



# Earning Presentation

3<sup>rd</sup> Quarter | 2020



# Highlights

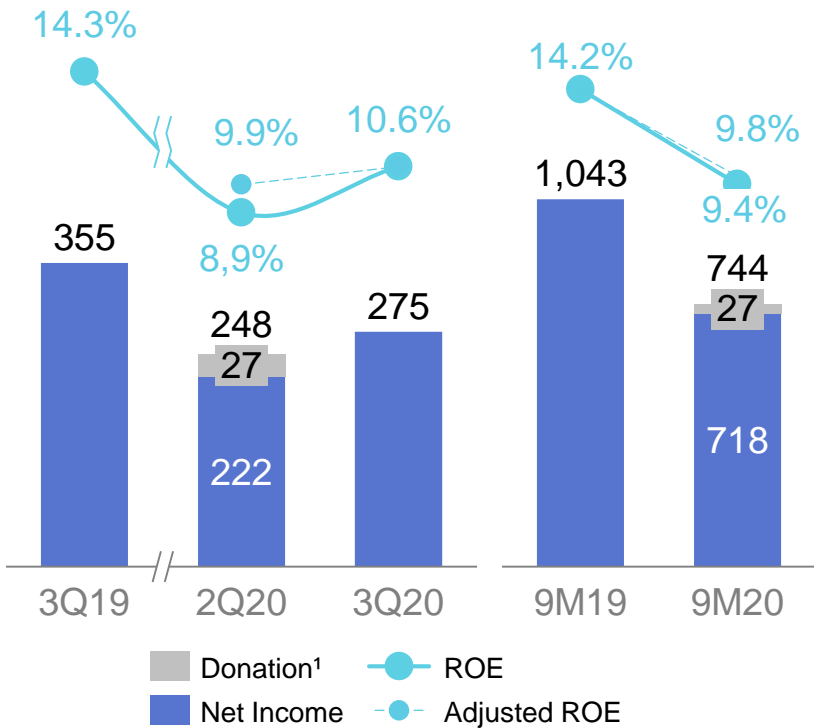
## 3<sup>rd</sup> Quarter | 2020

# Financial Highlights 3<sup>rd</sup> Quarter 2020



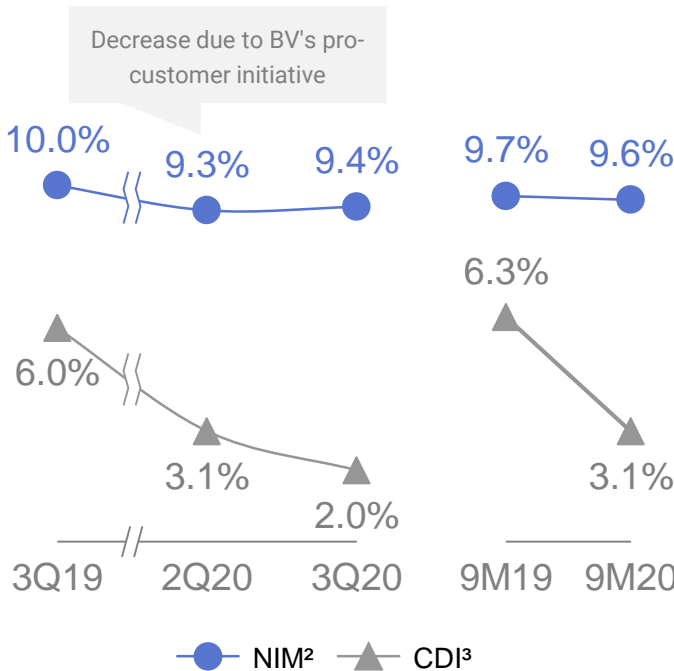
## Net Income 3Q20

**R\$275M**  
ROE 10.6%



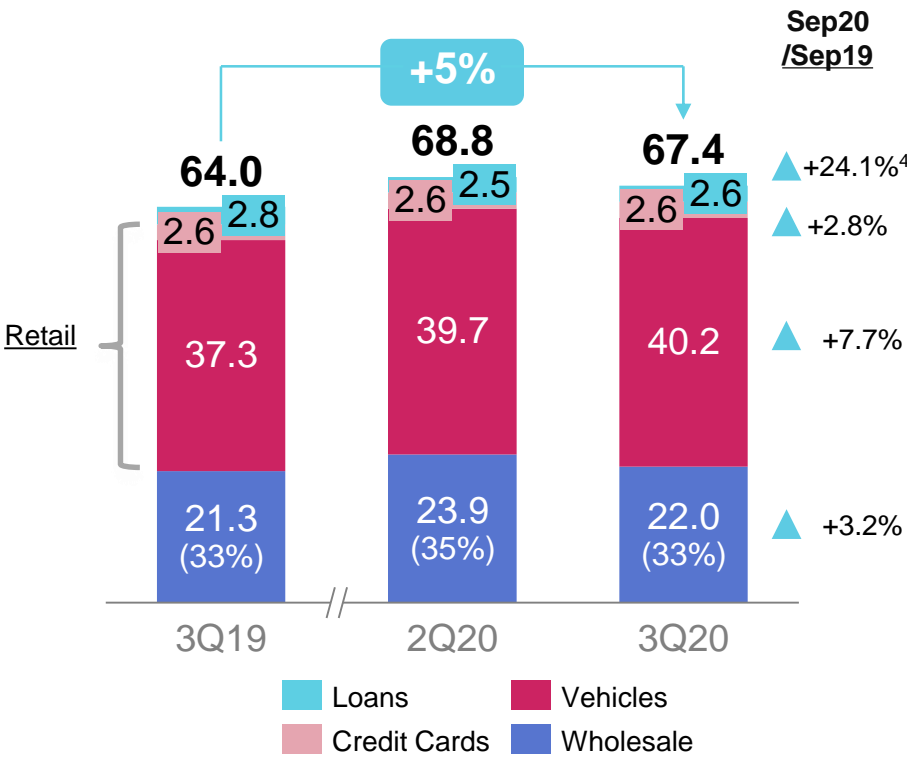
## Total Revenue 3Q20

**R\$2,086M**  
+3.6% vs 2Q20



## Credit Portfolio

**R\$67.4B**  
Coverage Ratio 234%



<sup>1</sup> Donation of R\$ 30M made by BV to support the fight against the Covid-19 pandemic, net of taxes. <sup>2</sup> Net Interest Margin: Ratio between Financial Margin with clients and the average assets sensitive to spread; <sup>3</sup> - Brazilian benchmark interest rate. Annualized (Source: Cetip) <sup>4</sup> - Excluding Public Payroll Loans

# Our Strategic Pillars

Os The strategic pillars guide and define the priorities of all our decisions in pursuit of our long-term goals



## Efficiency and financial strength



Efficiency Ratio

32.5%   
vs 32.6% on 3Q19

Coverage Ratio

234%   
+51 p.p vs 2Q20

Basel Ratio

15.2%  
Core capital: 11.7%

- Efficient and Light Business Model
- Solid Balance Sheet and Conservative Risk Management

## Continuous improvement of our customers experience



Ombudsman Quality Ranking

Top 3 Bacen's Ombudsman Quality Ranking<sup>1</sup>

Brazilian Central Bank Complaints Ranking<sup>2</sup>



Lower number of complaints per customer among the country's largest banks

- Customer Centrality
- Continuous improvement process

## Digital maturity



New Digital Account



The **BV digital account** introduces a unique approach to dealing with money by combining the bank's products and helping to make financial management quick and simple.

BV<sup>x</sup> – Innovation Business Unit

186

Partners using BV's API's library (BV open)

 30.2 million

transactions carried out in BaaS<sup>4</sup> during 9M20, +175% vs 9M19

- Solutions and Digital Channels
- Open Banking as a pillar for our innovation strategy

1. Based on the amount of assets. Period considered: 01/04/2020 a 09/30/2020. Source: <https://www.reclameaqui.com.br/> 2. 3<sup>rd</sup> quarter ranking for Institutions with more than 4 million customers. Does not consider financial and credit unions. Source: <https://www.bcb.gov.br/> 4 - Bank as a Service

# Throughout the pandemic, we kept our commitment



People

**Great Place to Work**

4th best company to work for in the financial market, in the banks category  
89 eNPS<sup>1</sup> → assessment of employee satisfaction in working at BV, +8 p.p. vs 2019

**Climate research**

87% favorability, indicator that assesses the quality of BV's organizational climate  
97% of employees declared proud in working at BV



Business continuity

- **Core business resilience:** rapid resumption in vehicle financing. Production in 3Q20 reached pre-pandemic levels
- **Increased use of digital channels** has enabled business continuity. Customers who contacted us via digital channels reached 78% in Sep-20 vs 67% in Jan-20
- **Fall in Delinquency (over 90 days):** declined 1 p.p. in the quarter, to 4.2%



Society

- **Donation of R\$30 million** to combat Covid-19, aimed at supporting vulnerable families and hospital infrastructure
- **Vaccine factory:** Donation for the construction of the first vaccine factory against Covid-19 in Latin America
- **Carbon free bank:** In 2020, BV started to offset its total direct GHG emissions (Greenhouse Gases)

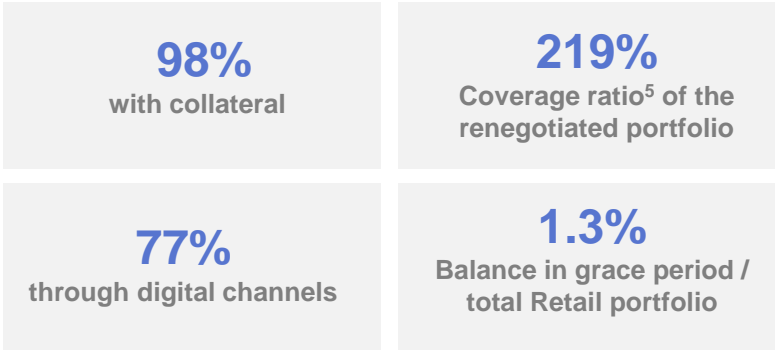
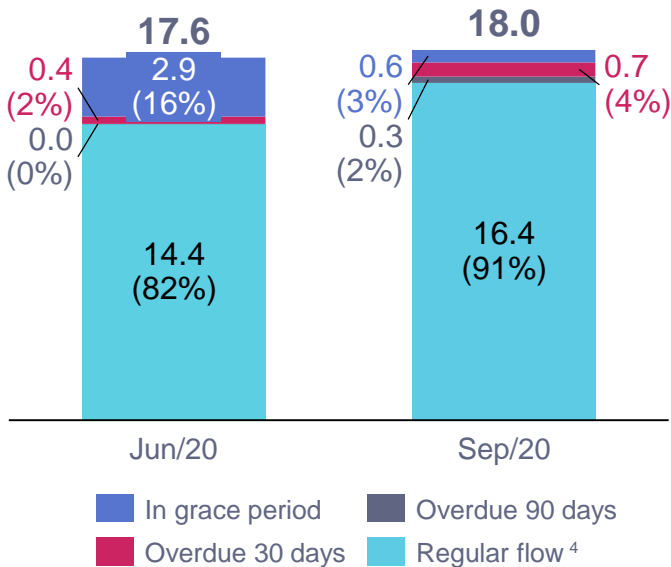


**Banco BV will offset 100% of CO2 emissions from vehicles financed from 2021**

The initiative is a pioneer among Brazilian banks and should offset around 4 million tons of CO2e, equivalent to twice the emissions from Fortaleza, Ceará and almost all that is emitted per year in Curitiba, Paraná. The action adds to the compensation of direct emissions that BV has been doing since 2019.

## Renegotiated Retail portfolio

R\$ B



# Analysis Result






## 3<sup>rd</sup> Quarter | 2020



# Net income of 3Q20 totaled R\$275M with ROE of 10.6%

BV operation remains solid and profitable

## Results Highlights

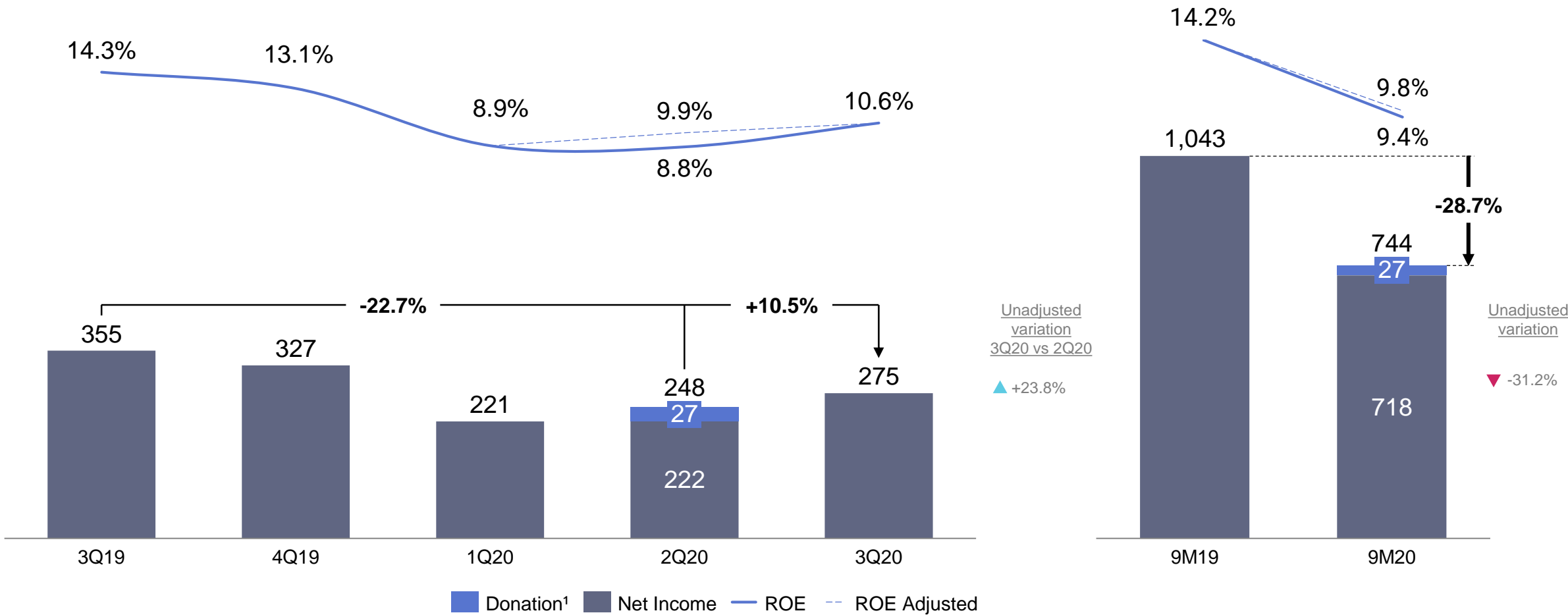
 <b>Net Income</b>	<p>▲ <b>+23.8%</b> (3Q20/2Q20)</p> <p>▼ <b>-31.2%</b> (9M20/9M19)</p>	<p><b>R\$ 275M</b></p> <p><b>R\$ 718M</b></p>	<p>▲ <b>Net income of R\$275M in 3Q20</b>, compared to R\$222M in 2Q20, increased by 23.8% (+10.5% adjusted by the effect of the donation realized by banco BV on the 2Q20 to support the fight against the pandemic). In 9M20, Net Income was R\$718 million, decrease of 31.2% vs 9M19, adjusted by the effect of donation the <b>Net Income was R\$744M</b>.</p> <p>▲ Return on Equity (ROE) of <b>10.6% y.y. in 3Q20</b> (8.8% in 2Q20 and 9.9% adjusted by the donation effect). In 9M20, ROE was 9.4% (14.2% in 9M19), 9.8% adjusted by the donation effect.</p>
 <b>Revenue</b>	<p>▲ <b>+3.6%</b> (3Q20/2Q20)</p> <p>▼ <b>-0.1%</b> (9M20/9M19)</p>	<p><b>R\$ 2,086M</b></p> <p><b>R\$ 6,275M</b></p>	<p>▲ Total Revenues (NII + revenues from services and insurance) increased 3.6% in 3Q20/2Q20 comparison, reflecting the gradual recovery from Retail.</p> <p>▲ Net Interest Margin (NIM) with customers in line, 9.4% in 3Q20, compared to 9.3% in 2Q20</p>
 <b>Cost of Risk<sup>1</sup></b>	<p>▼ <b>-36.2%</b> (3Q20/2Q20)</p> <p>▲ <b>+48.0%</b> (9M20/9M19)</p>	<p><b>R\$ 556M</b></p> <p><b>R\$ 2,342M</b></p>	<p>▲ Cost of Risk decreased by 36.2% on the 3Q20/2Q20, reflecting the gradual improvement in default indicators in the period. In the 9M20/9M19 comparison, the cost of risk increased by 48%, as a result of the impacts of the COVID-19 pandemic.</p> <p>▲ 90-day Coverage ration reached 234% in Sep/20 (Jun/20: 183%).</p>
 <b>Delinquency (NPL90)</b>	<p>▼ <b>-1.0 p.p.</b> (Sep20/Jun20)</p> <p>▼ <b>-0.5 p.p.</b> (Sep20/Sep19)</p>	<p><b>NPL 90</b></p> <p><b>4.2%</b></p>	<p>▲ 90-day NPL of 4.2% in Sep/20, decreased of 1.0 p.p in the quarter.</p> <ul style="list-style-type: none"> <li>○ <u>Retail</u>: NPL 90 of 4.8%, decreased of 1.2 p.p in comparison with Jun/20</li> <li>○ <u>Wholesale</u>: NPL 90 decreased to 1.6%, comparable to 2.1% in Jun/20.</li> </ul>
 <b>Efficiency Ratio<sup>2</sup></b>	<p>▲ <b>+1.0 p.p</b> (3Q20/2Q20)</p> <p>▼ <b>-0.1 p.p</b> (9M20/9M19)</p>	<p><b>IE</b></p> <p><b>32.5%</b></p>	<p>▲ Efficiency Ratio 32.5% in Sep/20, decreased of 0.1 p.p., in the 12 months.</p>

# Net income of 3Q20 totaled R\$275M with ROE of 10.6%

BV operation remains solid and profitable



Evolution of Net Income (R\$M)



Our core business once again proved to be resilient in times of crisis, with a rapid resumption and a consistent improvement in results.

<sup>1</sup> Donation of R\$ 30M made by BV to support the fight against the Covid-19 pandemic, net of taxes.





# Results with consistent improvement, despite the effects of the COVID-19 pandemic

Net Financial Margin increase by 34.2% in 3Q20 vs 2Q20



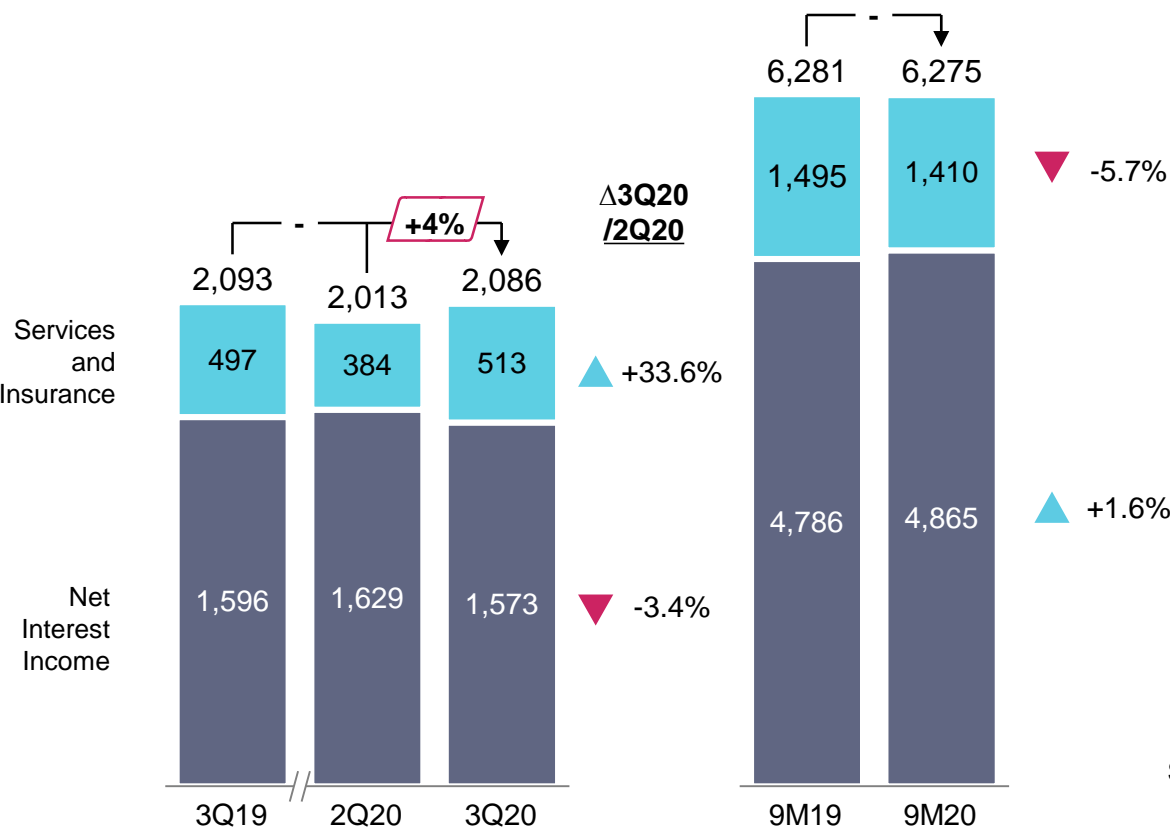
## Managerial Income Statement

(R\$ millions)	3Q19	2Q20	3Q20	9M19	9M20	Δ 3Q20/2Q20	Δ 3Q20/3Q19	Δ 9M20/9M19
<b>Net Interest Income (A)</b>	<b>1,596</b>	<b>1,629</b>	<b>1,573</b>	<b>4,786</b>	<b>4,865</b>	<b>-3.4%</b>	<b>-1.4%</b>	<b>1.6%</b>
Cost of Risk <sup>1</sup> (B)	(500)	(871)	(556)	(1,582)	(2,342)	-36.2%	11.2%	48.0%
<b>Net Financial Margin (A+B)</b>	<b>1,096</b>	<b>758</b>	<b>1,017</b>	<b>3,204</b>	<b>2,523</b>	<b>34.2%</b>	<b>-7.2%</b>	<b>-21.3%</b>
<b>Income/Expenses</b>	<b>(524)</b>	<b>(454)</b>	<b>(591)</b>	<b>(1,532)</b>	<b>(1,504)</b>	<b>30.2%</b>	<b>12.6%</b>	<b>-1.8%</b>
Income from Services and Banking Fees	497	384	513	1,495	1,410	33.6%	3.2%	-5.7%
Personnel <sup>2</sup> and Administrative expenses	(553)	(435)	(609)	(1,565)	(1,561)	40.0%	10.1%	-0.3%
Tax Expenses	(119)	(125)	(134)	(420)	(394)	7.2%	13.0%	-6.2%
Other Income/Expenses	(350)	(278)	(361)	(1,043)	(960)	29.9%	3.2%	-8.0%
<b>Income before taxes</b>	<b>572</b>	<b>304</b>	<b>427</b>	<b>1,672</b>	<b>1,018</b>	<b>40.2%</b>	<b>-25.4%</b>	<b>-39.1%</b>
Income Tax and Profit Sharing	(217)	(83)	(152)	(628)	(301)	84.3%	-29.8%	-52.1%
<b>Net Income</b>	<b>355</b>	<b>222</b>	<b>275</b>	<b>1,043</b>	<b>718</b>	<b>23.8%</b>	<b>-22.7%</b>	<b>-31.2%</b>
<b>Adjusted Net Income<sup>3</sup></b>	<b>355</b>	<b>248</b>	<b>275</b>	<b>1,043</b>	<b>744</b>	<b>10.6%</b>	<b>-22.7%</b>	<b>-31.2%</b>

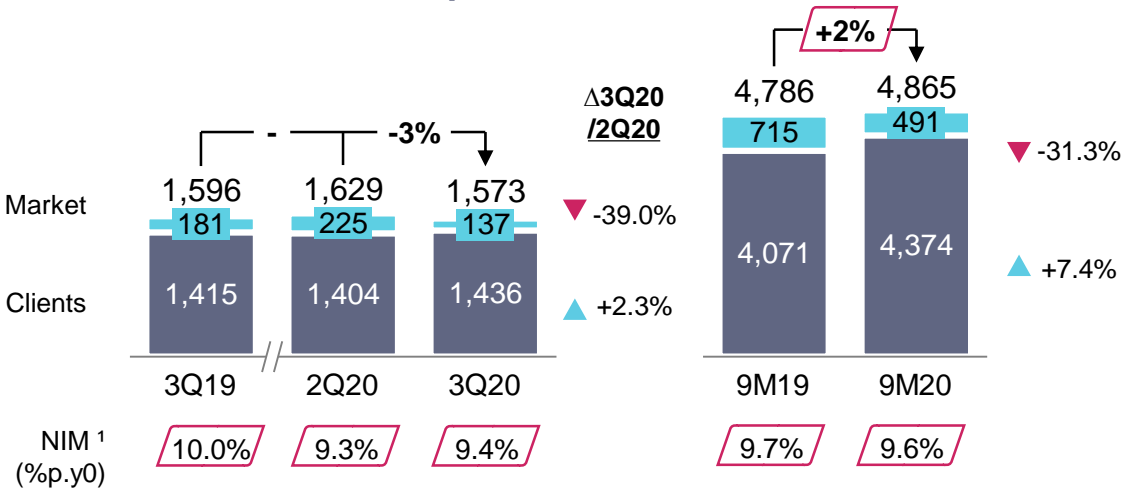
# Revenue generation returning to pre-COVID-19 levels, with rapid recovery of Retail



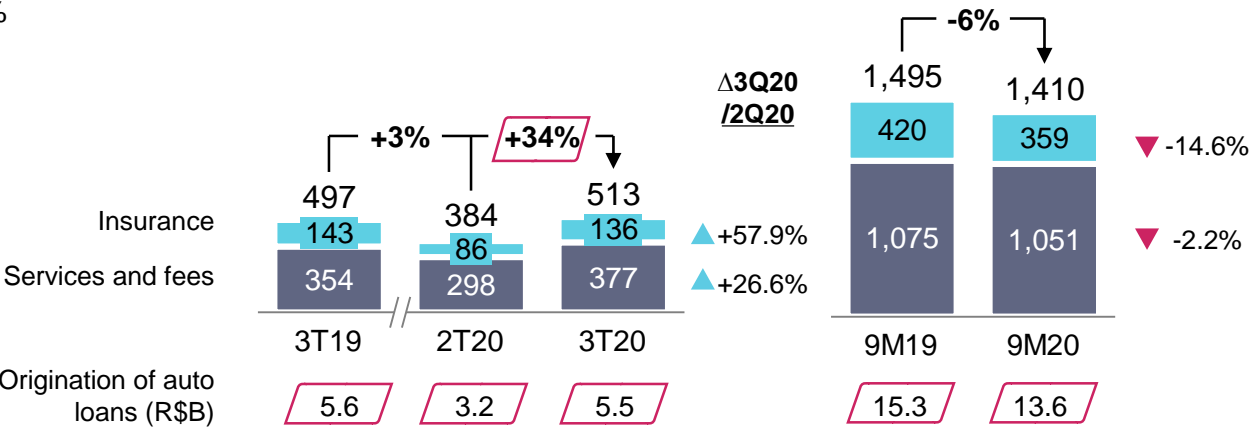
Revenue generation (R\$ mln)



NIM increase to 9.4% in 3Q20, reflection the gradual resumption of business



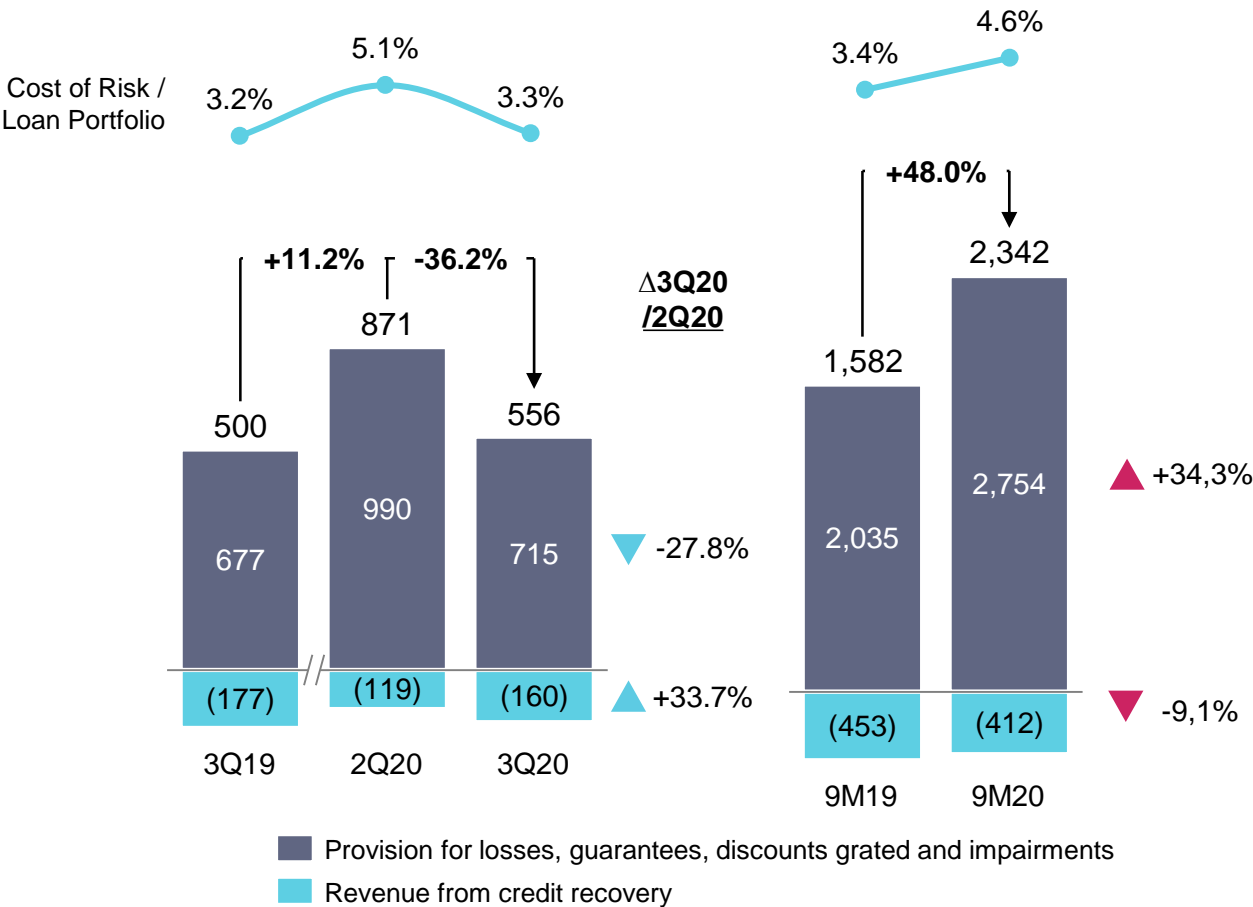
Services and insurance revenue increased by 33.6% in 3Q20 vs 2Q20



# Cost of Risk in 3Q20 reflects the gradual improvement in default indicators, with coverage ratio reaching 234%

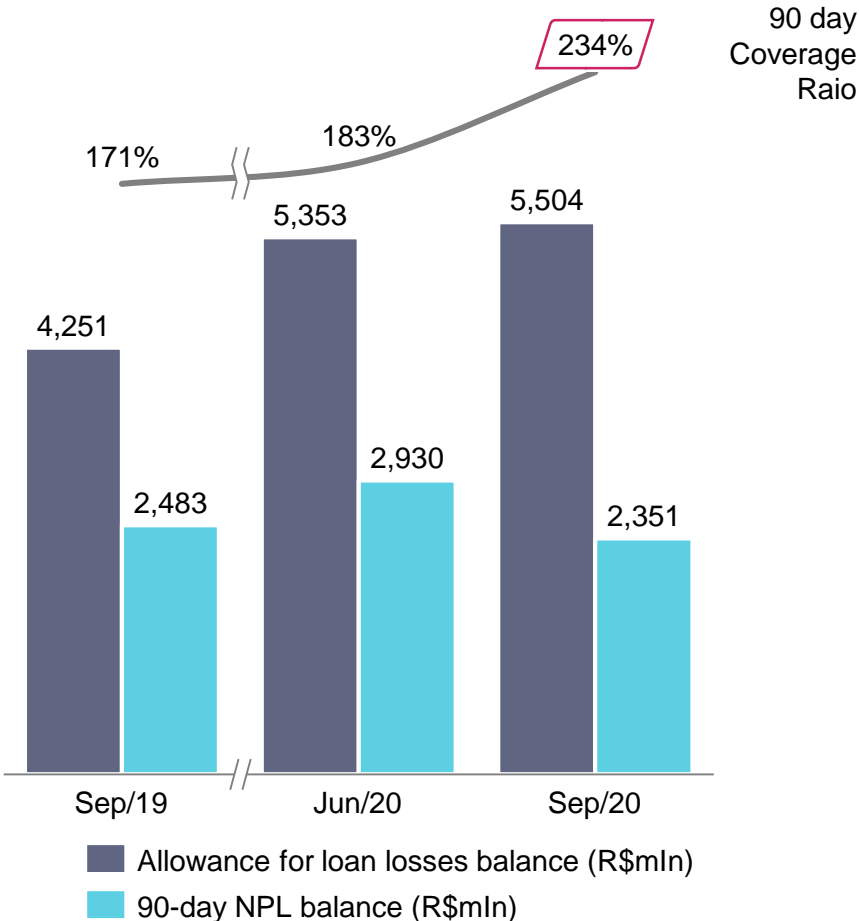
## Cost of Risk decreased vs 2Q20

Provision for losses<sup>1</sup>, guarantees, discounts grated and impairments - (R\$M)



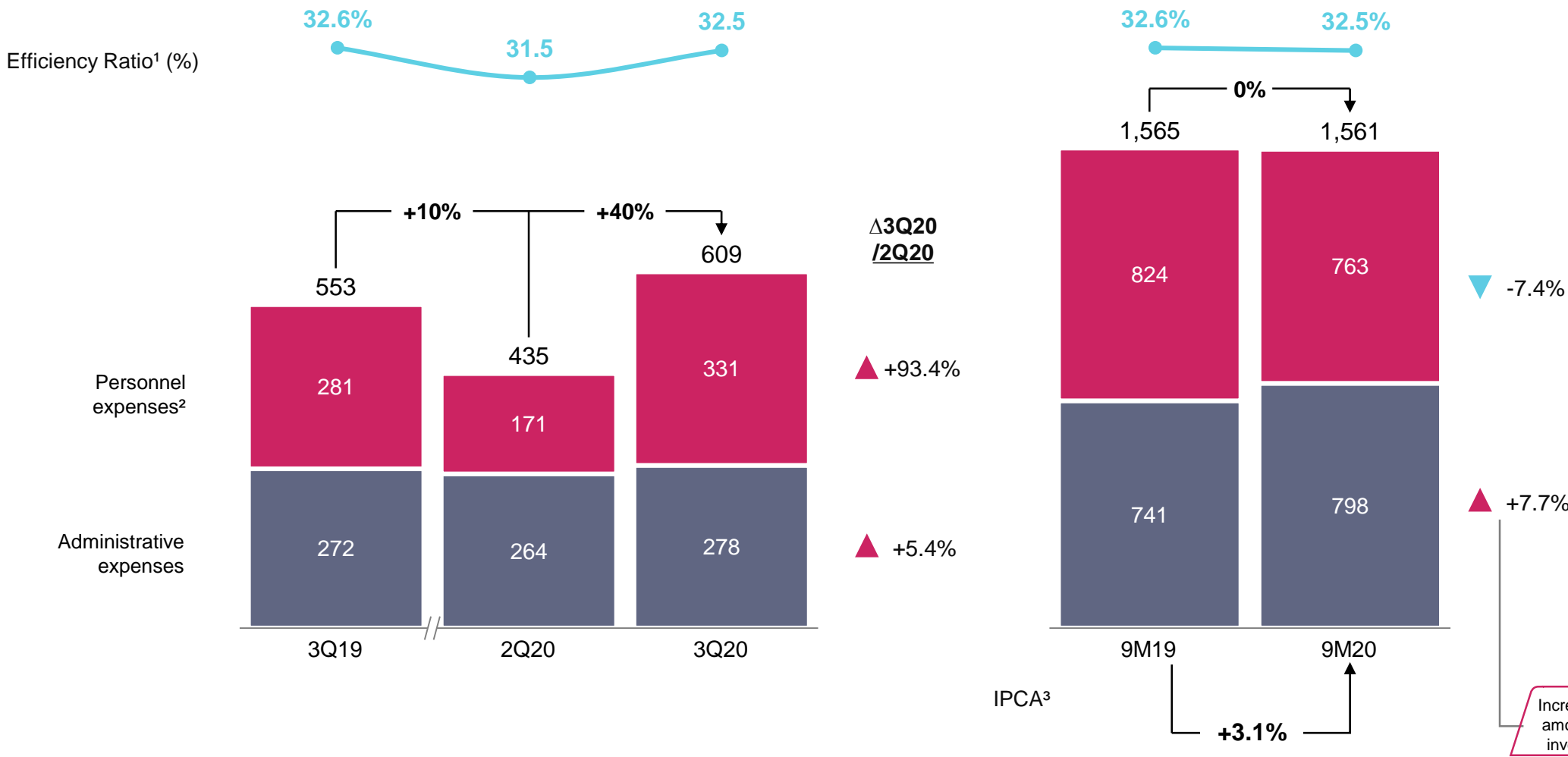
## 90-day Coverage Ratio remains in a robust level

90-day Coverage Ratio<sup>2</sup>



# Even with the challenging economic crisis scenario generated by the COVID-19 pandemic, we managed to keep the efficiency index stable over the past 12 months

Personnel and administrative expenses (R\$M)

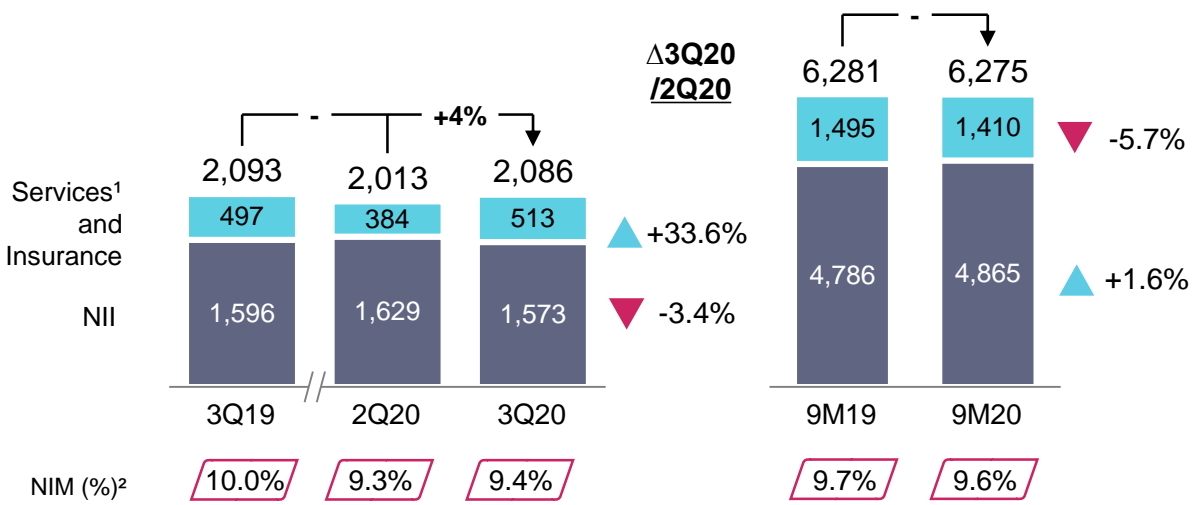


# Net Income of 3Q20 totaled R\$275 millions, with ROE of 10.6%

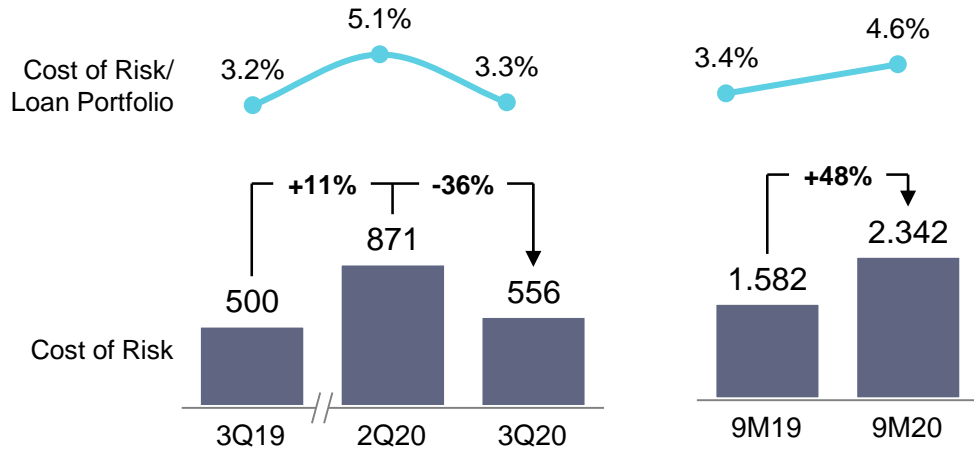


R\$ million

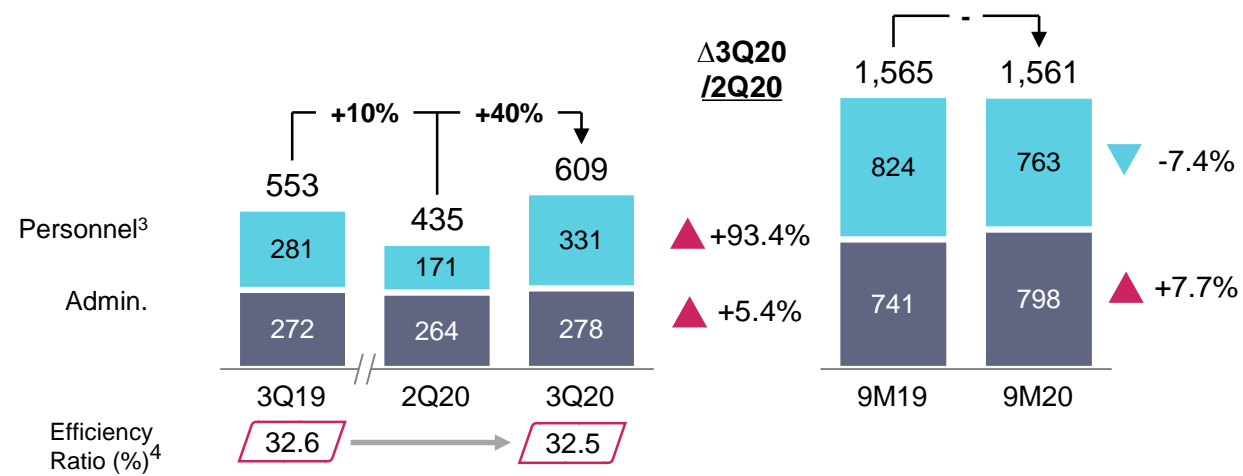
## NII and Income from Service<sup>1</sup> and Insurance



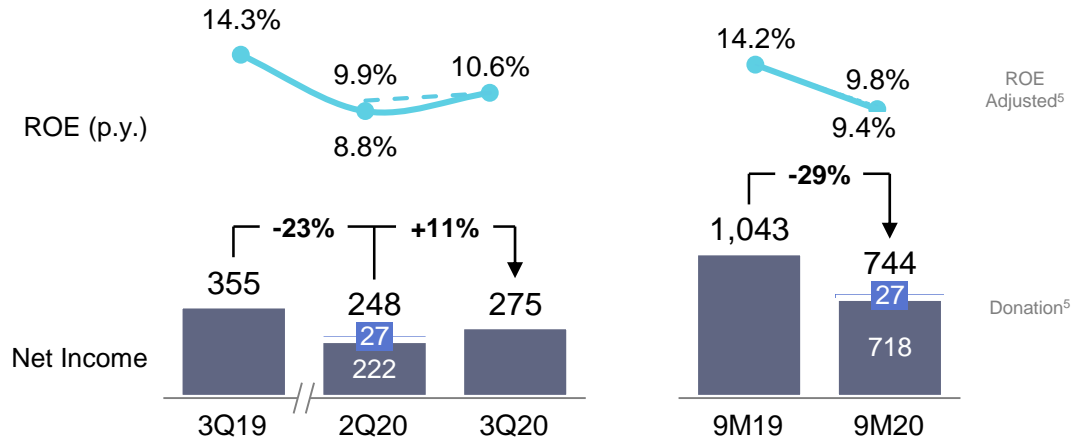
## Cost of Risk



## Personnel and Administrative Expenses



## Net Income and ROE



<sup>1</sup> - Income from services and banking fees; <sup>2</sup> - Net Interest Margin: Ratio between Financial Margin with clients and the average assets sensitive to spread. <sup>3</sup> - Includes profit sharing expenses  
<sup>4</sup> - Last 12 months. Excludes expenses with labor lawsuits. <sup>5</sup> - Donation of R\$ 30M made by BV to support the fight against the Covid-19 pandemic, net of taxes.

# Diversified business portfolio

Supported by the pillars of Efficiency and Financial Strength, Customer Centrality and Digital Maturity



## Retail

### auto finance

- Capillarity (+19.7k *dealers*)
- Innovation and Digital Transformation
- 100% digital contracts
- 97% automatic responses

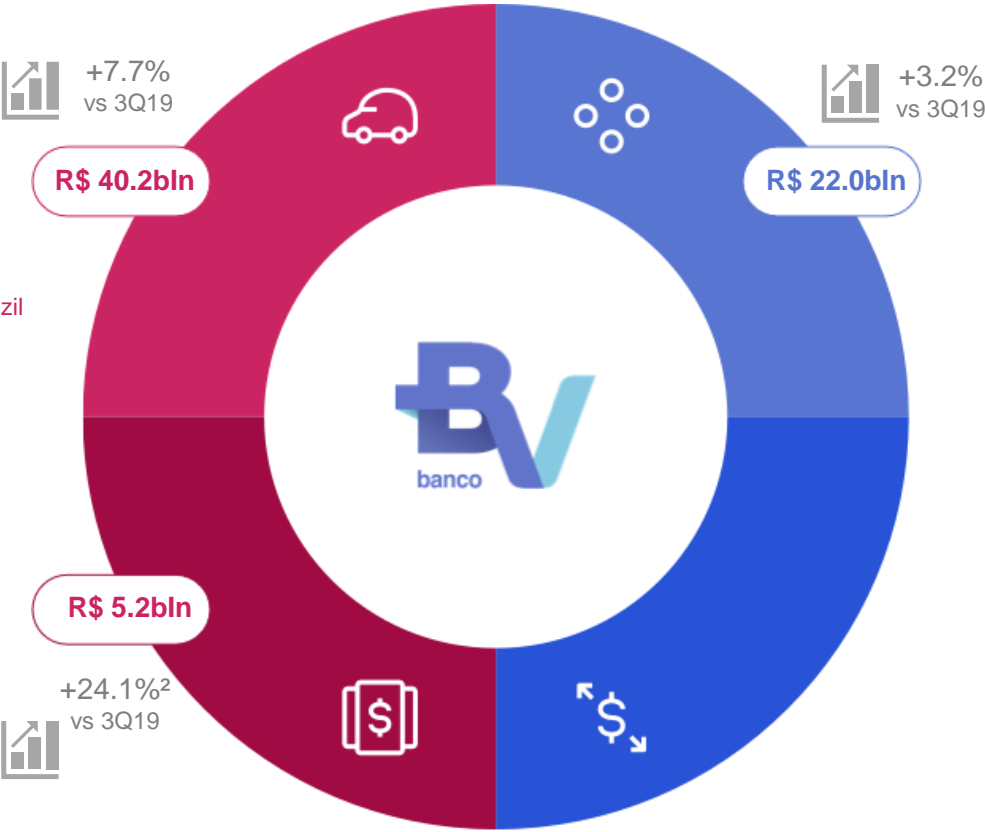
✓ 8% growth in the portfolio vs. 3Q19, maintaining **the leadership in financing for light used vehicles** in Brazil

### others business

- **Credit Card:** +942,000 active cards. Mastercard, Visa and Elo
- **Insurance:** Auto, loan protection, residential, life, dental, card and assistance (residential, funeral, pet)
- **Loans:** Personal loans, private payroll loans, credit with vehicle in guarantee, home equity, student loans, solar panels, tourism and medical procedures

✓ **Loans:** growth of 505% <sup>2</sup> vs 3Q19 in the solar panels financial portfolio

Credit portfolio<sup>1</sup>  
**R\$ 67 billions**  
+5% vs 3Q19



**Innovation Business Unit**

## Wholesale

### corporate & investment banking

#### Corporate Banking

- Corporate ( > R\$ 300 millions)
- Large Corporate ( > R\$ 1,5 billion)

#### Banking as a Service (BaaS)

- Settling and custodian bank for fintechs (ex. Neon)

✓ CIB's strategy is to expand within the Corporate segment, with a higher dispersion of portfolio risk and improved profitability

### wealth management

**19<sup>a</sup> largest asset base in Brazil<sup>3</sup>**  
R\$48 billion (AuM)

38% of managed funds backed by **real economy assets**

**Private Bank:** customized solutions for high-income customers

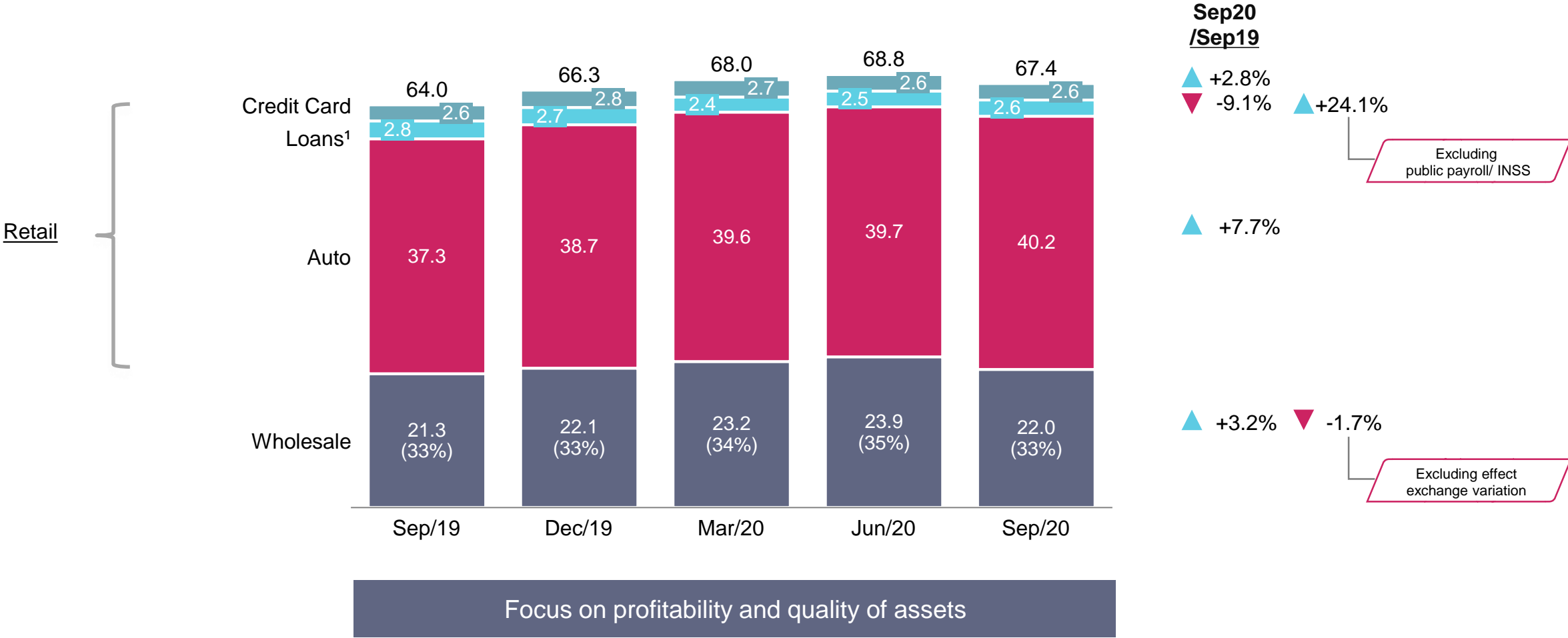
✓ BV Asset also stands out in the structured funds segment (9th largest<sup>3</sup> manager), as well as in the Real Estate Funds segment (6th largest<sup>3</sup>)

# Consistent growth of auto financing and credit card portfolio

Expanded portfolio grew 5% in 12 months



Expanded credit portfolio (R\$B)  
(includes guarantees provided and private securities)



PÚBLICO Portfolio composed of : payroll loans (INSS, private and public), personal credit (with and without guarantee), home equity, student and solar credit.

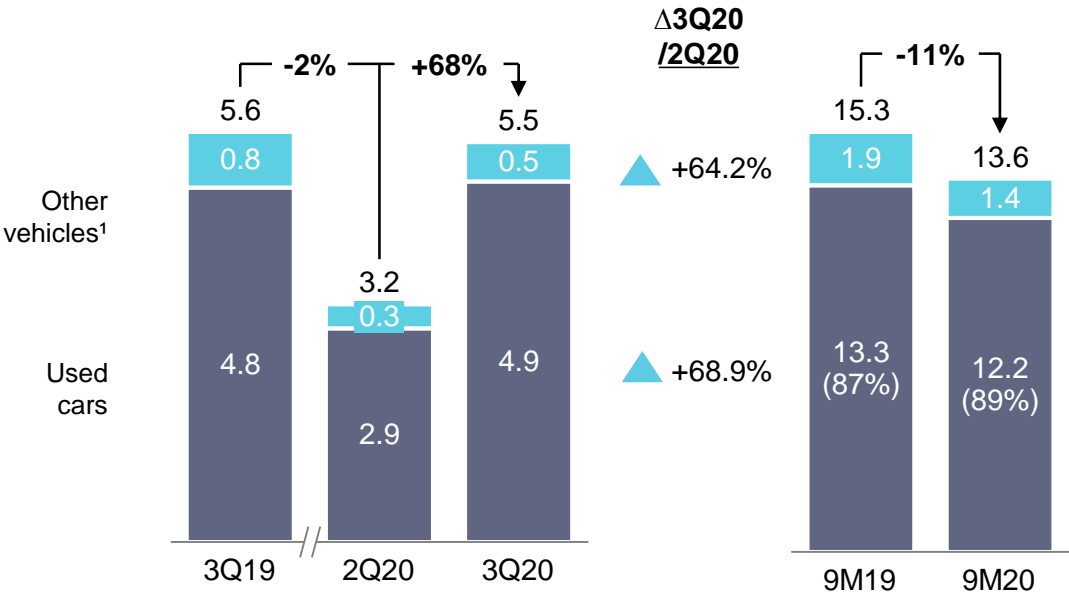
# Vehicles: gradual growth in origination in 3Q20, recovering pre-COVID-19 levels



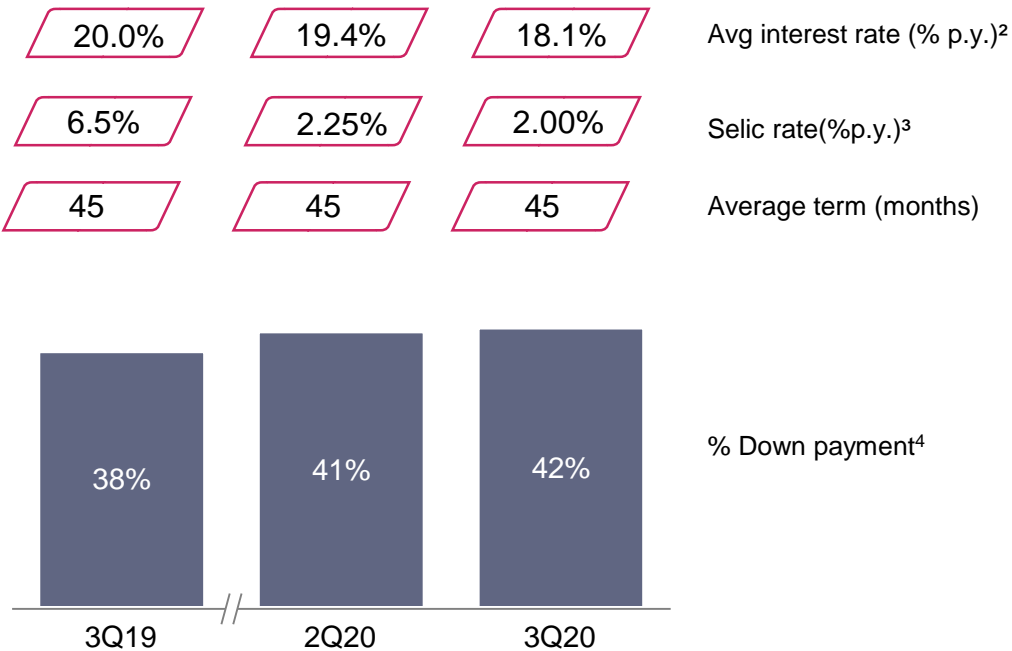
Focus on used auto loans, which accounted for 90% of 3Q20 origination

Maintaining prudence in lending standards

Origination of auto loans (R\$B)



% Down payment, average term and interest rate



Used vehicle financing showing its resilience once again

<sup>1</sup> New cars, trucks and motorcycles; <sup>2</sup> Weighted average rate for the quarterly origination; <sup>3</sup> End of the period; <sup>4</sup> Calculated on the informed value of the asset.  
Note: In the 2Q20, the average ticket size was R\$24,900 and the average vehicle age was 6.4 years (portfolio).



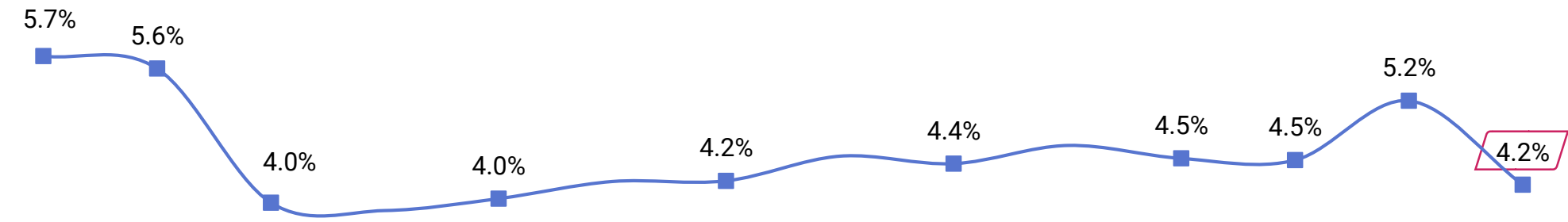
# NPL 90 of 4.2% in Sep/20, decrease of 1.0 p.p. vs. Jun/20

Vehicles: decrease of 1.2 p.p vs. Jun/20; Wholesale: decrease of 0.5 p.p in Sep/20



90-day NPL ratio of the loan portfolio (%)

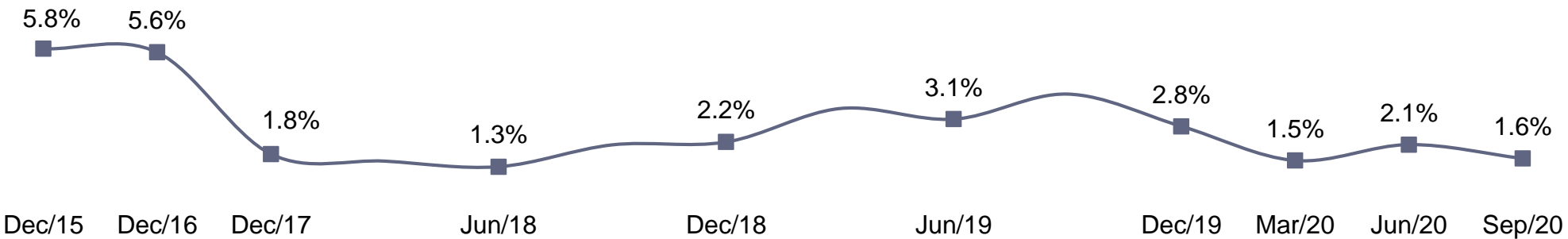
Banco BV



Retail

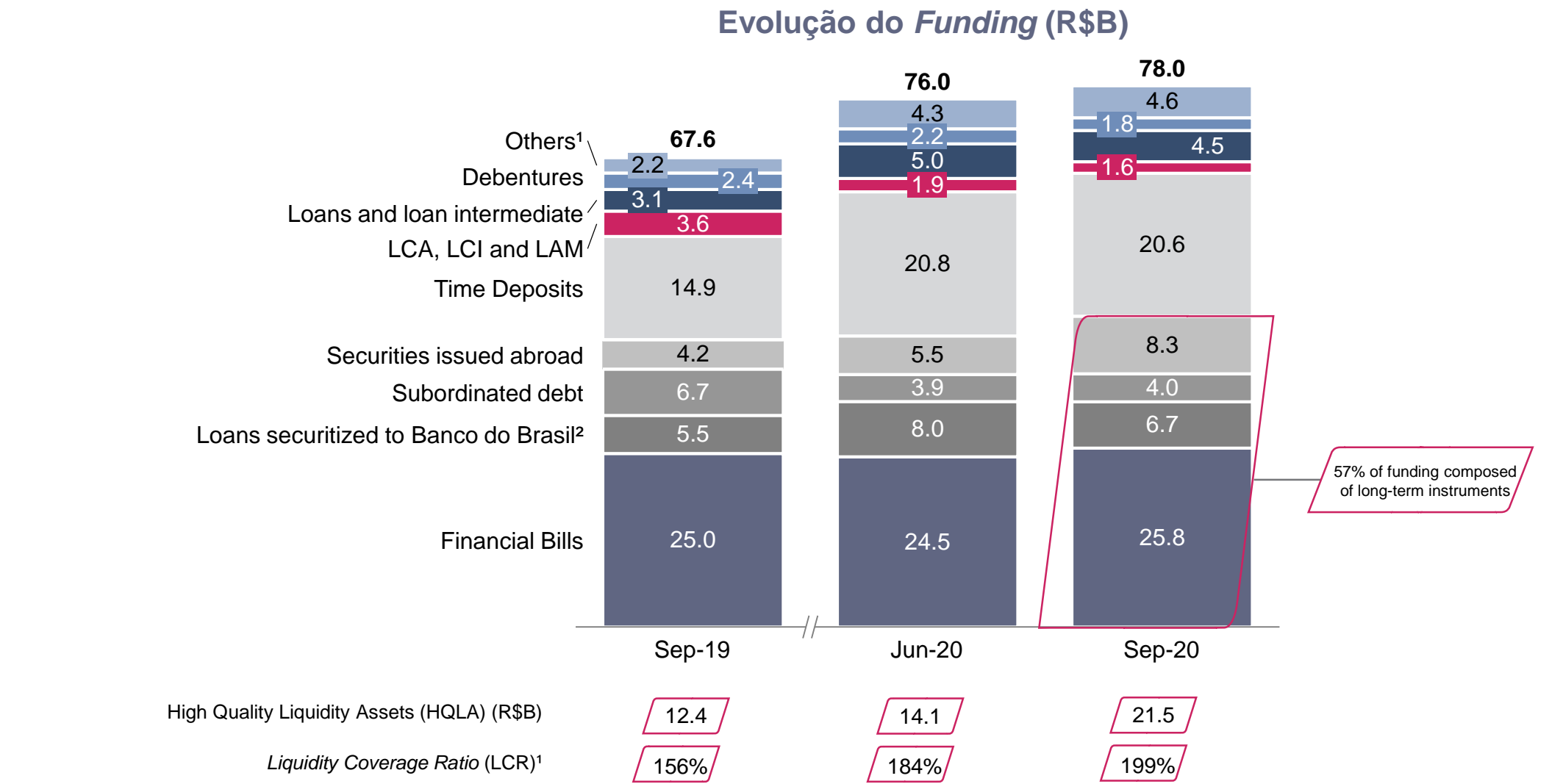


Wholesale



# Funding volume amounted to R\$78.0 bln in Sep/20

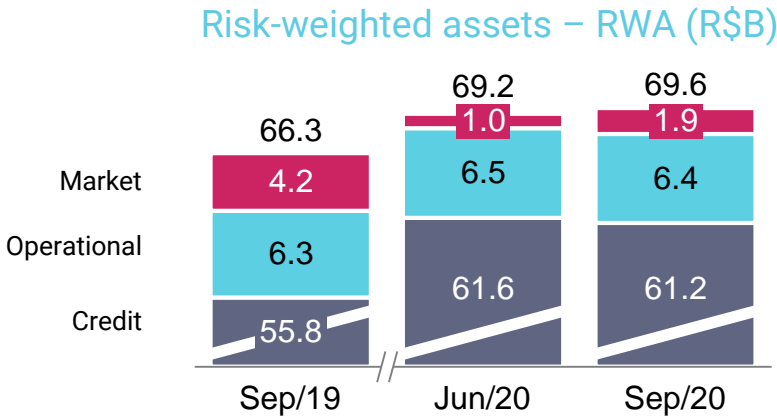
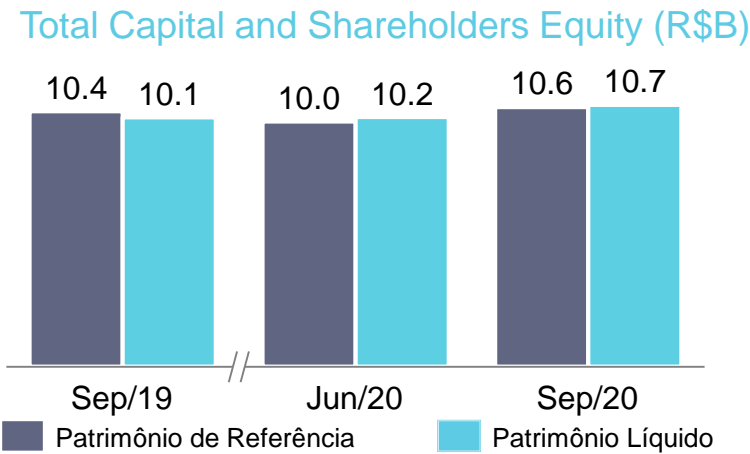
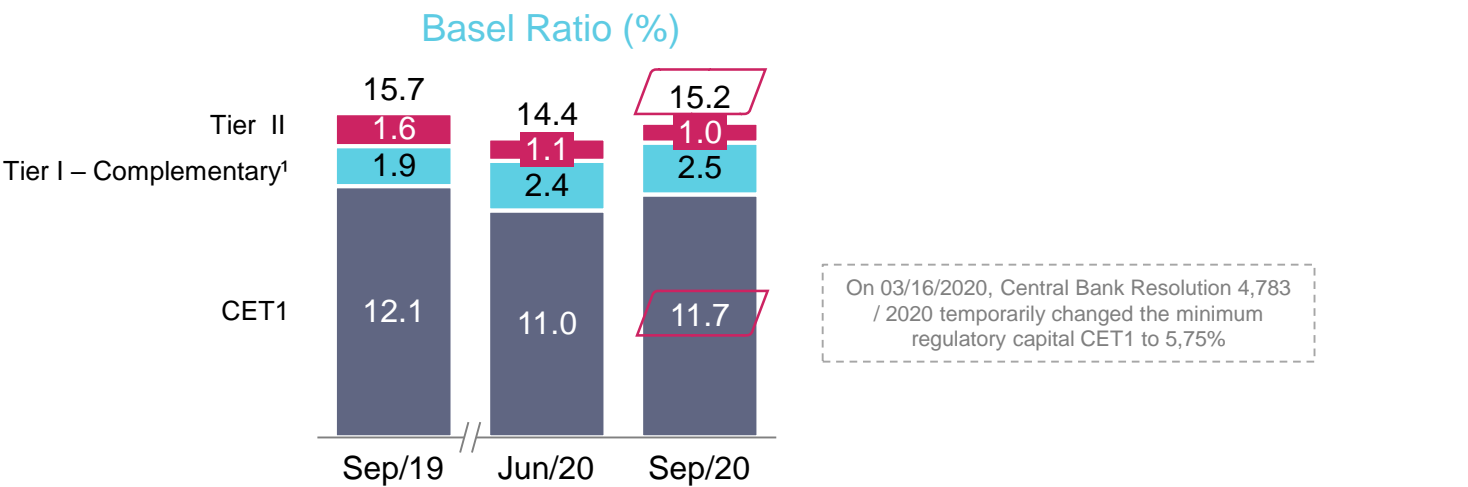
Stable funding instruments accounted for 57% of total funding



<sup>1</sup> Ratio of total high quality liquid assets (HQLA) and the total cash inflows for a 30 days period in a stress scenario, being the minimum regulatory of 100%. Does not consider standby credit facility with Banco do Brasil.

# Basel ratio of 15.2% in Sep/20

Tier I Capital of 14.2%, with 11.7% of CET1



Capital base remained solid despite the impacts of the strong market volatility generated by COVID crisis<sup>19</sup>

<sup>19</sup> On Nov / 17 the Bank issued USD 300M in perpetual bonds, which were approved in Mar/18 to compose complementary CET1.  
Note: In 2020, the minimum regulatory capital requirement was 9.25% for the Basel Ratio, 7.25% for Tier I Capital Ratio and 5.75% for CET1

# ESG (Environmental, Social and Governance) initiatives

Our ambition: Promote social development through sustainability in our business ecosystem



## ENVIRONMENT



Project to **offset 100% of CO2 emissions** from vehicles financed from 2021:

The initiative is a pioneer among Brazilian banks and should offset about 4 million tons of CO2e, equivalent to twice emissions from Fortaleza.



**Carbon Free:** Carbon-free bank: from 2019, BV is offsetting its total direct GHG emissions (Greenhouse Gases)



**Green Bond:** 1st private Brazilian bank to issue a green bond



**505% growth<sup>1</sup>** in solar panel financing

BV is a signatory to:

### Equator Principle

Since 2016, being the 5th Brazilian bank to sign the commitment

### PRI

(Principles for Responsible Investment)

BV Asset has been a signatory since 2019



## SOCIAL



Supporter of the vaccine factory of COVID-19 in Rio de Janeiro



**27<sup>th</sup>** Company that most supported society during the pandemic



Programa de Estágio 2021 com 100% das vagas exclusivas para mulheres



**+1.000** schools impacted by the Public Education Support Program throughout Brazil



Internship Program 2021 with 100% of vacancies for women only



**+550,000** people impacted in Brazil with BV's actions



### BV Sport Platform

support for social inclusion projects for children through sport More than 1,400 impacted children<sup>2</sup>



## GOVERNANCE



### Policies

Credit policy with social and environmental restrictions



### Leadership goals

From 2021, the executive board will have goals and incentives for businesses linked to ESG initiatives.



### Sustainability Committee

Defines the bank's ESG goals and strategies

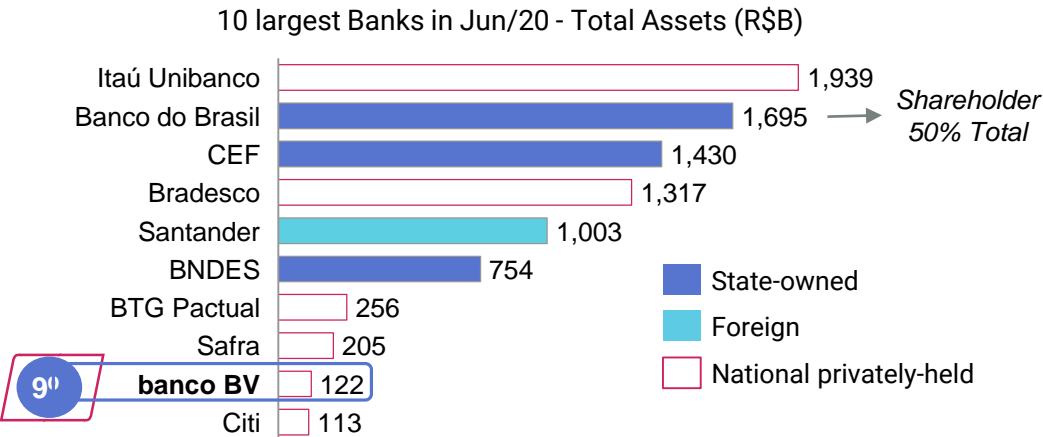
# Appendix

# Banco BV is one of the leading banks in Brazil

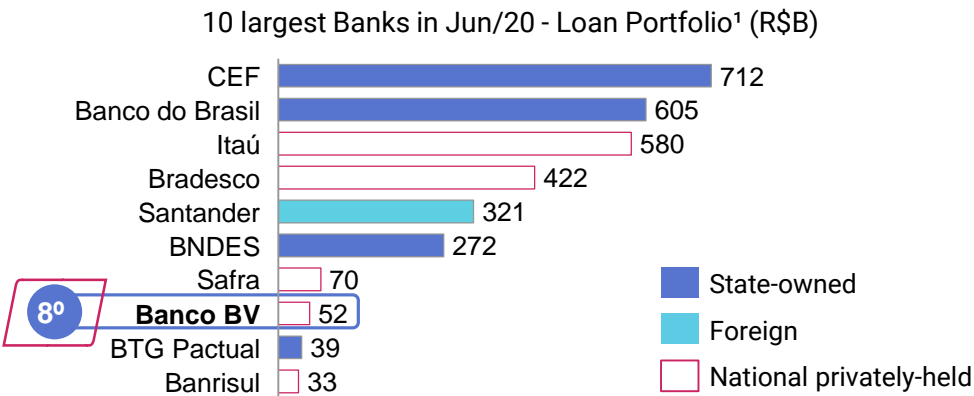
Top 10 in total assets, with Strong shareholders and corporate governance practices



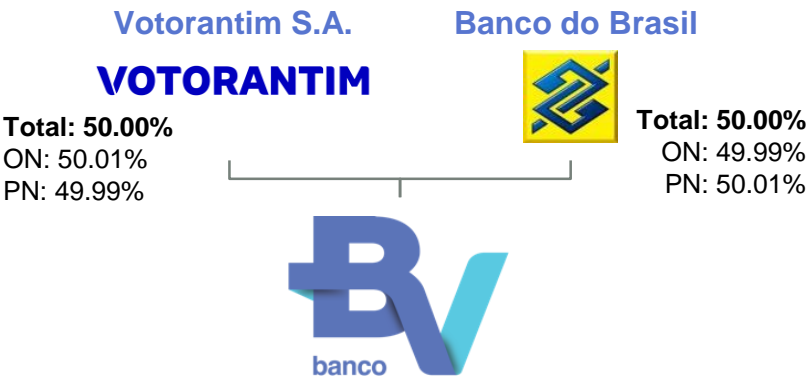
Banco BV is one of the largest privately-held Brazilian banks in total assets...



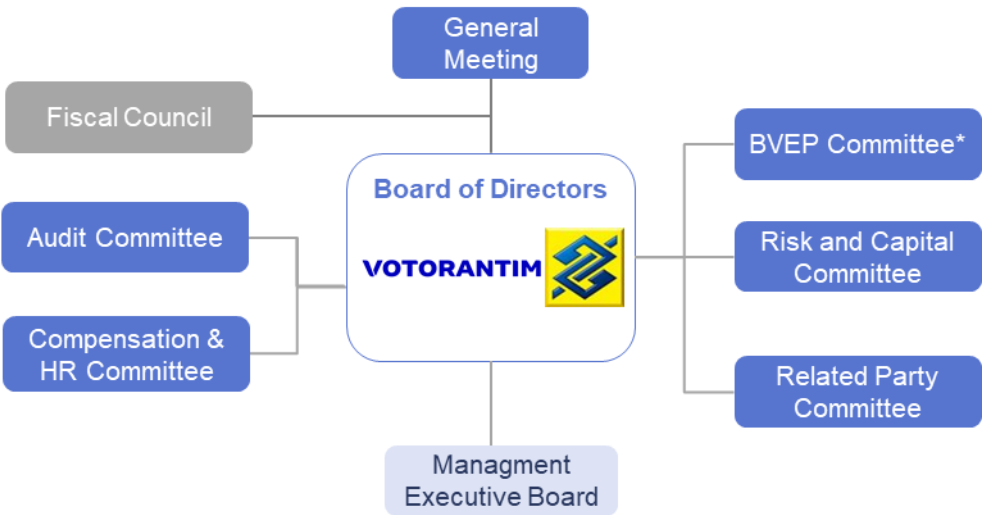
... and also in terms of loan portfolio



## Ownership Structure



## Corporate Governance Structure



\* BV Empreendimentos e Participações

<sup>1</sup> On-balance loan portfolio according to Central's Bank Resolution 2.682.

# Finance highlights

## Balance sheet

BALANCE SHEET   Assets (R\$ M)	sep/19	jun/20	sep/20
<b>Cash and cash equivalents</b>	<b>362</b>	<b>3,917</b>	<b>3,683</b>
<b>Financial Assets</b>	<b>91,777</b>	<b>107,779</b>	<b>106,365</b>
Interbank funds applied	7,166	6,122	7,159
Securities and derivative financial instruments	24,608	39,869	33,348
Derivative financial instruments	7,106	7,353	6,739
Interbank accounts or relations	1,868	792	870
Loan Operation	53,528	56,655	56,396
Allowance for loans losses	(4,081)	(5,164)	(5,279)
Other financial assets	1,581	2,152	7,132
<b>Tax assets</b>	<b>6,839</b>	<b>7,930</b>	<b>8,101</b>
<b>Investments and interests in associates and subsidiaries</b>	<b>266</b>	<b>83</b>	<b>54</b>
<b>Fixed asset</b>	<b>97</b>	<b>100</b>	<b>96</b>
<b>Intangible</b>	<b>379</b>	<b>396</b>	<b>435</b>
<b>Other assets</b>	<b>1,688</b>	<b>1,377</b>	<b>1,298</b>
<b>TOTAL ASSETS</b>	<b>101,407</b>	<b>121,582</b>	<b>120,031</b>

BALANCE SHEET   Liabilities (R\$ M)	sep/19	jun/20	sep/20
<b>Financial Liabilities</b>	<b>87,784</b>	<b>108,726</b>	<b>106,453</b>
Deposits	17,058	25,062	25,198
Money Market borrowings	12,773	24,635	16,067
Acceptances and endorsements	32,656	31,964	35,713
Interbank accounts	1,496	1,383	1,572
Borrowings and onlendings	3,142	4,977	4,517
Derivative financial instruments	6,785	6,846	5,630
Subordinated debts and debt instruments eligible for equity	6,674	3,919	4,024
Other financial liabilities	7,200	9,940	13,730
<b>Tax liabilities</b>	<b>460</b>	<b>515</b>	<b>432</b>
<b>Provisions for contingencies</b>	<b>1,020</b>	<b>912</b>	<b>868</b>
<b>Other liabilities</b>	<b>1,997</b>	<b>1,277</b>	<b>1,627</b>
<b>Shareholders equity</b>	<b>10,147</b>	<b>10,151</b>	<b>10,652</b>
<b>TOTAL LIABILITIES</b>	<b>101,407</b>	<b>121,582</b>	<b>120,031</b>

## Managerial Income Statement

INCOME STATEMENT (R\$ M)	3Q19	2Q20	3Q20
<b>Net Interest income - NII</b>	<b>1,596</b>	<b>1,629</b>	<b>1,573</b>
Cost of Risk	(500)	(871)	(556)
<b>Net financial margin</b>	<b>1,096</b>	<b>758</b>	<b>1,017</b>
<b>Other income / expenses</b>	<b>(524)</b>	<b>(454)</b>	<b>(591)</b>
Fee income	497	384	513
Personnel <sup>1</sup> and administrative expenses	(553)	(435)	(609)
Tax expenses	(119)	(125)	(134)
Other income/expenses	(350)	(278)	(361)
<b>Income before taxes and contributions</b>	<b>572</b>	<b>304</b>	<b>427</b>
Provision for income tax and social contribution	(217)	(83)	(152)
<b>Net Income</b>	<b>355</b>	<b>222</b>	<b>275</b>
<b>Adjusted Net Income</b>	<b>355</b>	<b>248</b>	<b>275</b>

## Key Indicators

%	3Q19	2Q20	3Q20
<b>Return on Average Equity (ROAE) - linear</b>	<b>14.3</b>	<b>8.8</b>	<b>10.6</b>
<b>Return on Average Assets (ROAA)</b>	<b>1.5</b>	<b>0.8</b>	<b>0.9</b>
<b>Net Interest Margin<sup>2</sup> (NIM)</b>	<b>10.0</b>	<b>9.3</b>	<b>9.4</b>
<b>Efficiency Ratio – accumulated 12 months<sup>3</sup></b>	<b>32.6</b>	<b>31.5</b>	<b>32.5</b>

# Consumer Finance: increased focus on used auto finance and strong presence in insurance brokerage

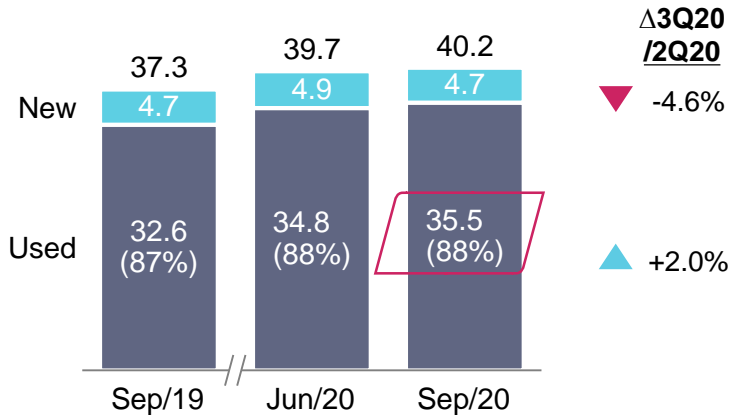


## Consumer Finance Business



### Auto Finance

Credit portfolio (R\$B)



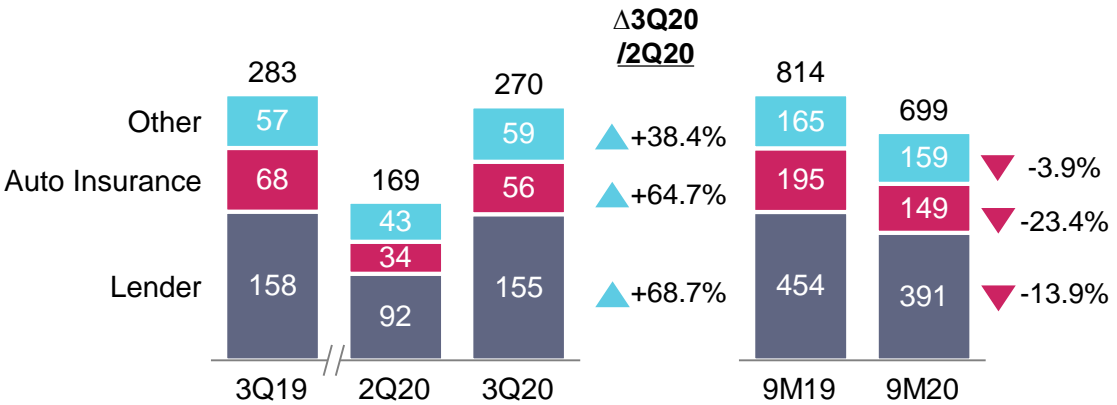
Active dealers<sup>1</sup> 18.1 mil 19.5 mil 19.7 mil

Among the main competitive advantages in the segment, we highlight:

- Capilarity: presence in ~19,700 car dealers nationwide; 25 own stores; mobile app
- Agility: 97% of proposals with automatic credit decision
- Expertise: continuous improvement of management tools
- Digital transformation: digitalization of the whole financing treadmill, end-to-end

### Insurance Brokerage

Insurance premiums (R\$M)



Diversified portfolio of insurance products:

- Lender
- Auto
- Residential
- Others (life+ personal accident, dental, etc)

**New Auto Insurance Marketplace:** More options for clients with the offer of 4 insurance partners



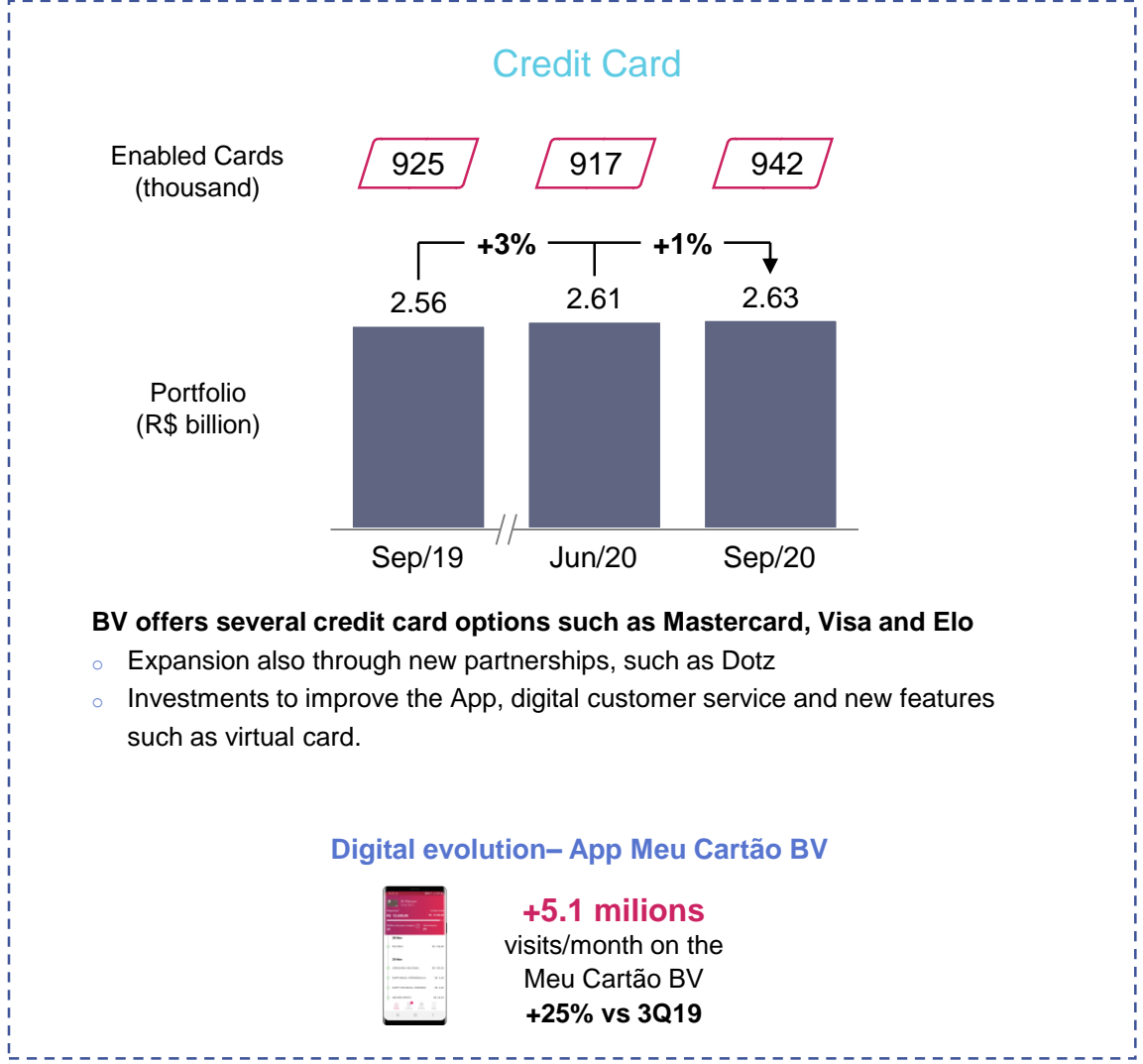
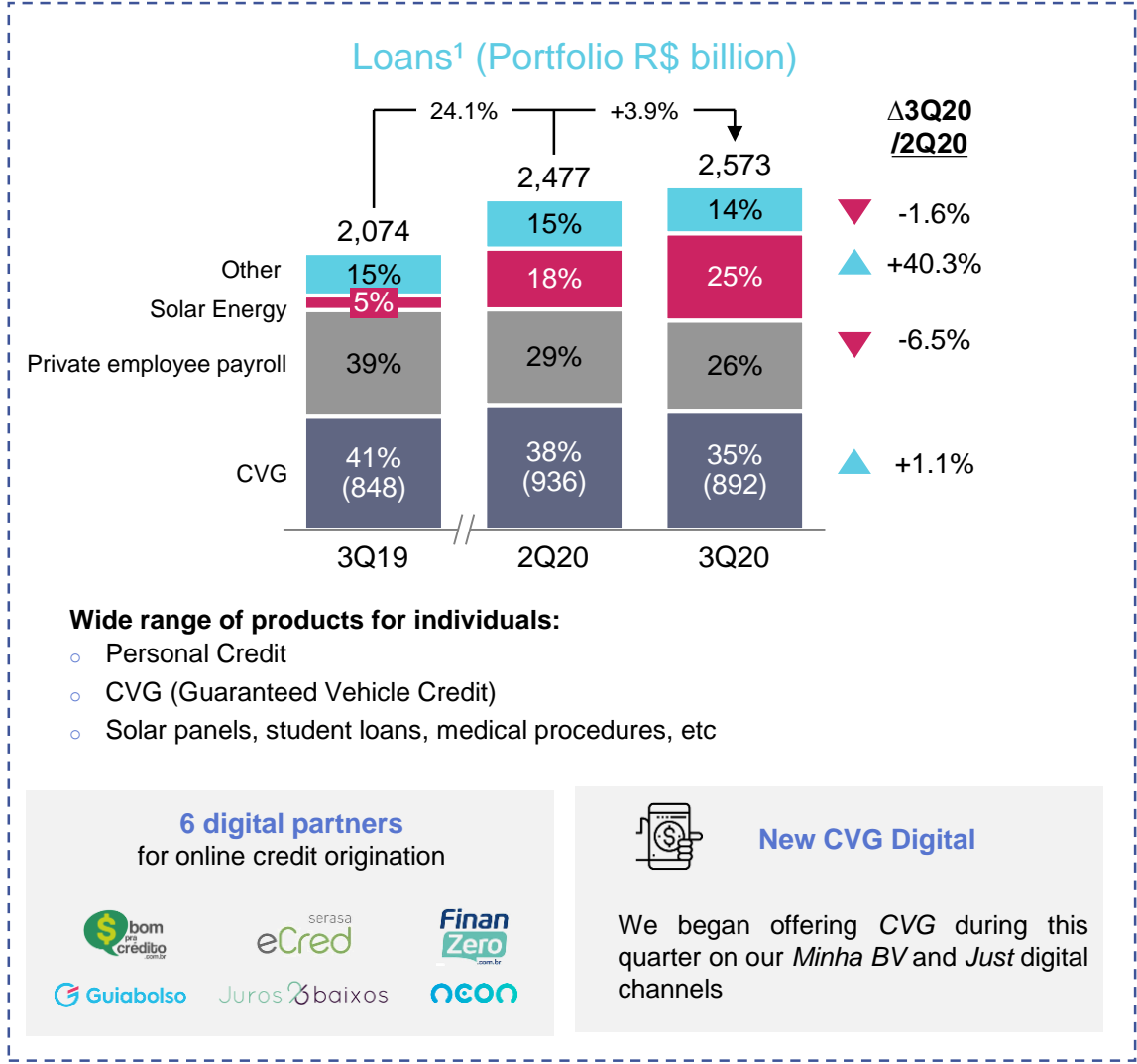
**New Personal Accident awarded:** Increased value for the client (coverage + sweepstakes)



# Loans and Credit Card: diversification of revenue sources, leveraging the Vehicle customer base



## Consumer Finance Business



## Digital account BV

**BV digital account** introduces a unique approach to dealing with money by combining the bank's products and helping to make financial management quick and simple.



Help the client to **organize and pay their bills** in an **easy and light way** to make **their achievements possible** on a daily basis



+ more time to pay bills



Centralize accounts and unify payments



Fixed income investments



Transactions (PIX, Payments)



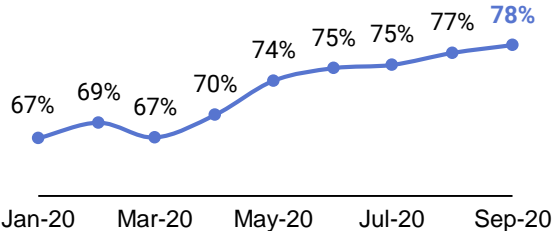
Card limit control



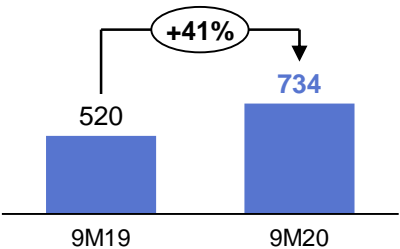
Contextualized online service

## Increase in the use of digital channels

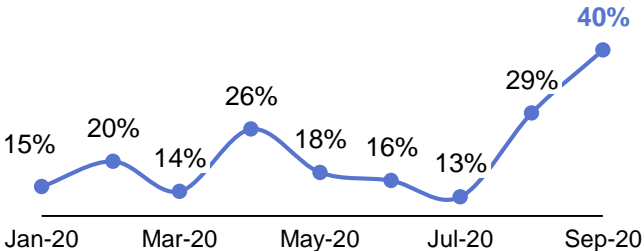
% of clientes communication via digital channel



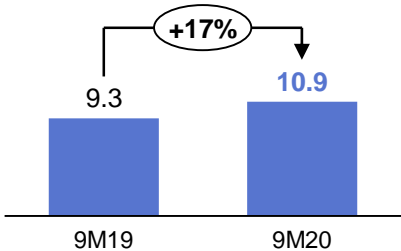
Average/month of clients logged at “Minha BV” (‘000)



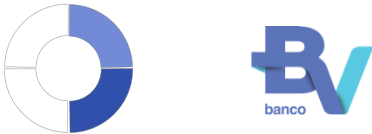
Vendas de cartões através dos canais digitais



Simulation of vehicle financing on digital channels (millions)



# Wholesale: CIB and Wealth Management (Resources Management)



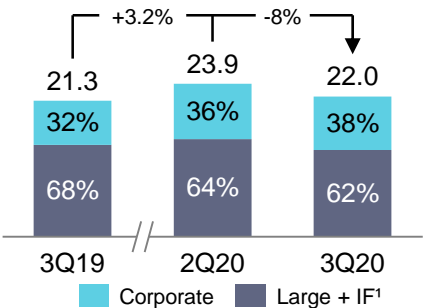
## Wholesale Business

### Corporate Banking (CIB)

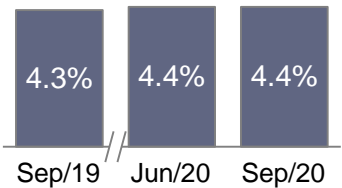
- Large Corporate (>R\$ 1,500mln):
  - Strategic Focus:** Selective performance with a view to portfolio profitability.
- Corporate (R\$ 300M - R\$ 1,500mln):
  - Strategic Focus:** Expansion of the portfolio

Wide variety of products as cash management operations, financial structuring, guarantees, working capital, hedge, FX, capital markets and M&A

Expanded Portfolio CIB (R\$ B)



10 largest customers / Total credit portfolio



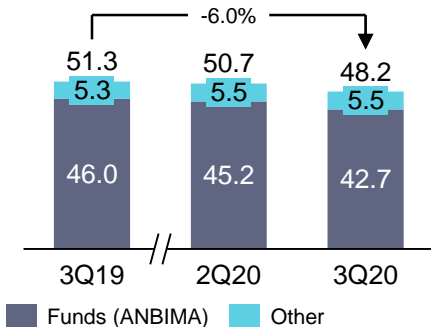
### Private Bank – BV Private

- Advisory approach focused on customer objectives
- Differentiated access to BV Asset and products linked to the Real economy(FII e FIDC)
- Expertise in estate planning

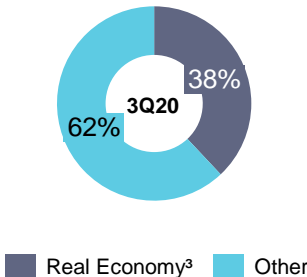
### Asset Management – BV Asset

- R\$ 48.2 billions under management (AuM)<sup>2</sup>
- Development of solutions appropriate to customer needs
- 19<sup>th</sup> position in the ANBIMA ranking
- 242 active funds under management and a strong focus on funds **backed by real economy assets**

Asset management<sup>2</sup> (R\$ B)



Funds backed by real economy assets <sup>3</sup>



1. Financial Institutions; 2. Total assets under management include BV Asset and BV Private; 3. Includes real estate, energy, infrastructure and others

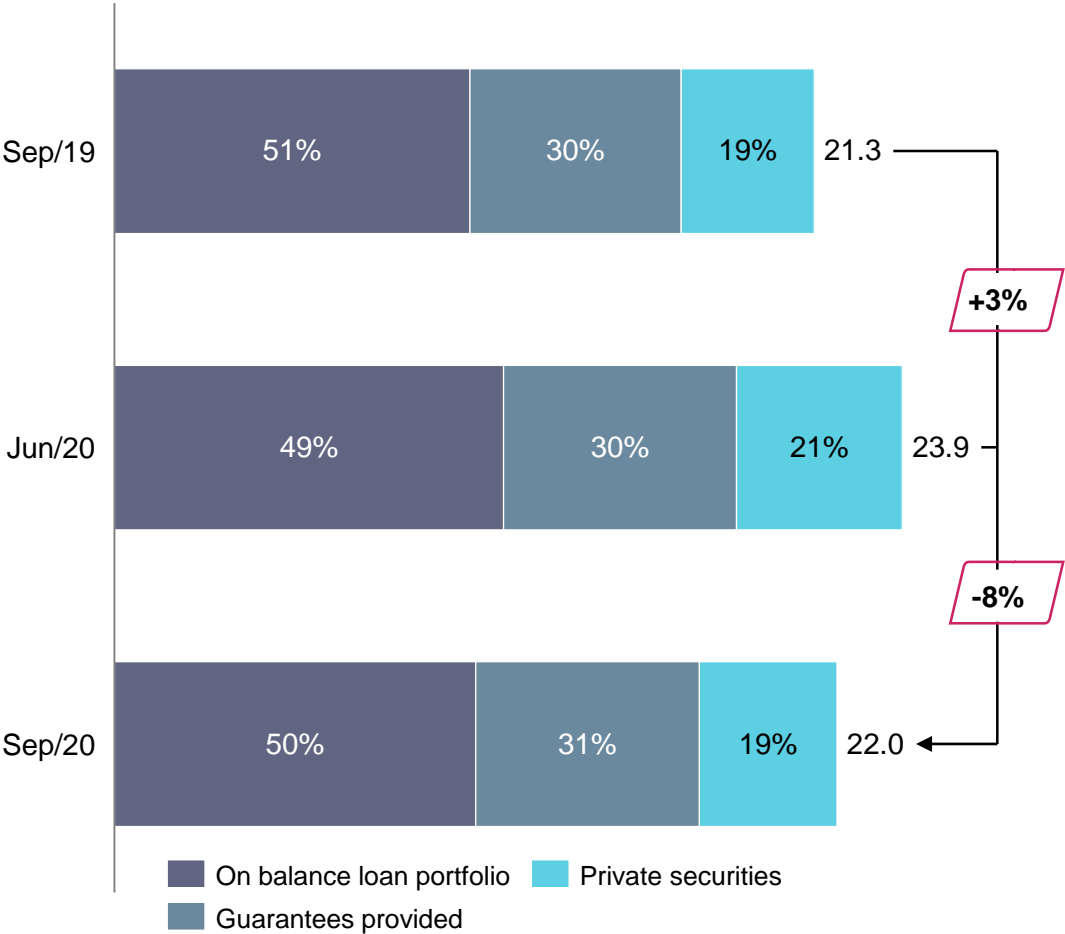
# Wholesale: credit portfolio



Sector diversification portfolio

Wholesale – Sectorial Concentration	Jun/20		Sep/20	
	R\$M	Part.(%)	R\$M	Part.(%)
Financial Institution	3,448	14.4%	2,643	12.0%
Civil Construction	2,050	8.6%	1,904	8.7%
Industry	1,807	7.5%	1,873	8.5%
Retail	1,678	7.0%	1,459	6.6%
Sugar and Ethanol	1,669	7.0%	1,543	7.0%
Electricity Generation	1,064	4.4%	751	3.4%
Project Finance	1,005	4.2%	988	4.5%
Telecom	942	3.9%	925	4.2%
Oil & Gas	861	3.6%	785	3.6%
Cooperatives	759	3.2%	801	3.6%
Automotive/Auto parts/Car dealers	710	3.0%	611	2.8%
Services	649	2.7%	600	2.7%
Sanitation	597	2.5%	433	2.0%
Mining	505	2.1%	529	2.4%
Car Rental	496	2.1%	481	2.2%
Other	5,701	23.8%	5,627	25.6%
Total Geral	23,941	100%	21,954	100%

Expanded credit portfolio (R\$B)



# BV<sup>x</sup> : Innovation unit focused on generating value through connection with the ecosystem of fintechs and startups



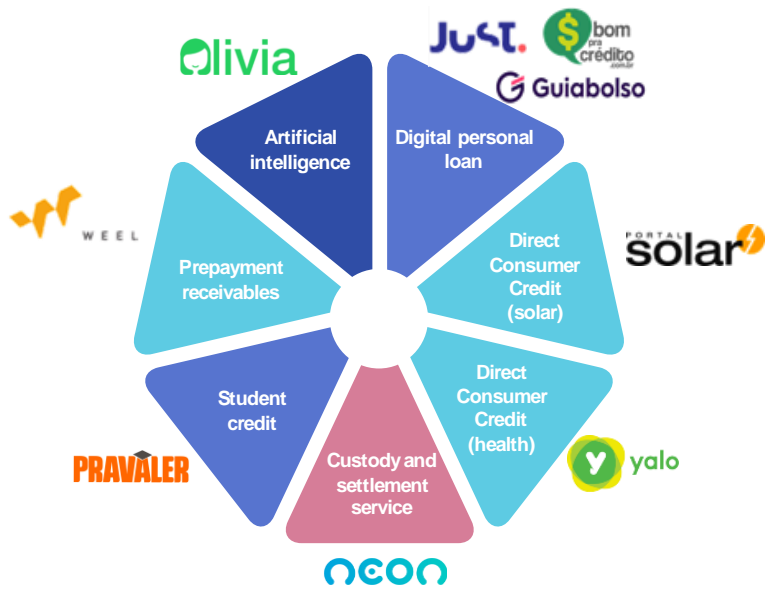
## Innovation Business Unit



- In 2019, BV's innovation business unit, BVx, was officially launched, its **mission is to generate value** through the connection with the **startup ecosystem**, through co-creation, proprietary developments and investments in strategic partnerships.
- BVx has three operating fronts :
  - **Corporate Venture Capital (Corporate VC):** investments and partnerships with fintechs and other startups that have synergies with BV and that complement the portfolio of solutions for bank clients;
  - **BVLab:** Its mission is to foster innovation through the following actions: i) experimentation with emerging technologies with potential impact on the financial industry; ii) integration and incubation of new partnerships with startups, and; iii) connection with innovation ecosystems.
  - **Plataforma BV Open:** Through Open Banking initiatives, expand BV's performance as Bank as Platform, generating greater gains and diversifying revenues through partners.

186 partners using the open BV platform

## Examples of partnerships in our ecosystem



### New partnerships in 3Q20:



**Solar energy financing:** The solar energy financing program, both for Weg integrators and for the final customer.

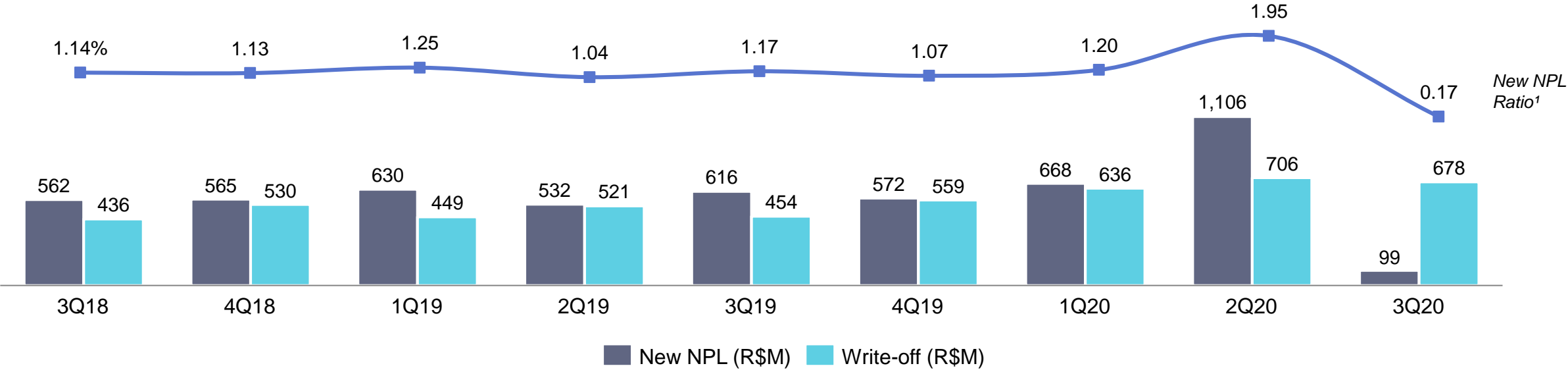


**Digital Wallet :** The BaaS project (banking as a service), where BV bank will operate as a settlement bank for the digital wallet structure of the Abastece ai Loyalty Program used at Ipiranga gas stations

# Credit portfolio quality – New NPL rate



NEW NPL (R\$ M)	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Managed loan portfolio (A)	49,771	50,478	51,199	52,480	53,519	55,676	56,618	56,655	56,396
90-day NPL Balance (NPL)	2,095	2,128	2,310	2,320	2,483	2,496	2,530	2,930	2,351
Quarterly NPL variation (B)	126	34	181	11	162	14	33	400	-579
Write-off (C)	436	531	449	521	454	559	636	706	678
New NPL (D=B+C)	562	565	630	532	616	572	669	1,106	99
New NPL Rate <sup>1</sup> (D/A)	1.14%	1.13%	1.25%	1.04%	1.17%	1.07%	1.20%	1.95%	0.17%

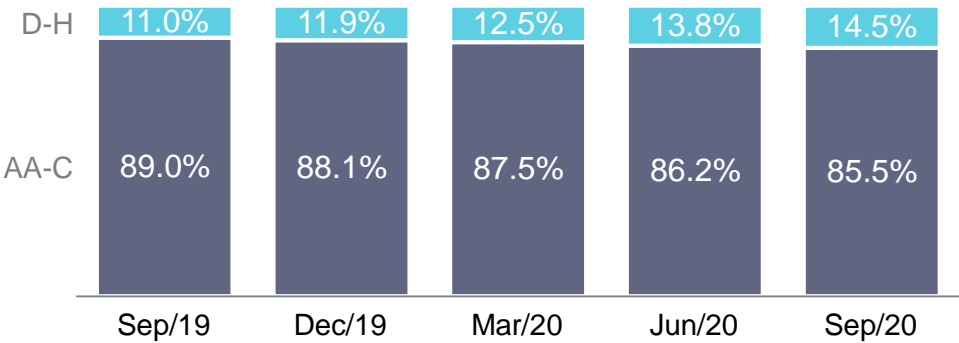


<sup>1</sup>. Change in overdue balance over 90 days (NPL) + write-offs for loss in the quarter (write-off), divided by the final portfolio of the previous quarter.

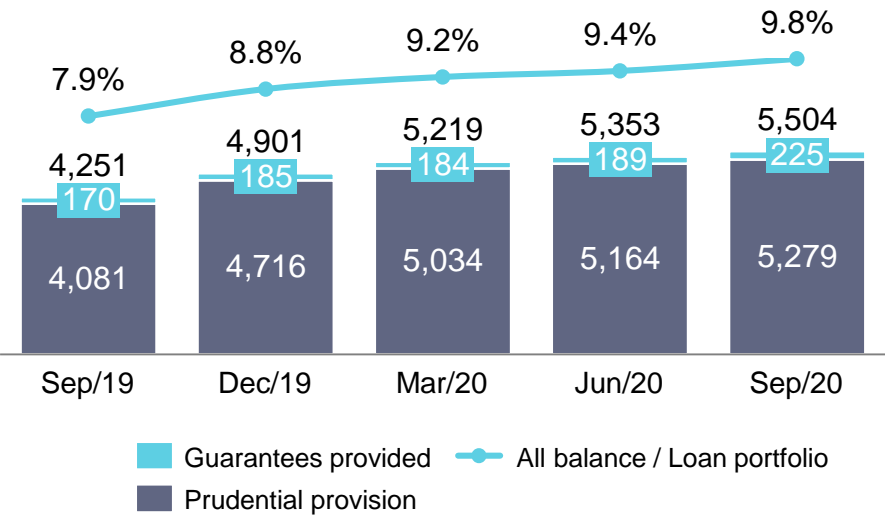
# Credit quality indicators



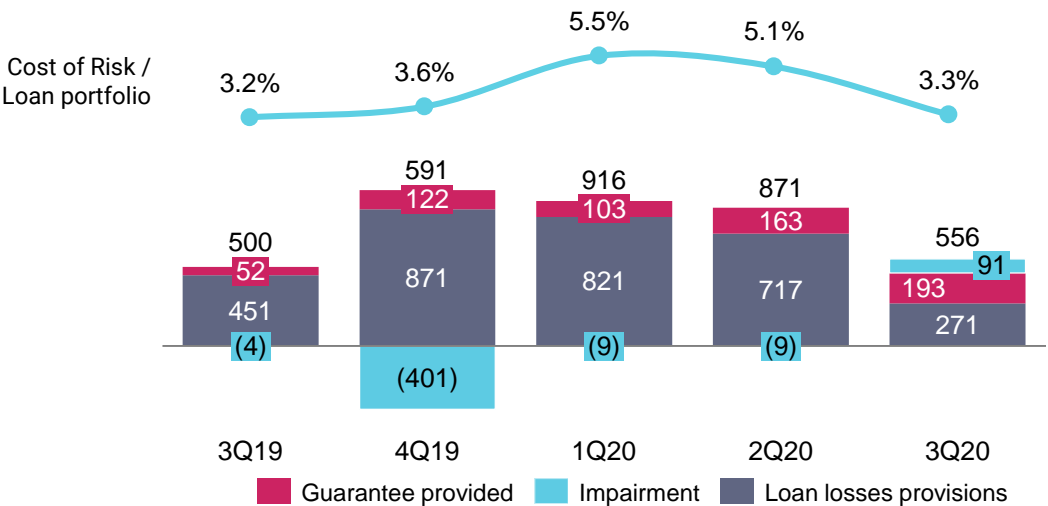
Loan portfolio rated by risk level (%)



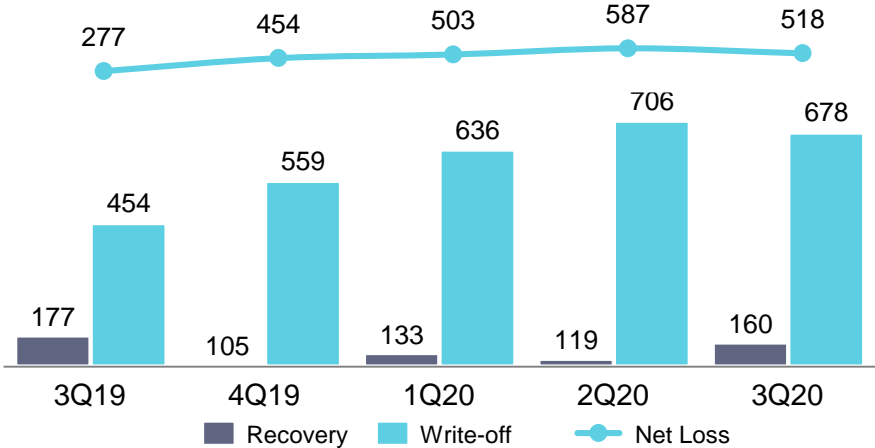
Allowance for loan losses balance (R\$M)



Result of loan losses<sup>1</sup>, guarantees and impairments (R\$M)



Net Loss<sup>2</sup> (R\$M)



PÚBLICO Considers credit provisions recognized as Liabilities in the "Other" line (see Note #18d of Financial Statements); 2. Net loss = loans written-off to losses in the quarter + revenues from credit recovery.

RATING AGENCIES		International		Local	Brazil
		Local	Foreign	Local	
Moody's	Long-Term	Ba2 (stable)	Ba3	Aa3.br	Sovereign ratio (outlook)
	Short-Term	NP	NP	BR-1	
Standard & Poor's	Long-Term	BB- (stable)		brAAA	Ba2 (stable)
	Short-Term	B		brA-1+	
					BB- (stable)

On October 1, 2020, Moody's confirmed BV's rating of Ba2 in Local Currency and Ba3 in Foreign Currency (Global Scale). The outlook was found to be stable. Both the rating and the outlook are in line with the sovereign rating. On a National Scale, the rating remained at Aa3.

On April 7, 2020, S&P changed the outlook for Brazil's sovereign rating from positive to stable, reflecting the updated expectations of the country's fiscal and economic situation due to the crisis caused by Covid-19. Thus, BV's outlook also received the same modification. The rating has not changed.



## Earnings Presentation

# 3Q20

Disclaimer: This presentation may include references and statements on expectations, planned synergies, growth estimates, projections of results, and future strategies for banco BV, its associated and affiliated companies, and subsidiaries. Although these references and statements reflect the management's belief, they also involve imprecision and risks that are highly difficult to be foreseen. Consequently, they may conduct to different results 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 BV is not responsible for bringing up to date any estimate in this presentation