Earnings Presentation

1Q22

Highlights of the quarter

(% YoY)

Net income

R$ 1.2 billion

Growth of 21%

Net investment income

R$ 232 mm consolidated

Higher than the reported in 2021 full year

Insurance

R$ 2.8 bn in premiums

+19%

Pension plans

R$ 13.0 bn in contributions

+21%

Premium bonds

R$ 1.4 bn in collections

+25%

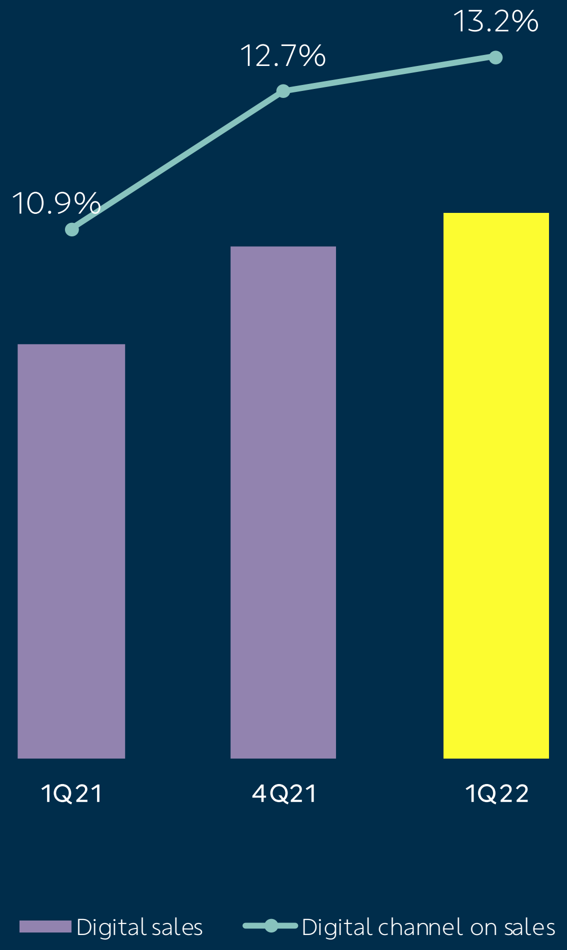
Partnerships

R$ 112 million

in insurance premiums written, accounting for 4% of the total

Technological modernization and digital transformation

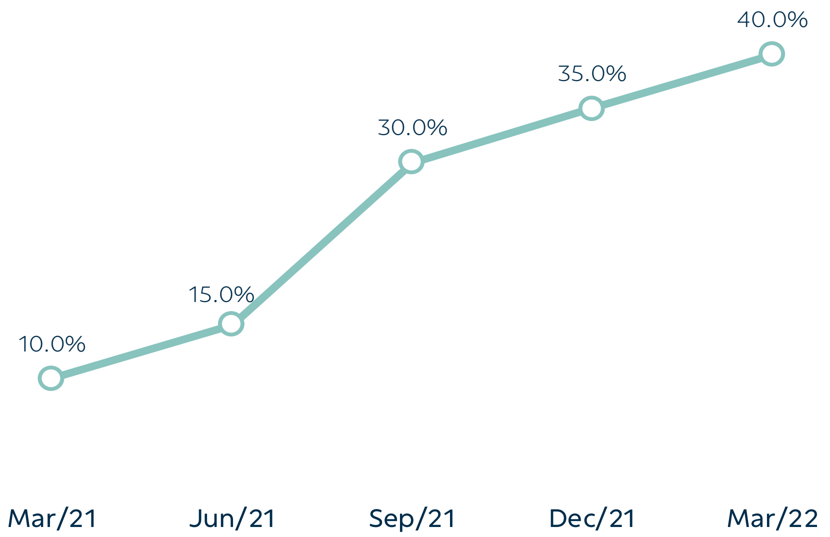
Sales through digital channel (quantity)



+31% products sold through digital sales (on 1Q21)

R$733 mm
originated using data analytics, the same amount registered in 1H21

New IT architecture
(% of products migrated)



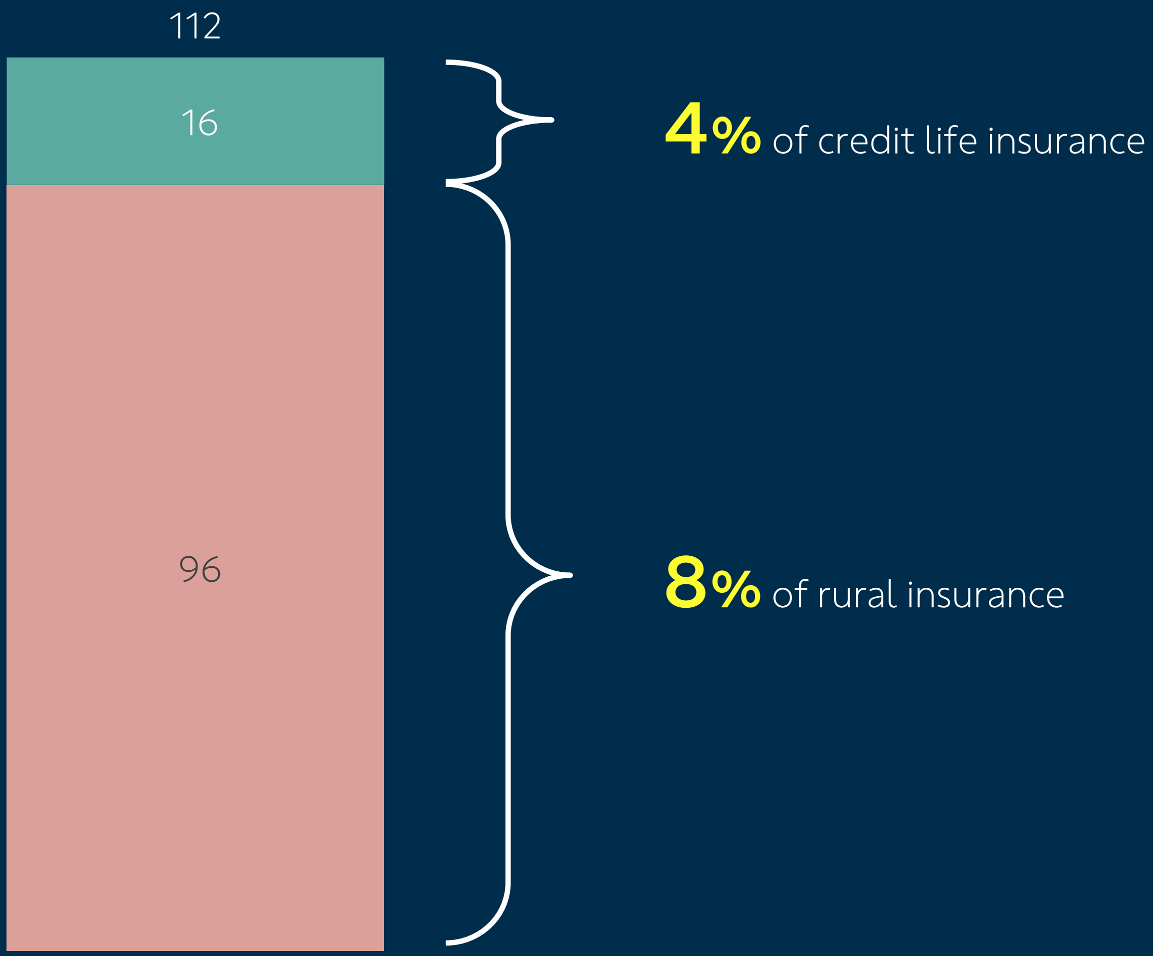
100% until December 2022

R$93 mm
invested in the 1st quarter to accelerate the digital transformation (+22% on 1Q21)

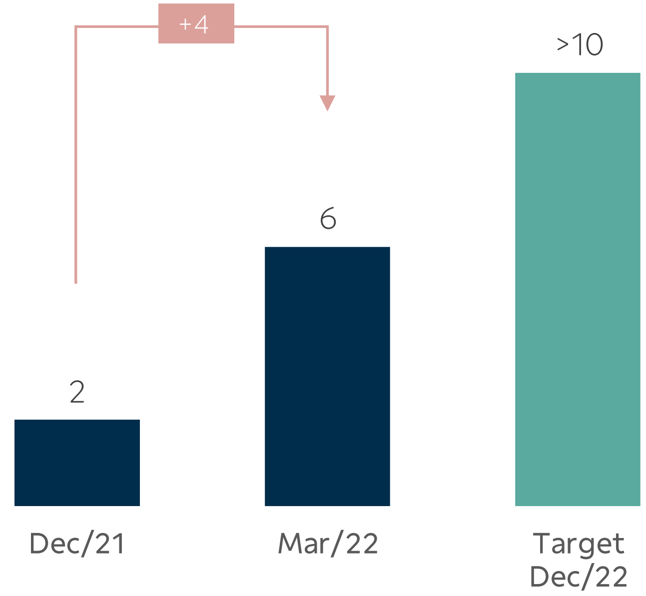
Distribution model diversification

Insurance premiums via partnerships

R$ million



New partnerships in 1Q22

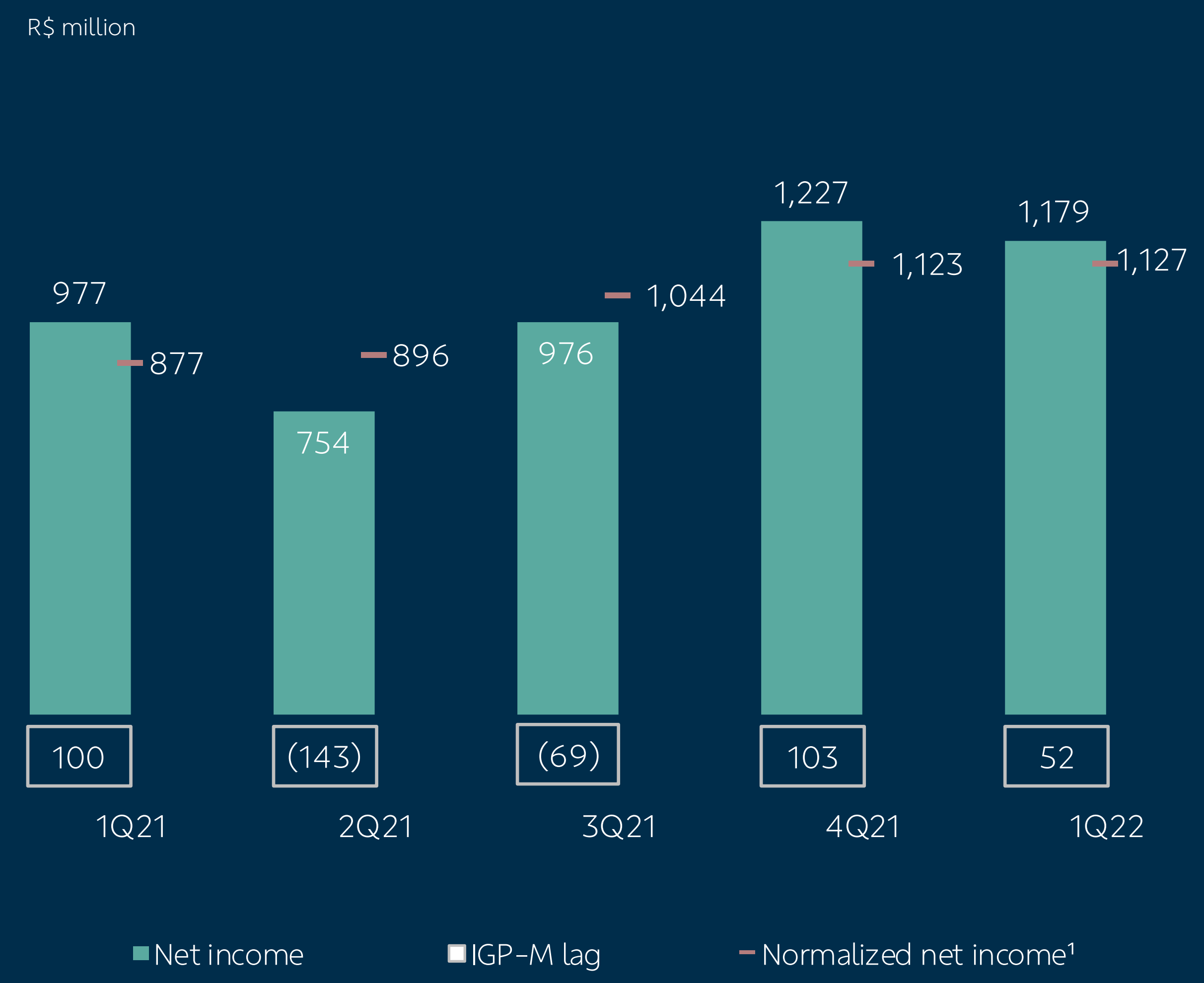


Next movements

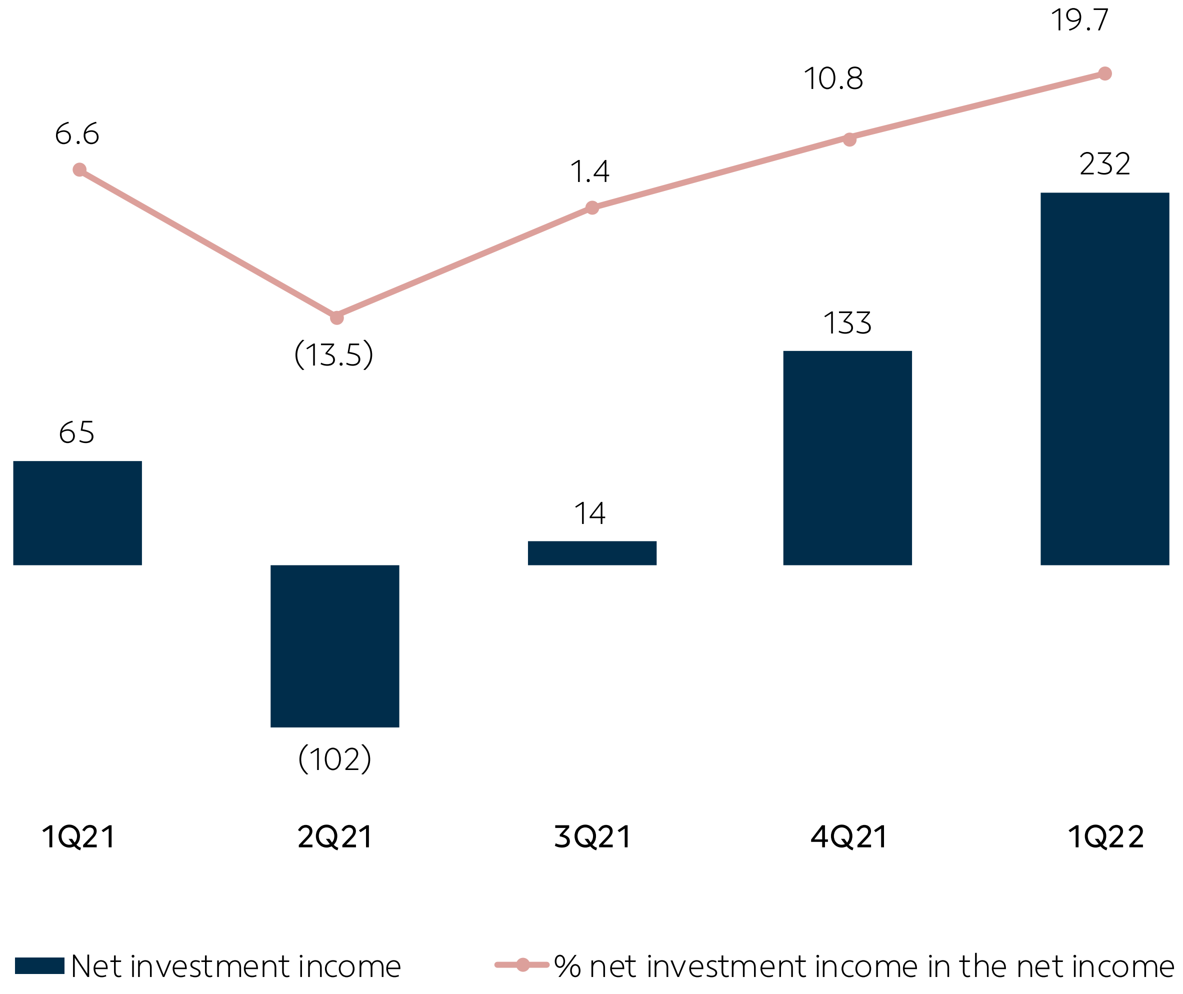
2 agreements with specialized partners to improve the distribution in BB's wholesale segment

Our numbers

Net income grows 21%, with financial result recovering



Consolidated net investment income² (R$ mm)

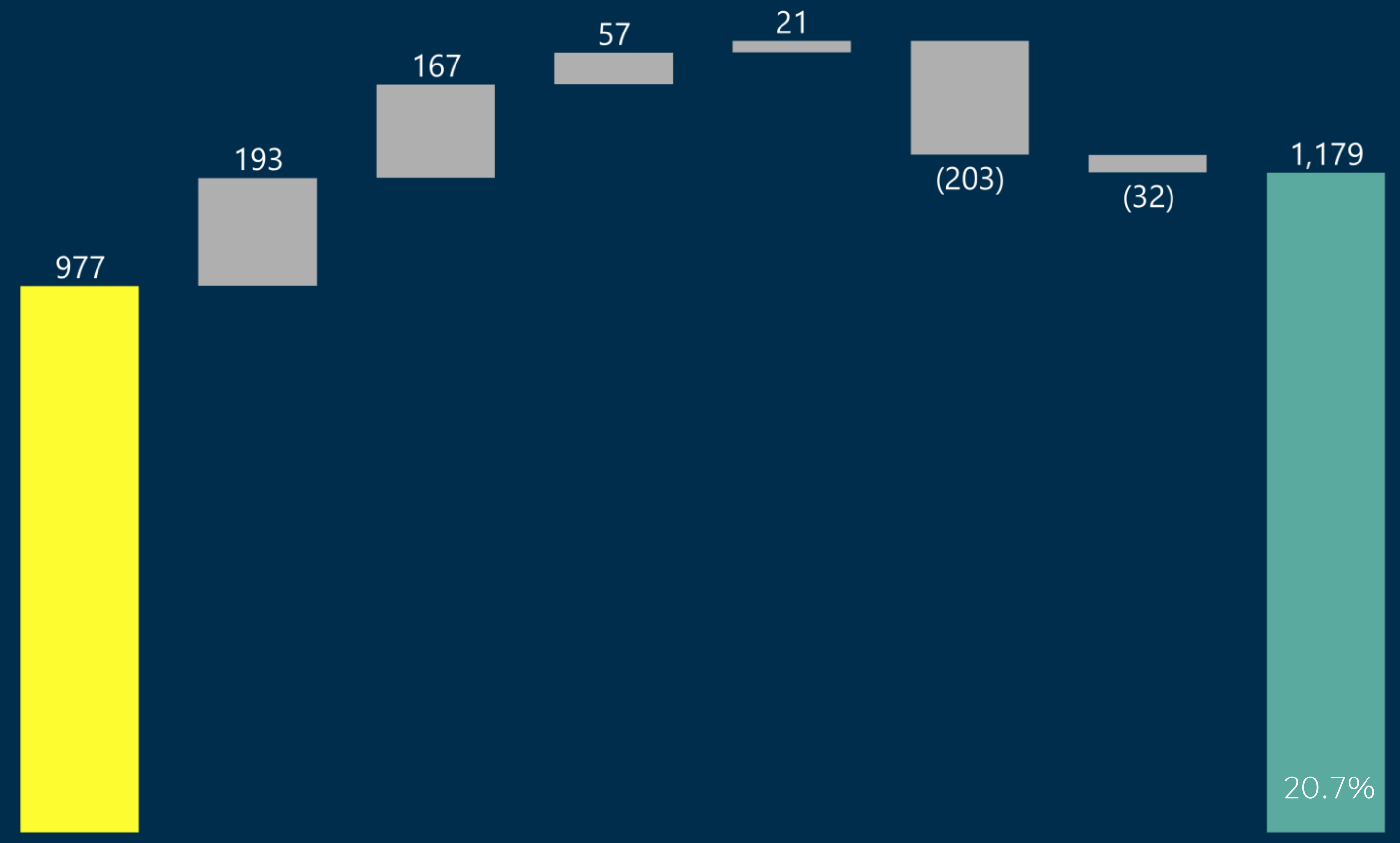


1 – Adjustment of the one-month lag in the IGP-M accrual on liabilities

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

Net income main components

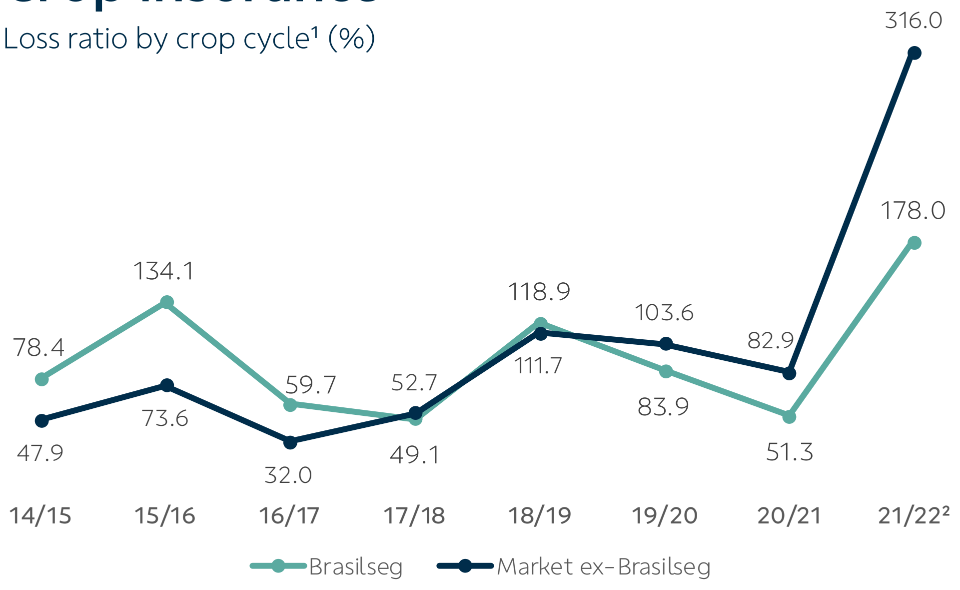
(R$ mm)



1 – Change in retained claims considering the loss ratio reported in the 1Q21

Crop insurance

Loss ratio by crop cycle[1] (%)

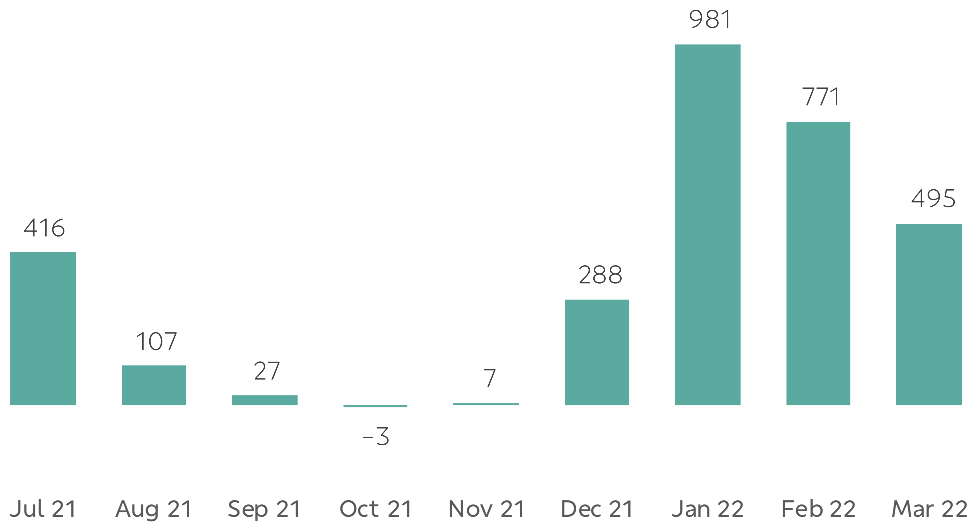


Fonte: Susep

1- Gross reinsurance loss ratio

2- Data as of February 2022

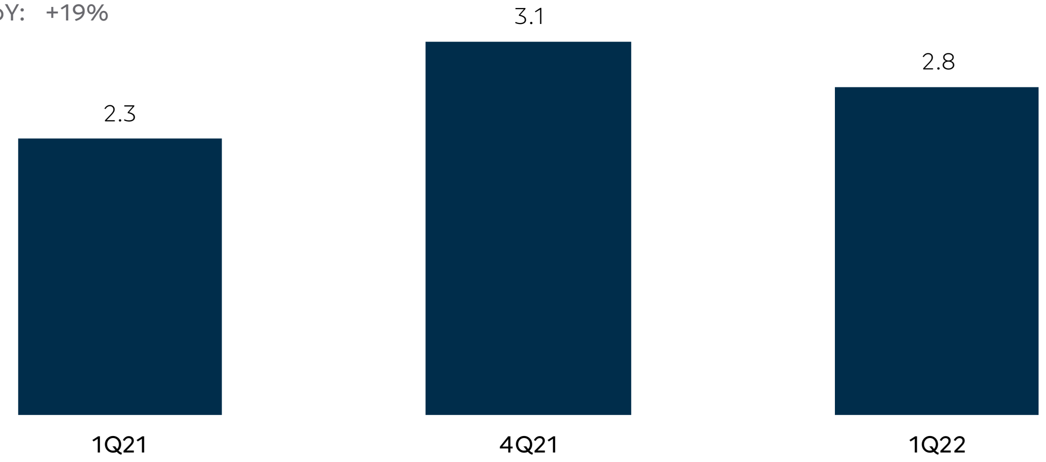
Claims reported | Crop cycle 21/22 (R$ mm)



Brasilseg

Premiums Written (R$ bn)

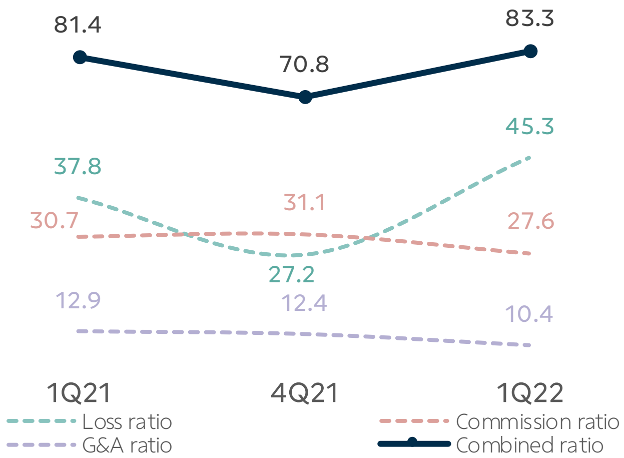
QoQ: -12%
YoY: +19%



Premiums Written by Segment

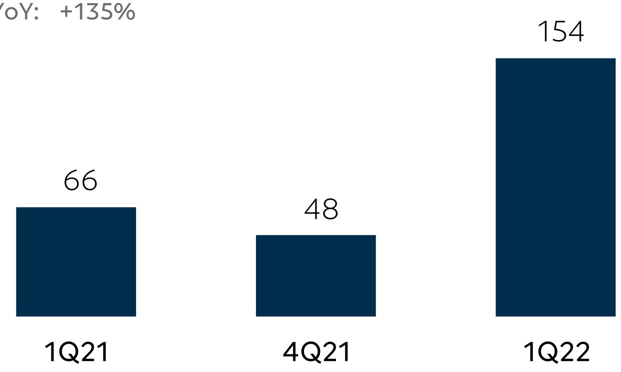
	Chg. On 1Q21
Life	8.4%
Credit life	(11.4%)
Rural	44.9%
Home	31.4%
Commercial lines	13.7%
Mortgage life	1.6%

Performance Ratios (%)



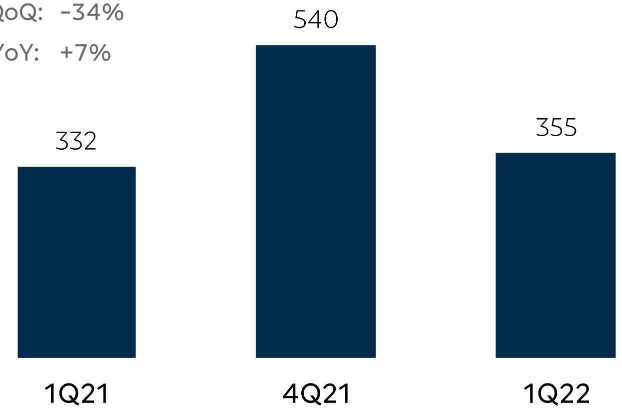
Net Investment Income (R$ mm)

QoQ: +219%
YoY: +135%



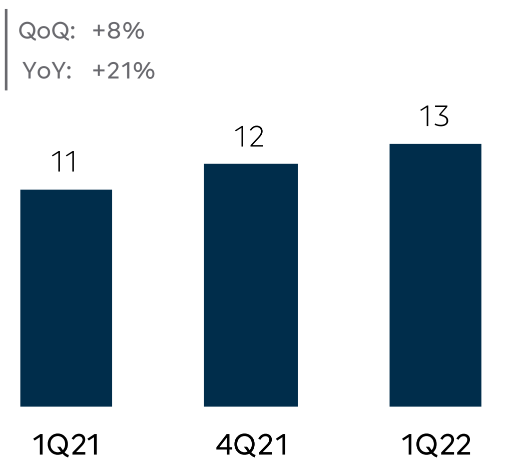
Net Income (R$ mm)

QoQ: -34%
YoY: +7%

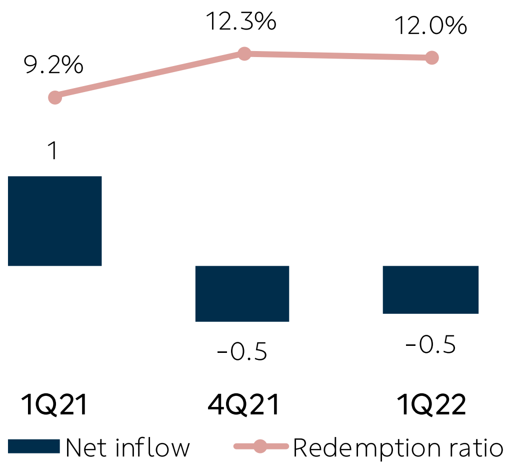


Brasilprev

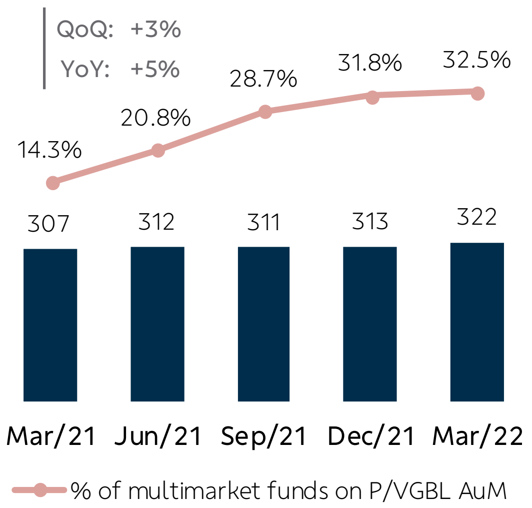
Contributions (R$ bn)



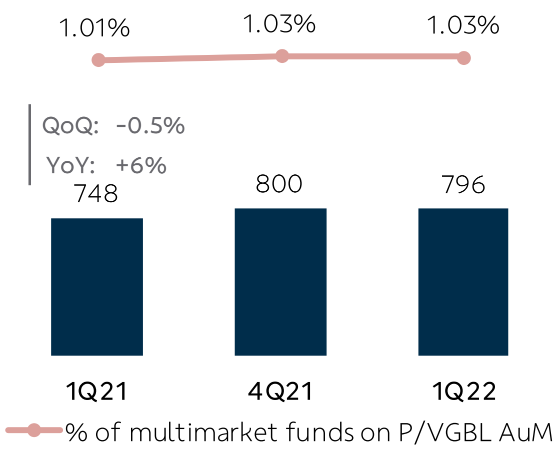
Net Inflows (R$ bn)



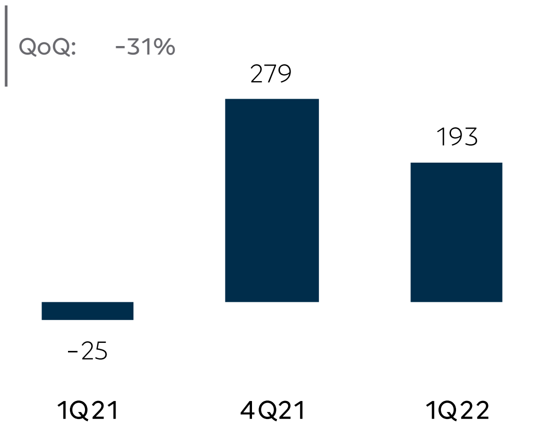
Reserves (R$ bn)



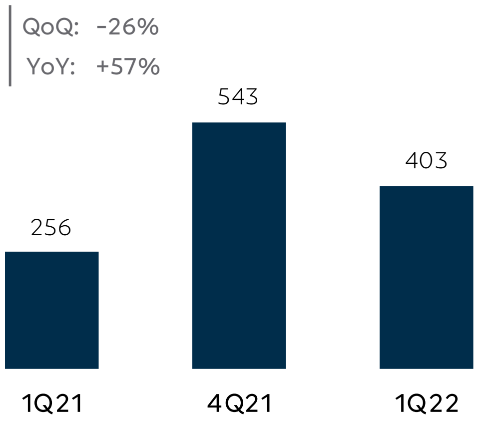
Management Fee (R$ mm)



Net Investment Income (R$ mm)



Net Income (R$ mm)



Highlights

Asset allocation*

R$23 bn in the new pension plans portfolio
(7% of the total)

R$9 bn in the open architecture funds
(13 independent managers | 3% of the total)

R$7 bn in foreign investments

Capital management

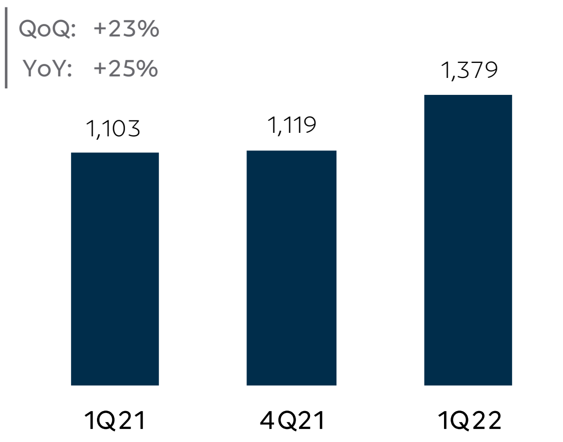
Hedge of traditional plans reserves pegged to IGP-M of **83%**

Solvency ratio of 182.7%, with capital excess of R$2.4 bn

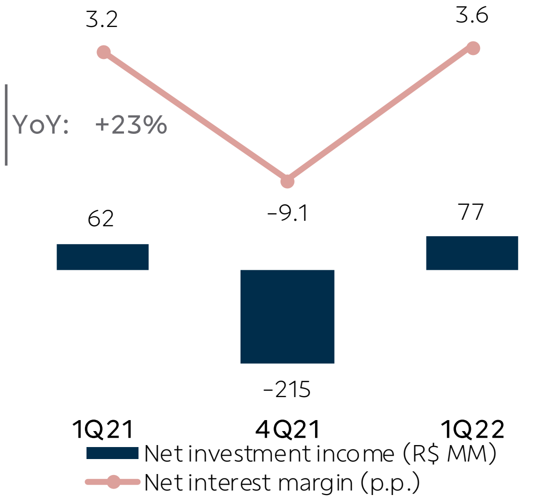
*Dated as of March 2022 compared to March 2021

Brasilcap

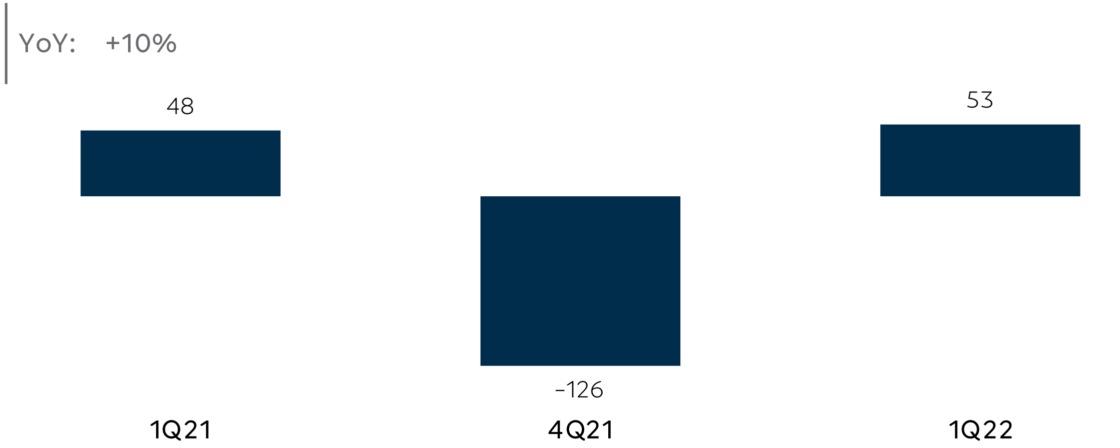
Premium Bonds Collection (R$ mm)



Net Investment Income (R$ mm)

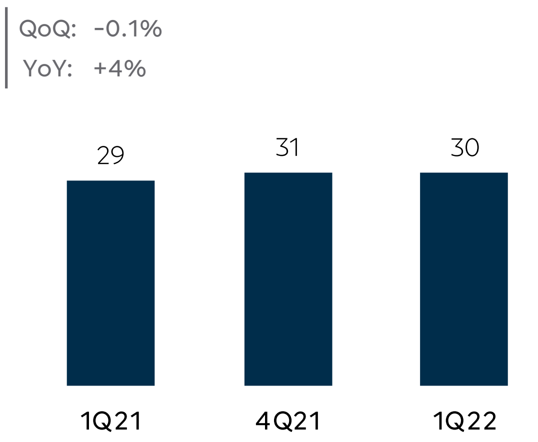


Net Income (R$ mm)

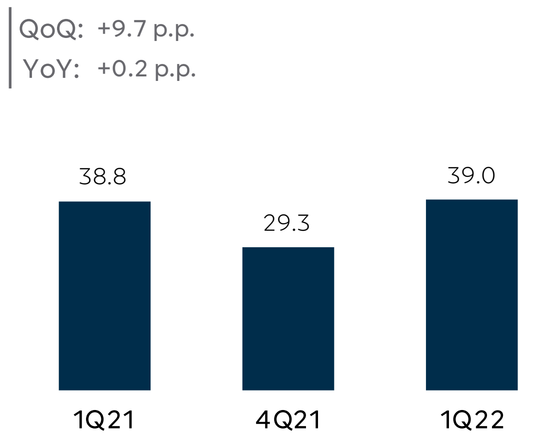


Brasildental

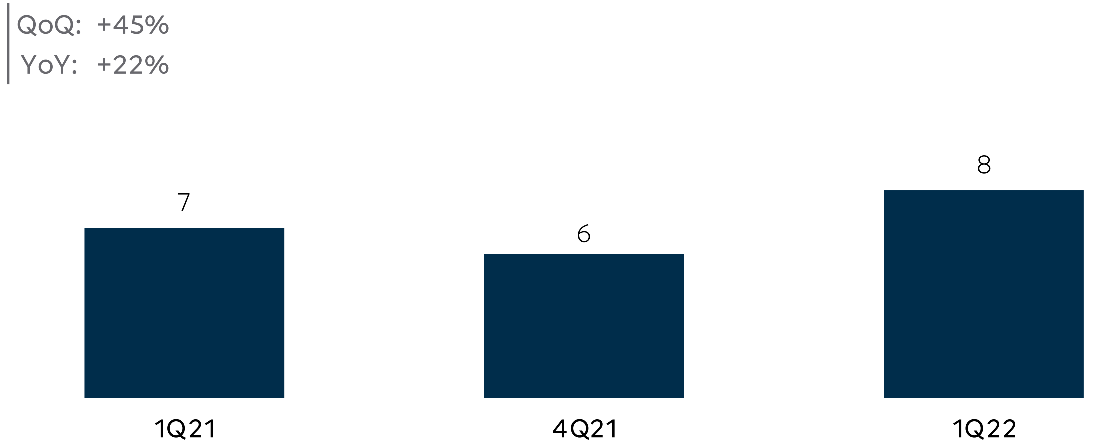
Gross Operating Revenues (R$ mm)



EBITDA Margin (%)



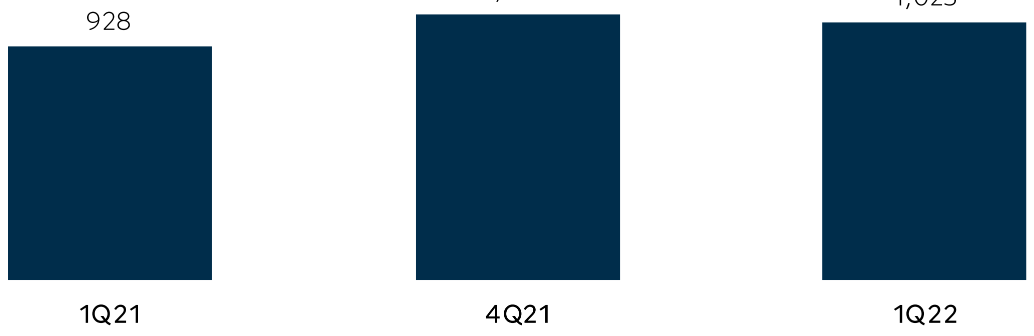
Net Income (R$ mm)



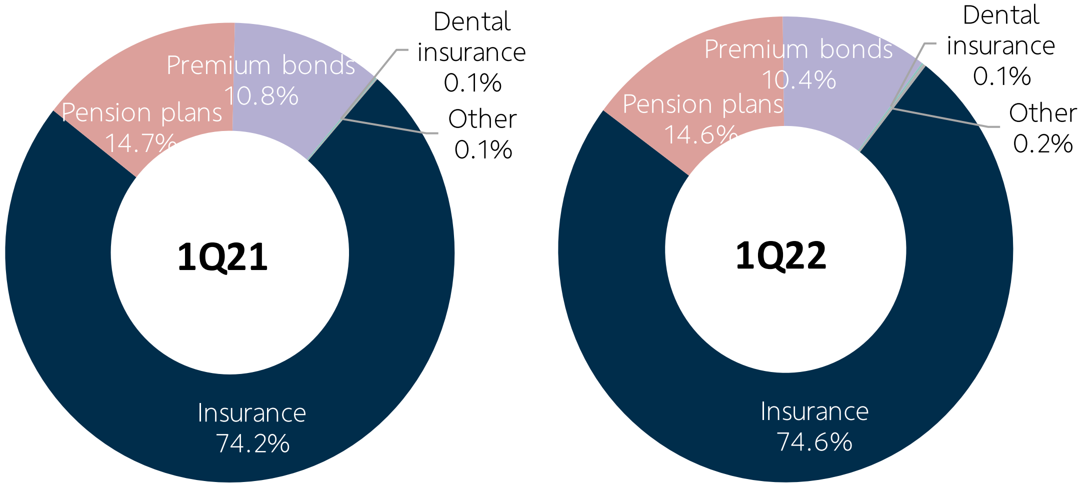
BB Corretora

Brokerage Revenues (R$ mm)

QoQ: -3%
YoY: +10%

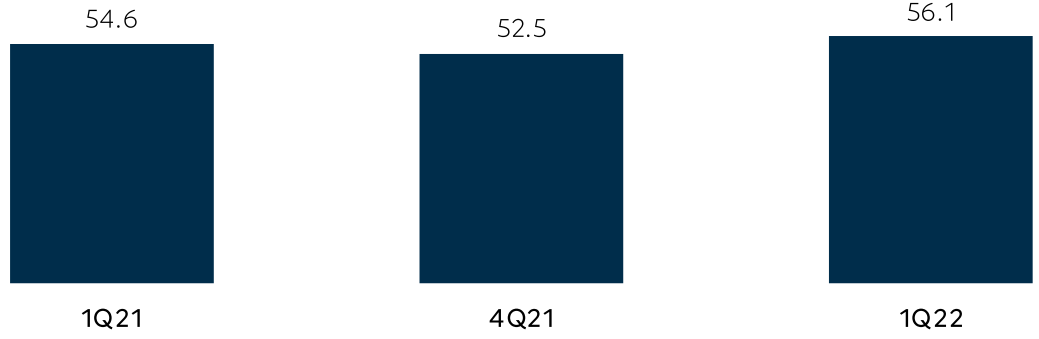


Breakdown of Brokerage Revenues



Net Margin (%)

QoQ: +3.7 p.p.
YoY: +1.6 p.p.



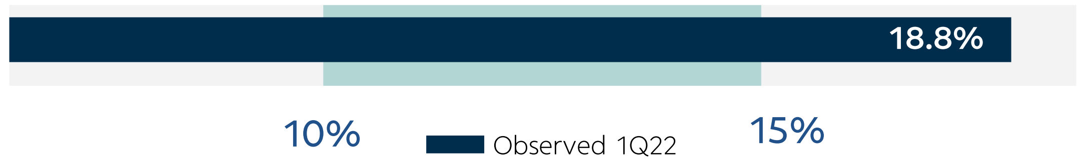
Adjusted Net Income (R$ mm)

QoQ: +4%
YoY: +14%

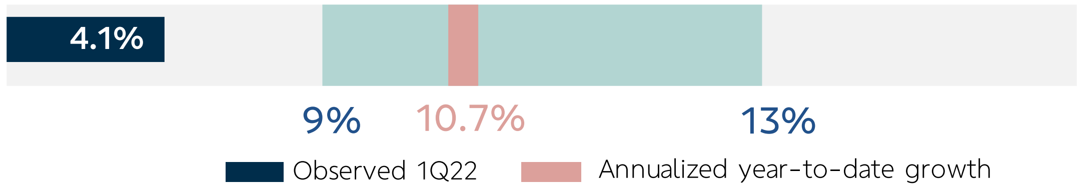
Guidance 2022

Non-interest operating result (ex-holding)[1]

Premiums written of Brasilseg



PGBL and VGBL pension plans reserves of Brasilprev



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

Contacts

Pra tudo que importa

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