



3Q19



Institutional
Presentation



This presentation may include references and statements, planned synergies, estimates, projections of results, and future strategy for Banco do Brasil, its Associated and Affiliated Companies, and Subsidiaries. Although these references and statements reflect the management's belief, they also involve estimates and unforeseen risks. Consequently, results may differ 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 do Brasil is not responsible for updating any estimate in this presentation.

DISCLAIMER



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Agenda

01 COMPANY PROFILE

02 BB'S FIGURE

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INFORMATION



01

Company Profile

Profile

Founded in 1808

Businesses Diversification including:



Banking
Services



Insurance



Capital
Markets



Asset
Management



Payment
Methods



International
Franchise



Market Leaderships



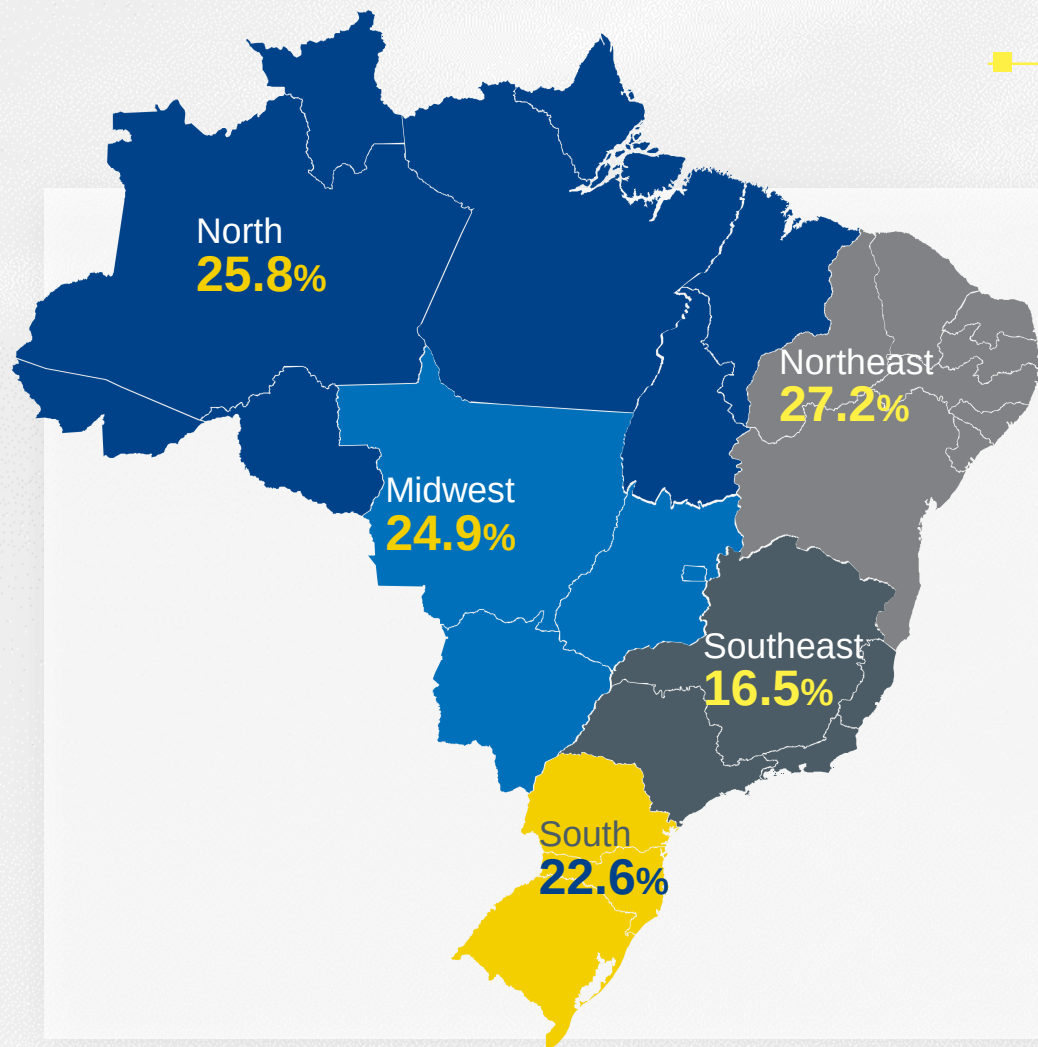
Solid **Financial
Performance**



Funding Base
Large, diversified and stable



Presence in Brazil



Present in
99.5%
of Brazilian
cities

20.6%
Market Share
(Number of branches)

Structural Data



 Distribution Network
64,811

 Own Service
Network
13,460

 MaisBB¹
Network
12,898

 Branches
4,303

 Shared Service
Network²
38,453

 Points of
Service
9,157

 Customers **69.6 million**

 Employees **93,872**

Global Presence

BB operates in **17 countries** through a network of **24 units**. The Bank also maintains relationship with **862 correspondent banks** in **106 countries**.

10 Branches

02 Sub-branches

10 Subsidiaries, Affiliates
and Capital Markets
Units

02 Shared Services Units

**International Presence
since 1941**





Ratings

	Sep/15	Sep/16	Sep/17	Sep/18	Sep/19
Standard & Poor's					
Long-Term - Local Currency	BB+	BB	BB	BB-	BB-
Long-Term - Foreign Currency	BB+	BB	BB	BB-	BB-
Moody's					
Long-Term Debt - Foreign Currency	Baa3	Ba2	Ba2	Ba2	Ba2
Long-Term Deposits - Foreign Currency	Baa3	Ba3	Ba3	Ba3	Ba3
Long-Term Deposits - Local Currency	Baa3	Ba2	Ba2	Ba2	Ba2
Fitch Ratings					
Long-Term - Local Currency	BBB-	BB	BB	BB-	BB-
Long-Term - Foreign Currency	BBB-	BB	BB	BB-	BB-

Ownership Structure



1st company

listed in the stock
exchange in Brazil



For 3Q19, it will be
distributed

R\$ 1.7 Bn

in interest on own capital



The *dividend yield* on 3Q19 was

5.50%¹

50.00² %
Federal Government

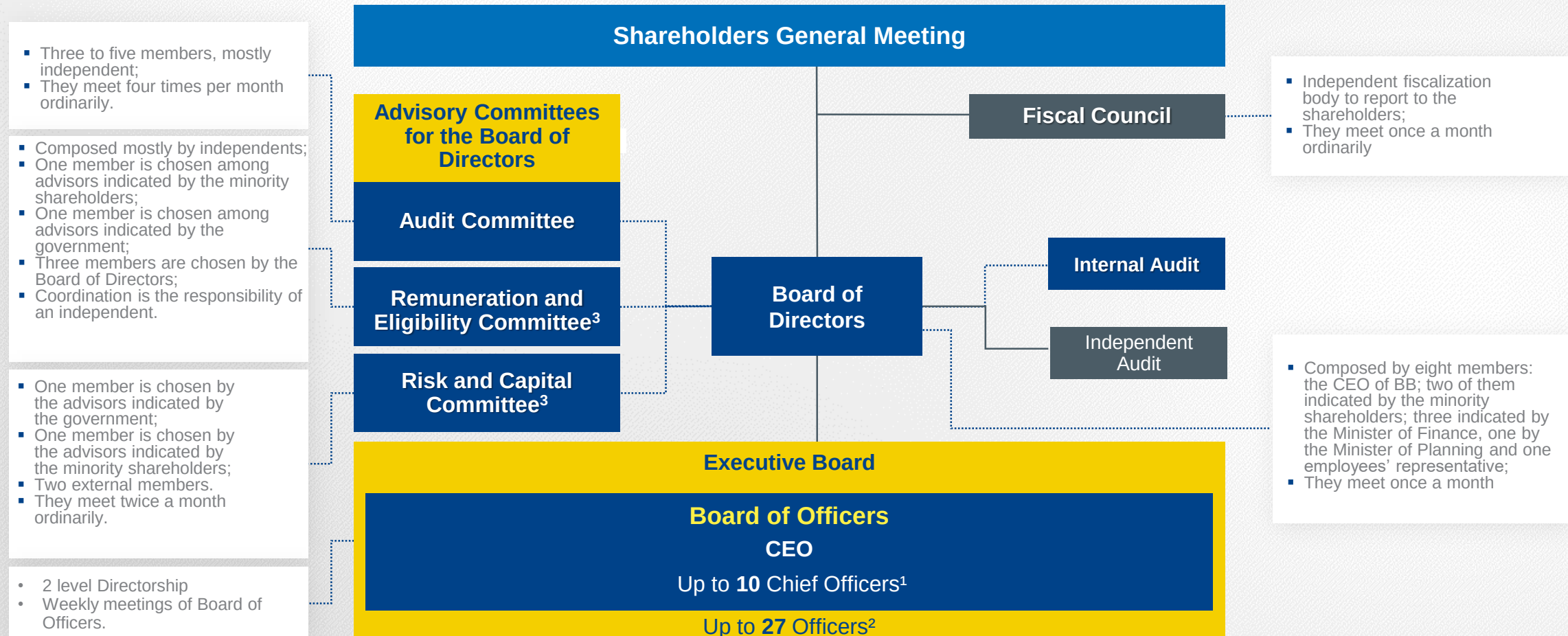
23.9%
Domestic Capital

25.6%
Foreign Capital

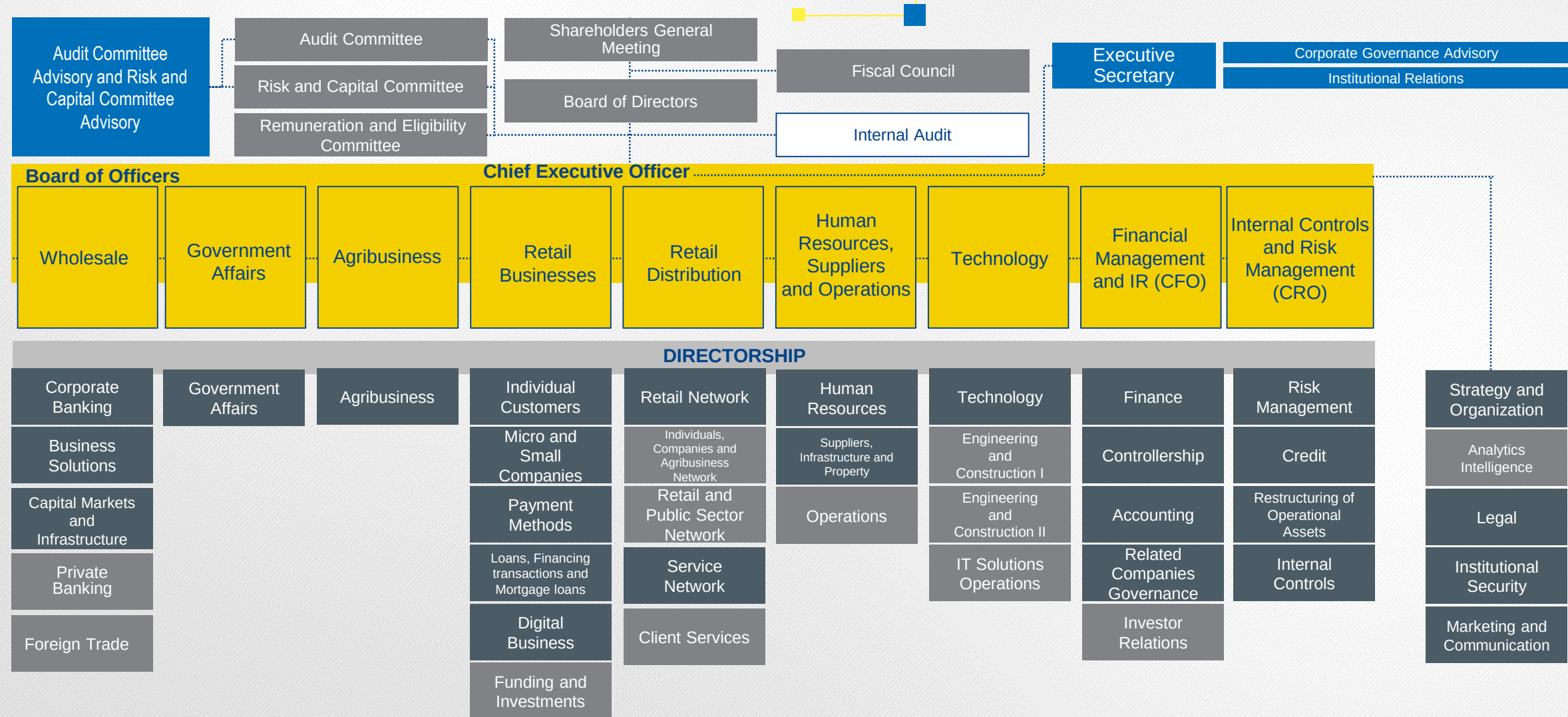
49.5%
Free Float

**Total
Shares³**
2,865,417,020

BB Corporate Governance Structure



Organizational Structure



Decision Making Process



SEGREGATION OF RESPONSABILITIES

To ensure a system of appropriate controls and to mitigate conflicts of interest, BB clearly segregates roles and responsibilities



STRUCTURE OF COMMITTEES

Structure of committees that decentralize the decision-making process and increase the participation of members of the Executive Board



COLLEGIATE DECISION

Decisions at any level of the company are taken collegially, involving executives in defining strategies and proposals for BB's different businesses



RISK MANAGEMENT MODEL OF DEFENSE LINES

Risk and control management involves the entire organization and is considered essential for achieving the Organization's objectives



The Only Brazilian Bank listed since 2006 in the Novo Mercado segment which is comprised of companies that voluntarily adopt the best corporate governance practices

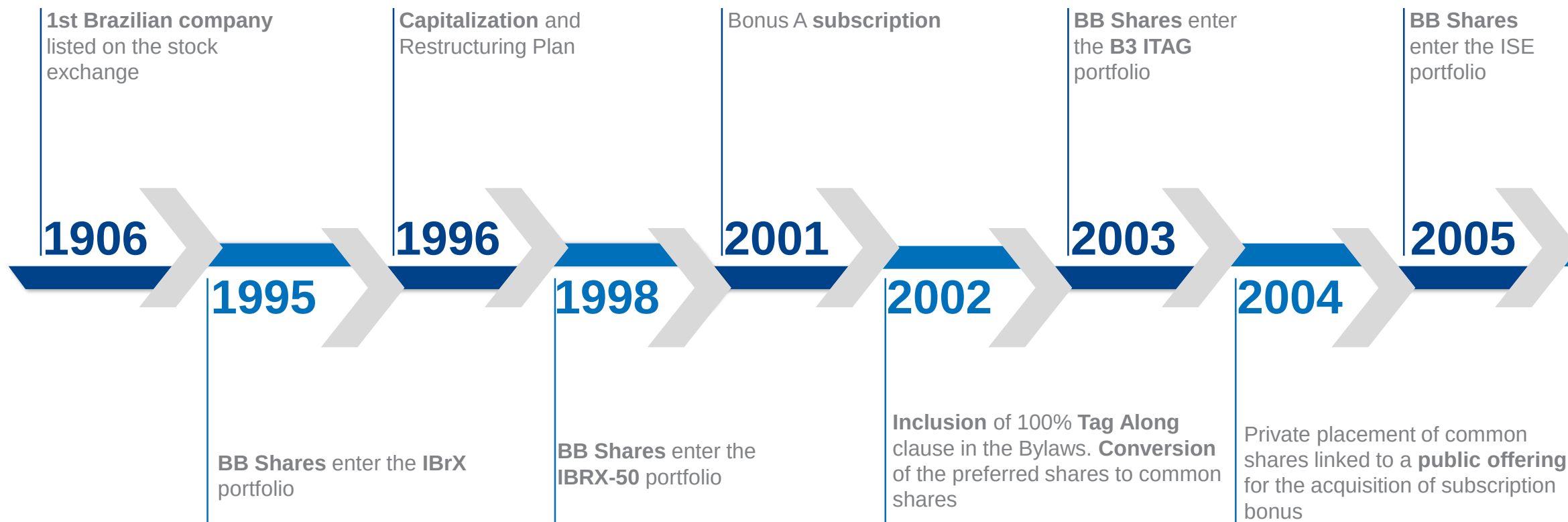


The Program for State-owned companies with distinguished corporate governance was created by B3 with the objective of encouraging state-owned companies to improve their governance practices and structures.





Governance Timeline

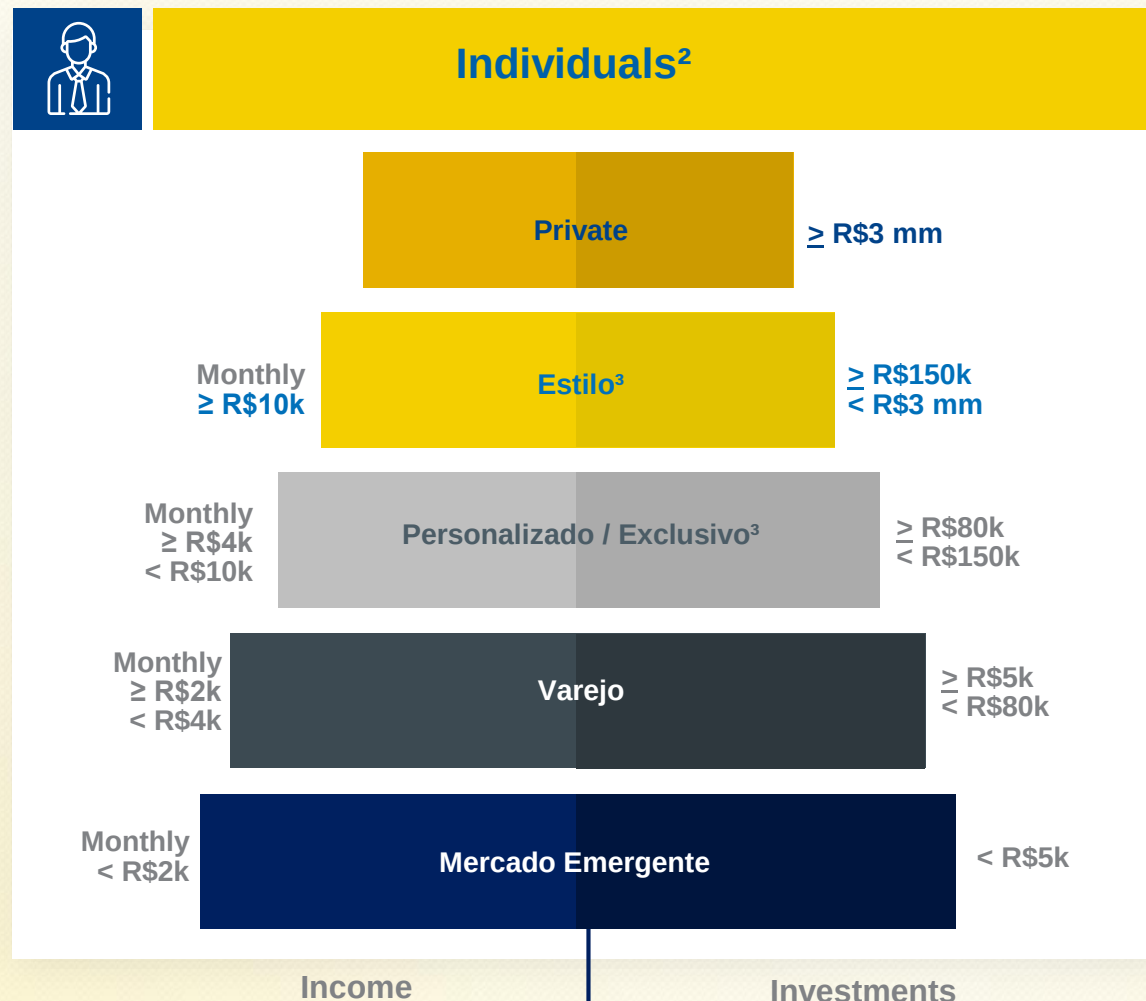
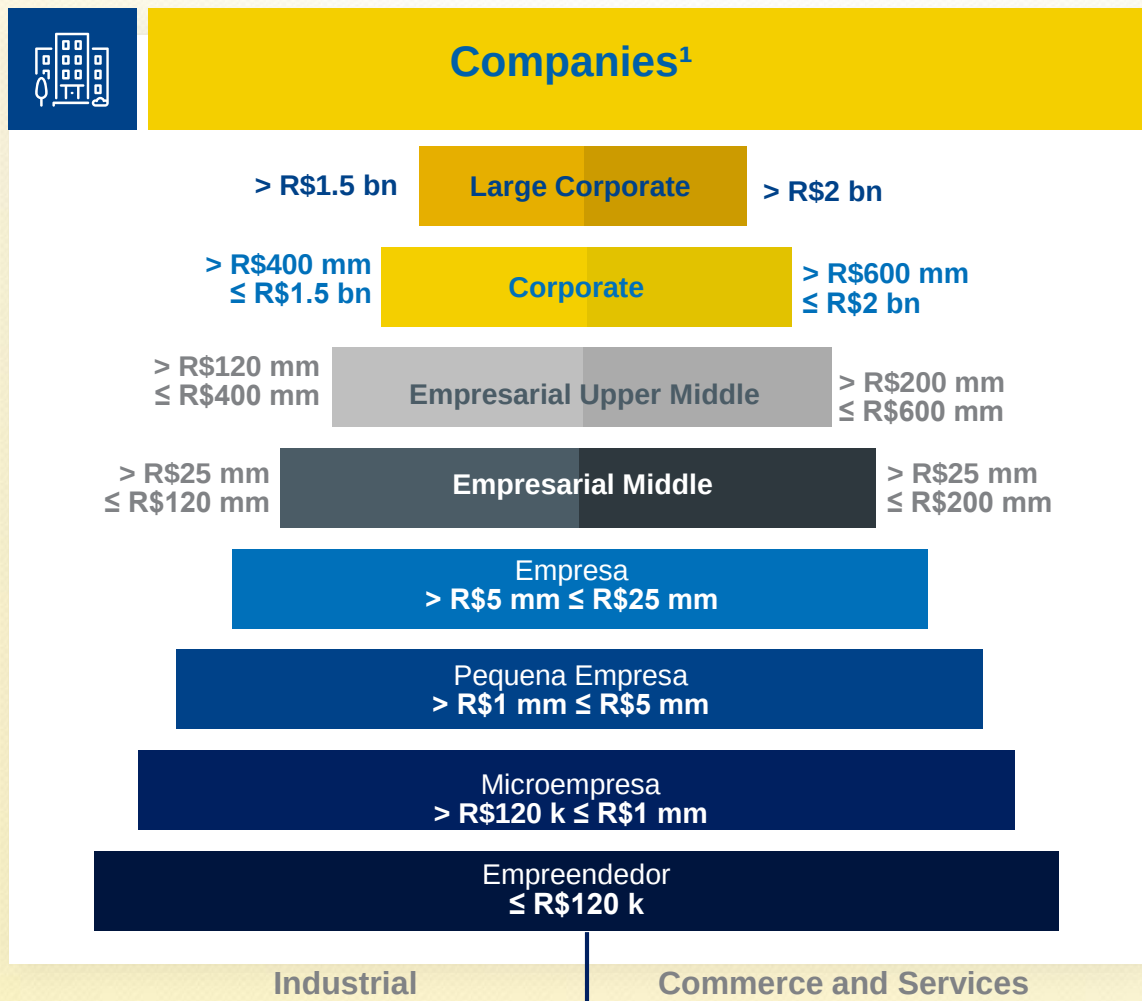




Governance Timeline



Customer Segmentation





#maisquedigital

Digital Services

Improving Customer Experience

Human Solutions



Individuals

Branch Relationship Manager

Before
From 10am to 4am



Now
From 8am to 10pm



Companies

Digital Relationship Manager

Before
From 10am to 4pm

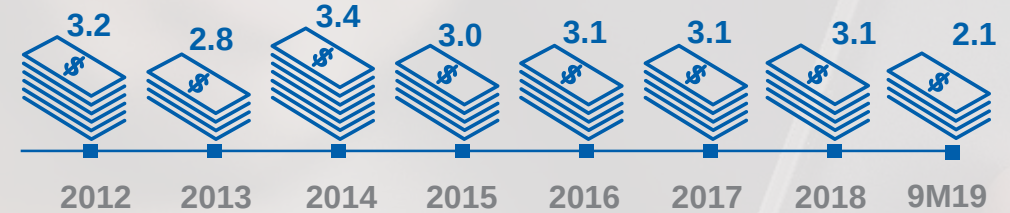


Now
From 8am to 6pm

Specialized Advisory

IT Investments

From 2012 to Sep/19 was invested the amount of **R\$ 23.6 billion** in technology



Digital solutions



Telephone



E-mail



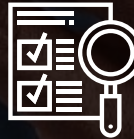
Videoconference



Chat /
messages



Documents
Eletronic
exchange



Double
Confirmation



Highlights 3Q19



81.0%
of transactions
were made
through
Internet and
Mobile in
Sep/19



**13.6
million**
users in the
App on the
last 3 months
(Sep/19)



+ 21.5%
Transactions¹
made through
Mobile

3Q19 / 3Q18



**Only at BB
App:**

**Payroll Loan
Portability**

Mortgage hiring

**Pronaf Custeio
Renewal**

#VaiNoApp



NFC



4.4 million
of transactions

75.5%
Through the digital
wallets
3Q19

**NATIVE DIGITAL
CUSTOMERS AT BB²**

3.7 Million

84%
Up to 40 years old

Companies Solutions



PJ MOBILE

60+

available
transactions

The most
complete in
the market



ACL Digital



Desconto de Títulos
Digital



BB Giro
Digital



Conta Garantida
BB



Cobrança Bancária
BB

9 available API's

Payments, Collections, Debt, Consultations and others



**Google
Assistant**

**ACL
Cobrança
Bancária**

**Desconto
de Títulos
Desconto de
Cheques**

**Gerenciador
Financeiro**



Sustainability

Socio-environmental Governance



FOR US IN BANCO DO BRASIL, SOCIO-ENVIRONMENTAL RESPONSIBILITY MEANS:
TO HAVE ETHICS AS OUR COMMITMENT AND RESPECT AS OUR ATTITUDE IN OUR INTERACTIONS WITH
EMPLOYEES, STAKEHOLDERS, SUPPLIERS, PARTNERS, CUSTOMERS, CREDITORS, SHAREHOLDERS,
COMPETITORS, COMMUNITY, GOVERNMENT AND THE ENVIRONMENT.



Board of Directors

Annually

Monitor BB's socio-environmental performance and the initiatives in progress.

On demand

Approve, within competence, proposals to improve of BB's socio-environmental performance.

Board of Executive Officers

Biannually

Approve BB's Sustainability Plan.

Semiannually

Track the execution of BB's Sustainability Plan

On demand

Approve, within its competence, proposals to improve of BB's socio-environmental performance.



Risk and Capital Committee

Approved by the Board of Directors in 2017, with the purpose of advising this Board in the performance of its functions related to risk management, including socio-environmental risk and capital risk.

Strategy and Organization (DIREO)

Strategic unit directly linked to the Presidency of BB and responsible for conducting the corporate socio-environmental responsibility theme.

Risk Management (DIRIS)

Strategic unit responsible for the socio-environmental risk management in BB.

Sustainability

A forum that gathers executives from BB and Fundação Banco do Brasil aiming to support the process of incorporation, alignment and dissemination of the principles and practices of sustainability of BB; and to accompany the socio-environmental initiatives and the implementation of the actions set forth in Agenda 30 BB. The Sustainability Forum is quarterly and is subordinated to the Executive Business Committee.

Socio-environmental Risk Management

Socio-environmental Risk

Potential Losses coming from social and/or environmental impacts generated by the institution's activities, directly or indirectly.

The procedures to manage socio-environmental risk encompass exposures on loan, investments, insurance, operational risks, strategy risk, reputation risk and administrative activities.

Management



Businesses

BB Sustainability Guidelines for Loan

Forests and Biodiversity
Water resources
Climate changes
Human rights

Agribusiness
Electricity
Mining
Transportation
Steel Industry

Irrigated Agriculture
Construction
Oil and Gas
Paper And Cellulose



Market Indexes and Awards

ISEB3
2019

Corporate Sustainability Index (ISE) – B3 - 2019

14 consecutive listing years

Índice Carbono Eficiente **ICO2**

Carbon Efficient Index (ICO2) – B3 - 2018

MEMBER OF

Dow Jones Sustainability Indices

In Collaboration with RobecoSAM
Dow Jones Sustainability Index
New York Stock Exchange - 2019

Listed in the World and Emerging markets segment



Global 100 – 100 world leaders in sustainability – 2019.

Listed among the 100 most sustainable companies in the world, being the 1st among banks.





BB's Figures

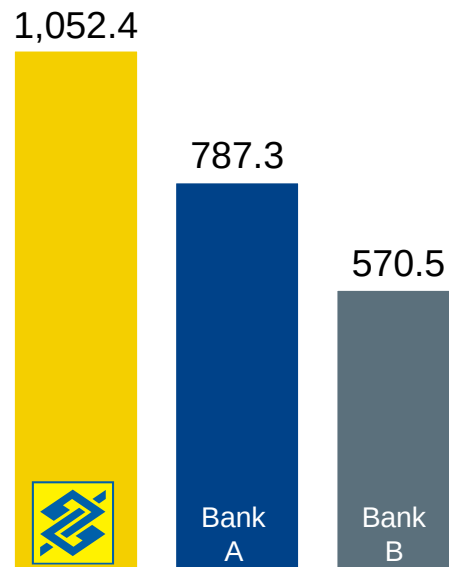
02



Industry Leadership¹

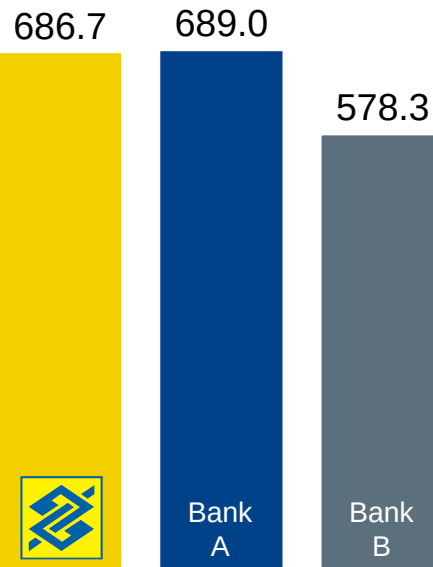
ASSETS UNDER MANAGEMENT²

22.8%
Market Share³



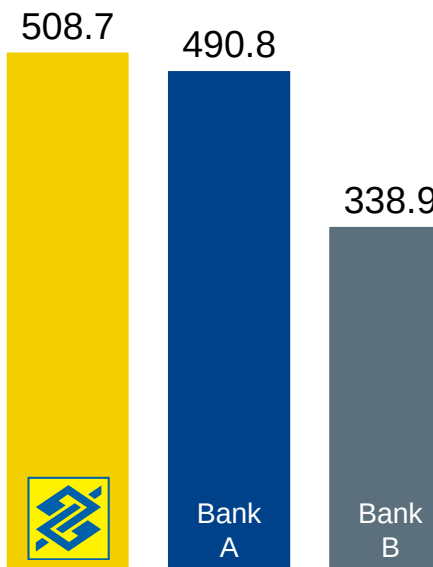
LOAN PORTFOLIO

17.6%
Market Share⁴



DEPOSITS

19.8%
Market Share⁵



BB SEGURIDADE⁶



Rural



Pension Plan



Life



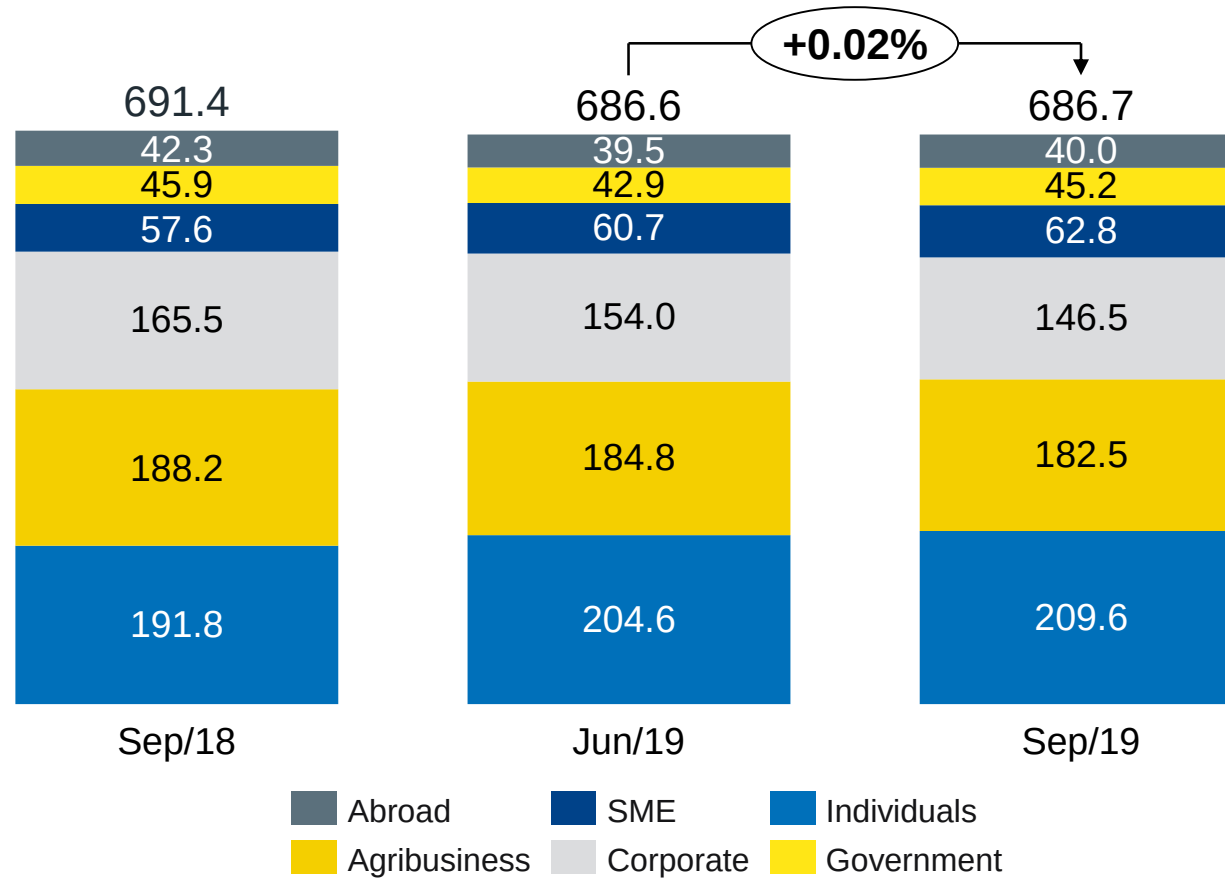
Credit Life



Premium Bonds

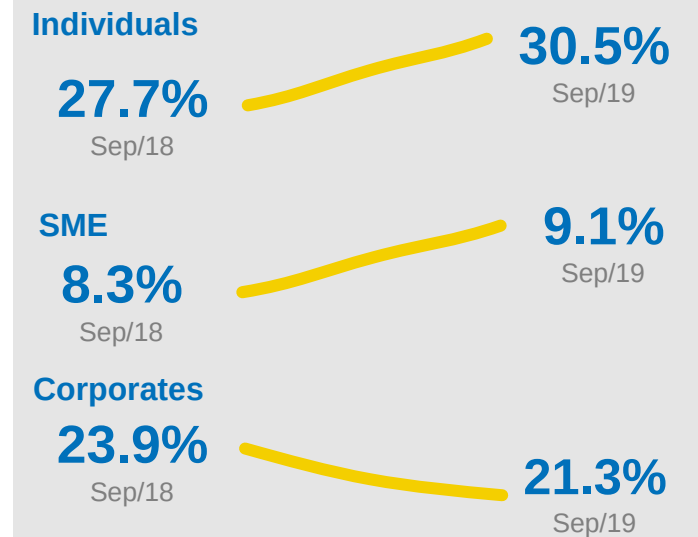
(1) Comparison with the two largest Brazilian private banks. (2) It does not include Banco Votorantim. (3) Source: Anbima – Sep/19. (4) Source: Banco Central do Brasil - Sep/19. (5) Source: Banco Central do Brasil - Jun/19. (6) Source: SUSEP.

Loans¹: R\$686.7 billion



R\$ billion

Share in Portfolio



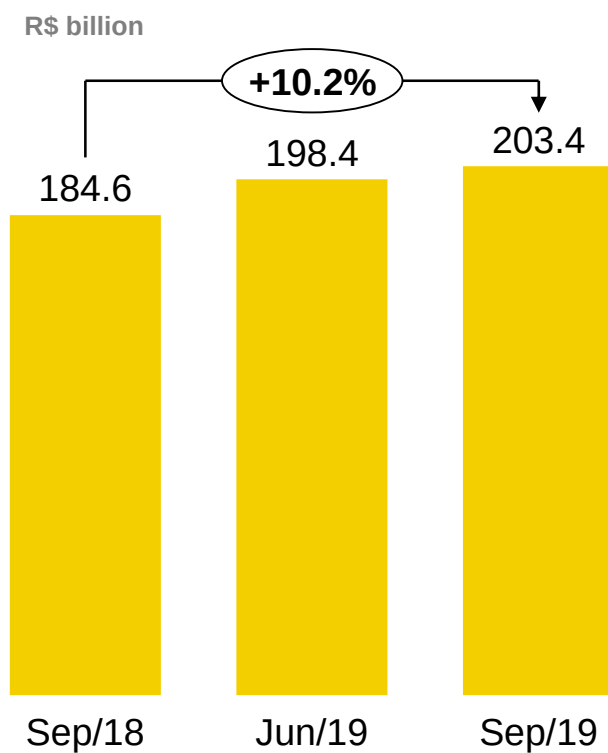


Loans to Individuals¹

	Sep/18	Jun/19	Sep/19
Payroll Loan	70,106	75,089	77,951
Salary Loan	19,257	19,918	19,789
Consumer Finance	5,911	9,717	10,238
Mortgage	47,957	49,318	49,261
Credit Card	25,511	27,610	29,087
Renegotiated Loan	8,758	9,824	10,268
Auto Loan	4,306	4,187	4,088
Overdraft Account	1,886	1,884	1,912
Microcredit	357	309	309
Other	560	508	461
Total	184,609	198,364	203,363

R\$ million

Individuals¹: +10.2%



Highlights Sep19/Sep18

More Profitable Lines

+73.2%
Consumer Finance

+14.0%
Credit Card

+11.2%
Payroll Loans

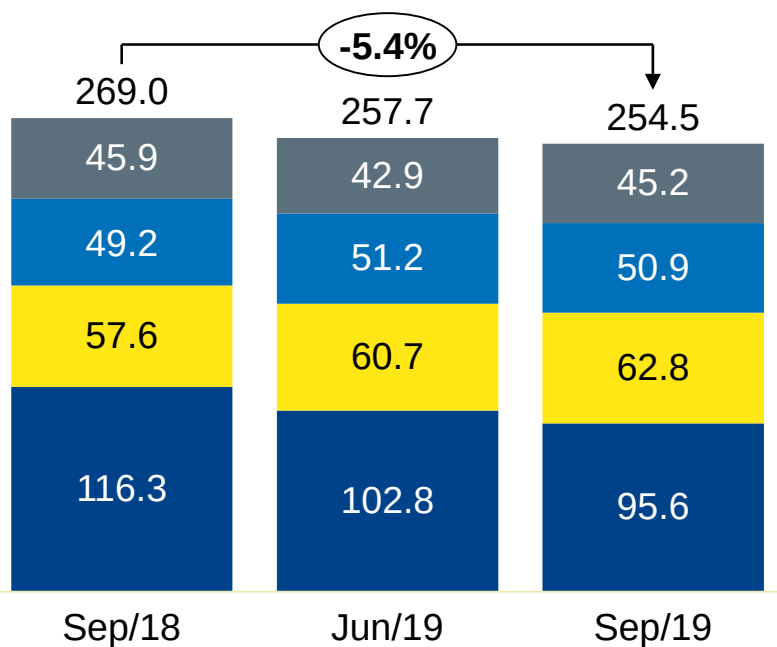
Mobile Disbursements Sep/19



39.0%
Consumer Finance

Loans to Companies¹: -5.4%

R\$ billion



Government
 Private Securities
 SME²
 Corporates

Capital Markets

R\$ 21.6 billion
Domestic Fixed Income³

R\$ 10.7 billion
Equity³

42.3%
Share in Foreign Market⁴



**Leader of the 2nd Larger
Follow-on in 2019**

IRB – Brasil Resseguros S.A.

Ranking ANBIMA

Accumulated 2019 (Pos. Sep/19)



**Equity
IPO
Origination**

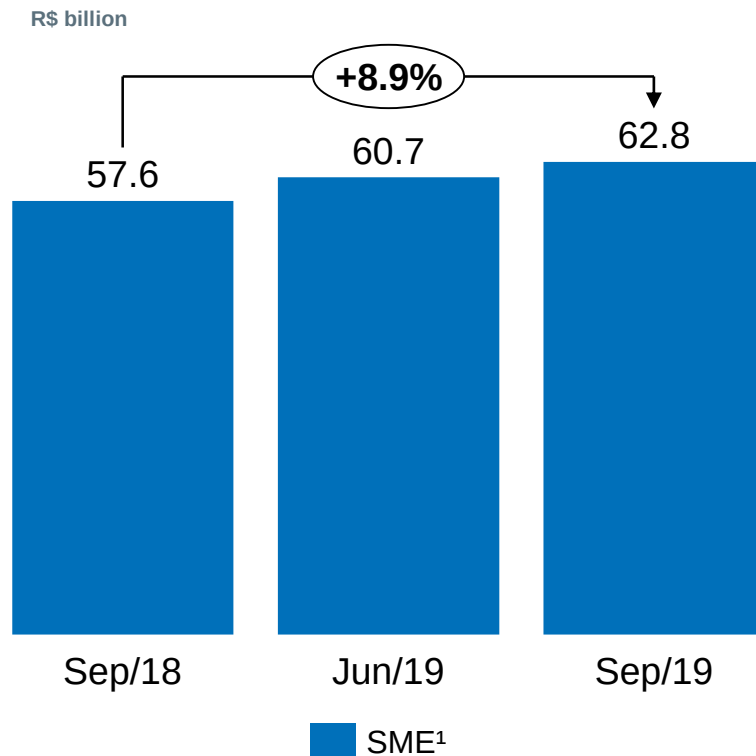


**Real Estate and Credit
Rights Investment Funds
Origination**



**Foreign Issues
Origination**

SME Portfolio: +8.9%



Highlights Sep19/Sep18

+40.3%
Working Capital

+35.1%
Overdraft Account

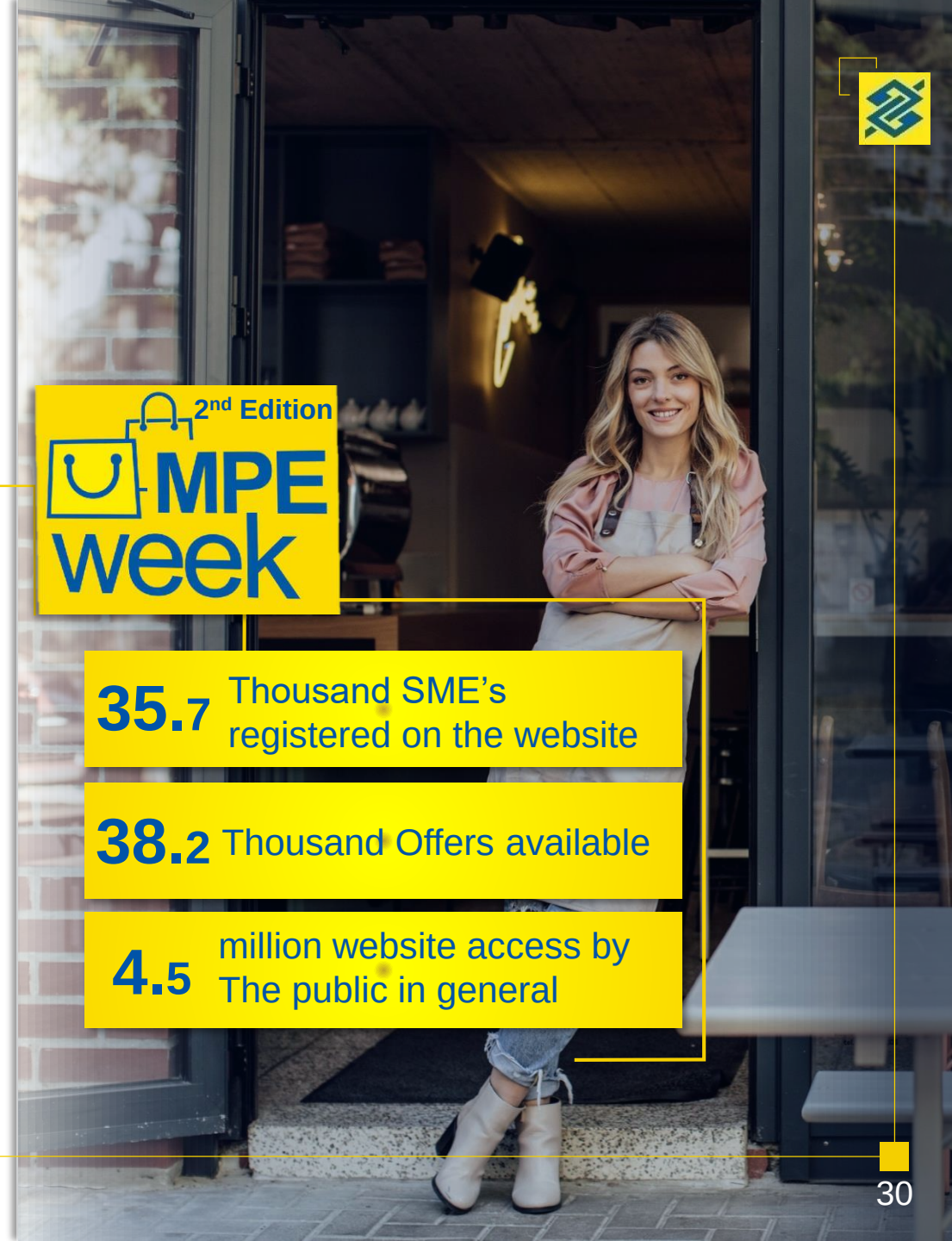
+19.1%
ACC/ACE



35.7 Thousand SME's registered on the website

38.2 Thousand Offers available

4.5 million website access by The public in general



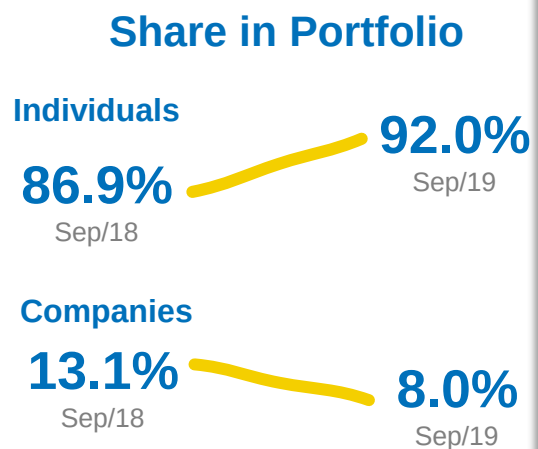
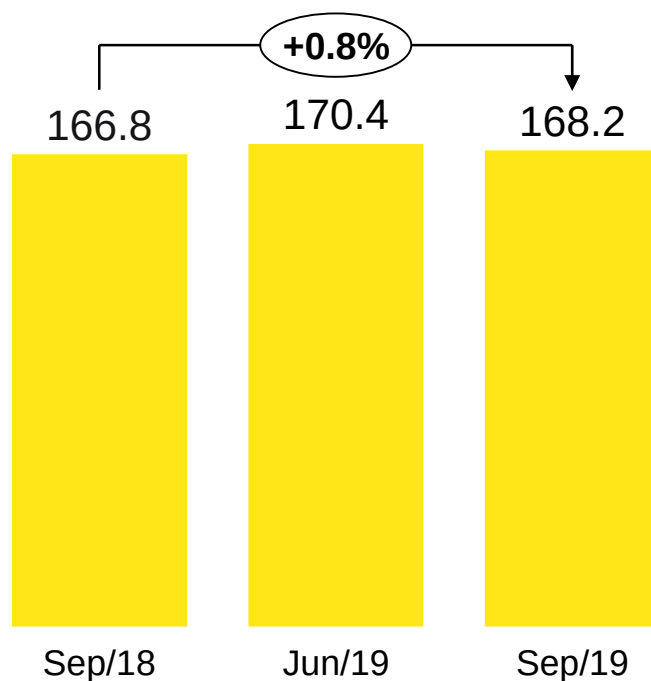
Companies Portfolio by Macro-Sector

Macro-Sector ¹	Balance		Chg. (%) on	
	Sep/18	Share %	Jun/19	Share %
Public Administration	46,616	13.6	43,689	13.8
Food products of Vegetable Origin	35,091	10.2	33,547	10.6
Electric Utilities	24,590	7.2	26,389	8.3
Transportation	24,205	7.0	22,458	7.1
Oil and Gas	36,227	10.5	23,531	7.4
Metalworking and Steel	25,394	7.4	21,524	6.8
Services	20,159	5.9	21,588	6.8
Automobiles and Components	17,676	5.1	14,147	4.5
Food products of Animal Origin	14,178	4.1	14,735	4.7
Retail	10,198	3.0	10,988	3.5
Housing	13,121	3.8	10,290	3.2
Financials	11,046	3.2	9,231	2.9
Agricultural inputs	8,101	2.4	8,589	2.7
Construction Materials	8,917	2.6	8,623	2.7
Electrical and Electronic Goods	6,108	1.8	6,448	2.0
Chemicals	6,406	1.9	6,565	2.1
Wholesale and Other Industries	5,059	1.5	6,025	1.9
Textiles	6,607	1.9	6,383	2.0
Telecommunication Services	7,797	2.3	6,425	2.0
Pulp and Paper	5,603	1.6	4,281	1.4
Furniture and Forest products	3,657	1.1	4,008	1.3
Heavy Construction	4,107	1.2	3,975	1.3
Leather and Shoes	1,664	0.5	1,601	0.5
Beverages	1,316	0.4	1,524	0.5
Other Activities	29	0.0	278	0.1
Total	343,872	100	316,840	100
R\$ million				

(1) It includes Companies and Agro Companies Portfolio.

Agribusiness: +0.8%

R\$ billion



CPR
R\$ 3.8bi +388%
(Sep19/Sep18)

CDCA
+30.6% in 2019



65.1%

Market Share in
Sep/19¹

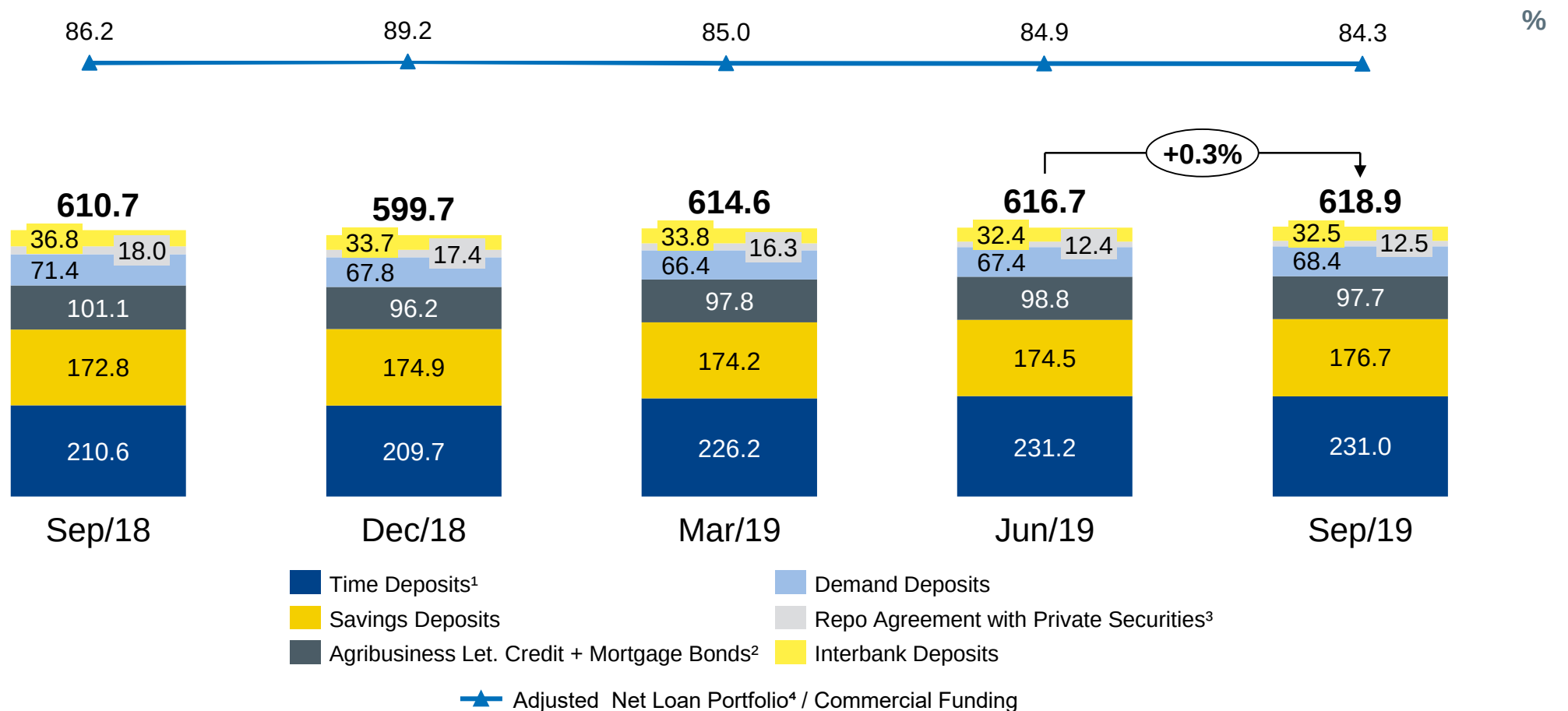
Capital Markets 2019



R\$ 4.0 bn
Share

**New Launch:
Opções BB Agro**

Commercial Funding



(1) It includes Other Deposits. (2) It includes the balance of CRI (Certificates of Real Estate Receivables). (3) It includes part of the balances of the Private Securities shown on Notes to the Consolidated Financial Statements. (4) It does not include the domestic onlending loans.

Sources

	Mar/18	Jun/18	Sep/18	Dec/18	Mar/19	Jun/19	Sep/19
Commercial Funding ¹	584,902	596,556	610,696	599,656	614,557	616,744	618,872
Domestic Onlending	79,278	77,543	68,279	66,731	65,238	63,976	62,207
Subordinated Debt	61,222	59,946	58,727	58,829	49,895	49,598	50,570
Foreign Borrowing ²	43,517	51,631	47,565	44,067	45,553	43,519	50,376
Hybrid Capital Instruments	32,340	32,963	34,506	33,235	33,732	32,874	35,636
Financial and Development Funds	16,077	15,948	15,171	15,522	15,433	15,481	16,772
Commercial Paper ³	5,344	5,457	5,473	5,537	5,784	5,725	5,271
Compulsory Deposits	(69,842)	(70,244)	(64,229)	(59,115)	(62,627)	(62,558)	(61,273)
Total	752,837	769,800	776,188	764,462	767,565	765,360	778,433

R\$ million

Uses

	Mar/18	Jun/18	Sep/18	Dec/18	Mar/19	Jun/19	Sep/19
Available Funds	122,970	132,300	137,062	117,832	135,270	133,057	148,285
Net Loan Portfolio (a)	629,866	637,500	639,125	646,630	632,295	632,303	630,148
Classified Loan Portfolio	628,698	637,677	635,502	641,871	628,884	626,322	626,090
Private Securities	36,158	35,004	38,056	39,110	38,158	41,527	40,678
Allowance for Loan Losses	(34,989)	(35,181)	(34,432)	(34,351)	(34,747)	(35,547)	(36,621)
Adjusted Net Loan Portfolio (a) - (b)	505,875	514,619	526,227	534,833	522,227	523,385	521,643
Domestic Onlending Loans (b)	123,991	122,881	112,898	111,797	110,068	108,918	108,504
Total	752,837	769,800	776,188	764,462	767,565	765,360	778,433

R\$ million

(1) It includes part of the balances of Private Securities on Notes to the Consolidated Financial Statements. (2) It includes Foreign Borrowing, Foreign Securities and Foreign Onlending. (3) It includes Financial Bonds and Debentures.

Sources Breakdown

Comercial Funding

R\$ million

	Remuneration	Mar/18	Jun/18	Sep/18	Dec/18	Mar/19	Jun/19	Sep/19
Savings Deposits	TR + (0.5% if Selic > 8.5%, or 70% of Selic)	162,560	167,089	172,754	174,855	174,156	174,480	176,724
Judicial Deposits	As Savings Deposits	129,040	134,246	136,875	135,481	154,192	159,915	156,764
Agribusiness Letters of Credits	% of CDI	86,492	84,005	83,530	78,937	81,960	83,657	82,222
Time Deposits	% of CDI	74,767	76,633	73,728	74,222	71,976	71,317	74,249
Demand Deposits	-	68,406	66,780	71,357	67,811	66,426	67,429	68,433
Repo Agreement with Private Securities ¹	% of CDI	21,102	20,436	18,048	17,418	16,251	12,403	12,478
Interbank Deposits	% of CDI	25,989	30,790	36,824	33,669	33,760	32,374	32,512
Mortgage Bonds ²	% of CDI	16,546	16,577	17,580	17,265	15,836	15,169	15,492
Total		584,902	596,556	610,696	599,656	614,557	616,744	618,872

Foreign

R\$ million

	Mar/18	Jun/18	Sep/18	Dec/18	Mar/19	Jun/19	Sep/19
Foreign Securities	23,234	28,243	24,012	23,080	26,306	26,857	31,080
Foreign Borrowing ³	20,282	23,387	23,552	20,987	19,247	16,662	19,296
Subordinated Debt Abroad	9,736	11,460	11,735	11,523	11,427	11,402	12,219
Total	53,253	63,090	59,300	55,589	56,981	54,921	62,596

(1) It includes part of the balances of the Private Securities shown on Notes to the Consolidated Financial Statements. (2) It includes the balance of CRI (Certificates of Real Estate Receivables).

(3) It includes Foreign Onlending.

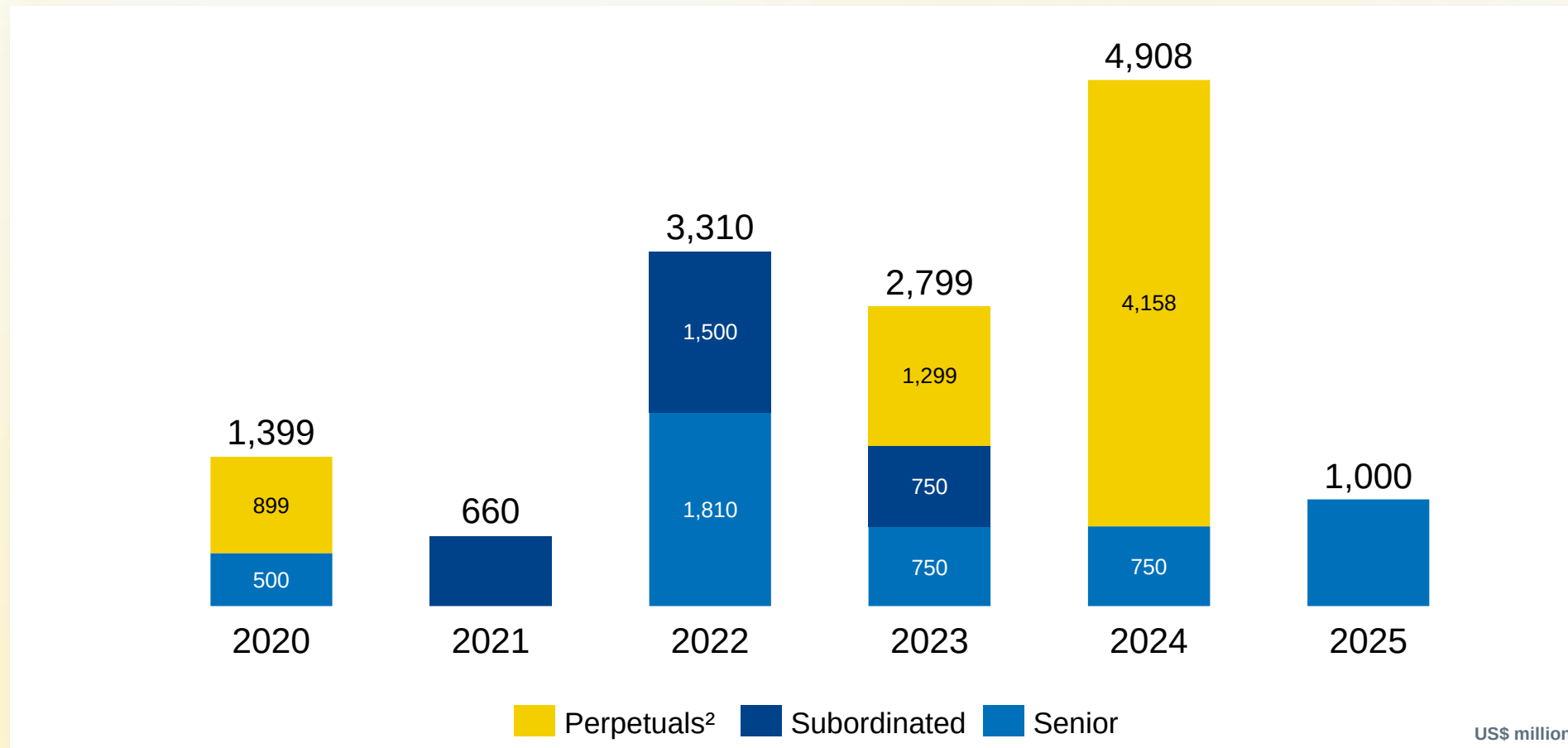
Current debt issues abroad

Issue Date	Call Date	Coupon (%) ¹	Term in Years	Maturity	Amount issued (US\$ thousand)	Currency	Rating S&P/Moody's/Fitch	Program	Outstanding amount (US\$ thousands)
10/20/2009	10/20/2020	8.500 S	Perpetual	Perpetual	1,500,000	USD	SR / B2 / SR	Stand Alone	898,512
01/22/2010		6.000 S	10	01/22/2020	500,000	USD	BB- / Ba2 / BB-	GMTN	500,000
10/05/2010		5.375 S	10	01/15/2021	660,000	USD	SR / Ba3 / SR	Stand Alone	660,000
05/26/2011		5.875 S	10	01/26/2022	1,500,000	USD	SR / Ba3 / SR	Stand Alone	1,500,000
01/20/2012	04/15/2023	9.250 S	Perpetual	Perpetual	1,000,000	USD	CCC+ / SR / SR	Stand Alone	548,727
03/05/2012	04/15/2023	9.250 S	Perpetual	Perpetual	750,000	USD	CCC+ / SR / SR	Stand Alone	750,000
06/19/2012		5.875 S	10	01/19/2023	750,000	USD	B- / Ba3 / SR	Stand Alone	750,000
10/10/2012		3.875 S	10	10/10/2022	1,925,000	USD	BB- / Ba2 / BB-	Stand Alone	1,809,700
01/31/2013	04/15/2024	6.250 S	Perpetual	Perpetual	2,000,000	USD	CCC+ / SR / SR	Stand Alone	1,988,000
06/18/2014	06/18/2024	9.000 S	Perpetual	Perpetual	2,500,000	USD	CCC+ / B2 / SR	Stand Alone	2,169,700
10/23/2017		4.625 S	7	01/15/2025	1,000,000	USD	BB- / Ba2 / BB-	GMTN	1,000,000
04/19/2018		4.875 S	5	04/19/2023	750,000	USD	BB- / Ba2 / BB-	GMTN	750,000
03/20/2019		4.750 S	5	03/20/2024	750,000	USD	BB- / Ba2 / SR	GMTN	750,000

(1) A: annual; S: semiannual; Q: quarterly.

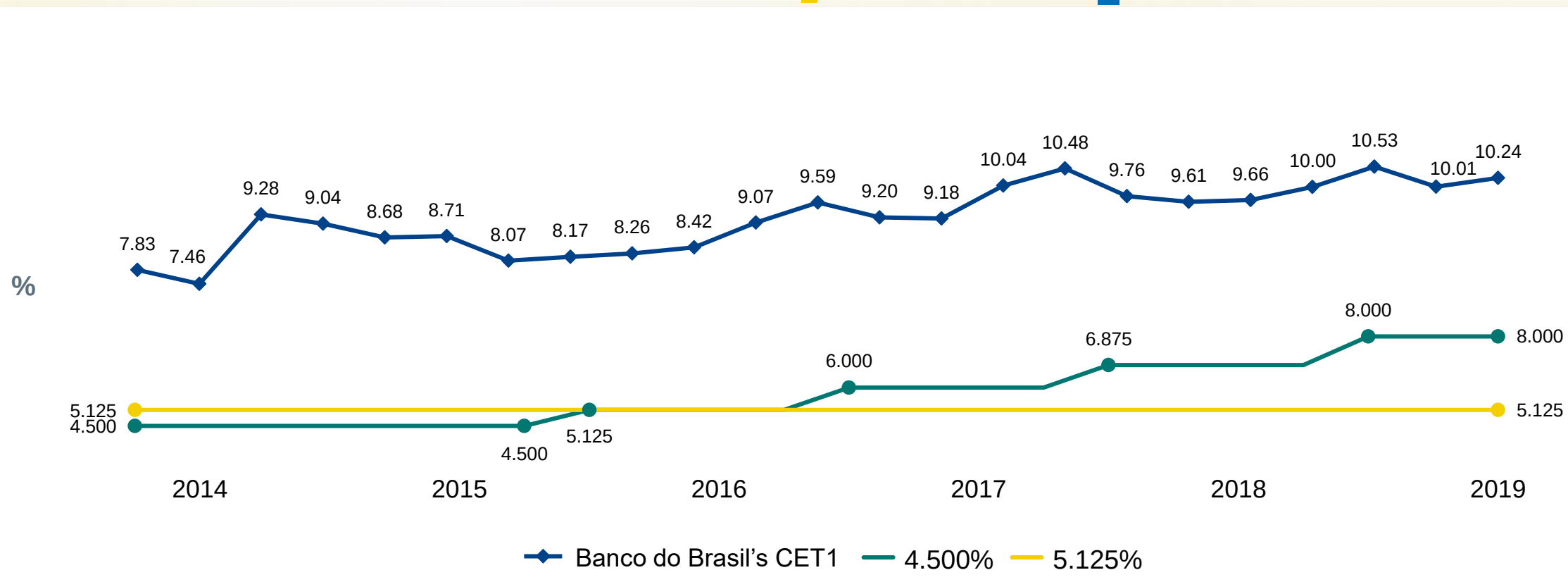


BANBRA¹ Bonds Maturities



(1) Balance in US Dollar, as of Sep, 30, 2019. (2) The redemption on the call date of the BANBRA perpetuals will depend on Banco do Brasil's ALM strategy, regulatory approval, taking into account market conditions and Banco do Brasil's capital needs.

CET 1 and Required Capital



BIS III in 2019

CET1	8.00%
Tier I	9.50%
Total BIS III Ratio	11.50%

BIS III – Current Requirements

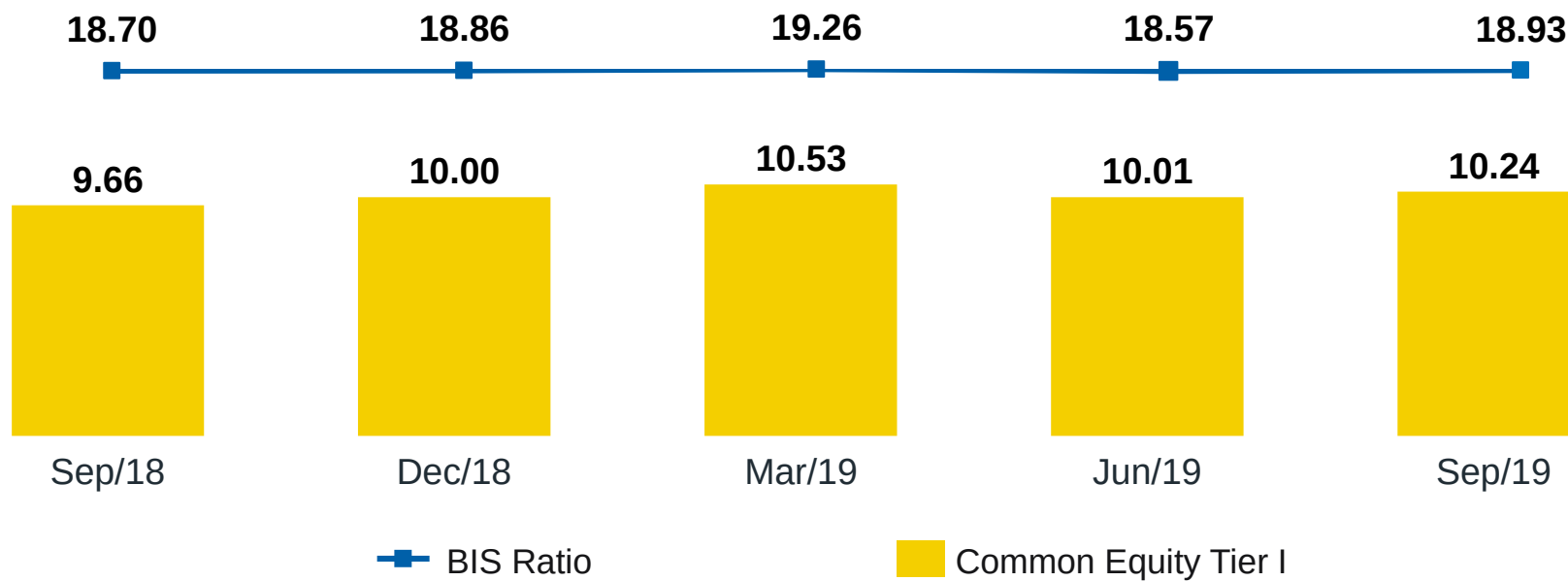


	2019
Common Equity Tier I (CET1)	4.500
Tier 1	6.000
Brazilian BIS Ratio	8.000
Capital Conservation Buffer	2.500
Additional CET1 Countercyclical Buffer (superior limit) ¹	2.500
Additional CET1 Systemic (D-SIB) Buffer	1.000
CET1 + Buffers¹	10.500
Tier 1 + Buffers¹	12.000
Brazilian BIS Ratio + Buffers¹	14.000

%

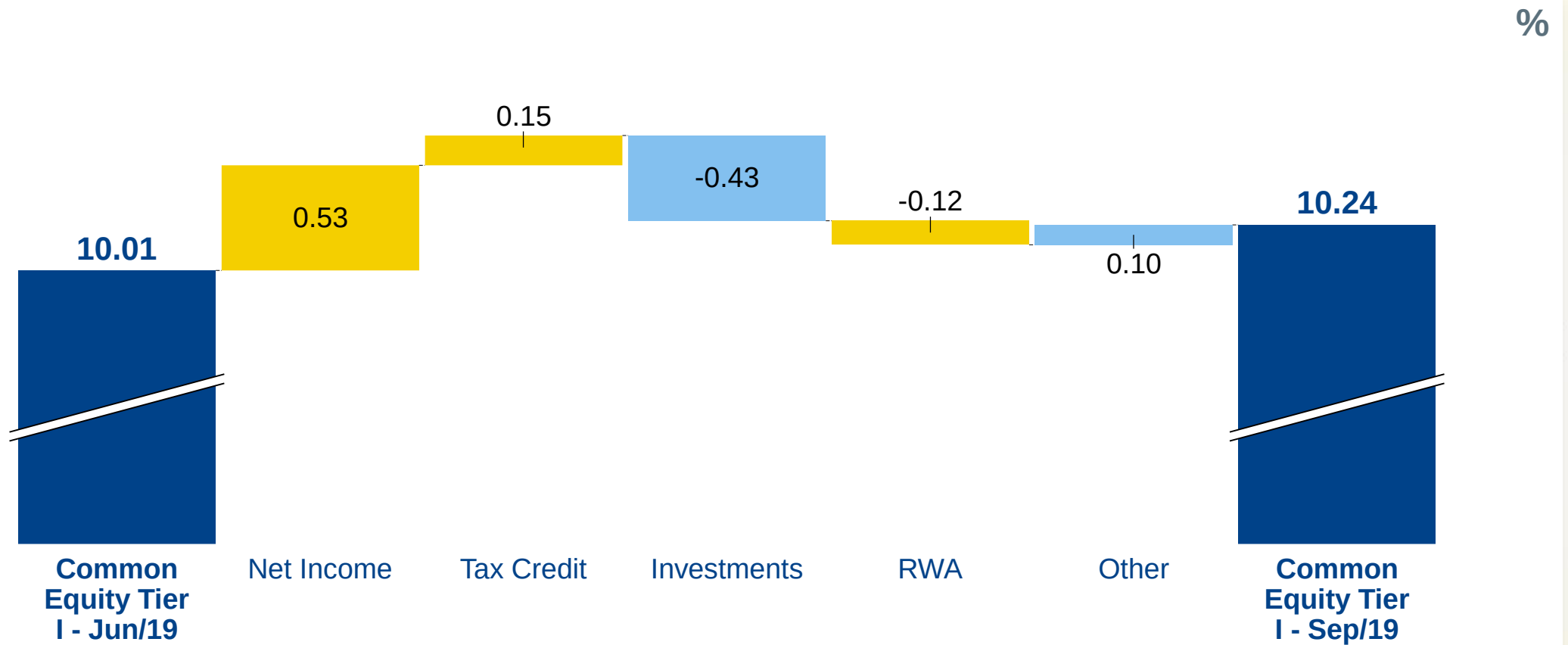
(1) The Additional CET1 Countercyclical buffer is not activated and is limited to 2.5%. Any change should be communicated 12 months in advance by Banco Central do Brasil

Bis Ratio



CET 1:
Minimum of 11% in January 2022.

CET 1 Impacts





Earnings Highlights

03

Earnings Highlights

9M19 / 9M18



Adjusted Net
Income

13.2 Bn



+36.8%



Fee Income

21.7 Bn



+7.3%



Administrative
Expenses

22.9 Bn



+0.7%



Cost to
Income Ratio¹

35.3%



Increase
240bps



Market ROE²

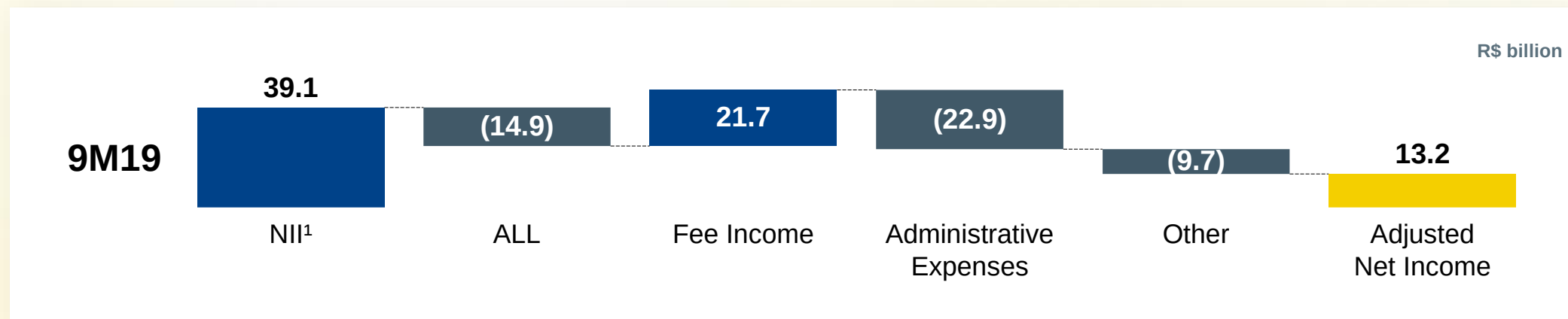
17.5%



+ 429 bps

(1) (Base 100 – Dec.16) 12 months accumulated. (2) It reflects the metric that the main market analysts use to project results. The index is annualized using the linear method.

Net Income and Profitability



		3Q18	2Q19	3Q19
Profitability Ratios ²	Net Income (R\$ billion)	3.2	4.2	4.3
	Adjusted Net Income (R\$ billion)	3.4	4.4	4.5
	Shareholders ROE %	14.8	19.1	19.6
	Market ROE %	13.6	17.6	18.0

(1) NII net of recovery of write-offs. (2) Shareholders ROE: it does not include the core capital eligible instrument; Market ROE: it reflects the metric that the main market analysts use to project results, including the core capital eligible instrument.

Net Interest Income

	3Q18	2Q19	3Q19	Chg. (%) on 3Q18	Chg. (%) on 2Q19	9M18	9M19	Chg. (%) on 9M18
Net Interest Income	12,644	13,062	13,260	4.9	1.5	37,340	39,062	4.6
Loan Operations	18,455	18,655	18,222	-1.3	-2.3	55,436	55,254	-0.3
Funding Expenses	(6,190)	(6,582)	(6,213)	0.4	-5.6	(18,156)	(19,174)	5.6
Financial Expense for Institutional Funding ¹	(2,734)	(2,565)	(2,458)	-10.1	-4.2	(8,311)	(7,435)	-10.5
Treasury ²	3,112	3,554	3,710	19.2	4.4	8,371	10,416	24.4

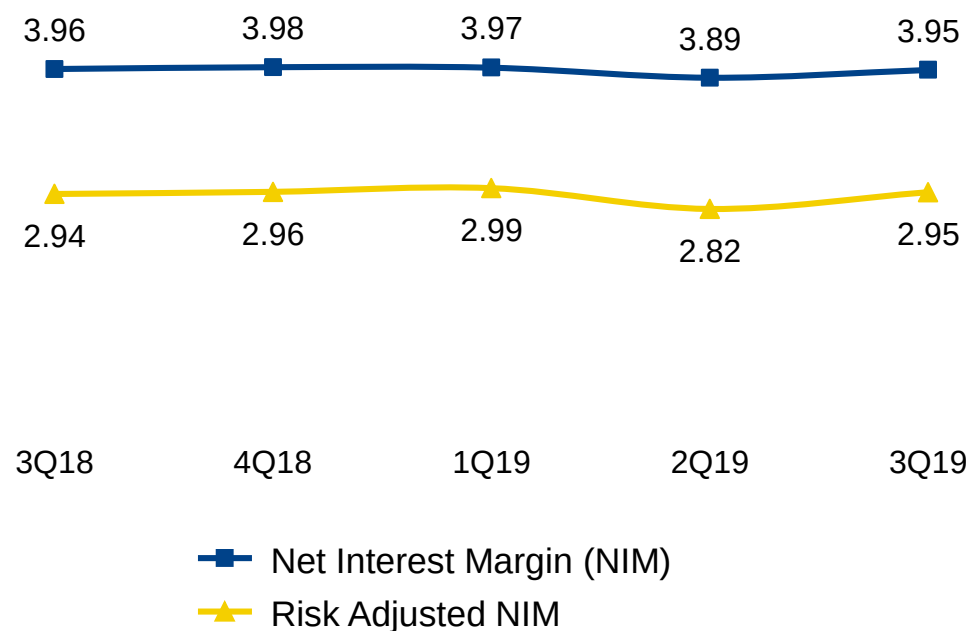
R\$ million

(1) It includes senior bonds, subordinated debt, and Hybrid Instruments in Brazil and abroad. (2) It includes the result from interest, tax hedging, derivatives, and other financial instruments that offset the effects of the exchange rate variation in the result.

Spread

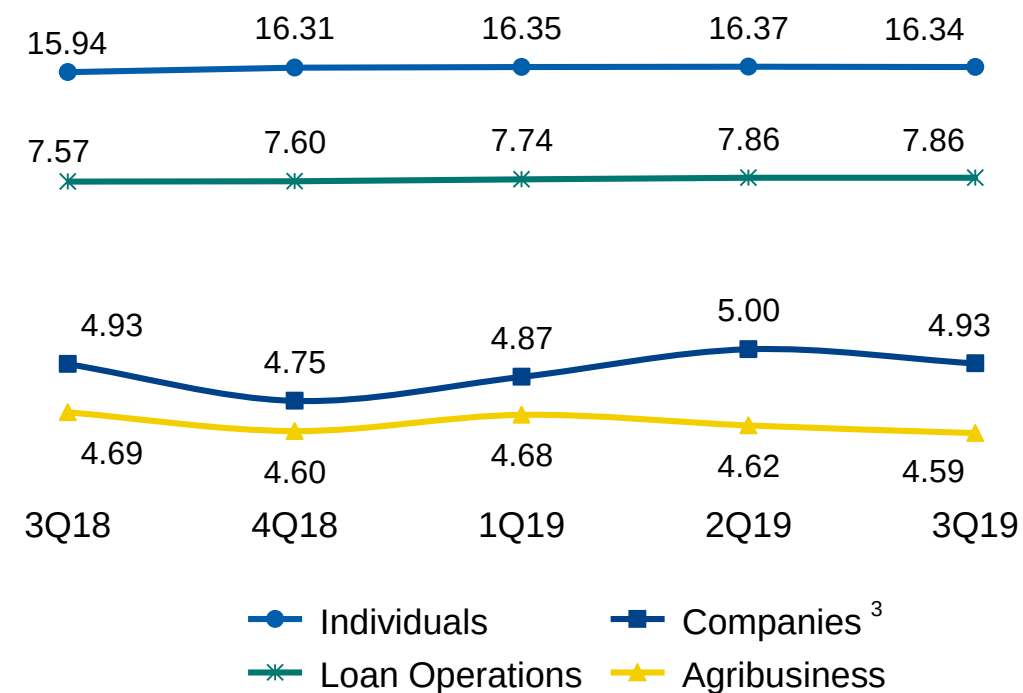
Net Interest Margin¹

%



Spread by portfolio²

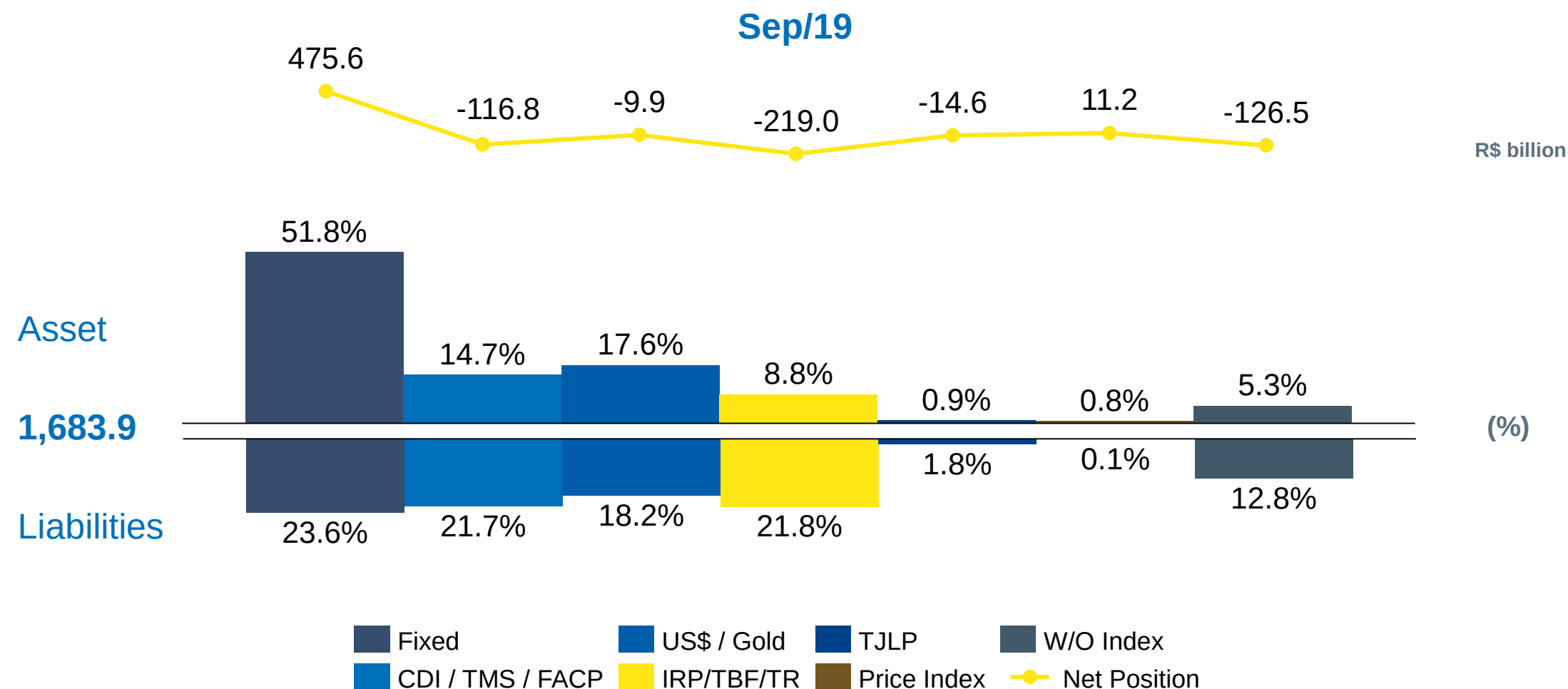
%



(1) Net interest income / average balance of earnings assets, annualized. It does not include recovery of write-offs. (2) Determining the managerial financial margin begins as follows: a) accrued interest income, classified by type of portfolio; b) opportunity costs determined for each line item of the portfolios. (3) It does not include transactions with the Government.



Assets and Liabilities Breakdown

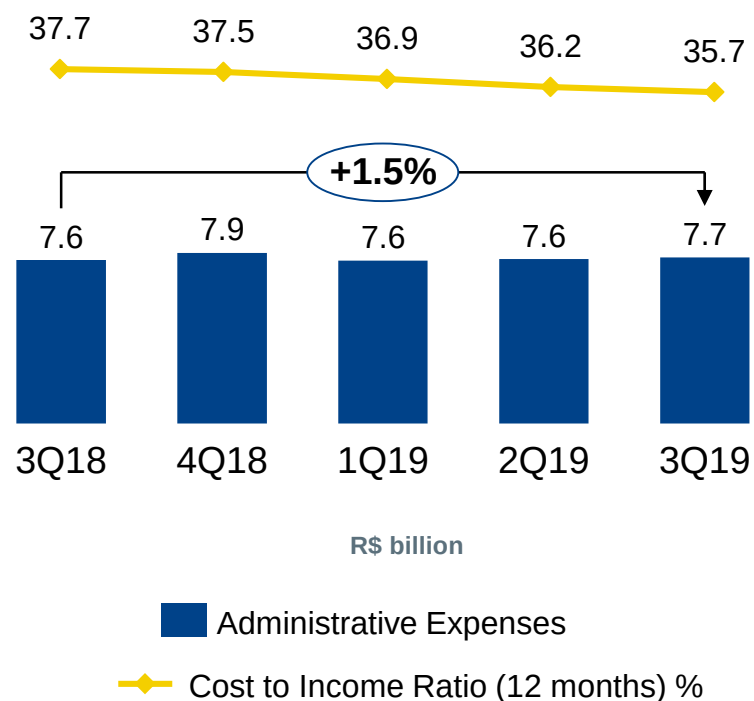


Fee Income

	3Q18	2Q19	3Q19	Chg. (%) on		9M18	9M19	Chg. (%) on
				3Q18	2Q19			9M18
Fee Income	6,871	7,439	7,466	8.7	0.4	20,217	21,701	7.3
Checking Account Fees	1,857	1,918	1,987	7.0	3.6	5,429	5,754	6.0
Asset Management Fees	1,556	1,617	1,733	11.4	7.2	4,536	4,870	7.4
Insurance, Pension and Premium Bonds	714	929	970	35.7	4.4	2,183	2,740	25.5
Credit / Debit Cards	491	538	499	1.7	(7.2)	1,435	1,559	8.6
<i>Brazil⁽¹⁾</i>	423	471	430	1.6	(8.7)	1,230	1,343	9.2
Loan Fees	462	496	461	(0.3)	(7.2)	1,441	1,360	(5.6)
Collections	314	326	346	10.2	6.1	977	980	0.3
Billings	277	282	276	(0.2)	(1.9)	833	834	0.1
Consortium	236	312	308	30.6	(1.4)	666	895	34.3
Subsidiaries Abroad	180	158	143	(20.2)	(9.0)	578	474	(18.0)
Capital Market	185	311	231	25.2	(25.7)	600	693	15.5
Contract Processing	134	192	132	(1.1)	(31.2)	312	457	46.5
National Treasury and Manag. of Official Funds	225	100	110	(51.2)	10.1	495	313	(36.9)
Foreign Exchange Services	90	97	92	1.7	(5.5)	255	278	8.8
Other	151	163	177	17.7	9.0	475	494	4.0

(1) Fee Income earned in the country.

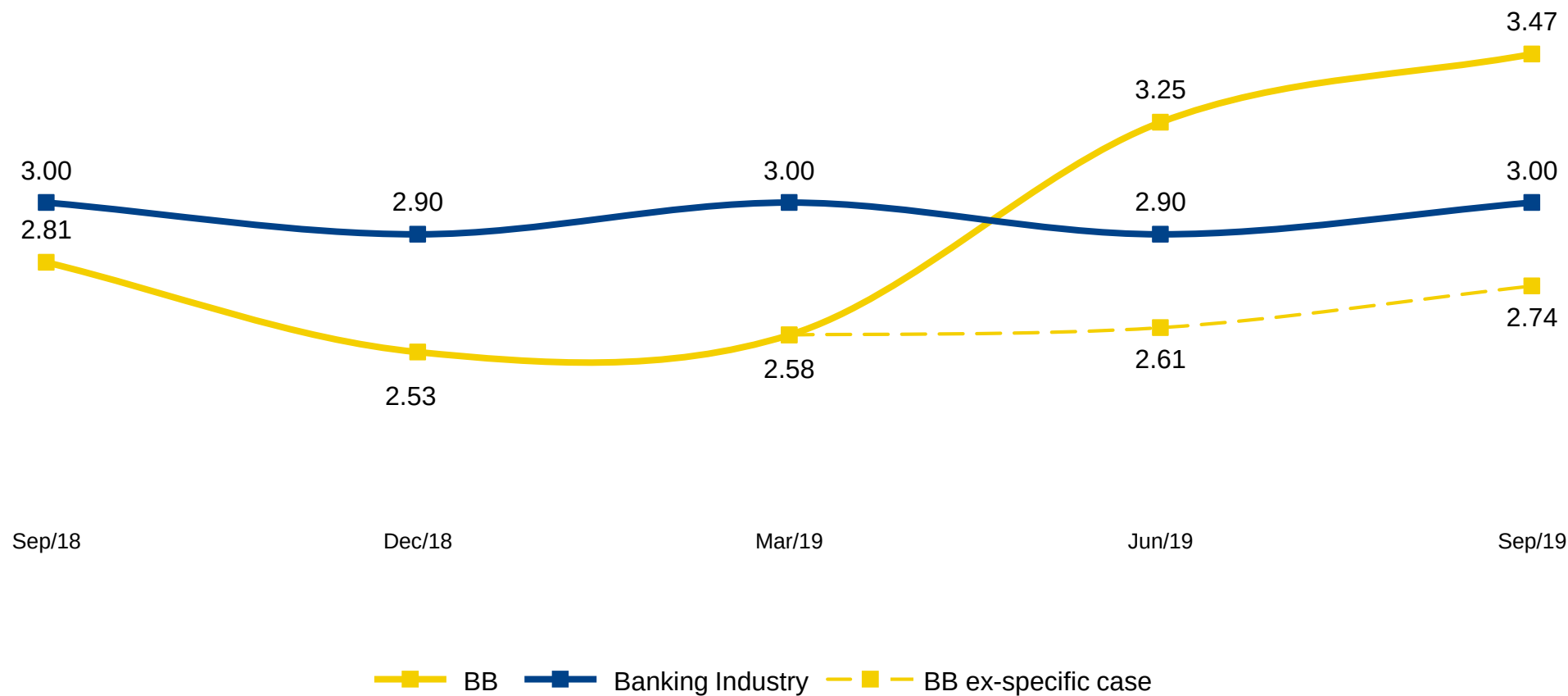
Administrative Expenses and Cost to Income Ratio¹



	Sep/18	Jun/19	Sep/19	On Sep/18	
				Abs. Chg.	Chg. %
Employees	97,232	96,168	93,872	(3,360)	(3.5)
Traditional Branches	4,147	4,092	3,684	(463)	(11.2)
Digital and Specialized Branches	618	619	619	1	0.2
Total	4,765	4,711	4,303	(462)	(9.7)



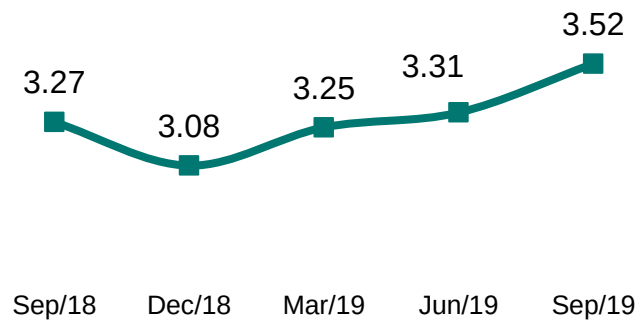
NPL (+90 days)¹



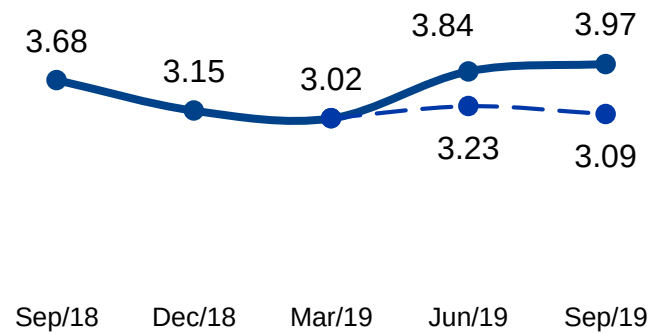
NPL by Segment¹



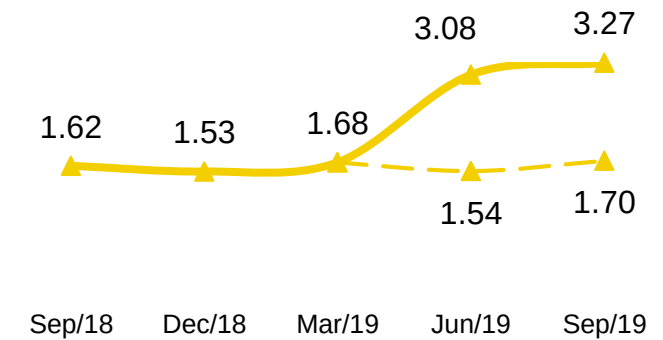
Individuals



Companies

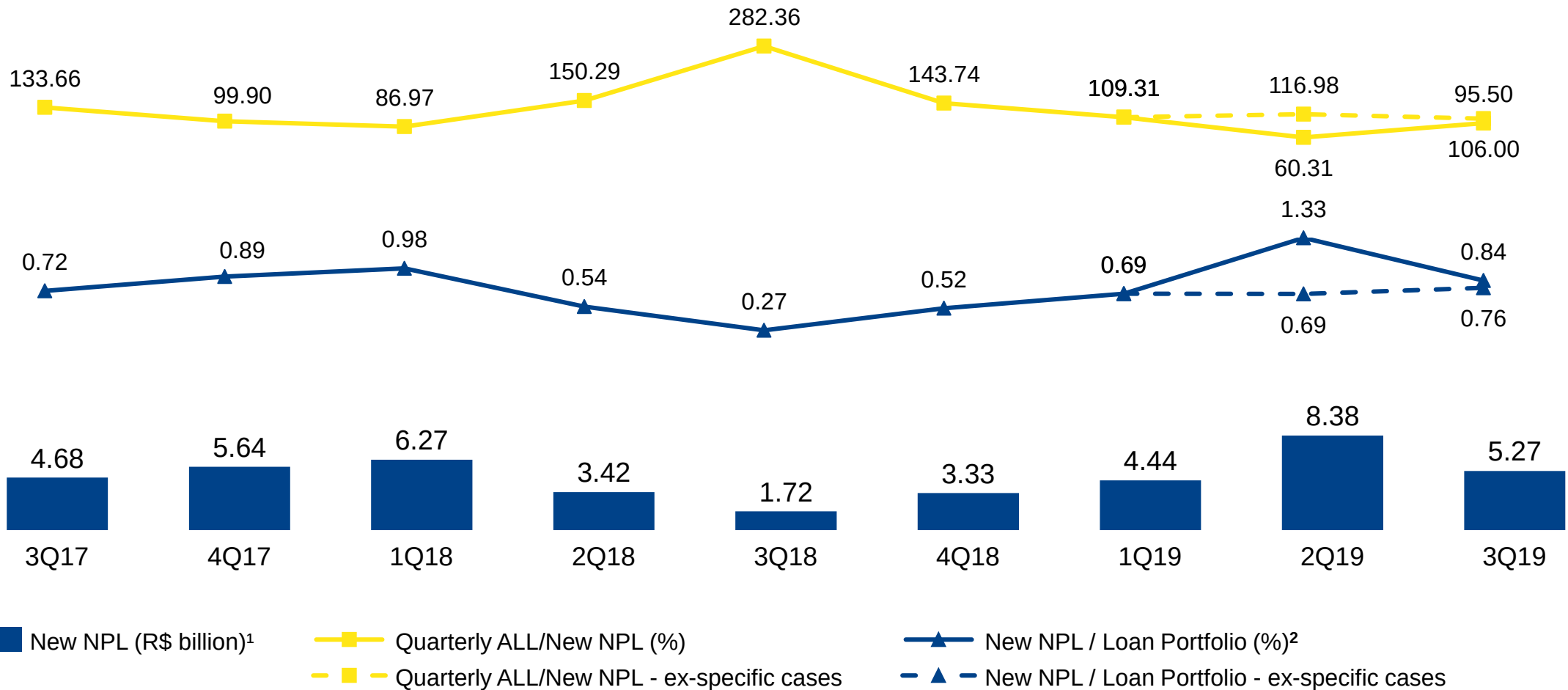


Agribusiness



--- Ex-specific case

NPL Formation

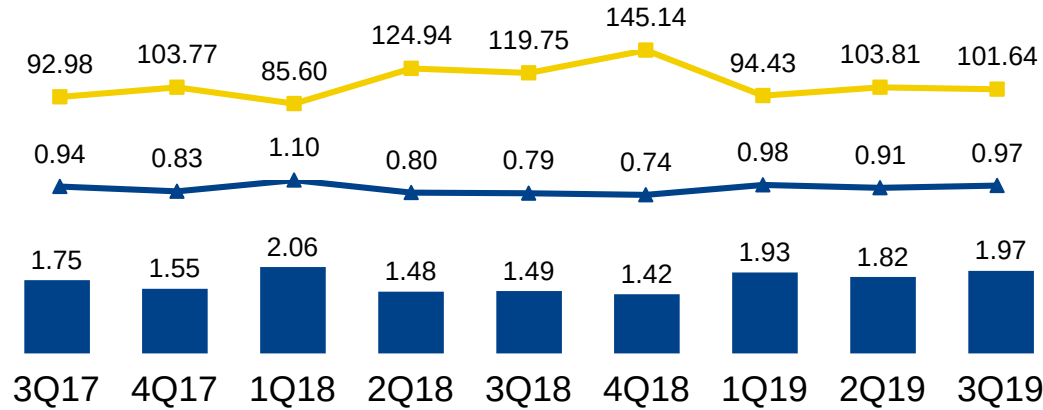


(1) Quarterly change in the balance of more than 90 days past due transactions + current quarter write-off. (2) It considers the Classified Loan Portfolio of the previous quarter.

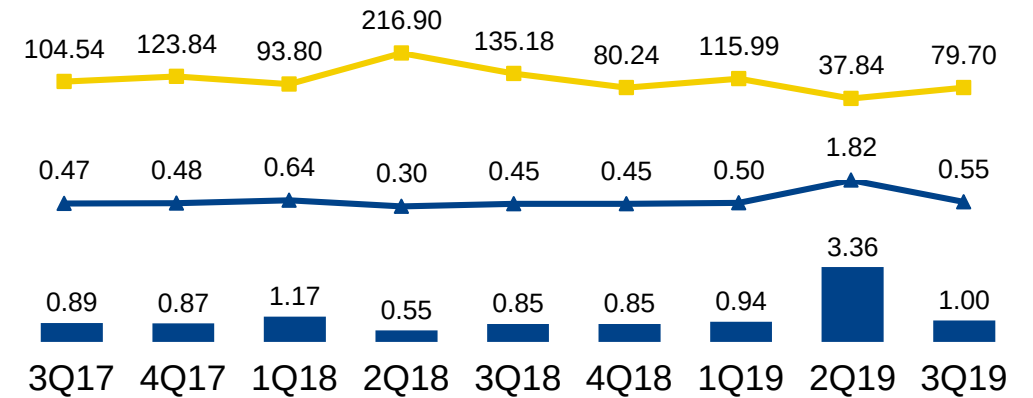
NPL Formation by Segment



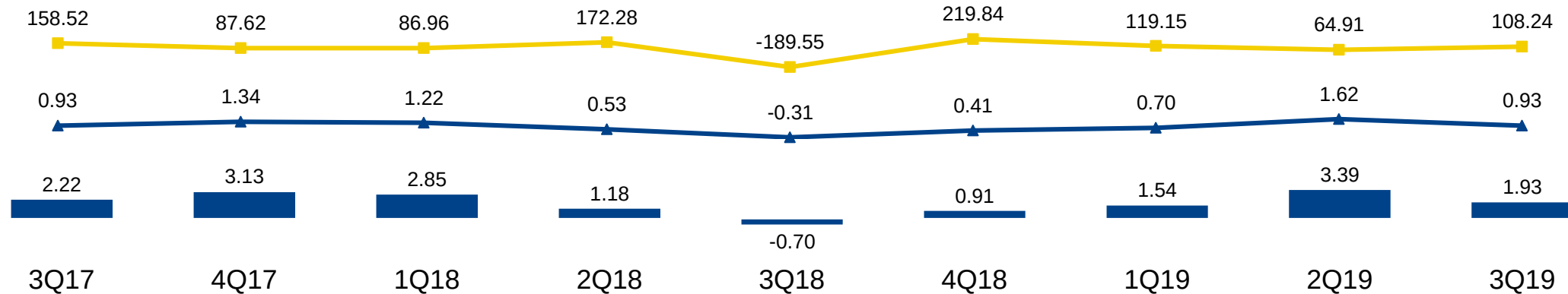
Individuals



Agribusiness



Companies



■ New NPL (R\$ billion)¹

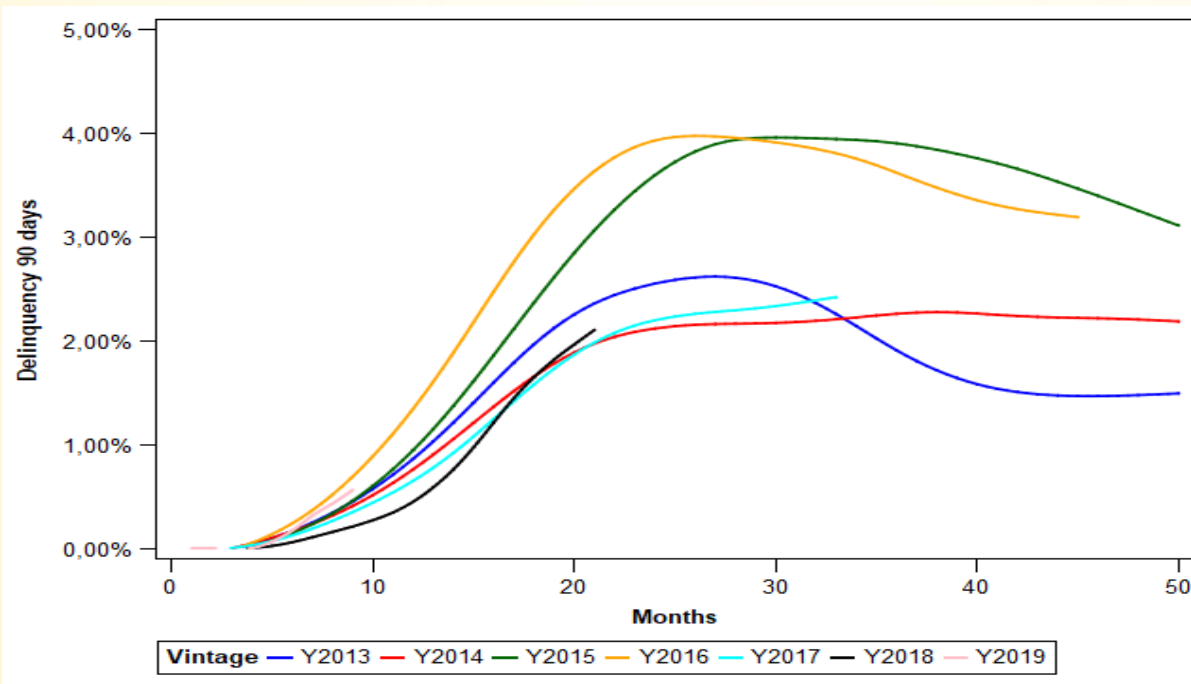
— Quarterly ALL/New NPL (%)

— New NPL / Loan Portfolio (%)²

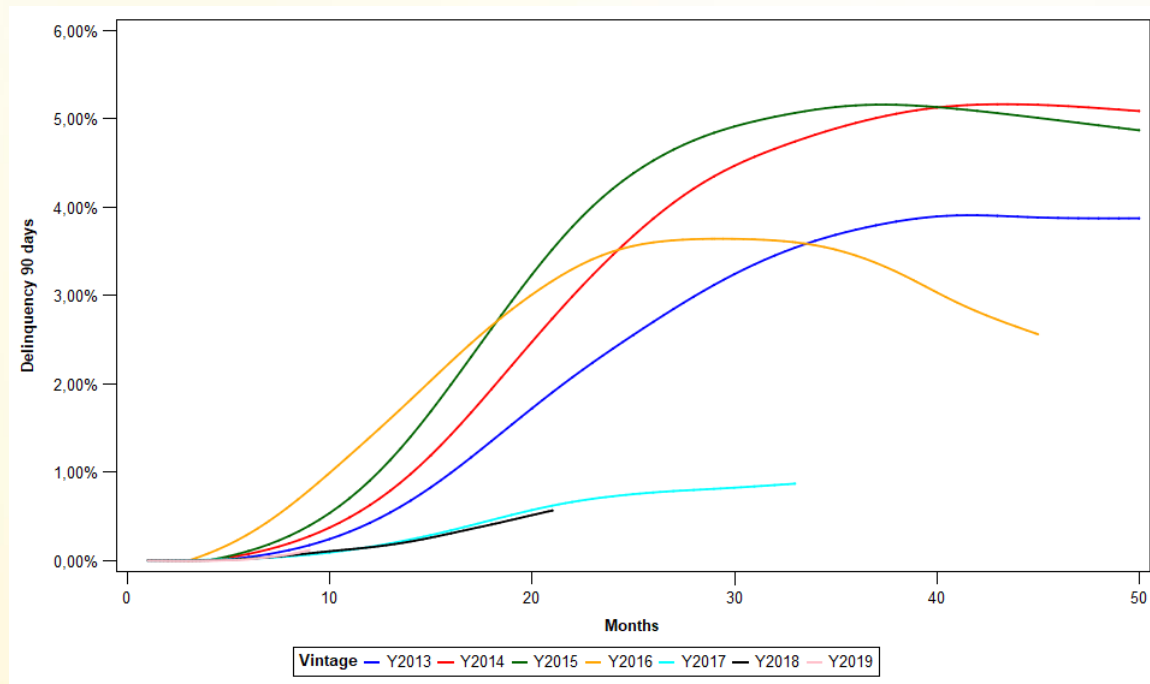
Vintages



Annual Vintage
Individuals Loan Portfolio

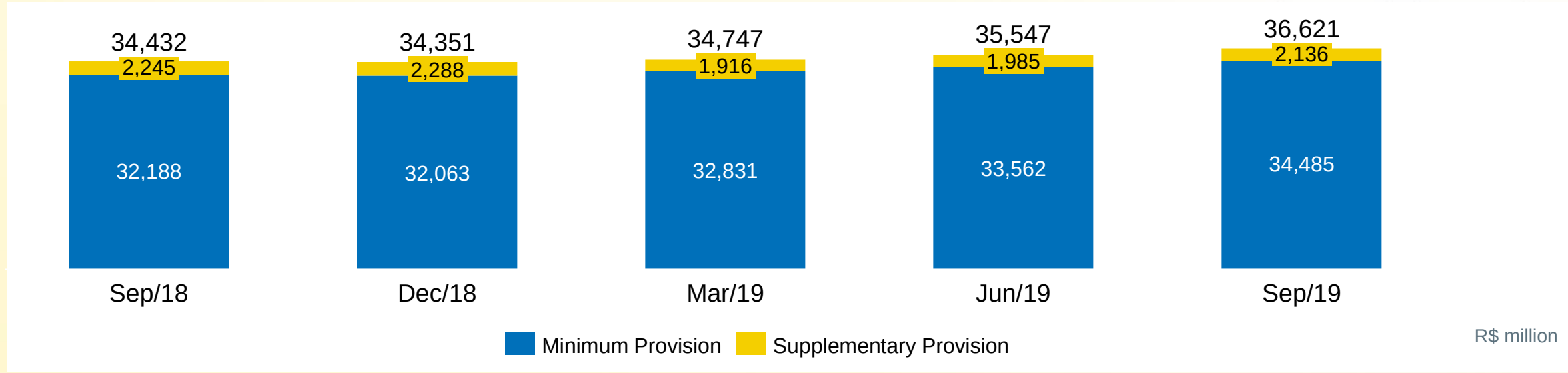
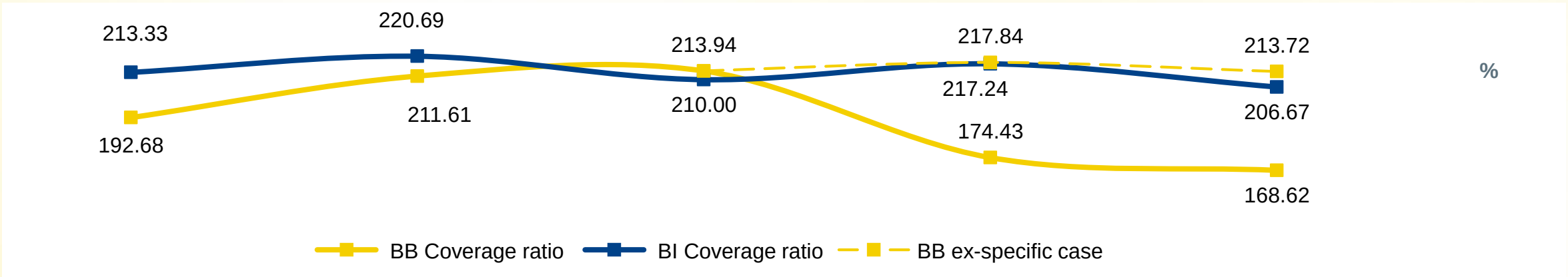


Annual Vintage
SME Loan Portfolio





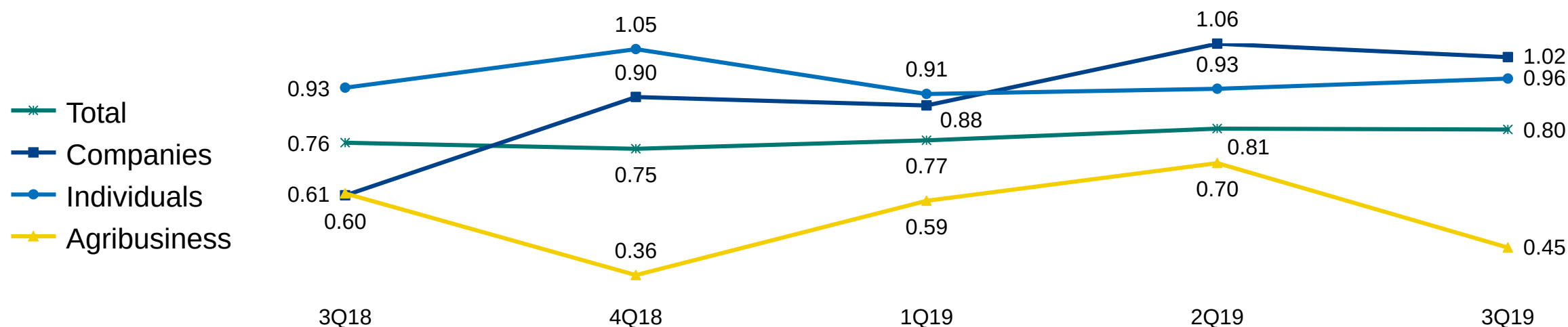
ALL Balance and Coverage Ratio



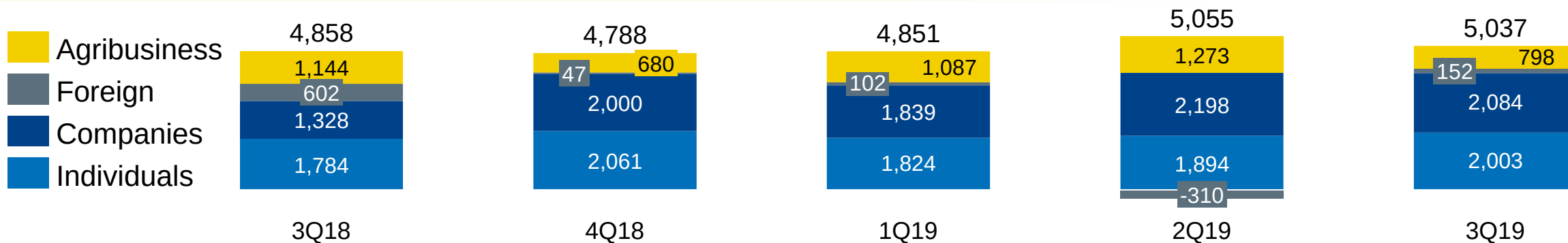
(1) Source: SGS (Time Series Management System) from Central Bank of Brazil.



ALL Expenses Flow / Loan Portfolio (%)



ALL Expenses by segment (R\$ million)¹

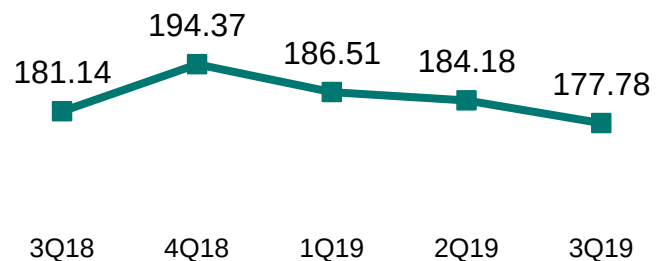


(1) Quarterly ALL expenses, including write-off recovery.

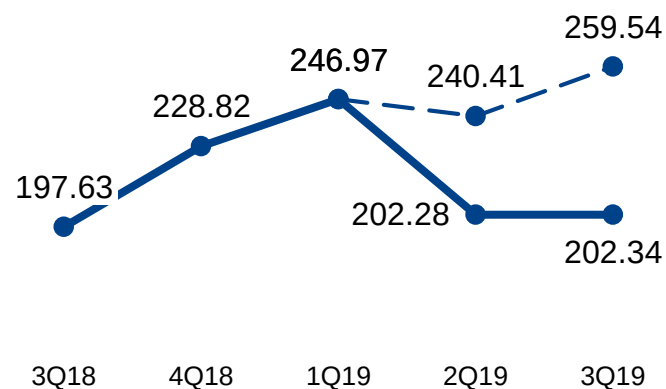
Coverage Ratios by Segment



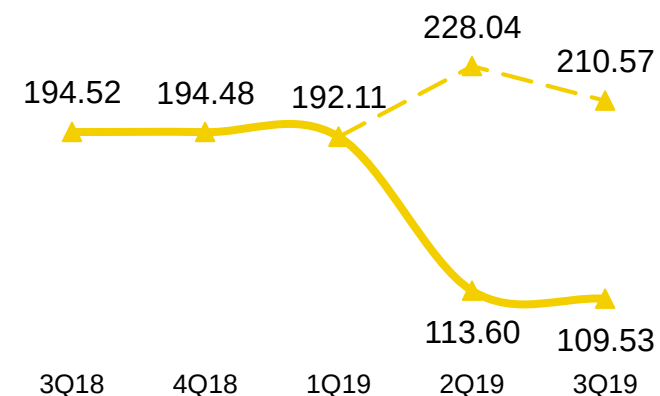
Individuals



Companies



Agribusiness

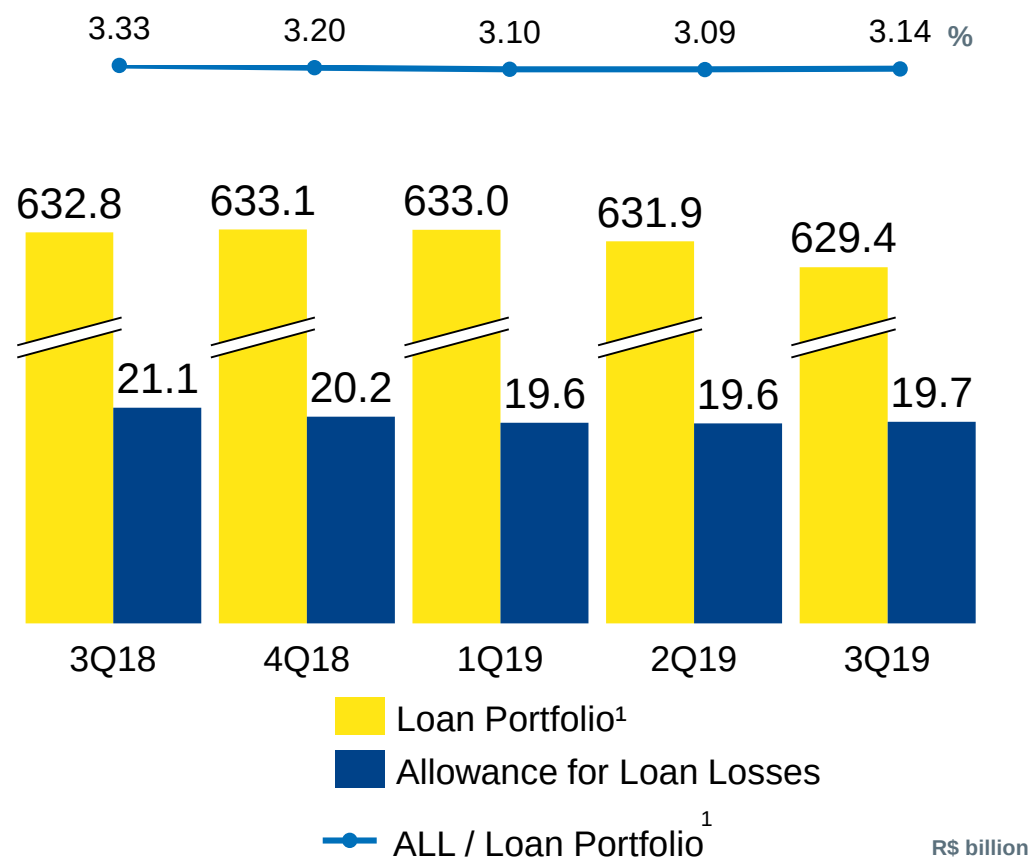


--- Ex-specific case

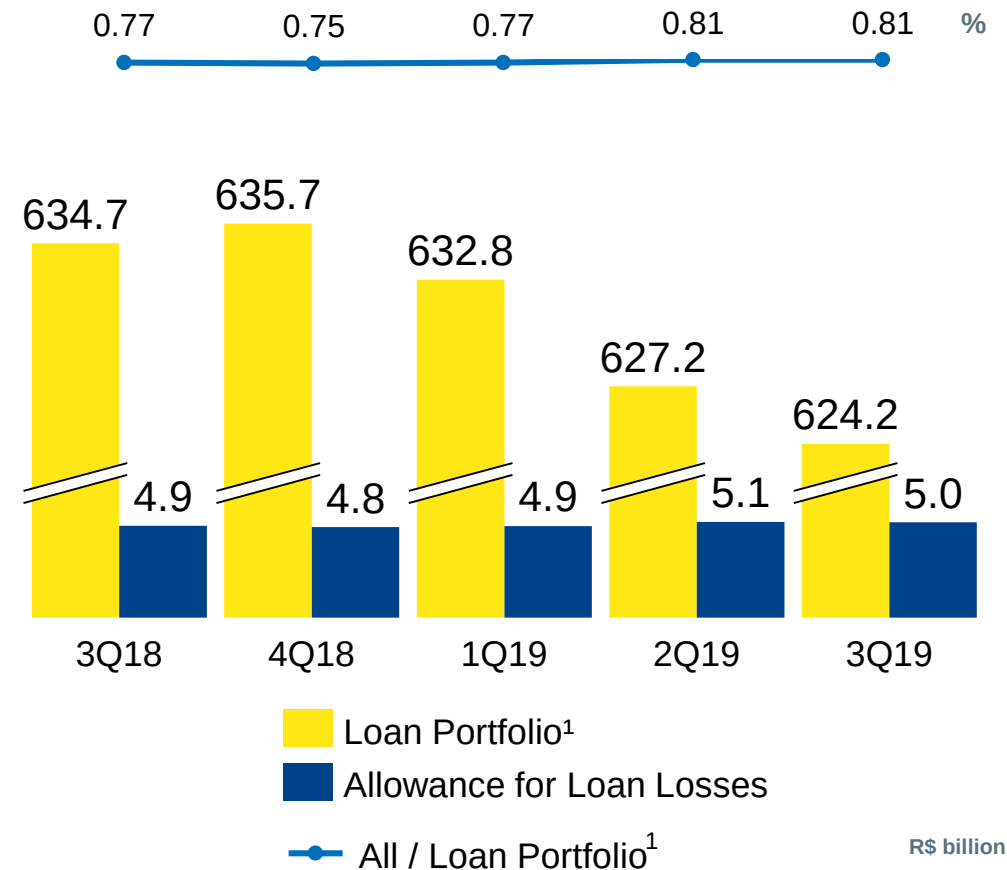
Cost of Risk



12 months

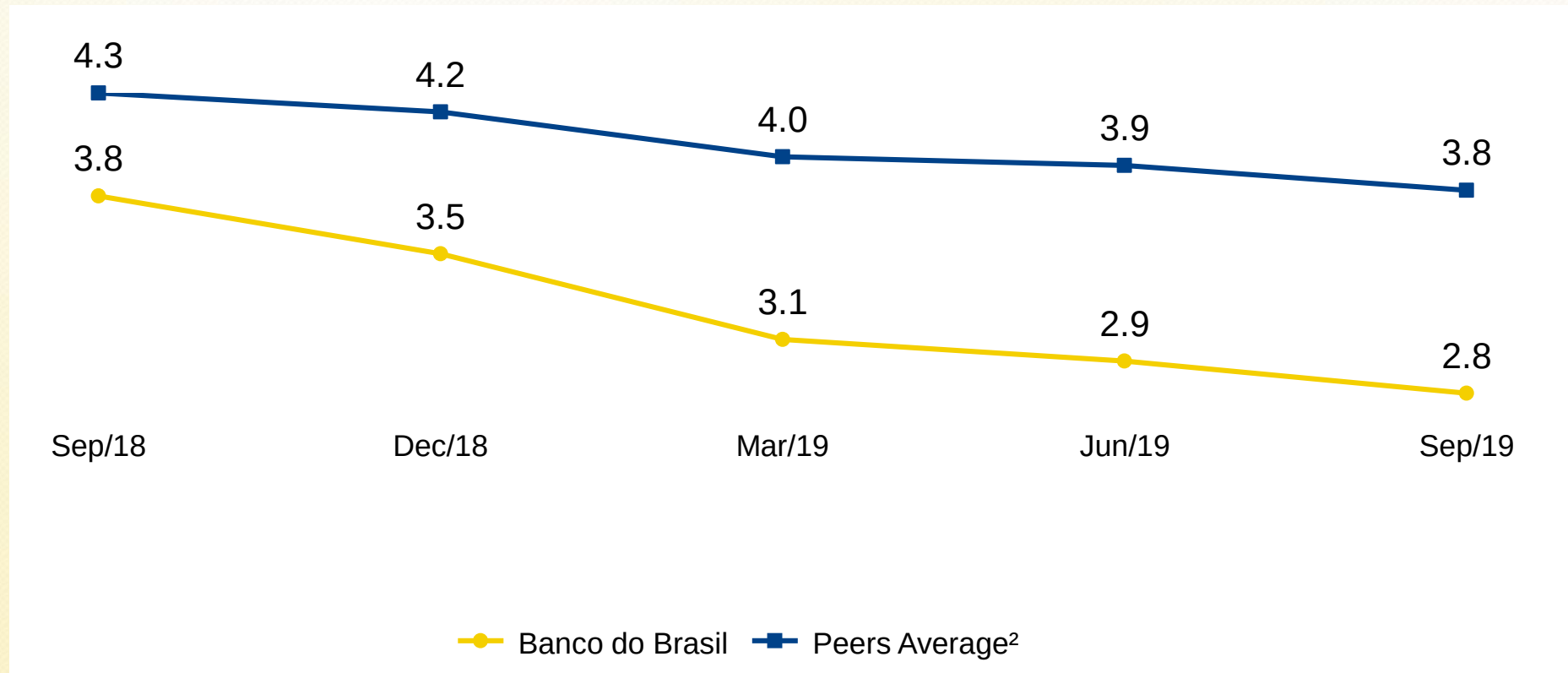


Quarterly



(1) Average loan portfolio in the period.

Write-off -% of the Classified Loan Portfolio¹



2019 Guidance



Adjusted Net Income - R\$ billion

NII - %

Loan Portfolio¹ - %

Individuals - %

Companies² - %

Rural Loans - %

ALL Expenses net of Recovery of Write-off - R\$ billion

Fee Income - %

Administrative Expenses - %

Guidance 2019

14.5 to 17.5

3.0 to 7.0

-2.0 to 1.0

8.0 to 11.0

-13.0 to -10.0

3.0 to 6.0

-14.5 to -11.5

5.0 to 8.0

2.0 to 5.0

9M19 Performance

13.2

4.6

-0.1

10.4

-8.6

0.8

-10.0

7.3

0.7

Revised Guidance

16.5 a 18.5

Unchanged

Unchanged

Unchanged

Unchanged

0.5 a 3.0

Unchanged

Unchanged

Unchanged

(1) Organic Domestic Loan Portfolio with private securities and guarantees. Government operations are not included.

(2) Government operations are not included.



Macroeconomic Information

04

Sustainable Growth

Main Pillars of Brazilian Growth



Agriculture



Infrastructure



Foreign Trade

Brazil has the ideal conditions for sustainable growth.

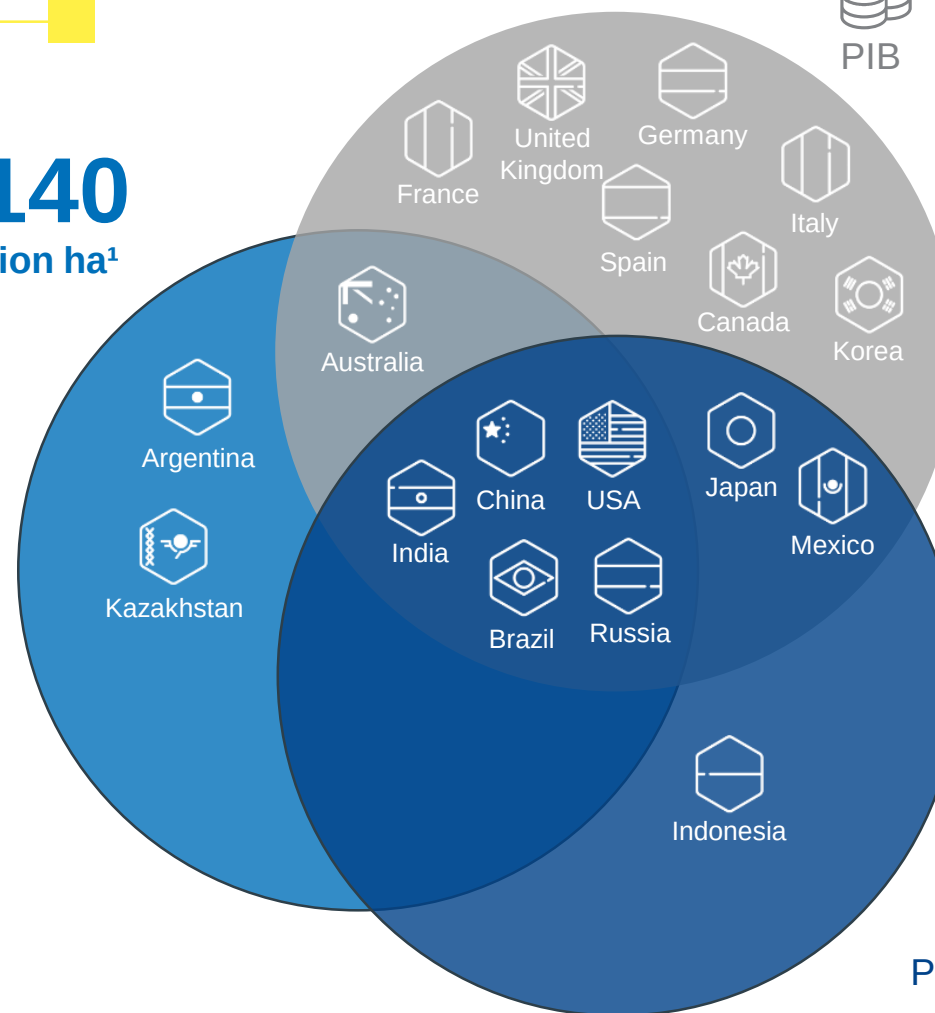
Only a few countries have the same potential.



>140
million ha¹

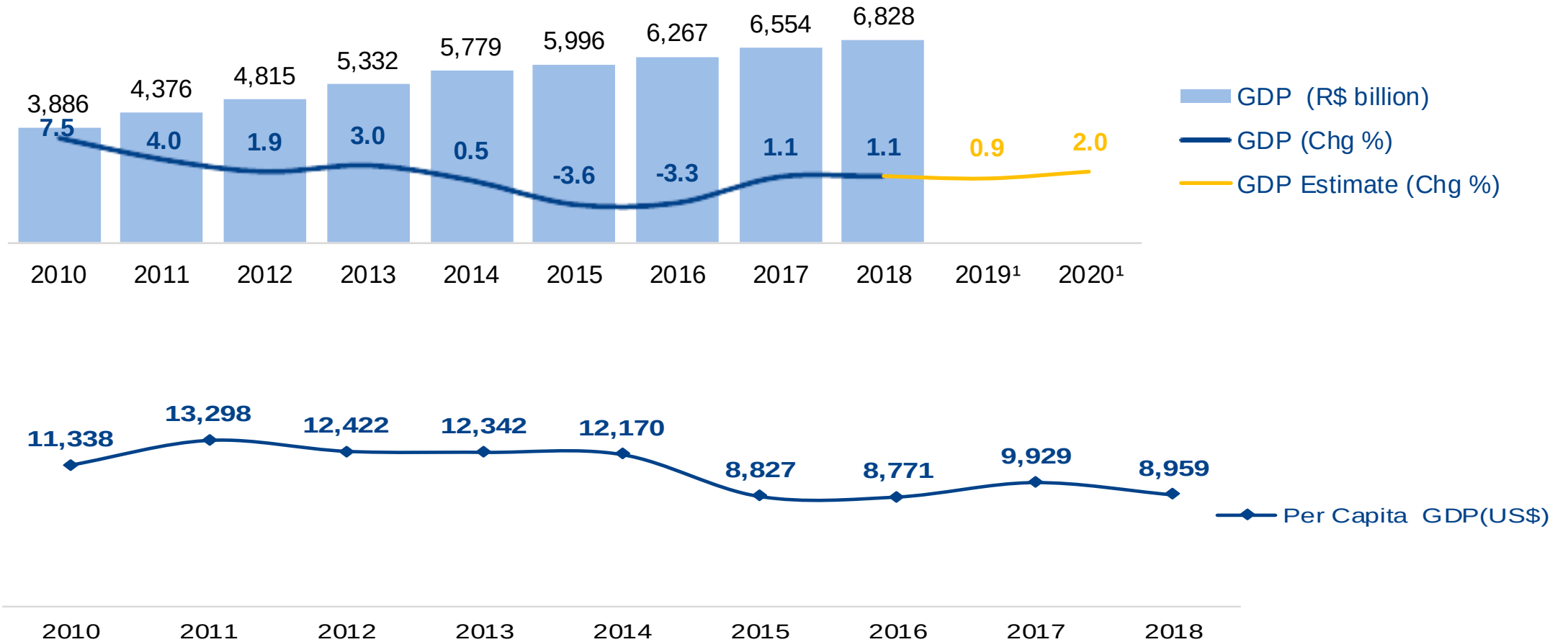


>US\$ 1
trillion¹

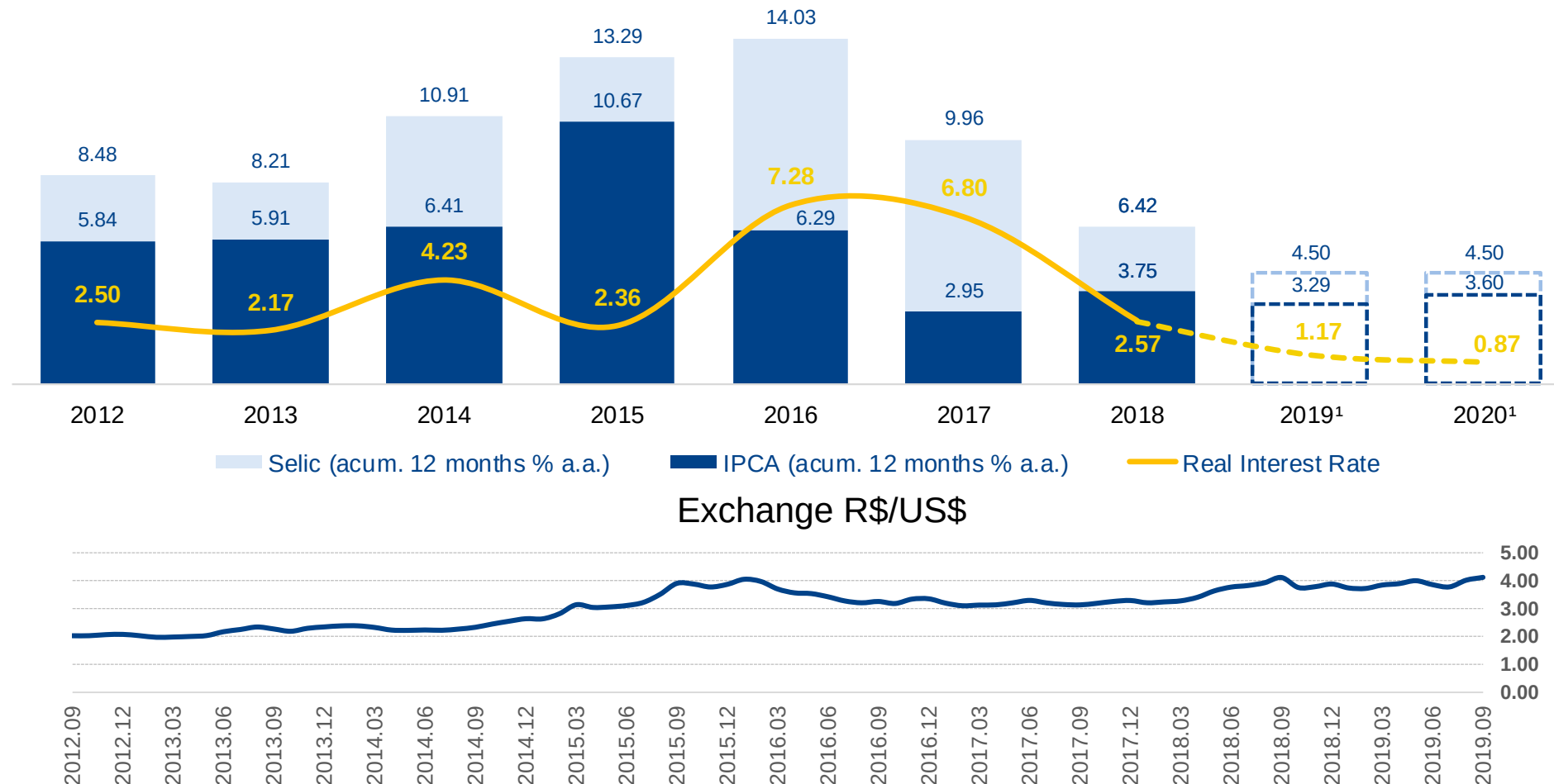


>80
million
people¹

GDP

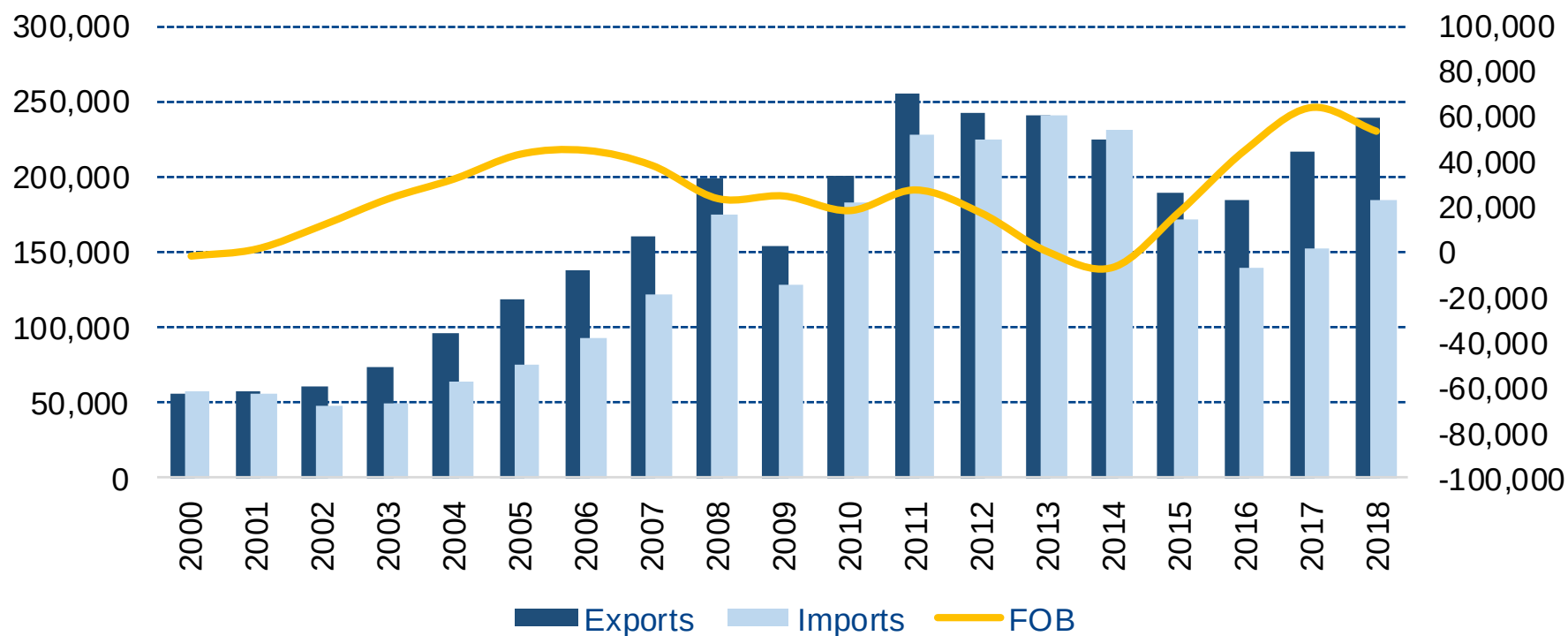


Interest rate, Inflation and Exchange Rate





Brazilian FOB





Brazilian Agribusiness: Overview

Overview



Area
8.5 million km²



Population (2019)
210.1 million



GDP (2018)
+1.1%



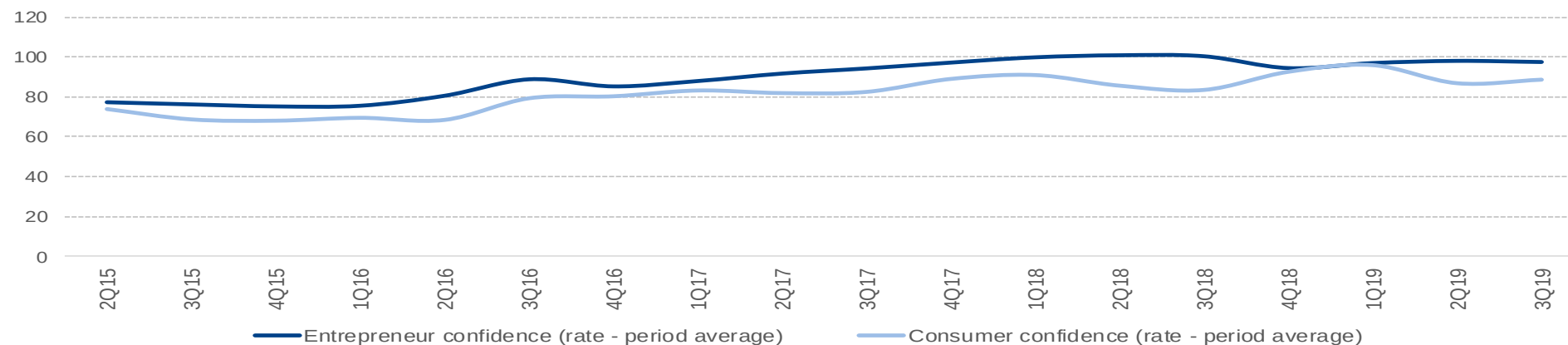
**Agricultural GDP
(2018)**
+0.1%

Brazil: World Commodities Ranking (Jun/19)

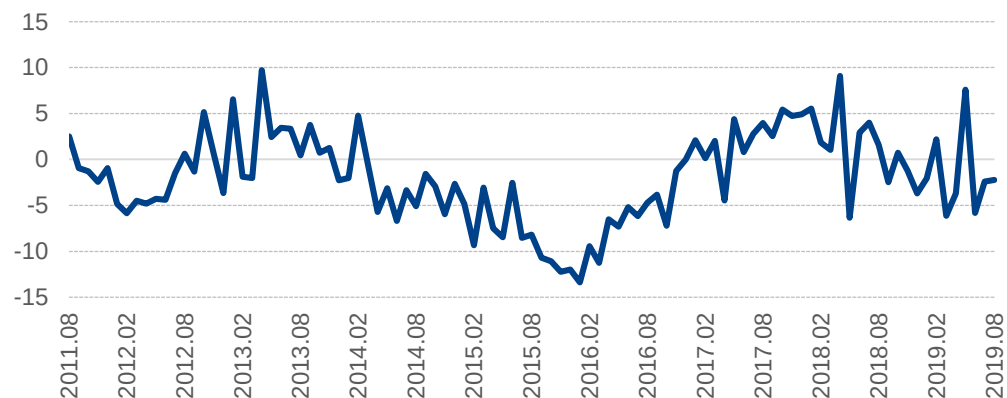
	Production	Exports
 Coffee		
 Orange Juice		
 Sugar		
 Soybean		
 Poultry		
 Beef		
 Corn		



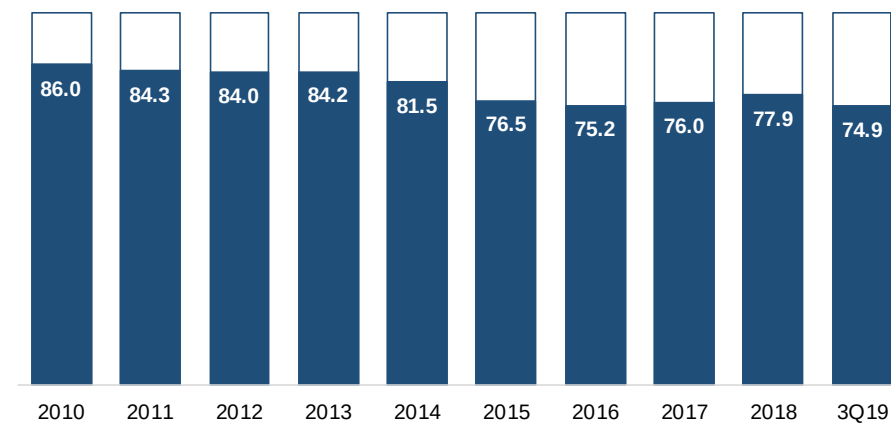
Industrial Production



Industrial Production (Chg. % a.a.) monthly

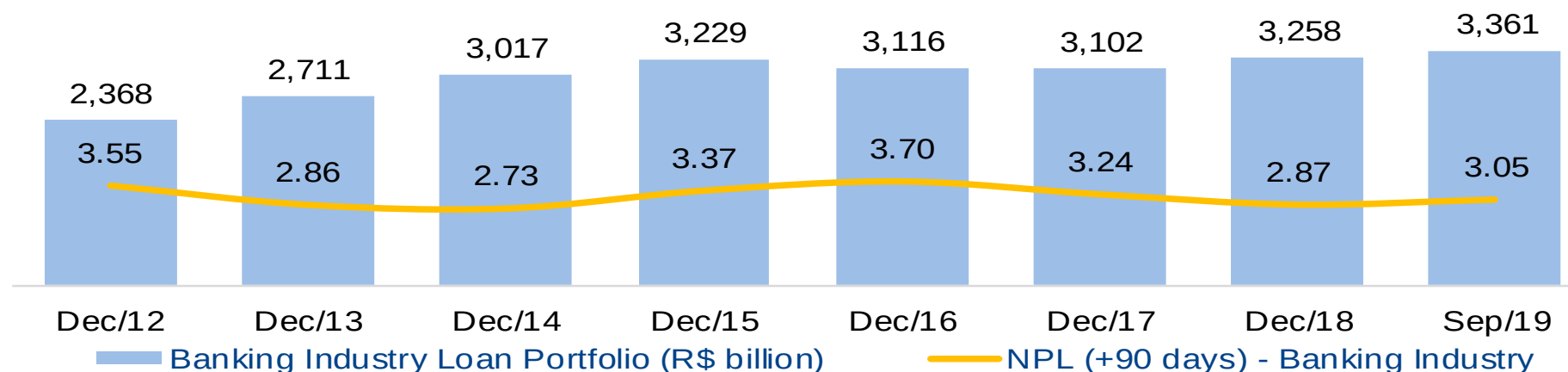


Utilization of installed capacity (%)

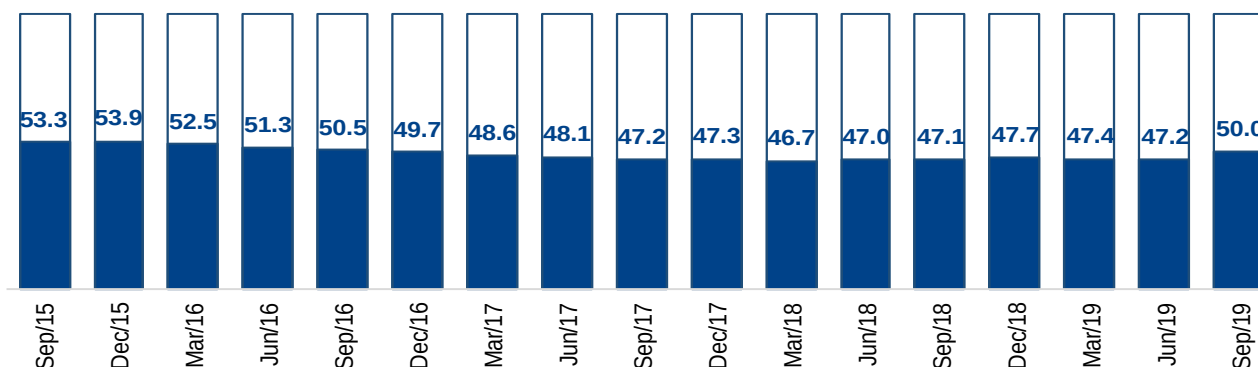




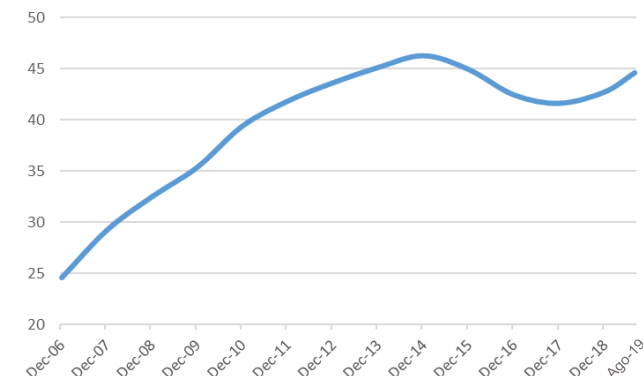
Banking Industry Loan Portfolio



Credit/GDP (% YTD in 12 months) - (%)



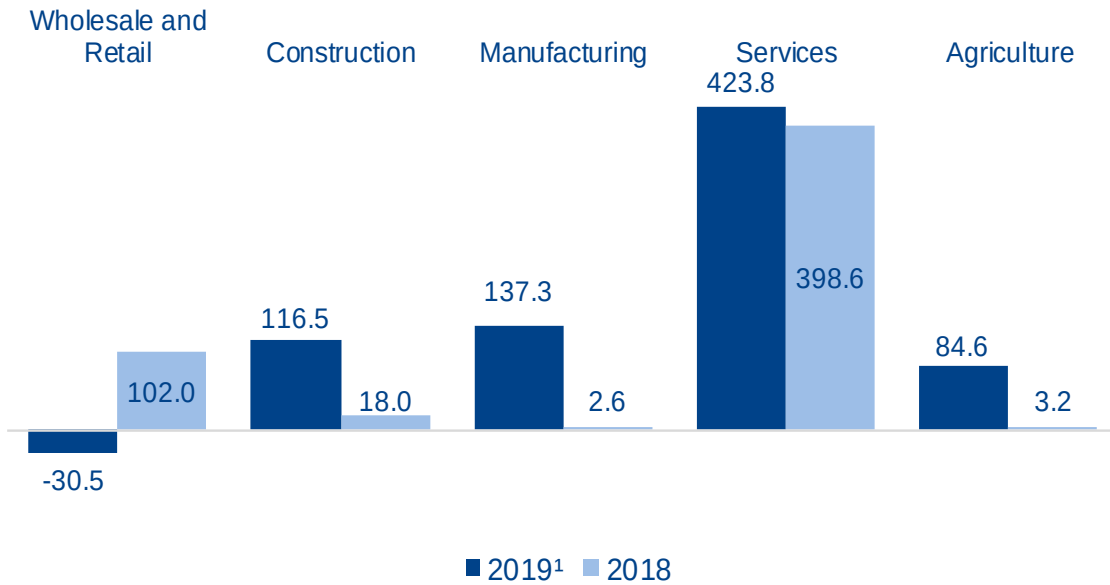
Indebtedness of Families to the Banking Industry (%) in relation to the accumulated income in 12 months



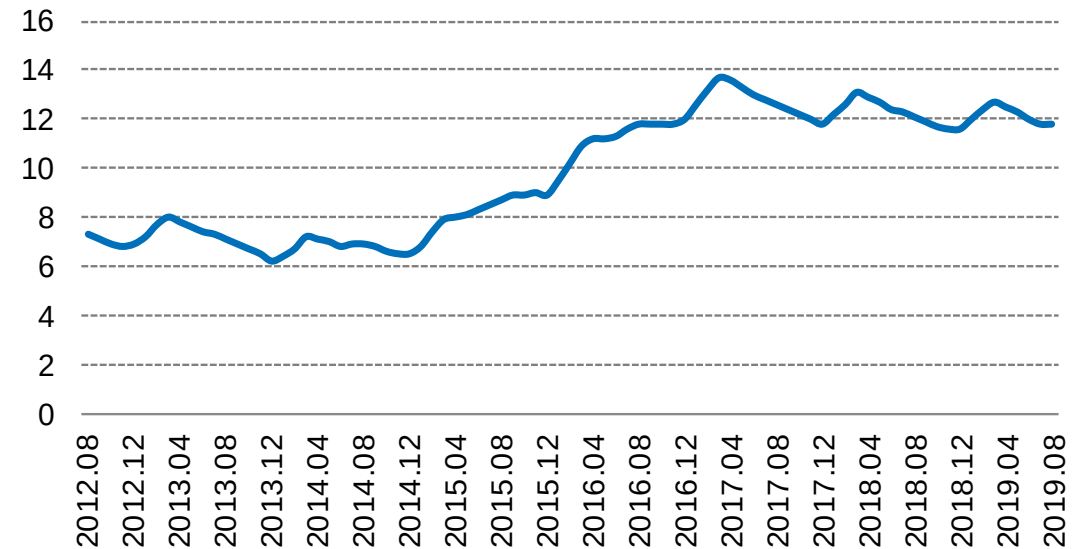
Employment



Net Creation of Formal Jobs (thousand)



Unemployment Rate (%)



BC+ Agenda of Central Bank of Brazil



#transparency

- Rural Credit
- Mortgage
- Relationship with the National Congress
- Relationship with international investors
- Plan of communication of the actions of the Central Bank
- Transparency and communication in monetary policy

#education

- Financial Education

#competitiveness

- Innovations
- International Reserves
- Market Efficiency

#inclusion

- Cooperativism
- Currency Convertibility
- Capital Market Initiative (IMK)
- Microcredit



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