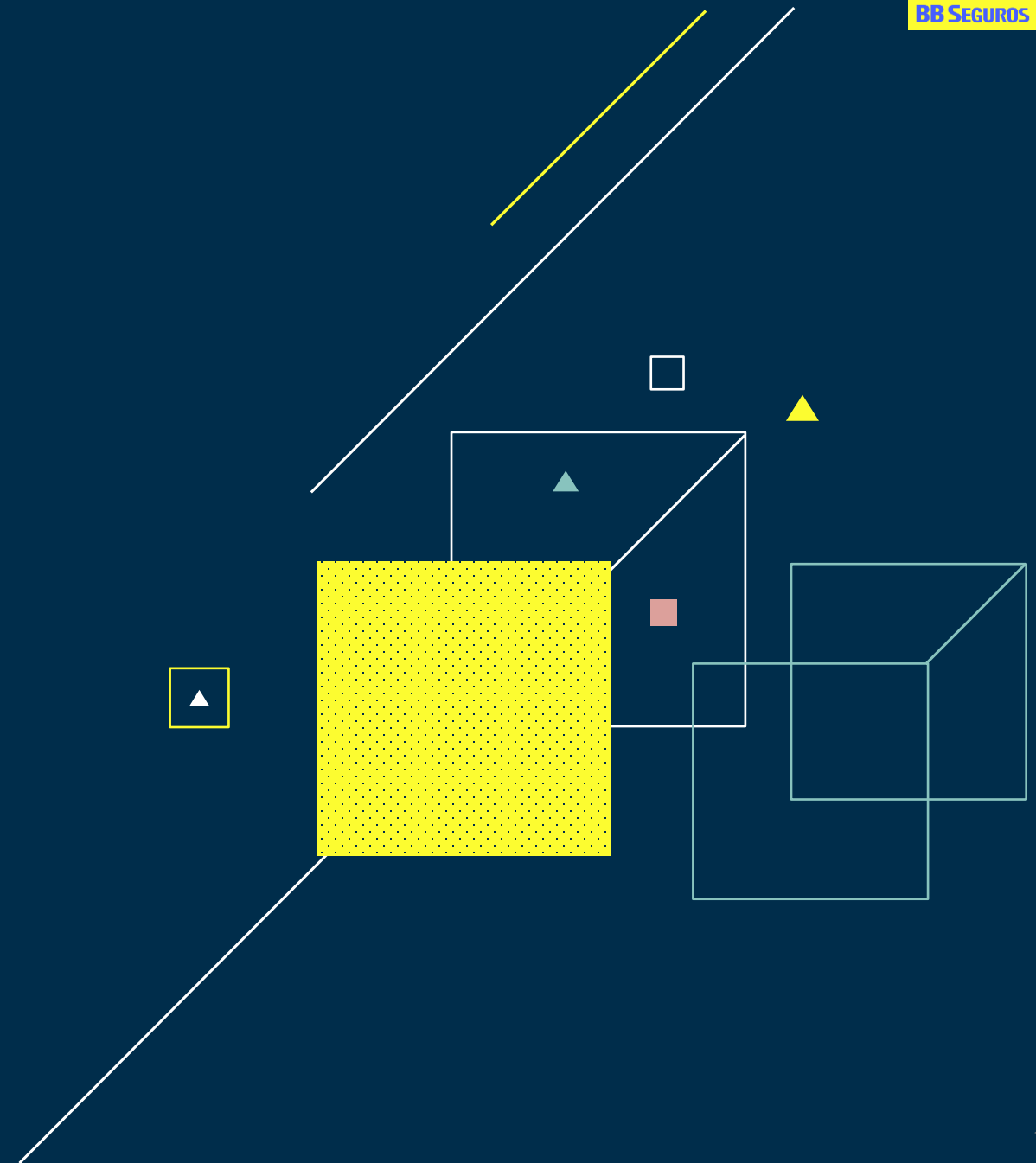


Earnings  
Presentation

# 3Q22





# Highlights of the quarter

(% YoY)

## Net income

**R\$1.65 billion**

New quarterly record



## Operating result<sup>1</sup>

R\$ 1.4 bn consolidated

↑ 48%

## Net investment income<sup>1</sup>

R\$ 232 mm consolidated

vs. R\$14 mm in 3Q21

## Insurance

R\$ 5.0 bn in premiums (↑ 45%)

27% loss ratio (↓ 14.7 p.p.)

## Pension plans

R\$ 15.1 bn in contributions (↑ 29%)

R\$ 1.8 bn in net inflows  
(vs. -R\$1.2 bn in 3Q21)

## Premium bonds

R\$ 1.6 bn in collection

↑ 43%

## Brokerage

R\$ 1.3 bn in brokerage revenues

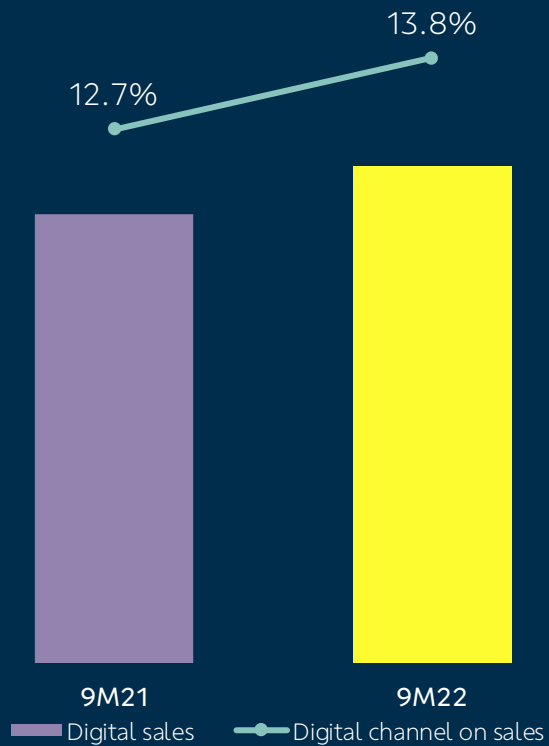
↑ 23%

<sup>1</sup> – Net of taxes considering the effective tax rate of each company.



# Technological modernization and digital transformation

## Sales through digital channel (quantity)

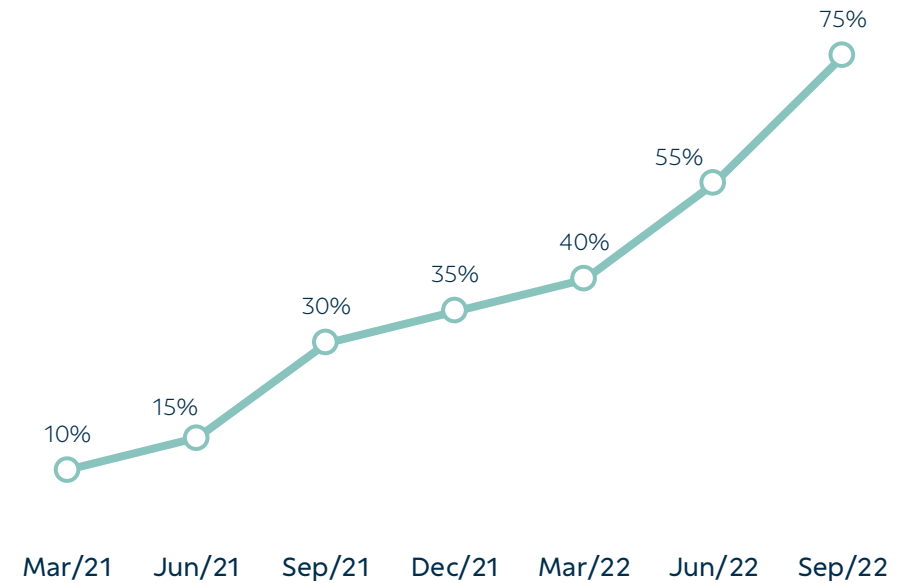


**+10.6%** products sold through digital (on 9M21)

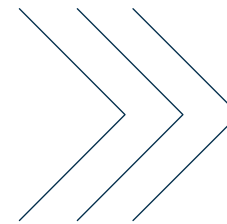
**100%** of digital journeys according to UX best practices

**R\$2.9bn** originated using data analytics in approaching customers through digital marketing campaigns (+112% on 9M21)

## New IT architecture (% of products migrated)



100% until  
December 2022



**R\$349 mm**

invested until September 2022 to accelerate the digital transformation (+35% on 9M21)

# Distribution model diversification

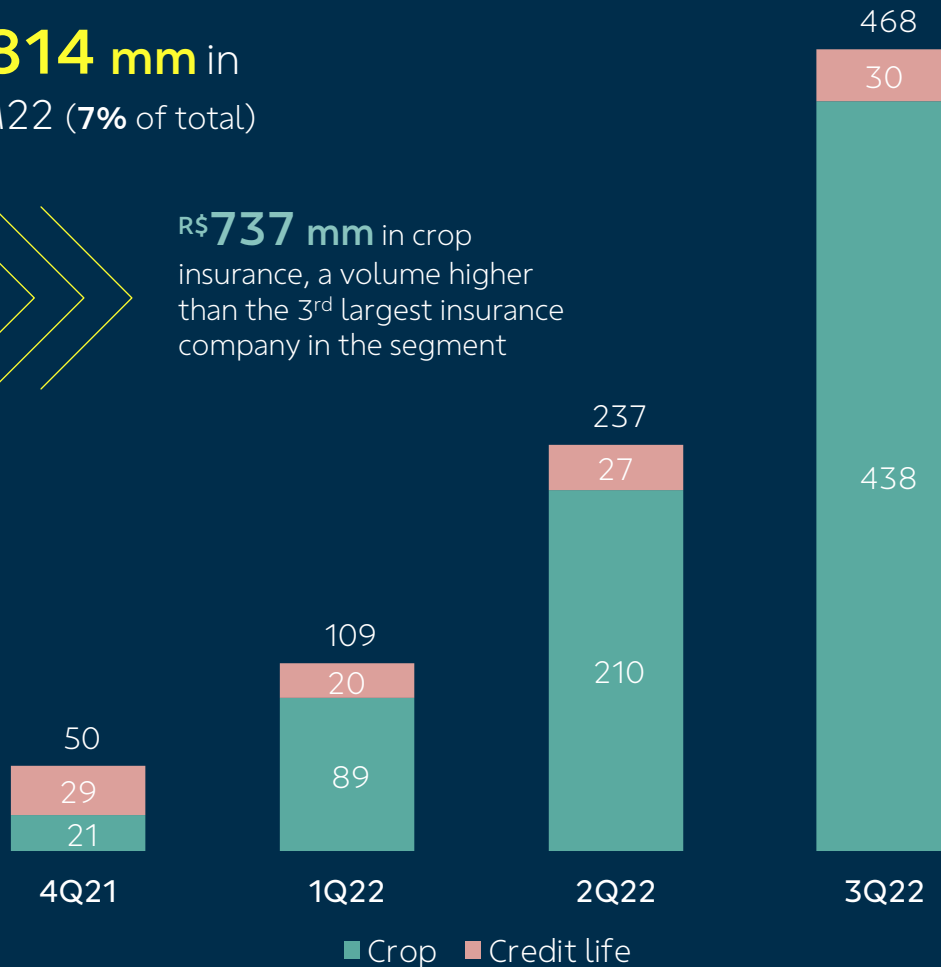
## Brasilseg's premiums written via partners

(R\$ million)

**R\$814 mm** in  
9M22 (7% of total)

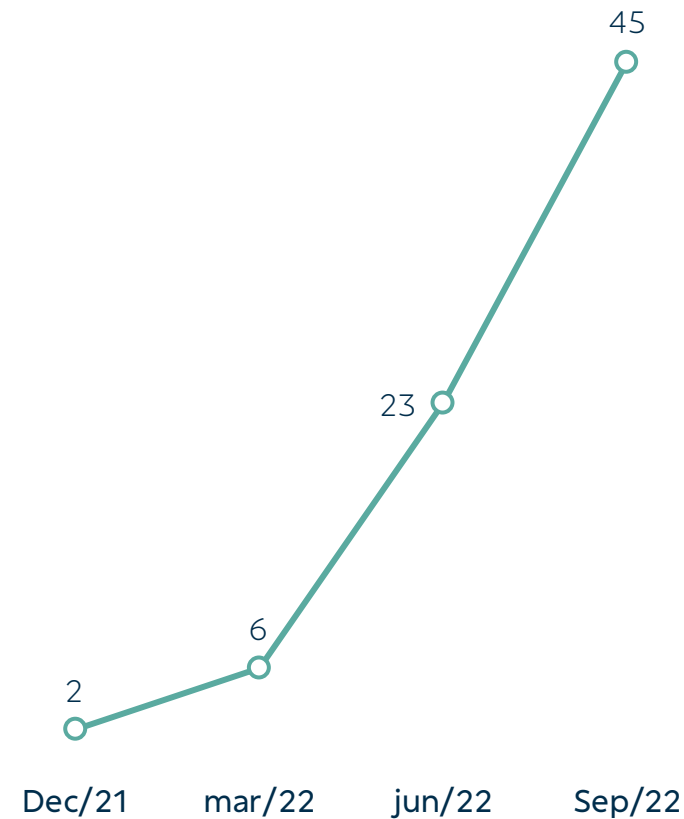


**R\$737 mm** in crop  
insurance, a volume higher  
than the 3<sup>rd</sup> largest insurance  
company in the segment



## New partnerships

(Year-to-date quantity)



- » **36** cooperatives and agro sellers
- » **3** financial institutions
- » **2** loyalty companies
- » **2** partnerships to sell large risks and transport insurances
- » **1** postal service
- » **1** Cobans network manager (~5k agents)
- » **+499** agro banking correspondents



**+11** partnerships  
under negotiation

# Customer experience

## Expansion in bancassurance customer base<sup>1</sup>

**+4.1%**  
customers base  
increase in 2022

**+15%** premium  
bonds

**+9%** home  
insurance

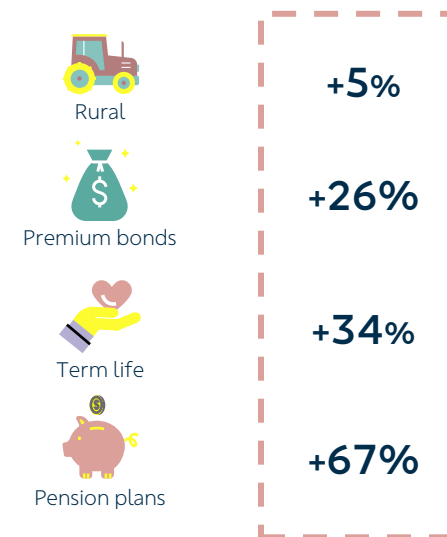
**+4%** life  
insurance

## Satisfaction and Recommendation

Continuous improvement of service allows the customer base increase with quality

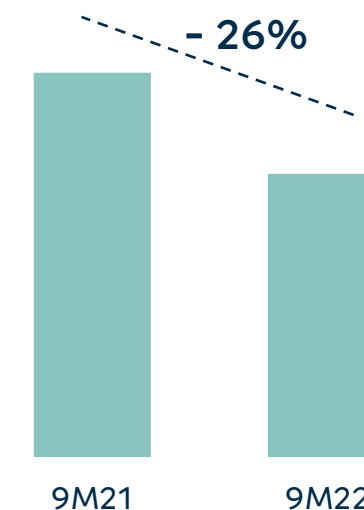
### NPS<sup>2</sup>

Evolution in the main business lines in 2022



### Complaints

Significant improvement



### Relationship Program



- Segmentation by protection score | complementary to BB
- Cross-sell potential
- Unified vision | customers more engaged are 10x more profitable

## Creation and revitalization of products and solutions

Continuous improvement of the portfolio

**+ 24**



**PF + 14**



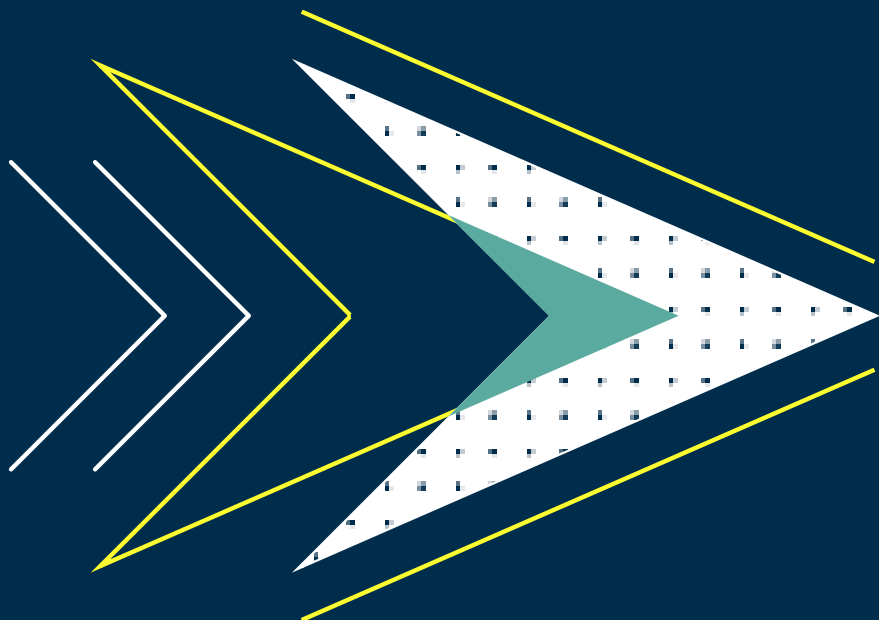
**PJ + 7**



**AGRO + 3**

<sup>1</sup>Sep/2022 vs. Dec/2021

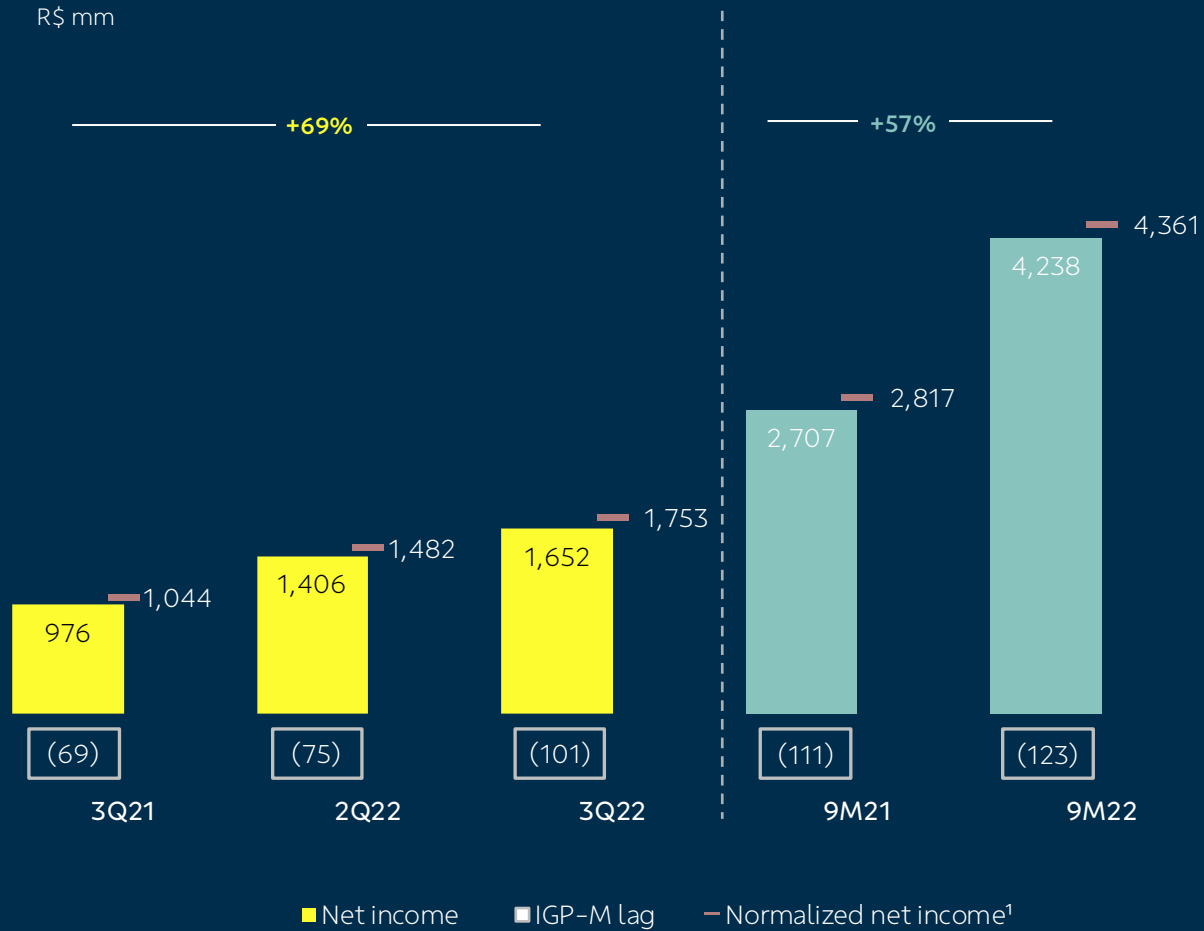
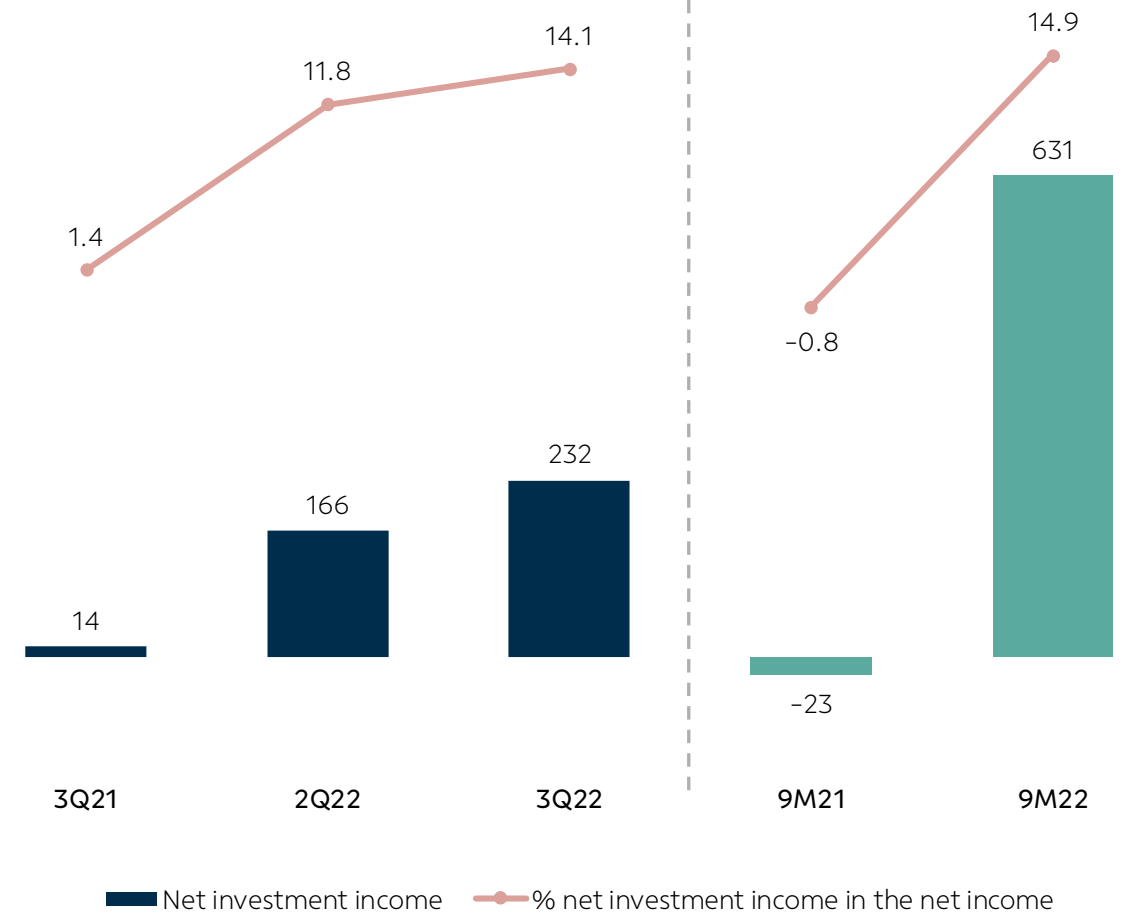
<sup>2</sup>NPS 3Q22 vs. 4Q21



Our numbers

# Net income growth

R\$ mm

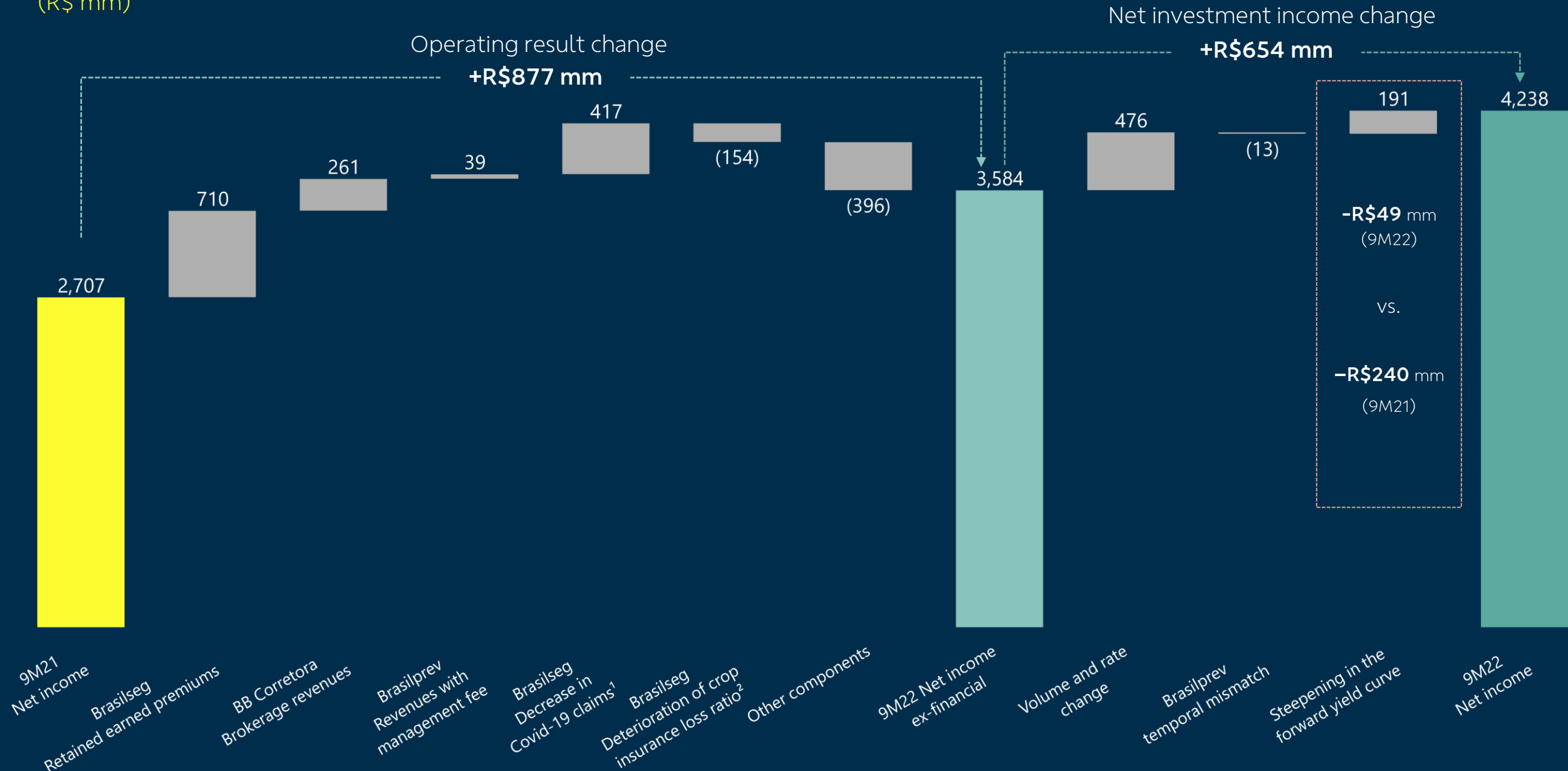
Consolidated net investment income<sup>2</sup> (R\$ mm)

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

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

# Net income main components

(R\$ mm)



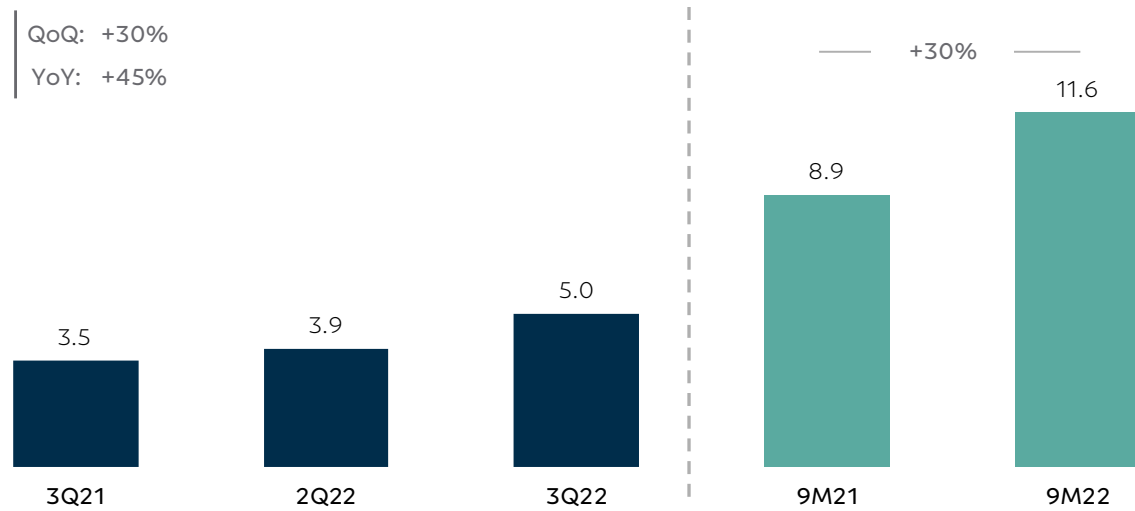
1 – Claims reported until October 04, 2022 (products with death coverage)

2 – Change in retained claims considering the loss ratio reported in the 9M21

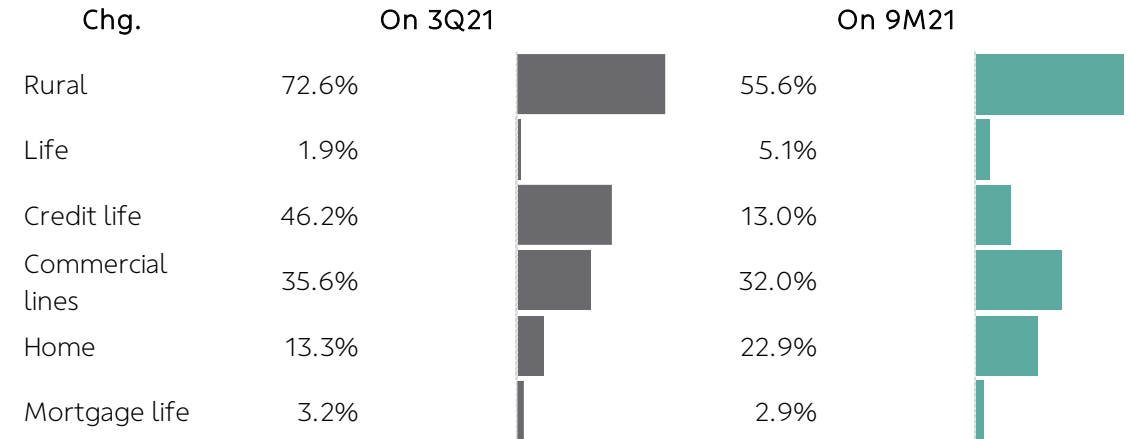
# Brasileg

## Premiums Written (R\$ bn)

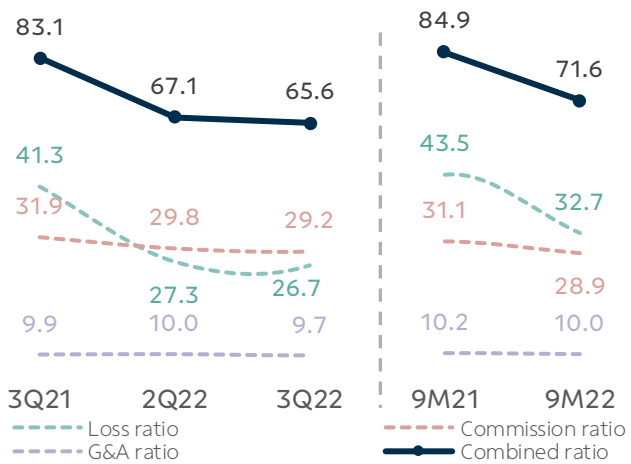
QoQ: +30%  
YoY: +45%



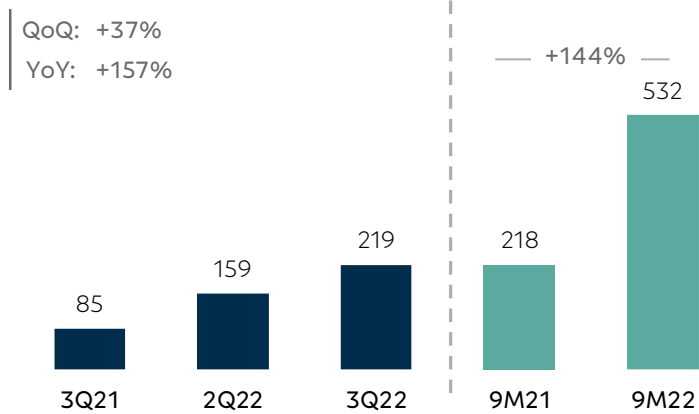
## Premiums Written by Segment



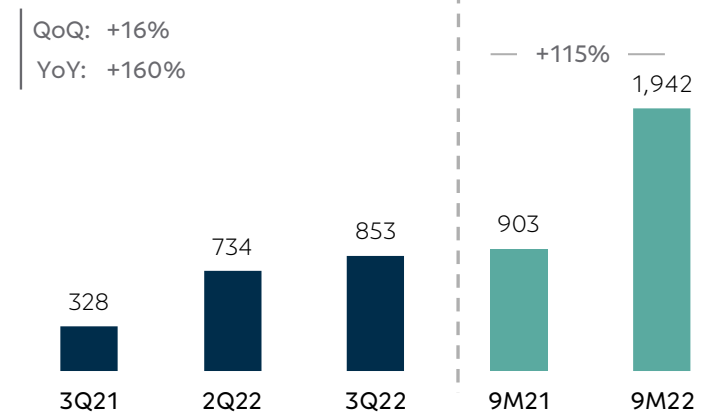
## Performance Ratios (%)



## Net Investment Income (R\$ mm)



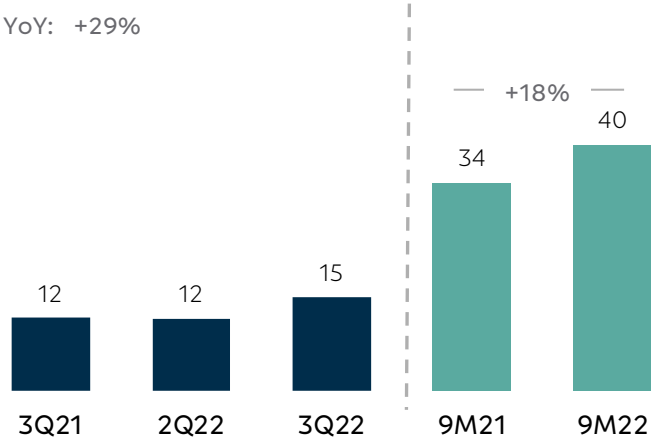
## Net Income (R\$ mm)



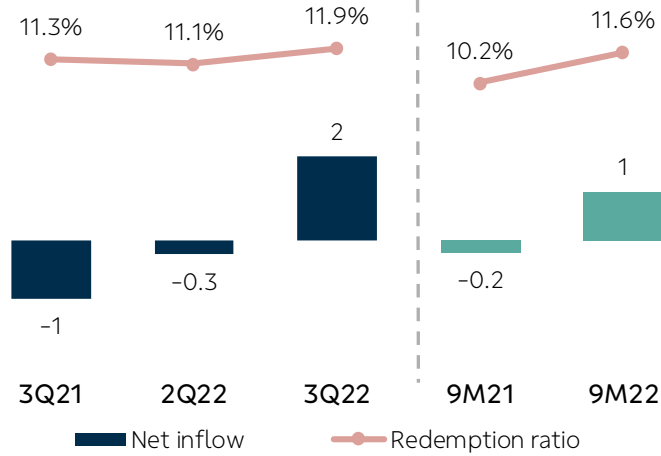
# Brasilprev

## Contributions (R\$ bn)

QoQ: +29%  
YoY: +29%

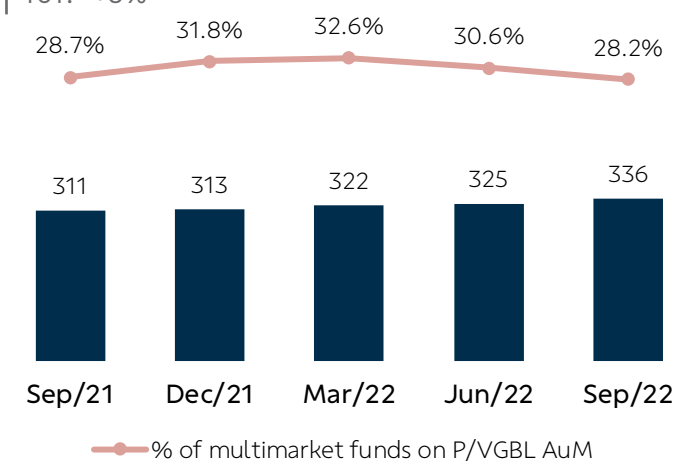


## Net Inflows (R\$ bn)

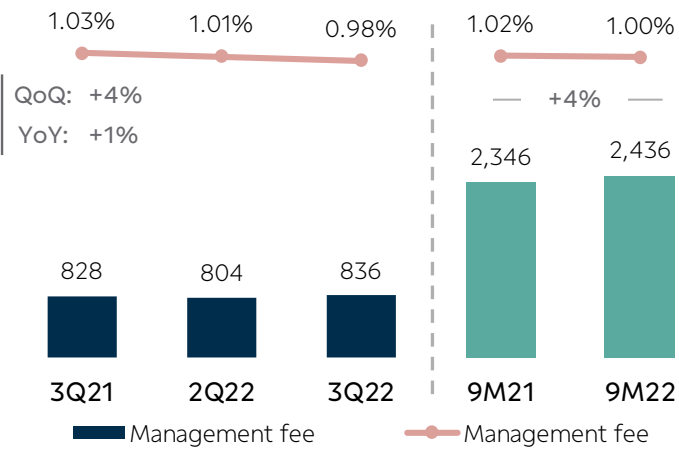


## Reserves (R\$ bn)

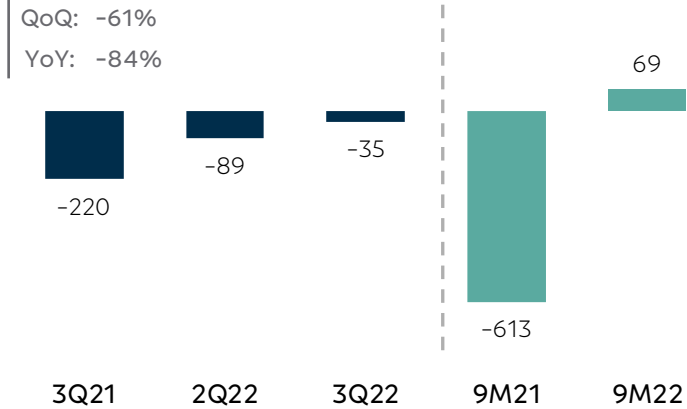
QoQ: +3%  
YoY: +8%



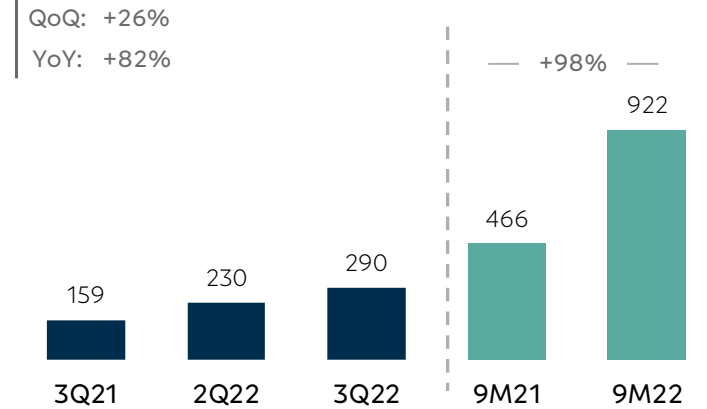
## Management Fee (R\$ mm)



## Net Investment Income (R\$ mm)

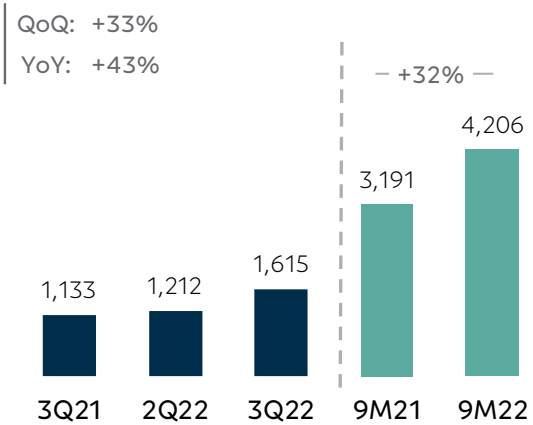


## Net Income (R\$ mm)

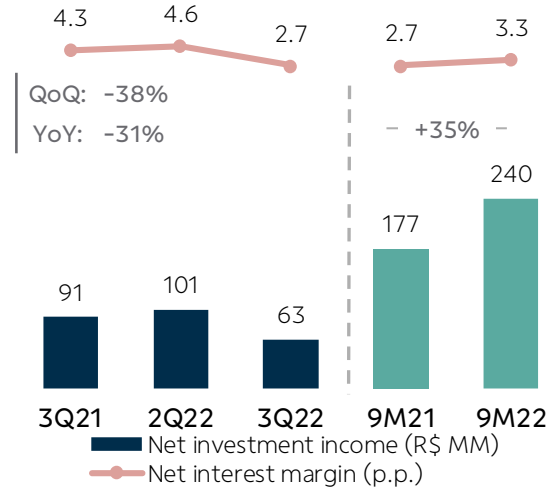


# Brasilcap

## Premium Bonds Collection (R\$ mm)

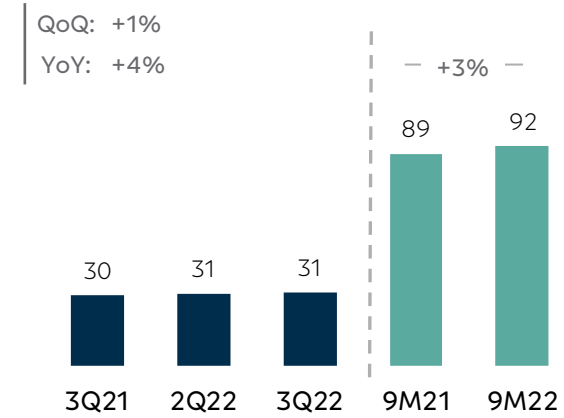


## Net Investment Income

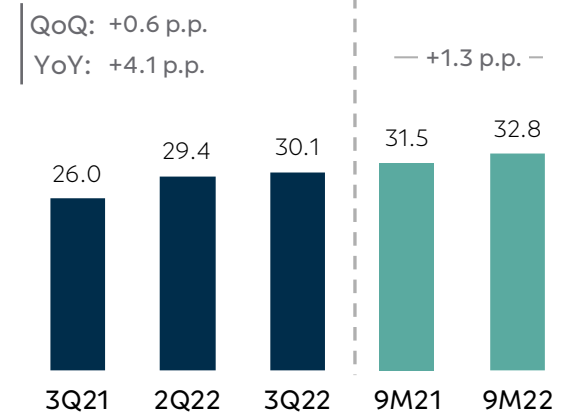


# Brasildental

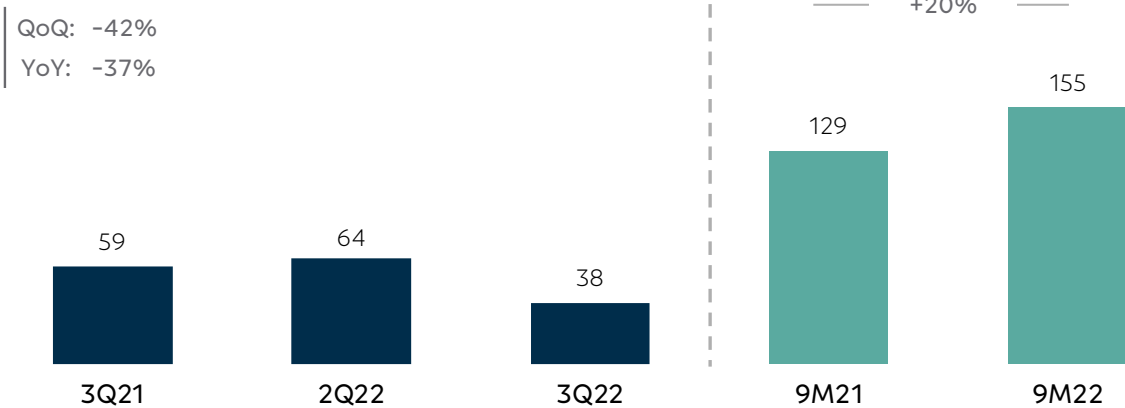
## Gross Operating Revenues (R\$ mm)



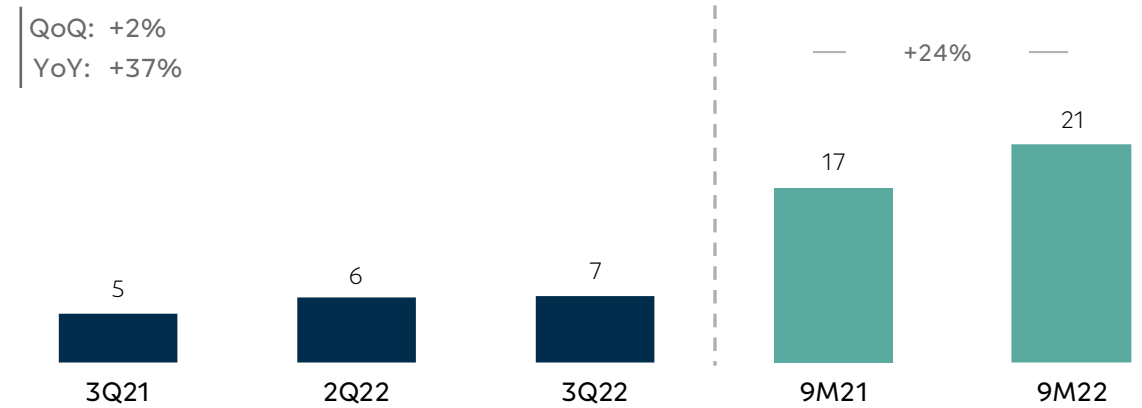
## EBITDA Margin (%)



## Net Income (R\$ mm)



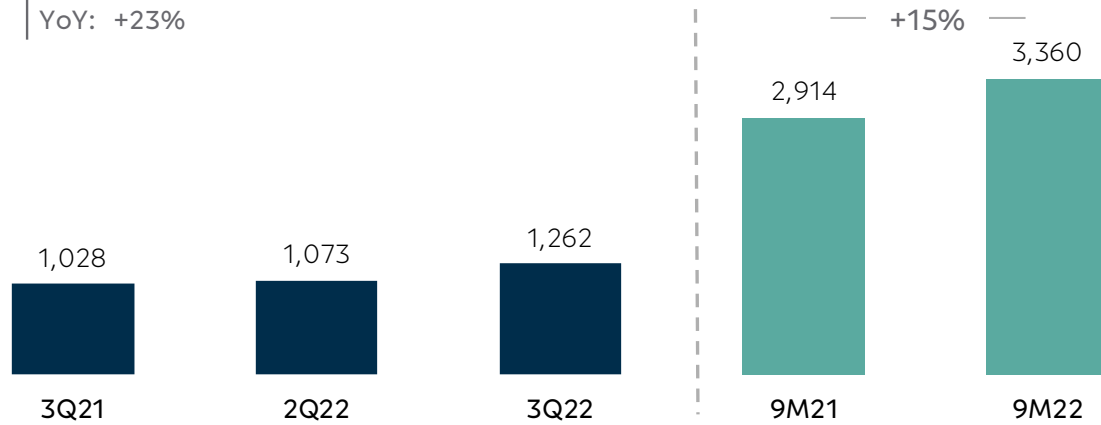
## Net Income (R\$ mm)



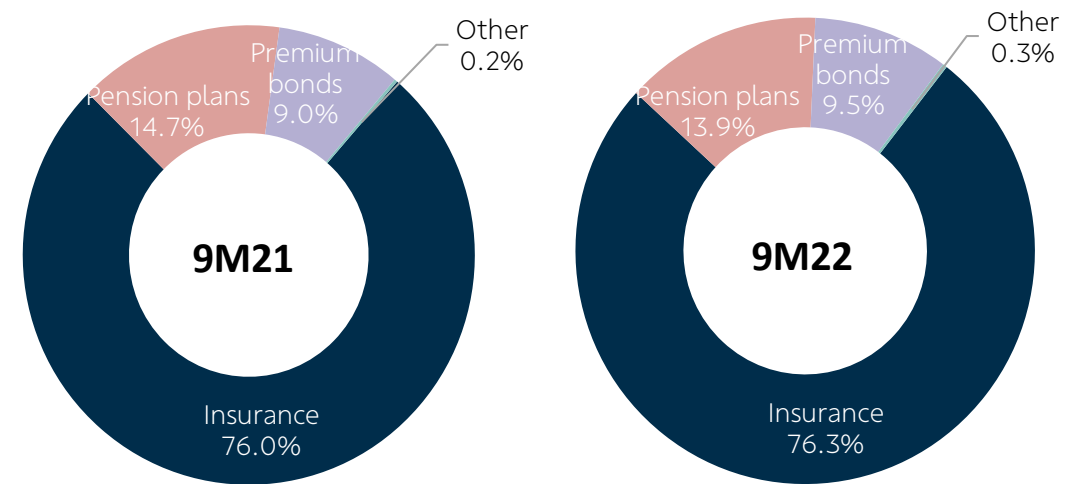
# BB Corretora

## Brokerage Revenues (R\$ mm)

QoQ: +18%  
YoY: +23%

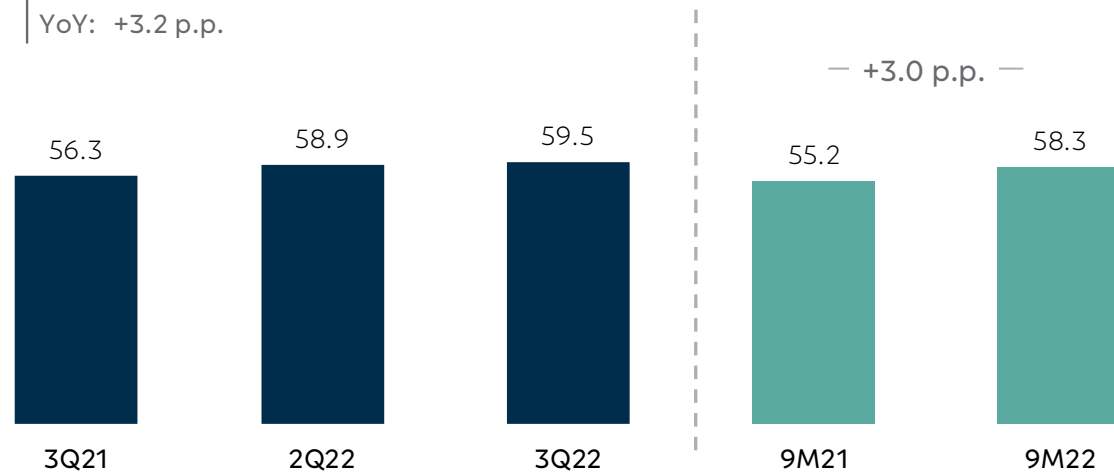


## Breakdown of Brokerage Revenues



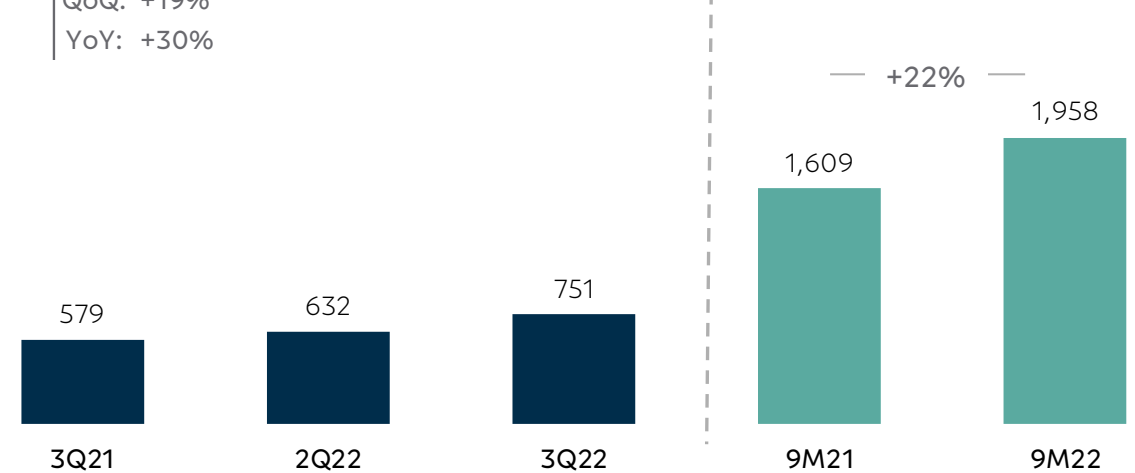
## Net Margin (%)

QoQ: +0.6 p.p.  
YoY: +3.2 p.p.

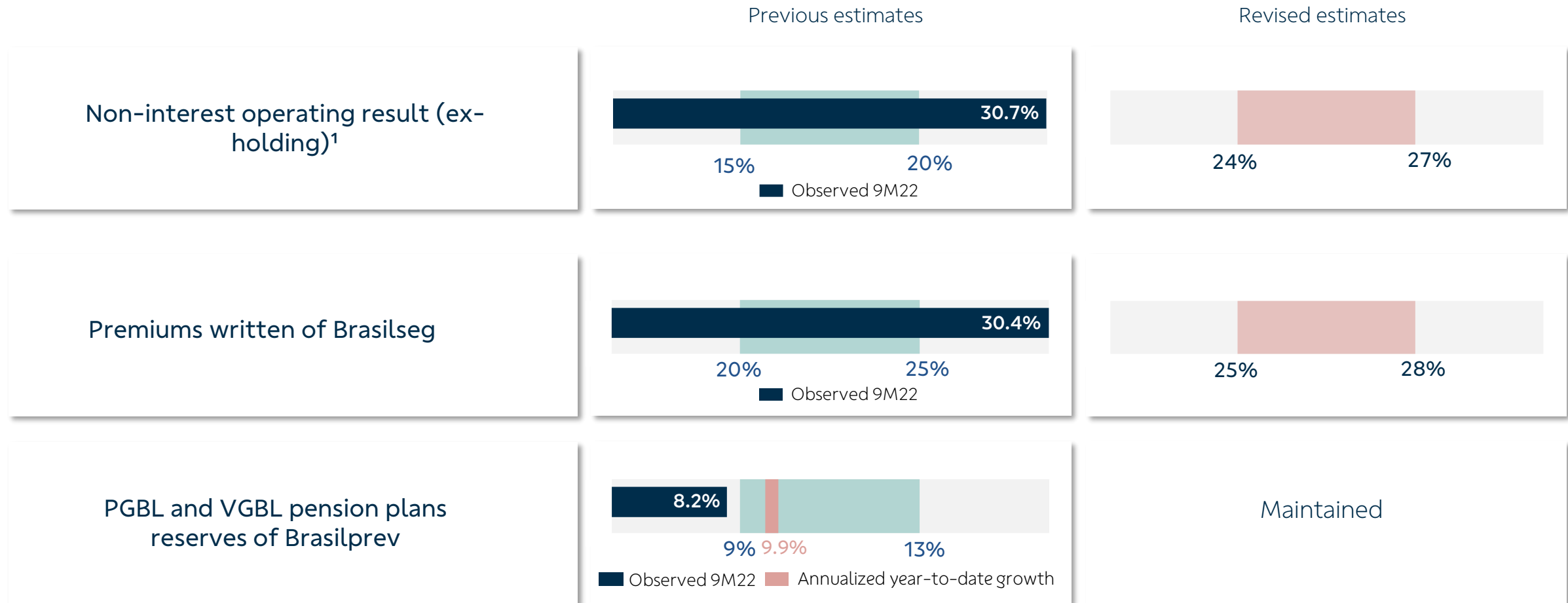


## Net Income (R\$ mm)

QoQ: +19%  
YoY: +30%



# 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.

## Contacts



**Pra tudo que  
importa**

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