



Results

3rd quarter 2023

Brasília, November
9th, 2023



Paulo Henrique Costa
BRB President

Carlos Alberto Moreira Junior
BRBCARD President

Alexsandra Braga
BRB Seguros President

Emerson Rizza
BRB President

Mário Ferreira Neto
BRB Serviços President

Dario Oswaldo Garcia Junior
Chief Financial Officer, Controller and
Chief Investor Relations Officer
Financeira BRB Acting President

Overview



BRB strong, modern and comprehensive, uniting result and social impact



Customer base growth and profitability



Calculated expansion strategy | Focus on *phygital* experience



Customer experience-focused financial products and services



Vanguard in the development of government products | Pix Judicial, Mobility, Na Hora, Social Cards



Strengthening the BRB Digital Ecosystem | Operation with enhanced and modern digital security

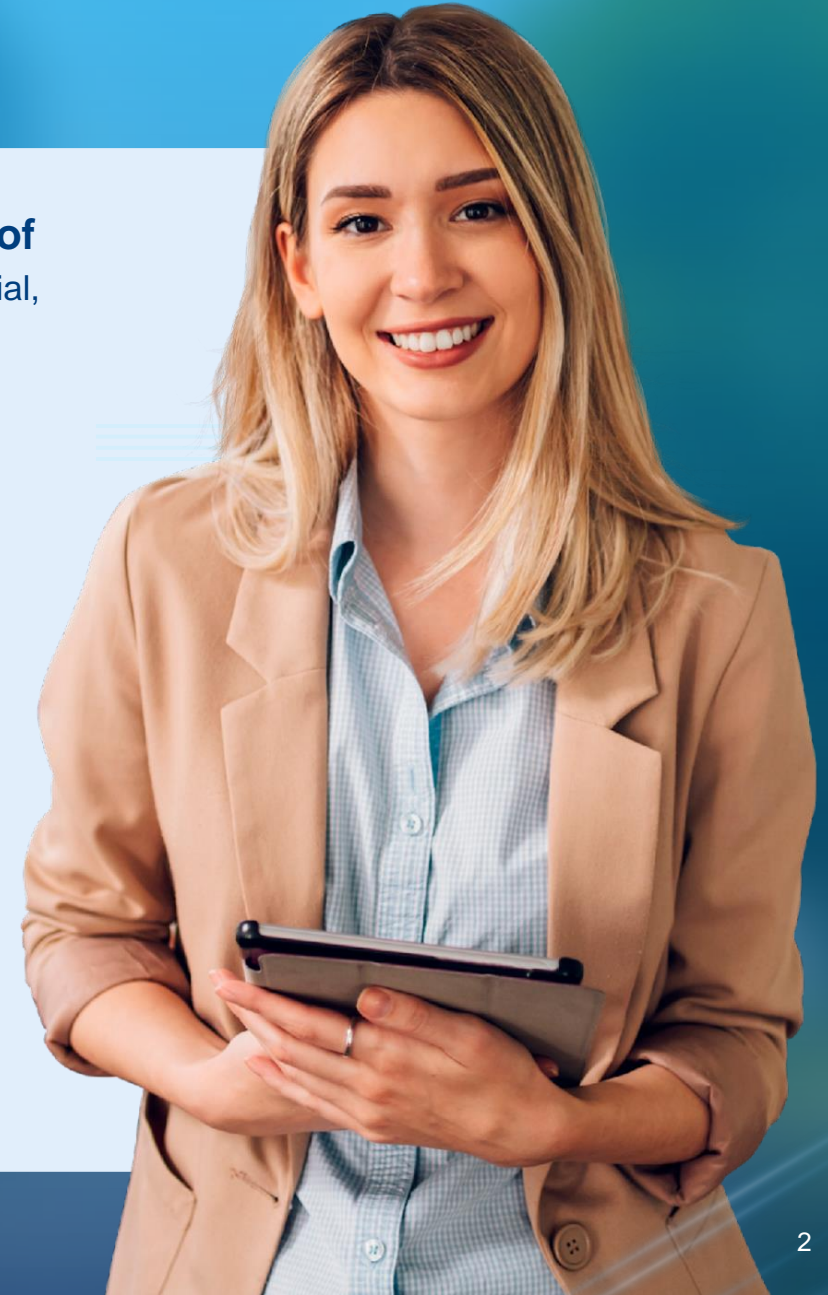


A bank for all

Support for sport, leisure, culture, public heritage management

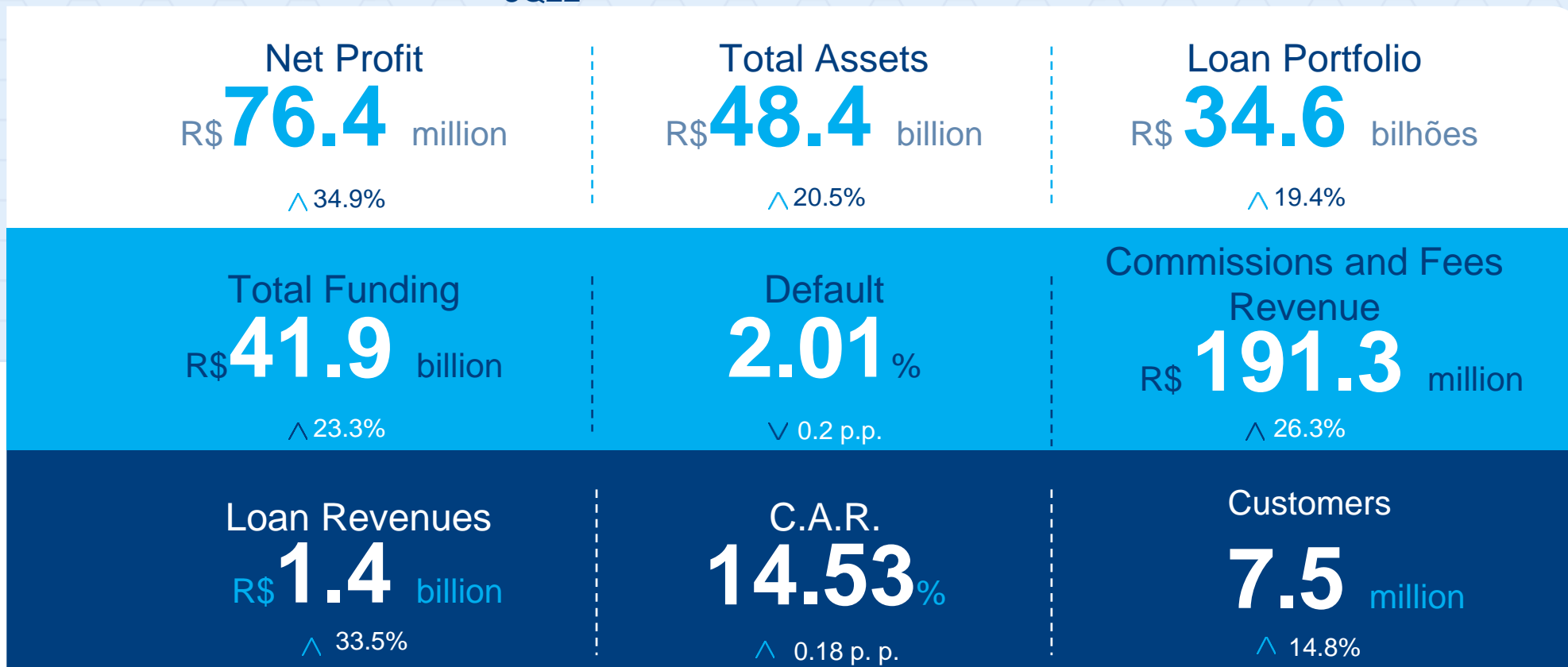


ESG Culture Strengthening



Our Numbers

> 3Q23 vs.
3Q22



Present in
93.0%
of Brazilian
municipalities



Transactions
95.0%
digital



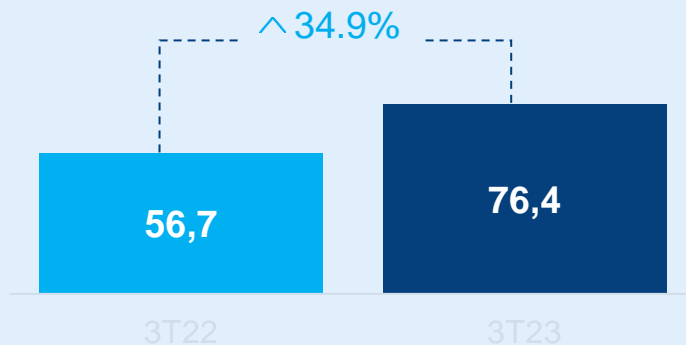
Benefits
R\$1.5 billion
benefits paid
since 2019

Financial Performance

Operating Result

R\$ **89.0** million
^ 40.7%
3Q23 x 3Q22

Net Profit





R\$ 48,0 million
^ 114.5%


Result
Affiliates


R\$ 1.4 billion
^ 33.5%

Revenues
from Loan
Operations


R\$734.0 million
^ 29.0%

Financial Margin


R\$393.0 million
^ 15.2%

Treasury Result

Customers and Channels

3,280
Digital

3,052
Individual



7.5

million

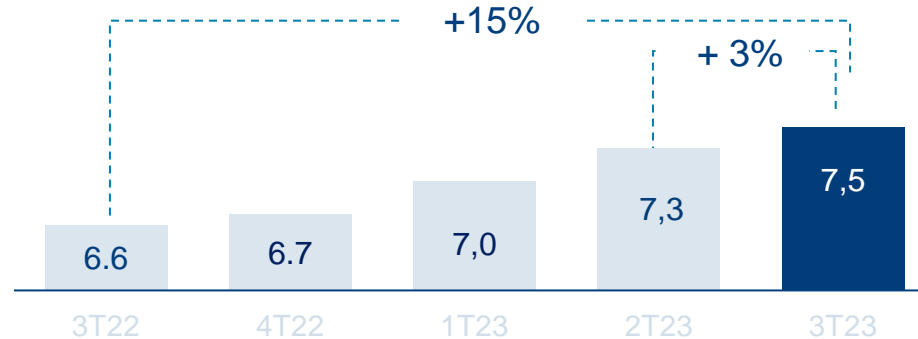
of Customers

45
Legal Entity

1,153
Other

(thousand)

Customer base (million)



Transactions by Channel

95%
Internet + Mobile + Self-service

4%
Branchless banking


1%
Branches



3Q23

Relationships Expansion

Brick-and-Mortar Branches

 A *phygital* bank with concept stores

 Investing in and monetizing the customer relationship

Digital

 Expansão nacional planejada

 Customers in 93% of Brazilian municipalities

 Focus on customer experience

Deals

 9 new consignment agreements, totaling 539 assets



11 more brick-and-mortar branches remodeled for internationally awarded structure



Branchless banking network increasing the capillarity and efficiency of the expansion



80% growth in funding with Real Estate/Agribusiness Letters of Credit in the annual comparison



R\$ **13.2 billion**
in court deposits



Exclusive management of precatory accounts - TJCE



Pix Judicial
BRB is the creator of the service and the only bank to operate with this modality



TJDFT, TJBA and TJCE

Phygital *Expansion* with Digital Security



Innovative digital ecosystem driving ideas from society and *absorbing* start-ups in banking solutions.



Change Data Capture (CDC)
For the analysis of risk, credit, *compliance* and customers



Machine Learning as an extra tool in fraud prevention

Innovation and Technology

Solutions that accelerate the Bank's expansion and prospecting strategy

Super APP BRB

 Integration of all services provided by the Bank
Focus on hyper-personalization and quality of services



UX, Big Data and *Analytics* as added resources to the business routine



Innovation Program in three pillars: People, Intrapreneurship and Open Innovation



BRB Venture Capital Fund, with an expected investment of R\$ 50 million in *start-ups*

NAÇÃO BRB FLA



Football has the **largest audience in the world**

Flamengo has **the biggest fan base in Brazil**

Open Accounts (millions)

↑ 13%



3T22



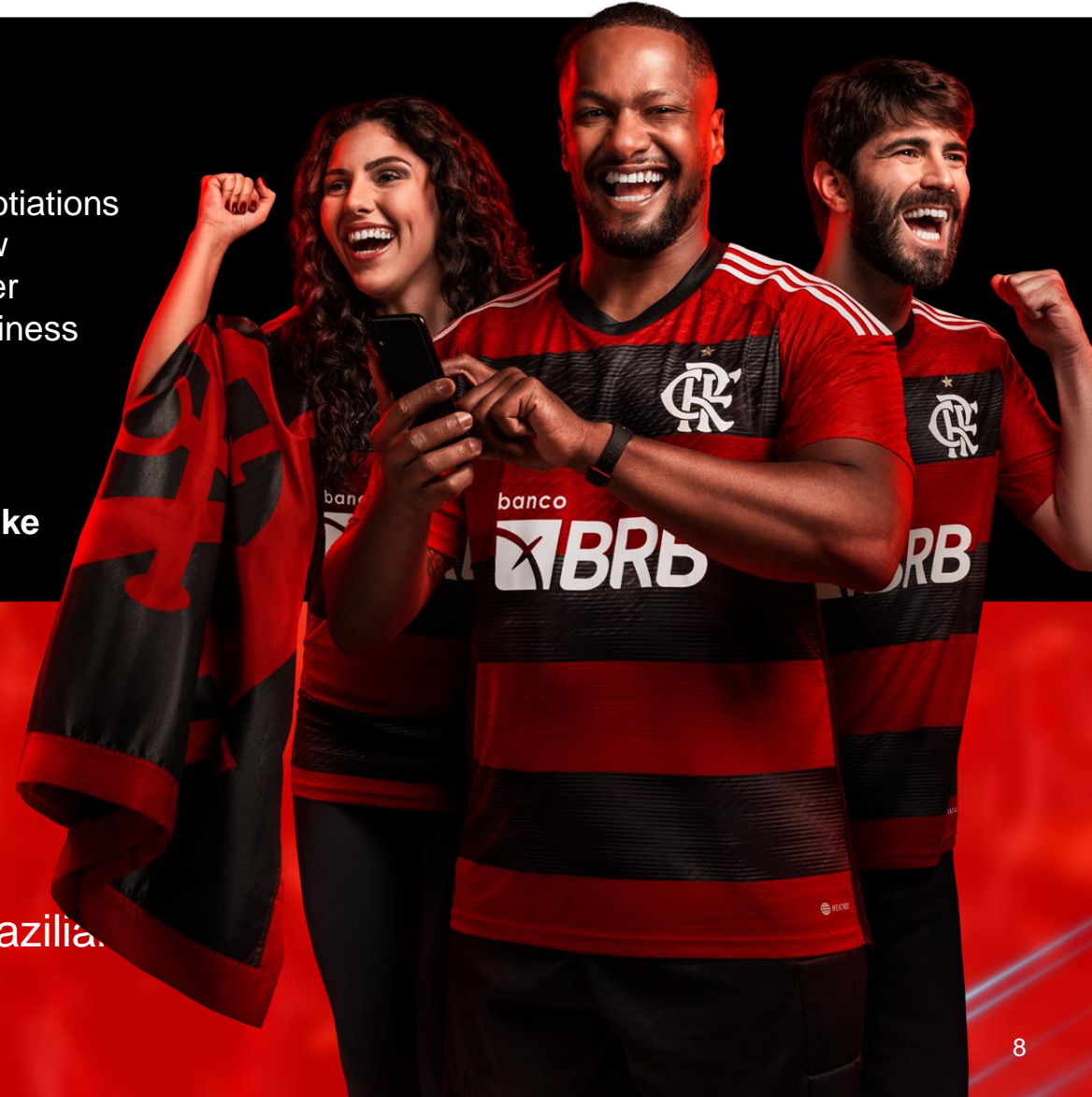
3T23



New phase: Negotiations with potential new partners, to further monetize the business



Loyal clientele like the team fans



Highlights



> 1.04 million activated cards



1.3 million cards sold



Present in 93% of Brazilian municipalities

Insurance



New products in niches of **increasing profitability**



Insurance Commission¹

R\$ 62.9 million \wedge 90.9%

3Q23 x 3Q22



BRB PET

Protection for your pet



Senior Secured Loan

Payment Protection Insurance for clients up to 85 years old



Consolidation of business partnerships



BRB Protege Fácil (Easy Protect)

Financial transactions protection



BRB Residential

Home protection can also be hired in digital channels



- Life
- Payment Protection
- Protected Card

- Residential
- Housing



3Q23 x 3Q22

+ 163.2% Legal Entity
Payment Protection
Loan

+ 13.5% Life

+ 60.5% House

+ 73% Other Risks
Personal

+ 125.9% Consortium

+ 14.3% Social Security

¹ Regarding BRB's participation.

Investments



3Q23 x 3Q22

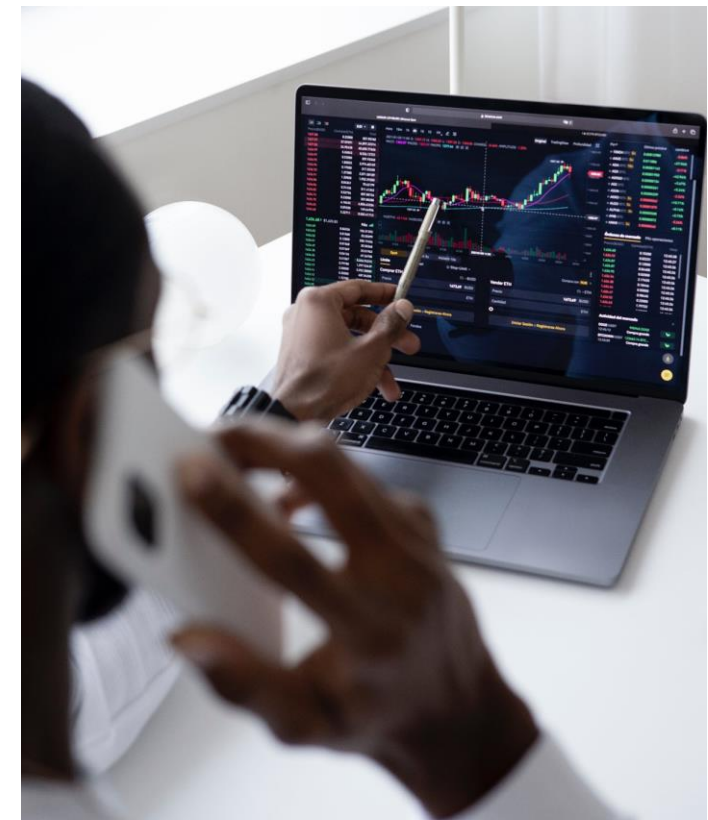
R\$ **885** million
^ 173%

AuC in 3Q23

+ **39.9** thousand accounts
^ 102%

R\$ **3.33** billion
Managed shareholders' equity
^ 6%

+ **30.55** thousand Funds
^ 82%
Shareholders



Integration of the Investment Platform into the BRB Super App

> **600** Investment Products

70.5 thousand Customers

Platform and Shareholders
^ 93%

Home broker



High grade fund performing 120% of DI in 3Q23

Payment methods

Credit and prepaid card base

- ✓ 1.4 million active cards
- ✓ 18% growth

Payments

- ✓ R\$ 2.2 billion
- ✓ 41% growth

BRBPAY

- ✓ 1,800 sale points
- ✓ R\$79.8 million in volume total billing

3Q23 x
3Q22

Cards with unique experiences

Mapping customers' passions



Executive Aviation Terminal

Exclusive Parking

at Brasilia Airport



Exclusive *Co-working space*

at Santos Dummont and Congonhas airports



ESG

Impacting thousands

R\$ **1.5 billion**

in benefits paid since 2019

> **336 thousand**

Families reached

> R\$ **93 mm**

Auxílio Creche
12 thousand beneficiaries

> R\$ **84 mm**

Cartão Gás
838 thousand benefits

> R\$ **557 mm**

Prato Cheio
2.1 million benefits

> R\$ **186 mm**

DF Social
1.23 million benefits

> R\$ **70 mm**

Renova DF
124 thousand benefits

> R\$ **163 mm**

Cartão Material Escolar
362 thousand benefits

Since 2019



Federal District Government Civil Servants' Health Insurance

Accumulated data since 2019

> **4.6 million**

Tests made

48 k

Hospitalizations

85 k

coverage

760 k

Appointments

138 k

Treatments



> **7.500**

appointments /day

Remodeled unit planned for Taguatinga

Prompt customer service services, reinforcing the role of a public bank, offering society speed and reducing bureaucracy in processes, thus contributing to economic, social and human development in the regions under BRB's influence.



Community that Support Agriculture

Support for biodynamic, pesticide-free, and sustainable management of Federal District communities

1 Social programs

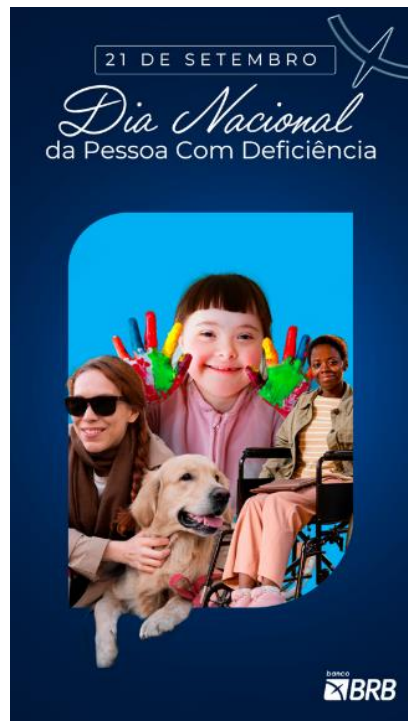
Operationalized by BRB in 3Q23

Diversity and Inclusion



Diversity Actions

- ✓ Diverse, fair and welcoming work environment
- ✓ Our principles are: Educate, Value, Welcome and Respect
- ✓ More than half of the Board positions are held by women
- ✓ 38% of leadership positions are held by women and 42% held by black individuals



Women's Leadership Program

- ❖ Empowerment and capacity building of women to occupy positions of leadership
- ❖ 83 women leaders and potential trained leaders in 2023.
- ❖ Addressing topics such as individual potential, self-knowledge, leadership techniques, strategic vision and the ability to make decisions in adverse scenarios
- ❖ Enrollments prioritizing diversity criteria



Loan portfolio

3Q23x 3Q22

+19.4%

+34.4%

Credit Card

+37.2%

Legal Entity

+36.1%

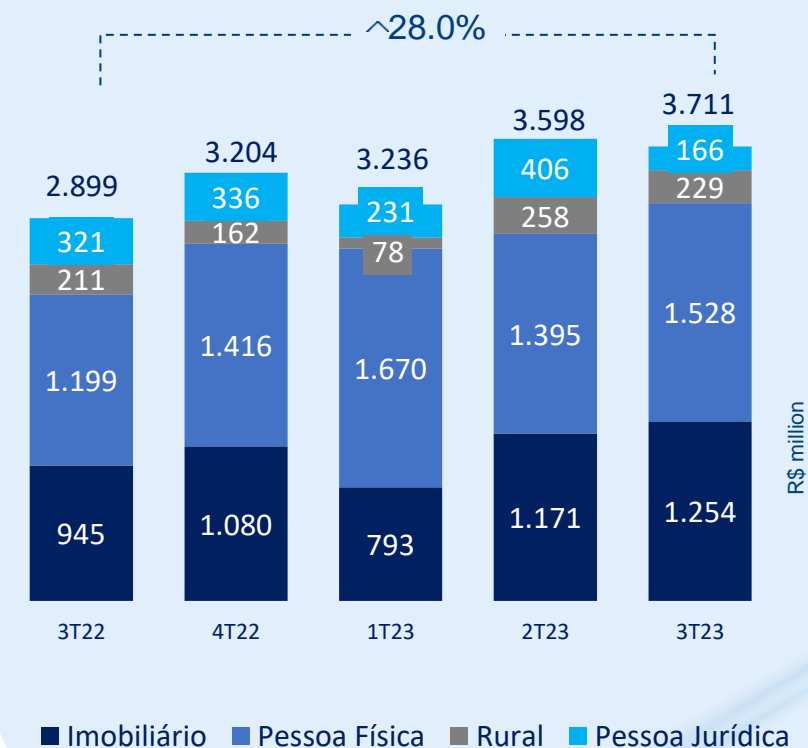
Rural and agribusiness financing

+39.0%

Mortgage

	3Q22	2Q23	3Q23	Δ3M	Δ12M	% Interest		
						3Q22	2Q23	3Q23
Individual	17,289	18,376	18,503	0.7%	7.0%	59.6%	55.3%	53.4%
Payroll Deductible	13,781	14,325	14,218	-0.7%	3.2%	47.5%	43.1%	41.1%
Personal loan	1,914	2,202	2,270	3.1%	18.6%	6.6%	6.6%	6.6%
Rotating	224	244	254	4.1%	13.4%	0.8%	0.7%	0.7%
Renegotiation	1,371	1,606	1,761	9.7%	28.5%	4.7%	4.8%	5.1%
Legal Entity	3,297	4,093	4,525	10.6%	37.2%	11.4%	12.3%	13.1%
Working capital	807	576	548	-4.9%	-32.1%	2.8%	1.7%	1.6%
Investment	1,320	1,667	1,678	0.7%	27.1%	4.6%	5.0%	4.8%
Government	798	1,387	1,501	8.2%	88.1%	2.8%	4.2%	4.3%
Revolving	107	100	102	1.4%	-5.2%	0.4%	0.3%	0.3%
Other	265	363	697	92.1%	163.1%	0.9%	1.1%	2.0%
Credit Card	1,518	1,978	2,040	3.1%	34.4%	5.2%	6.0%	5.9%
Mortgage	6,145	7,879	8,541	8.4%	39.0%	21.2%	23.7%	24.7%
Rural and agribusiness financing	751	885	1,021	15.4%	36.1%	2.6%	2.7%	2.9%
Total	28,999	33,210	34,631	4.3%	19.4%	-	-	-

Credit origination



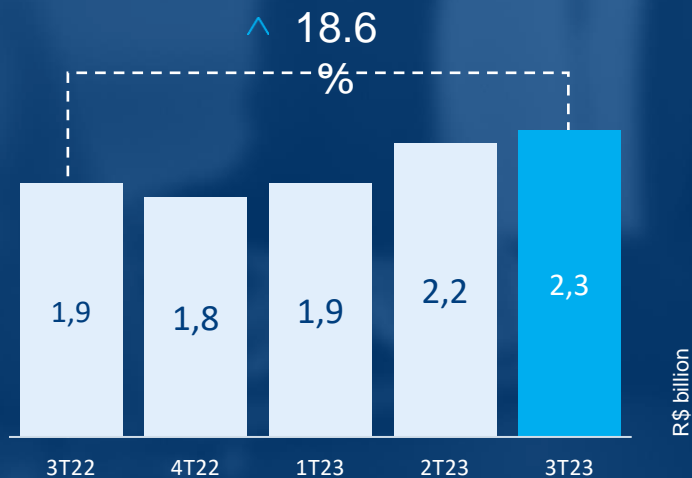
Personal credit

R\$ **2.3** billion
Portfolio balance | 3Q23

^ **18.6%**
growth in portfolio (12 months)

4.6%

default — below the market average (**6.79%**, according to **SGS BCB**)



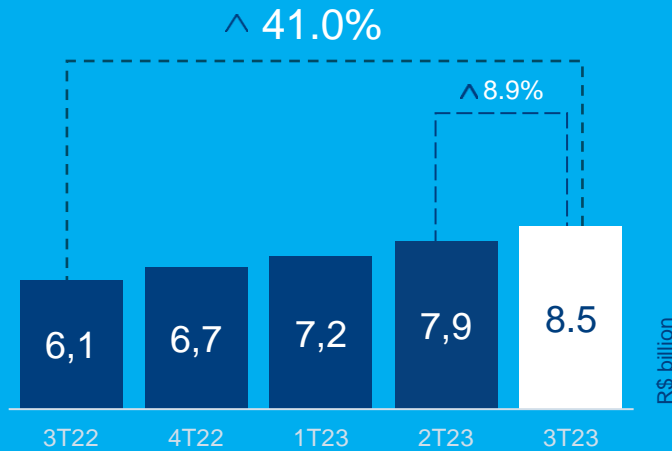
Mortgage

R\$ **8.5** billion
Portfolio balance | 3Q23

R\$ **1.2** billion
of originated credit | 3Q23

Gateway to long-term relationships

56.5% Market share Federal District



Rural and agribusiness financing



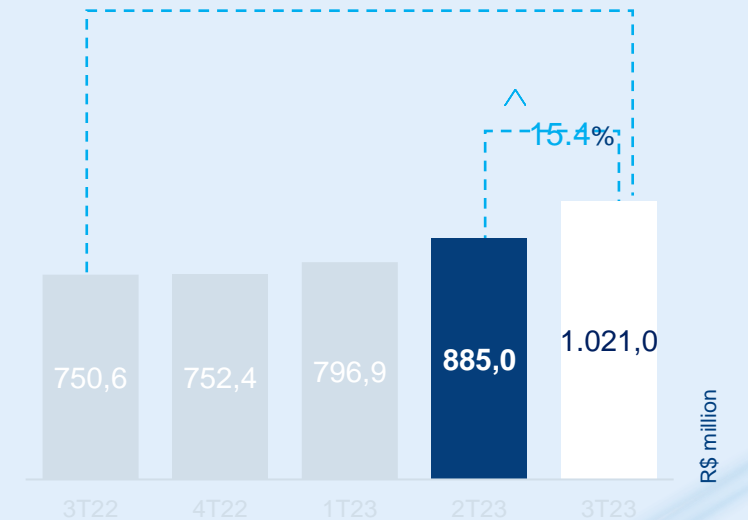
R\$ **1.02** billion
Portfolio balance | 3Q23

1st place

DF General, Pronaf and Pronamp

BRB won National Treasury equalization subsidies

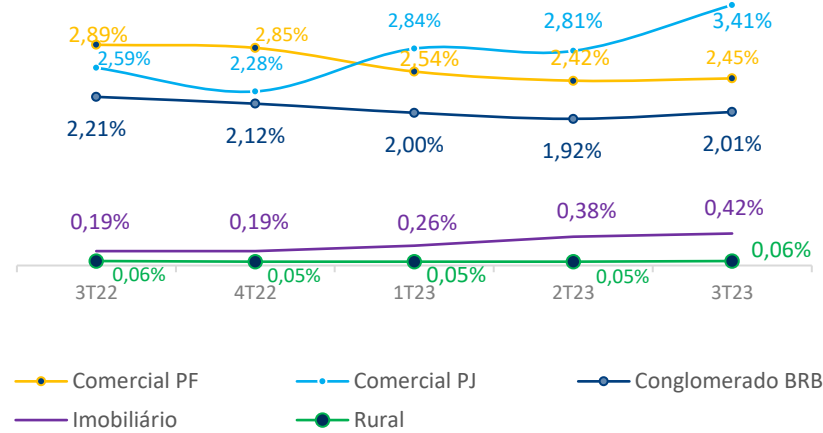
^ **36.0%**



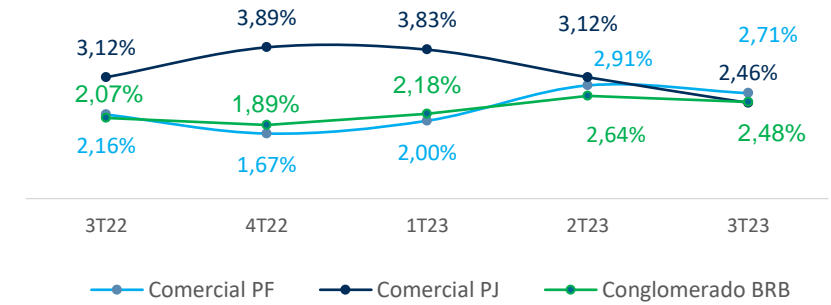
Credit Portfolio Quality



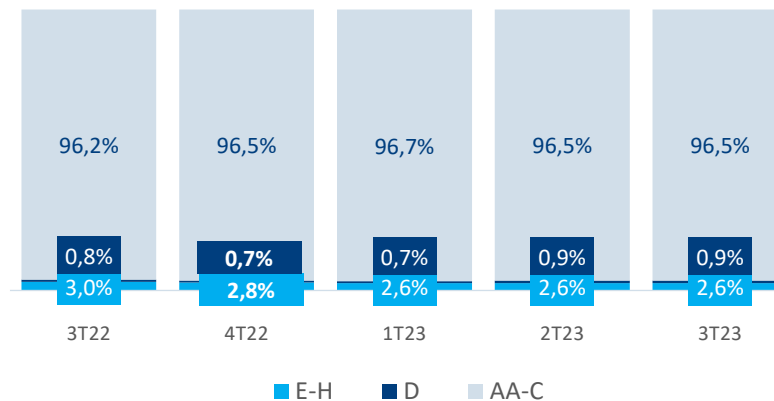
Default by Portfolio



Pre-Default by Portfolio



Concentration by Rating



Funding

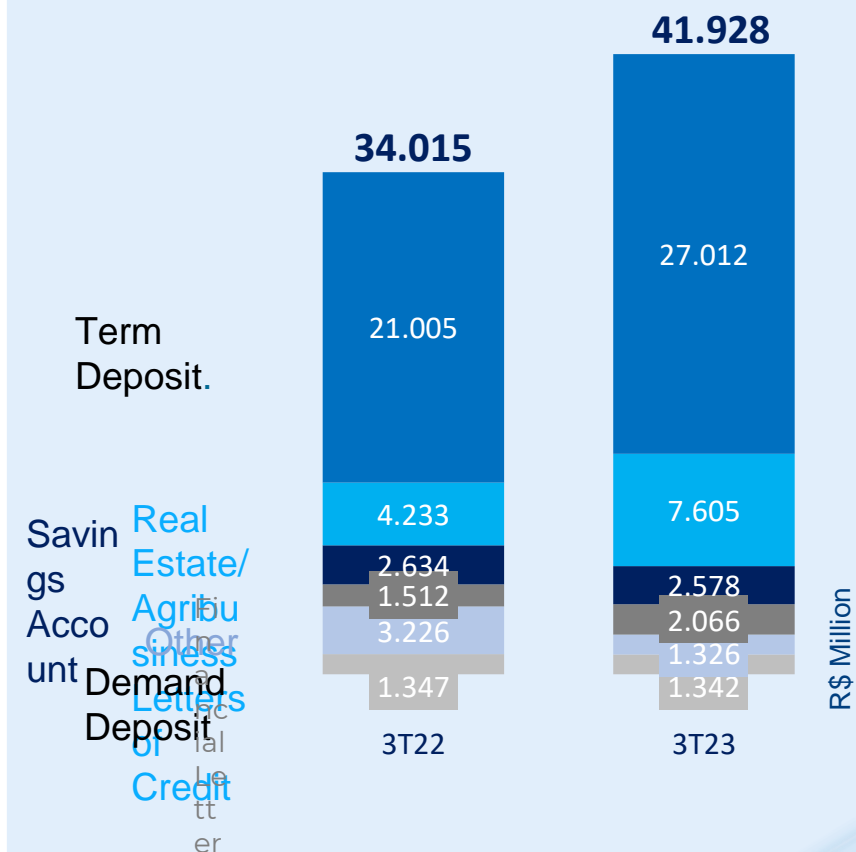


Total Funding

+23.3%

3Q23 x
3Q22

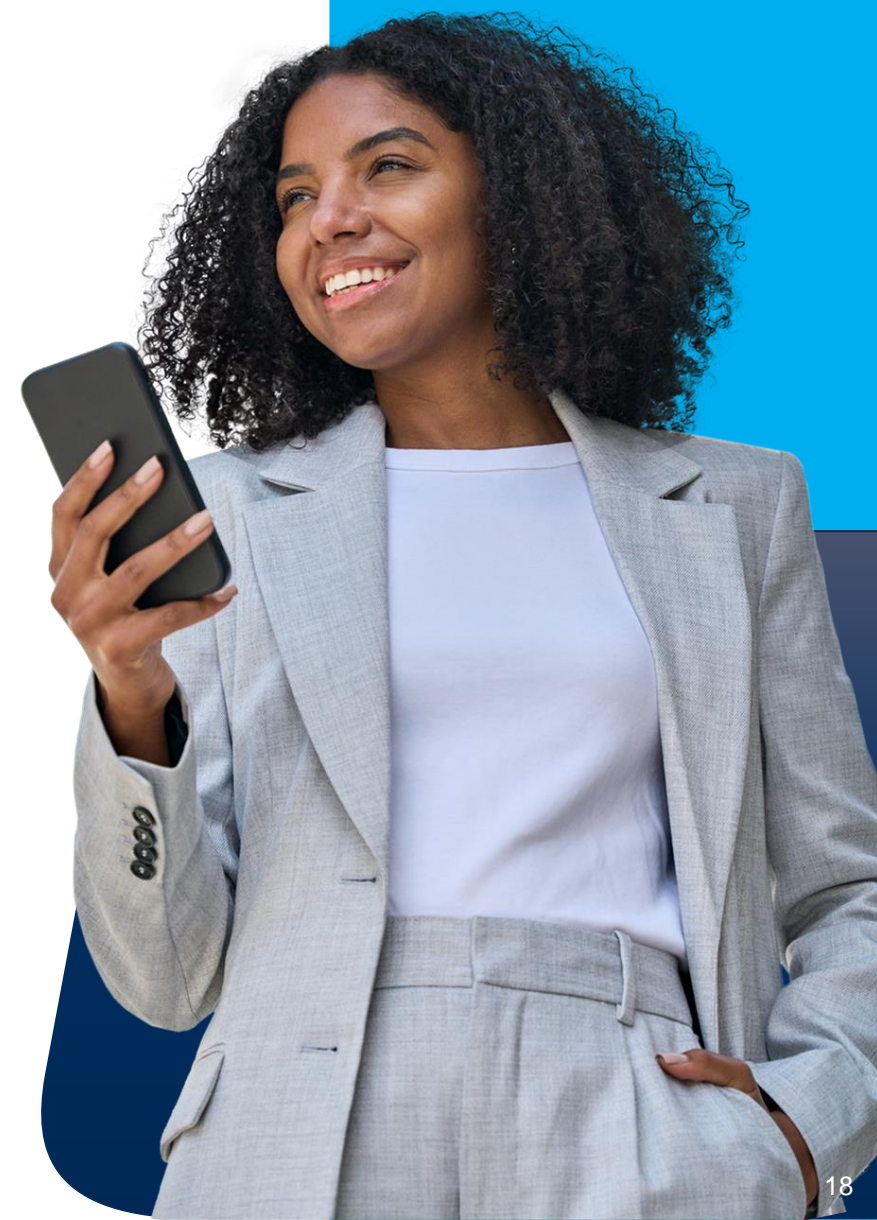
	3Q22	2Q23	3Q23	Δ Quar	Δ 12M	Ownership interest	
						3Q22	3Q23
						- %	
Customer Funding	30,662	38,433	40,388	5.1%	31.7%	90.1 %	96.3%
Demand Deposits	1,347	1,270	1,342	5.7%	-0,4%	4.0%	3,2%
Savings Account	2,634	2,583	2,578	-0.2%	-2.2%	7.7%	6.1%
Term Deposits	21,005	26,561	27,012	1.7%	28,6%	61.8%	64.4%
Court Deposits	9,018	12,916	13,232	2.4%	46.7%	26.5%	31.6%
Real Estate/Agribusiness Letters of Credit	4,233	6,410	7,605	18.6%	79.6%	12.4%	18.1%
Financial Letter	1,512	1,991	2,066	3.8%	36.7%	4,4%	4.9%
Compulsory Deposits	-70	-382	-214	-44.0%	205.3%	-0.2%	-0.5%
Other Funding	3,353	1,757	1,540	-12.4%	-54.1%	9.9%	3.7%
DI	56	0	-	-	-100.0%	0.2%	0.0%
Operations	2,148	1,379	1,101	-20.2%	-48.7%	6.3%	2.6%
Loans and Onlendings	1,128	347	396	14.2%	-64.9%	3.3%	0.9 %
Others	20	31	42	36.5%	114.4%	0.1%	0.1%
Total Funding	34,015	40,190	41,928	4.3%	23,3%		



Administrative Expenses

	3Q22	2Q23	3Q23	Δ 3M	Δ 12M
Personnel Expenses	-265	-303	-291	-3.7%	9.9%
Administrative Expenses	-156	-154	-166	7.6%	6.2%
Technology	-63	-65	-67	3.1%	7.7%
Structural	-63	-60	-61	1.3%	-3.2%
Other Expenses	-30	-28	-37	32.1%	3.3%
Transactional	-47	-48	-47	-0.2%	1.3%
Amortization and Depreciation	-14	-15	-20	36,3%	45.3%
Total	-484	-526	-532	1,1%	9.8%

R\$ million









+9.9%
Personal

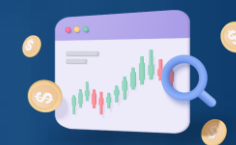


3Q23 x 3Q22
+7.7%
Technology

Commissions and Fees Revenue

	3Q22	2Q23	3Q23	Δ 3M	Δ 12M
 Current Account	66,494	61,828	56,403	-8.8%	-15.2%
 Cards	30,633	40,498	42,431	4.8%	38.5%
 Commissions	32,944	34,007	62,886	84.9%	90.9%
 Resources Administration	9,780	10,222	11,286	10.4%	15.4%
 Ticketing	9,656	9,087	9,353	2.9%	-3.1%
 Other services	1,884	7,868	8,904	13.2%	372.7%
Total	151,391	163,510	191,262	17.0%	26.3%

R\$ thousand



Commissions

+90.9%



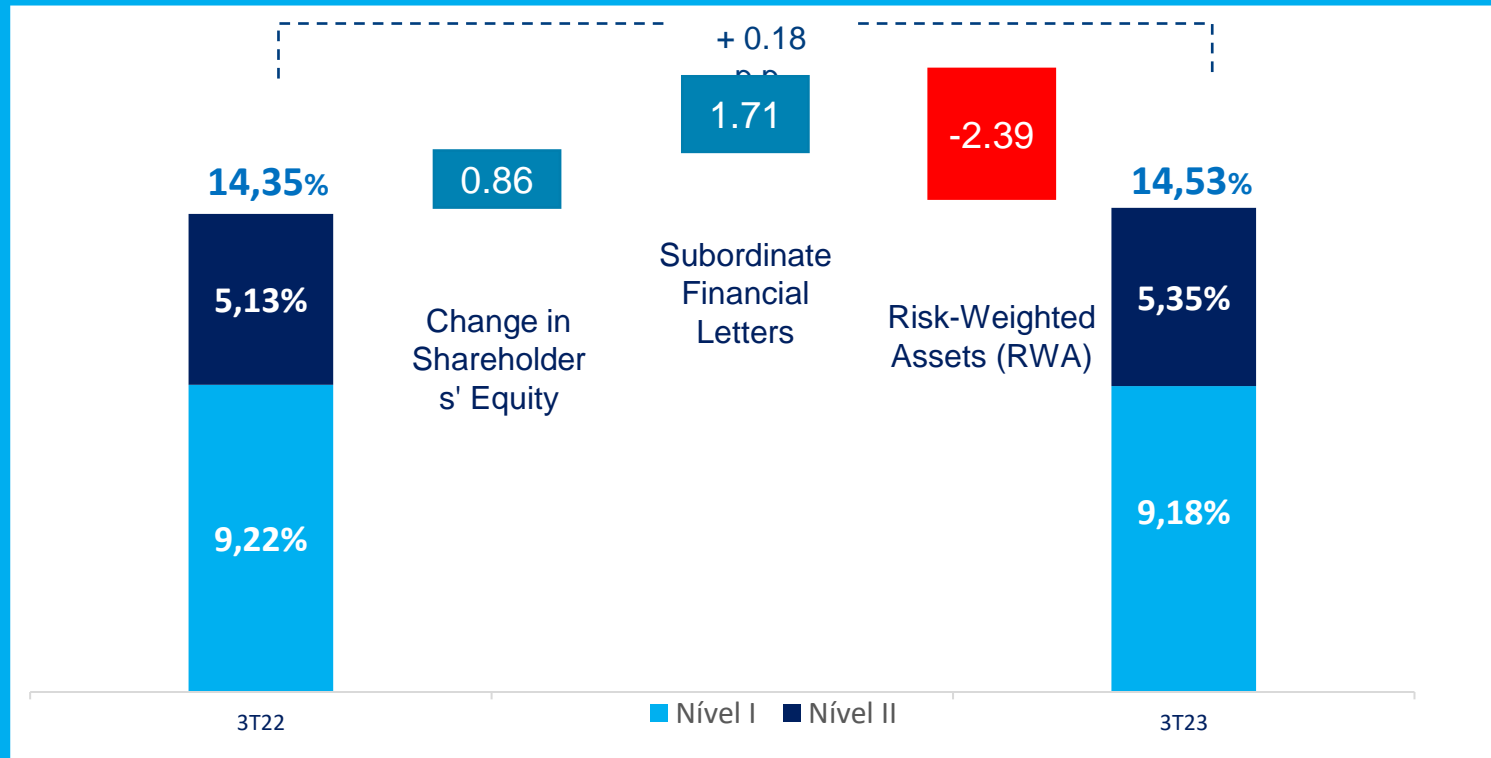
Cards

+38.5%

3Q23 x 3Q22

Capital

C.A.R. Ratio



Final Considerations



Operating Result of R\$ 89.0 million and Net Profit of R\$ 76.4 million in the quarter, (+40.7% and +34.9%, annual comparison, respectively).



Evolution in the main businesses, with emphasis on the growth of 19.4% in the loan portfolio, in the annual comparison, reaching the balance of R\$ 34.6 billion, with total assets at R\$ 48.4 billion.



The conglomerate's default rate was **2.01%**, below the market (3.55%), with 96.5% of operations classified AA-C.



Strategic partnerships to strengthen the BRB ecosystem diversifying revenue sources and expanding the customer base which ended the quarter with 7.5 million people.



A main player in economic, social and human development, with 336 thousand families benefited by the Federal District Government's social programs, reaching R\$ 1.5 billion in credited value since 2019.



Disclaimer

This presentation has references and declarations about BRB's expectations, planned synergies, growth estimates, result projections, and future strategies. Although those references and expectations reflect what its administrators believe, they include hard-to-predict uncertainties and risks. In this way, results and consequences may differ from the ones herein discussed and anticipated. Those anticipations depend on the country, the sector, and the international market's general economic performance and conditions. BRB is not responsible for updating any estimate contained in this presentation.

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