

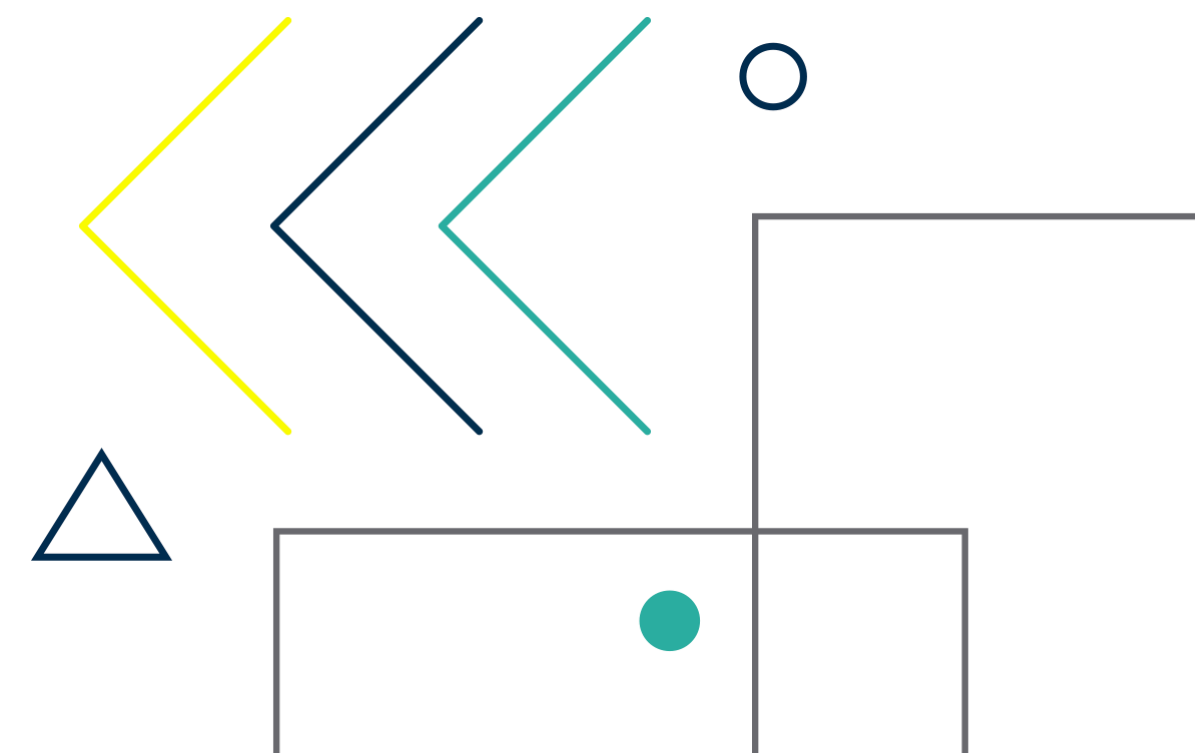


Earnings Conference Call

4Q21



For further info
Point your mobile for
MD&A 4Q21





Structuring initiatives generates value and record result

Profitability
Proximity
Digital in practice

**Record Adjusted
Net Income**
R\$ 21.0 billion
+ 51.4%
2021/2020

Credit growing with quality

Loan Portfolio¹
R\$ 874.9 billion

+ 17.8%
 over Dec/20

NPL +90 days

BB  **1.75%**

SFN²  **2.30%**

Coverage

BB  **325.0%**

SFN²  **247.8%**

Renegotiation Task Force

R\$ 4.8 billion
 renegotiated

310.6k
 renegotiated contracts

285.6k
 customers served

(1) Expanded View. (2) Brazilian Banking Industry (SFN).

Successful performance in our leading roles

Agribusiness

BB Agribusiness
Market Share: **54%**

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

Record Loan Portfolio
R\$ 248 billion
With emphasis on the rural portfolio:
+ 34.3% over Dec/20

New BB Fiagro Investment Fund
more than R\$ 400 million raised at launch
Traded on **B3 | BBGO11**

BB Família Agro
10k customers
Support for business succession in the field

Agribusiness Bonds
CPR + 62.8%
CDCA + 779.7% over Dec/20



60.000 quilômetros
Circuito de Negócios Agro 2022

- Traveling branches
- Visiting 600 cities
- 500k producers

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

Foreing Trade

Exchange Center

+ 478% over Dec/20
Operations


ACC / ACE Balance

R\$ 17.6 billion
+ 31.3% over Dec/20

Where, how and when the customer wants

Wide and optichannel plataforma

We are digital...

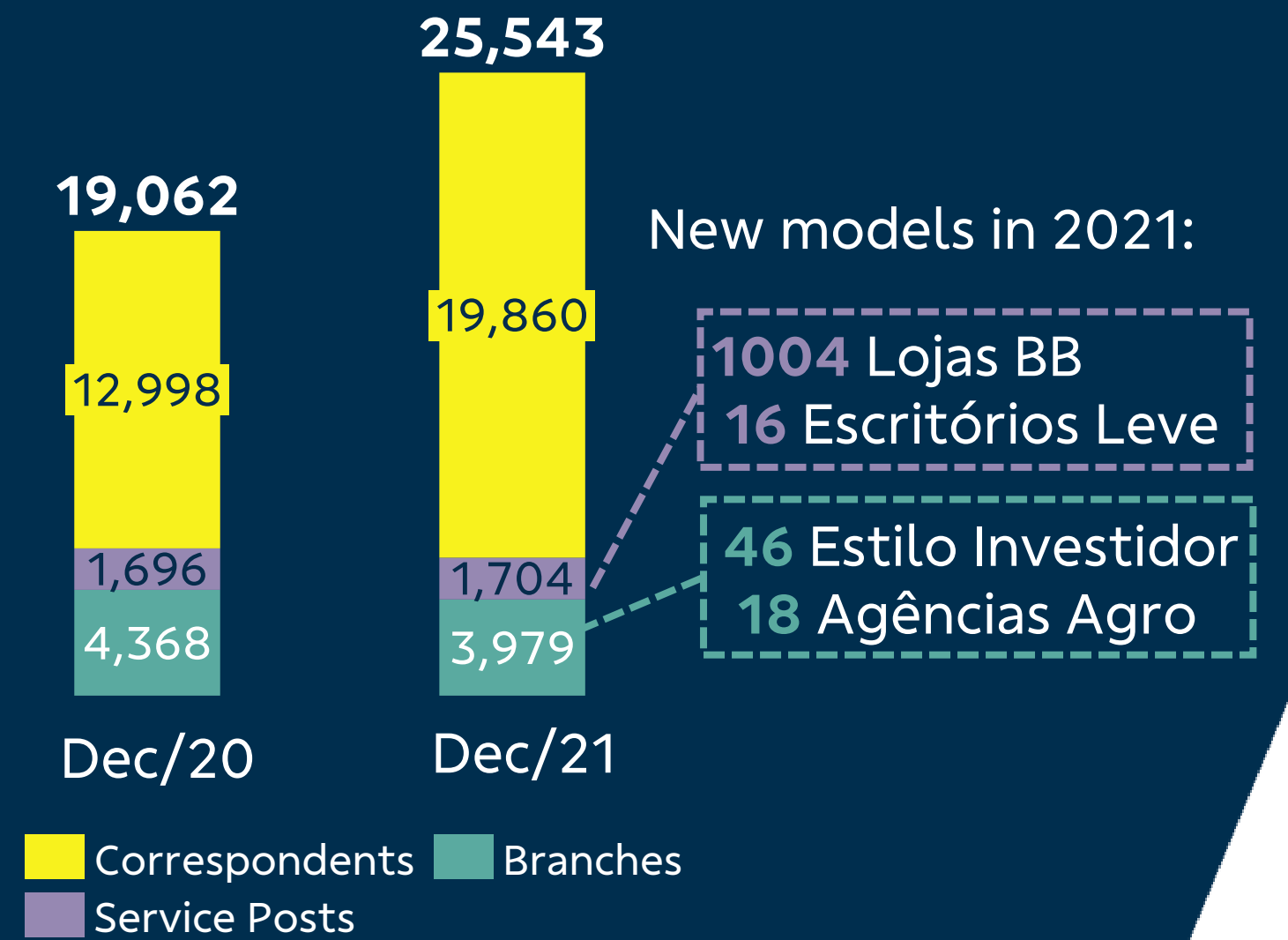
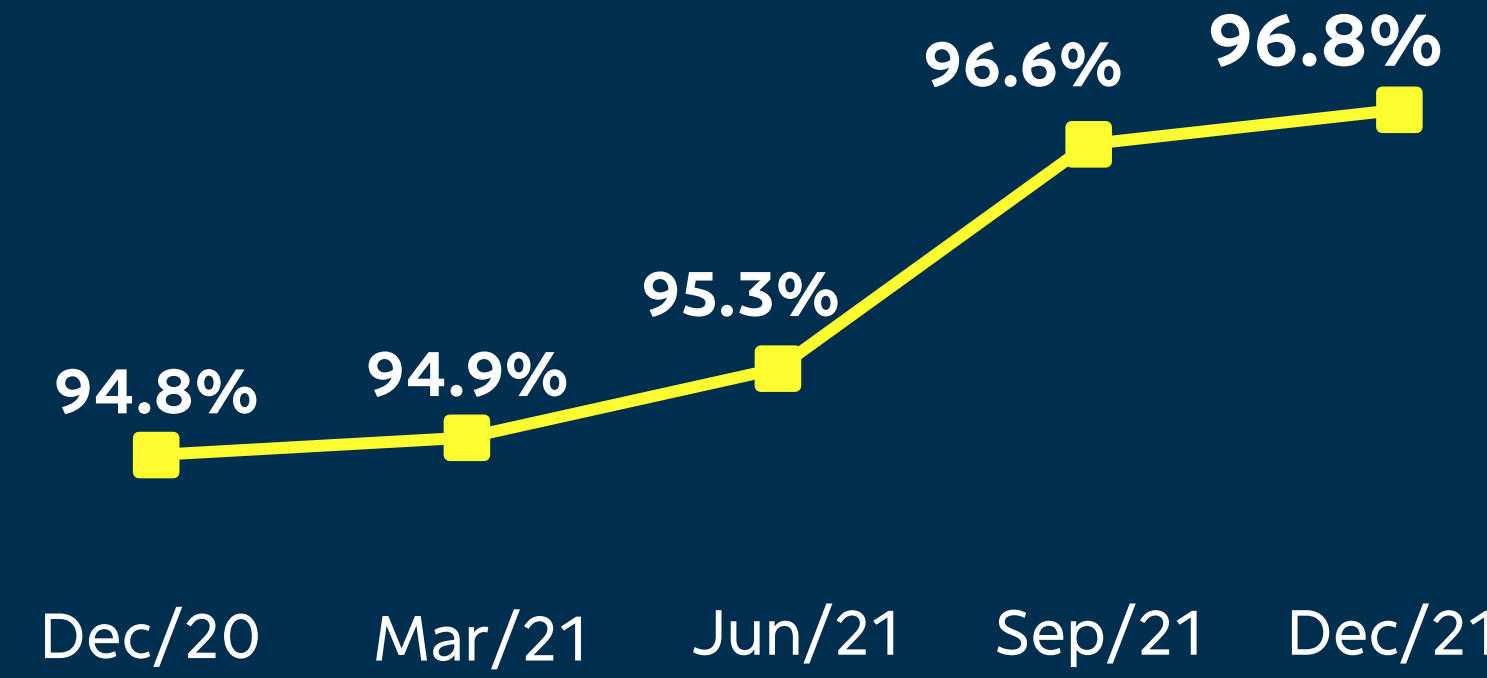
Virtual Assistants Resoluteness  **93.2%** in the 4Q21
+ 1,760 bps over 4Q20

Virtual Assistants Services  **21.6 million** in the 4Q21
+ 234.9% over 4Q20

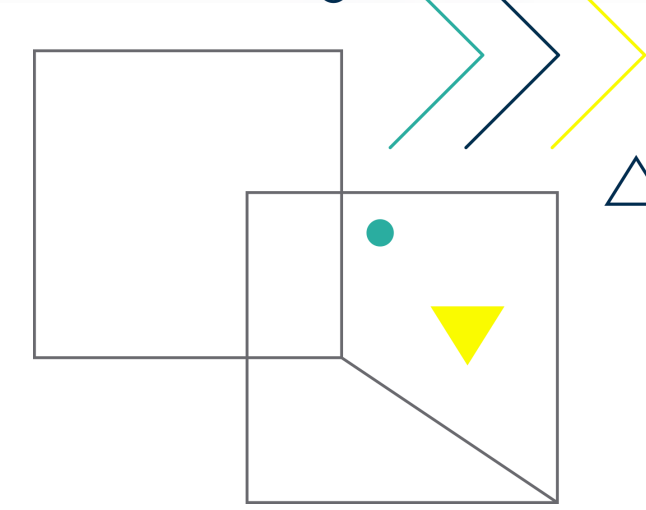
Digital Transactions  **91.7%** in the 4Q21
+ 514 bps over 4Q20

... with physical integration and lighter and optimized models

Presence in municipalities in Brazil



A bank for each customer



Specialized Service

Individuals
more than 7 million customers
with managed 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



Increased Satisfaction

NPS – Constant evolution

+8.5 points over Dec/20

Service Evaluation

Grade 4.8 | 11 million evaluations

In 2021 (grades from 1 to 5)

Central Bank Complaints

-33.8% of sustained claims over Dec/20

The lowest amount in history

Cultural transformation with investment in people

7.9 million hours of training in 2021

UNIBB Corporate University

Partnerships for skills development with Alura, MIT, Gartner, FGV and Instituto Insper Brasil

3.5 million courses completed in 2021

Focus on customer

Network capacitated for the best customer experience

BB Contest 2021

The biggest contest in the Brazil's history

- **1.6 million applications**

We have the best employees, in the best place to work and at the best moment of the company

Recognized by **9th consecutive time as Top Employer**



The World's Most Sustainable Bank

Global 100 Ranking

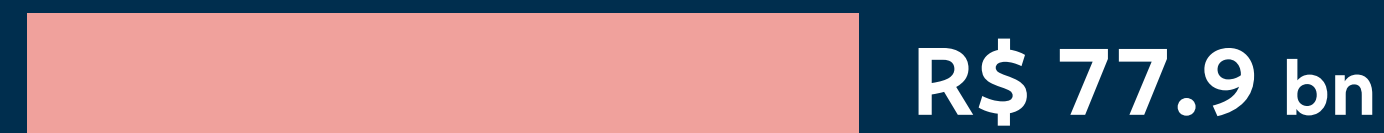
Sustainable Loan Portfolio

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

Social Loans



Best Socio-Environmental Practices



Low Carbon Agriculture



Companies



ESG Portfolio
Validation
Process

Social Bond Issuance
in the amount of US\$ 500 million

Compensation of 100% GHG
scope 1 and 2

**Creation of the Corporate
Sustainability Committee**
to strengthen corporate
governance

**ESG Investments Offer
R\$ 8.2 billion**
growth of 144.5%
over Dec/20

2022 Acknowledgments



Sustainability Award
Silver Class 2022
S&P Global

Reinventing and looking to the future

In 2021 we prepared and experienced



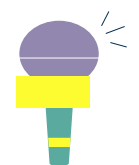
Loja BB in the App

Amazon.com.br, GiftCards and Vantagens BB



Open Innovation

Corporate Venture Capital



Open Banking - Connectivity

developers.bb.com.br - More than 6.000 applications in production



Hybrid Cloud Use

Building agile solutions
More than 270 million operations executed per day



What's next:

Accelerate and Escalate

- Labbs launch
- Loja BB in the app expansion
- Partnerships with startups
- New ecosystems

Expand and diversify

- Consolidation with startups
- New models BaaP
- Partnership expansion BaaS

Solutions Hub

Availability of products, services and benefits

- New business models
- New customer segments
- New arenas

Loja BB in the App

Marketplace affiliates

Purchases through App and cashback in the account

Giftcards

More than 1.5 million sold in 2021

Plataforma de Benefícios

In 2021:

More than R\$ 95 million cashback with points

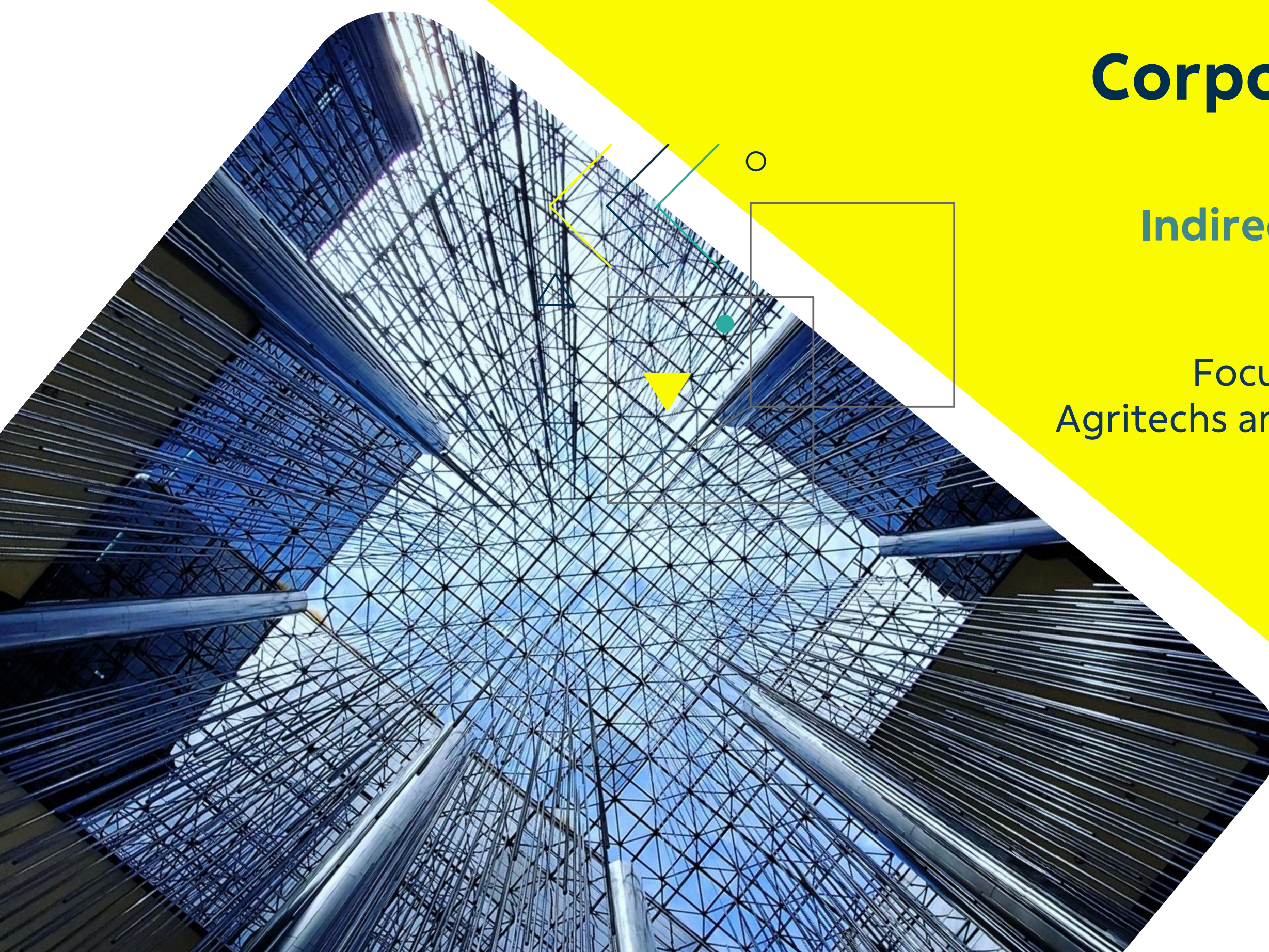
More than 900 promotions in Vantagens BB

Broto

Since launch:

543k hits and more than R\$ 1.3 billion in closed deals

Boosting open innovation



Investment

Corporate Venture Capital

Indirect investments in 29 startups in 2021

Focus in Govtechs, Fintechs, Agritechs and Customer Experience

Contributions started

Exclusive funds

Partnerships

Solutions to generate value

Lasting collaborations, uniting technology and know-how



Climate intelligence and data science startup

To enhance gains in agro productivity

BB is on

Young Audience

Attracting actions focused on digital channels

BB Universitário

More than 1 million customers in 2021
+70% over 2020

Credit card hiring
3 times more 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

+ Gaming Investment Funds
BB Game Shares Fund
Gamer Consortium
Exclusive Partnerships



eSports
#tamojuntosessegame

Know more at
tmjnessegame.com.br



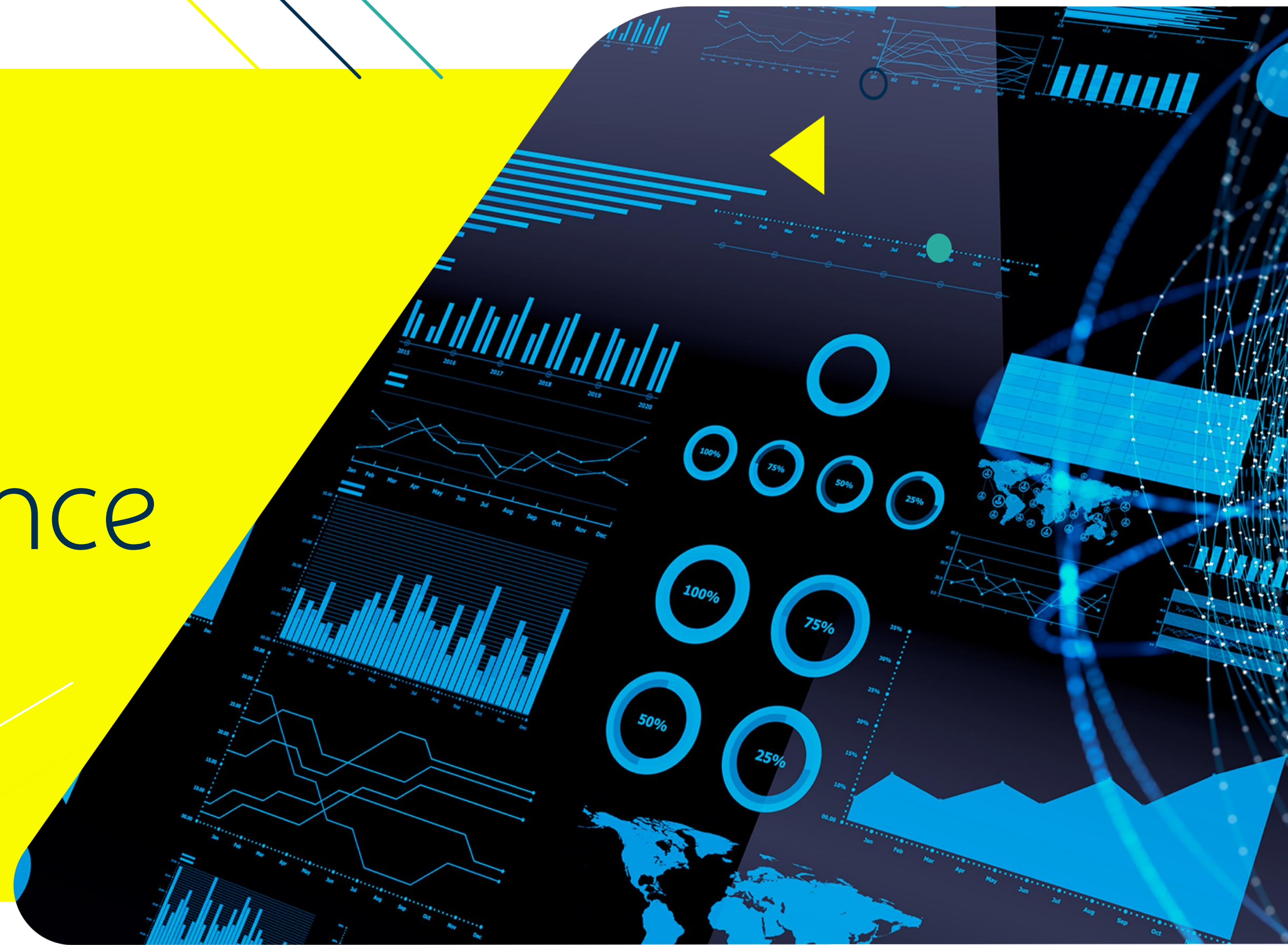


What brought us here strengthens us to conquer everything we imagine



- Strengthen customer centricity
 - Accelerate and expand digital transformation
 - Improve efficiency with network optimization, maintaining our extensive presence in the country
 - Reinforce protagonism in sustainability, generating positive impacts on the environment and society
 - Deliver increasingly and sustainable results

4Q21 Performance





Earnings Highlights

2021 / 2020

Growing and sustainable results

Adjusted Net Income

R\$ 21.0 billion

Growth of **51.4%**

Market ROE of **15.8%**

Loan Portfolio¹

R\$ 874.9 billion

Growth of **17.8%**

NPL +90d of **1.75%**

Dynamics of fee income and expenses

NII: **+4.9%**

Fee Income: **+2.2%**

Administrative Expenses: **+1.4%**

Cost to income ratio: **35.6%**

CET 1
11.9%

(1) Loan Portfolio Expanded View.



Earnings

Adjusted Net Income

R\$ 21.0 billion
in 2021

+ 51.4%
2021/2020

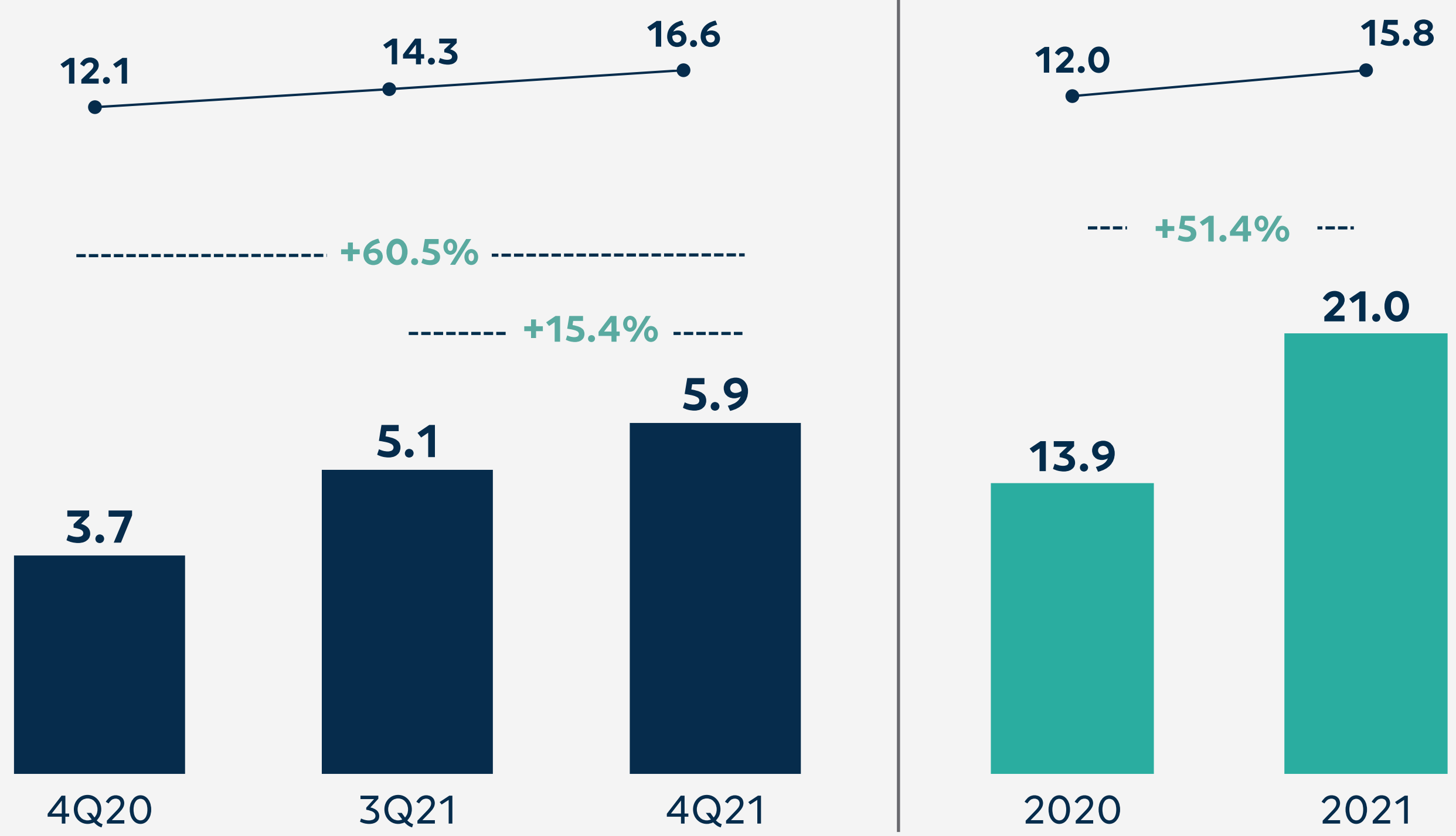
R\$ 5.9 billion
in the 4Q21

+ 15.4%
4Q21/3Q21

Adjusted Net Income

R\$ billion

Market ROE¹ %

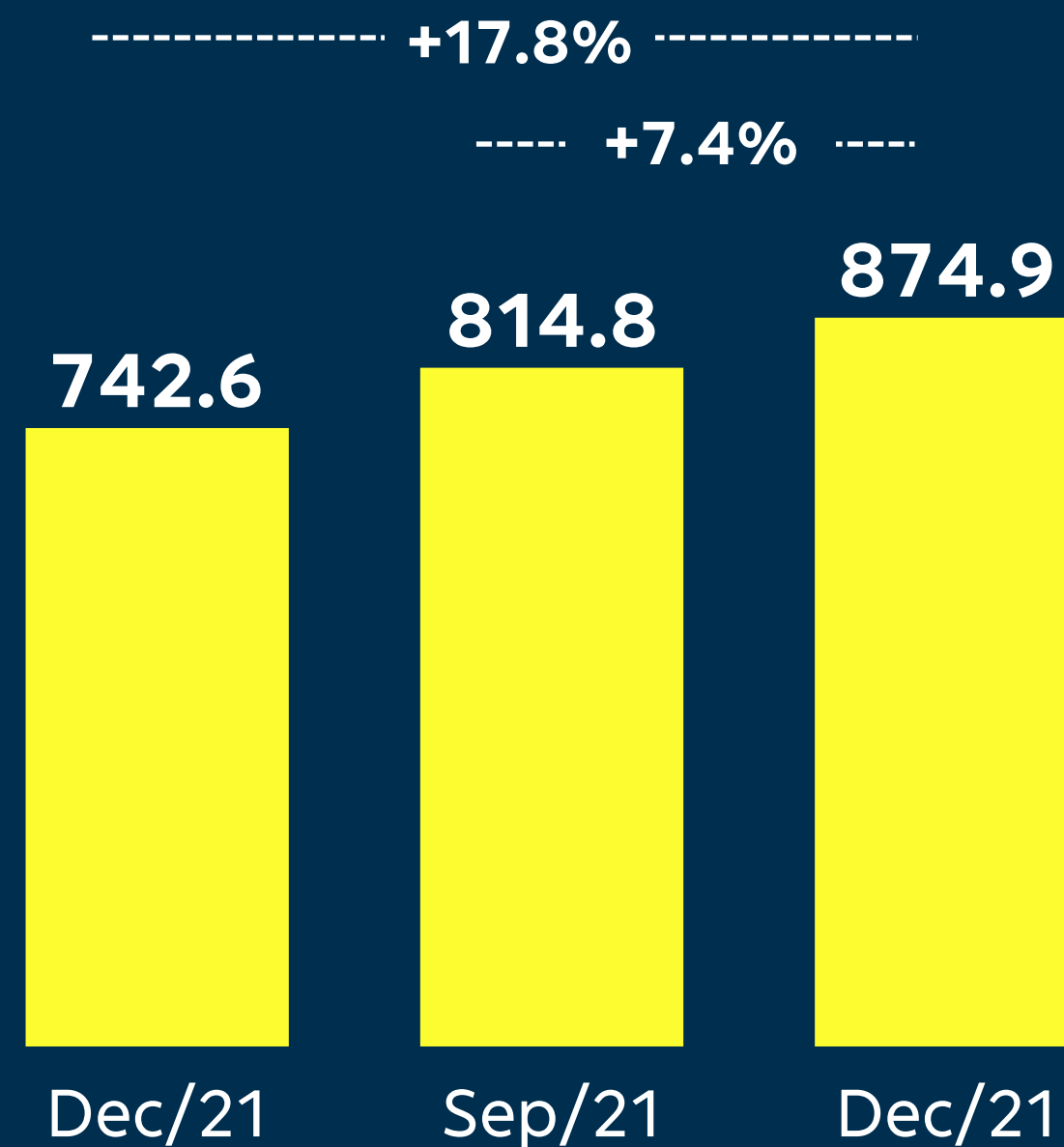


(1) Market ROE: metric that the main market analysts use to project results. The index is annualized using the linear method.

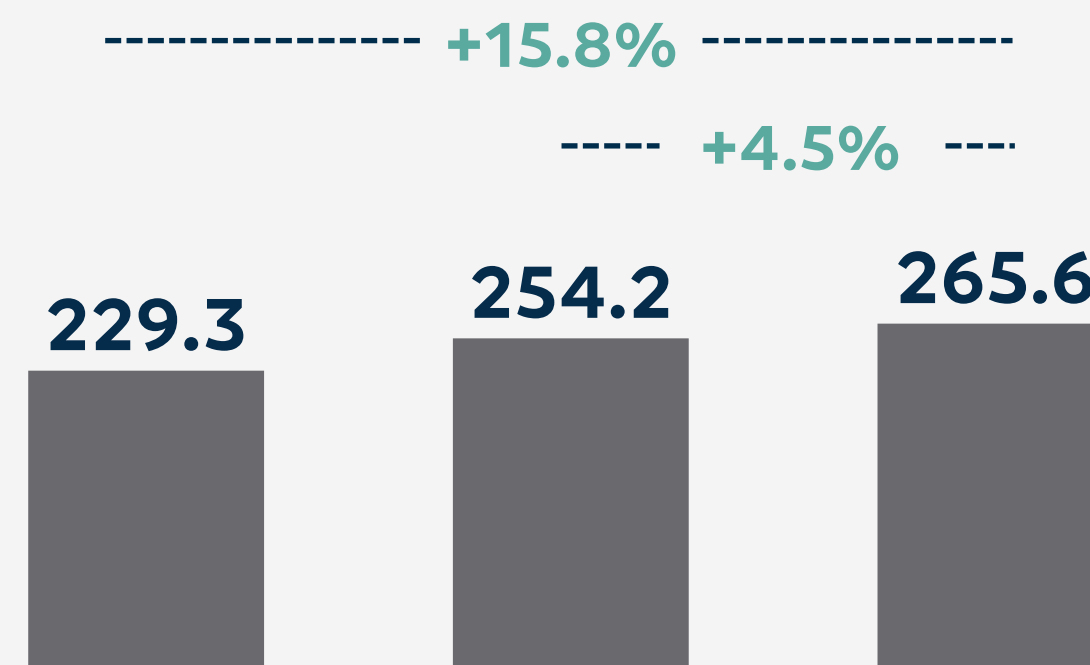


Loan Portfolio

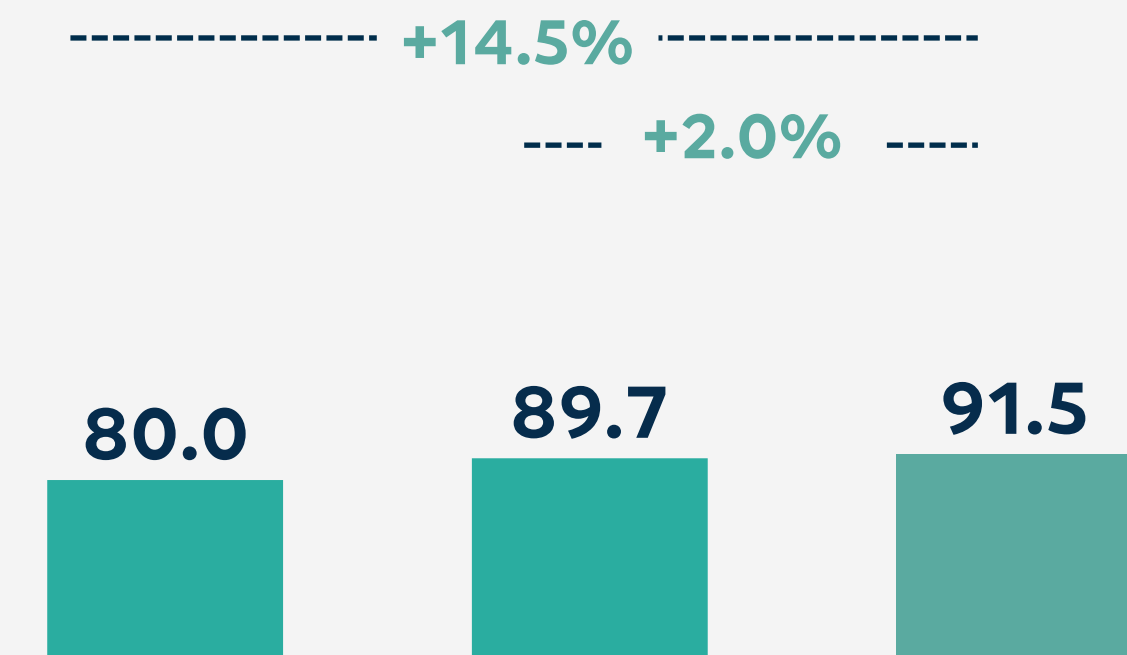
Expanded Loan Portfolio R\$ billion



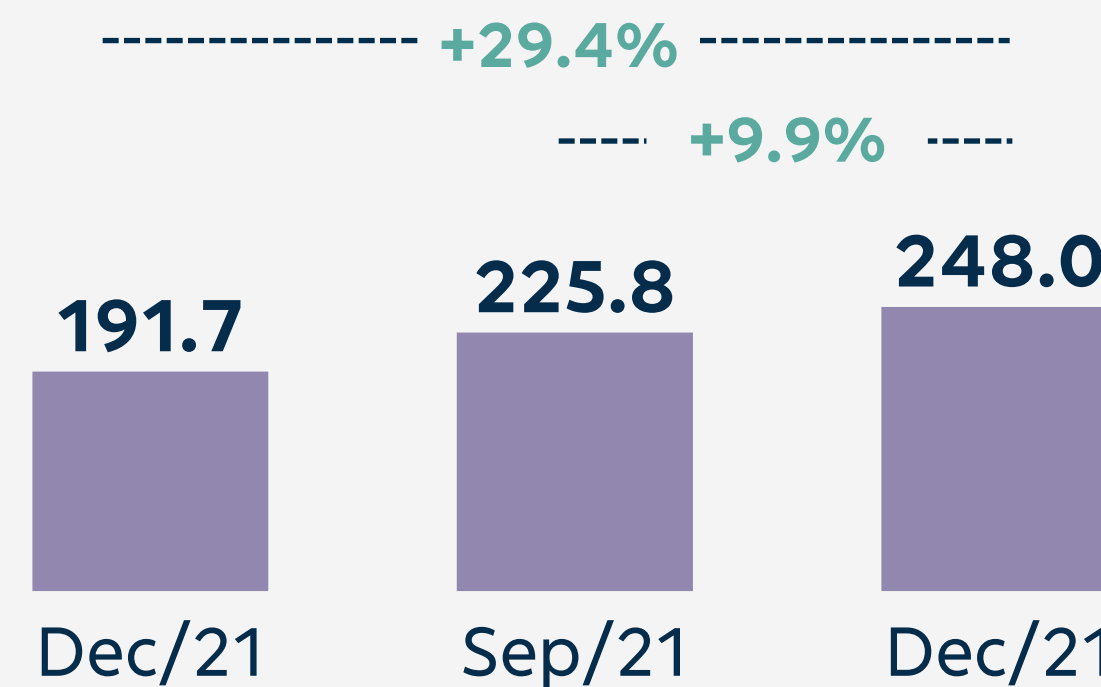
Individuals



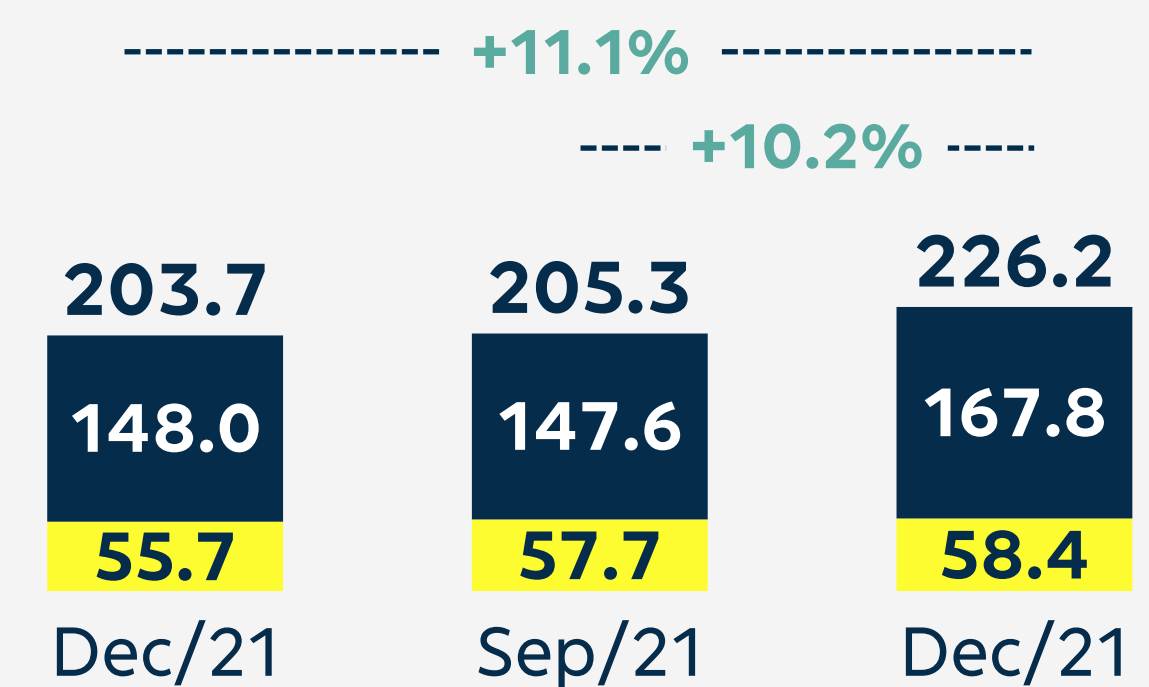
SME



Agribusiness



Corporates + Government



■ Corporates ■ Government

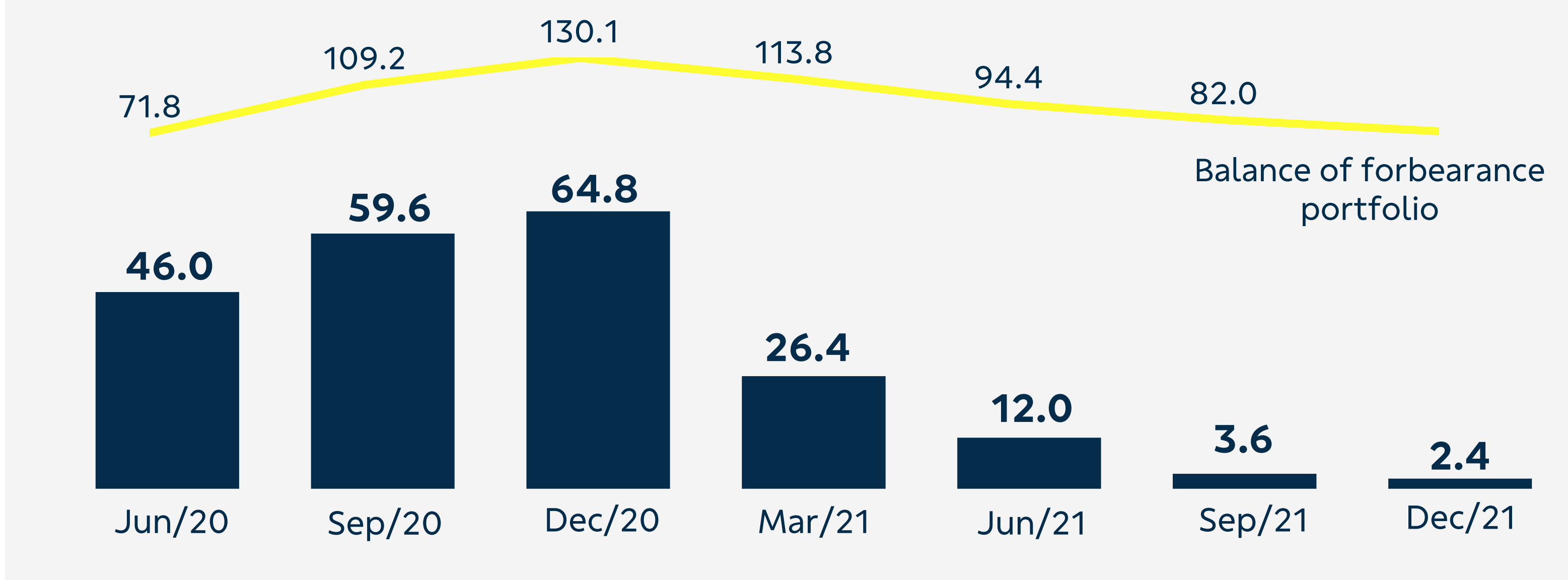
(1) It includes private securities and guarantees provided.



Forbearance Portfolio

NPL +15d: **3.36%** | NPL +90d: **2.05%**

Grace Periods
R\$ billion



91.4% with rating **AA-C**

73.5% with **guarantees**

97.6% were **due transactions¹**

17.7 years average relationship time

(1) In the last 12 months.

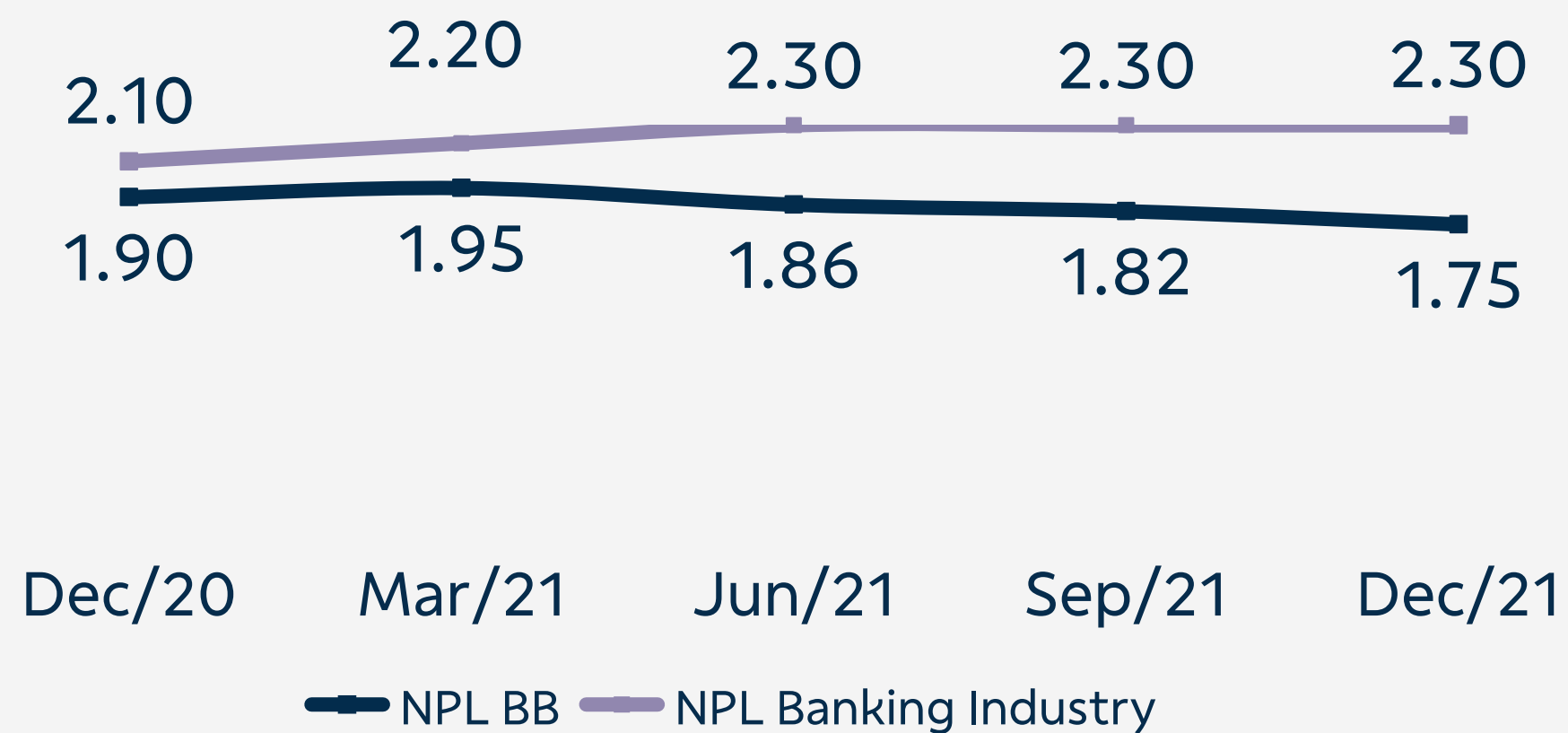


Credit Quality

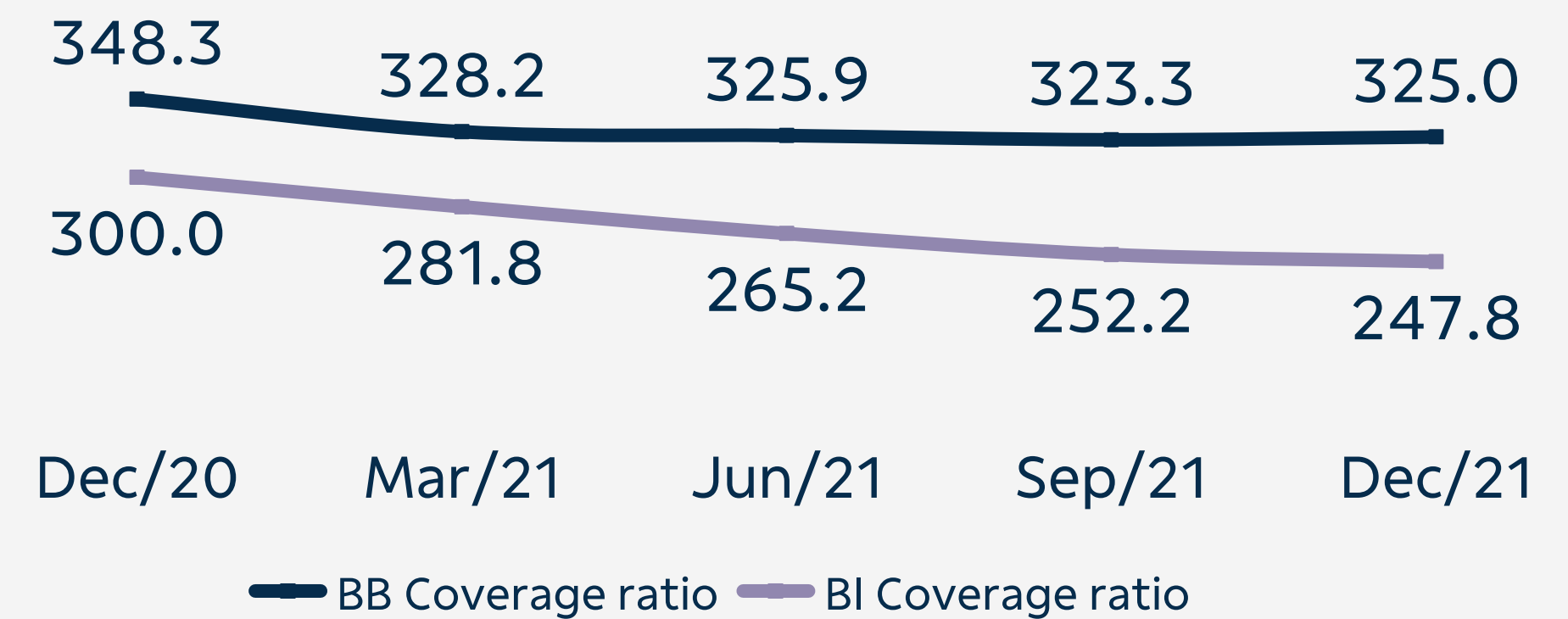
NPL 15 – 90d (%)



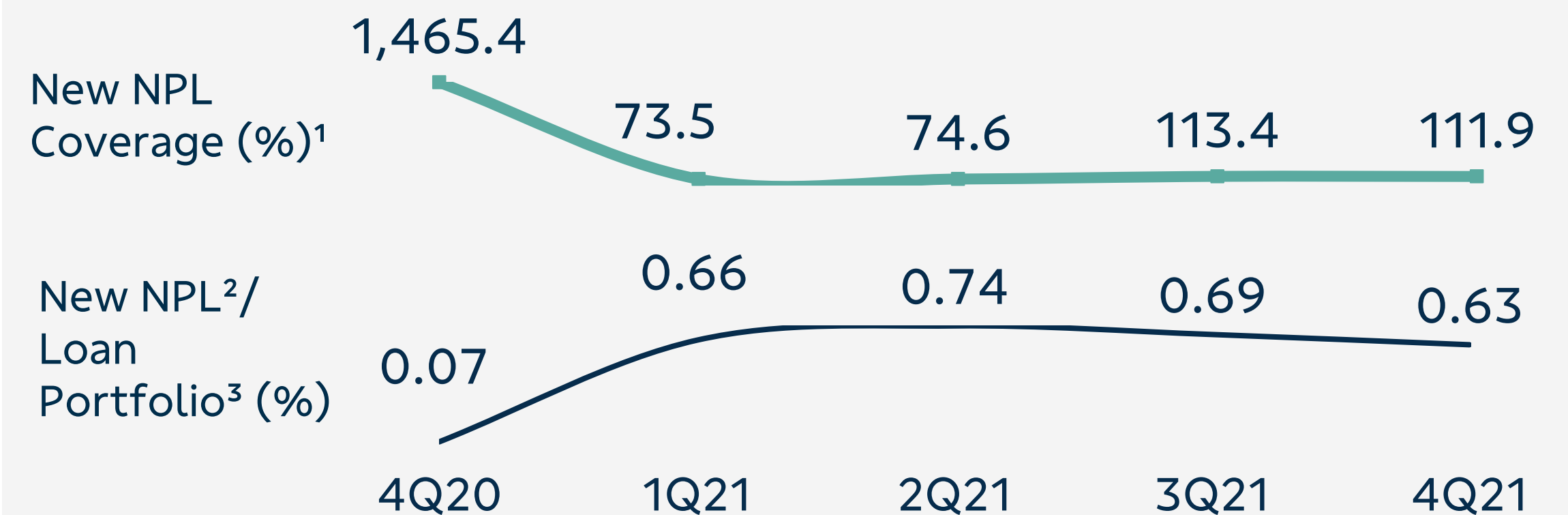
NPL +90d (%)



Coverage(%)



NPL Formation

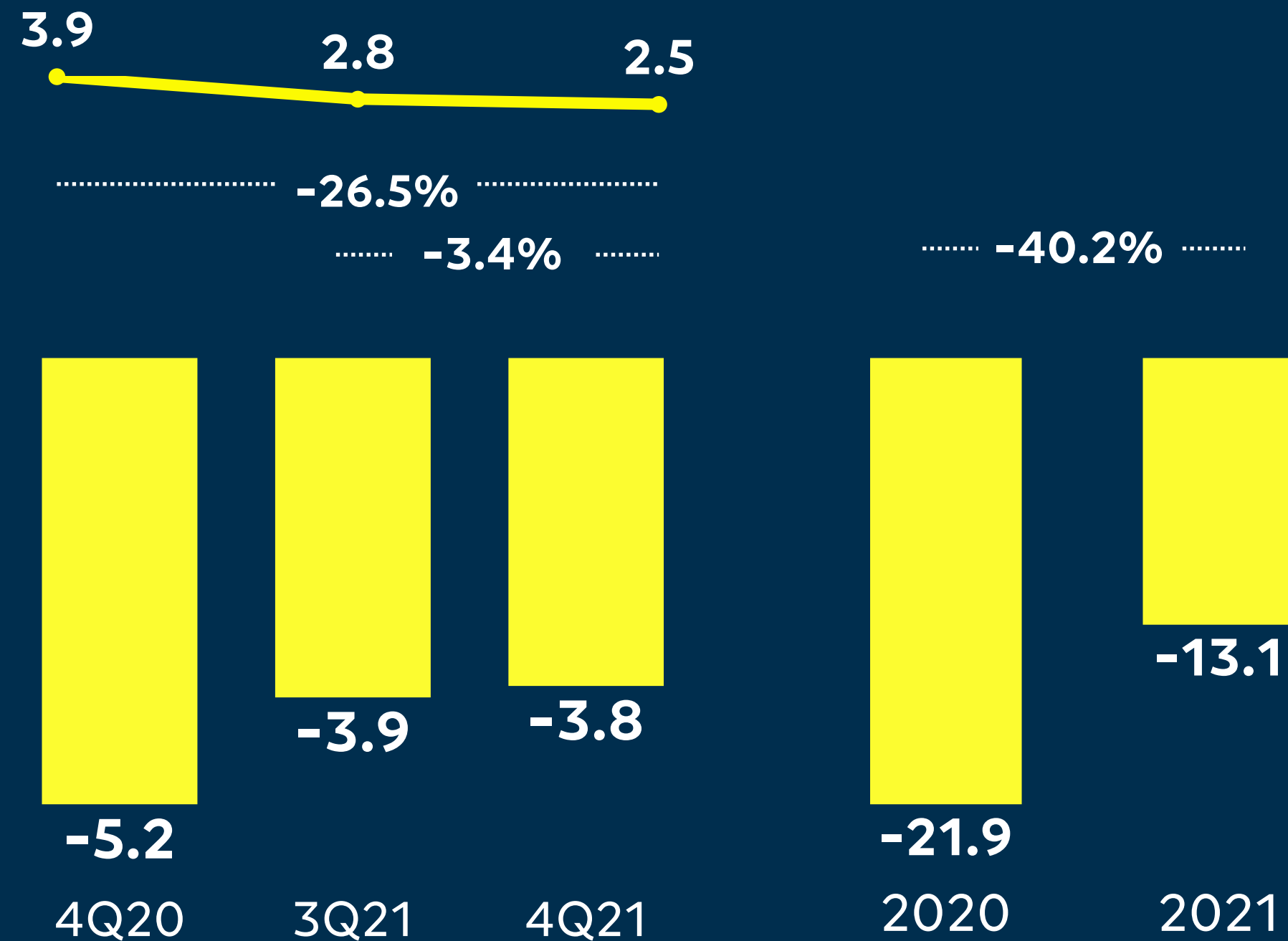


(1) Quarterly ALL Expenses/ New NPL. (2) New NPL: Relationship between the quarterly variation of the balance of operations overdue for more than 90 days, plus the write-offs for the quarter's loss. (3) Balance of the classified loan portfolio of the previous quarter.

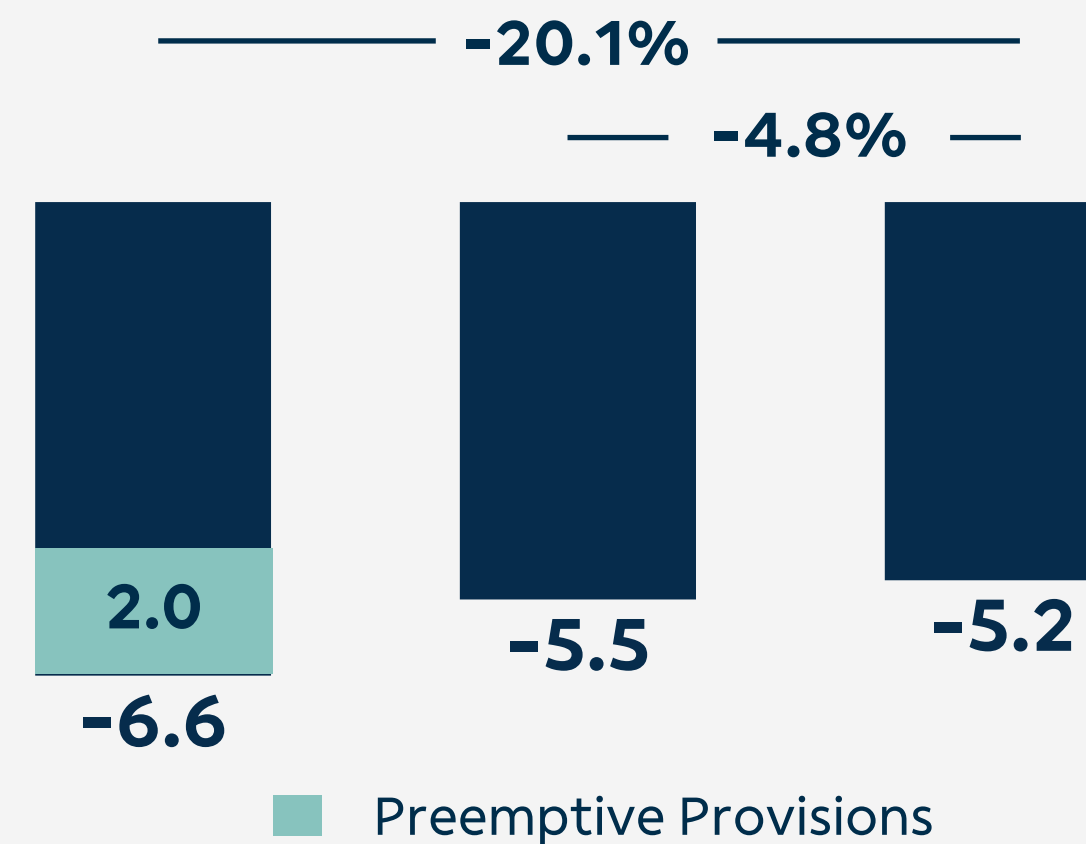


ALL Expenses

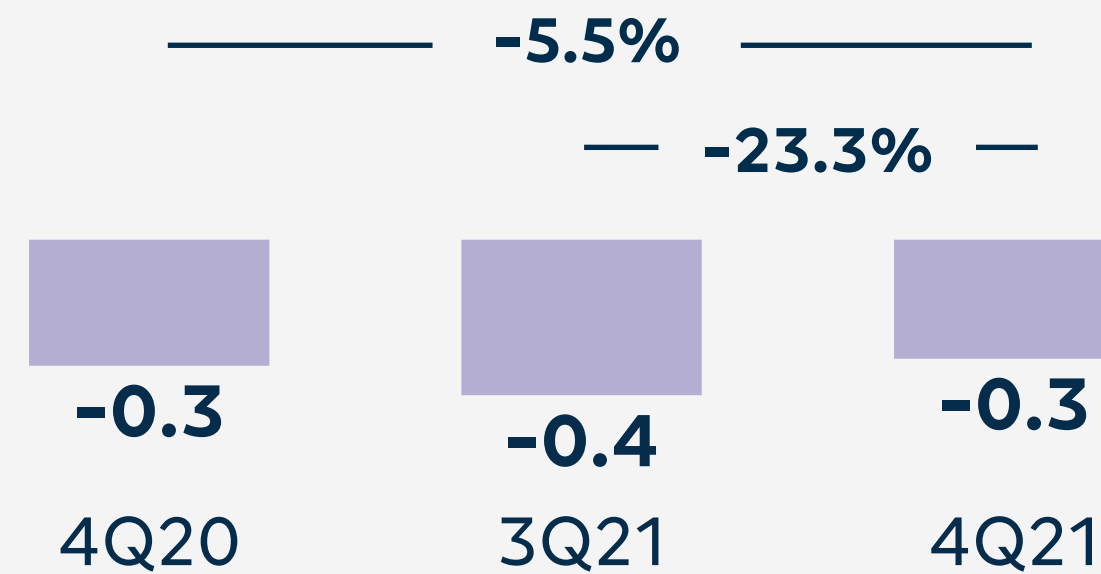
ALL Expanded View R\$ billion Cost of Credit (%)¹



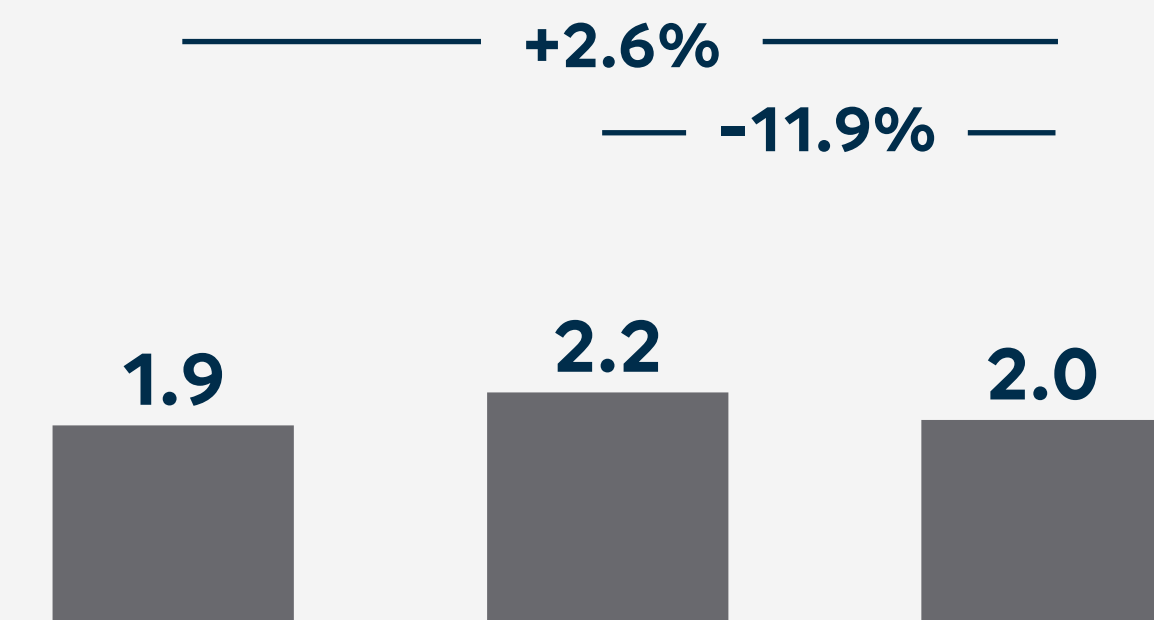
Credit Risk



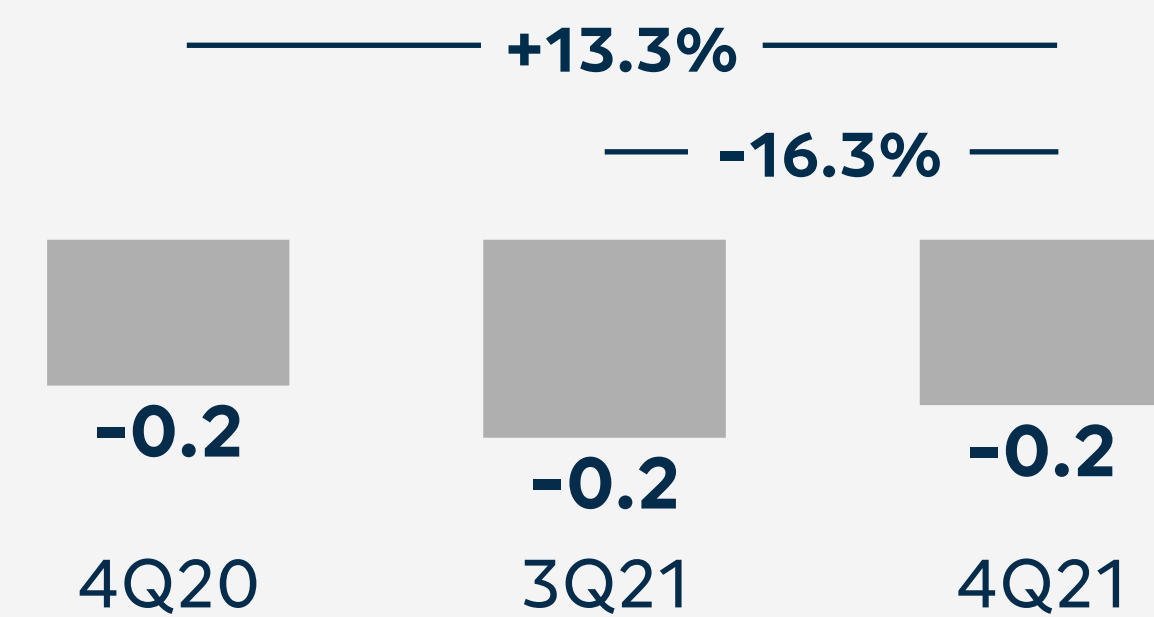
Discounts granted



Recovery of Write-offs



Impairments

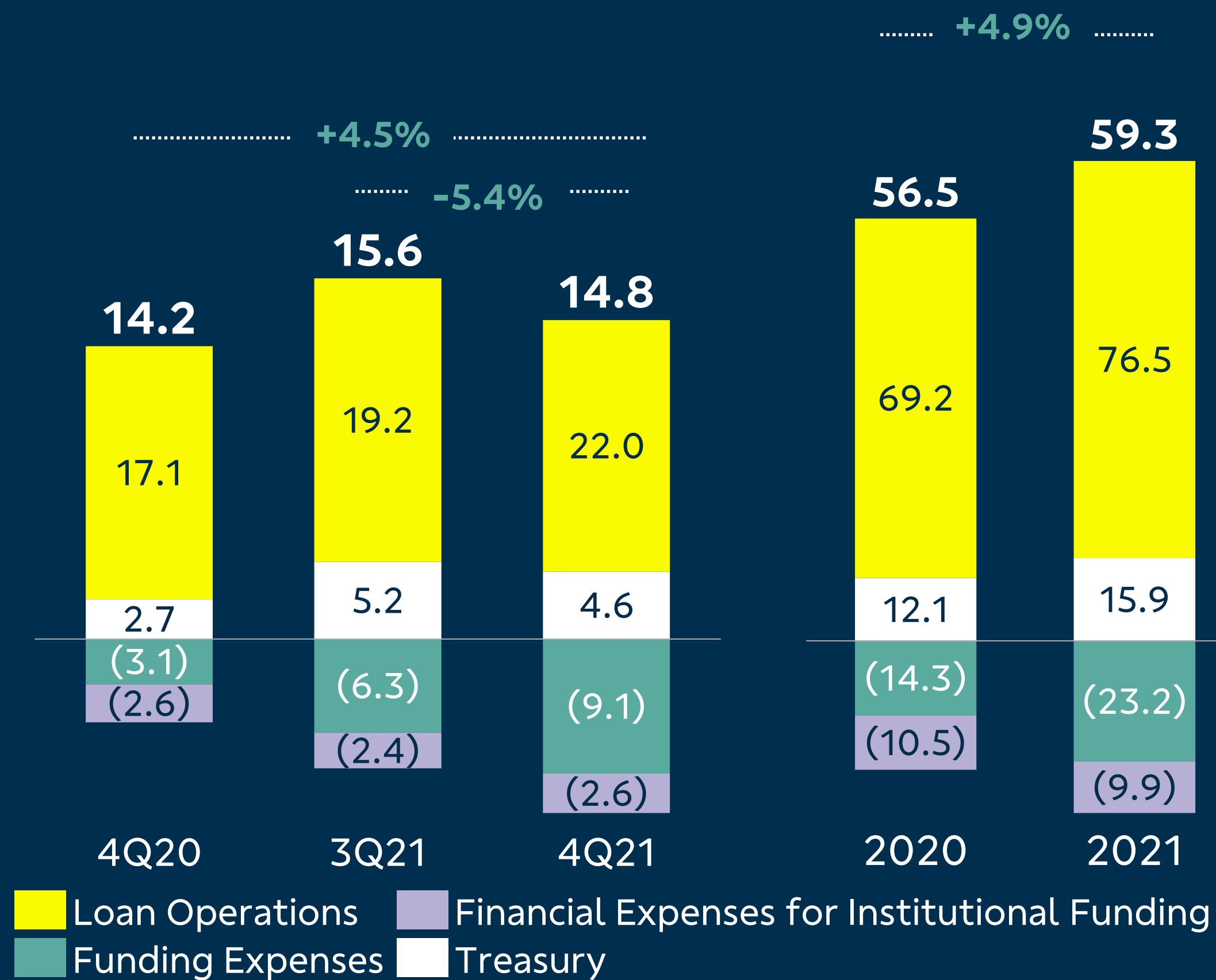


(1) ALL Expanded View 12 months / Medium Classified Loan Portfolio.



NII and NIM

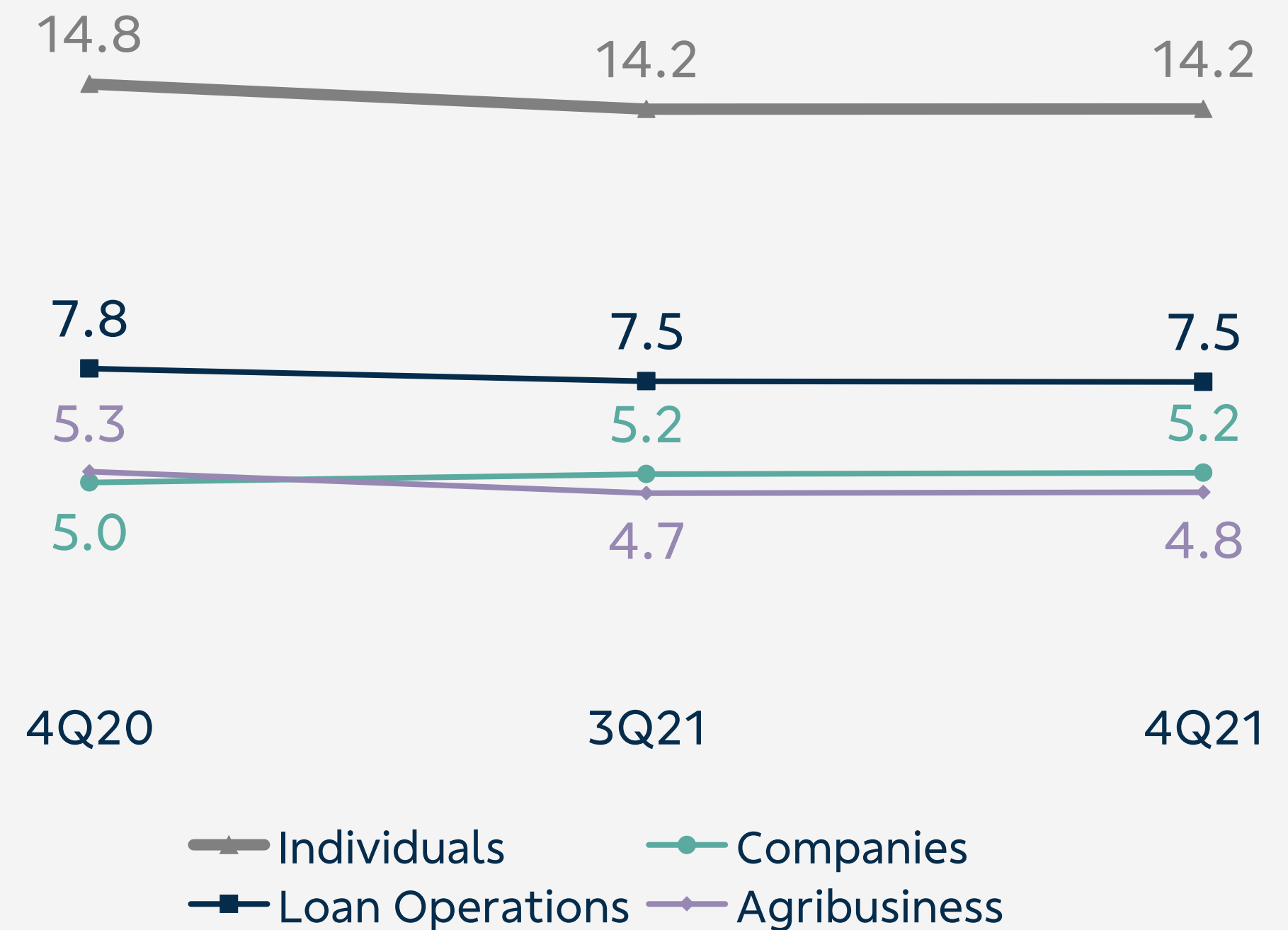
Net Interest Income R\$ billion



NIM¹ (%)



NIM by Segment² (%)

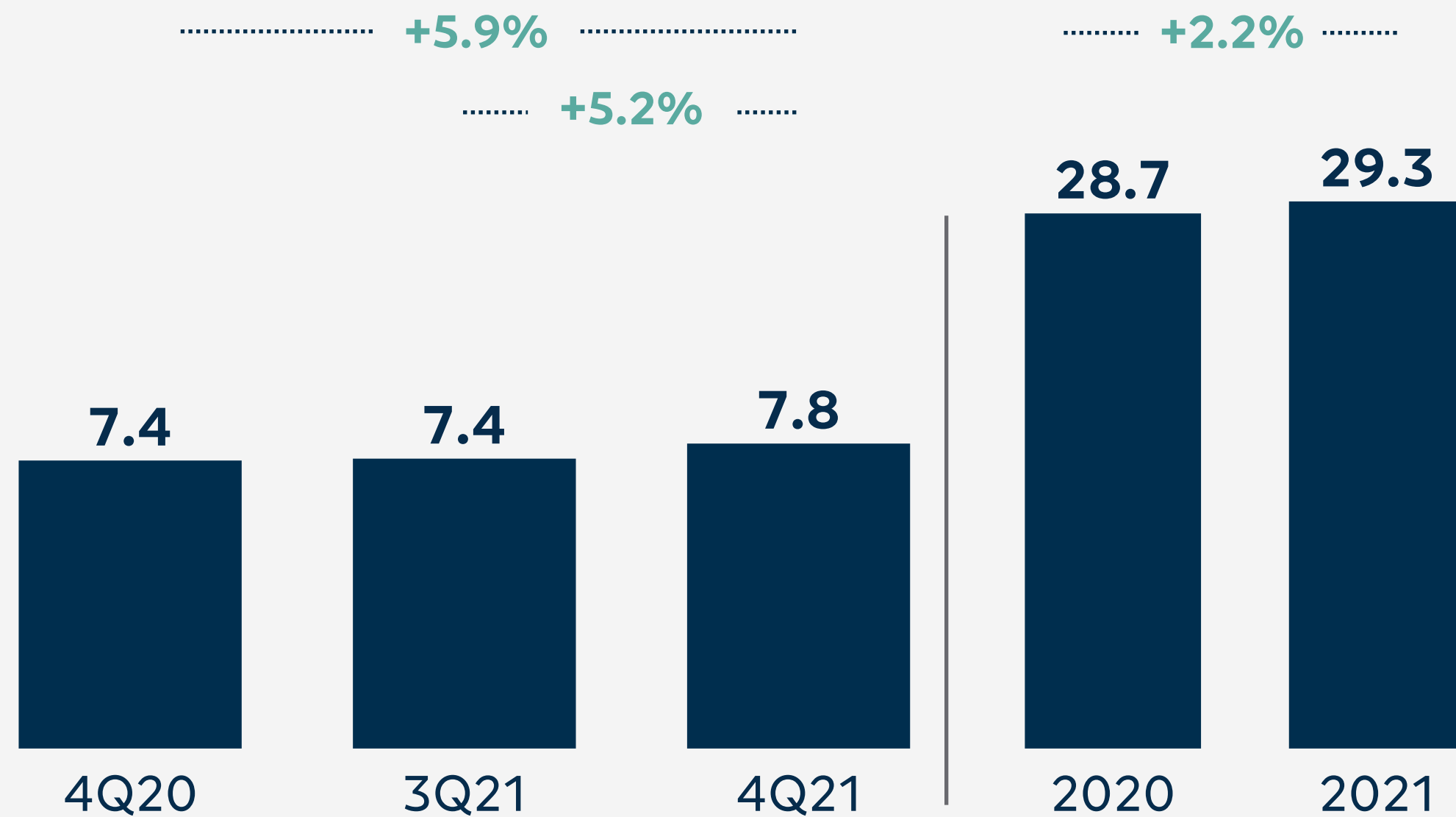


(1) NII/Earning Assets average, annualized. (2) Results from the managerial financial margin divided by its average balances. Does not include loan with the Government.

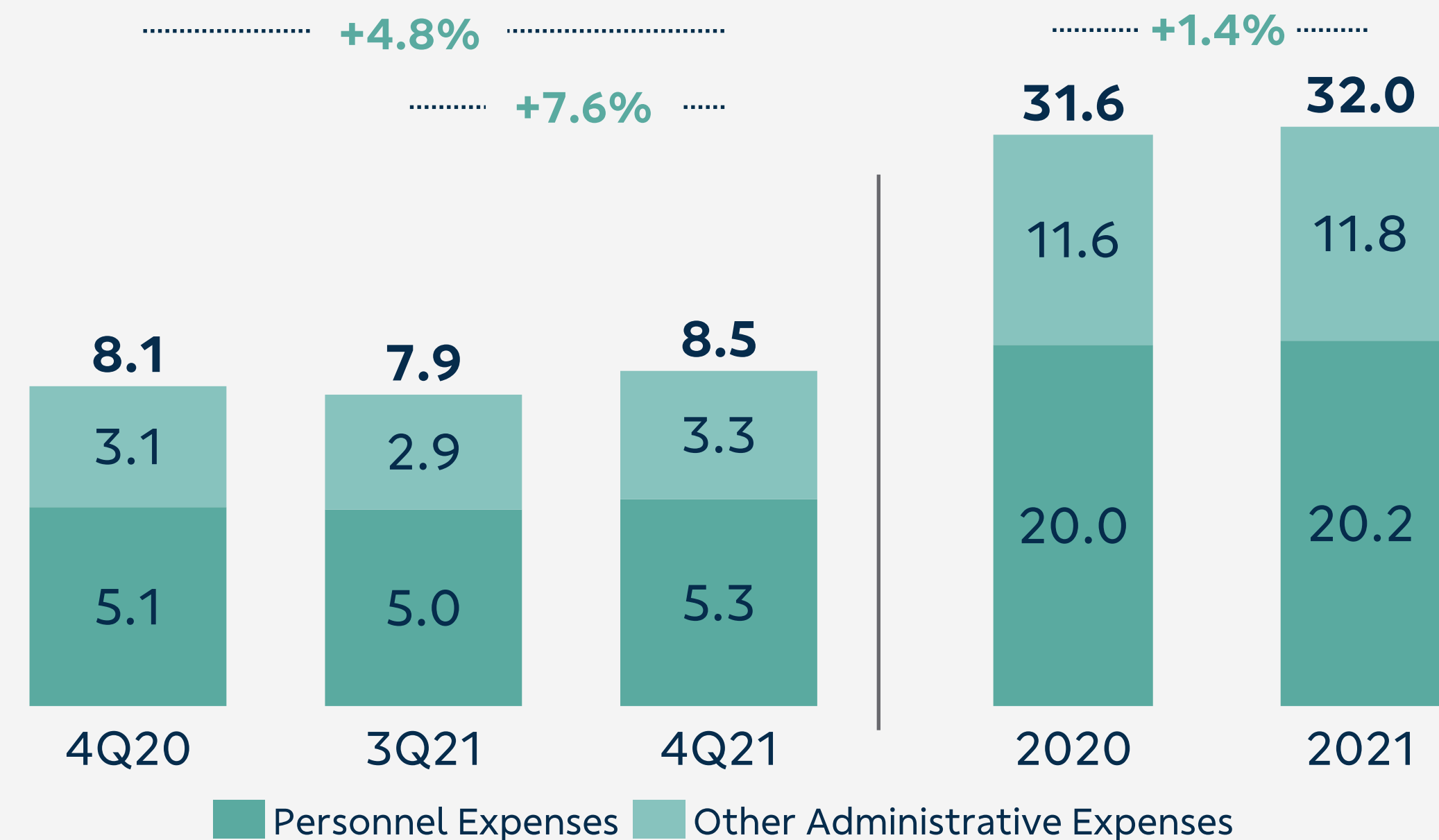


Dynamics of fee income and administrative expenses

Fee Income
R\$ billion

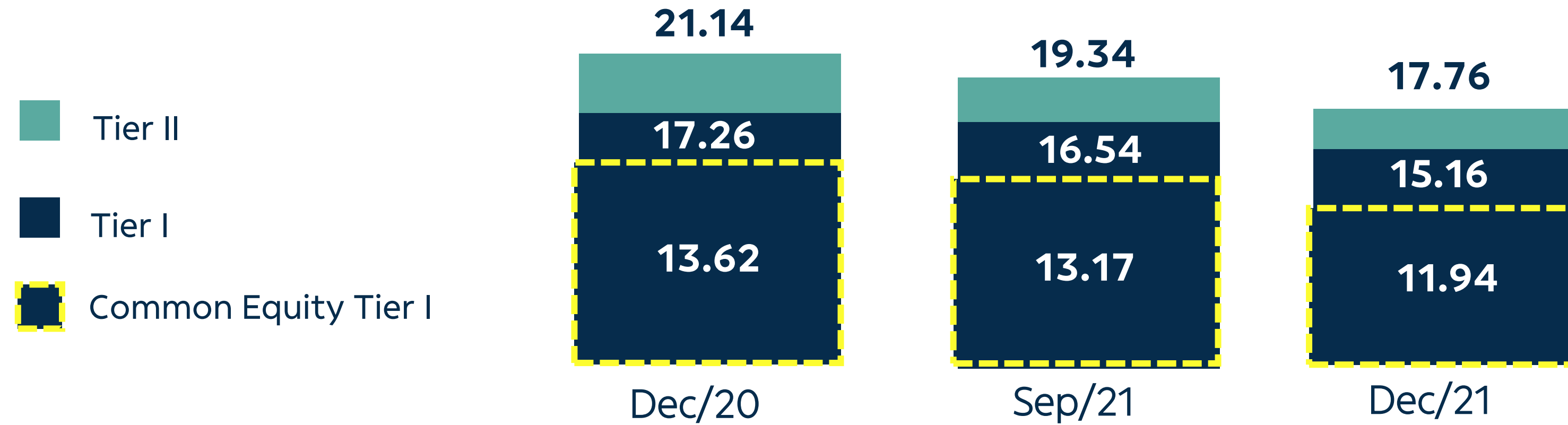


Administrative Expenses
R\$ billion



Cost to Income Ratio (12 months): **35.6%**

Capital Adequacy Ratio





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 - %	14.0 to 16.0	19.1
Retail Business - %	12.5 to 14.5	15.4
Wholesale - %	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
PCLD Ampliada – R\$ bilhões	-15.0 to -13.0	-13.1

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

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

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


Guidance 2022



Guidance	2022
Adjusted Net Income – R\$ billion	23.0 to 26.0
Net Interest Income - %	11.0 to 15.0
Loan Portfolio - %	8.0 to 12.0
Individuals - %	10.0 to 14.0
Companies - %	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
ALL Expanded View – R\$ billion	-16.0 to -13.0

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

Retail: Government operations not included.



This presentation may include references and statements, planned synergies, estimates, projections of results, and future strategy for Banco do Brasil, its Associated and Affiliated Companies, and Subsidiaries.

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.



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