



Informações BB

4Q21

Shareholders' Newsletter

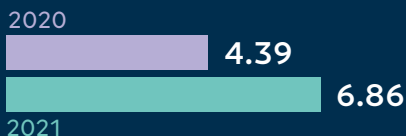
[www.bb.com.br/ir](http://www.bb.com.br/ir)



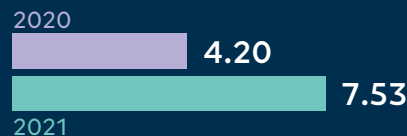
# Market Indexes

	Dec/20	Dec/21
Book Value per Share – BBAS3 (R\$)	40.91	47.04
Closing Price – BBAS3 (R\$)	38.80	28.85
BDORY Price (US\$)	7.43	5.15
Market Value (R\$ bilhões)	110.71	82.32

## Earnings per Share (R\$)



## Dividends and IOC Distributed (R\$ billion)



# Market Consensus

16 analysts – As of 02.16.2022



Average Target Price:  
**R\$ 43.75**

# Profit Distribution

For the year 2021, the percentage of 40% of the net profit was approved to be distributed via dividends and/or interest on own capital, based on the Bank’s results, its financial condition, cash requirements, the Capital Plan and its targets and respective forecasts, the Statement of Appetite and Tolerance to Risks, prospects for present and potential markets of operation, opportunities for investment and the maintenance and expansion of operational capacity.

When the distribution occurs by IOC, the amount calculated based in the approved payout ratio corresponds to the gross amount, in which taxes may be incurred, according to current legislation.



# Record Results



Click [here](#) and watch our CFO, Ricardo Forni, comments on the results of the 4th quarter of 2021

## 2021/2020

Adjusted Net  
Income

Loan  
Portfolio

CET1

**R\$ 21.0 billion**

Growth of **51.4%**

Market ROE of **15.8%**

**R\$ 874.9 billion**

Growth of **17.8%**

NPL+90d of **1.75%**

CET1 of **11.9%**

## Dynamics of Fee Income and Expenses

Net Interest Income:

**+4.9%**

Fee Income:

**+2.2%**

Administrative Expenses:

**+1.4%**

Cost to Income Ratio:

**35.6%**



# Successful performance in our leading roles

## Agribusiness

BB Agribusiness  
Market Share: **54%**

BB Individuals Agribusiness  
Market Share: **59%**

Record Loan Portfolio



**R\$ 248 billion**

**+29.4%** over Dec/20

New BB Fiagro Investment Fund



**more than R\$ 400 million**

raised at launch

Traded on **B3 | BBGO11**

Agribusiness Bonds



**CPR +62.8%**

**CDCA +779.7%**  
over Dec/20

BB Família Agro



**10k customers**

Support for business  
succession in the field

## Payroll Loans

Record Balance



**R\$ 106.8 billion**

**+14.2%** over Dec/20

Market Share BB



**20.8%**

## SME



**Best Bank for SMEs in Latin America**

by Global Finance  
in 2021



Record Disbursement

**R\$ 70.4 billion**

in 2021

## Foreign Trade



Exchange Center

**+478%** over Dec/20  
**Operations**



ACC / ACE Balance

**R\$ 17.6 billion**

**+31.3%** over Dec/20



# We are the World's Most Sustainable Bank



## Sustainable Loan Portfolio

**Total: R\$ 291.4 billion** + 19.1% over Dec/20

### Social Loans



### Best Socio-Environmental Practices



### Low Carbon Agriculture



### Companies



Sustainable Loan Portfolio Validation

## Social Bond Issuance

In the amount of **US\$ 500 million**

## Compensation of 100% GHG

Scope **1 and 2**

## ESG Investments Offer

**R\$ 8.2 billion**  
Growth of 144.5% over Dec/20

Member of  
**Dow Jones Sustainability Indices**  
Powered by the S&P Global CSA





# A bank for each customer

## Specialized Service

### Escritório Leve

more than 1.4 million customers  
16 offices

### Private

Offices in 79 cities  
6.5k Megaprodutor Rural

### Agribusiness

3,954 agribusiness service units  
In 5,393 municipalities

### SME

215 exclusive branches  
more than 7k qualified and dedicated professionals

### Corporate

89 offices  
more than 12k business groups

### Public Sector

41 offices  
more than 800 expert professionals

## Where, how and when the customer wants

### We are digital...

#### Virtual Assistants Resoluteness



93.2% in the 4Q21  
+1,760 bps over 4Q20

#### Virtual Assistants Services



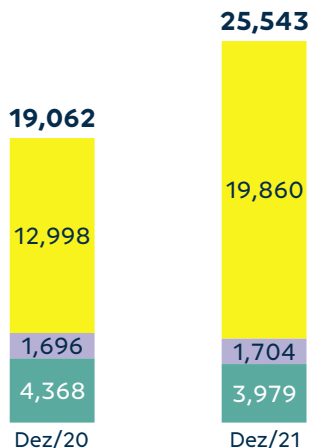
21.6 million in the 4Q21  
+234.9% over 4Q20

#### Digital Transactions



91.7% in the 4Q21  
+514 bps over 4Q20

### ...with physical convenience



■ Correspondents
 ■ Branches
 ■ Service Posts



## Solutions hub

Availability of products,  
services and benefits

### Loja BB in the App

#### Marketplace Affiliates

Purchases through **App and cashback** in the account

#### Gift Cards

More than **1.5 million** sold in 2021



Since launch:

**543k**  
hits

**More than R\$ 1.3 billion**  
in closed deals



### Plataforma de Benefícios

#### Vantagens BB

More than **900 promotions** in 2021

#### Cashback with points

More than **R\$ 95 million cashback with points** in 2021



### BB at Metaverse



Real world actions transported to the virtual city of the “Complex”

Opening accounts, benefits, investments and others for the character

**eSports**  
**#tamojuntosessegame**



## 2021 Guidance

	Projected	Accomplished
Adjusted Net Income – R\$ billion	19.0 to 21.0	21.0
Net Interest Income - %	4.0 to 6.0	4.9
Loan Portfolio <sup>1</sup> - %	14.0 to 16.0	19.1
Retail Business <sup>2</sup> - %	12.5 to 14.5	15.4
Wholesale <sup>3</sup> - %	0.0 to 2.0	8.6
Rural - %	29.0 to 31.0	34.3
Fee Income - %	-1.5 to 1.5	2.2
Administrative Expenses - %	-1.5 to 1.5	1.4
ALLL Expanded View - R\$ billion	-15.0 to -13.0	-13.1

(1) Loan Portfolio: Organic domestic loan portfolio. It includes Securities and Guarantees -Does not consider credit to Government.

(2) Retail Business: Considers the Individual and SME portfolio, with annual revenues of up to R\$ 200 million.

(3) Wholesale: Considers Companies with annual revenues exceeding R\$ 200 million and Agroindustrial Credit.

## 2022 Guidance

	2022
Adjusted Net Income – R\$ billion	23.0 to 26.0
Net Interest Income - %	11.0 to 15.0
Loan Portfolio <sup>1</sup> - %	8.0 to 12.0
Individuals - %	10.0 to 14.0
Companies <sup>2</sup> - %	3.0 to 7.0
Agribusiness - %	10.0 to 14.0
Fee Income - %	4.0 to 8.0
Administrative Expenses - %	4.0 to 8.0
ALLL Expanded View - R\$ billion	-16.0 to -13.0

(1) Loan Portfolio: it considers domestic classified portfolio added of Private Securities and Guarantees. Government operations are not included. (2) Companies: Government operations not included.



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Presentations



Financial  
Information



Material Facts and  
Information to the  
Market



Much More

## IR service by BB's virtual assistants



Now our shareholders can also ask their questions in  
BB's virtual assistants, such as WhatsApp, Facebook, BB  
App and Website



**Support to individuals shareholders**  
(Portuguese Only)

**4003-9111**

Monday to Friday, from 9am to 6pm



Paulista Avenue, 1230  
18th floor - Bela Vista  
São Paulo - SP | Brazil  
Zip Code: 01310-100  
[ir@bb.com.br](mailto:ir@bb.com.br)

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