

Earnings

3Q 24



For further info
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for MD&A 3Q24





Generating value from the execution of our corporate strategy

Adjusted Net Income

9M24

R\$ 28.3
billion

+8.4% 9M24/9M23

3Q24

R\$ 9.5
billion

+8.3% 3Q24/3Q23

ROE 9M24

21.5%

Value Added to Society

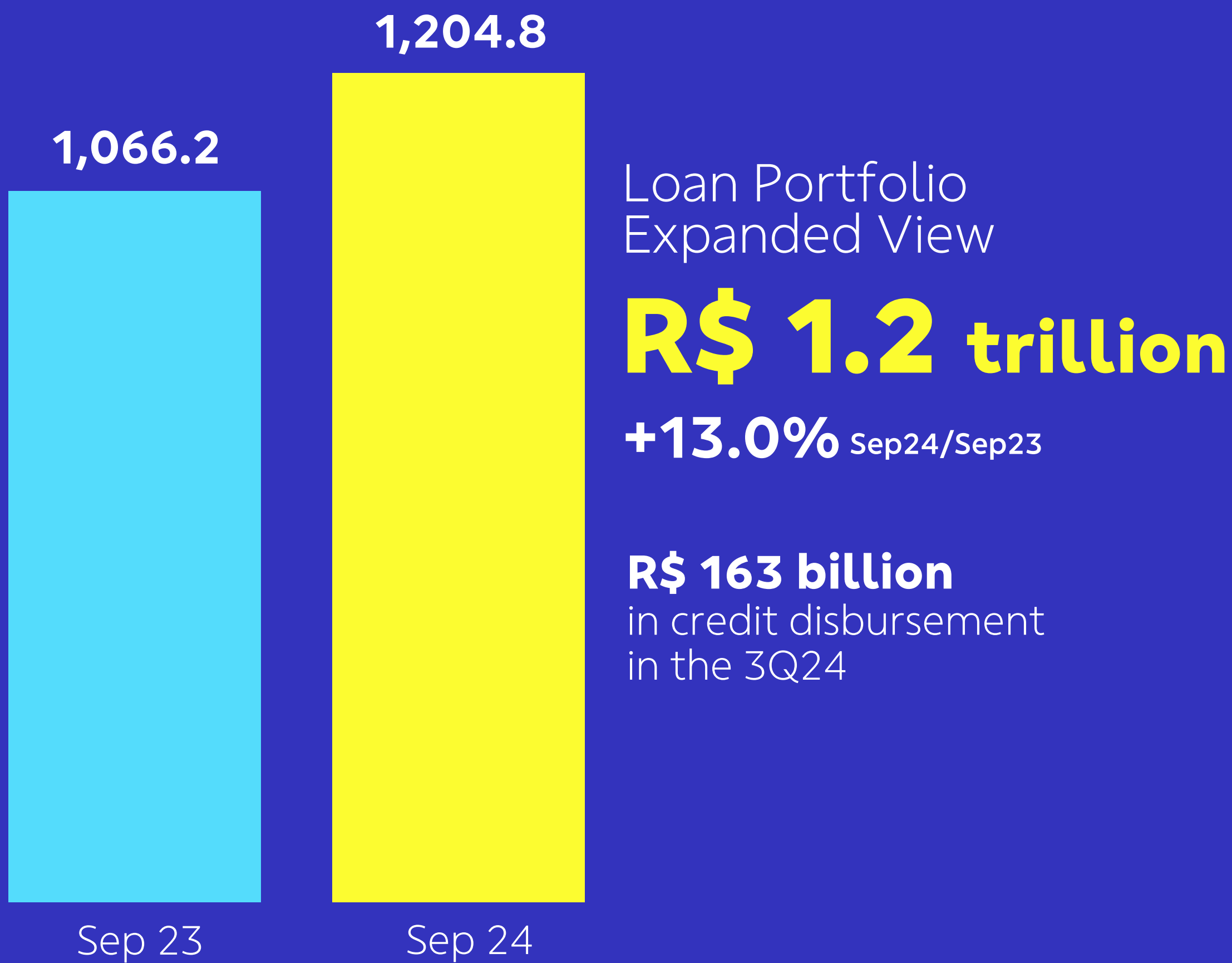
9M24

R\$ 63.4
billion

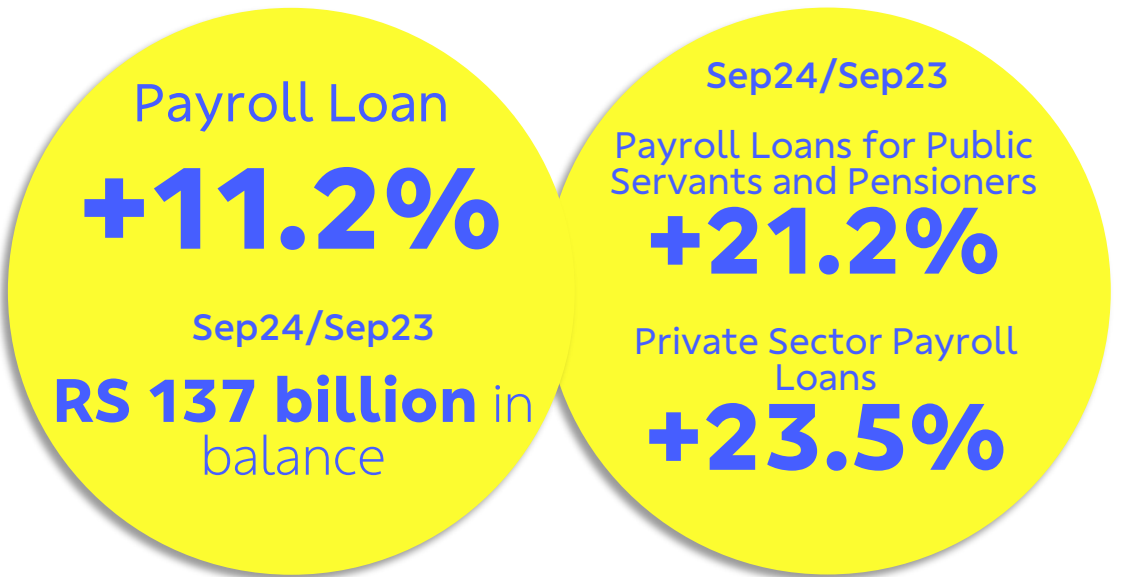
3Q24

R\$ 20.5
billion

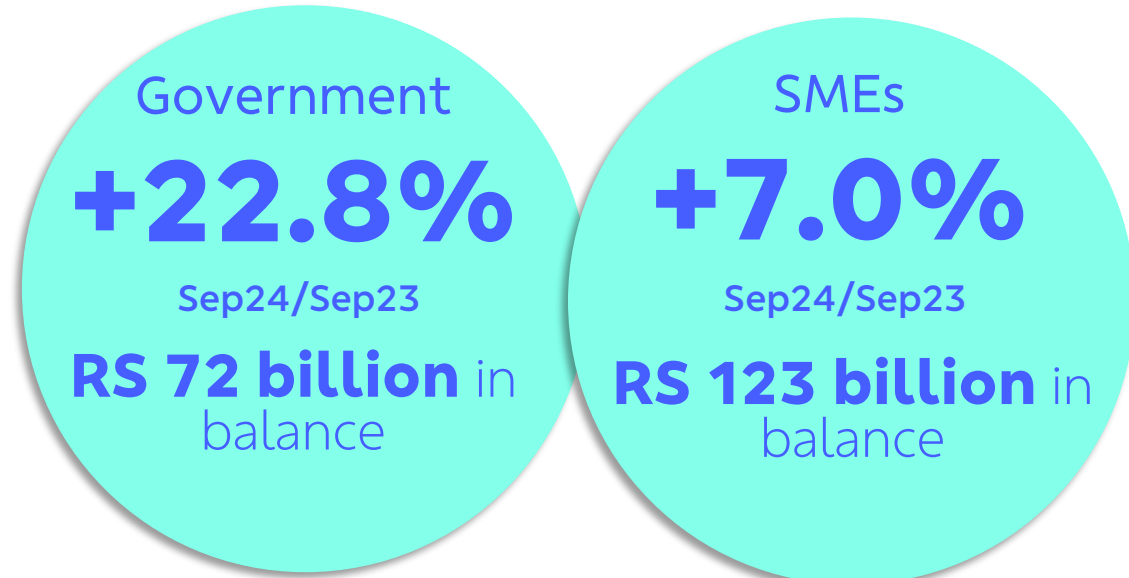
Robust Growth of the Loan Portfolio



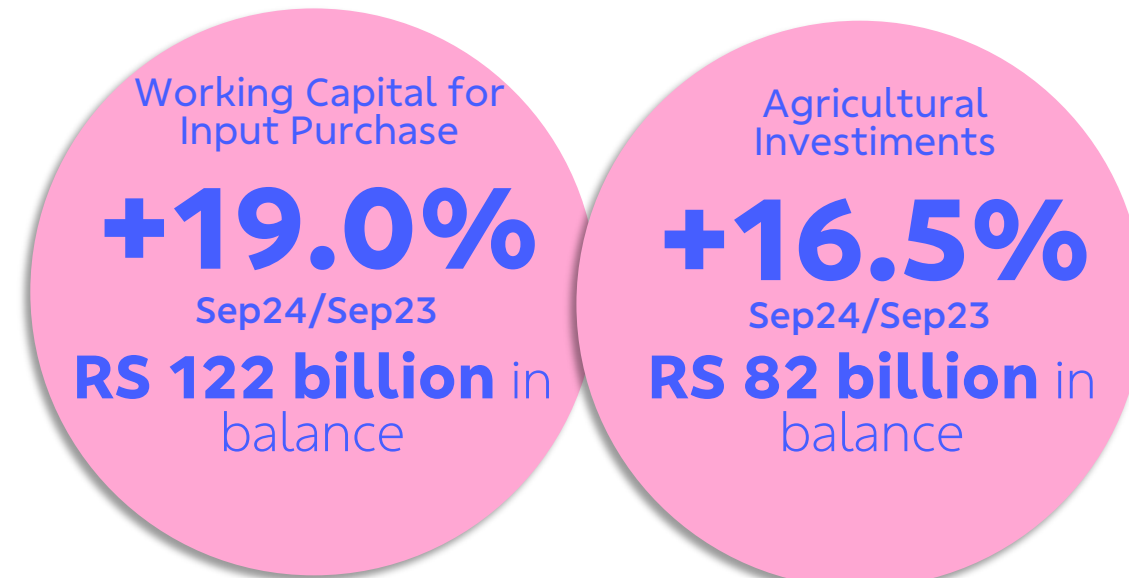
Individuals
R\$ 328.3 billion
+7.9% Sep24/Sep23



Companies
R\$ 421.6 billion
+13.5% Sep24/Sep23



Agribusiness
R\$ 386.6 billion
+13.7% Sep24/Sep23



Always close and relevant to the rural producer's life

NPL +90d
1.97% +65 bps over Jun/24

Concentration in soybean cultivation and the Midwest region

Factors that have influenced the current scenario:

Production Costs

Commodity prices

Occurrence of **climatic events**

Initiatives in progress



Technical and qualified support



Extensions:

R\$ 38.1 billion in balance (sep 24)
+79.4% over dec 23



Diversified credit for crops and regions financed



Collection and Recovery

Agribusiness is strong and resilient:

Food security

On the road to the biggest crop in history

Cultures with improved prices and margins

Climate neutrality for the coming months

Increased productivity with new technologies and sustainable agriculture

Crop Plan 24/25

R\$ 260 billion
available

R\$ 97 billion
Disbursed until Nov 04th

45%

Increase in disbursement share





A bank for each customer

Hyperpersonalization

386 million of monthly business referrals

CRM 360° View

475 million contacts

Permanent evolution of relationship models

20 years of quality in **high-income** relationships

ESTILO

Specialized customer service in niches such as **Investors**

The largest high-income network in Brazil

PRIVATE

Private operations with the **largest capillarity** in the market

AuM growth higher than the market in the 3Q24

70%

of the Individuals loans disbursements in the 9M24 was to approached customers

Managed customers have profitability **9.7 times higher**

Leader in sustainability and in promoting ESG business and practices

Sustainable Portfolio

R\$ 369.6 billion

+9.1% Sep24/Sep23

31%

of BB's loan portfolio is sustainable

ESG Guidance
Sustainable Loan Portfolio

2024

9% to 13%

Sustainable funding

+ of R\$ 36 billion in the last 36 months for investment in sustainable projects

Promoting the Bioeconomy

R\$ 1.4 billion in bioeconomy projects in the legal Amazon: +30% in 6 months

ESG New business

- Carbon Credit
- Sustainable Agriculture and Livestock
- Recovery of degraded areas



We all care

Sustainability, Culture and Technology Initiatives

Mobilize, understand, give voice to and care for those who care





Earnings Highlights

9M24

Adjusted Net Income	28.3 R\$ billion	+8.4% 9M24/9M23
Net Interest Income	77.2 R\$ billion	+13.9% 9M24/9M23
Fee Income	26.3 R\$ billion	+4.8% 9M24/9M23
Administrative Expenses	(27.5) R\$ billion	+4.9% 9M24/9M23
Loan Portfolio Expanded View	1,204.8 R\$ billion	+13.0% Sep24/Sep23

NPL
+90d
3.33%
Sep/24

Cost-to-Income
Ratio 12m
25.4%

CET1
11.77%
Sep/24

Adjusted Net Income

R\$ billion

ROE
%

21.3	21.6	21.1
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+8.3%

+0.1%

8.8

9.5

9.5

3Q23

2Q24

3Q24

21.3

21.5

+8.4%

26.1

28.3

9M23

9M24

Observed in 9M24

R\$ 28.3 bn

2024
Guidance

R\$ 37 to 40 bn



Net Interest Income

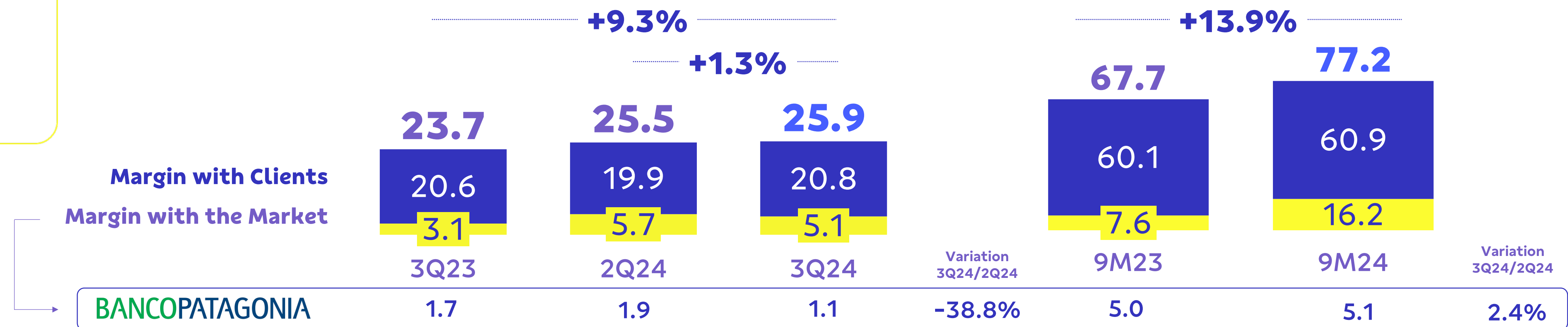
R\$ billion

Observed in 9M24

13.9%

2024
Guidance

10% to 13%



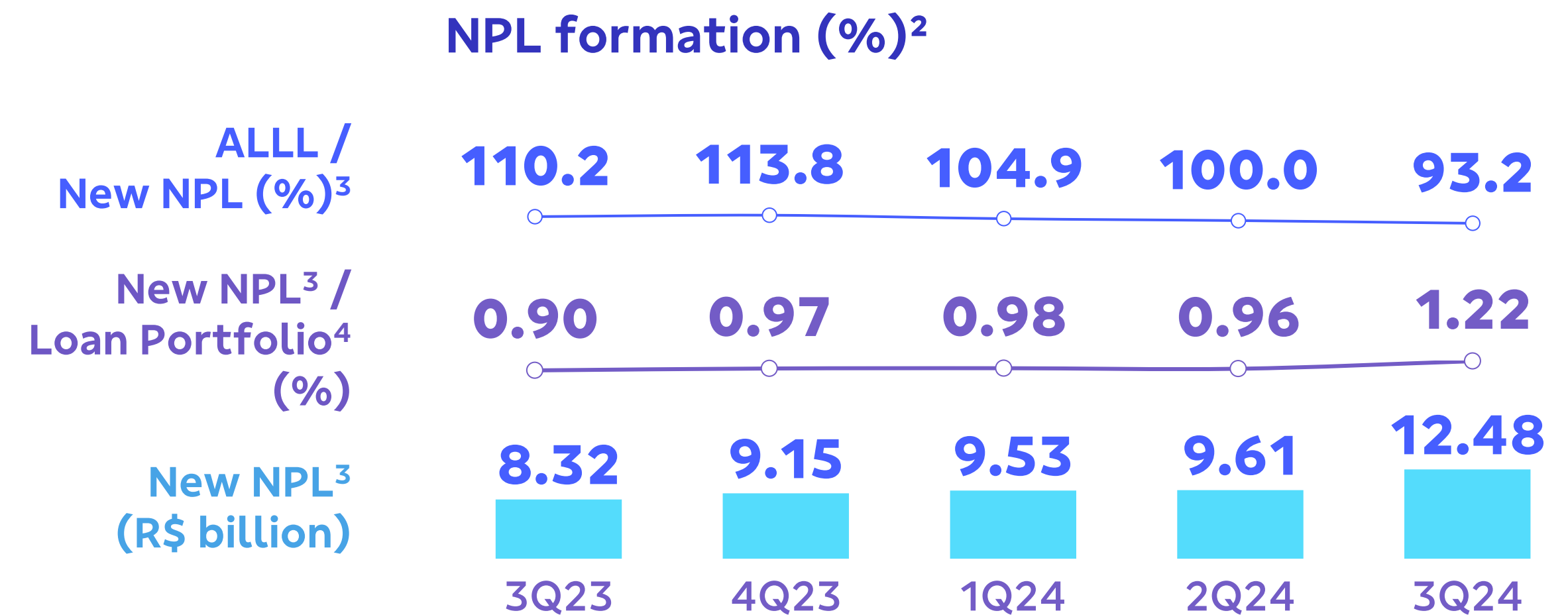
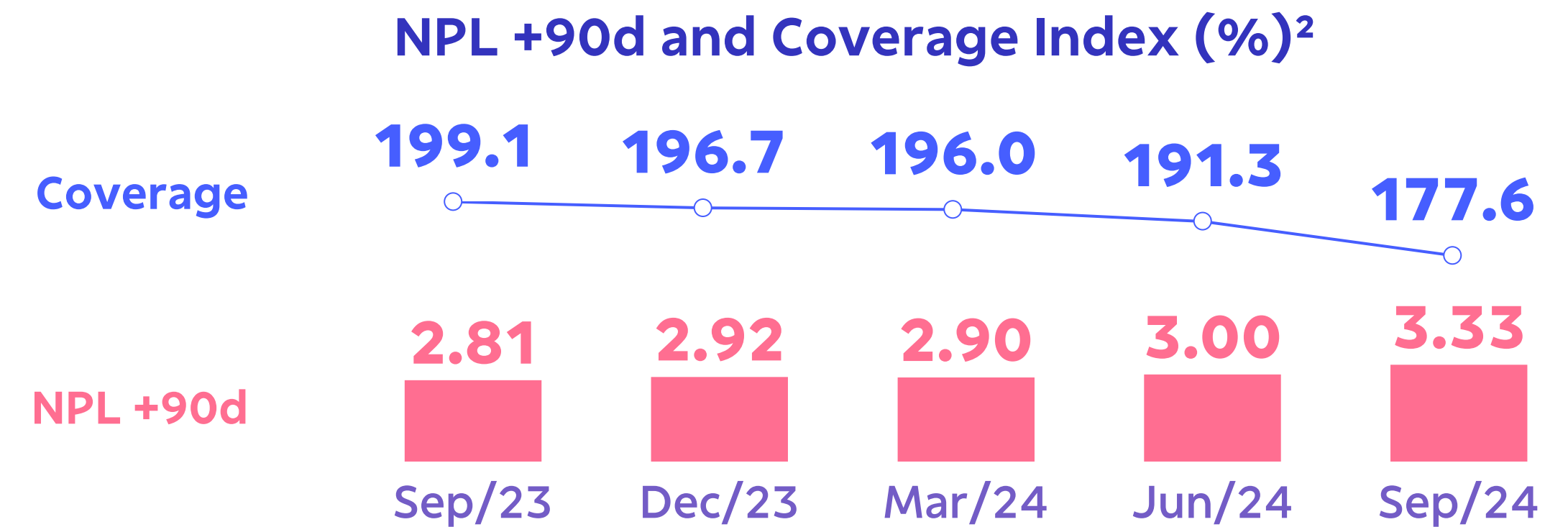
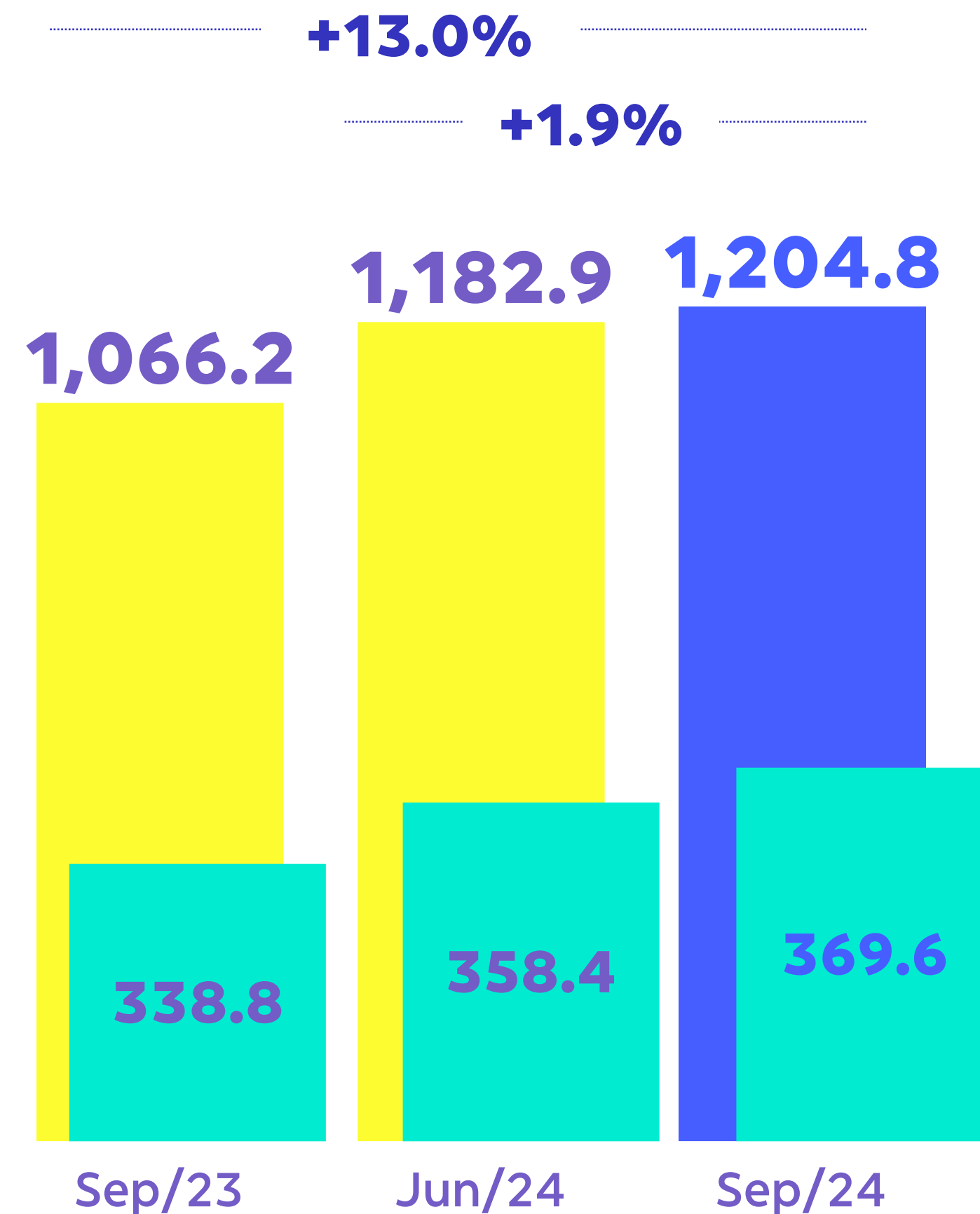
	3Q23	2Q24	3Q24	Variation (%) 3Q24/3Q23	Variation (%) 3Q24/2Q24	9M23	9M24	Variation (%) 9M24/9M23
Accounting NII	23.7	25.5	25.9	9.3	1.3	67.7	77.2	13.9
Financial Income from Loan Operations	34.4	34.7	35.4	2.9	2.0	100.3	104.4	4.1
Treasury Results	13.1	10.9	10.9	(16.8)	(0.1)	34.8	33.7	(3.1)
Financial Expenses from Commercial Funding	(20.8)	(16.7)	(17.1)	(17.9)	2.6	(58.1)	(51.0)	(12.1)
Financial Expenses from Institutional Funding	(3.0)	(3.4)	(3.3)	10.9	(1.5)	(9.3)	(9.9)	6.6
Net Interest Margin (%)	4.9	4.9	4.8			4.8	4.9	

Loan Portfolio Expanded View¹

R\$ billion

Observed in 9M24
11.2%

2024
Guidance⁵
8% to 12%



(1) Includes private securities and guarantees. (2) Considers Classified Loan Portfolio. (3) New NPL = ratio between the quarterly change of the operations overdue for more than 90 days balance plus the quarterly write-off. (4) Classified loan portfolio balance of the previous quarter. (5) The credit projections consider the domestic classified portfolio added private securities and guarantees and do not consider government credit


Individuals Loan Portfolio

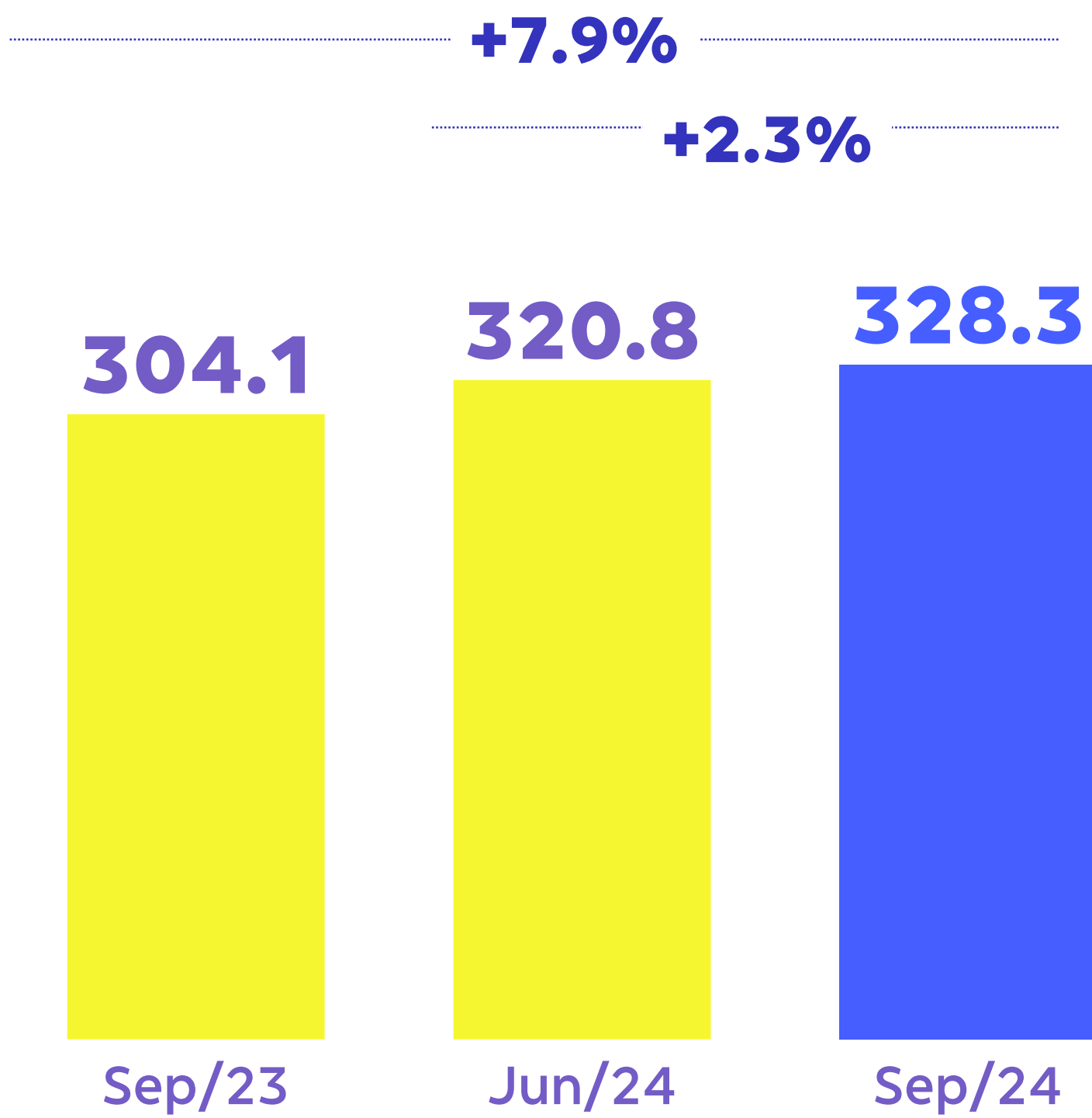
R\$ billion

Observed in 9M24
7.9%

2024
Guidance

6% to 10%

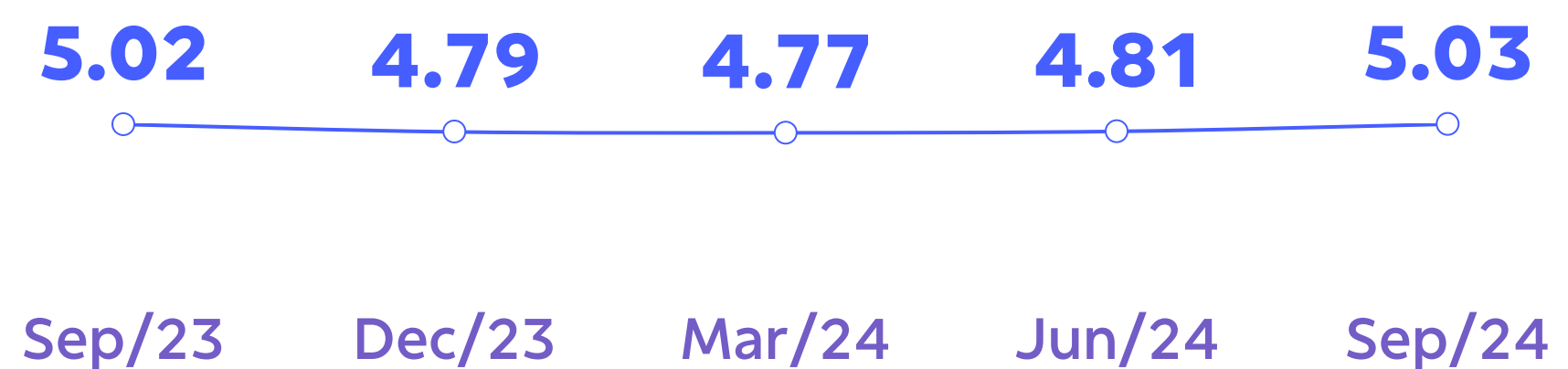




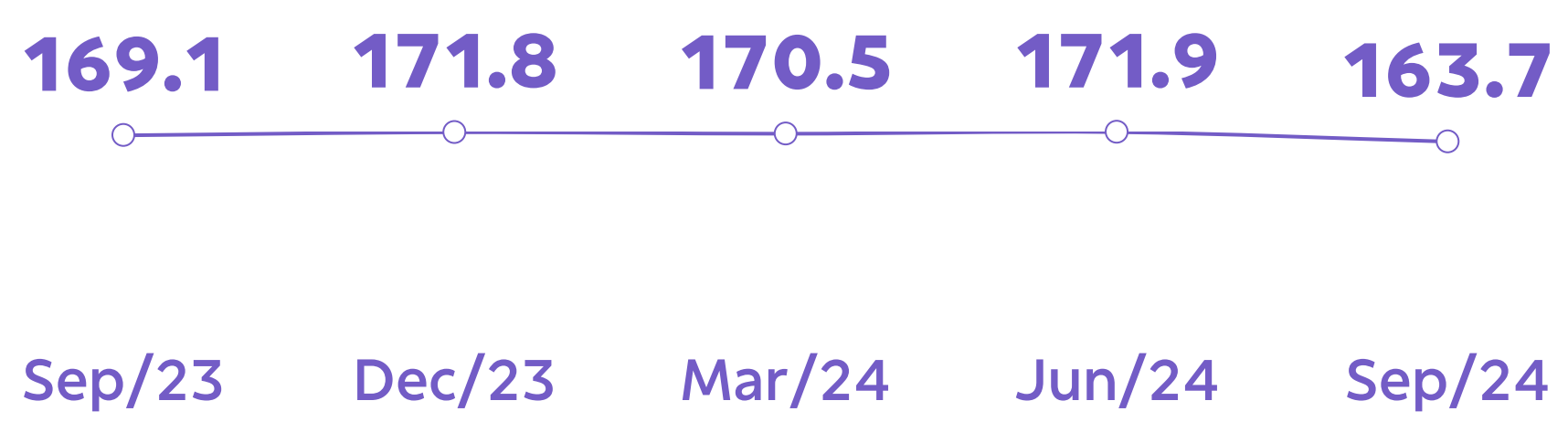
Payroll Loan

+11.2%
Sep24/Sep23

Individuals NPL +90d (%)



Individuals Coverage Ratio (%)



Companies Loan Portfolio

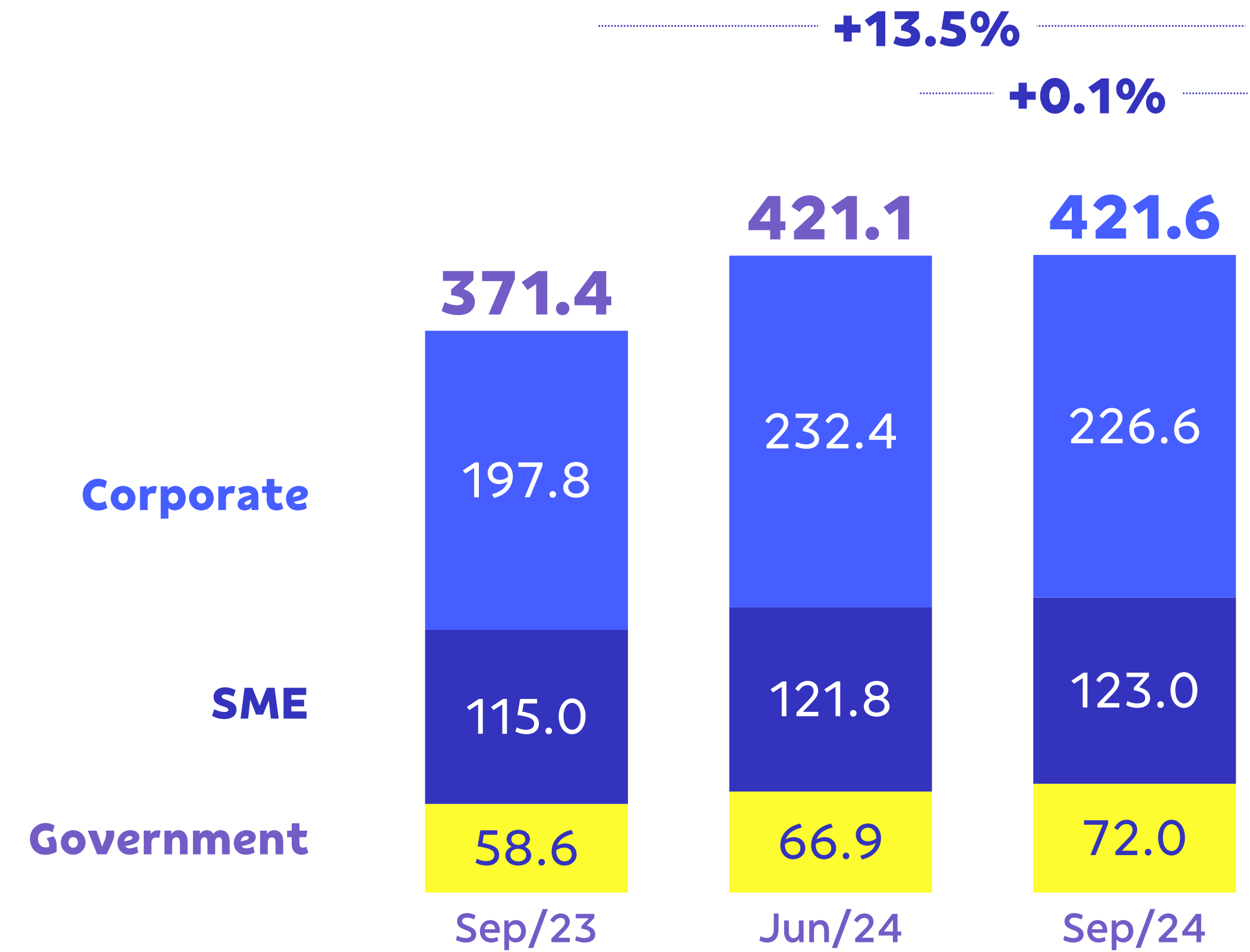
R\$ billion

Observed in 9M24

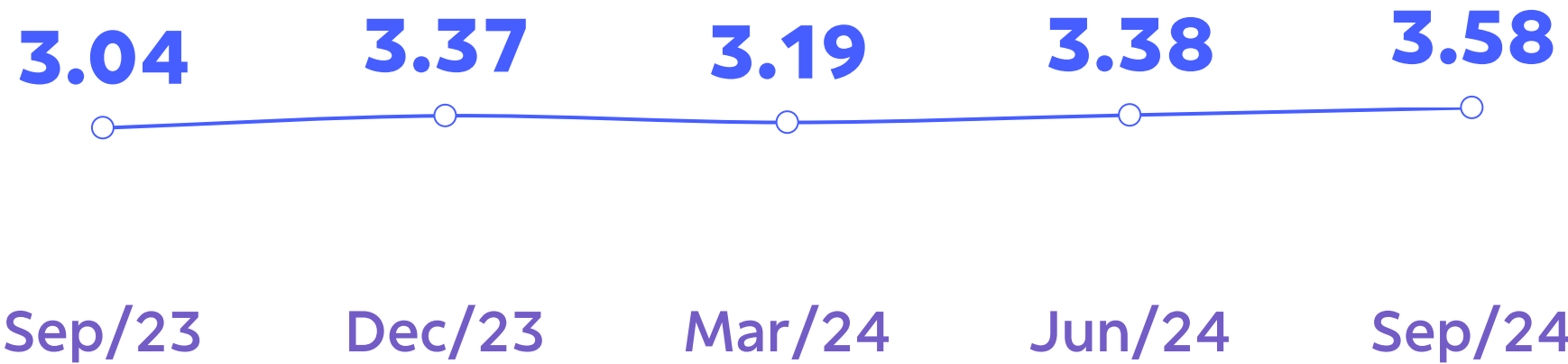
11.8%

2024
Guidance

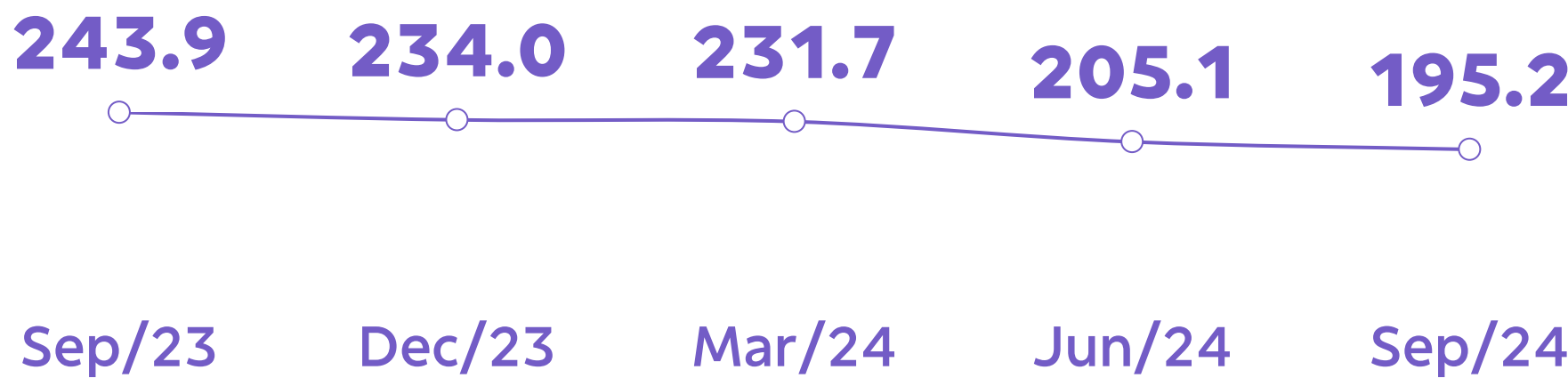
7% to 11%



Companies NPL +90d (%)



Companies Coverage Ratio (%)



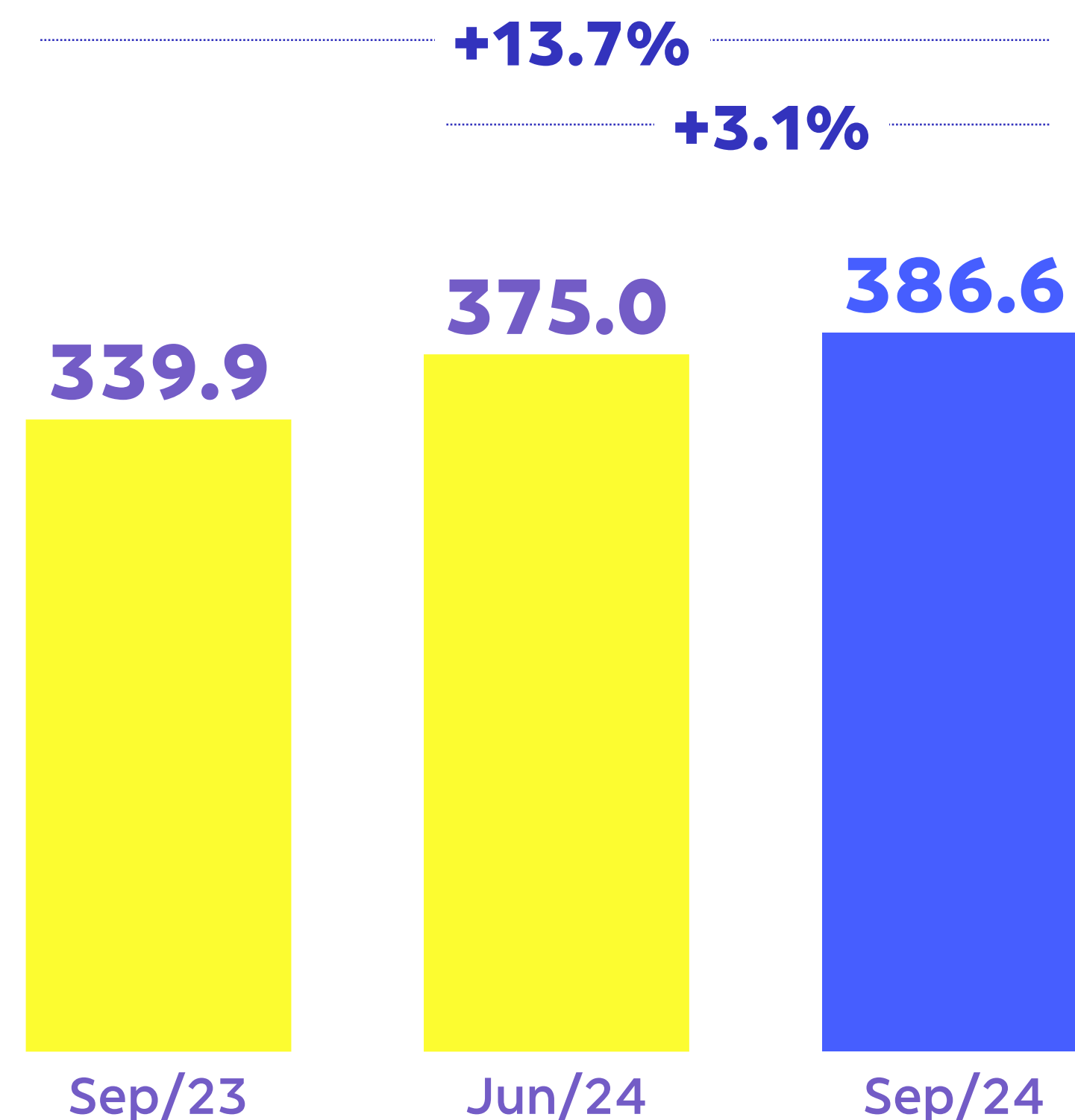
Agribusiness Loan Portfolio

R\$ billion

2024
Guidance

Observed in 9M24
13.7%

11% to 15%



Working capital for input purchase

+19.0%

Sep24/Sep23

Agricultural investment

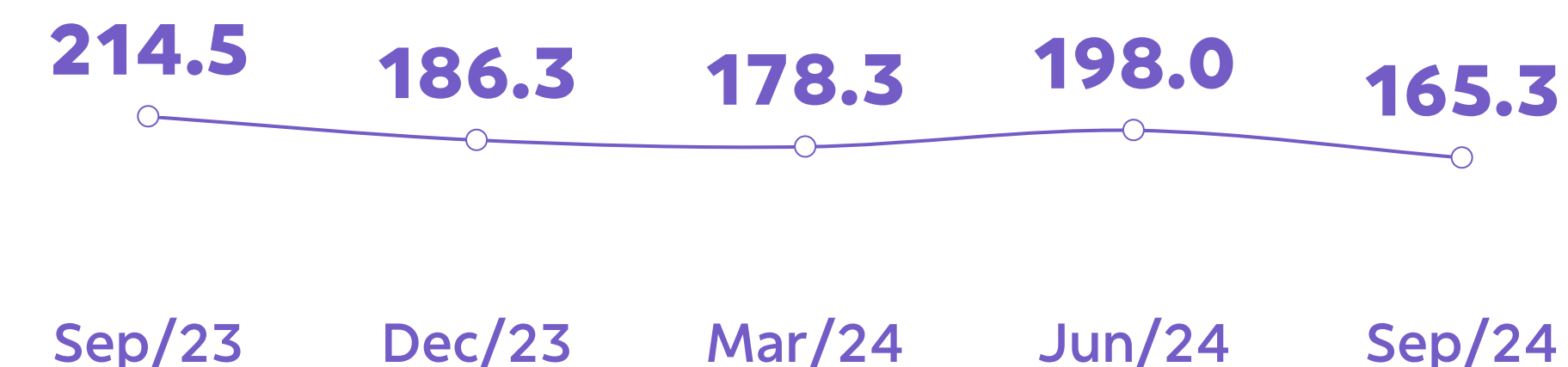
+16.5%

Sep24/Sep23

Agribusiness NPL +90d (%)



Agribusiness Coverage Ratio (%)



Conjunctural factors:

Commodity prices, production costs and weather events affected producers with lower liquidity

Concentration of defaults:

Soybeans and the Midwest region

Extensions:

R\$ 38.1 billion of balance in Sep/24

+79.4% over Dec/23

Collection and Recovery:

Large part of the portfolio with guarantees and mitigators

ALLL Expanded View

R\$ billion

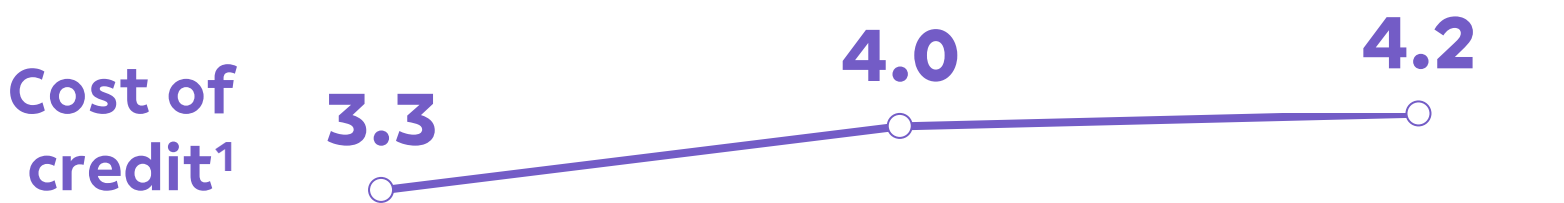
Observed in 9M24

R\$ -26.4 bn

2024
Guidance

R\$ -37 to -34 bn

Reviewed: previous R\$ -34 to -31 bn



+34.2%

+29.2%

+28.7%

Credit Risk

Impairment

Discounts
Granted

Recovery of
Write-offs



(1) ALLL Expenses Credit Risk 12 months / Medium Classified Loan Portfolio.

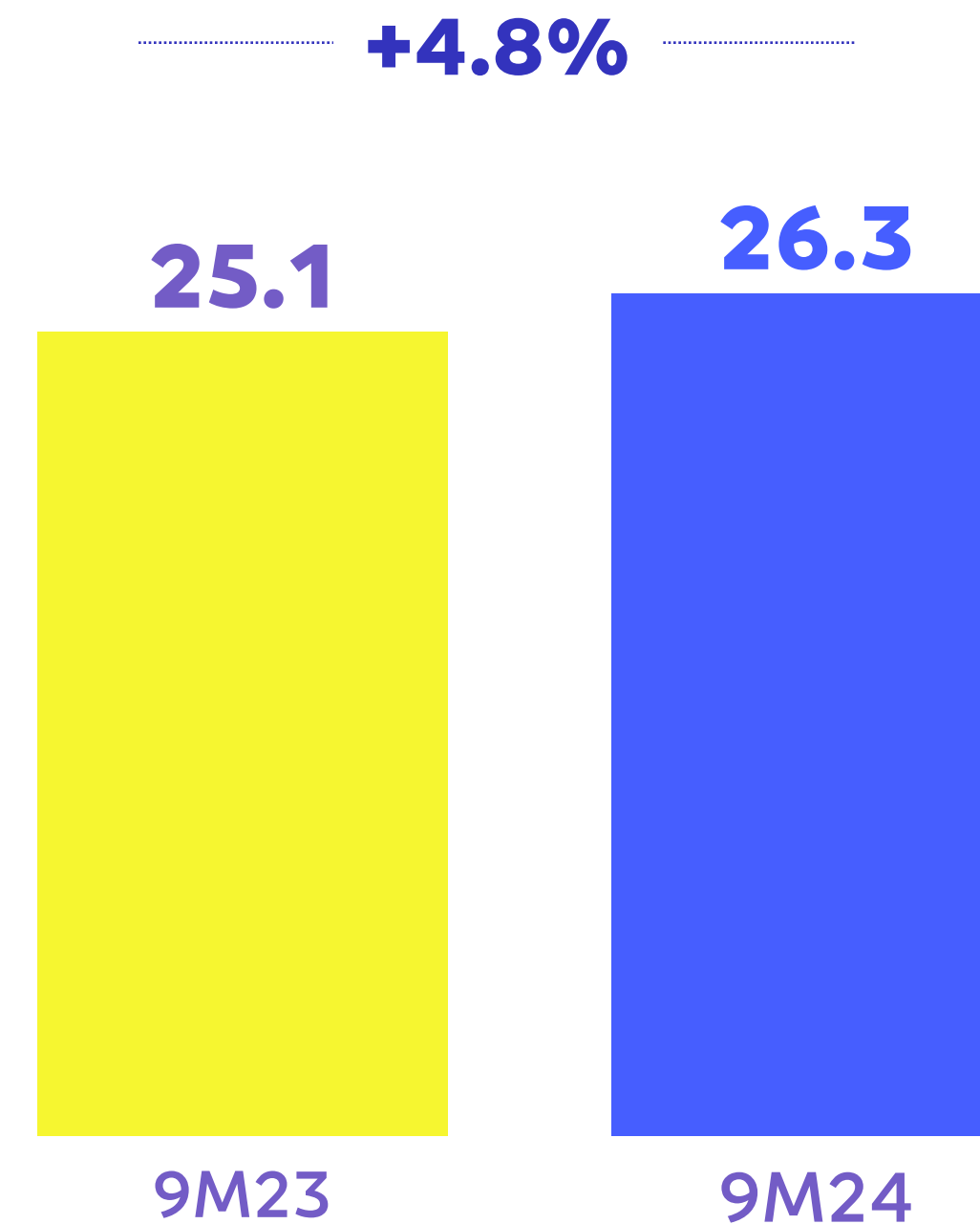
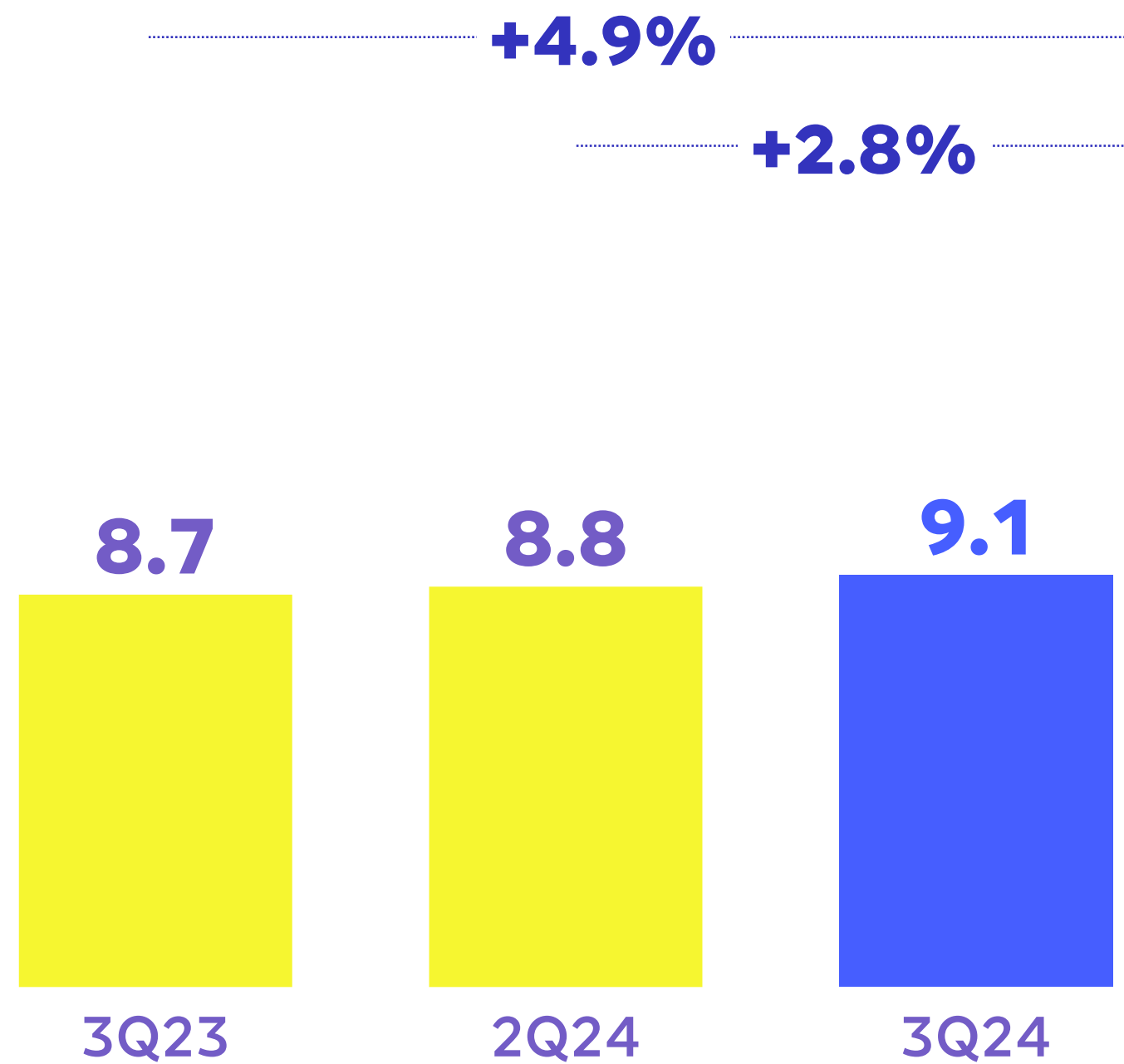
Fee Income

R\$ billion

Observed in 9M24
4.8%

2024
Guidance

4% to 8%



Capital
Market
+34.0%
9M24/9M23

Consortium
+19.1%
9M24/9M23

Asset
Management
+11.6%
9M24/9M23

Insurance, Pension
Plans and Premium
Bonds
+10.6%
9M24/9M23

Administrative Expenses

R\$ billion

Observed in 9M24

4.9%

2024
Guidance

5% to 7%

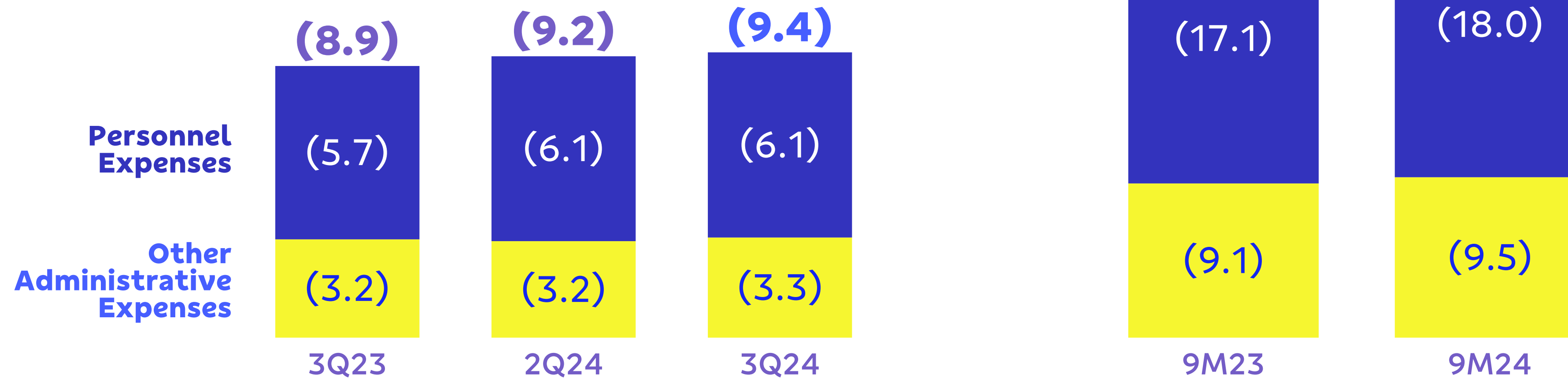
Reviewed: previous 6 to 10%



+5.0%

+1.4%

+4.9%

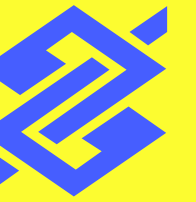


Cost-to-Income Ratio

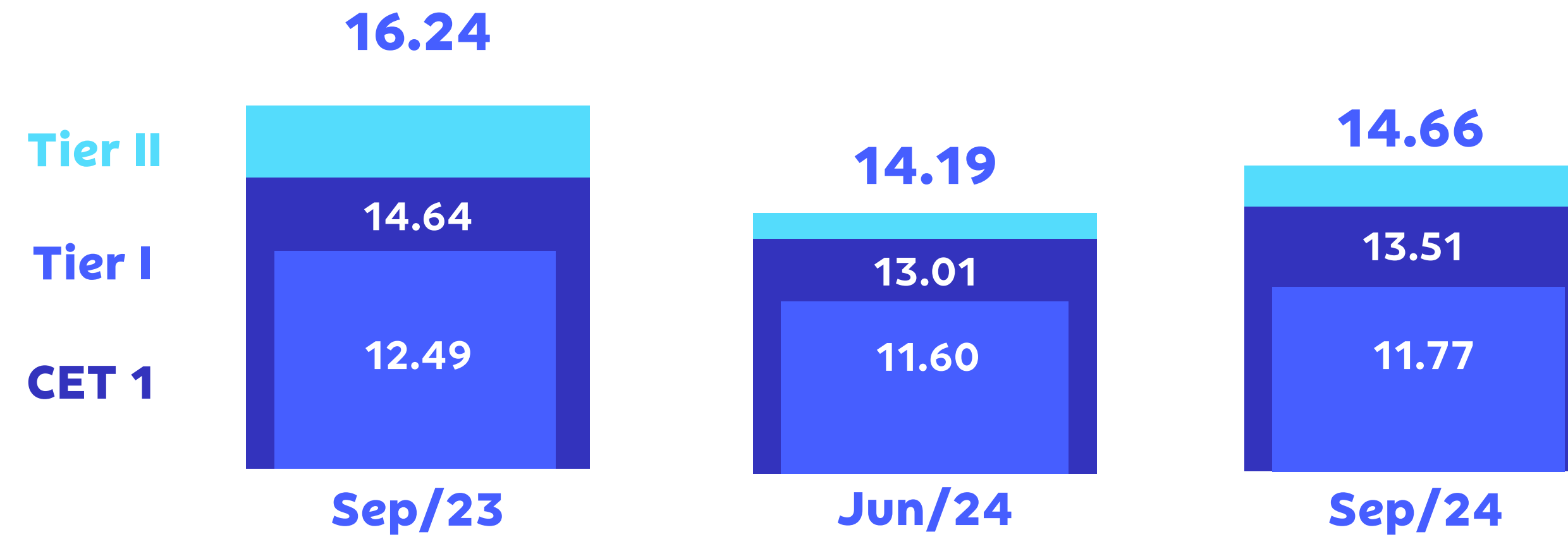
12m

25.4%

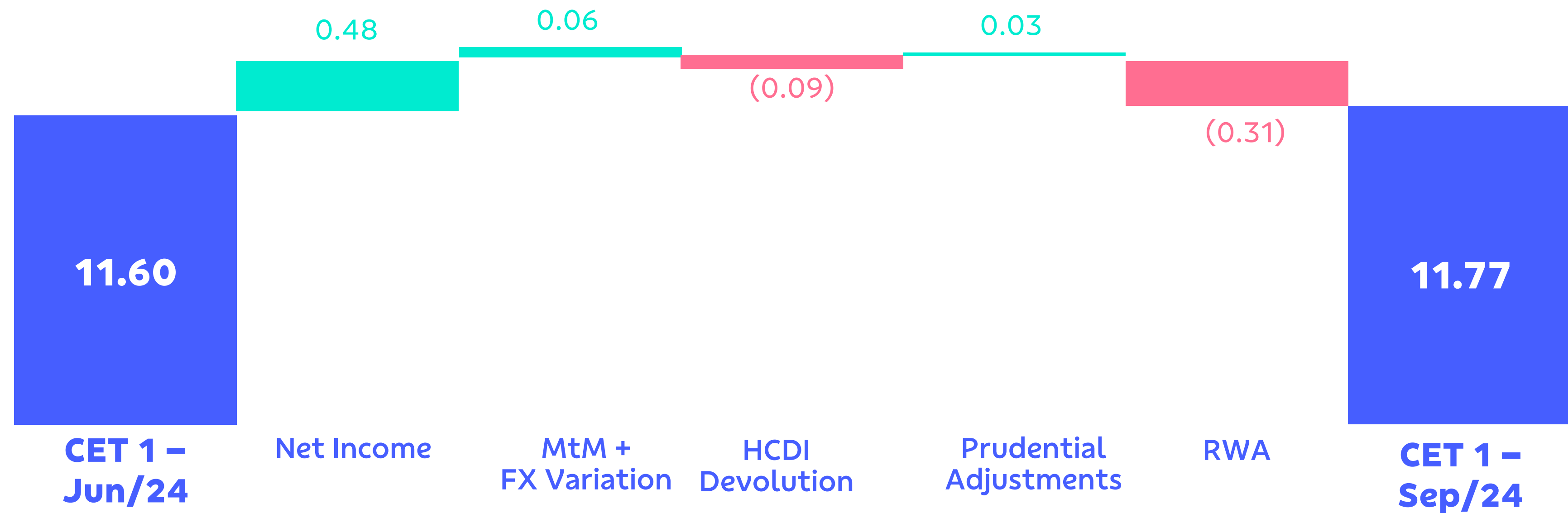
Capital



**Bis
Ratio**
(%)



CET 1
(%)



Guidance

2024

	Released	Observed 9M24	Reviewed
Loan Portfolio¹	8% to 12%	11.2%	unchanged
Individuals	6% to 10%	7.9%	unchanged
Companies	7% to 11%	11.8%	unchanged
Agribusiness	11% to 15%	13.7%	unchanged
Sustainable Portfolio	9% to 13%	9.1%	unchanged
Net Interest Income	10% to 13%	13.9%	unchanged
ALLL Expanded View	<small>R\$ billion</small> -34 to -31	<small>R\$ billion</small> -26.4	<small>R\$ billion</small> -37 to -34
Fee Income	4% to 8%	4.8%	unchanged
Administrative Expenses	6% to 10%	4.9%	5% to 7%
Adjusted Net Income	<small>R\$ billion</small> 37 to 40	<small>R\$ billion</small> 28.3	unchanged

(1) The credit projections consider the domestic classified portfolio added private securities and guarantees and do not consider government credit.





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