

Earnings Presentation

4th Quarter / 2023





Increase in net income and ROE driven by improvement in NPL and lower cost of risk

Recurring Net Income and Recurring ROE

Recurring **Net Income** R\$ 302 mln

5.9% 4Q23 vs 3Q23

8.5% 4Q23 vs 4Q22 Recurring ROE

▲ 0.4 p.p. 4Q23 vs 3Q23

▲ 0.4 p.p. 4Q23 vs 4Q22

Recurring **Net Income** R\$ 1,154 mln

V 21.2% 2023 vs 2022

Recurring ROE 9.1%

▼ 3.1 p.p. 2023 vs 2022

279 4Q22

4Q23

282 1Q23

284 2Q23

285

3Q23

9.0

4Q22

9.4%

9.0 1Q23

9.0 2Q23

9.0 3Q23

1,063 2019 2020

1,569 1,465 2021

2022

10.4 2020

13.9

2019

14.0 2021

12.2 2022

Recurring Net Income (in R\$ million)

Recurring ROE (in %)

Recurring Net Income (in R\$ million)

Recurring ROE (in %)

Coverage Ratio

4Q23 156%

1.8 p.p. 4Q23 vs 3Q23

▼ 9.3 p.p. 4Q23 vs 4Q22

166 162 154 155 4Q22 1Q23 2Q23 3Q23

> Coverage Ratio (in %)

NPL 90-days

> **4Q23** 5.2%

0.3 p.p. 4Q23 vs 3Q23

▲ 0.3 p.p. 4Q23 vs 4Q22

4.9 5.2 5.4 5.5 4Q22 1Q23 2Q23 3Q23

> NPL 90-days (in %)

Basel Ratio

4Q23 15.6%

▲ 0.2 p.p. 4Q23 vs 3Q23

▲ 1.3 p.p. 4Q23 vs 4Q22

14.3 14.2 14.7 15.4 4Q22 1Q23 2Q23 3Q23

> **Basel Ratio** (in %)



Solid performance in the core business and advances in the portfolio diversification agenda

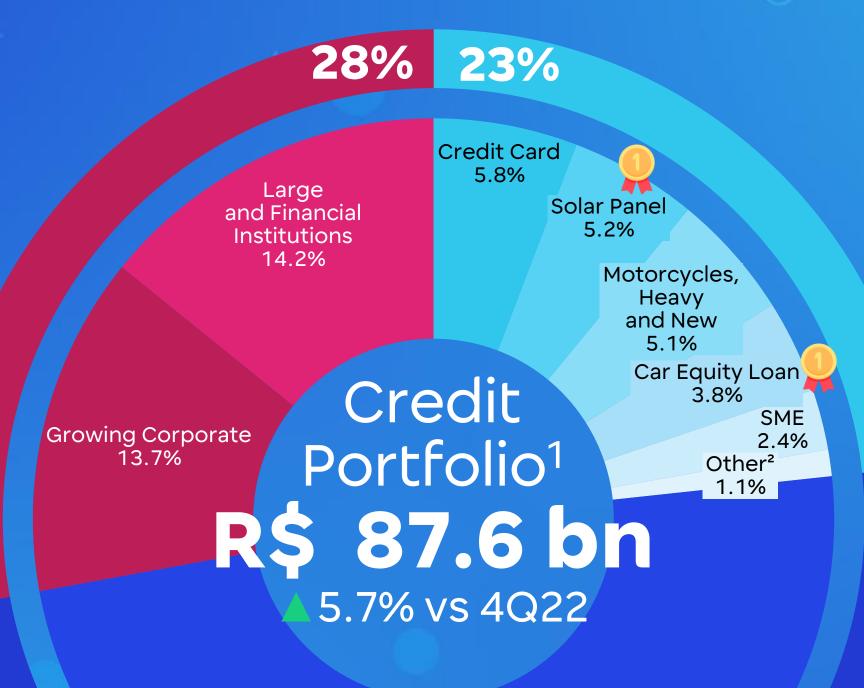
Wholesale

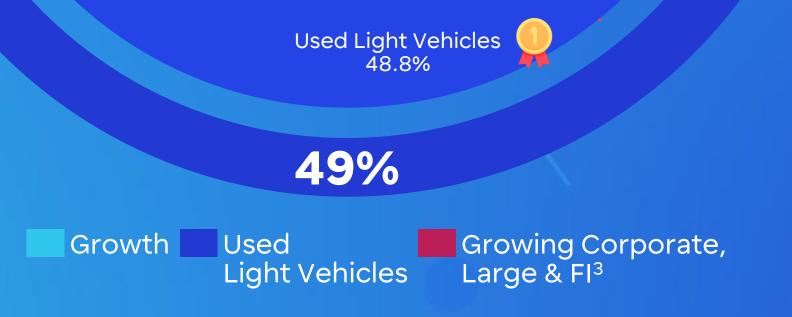
4Q23 R\$ 24.4 bn

vs 4Q22

Used Light Vehicles

4Q23 R\$ 42.7 bn ▲ 5.4% (vs 3Q23





Growth

4Q23 R\$ 20.4 bn

▼0.1% vs 4Q22

Credit Card

R\$ 5.1 bn v2.3% vs 3Q23 v12.6% vs 4Q22

Solar Panel

R\$ 4.5 bn V0.4% vs 3Q23 V2.9% vs 4Q22

Motorcycles, Heavy and New vehicles

R\$ 4.4 bn \$\(\text{\(6.1\% vs 3Q23 \) \(\text{\(19.1\% vs 4Q22 \) \)

Car Equity Loan

R\$ 3.3 bn \$\text{\(\Delta\)7.1\% vs 3Q23 (\Delta\)56.4\% vs 4Q22

4Q23

R\$ 2.1 bn

▲ 15.0% vs 3Q23 ▼ 12.7% vs 4Q22







We reached record volume in auto finance origination and insurance premium issuance, and strengthened our Platform business

Record performance in Core Business

Record auto finance origination

R\$ 25 bi in 2023 (\$\triangle 24\% vs 2022)

leadership in the used light segment for the 11th consecutive year

Record insurance premiums issued

R\$ 1,4 bi in 2023 (\$\text{\$54\% vs 2022})

Launch of NG PISTO

New smart vehicle portal, integrated into BV's financing offer

Strengthening of the Platform unit

171

BaaS¹ partners² at the end of 2023

R\$ 154 bn TPV1 in 2023

▲ 10% vs 2022

Acquisition of bankly

Banking as a Service platform (Deal closing in nov-2023)



We strengthened our positioning as a customer-oriented bank, achieving notable advances in engagement and satisfaction metrics

5.0 million

Individual Customers

R\$ 37 bn

Total Payment Volume¹ (2023)

22.1% 2023 vs 2022



2,1

Cross-sell Index

R\$ 1.0 billion in revenue from relational banking (2023)



78 vs 75 no 4Q22

Customer Service NPS²



Collection NPS²

91 vs 89 no 4Q22

Ombudsman NPS²



As a tech-driven bank, we continued at the forefront of financial innovation

Open Innovation

Innovative Assessment

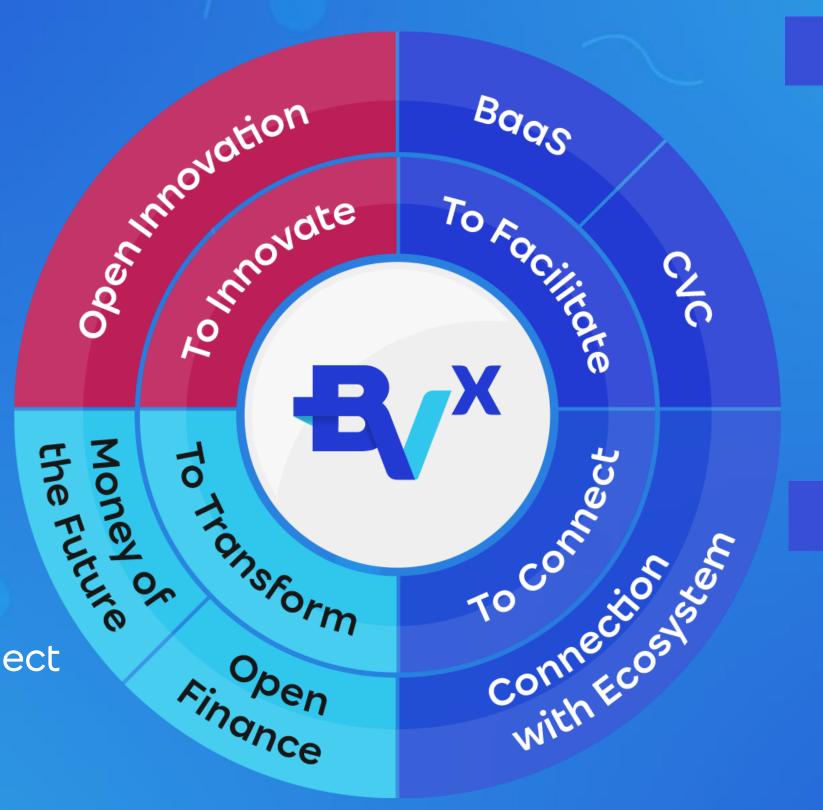
partnership developed a sophisticated credit analysis using psychometric assessment, with...

+ R\$ 70 million in new credit underwritten

Money of the Future

BV was selected for the **DREX**¹ pilot project

We were pioneers in advancing the verification of the purchase and sale functionality of **tokenized federal public securities**, within the tests of the digital real



BVx Ecosystem:

Consolidates all BV innovation initiatives and digital partnerships

Corporate Venture Capital

Partnership with Méliuz

- +900 thousand digital accounts opened
- + **45 thousand** credit cards issued within the partnership

Connection with Ecosystem

We ended the year with 40 active contracts with startups, 4x more than the previous year

BV was recognized as the most innovative bank in Brazil by 100 Open Startups



We maintained our commitment to the Global Pact by meeting our ESG goals. We reinforced the pillars of our Culture and Corporate Governance

3.9 million tons of CO2 offset

We offset 100% of CO2 emissions from our core business, vehicle financing

40% women in leadership

We commit to achieving 50% of leadership positions held by people who identify as female by 2030

25% black people in the workforce

Our goal is to reach 35% of black employees at BV by 2030

R\$ 22.0 billion

Funded and distributed for ESG businesses in Brazil¹. Our goal is to reach R\$ 80 billion by 2030

GPTW 2023

87 General Favorability88 e-NPS





3rd Place

Ranking GPTW - Banks category

GPTW certification for exemplary practices in:

Gender Equity and Ethnic-Racial Diversity

Corporate governance

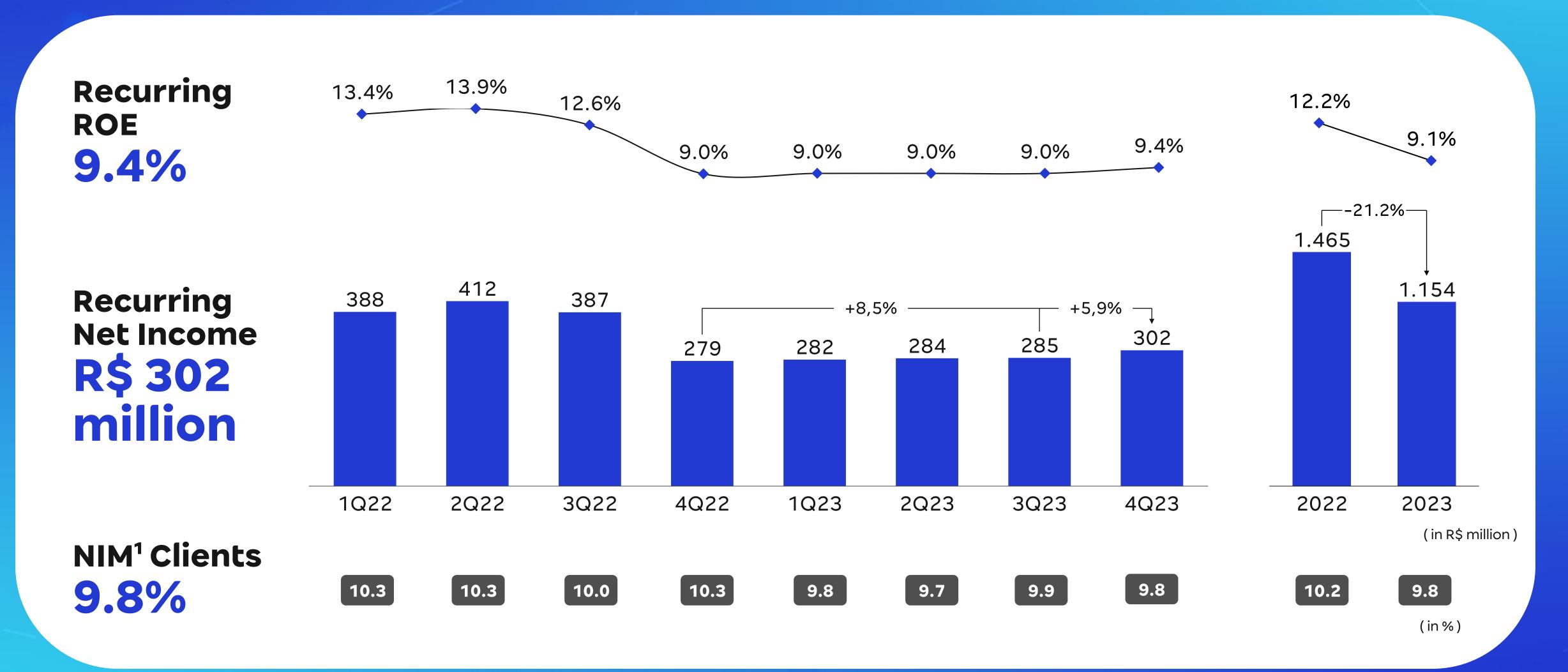
We are **Top 5** by the notorious *Estadão Empresas Mais* Award that assesses **the best Corporate Governance** practices in Brazil





Results Analysis 4th Quarter / 2023

Net income grew by 8.5% vs 4Q22, to R\$ 302 million Results in 2023 were influenced by adverse macroeconomic conditions, with impact on NPL rates and cost of risk. The 4Q23 results was driven by an improvement in NPL and cost of risk trends

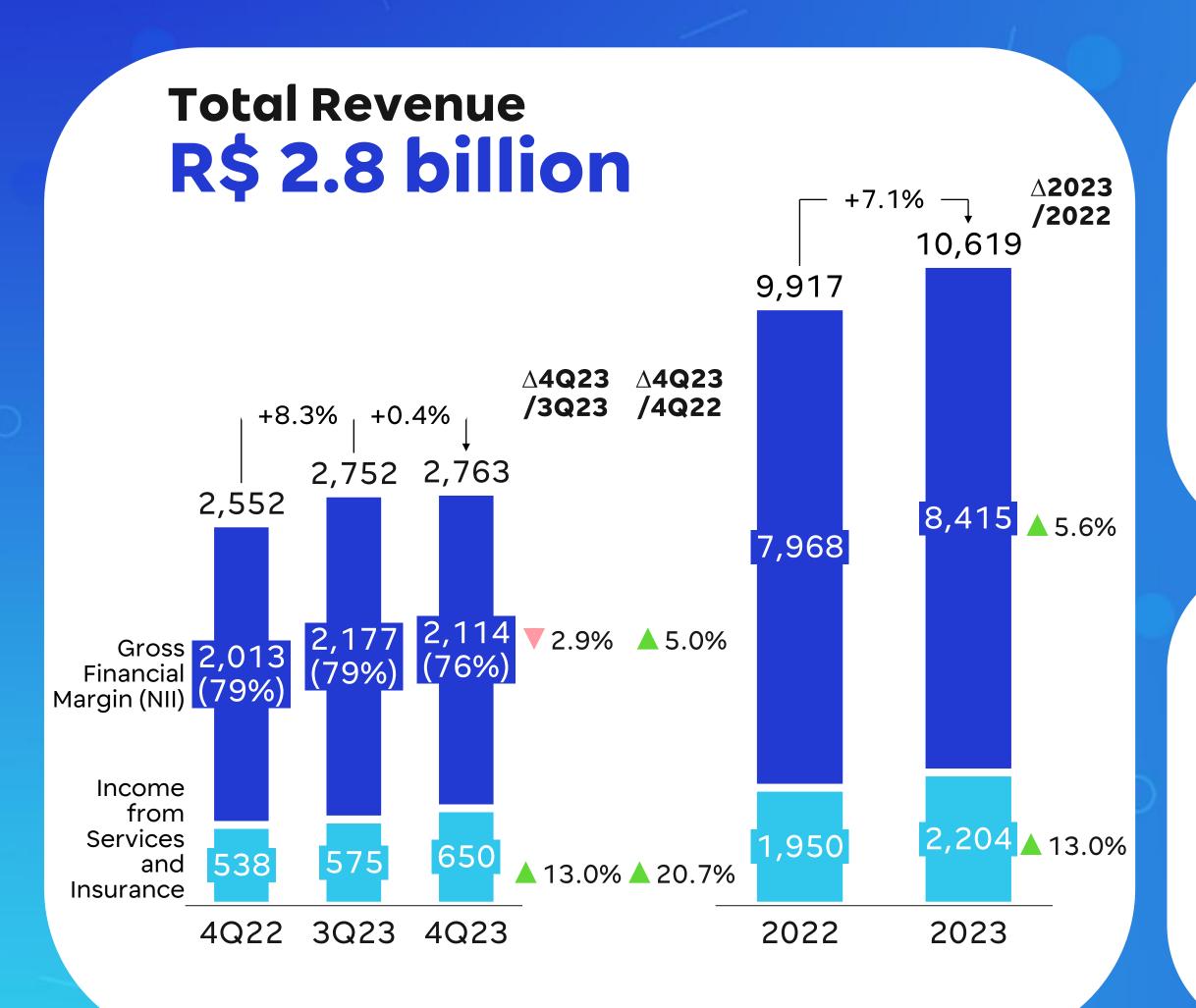


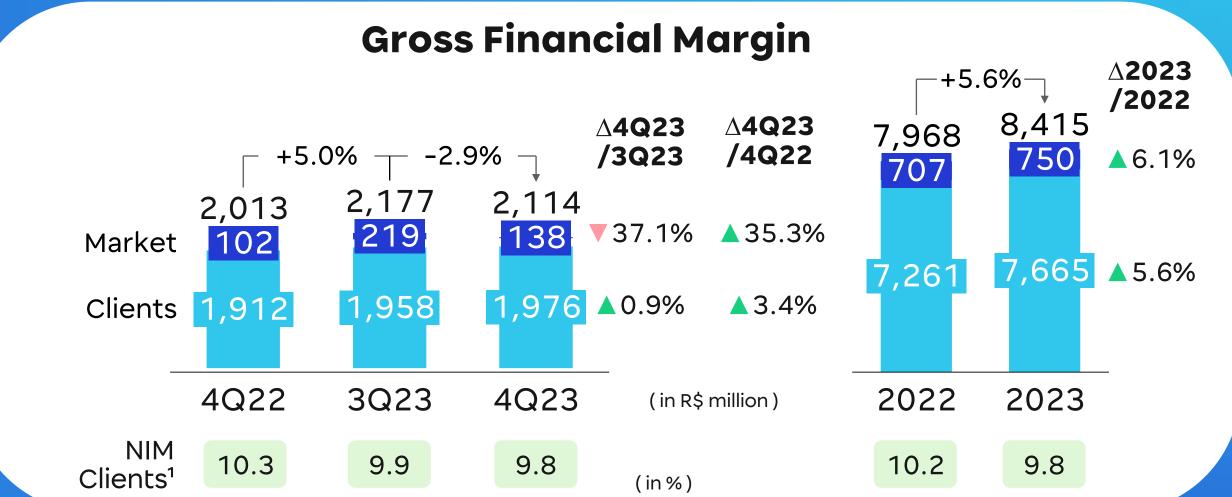


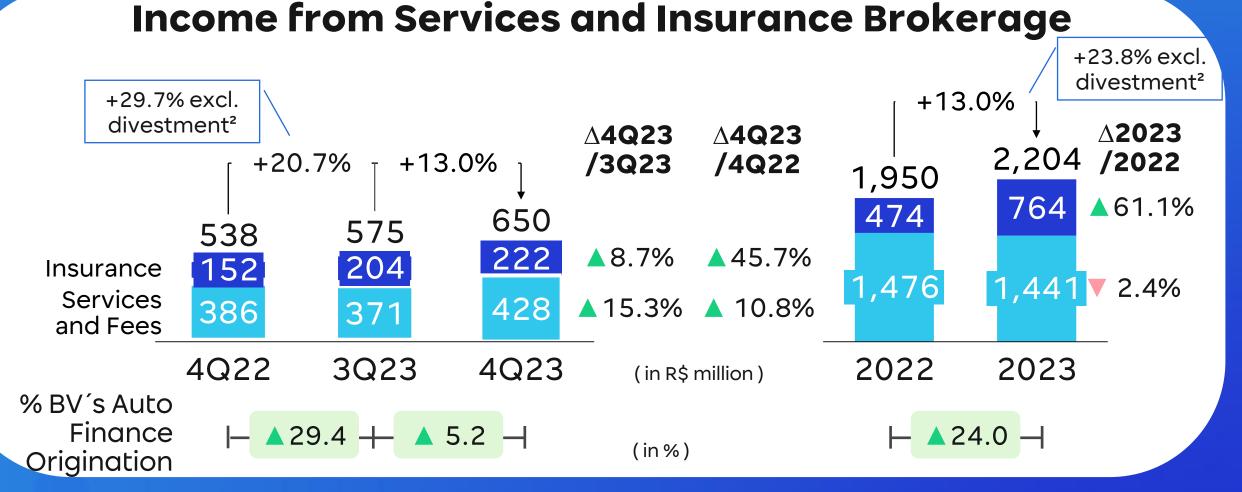
¹⁻ Net Interest Margin: Net Interest Margin: Ratio between gross financial margin with Clients and average spread-sensitive assets. In 1Q23, we made an adjustment to the NIM calculation methodology with a marginal impact on the historical NIM

Resilience in revenue generation, which reached R\$ 2.8 billion

We recorded growth in financial margin and service income vs 2022, highlighting the resilience of the margin with the market and the strong performance in income from insurance with record premium issued in 2023







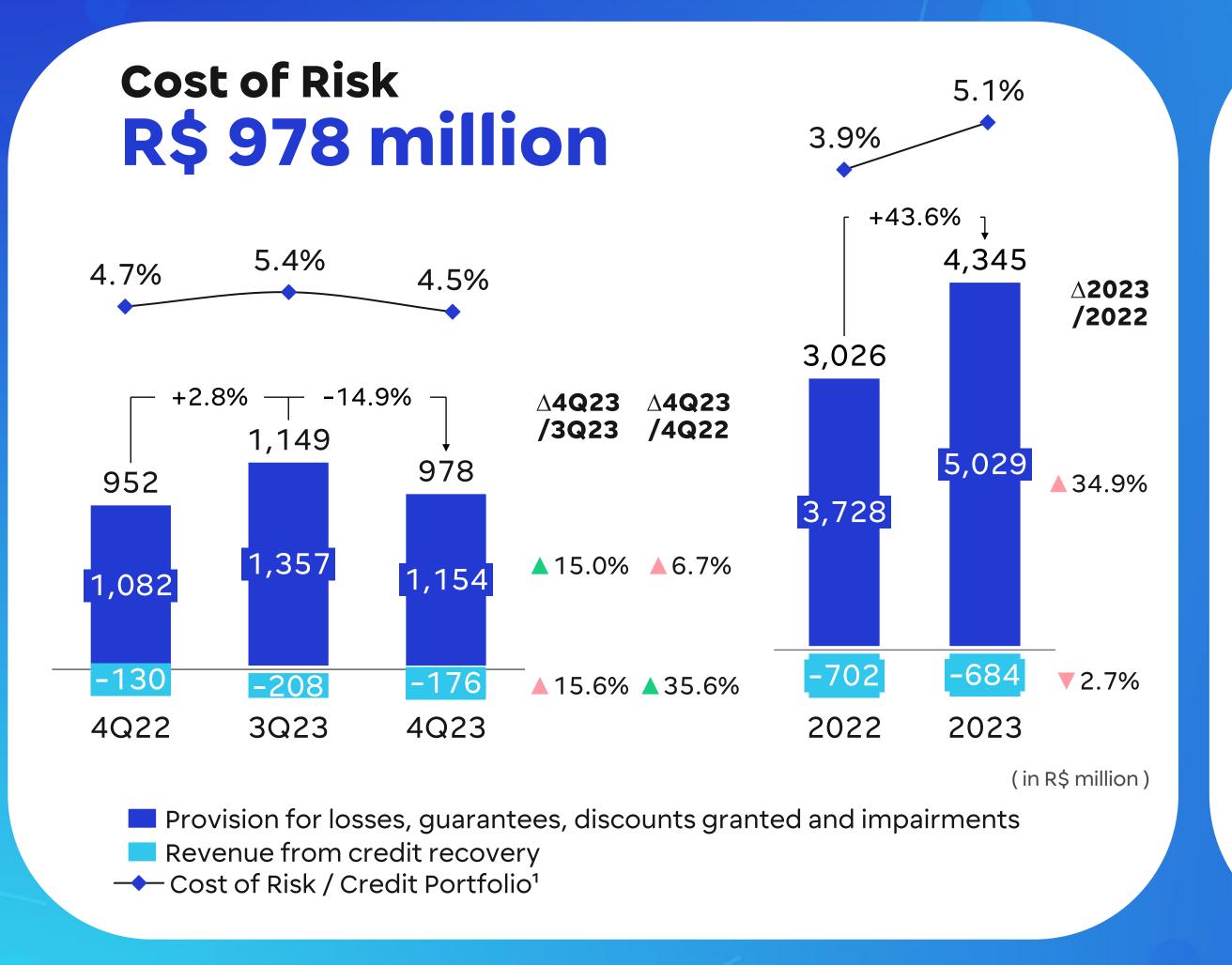


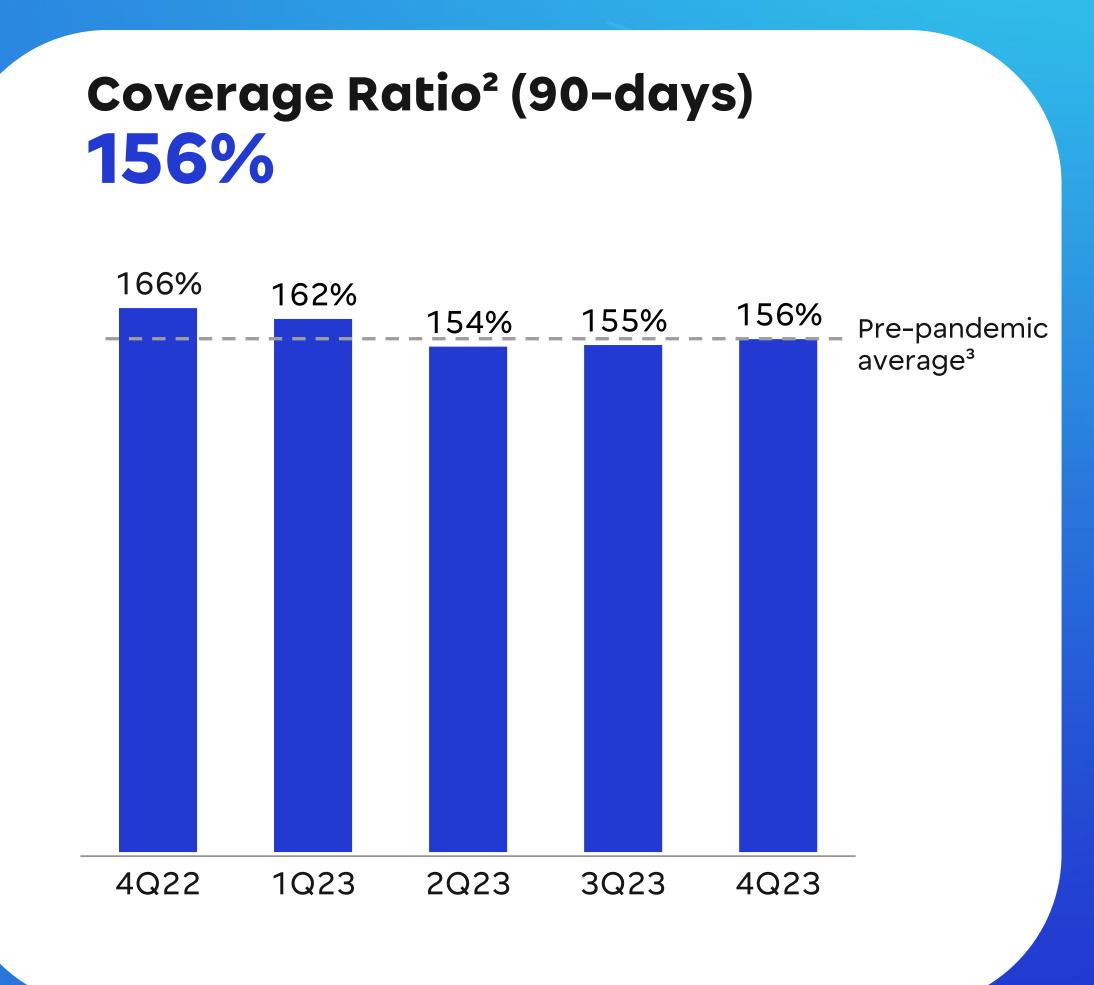
1 - Net Interest Margin: Quotient between the gross financial margin with Customers and average assets sensitive to spreads. In 1Q23, we made an adjustment to the NIM calculation methodology with a marginal impact on the historical NIM; 2 - Divestments include the entire sale of the subsidiary Promotiva S.A. and 51% of BV Asset in the context of the strategic partnership with Bradesco to form a new wealth management firm

11

Cost of risk fell by 14.9% vs 3Q23, reinforcing an improvement trend in NPL rates in Retail

Improvement in the quarter was driven by a higher share of newer vintages of higher quality in the Retail portfolio. In 2023, cost of risk still pressured by older vintages



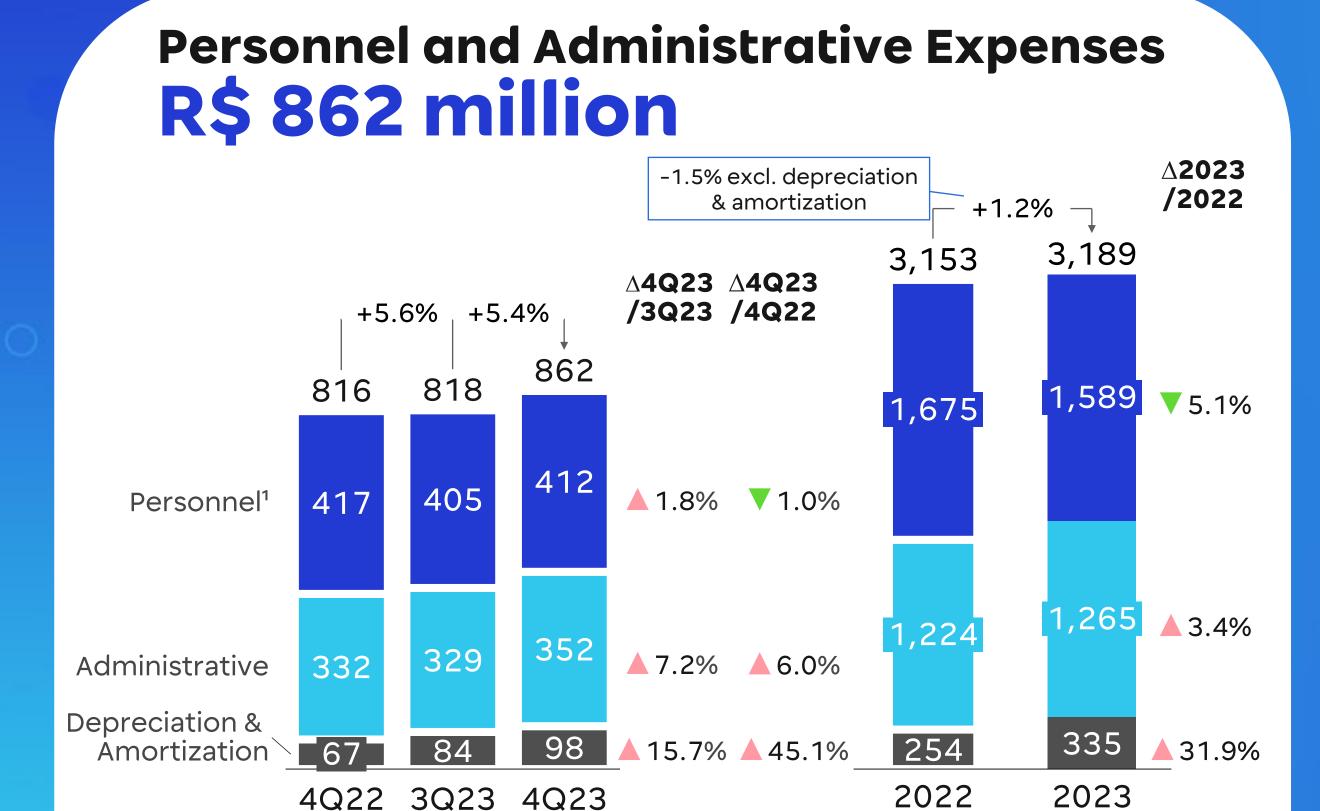




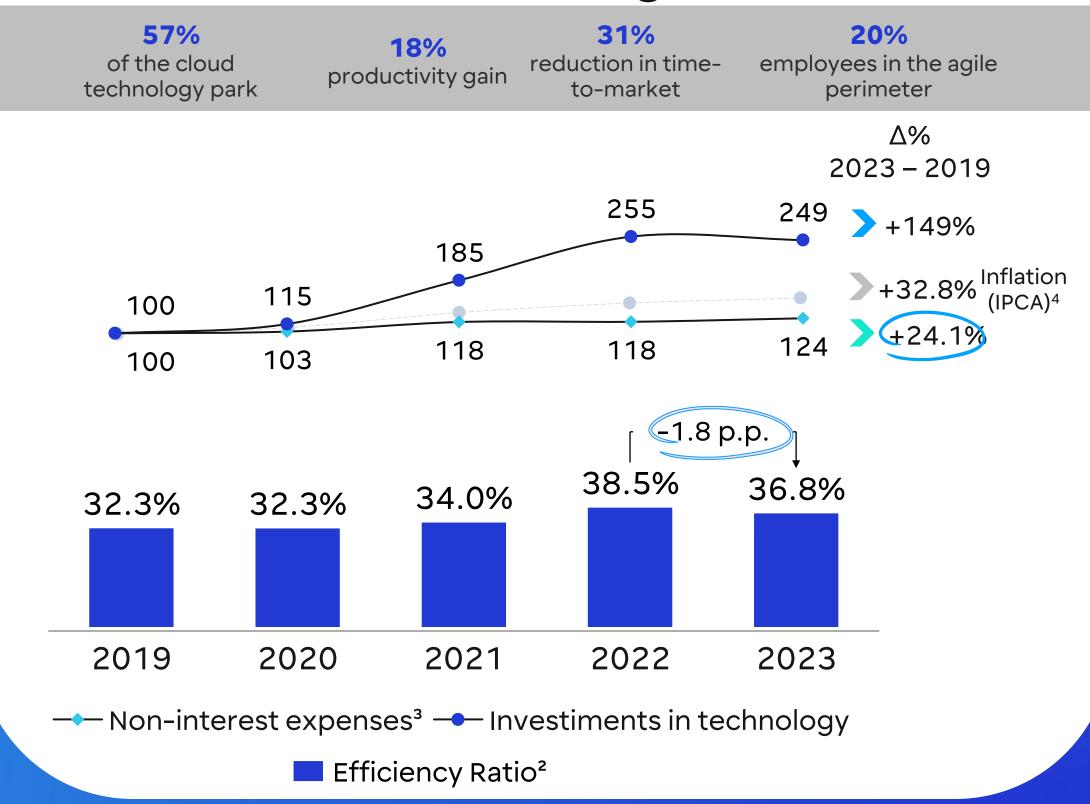
1. Calculation carried out on the expanded portfolio; 2 - Quotient between the Allowance for Loan Losses (ALL) balance and the balance of credit operations overdue for more than 90 days; includes provisions for guarantees provided; 3 - Average 2015 to 2019.

Operating expenses grew below inflation, driven by the efficiency gains. Efficiency Ratio improved by 1.8 p.p. in the year, to 36.8%

Despite the challenging macroeconomic scenario, we maintained efficiency in the core business, ensured prudence in granting credit and advanced in revenue quality, without affecting our strategic investment plan in the company









Inflation (IPCA)

accumulated

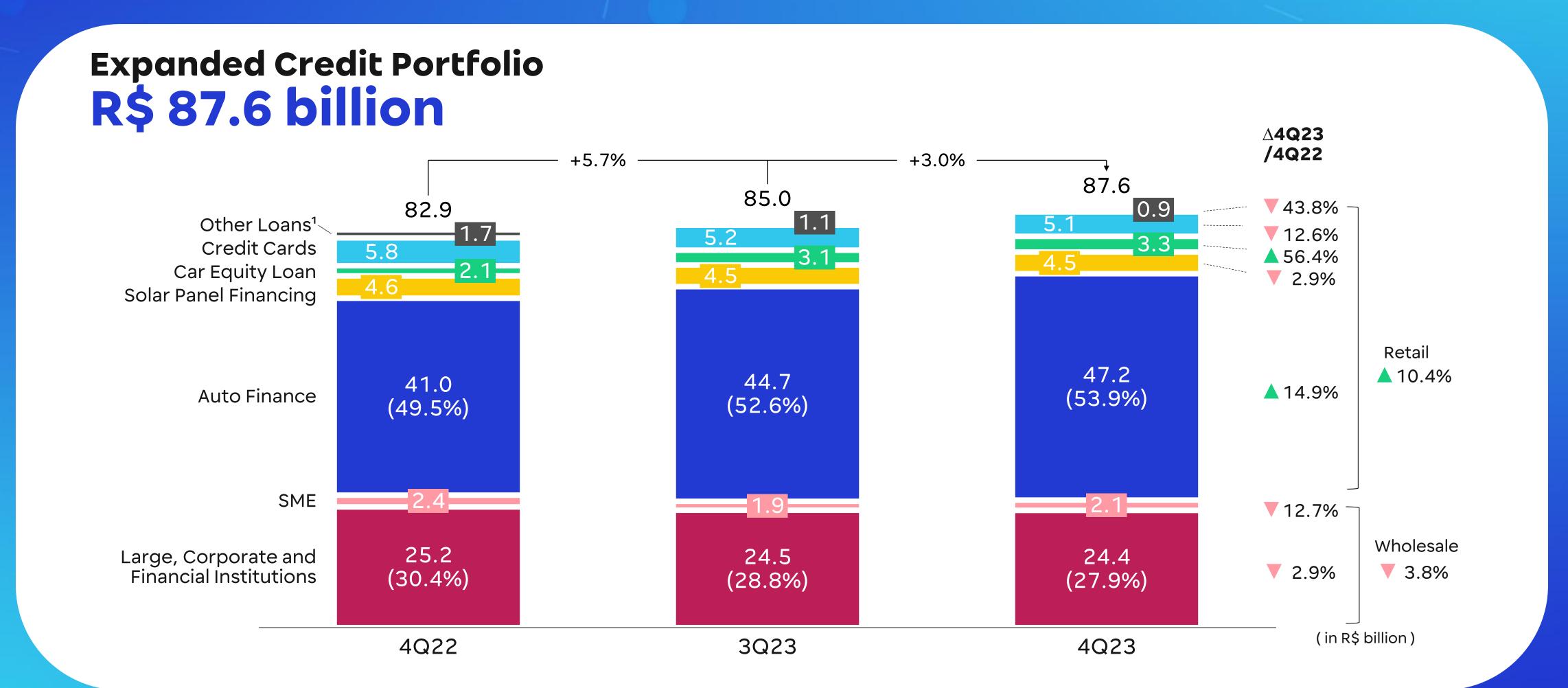
12 months⁴

(in R\$ million)

4.62%

Credit portfolio grew 5.7% vs 4Q22, with consolidated leadership in used vehicles and advances in the diversification agenda

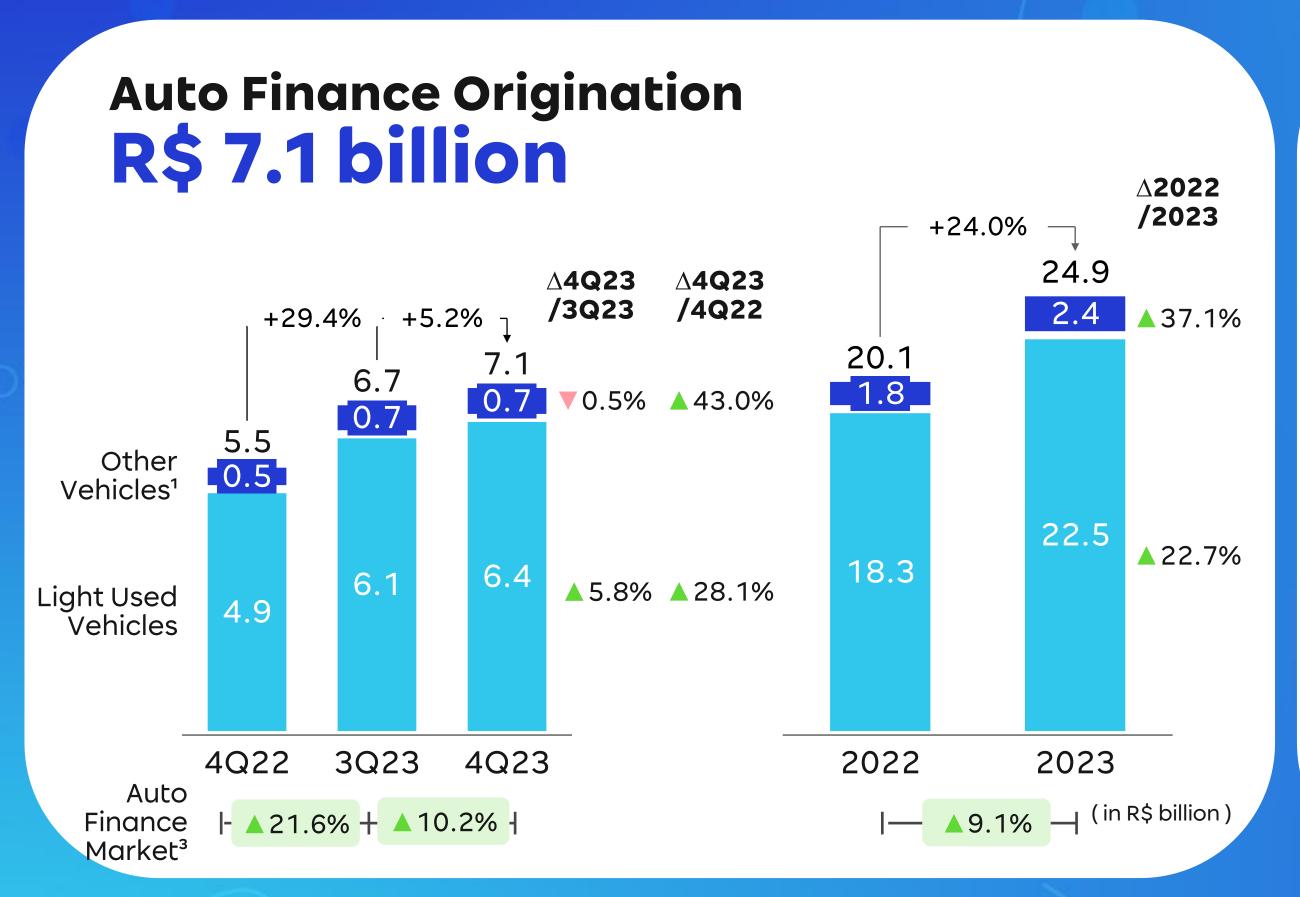
Growth in the Retail portfolio was mainly driven by vehicle financing, in addition to advances in the growth agenda, highlighting the 56.4% growth in the car equity loan portfolio

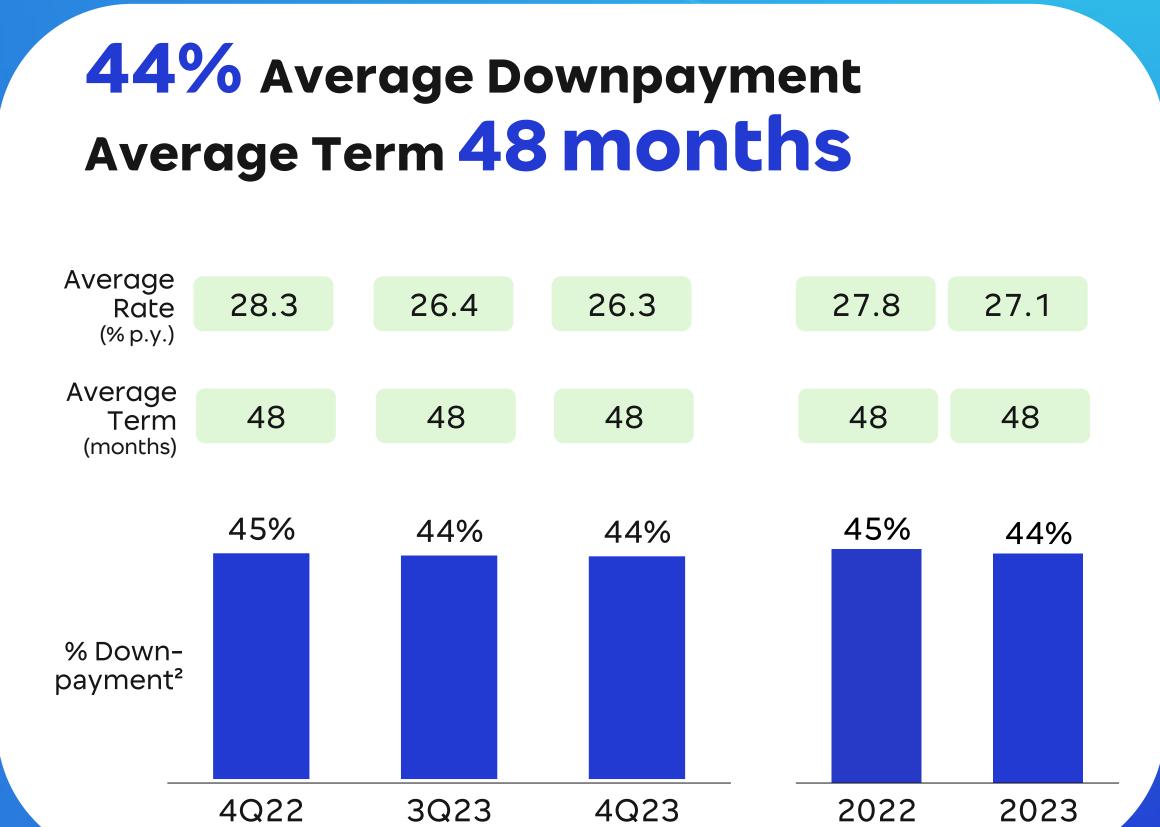




Record in vehicle financing origination, totaling R\$ 7.1 billion in 4Q23, a 29.4% growth vs 4Q22

In addition to the recovery observed in the market, growth also reflects gains in market share in used vehicles, a segment in which we have been leading for 11 consecutive years







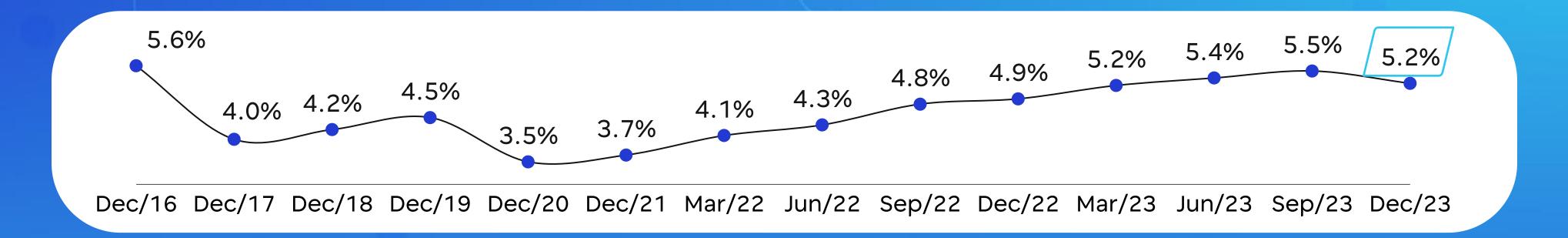
New smart vehicle portal, integrated into BV's financing offer



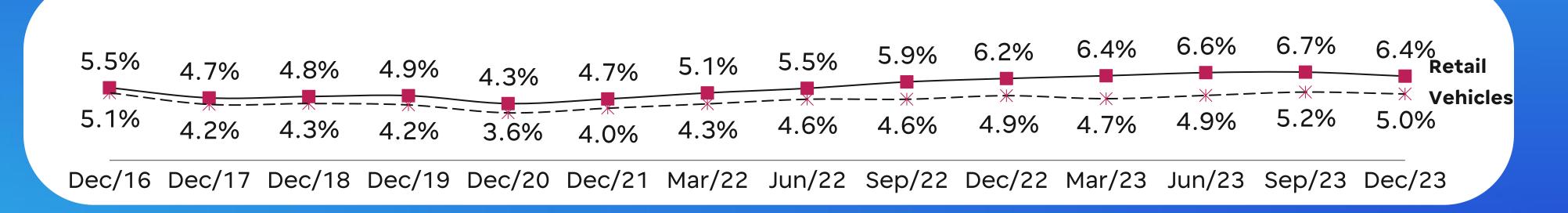
NPL 90-days improved by 0.3 p.p. vs the previous quarter, ending the year at 5.2%, driven by the Retail portfolio

Improvement in the Retail ratio reflects the higher share of newer vintages which have better quality compared to older vintages. NPL of the Wholesale portfolio remained at historic lows

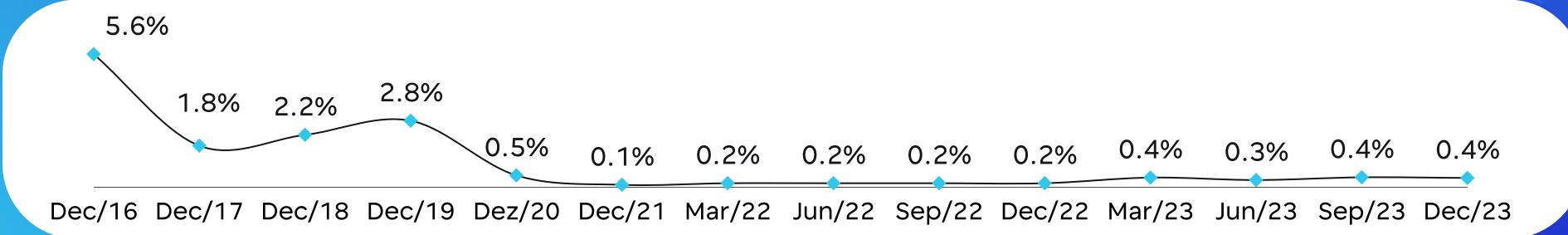








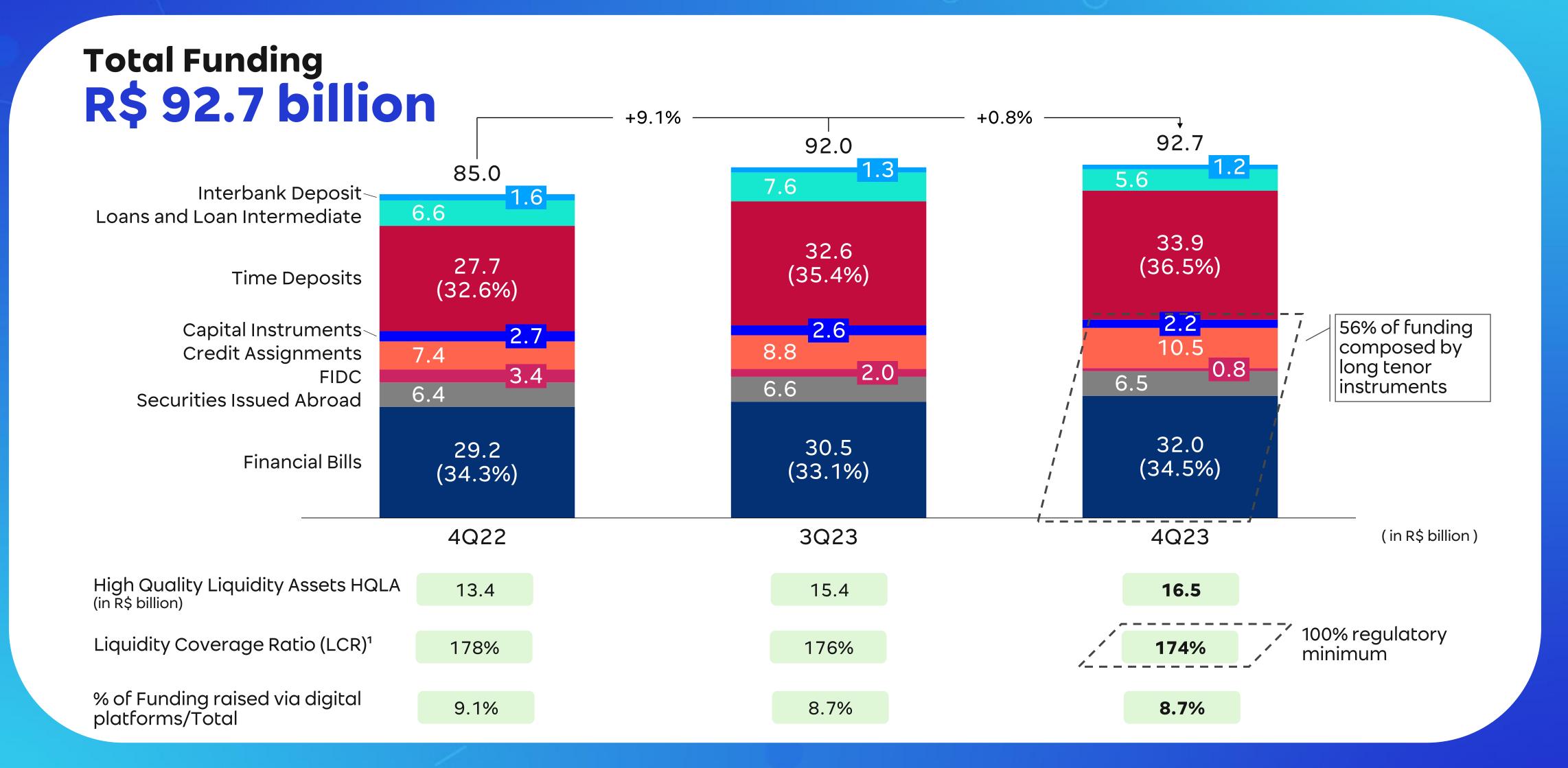






Diversified funding base and robust liquidity

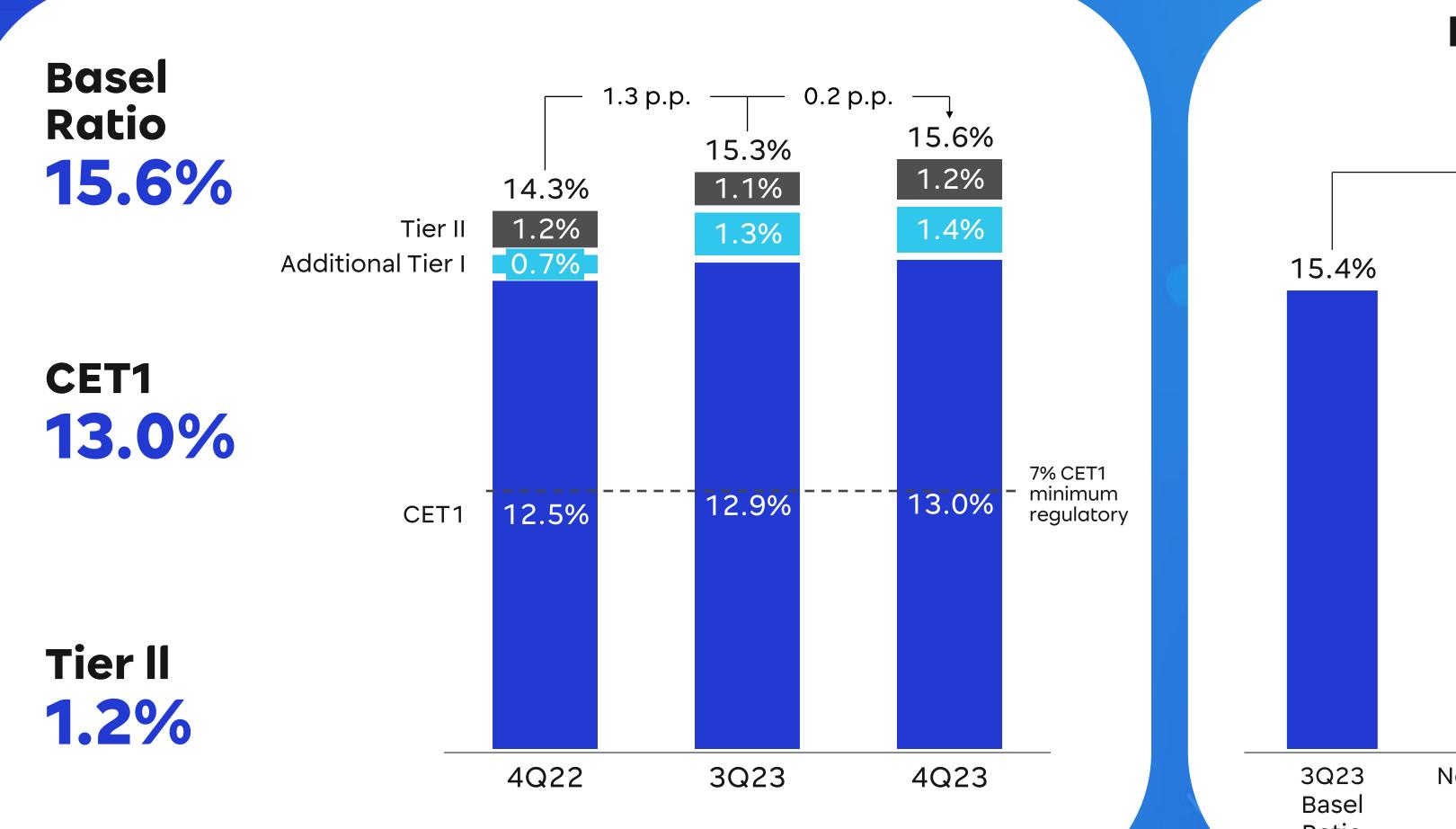
LCR (short-term liquidity indicator) ended 4Q23 at 174%

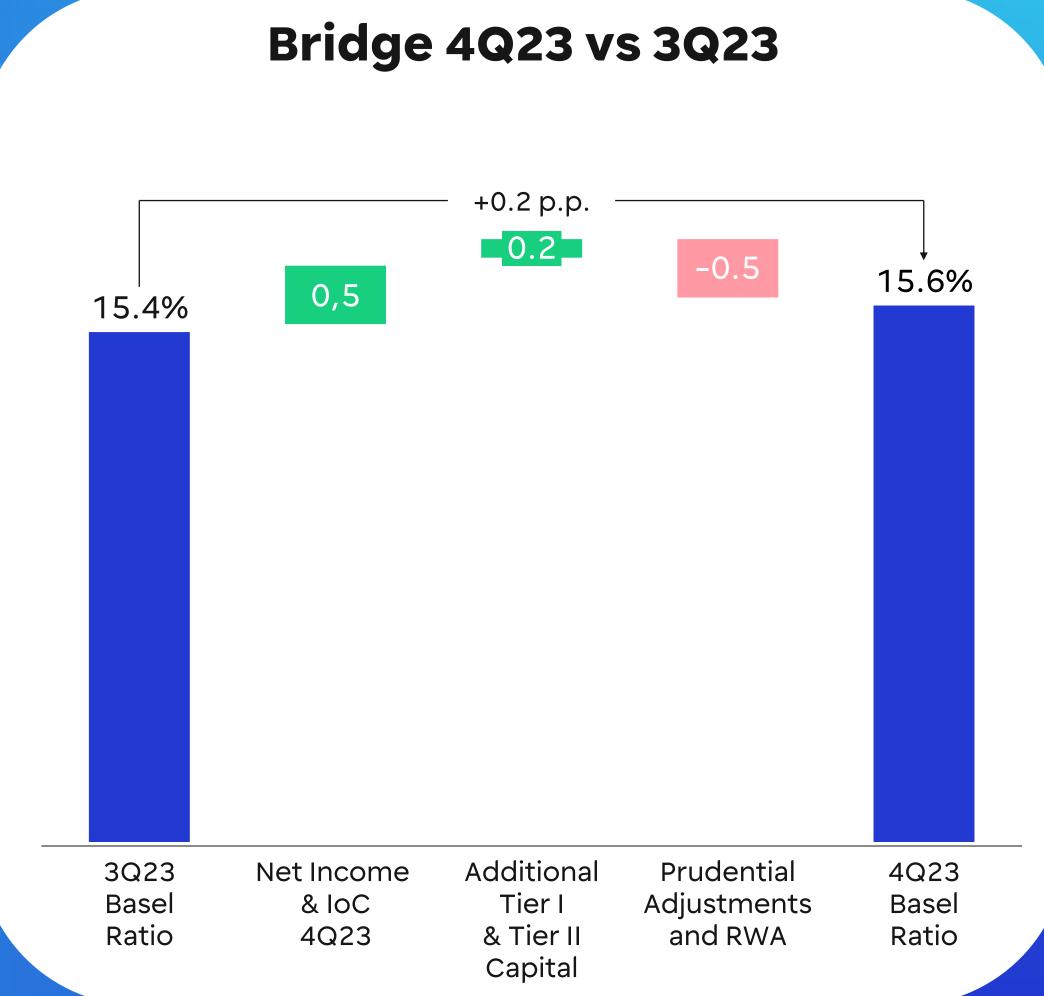




Efficient capital management with robust Basel Ratio

Basel Ratio ended 4Q23 at 15.6%, with CET1 at 13.0% and 1.2% of Tier II Capital







Note: 1 At the end of 4Q23, the minimum regulatory capital requirement was 10.5% Basel Ratio, 8.5% Tier I Capital and 7.0% CET1.



Appendix 4th Quarter / 2023

ESG – Our five 2030 Public Commitments

In May 2021, we announced the "BV Pact for a lighter future", where we made five public commitments on ESG goals to be achieved by 2030. These commitments are in line with the UN Sustainable Development Goals

Neutralize our environmental impact

Accelerate social inclusion

03

Mobilize resources to foster sustainable business



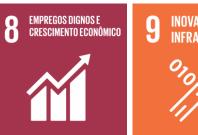


2. To compensate 100% of

direct **GHG**¹ emissions by



- female gender
- 35%







- 5. To finance and distribute 1. To compensate 100% of 3. To reach **50%** of leadership positions held by people co, emissions in our the capital market who identify with the main business, the used R\$ 80 billion for ESG initiatives auto finance
 - 4. To ensure the participation afrodescendants in the BV's workforce



1 – Greenhouse gases

BV

Retail: Solid position in vehicles and insurance brokerage

Auto Finance Credit Portfolio of R\$ 47.2 billion



Main BV's competitive advantages:

Expertise

continuous improvement, utilization of data science and innovation **Agility** 97%

automatic credit analysis

Transformation digitization of the end-to-end financing conveyor

Digital

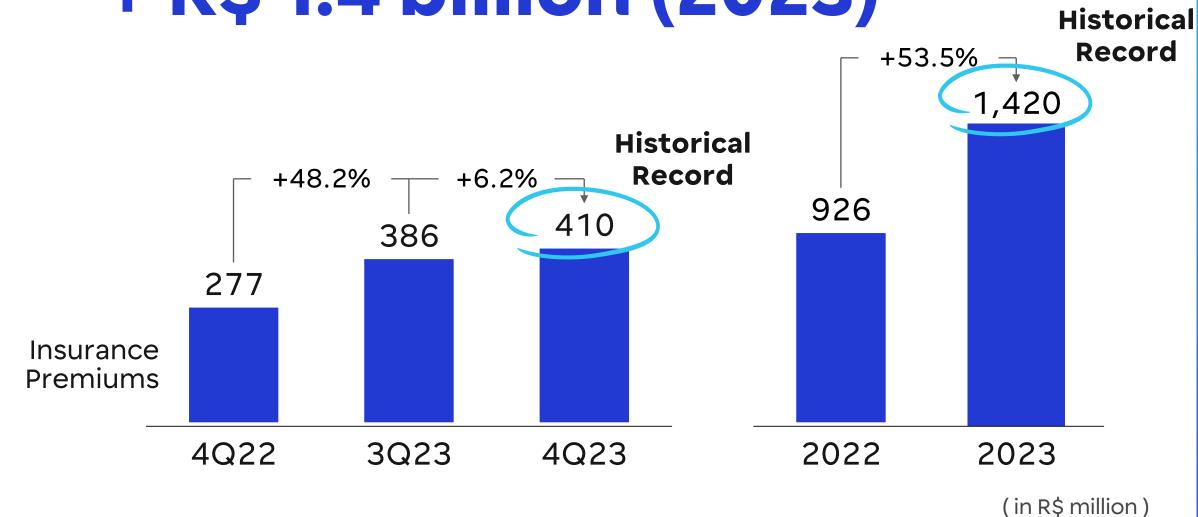
Capillarity

+25,000 car dealers throughout the country

Digital Origination

BV website, NaPista, and partners SoCarrão and Karvi

Insurance Brokerage Insurance premiums totaled + R\$ 1.4 billion (2023)



We are one of the largest insurance brokers in Brazil, with solutions ranging from complete auto insurance, credit protection, residential, life and personal accidents, even assistance for pets and funerals, in partnership with the main insurance companies operating in the country

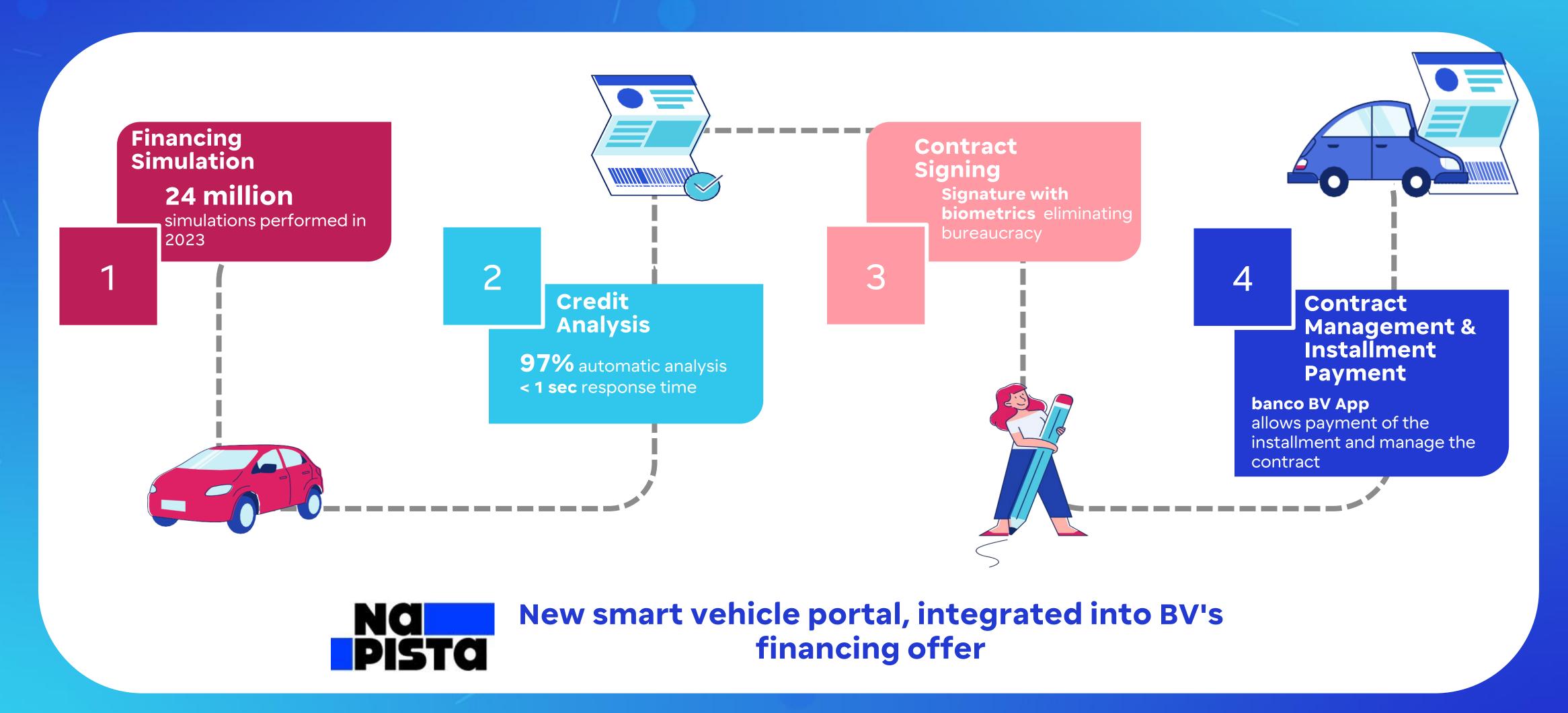
Partnership with over 10 largest insurance companies operating in Brazil



1 - In the last 6 months; 2 - New cars, vans, motorbikes and trucks.

Digitalization of the core business

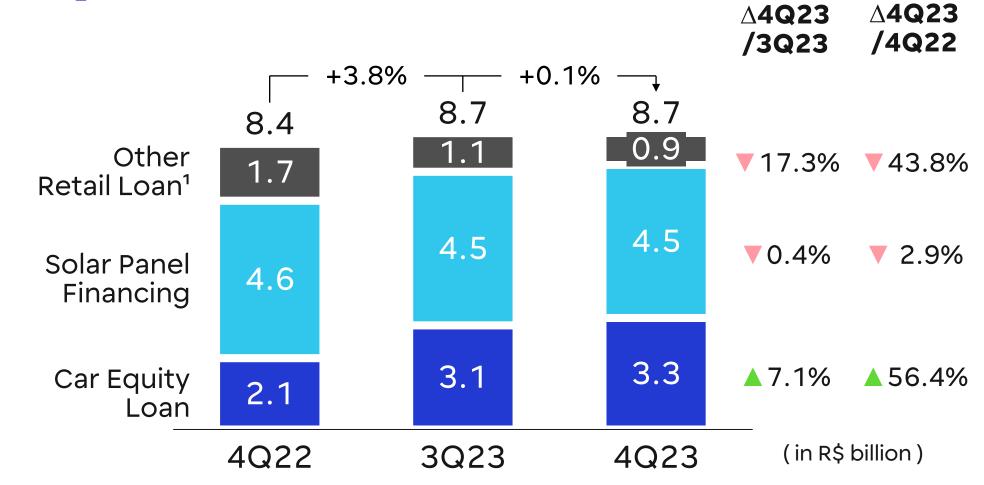
Our vehicle financing mat is 100% digital. In addition to our own origination channels BV website and the new portal NaPista, we have partners such as SoCarrão and Karvi





Other loans and Credit Card: cross-sell leveraging on the autocustomer base

Loans Credit Portfolio of R\$ 8.7 billion



A complete offering to our individual customers:

Solar Panel Financing

BV is the market leader for individuals. Partnership with *Portal Solar* e *Meu Financiamento Solar* (digital partner)

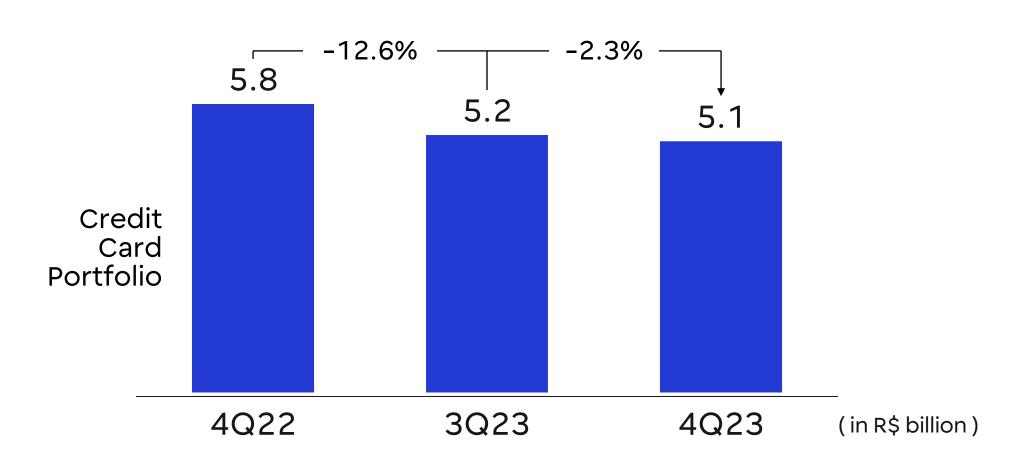
Car equity loan

BV is the market leader. This loan allows customers to use their paid-off vehicle as collateral

Other retail loans

FGTS loan, health procedures financing, private payroll and personal loan

Credit Cards Credit Portfolio of R\$ 5.1 billion



BV offers a range of credit card options according to customer's profile

- Card portfolio: BV Livre, BV Mais and BV Único
- Differentiated benefit: loyalty program, cashback, annual fee discount and vehicle assistance
- Cards app integrated with digital account and vehicle financing services

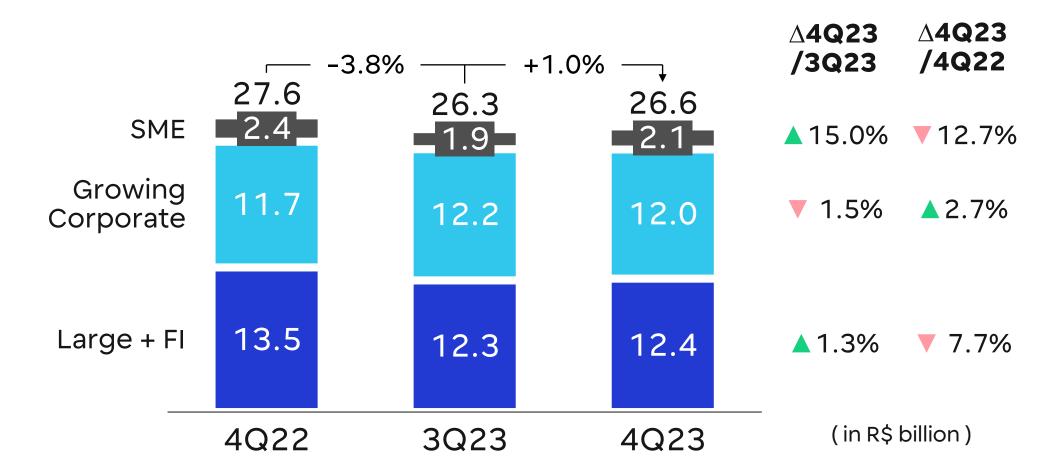


1 - Includes: FGTS loan, Health financing, Private payroll loan, Personal loan

23

Wholesale: Focus on expanding in Growing Corporate and SME

Expanded Portfolio R\$ 26.6 billion



Large Corporate (annual revenue above R\$ 1.5 billion) + Financial Institutions (FI)

• **Strategy:** Opportunistic approach, leveraging products where we have a recognized competitive advantage, such as local DCM (capital markets), cash, exchange

Corporate (annual revenue from R\$ 300 million up to R\$ 1.5 billion)

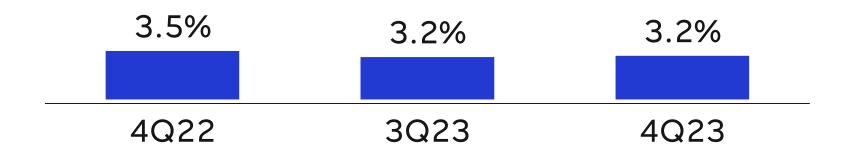
Strategy: Portfolio growth

SME (Small and Medium Enterprises)

• **Strategy:** prepayment of receivables through (i) penetration into the value chain of our CIB customers and (ii) partnership with fintechs

Wide range of products such as cash management, financial structuring, guarantees (guarantees), working capital, hedging, FX, capital markets and M&A

10 Largest Customers represent 3.2% of the Total Credit Portfolio



Wholesale: Exposure by sector

	4Q	22	4Q23			
Sector	R\$ million	Part.(%)	R\$ million	Part.(%)		
Financial Institution	4,206	15%	3,673	14%		
Agroindustry / Agrochemicals	1,762	6%	2,528	10%		
Industry	2,123	8%	2,364	9%		
Project Finance	1,085	4%	1,823	7%		
SME's	2,446	9%	1,604	6%		
Services	642	2%	1,404	5%		
Construction	1,478	5%	1,376	5%		
Retail business	1,865	7%	1,267	5%		
Sugar and ethanol	1,553	6%	1,256	5%		
Telecommunications	902	3%	1,191	4%		
Cooperatives	1,233	4%	1,150	4%		
Electric power	1,004	4%	707	3%		
Vehicle assemblers / Dealers	525	2%	626	2%		
Oil & gas	1,330	5%	506	2%		
Rentals	653	2%	494	2%		
Sanitation	179	1%	426	2%		
Mining	348	1%	383	1%		
Health	295	1%	193	1%		
Pharmaceutical	199	1%	146	1%		
Others	3,774	14%	3,448	13%		
Total	27,602	100%	26,565	100%		



Balance Sheet

Assets

(in R\$ million)	4Q22	3Q23	4Q23
Cash and cash equivalents	681	3,397	680
Financial assets	112,509	120,089	129,988
Interbank funds applied	1,350	2,474	4,784
Securities and derivative financial instruments	40,539	40,660	49,929
Derivative financial instruments	1,307	3,784	1,376
Interbank accounts or relations	1,961	2,439	3,231
Loan Portfolio	70,318	71,957	74,272
Allowance for loan losses	(5,597)	(5,997)	(5,975)
Other financial assets	2,631	4,772	2,372
Non-financial assets held for sale	208	262	251
Tax assets	8,012	8,478	8,886
Investments in subsidiaries, associates and joint ventures	189	250	243
Property for use	87	70	68
Intangible assets	1,074	1,219	1,508
Other assets	1,059	1,244	1,034
TOTAL ASSETS	123,820	135,010	142,657

Liabilities

(in R\$ million)	4Q22	3Q22	4Q23
Financial liabilities	105,997	118,259	125,514
Deposits	23,425	25,959	27,363
Money market repurchase commitments	18,278	18,583	28,368
Securities issued	39,958	41,939	43,236
Interbank accounts	3,472	3,010	3,034
Borrowings and domestic onlendings	6,641	7,558	5,614
Derivative financial instruments	1,806	4,937	2,640
Subordinated debts and debt instruments eligible as capital	2,668	2,600	2,652
Other financial liabilities	9,750	13,672	12,606
Tax liabilities	393	332	517
Provisions for contingencies	595	552	577
Other liabilities	2,045	2,308	2,070
SHAREHOLDER'S EQUITY	14,790	13,558	13,980
Shareholders Equity	12,888	13,026	13,431
Minority shareholders ¹	1,902	532	548
TOTAL LIABILITIES	123,820	135,010	142,657



Managerial Income Statement

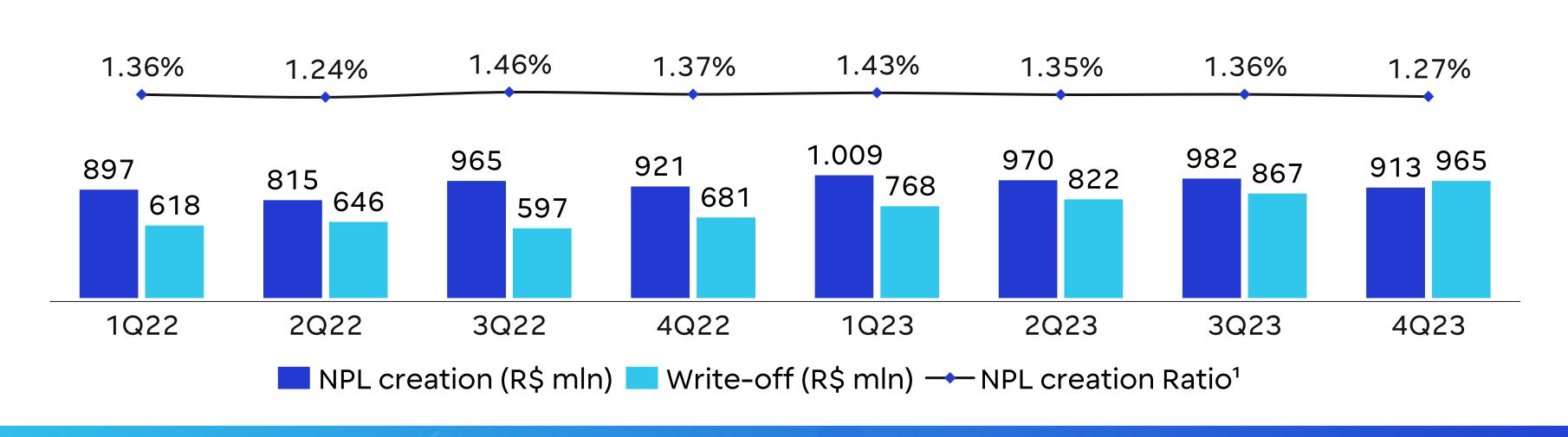
Managerial Income Statement

n R\$ million)	4022	4Q22 3Q23		4Q23 2022		Δ%		
	4022	3023	4Q23	2022	2023	4Q23/3Q23	4Q23/4Q22	2023/2022
Total Revenue (i + ii)	2,552	2,752	2,763	9,917	10,619	0.4	8.3	7.1
Gross financial margin (i)	2,013	2,177	2,114	7,968	8,415	-2.9	5.0	5.6
Financial margin with clients	1,912	1,958	1,976	7,261	7,665	0.9	3.4	5.6
Financial margin with the market	102	219	138	707	750	-37.1	35.3	6.1
Income from services and insurance brokerage (ii)	538	575	650	1,950	2,204	13.0	20.7	13.0
Cost of risk	(952)	(1,149)	(978)	(3,026)	(4,345)	-14.9	2.8	43.6
Operating expenses	(1,231)	(1,365)	(1,542)	(4,950)	(5,218)	13.0	25.2	5.4
Personnel and administrative expenses	(816)	(818)	(862)	(3,153)	(3,189)	5.4	5.6	1.1
Tax expenses	(148)	(150)	(186)	(576)	(612)	23.3	25.6	6.3
Other expenses (income)	(267)	(396)	(494)	(1,221)	(1,417)	24.7	85.0	16.0
Result before taxes and contributions	369	239	243	1,942	1,056	2.0	-34.0	-45.6
Income tax and social contribution	(21)	69	79	(204)	232	14.6	-479.2	-214.1
Minority interests	(70)	(22)	(20)	(273)	(135)	-9.4	-71.5	-50.6
Recurring Net Income	279	285	302	1,465	1,154	5.9	8.5	-21.2



Asset Quality - NPL Creation

NPL Creation (in R\$ million)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Classified Loan Portfolio (A)	65,688	66,084	67,379	70,318	71,710	72,016	71,957	74,272
90-day NPL Balance (NPL)	2,683	2,852	3,220	3,461	3,702	3,849	3,965	3,912
Quarterly NPL Variation (B)	278	169	368	241	241	147	116	-52
Write-off (C)	618	646	597	681	768	822	867	965
NPL Creation (D=B+C)	897	815	965	921	1,009	970	982	913
NPL Creation Ratio¹ (D/A)	1.36%	1.24%	1.46%	1.37%	1.43%	1.35%	1.36%	1.27%



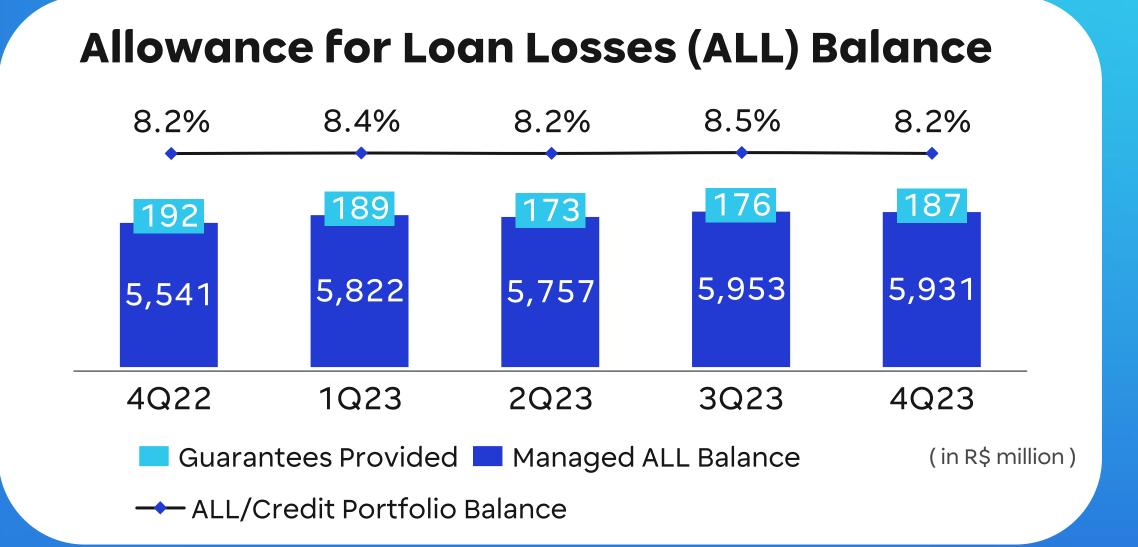


1- Change in overdue balance over 90 days (NPL) + write-offs for loss in the quarter (write-off), divided by the final portfolio of the previous quarter

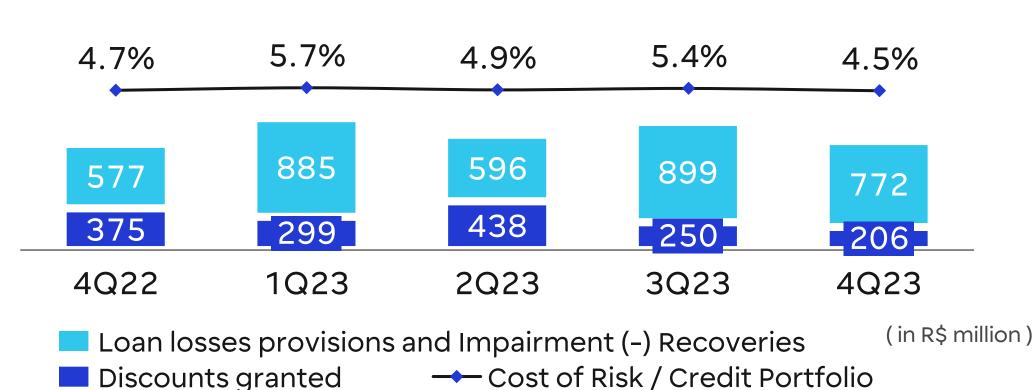
Asset Quality Indicators

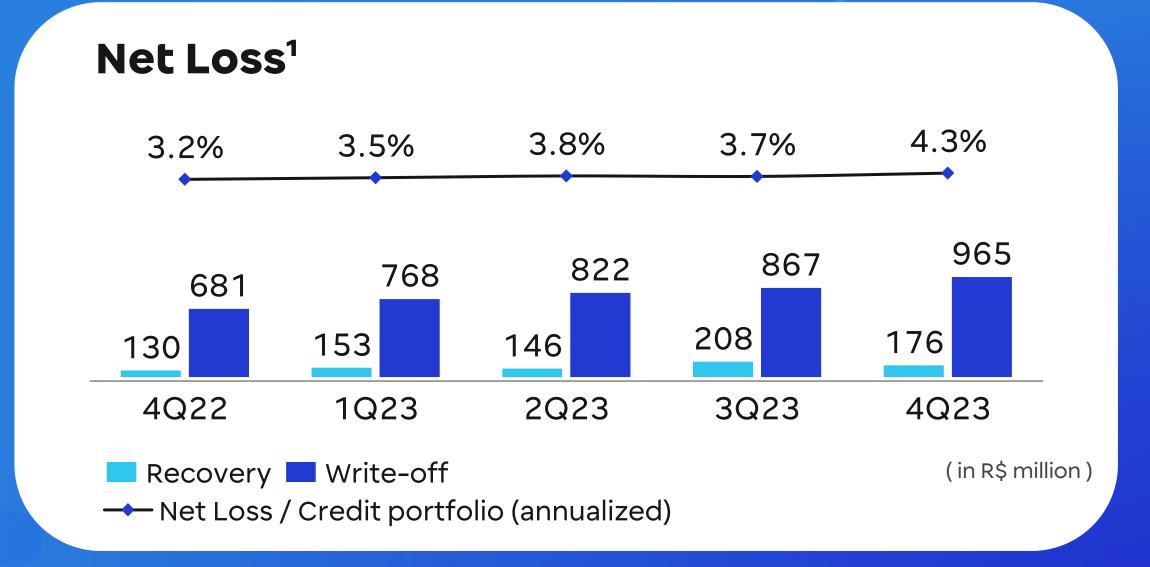
Loan Portfolio rated by Risk Level 13.3% 12.2% 13.2% 13.9% 13.9% 87.8% 86.1% 86.8% 86.7% 86.1% 1Q23 2Q23 3Q23 4Q22 4Q23

D-H AA-C



Result of Loan Losses, Guarantees and Impairments



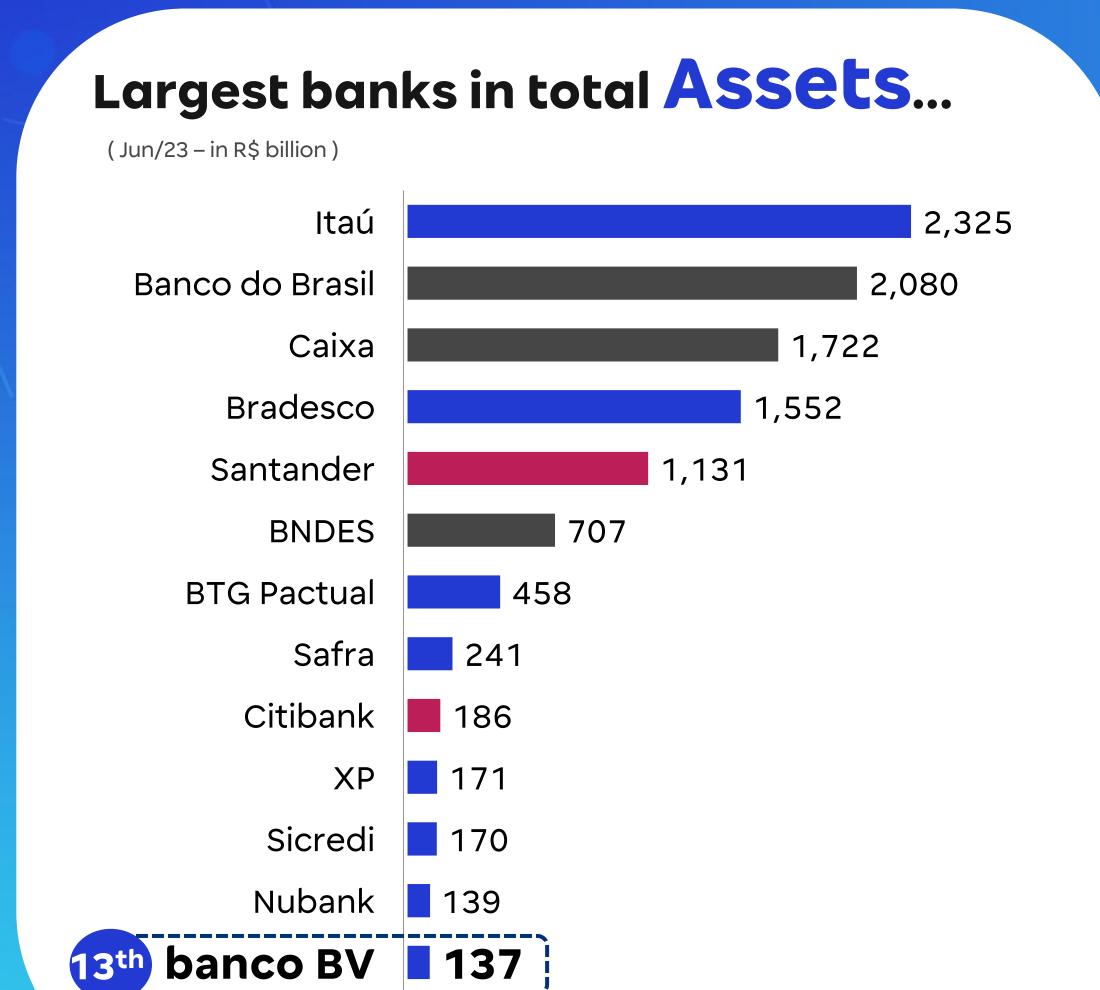




1 - Net loss = loans written-off t+ income from credit recovery

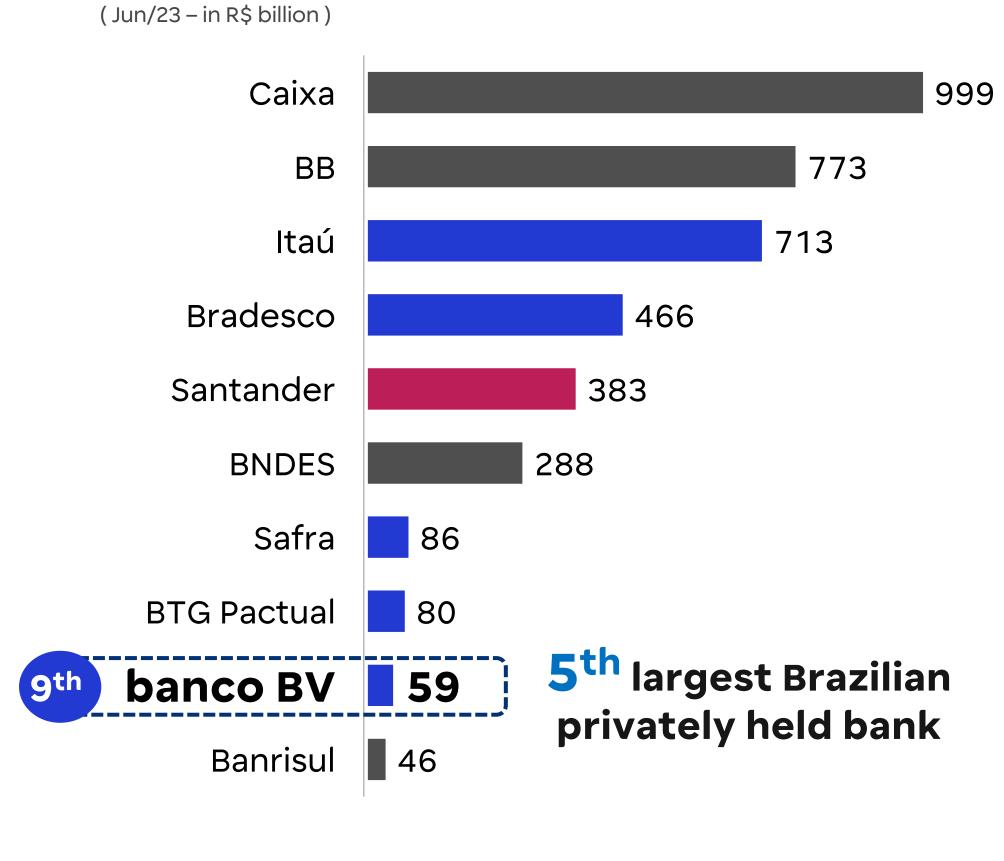
Banco BV is one of the main banks in Brazil...

Top 10 largest in credit portfolio



■ State-owned ■ Foreigners ■ Brazilian Privately-Held







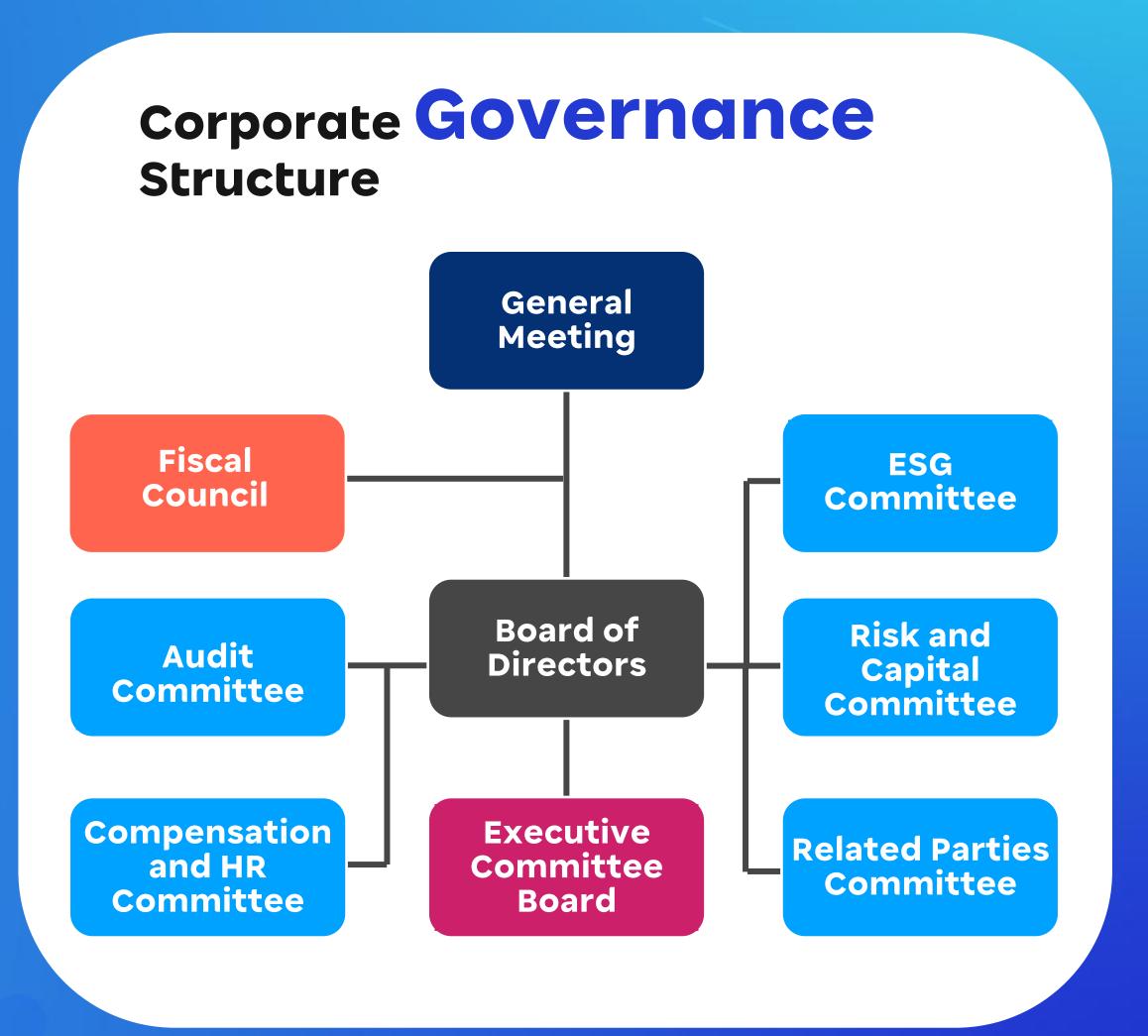


1- Portfolio classified by Central Bank Resolution 2,682

... with strong shareholders and corporate governance

BV's governance is aligned with the best market practices, committing to the principles of transparency, equity, accountability and corporate responsibility







Rating

BV's global rating is limited by the sovereign rating, currently at Ba2 (Moody's) and BB (S&P)

RATING AGENCIES		Global	Scale	Local Scale		
		Local Currency	Foreign Currency	Local Currency		
		Ba2				
Moody's	Long-Term	(stable)	Ba2	AA.Br		
	Short-Term	NP NP		A-1.br		
Standard & Poor's	Long-Term	BB (stable)				braaa
Standard & Poor S	Short-Term	B brA-1+		brA-1+		



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