



Conference Call Presentation



3rd Quarter 2020

For additional information, please read carefully
the notice at the end of this presentation



Earnings Release

Third Quarter 2020

English Conference Call

- November 10, 2020 (Tuesday)
- 11am (New York) / 1pm (Brasília)
- Phone: +1 (412) 317-6376
- Code: BTG Pactual
- Replay: +1 (412) 317-0088
- Code: 10148118

Portuguese Conference Call

- November 10, 2020 (Tuesday)
- 9am (New York) / 11am (Brasília)
- Phone: +55 (11) 3193 8000
- Code: BTG Pactual
- Replay: +55 (11) 2188-0400
- Code: BTG Pactual

Webcast: The conference call audio will be broadcast live via a webcast system available on our website www.btgpactual.com/ir

Participants are requested to connect 15 minutes prior to the time set for the conference calls

3Q 2020 Highlights

Best in industry capital and liquidity metrics, benefitting all our client franchises, which experienced growth in volumes and increase in market share

All-time high Net New Money from AM and WM, including digital, achieving **R\$37.4bn** aggregate inflows and **R\$550.8bn** in assets under management/custody, leveraging our distribution capacity and funding base diversification

Unsecured Funding base grew R\$20.4bn (or 25.5%) q-o-q, with strong inflows in all client segments and across maturities

Record revenues for IBD in a single quarter since our IPO

Corporate Lending had **its best quarter with R\$425.1 million in revenues** and the portfolio grew R\$11.1 bn (or 19.4%) q-o-q. SME portfolio **reached R\$5.8bn**, growing almost 5xy-o-y

Launch of our full-service digital retail bank **BTG+**, offering our clients a full spectrum of retail products and services, including checking accounts and credit cards

Performance Summary

3Q 2020

We delivered 15.7% adjusted ROAE post our recent follow on, and a significant growth in our client franchises

1

Total revenues and adjusted net income of R\$2,478mn and R\$1,016mn

- Annualized adjusted ROAE⁽¹⁾: 15.7%
- Net income per unit⁽¹⁾: R\$1.12
- Accounting net income: R\$1,002mn

2

Efficient cost-to-income ratio, in line with our historical average, notwithstanding significant investments in the Digital Retail Unit

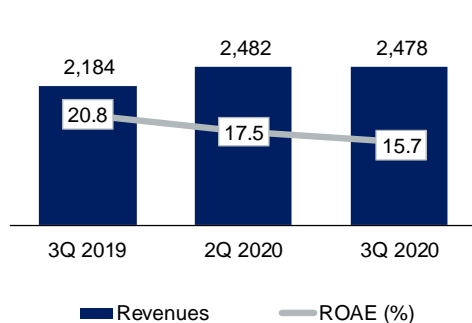
- Cost-to-income ratio: 43.7%
- Compensation ratio: 27.2%

3

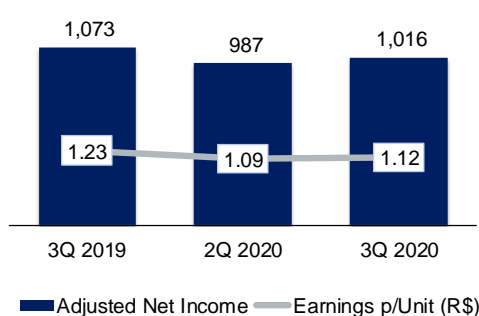
At the end of the quarter, total assets were R\$253.2 bn, BIS ratio was 17.5% and shareholders' equity was R\$26.0bn

- Average VaR in the quarter was R\$157.4mn or 0.61% of average shareholders' equity

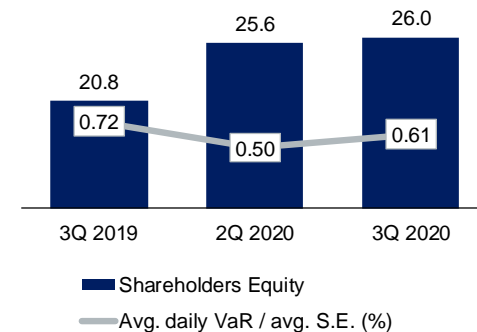
Revenues
(R\$ million)



Net Income
(R\$ million)



Shareholders' Equity
(R\$ billion)



Performance Summary

Nine-month period 2020

9M 2020 was marked by strong performance in our client franchises, and solid contribution from all our business units

1

Total revenues and adjusted net income were R\$6,478 million and R\$2,792 million, respectively

- YTD annualized ROAE⁽¹⁾ was 15.7%
- Accounting net income was R\$2,747 million

2

Cost-to-income ratio was in line with historical average, notwithstanding significant investments in the DRU

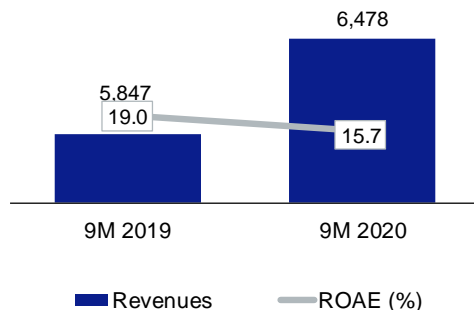
- Cost to income ratio was 42.8%
- Compensation ratio was 25.2%

3

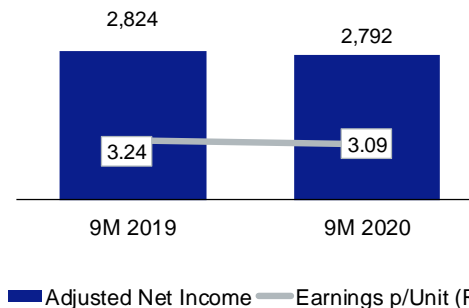
Shareholders' Equity increased 25.1% y-o-y and ended the semester at R\$26.0 bn

- Already adjusted by the JCP provisioning of R\$533 million

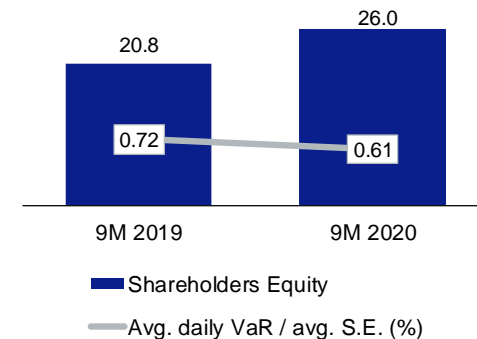
Revenues
(R\$ million)



Net Income
(R\$ million)



Shareholders' Equity
(R\$ billion)

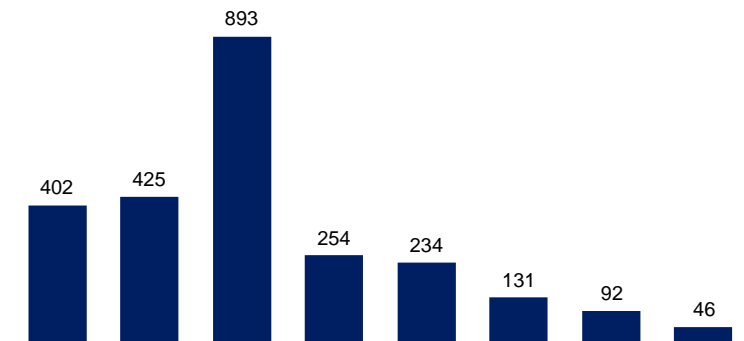


Business Areas' Performance

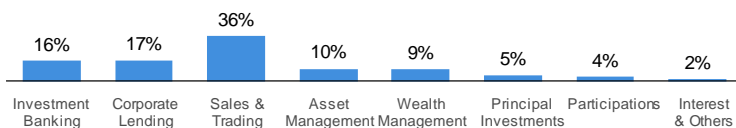
Revenue breakdown by business unit

3Q 2020

Total Revenues = R\$2.5 billion
(R\$m)

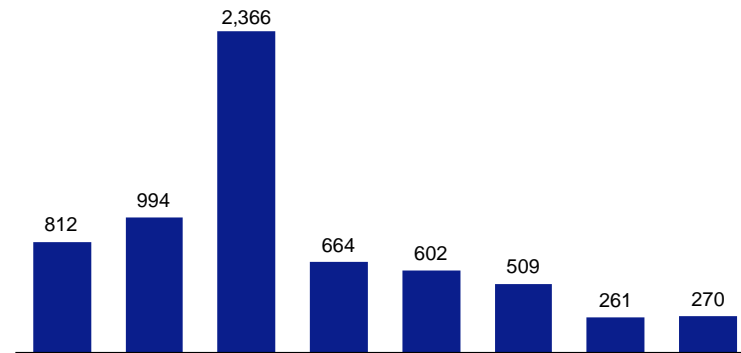


(% of total)

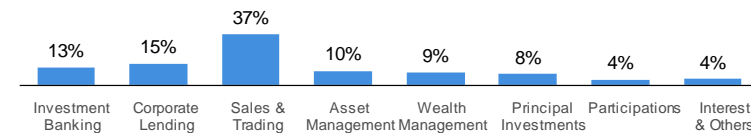


Nine-month period

Total Revenues = R\$6.5 billion
(R\$m)



(% of total)



ESG Developments

3Q 2020 update

Highlights

Credit portfolio achieved **R\$15.9 billion** exposure to companies operating in the Green Economy

New disbursements of **R\$3.7 billion** during the quarter

Structured a sustainable bond issuance in the local market, raising **R\$260 million** to finance the expansion of the water and sewage system in Brazil

Bookrunner of the **first transition issuance in the local market**, raising **R\$948 million** to finance investments that contribute with the transition to a low-carbon economy

Commitments

- Partnership with **BlackRocks**, an innovation and technology hub to accelerate Brazilian companies founded by black entrepreneurs
- Launch of **BTG Soma**, an initiative to accelerate NGOs, including civil society organizations
- **Development of a Green, Social and Sustainable Financing Framework** focused on financing eligible assets
- **Equator Principles** – Risk management framework, adopted by financial institutions, for determining, assessing and managing environmental and social risk in development projects
- Launch of our **Landscape Capital** strategy within our Timberland Investment Group focused on **climate change mitigation** based on investment in **forest restoration** and **sustainable forest management**

BTG Pactual Business Units



Section 1



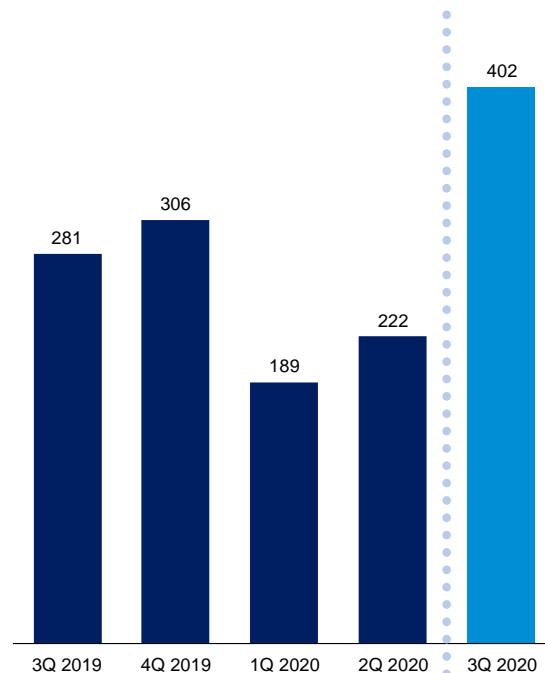
Investment Banking

Outstanding performance reaching record revenues in a quarter

Overview of 3Q 2020

- ECM had its best quarter ever, due to higher market activity in Brazil
- Significant performance in DCM, especially in the local market

Revenues (R\$ million)



Market Positioning Highlights
(3Q 2020)

ECM: #1 in number of transactions in Brazil and #2 in LatAm

M&A: #1 in number of transactions in Brazil and LatAm, #2 in volume of transactions in Brazil and LatAm

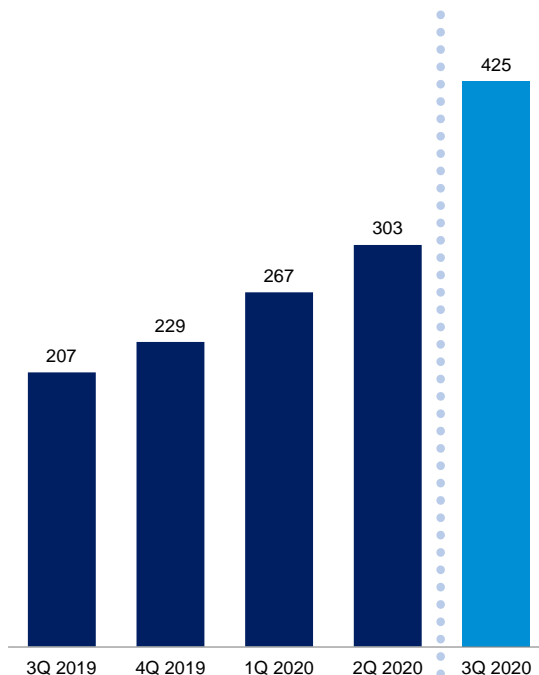
Corporate Lending

Outstanding revenues and market share growth focused on high quality credit portfolio

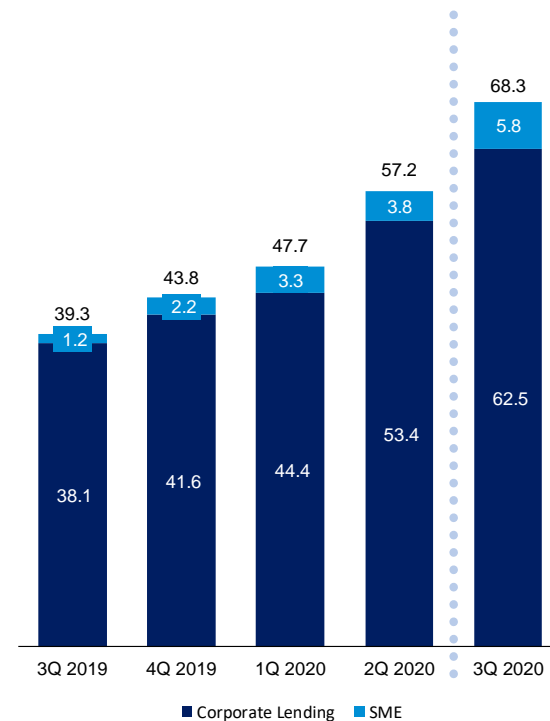
Overview of 3Q 2020

- Revenues from Corporate Lending increased 40.4% when compared to 2Q 2020
- Corporate Lending book increased 19.4% q-o-q and 73.9% y-o-y
- SME portfolio (digitally-originated supplier financing trades) reached R\$5.8bn

Revenues (R\$ million)



Corporate Lending Portfolio (R\$billion)



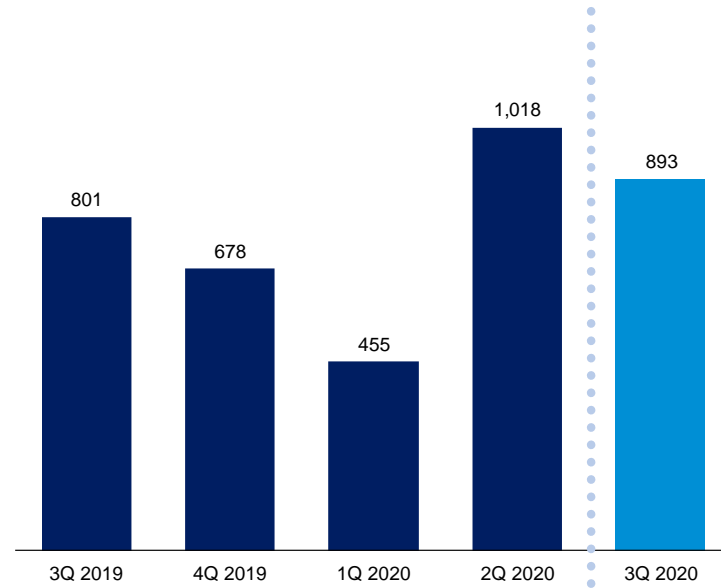
Sales & Trading

Solid performance in the period with positive contribution from every single desk

Overview of 3Q 2020

- Sales & Trading delivered revenues of R\$893.0 mn in 3Q 2020, mainly driven by Credit and Rates desks
- Strong contribution from client activities, which are in a growing trend y-o-y
- VaR levels were in line with historical average, with less intensive use of balance sheet (measured by risk density and capital requirements)

Revenues (R\$ million)



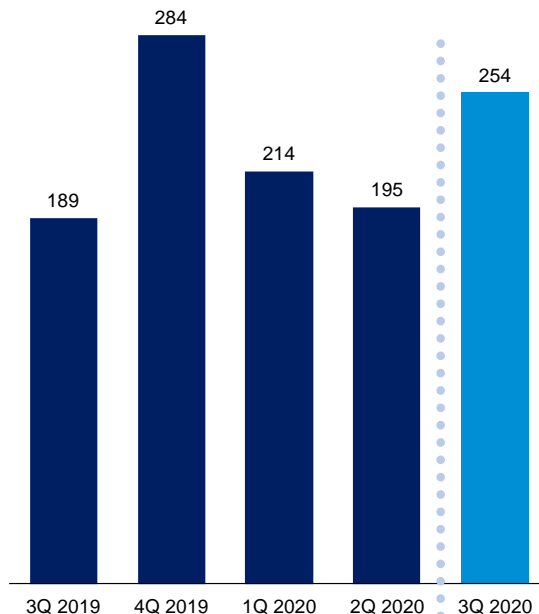
Asset Management

Significant net inflows and growing management fees at the back of increasing AuM/AuA

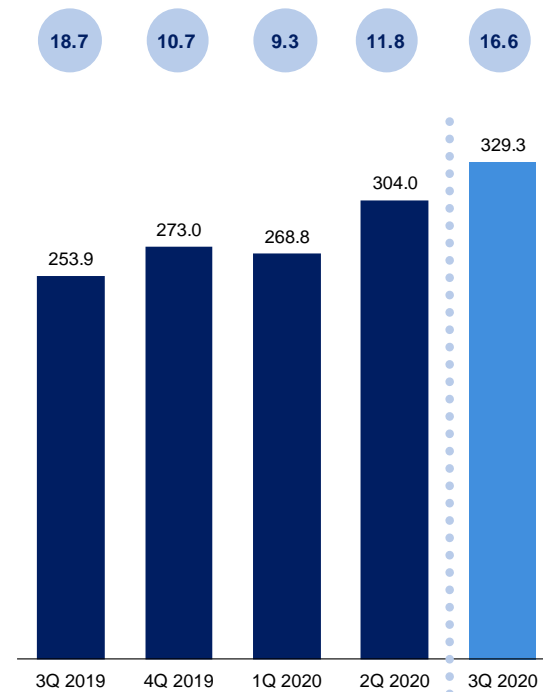
Overview of 3Q 2020

- Revenues of R\$254.5mn, a 30.4% increase q-o-q, composed mainly by management fees
- Substantial NNM of R\$16.6 bn, with inflows especially from Brazil FI & Equities Funds and Fund Services
- AuM/AuA increased 8.3% quarterly and 29.7% yearly

Revenues (R\$ million)



AuM and AuA (R\$billion)



Net New Money

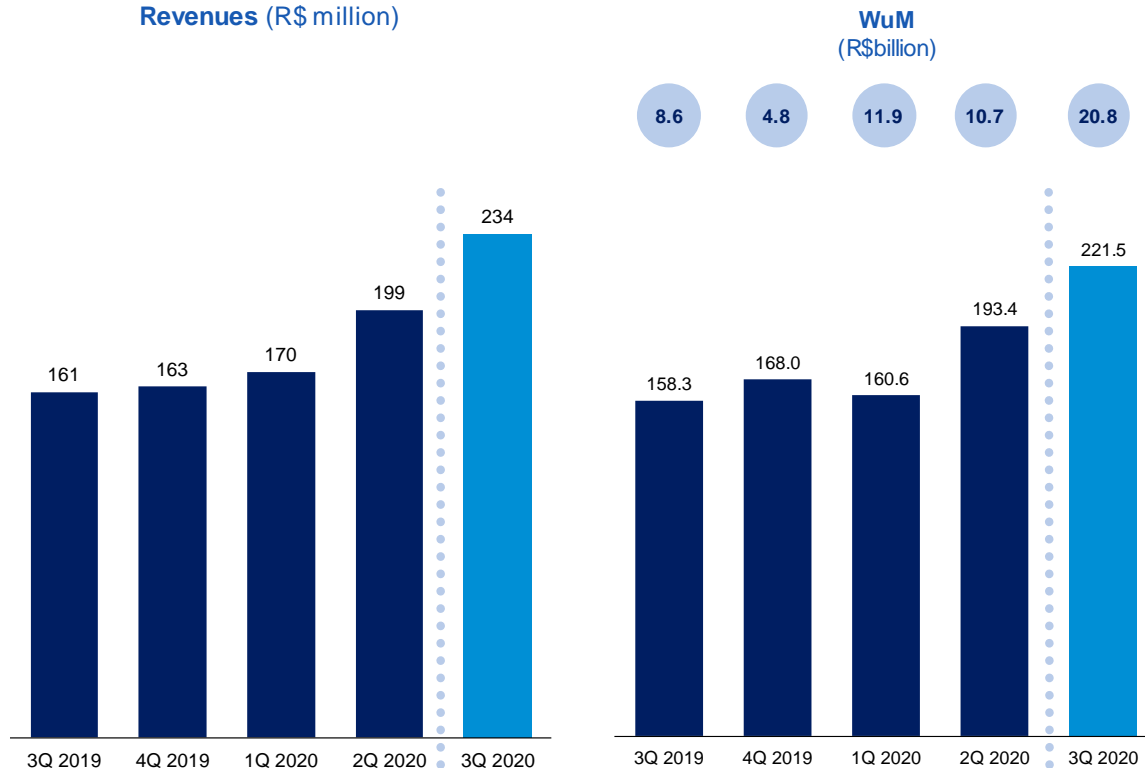
Wealth Management

All-time high revenues and net new money

Overview of 3Q 2020

- Record revenues of R\$233.9mn, up 17.8% q-o-q, boosted especially by higher levels of brokerage fees and trading activities
- Highest NNM for a quarter and nine-month period, achieving R\$20.8 bn and R\$43.3 bn, respectively
- BTG Pactual Digital continues to demonstrate strong growth capacity and a best-in-class operational environment
- Launch of our transactional banking services under BTG+
- Acquisition of Necton, a retail online equities broker⁽¹⁾

Revenues (R\$ million)



Net New Money

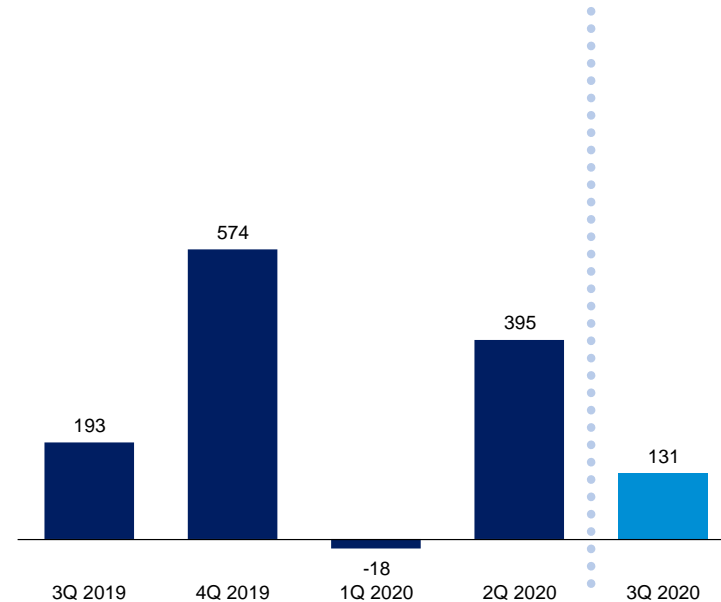
Principal Investments

Good overall performance during the quarter

Overview of 3Q 2020

- Revenues driven by positive market-to-market from investments, mainly from Eneva

Revenues (R\$ million)



Expenses



Section 2



Expenses and Main Ratios

Cost-to-income ratio at 44% and compensation ratio at 27%, both under control and in line with our historical averages

Highlights of 3Q 2020

- S&B increased 2.1% q-o-q, mostly due to new hires
- A&O increased 9.9% q-o-q
- Year to date Income tax in line with historical average

(in R\$ mm, unless stated)	Quarter		3Q 2020 % change to		Year to Date			
	3Q 2019	2Q 2020	3Q 2020	3Q 2019	2Q 2020	9M 2019	9M 2020	9M 2020 % change to 9M 2019
Bonus	(255)	(438)	(444)	74%	1%	(772)	(970)	26%
Salaries and benefits	(169)	(225)	(230)	36%	2%	(498)	(661)	33%
Administrative and other	(268)	(226)	(248)	-7%	10%	(698)	(746)	7%
Goodwill amortization	(39)	(15)	(11)	-73%	-31%	(114)	(38)	-67%
Tax charges, other than income tax	(126)	(132)	(152)	20%	15%	(298)	(356)	19%
Total operating expenses	(857)	(1,036)	(1,084)	26%	5%	(2,380)	(2,771)	16%
Normalized Cost to income ratio	39%	42%	44%			41%	43%	
Compensation ratio	19%	27%	27%			22%	25%	
Income tax and social contribution	(324)	(469)	(392)			(818)	(960)	17%
Effective income tax rate	24.4%	32.4%	28.1%			23.6%	25.9%	

Balance Sheet



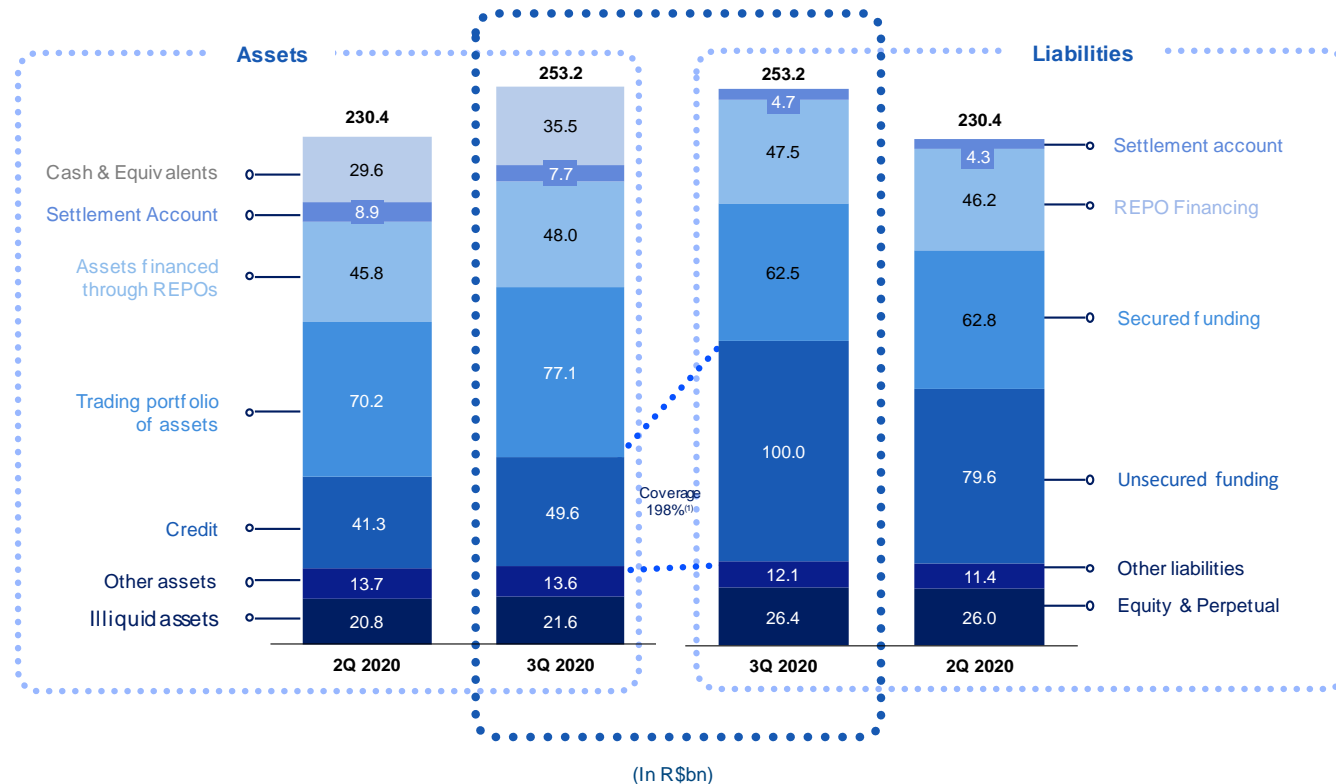
Section 3



Balance Sheet Analysis

Highlights of 3Q 2020

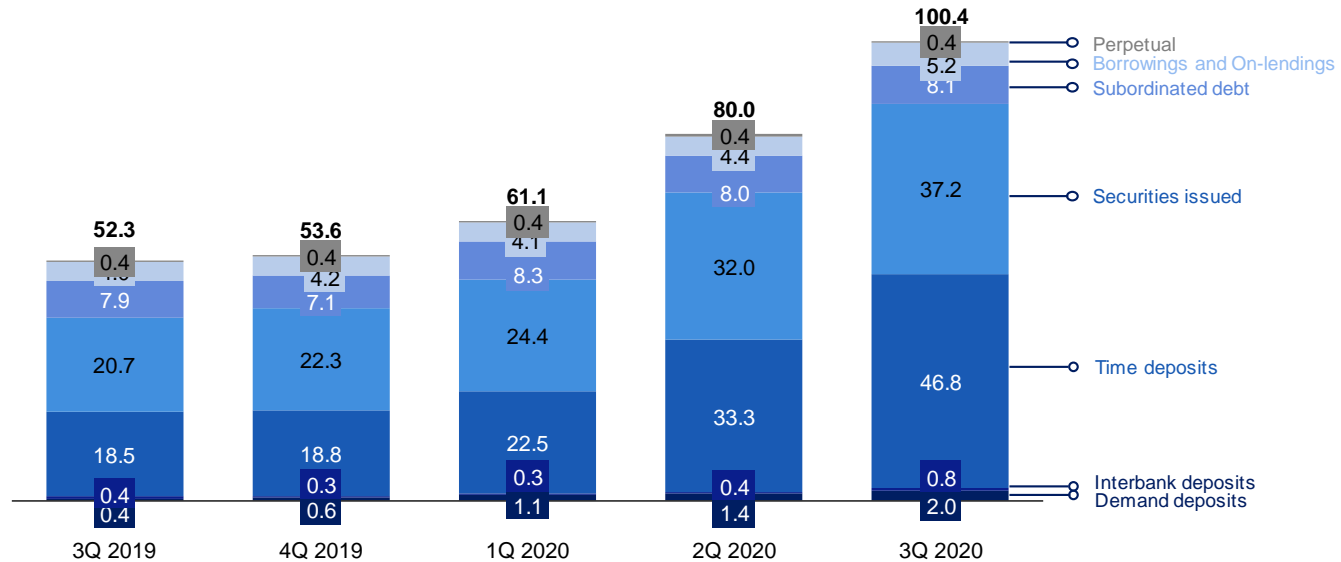
- Record high liquidity, with R\$35.5 bn cash and cash equivalents, and LCR at 214%
- Total assets (9.7x equity) posted nominal increase of 10%
- Despite growth in total assets, risk density (RWA/TA) and required capital on very comfortable levels
- Comfortable coverage ratio, unsecured funding base growth of 25.6% while on-balance credit portfolio increased 20.0%



Unsecured Funding Base

Unsecured Funding Base grew 25.5% (R\$20.4bn) compared to previous quarter

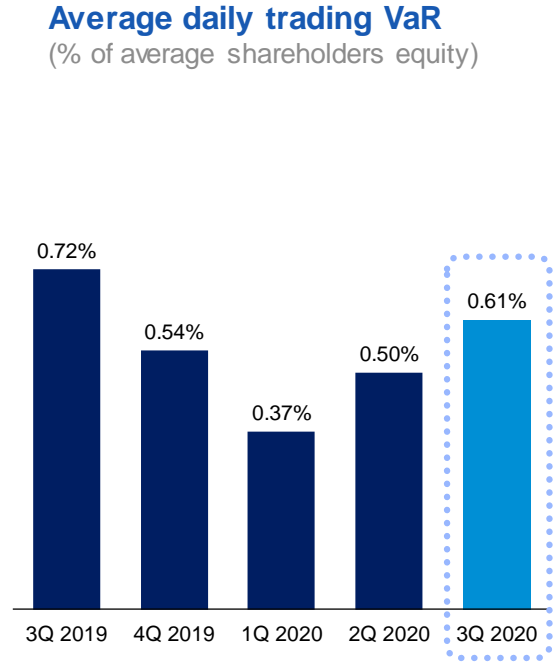
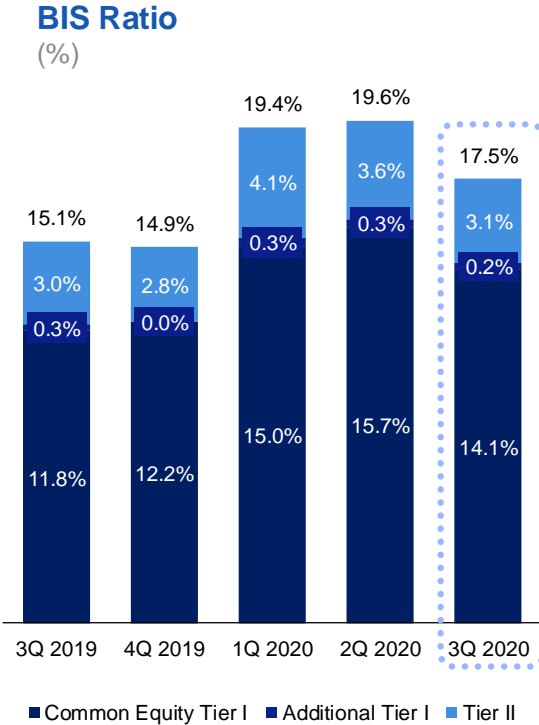
(In R\$bn)



BIS Ratio and VaR

BIS capital decreased to 17.5% at the end of 3Q 2020, with CET1 at 14.1%

Total average daily VaR increased but remained below LTM average



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