



# Institutional Presentation

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# Who We Are

1



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.

# History



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.



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

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



- ✓ 9th largest bank in the world (by Capital Core Tier 1) 
- ✓ Total Assets: USD 2 trillion
- ✓ Rating A- (by S&P)

1908

1987

2005/07

2016

2024



1858

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.

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.



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

Banco BOCOM BBM becomes a full subsidiary of Bank of Communications, which now controls 100% of BOCOM BBM.



- ✓ Total Assets: R\$ 28 billion 
- ✓ ROE 29.0% (3Q25)
- ✓ Growth of 24.9% per year since 2016 in total assets. AAA national scale rating (by Moody's and Fitch)

# Our Business



## Credit

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

- **SME:** revenue starting at BRL 50 million with liquid collateral;
- **Corporate:** revenue starting at BRL 400 million;
- **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

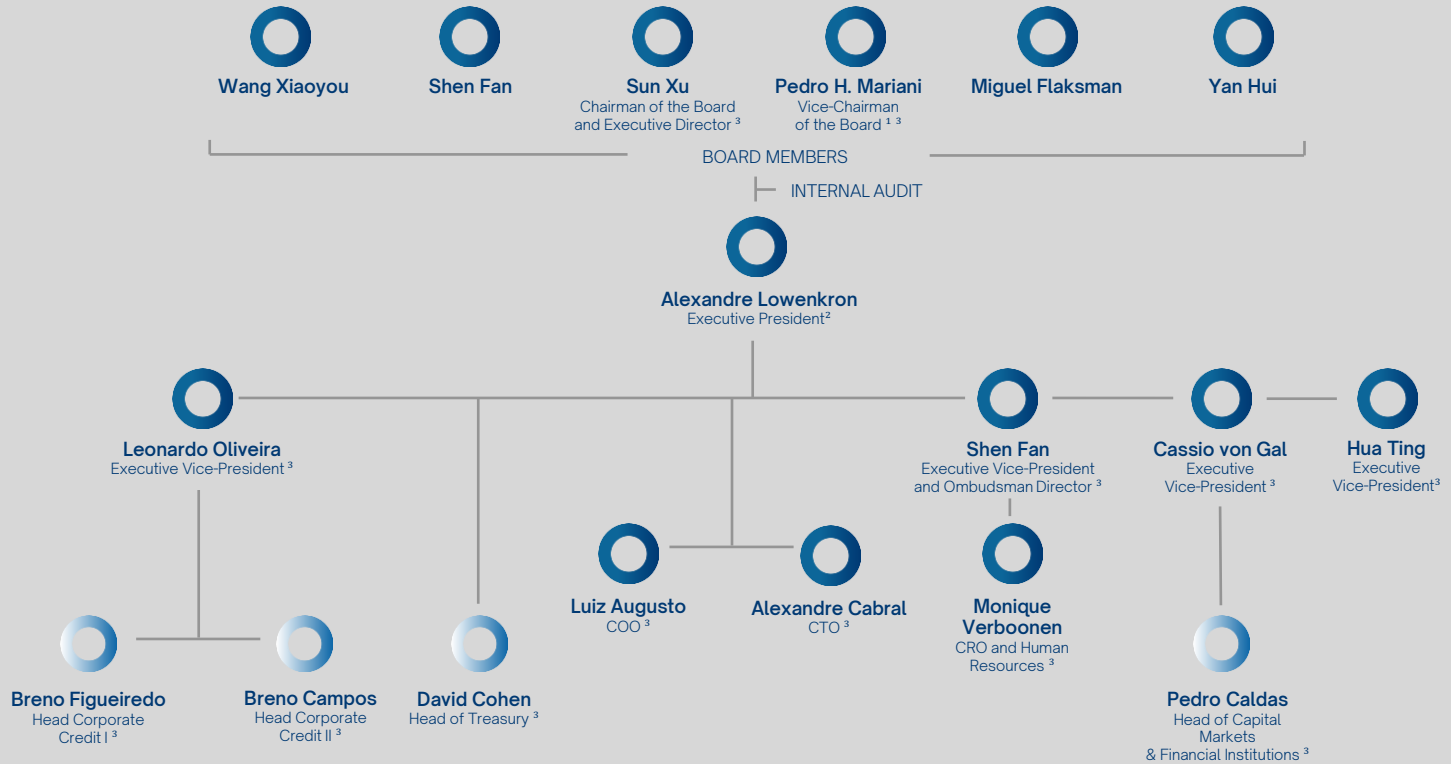
Banking services and distribution of financial products for Family Offices and High Income Individuals.

# Ownership Structure



Participation of less than 0.35% were excluded from this organizational chart and the value was rounded to the controlling company.  
3Q25 Percentages considered excluding shares held in treasury.

# Organization Flowchart



<sup>1</sup> Credit, Risk and Financial Committee Member.

<sup>2</sup> Executive Committee Coordinator.

<sup>3</sup> Members of the Executive Committee.

# Financial Highlights and Ratings

(BRL Millions)

	3Q22	3Q23	3Q24	3Q25
Total Assets	19,387	24,037	32,557	27,654
Liquid Assets	3,636	3,388	3,496	5,366
Total Expanded Credit Portfolio <sup>1</sup>	13,124	16,262	17,180	17,309
Overdue loans + 90 days <sup>2</sup>	0.2%	0.5%	0.2%	0.9%
Stage 3 / Credit Portfolio <sup>3</sup>	-	-	-	1.0%
PDD coverage ratio / Stage 3 <sup>3</sup>	-	-	-	80.9%
Total Funding	15,526	17,399	20,506	21,988
Shareholders' Equity	998	1,164	1,354	1,609
Core Tier I	1,167	1,328	1,512	1,776
Basel Ratio (Core Tier I)	13.3%	14.2%	15.4%	17.1%
Return on Average Equity (p.a.)	22.2%	22.6%	19.0%	29.0%
Return on Average Assets (p.a.)	1.2%	1.1%	0.8%	1.4%
Net Income	153	184	182	326
Net Income before Tax	293	325	316	496
Expanded NIM (Before Allowances for loan losses) <sup>4</sup> (p.a.)	4.6%	4.3%	3.3%	3.9%
Efficiency Ratio (ER)	39.9%	41.4%	46.3%	33.7%
Service Revenues	111	89	122	71
Revenues not linked to credit spread	46.7%	42.9%	49.6%	47.9%

<sup>1</sup> Includes guarantees, letters of credit and credit risk bonds.

<sup>2</sup> Overdue and upcoming installments / Credit Portfolio.

<sup>3</sup> Ratios are presented in accordance with CMN resolution n° 4,966/21.

<sup>4</sup> Gross Financial Income before Allowances for Loan Losses + Service Revenue + Result of Equity Equivalence.

Moody's

**AAA.br**

Domestic

**Baa3**

Global  
(Local  
Currency)

**Baa3**

Global  
(Foreign  
Currency)

Fitch

**AAA(bra)**

Domestic

**BBB-**

Global  
(Local  
Currency)

**BB+**

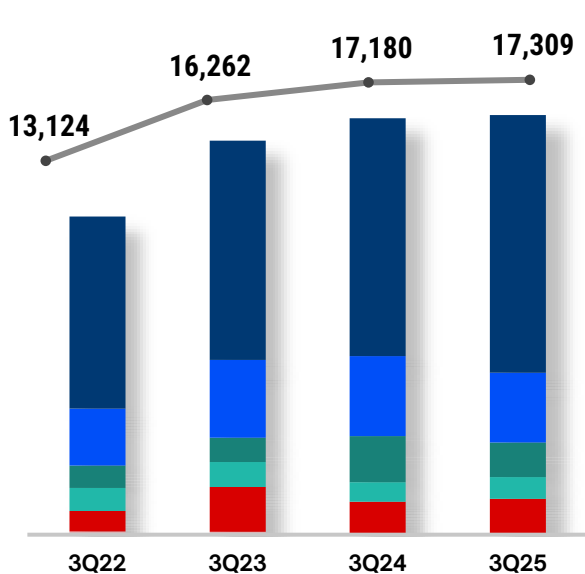
Global  
(Foreign  
Currency)

Credit

2

# Credit Portfolio

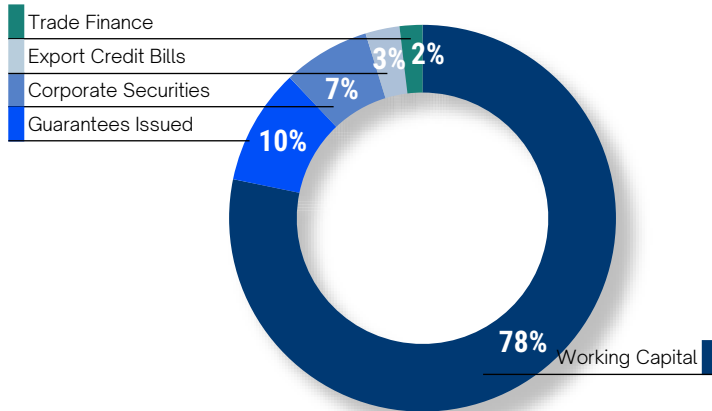
Total Expanded Credit Portfolio



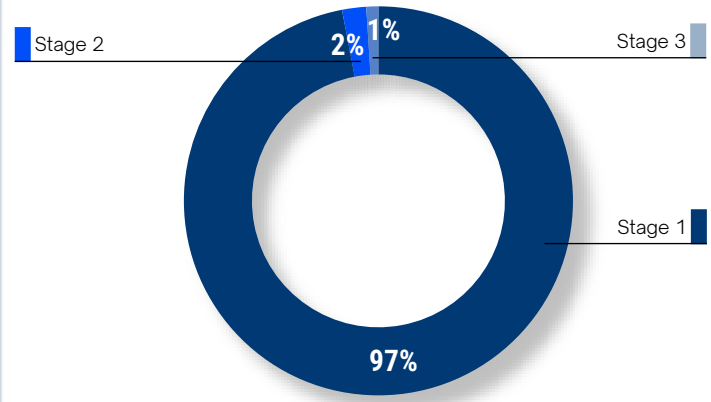
(BRL Millions)	3Q22	3Q23	3Q24	3Q25
Corporate	7,923	9,050	9,806	10,622
Large Corporate	2,355	3,215	3,309	2,878
FI	913	1,005	1,898	1,436
SME	961	1,021	804	898
China Desk	842	1,848	1,307	1,444
Others	130	123	56	31
<b>Total</b>	<b>13,124</b>	<b>16,262</b>	<b>17,180</b>	<b>17,309</b>

# Credit Portfolio

**Total Expanded Credit Portfolio**

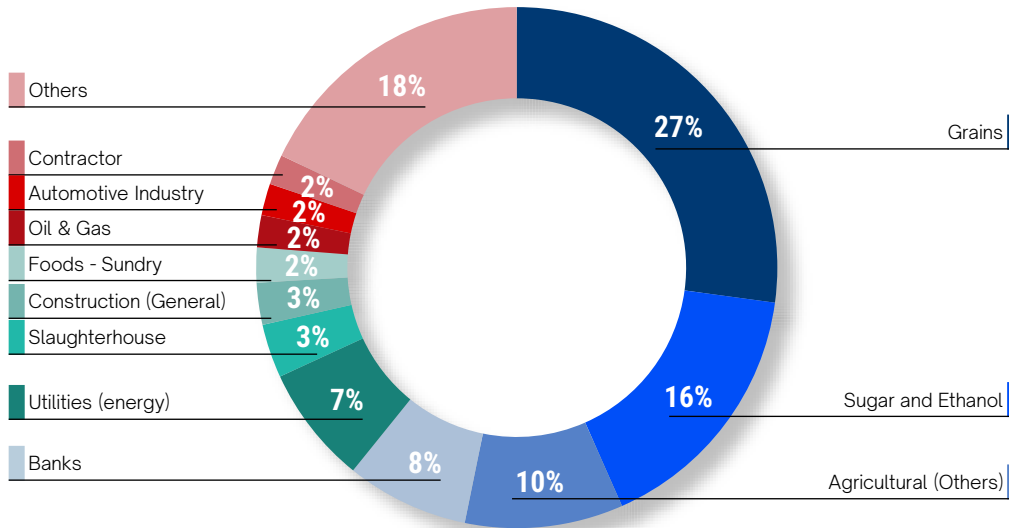


**Loans and Guarantees Portfolio\***

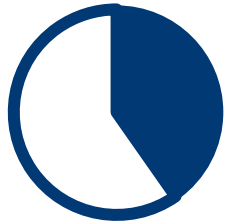


# Credit Portfolio

## Total Expanded Credit Portfolio



# Total Credit Portfolio Collateralization



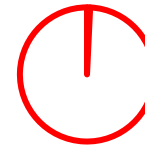
Total Expanded Credit Portfolio

**40.3%** collateralized



Large Corporate

**1%** collateralized



China Desk

**1%** collateralized



SME

**84%** collateralized

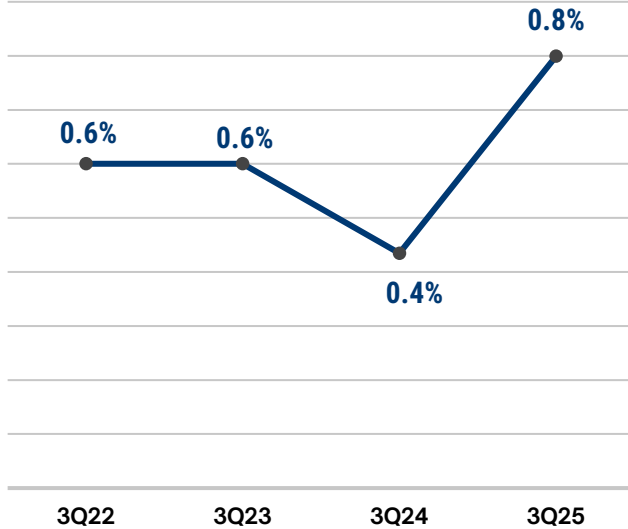


Corporate

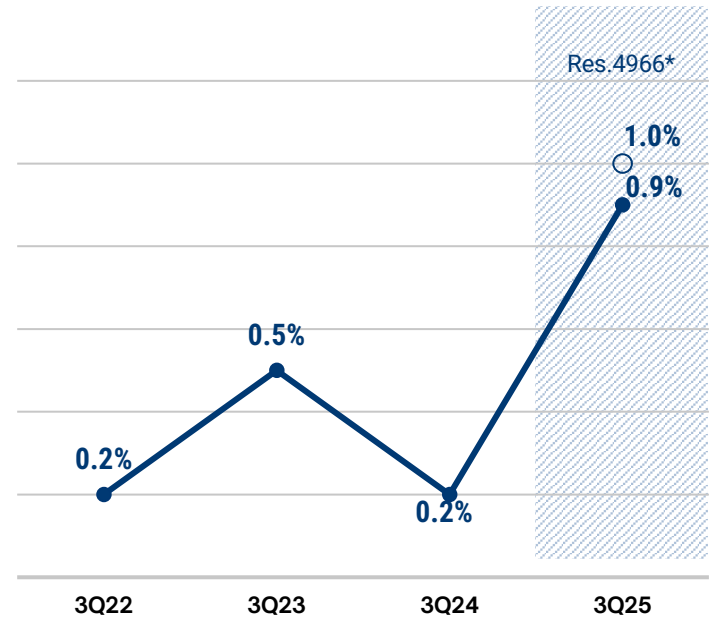
**57%** collateralized

# Loans and Guarantees Portfolio

Allowances for Loan Losses

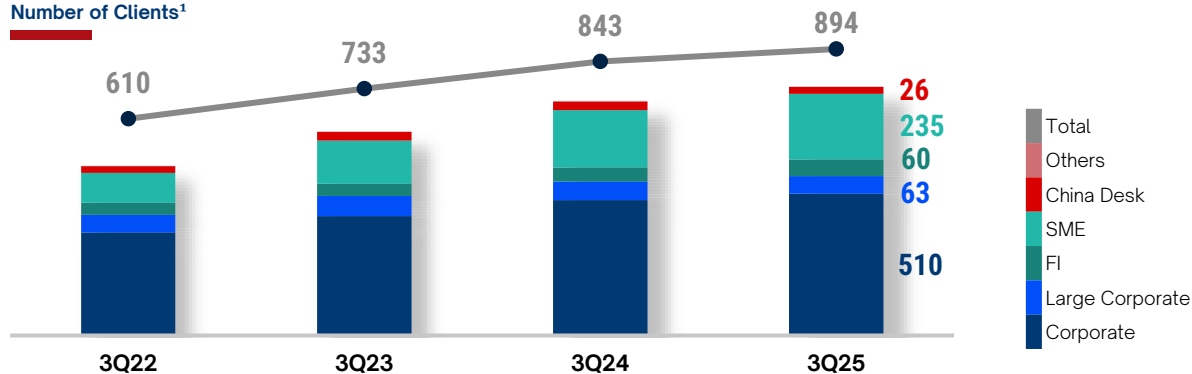


Overdue loans + 90 days - ●  
 Stage 3 / Credit Portfolio - ○



# Portfolio Indicators

## Number of Clients<sup>1</sup>

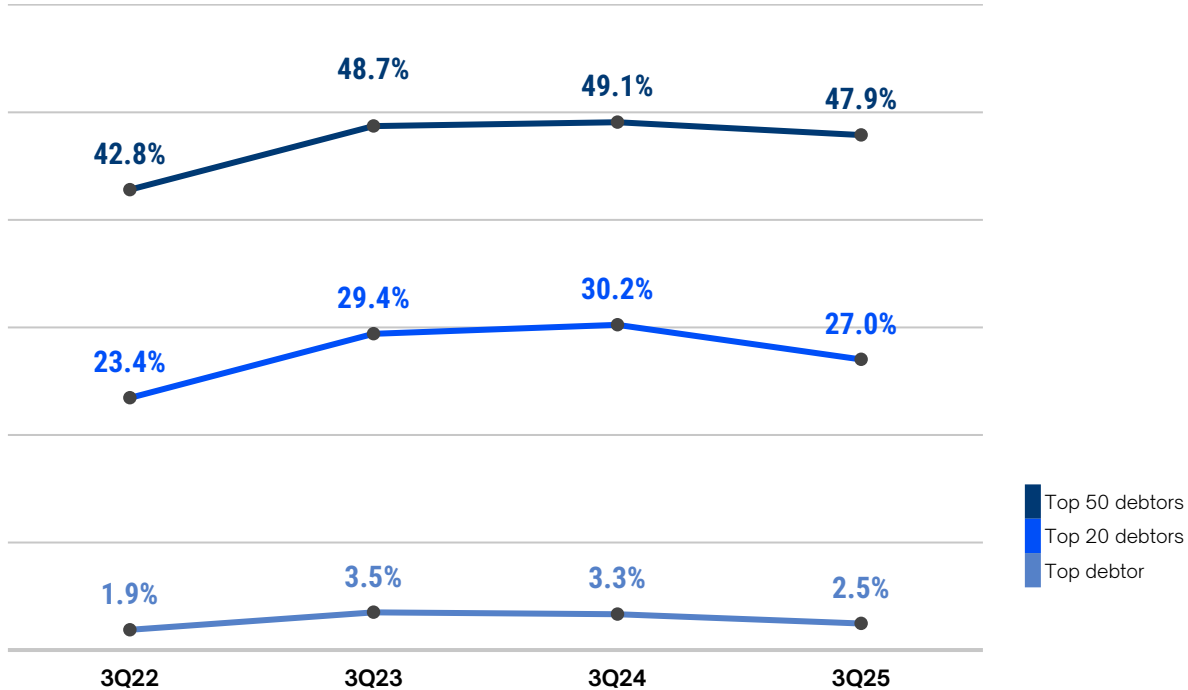


## Average Ticket (BRL Million)

	3Q22	3Q23	3Q24	3Q25
Corporate	26	26	26	29
Large Corporate	51	100	92	87
FI	44	84	65	68
SME	10	7	5	5
China Desk	53	92	119	111
Outros	4	10	5	3
<b>Total</b>	<b>188</b>	<b>320</b>	<b>312</b>	<b>303</b>

# Client Base | Expanded Credit Portfolio

Exposure by Group\*

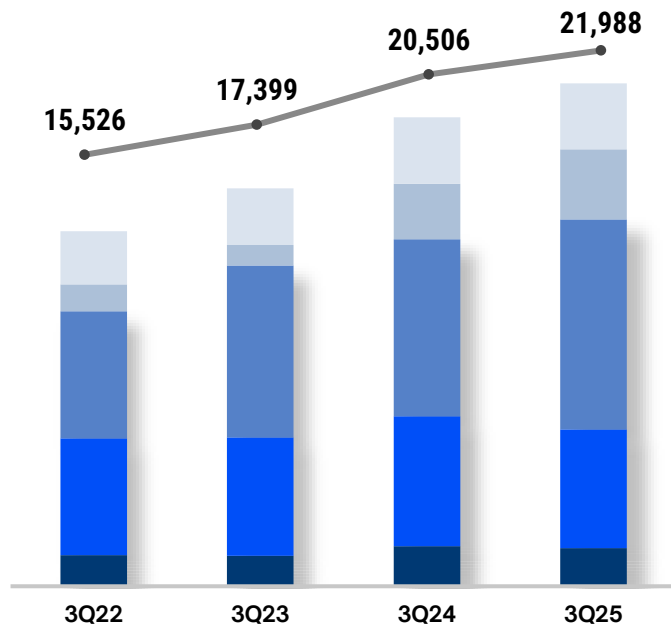


Funding

3

# Total Funding

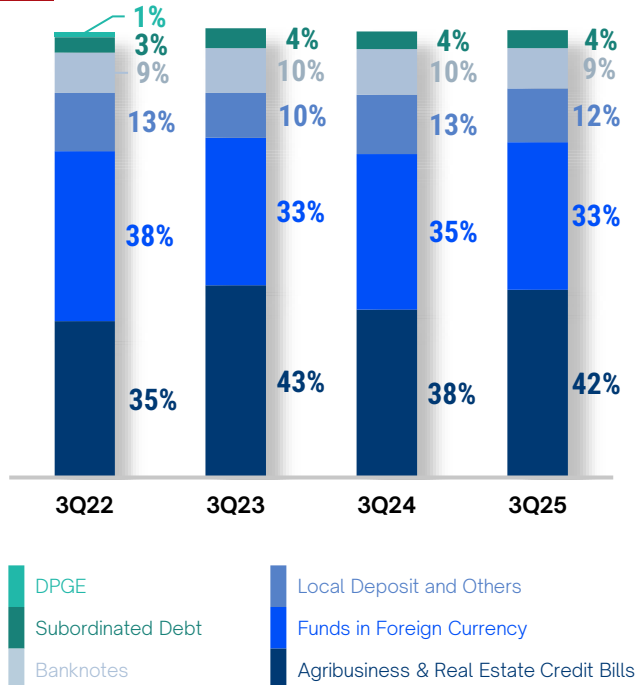
Funding by Type of Investor



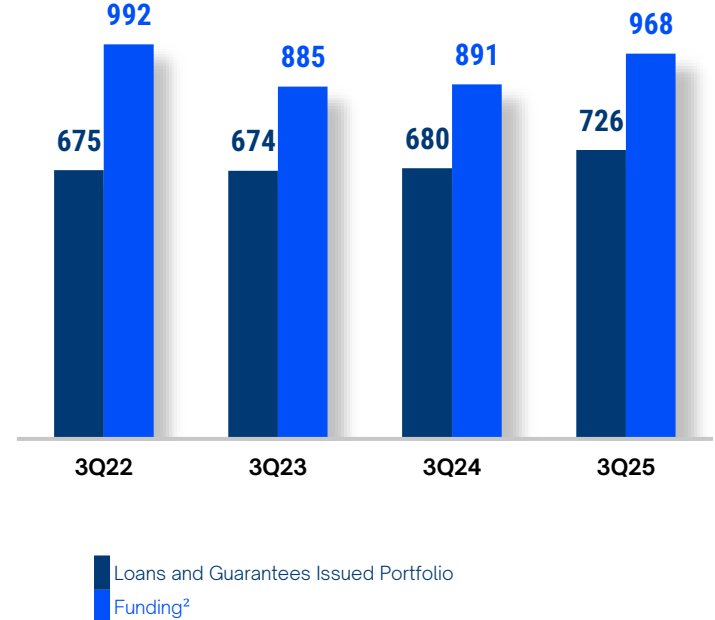
Funding Sources (BRL Million)	3Q22	3Q23	3Q24	3Q25
Institutional Onshore	2,330	2,481	2,911	2,888
Institutional Offshore	1,174	890	2,420	3,053
Individuals	5,549	7,520	7,747	9,185
Bank of Communications	5,111	5,177	5,674	5,191
Corporate	1,362	1,331	1,754	1,671
<b>Total</b>	<b>15,526</b>	<b>17,399</b>	<b>20,506</b>	<b>21,988</b>

# Funding and Asset Liability Management

Funding Sources

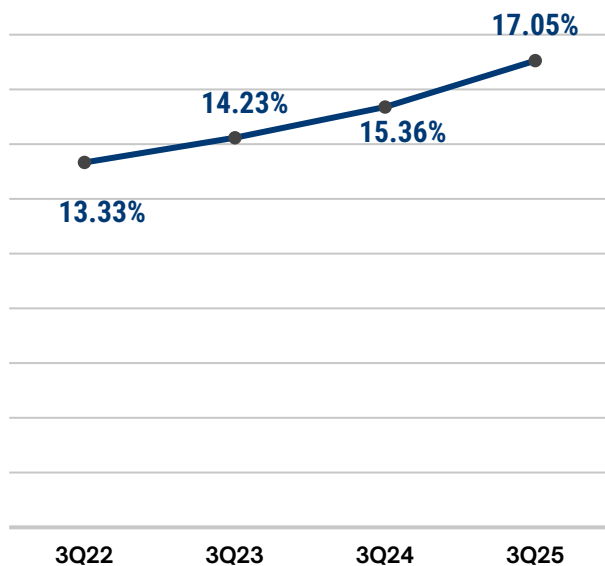


Maturity Profile (days)<sup>1</sup>



# Basel Ratio

## Basel Ratio



Tier 1, Tier 2 and Total Capital (BRL Million)	3Q22	3Q23	3Q24	3Q25
Core Tier 1	962	1,123	1,308	1,570
Supplementary Capital <sup>1</sup>	205	205	204	206
Tier 1	1,167	1,328	1,512	1,776
Tier 2 <sup>2</sup>	296	572	651	756
Total Capital	1,463	1,900	2,162	2,531
% RWACpad	89.4%	87.1%	86.6%	86.5%
% RWAMpad	0.8%	3.6%	2.7%	5.1%
% RWAOpad	9.7%	9.2%	10.7%	8.4%
Basel Ratio	13.33%	14.23%	15.36%	17.05%

# Financial Services|Treasury

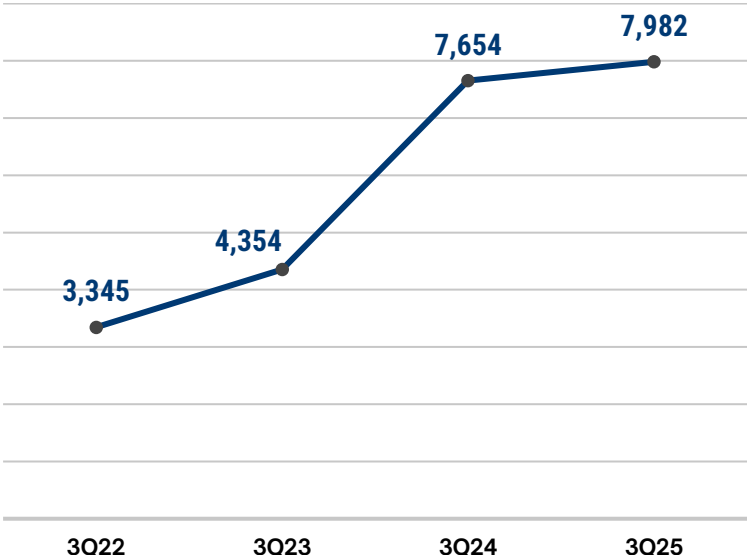
4

# 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.

Derivative Volume with Clients (BRL Million)

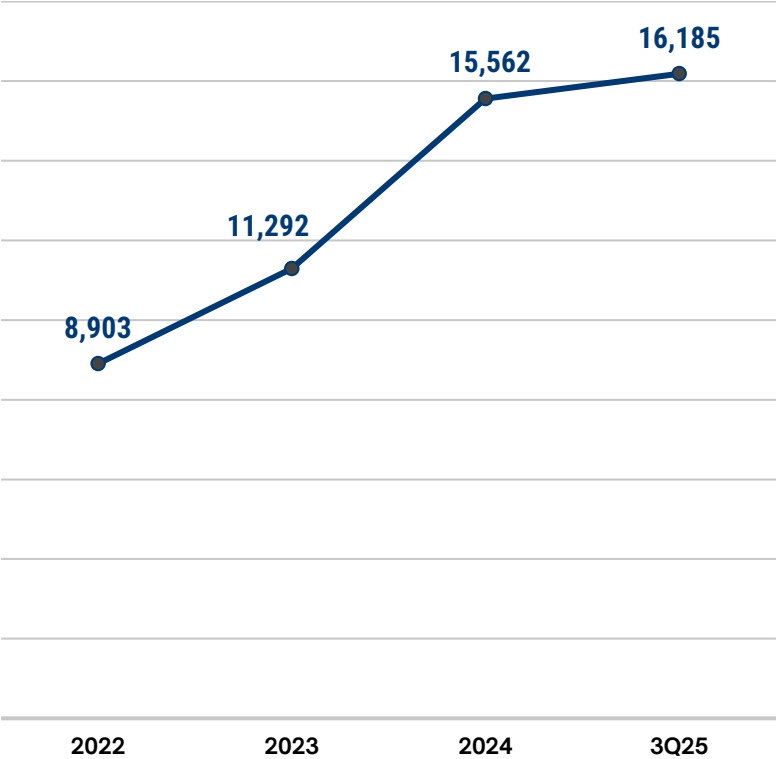


# Capital Market



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**  
**Accumulated Coordinated Volume (BRL Million)**



# Asset Management



## 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.

## Experience in Management

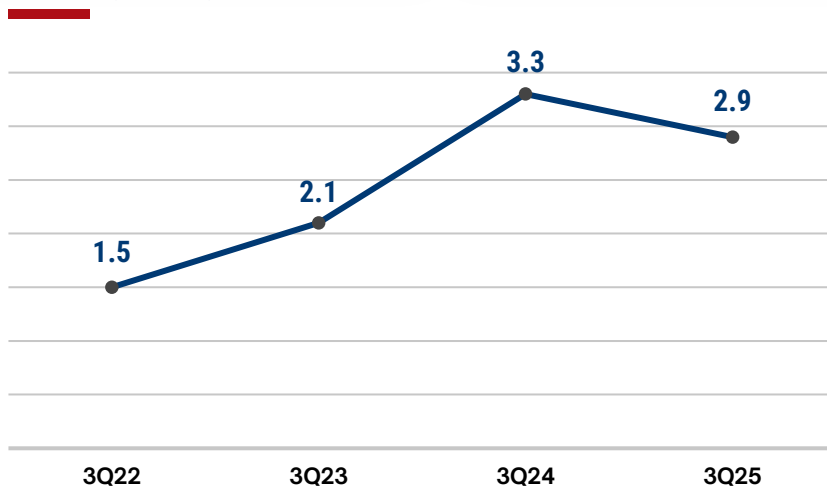
Experience in Treasury, ALM, Asset Selection, Liquidity Risk and Market Risk.

## Macroeconomic Research

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

Our strategy focuses on private credit funds, which had **BRL 2.9 billions** under management at end of September 2025.

**Total AUM (BRL Billion)**



People | HR

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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

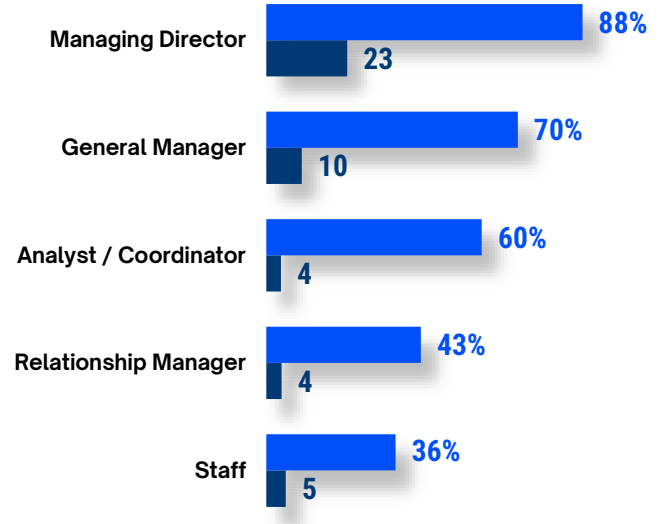
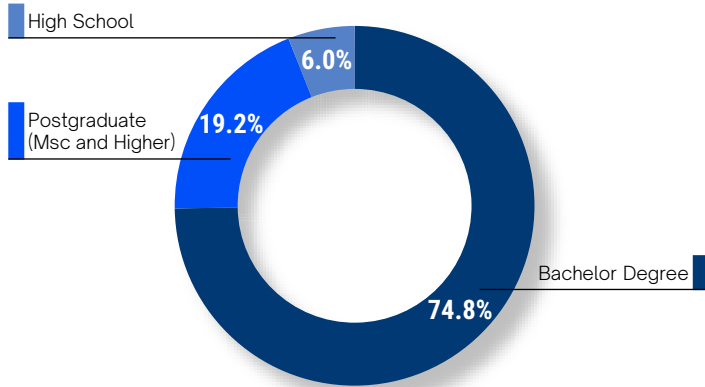
- Dynamic and intellectually challenging workplace climate;
- Unremitting pursuit of excellence, industry best practices, and innovations that make a difference in our business;
- Market competitive and meritocracy based compensation.



### Align Interests

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

# Competitive Advantages



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

Bank of Communications

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# Financial Highlights and Ratings

(USD Million)

	3Q22	3Q23	3Q24	3Q25
Total Assets	1,787,825	1,926,322	2,082,757	2,181,378
Return on Average Assets	0.74%	0.69%	0.71%	0.62%
Shareholders' Equity <sup>1</sup>	140,820	147,830	160,960	180,194
Return on Average Equity <sup>2</sup>	10.34%	9.83%	10.79%	8.48%
Net Profit <sup>1</sup>	9,561	9,705	9,906	9,851
Loan Portfolio	992,470	1,101,461	1,204,749	1,245,643
Bad Debt Ratio	1.41%	1.32%	1.32%	1.26%
Provision Coverage of Impaired Loans	181.54%	198.91%	203.87%	209.56%
Capital Adequacy Ratio	14.41%	14.65%	16.22%	16.59%

**Moody's**

**A2**

Long Term  
(Foreign  
Currency)

**S&P**

**A-**

Long Term  
(Foreign  
Currency)

**Fitch**

**A**

Long Term  
(Foreign  
Currency)

**P-1**

Long Term  
(Foreign  
Currency)

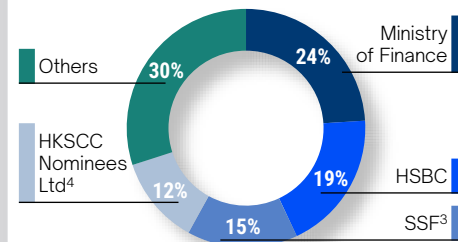
**A-2**

Short Term  
(Foreign  
Currency)

**F1+**

Short Term  
(Foreign  
Currency)

**Top Shareholders**



<sup>1</sup> Attributable to shareholders of the bank

<sup>2</sup> Excluding the impact from preference shares.

<sup>3</sup> National Council for Social Security Fund.

<sup>4</sup> Hong Kong Securities Clearing Company Limited.

# Global Presence

## 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.

### 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

Praga 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

Singapura Branch

### South Korea

Seoul Branch

### South Africa

Joanesburgo Branch

### UAE

Dubai Branch

### United Kingdom

London Branch

### USA

San Francisco Branch  
 New York Branch

### Vietnam

Ho Chi Minh City Branch



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