

EARNINGS RELEASE

4Q 23



For further info
Point your mobile
for MD&A 3Q23

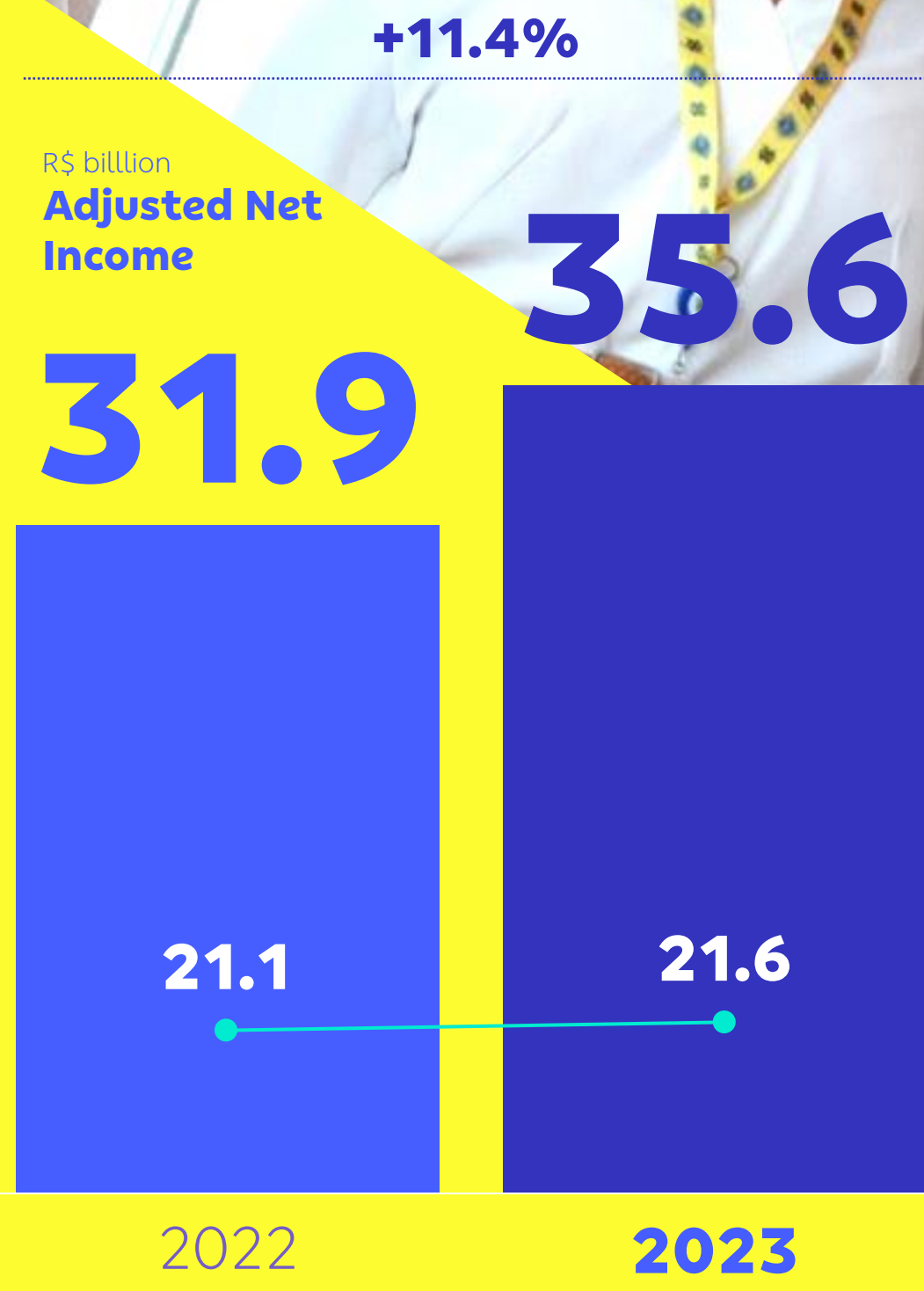


In 2023, BB presented the largest net income of the history!

Sustainable results contributing to the development of Brazil.

Bank of the Year 2023
Financial Times

World's most sustainable bank
Global100



R\$ billion

86.1 +7.3% YoY
Value added to society

39.1
Remuneration of own and third party capital

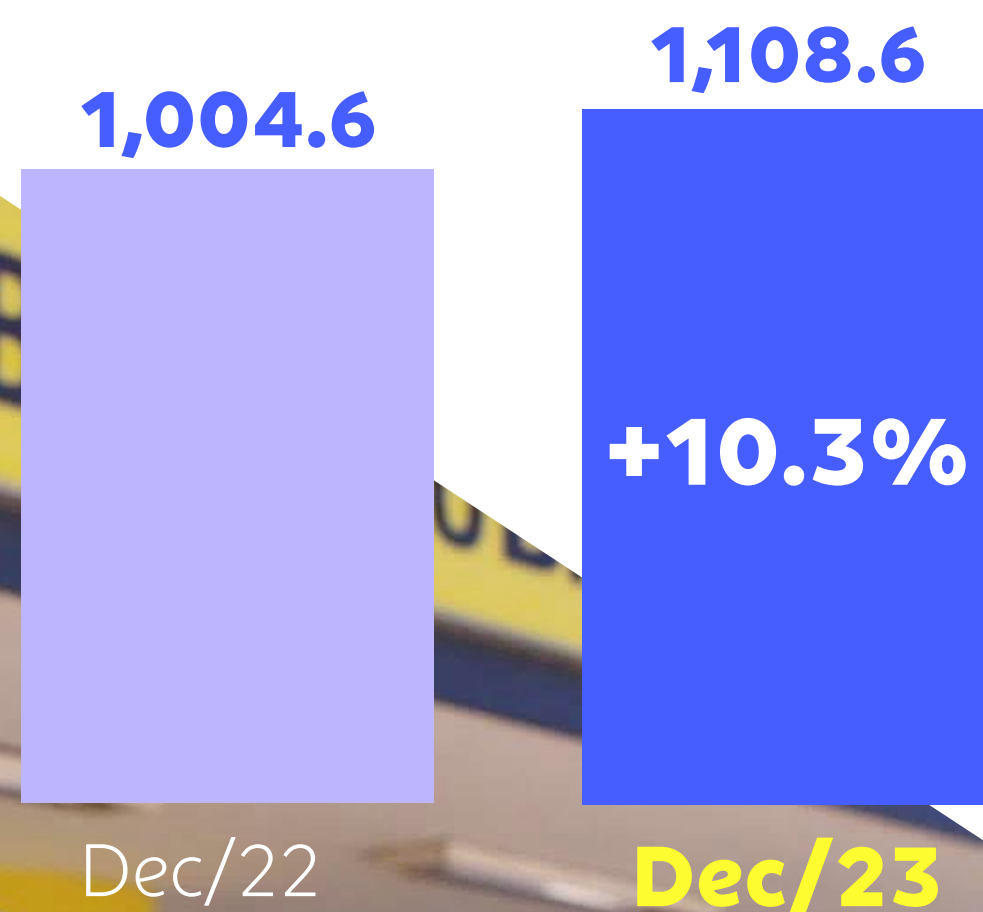
28.7
Personnel (salaries and benefits)

18.3
Taxes, rates and contributions

Close and relevant

+half R\$ trillion
of credit disbursement in 2023.

Loan Portfolio Expanded View
R\$ billion



Payroll Loan

+10 million customers.
Balance of **R\$ 126.4 billion**
in dec/23. **+9.8%** YoY

SME

R\$ 7.3 billion in Pronampe disbursement in 2023, for 91 thousand customers.

Women on Top

Support for entrepreneurship and business expansion.
8.8 thousand women trained in 2023.

Wholesale

Disbursement of **R\$ 289.1 billion** in 2023. **+18%** YoY.

Desenrola BB

Disbursement of **R\$ 26.9 billion** in 2023. **2.9 million** individuals and companies customers.

Public Sector Business Partner

R\$ 20,4 billion in credit granted to States and Municipalities **only in 2023**.

Credit granted between 2019 e 2022, **R\$ 17.1 billion**.

Granting credit is believing in people.



Biggest partner of the Agribusiness

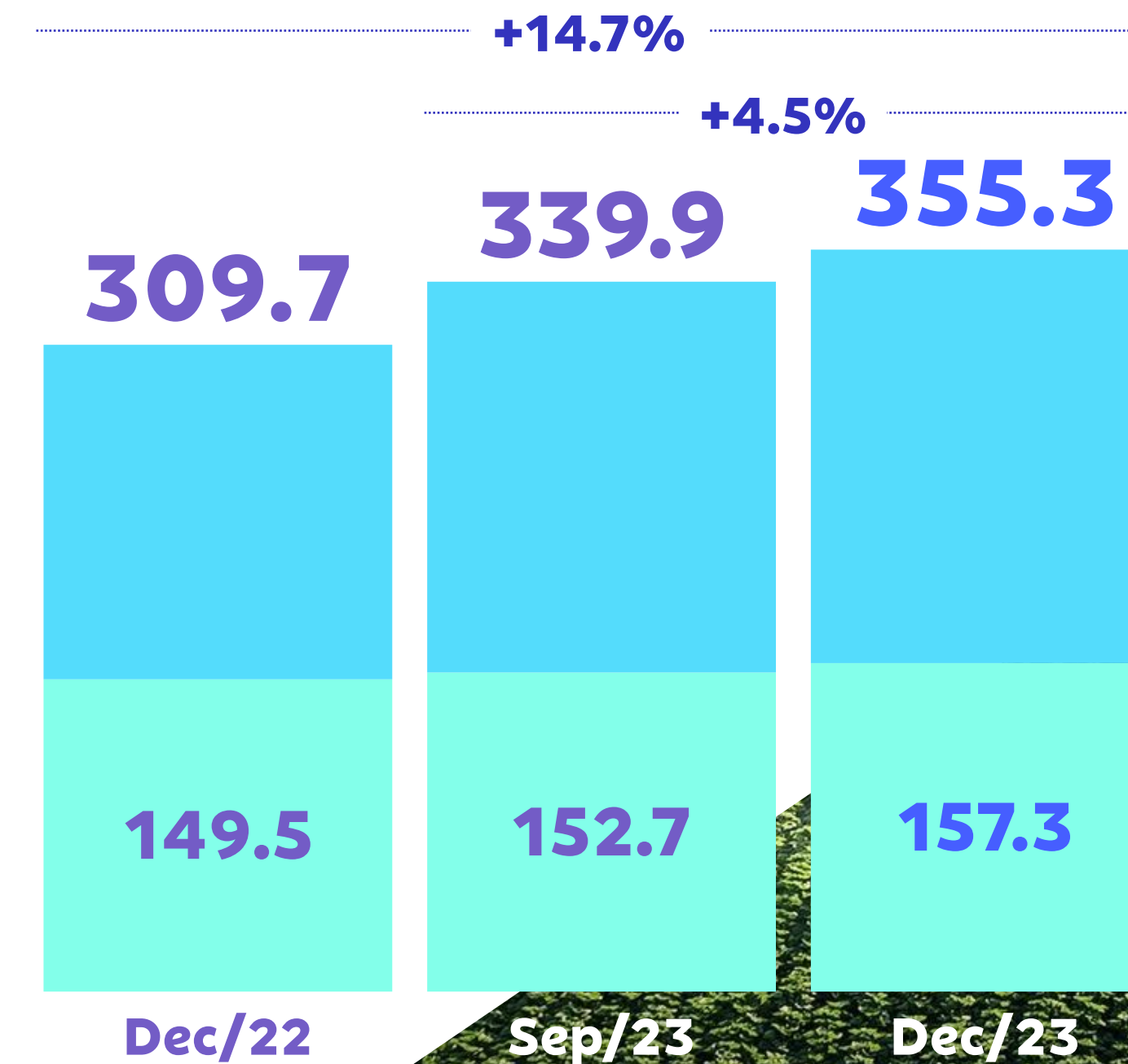
Record of **R\$ 120.0 billion** in disbursements in 2023/2024 Crop.

R\$ 66.1 billion are destined for **low-carbon agriculture**. (balance in dec/23)

R\$ 60.8 billion for **family farming** (Pronaf). (balance in dec/23)

R\$ 47.9 billion Agricultural Costing, **53.4%** with risk mitigation mechanisms. (jun to dec/23)

Loan Portfolio Expanded View
R\$ billion



Sustainable Agriculture

Agribusiness by Region
(dec/23)

Region	Percentage
Northeast	9.6%
North	9.7%
South	22.6%
Southeast	23.2%
Central-West	34.9%

Eficiency with innovation

We advance in cultural and digital transformation

Internal innovation initiatives with experimentation for new technologies



PIX: **+ 5.2 billion**

transactions that moved



+R\$ 3.7 trillion

+39.8% in 2023.



Artificial Intelligence and Analytics

+1 billion customer interactions daily.



Open finance:
+R\$ 3.4 billion

in increasing Individuals credit limits based on shared data. (+50% QoQ)

DREX

1st to carry out financial transaction.

Tesouro Direto via WhatsApp

1st institution in the world.

Training and qualification focusing on digital skills

~3 thousand

new employees in 2023

11.4 million

hours of training carried out in 2023



Protagonist in sustainability

The most sustainable bank in the world for the 5th consecutive year

Global 100

BB Diversity Program

Program

<https://www.bb.com.br/diversidade>

BB's share is the asset with the largest weight in **B3's iDiversa Portfolio**

BB Ações Diversidade IS and an unprecedented **ETF** focused on diversity

Women Leadership

	Dec/22	Feb/24
Board of Officers	11%	44%
Board of Directors	37%	50%

R\$ 30 billion sustainable funding.

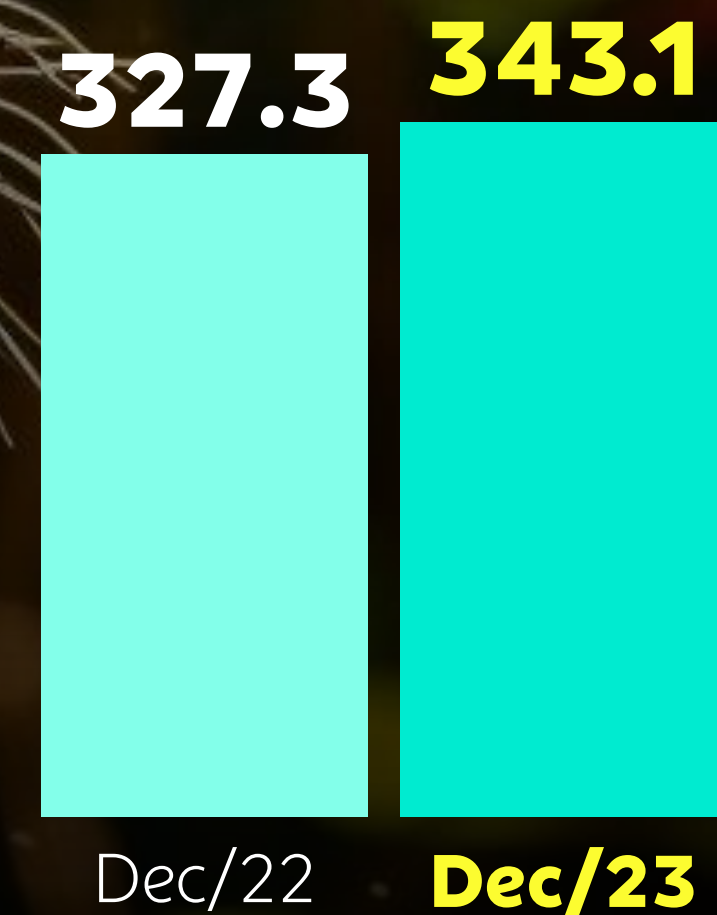
Partnership between BB and BMO **Sustainability Linked Trade Loans**

Recovery of degraded areas in the **Legal Amazon** in cooperation with the World Bank.

R\$ billion

Sustainable Loan Portfolio

+4.8%



139.2
Social Business

98.1
Good Socio-Environmental Practices

66.1
Low-carbon agriculture



Commitments **BB 2030**
for a **Sustainable**
 **World**

**SUSTAINABLE
CREDIT**

**RESPONSIBLE
INVESTMENT**

**ESG AND CLIMATE
MANAGEMENT**

**POSITIVE
IMPACTS ON
THE VALUE
CHAIN**

ESG Projections

Banco do Brasil reinforces its commitment to a **sustainable future**.

BB will monitor projections for its sustainable portfolio, which includes credit lines with an environmental and social focus, as well as financing for activities with **positive socio-environmental impacts**.

The objective is to bring more transparency to BB's performance in projects that contribute to **sustainable development** and the **transition to a low-carbon economy**.



2024

Sustainable Loan Portfolio

5% to 9%

Adjusted Net Income
37 to 40 R\$ billion



**We are made from people.
We are made from Brazil.**

R\$ billion

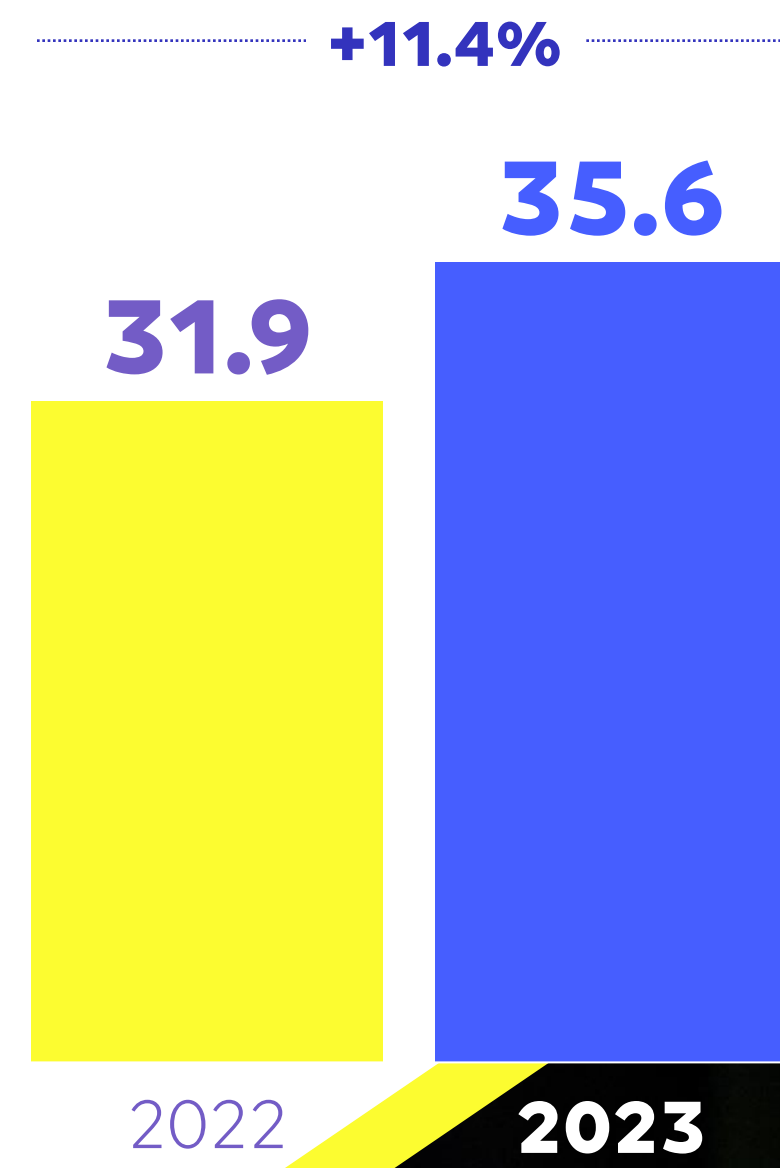
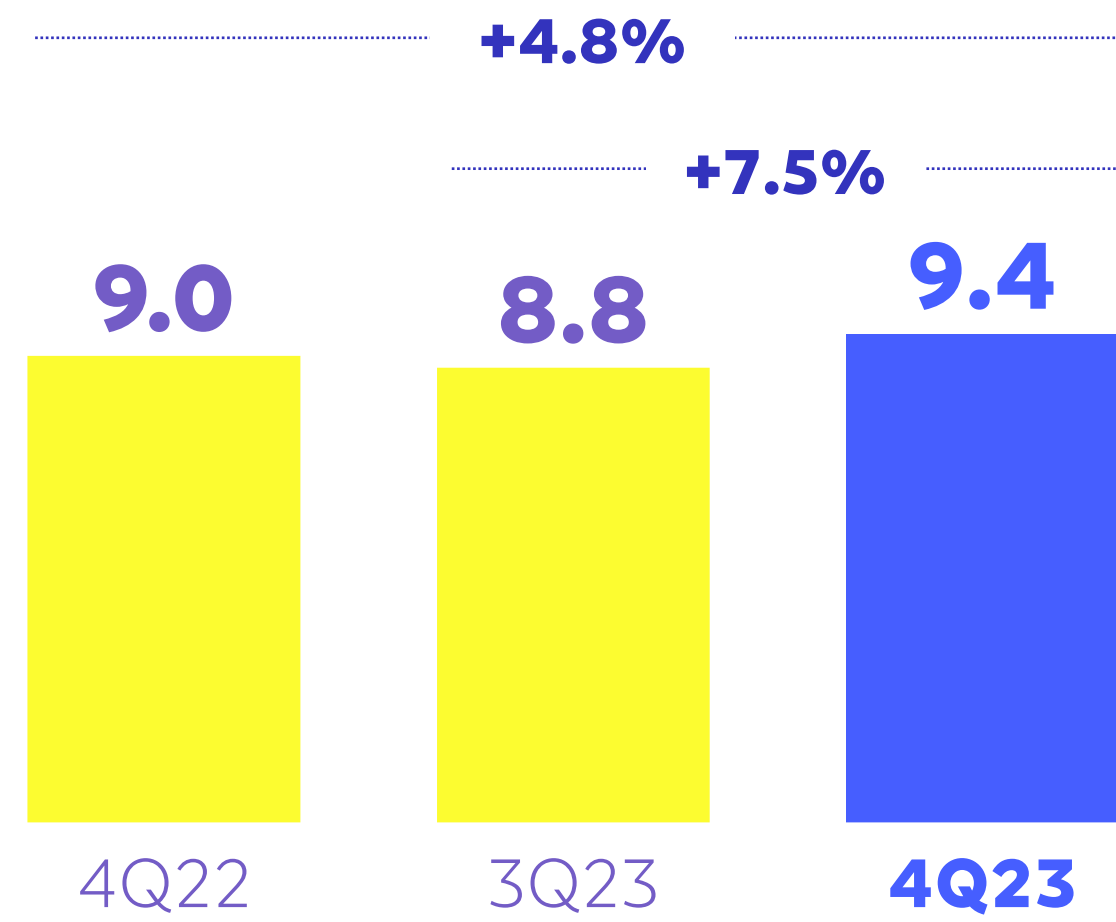
35,6 ✓

2023
Guidance
33 to 37

Adjusted Net Income

R\$ billion

ROE %

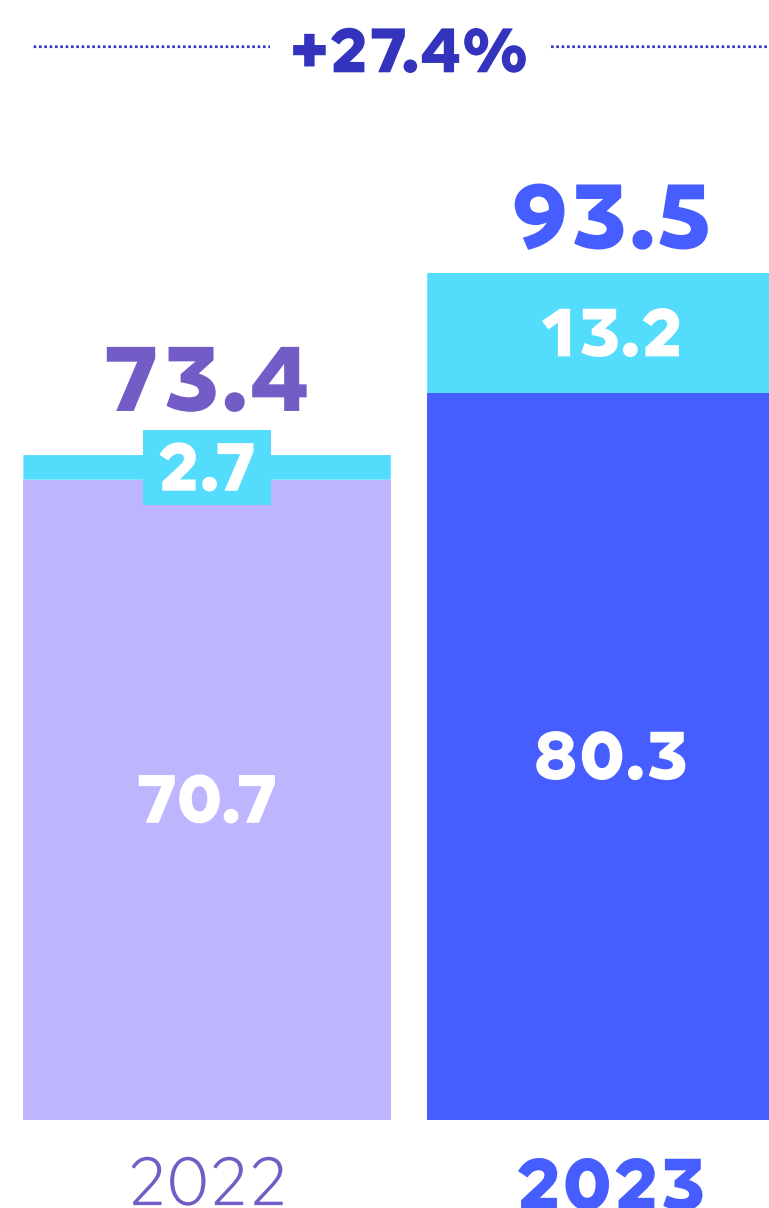
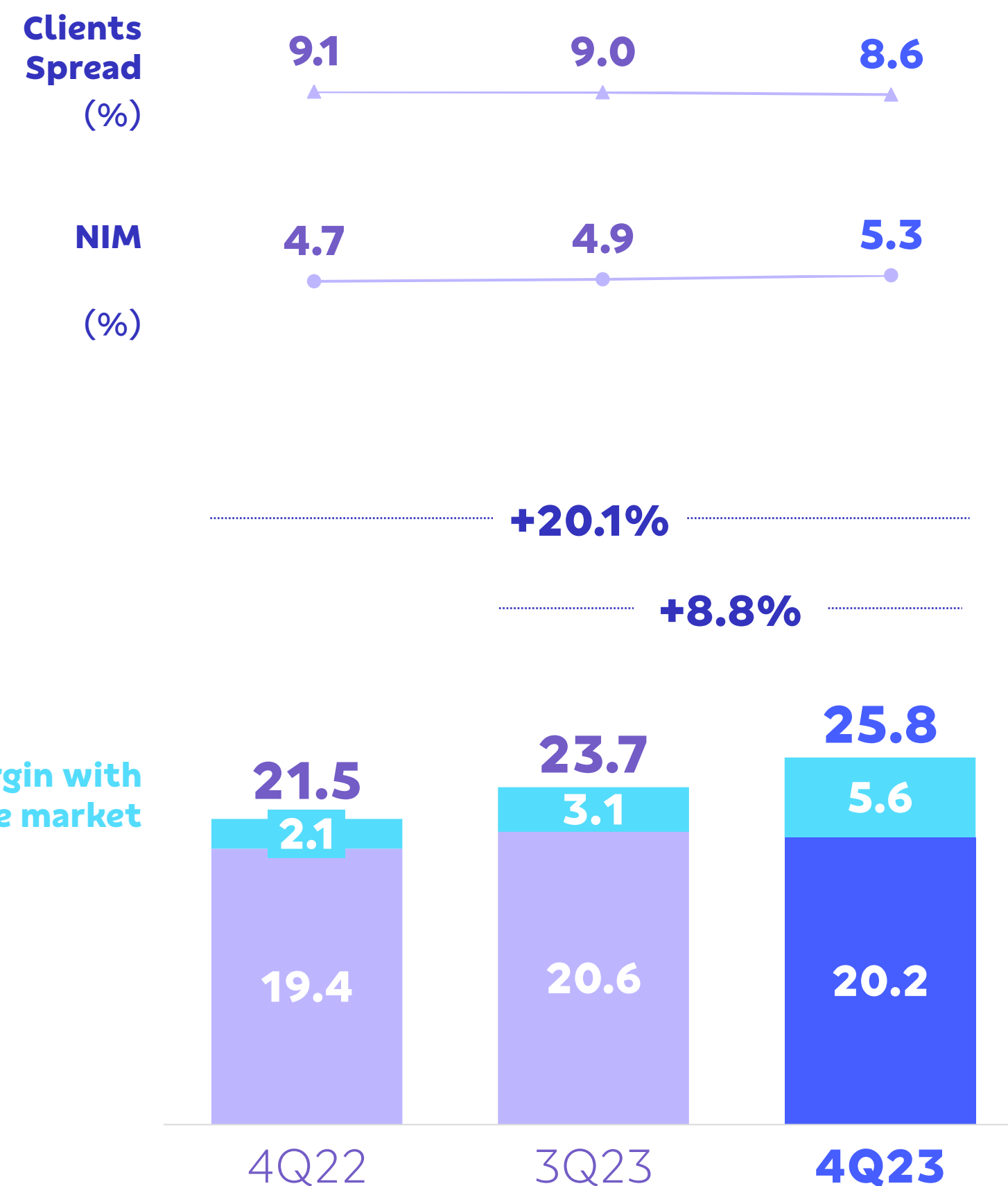


Net Interest Income

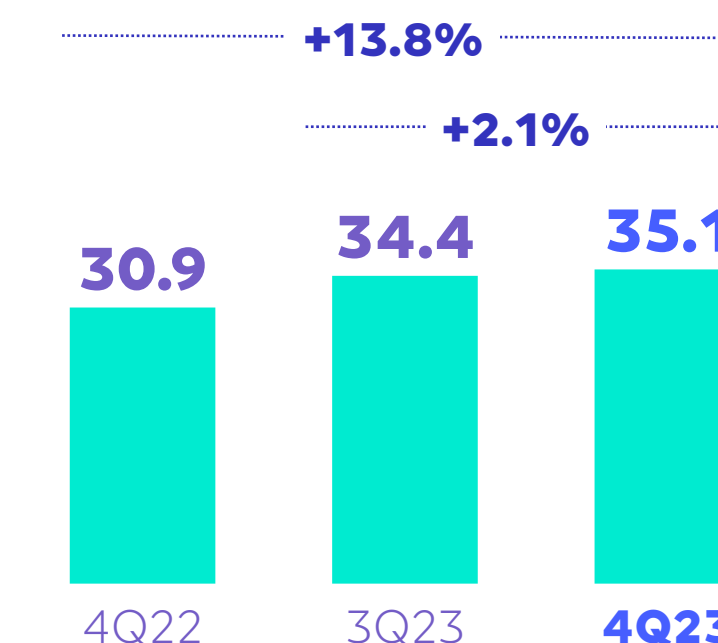
R\$ billion

Managerial View

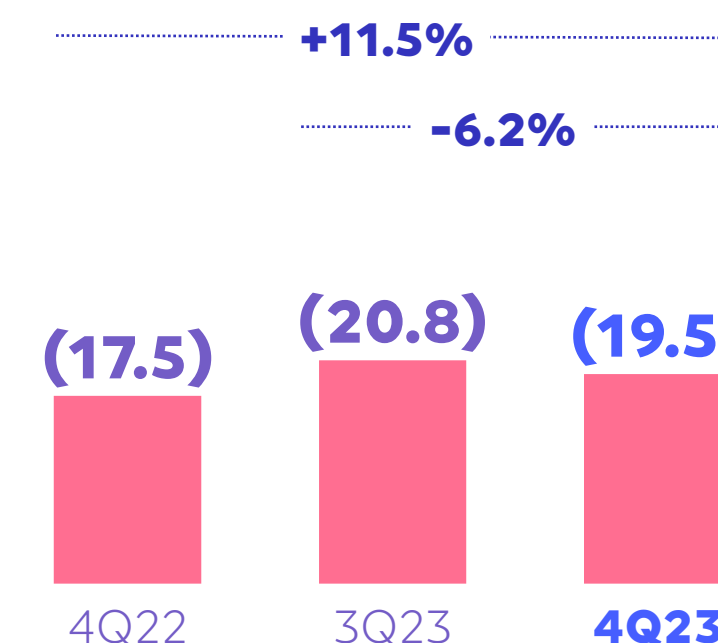
Accounting View



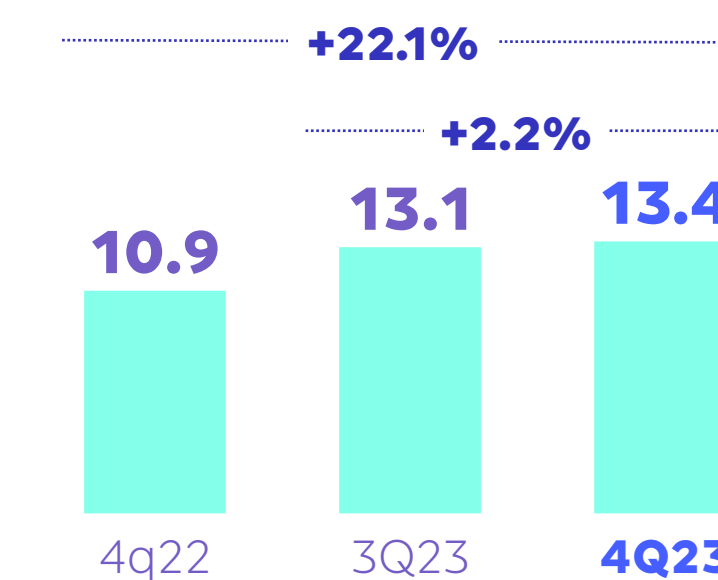
Loan Operations



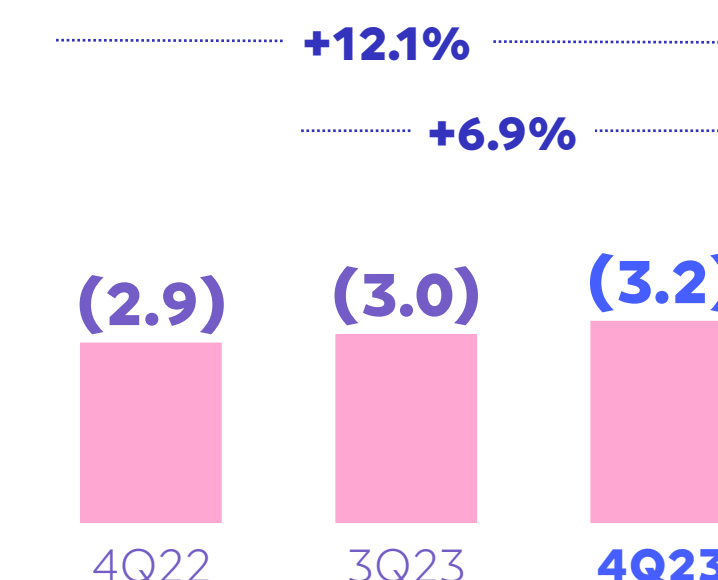
Funding Expenses



Treasury¹



Financial Expenses for Institutional Funding²



(1) Includes interest income, tax hedges, derivatives and other financial instruments that offset the effects of exchange rate variations on income.

(2) Includes senior debt instruments, subordinated debt and IHCD (except instrument eligible for Principal Capital).

Loan Portfolio Expanded View¹

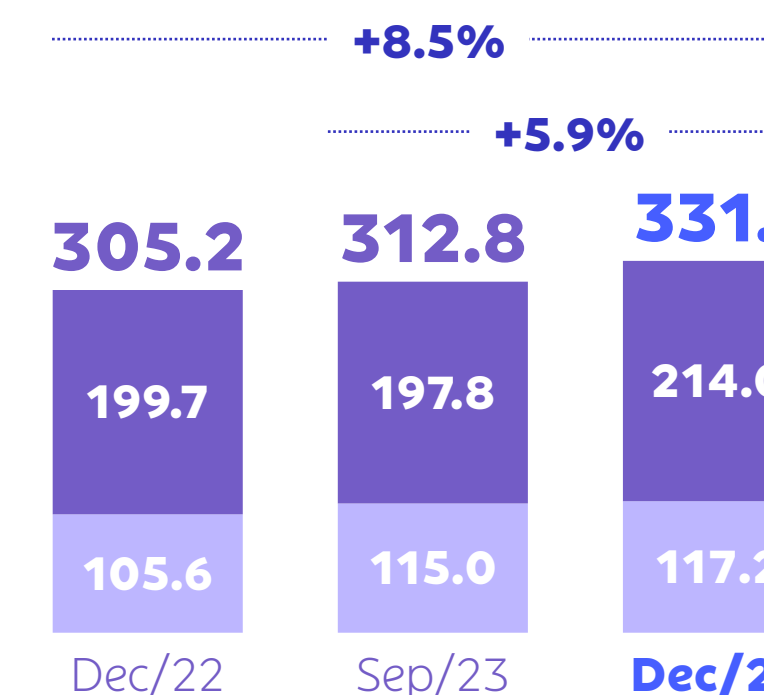
R\$ billion

Loan Portfolio
Individuals
Companies
Agribusiness

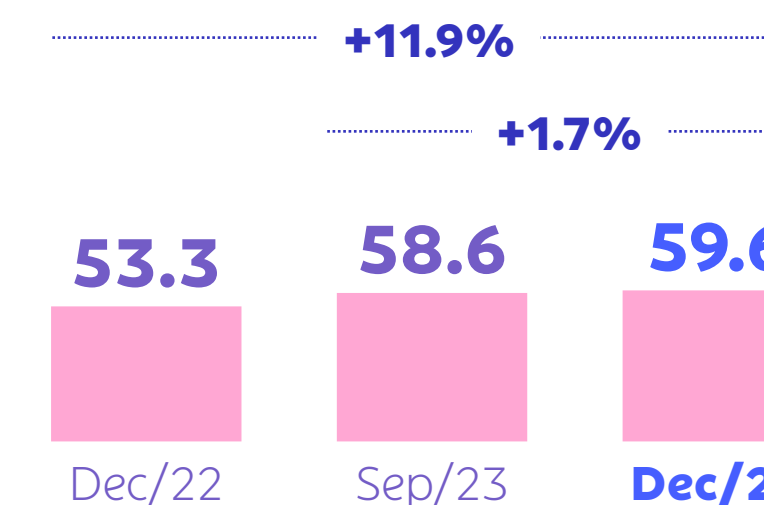
10.5% ✓
8.1% ✓
8.5% ✓
14.7% ✓

9% to 13%
7% to 11%
8% to 12%
14% to 18%

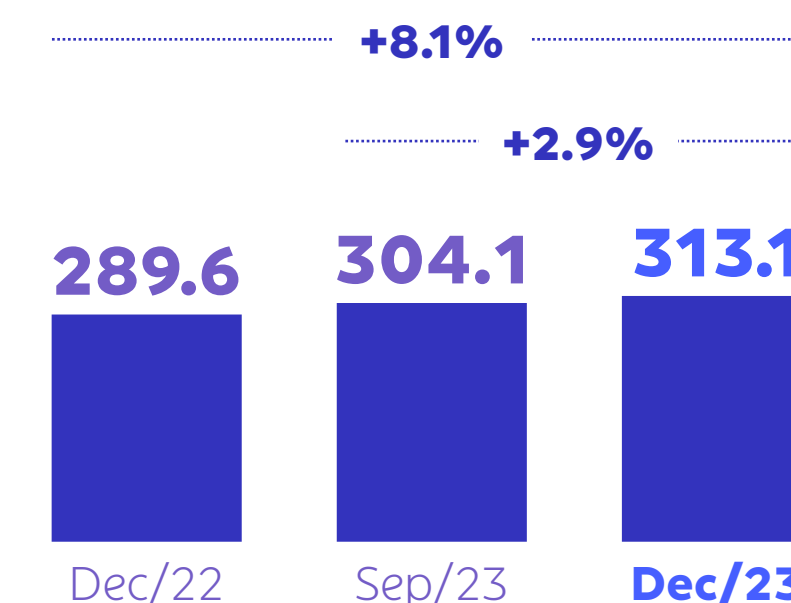
Corporate + SME



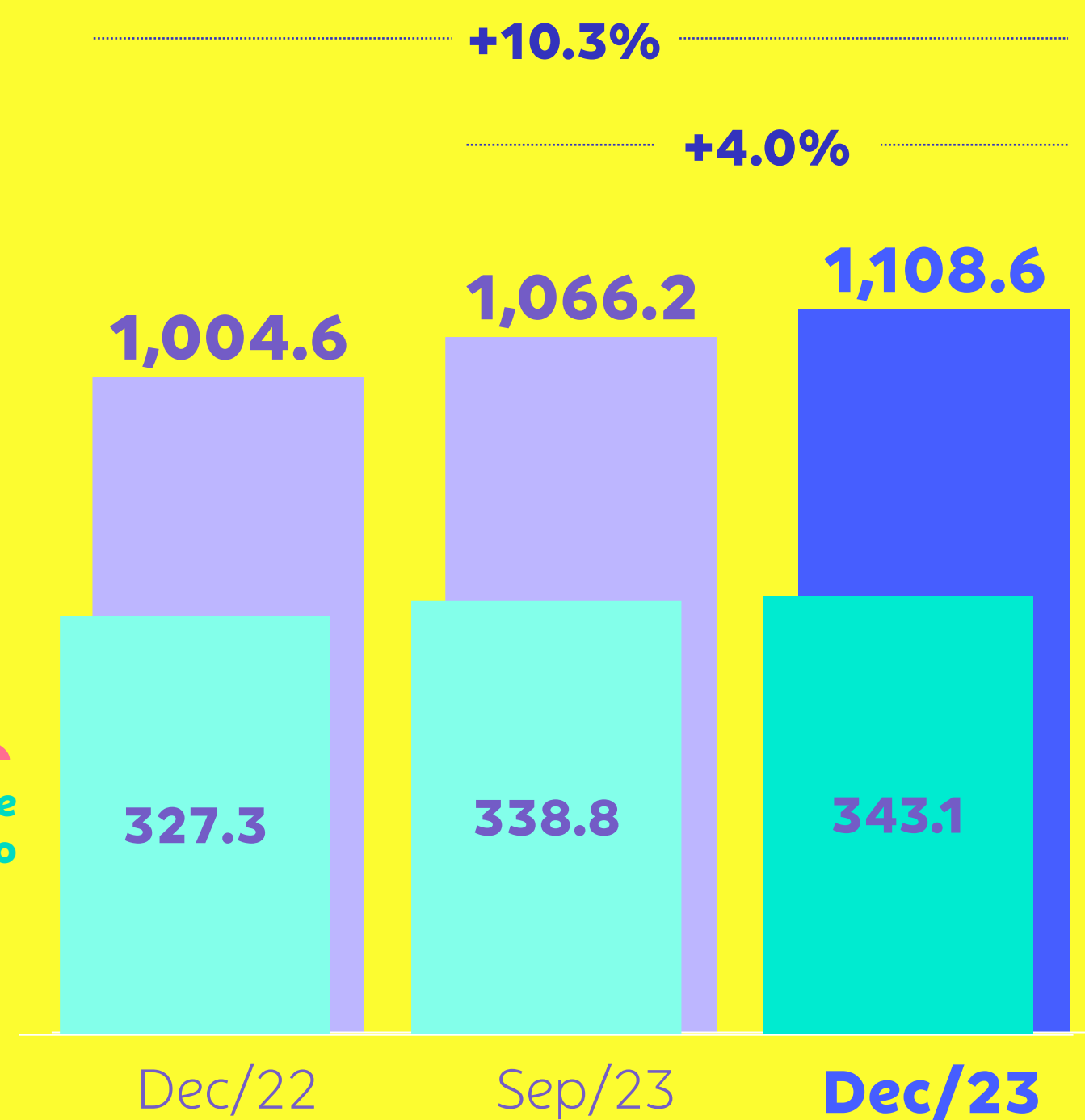
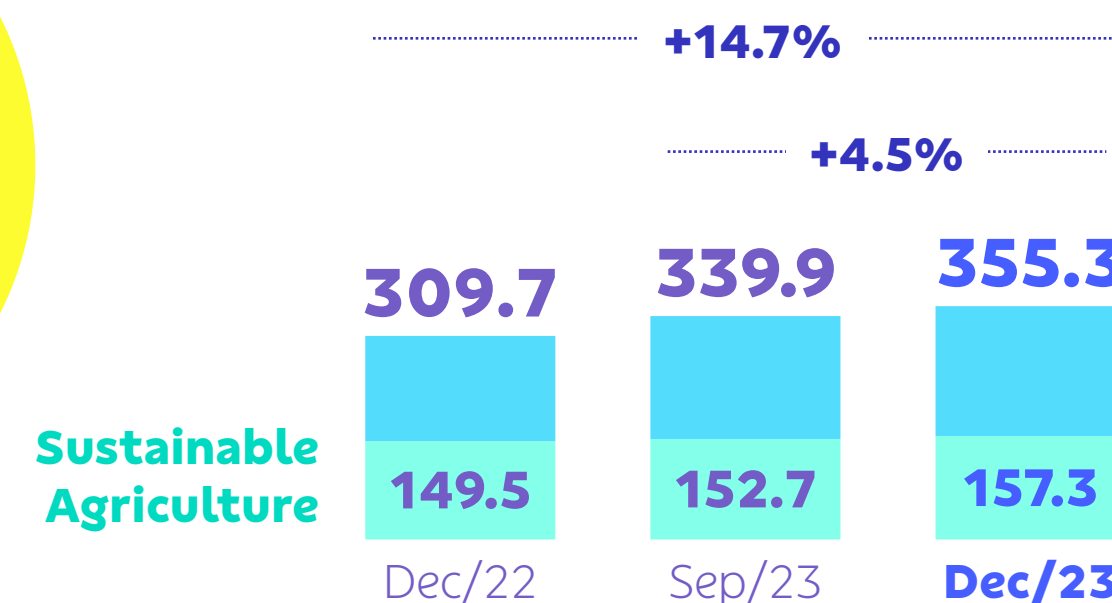
Government



Individuals



Agribusiness

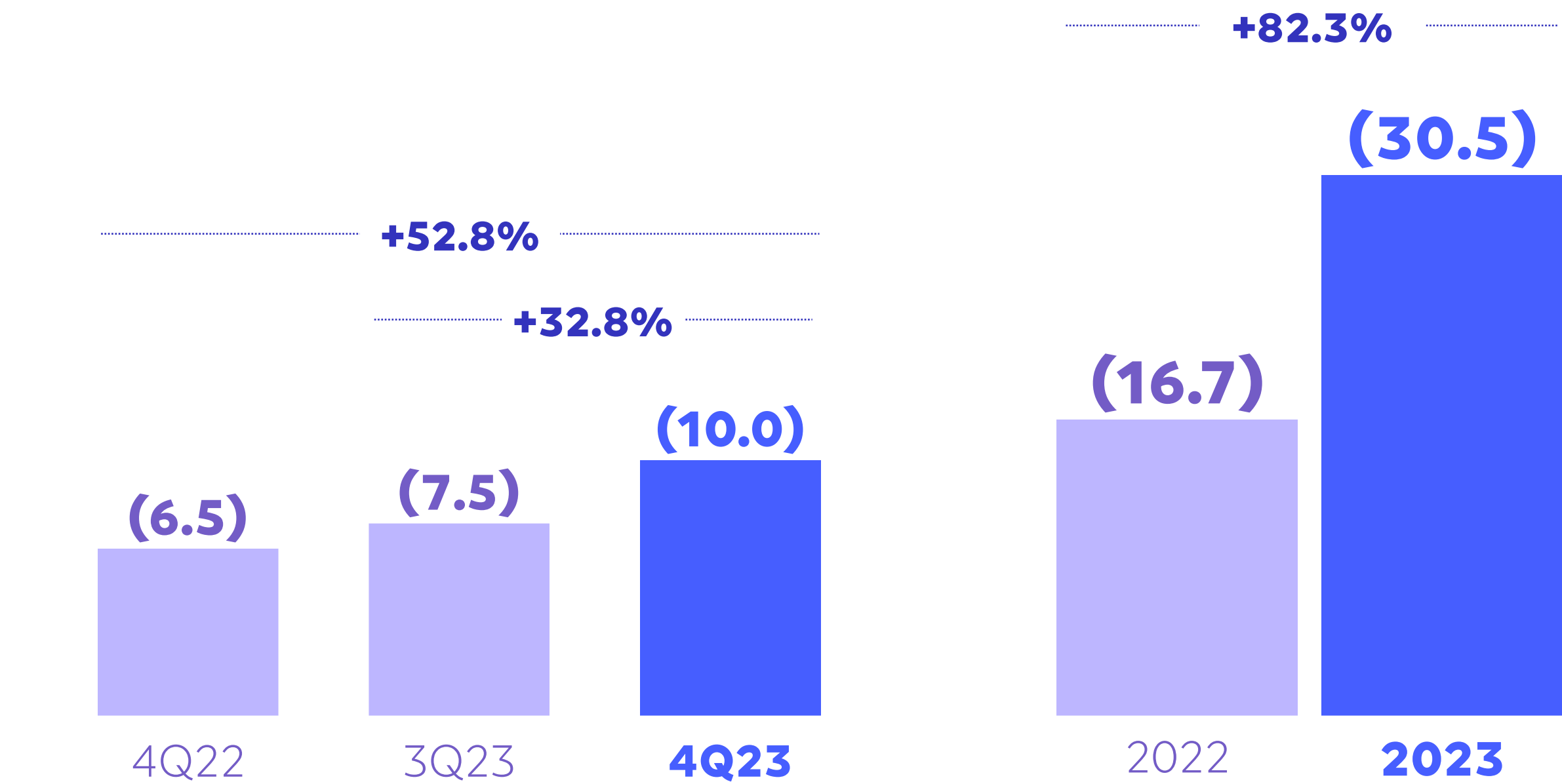


(1) Includes private securities and guarantees.

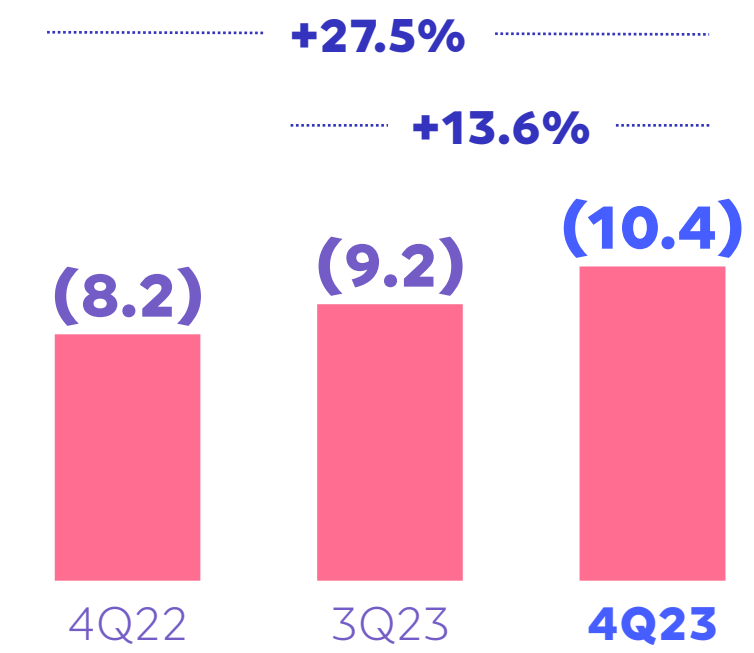
ALL Expanded View

R\$ billion

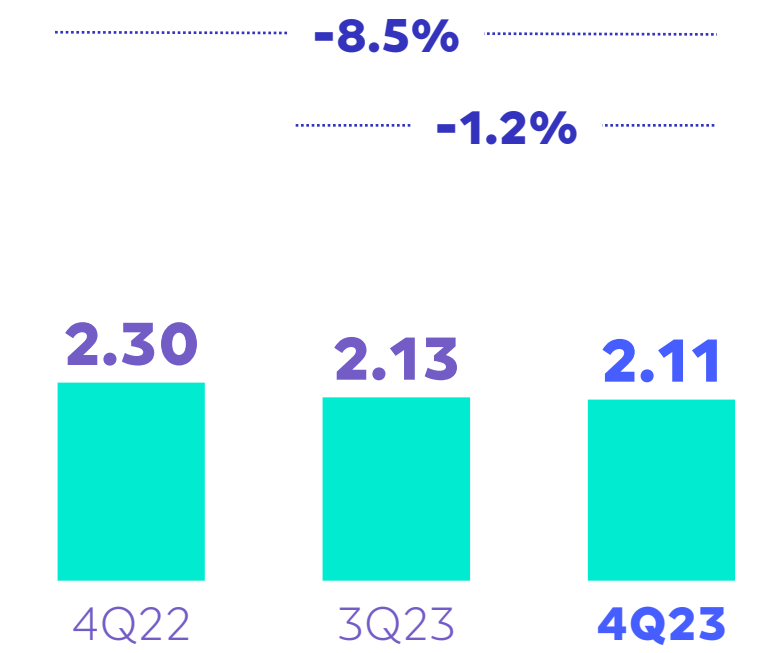
Cost of Credit¹



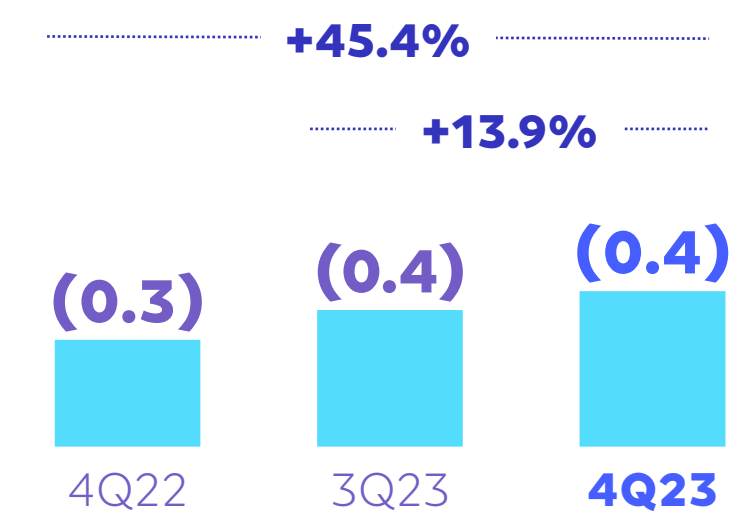
Credit Risk (ALL)



Credit Recovery



Discounts Granted

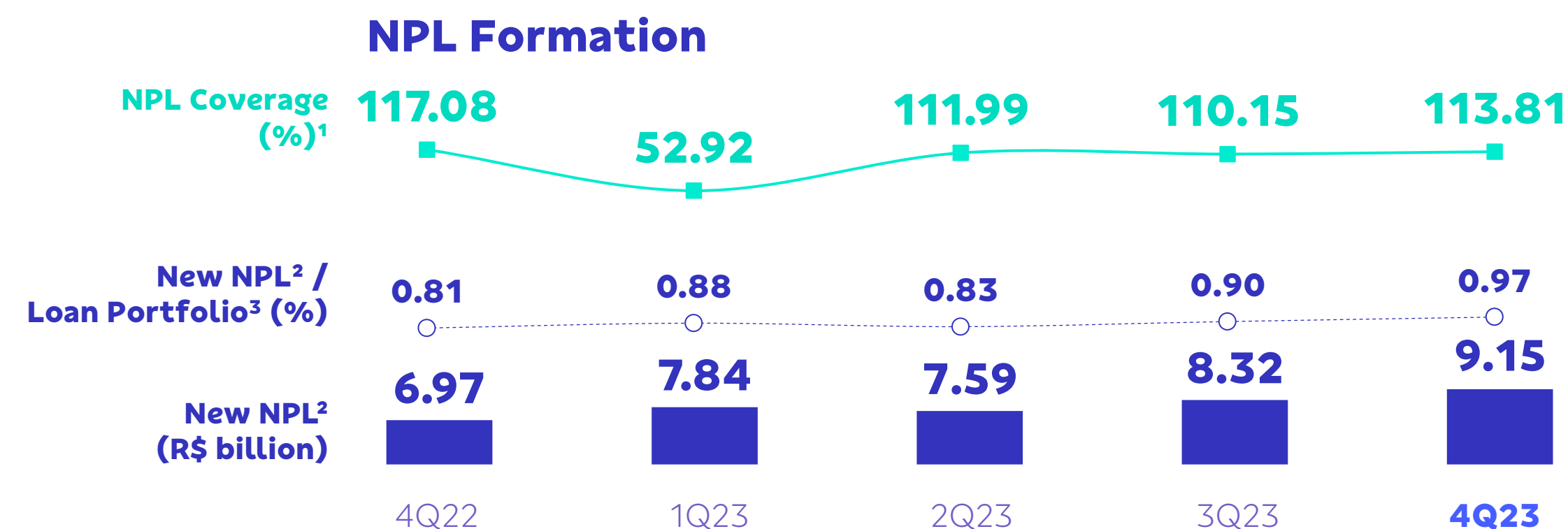
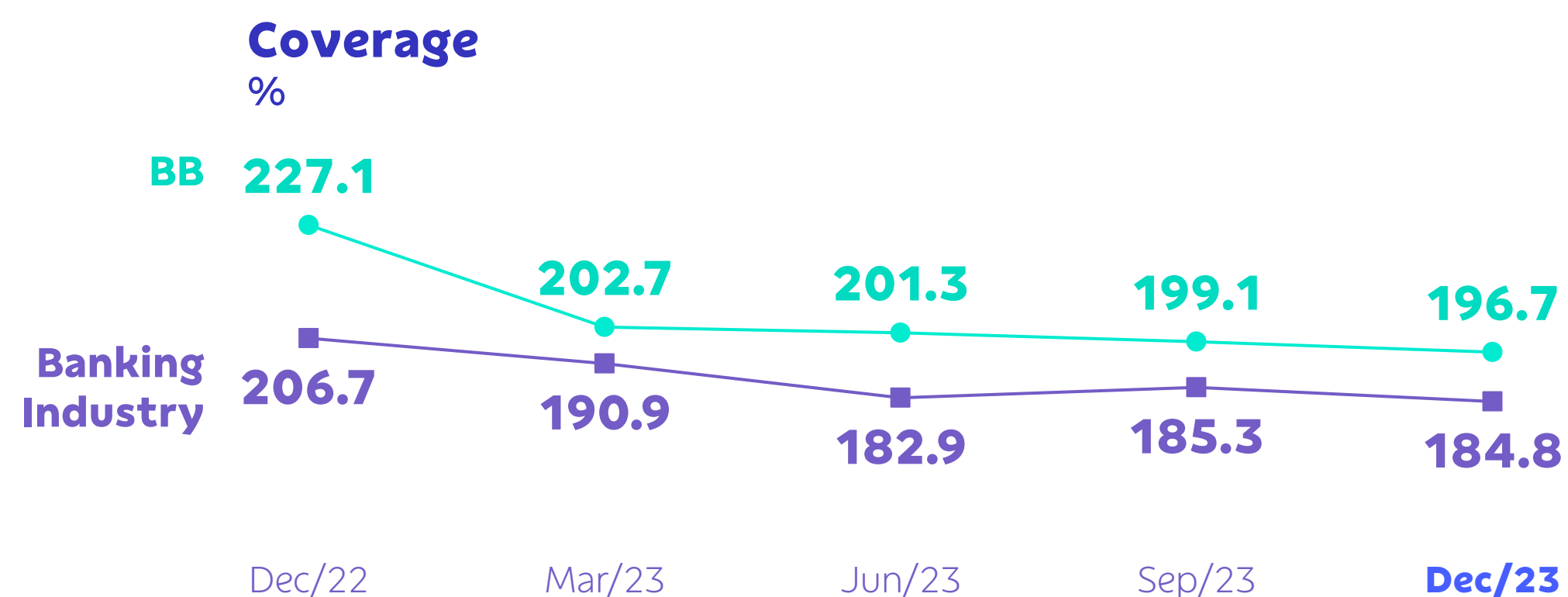
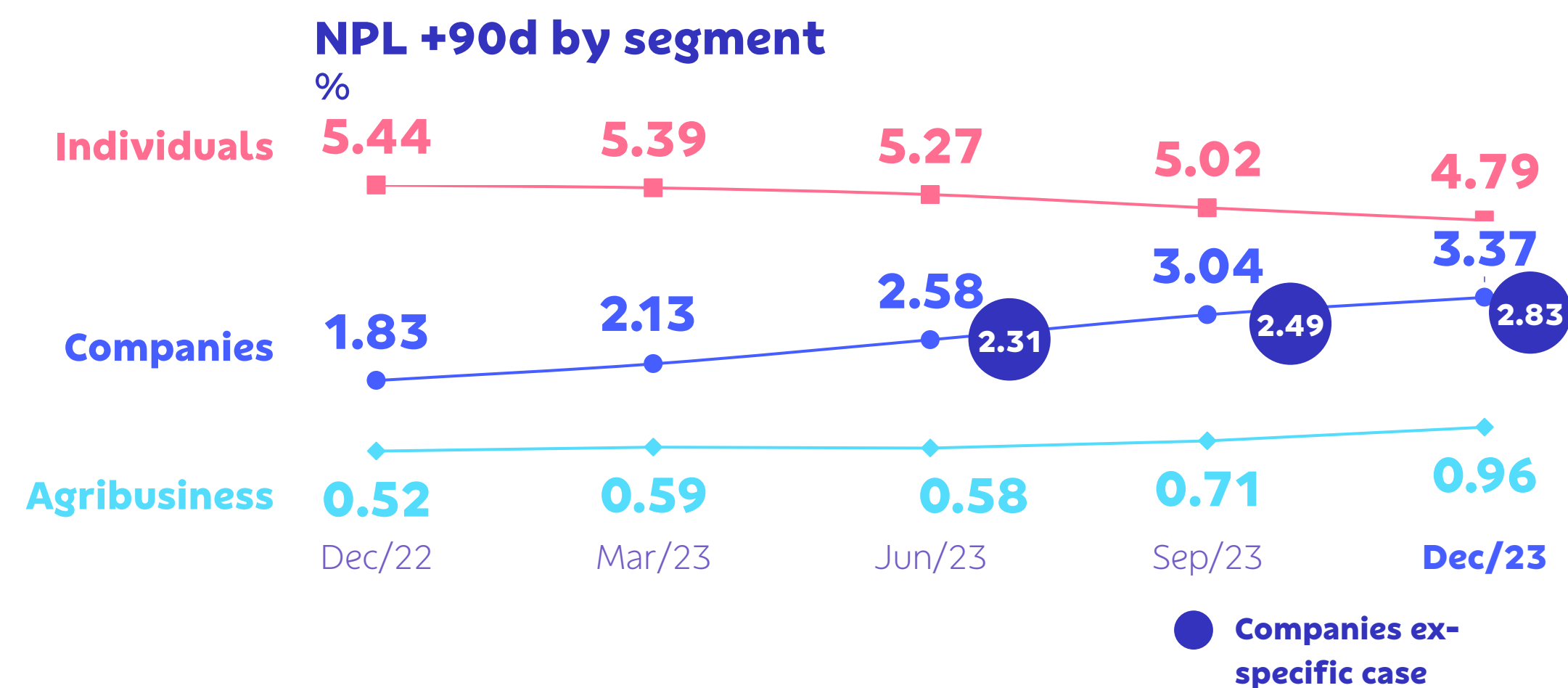
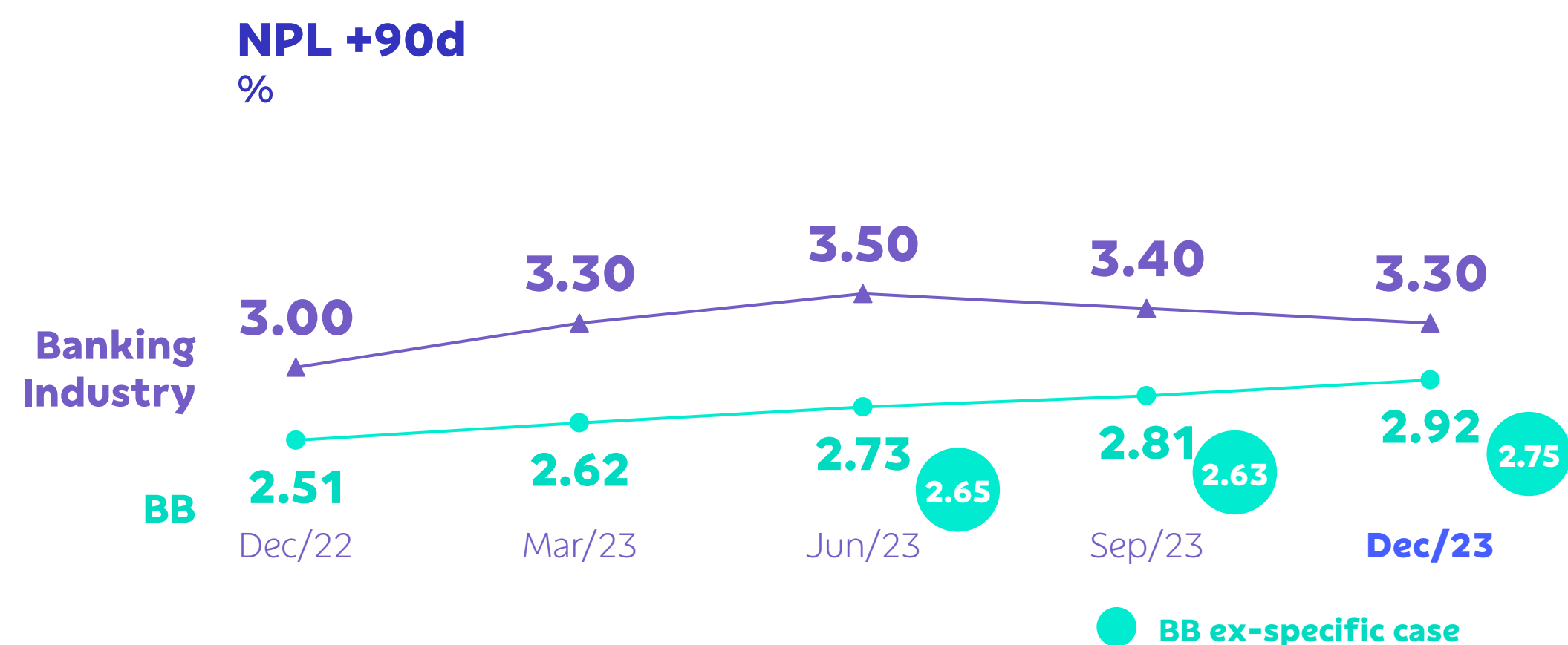


Impairments



(1) ALL Expanded View 12 months / Medium Classified Loan Portfolio.

Credit Quality



(1) Quaterly ALL Expenses/New NPL. (2) New NPL = ratio between the quarterly change of the operations overdue for more than 90 days balance plus the quarterly write-off. (3) Classified loan portfolio balance of the previous quarter.

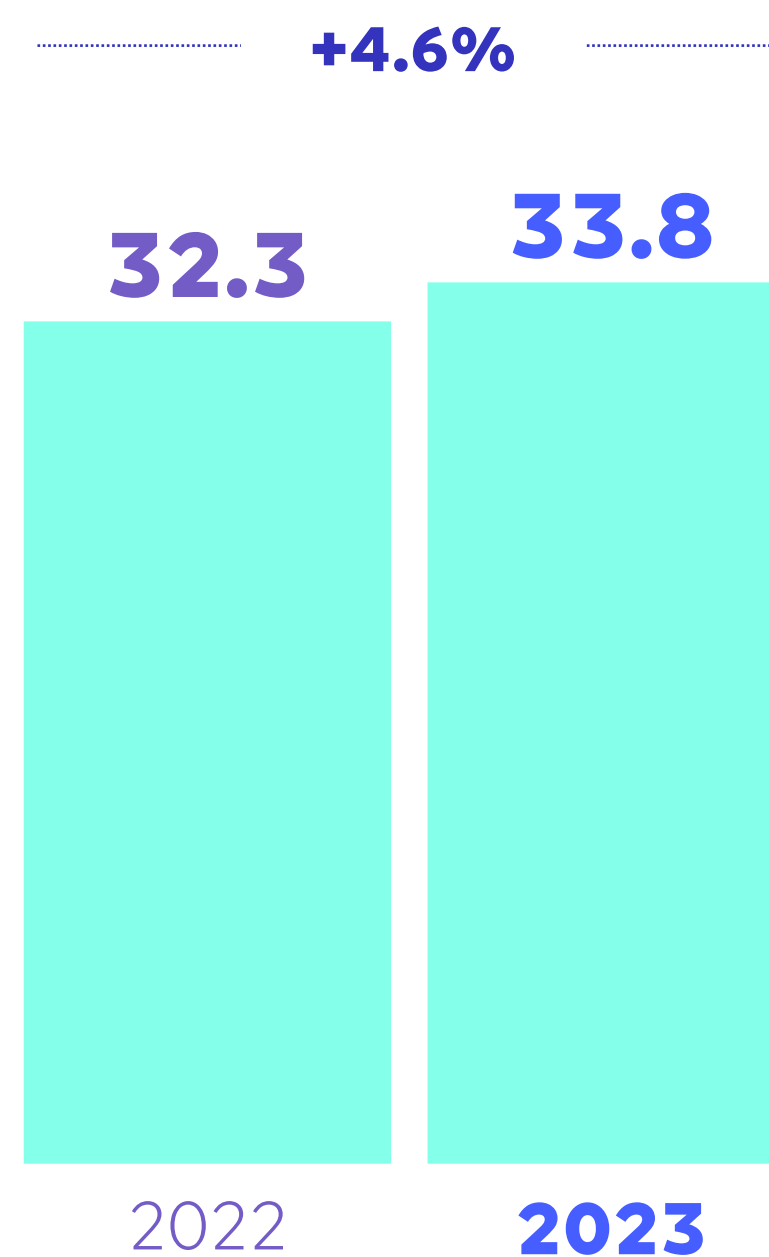
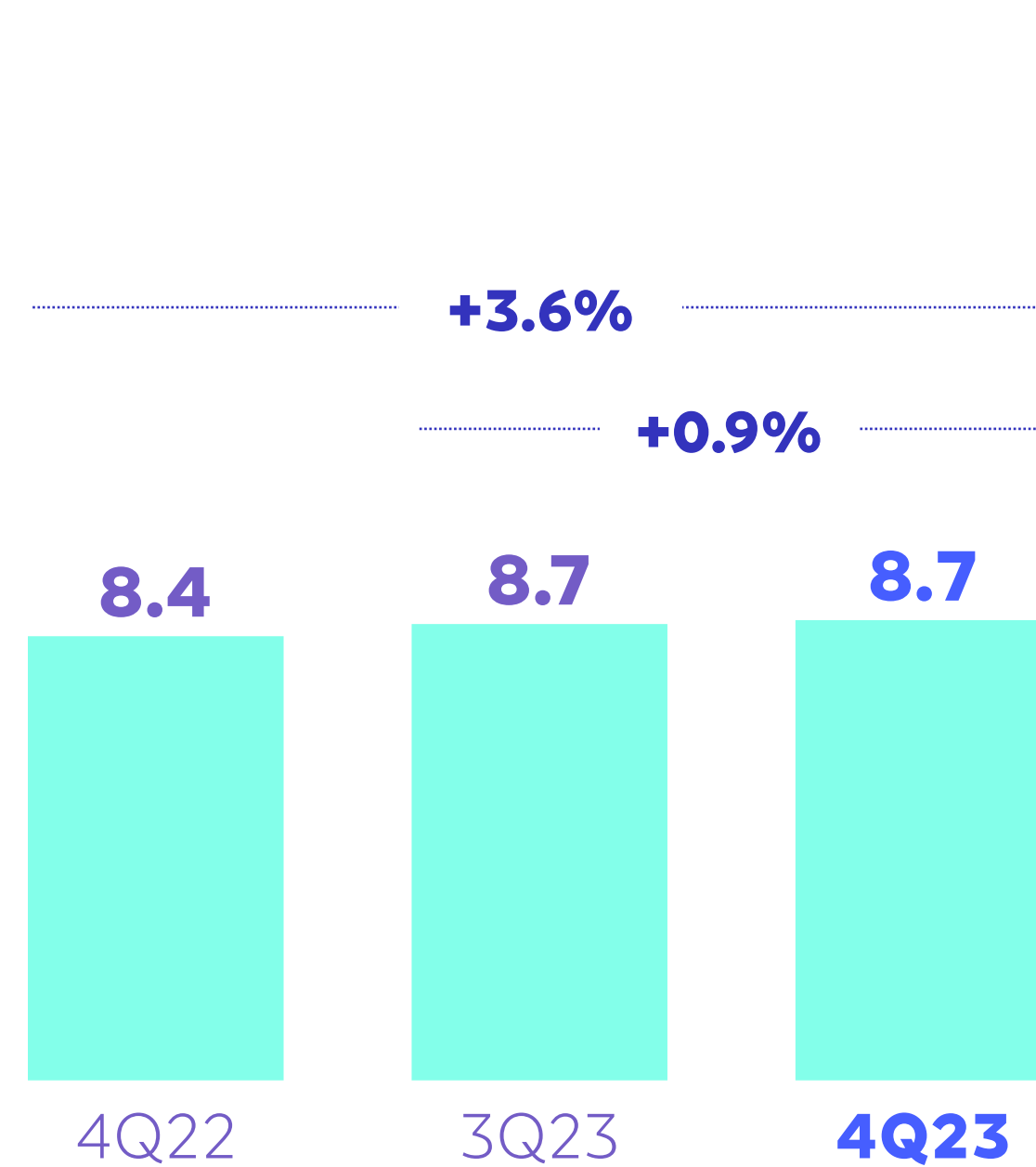
Fee Income

R\$ billion

2023
Guidance

4.6% ✓

4% to 8%

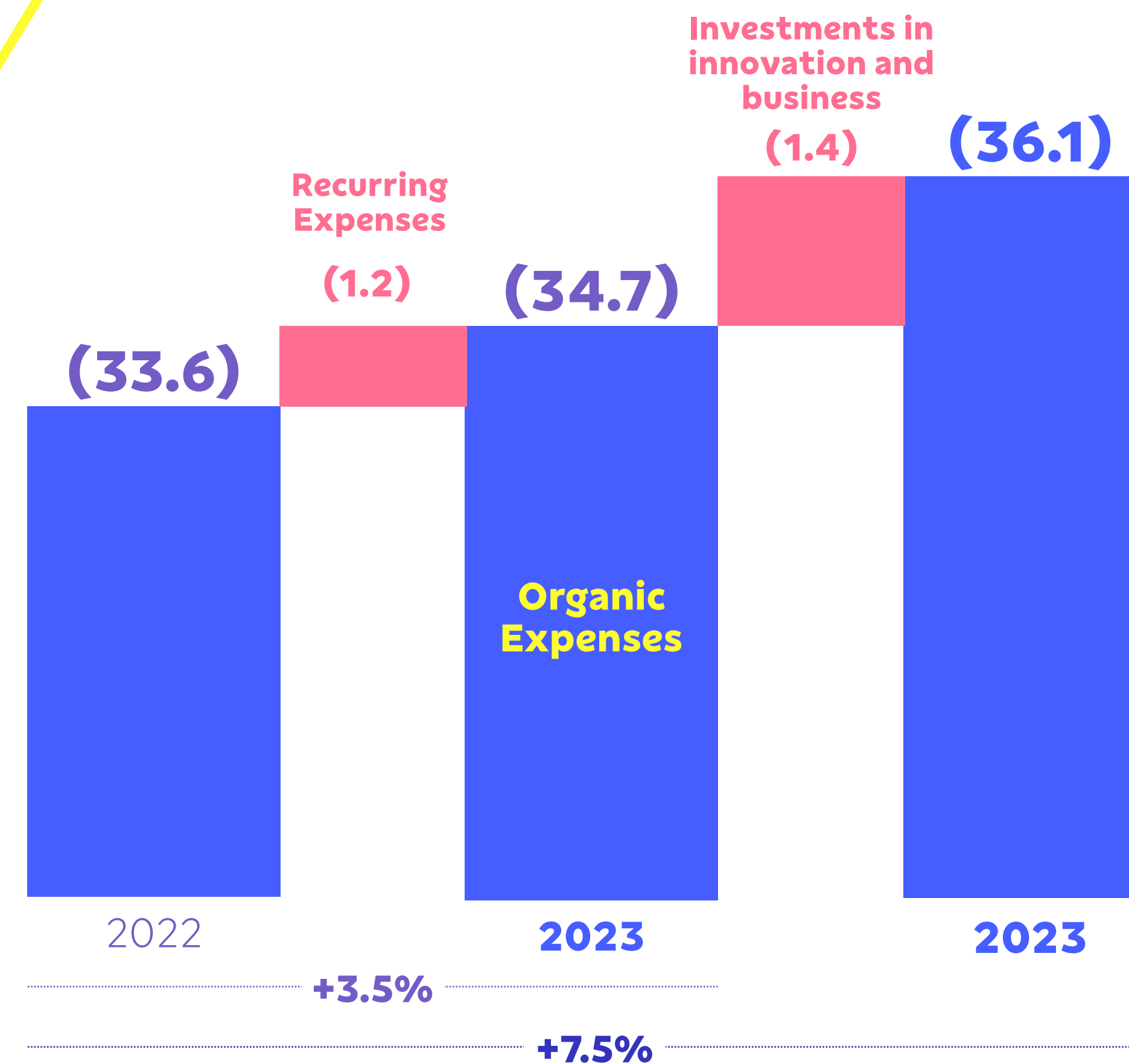
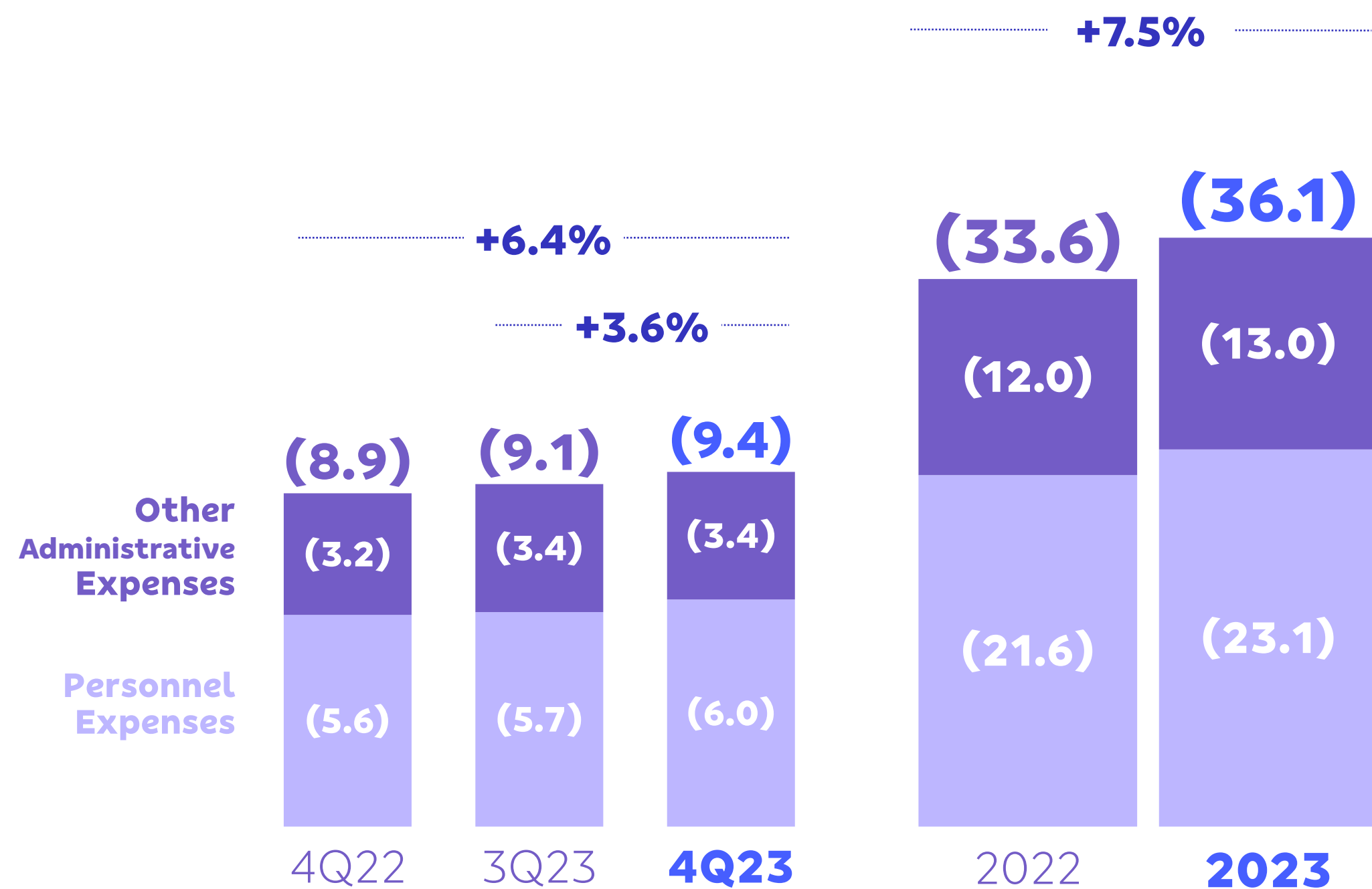


Administrative Expenses

R\$ billion

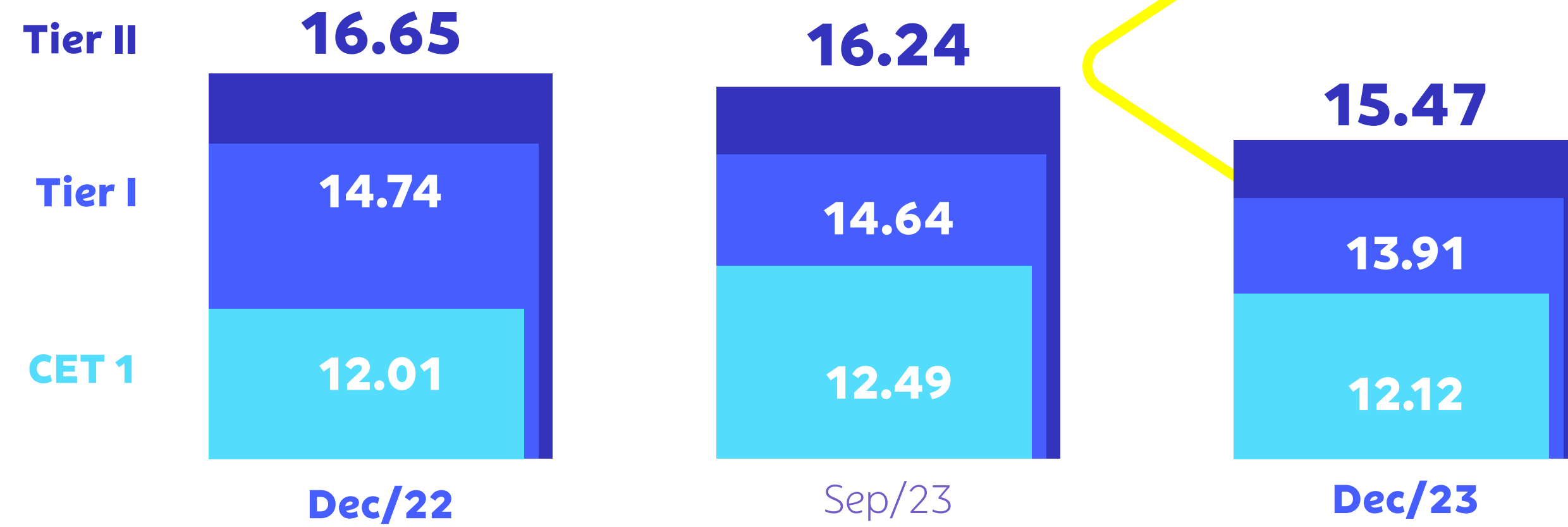
Cost-to-Income Ratio
27.5%

Annual evolution with emphasis on investments in innovation and business



Capital

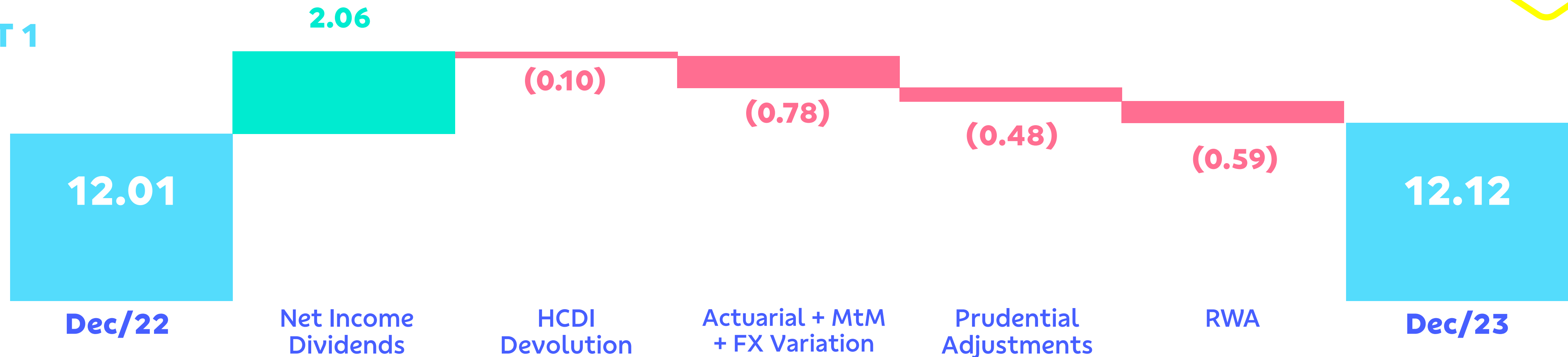
BIS Ratio
(%)



Payout
increase
to **45%**
in 2024.

-53bps
Estimated impact on Tier I
capital of BANBRA 9% call.

CET 1
(%)



Guidance



2024

Loan Portfolio Expanded View¹	8% to 12%
Individuals	6% to 10%
Companies	7% to 11%
Agribusiness	11% to 15%
Net Interest Income	7% to 11%
ALL Expanded View	-30 to -27 <small>R\$ billion</small>
Fee Income	4% to 8%
Administrative Expenses	6% to 10%
Adjusted Net Income	37 to 40 <small>R\$ billion</small>

ESG

Sustainable Loan Portfolio **5% to 9%**

Reinforcing BB's commitment to a sustainable future, from 2024 onwards, we will begin monitoring projections for the sustainable portfolio, which covers credit lines with an environmental and social focus and financing of activities or segments that bring **positive socio-environmental impacts**.

We believe that the guidance will bring more transparency to BB's performance in projects that contribute to **sustainable development** and the **transition to a low-carbon economy**.

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



bb.com.br/ir