



# Press Conference 1Q22



**For further info**  
Point your mobile  
for 1Q22 MD&A

# Structuring initiatives strengthen relationships and generate value

Corporate Strategy



10 Structuring Initiatives



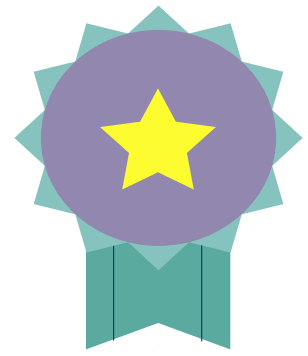
Proximity  
Digital in practice  
Profitability

Learn more about the 10 structuring initiatives in the video series [ri.bb.com.br/as10iniciativas](https://ri.bb.com.br/as10iniciativas)

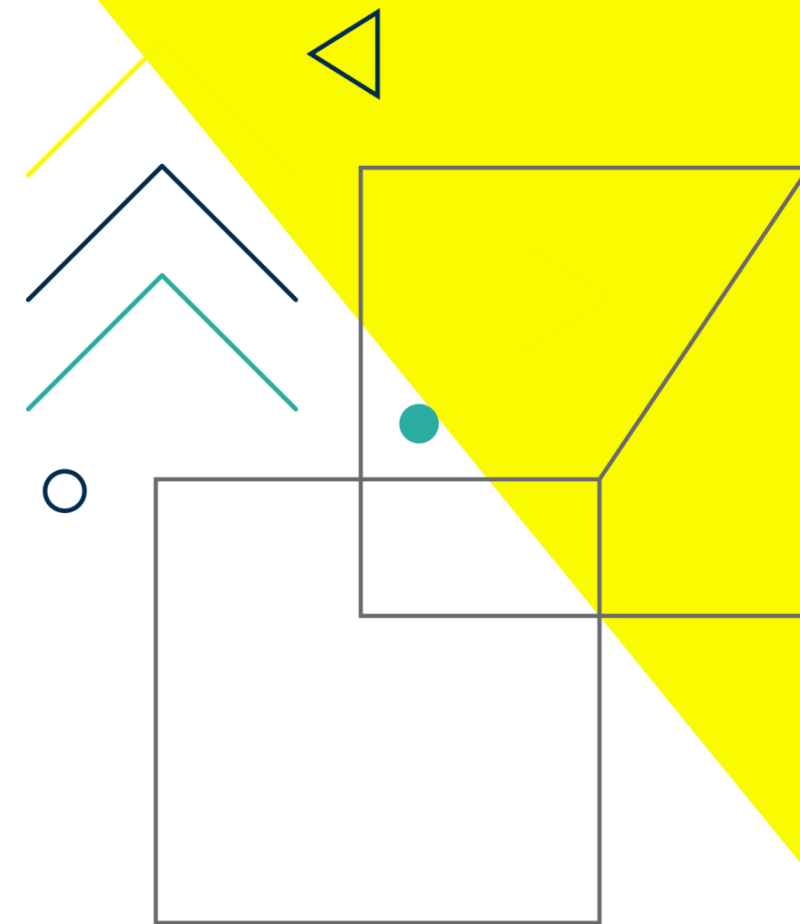
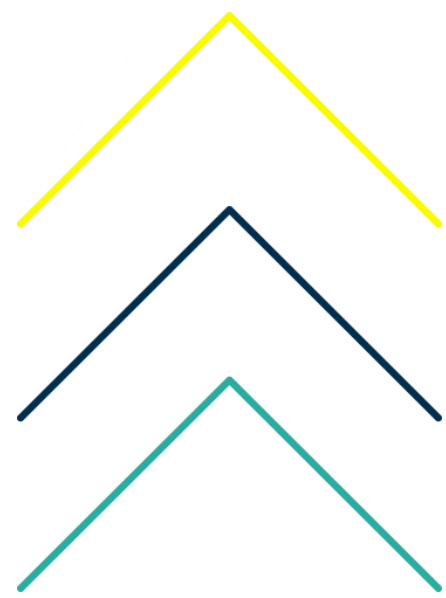




# Achieving Record Results



**Growing and Sustainable Results**



Adjusted Net Income

**R\$ 6.6 billion**

Growth of **34.6%**  
1Q22/1Q21

ROE

**17.6%**



# Where, how and when the customer wishes



**24.2 million**  
Active customers  
on digital  
channels  
**+ 12.4%**  
Mar22 / Mar21



**Present in  
96.8%**  
of Brazilian  
municipalities  
**+ 190bps**  
Mar22 / Mar21

**56.7k**  
Service  
Points<sup>1</sup>  
**+ 13.0%**  
Mar22 / Mar21



**8 million**  
daily hits in our  
App  
**+ 22.6%**  
1Q22 / 1Q21



**9.7 million**  
Users served  
by WhatsApp  
**+ 188.1%**  
1Q22 / 1Q21



**Quality and effectiveness**

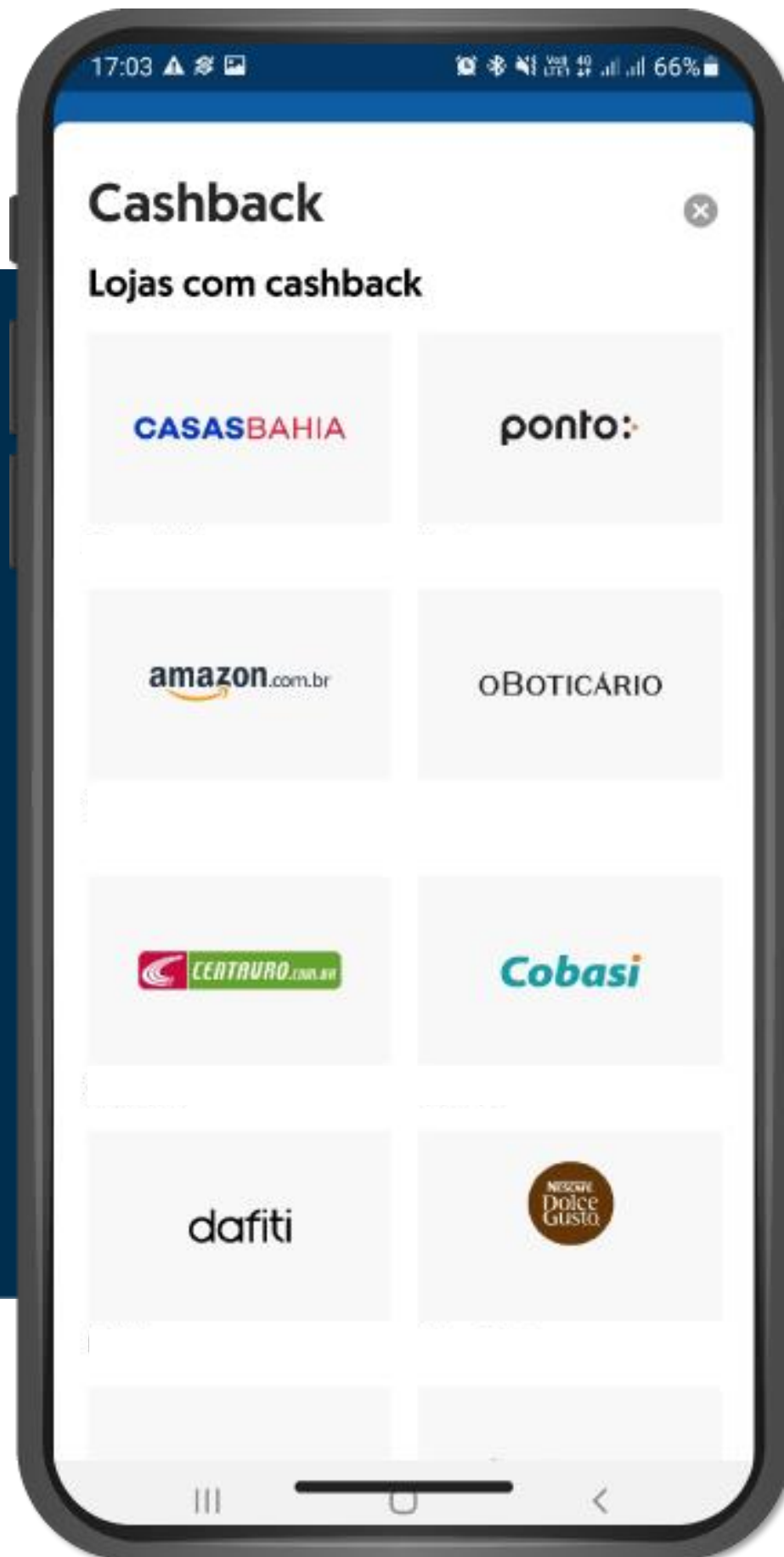
**4.8** Digital and Physical Service Evaluation 1Q22  
3.3 million evaluations (grades 1 to 5)

**93.8%** AI Resoluteness in the 1Q22

(1) Branches, service posts, automated service posts, MaisBB network and shared network channels.



# Expansion in ecosystems



## Loja BB

Cashback Expansion in Partners  
**11 new brands** in 2022

**R\$ 230 million** marketed in non-bank products with **3 million** customers in the 1Q22



## Here comes Paine! PJ!

### Multiservice platform

- Multiple banks statement
- Centralized view of sales
- Marketplace showcase



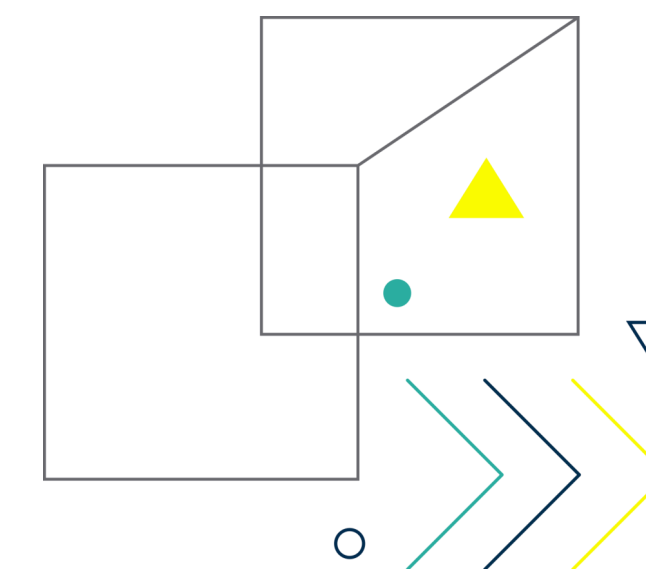
### + Innovations

- Credit simulation
- Climate monitoring
- Agro virtual business circuit

**2,081**  
**Products**  
**+ 280%**  
1Q22 / 1Q21

**R\$ 1.5 billion**  
**in business**  
**+ 409%**  
1Q22 / 1Q21

# Connected to the advantages and possibilities of Open Finance



## Minhas Finanças Multibanco

We want to be Brazilian's favorite financial manager!

Financial agenda  
Multibank Statement  
Consumption Profile  
Financial Planning

Point your mobile and try it now!



## Payment initiator

Payment initiated by a third-party website or app and completed at the customer's account institution



# Our identity

## The Agri Bank

Proud to be the biggest partner of Agribusiness

Specialized service across the entire network

**755 k** customers  
**4,120** agribusiness correspondents  
**3,946** agribusiness service units  
**5,391** municipalities  
**56** Agribusiness Private Platforms

Agribusiness Loan Portfolio  
**R\$ 254.6 billion**  
**+ 28.2%** Mar22 / Mar21



Agribusiness Options in the BB App  
**Agility and convenience**

Agribusiness Digital Hubs  
**Agtech Garage Partnership**  
**AgNest Co-founder**

**Agri Truck**  
**R\$ 1.8 billion** prospected  
**60 cities** visited

# Our Identity

## The Individuals Bank

Presence, credit  
and solutions

**R\$ 108.2 billion**  
**+ 12.1%** Mar22 / Mar21  
**Payroll loans**

**R\$ 89.2 billion**  
**+ 35.4%** Mar22 / Mar21  
**Non-payroll loans**

(1) Includes Salary Loan, Consumer Finance, Credit Card and Overdraft Account.

**Specialized  
Service**

**More than 7 million  
customers with  
managed services**

16 Leve Offices  
199 Estilo Branches  
46 Estilo Investidor Branches  
150 Estilo and Exclusivo Offices

# Our Identity The Companies Bank

Support for the  
country's  
development

**R\$ 92.4 billion**  
**+14.0%** Mar22 / Mar21  
SME Loan Portfolio

**R\$ 175.4 billion**  
**+18.6%** Mar22 / Mar21  
Corporate Loan Portfolio

## Specialized Service

### SME

1,700 service units  
450 entrepreneurial poles  
215 exclusive branches

### Corporate

89 corporate offices

Partnership

UBS  BB

Investment Bank

**258**  
**deals**

41  
ECM  
Transactions

26  
International  
DCM

191  
Domestic  
DCM

from October/20 to March/22

# Our Identity

## The Foreign Trade Bank

Support for  
business with the  
foreign market

R\$ 19.1 billion  
+ 33.8% Mar22 / Mar21  
ACC / ACE

**BB Global Circuit**  
Workshops with  
expert advisory



Central de Câmbio  
R\$ 3.7 billion traded  
+80.8% 1Q22 / 1Q21



# Cultural Transformation



## Empowerment

4.4 million training hours  
+ 217%<sub>1Q22 / 1Q21</sub>

## New ways of working

Hybrid Home Office Implementation

## Actions to boost BB's culture

Ambiance, integration, innovation and value generation

**Mentoring Program**  
To develop new employees

**Onboarding**  
+ 2,689  
new employees

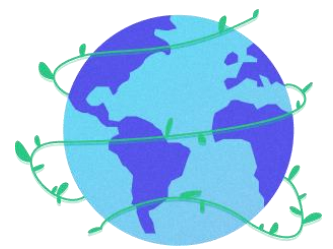
# Sustainable action that generates positive externalities



Sustainable Loan Portfolio

**R\$ 289.4 billion**

+ 10.8% over Mar/21



ESG investments offer

**R\$ 9.2 billion**

+ 98.7% over Mar/21

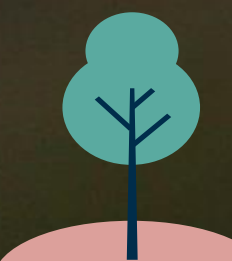
BB Social Bond Awarded  
by The Banker as  
Deal of the Year 2022



We are the first  
financial institution  
with wide remote and  
face-to-face service in  
**Brazilian Sign Language**



**CPR Preservação launch**  
Credit to support environmental  
preservation in the countryside



**Social  
Action** 2021

1.9 million  
benefited

250  
partners





# 1Q22 Performance





# Earnings Highlights

## 1Q22/1Q21

### Adjusted Net Income

**R\$ 6.6 billion**

34.6% Growth  
17.6% Market ROE

### Fee income and expenses dynamics

**+5.6%** NII                      **+9.4%** Fee Income

**+6.0%** Administrative Expenses                      **34.7%** Cost-to-Income Ratio

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

**R\$ 883.5 billion**

16.4% Growth  
1.89% NPL+90 days

### CET

**12.7%** CET 1

Growing and Sustainable Results

(1) Loan Portfolio Expanded View.



# Results

## Adjusted Net Income

**R\$ 6.6 billion**

1Q22

**+ 34.6%**

1Q22/1Q21

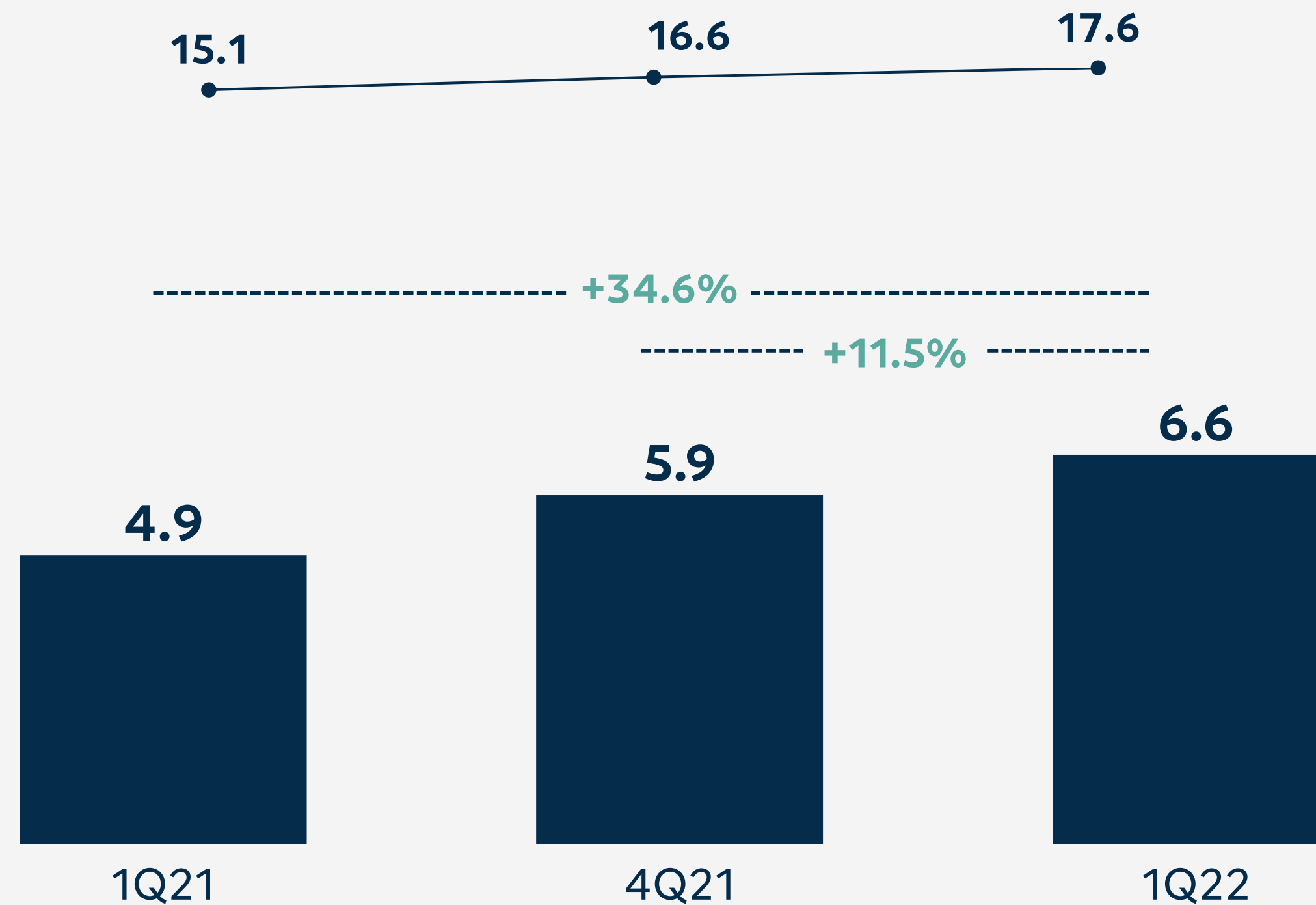
**ROE 17.6%**

1Q22

## Adjusted Net Income

R\$ billion

Market ROE<sup>1</sup> %

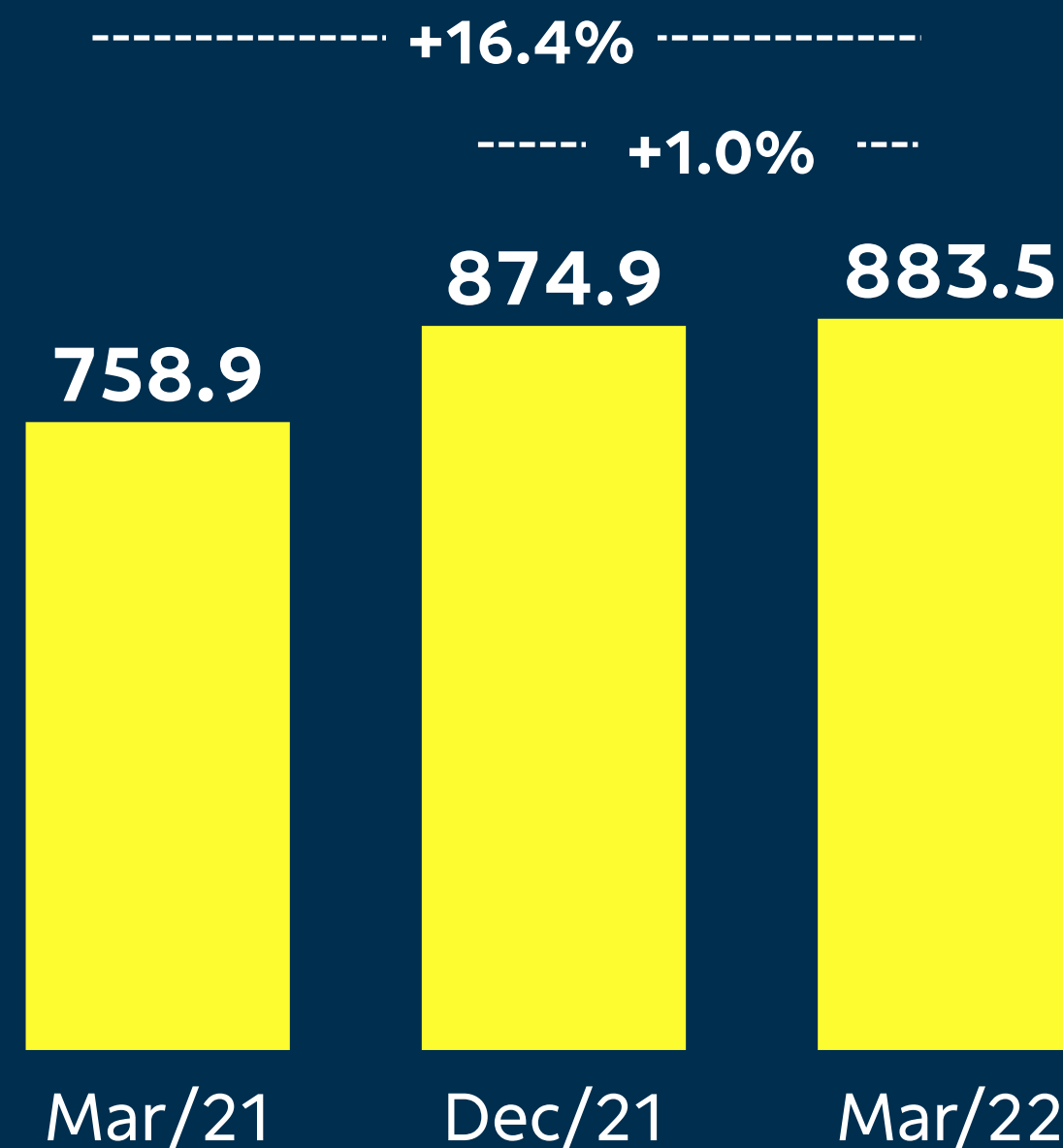


(1) Market ROE: metric that the main market analysts use to project results. The index is annualized using the linear method.

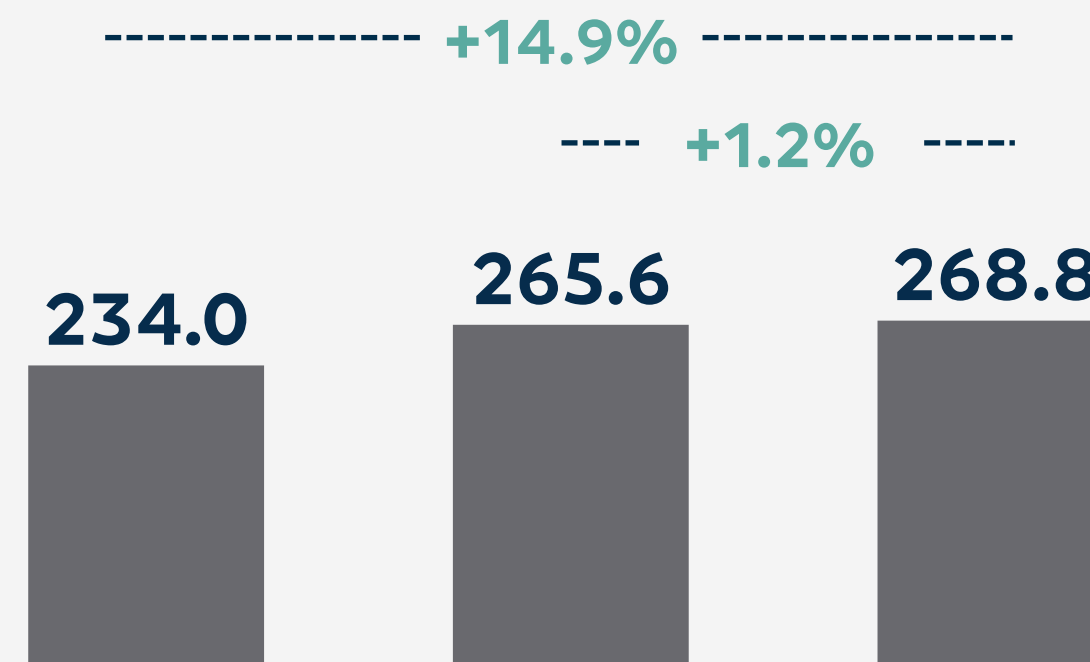


# Loan Portfolio

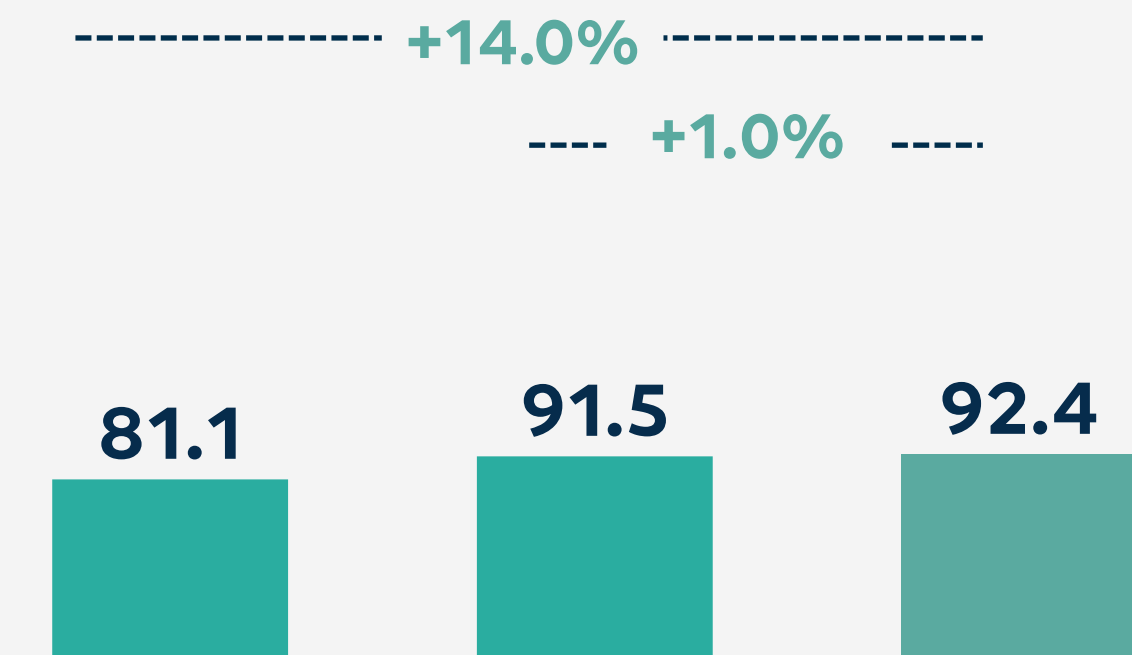
## Expanded Loan Portfolio<sup>1</sup> R\$ billion



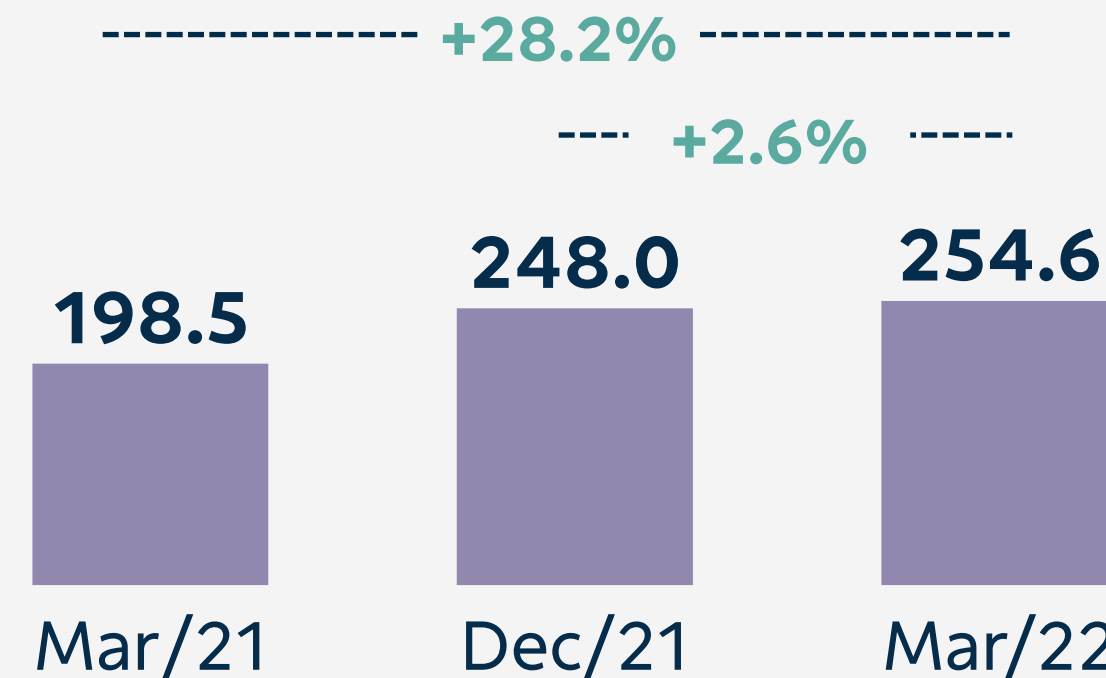
### Individuals



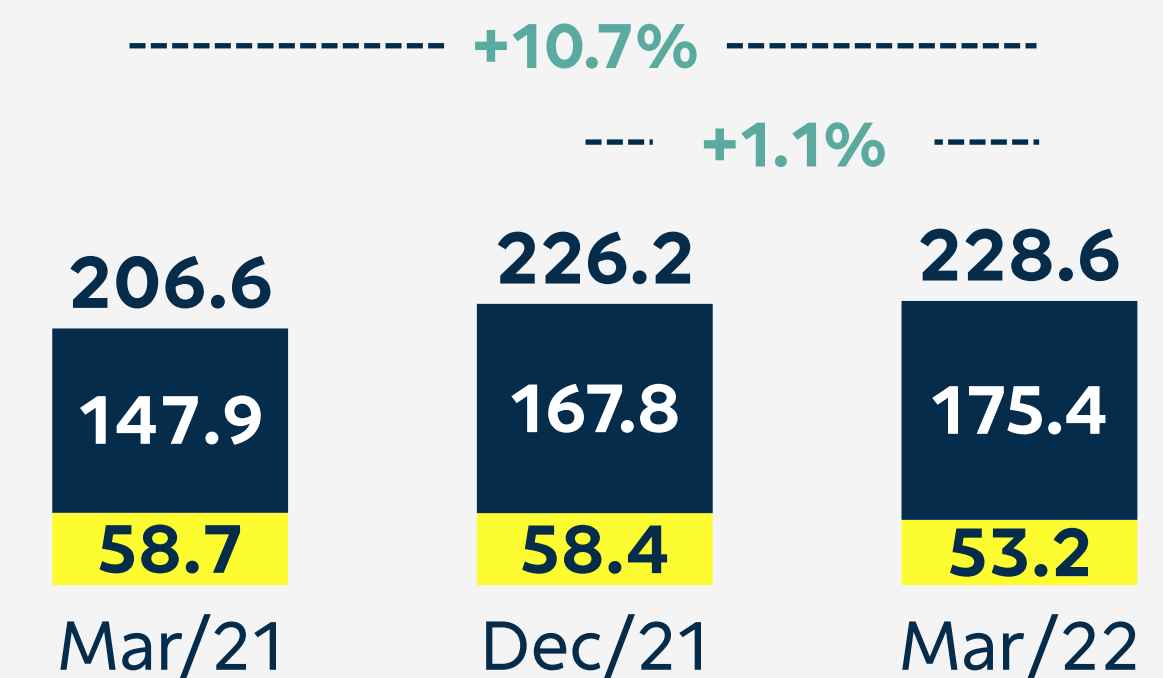
### SME



### Agribusiness



### Corporates + Government



■ Corporates ■ Government

(1) It includes private securities and guarantees provided.

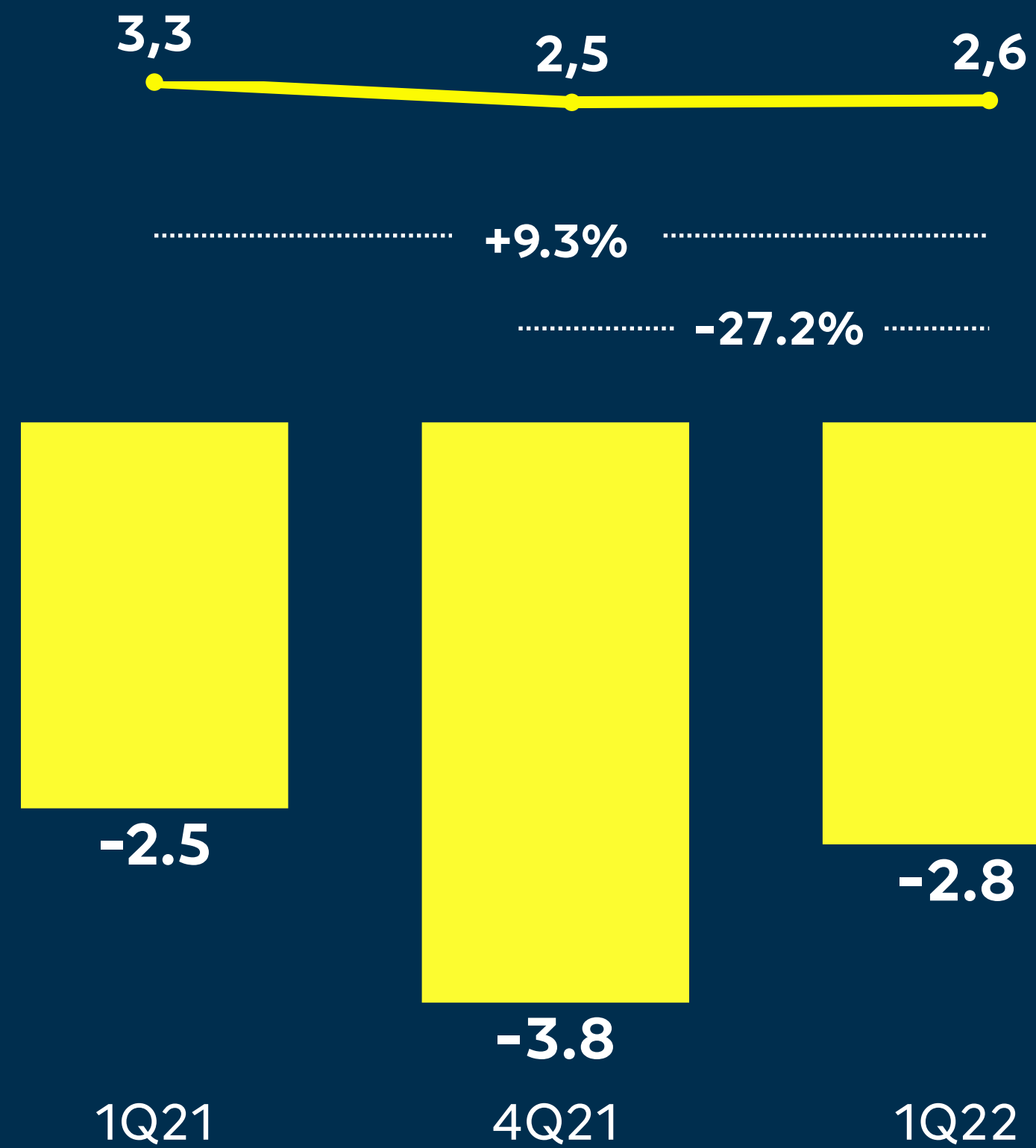


# Credit Quality

## ALL Expanded View

R\$ billion

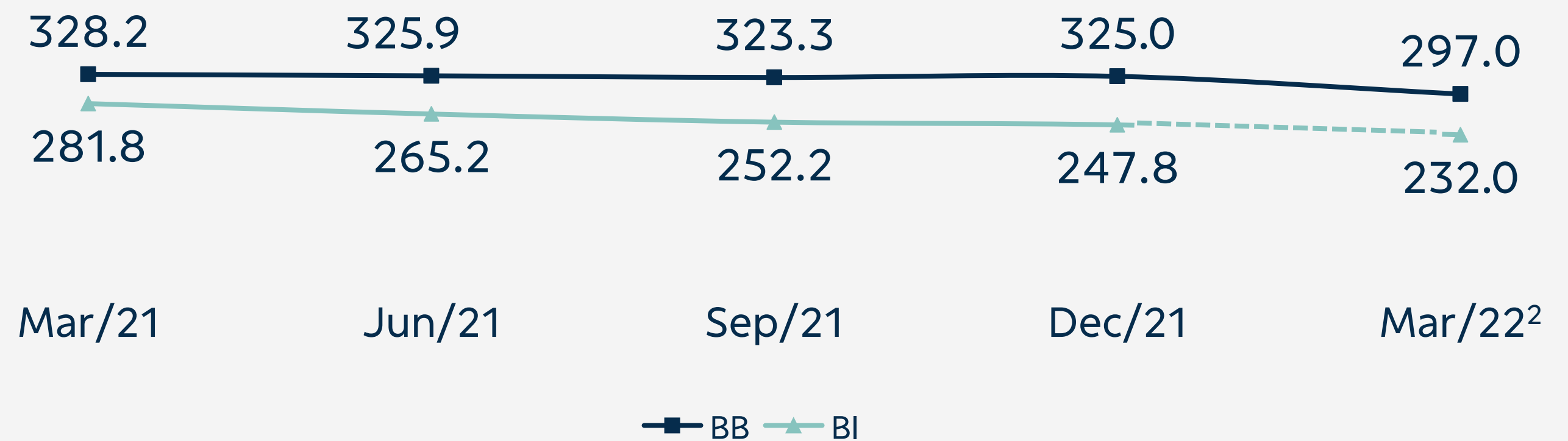
Cost of Credit (%)<sup>1</sup>



## NPL +90d (%)



## Coverage (%)

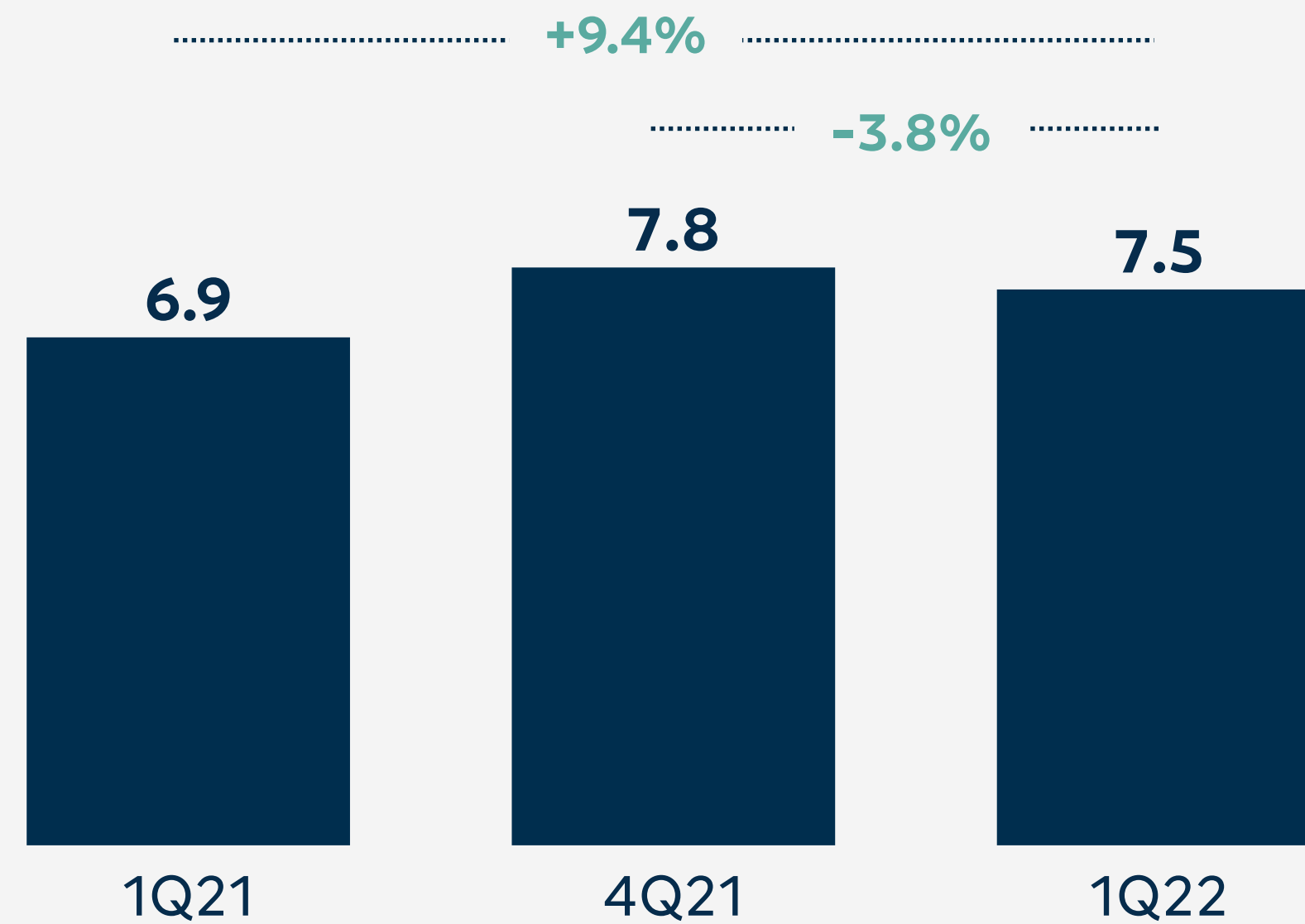


(1) ALL Expanded View 12 months / Medium Classified Loan Portfolio. . (2) BI data refers to feb/22.

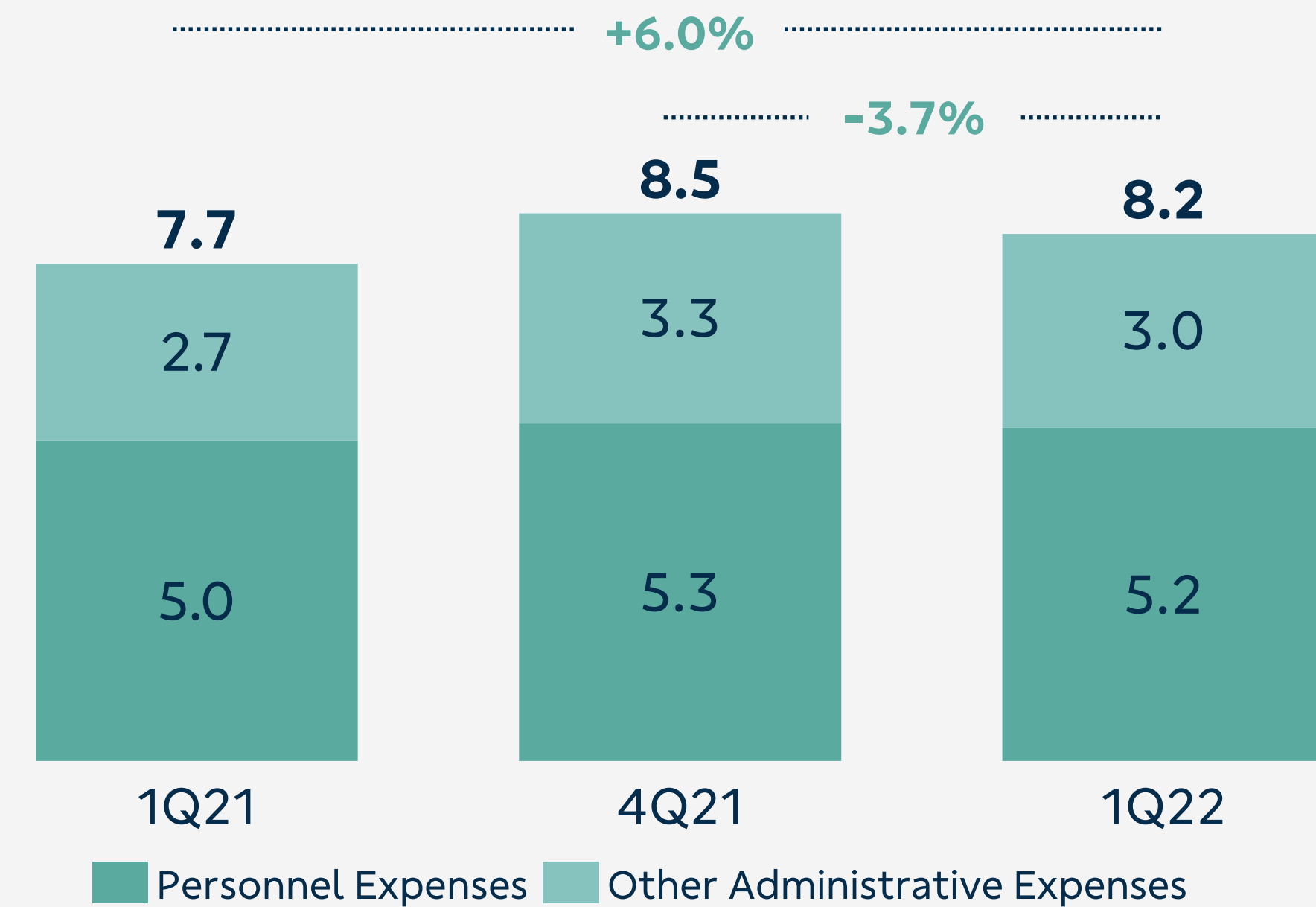


# Fee Income and Administrative Expenses Dynamics

Fee Income  
R\$ billion



Administrative Expenses  
R\$ billion



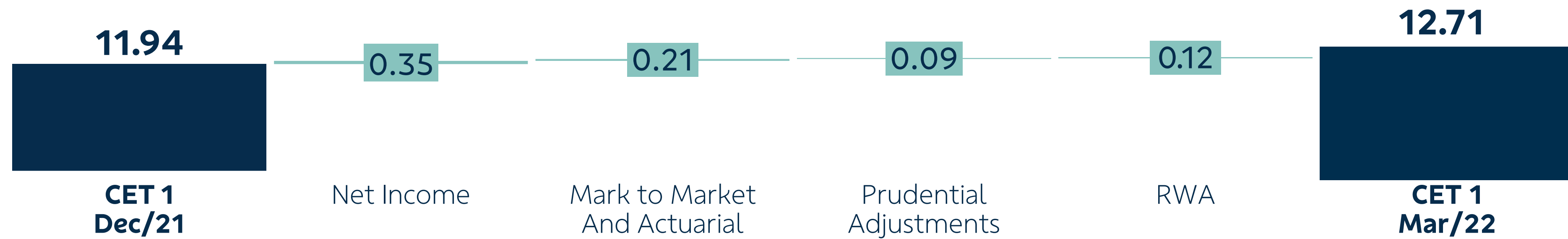
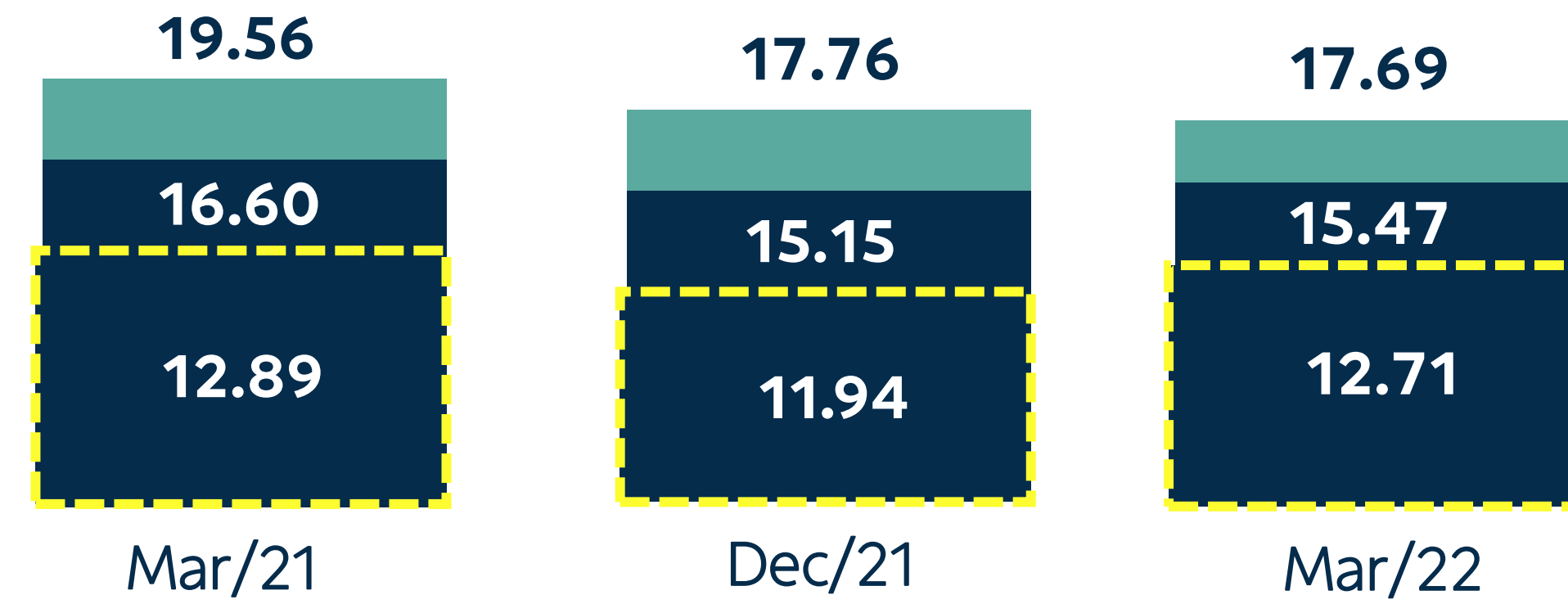
Cost to Income (12 months): **34.7%**

# Capital Ratio



Bis III  
(%)

- Tier II
- Tier I
- Common Equity Tier I




# 2022 Guidance



Guidance	2022	1Q22
Adjusted Net Income – R\$ billion	23.0 to 26.0	6.6
Net Interest Income - %	11.0 to 15.0	5.6
Loan Portfolio - %	8.0 to 12.0	19.6
Individuals - %	10.0 to 14.0	14.9
Companies - %	3.0 to 7.0	17.0
Agribusiness - %	10.0 to 14.0	28.2
Fee Income - %	4.0 to 8.0	9.4
Administrative Expenses - %	4.0 to 8.0	6.0
ALL Expanded View– R\$ billion	-16.0 to -13.0	-2.8

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



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Although these references and statements reflect the management's belief, they also involve estimates and unforeseen risks

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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.



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