

# The best of two worlds

We combine the financial strength of a large bank with the digital mindset



## / About banco BV

banco BV is one of the largest<sup>1</sup> financial institutions in the country in terms of assets and operates in the segments of retail, corporate banking, asset management and private banking. We have a prominent position in vehicle financing<sup>2</sup> and, through BVx, our innovation business unit, we are one of the main partners of startups. banco BV is committed to the ESG pillars, contributing to social development and reducing environmental impact. A signatory to the UN Global Pact and the PRI, banco BV offset its carbon emissions and, since January 2021, it has neutralized the emission of vehicles that are financed by the institution, its main line of business. [bancobv.com.br](http://bancobv.com.br)

## / Ownership Structure and Corporate Governance

We have a solid shareholder base, constituted by the Votorantim Group, one of the largest industrial conglomerates in Latin America, and Banco do Brasil, one of the largest financial institution in Brazil, with over 200 years of experience. Each of the shareholders controls 50.00% of the capital of banco BV. The administration of banco BV is shared between the shareholders Votorantim Finanças and Banco do Brasil, with equal participation in the Board of Directors. The Board is composed of 7 members, being 3 members appointed by each of the controlling shareholders and 1 independent member.



## / 3Q22 Highlights



### Consistent Results

#### Recurring Net Income and ROE

**R\$ 387 mln** (3Q22)

▼ 4.0% vs 3Q21

**12.6%** (3Q22)

vs 13.9% in 3Q21

**R\$ 1.187 mln** (9M22)

▲ 3.3% vs 9M21

**13.3%** (9M22)

vs 13.7% in 9M21

## Advances in the Diversification Strategy



**Credit Portfolio**

**R\$ 78.3 bn**

▲ 4.0% vs 3Q21

**Solar Panel**



**96%**

R\$ 4.1 bn

**Credit Card**



**39%**

R\$ 5.5 bn

**SME**



**78%**

R\$ 1.6 bn

## Solid Balance Sheet

**Coverage Ratio**

**179%**

vs 202% in the 2Q22

**Liquidity Coverage Ratio**

**225%**

vs 216% in the 2Q22

**Basel Ratio**

**17.0%**

vs 17.1% in the 2Q22

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## / Diversified business portfolio

### Retail

#### Auto Finance

- / **Highlight** in the used light vehicle segment
- / **Capillarity:** +21 thousand auto dealers; digital partners
- / **Innovation and digital transformation:** 100% digital contracting process;
- / **96%** of automatic credit analyzes

Prominent position in the financing of used light vehicles

R\$ 40.7 bn  
↓ 4.0% vs 3Q21

#### Other Retail

Growth and diversification, with high cross-sell potential

- / **Credit Card:** Portfolio increased 39%
- / **Solar Panel Financing:** Segment leadership. Portfolio growth of 96% vs 3Q21
- / **Car Equity:** Segment leadership. Portfolio with growth of 76% vs 3Q21
- / **Other Retail Loans:** private payroll, personal loan, student loan, medial procedure finance, FGTS credit

R\$ 13.0 bn  
↑ 59.1% vs 3Q21

### Wholesale

#### Corporate & Investment Banking

- / **Corporate Banking**  
Corporate (>R\$ 300 million)  
Large Corporate (>R\$ 1.5 billion)  
SME (prepayment of receivables)
- / **Banking as a Service**  
Settlement and custodian bank for startups and fintechs

Expansion in the Corporate segment +11% vs 3Q21 (55% of on balance portfolio) and SMEs +78% vs 3Q21

R\$ 24.6 bn  
↓ 0.6% vs 3Q21

#### Wealth Management

Prominent position in structured funds. 51% of AuM backed by the real economy

R\$ 49 bn  
Asset under Management

- / **BV Asset**  
9<sup>th</sup> largest real estate fund manager (Anbima ranking Sep/22);
- / **BV Private**  
7<sup>th</sup> largest Asset under Custody (Anbima ranking Sep/22)

In August/22, as announced to the market, we signed a strategic partnership with Bradesco for the formation of an independent wealth management. Completion of the transaction is subject to the fulfillment of certain precedent, legal and regulatory conditions..

**Credit Portfolio<sup>1</sup>**  
R\$ 78.3 bn  
+4.0% vs 3Q21



BVx is the innovation business unit that generates value through connection with the startup and fintech ecosystem, with co-creation methods, proprietary developments and investments in strategic partnerships

BVx/vc BV/open BVx/lab

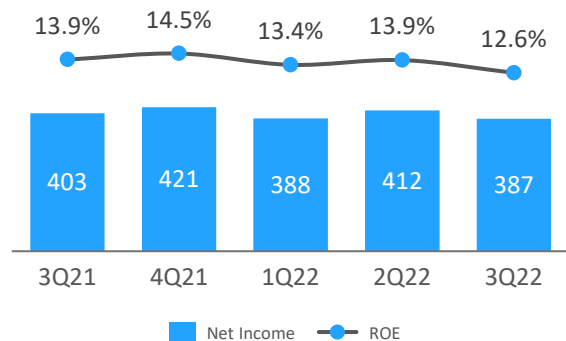
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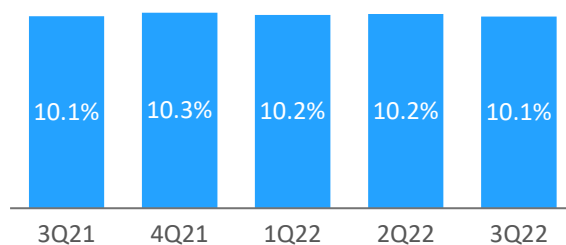


## Financial Highlights

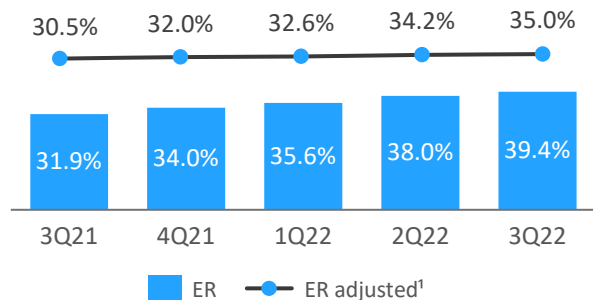
NET Income (R\$ M) and ROE (%)



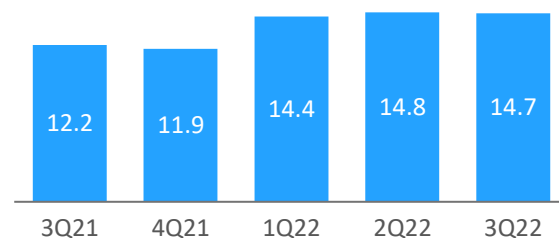
Financial Margin – NIM Clients (%)



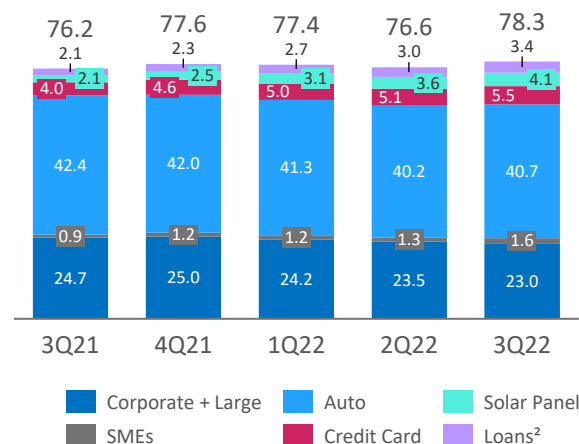
Efficiency Ratio (ER) - LTM



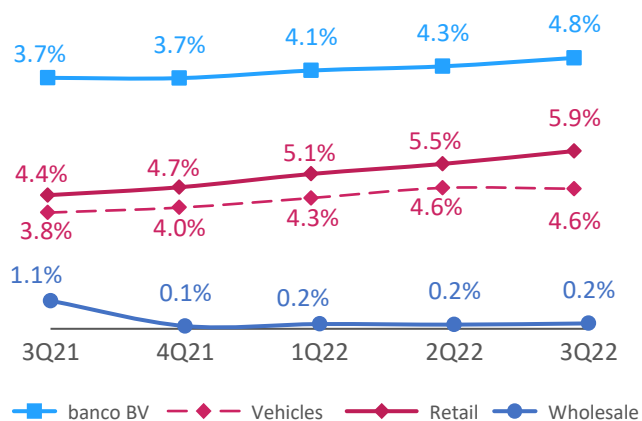
Shareholders Equity (R\$ B)



Credit Portfolio (R\$ B)



90-days NPL Ratio (%)



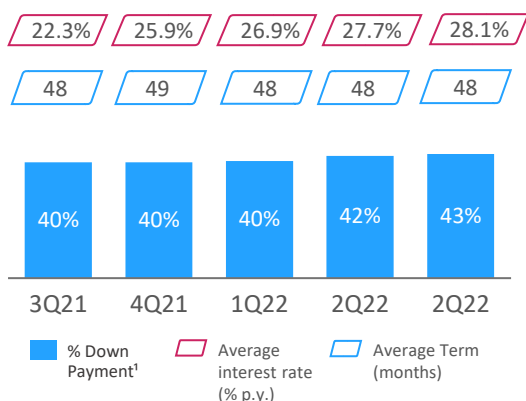
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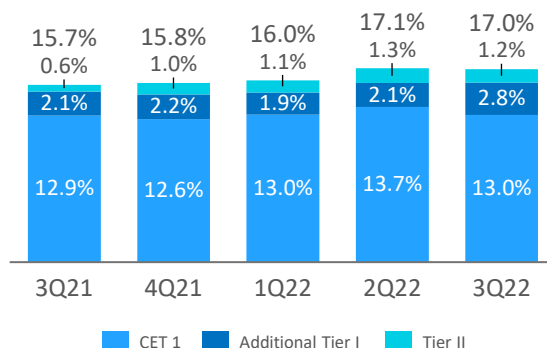


## Financial Highlights

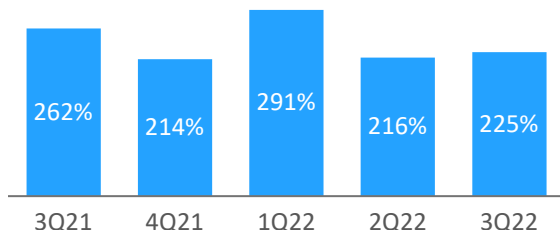
### Auto Finance Origination Standards



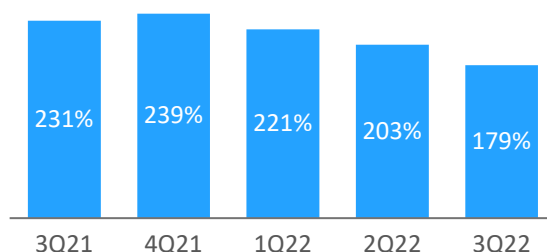
### Basel Ratio (%)



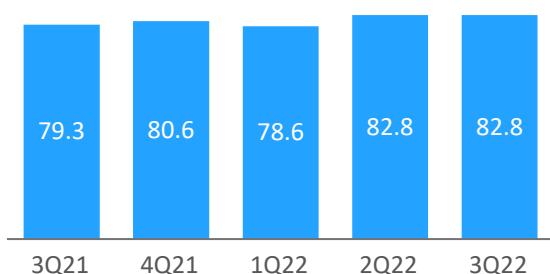
### Liquidity Coverage Ratio – LCR (%)



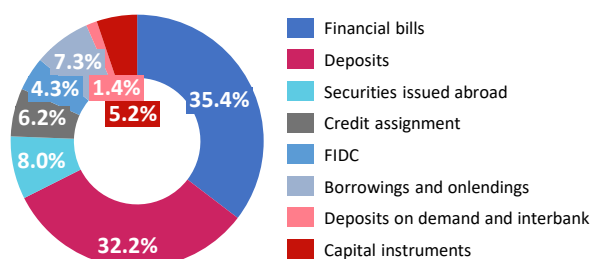
### Coverage Ratio (%)



### Funding (R\$ B)



### Funding by Instrument 3Q22



**Maturity gap: 20 days**  
365 days (Assets) vs.  
345 days (Liabilities)

### Ratings

Agencies	Internacional	Global
Moody's	AA.br	Ba2
S&P	brAAA	BB-

1. Calculated on the informed value of the vehicle.  
Source: IR banco BV, available in Results Center "Earnings Release" - <https://ri.bv.com.br/en/investor-information/results-center/>

## / ESG Initiatives (Environmental, Social and Governance)

Our ESG agenda is based on 3 pillars of action: **1) neutralizing our environmental impact; 2) accelerate social inclusion** and; **3) mobilize resources to promote sustainable business**. In 2021, we launched our public commitment with 5 targets to be met by 2030, which are aligned with the UN Sustainable Development Goals. In 3Q22, we highlight the following initiatives and achievements within our ESG agenda:

### We offset 100% of the CO2 emitted by the vehicles we finance

Since January 1, 2021, all vehicles financed by the banco BV have their CO2 emissions offset. The initiative is a pioneer among Brazilian banks and has already accounted for 1.6 million tons of CO2 offset by the end of 3Q22. The total number of vehicles included in the program already corresponds to the vehicle fleet in the city of Salvador, Bahia.

### Sustainable business

In line with our commitment to mobilize R\$ 80 billion in resources to foster sustainable business by 2030, from the beginning of 2021 up to the end of 3Q22 we have already financed and distributed R\$ 12.6 billion to retail and wholesale ESG businesses.

### Green funding

During 3Q22, we raised an additional US\$ 100 million (approximately R\$ 517 million) from the International Finance Corporation (IFC), a member of the World Bank Group, which, similarly to the previous tranche of US\$ 50 million, will be used to strengthen and expand access to financing for electric, hybrid and multi-fuel vehicles. As a result, over 2022, considering funding from the IFC and green CDBs, there are already more than R\$ 1.0 billion in green funding to strengthen the sustainable agenda in Brazil.

### Inauguration of new social institutes

Since 2018, we have a platform for social support through sport, which has social projects by renowned Brazilian athletes and former athletes. In August, in Joinville, we inaugurated the project of the greatest female Paralympic medalist in Brazil, Adria Santos. The project will assist children from 6 to 12 years old who may or may not have vision disorders. Altogether, BV supports 10 social institutes that have directly impacted the lives of more than 2,000 people.

### ESG Committee (Environmental, Social and Governance)

In 2020, we created our Sustainability Committee, reporting to the bank's Executive Committee. To strengthen our governance structures, in July 2022 the Sustainability Committee became the ESG Advisory Committee to the Board of Directors.

### Signing of the UNEP FI

We have become official signatories to the UN Principles for Responsible Banking. The Principles are the main framework for ensuring that banks' strategy and practice are aligned with the vision society has set for its future in the UN Sustainable Development Goals and the Paris Climate Agreement..

## / 2022 Great Place to Work – GPTW

Banco BV was ranked as the **2nd best financial institution to work for**, according to the 2022 Great Place to Work (GPTW) certification. The main results were:

- ✓ We are an increasingly diverse and inclusive bank...
- ✓ ...which welcomes and receives people with empathy
- ✓ Acting with ethics and transparency...
- ✓ ... and filling its employees with pride



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## / Digital Strategy

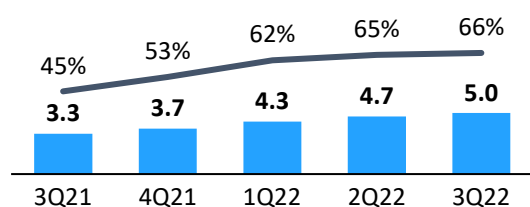
### Digital Bank

The total number of BV individual customers who were converted to banking clients reached the mark of 66%, the digital bank's engagement metrics remain robust.

#### BV Individuals Customers vs Banking Clients<sup>1</sup>

##### Conversion Rate

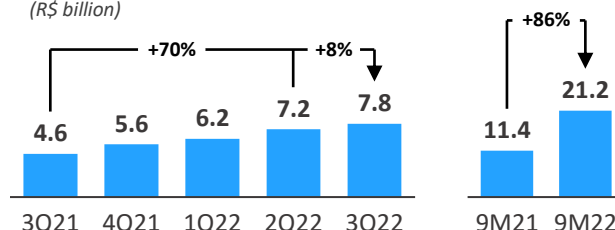
(in millions and %)



#### Transaction volume progress

##### (TPV)

(R\$ billion)



Positioning ourselves as a partner bank, that gives our customers the breath when they need it, that helps them with their financial problems is our mission. To further strengthen this position, in 3Q22 we launched *Empréstimo Fácil*, a type of loan that releases up to R\$300 on the spot, which can be used in any emergency, with payment within up to 60 days made directly into the BV Account..

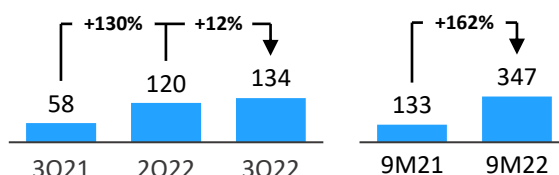
In addition to the *Empréstimo Fácil*, we also offer our customers the option of activating automatic credit card debit during the opening of an account. This new feature meant that 30% of new carton customers were born with active automatic debit, contributing to greater customer engagement.

### Scaling up our BV open platform

We ended 3Q22 with **60 BV Open partners** from the most varied sectors connected to our platform. Moreover, YTD September 2022, we reached **347 million transactions** carried out in our Banking as a Service (BaaS) platform:

#### Transactions carried out in the BaaS Platform

(in millions)



## / Customer Centricity

Our initiatives aimed at improving customer experience continue to bring results: we consistently record positive reviews on the *Reclame Aqui* and *Consumidor.gov.br* platforms.

We also highlight continuous evolutions in the transactional NPS (Net Promoter Score) in the customer service channel and collection sector, as presented below:

	Customer service	Collection service	Ombudsman
<b>NPS</b> (Net promoter Score <sup>2</sup> )	<b>73</b> vs 74 in 3Q21	<b>72</b> vs 72 in 3Q21	<b>84</b> vs 81 in 3Q21