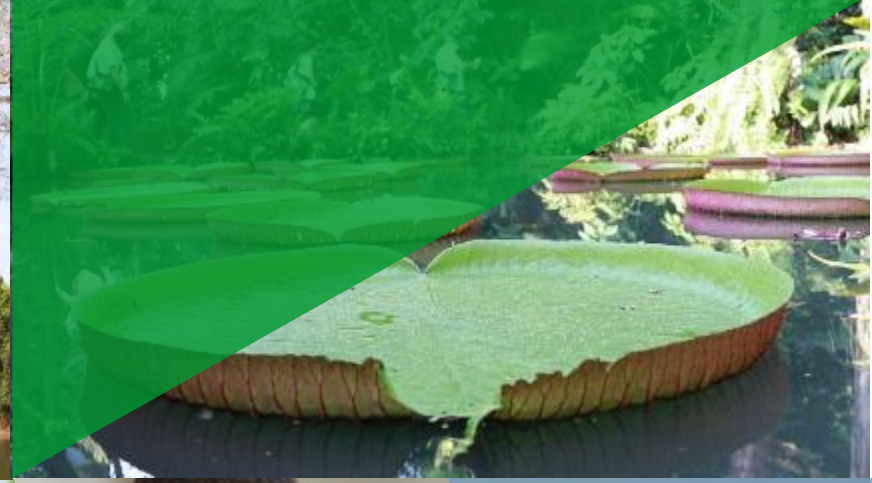




*O banco nacional  
do desenvolvimento*

# INVESTORS Presentation

September/2021



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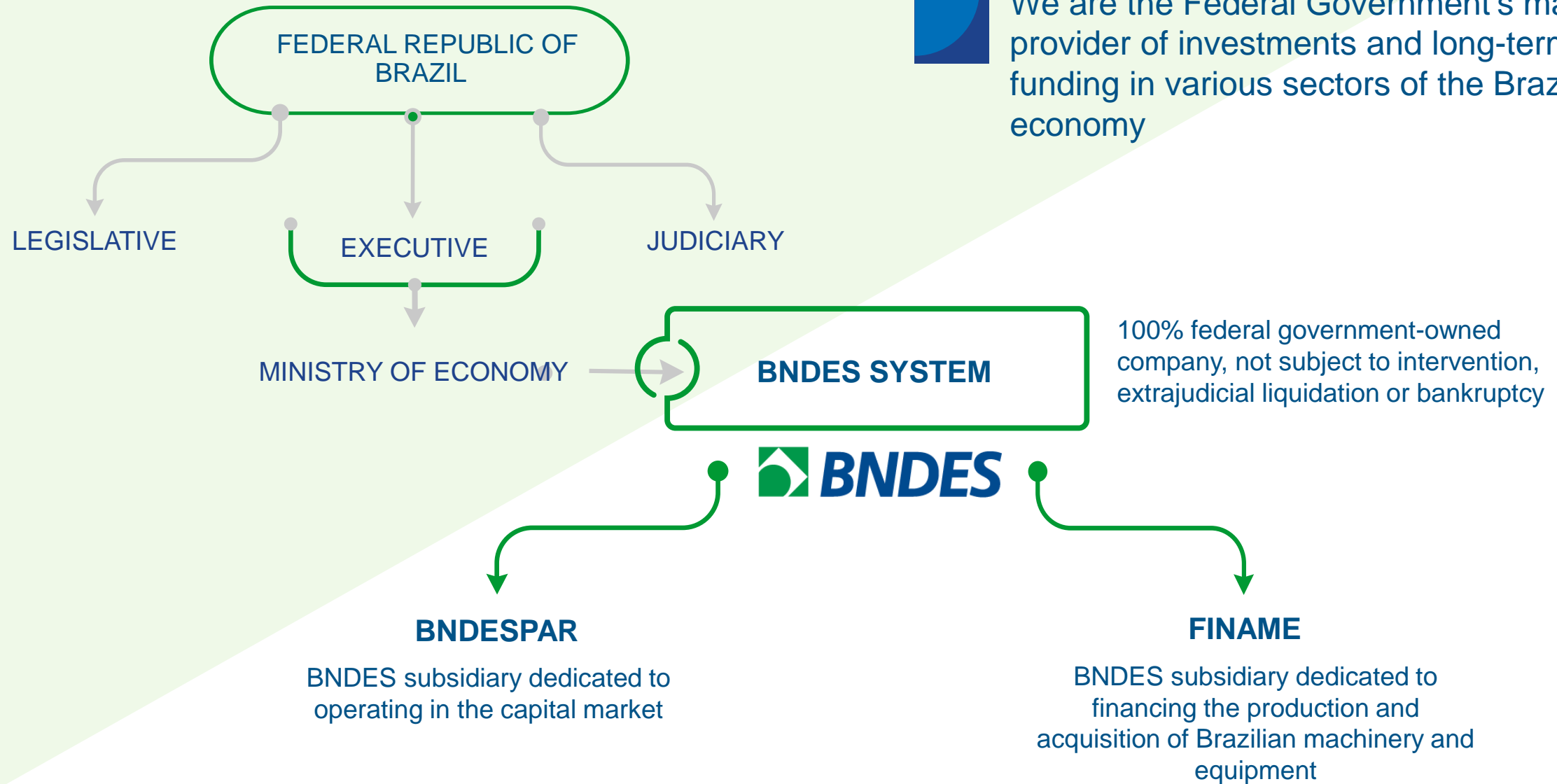
# Agenda

- > Who we are
- > Sustainability in BNDES
- > Governance and risk management
- > Investments
- > Funding
- > Financial information
- > BNDES against Covid-19
- > Annex: Development highlights

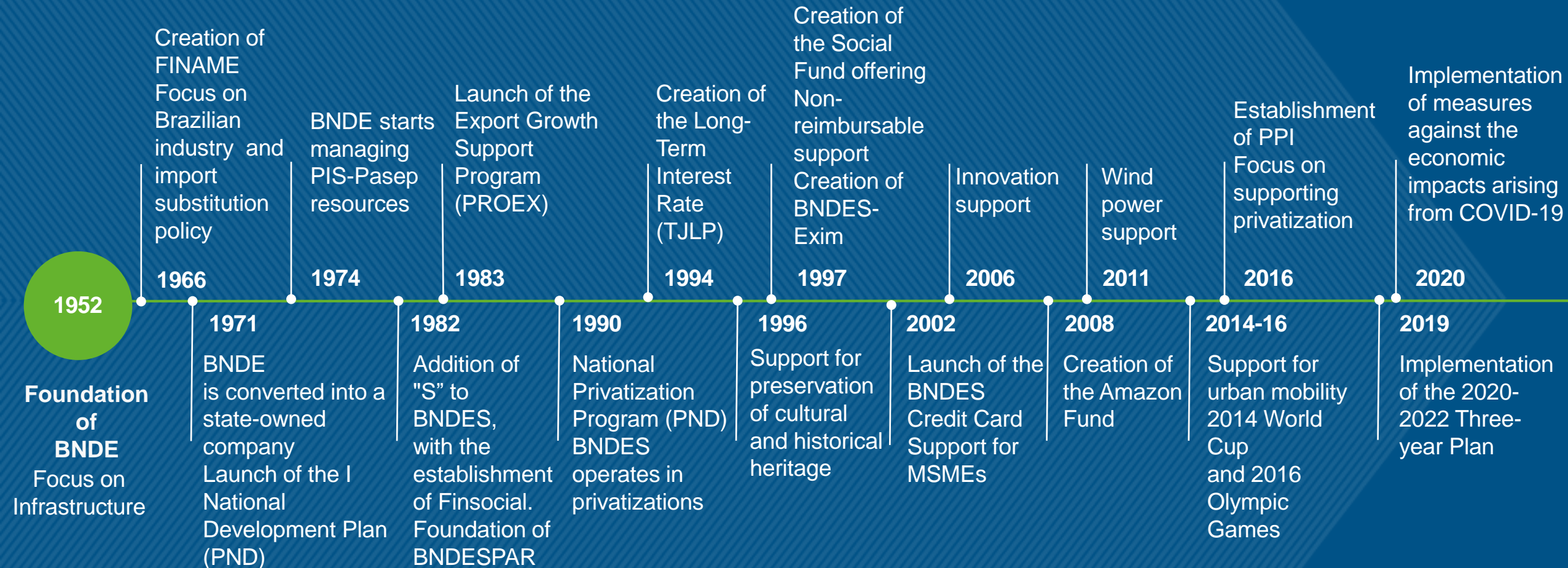


# > Who we are

## > Corporate structure



## > BNDES: developing Brazil for 68 years

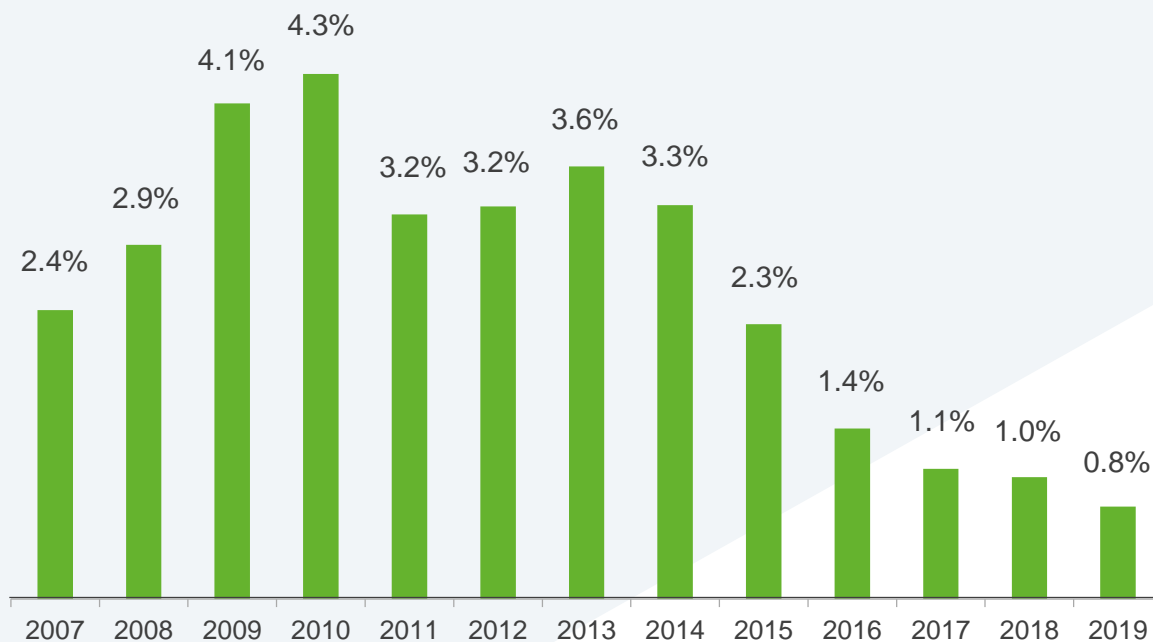


Our work has changed along with Brazilian society, but our priority has always been development

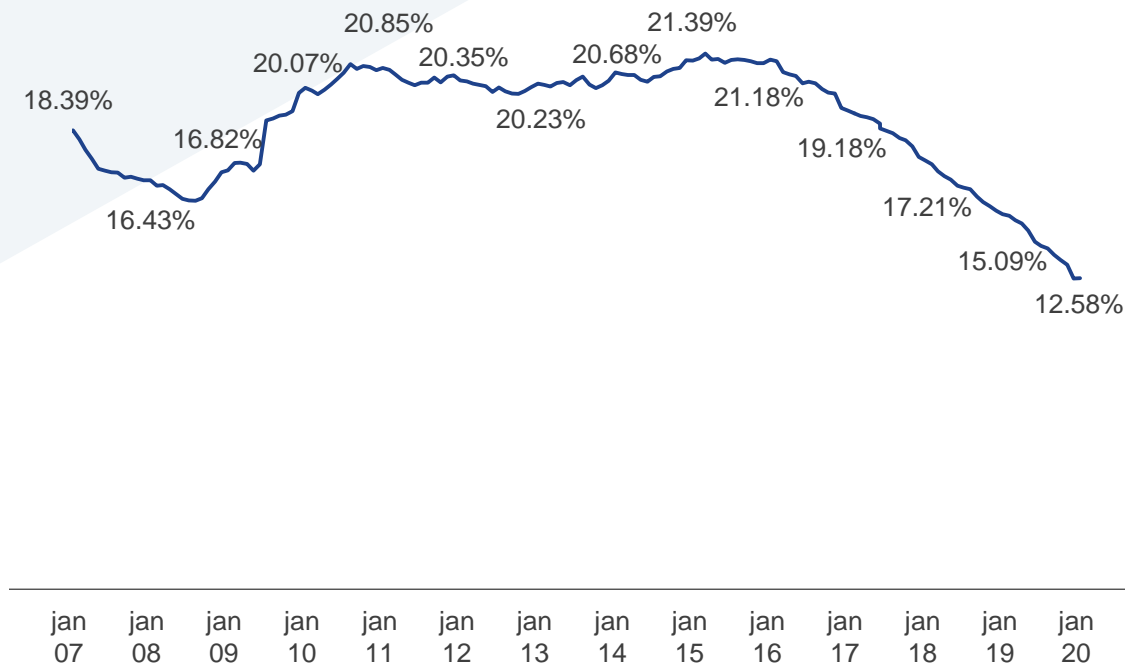


## > Our role in the Brazilian economy

BNDES disbursements in relation to GDP



BNDES share in total credit



After acting more intensively to expand credit and investments after the 2008 crisis, in recent years we have assumed a more focused role in crowding-in private investments and on providing services to the Brazilian State



## > One of the world's largest development banks

### Comparison between BNDES and International DBs (2020 data) <sup>1</sup>

	BNDES	CDB	DBJ	KDB	KFW	EIB	COFIDE
Location	Brazil	China	Japan	South Korea	Germany	Luxembourg	Peru
Rating (Moody's/S&P)	Ba2 / BB-	Aa3 / AA-	A1 / A	Aa2 / AA	Aaa / AAA	Aaa / AAA	Baa3 / BBB
Assets (BRL bn)	778	13,589	845 <sup>2</sup>	1,455	3,464	3,546	12.7
BIS ratio (%)	41.2	12.0	17.4	16.0	24.3	32.7	29.5
NPL (%)	0.0	0.8	0.4	2.5	n/a	0.4	7.8
ROA <sup>3</sup> (%)	2.7	0.7	0.3	0.6	0.3	0.3	n/a
ROE <sup>4</sup> (%)	19.0	8.3	1.5	4.8	6.3	2.5	1.3

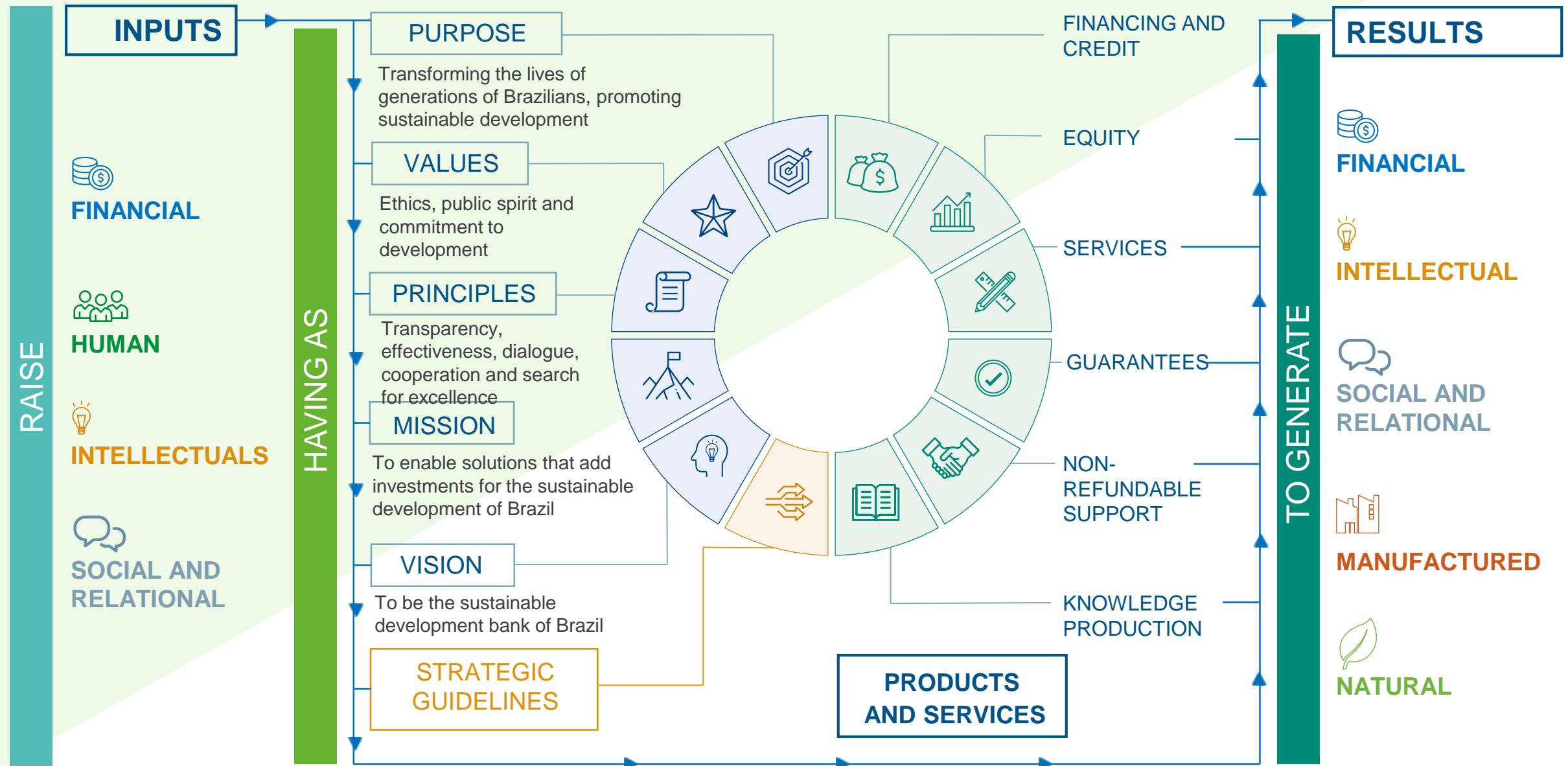
<sup>1</sup> Source: Annual 2020 reports of the banks available on their websites, except COFIDE (2019 Annual Report)

<sup>2</sup> Amount disclosed for fiscal year 2020 converted to BRL with base date of 12.31.2020

<sup>3</sup> ROA (return on assets)

<sup>4</sup> ROE (return on equity)

# > How we create value



## > Strategic guidelines: the main agendas

▶ In our **Three-year Plan 2020-2022** we defined the priority agendas for our activities in the coming years



## > Financial support: multiple forms to meet the various agendas



### Credit

Direct or indirect support (through accredited financial institutions) to companies of all sizes, for machinery acquisition, business and infrastructure modernization and expansion projects

### Services

Strategic role in coordinating efforts and resources (public and private) to enable projects from different segments, reduce bottlenecks and generate investment opportunities in privatization

### Guarantees

Guarantees offered through BNDES FGI, which aims to contribute to the expansion of access to credit for micro, small and medium-sized enterprises

## > Financial support: multiple forms to meet the various agendas



### Equity

Complementary role to the market and to the financing products of BNDES, in order to contribute to business plans and strengthen the capital structure of companies, besides developing the capital market in general, through incentives to best corporate governance practices and social and environmental initiatives

### Grants

We grant financial support to social, cultural, environmental, scientific and technological projects, complementing refundable financial support for investment projects

Resources may originate in part from our profit or from donations

## > Results to society: credit

BNDES has committed to **15 outcomes** to society by 2022, aligned with the **UN Sustainable Development Goals**

### Energy **7 9**

2 GW - installed capacity of renewable energy  
1.6k Km - natural gas distribution network

### Logistics **9**

Construction, duplication or modernization:  
2.5k km - railways  
5.0k km - highways

### Sanitation **3 6 11**

5.5 MM people – sewage collection connections  
900k people - networks drinking water distribution connections

### Urban mobility **11**

Up to 1 MM passengers/day - serviced by new urban mobility systems

### Technology **9**

2.5 MM households - served by fixed broadband internet services

### Education **4**

1 MM students - attended through financial support to basic and/or vocational education

### Healthcare **3**

150 units of the public healthcare system (SUS)  
- construction or modernization

### Public Security **16**

Twenty projects – public security intelligence services in the country's most violent municipalities

### Employment **8**

1.2 million generated or maintained direct and indirect jobs, on average, per year

### SME **8**

450k SMEs and individuals supported in automatic operations



## > Results to society: services

Five of the 15 outcomes refer to the **project structuring service** in the following sectors:

### Sanitation **6**

20 MM people with sewage system access

### Parks and Forests **13 15**

Concession of 20 Conservation Units:  
National Parks and National Forests

### Privatization of state-owned enterprises and structuring of Real Estate Investment Funds **16**

30 Privatization processes: sale of companies or structuring of real estate funds

### Logistics **9**

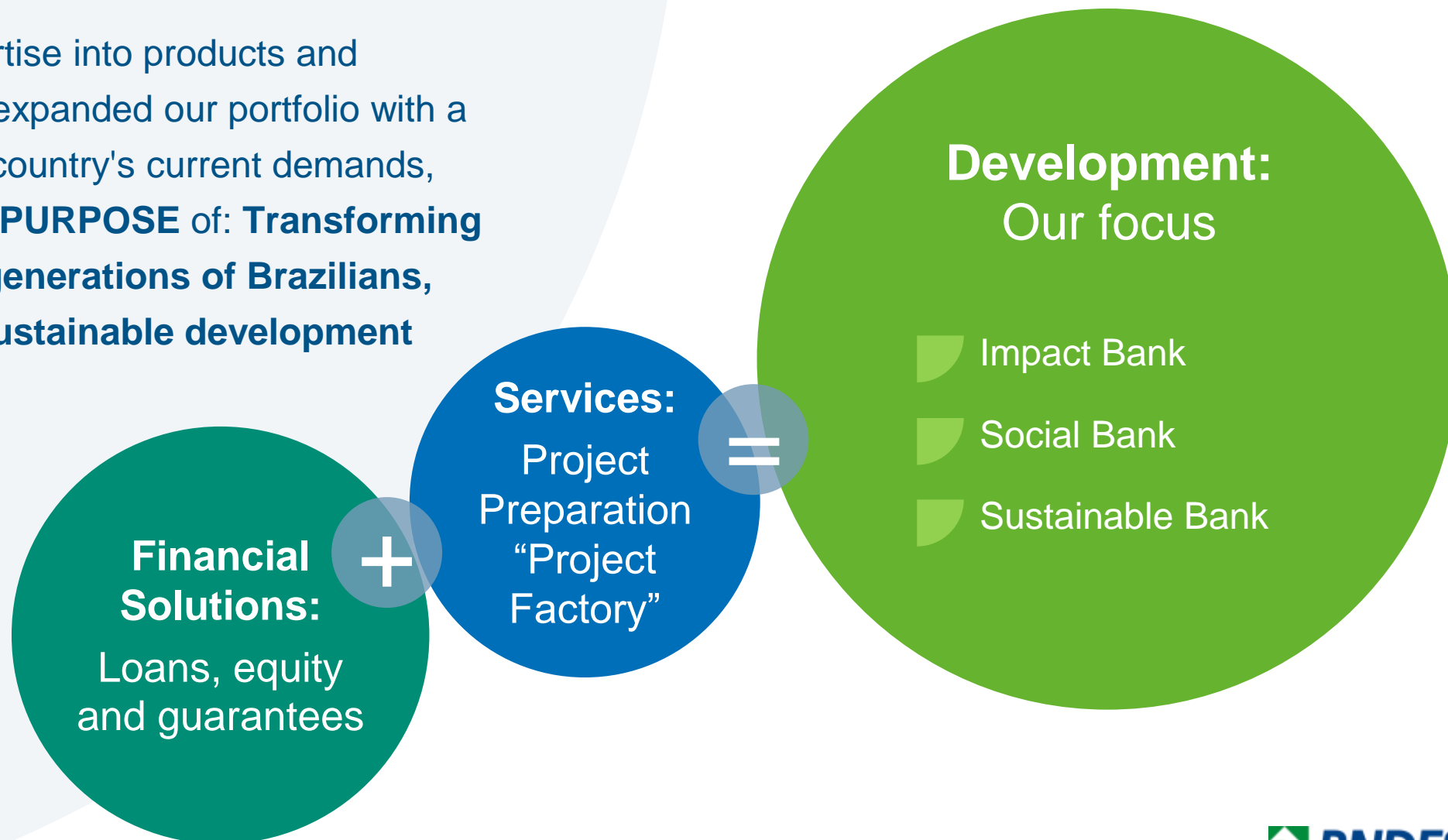
Private management of public ports -  
30% overall BR trade exchanges  
13.670 km highways extensions



## > Service Bank: more services, more development



Turning expertise into products and services, we expanded our portfolio with a focus on the country's current demands, driven by the **PURPOSE** of: **Transforming the lives of generations of Brazilians, promoting sustainable development**





## > Service Bank: portfolio in 2Q21

We continue expanding our activities to provide privatization structuring services. Up to June there were 41 federal, 69 state and 10 municipal level projects in our portfolio



**120**  
mandated  
projects

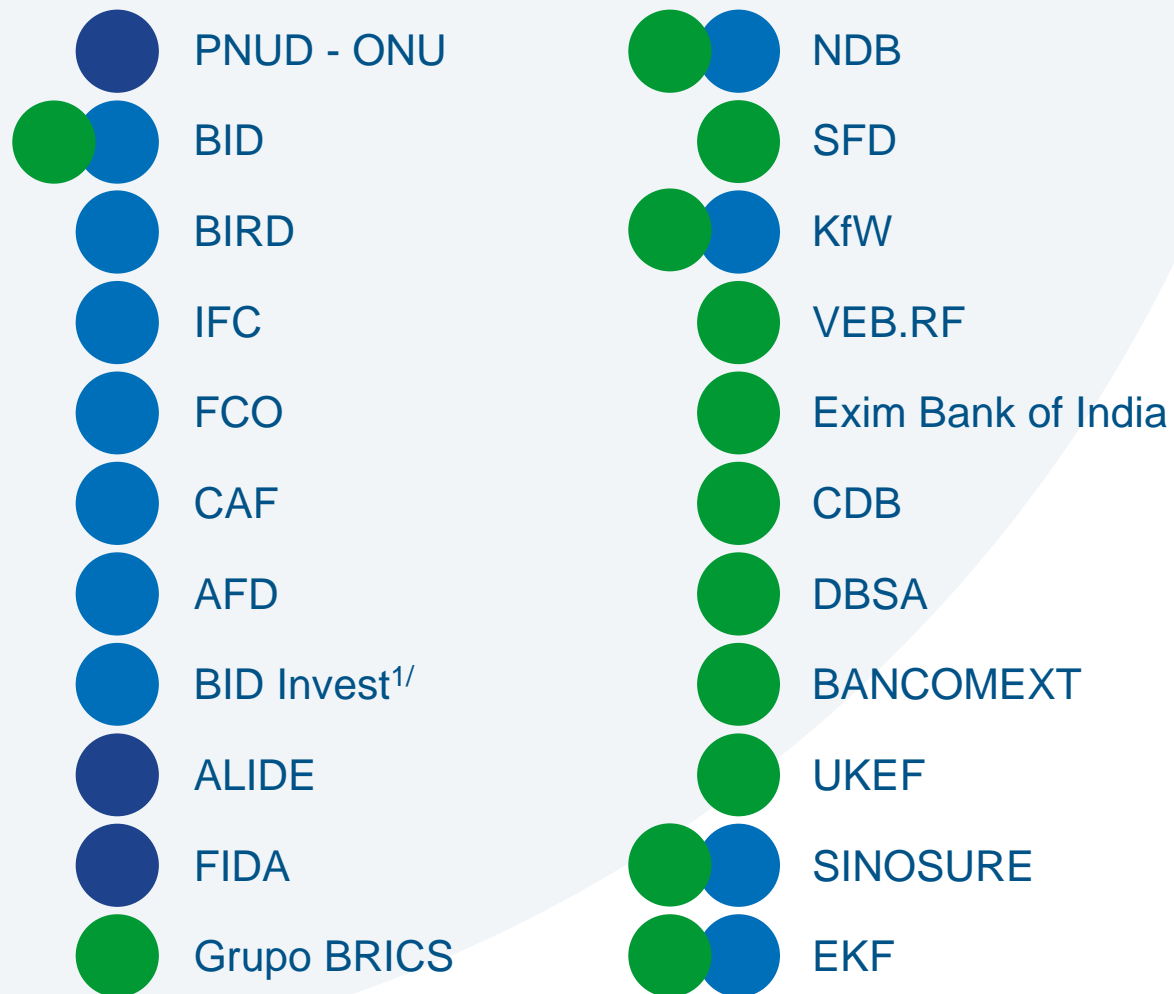
**BRL 261** bn  
In capex<sup>1</sup>



<sup>1</sup> CAPEX of concessions and PPPs + grants

## > International agreements and partnerships

BNDES traditionally works together with other financial institutions to foster development for Brazilians



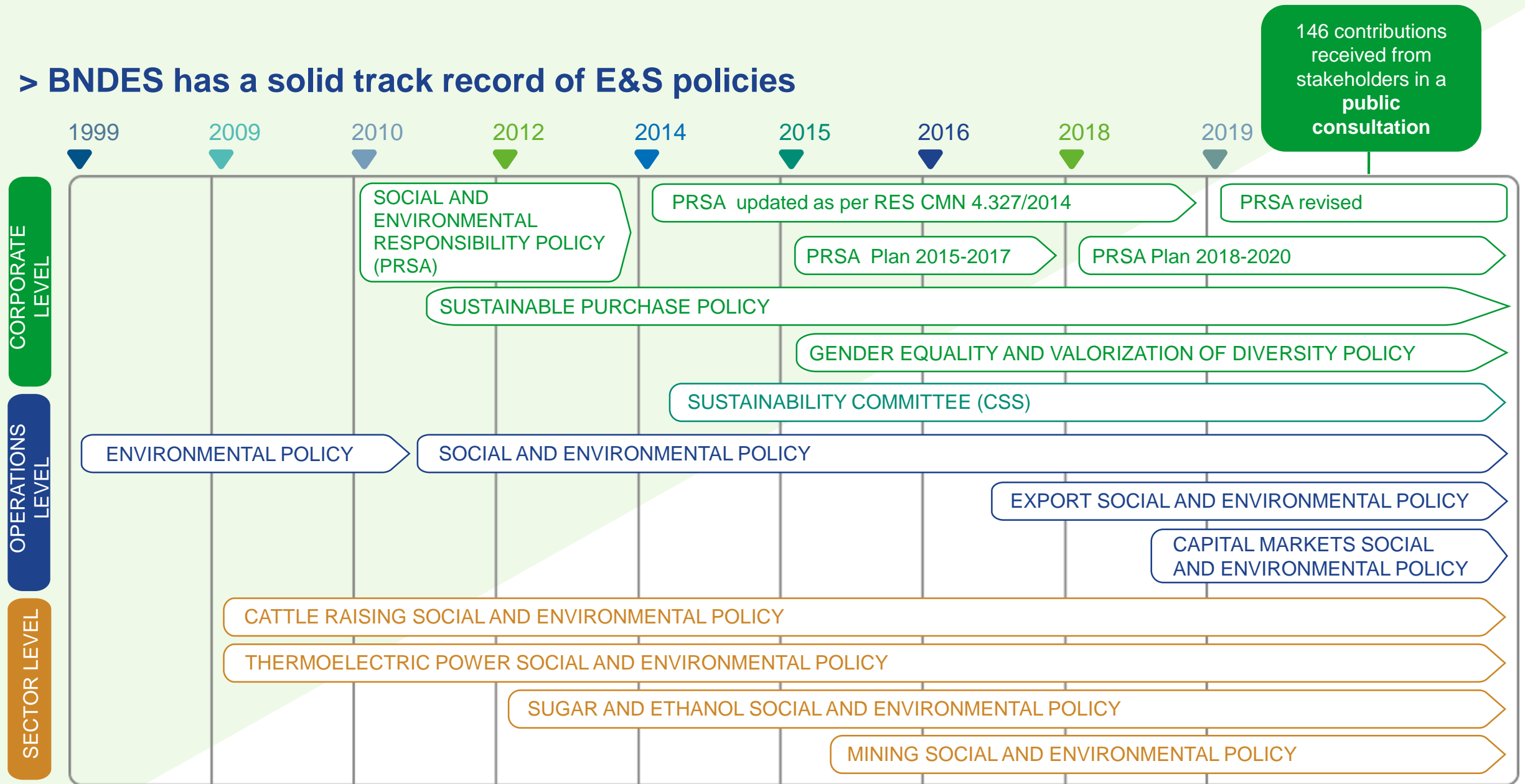
### Objective

- Blue circle: Co-financing, project structuring, guarantees, green finance, Blockchain, capital market development
- Dark Blue circle: Investments in strategic areas for development
- Green circle: Infrastructure projects, urban mobility, public security, export support, sustainable and innovative investments

<sup>1/</sup> IDB Invest was known as the IIC - Inter-American Investment Corporation

# > Sustainability in BNDES

# > BNDES has a solid track record of E&S policies



## > And in 2020, BNDES, the sustainable development bank, advanced its ASG performance



### MORE SOLUTIONS

Investment of BRL150 million in impact fund<sup>1/</sup>

FINAME Low Carbon

Sustainable debentures

RenovaBio Linked loan <sup>2/</sup>



### MORE RESOURCES

Inflow of BRL 500 million to the Climate Fund

Proposal of the *Mais Luz para a Amazônia* project to the Green Climate Fund (GCF)



### MORE PARTNERSHIPS

Participation in TNFD<sup>3/</sup>

Publication of report with the OECD on blended finance

Partnerships with IFC and the UK Prosperity Fund

1/ Fundo Vinci Impacto e Retorno IV

2/ Structured in 2020 and launched in Jan/2021

3/ Task Force on Nature-related Financial Disclosures

## > Sustainability in BNDES: what do we support?

We **foster sustainable development and better living conditions** by offering favorable conditions on financial investments and through specific funds, such as **Social Fund**, **Climate Fund** and **Amazon Fund**

We also support **projects** in the following sectors:



**Sanitation and recovery of brownfields**



**Recovery and preservation of biomes**



**Urban development and sustainable mobility, healthcare, education and public safety**



**Corporate social investments, social and productive inclusion and microcredit**

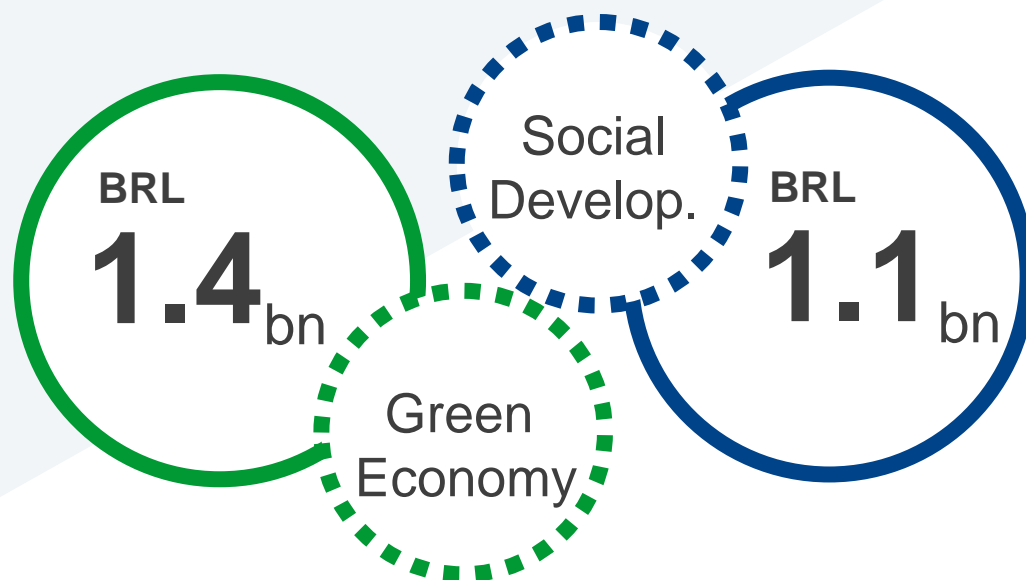


## > Our operations foster the improvement of social and environmental conditions

# 56.3%

of BNDES' loan portfolio<sup>1/</sup> are linked to projects that support the **Green Economy** and **Social Development**

2Q21 disbursements<sup>2/</sup> to projects in these categories



1/ Includes only the loan portfolio of direct and non-automatic indirect operations

## > BNDES obtained the highest grade at the ESG rating process conducted by Vigeo Eiris



- ▶ Rank in **sector**: 1<sup>st</sup> out of emerging markets Development Banks
- ▶ Rank in **region** 4<sup>th</sup> out of 848 companies in emerging markets
- ▶ Rank in **universe**: 86<sup>th</sup> out of 4,913 companies, positioning BNDES among the top 2%
- ▶ **ESG reporting** rate: 96% (sector average: 75%)

Final score

64

“**Advanced**” performance – highest level on the scale

*“BNDES displays **advanced willingness and capacity to integrate ESG factors** into its strategy, operations and risk management”*



## > Sustainability at BNDES: partnerships and communication



We have established partnerships and participated in various financial sector forums focused on sustainability, in addition to disseminating information about our policies, credit operations and holdings

### Partnerships:

Green Finance Program in Brazil

IFC

OECD

### Financial sector forums:

IDFC

The Lab

Climate Action

Unep Finance Initiative

### Multisectoral forums:

CEBDS

LAB – Financial Innovation Laboratory

Brazilian Coalition



INTEGRATED REPORT  
[www.bndes.gov.br/ra2020](http://www.bndes.gov.br/ra2020)



EFFECTIVENESS REPORT  
[www.bndes.gov.br/efetividade](http://www.bndes.gov.br/efetividade)



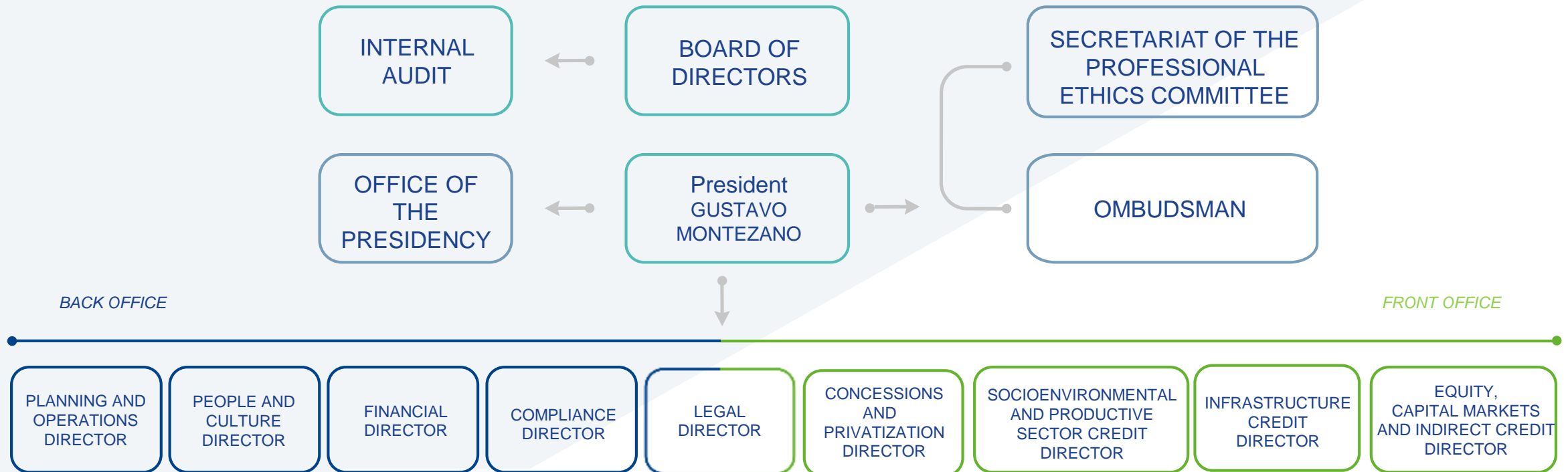
BNDESPAR STEWARDSHIP  
REPORT  
[www.bndes.gov.br/stewardship](http://www.bndes.gov.br/stewardship)





**> Governance and  
risk management**

## > Internal organization



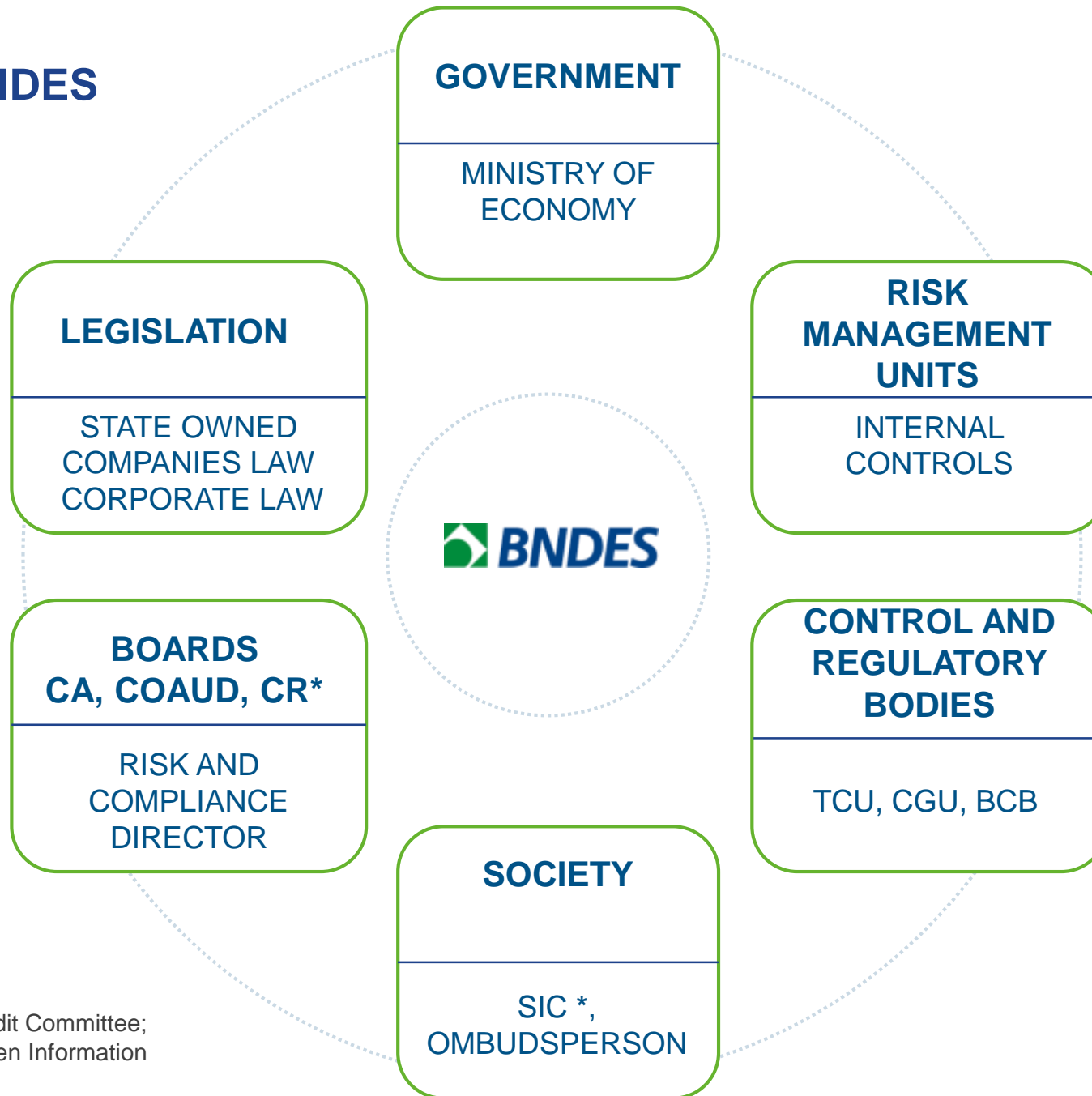
BNDES executive board is currently composed by nine executive directors, covering back office - financial and control activities and business support - and front office - activities of structuring of projects and partnerships and granting financial support

Learn more at: [www.bndes.gov.br/quem-somos](http://www.bndes.gov.br/quem-somos)

## > Governance at BNDES

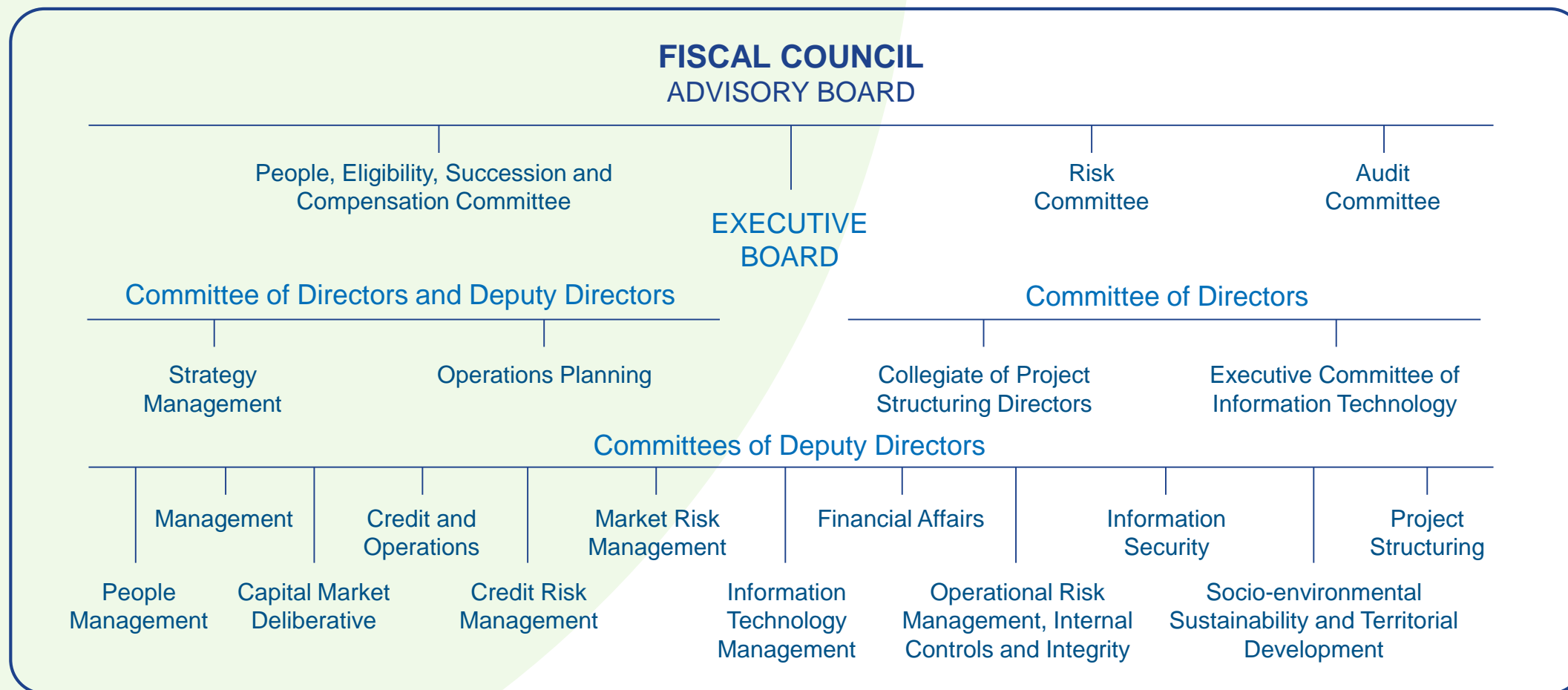


Our governance includes control and supervision by different actors and committees



\*CA - Board of Directors; Coaud - Audit Committee; CR - Risk Committee; and SIC - Citizen Information service

## > BNDES committees

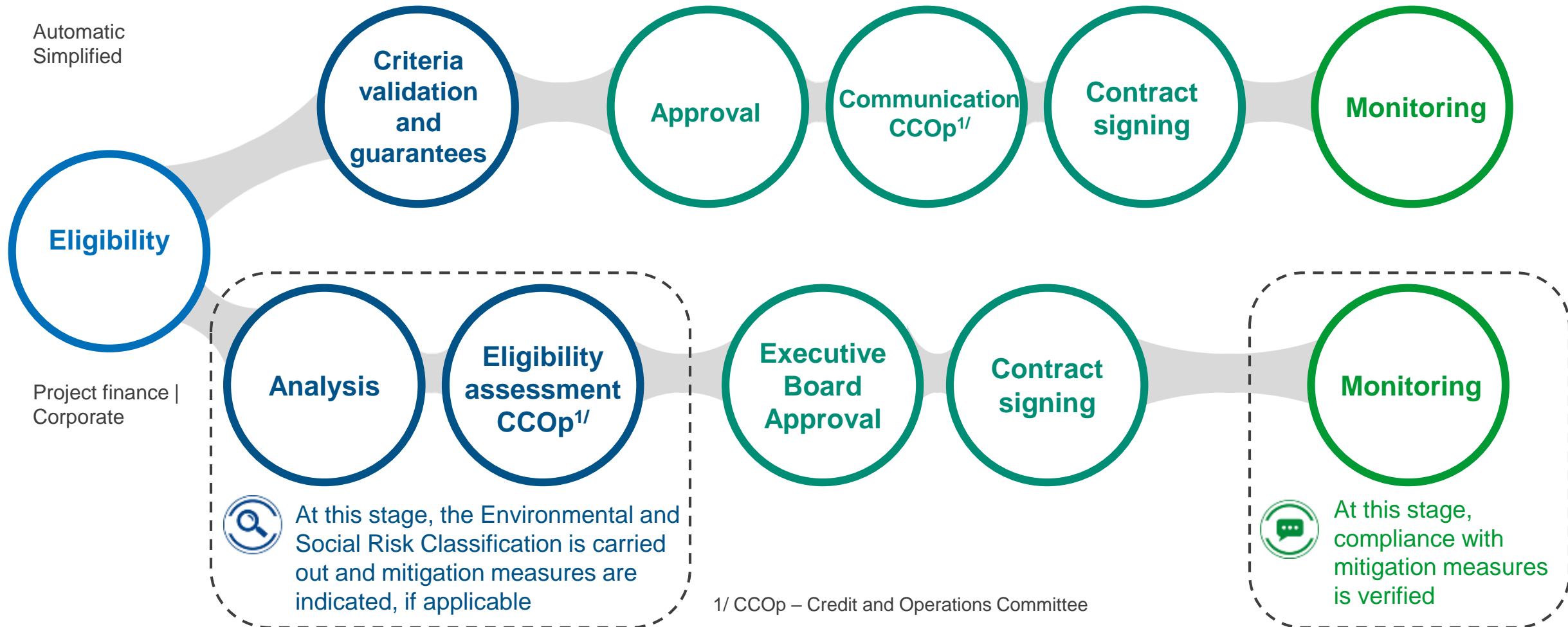


Internal committees are our basis for transparent decision-making

Learn more at: [www.bndes.gov.br/colegiadosbndes](http://www.bndes.gov.br/colegiadosbndes)

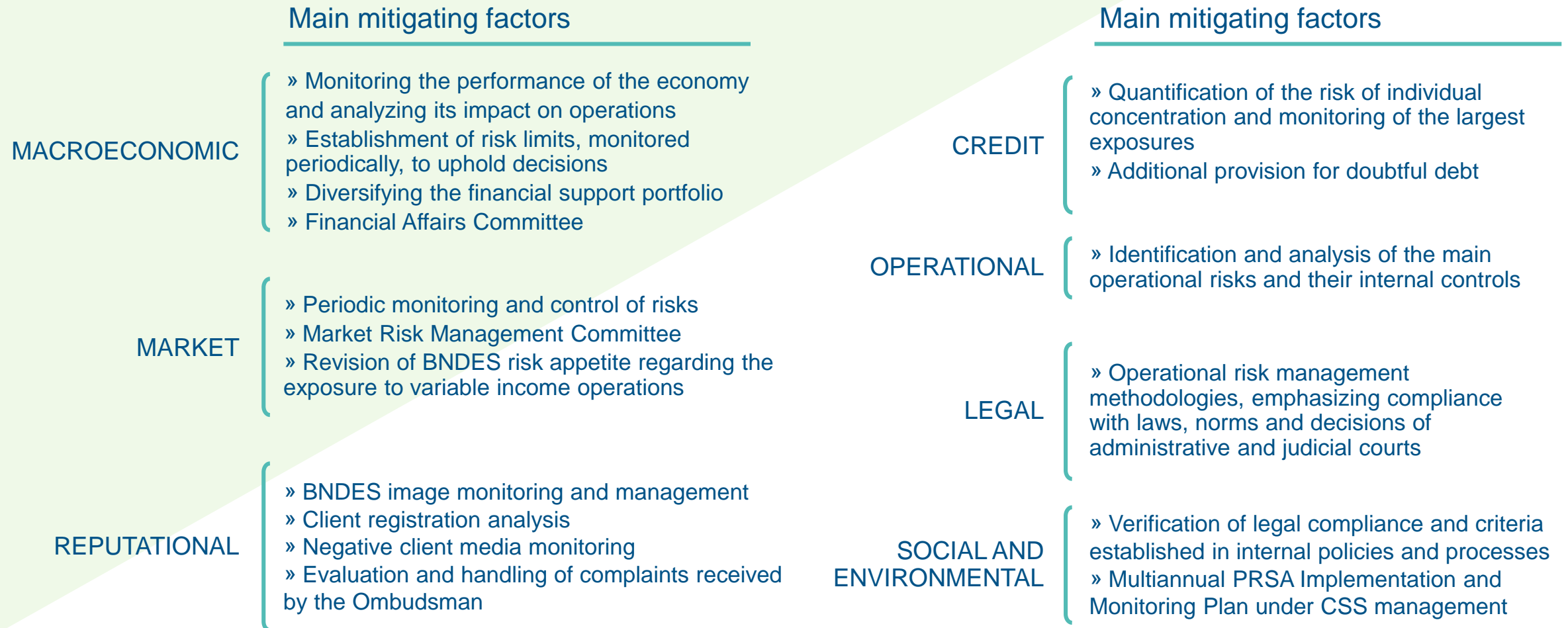
## > Project analysis and loan approval

Our operational flow involves different phases, teams and committees, ensuring impersonality, multidisciplinary evaluations and better governance of the granting process



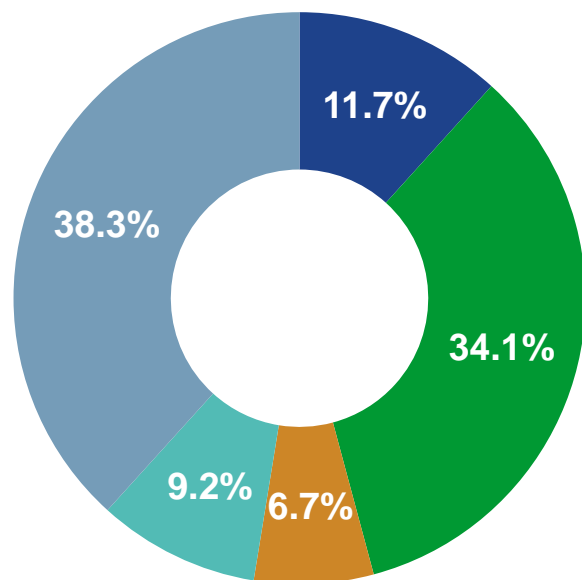
## > Integrated risk management

In 2019, we improved integrated risk management tools and processes, modernized compliance management, and approved new market risk limits for management portfolios. We updated the operational risk matrix and implemented contingency plans for current critical processes.



## > Credit portfolio quality

**The quality of BNDES' portfolio** is stable: 53% of the portfolio is exposed to financial institutions (financial intermediaries and bank guarantee) or covered by Federal Government guarantee



- Covered by Federal Government Guarantee
- Financial Intermediaries
- Bank Guarantees
- Project Finance w/o bank guarantees
- Other operations

The credit risk distribution of clients shows **lower exposure than the National Financial System**

As of 06/30/2021

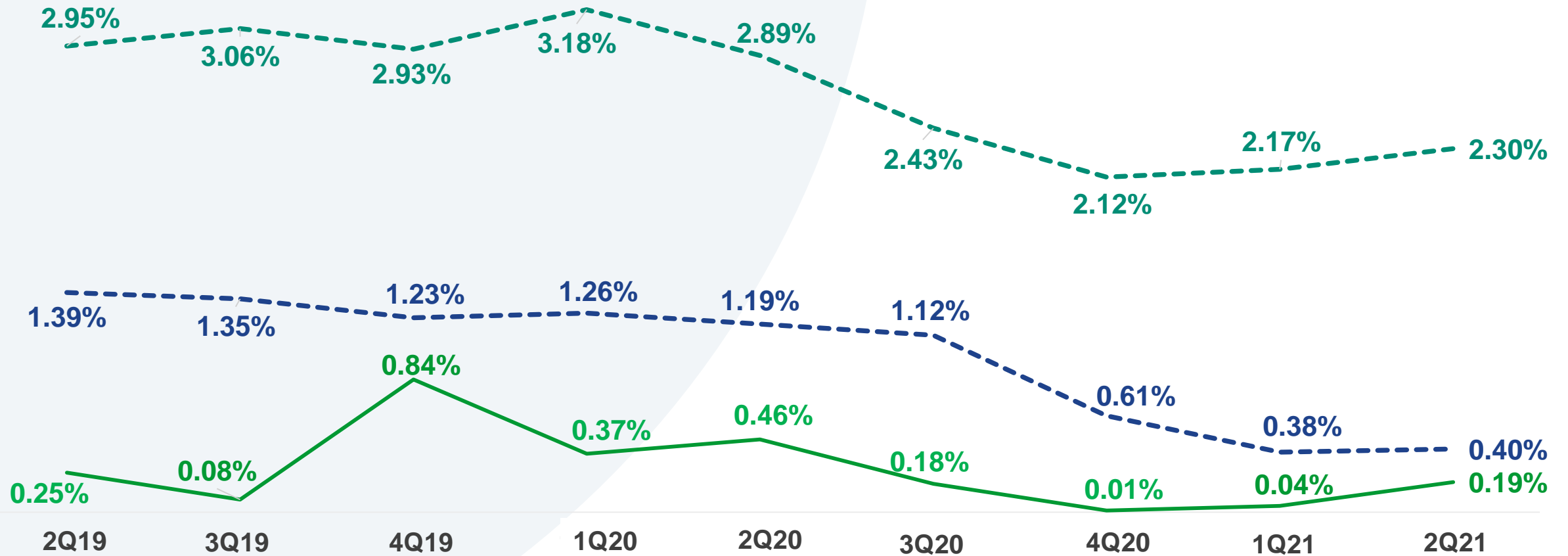
RATING <sup>1</sup>	BNDES SYSTEM	SFN <sup>2</sup>
AA-C	92.1%	91.6%
D-G	5.3%	5.7%
H	2.6%	2.8%

<sup>1</sup> According to CMN Resolution 2.682/99

<sup>2</sup> National Financial System. Last information available on 03/31/2021



## > BNDES' NPL is consistently lower than the SFN's

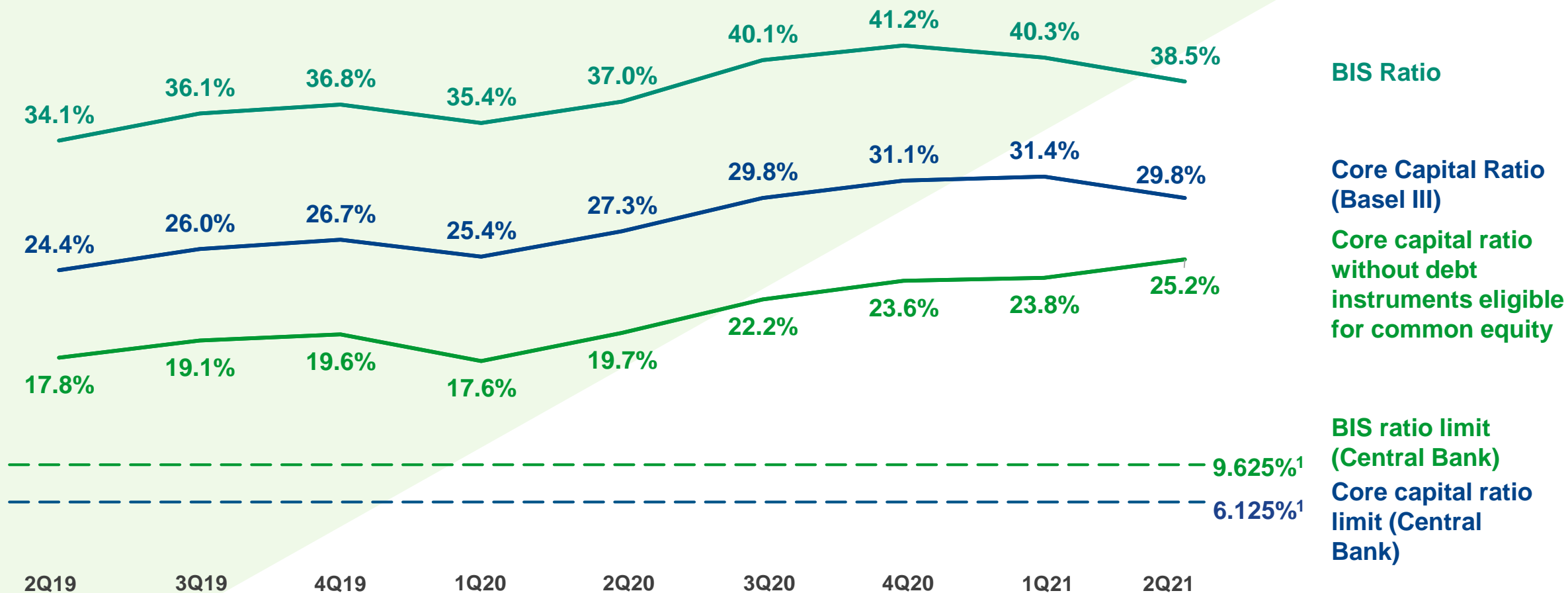


- NPL (90 days) – BNDES, excluding contracts honored by the Federal Government<sup>1</sup>
- - - NPL (90 days) – National Financial System (large companies)
- - - NPL (90 days) – National Financial System



<sup>1</sup> Last quarter in which there were operations honored by the Federal Government was 1Q20

## > BNDES maintains a strong Basel Ratio beyond minimum required levels



In 2Q21, the Basel Ratio was impacted by the reduction in Hybrid Instruments in BRL 13.5 billion relative to the pre-payment occurred on 07/01/2021 to the National Treasury, partly offset by the BRL 5.3 billion profit and by the positive equity adjustment evaluation of BRL 3.1 billion



<sup>1</sup> Capital limits defined according to Resolution BACEN/DEREG 4.783/2020, of 03/16/2020 effective from 04/01/2020 onwards

## > Communication and transparency

As a state-owned company, we seek to make our information accessible to the public

### Transparency Section



[www.bndes.gov.br/transparencia](http://www.bndes.gov.br/transparencia)



OPERATIONS  
SEARCH



SDGs  
GATEWAY



LARGEST  
CLIENTS



EQUITY  
PORTFOLIO



OPEN BNDP  
[www.aberto.bndes.gov.br](http://www.aberto.bndes.gov.br)



# > Investments

## > Investments – strategic vision

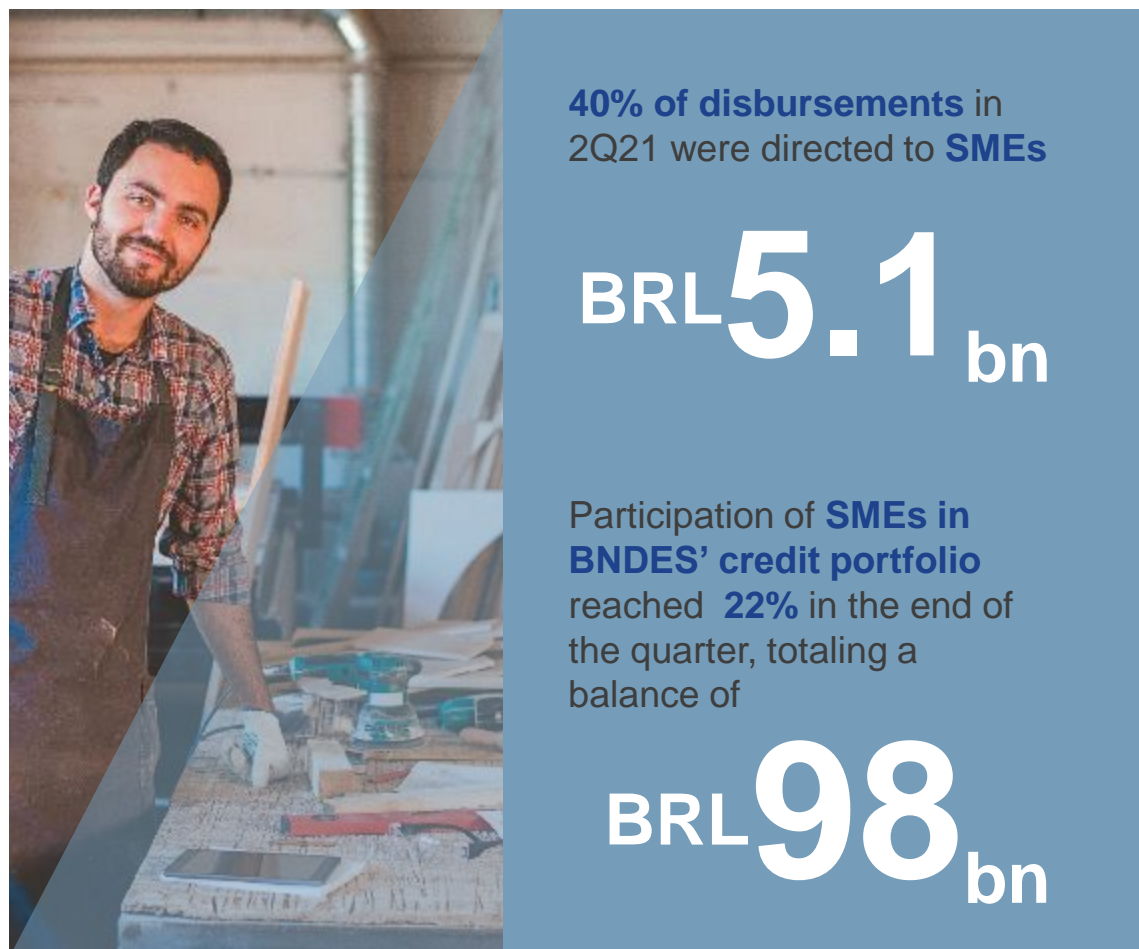


With the change of focus and strategy consolidated in the **Triennial Plan 2020-2022**, BNDES turned its attention to support transformative contributions, aimed at **improving the quality of life for Brazilians** and the **country's sustainable development**

To fulfill this strategy, BNDES has been reducing its portfolio of shares in other companies and attracting private partners to grant financial support, envisioning its investments as a support to **Infrastructure, Production Structure and Social Infrastructure – education, health and security**



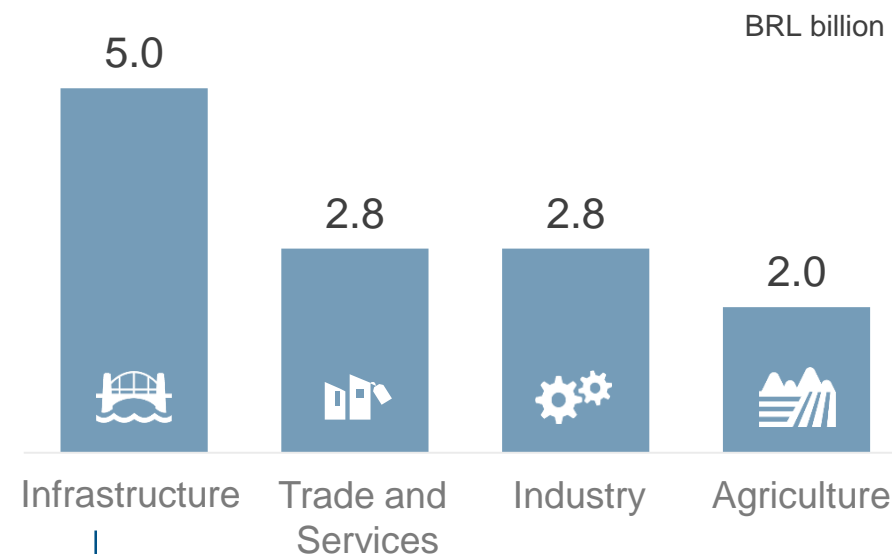
## > SMEs and Infrastructure represented 71% of disbursements in 2Q21



### Total Disbursements<sup>1</sup> 2Q21

**BRL 12.6 bi**, a 29% decline compared to 2Q20 and an 11% growth compared to 1Q21

### Disbursements by sector (2Q21)



**39.7%** of disbursements in the quarter



<sup>1</sup> Values do include equities investments, non-reimbursable operations and debentures

## > Basic cost of financing: TLP

The basic financial cost<sup>1/</sup> in BNDES operations is the **Long-term Rate (TLP)**, which makes up the inflation with a real interest rate<sup>2/</sup>

TLP value for contracts signed in Aug 2021:

**IPCA + 3.03% p.a.**

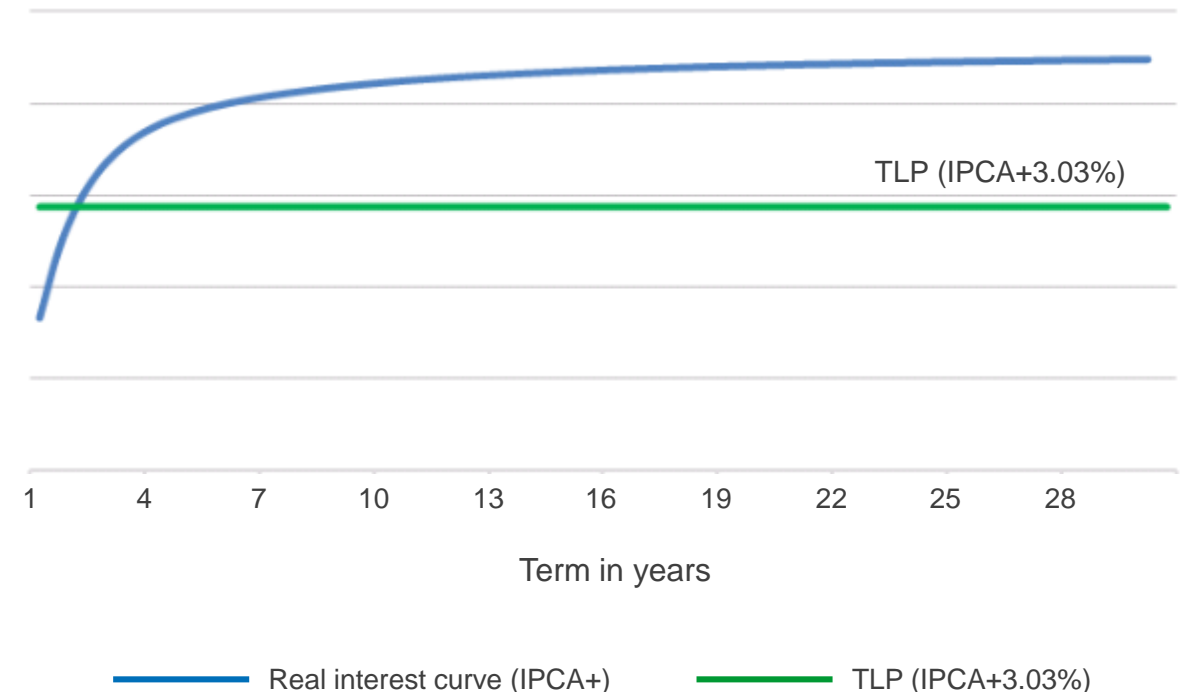
For **MSMEs**, BNDES also offers its clients the possibility to opt for the **BNDES Fixed Rate (TFB)**, which protects them from market variations throughout the contract

1/ The final interest rate of the contracts will comprise the TLP, the spreads of BNDES and the accredited financial agent (in indirect transactions) and the credit risk rate

2/ There is a five-year NTN-B real interest rate reducer, called alpha ( $\alpha$ ), valid for one year and with progressive increases until 2023, when the pre-TLP will equal the NTN-B real interest rate

### Competitiveness: TLP x risk-free real interest

The graph compares the TLP to risk-free market rates of government bonds and illustrates the competitiveness of TLP against real market interest rates



Source: Anbima

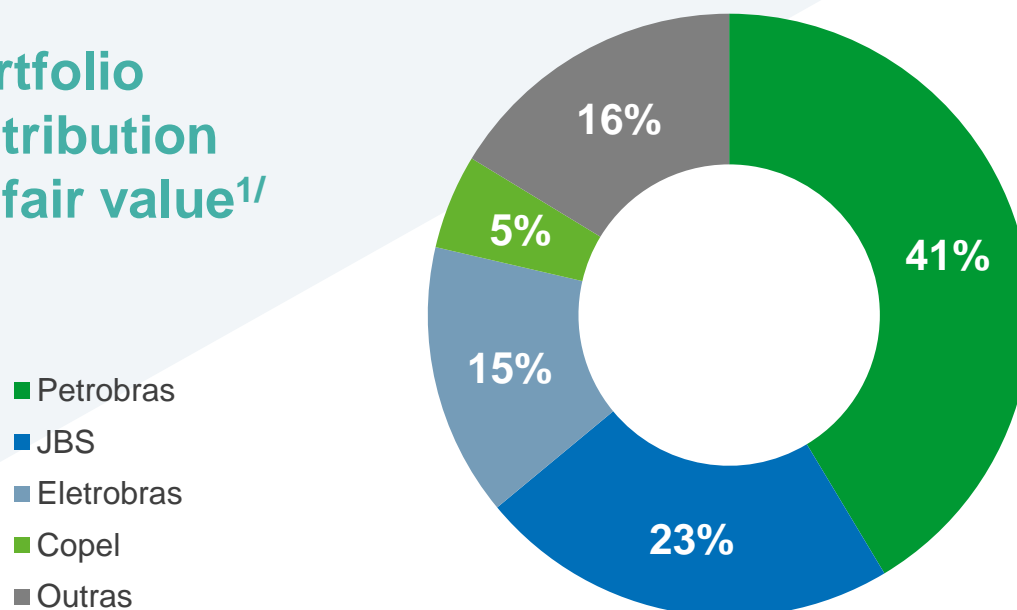
Base date (real interest rate): June 26, 2021



## > Investments: equity holdings portfolio



**Portfolio distribution by fair value<sup>1/</sup>**

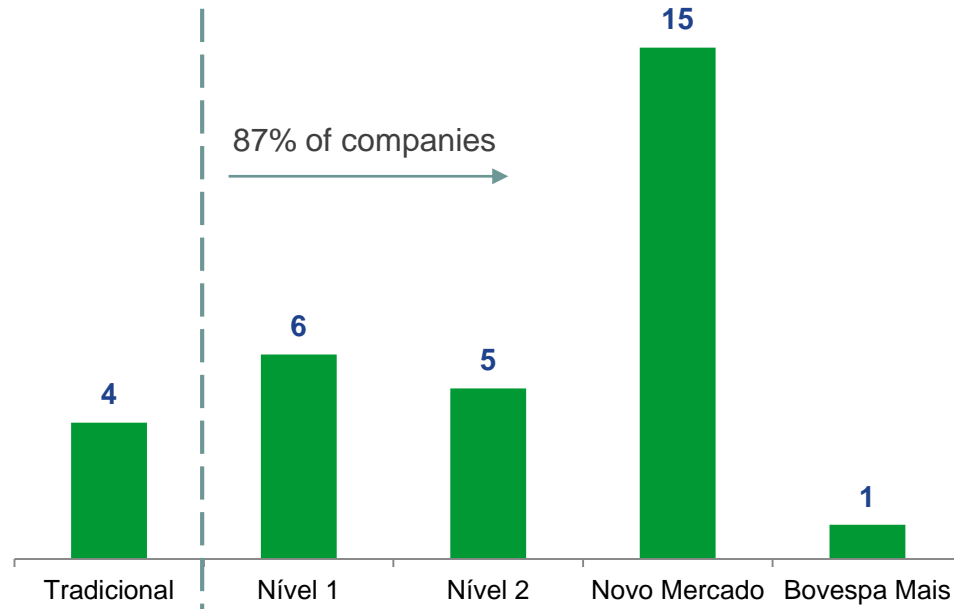


- Petrobras
- JBS
- Eletrobras
- Copel
- Outras



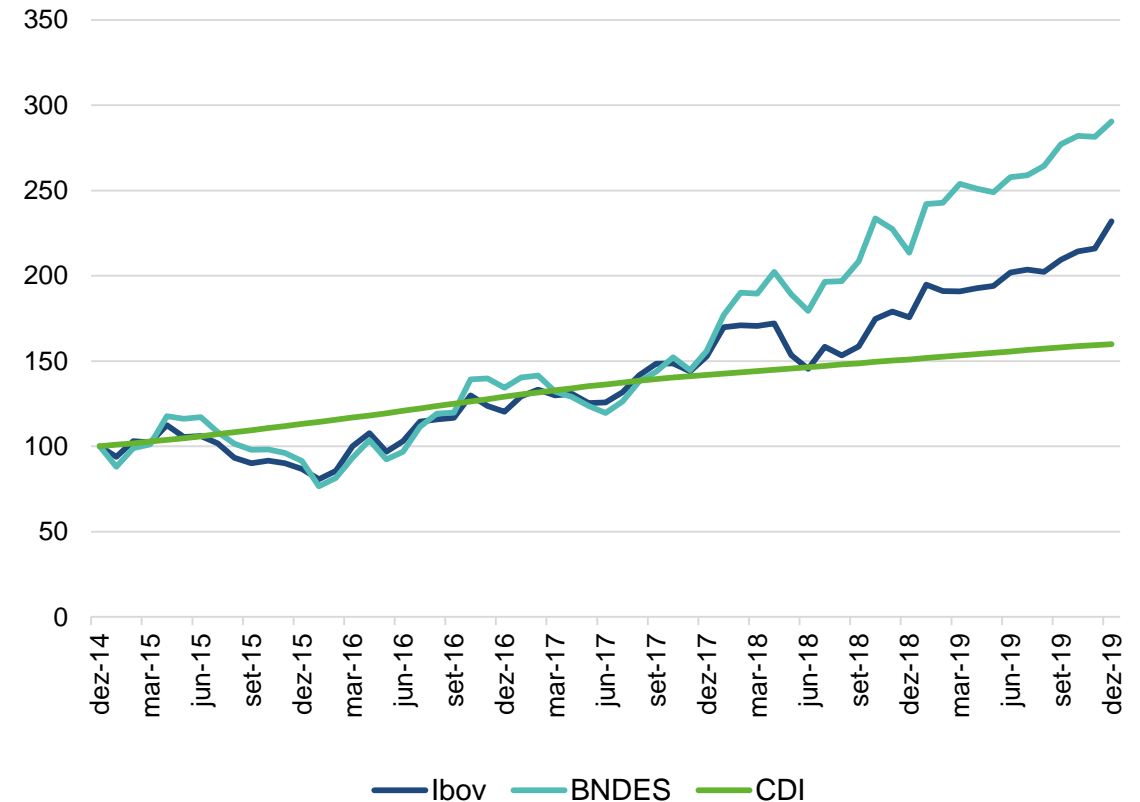
## > Investments: equity

Distribution of the portfolio of publicly held companies with shares traded in B3 by corporate governance levels (2019)



When BNDES invests, it contributes to improving the level of governance of companies: 87% of the companies invested are in better governance listing segments, against 59% in the B3 universe

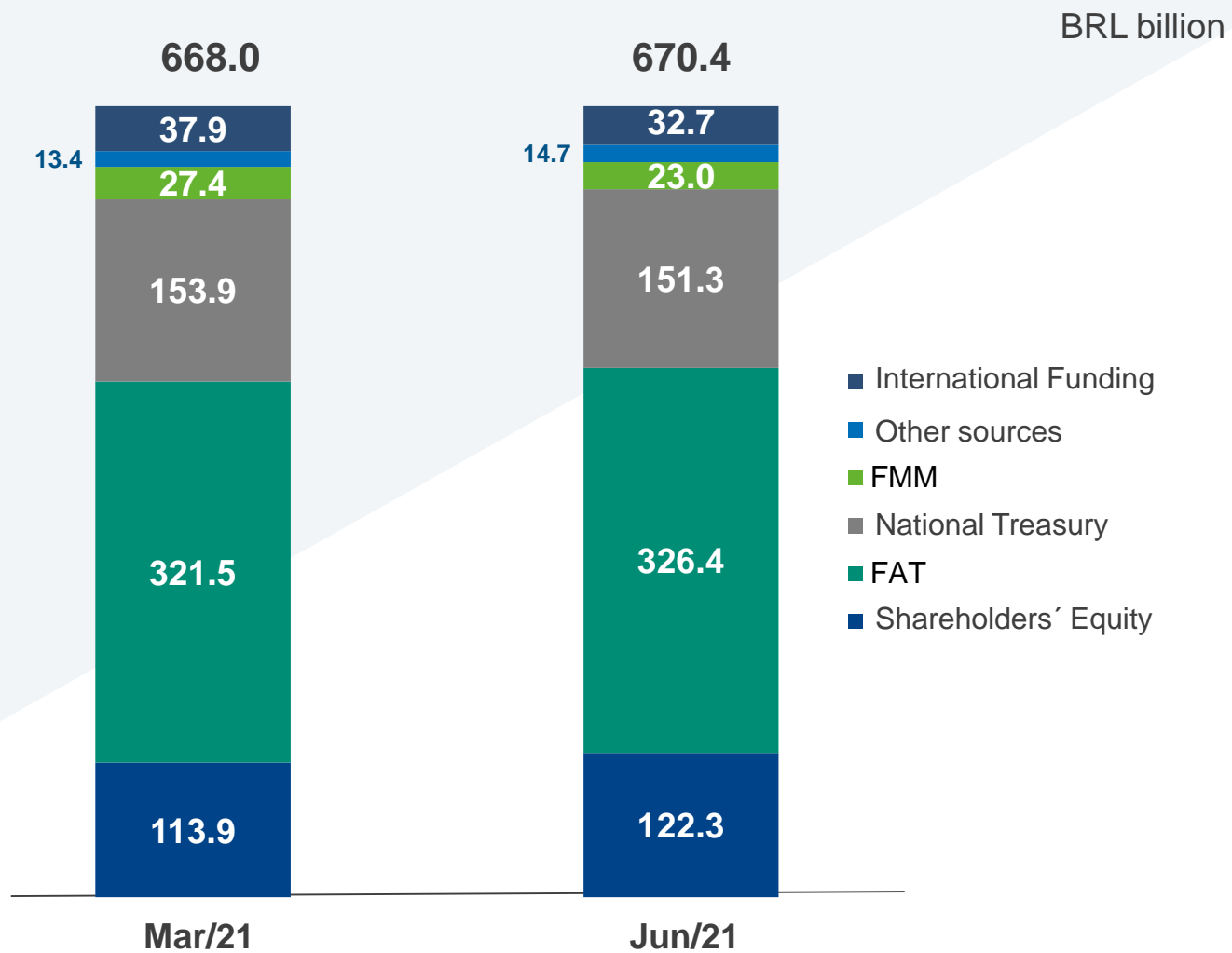
Profitability of Bndes stock portfolio





# > Funding

## > BNDES' funding composition<sup>1/</sup>



<sup>1/</sup> Total Liabilities: Mar/21: BRL 737.2 billion / Jun/21: BRL 728.5 billion

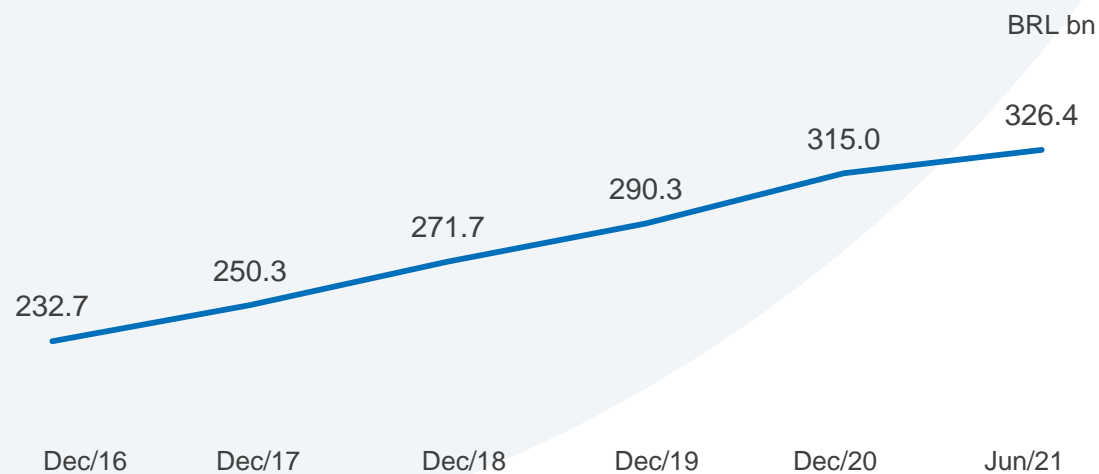
The total amounts shown in the charts and tables may not correspond exactly to the sum of their parts due to rounding adjustments

## > Main sources of funding

### WORKER'S SUPPORT FUND - FAT

**45%** Participation rate in total resources at the end of 2Q21

At least 28% of the FAT revenues are allocated to financing economic development programs through BNDES, as established in the Brazilian Constitution

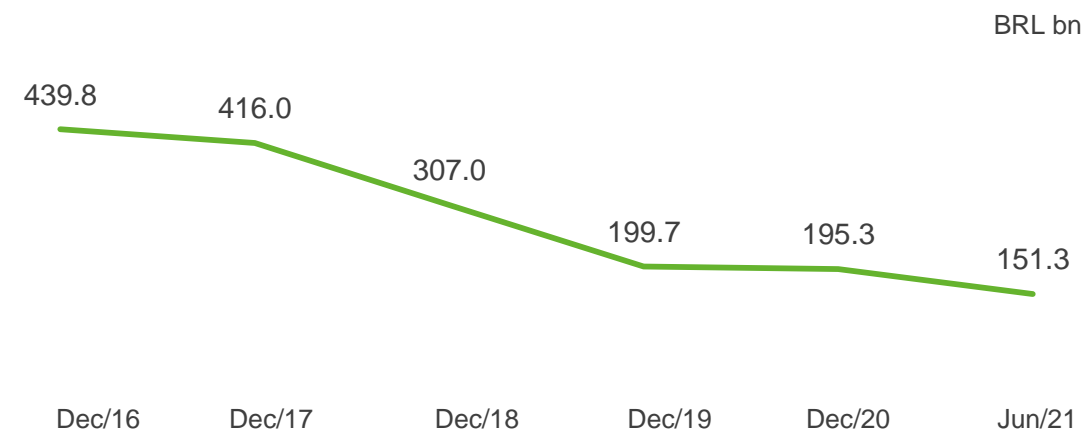


### NATIONAL TREASURY <sup>1/</sup>

**21%** Participation rate in total resources at the end of 2Q21

The credits granted by the Union to BNDES are used to grant loans associated or not to government programs

The share of this source has been reduced, with a 66% drop between Dec/16 and Jun/21



<sup>1/</sup> Chart values include transfers operations and instruments eligible for principal capital

## > Funding: market issuances

Latest international emissions			
Year of issuance	Amount	Coupon rate	Maturity Date
2008 <sup>1/</sup>	USD 1.00 bn	6.37%	06.16.2018 <sup>1/</sup>
2009	USD 1.00 bn	6.0%	06.10.2019
2010	USD 1.00 bn	5.50%	07.12.2020
2010	EUR 750 MM	4.13%	09.15.2017
2011	CHF 200 MM	2.75%	12.15.2016
2013	USD 1.25 bn	3.375%	09.26.2016
2013	USD 1.75 bn <sup>2/</sup>	5.75%	09.26.2023
2014	EUR 650 MM	3.625%	01.21.2019
2014	USD 1.00 bn	4.00%	04.14.2019
2017	USD 1.00 bn	4.75%	05.09.2024

1/ The bond was repriced in June/2008

2/ USD 1.25 billion in 2013 + USD 500 million in 2014

## > BNDES broadens its ESG funding capacity with the Sustainability Bond Framework

Sustainability Bond Framework (SBF) incorporates new environmental categories and includes social categories

BNDES was the **first Brazilian bank to issue a green bond** abroad in the amount of US\$ 1 billion (2017) and a **pioneer with the local issuance of a Green Bank Note** of BRL 1 billion (2020)

SBF reinforces the **importance attributed by BNDES to the ESG theme** and meets the **growing demand from investors**

### Social Categories

Health  
Education  
Micro, Small and Medium Enterprises  
Microcredit



### Environmental Categories

Renewable energy  
Energy Efficiency  
Sustainable Water Management  
Pollution Prevention and Control

Clean Transport  
Management of Living Natural Resources  
Land use



## > BNDES rating

### Global scale rating (foreign currency and local currency)

	Rating	Perspective
Moody's	Ba2	Stable
S&P's	BB-	Stable

### National scale rating

	Rating	Perspective
Moody's	AAA.br	
S&P's	Br AAA	Stable

### Moody's Highlights

Strong brand value as the main source of long-term financing and capital investment for Brazilian companies and for government infrastructure projects

Access to stable and reasonably cheap funding

Asset quality higher than the market

### S&P's Highlights

Strong guarantee policy and flexibility to restructure loans and mitigate potential losses from greater risks in the economy

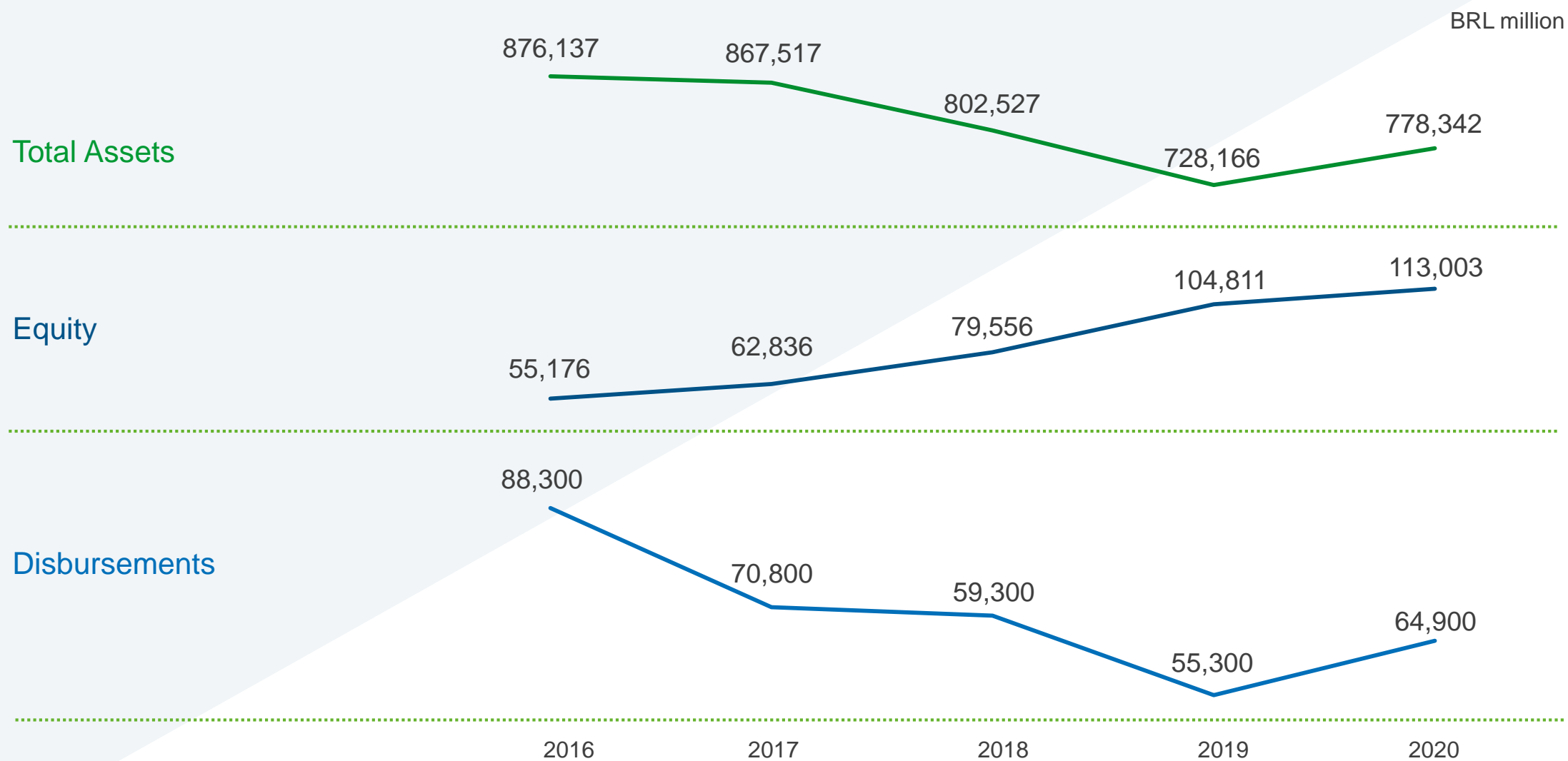
Long-term funding with government support gives the bank a competitive advantage

Bndes' prominent position in the economy and in the execution of public policies implies that we equate ratings and default risk with the sovereign

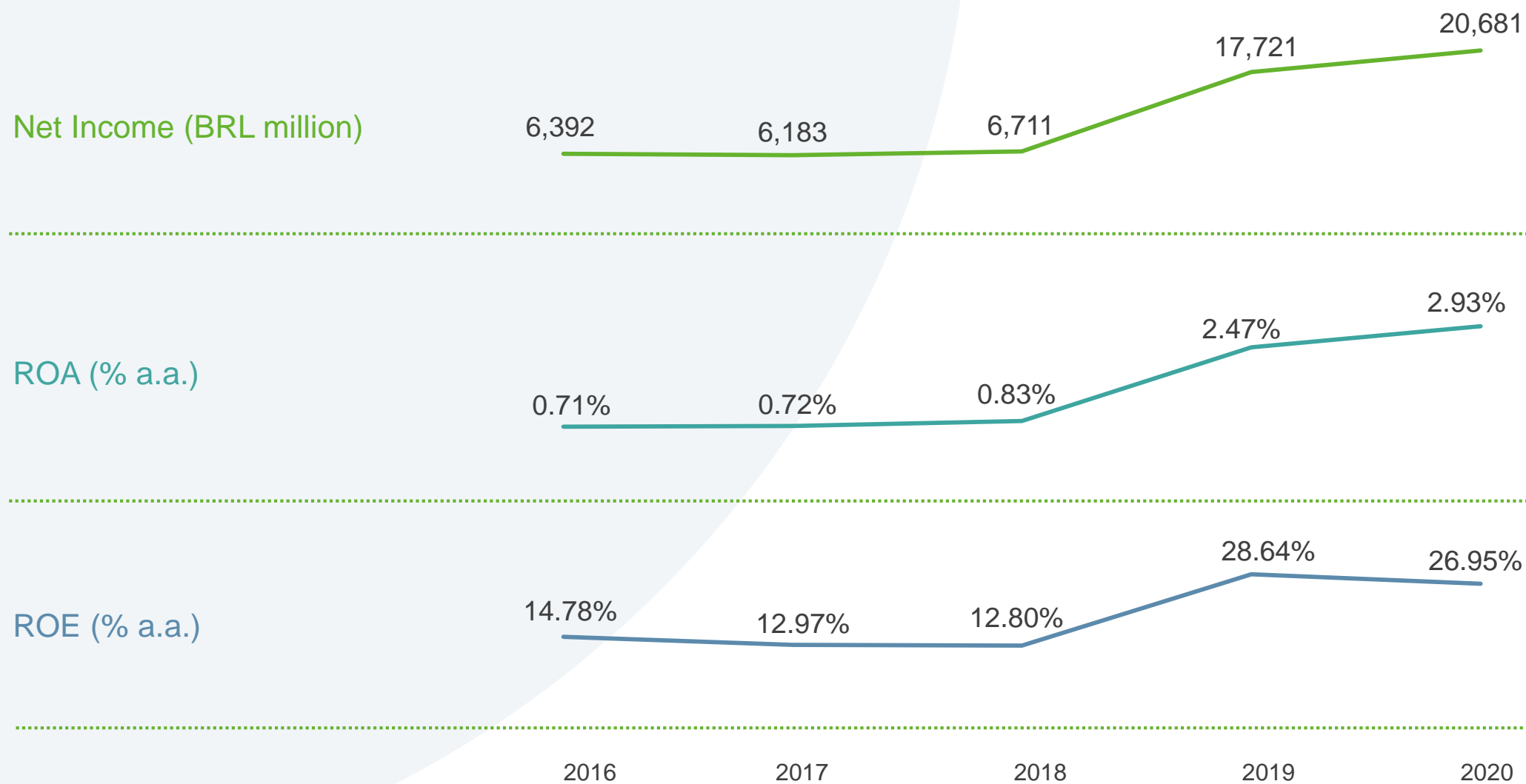
# > Financial information



## > Key financial indicators



## > Key financial indicators



## > Net income statement

BRL million

	2Q21	2Q20	Δ	1H21	1H20	Δ
(+) Income from loans	8,852	6,331	40%	18,009	14,656	23%
(+) Income from securities	5,704	1,590	259%	8,053	3,811	111%
( - ) Interest expenses	-7,724	-4,716	64%	-14,906	-11,613	28%
(+/-) Exchange rate variation, net	-207	-239	-13%	-119	201	-
<b>Gross income from financial intermediation</b>	<b>6,625</b>	<b>2,966</b>	<b>123%</b>	<b>11,037</b>	<b>7,055</b>	<b>56%</b>
(+/-) Allowance for loan losses	612	-570	-	1,044	-2,271	-
<b>Income from financial intermediation</b>	<b>7,237</b>	<b>2,396</b>	<b>202%</b>	<b>12,081</b>	<b>4,784</b>	<b>153%</b>
(+) Income from equity investments	2,371	-1,106	-	14,041	7,368	91%
(-) Expenses	-1,116	-1,287	-13%	-2,644	-2,302	15%
<b>Income before taxes</b>	<b>8,492</b>	<b>3</b>	<b>282967%</b>	<b>23,478</b>	<b>9,850</b>	<b>139%</b>
( - ) Income taxes	-3,184	-586	443%	-8,362	-4,888	71%
<b>Net Income</b>	<b>5,308</b>	<b>-583</b>	<b>-</b>	<b>15,116</b>	<b>4,962</b>	<b>205%</b>

## > Balance sheet: assets

BRL million

	2Q21	1Q21	Δ	2Q20	Δ
Cash and equivalents	96,352	83,847	15%	117,907	-18%
Securities	159,140	162,357	-2%	137,027	16%
Loan and onlending portfolio	428,514	446,059	-4%	444,261	-4%
Credit from the National Treasury	1,718	991	73%	1,207	42%
Investments	11,480	11,077	4%	8,860	30%
Others	31,256	32,906	-5%	38,610	-19%
<b>Total Assets</b>	<b>728,460</b>	<b>737,237</b>	<b>-1%</b>	<b>747,872</b>	<b>-3%</b>


## > Balance sheet: shareholders' equity and liabilities

BRL million

	2Q21	1Q21	Δ	2Q20	Δ
National Treasury	151,246	153,860	-2%	211,122	-28%
FAT	326,443	321,530	2%	303,898	7%
External funding	32,717	37,901	-14%	37,780	-13%
Other government funds	37,574	40,986	-8%	41,212	-9%
Repurchase agreements	29,392	35,268	-17%	21,711	35%
Agribusiness letters of credit	1,019	1,010	1%	637	60%
Other liabilities	27,763	32,796	-15%	33,017	-16%
<b>Shareholders' equity</b>	<b>122,306</b>	<b>113,886</b>	<b>7%</b>	<b>98,495</b>	<b>24%</b>
<b>Total liabilities</b>	<b>728,460</b>	<b>737,237</b>	<b>-1%</b>	<b>747,872</b>	<b>-3%</b>

# > BNDES against Covid-19

## > BNDES has quickly adjusted to respond to urgencies of Brazilians...

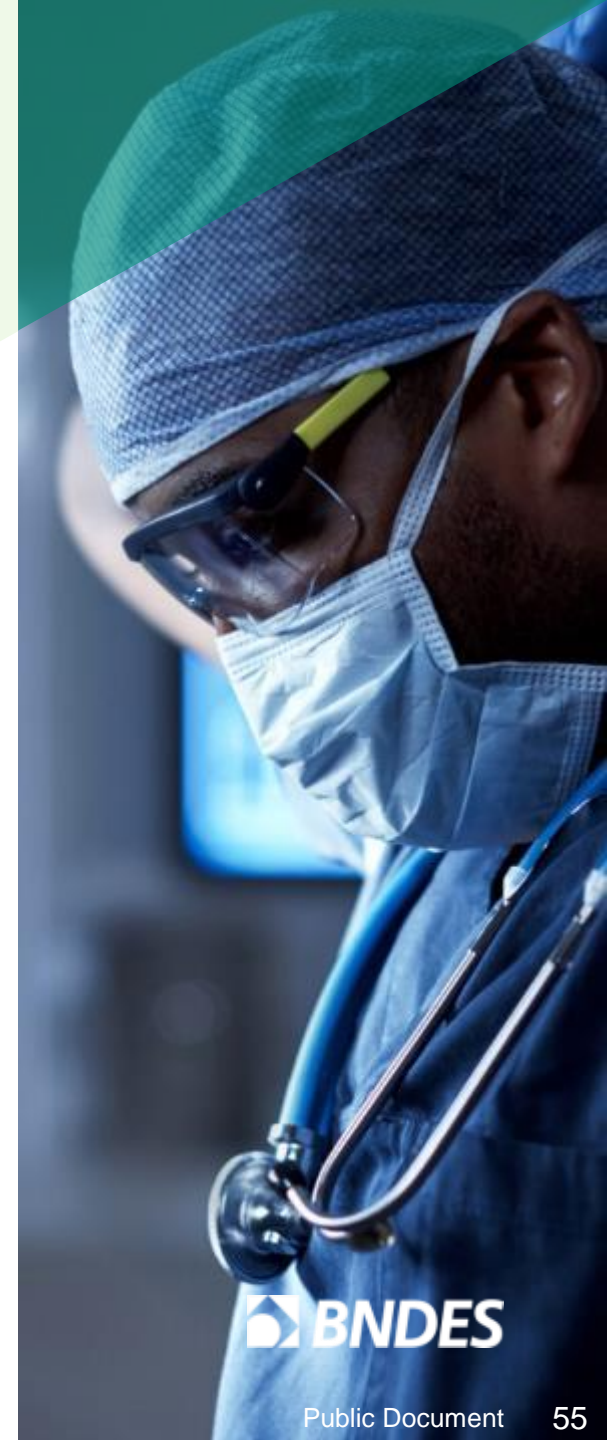
 In the beginning of 2020 we were all surprised by Covid-19 and by the month of May, BNDES **adapted its strategy to include anti cyclical measures**

As a response to the crisis, our anti cyclical approach was structured to be:

 **timely**, to keep jobs and businesses

 **structuring**, to enable the recovery of the economy, **on more sustainable grounds**

 BNDES' anti cyclical approach is aligned with its strategy of **raising funds in the market, sharing risks and creating innovative instruments**



## ...and these are the results of BNDES' measures against Covid-19

**BRL**  
**158.3** bn

invested up to 08/03/2021<sup>1</sup>



Healthcare  
Sector

Public  
Sector

SMEs  
and  
individuals

Large  
Companies

Estimated social impact

**395** k  
assisted companies

**9.6** MM  
of jobs kept

**1.7** k  
medical equipment

**2.9** k  
hospital beds dedicated to  
Covid-19

**4** MM  
Covid-19 diagnostic testing

For more details visit : <https://www.bndes.gov.br/wps/portal/site/home/bndes-contra-coronavirus>









**> Annex: Development highlights**


> **Three-Year Plan 2020-2022 – some of our deliveries to society in credit operations, accumulated between January/20 and June/21**

 **Energy**


Increase in the installed capacity of renewable sources of energy **2.6 GW**

Expansion of natural gas distribution implemented **1,610 km**



 **Logistics**

Implementation, duplication or modernization of road sections **958 km**



 **Employment**

Generation or maintenance of direct and indirect jobs **5.04 million jobs**




 **TICs**

New accesses to broadband services - connected people (thousands of people) **850 thousand people**



> **Three-Year Plan 2020-2022 – some of our deliveries to society in credit operations, accumulated between January/20 and June/21**

 **Sanitation**


Population with access to sewer system + population benefited by the expansion of sewage treatment

**62 thousand people**

Population that will have access to the water system + population benefited by the expansion of water treatment


**258 thousand people**



 **Education**

Support, through financial instruments, to basic and/or professionalizing education

**107 thousand students**



 **Health**

Public health system (SUS) units benefited by BNDES' support

**654 units**



## > Three-Year Plan 2020-2022 – some of our deliveries to society with the Projects Factory, accumulated between January/20 and June/21



### Sanitation

Structuring of projects that will bring sanitation services to people currently not served by the system

Total population of the municipalities: **14.7 million people**

**8.3 million people**



### Logistics

Structuring of projects for extending highways under concession

**2,124 km**



### Sale of Companies and Real Estate Funds

Holding privatization proceedings: sale of companies or structuring real estate funds

**4 companies or funds**



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# Thank you



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