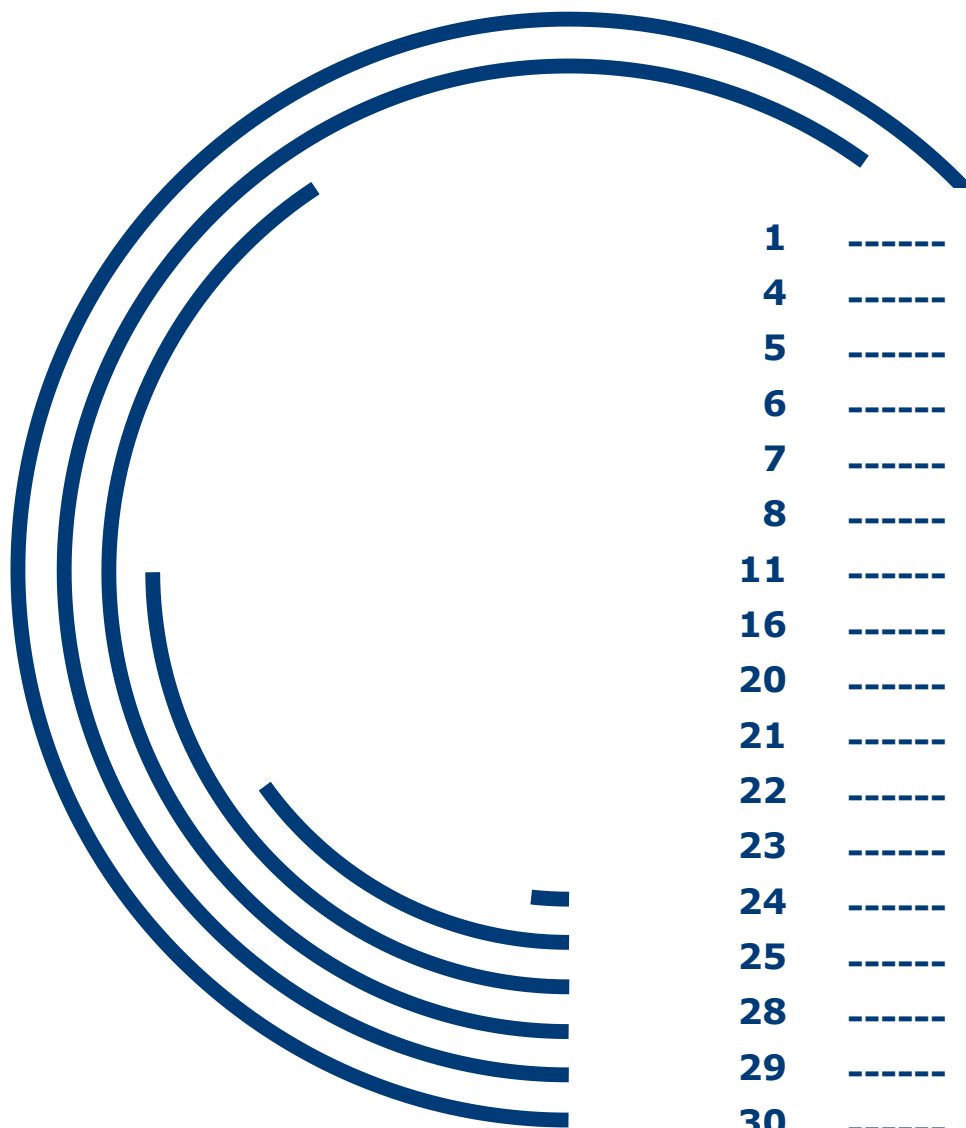




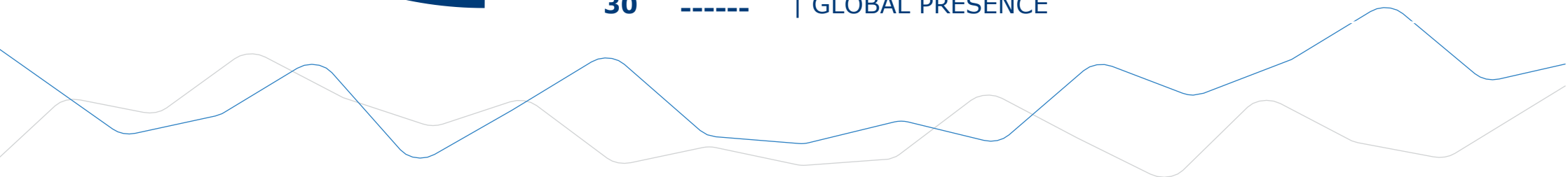
**INSTITUTIONAL
PRESENTATION**



3Q 2023



1	-----	WHO WE ARE
4	-----	HISTORY
5	-----	OUR BUSINESS
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WHO WE ARE



Banco BOCOM BBM stems from two financial institutions with long histories in China and in Brazil. The convergent values of Bank of Communications and BBM are reflected in our ethics of valuing people and encouraging the pursuit of knowledge capable of generating intellectual and material development.

We rely on dynamism and transparency in our relationships with clients in order to obtain results. We are committed to diversity and inclusion, free from prejudice, and to social and environmental responsibility in the places where we operate and the products we offer.

We offer financial services and lines of credit for companies established in Brazil and abroad. In managing the assets of individual clients, we apply personalized solutions aligned with best practices.

Through BOCOM BBM Asset Management, we offer investment funds and the advantage of our expertise in quantitative risk, macroeconomic research, and credit analysis and monitoring.

Tradition and Solidity

BOCOM BBM stems from one of the largest and oldest banks in China and the oldest private financial group in Brazil.

Transparency in Transactions

Transparency in selecting the best products and services available on the market, with high governance standards: this is what distinguishes the advisory services we offer to our clients in accordance with each profile.

Excellence in Risk Control

We have a long tradition of excellence in risk management. In the past 20 years we have invested in continuous development of proprietary risk management methodologies, always at the cutting edge of the industry.

Highly Qualified Staff

Banco BOCOM BBM is a hub for identifying and training talented people. We place a high value on the systematic pursuit of advanced knowledge and prioritize people who add value to the organization in the course of their professional development.

Agility in Decision Making

We have a sound and transparent governance framework. Our executives are deeply committed to the activities affected by their decisions in the short and long term, and have the expertise to minimize any conflicts of interest between business units, executives and shareholders.

Flexibility to Meet Clients' Needs

With a team of trained and certified professionals, we seek personalized solutions to meet clients' requirements, which go beyond financial portfolio management and include succession and family planning.

BancoBBM

Banco BBM is established in **1858** in Salvador as Banco da Bahia, focusing on extension of credit to agricultural producers. It becomes one of the only Brazilian banks authorized to issue currency.


1858

Banco da Bahia was established in Salvador.

1942

Clemente Mariani leads Banco da Bahia to become one of Brazil's pre-eminent commercial banks..

1973

The bank makes the strategic decision to focus on the wholesale segment.

1998

It becomes a multiple bank and changes its name to Banco BBM S.A.

2016

The acquisition process of 80% of Banco BBM's equity by Bank of Communications is concluded, giving rise to Banco BOCOM BBM S.A.

2021

Alexandre Lowenkron has been named president of the Executive Committee, who defines the company's strategies, with Cassio von Gal and Leonardo Oliveira as vice presidents. The committee has six other new members, all of whom are Brazilian executives: Breno Campos, Breno Figueiredo, Pedro Caldas, David Cohen, Luiz Augusto and Monique Verboonen.

2022

The BOCOM BBM conglomerate has quadrupled in size in the last five years, thanks to strong growth in capital markets, derivatives, corporate credit, and asset management.

1909

The bank becomes a currency issuer and remains so for 33 years.

1987

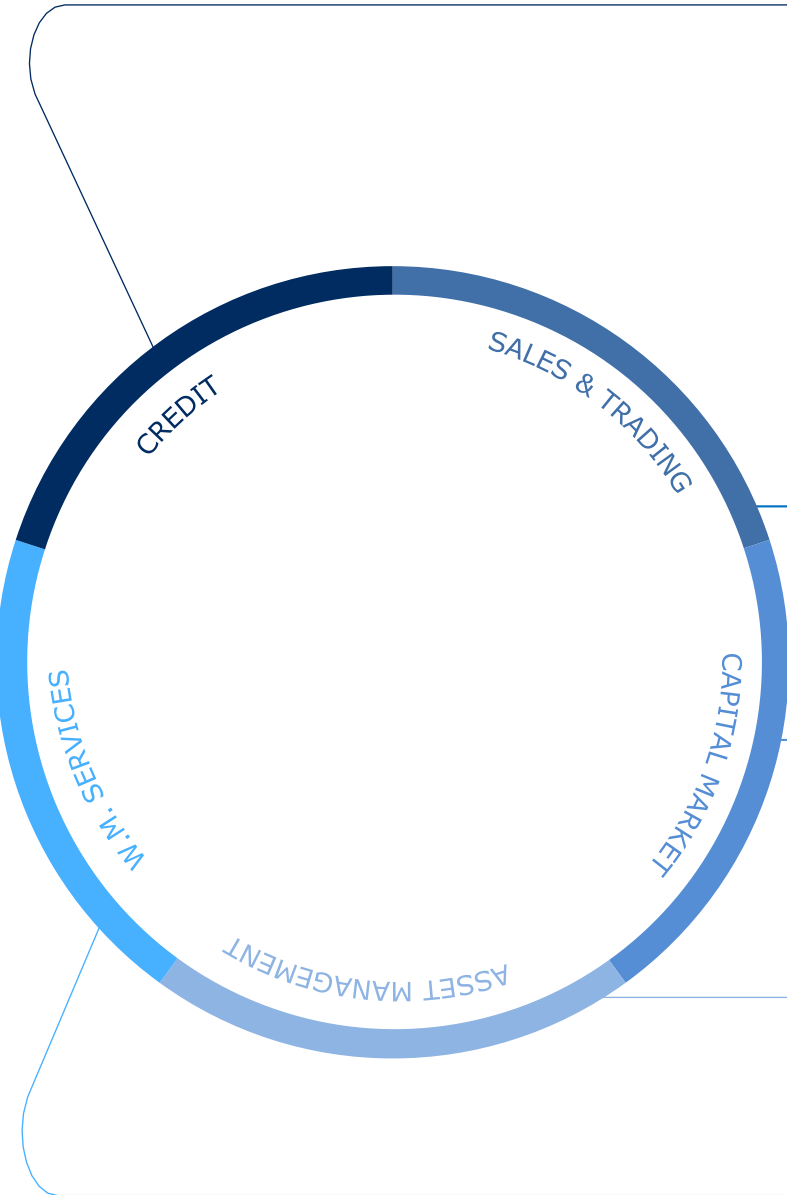
BoCom becomes the first large Chinese bank to be headquartered in Shanghai.

2005/07

BoCom lists on the Hong Kong Stock Exchange in 2005 and on the Shanghai Stock Exchange in 2007.



Bank of Communications was founded in **1908** with the objective of boosting Chinese industry. It is one of the largest commercial banks in China and the world.



CREDIT

Credit lines, guarantees and foreign trade products for legal entities:

- **SME:** revenue starting at BRL 70 million with liquid collateral;
- **Corporate** revenue between BRL 200 million and BRL 3 billion;
- **Large Corporate:** revenue starting at BRL 3 billion;
- **China Corporate Desk:** credits for Chinese companies based in Brazil;
- **FI:** relationship with financial institutions.

SALES & TRADING

Pricing and trading of derivatives, foreign exchange transactions and other treasury products for clients.

CAPITAL MARKET

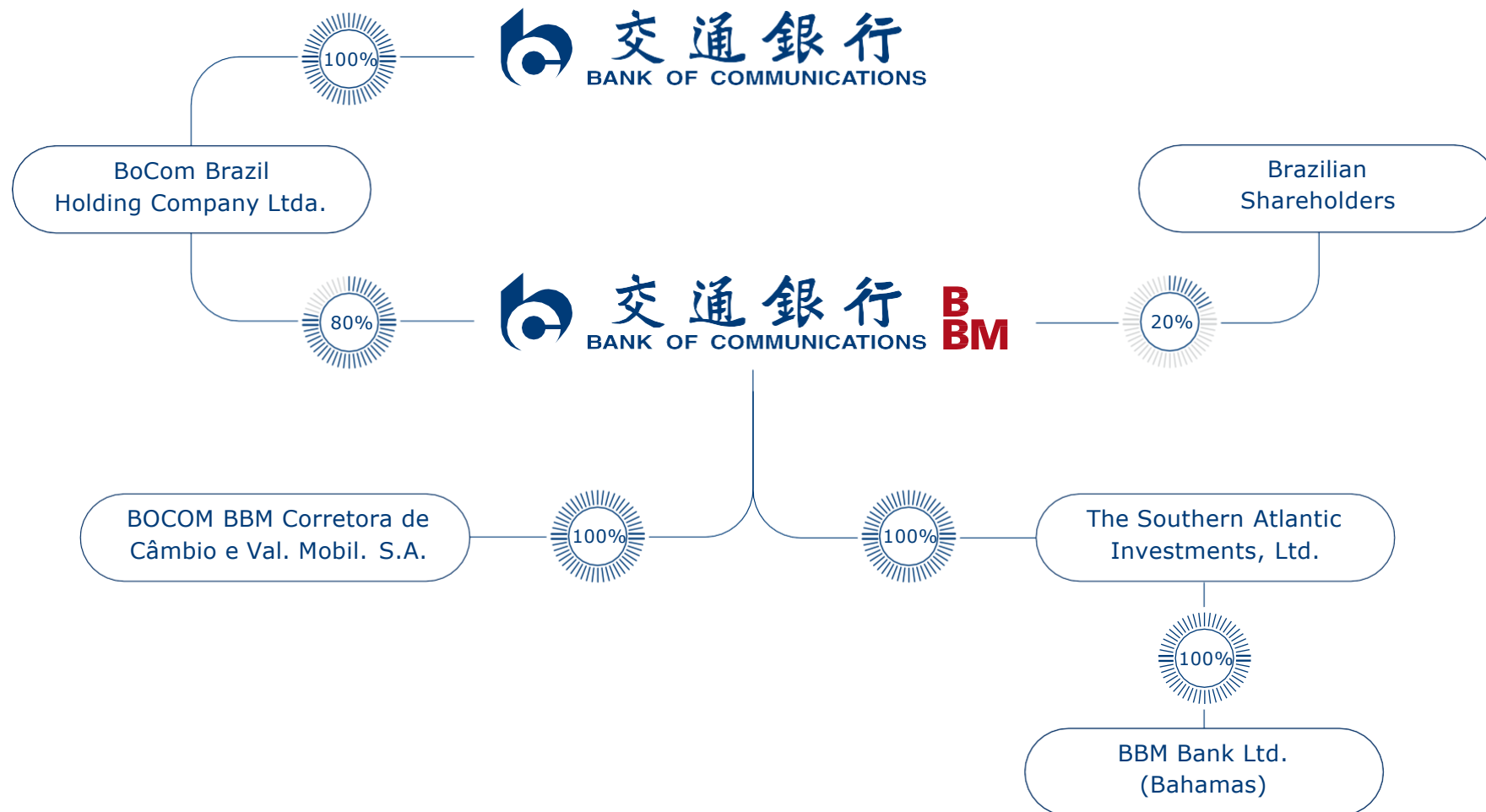
Structuring and distribution of securities operations and other fixed income products.

ASSET MANAGEMENT

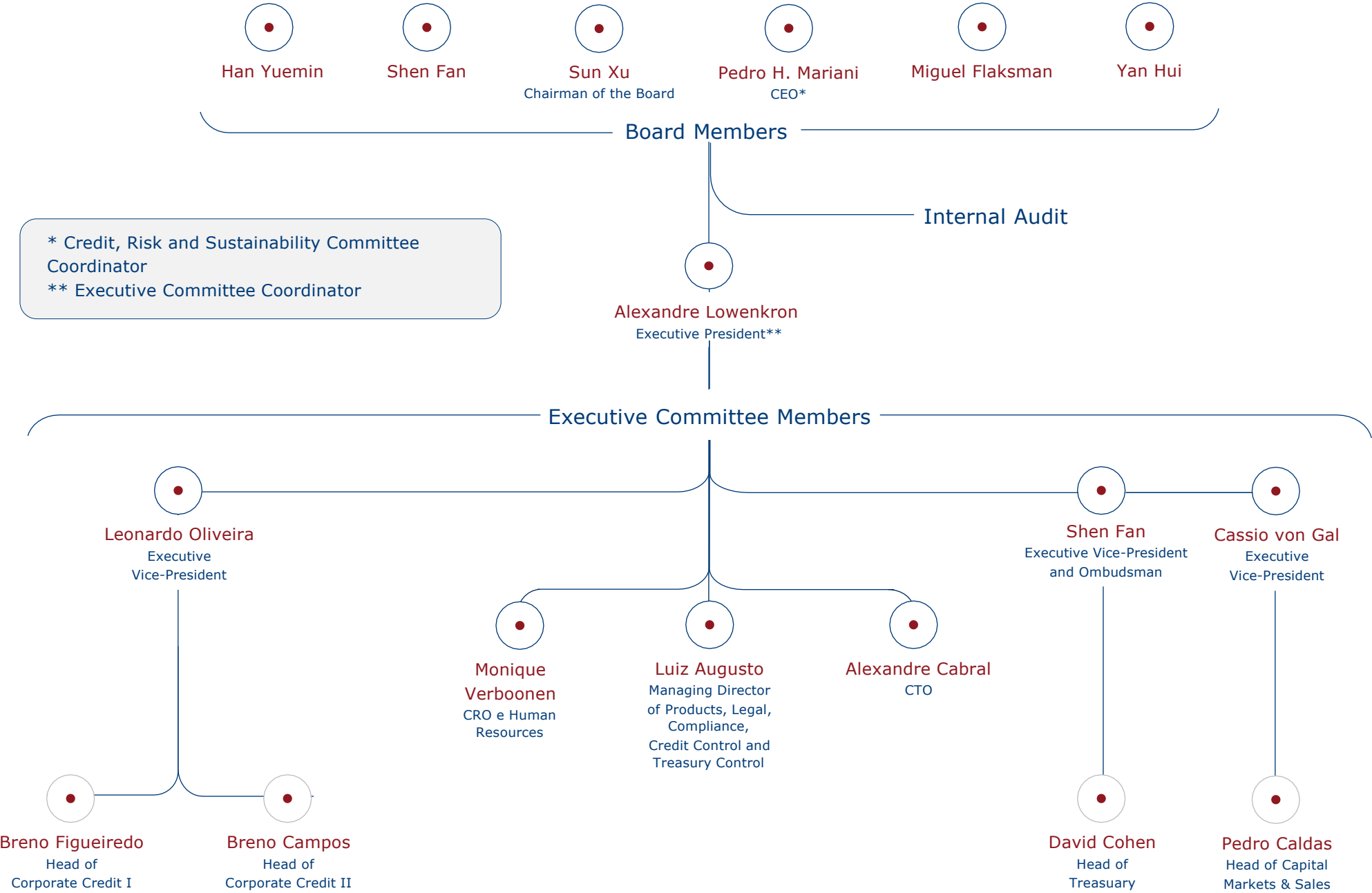
Management of fixed income investment funds.

WEALTH MANAGEMENT SERVICES

Banking services and distribution of financial products for Family Offices and High Income Individuals.



- Participation of less than 0.001% were excluded from this organizational chart and the value was rounded to the controlling company.
- Percentages considered excluding shares held in treasury.



FINANCIAL HIGHLIGHTS - (BRL Million)	SEP/20	SEP/21	SEP/22	SEP/23
Total Assets	10,963	12,055	19,387	24,037
Liquid Assets	2,753	2,324	3,636	3,388
Total Expanded Credit Portfolio ¹	8,346	9,256	13,124	16,262
E-H / Expanded Credit Portfolio	0.4%	0.3%	0.2%	0.4%
Allowances for loan losses / E-H	333.7%	230.3%	330.8%	154.6%
Total Funding	9,112	10,190	15,526	17,399
Shareholders' Equity	715	816	998	1,164
Tier I	888	985	1,167	1,328
Total Capital	888	985	1,463	1,900
Basel Ratio	13.2%	13.4%	13.3%	14.2%
Return on Average Equity (p.a.)	8.3%	18.0%	22.16%	22.6%
Return on Average Assets (p.a.)	0.6%	1.2%	1.21%	1.1%
Net Income	43	106	153	184
Net Income before Tax	87	190	293	325
Expanded NIM (Before Allowances for loan losses) ²³ (p.a.)	4.1%	4.5%	4.6%	4.3%
Efficiency Ratio (ER)	49.9%	48.9%	39.9%	41.4%
Service Revenues	57	95	111	89
Service Revenues (% of the Total Revenues ⁴)	19.8%	23.5%	21.1%	14.2%

Ratings	Domestic Local Currency	Global Local Currency	Global Foreign Currency	Brazil Sovereign Rating
Moody's	Aaa.br	Ba1	Ba1	Ba2
Fitch	AAA(bra)	BBB-	BB+	BB

¹ Includes guarantees, letters of credit and credit risk bonds.

² Includes the result of equity pickup

³ Including services fees and adjusting for open market operations.

⁴ Gross Financial Income before Allowances for Loan Losses + Service Revenue + Result if Equity Pickup.

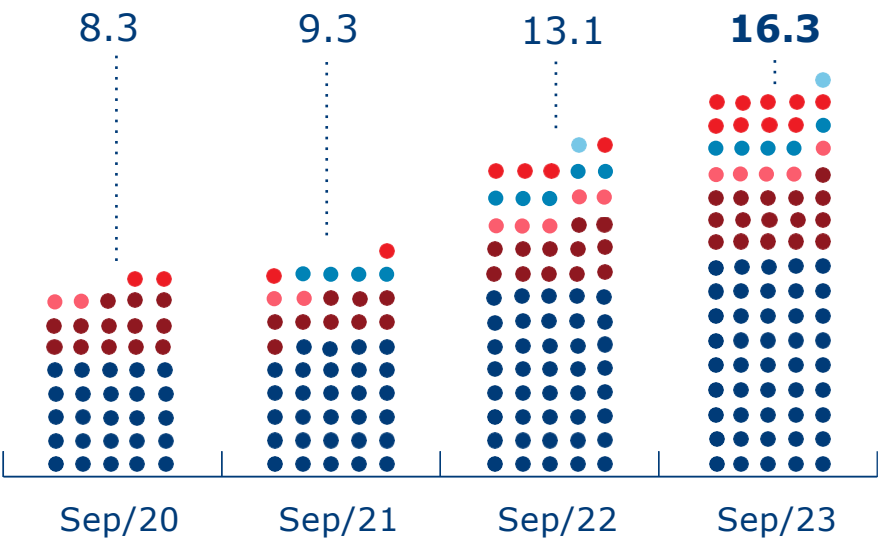
CREDIT



TOTAL EXPANDED CREDIT PORTFOLIO

PORTFOLIO	SEP/20	SEP/21	SEP/22	SEP/23
Corporate	4,924	5,729	7,923	9,050
Large Corporate	2,574	1,849	2,355	3,215
FI	392	414	913	1,005
SME	75	763	961	1,021
China Desk	350	444	842	1,848
Others	31	57	130	123
TOTAL (BRL Million)	8,346	9,256	13,124	16,262

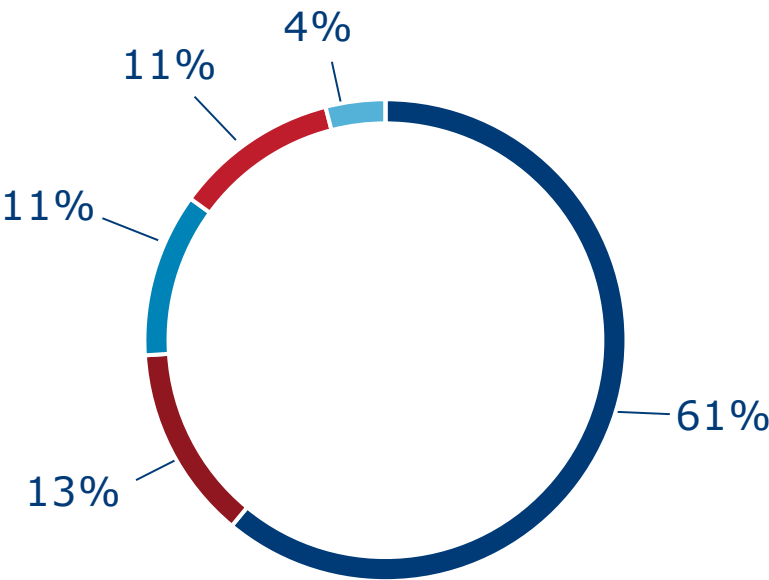
BRL BILLION



Credit transactions such as working capital, trade finance, guarantees and corporate securities.

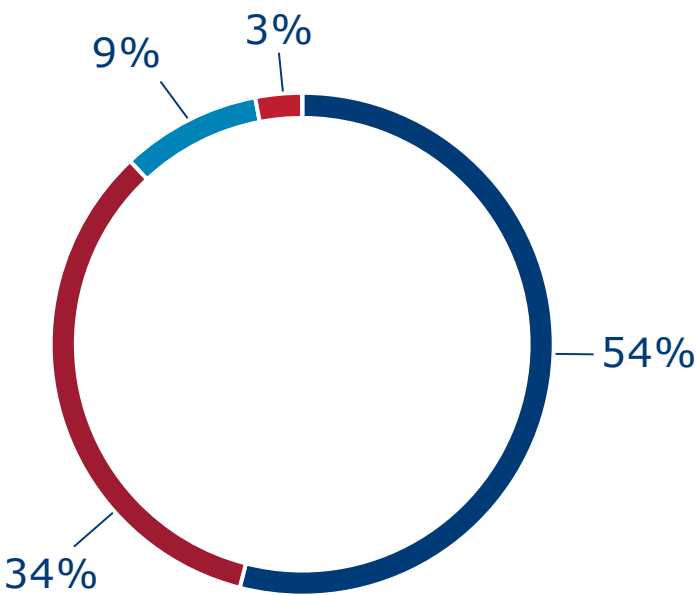
Total Expanded Credit Portfolio

TRANSACTIONS	SEP/23
● Working Capital	61%
● Guarantees Issued	13%
● Export Credit Bills	11%
● Corporate Securities	11%
● Trade Finance	4%



Loans and Guarantees Portfolio*

RISK RATES	SEP/23
● AA	54%
● A	34%
● B	9%
● C	3%
● D	0%
● (E-H)	0%



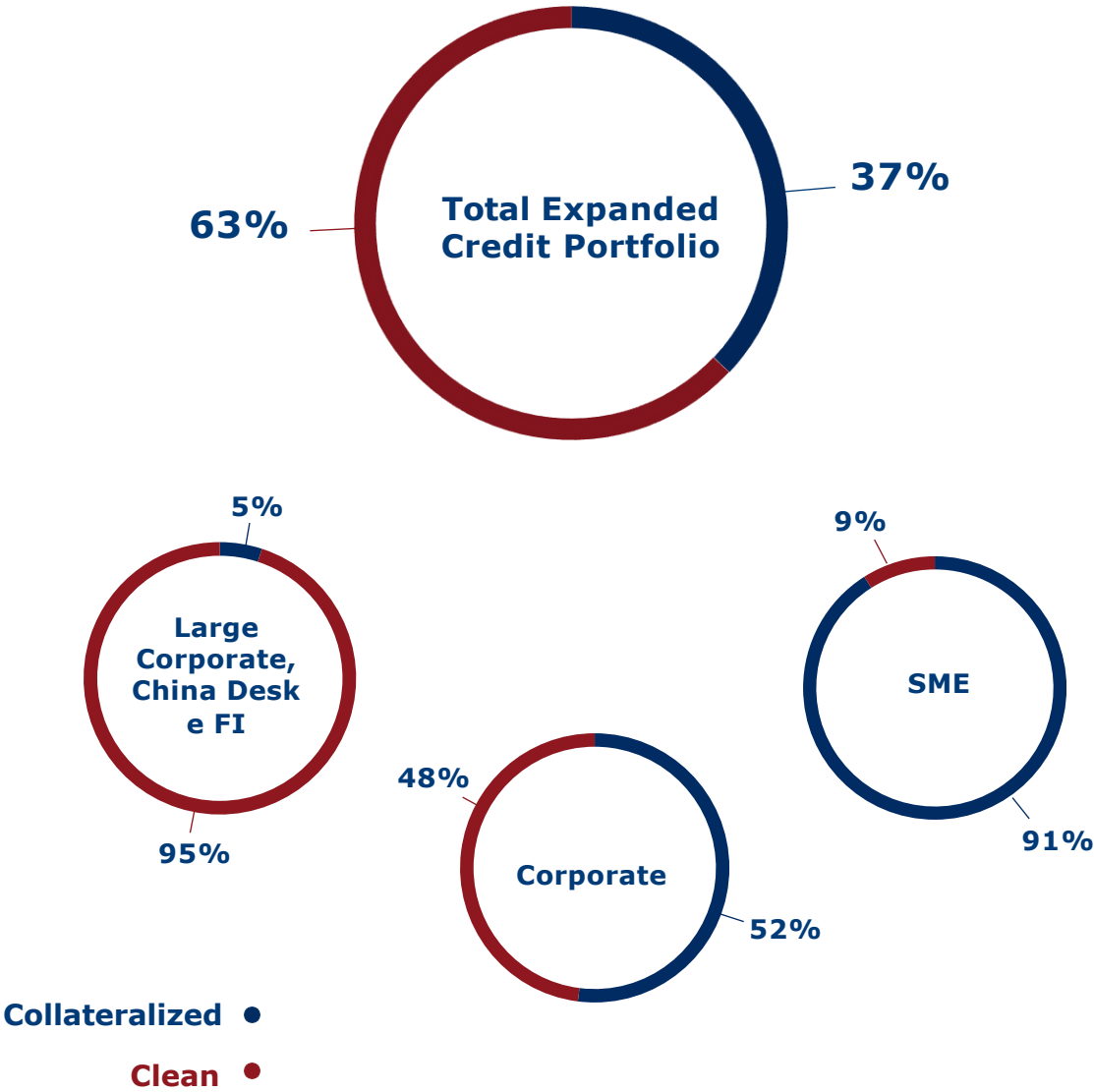
*Credit operations, classified according to the Central Bank of Brazil's 2,682/99 Resolution.

Total Expanded Credit Portfolio

BREAKDOWN BY SECTOR	SEP/23
● Agriculture	25%
● Sugar and Ethanol	18%
● Utilities (energy)	10%
● Banks	7%
● Specialized Services	4%
● Foods – Sundry	3%
● Chemical and Petrochemical	3%
● Retail market	3%
● Transportation and Logistics	3%
● Vehicles and Parts	2%
● Building and Real Estate	2%
● Others	20%

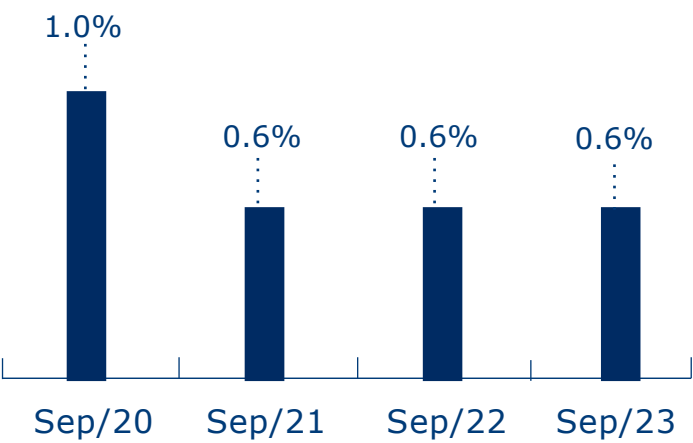
The total value of the exposure to agribusiness (sugar and ethanol, food and agriculture) accounted for 46% of the loan portfolio.

Total Credit Portfolio Collateralization
SEP/23

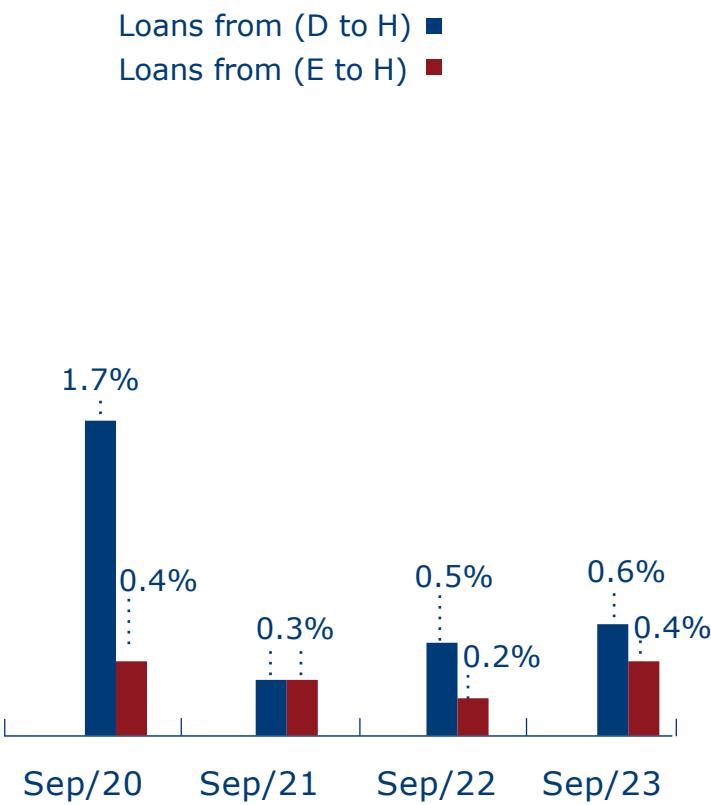


LOANS AND GUARANTEES PORTFOLIO

Allowances for Loan Losses

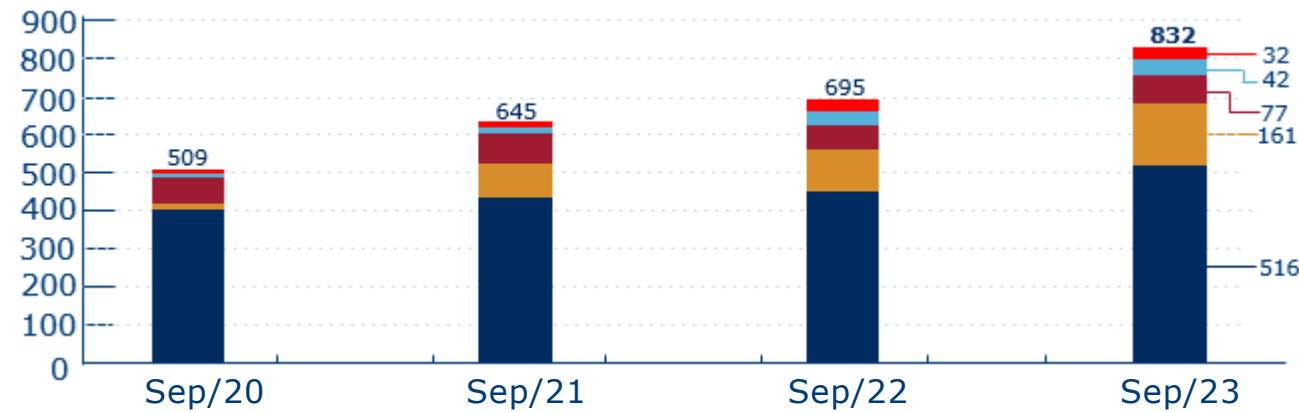


Loans rated D and E-H



NUMBER OF CLIENTS¹

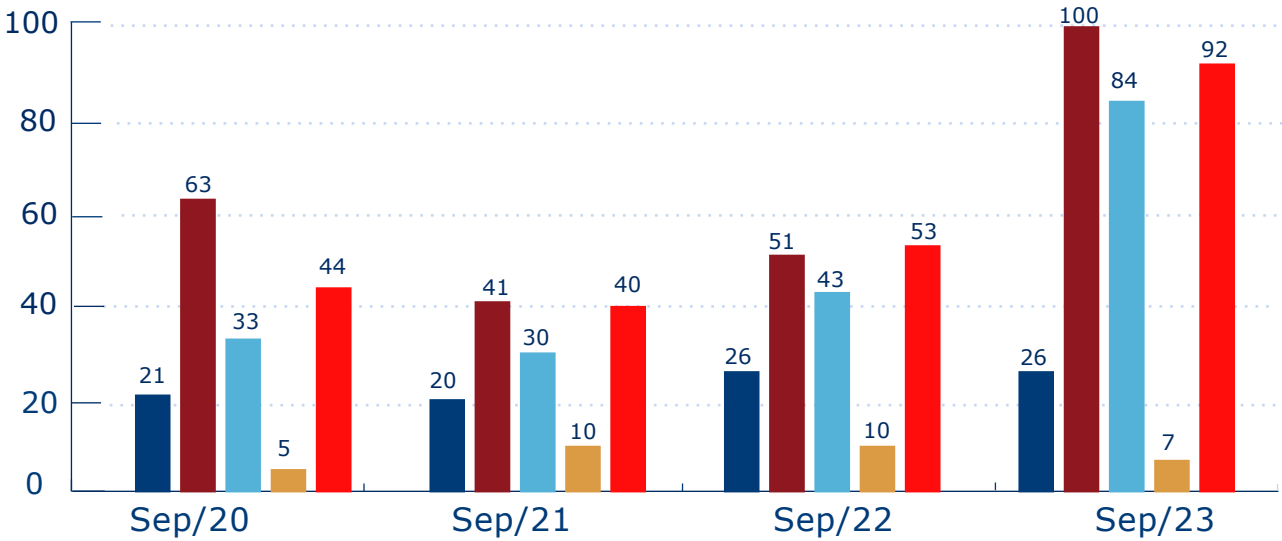
- Corporate
- Large Corporate
- FI
- SME
- China Desk



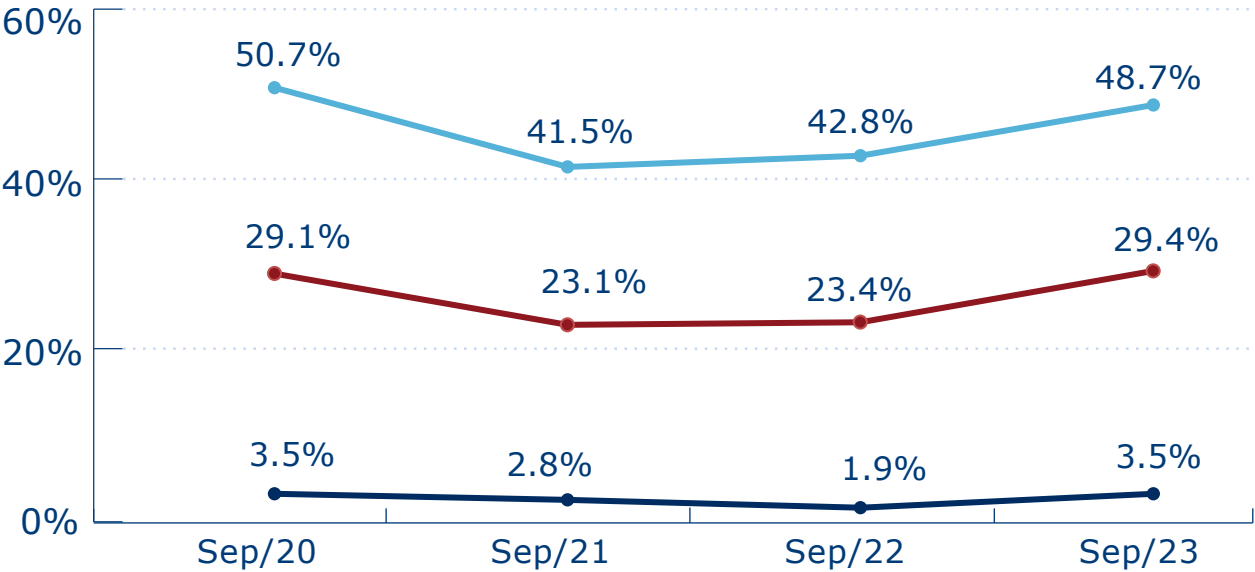
¹ Customers are economic groups that, in a rolling 12-month window, had a portfolio or generated some result

AVERAGE TICKET BRL Million

- Corporate
- Large Corporate
- FI
- SME
- China Desk



EXPOSURE BY GROUP



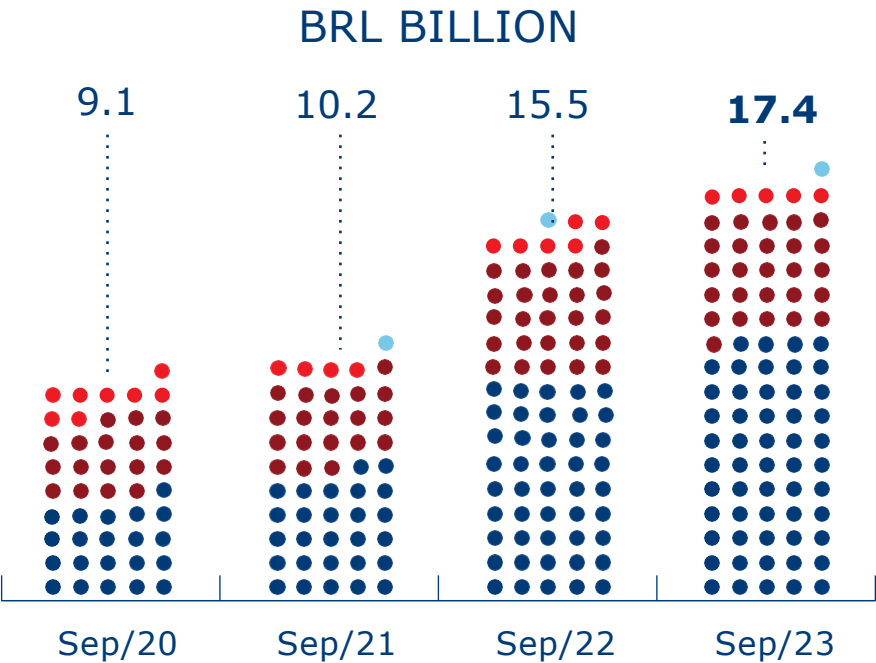
- Top 50 debtors
- Top 20 debtors
- Top debtor

FUNDING

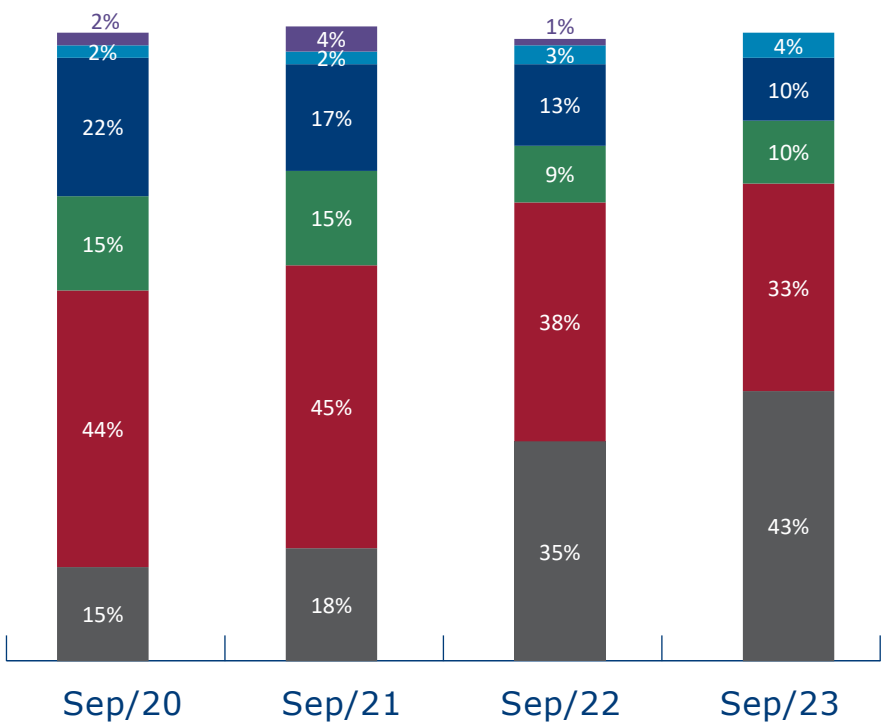


FUNDING BY TYPE OF INVESTOR

FUNDING SOURCES	SEP/20	SEP/21	SEP/22	SEP/23
● Institutional	4,284	5,347	9,053	10,891
Institutional Onshore	1,947	2,425	2,330	2,481
Institutional Offshore	888	1,016	1,174	890
Individuals	1,450	1,906	5,549	7,520
● Bank of Communications	3,303	3,769	5,111	5,177
● Corporate	1,525	868	1,228	1,087
● Others	-	206	134	244
TOTAL (BRL Million)	9,112	10,190	15,526	17,399

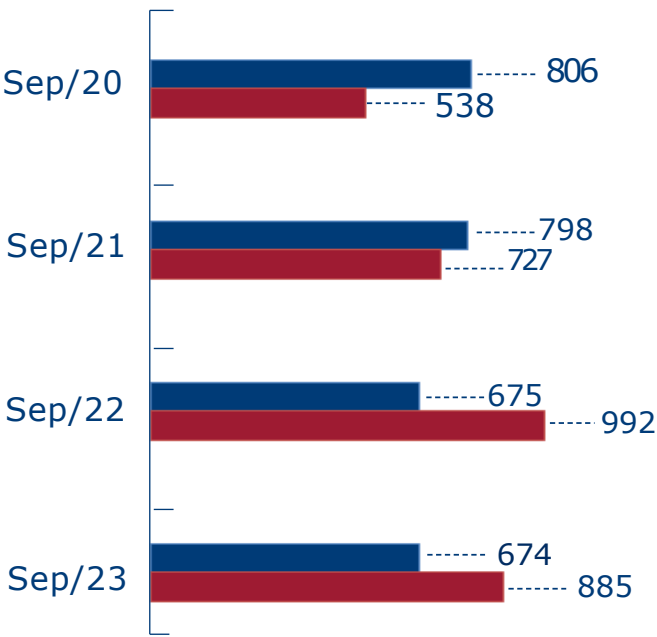


Funding Sources



- Agribusiness & Real Estate Credit Bills
- Local Deposits and Others
- Funds in Foreign Currency
- Subordinated Debt
- Banknotes
- DPGE

Maturity Profile¹
Loans and Guarantees Issued
Portfolio vs. Funding²



- Loans and Guarantees Issued Portfolio
- Funding

¹ Average term of issuance (days).
² Not considering demand deposits (days).

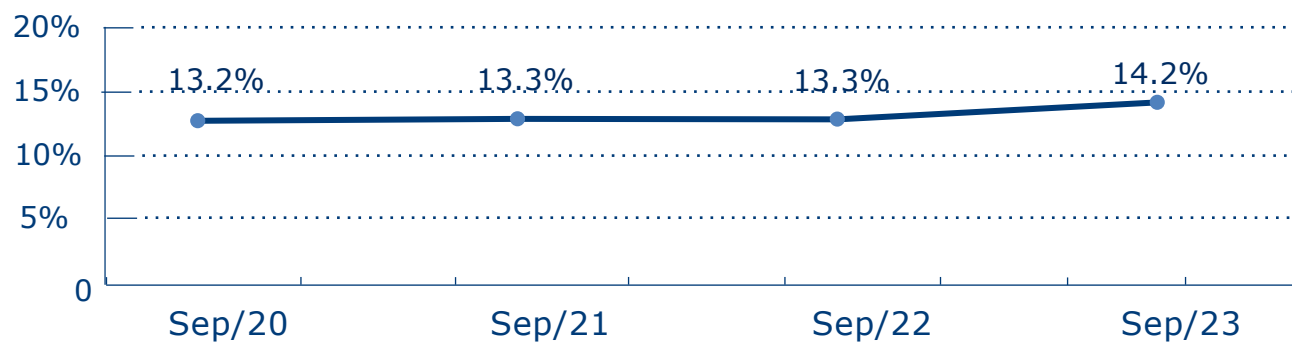
Tier 1, Tier 2 and Total Capital

	SEP/20	SEP/21	SEP/22	SEP/23
Core Tier 1	687	783	962	1,123
Supplementary Capital ¹	201	202	205	205
Tier 1	888	985	1,167	1,328
Tier 2 ²	-	-	296	572
Total Capital	888	985	1,463	1,900
Basel Ratio	13.2%	13.3%	13.3%	14.2%

¹ Refers to Subordinated Debt with a perpetual term issued in January 2019

² Refers to 10-year Subordinated Debt issued in February 2022 and November 2022

Basel Ratio



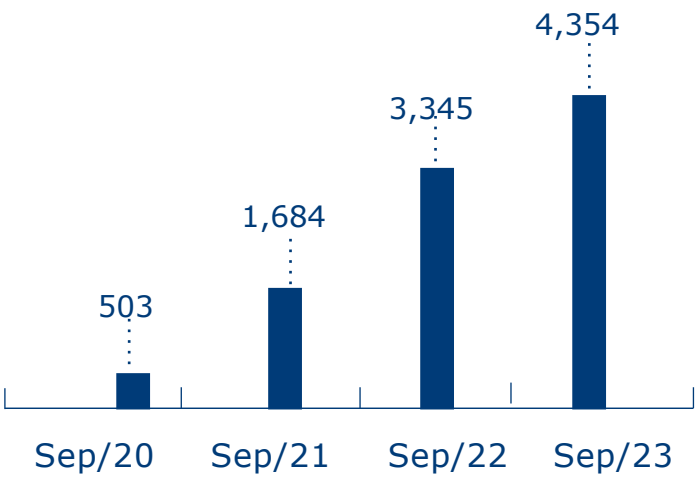
OTHER LINES OF BUSINESS



Sales & Trading

Based on BOCOM BBM's extensive experience in treasury and excellence in macroeconomic research, we offer derivative products to protect our clients' balance sheets so that they can reduce the exposure of their results to variations in interest rates, currencies, and commodities.

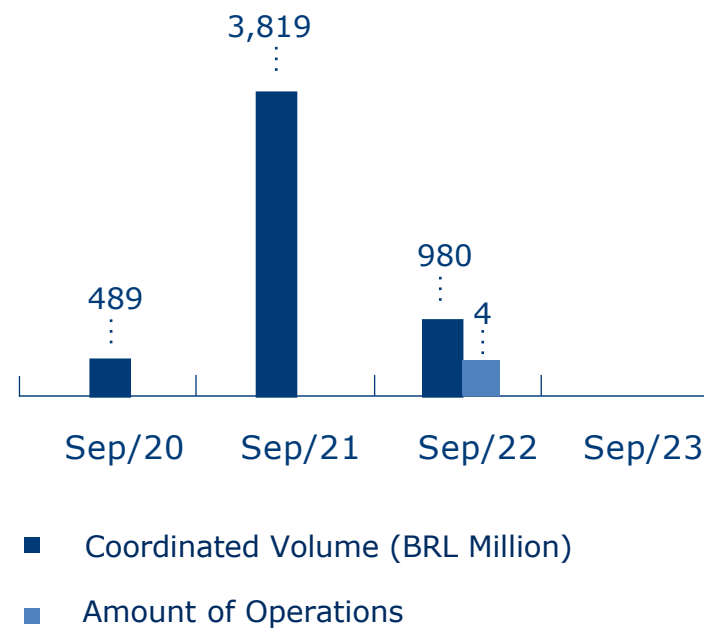
DERIVATIVES VOLUME
(BRL MILLION)

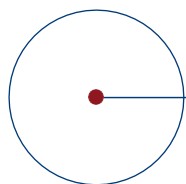


Capital Market

Complete Debt Capital Market solutions for first timers and recurring issuers, supported by BOCOM BBM's excellence in credit analysis, products and guarantees control.

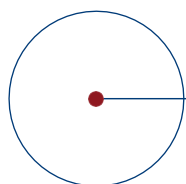
DCM





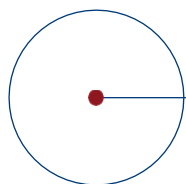
Experience in Management

Experience in Treasury, ALM, Asset Selection, Liquidity Risk and Market Risk.



Macroeconomic Research

A highly qualified macroeconomic research team who analyzes economic and political developments in Brazil, China and the world.

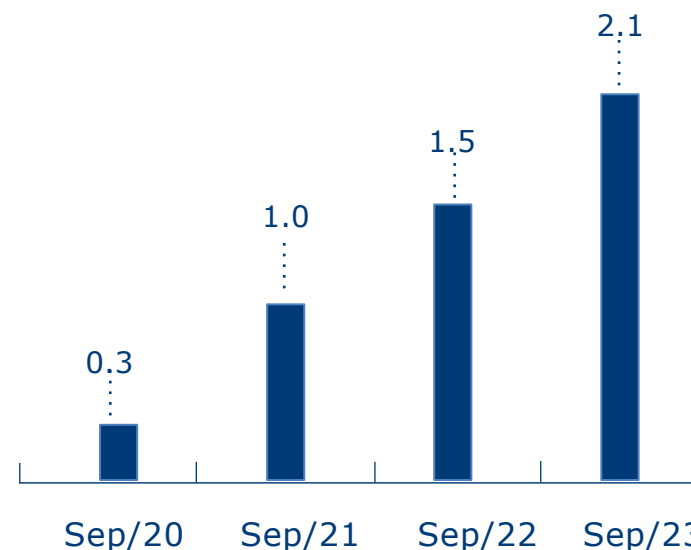


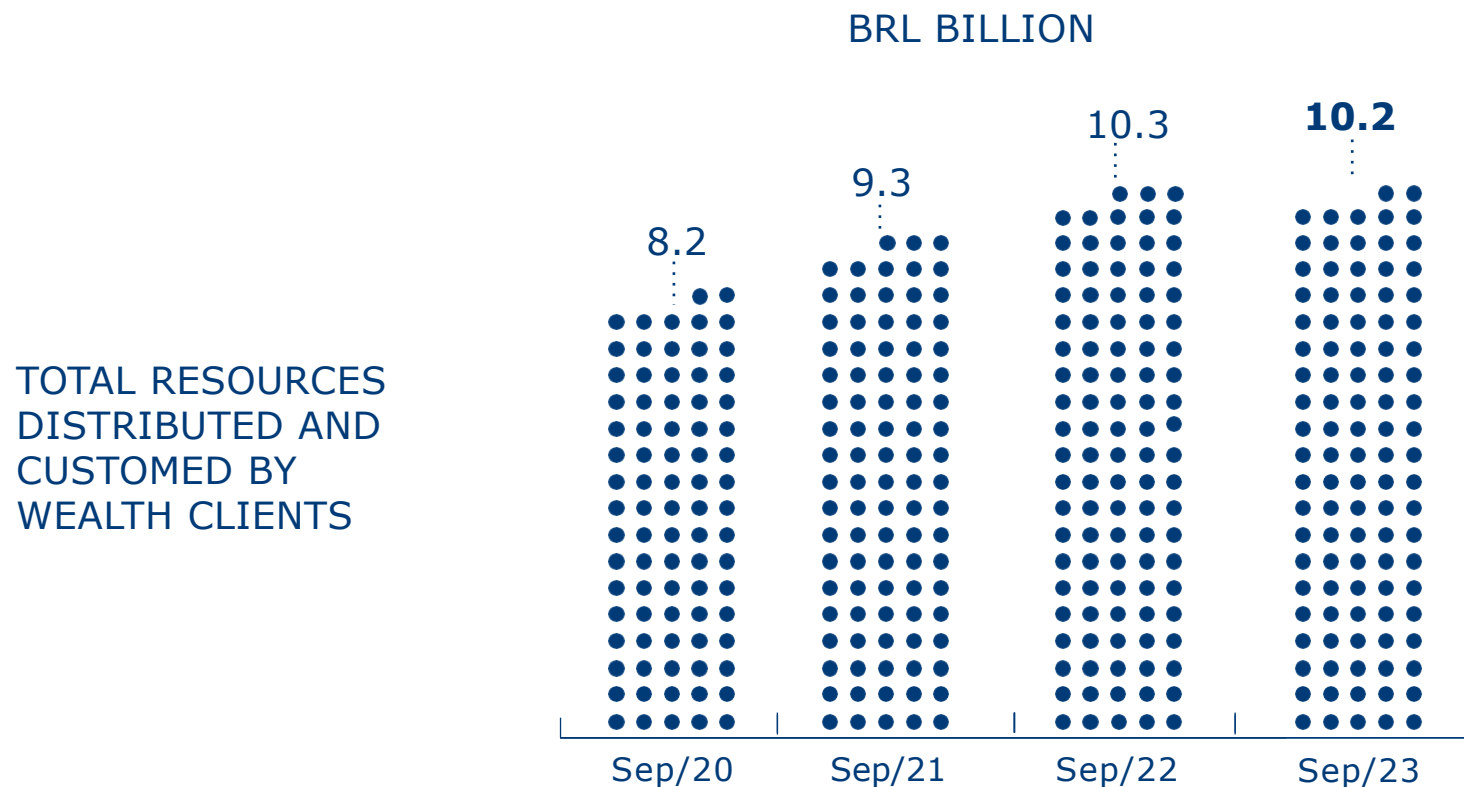
Robust Credit Analysis and Monitoring

Analysis of credit risk by dedicated teams for each different sector. Monitoring until the end of the operation, with deep expertise and agility in execution of guarantees.

Our strategy focuses on private credit funds, which had BRL 2.1 billion under management at end of September 2023.

AUM TOTAL
(BRL BILLIONS)





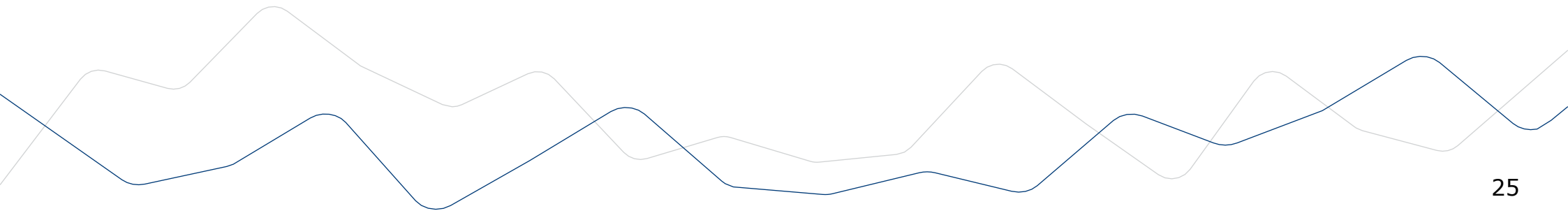
Banking services and distribution of financial products for Family Offices and High Income Individuals;

BRL 10.2 billion in assets under management services, grounded in:

- More than 160 years of experience in the Brazilian market with a high expertise in risk management;
- Products diversification (open platform);
- Transparency.



PEOPLE



Highly qualified professionals with competitive and performance driven compensation.



Attract High Talented Professionals

- Close relationships with the best universities;
- Support for research and academic development;
- Scholarships for undergraduates with the best performance indicators, undergraduate and graduate monitors, and candidates for an MSc or PhD in economics.



Motivate and Retain Top Performers

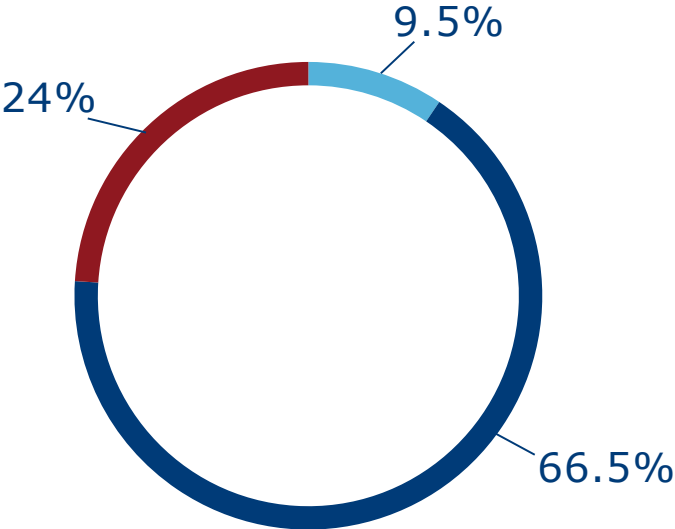
- Dynamic and intellectually challenging workplace climate;
- Unremitting pursuit of excellence, industry best practices, and innovations that make a difference in our business;
- Market competitive and meritocracy based compensation.



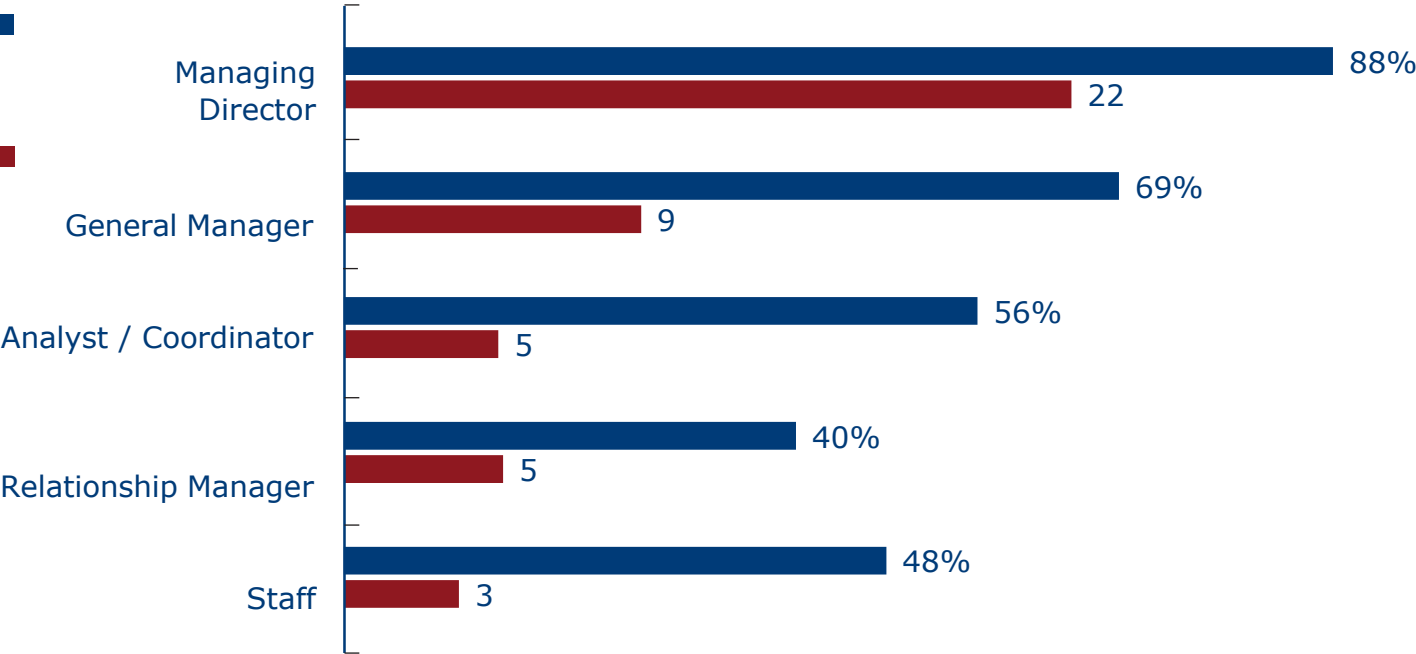
Align Interests

- Objectives of individuals and teams aligned with business strategy;
- Compensation model aligns interests of the executives with business results.

Bachelor Degree ●
Postgraduate (MSc and higher) ●
High School ●



Began a career in Financial Sector at BOCOM BBM ■
Time at BOCOM BBM (Years) ■





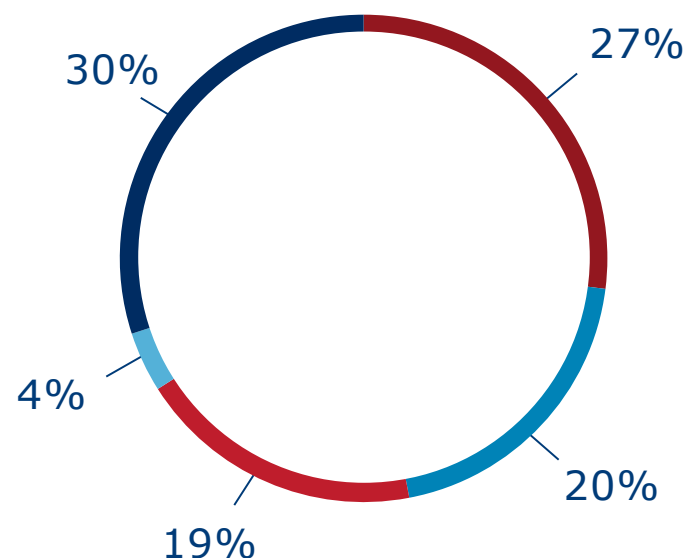
FINANCIAL HIGHLIGHTS (USD MILLION)

	SEP/20	SEP/21	SEP/22	SEP/23
Total Assets	1,585,229	1,768,992	1,787,825	1,926,322
Return on Average Assets	0.69%	0.79%	0.74%	0.69%
Shareholders' Equity ¹	121,160	145,611	140,820	147,830
Return on Average Equity ²	9.39%	10.72%	10.34%	9.83%
Net Profit ¹	7,740	9,924	9,561	9,705
Loan Portfolio ³	835,158	974,085	992,470	1,101,461
Bad Debt Ratio ³	1.67%	1.60%	1.41%	1.32%
Provision Coverage of Impaired Loans ³	150.80%	156.60%	181.54%	198.91%
Capital Adequacy Ratio ³	14.47%	15.75%	14.41%	14.65%

BoCom's Ownership

Top Shareholders

- SSF⁴
- HSBC
- HKSCC Nominees Ltd⁵
- Ministry of Finance
- Others



Ratings	Long Term*	Short Term*
Moody's	A2	P-1
S&P	A-	A-2
Fitch	A	F1+

* Foreign currency deposit.

¹ Attributable to shareholders of the bank

² Excluding the impact from preference shares.

³ Due to changes in the presentation basis on the items in financial statements, the comparative figures of prior period were restated to the current presentation basis.

⁴ National Council for Social Security Fund.

⁵ Hong Kong Securities Clearing Company Limited.

Bank of Communications is one of China's five largest commercial banks. With about 3,000 domestic branches, it operates in more than fifteen countries. China is Brazil's leading trade partner and one of its largest foreign investors. Banco BOCOM BBM marked the onset of a new phase of growth in this relationship.

Backed by this growing cooperation between the two countries, Banco BOCOM BBM has enormous potential to drive expansion of business and wealth, adding value for all stakeholders, contributing to economic development, and strengthening financial ties between our clients and Asian markets.

- 
- Australia**
Brisbane Branch
Sydney Branch
Melbourne Branch
 - Brazil**
Banco BOCOM BBM S.A.
 - Canada**
Toronto Representative Office
 - China**
BoCom International (Hong Kong)
China BoCom
Hong Kong Branch
Macau Branch
Taipei Branch
 - Czech Republic**
Prague Branch
 - France**
Paris Branch
BoCom (Luxemburgo) S.A.
 - Germany**
Frankfurt Branch
 - Italy**
Rome Branch
BoCom (Luxemburgo) S.A.
 - Japan**
Tokyo Branch
 - Luxembourg**
Luxemburgo Branch
BoCom (Luxemburgo) S.A.
 - Singapore**
Singapore Branch
 - South Korea**
Seoul Branch
 - South Africa**
Johannesburg Branch
 - UK**
London Branch
 - USA**
San Francisco Branch
New York Branch
 - Vietnam**
Ho Chi Minh City Branch

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www.bocombbm.com.br

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