



# 1Q25



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MD&A 1Q25

Earnings  
Presentation





# Execution of the corporate strategy and value creation

Adjusted Net Income  
2023 and 2024

R\$ **73.5**  
billion

Value added to Society (DVA)  
2023 and 2024

R\$ **171.5**  
billion



A smiling couple, a woman with curly hair and a man with a beard, are looking at a laptop screen. The woman is wearing a yellow top and large earrings. The man is wearing a white shirt with black polka dots. The background is a soft, warm light.

# Leading player in **The new line of private payroll loan**

**R\$ 3 billion**  
In disbursements

**68 k**  
companies

**4,7 k**  
cities served



# Earnings 1Q25

Adjusted Net  
Income

**7.4**  
R\$ billion

Loan Portfolio  
Expanded View

**1,277.8**  
R\$ billion

Net Interest  
Income

**23.9**  
R\$ billion

Cost of  
Credit

**10,2**  
R\$ billion

Fee  
Income

**8.4**  
R\$ billion

Administrative  
Expenses

**9.5**  
R\$ billion

CET 1

**10,97%**  
mar/25





# Proximity and Connection

**86.7**  
million  
customers



Interactions Platform and CRM 360

**integration** 

**+417%** Average number of interactions

**Best of physical and digital**

Reframing the bank branch

**far beyond bank**  
**Ponto BB**

**Constant search for the best experience**

Technology Investment

**+30%** 1Q25/1Q24

**+1,000 new employess**  
In cybersecurity and technology





One of the  
world's  
**largest  
financial  
conglomerate**



### **BB Asset**

Resources Managed

**R\$ 1.7 trillion**

+ R\$ 29 bn in net funding in the 1Q25

### **BB Consórcios**

Record revenues in 1Q25

**R\$ 818 million**

**+ 120k quotes**

### **Mercado de Capitais**

**R\$ 121 billion**

In 36 operations in the 1Q25

### **Cielo in the SME flow**

Integration of products and relationships

**+66%** Revenue from new business

**+25%** New accreditations





# Support to **brazilian** companies

**Pronampe e PEAC - FGI**  
**R\$ 30 billion** in balance

**Corporate Loan Portfolio**  
**R\$ 261.5 billion**  
in balance in Mar/25

**Acting at  
Value Chain**



# Acting in **Agro**



## **Agribusiness Circuit**

Side by side with producers at agri-fairs

**R\$ 12.5 billion** in business prospects by May 2025



**Carreta Agro 2025:**  
More than 250,000 km

**NPL +90 days : 3.04%**

Collection and recovery actions







# The **Sustainability** bank

**World's most sustainable  
bank for the 6th time**

**GLOBAL100**  
THE WORLD'S MOST SUSTAINABLE CORPORATIONS © 2025

**The Brazilian bank and  
company that generates the  
most sustainable revenue**

  
**CLEAN200**  
2025

**13th year on the Dow Jones  
Sustainability Index**

  
Dow Jones  
Sustainability Indexes

*A gente  
se importa*





Commitment to the continuous generation of

**Value**





Click or read the QR Code  
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the earnings presentation with  
our CFO and the IR Team!

# performance





# Earnings 1Q25



## 2025 Guidance<sup>1</sup>

Adjusted Net  
Income

7.4

R\$ billion

Em revisão 37 / 41

Net Interest  
Income

23.9

R\$ billion

Em revisão 111 / 115

Cost of  
Credit<sup>1</sup>

10.2

R\$ billion

Em revisão 38 / 42

Fee  
Income

8.4

R\$ billion

34.5 / 36.5

Administrative  
Expenses

9.5

R\$ billion

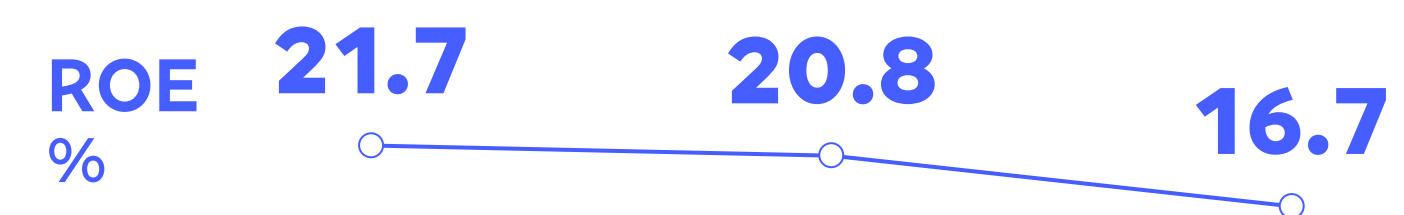
38.5 / 40

(1) According to material fact published in 05/15/2025. (2) Cost of Credit: corresponds to expected loss expenses (according to CMN Resolution 4,966/21), added to discounts granted and deducted from income from credit recovery.



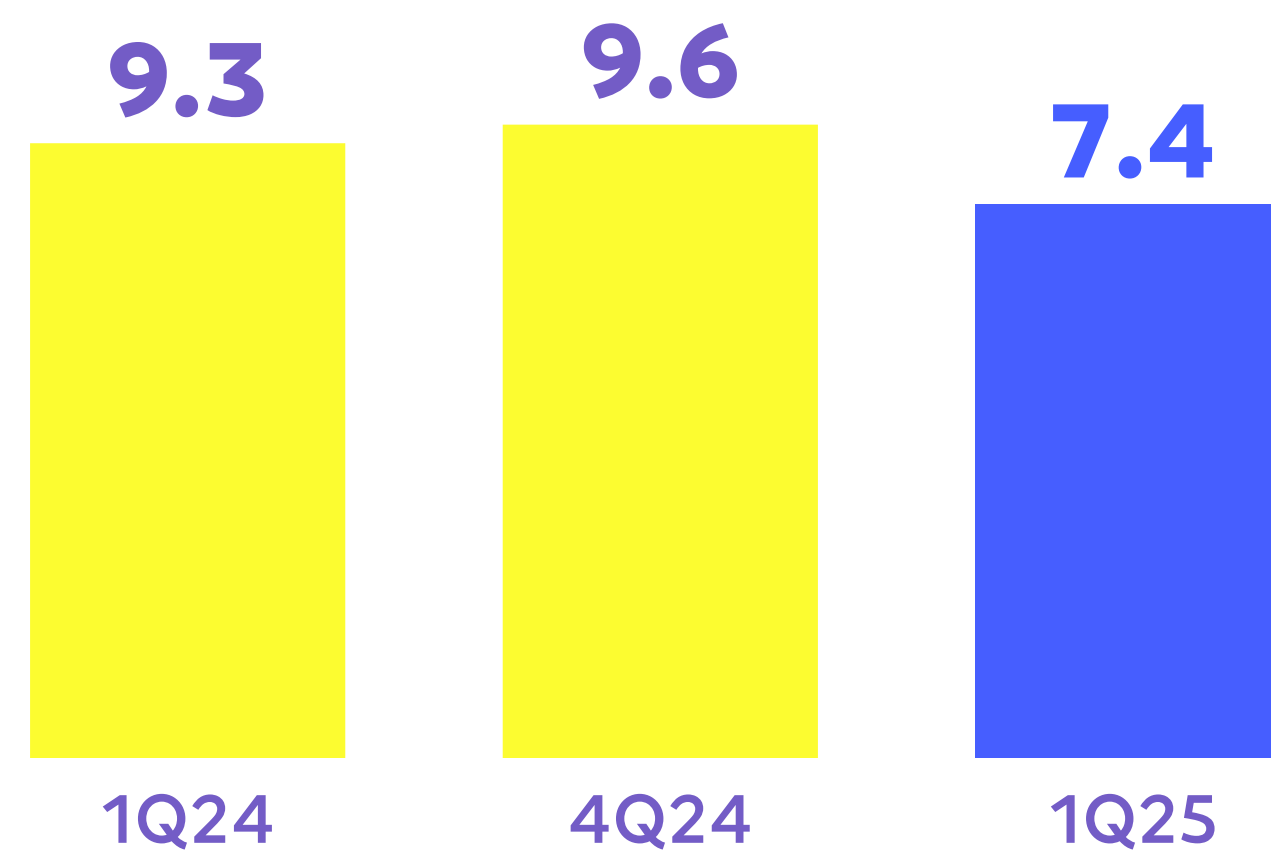
# Adjusted Net Income

R\$ billion



-20.7%

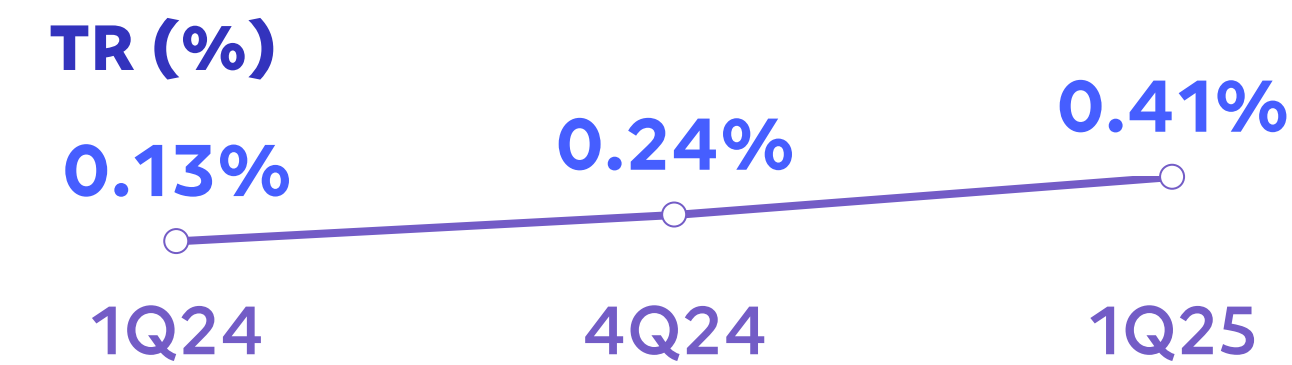
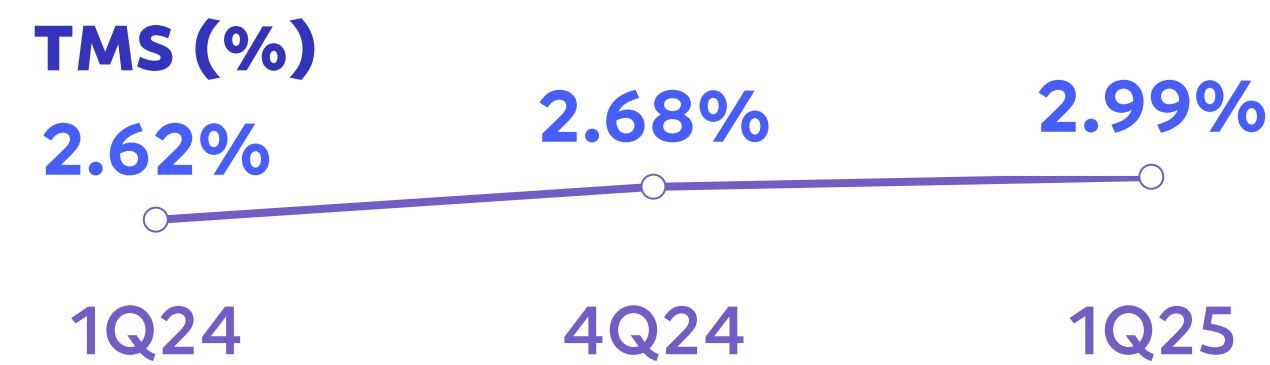
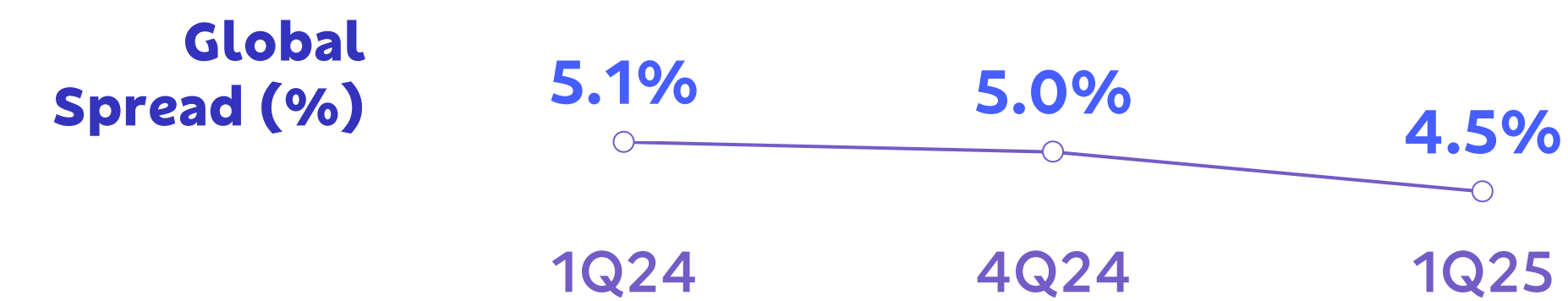
-23.0%



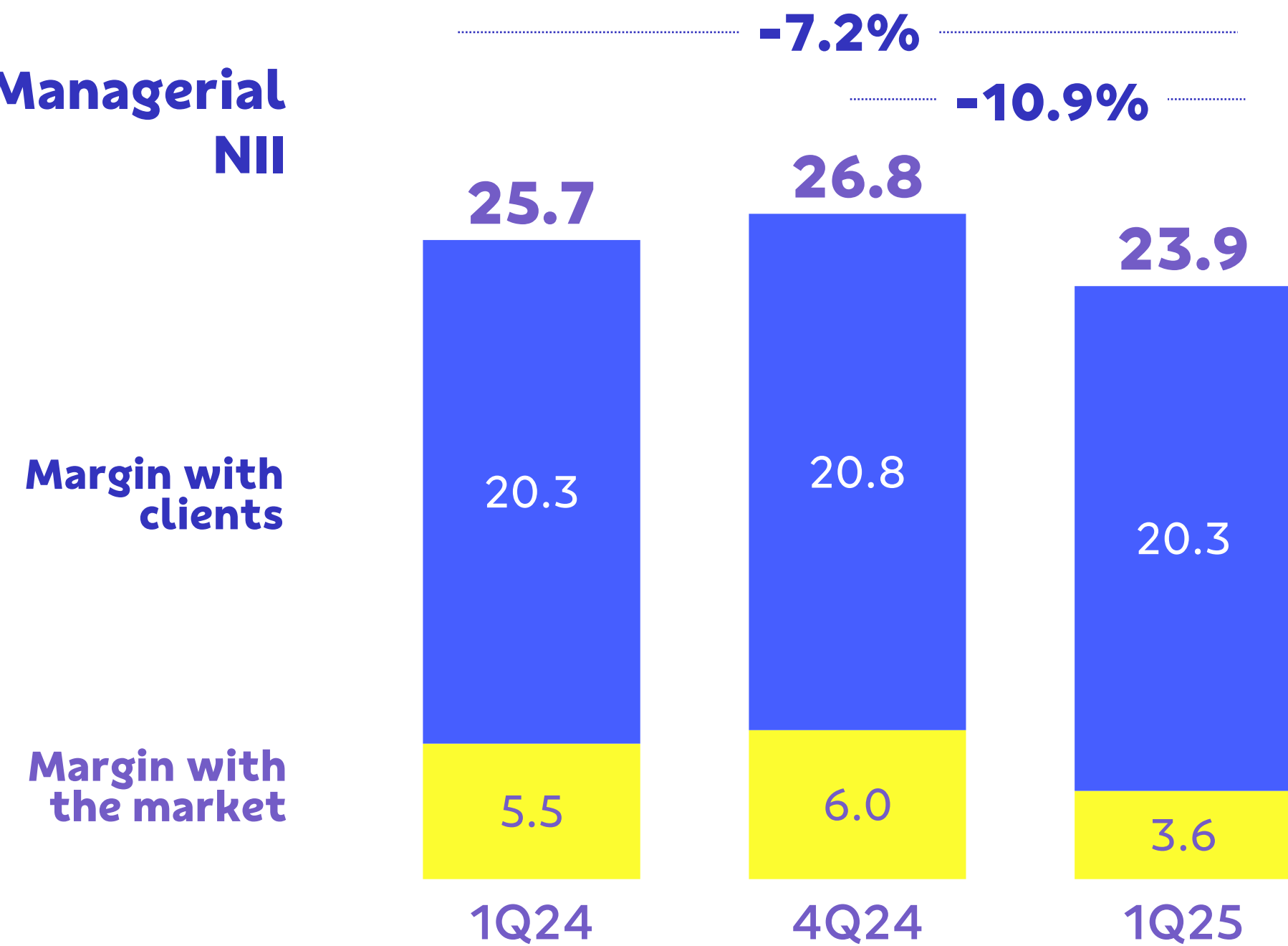


# Net Interest Income

R\$ billion



## Managerial NII



## Accounting NII

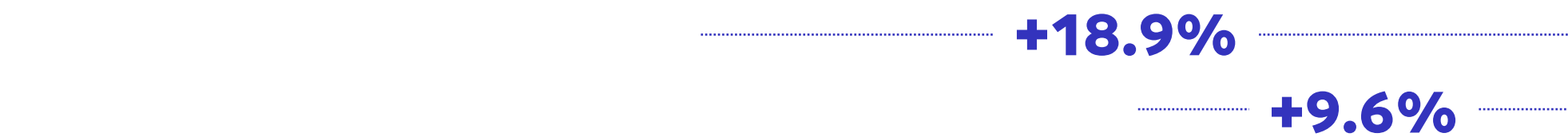
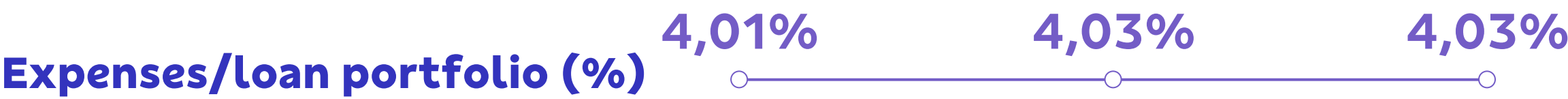
	1Q24	4Q24	1Q25	Δ% Y/Y	Δ% Q/Q
<b>Net Interest Income</b>	<b>25,734</b>	<b>26,791</b>	<b>23,881</b>	<b>(7.2)</b>	<b>(10.9)</b>
<b>Financial Income</b>	<b>46,237</b>	<b>48,918</b>	<b>49,239</b>	<b>6.5</b>	<b>0.7</b>
Loan Operations <sup>1</sup>	34,299	37,102	42,038	22.6	13.3
Treasury <sup>1 2</sup>	11,938	11,816	7,201	(39.7)	(39.1)
<b>Financial Expenses</b>	<b>(20,503)</b>	<b>(22,127)</b>	<b>(25,357)</b>	<b>23.7</b>	<b>14.6</b>
Commercial Funding	(17,509)	(18,675)	(21,089)	20.4	12.9
Institutional Funding <sup>3</sup>	(2,994)	(3,452)	(4,268)	42.6	23.7

(1) Due to Resolution No. 4,966, as of 1Q25, the Private Securities Securities portfolio with credit characteristics income was migrated from the Treasury Result to Loan Operations Income. The movement had an equal negative impact on the Treasury Result (Securities - Interest Income) and a positive impact on Loan Operations Income, by R\$3.9 billion. Excluding this effect, the Treasury Result would be R\$11.1 billion and the Loan Operations Income would be R\$38.1 billion in 1Q25, which would represent a variation of -5.8% and +2.7% in the quarterly comparison, respectively; (2) It includes the result from interest, tax hedging, derivatives, and other financial instruments that offset the effects of the exchange rate variation on result; (3) It includes senior bonds, subordinated debt, and hybrid capital instruments (except instruments qualifying as CET1).

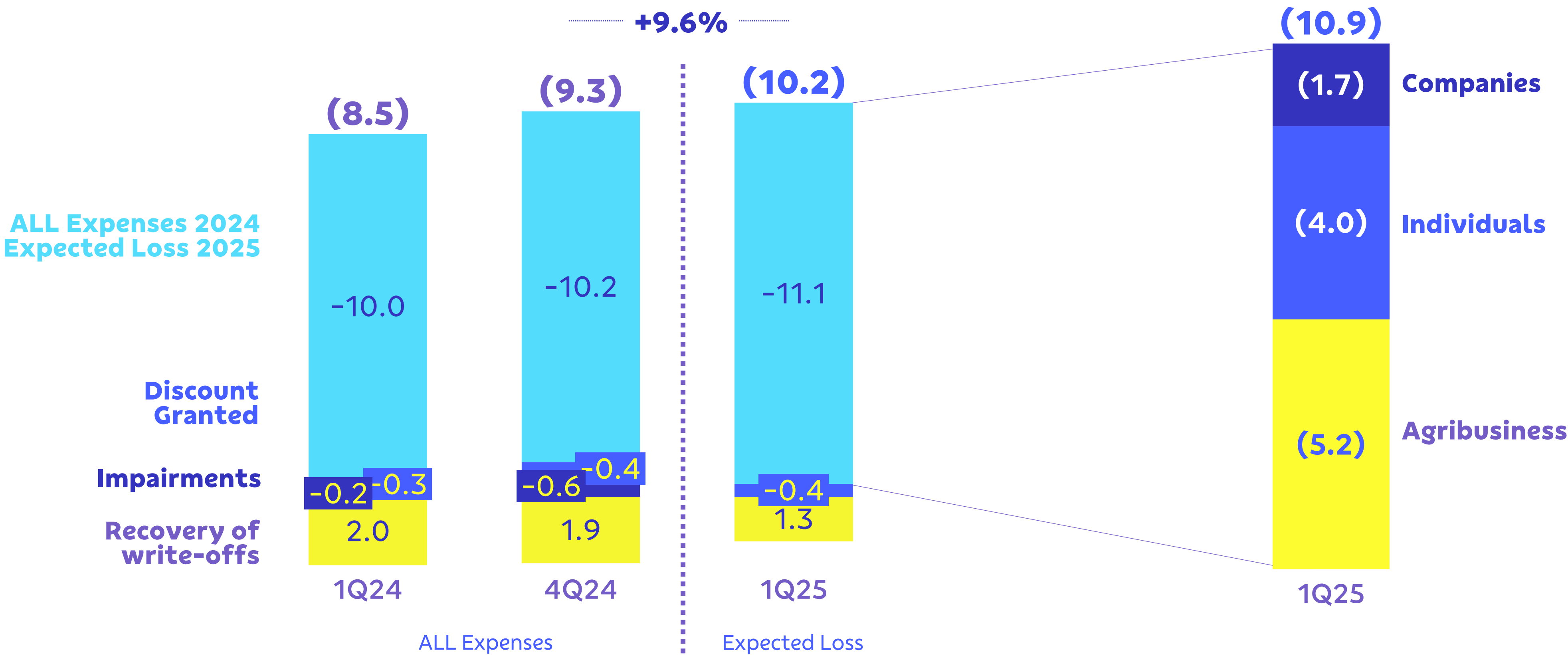


# Cost of Credit

R\$ billion



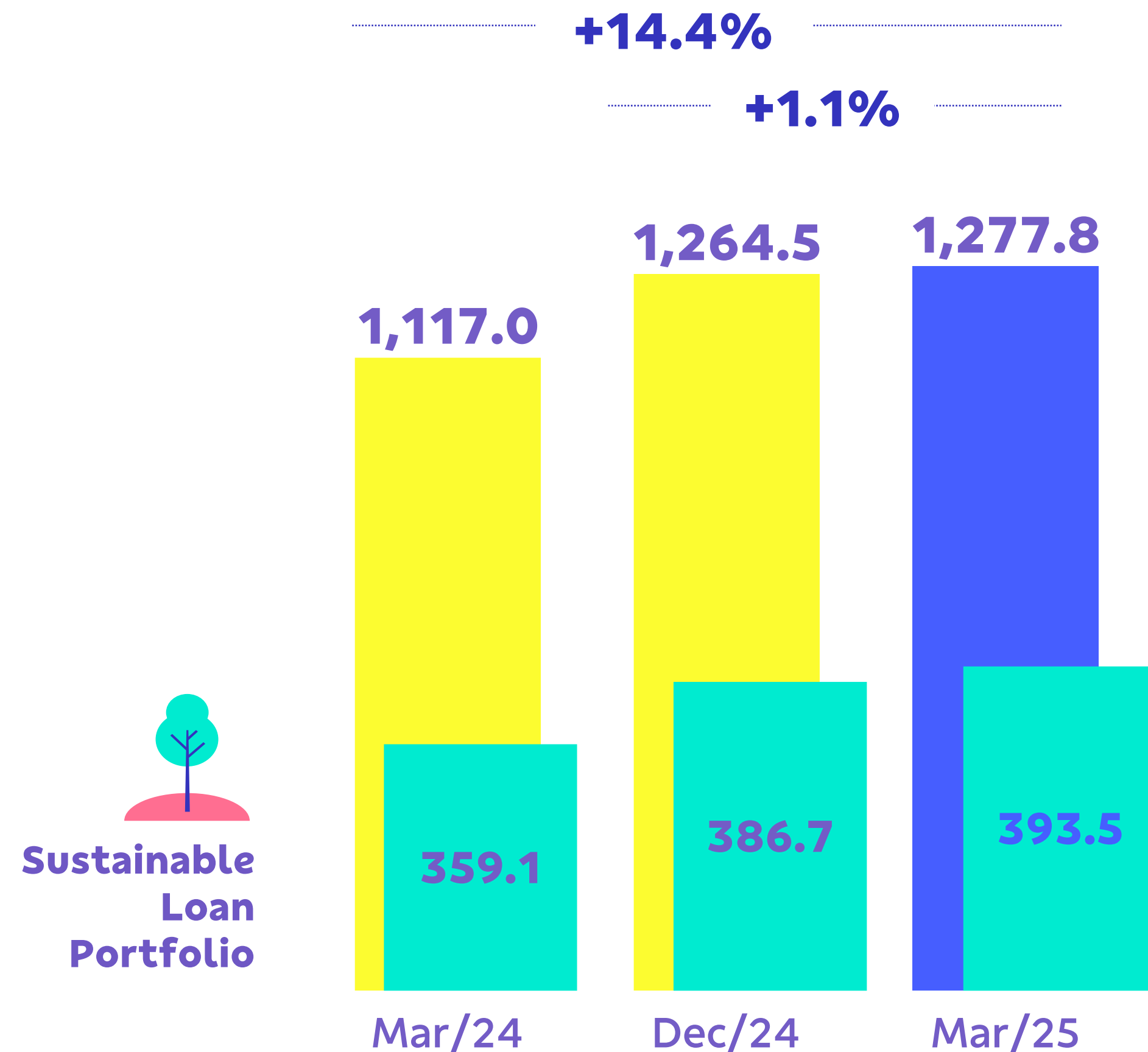
Flow by Segment  
Internal Loan Portfolio





# Expanded Loan Portfolio<sup>1</sup>

R\$ billion

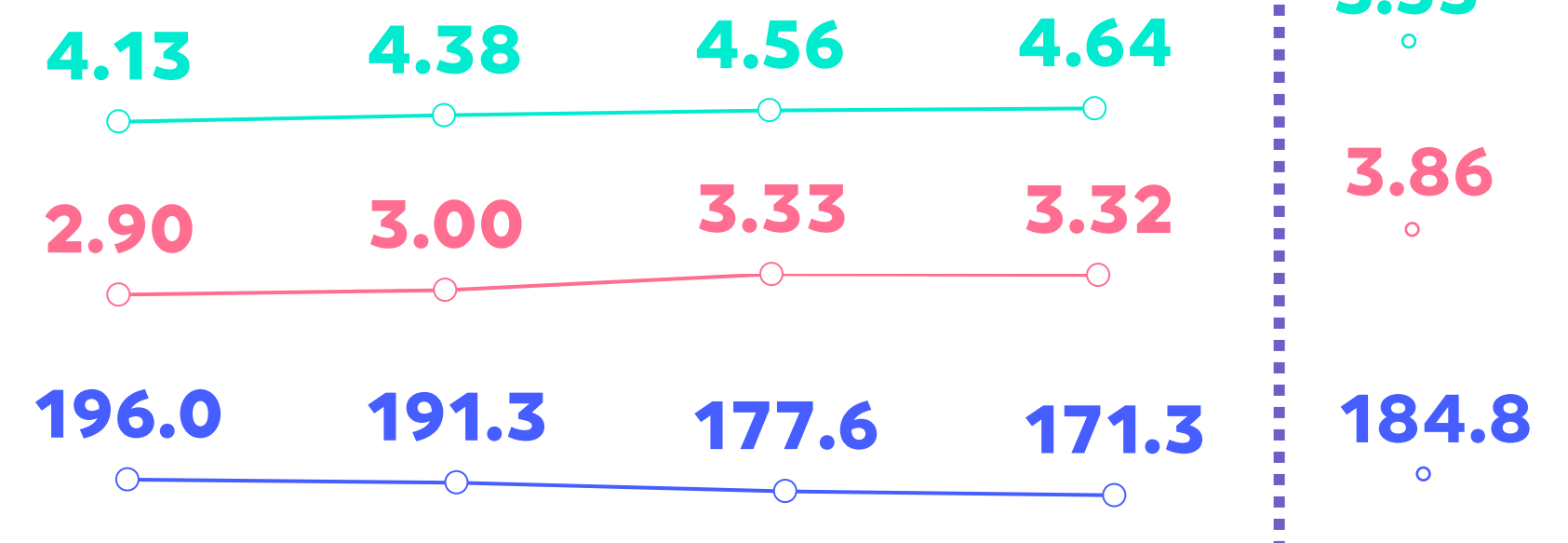


NPL +30 days

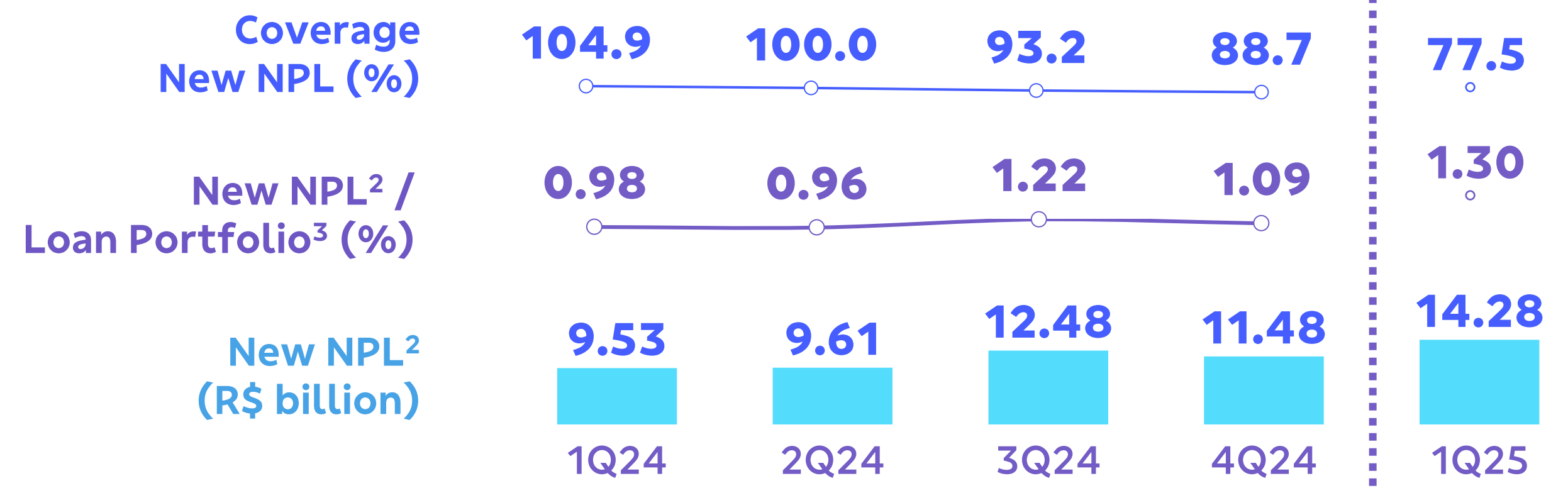
NPL +90 days

Coverage

## NPL and Coverage Ratio (%)



## NPL Formation (%)

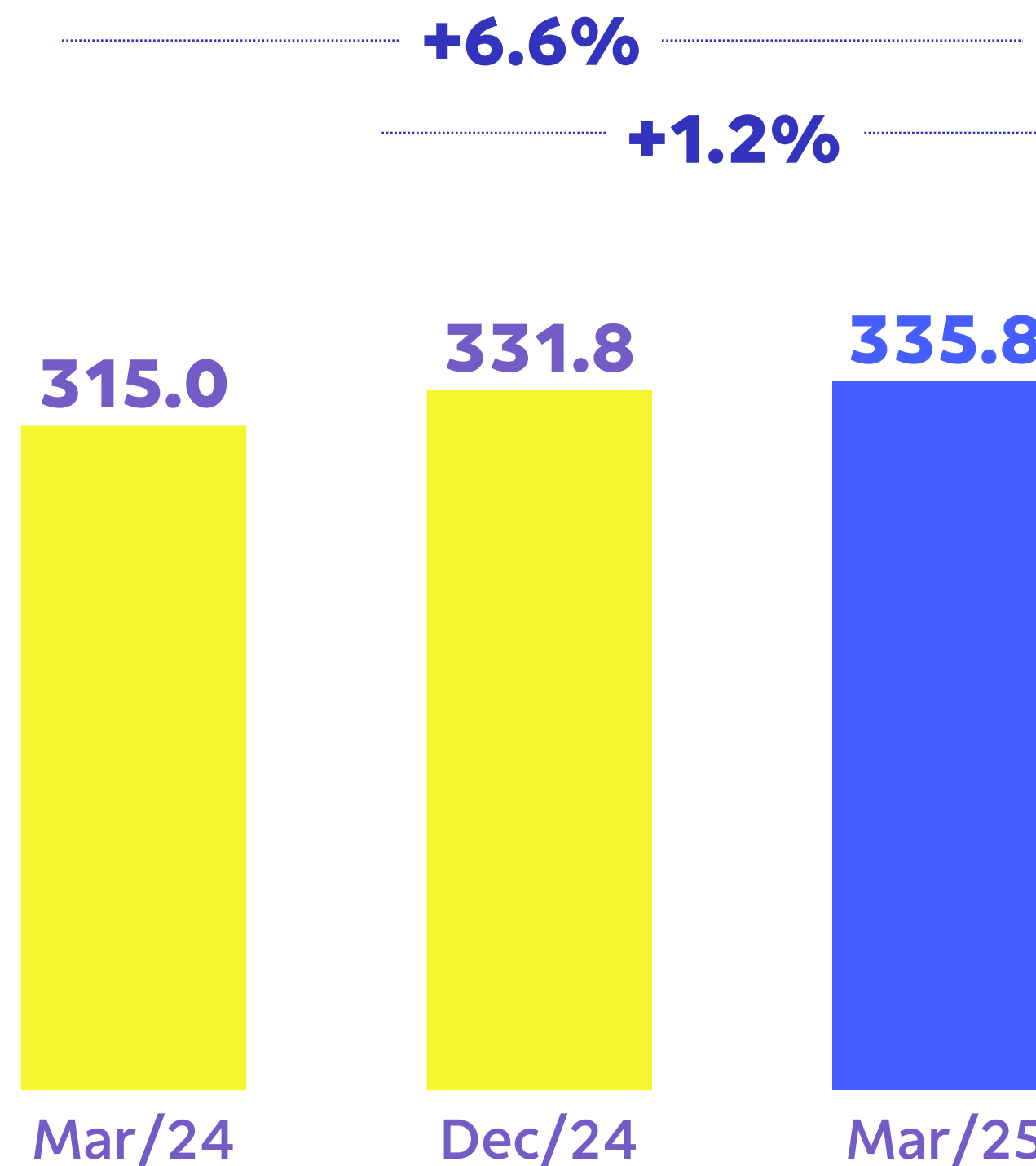


(1) Includes Private Securities and Guarantees (2) New NPL = ratio between the quarterly change of the operations overdue for more than 90 days balance plus the quarterly write-off. (4) Classified loan portfolio balance of the previous quarter. (5) The credit projections consider the domestic classified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



# Individuals Loan Portfolio

R\$ billion



## NPL +30 days individuals (%)



## INPL + 90 days individuals (%)



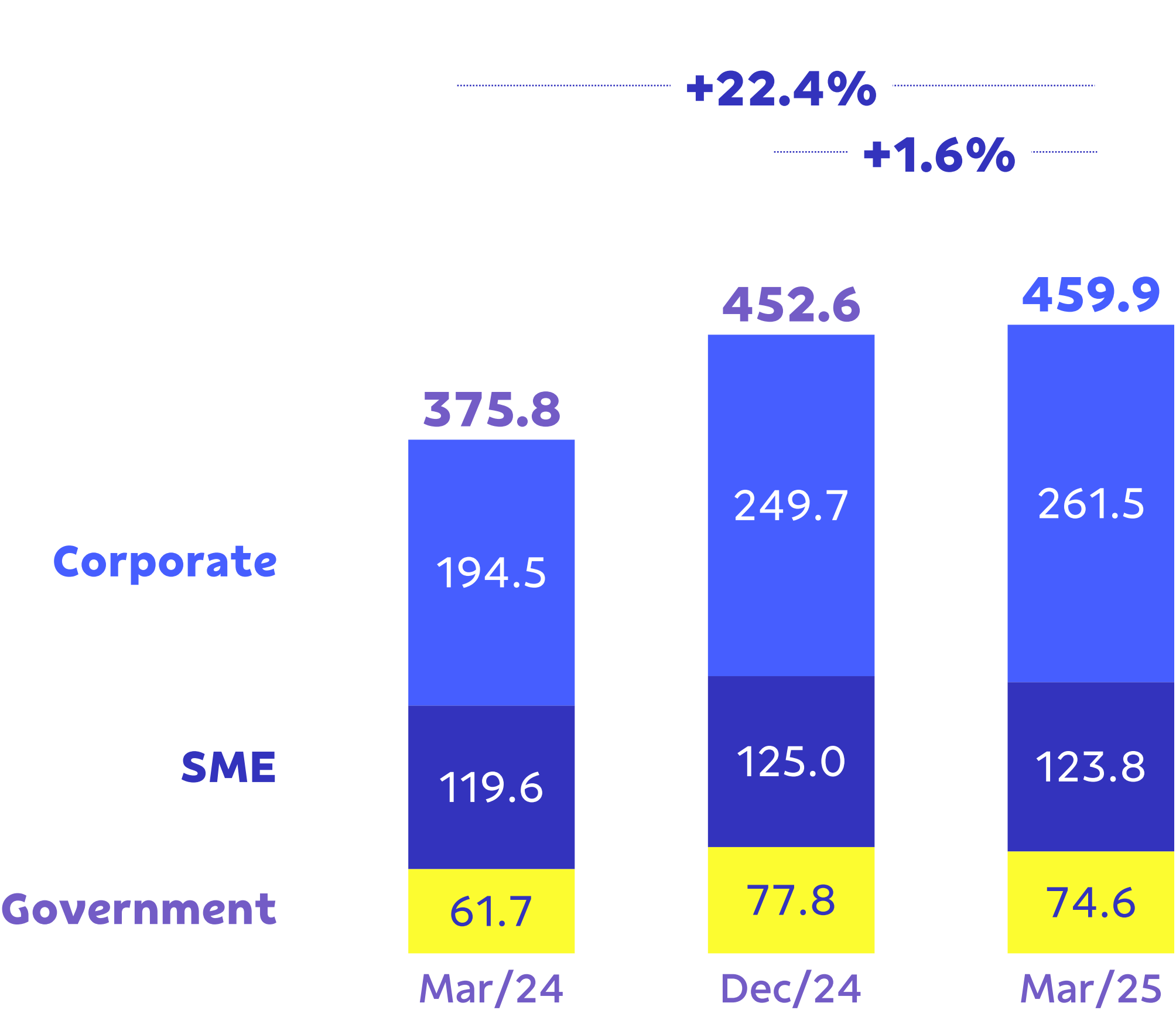
## Coverage + 90 days (%)





# Companies Loan Portfolio

R\$ billion



## NPL +30d Companies (%)



## NPL +90d Companies (%)



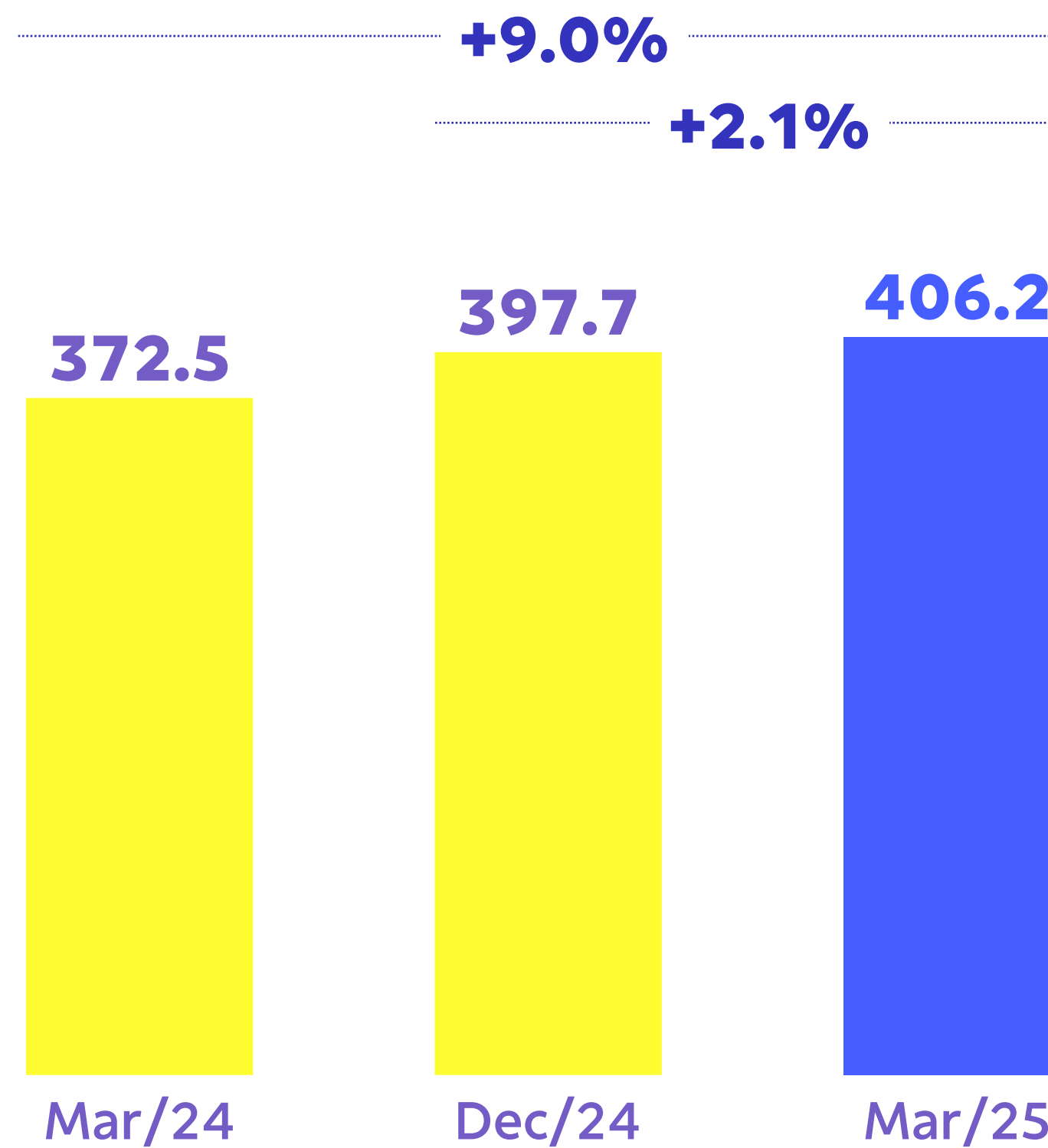
## Companies Coverage ratio (%)





# Agribusiness Loan Portfolio

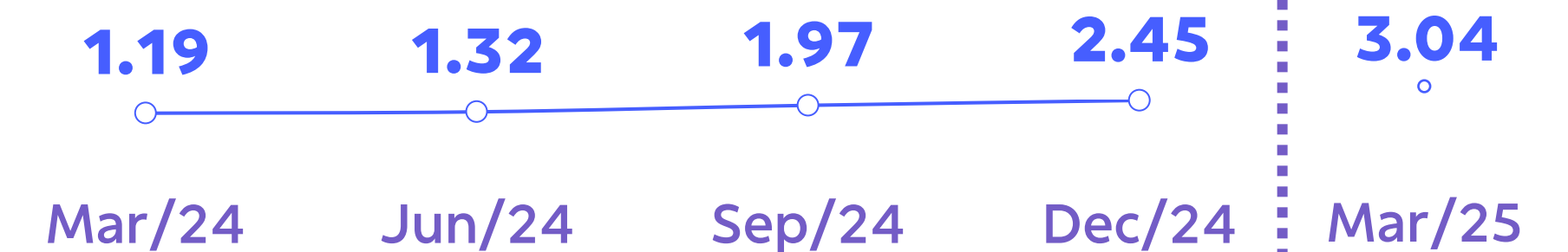
R\$ billion



## NPL +30d Agribusiness (%)



## NPL +90d Agribusiness (%)



## Coverage +90 days (%)





# CMN Resolution No. 4,966/21

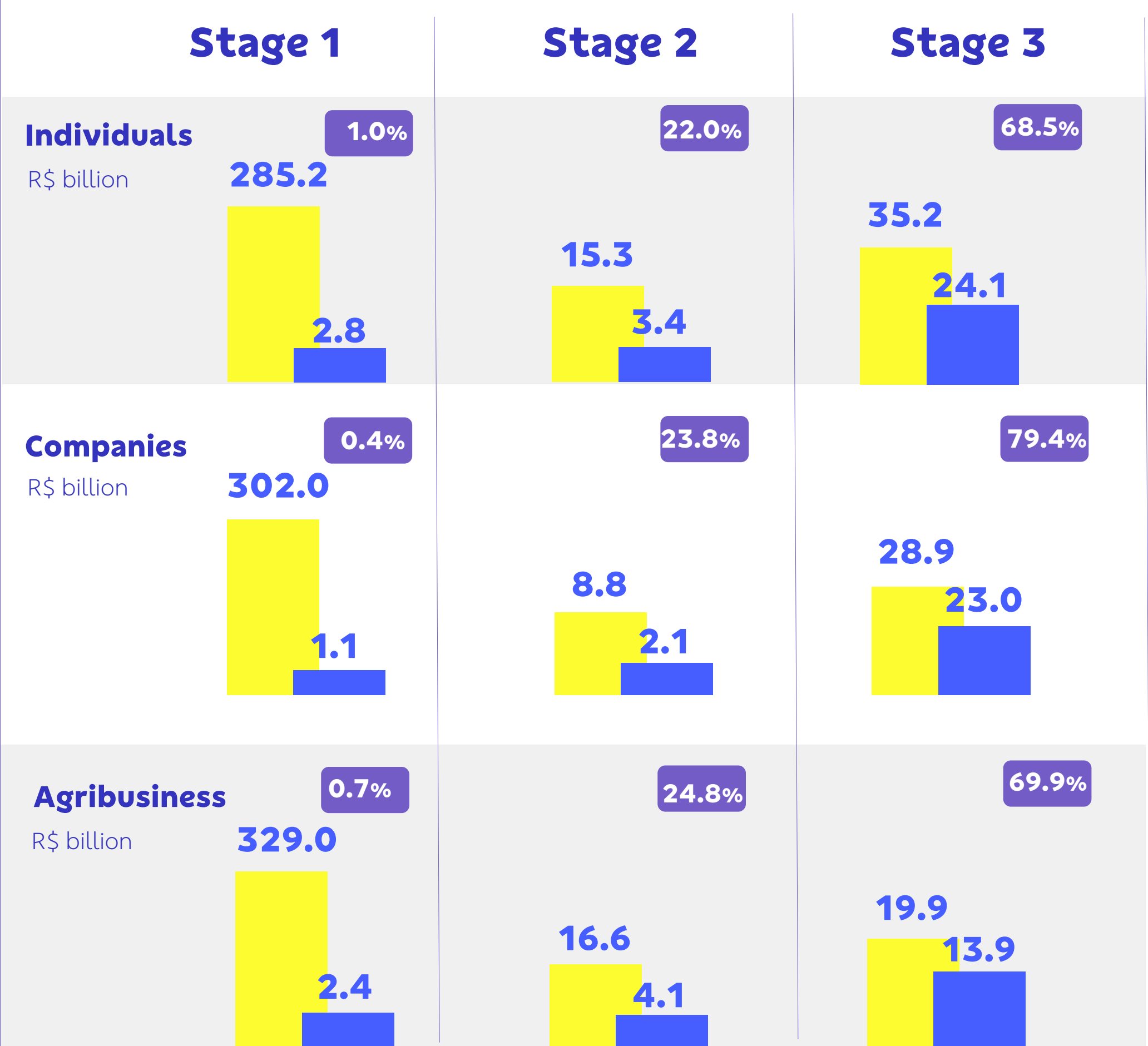
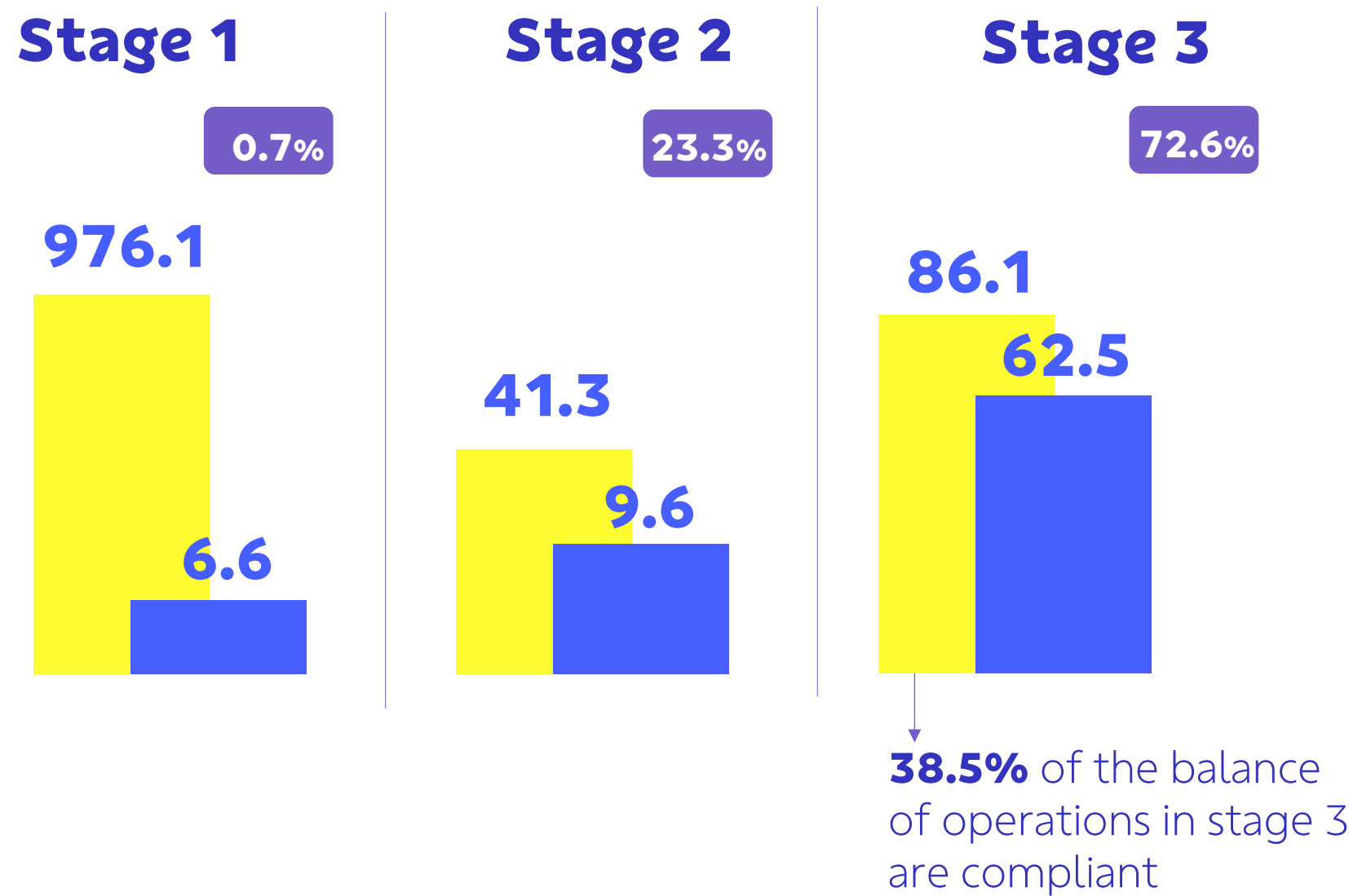


## Expected Loss by Stage

mar/25

### Loan Portfolio

R\$ billion



Balance Loan Portfolio Balance Expected Loss Coverage (%)





# Fee Income

R\$ million

	1Q24	4Q24	1Q25	Δ% Y/Y	Δ% Q/Q
<b>Fee Income</b>	<b>8,344</b>	<b>9,192</b>	<b>8,361</b>	<b>0.2</b>	<b>(9.0)</b>
Asset Management	2,175	2,300	2,497	14.8	8.6
Insur., Pens. Plans & Premium Bonds	1,457	1,512	1,489	2.2	(1.6)
Checking Account	1,552	1,680	1,472	(5.1)	(12.4)
Consortium Management Fees	690	764	818	18.5	7.0
Credit/Debit Cards	526	524	505	(4.0)	(3.6)
Loans and Guarantees	579	789	125	(78.3)	(84.1)
Collections	306	297	298	(2.3)	0.3
Billings	252	247	241	(4.4)	(2.3)
Capital Market	132	239	167	26.7	(30.3)
Nat. Treas. & Official Funds Manag.	77	75	74	(3.9)	(1.9)
Other	601	764	676	12.5	(11.5)
<b>Business Days</b>	<b>61</b>	<b>63</b>	<b>61</b>	<b>0.0</b>	<b>(3.2)</b>

Resolution CMN 4,966  
Differential in the NII

Less R\$ 400 million





# Administrative Expenses

R\$ million

	1Q24	4Q24	1Q25	Δ% Y/Y	Δ% Q/Q
<b>Administrative Expenses</b>	<b>(8,878)</b>	<b>(9,502)</b>	<b>(9,496)</b>	<b>7.0</b>	<b>(0.1)</b>
<b>Personnel Expenses</b>	<b>(5,880)</b>	<b>(6,285)</b>	<b>(6,322)</b>	<b>7.5</b>	<b>0.6</b>
Wages and Salaries	(2,778)	(3,455)	(2,966)	6.8	(14.1)
Personnel Administrative Provisions	(909)	(1,092)	(1,063)	16.9	(2.7)
Benefits	(973)	(1,076)	(1,031)	6.0	(4.1)
Social Charges	(962)	(286)	(985)	2.3	—
Pension Plans	(234)	(336)	(251)	7.0	(25.4)
Directors and Officers Remuneration	(15)	(18)	(15)	(0.4)	(13.2)
Training	(9)	(23)	(11)	27.6	(51.5)
<b>Other Administrative Expenses</b>	<b>(2,998)</b>	<b>(3,216)</b>	<b>(3,174)</b>	<b>5.9</b>	<b>(1.3)</b>
Rent and Property Maintenance	(683)	(747)	(681)	(0.4)	(8.9)
Amortization and Depreciation	(554)	(332)	(615)	11.1	85.4
Telecommunic. and Data Processing	(431)	(459)	(537)	24.8	17.0
Security and Transport Services	(368)	(408)	(397)	7.9	(2.8)
Expenses with Outsourced Services	(345)	(413)	(294)	(14.9)	(28.9)
Advertising and Public Relations	(186)	(225)	(166)	(10.4)	(26.1)
PDG (Performance Bonus Program)	(146)	(139)	(160)	9.9	15.5
Others	(286)	(493)	(324)	13.2	(34.3)

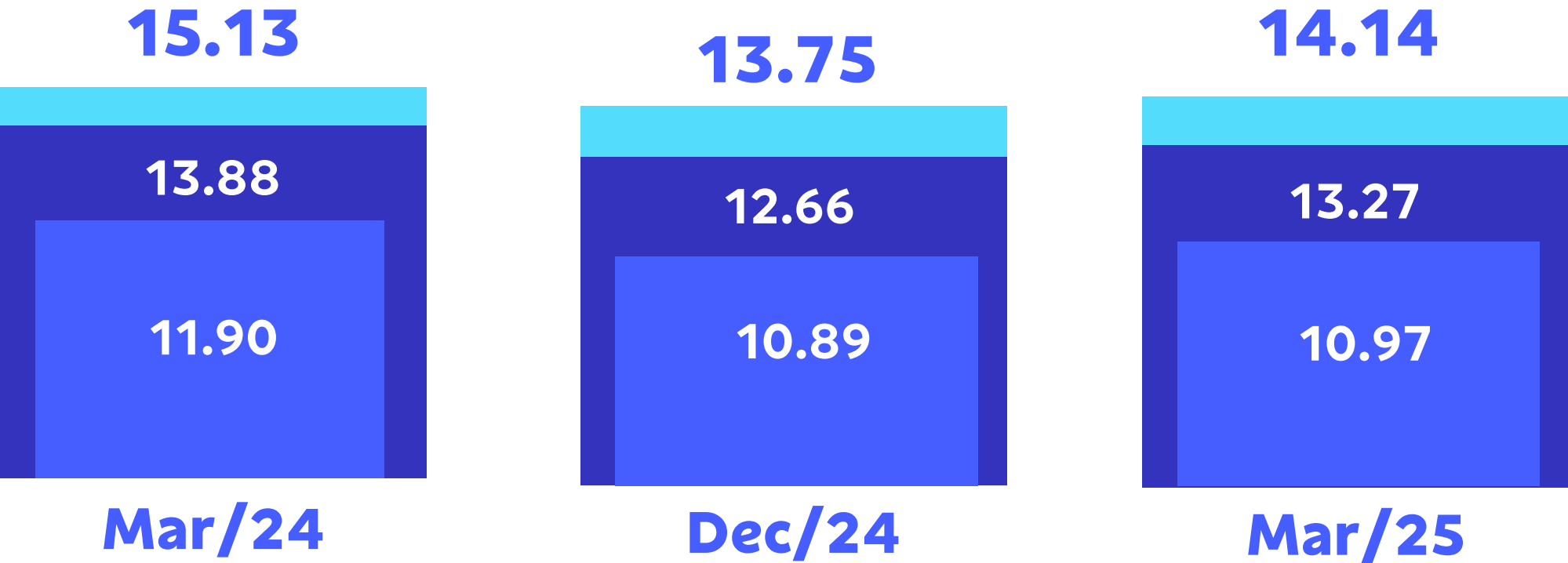




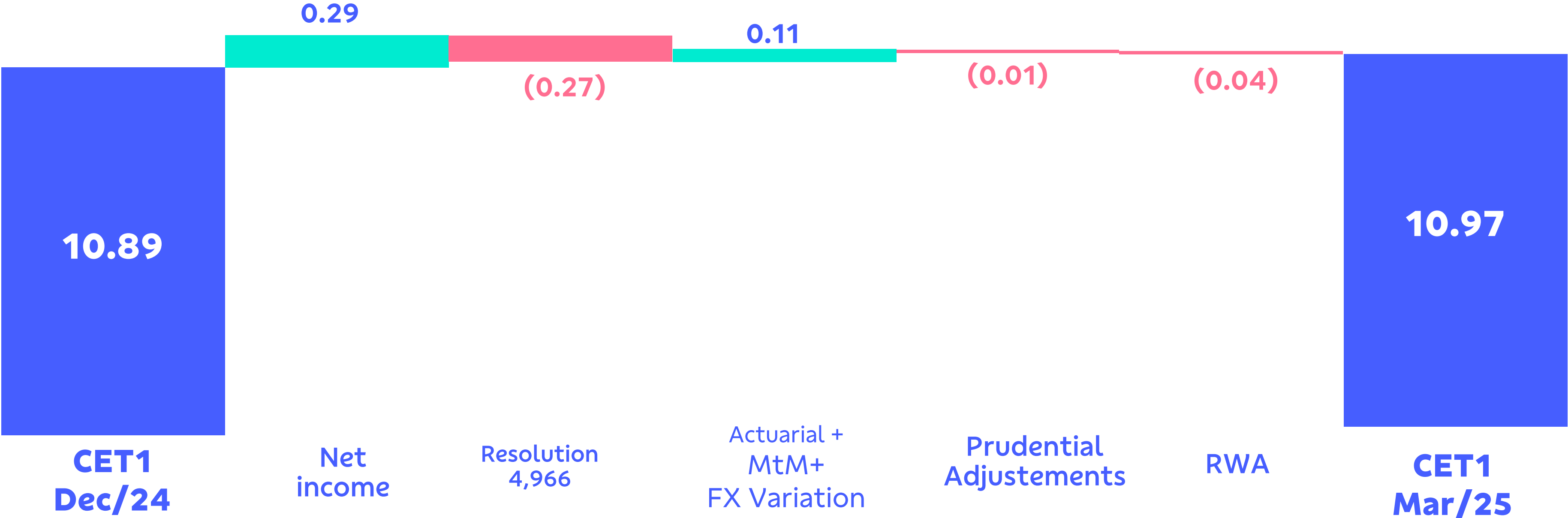
# CET 1

**BIS III**  
(%)

**Tier II**  
**Tier I**  
**CET 1**



**CET 1**  
(%)





# 2025 Guidance<sup>1</sup>

(1) According to material fact published in 05/15/2025. (2) The credit projections consider the domestic classified portfolio added private securities and guarantees and do not consider government credit.(3) Cost of Credit corresponds to the provisions associated with the credit risk of financial instruments, according to CMN Resolution 4966/21.



	Range between	Observed 1Q25
<b>Loan Portfolio<sup>2</sup></b>	<b>5.5% and 9.5%</b>	<b>12.5%</b>
Individuals	<b>7% and 11%</b>	<b>6.6%</b>
Companies	<b>4% and 8%</b>	<b>22.6%</b>
Agribusiness	<b>5% and 9%</b>	<b>9.0%</b>
<b>Sustainable Loan Portfolio</b>	<b>7% and 11%</b>	<b>9.6%</b>
<b>Net Interest Income</b>	<b>Under review</b>	<b>23.9 R\$ bn</b>
<b>Cost of Credit<sup>3</sup></b>	<b>Under review</b>	<b>10.2 R\$ bn</b>
<b>Fee Income</b>	<b>34.5 and 36.5</b> R\$ billion	<b>8.4 R\$ bn</b>
<b>Administrative Expenses</b>	<b>38.5 and 40.0</b> R\$ billion	<b>9.5 R\$ bn</b>
<b>Adjusted Net Income</b>	<b>Under review</b>	<b>7.4 R\$ bn</b>





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