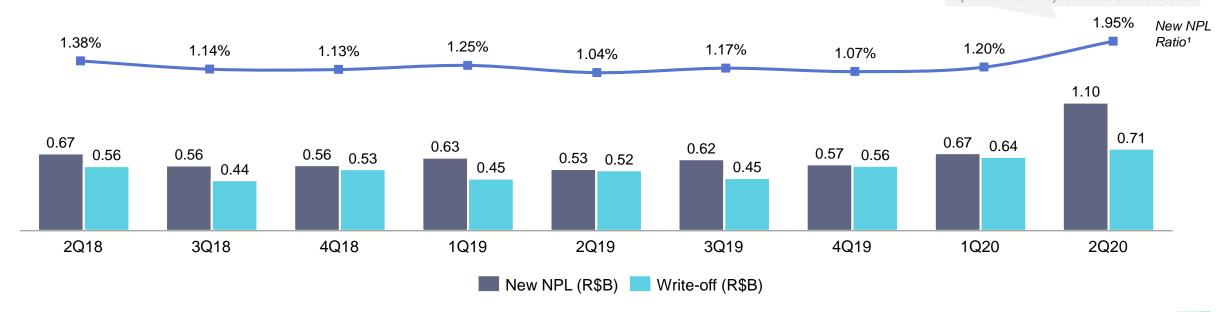


## **Credit portfolio quality – New NPL rate**



NEW NPL (R\$ Million)	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Managed Ioan porfolio (A)	49,170	49,771	50,478	51,199	52,480	53,519	55,676	56,618	56,655
90-day NPL Balance (NPL)	1,969	2,095	2,128	2,310	2,320	2,483	2,496	2,527	2,924
Quarterly NPL variation (B)	108	126	34	181	11	162	13	32	396
Write-off (C)	557	436	531	449	521	454	559	636	706
New NPL (D=B+C)	665	562	565	630	532	616	572	668	1,103
New NPL Rate <sup>1</sup> (D/A)	1.38%	1.14%	1.13%	1.25%	1.04%	1.17%	1.07%	1.20%	1.95%

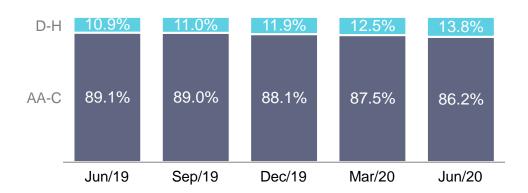
Gradual improvement in the monthly indicator: Apr20: 0.73% / May20: 0.71% Jun/20: 0.52%



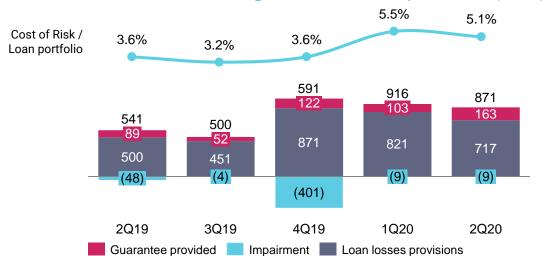
## **Credit quality indicators**



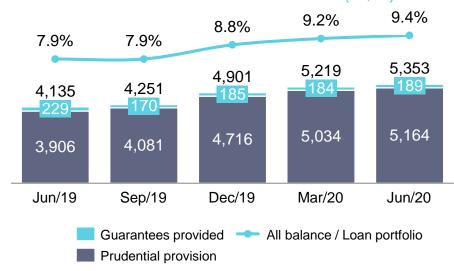
#### Loan portfolio rated by risk level (%)



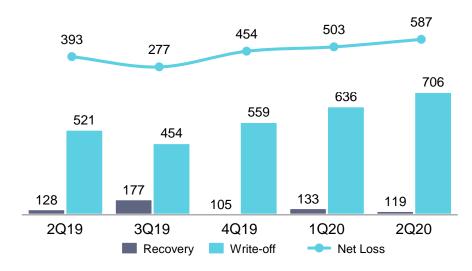
#### Result of loan losses<sup>1</sup>, guarantees and impairments (R\$M)



#### Allowance for loan losses balance (R\$M)



#### Net Loss<sup>2</sup> (R\$M)







RATING AGENCIES		International		Local	Brazil		
1011111071021	10120	Local	Foreign	Local	Sovereing ratio (outlook)		
Moody's	Long-Term Short-Term	<b>Ba2</b> (stable) <b>NP</b>	Ba3 NP	Aa3.br BR-1	<b>Ba2</b> (stable)		
Standard & Poor's	Long-Term	<b>BB-</b> (stable)				brAAA	<b>BB-</b> (stable)
	Short-Term	B brA-1+		brA-1+	(Stable)		



**Earnings Presentation** 

2Q20

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