



EARNINGS RELEASE

3Q20



For further info
Point your mobile
for MD&A 3Q20

DIS CLAIMER

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Although these references and statements reflect the management's belief, they also involve estimates and unforeseen risks. Consequently, results may differ from those anticipated and discussed here.

These expectations are highly dependent on market conditions, on Brazil's economic and banking system performances, as well as on international market conditions. Banco do Brasil is not responsible for updating any estimate in this presentation.





Measures taken during the pandemic¹

Business continuity with health and safety

Health and
safety of our
employees

Home office
55k employees

Hygiene
enhancement and
protective equipment

Immediate home office for risk
group employees and those
cohabiting with risk group

Commitment
to
society

Emergency
Aid
R\$ 4.6 billion

BEm - Emergency Benefit Employment
and Income Preservation
R\$ 12.7 billion

O Brasil Conta Comigo
Healthcare Professionals
R\$ 189.9 million

Support
to
customers

Credit Support Total Disbursement
R\$ 292 billion²
Benefiting **4.2 million** customers

Pronampe, PESE and
CGPE Programs
R\$ 14 billion

Service
Network Adaptation
Special hours for risk
groups
Maintenance of
essential services

Digital Expansion
19.5 million
+ 3.8 million
Digital Customers

WhatsApp Interactions
107 million

(1) From 03/16/20 to 09/30/20. (2) It includes new credit, renovations and forbearances.





Main Figures

PPOP
R\$ 32.8 bn
+9.5%
9M20/9M19

Digital Customers
Growth of 33% in one year
Sep20/Sep19

App BB
Best ranked in the financial industry¹

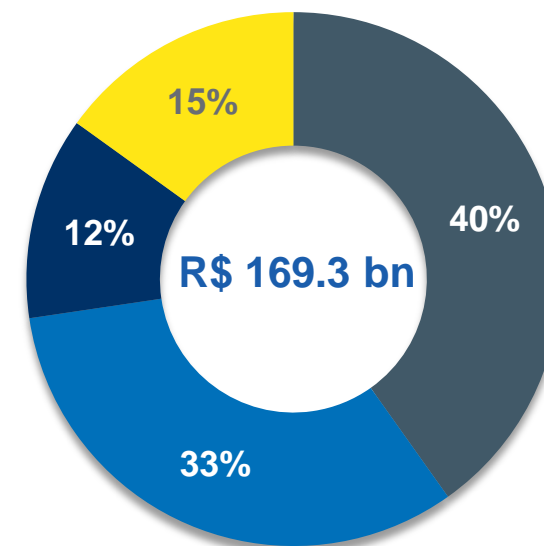
 **4.7**  **4.7**

Loan Portfolio
R\$ 730.9 bn

91.3% at the best risks (AA-C)
Sep/20

CET1
13.11%
Sep/20

ESG Portfolio



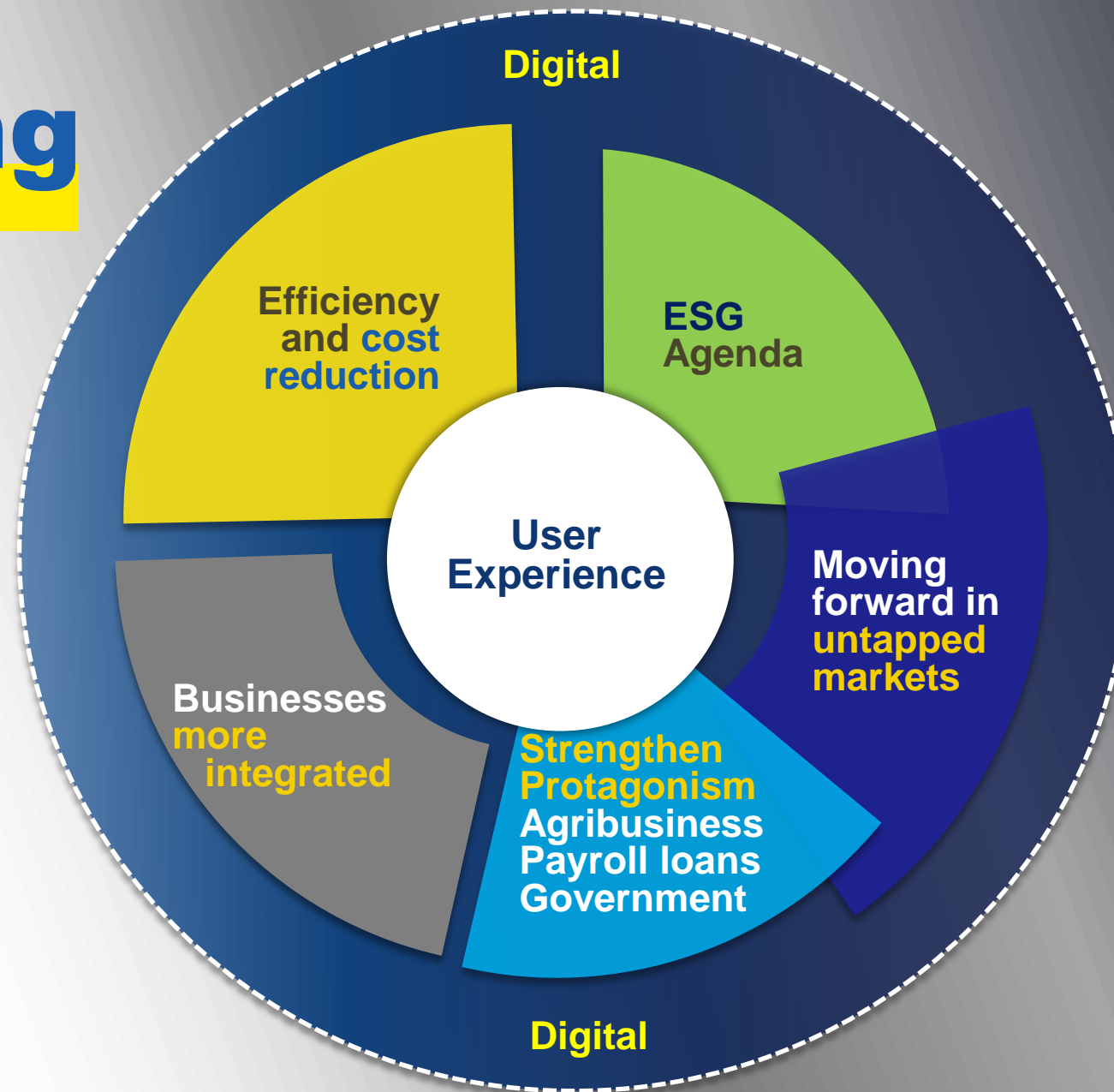
■ Corporate
■ Agribusiness Best Practices

■ Products with Social Benefits
■ Low Carbon Agriculture

(1) Google Play Store with 2.8 million evaluations and Apple App Store with 1.8 million evaluations, as of November 3rd, 2020.



Looking Ahead





PER FOR MAN CE



Adjusted Net Income

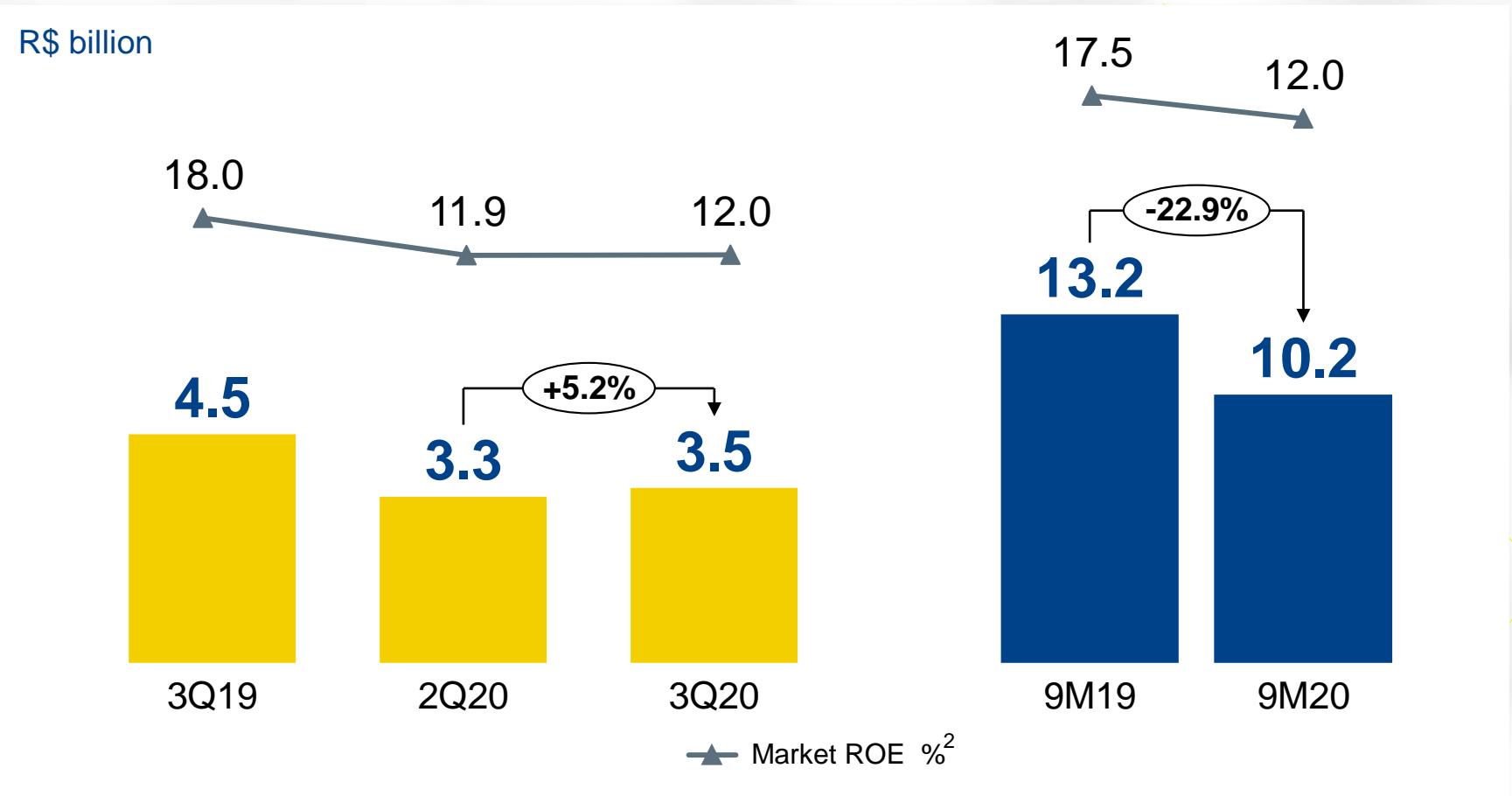
PPOP¹

R\$ 10.8 bn 3Q20

▲ **+5.3%** on/3Q19

R\$ 32.8 bn 9M20

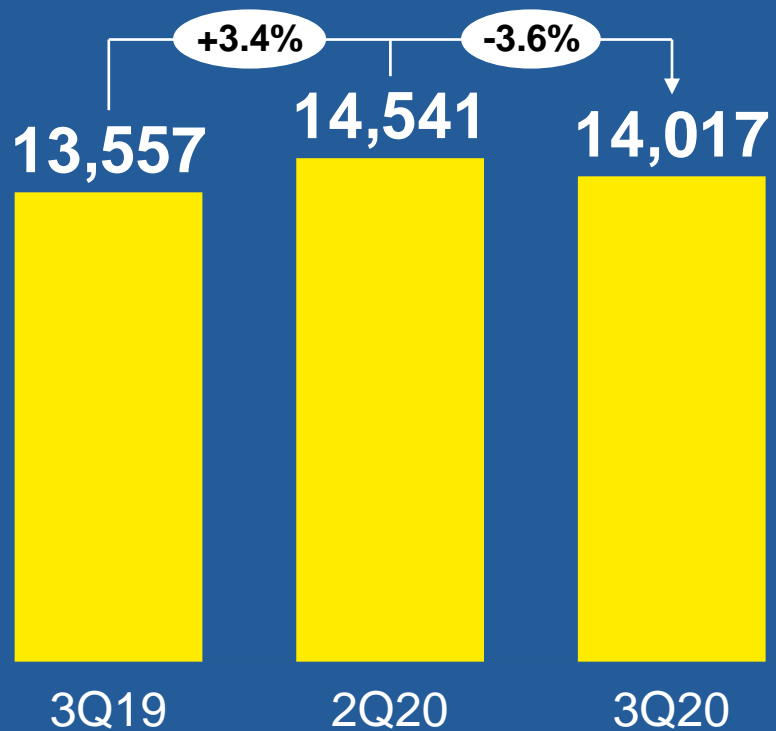
▲ **+9.5%** on/9M19



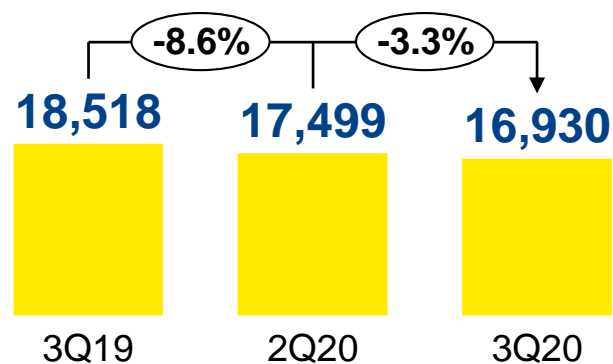
(1) Pre-Provision Operating Profit – Income Before Taxes net of Allowance for Loan Losses. (2) Metric that the main market analysts use to project results. The index is annualized using the linear method.

Net Interest Income

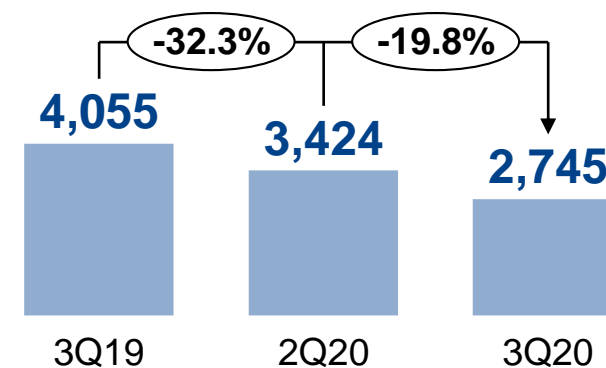
R\$ billion



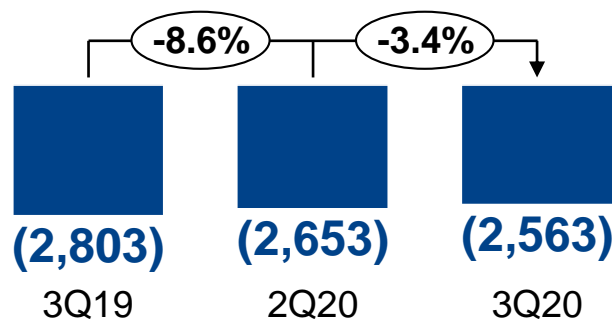
Loan Operations



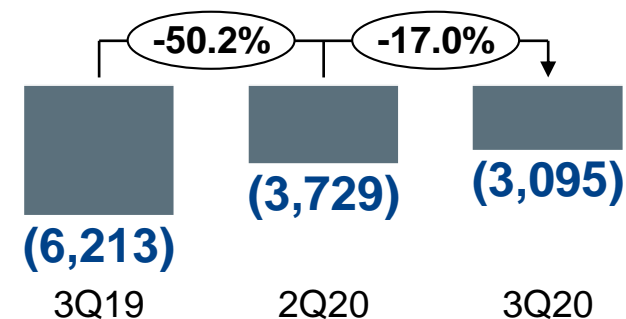
Treasury²



Financial Expense for Institutional Funding¹



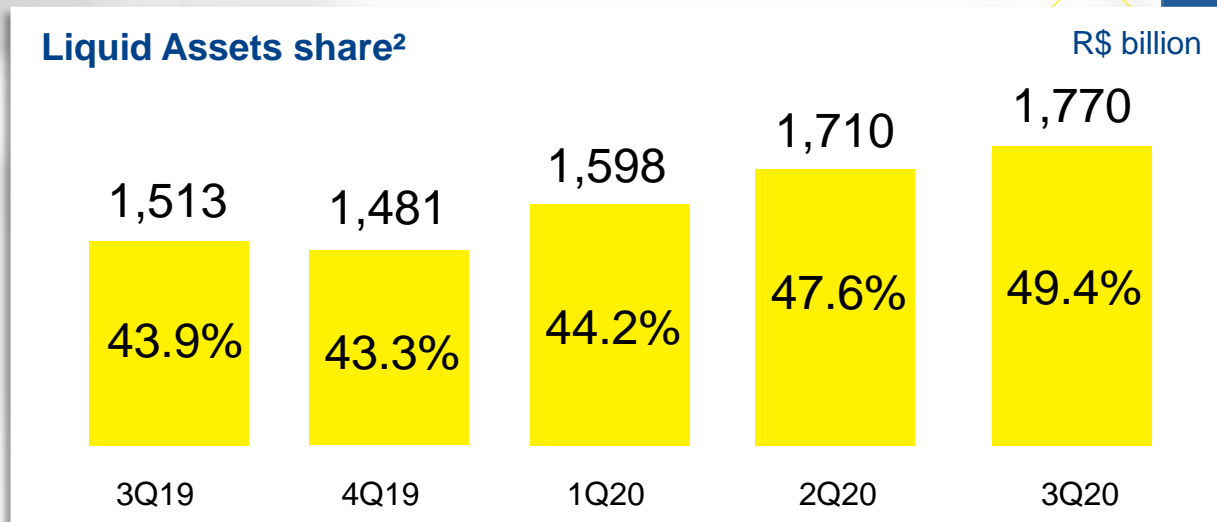
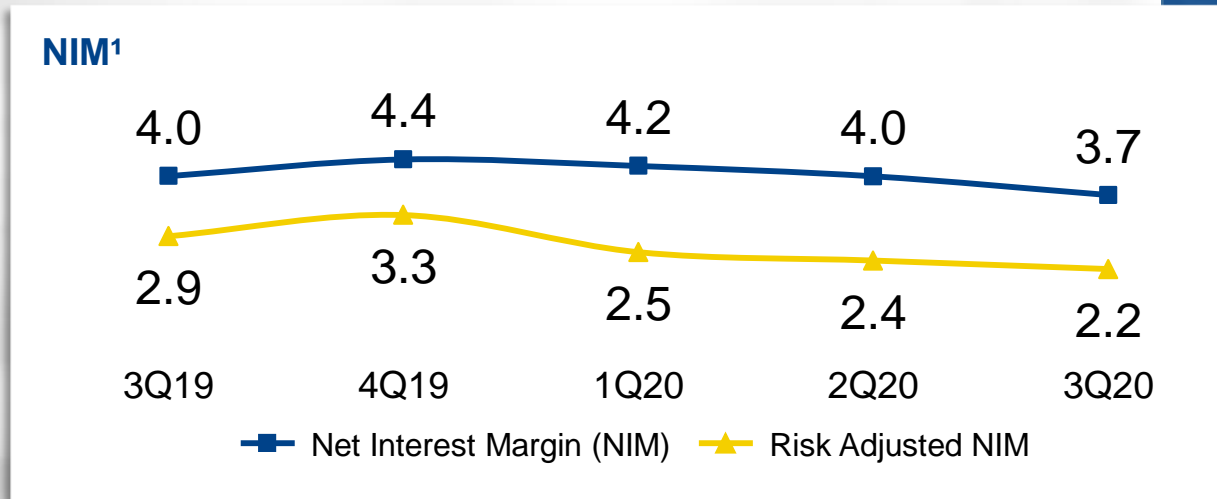
Funding Expenses



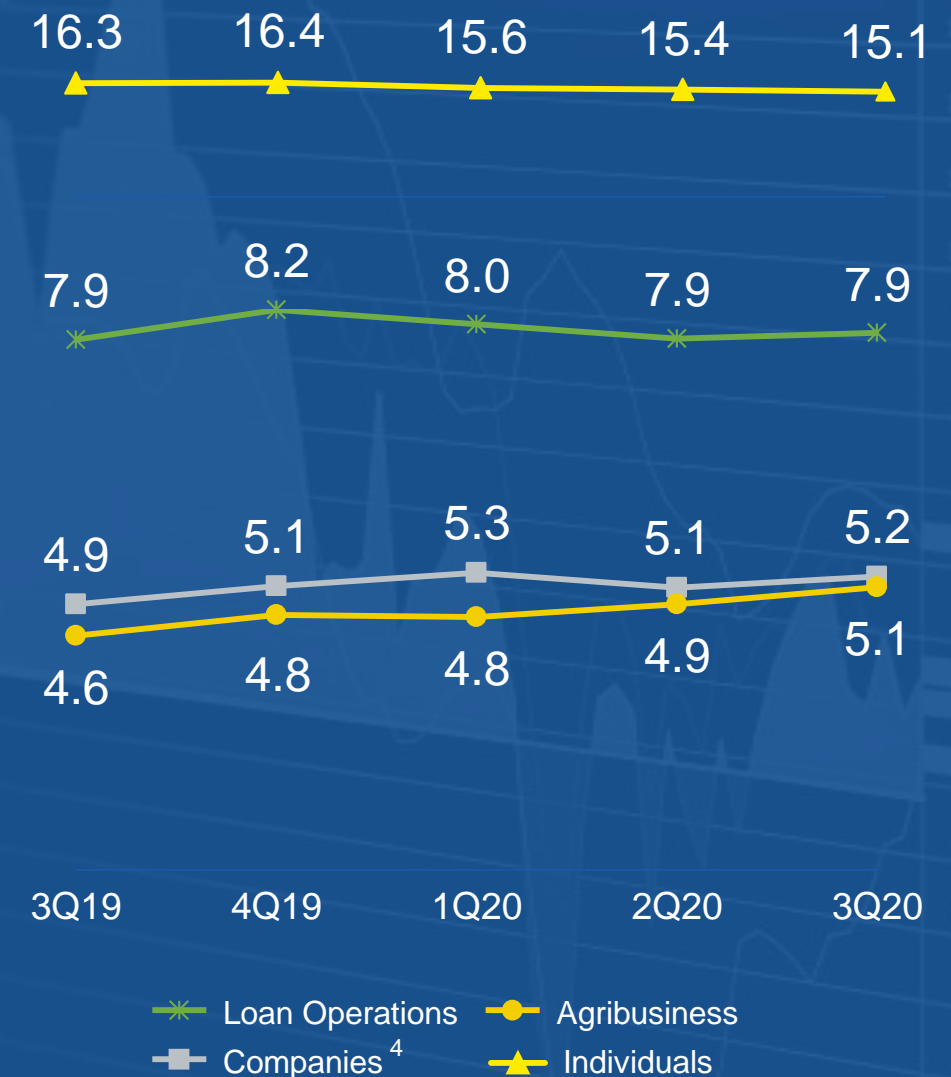
(1) It includes senior bonds, subordinated debt, and Hybrid Instruments in Brazil and abroad.

(2) It includes the result from interest, tax hedging, derivatives and other financial instruments that offset the effects of the exchange rate variation in the result.

NIM (%)

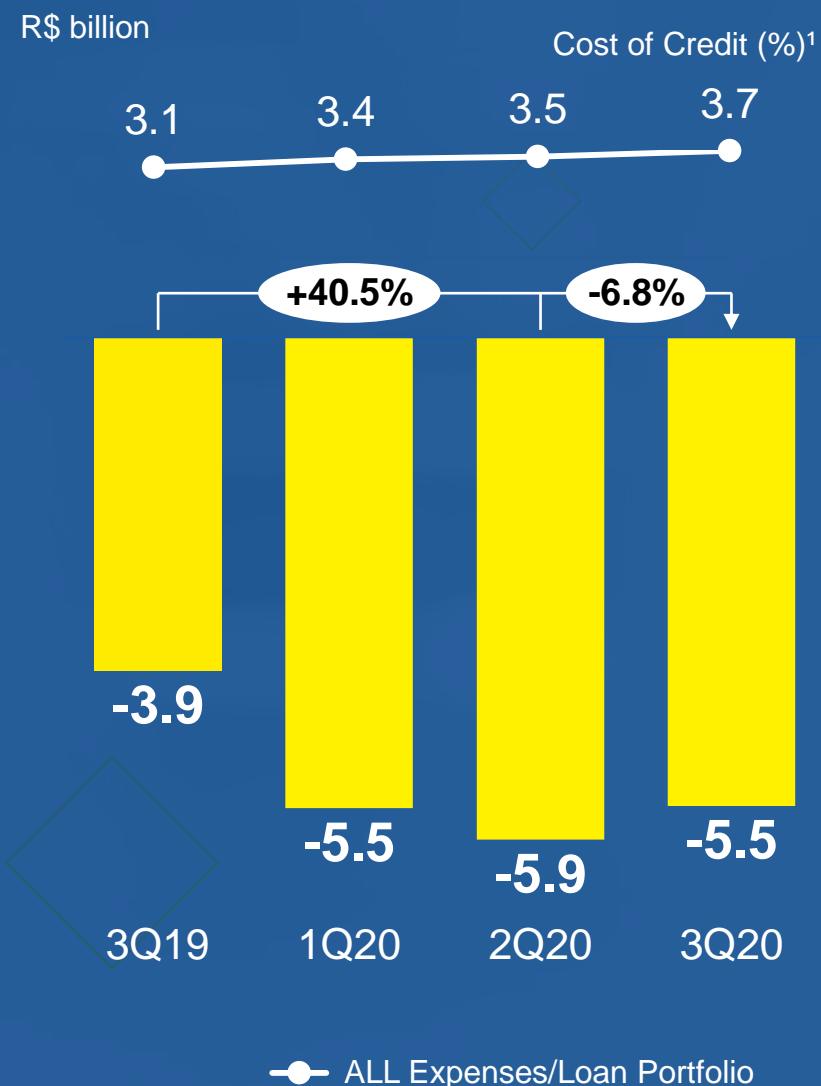


Managerial spread by Segment³

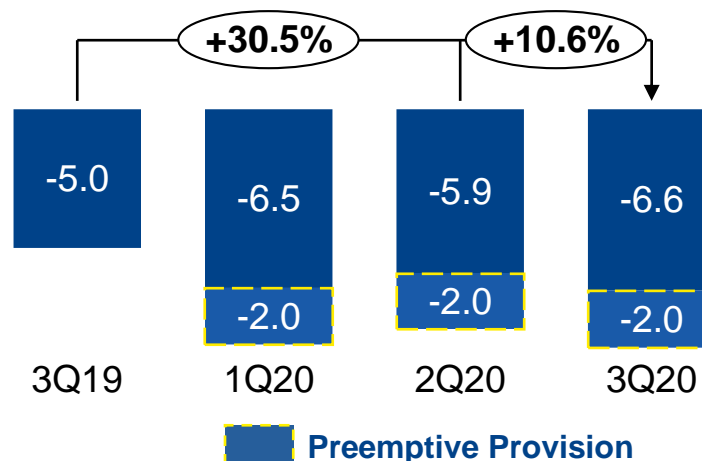


(1) The rate results from the managerial financial margin divided by respective average balances. Series revised on the 3Q19. (2) Net interest income / average balance of earnings assets, annualized. It does not include recovery of write-offs. (3) Series revised on the 2Q20. (4) It does not include government operations.

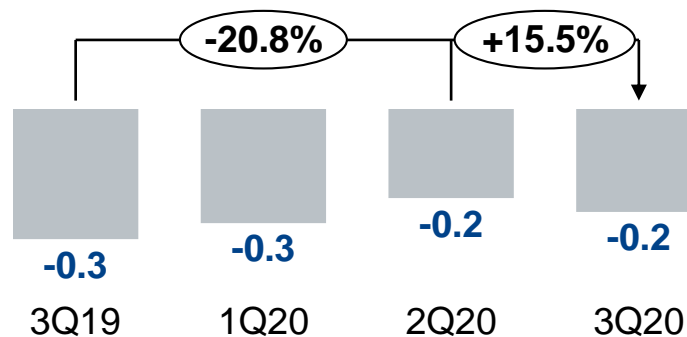
ALL Expenses



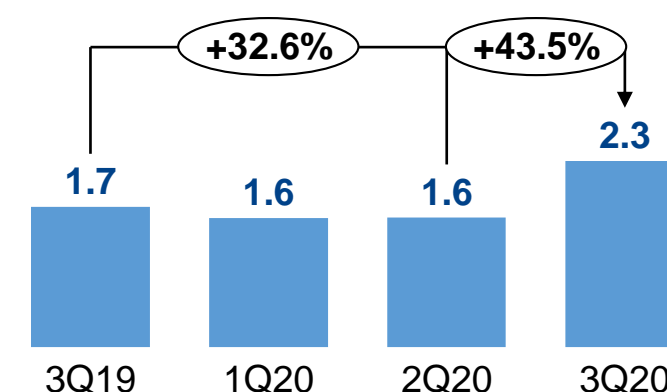
Credit Risk (ALL Expenses)



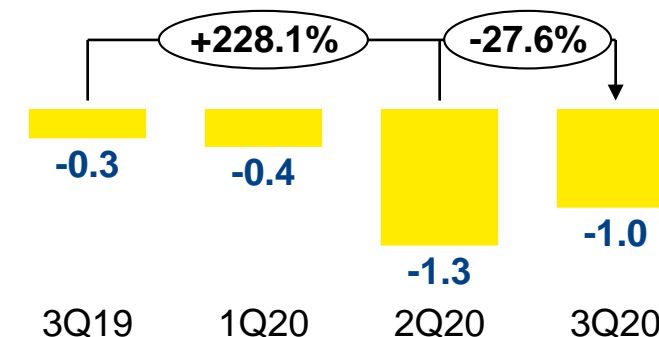
Discounts



Credit Recovery



Impairments

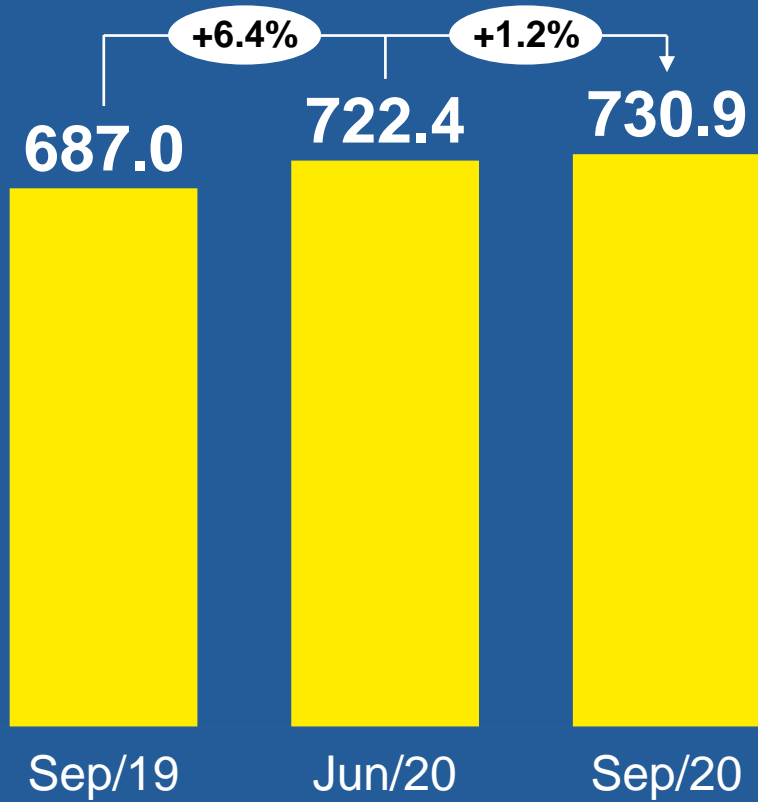


(1) ALL expenses accumulated in 12 months / 12 months Average Loan Portfolio.

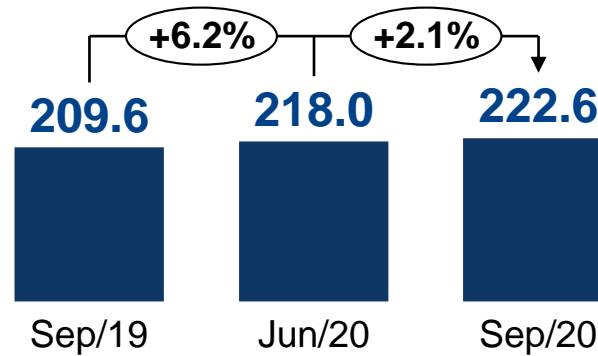
Loan Portfolio

R\$ billion

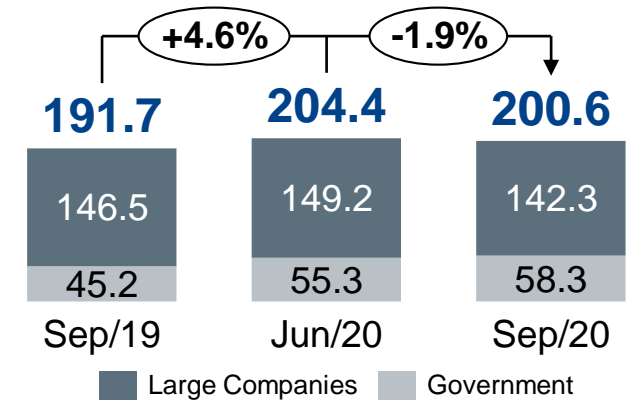
Total Expanded view¹



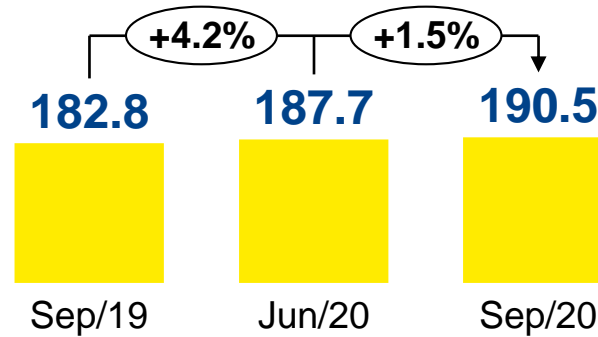
Individuals¹



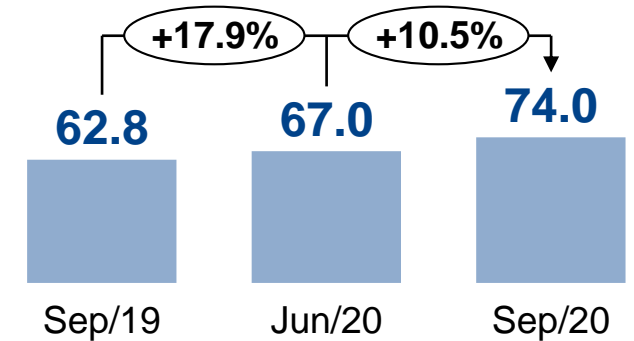
Large Companies¹ + Government



Agribusiness¹



SME



(1) It includes private securities and guarantees provided.

Loan Portfolio under Covid 19 forbearance

Customers Served
1.7 million

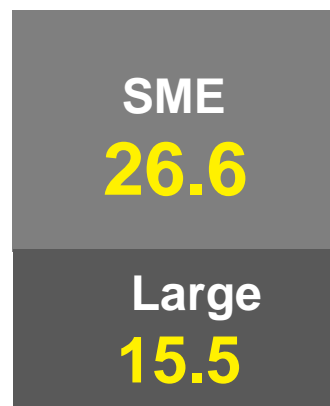
Balance of the forbearance Portfolio¹
R\$109.2 billion

R\$46.9 bn



Individuals

R\$42.1 bn



Companies

R\$15.7 bn



Government

SME

81.4% of the balance with
companies of **better
resilience²**

R\$4.5 bn

Agribusiness

17.3% of the portfolio³

Over **2.4 million**
transactions

97.8% were due
transactions

95.0% with rating AA-C

64.6% with guarantees and
collaterals

Average relationship time: **17.4
years**

(1) From 03/16/20 a 09/30/20. (2) The Resilience Matrix, which combines the sectorial landscape with credit risk score, is used in order to assign the companies' resilience ratio. It's an instrument for the adoption of strategies for granting new loans and, in particular, for the treatment of the forbearance portfolio. (3) Domestic Loan Portfolio, Sep/20.



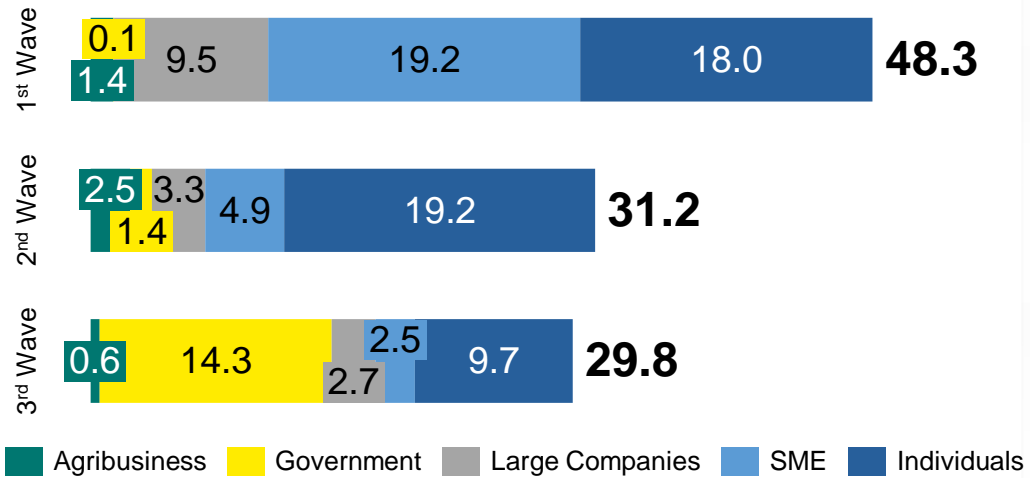
Forbearance Portfolio Profile

0.65% NPL 15-90 days

0.17% NPL +90 days

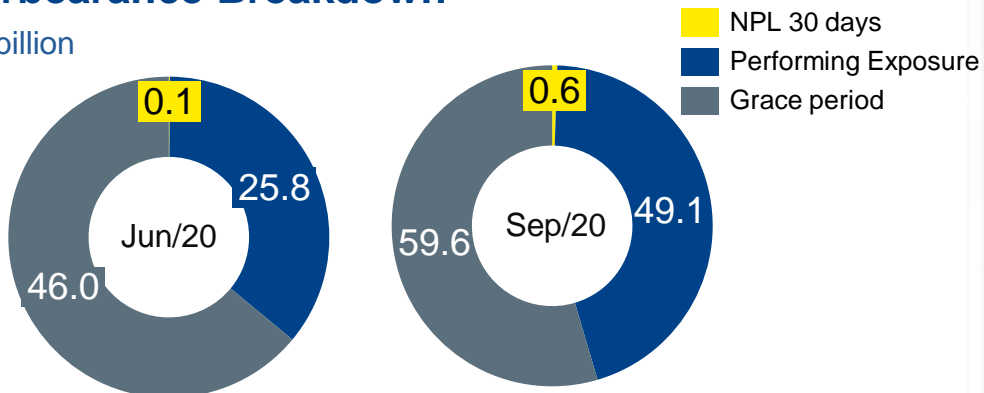
Distribution by waves

R\$ billion



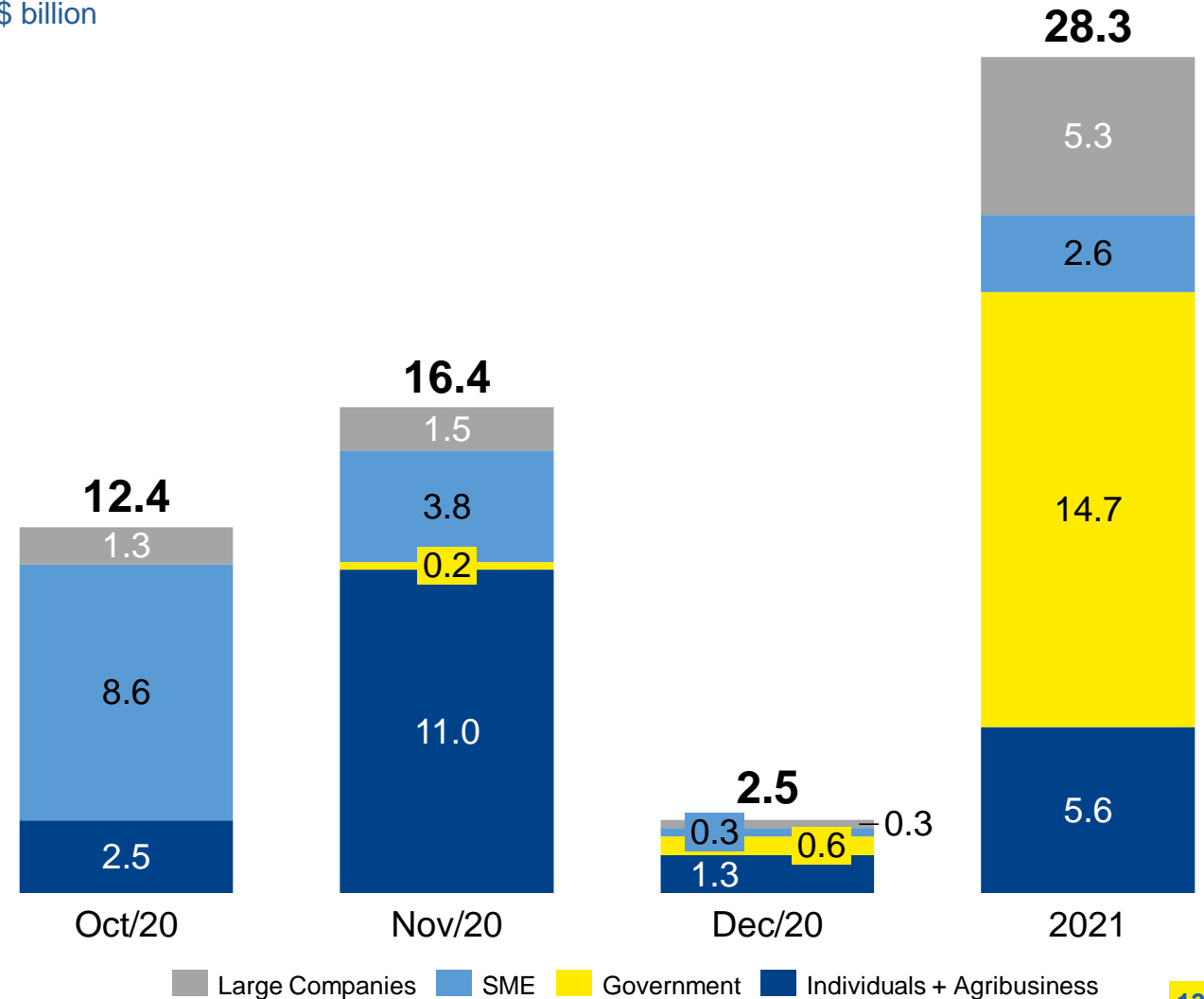
Forbearance Breakdown

R\$ billion

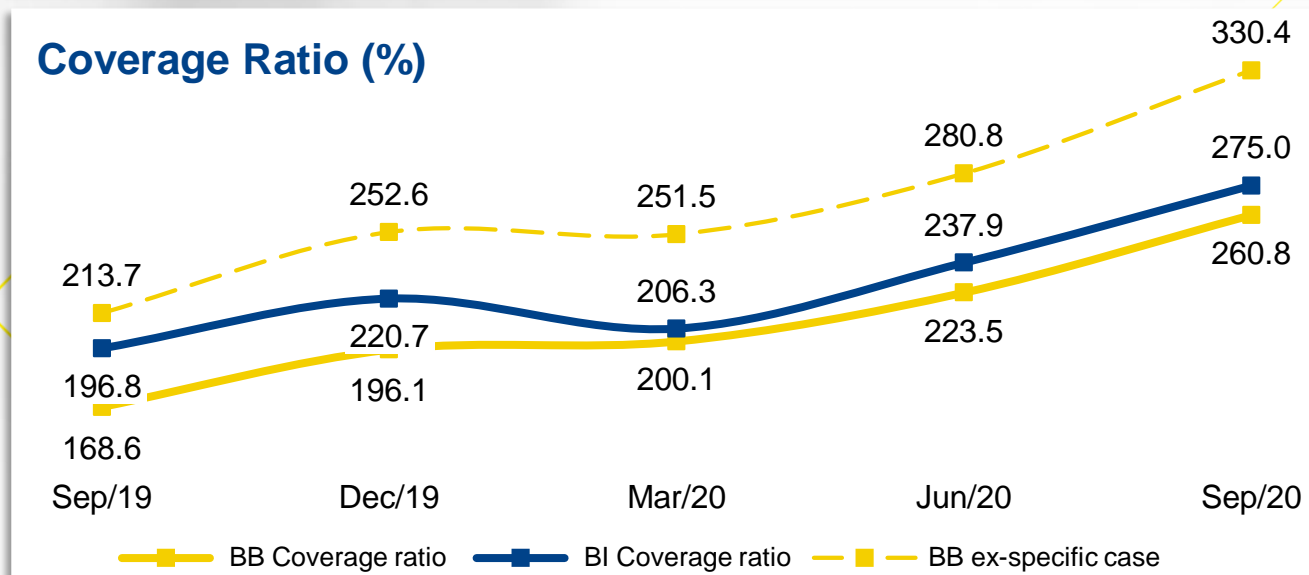
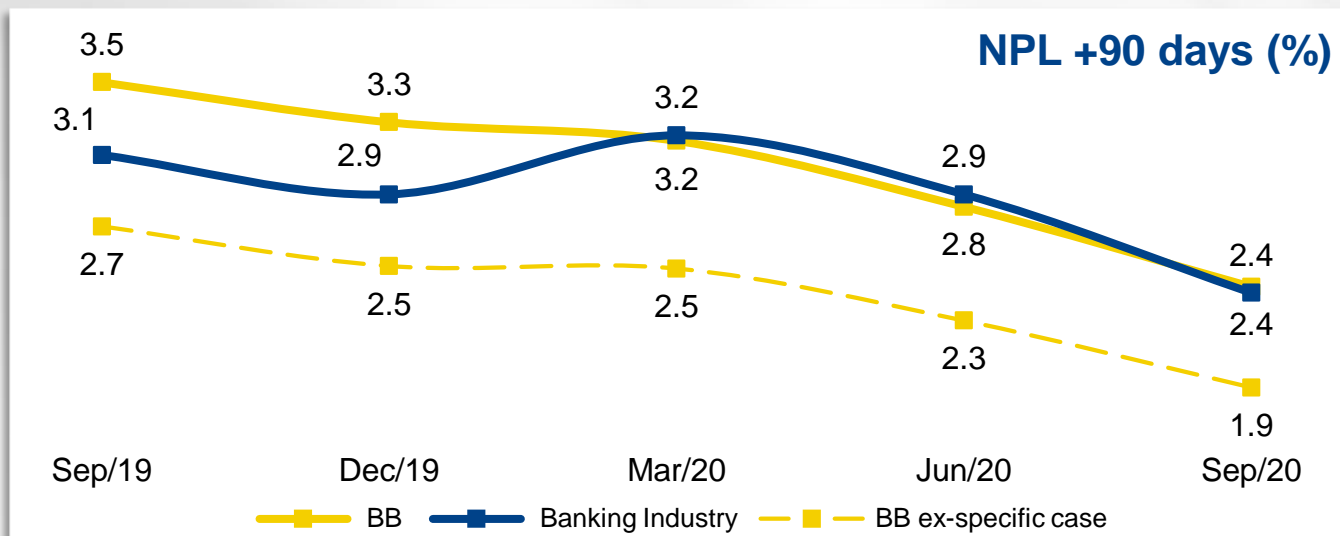


Flow of exit from grace periods

R\$ billion

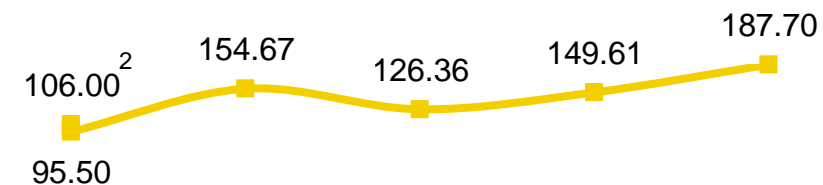


Asset Quality

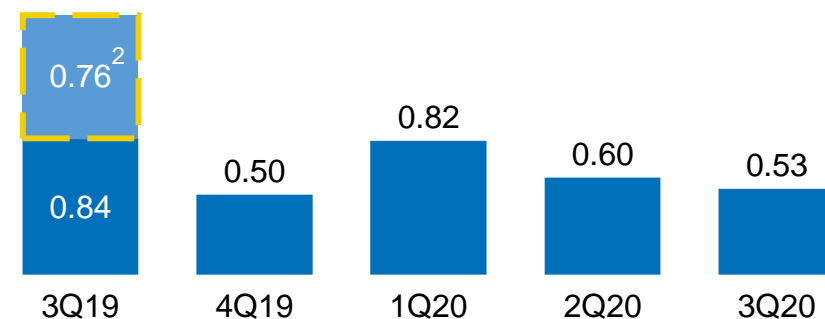


New NPL¹

ALL Expenses / New NPL (%)



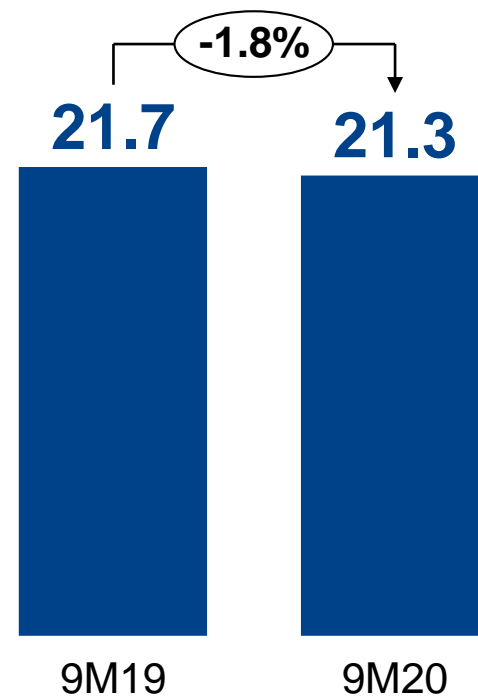
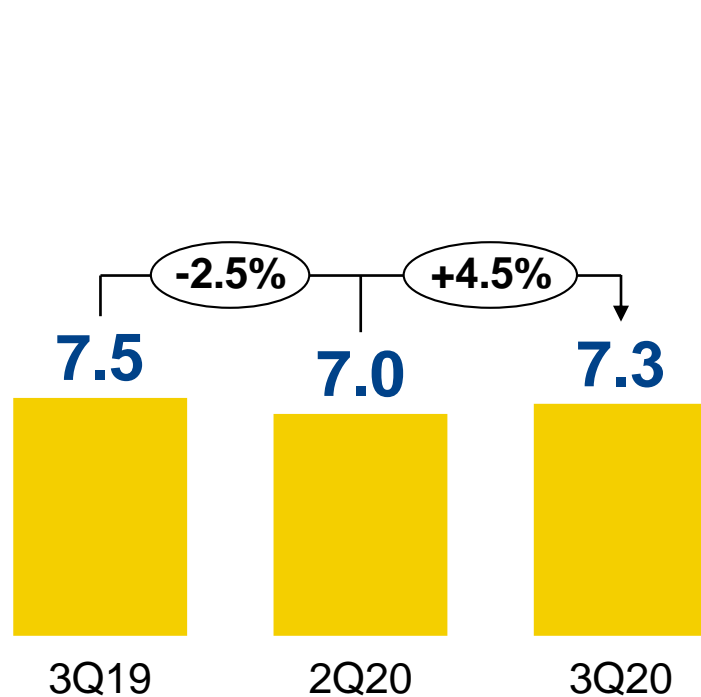
New NPL (%)



(1) Quarterly change in the balance of transactions over 90 days past due + current quarter write-offs / Classified Loan Portfolio of the previous quarter. (2) Ex-specific case.

Fee Income

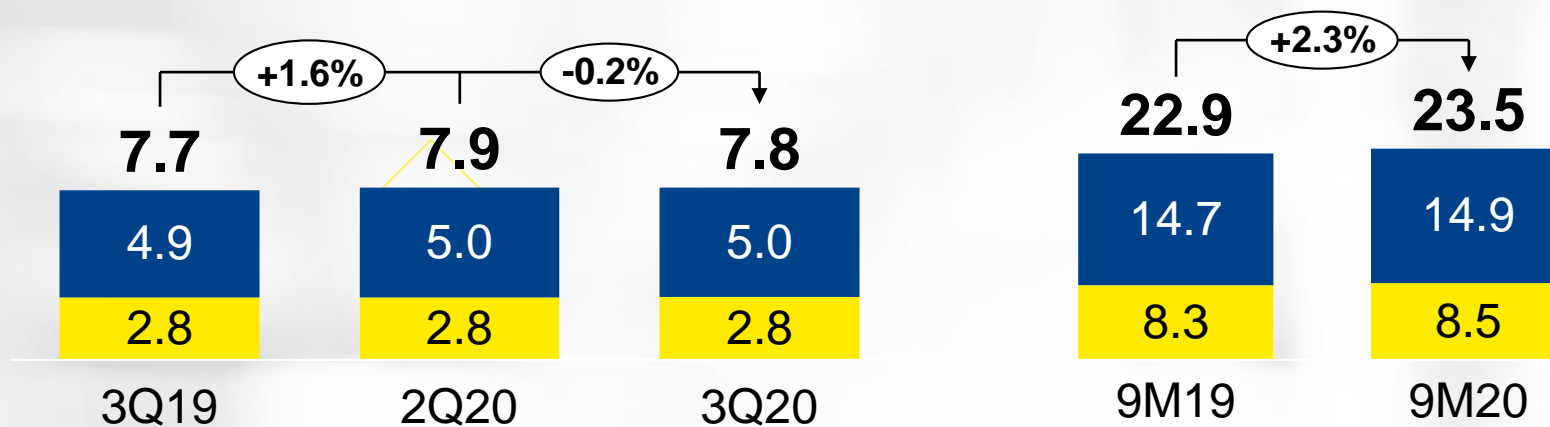
R\$ billion



Main Lines 9M20/9M19

- Insurance, Pension Plans and Premium Bonds **+7.3%**
- Consortium **+13.2%**

Administrative Expenses and Efficiency



■ Personnel Expenses ■ Other Administrative Expenses

Cost-to-income ratio¹
37.0%

Other ongoing actions

Property not in use

Over **500** property not in use sold (until the 3Q20)

Sale of own properties
Estimated value
R\$ 500 million

Processes Automation

Personnel Expenses

Actions in 2020

- Benefited by Performa
- Reduction of 1,766 employees, organically, compared to Sep/19.

Savings until 2025
R\$3.3 billion

Performa and Positions and Remuneration Plan
R\$2.5 billion

Property

Optimization of corporate spaces and sale of own properties

FlexyBB + Remote Working
R\$691 million

Photovoltaic power plants

2 solar power plants in operation
141 branches benefited

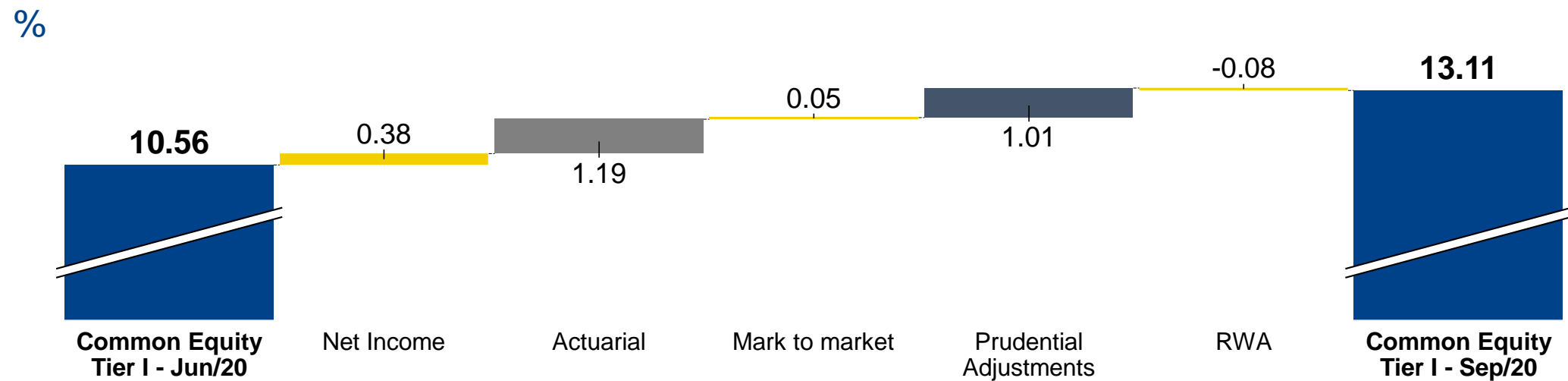
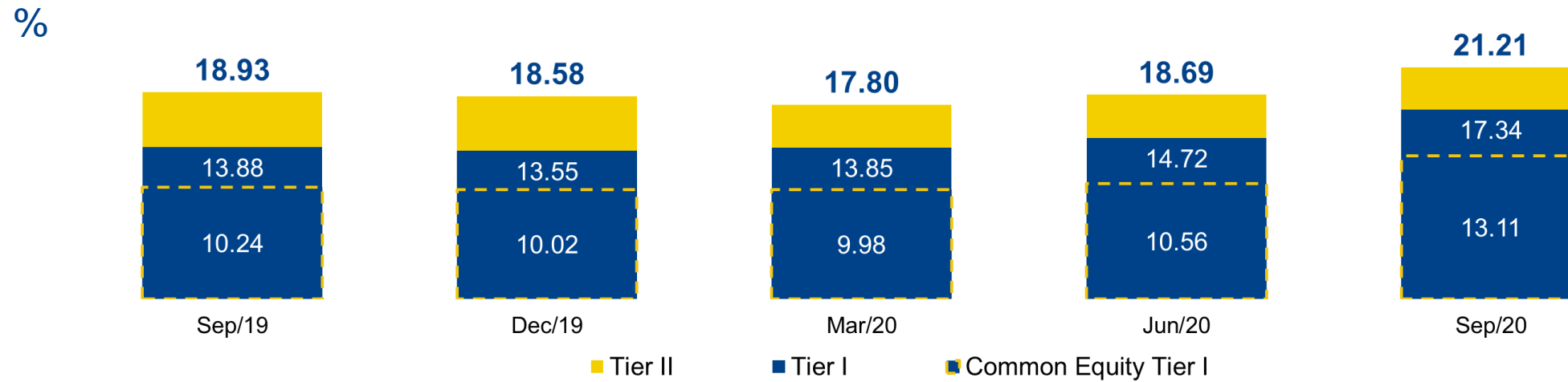
Energy Eco-efficiency
R\$165 million

(1) Administrative Expenses / Operating Revenues, 12 months accumulated. Data refers to the income statement with reallocations. It refers to the 3Q20.

CET1



CET1:
Minimum CET1 of 11%
in January/2022



Digital Transformation at full speed

19.5 Million +33.0% on/Sep/19
Digital Customers¹

5.9 Million +69.4% on/Sep/19
Digital Native Customers²

3.2 Million +454% 3Q20/3Q19
Customers served by WhatsApp

86.7% Of the transactions
made through internet
and mobile in Sep/20

 **App**  **4.7**
Best ranked in
the financial
industry³  **4.7**

BB Digital PJ

API's for cash management and
payment solutions

**177 customers integrated
via Cash API's and 10
partners (ERPs)** +149.3%
on/2Q20

**26.1 million registered
slips through API** +105.5%
on/2Q20

New Digital Solutions

Reduction in granting time
branches x digital channels

Capital de Giro Digital
1 day to 7 minutes

BB Financiamento Digital
14 days to 1 day

Antecipação de Recebíveis Digital
48 minutes to 1 minute

(1) It includes Internet, Mobile, Gerenciador Financeiro, WhatsApp, Carteira bB, Google Assistant and App Ourocard. (2) Customers who started relationship with BB through Digital Channels. It does not include Carteira bB. (3) Google Play Store with 2.8 million evaluations and Apple App Store with 1.8 million evaluations, as of November 3rd, 2020.





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