

# **BTG Pactual at-a-glance**













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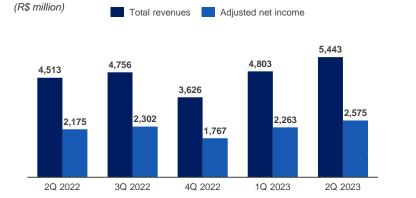


# **BTG Pactual at-a-glance**



Investment Banking	Corporate & SME Lending	Sales & Trading	Asset Management	Wealth Management & Consumer Banking	Participations	Principal Investments	Interest & Others
<ul><li>Financial Advisory (M&amp;A)</li><li>ECM</li><li>DCM</li></ul>	<ul> <li>Financing</li> <li>Structured</li> <li>Credit</li> <li>Letters of Credit</li> <li>BTG Empresas</li> </ul>	<ul> <li>Fixed Income</li> <li>FX</li> <li>Equities</li> <li>Insurance</li> <li>Energy</li> <li>Brokerage</li> <li>Credit</li> <li>Agricultural commodities</li> </ul>	<ul> <li>LatAm FI &amp; Eq.</li> <li>Alternative Investments</li> <li>Fund Services</li> <li>Global Hedge Funds</li> </ul>	<ul> <li>Investment Advisory</li> <li>Financial Planning to HNWI</li> <li>BTG Banking</li> <li>Empiricus</li> </ul>	<ul><li>Banco Pan</li><li>Too Seguros</li><li>EFG</li></ul>	<ul> <li>Investments in asset management funds</li> <li>Legacy PE Investments</li> </ul>	<ul> <li>Interest on capital</li> </ul>

#### **Net Revenues and Net Income**



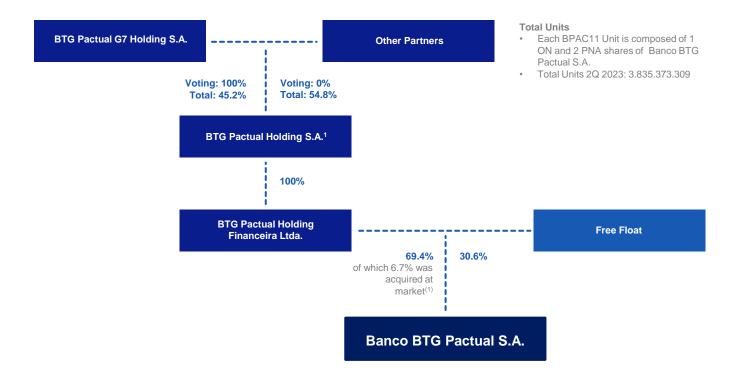
### Highlights<sup>(2)</sup>

	2022	6M 2023
Total Assets	<b>R\$450.6 bn</b> (US\$86.4bn)	<b>R\$474.6 bn</b> (US\$98.5bn)
Shareholders' Equity	<b>R\$42.4 bn</b> (US\$8.1 bn)	<b>R\$46.7 bn</b> (US\$9.7 bn)
Revenues	<b>R\$17.2 bn</b> (US\$3.3 bn)	<b>R\$10.2 bn</b> (US\$2.1 bn)
Adjusted Net Income	<b>R\$8.3 bn</b> (US\$1.6 bn)	<b>R\$4.8 bn</b> (US\$1.0 bn)
AuM/AuA	<b>R\$707.3 bn</b> (US\$135.6 bn)	<b>R\$767.8 bn</b> (US\$159.3 bn)
WuM	<b>R\$546.5 bn</b> (US\$104.7 bn)	<b>R\$630.2 bn</b> (US\$130.8 bn)

Note:

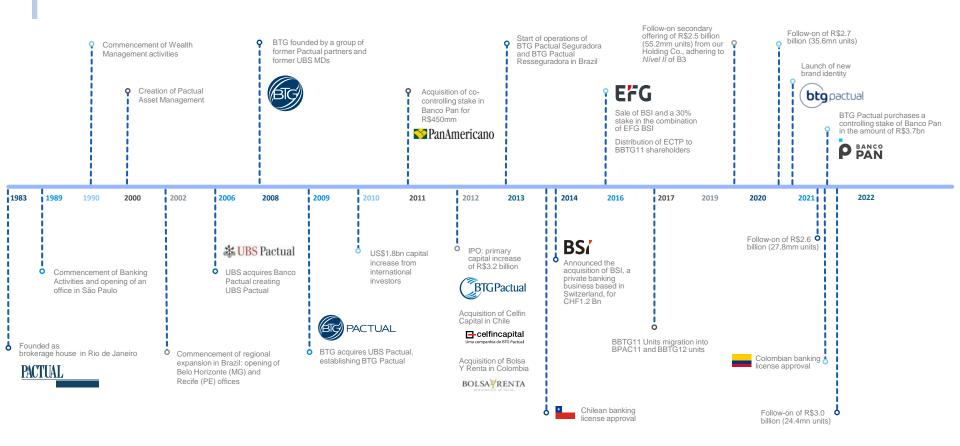
## **Summarized shareholder structure**





# **BTG Pactual history**

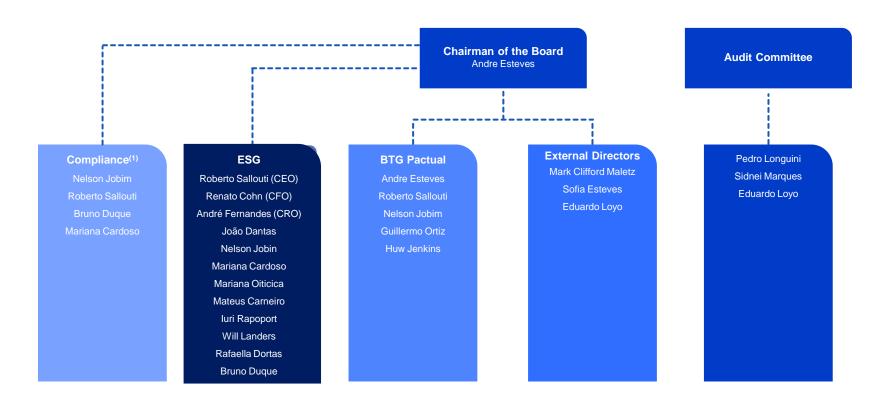






# **Organizational chart and main executives**

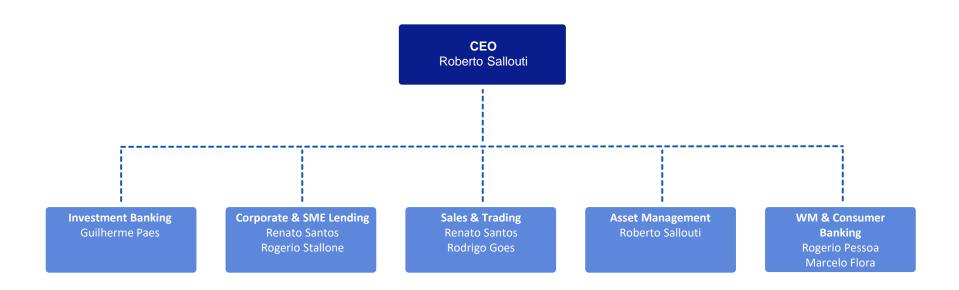
**Board Members Elected** 





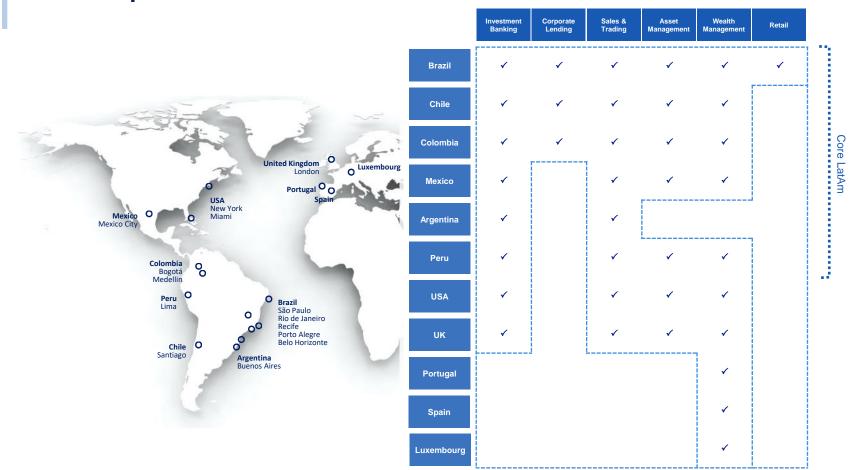
# **Organizational chart and main executives**

**Main Executives** 





# **Dominant presence in Latin America**







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Our goals for 2025

# More than just a financial advisor, BTG Pactual aims to advise clients on ESG and climate agendas



# Assist LatAm clients in the transition to a sustainable low-carbon economy

- 10x the volume of ESG bonds issued in 2020
- Offer ESG planning for all ECM transactions and engage with Wealth Management Clients on their investment decisions
- · Educate 50% of our Single-Family Offices
- Develop new products to generate positive impact and mitigate the effects of climate change



# BTG Pactual as a reference on climate change advisory in LatAm

- Report our financed CO<sup>2</sup> emissions from credit and Asset Management
- Engage corporate and IB clients in the Oil & Gas and Energy sectors in issues related to climate change
- Foster the development of the clean energy market



# Provide credit and foster sustainable practices in the SME segment

- Advise and engage SME customers in ESG aspects
- Democratize access to financial products and services

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**Commitments, ratings and awards** 

## **Commitments & Memberships Green Bond** 2022 Taskforce on Nature-related BRAZILIAN COALITION **Financial Disclosures** CFO COALITION PCAF Partnership for Carbon Accounting Financials 2021 **EQUATOR Operating Principles for** Impact Management PRINCIPLES FOR RESPONSIBLE BANKING **ICGN** GIIN nternational Corporate Governance Network 2020 WE SUPPORT 2015

### **Indexes & Ratings** ISEB3 MSCI (1) **SUSTAINALYTICS** ICO<sub>2</sub>B<sub>3</sub> **ISS ESG⊳ Awards** 2021 2022 2023 Environmental Finance IMPACT IMPACT Awards 2022 Awards 2021 Winner Winner GIOBAL FINANCE Impact initiative of the Investment team of the year - Latin America

Investment

2022 Winner

ESG investment initiative of the year

Awards

Institutional Investor

Best ESG Team LatAm

WORLD FINANCE

2 0 2 3

Most

Sustainable

Bank Brazil

Institutional Investor

Best ESG

Team Brazil &

LatAm

IMPACT

Awards 2022

the year: Latin America and Caribbean

Winner



### Fully incorporated into our culture







un US\$ 300mn ement Financing Agreem

<sup>\*\*</sup> 409mn



9.2bn

69.50%

### **Unsecured Funding | Sustainable Issuances**

In 2022, we expanded the number of sustainable issuances and completed the allocation of our first two green debts, publishing our second Green Financing Report. At the end of the second quarter 2023, our sustainable issuances amount totaled R\$6.1 billion within our Unsecured Funding base.

### Programa de Captação Sustentável

Our *Programa de Captação Sustentável* (Sustainable Financing Program) is the first initiative of its kind in LatAm, through which we reached R\$400 million of sustainable deposits (Bank Deposit Certificates and Letters of Credit) in 2Q23.

### **Small & Medium Enterprises**

SMEs have a strong social impact in Brazil as they represent almost 90% of local companies and are the biggest source of job creation. BTG Pactual positively impacts SMEs in different Brazilian regions by offering cheaper and more flexible products and services. As of 2Q 2023, our SME Lending Portfolio added up to R\$ 14.9 billion.

### **Eligible Corporate Lending Portfolio**

In 2Q 2023, R\$9.2billion of our Corporate & SME Lending portfolio was eligible for our Sustainable Financing Framework.

### **Corporate & SME Lending | Framework ESG**

69.5% of the Corporate & SME Lending Portfolio has a social, environmental and climate risk analysis based on international best practices, leaded by the ESG team. We enforce IFC Performance Standards since 2015 for every transaction larger than US\$30 million.

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Fully incorporated into our culture

13.3bn



<sup>rs</sup> 760mn



### **Sustainable Finance | DCM Issuances**

BTG Pactual has been actively working to promote the sustainable finance market in Latin America, through coordination, placement and advisory on public and private green, social, sustainable and sustainability-linked offers. As of 2Q 2023, we have already contributed to the structuring and distribution of US\$ 13.3 billion in labeled issuances since 2016.

#### **ESG Committee**

The ESG committee is chaired by the CEO of BTG Pactual and composed of c-levels from the BTGP. The committee supports the Board of Directors in the performance of its duties related to ESG matters within BTG Pactual's Prudential Conglomerate, as well as to assess potential impacts on the image and reputation of subsidiaries. The ESG theme is also monitored by the Risk and Capital and Audit committees.

### **Impact Investing Strategy**

As a result of our initiative to connect global investors to sustainable and impact investing opportunities, we are increasingly developing such strategies in asset management. In addition to the Impact Investing Fund closed in 2021, we have launched our Venture Debt Fund I and II in Chile, our ESG EM Bond Fund and our *Crédito Corporativo ESG RF IS*, reaching R\$ 760 million of AuM in such strategies, as of 2Q23.

### **Timberland Investment Group**

TIG is a division within BTG Pactual Asset Management. It is one of the world's largest forest investment management firms, with US\$ 5.0 billion in assets under management and more than 1.2 million hectares under its administration. Focused on gaining returns on attractive investments with high standards of environmental and social governance, TIG has more than 40 years of experience in the area.

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2Q 2023



### **Recent Awards**

#### Global Finance - The Innovators Awards 2023

Top Financial Innovations: Sustainability/ESG - for being the lead coordinator bank of the first blue bond transaction in Brazil, issued in Nov/22

#### Global Finance - the Sustainable Finance Awards

- Outstanding Leadership in Sustainable Finance, in Sustainable Bonds and in Sustainability Transparency in LatAm
- Outstanding Sustainable Financing in Emerging Markets
- Sustainable Finance Leadership in Brazil

#### Institutional Investors

Best ESG Research team in LatAm and Brazil

### **World Finance Banking Awards**

Most Sustainable Bank of Brazil









## **Recent Achievements**

#### Acquisition of a minority stake in Systemica

 Systemica is a Brazilian company that structures, develops and commercializes carbon projects and other environmental assets. The purpose of the transaction is to contribute to a transition economy and join efforts to promote carbon markets.

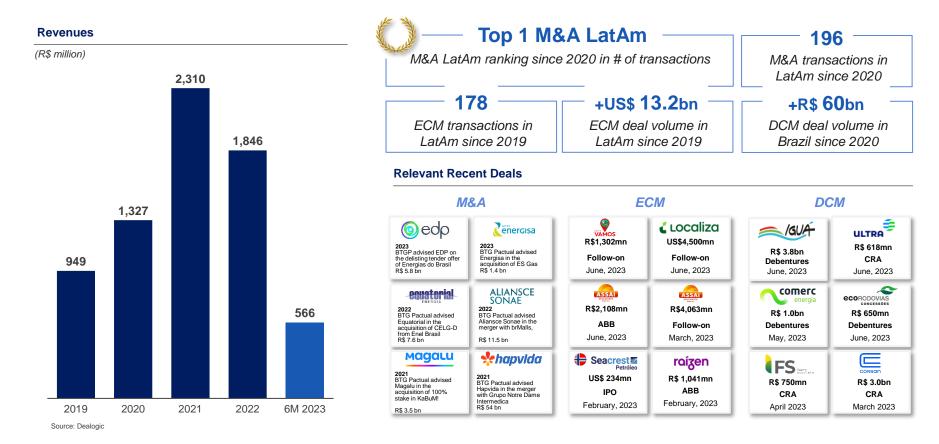
#### **ESG-labeled DCM issuances**

We structured and distributed US\$ 1.1 billion during the quarter in green and sustainable bonds.





## **Leading Investment Banking franchise in Latin America**



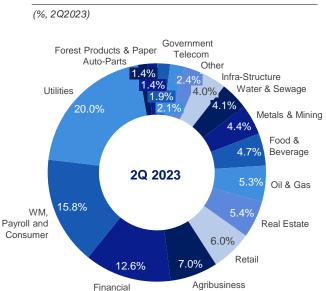
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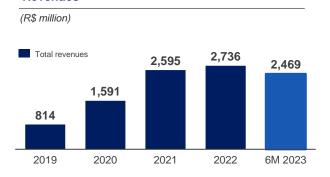
## **Corporate & SME Lending with broad opportunities**

### Financing and loan guarantees to corporations in Latin America

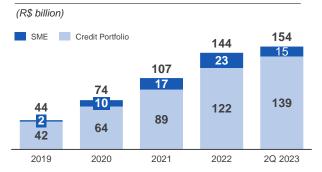
### Corporate Lending Portfolio by Industry<sup>(1)</sup>



#### Revenues



#### **Corporate & SME Lending Portfolio**



## **Main Highlights**

- Integrated origination platform
- Anticipation of demand and needs of our clients
- Partners actively involved in credit and risk analysis
- Cross-selling with IBD, Wealth
   Management and FICC distribution desk

### Main booking areas

- High Grade Credit Desk: tailored credit solutions for large corporations
- Special Situations: diversified range of strategies (Corporate solutions, NPLs, Legal Claims and others)
- SME Lending: digitally-originated supplier financing portfolio and credit card receivables

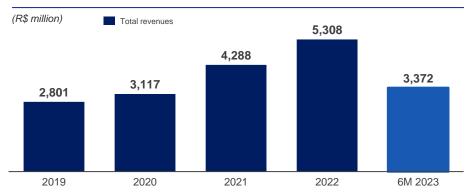
#### Notes

<sup>(1)</sup> Does not include Banco Pan Loan Portfolio and includes off balance sheet items (loans, debentures, CRIs, FIDCs, FIPs, TDs, corporate bonds, letter of credit, commitments and others) (2) As of June 30, 2023

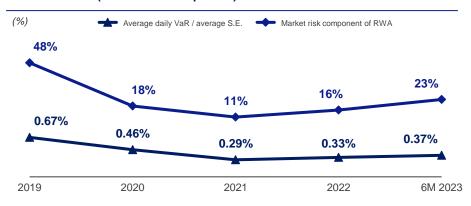
# Sales & Trading: growth based on broader client franchise, diversification and lower risk



#### Revenues



### VaR and RWA (market risk component)



### Institutional Investor

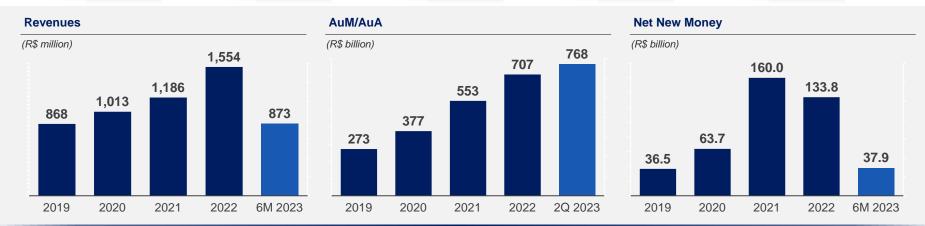
Institutional investor	2023	2022	2021
Research LatAm	10	10)	10)
Corporate Access LatAm	10	19	10)
Trading LatAm	10	10	19
Sales LatAm	10)	10	10
Research Brazil	10)	10)	10
Sales Brazil	10)	19	(10)





## Leader in Asset Management and fund services in Latam

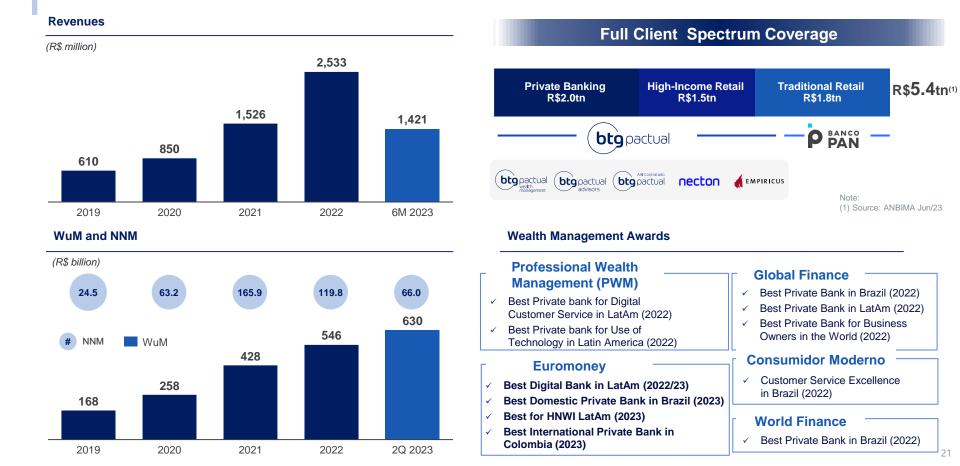




R\$768 billion in assets, with a complete range of both traditional and alternative investment products

# Wealth Management & Consumer Banking: increased net inflows with record revenue generation



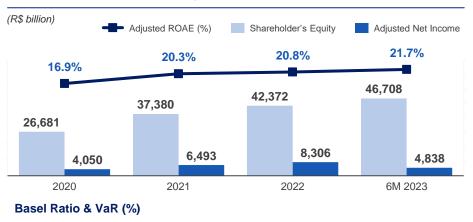


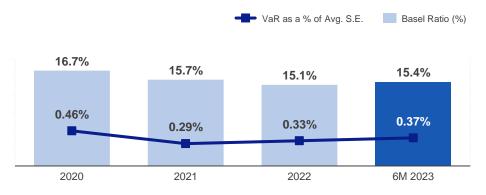


# Track record of strong, controlled and profitable growth, built on top of a fortress balance sheet



### Net Income, Shareholder's Equity, ROAE





### Net Income, Shareholder's Equity, ROAE

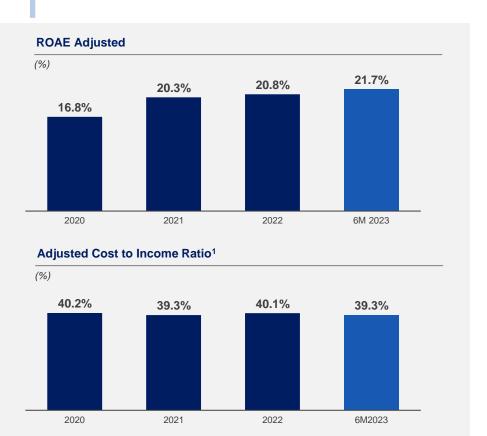
- Strong and consistent ROAE across economic cycles
- Solid profitability
- Strong capitalization

### **Basel Ratio & VaR**

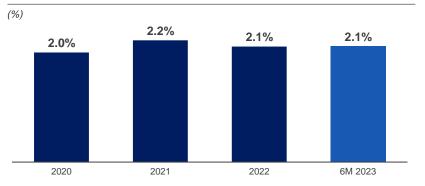
- Excellence in risk management, proven in extremely adverse market conditions
- Declining risk allocation despite increasing Sales & Trading revenues

# **Industry-leading operating and profitability metrics**

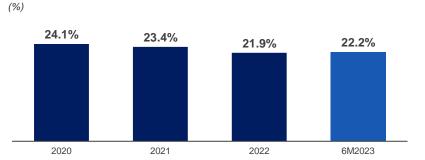




### **Adjusted ROAA**



### Compensation Ratio<sup>2</sup>



# **Rating summary**



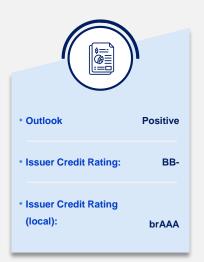
# Moody's

# **Fitch** Ratings

# **S&P Global** Ratings











# 2Q 2023 Highlights



All-time high net income supported by another quarter of record revenues combined with increasing operational leverage



Strong net new money of R\$61 billion led us to a total AuM/WuM of R\$1.4 trillion



Sales & Trading posted outstanding results due to higher client activity and efficient risk allocation



Adjusted ROAE of 22.7%, after impact of Banco Pan's credit portfolio acquisition. Without this impact, Q2 ROAE would have been 25.2%

# All-time high net income supported by another quarter of record revenues



### **Total Revenues**

(R\$)

5.4bn 21% y-o-y growth

1Q 23 4.8bn 2Q 22 4.5bn LTM 2Q23 18.6bn

### **Net Income**

(R\$)

2.6bn

18% y-o-y growth

1Q 23 2.3bn 2Q 22 2.2bn LTM 2Q23 8.9bn Adj. ROAE

22.7%

2Q 2023

1Q 23 20.9% 2Q 22 21.6%

LTM 2Q23 20.2%

# Strong net new money of R\$61 billion led us to a total AuM/WuM of R\$1.4 trillion



## **Net New Money**

(R\$)

61bn

1Q 23 43bn 2Q 22 71bn LTM 2Q23 235bn

### WuM

(R\$)

36%

y-o-y growth

2Q 23 630bn 1Q 23 568bn 2Q 22 463bn

## AuM/AuA

(R\$)

**27%**y-o-y growth

2Q 23 768bn1Q 23 717bn2Q 22 605bn

# Continuous funding expansion supports our high-quality credit portfolio growth



## **Unsecured Funding**

(R\$)

10%

y-o-y growth

2Q 23 182bn 1Q 23 178bn 2Q 22 165bn

## **Basel Ratio**

15.4%

2Q 2023

Iotal Net Equity	
2Q 23	47bn
1Q 23	44bn
2Q 22	41bn

Corporate and SME Portfolio (R\$)

31%

y-o-y growth

	Total	SME
2Q 23	154bn	15bn
1Q 23	143bn	15bn
2Q 22	118bn	20bn

# **Performance Summary**

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2Q 2023

Record quarterly revenues and net income with adjusted ROAE of 22.7%



Total revenues of R\$5,443mn and adj. net income<sup>(1)</sup> of R\$2,575mn

- Adj. ROAE<sup>(1,2)</sup>: 22.7%
- Adj. net income per unit<sup>(1)</sup>: R\$0.68
- Acc. net income: R\$2,441mn

2

Adjusted cost-to-income<sup>3</sup> in line with past quarter and below historical average

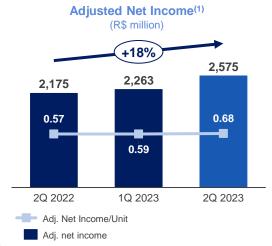
- Adj. cost-to-income ratio<sup>(3)</sup>: 39.3%
- Compensation ratio: 22.4%

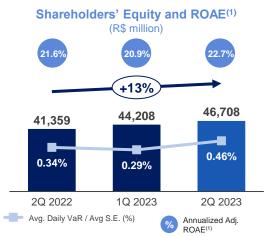
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Total assets were R\$474.6bn, BIS ratio was 15.4% and shareholders' equity reached R\$46.7bn

 Average VaR was 0.46% of average adj. shareholders' equity







#### Notes:

- (1) Balance sheet data as of the end of the period
- (2) Annualized adjusted ROAE and net income per unit uses adjusted net income as the basis for the calculations
- (3) Adjusted cost-to-income excludes only goodwill amortization

# **Performance Summary**



### First Half 2023

Best half year performance ever delivering 21.7% ROAE



Total revenues of R\$10,246mn and adj. net income<sup>(1)</sup> of R\$4,838mn

- Adj. ROAE<sup>(1,2)</sup>: 21.7%
- Adj. net income per unit<sup>(1)</sup>: R\$1.27
- Acc. net income: R\$4,574mn



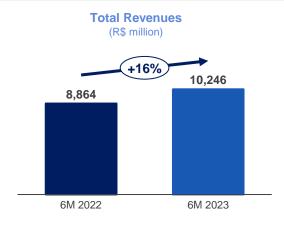
Adjusted cost-to-income<sup>3</sup> in line while increasing client franchise revenues

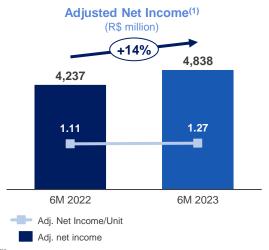
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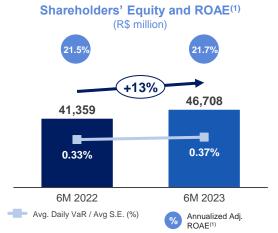


Shareholders' Equity increased 13% y-o-y and ended the semester at R\$46.7bn

 Average daily VaR was 0.37% of average shareholders' equity, still a conservative level







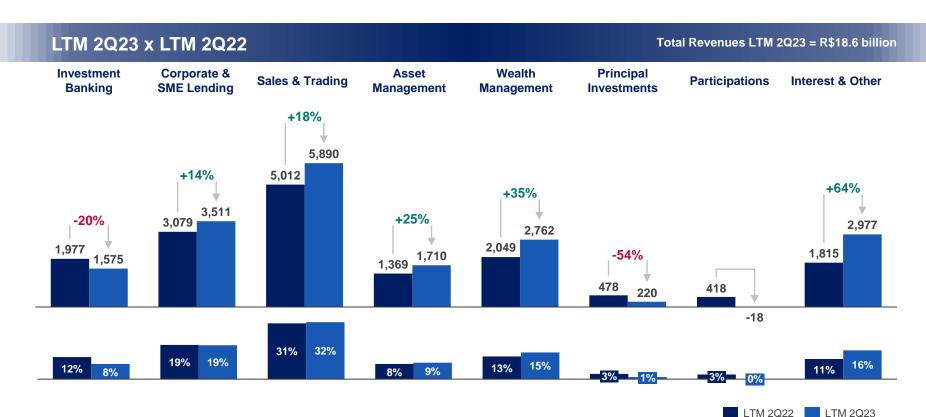
#### Notes:

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- (2) Annualized adjusted ROAE and net income per unit uses adjusted net income as the basis for the calculations
- (3) Adjusted cost-to-income excludes only goodwill amortization



## Revenue breakdown by business unit

Another quarter of record revenues in a challenging environment, proving the resilience of our businesses



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# **Expenses and Main Ratios**

We continue to gain operational leverage with expenses under control

## **Highlights of 2Q 2023**

Total operating expenses increased 12.4% in the quarter as a result of higher bonus provision

S&B and A&O expenses remained under control, slightly increasing 1.1% and 4.1% respectively in the quarter

Effective income tax rate remained stable at of 20.1% and was impacted by JCP provision and favorable revenue mix

## Adjusted cost-to-income ratio<sup>(1)</sup> at 39.3% and compensation ratio of 22.4%

(R\$ million)

	Quarter			2Q 2023 % change to		Year to Date		6M 2023 % change to
(in R\$ mm, unless stated)	2Q 2022	1Q 2023	2Q 2023	2Q 2022	1Q 2023	6M 2022	6M 2023	6M 2022
Bonus	(535)	(525)	(681)	27%	30%	(1,081)	(1,206)	12%
Salaries and benefits	(441)	(530)	(536)	22%	1%	(878)	(1,065)	21%
Administrative and other	(540)	(600)	(625)	16%	4%	(1,016)	(1,224)	21%
Goodwill amortization	(197)	(233)	(246)	25%	5%	(410)	(478)	17%
Tax charges, other than income tax	(231)	(235)	(299)	30%	27%	(469)	(534)	14%
Total operating expenses	(1,943)	(2,122)	(2,386)	23%	12%	(3,854)	(4,508)	17%
Adjusted cost to income ratio	39%	39%	39%			39%	39%	
Compensation ratio	22%	22%	22%			22%	22%	
Income tax and social contribution	(502)	(547)	(615)			(1,000)	(1,163)	16%
Effective income tax rate	19.6%	20.4%	20.1%			20.0%	20.3%	

## **Balance Sheet Analysis**



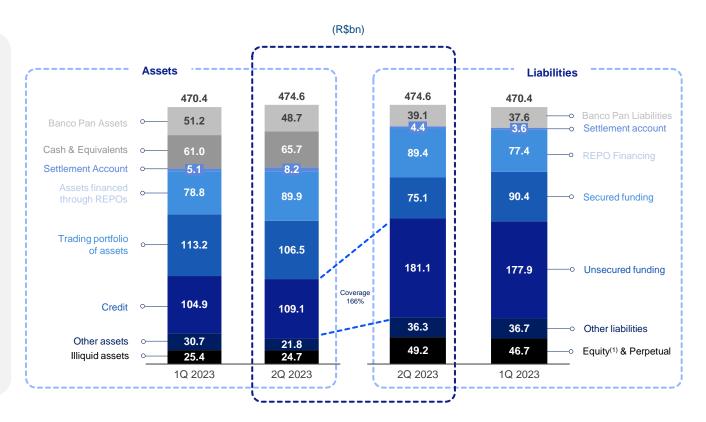
## Highlights of 2Q 2023

Total assets (9.6x equity<sup>1</sup>) marginally increased 0.9% q-o-q

Increasing liquidity levels, with R\$65.7bn of cash and cash equivalents (1.4x our Net Equity), resulting in a LCR of 157%

Coverage ratio at 166% as our funding base grew in line with the credit portfolio expansion

Corporate & SME Lending Portfolio represents 3.3x Net Equity



# **Unsecured Funding Base**



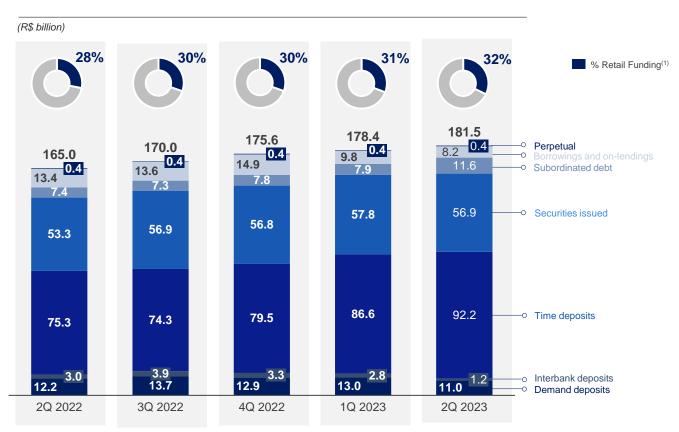
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## **Highlights of 2Q 2023**

Strong expansion of our retail base, reaching 32.1% considering Banco Pan's funding base

Consistent growth of funding base in the quarter (+1.8%) despite strong US dollar depreciation versus the Brazilian real

In June we successfully issued BTGP commodities 10yr subordinated CRA, totaling R\$3.5bn



Note:

(1) Includes Banco Pan's funding base

## **BIS Ratio and VaR**



## Highlights of 2Q 2023

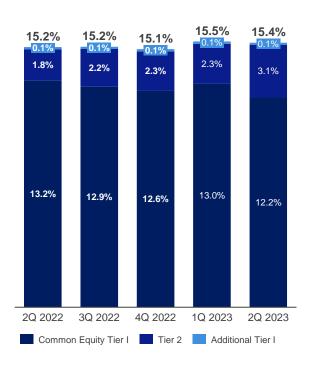
BIS capital ratio ended the quarter at 15.4%, with CET1 at 12.2%

Since July 1<sup>st</sup> our Basel Ratio increased 79bps due to new RWA regulation

As a % of average net equity, our total average daily VaR increased to 0.46% in line with the increase in market risk

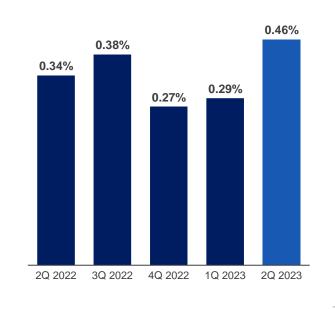
### **BIS Ratio**

(%)



### Average daily trading VaR

(% of average shareholders equity)



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