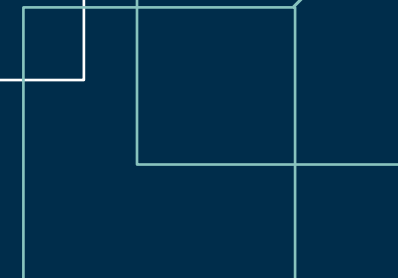
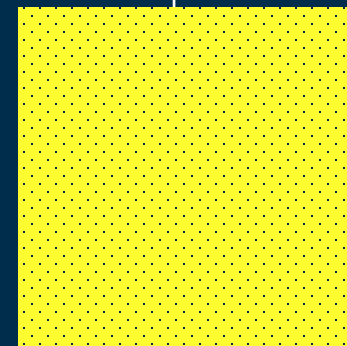


Earnings
Presentation

4Q22

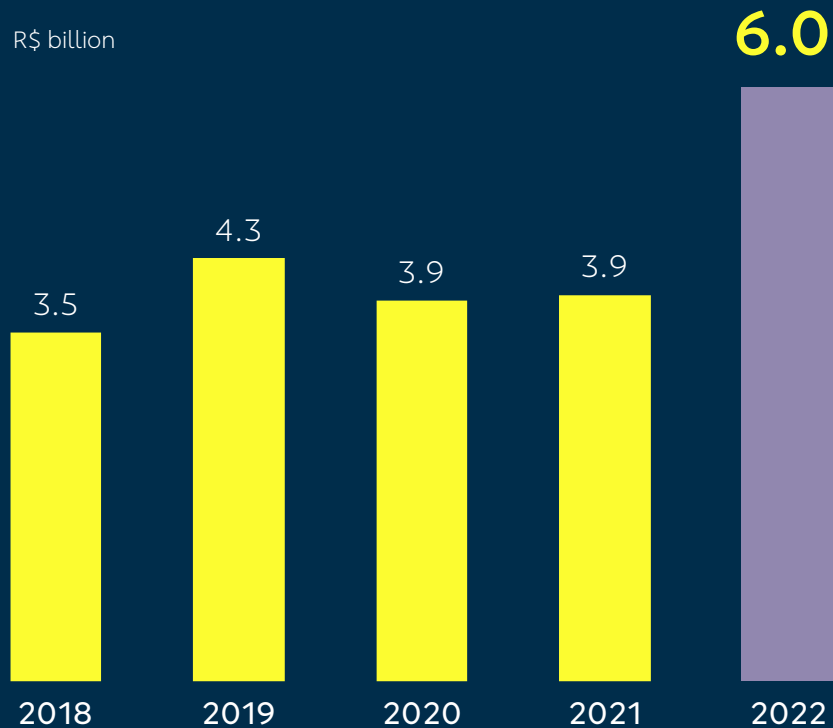




2022 highlights

All-time high Net income

R\$ billion



Insurance

R\$ **15.8 bn** in premiums (↑ 31%)

31% loss ratio (↓ 8.3 p.p.)



Pension plans

R\$ **52.8 bn** in contribution (↑ 16%)

R\$ **1.7 bn** in net inflows
(vs. -R\$783 mm in 2021)



Premium bonds

R\$ **5.9 bn** in collection (↑ 38%)



Brokerage

R\$ **4.7 bn** in brokerage revenues
(↑ 18%)



Dividends

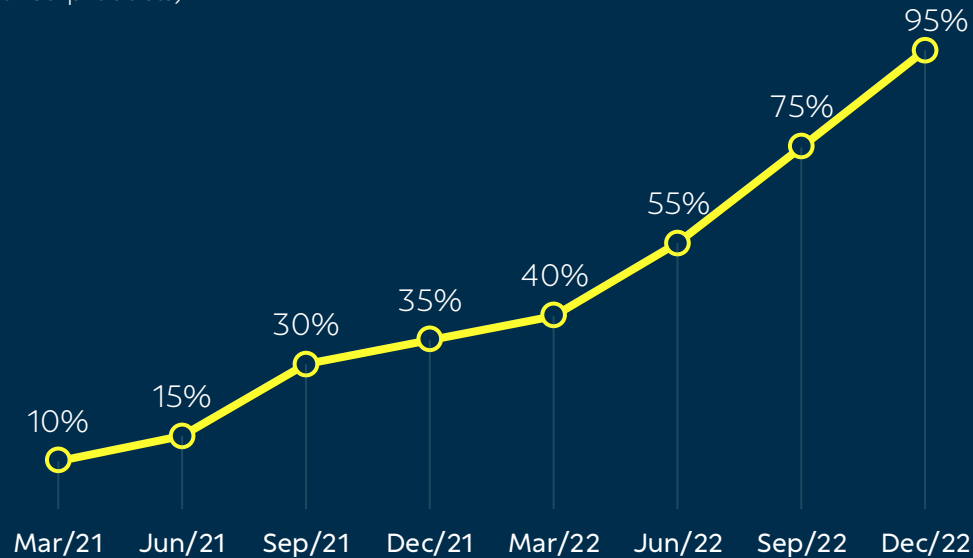
R\$ **5.7 bn**

95% payout ratio

We invest in **Digital Transformation...**

New IT architecture

(% of prioritized products)



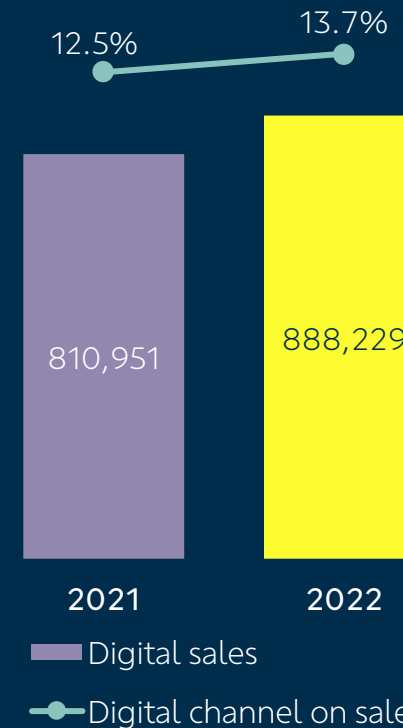
R\$565 mm

Invested in 2022 to accelerate the digital transformation (+70% on 2021)

... in the expansion of sales in own and BB **digital channel**

Sales through digital channel (ex-rural)

(quantity)



+9.5%

products sold through **digital channels**

R\$ 3.9 bn

originated using data analytics to reach out customers through digital marketing (+97% on 2021)

Presence on channels where **customers want to be served.**

Channels



BB branches



Mobile



Whatsapp



Web



Partners

Distribution model diversification

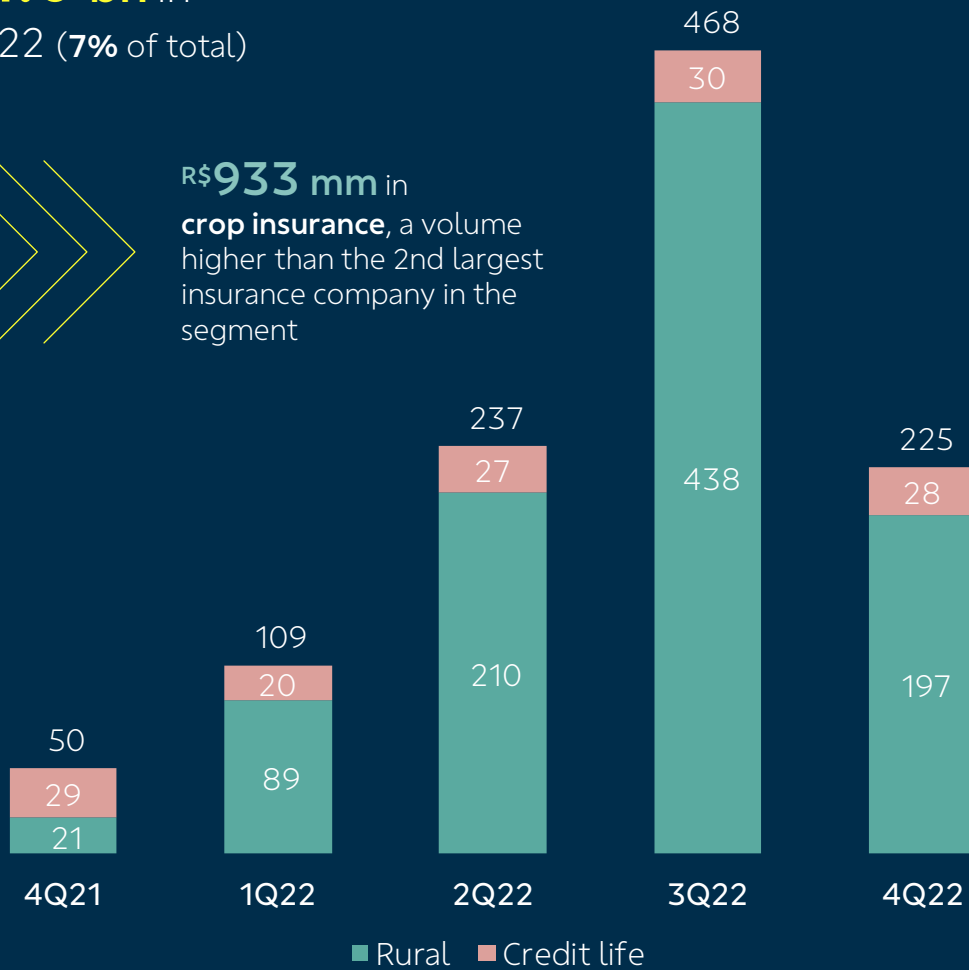
Brasilseg's premiums written via partners

(R\$ million)

R\$1.0 bn in
2022 (7% of total)



R\$933 mm in
crop insurance, a volume
higher than the 2nd largest
insurance company in the
segment



New partnerships in 2022



36 rural cooperatives and agro sellers



573 agro banking correspondents



21 partners from different segments
(financial institutions, *loyalty*, benefits, postal service, retail, large risks and transport, etc.)



+15 partnerships
under negotiation



In 2023 the focus will be:

- ✓ monetizing the operation of partners already prospected
- ✓ search of high-potential partners
- ✓ diversify the segments

Customer experience

Expansion in bancassurance customer base¹



+5.1%

customer base increase
in 2022

+19% premium
bonds

+13% home
insurance

Satisfaction and recommendation

Continuous improvement of service helps the customer base increase with quality

NPS²

Evolution in the main business lines in 2022



Rural

+12 pts



Premium bonds

+13 pts



Term life

+11 pts

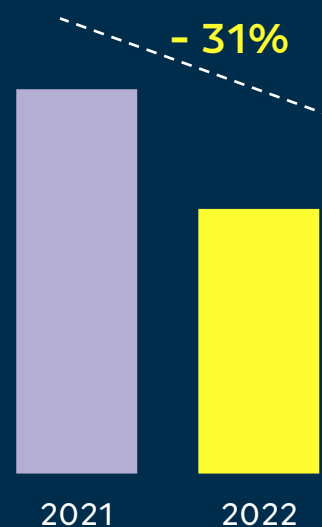


Pension plans

+20 pts

Complaints

Relevant improvement



Creation and revitalization

of products and solutions

+39



PF³ **+28**



PJ⁴ **+7**



Rural **+4**

Relationship program



Segmentation by protection score | complementary to BB's segmentation

Cross-sell potential

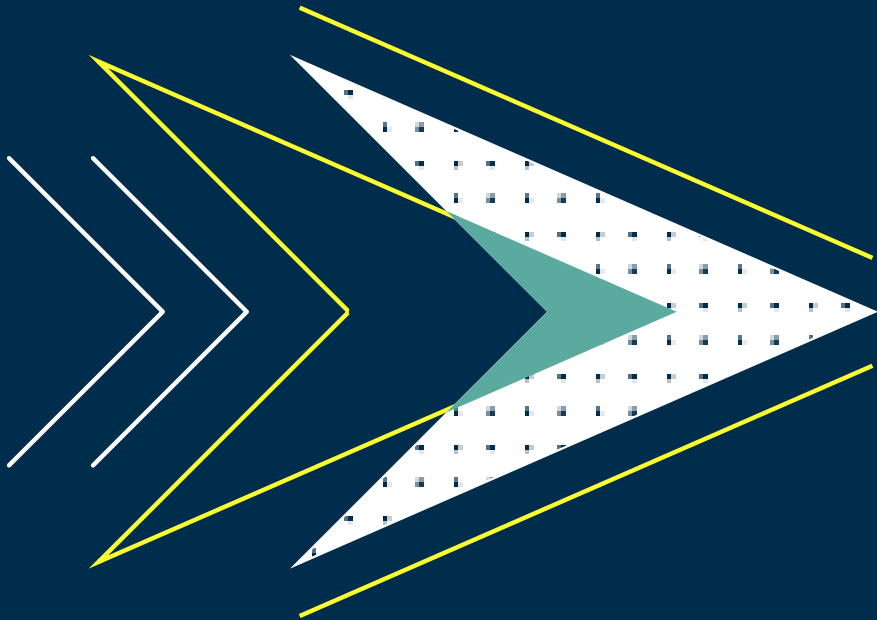
Consolidated vision | More engaged customers are 10x more profitable

³PF: individuals

⁴PJ: companies

¹Dec/22 vs. Dec/21

²NPS 4Q22 vs. 4Q21



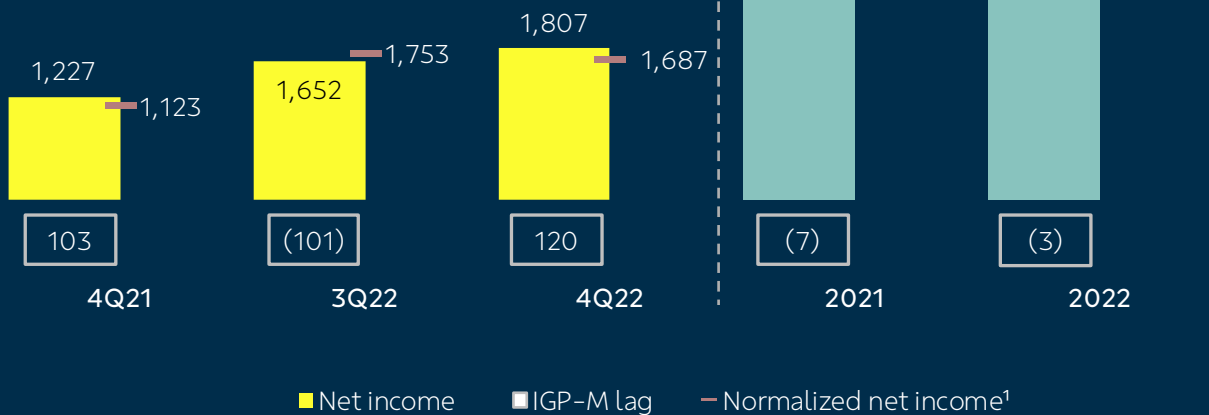
Our numbers

Net income growth

R\$ million

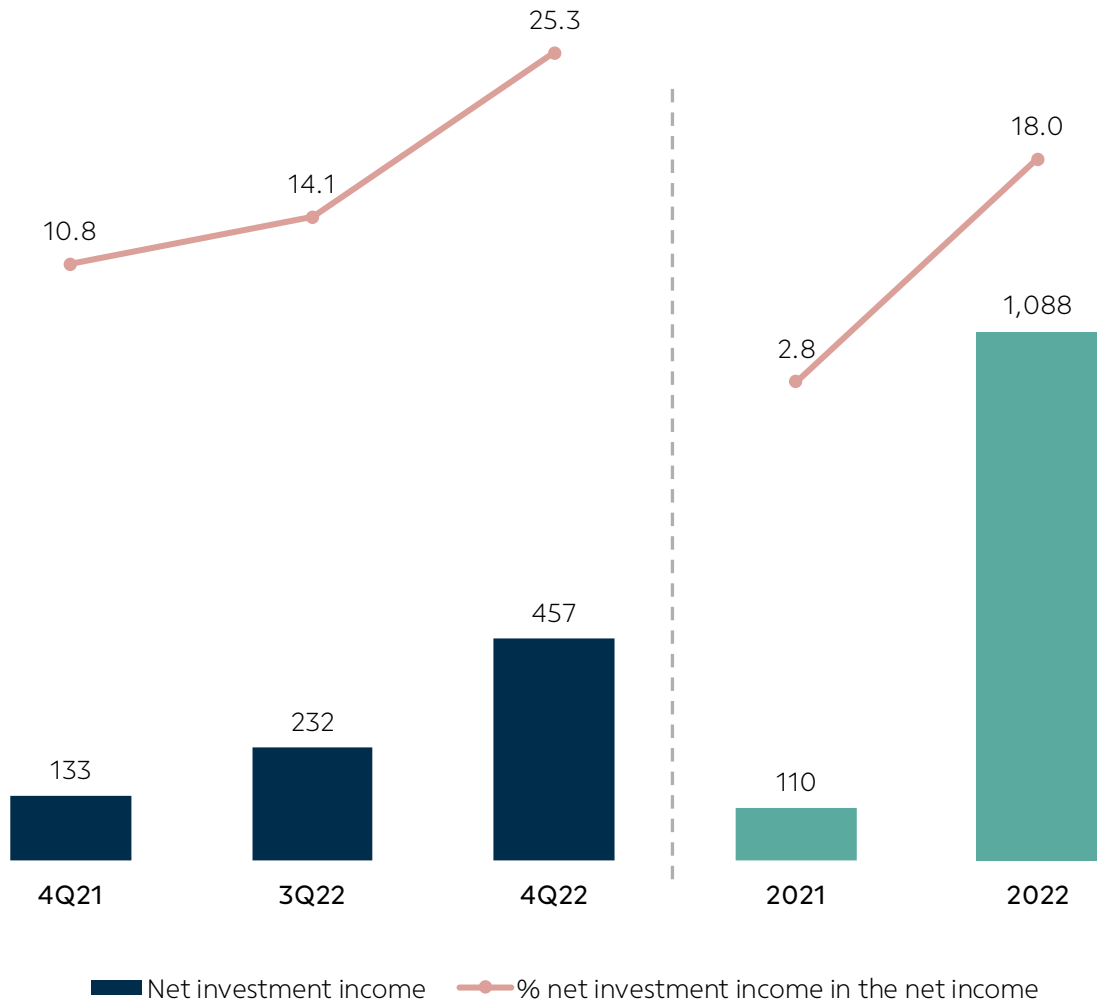
+47%

+54%



1 – Adjustment of the one-month lag in the IGP-M accrual on liabilities

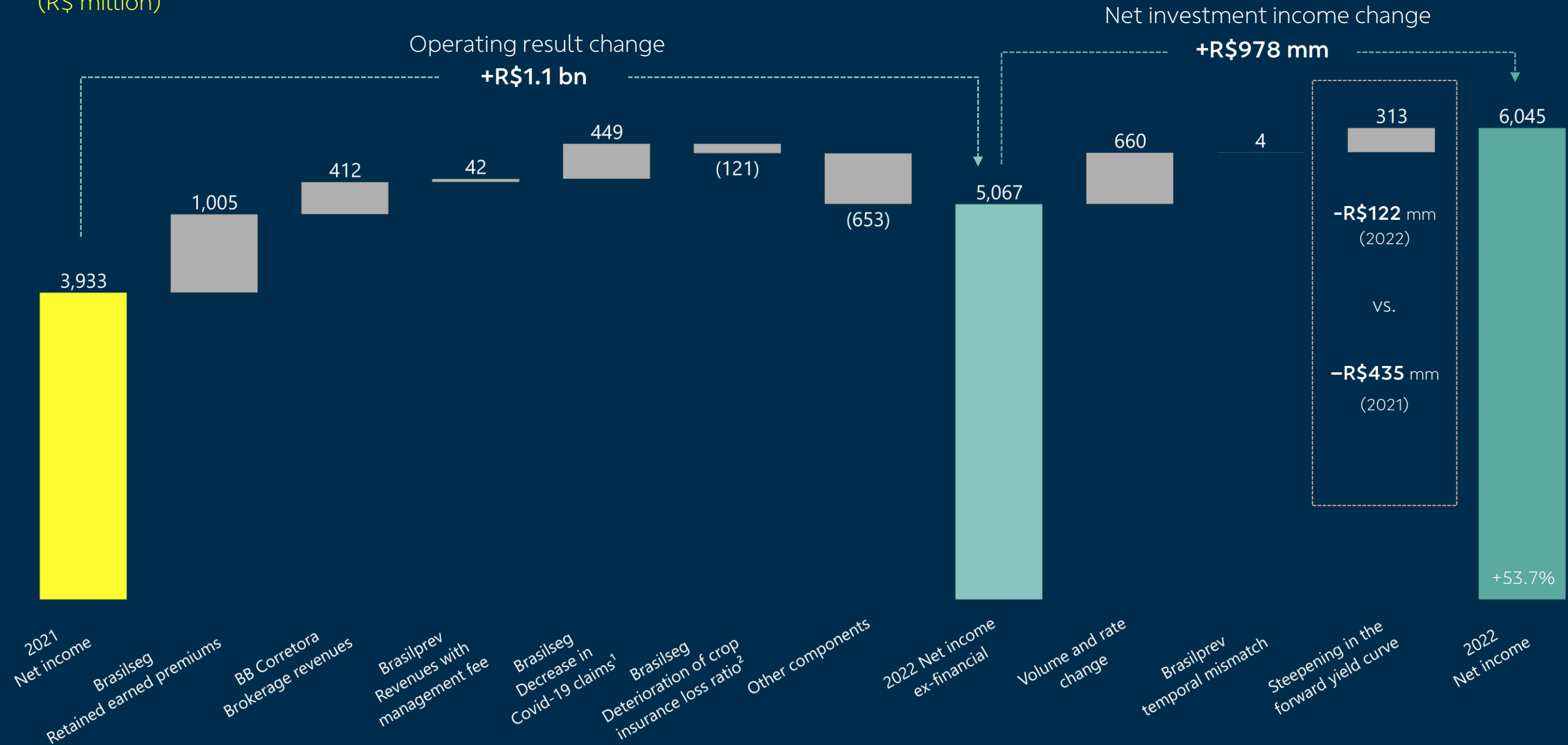
Consolidated net investment income² (R\$ mm)



2 – Net of taxes considering the effective tax rate of each company.

Net income main components

(R\$ million)



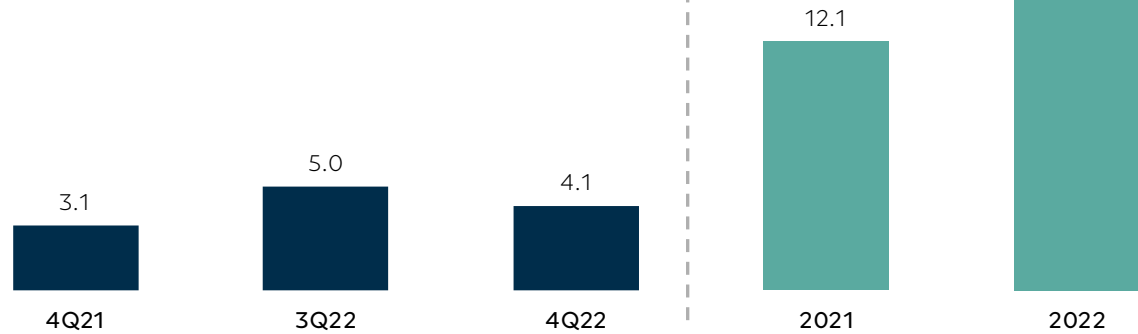
1 – Claims reported until January 02, 2023 (products with death coverage)

2 – Change in retained claims considering the loss ratio reported in 2021

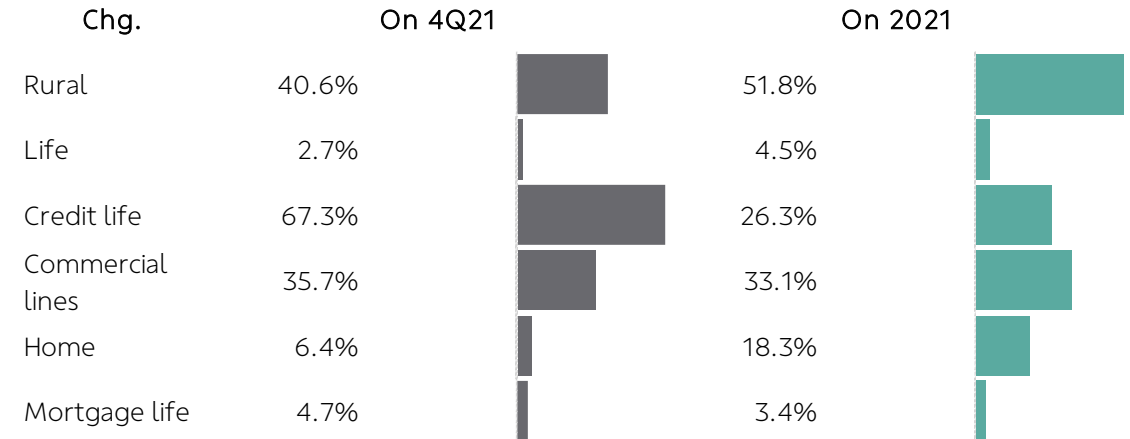
Brasileg

Premiums Written (R\$ bn)

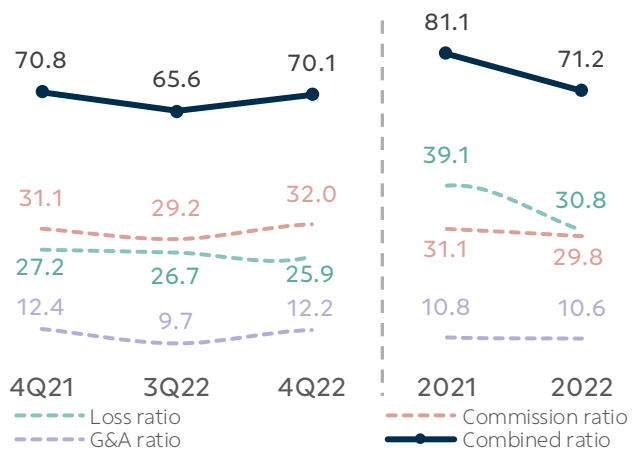
QoQ: -18%
YoY: +32%



Premiums Written by Segment

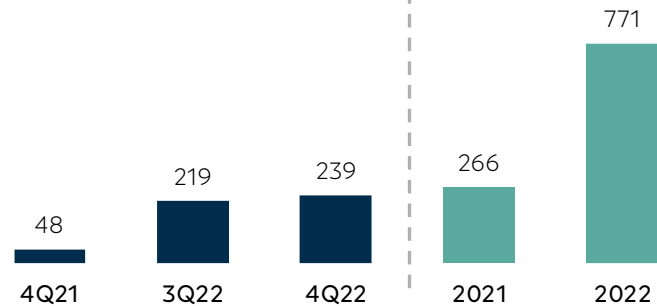


Performance Ratios (%)



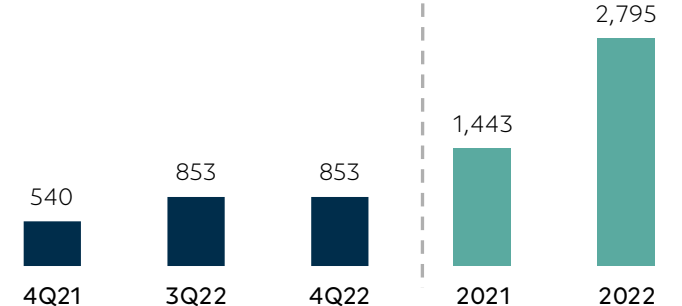
Net Investment Income (R\$ mm)

QoQ: +9%
YoY: +395%



Net Income (R\$ mm)

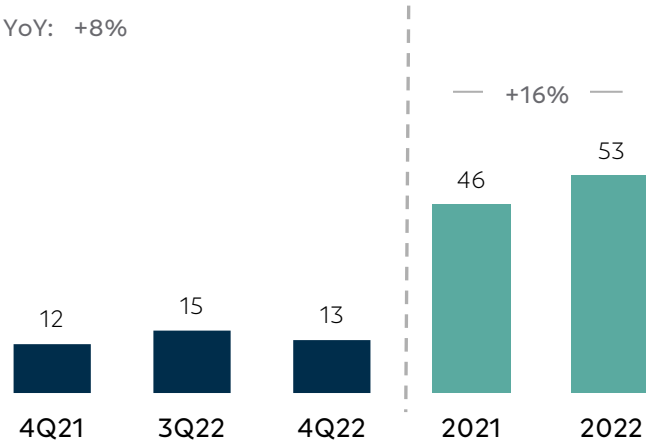
QoQ: -0.01%
YoY: +58%



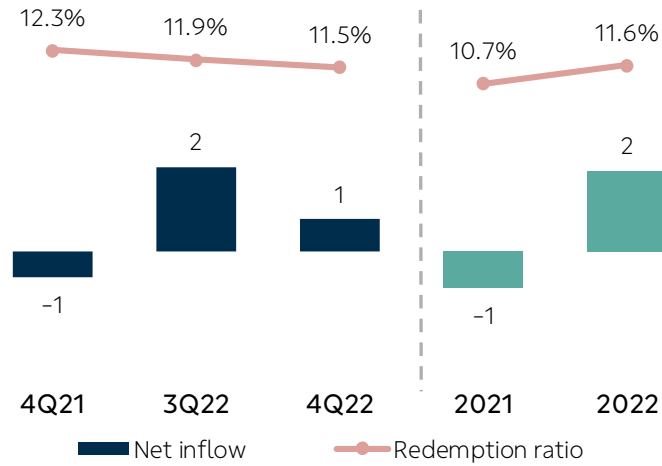
Brasilprev

Contributions (R\$ bn)

QoQ: -14%
YoY: +8%

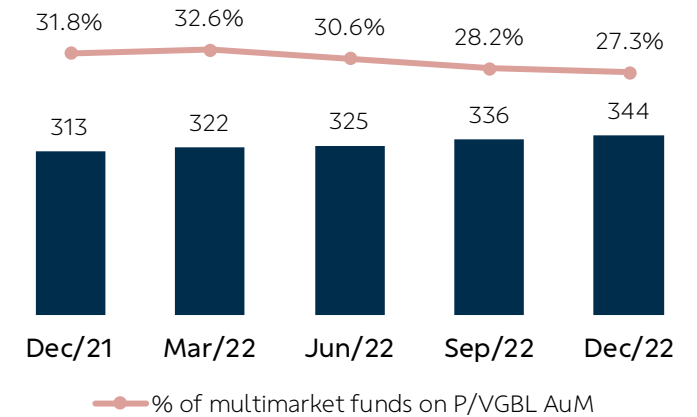


Net Inflows (R\$ bn)

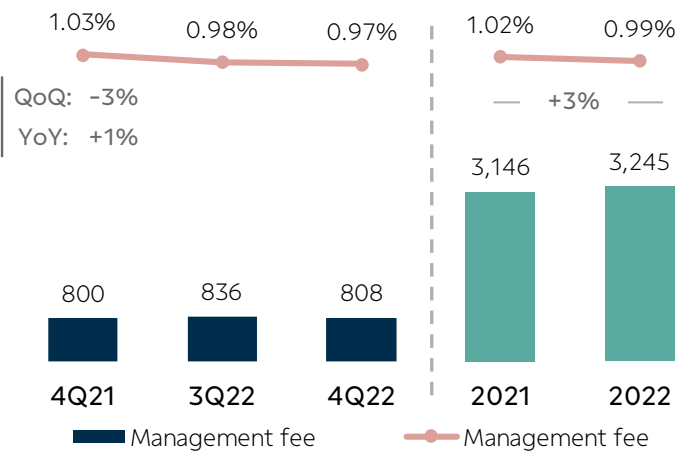


Reserves (R\$ bn)

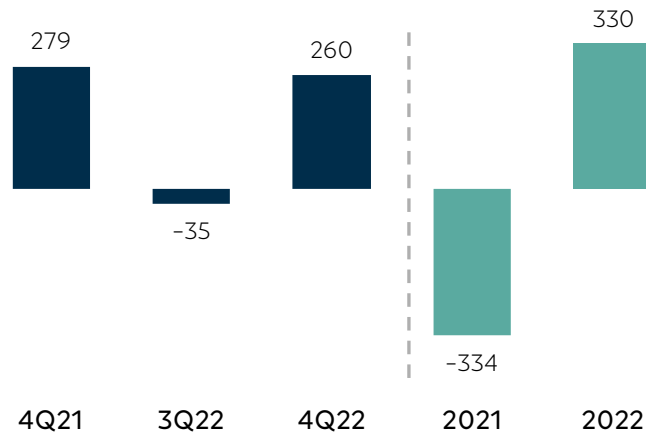
QoQ: +2%
YoY: +10%



Management Fee (R\$ mm)

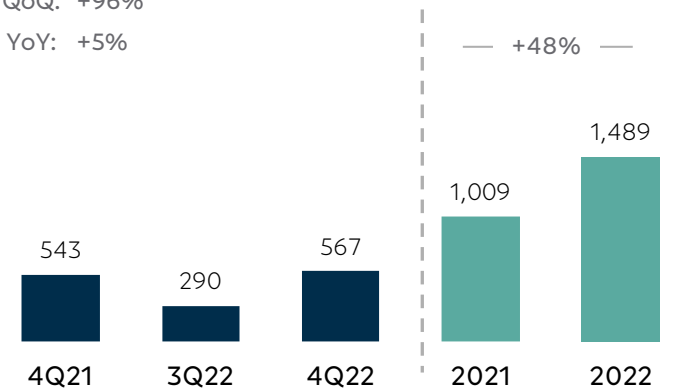


Net Investment Income (R\$ mm)



Net Income (R\$ mm)

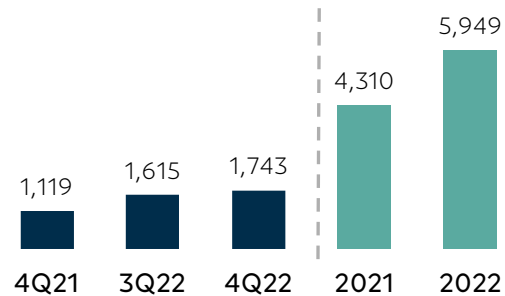
QoQ: +96%
YoY: +5%



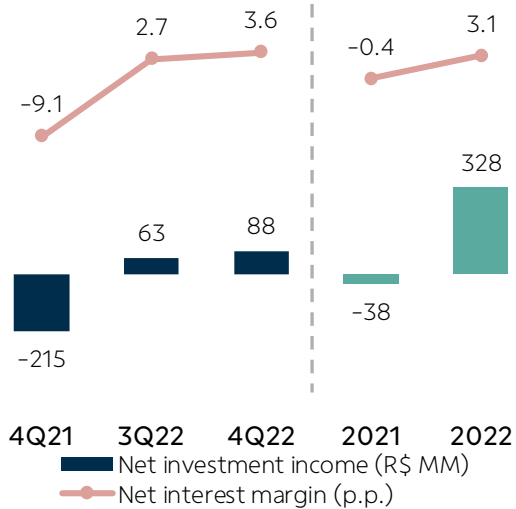
Brasilcap

Premium Bonds Collection (R\$ mm)

QoQ: +8%
YoY: +56%



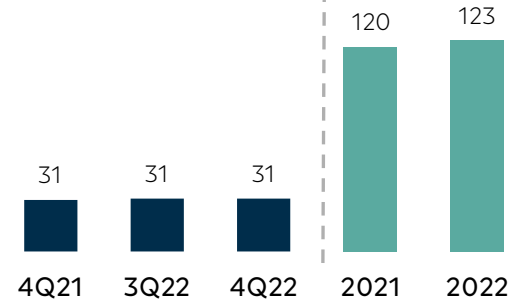
Net Investment Income



Brasildental

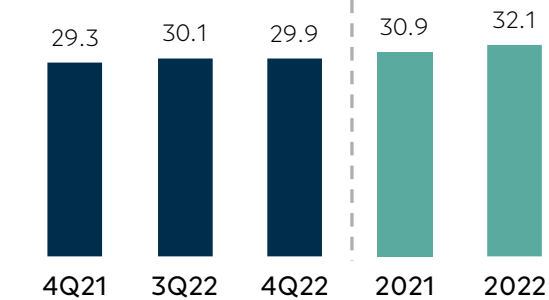
Gross Operating Revenues (R\$ mm)

QoQ: +0%
YoY: +2%



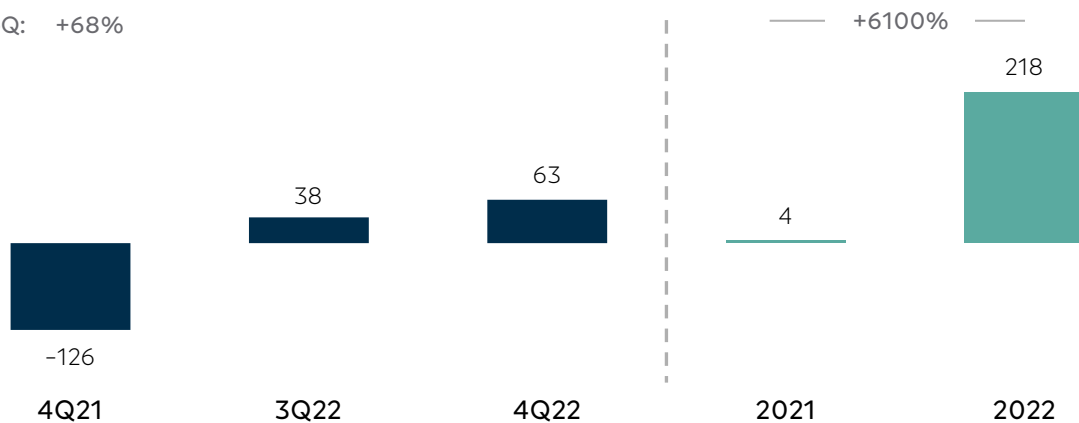
EBITDA Margin (%)

QoQ: -0.1 p.p.
YoY: +0.6 p.p.



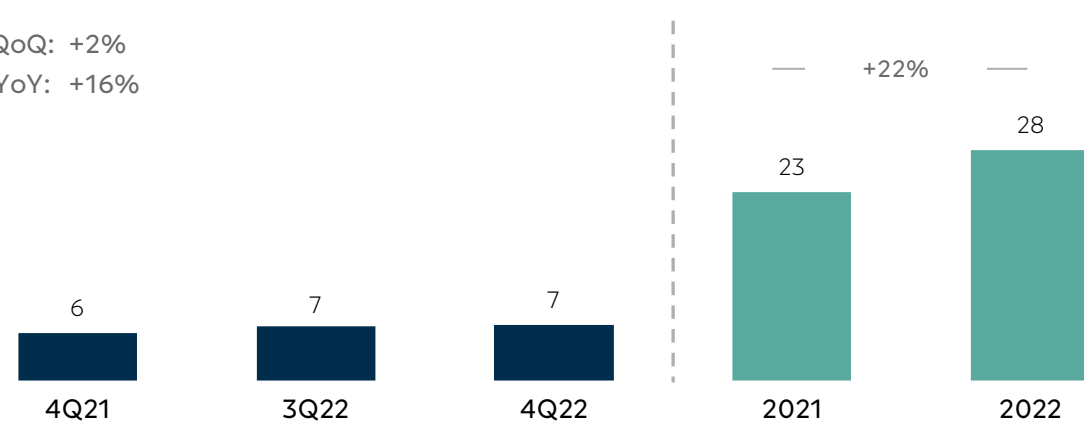
Net Income (R\$ mm)

QoQ: +68%



Net Income (R\$ mm)

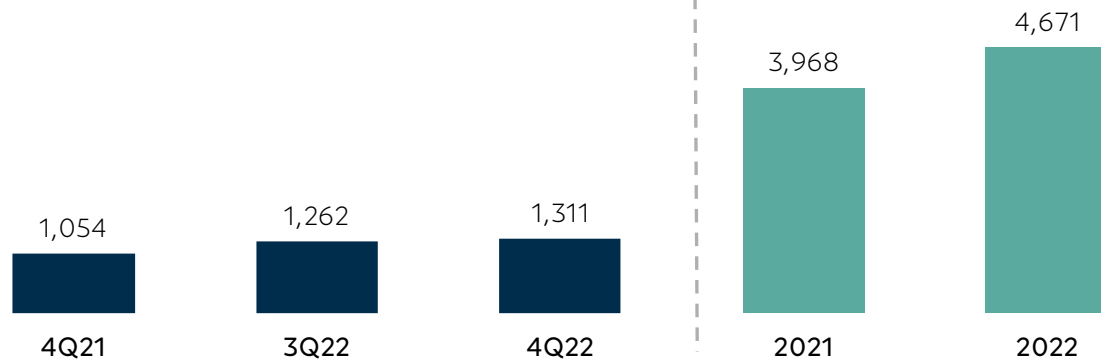
QoQ: +2%
YoY: +16%



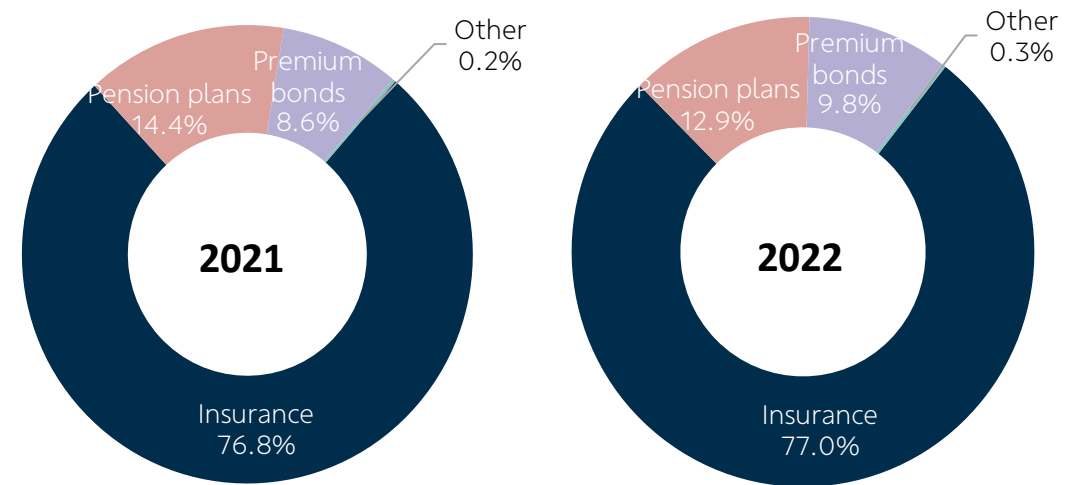
BB Corretora

Brokerage Revenues (R\$ mm)

QoQ: +4%
YoY: +24%

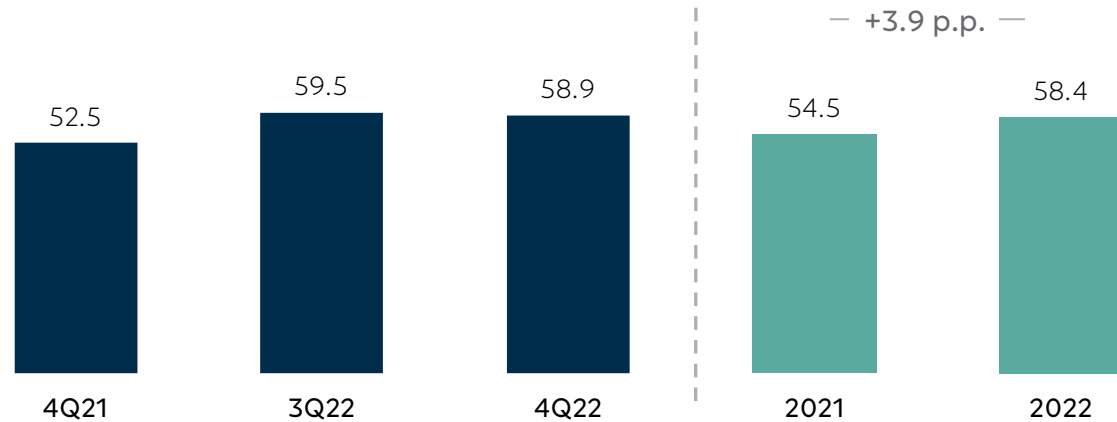


Breakdown of Brokerage Revenues



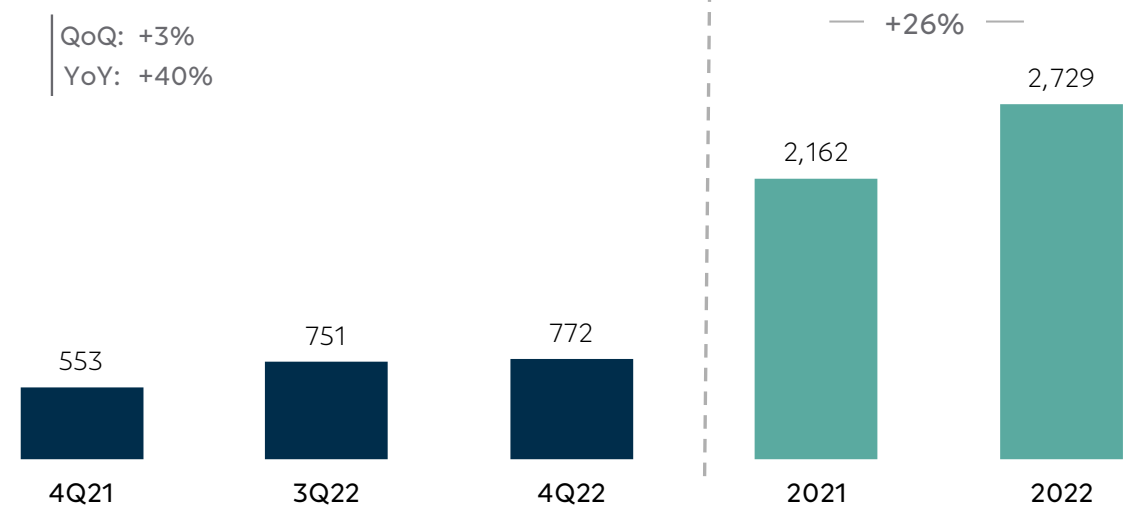
Net Margin (%)

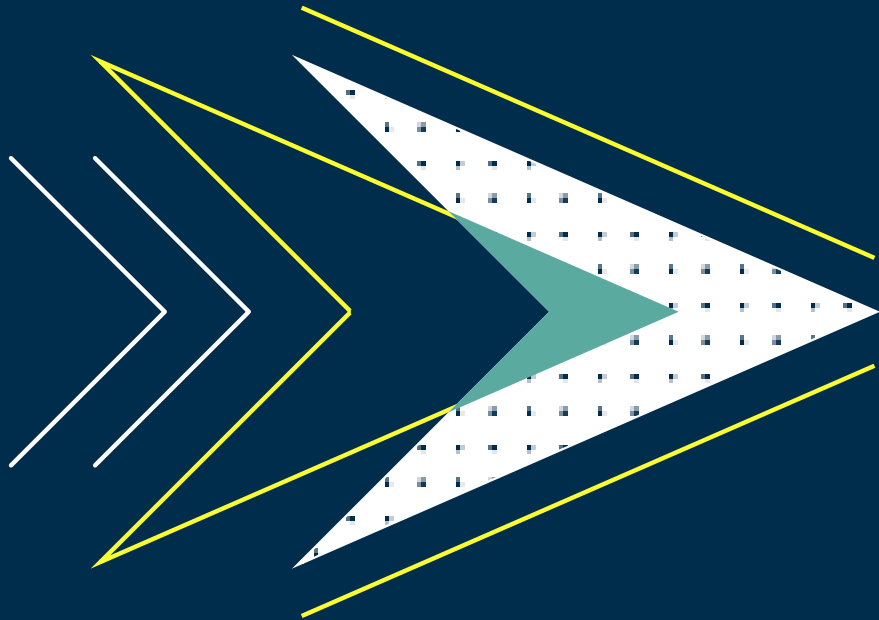
QoQ: -0.6 p.p.
YoY: +6.4 p.p.



Net Income (R\$ mm)

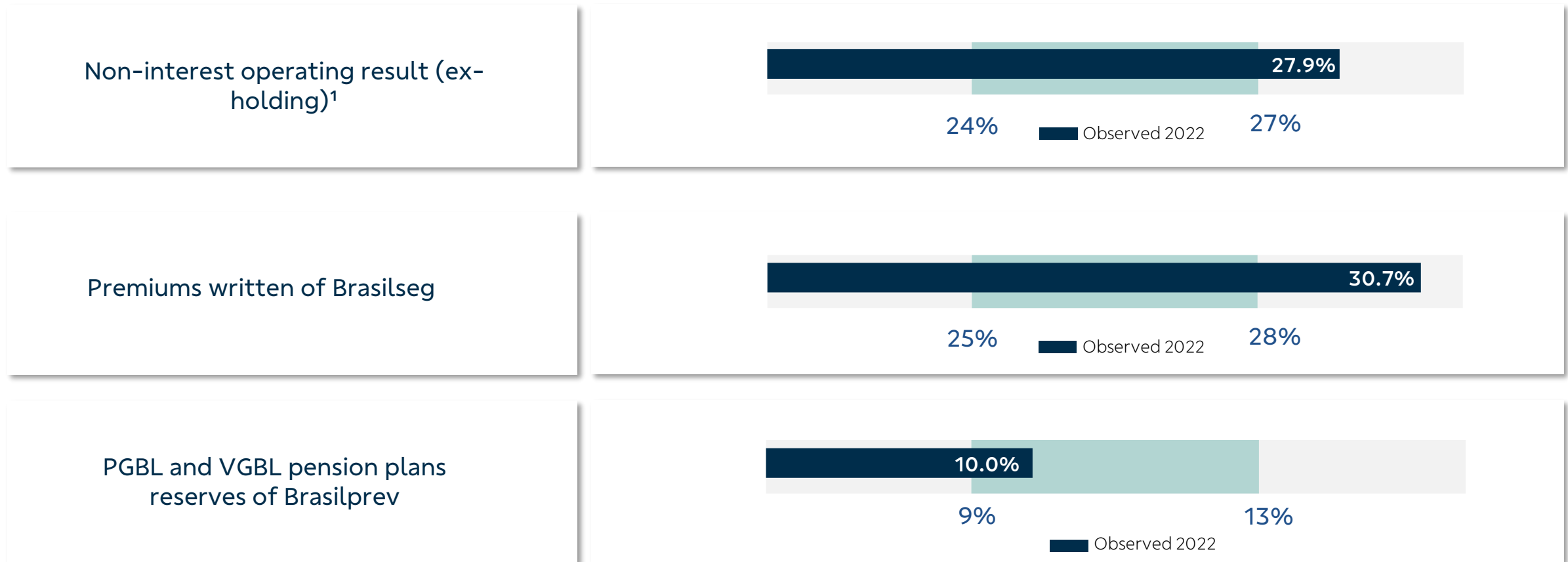
QoQ: +3%
YoY: +40%



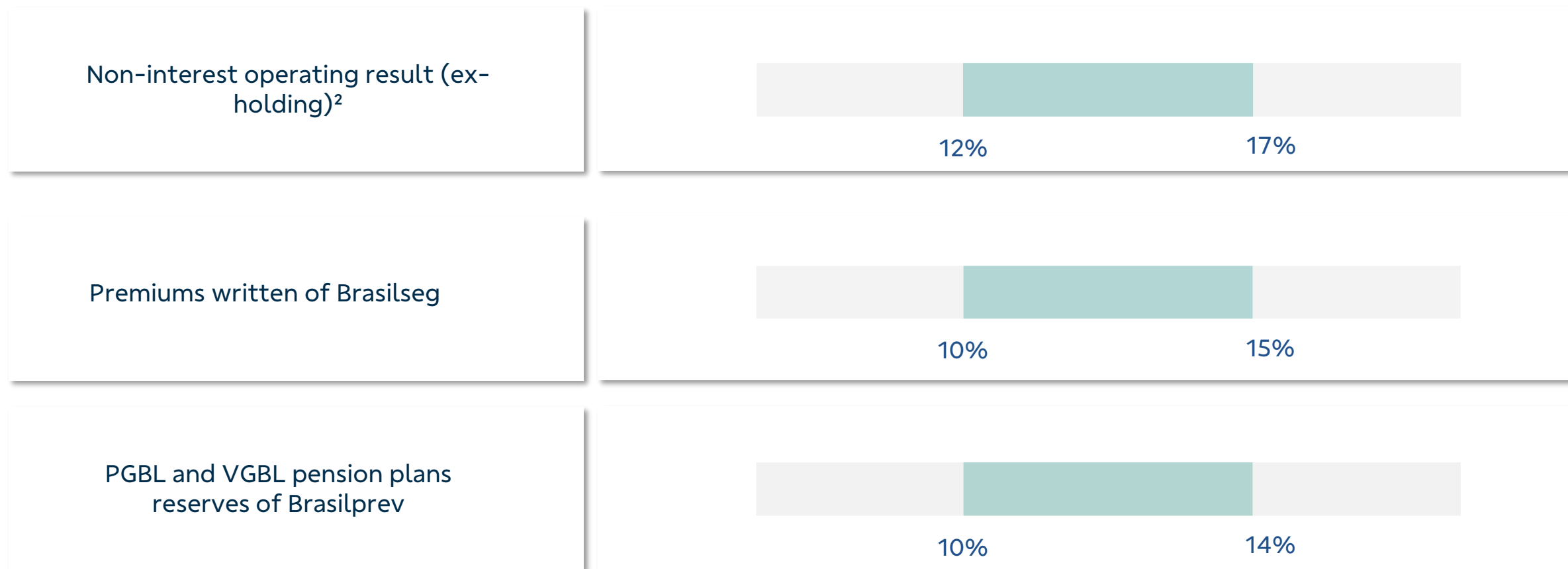


Guidance

Guidance 2022



1 – Sum of the adjusted non-interest operating results before income taxes of Brasilseg, Brasilprev, Brasilcap, Brasil dental and BB Corretora, weighted by the equity stake of BB Seguridade in each company.

Guidance 2023¹

1 – The indicators do not consider the IFRS 17 impacts and should be monitored by the market following the managerial information disclosed by the company.

2 – Sum of the adjusted non-interest operating results before income taxes of Brasilseg, Brasilprev, Brasilcap, Brasildental and BB Corretora, weighted by the equity stake of BB Seguridade in each company.

**Providing
tranquility
for people
today &
always**



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