



4Q  
18



Earnings  
Release



# Disclaimer

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# Earnings Highlights

## Adjusted Net Income Growth (R\$)

|      |       |                                      |      |        |                  |
|------|-------|--------------------------------------|------|--------|------------------|
| 4Q18 | 3.8 B | +20.6% (on 4Q17)<br>+13.0% (on 3Q18) | 2018 | 13.5 B | +22.2% (on 2017) |
|------|-------|--------------------------------------|------|--------|------------------|

## Fee Income Growth

|      |       |                                    |      |        |                 |
|------|-------|------------------------------------|------|--------|-----------------|
| 4Q18 | 7.2 B | +7.4% (on 4Q17)<br>+5.3% (on 3Q18) | 2018 | 27.5 B | +5.8% (on 2017) |
|------|-------|------------------------------------|------|--------|-----------------|

## Administrative Expenses Solid Control

|      |       |                                    |      |        |                 |
|------|-------|------------------------------------|------|--------|-----------------|
| 4Q18 | 8.2 B | -0.2% (on 4Q17)<br>+3.8% (on 3Q18) | 2018 | 32.0 B | +0.6% (on 2017) |
|------|-------|------------------------------------|------|--------|-----------------|

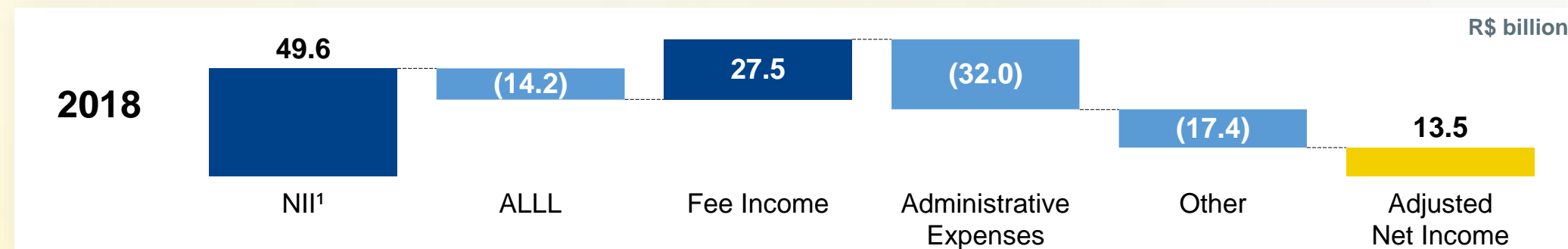
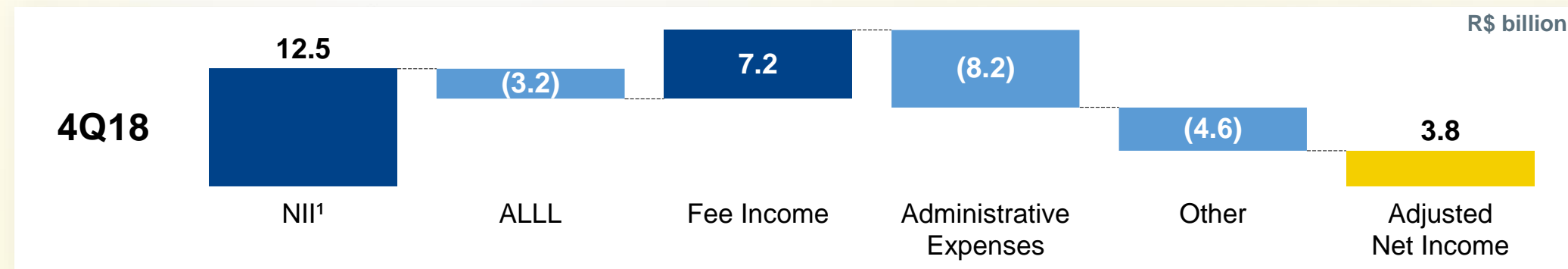
## Continuous Credit Quality Improvement

|      |                                     |   |      |                                      |                  |
|------|-------------------------------------|---|------|--------------------------------------|------------------|
| 4Q18 | <sup>ALL<sup>1</sup></sup><br>3.2 B | -19.0% (on 4Q17)<br>-1.8% (on 3Q18)     | 2018 | <sup>ALL<sup>1</sup></sup><br>14.2 B | -29.2% (on 2017) |
|      | NPL +90<br>2.53%                    | -119 bps (on 4Q17)<br>-29 bps (on 3Q18) |      |                                      |                  |

1) Allowance for Loan and Lease Losses Expenses Net of Recovery of Write-offs.



# Net Income and Profitability



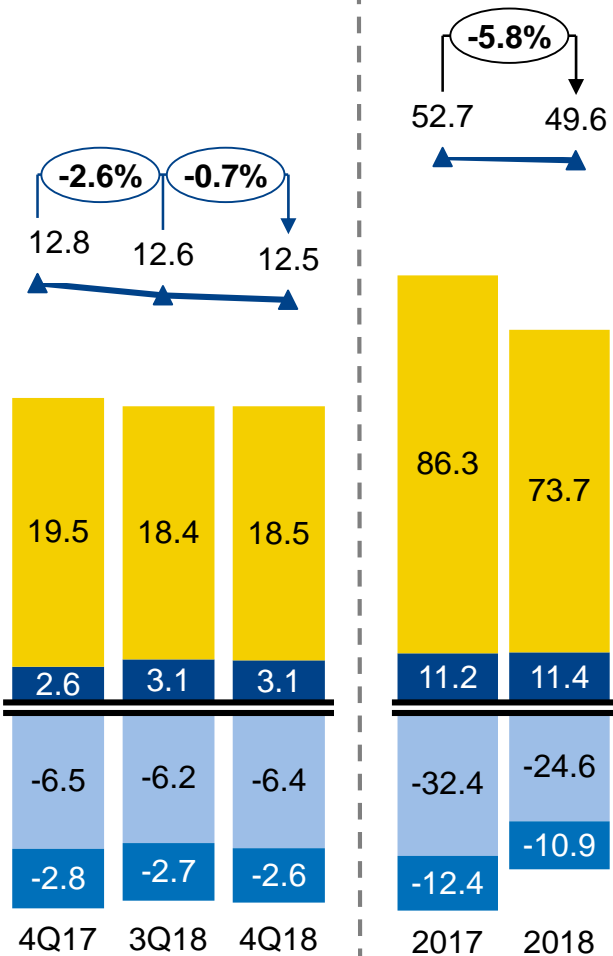
|                                   | 4Q17       | 3Q18       | 4Q18       | 2017        | 2018        |
|-----------------------------------|------------|------------|------------|-------------|-------------|
| <b>Net Income (R\$ billion)</b>   | <b>3.1</b> | <b>3.2</b> | <b>3.8</b> | <b>11.0</b> | <b>12.9</b> |
| Adjusted Net Income (R\$ billion) | 3.2        | 3.4        | 3.8        | 11.1        | 13.5        |
| Shareholders ROE %                | 16.0       | 15.7       | 17.8       | 13.6        | 15.1        |
| Market ROE %                      | 14.5       | 14.3       | 16.3       | 12.3        | 13.9        |

(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.



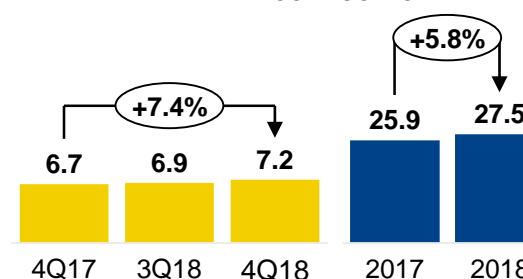
R\$ billion

# Earnings Breakdown



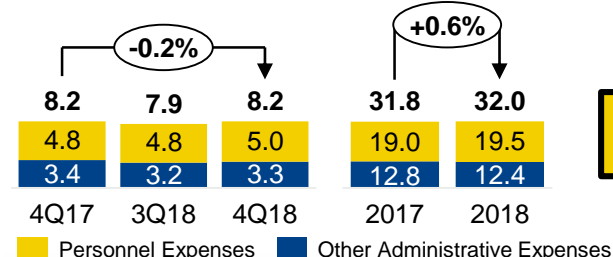
- Loan Operations
- Treasury<sup>1 2</sup>
- Funding Expenses
- Financial Expense for Institutional Funding<sup>1 3</sup>

## Fee Income



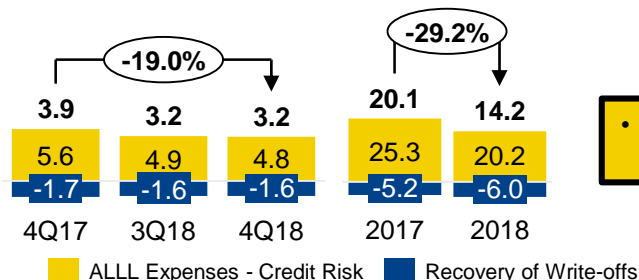
- Checking Account +4.8% (2018/2017)
- Asset Management +11.6% (2018/2017)

## Administrative Expenses



- Cost to Income Ratio of 38.5%<sup>4</sup>

## ALLL Expenses

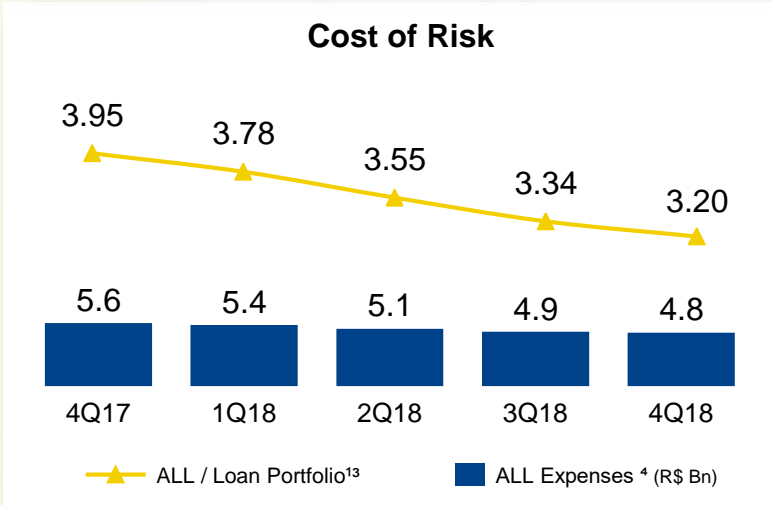
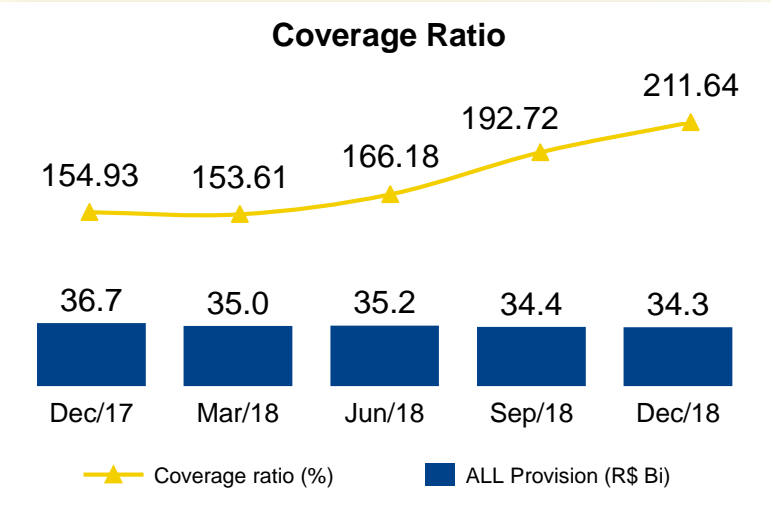
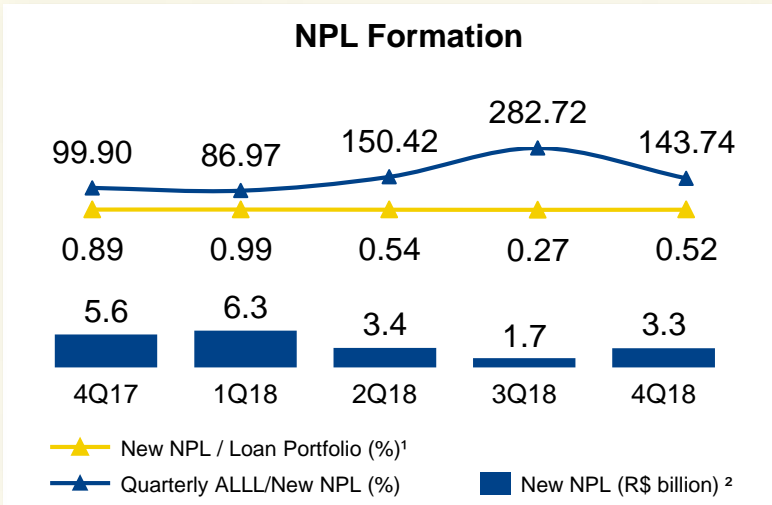
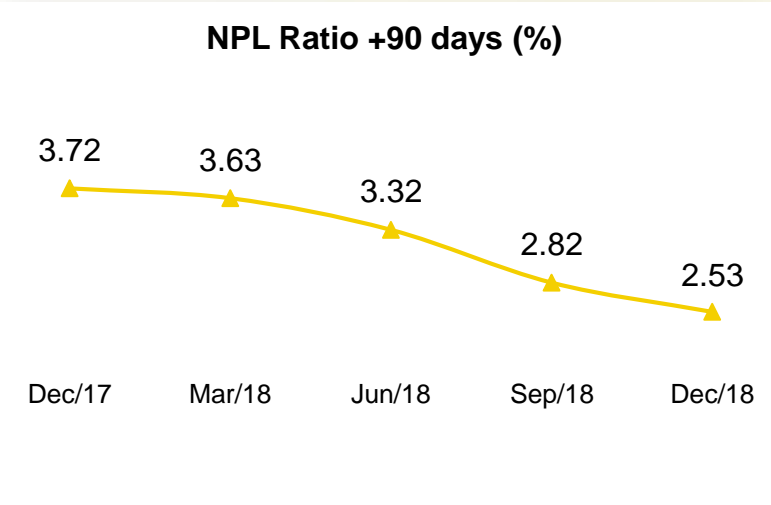
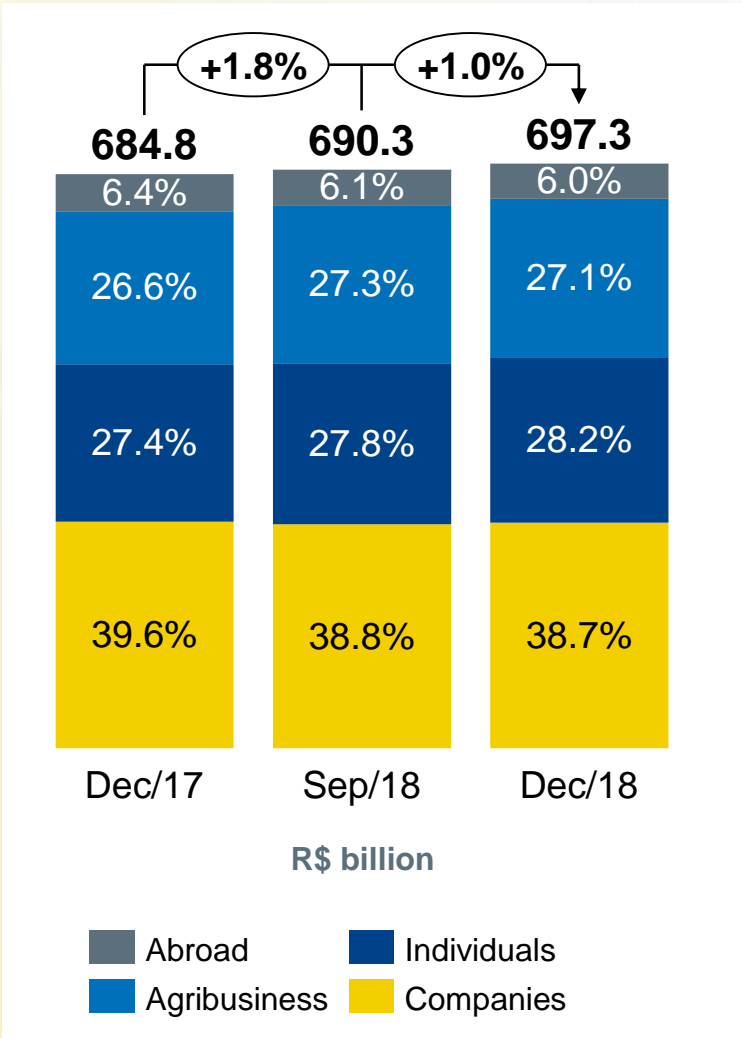


- Asset Quality Improvement

(1) It does not include foreign exchange effect. (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. (3) It includes senior bonds, subordinated debt, and Hybrid Instruments in Brazil and abroad. (4) Administrative Expenses / Operating Revenues. Data refers to the income statement with reallocations.



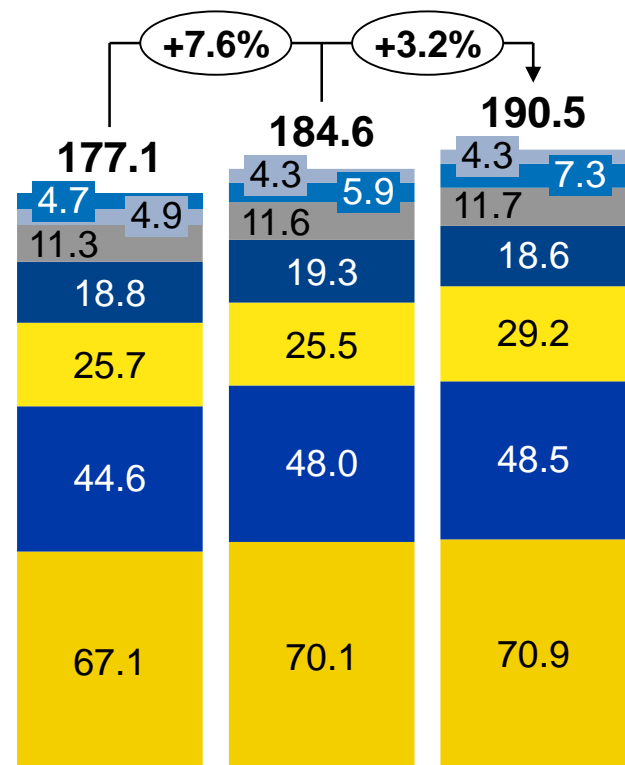
# Loan Portfolio – Expanded View<sup>1</sup>



(1) It considers the Classified Loan Portfolio of the previous quarter. (2) Quarterly change in the balance of transactions over 90 days past due + current quarter write-offs. (3) ALLL expenses accumulated in 12 months / 12 months Average Loan Portfolio. (4) Allowance for Loan and Lease Losses Expenses gross of Recovery of Write-offs.

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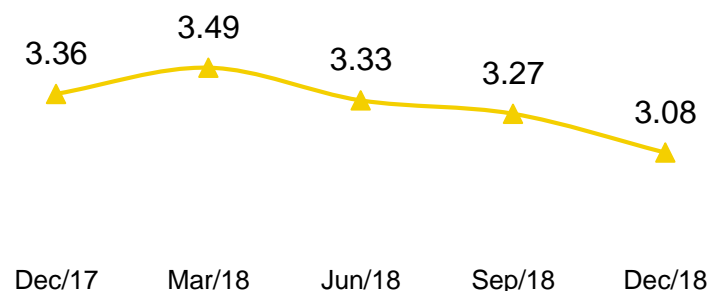
# Loans to Individuals<sup>1</sup>



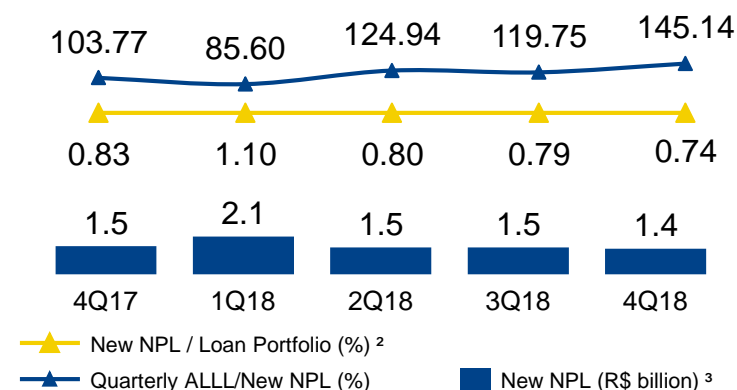
R\$ billion

■ Payroll Loan    ■ Consumer Finance    ■ Other  
■ Salary Loan    ■ Auto Loan  
■ Credit Card    ■ Mortgage

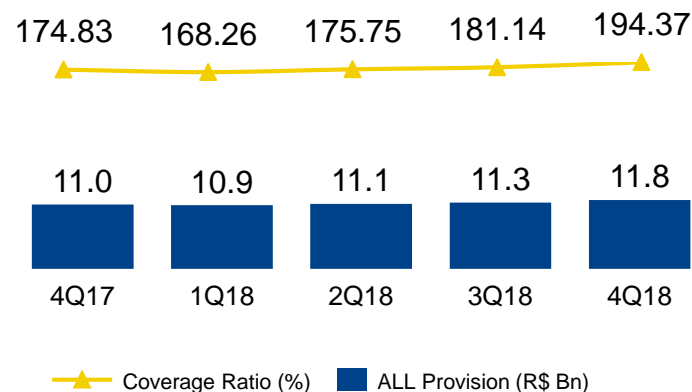
## NPL Ratio +90 days (%)



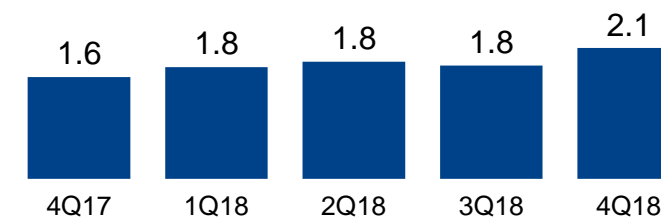
## NPL Formation



## Coverage Ratio



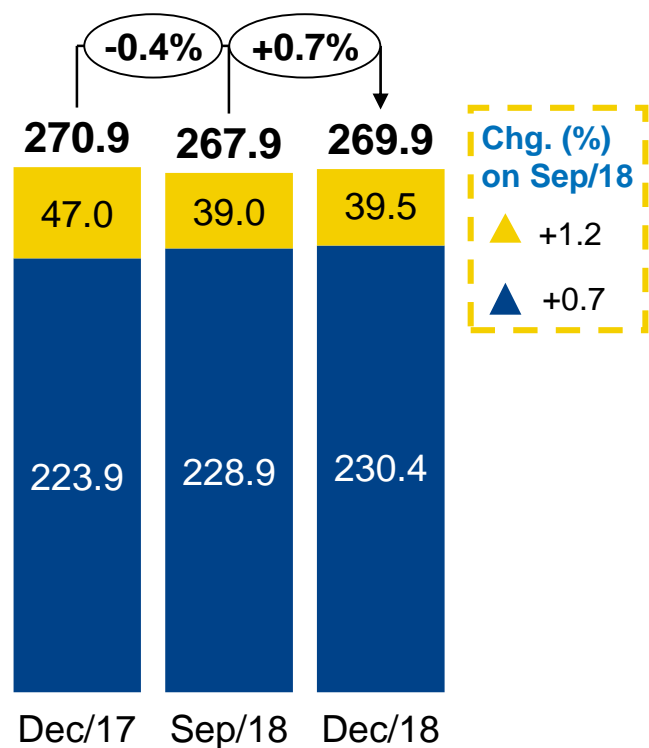
## ALL Expenses<sup>4</sup> (R\$ Bn)



(1) It considers the organic Loan Portfolio. (2) It considers the Classified Loan Portfolio of the previous quarter. (3) Quarterly change in the balance of transactions over 90 days past due + current quarter write-off. (4) Allowance for Loan and Lease Losses Expenses gross of Recovery of Write-offs.



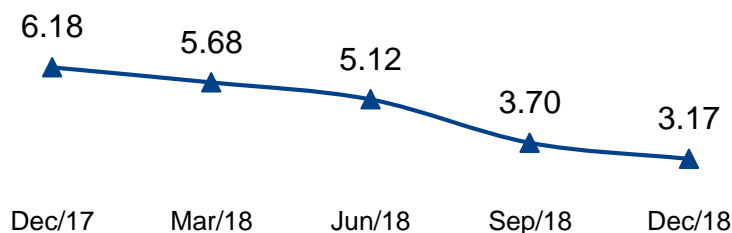
# Loans to Companies – Expanded View<sup>1</sup>



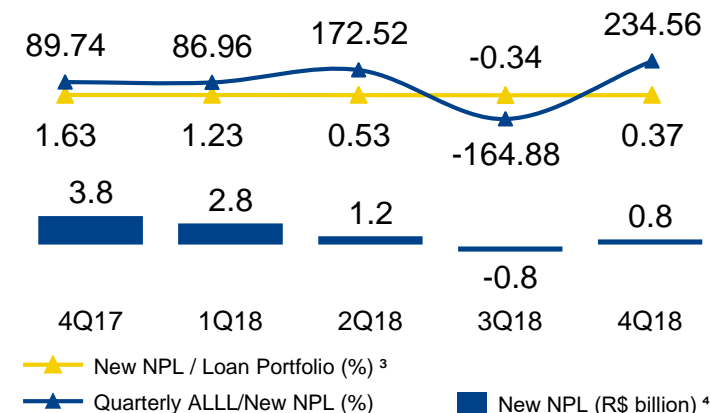
R\$ billion

■ Very Small and Small Companies<sup>2</sup>  
■ Middle Market, Corporates and Government

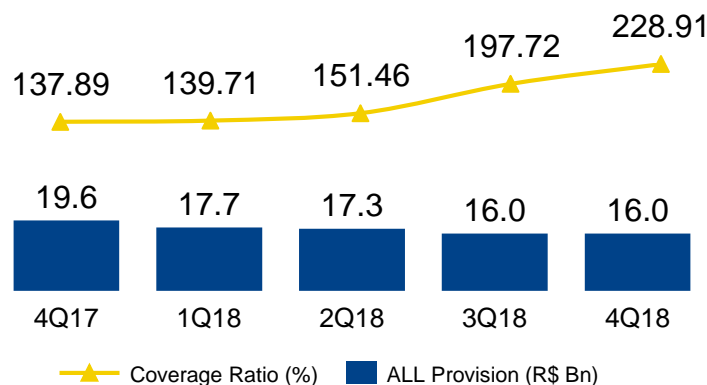
NPL Ratio +90 days (%)



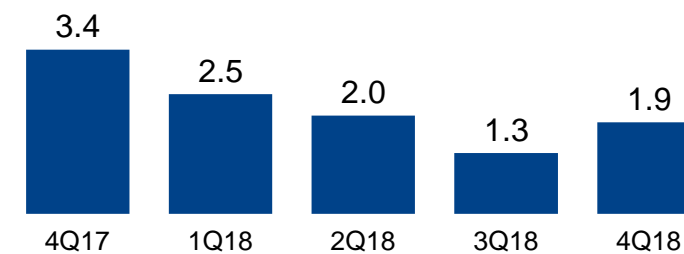
NPL Formation



Coverage Ratio (%)

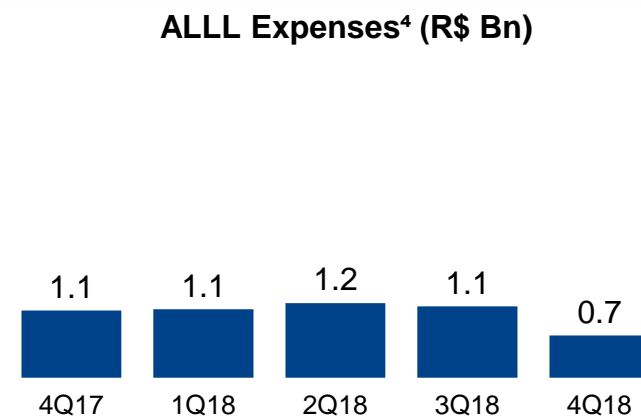
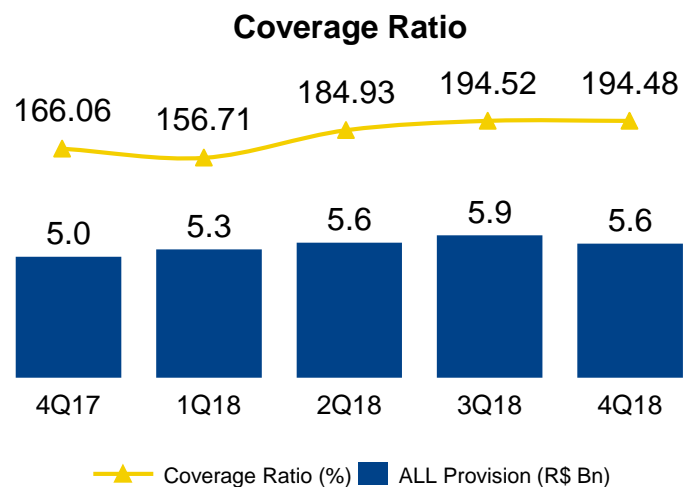
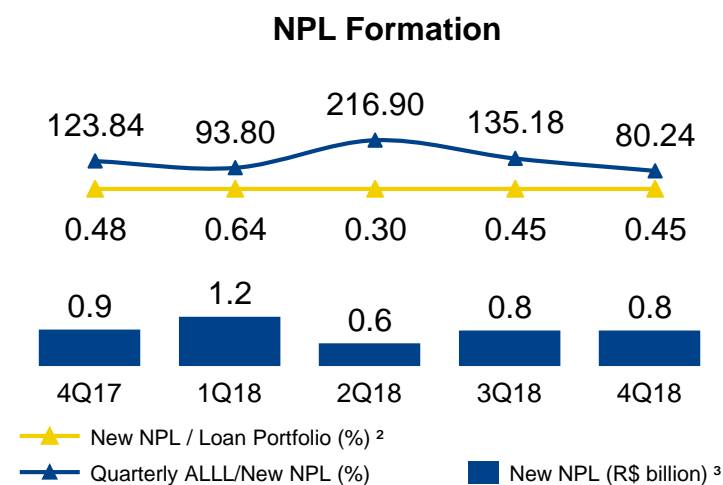
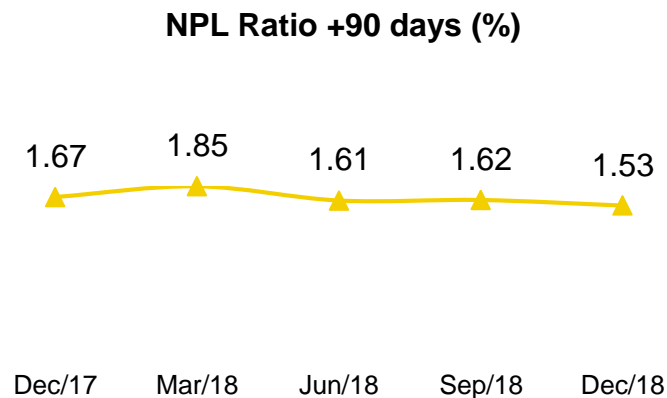
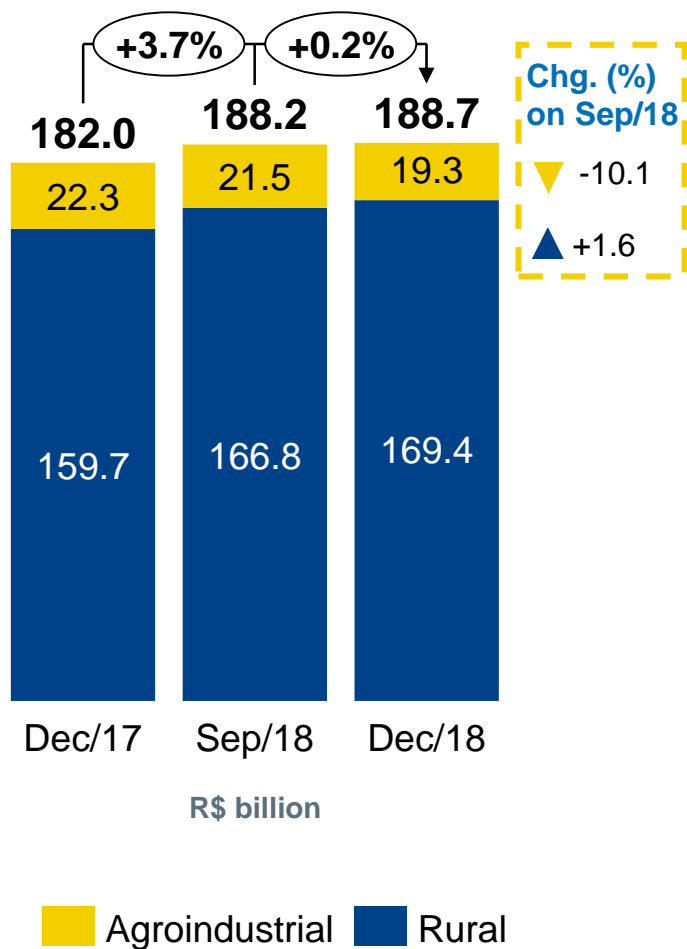


ALL Expenses<sup>5</sup> (R\$ Bn)



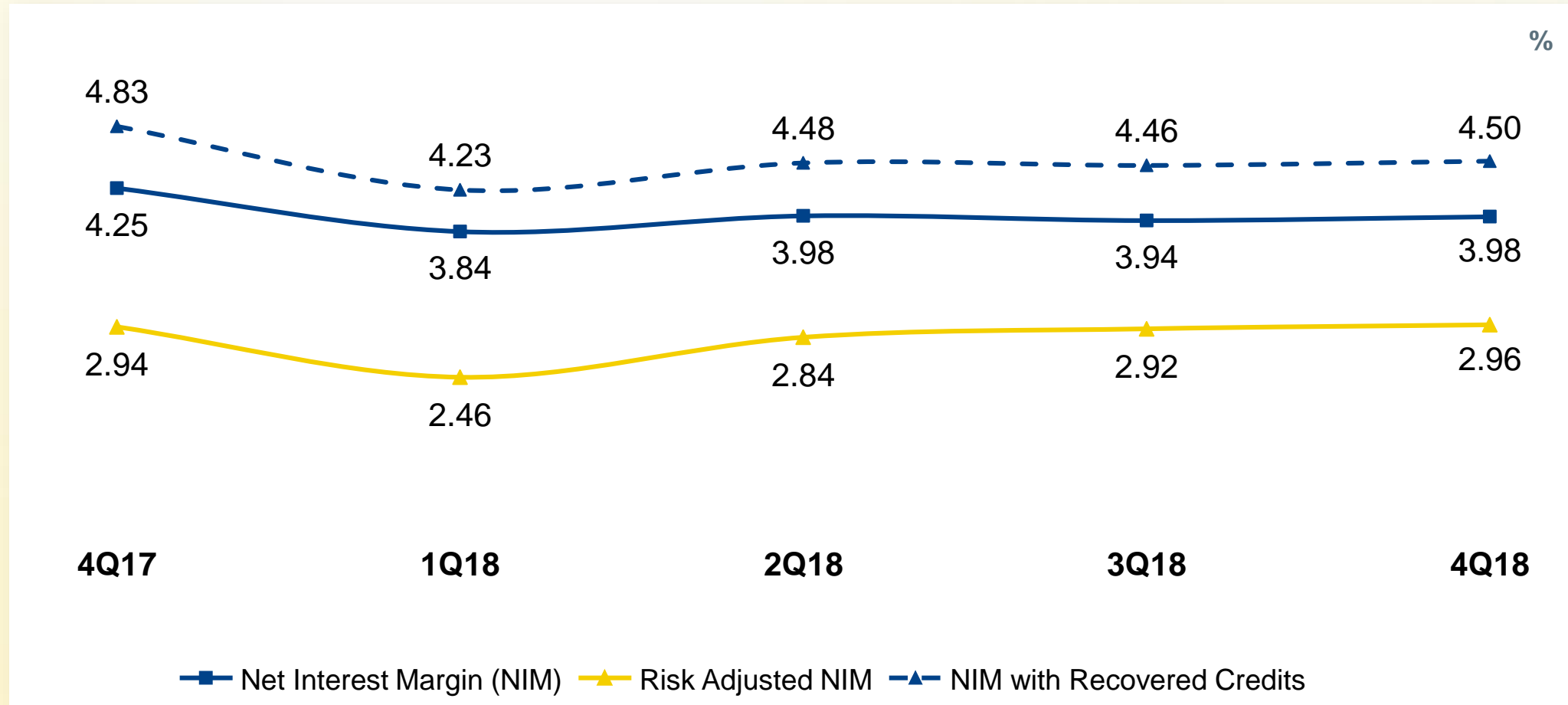
(1) It includes private securities and guarantees provided. (2) Companies with annual revenues up to R\$25 million. (3) It considers the Classified Loan Portfolio of the previous quarter. (4) Quarterly change in the balance of transactions over 90 days past due + current quarter write-off. (5) Allowance for Loan and Lease Losses Expenses gross of Recovery of Write-offs.

# Agribusiness<sup>1</sup>



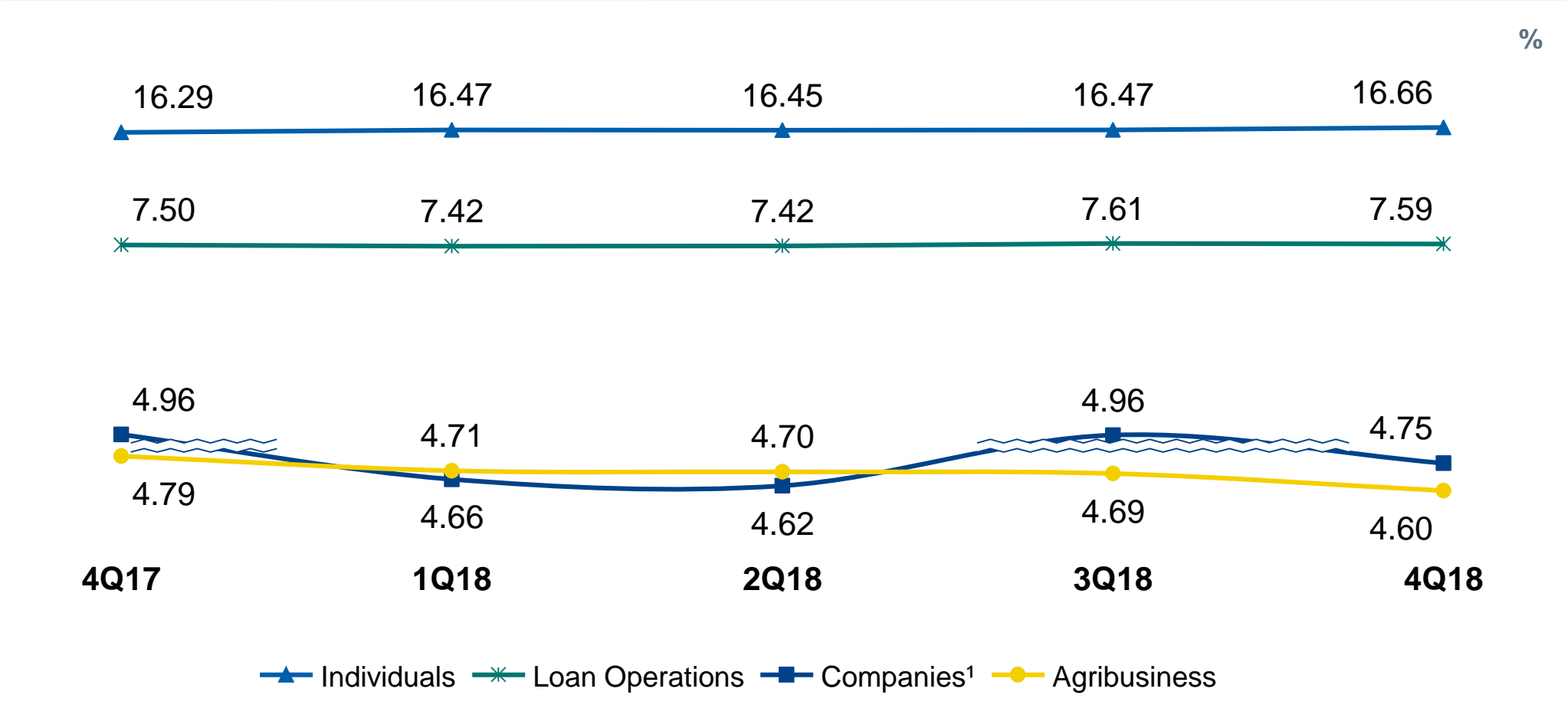
(1) It includes Rural Product Bills and guarantees provided. (2) It considers the Classified Loan Portfolio of the previous quarter. (3) Quarterly change in the balance of transactions over 90 days past due + current quarter write-off. (4) Allowance for Loan and Lease Losses Expenses gross of Recovery of Write-offs.

# Net Interest Margin<sup>1</sup>



(1) Net interest income / average balance of earnings assets, annualized. It does not include recovery of write-offs

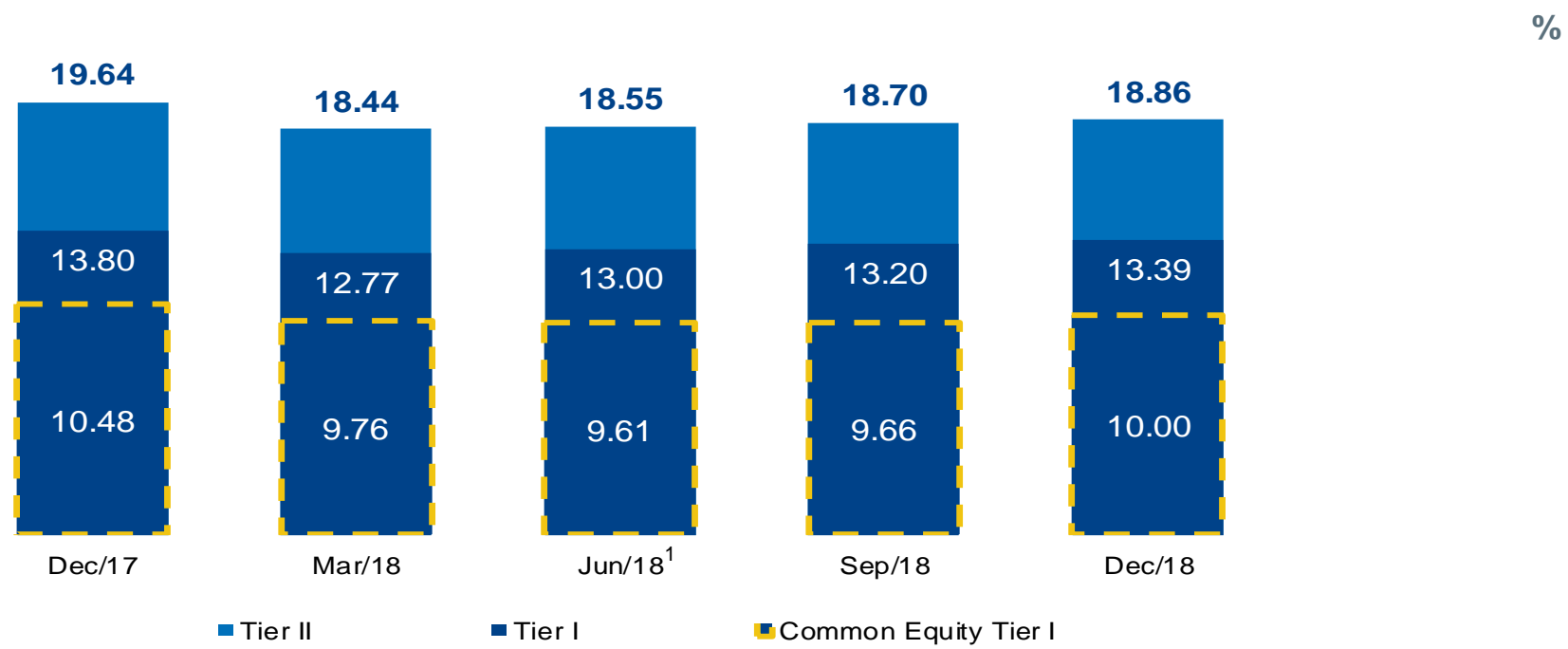
# Spread by Portfolio



(1) Government loans not included.



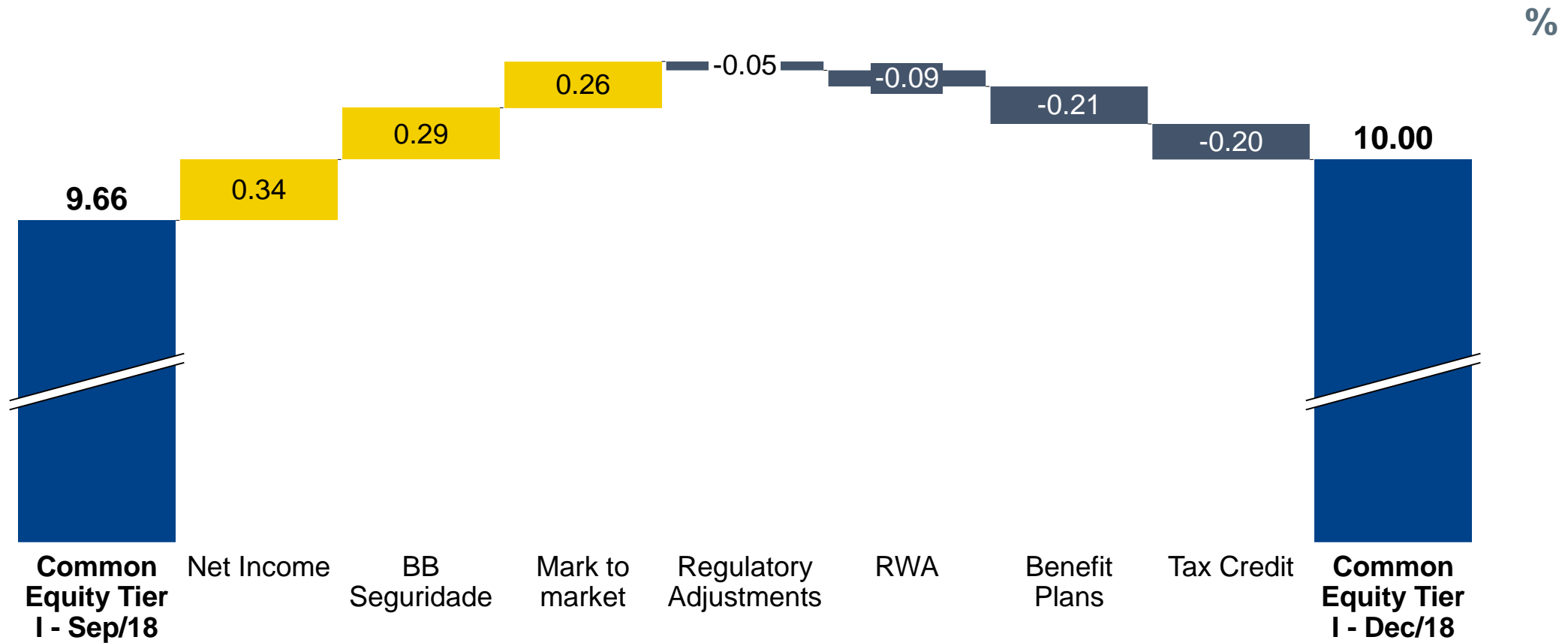
# BIS Ratio



Minimum CET1 of 11% in January/2022

(1) It considers the effects of the CMN Resolution 4,680/2018.

# CET1 Impacts



# Guidance 2018



**Adjusted Net Income - R\$ billion**

**NII (Net of Recovery of Write-offs) - %**

**Organic Domestic Loan Portfolio - Expanded View - %**

Individuals - %

Companies - %

Rural Loans - %

**ALLL Expenses net of Recovery of Write-offs - R\$ billion**

**Fee Income - %**

**Administrative Expenses - %**

| Guidance 2018 | 2018<br>Performance |
|---------------|---------------------|
| 11.5 to 14    | 13.5                |
| -6.5 to -5    | -5.8                |
| 1 to 4        | 3.0                 |
| 4 to 7        | 7.5                 |
| -3 to 0       | -1.4                |
| 4 to 7        | 6.1                 |
| -16 to -14    | -14.2               |
| 4 to 7        | 5.8                 |
| 1 to 4        | 0.6                 |

# Guidance 2019



**Adjusted Net Income - R\$ billion**

**NII (Net of Recovery of Write-offs) - %**

**Loan Portfolio<sup>1</sup> - %**

Individuals - %

Companies<sup>2</sup> - %

Rural Loans - %

**ALLL Expenses net of Recovery of Write-offs - R\$ billion**

**Fee Income - %**

**Administrative Expenses - %**

## Guidance 2019

**14.5 to 17.5**

**3 to 7**

**3 to 6**

**7 to 10**

**0 to 3**

**3 to 6**

**-14.5 to -11.5**

**5 to 8**

**2 to 5**

1 – Organic Domestic Loan Portfolio with private securities and guarantees.

2 - Government operations not included.





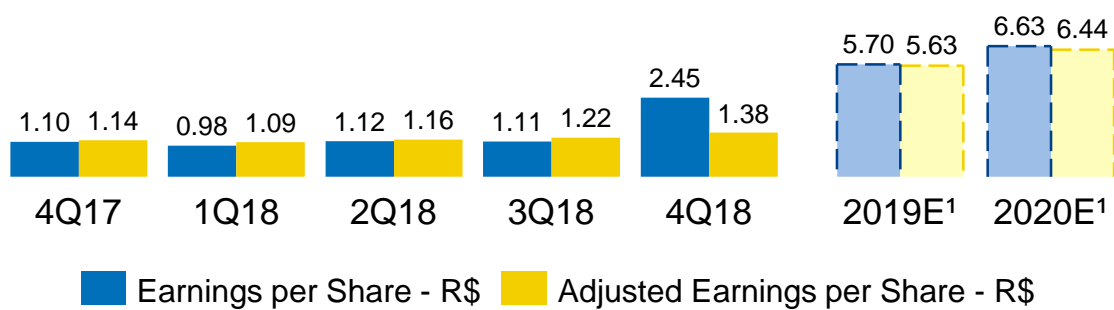
|           |                     |           |  |           |                                     |
|-----------|---------------------|-----------|--|-----------|-------------------------------------|
| <b>18</b> | Market Ratios       | <b>22</b> | Fee Income                                       | <b>26</b> | Renegotiated Overdue Loan Portfolio |
| <b>19</b> | Income Statement    | <b>23</b> | Administrative Expenses and Cost to Income Ratio | <b>27</b> | Portfolio Delinquency by Lines      |
| <b>20</b> | One-Off Items       | <b>24</b> | Commercial Funding                               | <b>28</b> | Vintages                            |
| <b>21</b> | Net Interest Income | <b>25</b> | Loan Portfolio by Risk Level                     |           |                                     |

# Appendix

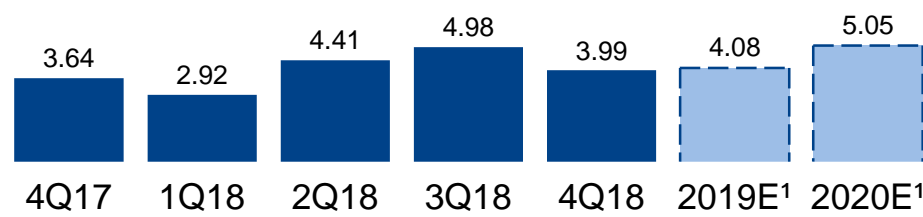


# Market Ratios

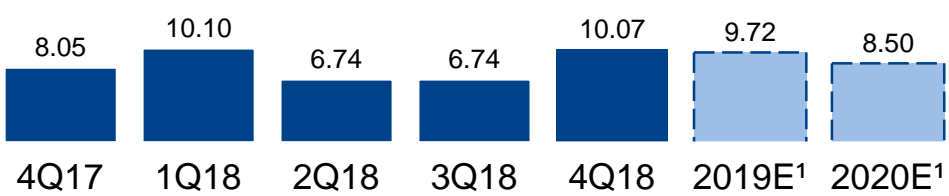
## Earnings per Share



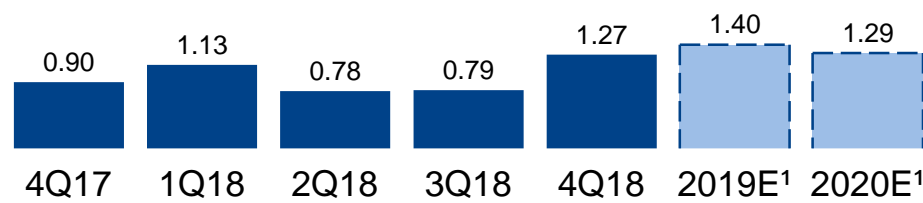
## Dividend Yield<sup>2</sup> (%)



## Price/Earnings 12 months



## Price/Book Value



(1) Bloomberg estimate on February, 14, 2019 based on analysts' projections average. Banco do Brasil is not responsible for this information. (2) Dividends and Interest on Capital 12 months / Market Capitalization. Source: Economática.

# Income Statement with Reallocations – Main Lines



| R\$ million                          | 4Q17           | 3Q18           | 4Q18           | Chg. (%) on  |             | 2017            | 2018            | Chg. (%) on  |
|--------------------------------------|----------------|----------------|----------------|--------------|-------------|-----------------|-----------------|--------------|
|                                      |                |                |                | 4Q17         | 3Q18        |                 |                 | 2017         |
| <b>Net Interest Income</b>           | <b>12,820</b>  | <b>12,578</b>  | <b>12,490</b>  | <b>-2.6</b>  | <b>-0.7</b> | <b>52,706</b>   | <b>49,625</b>   | <b>-5.8</b>  |
| <b>Allowance for Loan Losses</b>     | <b>(3,909)</b> | <b>(3,226)</b> | <b>(3,168)</b> | <b>-19.0</b> | <b>-1.8</b> | <b>(20,094)</b> | <b>(14,221)</b> | <b>-29.2</b> |
| ALLL Expenses - Credit Risk          | (5,637)        | (4,858)        | (4,788)        | -15.1        | -1.4        | (25,265)        | (20,229)        | -19.9        |
| Credit Recovery                      | 1,728          | 1,632          | 1,620          | -6.2         | -0.7        | 5,172           | 6,008           | 16.2         |
| <b>Net Financial Margin</b>          | <b>8,911</b>   | <b>9,352</b>   | <b>9,322</b>   | <b>4.6</b>   | <b>-0.3</b> | <b>32,613</b>   | <b>35,404</b>   | <b>8.6</b>   |
| Fee income                           | 6,735          | 6,871          | 7,236          | 7.4          | 5.3         | 25,941          | 27,452          | 5.8          |
| <b>Contribution Margin</b>           | <b>14,396</b>  | <b>15,109</b>  | <b>15,399</b>  | <b>7.0</b>   | <b>1.9</b>  | <b>53,553</b>   | <b>58,267</b>   | <b>8.8</b>   |
| Administrative Expenses              | (8,236)        | (7,916)        | (8,220)        | -0.2         | 3.8         | (31,787)        | (31,966)        | 0.6          |
| <b>Commercial Income</b>             | <b>6,031</b>   | <b>7,062</b>   | <b>7,052</b>   | <b>16.9</b>  | <b>-0.1</b> | <b>21,264</b>   | <b>25,761</b>   | <b>21.1</b>  |
| Other Operating Income               | 32             | 232            | 773            | -            | -           | 21              | 1,481           | -            |
| <b>Income Before Taxes</b>           | <b>5,475</b>   | <b>6,016</b>   | <b>6,604</b>   | <b>20.6</b>  | <b>9.8</b>  | <b>18,750</b>   | <b>23,319</b>   | <b>24.4</b>  |
| Income and Social Contribution Taxes | (1,476)        | (1,832)        | (1,989)        | 34.8         | 8.6         | (4,604)         | (6,696)         | 45.4         |
| Statutory Profit Sharing             | (412)          | (432)          | (488)          | 18.4         | 12.9        | (1,436)         | (1,715)         | 19.4         |
| <b>Adjusted Net Income</b>           | <b>3,188</b>   | <b>3,402</b>   | <b>3,845</b>   | <b>20.6</b>  | <b>13.0</b> | <b>11,060</b>   | <b>13,513</b>   | <b>22.2</b>  |
| One-Off Items                        | (80)           | (227)          | (42)           | -47.7        | -81.6       | (49)            | (651)           | -            |
| <b>Net Income</b>                    | <b>3,108</b>   | <b>3,175</b>   | <b>3,803</b>   | <b>22.3</b>  | <b>19.8</b> | <b>11,011</b>   | <b>12,862</b>   | <b>16.8</b>  |



# One-Off Items

R\$ million

|   | 4Q17         | 3Q18         | 4Q18         | Chg. (%) on  |              | 2017          | 2018          | Chg. (%) on |
|---|--------------|--------------|--------------|--------------|--------------|---------------|---------------|-------------|
|   |              |              |              | 4Q17         | 3Q18         |               |               | 2017        |
| <b>Adjusted Net Income</b>                        | <b>3,188</b> | <b>3,402</b> | <b>3,845</b> | <b>20.6</b>  | <b>13.0</b>  | <b>11,060</b> | <b>13,513</b> | <b>22.2</b> |
| <b>One-Off Items</b>                              | <b>(80)</b>  | <b>(227)</b> | <b>(42)</b>  | <b>-47.7</b> | <b>-81.6</b> | <b>(49)</b>   | <b>(651)</b>  | <b>-</b>    |
| Economic Plans                                    | (294)        | (444)        | (547)        | 86.1         | 23.1         | (864)         | (2,033)       | 135.2       |
| Extraordinary Provision for Lawsuits              | 3            | 7            | (633)        | -            | -            | 106           | (621)         | -           |
| IPO - IRB   | -            | -            | -            | -            | -            | 173           | -             | -           |
| Neenergia   | -            | -            | -            | -            | -            | 183           | -             | -           |
| BB Seguridade - Premium and Brokerage Adjustments | (58)         | -            | -            | -            | -            | (58)          | 75            | -           |
| Proagro Indemnity Adjustment                      | 199          | -            | -            | -            | -            | 199           | -             | -           |
| Real Estate exchange with the Federal Government  | -            | -            | -            | -            | -            | -             | 162           | -           |
| Sales of Investment - Mapf re BB SH2              | -            | -            | 776          | -            | -            | -             | 776           | -           |
| Program conciliation w ith Government.            | -            | -            | 411          | -            | -            | -             | 411           | -           |
| One-Of f Items - BB Seguridade                    | -            | -            | (82)         | -            | -            | -             | (82)          | -           |
| Tax Eff. and Stat. Prof. on One-Off Items         | 70           | 211          | 32           | -53.9        | -84.8        | 212           | 660           | -           |
| <b>Net Income</b>                                 | <b>3,108</b> | <b>3,175</b> | <b>3,803</b> | <b>22.3</b>  | <b>19.8</b>  | <b>11,011</b> | <b>12,862</b> | <b>16.8</b> |



# Net Interest Income



R\$ million

|  | 4Q17          | 3Q18          | 4Q18          | Chg. (%) on<br>4Q17 | Chg. (%) on<br>3Q18 | 2017          | 2018          | Chg. (%) on<br>2017 |
|--|---------------|---------------|---------------|---------------------|---------------------|---------------|---------------|---------------------|
| <b>Net Interest Income</b>                               | <b>12,820</b> | <b>12,578</b> | <b>12,490</b> | <b>-2.6</b>         | <b>-0.7</b>         | <b>52,706</b> | <b>49,625</b> | <b>-5.8</b>         |
| Loan Operations  | 19,532        | 18,390        | 18,452        | -5.5                | 0.3                 | 86,342        | 73,683        | -14.7               |
| Funding Expenses   | (6,469)       | (6,190)       | (6,437)       | -0.5                | 4.0                 | (32,441)      | (24,594)      | -24.2               |
| Financial Expense for Institutional Funding <sup>1</sup> | (2,823)       | (2,734)       | (2,576)       | -8.8                | -5.8                | (12,426)      | (10,887)      | -12.4               |
| Treasury <sup>2</sup>                                    | 2,580         | 3,112         | 3,051         | 18.3                | -2.0                | 11,232        | 11,422        | 1.7                 |

(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.

# Fee Income

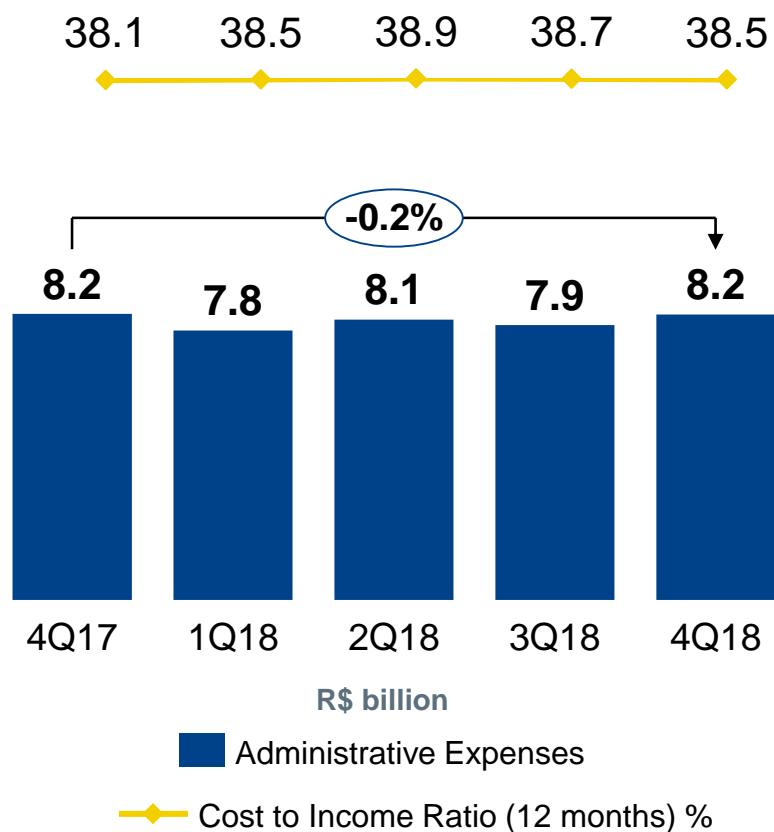


R\$ million

|  | 4Q17         | 3Q18         | 4Q18         | Chg. (%) on |            | 2017          | 2018          | Chg. (%) on |
|--|--------------|--------------|--------------|-------------|------------|---------------|---------------|-------------|
|  |              |              |              | 4Q17        | 3Q18       |               |               | 2017        |
| <b>Fee Income</b>                              | <b>6,735</b> | <b>6,871</b> | <b>7,236</b> | <b>7.4</b>  | <b>5.3</b> | <b>25,941</b> | <b>27,452</b> | <b>5.8</b>  |
| Checking Account Fees                          | 1,882        | 1,857        | 1,902        | 1.1         | 2.4        | 6,997         | 7,331         | 4.8         |
| Asset Management Fees                          | 1,347        | 1,556        | 1,487        | 10.4        | (4.5)      | 5,397         | 6,023         | 11.6        |
| Insurance, Pension and Premium Bonds           | 810          | 714          | 1,039        | 28.2        | 45.4       | 3,048         | 3,221         | 5.7         |
| Credit / Debit Cards                           | 421          | 491          | 507          | 20.4        | 3.2        | 1,881         | 1,942         | 3.2         |
| <i>Brazil</i> <sup>1</sup>                     | 394          | 423          | 426          | 8.2         | 0.8        | 1,521         | 1,657         | 8.9         |
| Loan Fees                                      | 517          | 462          | 558          | 7.8         | 20.8       | 1,853         | 1,999         | 7.8         |
| Collections                                    | 338          | 314          | 312          | (7.7)       | (0.5)      | 1,448         | 1,290         | (10.9)      |
| Billings                                       | 274          | 277          | 283          | 3.3         | 2.4        | 1,087         | 1,116         | 2.7         |
| Consortium                                     | 198          | 236          | 275          | 38.9        | 16.8       | 725           | 942           | 29.9        |
| National Treasury and Manag. of Official Funds | 173          | 225          | 110          | (36.6)      | (51.2)     | 689           | 605           | (12.1)      |
| Capital Market                                 | 227          | 185          | 188          | (17.3)      | 1.6        | 775           | 788           | 1.7         |
| Interbank                                      | 37           | 35           | 37           | 1.2         | 7.3        | 154           | 145           | (5.8)       |
| Other  | 510          | 519          | 538          | 5.6         | 3.7        | 1,887         | 2,051         | 8.7         |

(1) Fee Income earned in the country. (2) Historical series revised in the 3Q18.

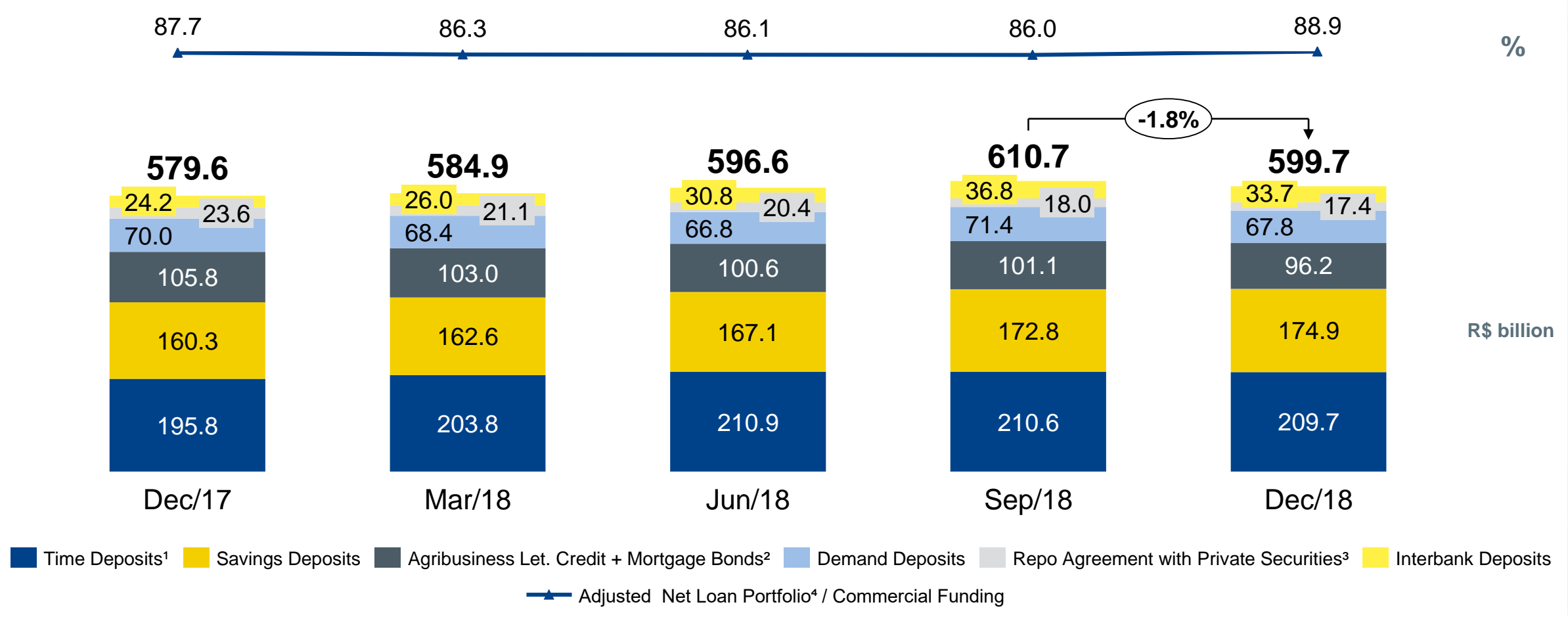
# Administrative Expenses and Cost to Income<sup>1</sup>



|                                 | Dec/17 | Sep/18 | Dec/18 | On Dec/17 |        |
|---------------------------------|--------|--------|--------|-----------|--------|
|                                 |        |        |        | Abs. Chg. | Chg. % |
| Employees                       | 99,161 | 97,232 | 96,889 | (2,272)   | (2.3)  |
| Traditional Branches            | 4,228  | 4,147  | 4,101  | (127)     | (3.0)  |
| Digital and Specialized Service | 542    | 618    | 621    | 79        | 14.6   |
| Total                           | 4,770  | 4,765  | 4,722  | (48)      | (1.0)  |

(1) Administrative Expenses / Operating Revenues 12 months accumulated. Data from the Income Statement with Reallocations.

# 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.





# Loan Portfolio by Rick Level <sup>1</sup>

|       | Dec/17  |         |                            |          |         | Sep/18  |         |                            |          |         | Dec/18  |         |                            |          |         |
|-------|---------|---------|----------------------------|----------|---------|---------|---------|----------------------------|----------|---------|---------|---------|----------------------------|----------|---------|
|       | Balance | Minimum | Provision<br>Supplementary | Required | Share % | Balance | Minimum | Provision<br>Supplementary | Required | Share % | Balance | Minimum | Provision<br>Supplementary | Required | Share % |
| AA    | 318,100 | 0       | 0                          | 0        | 50.0    | 330,403 | 0       | 0                          | 0        | 52.1    | 330,628 | 0       | 0                          | 0        | 51.6    |
| A     | 68,405  | 342     | 39                         | 381      | 10.8    | 66,001  | 330     | 38                         | 368      | 10.4    | 66,510  | 333     | 38                         | 371      | 10.4    |
| B     | 134,631 | 1,346   | 492                        | 1,838    | 21.2    | 133,183 | 1,332   | 468                        | 1,800    | 21.0    | 138,845 | 1,388   | 485                        | 1,874    | 21.7    |
| C     | 61,252  | 1,838   | 1,058                      | 2,895    | 9.6     | 53,885  | 1,617   | 1,041                      | 2,657    | 8.5     | 54,054  | 1,622   | 1,104                      | 2,726    | 8.4     |
| D     | 10,194  | 1,019   | 118                        | 1,138    | 1.6     | 12,860  | 1,286   | 574                        | 1,860    | 2.0     | 13,106  | 1,311   | 596                        | 1,907    | 2.0     |
| E     | 12,645  | 3,793   | 298                        | 4,091    | 2.0     | 9,793   | 2,938   | 58                         | 2,996    | 1.5     | 8,995   | 2,698   | 16                         | 2,715    | 1.4     |
| F     | 5,261   | 2,630   | 70                         | 2,700    | 0.8     | 4,750   | 2,375   | 63                         | 2,437    | 0.7     | 4,399   | 2,199   | 45                         | 2,244    | 0.7     |
| G     | 5,939   | 4,157   | 1                          | 4,158    | 0.9     | 4,127   | 2,889   | 3                          | 2,892    | 0.7     | 3,944   | 2,761   | 3                          | 2,763    | 0.6     |
| H     | 19,485  | 19,485  | 0                          | 19,485   | 3.1     | 19,419  | 19,419  | 0                          | 19,419   | 3.1     | 19,745  | 19,745  | 0                          | 19,745   | 3.1     |
| Total | 635,911 | 34,612  | 2,075                      | 36,686   | 100.0   | 634,420 | 32,185  | 2,245                      | 34,430   | 100.0   | 640,226 | 32,057  | 2,287                      | 34,344   | 100.0   |
| AA-C  | 582,387 | 3,526   | 1,588                      | 5,114    | 91.6    | 583,471 | 3,278   | 1,547                      | 4,825    | 92.0    | 590,038 | 3,343   | 1,627                      | 4,970    | 92.2    |
| D-H   | 53,523  | 31,086  | 487                        | 31,572   | 8.4     | 50,948  | 28,907  | 698                        | 29,605   | 8.0     | 50,188  | 28,714  | 660                        | 29,374   | 7.8     |

R\$ million

(1) BB Classified Loan Portfolio.

# Renegotiated Overdue Loan Portfolio

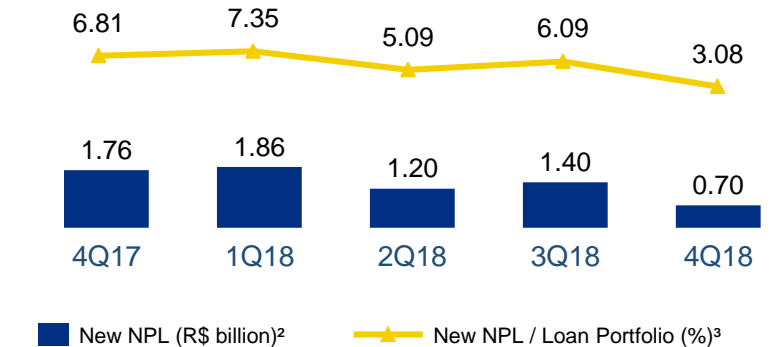
R\$ million

|   | 4Q17          | 3Q18          | 4Q18          |
|---|---------------|---------------|---------------|
| <b>Credits Renegotiated When Past Due - Changes</b> |               |               |               |
| Initial Balance                                     | 25,867        | 22,914        | 22,911        |
| Contracts   | 3,101         | 2,403         | 2,576         |
| Amortization Net of Interest <sup>1</sup>           | (1,467)       | (996)         | (1,290)       |
| Write-Off   | (2,204)       | (1,410)       | (1,323)       |
| <b>Past due Renegotiated Loan Portfolio (A)</b>     | <b>25,297</b> | <b>22,911</b> | <b>22,874</b> |
| <b>ALLL Balance (B)</b>                             | <b>12,440</b> | <b>12,072</b> | <b>12,234</b> |
| <b>NPL + 90 days (C)</b>                            | <b>5,918</b>  | <b>4,476</b>  | <b>3,857</b>  |
| <b>Indicators - %</b>                               |               |               |               |
| ALLL / Loan Portfolio (B/A)                         | 49.2          | 52.7          | 53.5          |
| NPL + 90 days / Loan Portfolio (C/A)                | 23.4          | 19.5          | 16.9          |
| ALLL Balance/NPL + 90 days (B/C)                    | 210.2         | 269.7         | 317.2         |
| Credits Renegotiated/Classified Loan Portfolio      | 4.0           | 3.6           | 3.6           |

4Q18

| Credits Renegotiated   | Contracts    | %          |
|------------------------|--------------|------------|
| 0 to 14 days Past due  | 807          | 31.33      |
| 15 to 90 days Past due | 756          | 29.33      |
| Over 90 days Past due  | 663          | 25.74      |
| Written-Off Recovery   | 350          | 13.60      |
| <b>Total</b>           | <b>2,576</b> | <b>100</b> |

New NPL



(1) Principal and interest payments net of interest accrued in the period. (2) Quarterly change in the balance of over 90 days past due transactions + current quarter write-off. (3) It considers the Classified Loan Portfolio of the previous quarter.

# Portfolio Delinquency by Lines

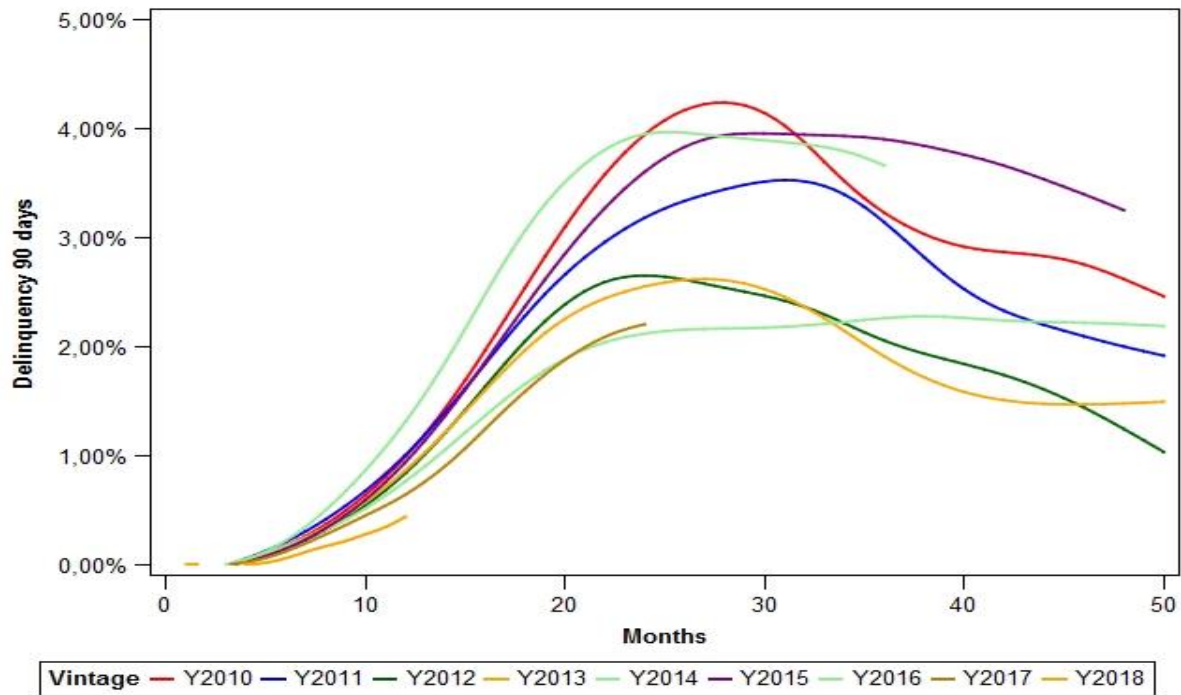


| %                                  | Dec/17      |               | Sep/18      |               | Dec/18      |               |
|------------------------------------|-------------|---------------|-------------|---------------|-------------|---------------|
|                                    | NPL         | Share %       | NPL         | Share %       | NPL         | Share %       |
| <b>Individuals</b>                 | <b>3.36</b> | <b>100.00</b> | <b>3.27</b> | <b>100.00</b> | <b>3.08</b> | <b>100.00</b> |
| Payroll Loan                       | 1.9         | 36.0          | 1.9         | 36.7          | 1.9         | 36.1          |
| Mortgage                           | 2.3         | 23.8          | 2.9         | 25.0          | 2.5         | 24.6          |
| Credit Card                        | 2.8         | 13.7          | 2.6         | 13.3          | 2.4         | 14.8          |
| Salary Loan                        | 5.3         | 10.0          | 4.7         | 10.1          | 4.6         | 9.5           |
| Auto Loans                         | 1.1         | 7.9           | 1.0         | 5.8           | 0.9         | 5.3           |
| <b>Companies</b>                   | <b>6.18</b> | <b>100.00</b> | <b>3.70</b> | <b>100.00</b> | <b>3.17</b> | <b>100.00</b> |
| Working Capital                    | 4.7         | 48.5          | 1.2         | 50.1          | 1.0         | 50.1          |
| Investments                        | 2.3         | 24.1          | 1.4         | 23.9          | 0.9         | 23.4          |
| FEC/ACE                            | 0.0         | 6.7           | 1.0         | 8.0           | 1.4         | 8.6           |
| Receivables                        | 2.3         | 5.0           | 1.5         | 4.9           | 1.1         | 5.5           |
| <b>Agribusiness</b>                | <b>1.67</b> | <b>100.00</b> | <b>1.62</b> | <b>100.00</b> | <b>1.53</b> | <b>100.00</b> |
| Pronaf                             | 2.5         | 23.8          | 3.1         | 23.1          | 3.0         | 23.5          |
| Working Capital for Input Purchase | 1.4         | 19.9          | 1.0         | 19.6          | 0.9         | 20.2          |
| Pronamp                            | 3.1         | 13.4          | 2.5         | 12.8          | 2.4         | 12.5          |
| BNDES/Finame Rural                 | 1.6         | 4.3           | 1.9         | 3.6           | 1.9         | 3.4           |

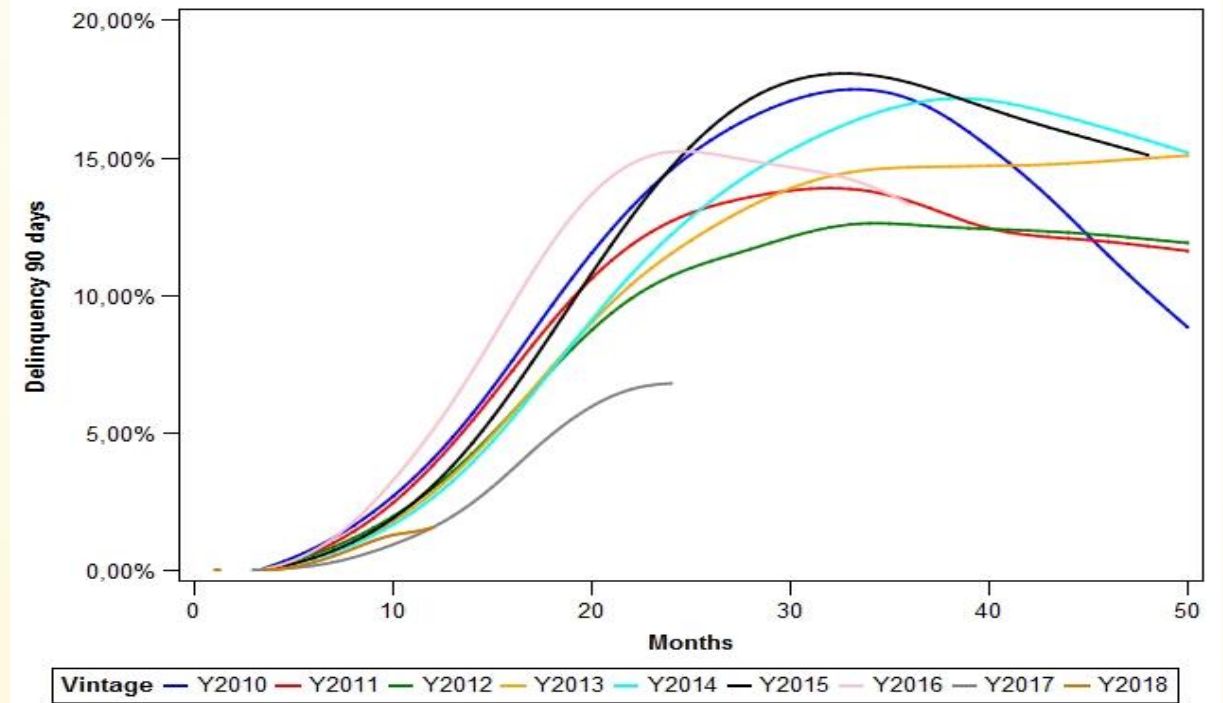
# Vintages



## Annual Vintage – Individuals Loan Portfolio



## Annual Vintage – Very Small and Small Companies Loan Portfolio





[www.bb.com.br/ir](http://www.bb.com.br/ir)  
[ir@bb.com.br](mailto:ir@bb.com.br)



Av. Paulista, 1230  
18<sup>th</sup> floor  
Bela Vista  
São Paulo – SP | Brazil  
Zip Code 01310-100



+55 (11) 4298-8000

