Institutional Presentation 1Q17

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04 SUSTAINABILITY

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01

COMPANY PROFILE



Profile

Founded in 1808

54.4% controlled by the Federal Government

1st company listed on the stock exchange in Brazil

Access to a broad spectrum **of clients**



Large, diversified and stable funding base

Business diversification including:

- Banking Services
- Insurance
- Capital Markets
- Asset Management
- Means of Payment
- International Franchise

Highlights

1

Market Leaderships



2

Solid Financial Performance



3

Focus on Services



4

Stable and Diversified Funding



More than 200 years of solid performance

Governance Timeline

1906
1st Brazilian company listed on the stock exchange

1995
BB Shares enter the IBrX portfolio

1996
Capitalization and Restructuring Plan

1998
BB Shares enter the IBRX-50 portfolio

2001
Bonus A subscription

2002
Inclusion of 100% Tag Along clause in the Bylaws. Conversion of the preferred shares to common shares

2003
BB Shares enter the BM&F Bovespa ITAG portfolio

2004
Private placement of common shares linked to a public offering for the acquisition of subscription bonus

2005
BB Shares enter the ISE portfolio

2006
Banco do Brasil joined “Novo Mercado” (BM&F Bovespa)

2007
Follow on (secondary shares)

2009
ADR Level I

2010
Follow on (primary shares)

2012
BB Shares enter Dow Jones Sustainability Index (DJSI) of NY stock exchange

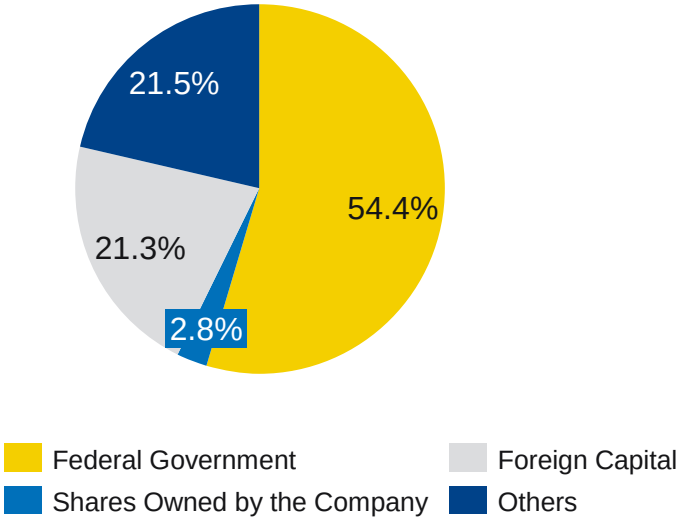
2013
BB Seguridade IPO

2014
The Board of Directors of BB approved the upgrade of its program of American Depositary Receipt-ADR from level I to level II

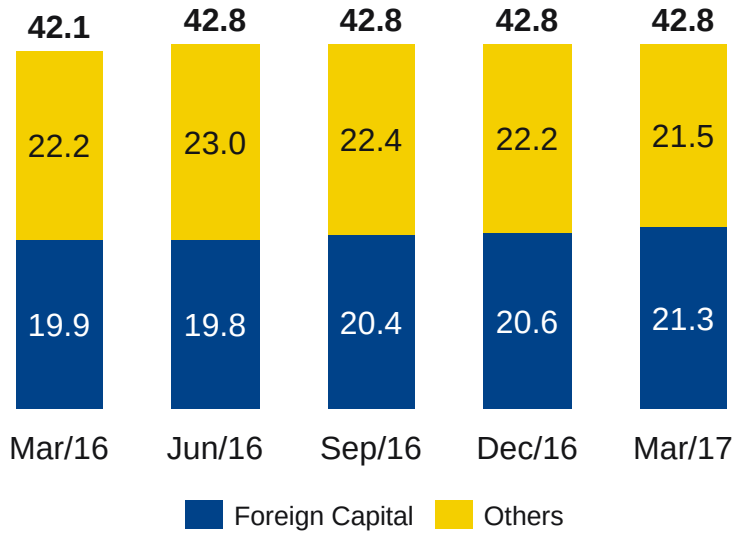
Ownership Structure

Mar/17

Free Float 42.8%



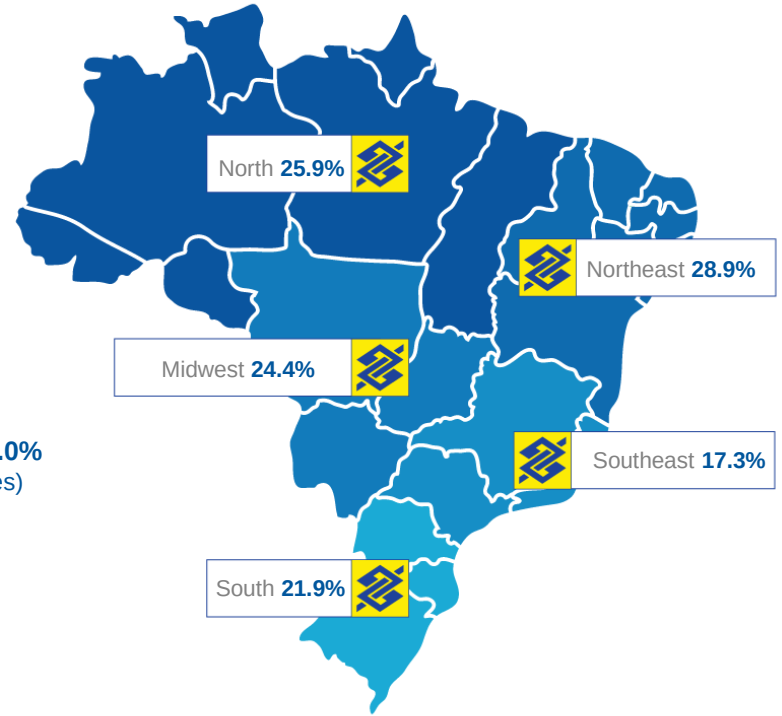
Free Float Breakdown (%)



Total Shares: 2,865,417,020

Presence in Brazil

Mar/17



Market Share – 21.0%
(Number of branches)

BB at a Glance

Distribution Network
66,845

Own Service Network
16,492

Branches
4,877

Points of Service
2,180

MaisBB Network[1]
13,630

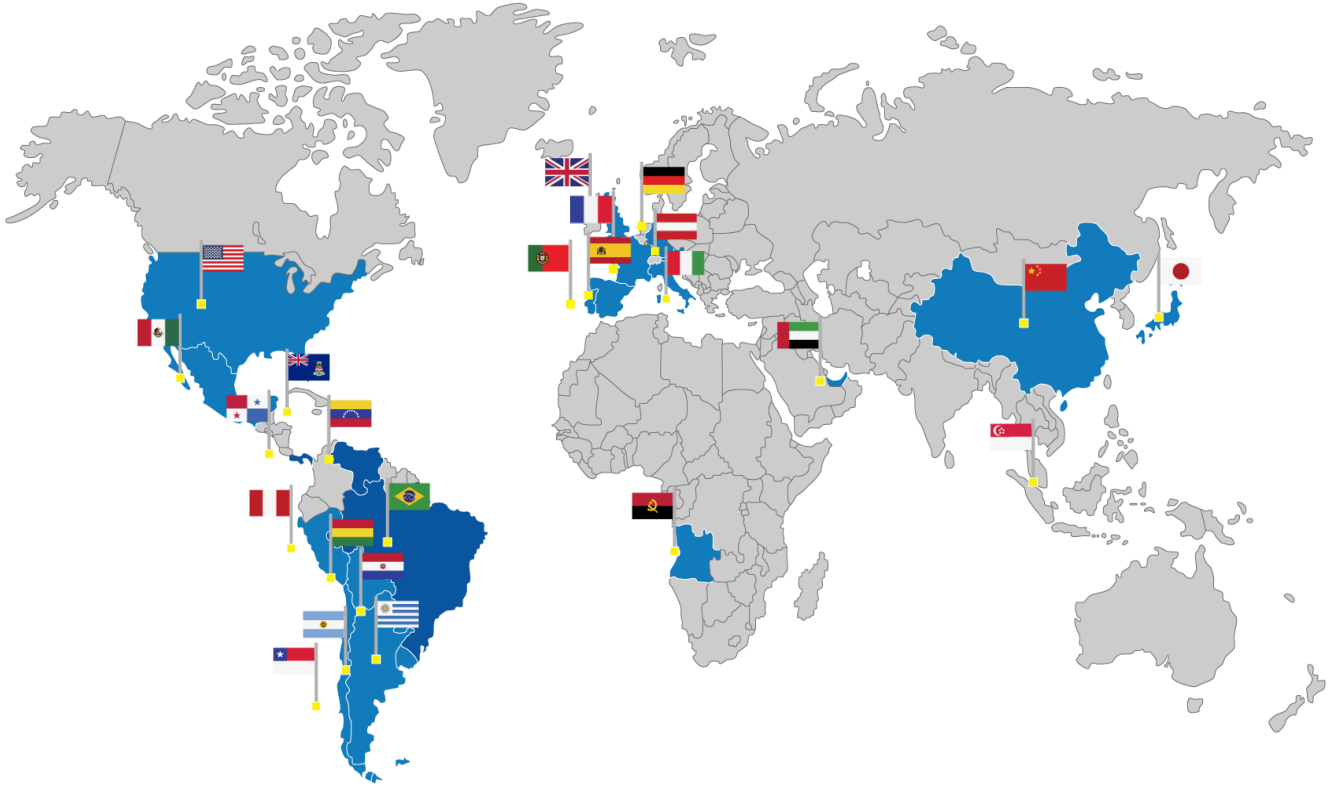
Shared Service Network[2]
36,731

Customers
65,244 thousand

Employees
99,964

(1) Banking Agents and Postal Bank branches.
(2) Shared Service Network: lotteries (CEF), Banco 24h e ATM (BRB+CEF).

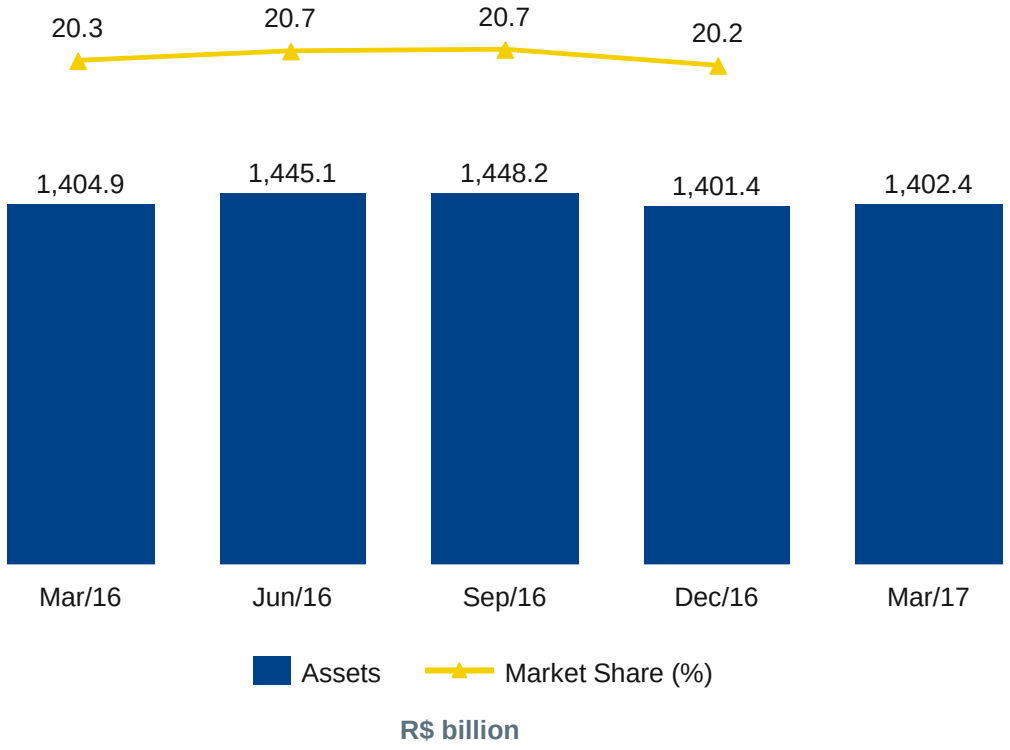
Global Presence

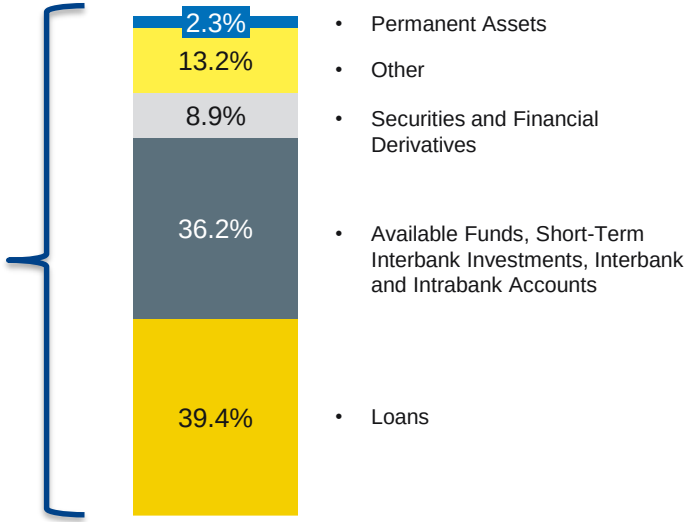


Banco do Brasil in the World	
Branches	11
Sub-branches	4
Representative Offices	7
Subsidiaries, Affiliates and Capital Markets Units	12
Shared Services Units	2

Present in 24 countries and has a network abroad with 36 points. 890 corresponding BB banks in 105 countries.

Assets

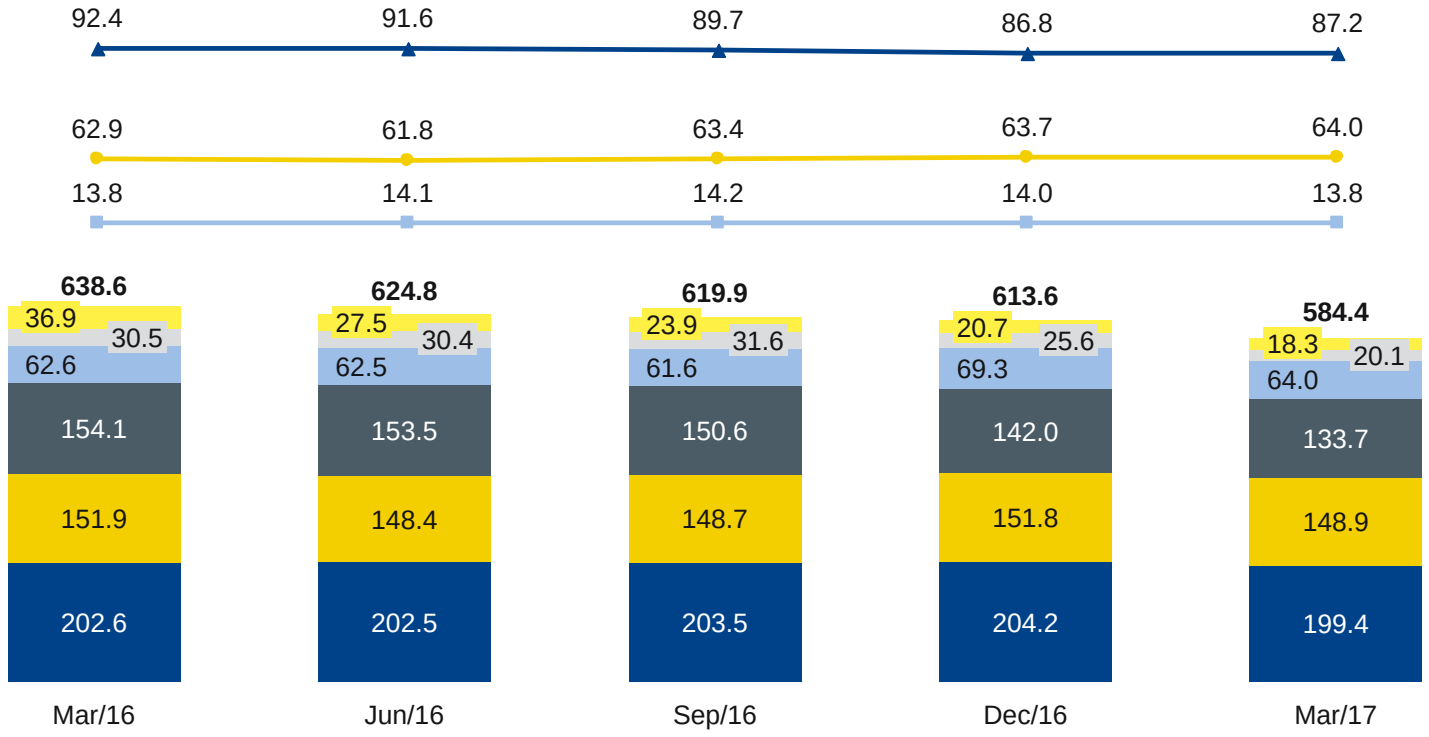




Mar/17

Funding

R$ billion



(1) Includes part of the balances of the Private Securities (Note 17). (2) Includes the balance of CRI (Certificates of Real Estate Receivables). (3) It refers to Deposits + Agribusiness Letters of Credit and Mortgage Letters of Credit quarterly cost.

Sources

R$ million

	Sep/15	Dec/15	Mar/16	Jun/16	Sep/16	Dec/16	Mar/17
Commercial Funding[1]	660,175	669,506	638,611	624,778	619,944	613,611	584,445
Domestic Onlending	90,543	90,065	88,082	86,603	85,078	83,083	81,431
Subordinated Debt	59,951	59,936	58,049	58,648	60,027	61,976	61,123
Foreign Borrowing[2]	86,931	74,696	58,463	50,911	52,578	50,471	47,581
Hybrid Capital Instruments	40,082	37,342	34,806	31,068	31,825	31,466	31,206
Financial and Development Funds	14,675	15,003	14,781	13,741	14,620	14,791	14,817
Commercial Paper[3]	65	2,117	2,309	2,393	2,673	2,734	2,812
Compulsory Deposits	(60,362)	(60,811)	(62,613)	(65,404)	(63,637)	(63,451)	(61,619)
Total	**892,059**	**887,854**	**832,489**	**802,737**	**803,107**	**794,680**	**761,795**

(1) Includes part of the balances of Private Securities on Notes to the Consolidated Financial Statements. (2) Includes Foreign Borrowing, Foreign Securities, Foreign Onlending and Subordinated Debt Abroad. (3) Includes Letters of Credit and Debentures.

Sources

R$ million

Commercial Funding

	Sep/15	Dec/15	Mar/16	Jun/16	Sep/16	Dec/16	Mar/17
Savings Deposits	149,764	151,845	151,919	148,368	148,681	151,763	148,910
Agribusiness Letters of Credits	134,555	134,823	135,420	135,418	133,098	124,965	112,720
Judicial Deposits	116,107	113,652	114,140	116,655	119,281	121,969	121,931
Time Deposits	89,068	90,890	88,463	85,834	84,199	82,234	77,511
Demand Deposits	66,063	66,550	62,631	62,550	61,623	69,349	63,960
Rep. Agreement with Private Securities[1]	44,678	52,142	30,471	30,415	31,621	25,591	20,135
Interbank Deposits	41,465	41,483	36,885	27,473	23,919	20,665	18,265
Mortgage Bonds[2]	18,474	18,121	18,681	18,066	17,521	17,074	21,012
Total	**660,175**	**669,506**	**638,611**	**624,778**	**619,944**	**613,611**	**584,445**

Foreign

	Sep/15	Dec/15	Mar/16	Jun/16	Sep/16	Dec/16	Mar/17
Foreign Securities	44,085	33,500	22,885	18,631	20,274	20,393	20,540
Foreign Borrowing	31,236	29,617	25,178	22,763	22,812	20,409	17,769
Foreign Onlending	9	10	0	0	0	0	0
Subordinated Debt Abroad	11,600	11,569	10,400	9,517	9,491	9,668	9,271
Total	**86,931**	**74,696**	**58,463**	**50,911**	**52,578**	**50,471**	**47,581**

(1) Includes part of the balances of the Private Securities shown on Notes to the Consolidated Financial Statements. (2) Includes the balance of CRI (Certificates of Real Estate Receivables)

Current Debt Issued Abroad

Issue Date	Call Date	Spread over Treasury	Term in Years	Maturity	Volume (US$ thousand)	Currency	Rating S&P/Moody's/Fitch	Structure	Outstanding amount (US$ thousands)
07/18/2007		-	10	07/18/2017	187,198	BRL	SR / Ba2 / SR	GMTN	110,486.77
04/29/2008		-	10	06/15/2018	150,000	USD	BBB / Ba1 / SR	MT 100	30,000.00
10/20/2009	10/20/2020	-	Perpetual	Perpetual	1,500,000	USD	SR / B2 / SR	Perpetual	1,498,500.00
01/22/2010		237.5	10	01/22/2020	500,000	USD	BB / Ba2 / BB	GMTN	500,000.00
10/05/2010		300	10	01/15/2021	660,000	USD	SR / Ba3 / SR	Subordinated	660,000.00
05/26/2011		287.5	11	01/26/2022	1,500,000	USD	SR / Ba3 / SR	Subordinated	1,500,000.00
01/20/2012	04/15/2023	732.7	Perpetual	Perpetual	1,000,000	USD	B- / SR / SR	Perpetual	648,727.00
03/05/2012	04/15/2023	-	Perpetual	Perpetual	750,000	USD	B- / SR / SR	Perpetual	750,000.00
06/19/2012		434.1	11	01/19/2023	750,000	USD	B / Ba3 / SR	Subordinated	750,000.00
10/10/2012		237.5	10	10/10/2022	1,925,000	USD	BB / Ba2 / BB	3(a)2	1,809,700.00
01/31/2013	04/15/2024	439.8	Perpetual	Perpetual	2,000,000	USD	B- / SR / SR	Perpetual	1,988,000.00
07/25/2013		EUR mid-swap+283.9	5	07/25/2018	929,775	EUR	BB / Ba2 / BB	GMTN	748,720.00
12/20/2013		CHF mid-swap+190	6	06/20/2019	306,988	CHF	BB / Ba2 / BB	GMTN	275,082.52
03/26/2014		EUR mid-swap+230	4	07/25/2018	417,210	EUR	BB / Ba2 / BB	GMTN	320,880.00
06/18/2014	06/18/2024	636.2	Perpetual	Perpetual	2,500,000	USD	B- / B2 / SR	Perpetual	2,169,700.00

Uses

R$ million

	Sep/15	Dec/15	Mar/16	Jun/16	Sep/16	Dec/16	Mar/17
Available Funds	166,819	153,218	116,384	106,054	122,741	139,059	130,150
Net Loan Portfolio (a)	725,240	734,636	716,105	696,683	680,366	655,621	631,645
Classified Loan Portfolio	712,471	719,568	703,878	691,832	672,638	653,591	638,336
Private Securities	44,695	48,645	47,625	41,819	45,242	38,100	29,724
Allowance for Loan Losses	(31,926)	(33,577)	(35,398)	(36,968)	(37,514)	(36,070)	(36,414)
Adjusted Net Loan Portfolio (a) - (b)	597,764	606,317	589,982	572,451	556,270	532,435	509,431
Domestic Onlending Loans (b)	127,476	128,319	126,122	124,232	124,096	123,186	122,215
Total	**892,059**	**887,854**	**832,489**	**802,737**	**803,107**	**794,680**	**761,795**

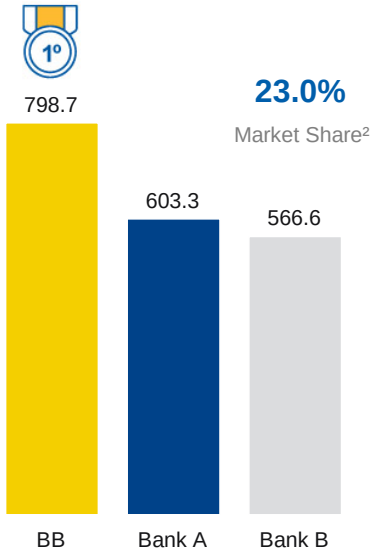
Banco do Brasil: Ratings

	Mar/13	Mar/14	Mar/15	Mar/16	Mar/17
Standard & Poor's					
Long-Term - Local Currency	BBB	BBB-	BBB-	BB	BB
Long-Term - Foreign Currency	BBB	BBB-	BBB-	BB	BB
Moody's					
Long-Term Debt - Foreign Currency	Baa1	Baa2	Baa2	Baa3	Ba2
Long-Term Deposits - Foreign Currency	Baa2	Baa2	Baa2	Ba3	Ba3
Long-Term Deposits - Local Currency	A3	Baa2	Baa2	Ba2	Ba2
Fitch Ratings					
Long-Term - Local Currency	BBB	BBB	BBB	BB+	BB
Long-Term - Foreign Currency	BBB	BBB	BBB	BB+	BB

Leaderships

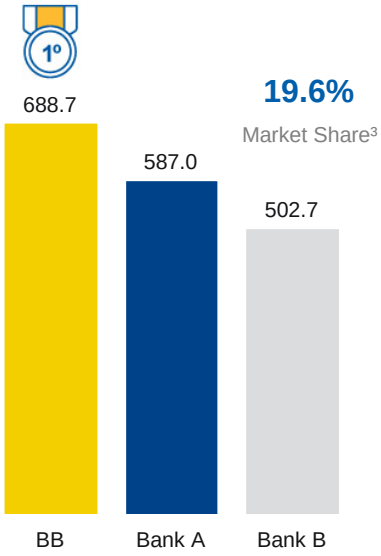
R$ billion

Assets under Management[1]



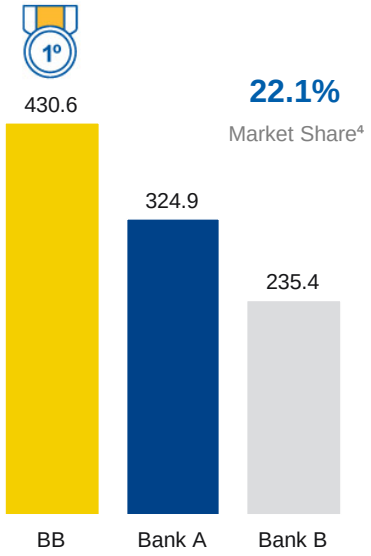
23.0%
Market Share[2]

Loan Portfolio



19.6%
Market Share[3]

Deposits



22.1%
Market Share[4]

BB Seguridade[5]

- 1º **Rural**
- 1º **Pension Plan**
- 2º **Life**
- 2º **Premium Bonds**
- 2º **Vehicle**

(1) It does not include Banco Votorantim. (2) Source: Anbima – Mar/17. (3) Source: Banco Central do Brasil – Mar/17. (4) Source: Banco Central do Brasil – Dec/16. (5) Source: SUSEP – Mar/17.

Corporate Governance

Decisions at any level are collectively made, involving all the senior executives in the definition of the strategies and approval of the different businesses of Banco do Brasil.

Objective

Mitigate risks, share visions, aggregate value and quality to the decision making process and disseminate knowledge.

The Only Brazilian Bank listed since 2006 in this BM&F Bovespa (now B3 – Brasil, Bolsa, Balcão) segment, comprised of companies that **voluntarily** adopt the best practices in corporate governance.

2 Superior Committees[1]		
Asset, Liabilities and Liquidity Management Superior Committee	Global Risk Superior Committee	
16 Executive Committees[1]		
Investor Relations Executive Committee		
Credit Risk Executive Committee	Credit Limit Executive Committee	Ethics Executive Committee
Capital Management Executive Committee	Products and Services Executive Committee	Market and Liquidity Risk Executive Committee
Related Companies Governance Executive Committee	Internal Controls and Operational Risk Executive Commitee	Prevention of Financial, Foreign Exchange Illicit and Information Security Executive Committee
Administrative and Operational Executive Committee	Operations Executive Committee	Disciplinary Review Executive Committee
Human Resources Executive Committee	Strategic Portfolio Management Executive Committee	Asset & Liabilities Management and Liquidity Executive Committee
Other Committees[1]		
Operations Committee	Resources Committee	Process Management and IT Committee

(1) As of March 31, 2017.

Customer Segmentation

Companies[1]

Industry	Commerce and Services	
> R$ 1.5bn	> R$ 2bn	Large Corporate
> R$ 400mm ≤ R$ 1.5bn	> R$ 600mm ≤ R$ 2bn	Corporate
> R$ 120mm ≤ R$ 400mm	> R$ 200mm ≤ R$ 600mm	Empresarial Upper Middle
> R$ 25mm ≤ R$ 120mm	> R$ 25mm ≤ R$ 200mm	Empresarial Middle
> R$ 5mm ≤ R$ 25mm		Empresa
> R$ 1mm ≤ R$ 5mm		Pequena Empresa
≤ R$ 1mm		Microempresa

Individuals

Private	Annual Income ≥ R$ 10mm Investments ≥ R$ 2mm
Estilo / Estilo Digital[2]	Monthly Income ≥ R$ 8k Investments ≥ R$ 100k < R$ 2mm
Personalizado / Exclusivo[2]	Monthly Income ≥ R$ 4k < R$ 8k Investments ≥ R$ 40k < R$ 100k
Varejo	Monthly Income ≥ R$ 1.5k < R$ 4k Investments ≥ R$ 5k < R$ 40k
Mercado Emergente	Monthly Income < R$ 1.5k Investments < R$ 5k

(1) Based on Companies annual revenues. (2) Digital Service only.


Digital
Banking

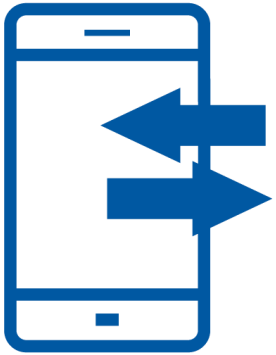
Digital Channels

Mar/17

Transactions

Mobile	44.9%
Internet	24.7%
ATM	14.2%
In Branches[1]	3.7%
Other[2]	12.5%

Mobile is the customers' favorite channel to do their transactions



Mar/17: 11.1 million
mobile users
Mar/16: 7.6 million

3.1 billion
of mobile transactions in 1Q17,
33.2% growth compared to 1Q16.

(1) Branch cashier. (2) POS, Banking Agents and others.

Digital Strategy – Improvement in customer experience

Human Solutions



Branch
Relationship Manager



DIGITAL RELATIONSHIP
Manager

	Branch Relationship Manager	DIGITAL RELATIONSHIP Manager
Individuals	From 10am to 4pm	From 8am to 10pm
Companies	From 10am to 4pm	From 8am to 6pm

Specialized Advisory

Digital Solutions

- ☑ Telephone
- ☑ E-mail
- ☑ Chat / messages
- ☑ Videoconference
- ☑ Documents Electronic Exchange
- ☑ Double Confirmation

Digital Strategy Evolution

Dec/16

High Income customers in Portfolio

4.3 MM Customers

High Income customers in the Digital Model

1.3 MM Customers

ESTILO DIGITAL

Digital Service units

250 branches

1 office

1,085 customers

EXCLUSIVO

34 Offices

175 thousand Exclusivo customers

Mar/17

High Income customers in Portfolio

4.4 MM Customers

High Income customers in the Digital Model

1.7 MM Customers

ESTILO DIGITAL

Digital Service units

250 branches

2 offices

1,135 customers

EXCLUSIVO

36 Offices

602 thousand Exclusivo customers

Digital Innovation

Mobile Account opening

More than 522 thousand accounts opened[1]

It provides the best customer experience, through a simple and digital process, stimulating banking inclusion and financial education.



Minhas Finanças

1.4 MM users in the first month

- Mobile solution developed under BB App that assists customers in managing their monthly budget.
- Users can check all current account and credit and debit card postings, separated into consumption groups, providing a complete and customized analysis of their financial life.

(1) Between 11/01/2016 and 03/31/2017.

Credit Card / Digital Solutions



APP Ourocard

Since launch

- More than 900 thousand downloads
- About 320 thousand active customers

Payment with Livelo Points

- Launched in March / 2017, it uses NFC technology - mobile payment.
- First Bank to introduce the concept of "loyalty wallet" in Brazil.
- Since the launch[1], around 200,000 points have been used to pay for purchases.

Ourocard-e

- 1Q17 cards turnover of R$ 80 million, up 9.5% from 4Q16.
- More than 450 thousand Ourocard-e generated since launch.

Ourocard Bracelet (Launch in May 2017)

- First wearable mean of payment lauched by BB.
- Can be used in Credit and Debit Functions.
- Uses NFC technology - mobile payment.

Samsung Pay

- Payments with NFC or MST technology.
- It complements BB's solutions and strengthens the expansion of digital services.

(1) From 03/14/2017 to 04/25/2017.

02

EARNINGS HIGHLIGHTS

Highlights 1Q17 / 1Q16



Fee Income
12.3% growth.



Net interest Income[1]
Grew by **0.8%.**



Administrative Expenses
Under control, **0.4%** decline.

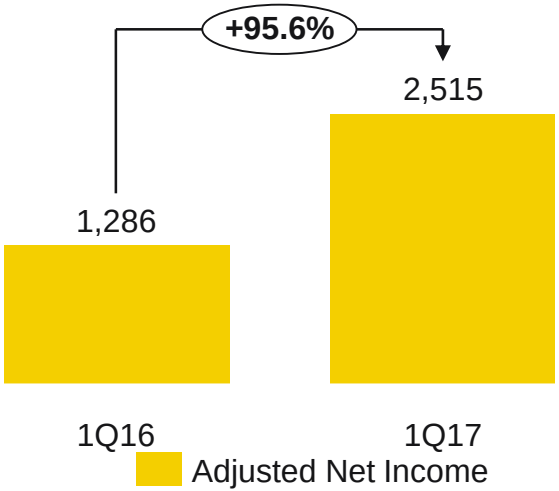


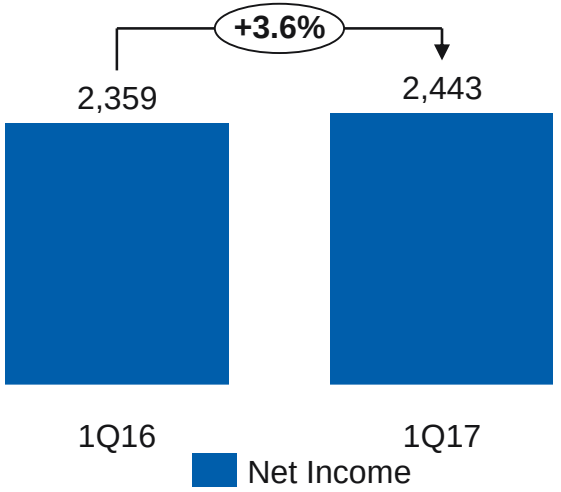
Cost to income ratio[2]
Reached **39.3%.**

(1) Net of write-off recovery.
(2) Cost to Income Ratio: Administrative Expenses / Operating Revenues accumulated in 12 months. Data from the Income Statement with Reallocations.

Net Income

R$ million



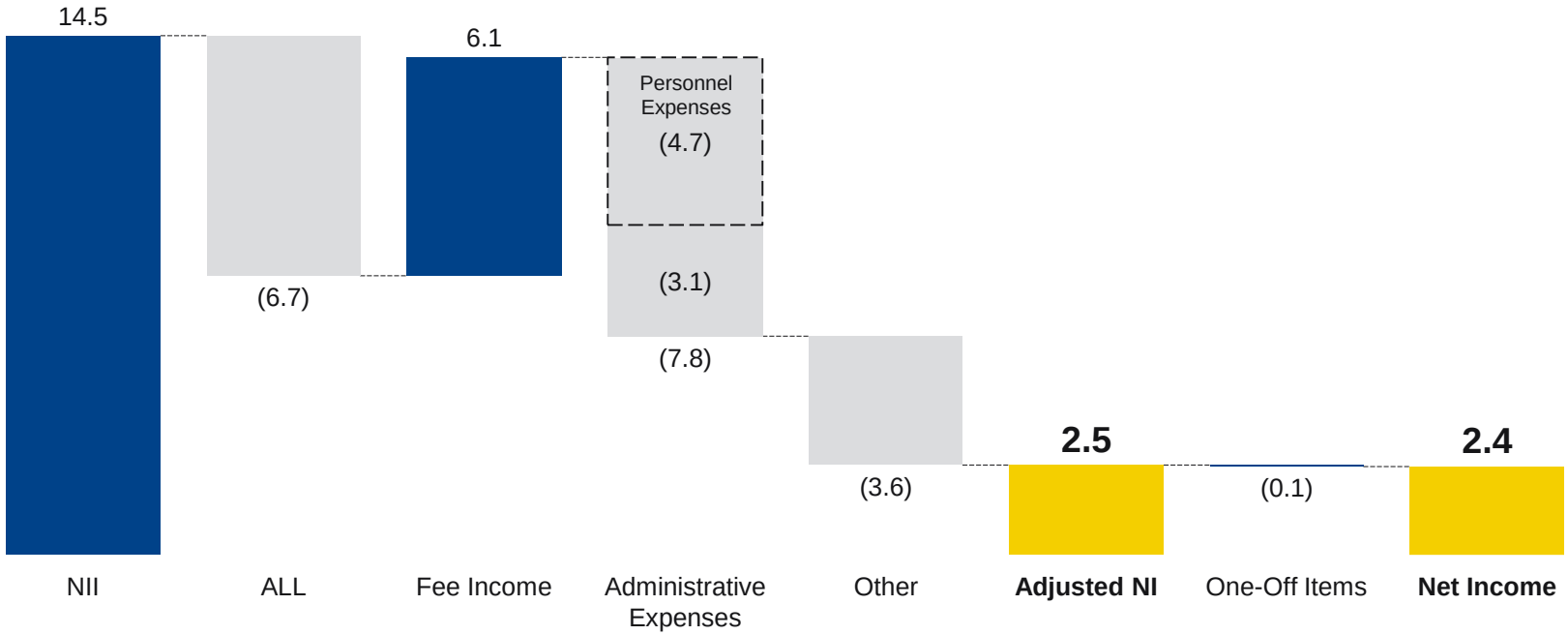


Profitability Ratios

	1Q16	4Q16	1Q17
Shareholders ROE %	7.4	9.6	13.7
Market ROE %	6.6	8.7	12.4

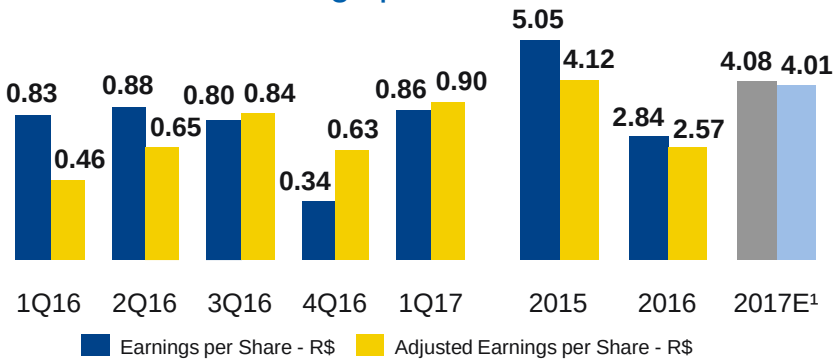
Earnings Breakdown (1Q17)

R$ billion

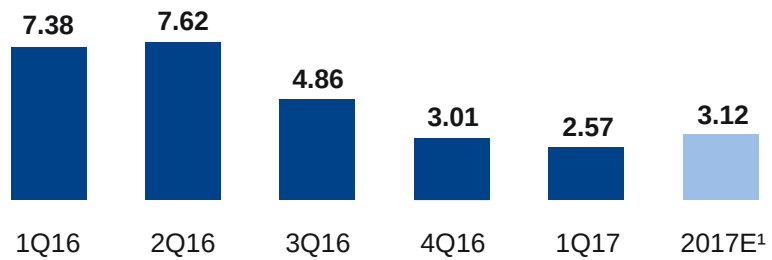


Market Ratios

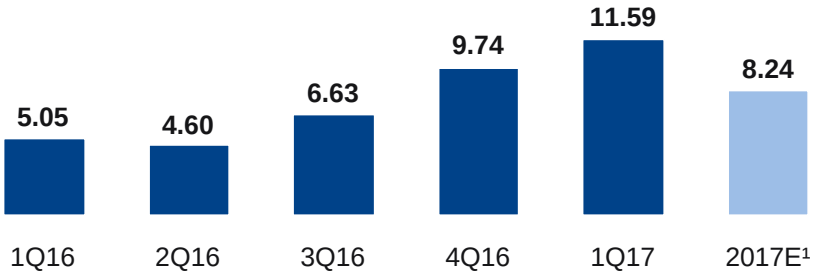
Earnings per Share



Dividend Yield² (%)

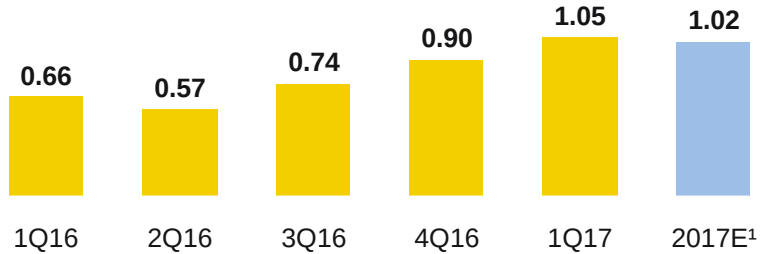


Price/Earnings 12 months



Source: Economatica.

Price/Book Value

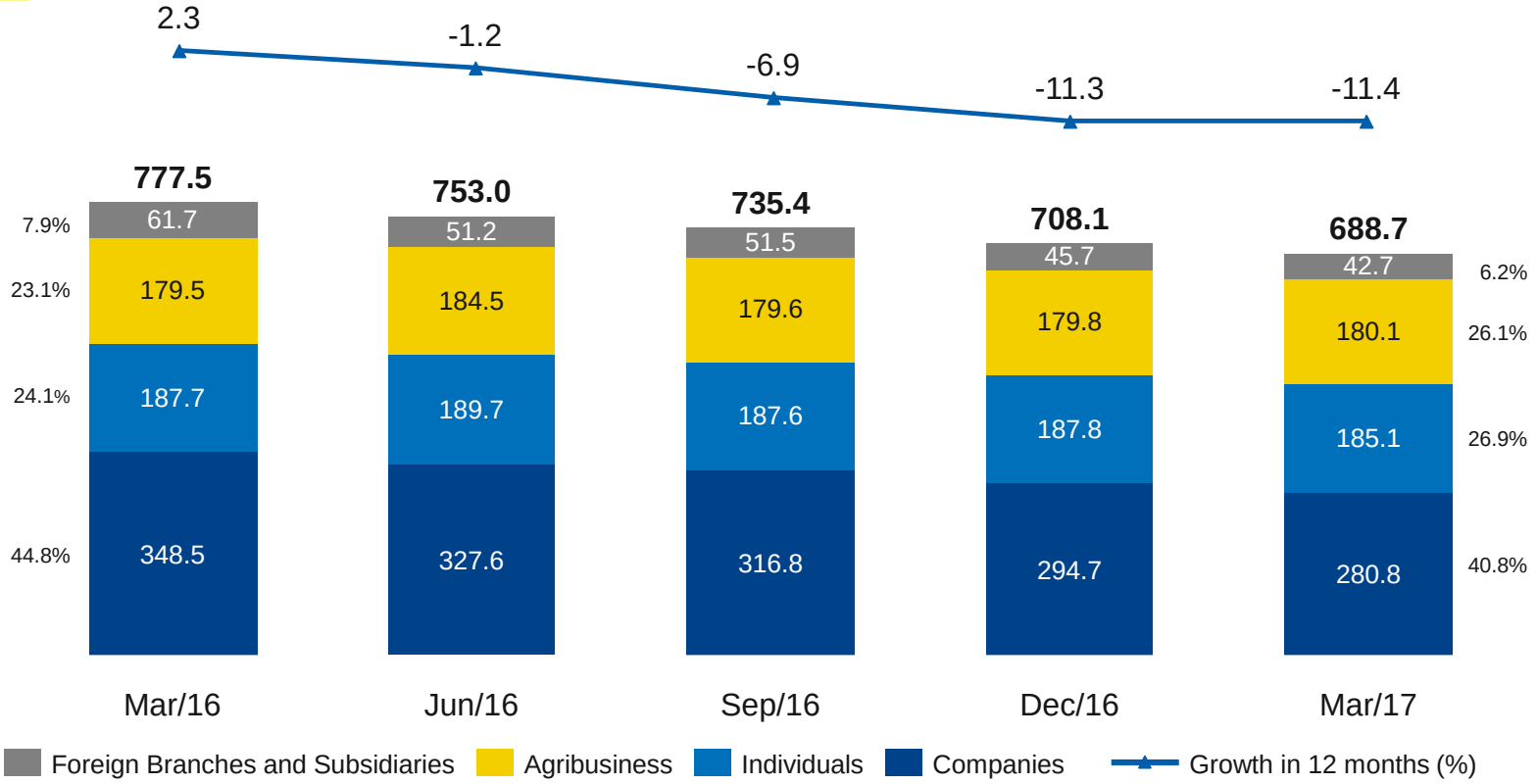


Source: Economatica.

(1) Bloomberg estimative in 05/ 05/2017 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: Economatica.

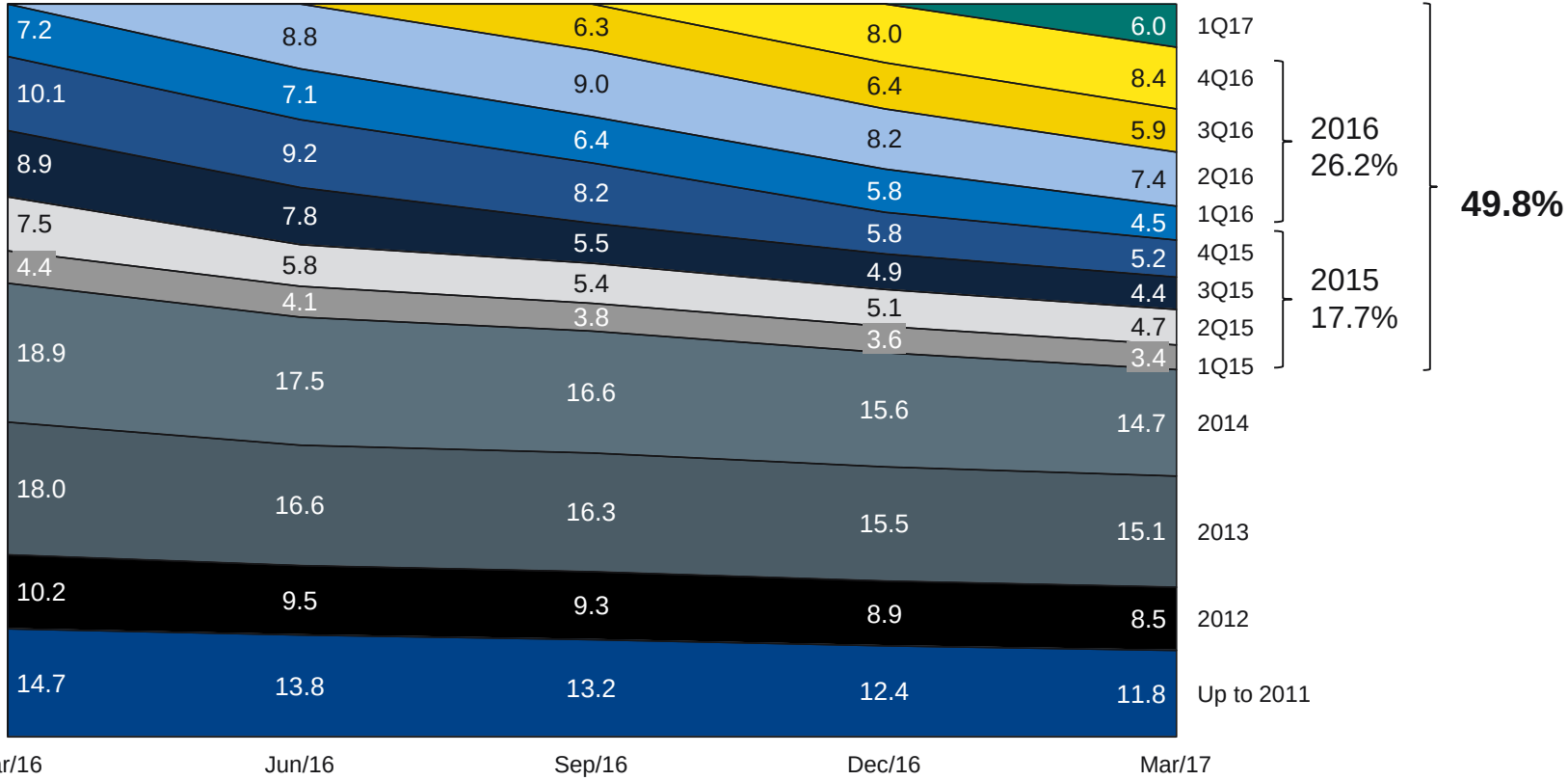
Loan Portfolio – Broad Concept[1]

R$ billion



(1) It includes private securities and guarantees provided.

Loan Portfolio (by closing date of the loan)[1]



(1) BB Classified Loan Portfolio.

Loans to Individuals[1]

R$ million

	Mar/16		Dec/16		Mar/17	
Payroll Loan	62,589		62,491		62,442	
Mortgage	38,446	75.7%	42,055	75.5%	42,635	75.9%
Salary Loan	19,161		19,258		19,716	
Auto Loan	7,844		6,230		5,769	
Credit Card	22,730		24,617		23,776	
Consumer Finance	7,607		6,180		5,841	
Overdraft Account	2,830		2,298		2,580	
Microcredit	706		689		602	
Renegotiated Loan	6,108		7,787		8,049	
Other	1,032		735		643	
Total	**169,054**		**172,340**		**172,054**	

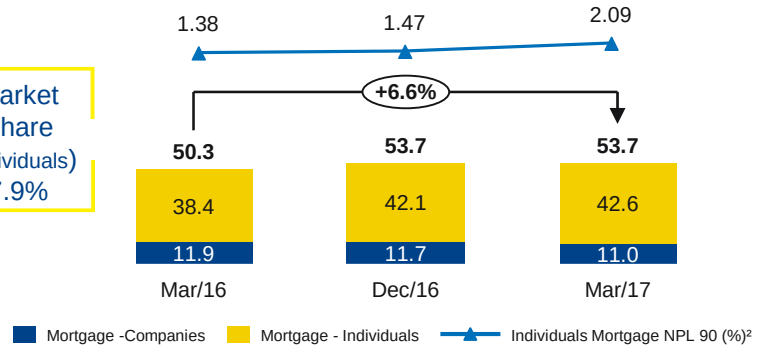
(1) It considers the organic Loan Portfolio.

Individuals Portfolio[1]: Lower risk lines of credit

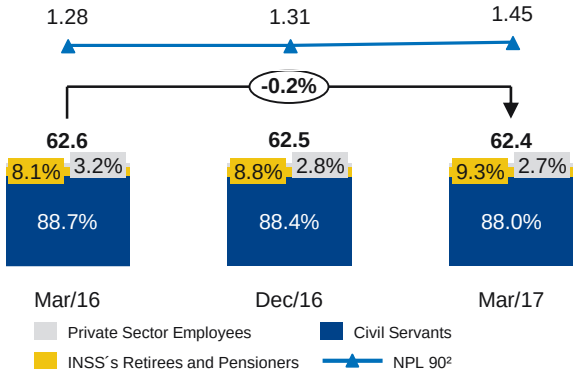
R$ billion

Mortgages

Market Share (Individuals) 7.9%

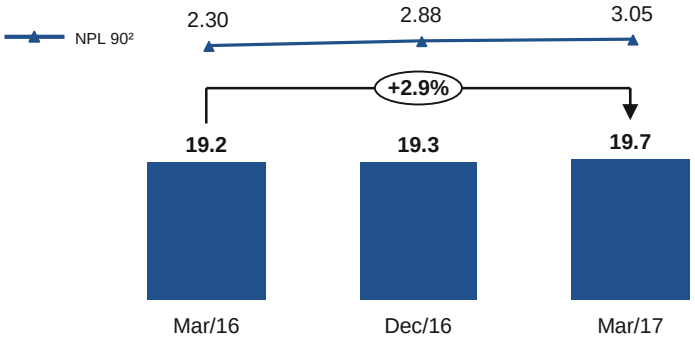


Payroll

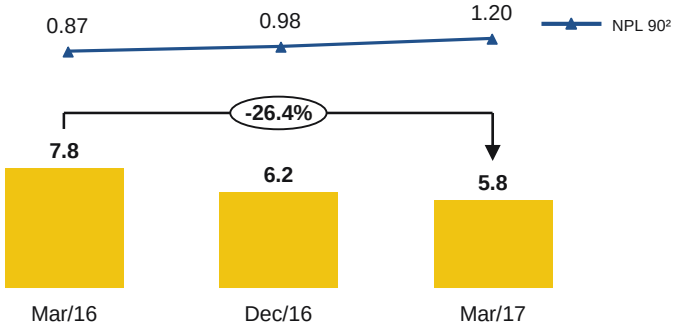


Market Share 21.5%

Salary Loans



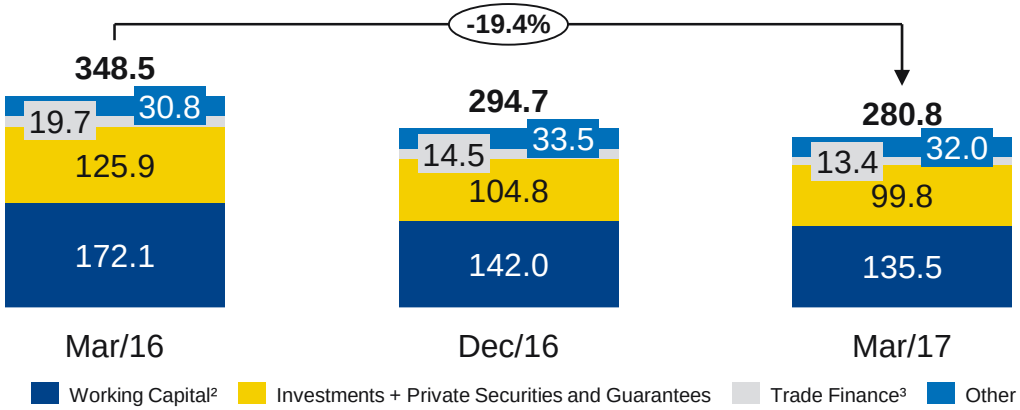
Auto Loans



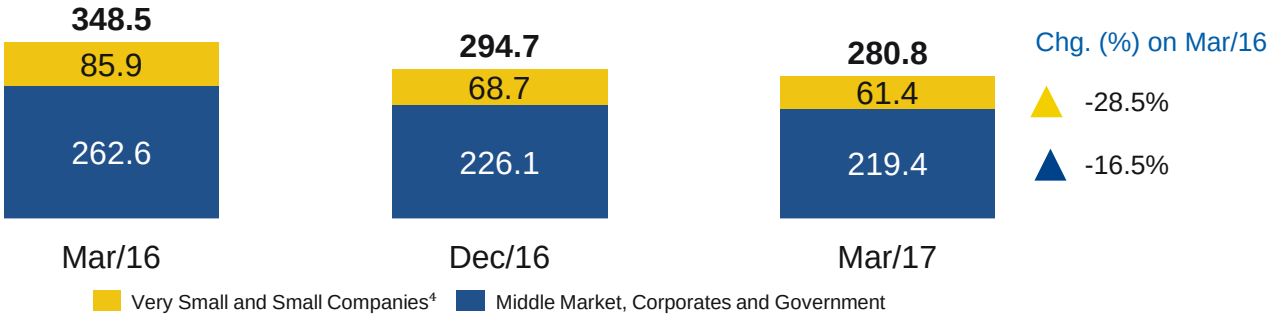
(1) BB Organic Portfolio. (2) BB Classified Loan Portfolio.

Loans to Companies – Broad Concept[1]

R$ billion



Corporate Portfolio by Size



(1) It includes private securities and guarantees provided. (2) It includes Working Capital, Receivables, Credit Card and Overdraft Account. (3) It Includes FEC/ACE and BNDES Exim. (4) Companies with annual revenues up to R$ 25 million.

Companies Portfolio by Macro-sector[1]

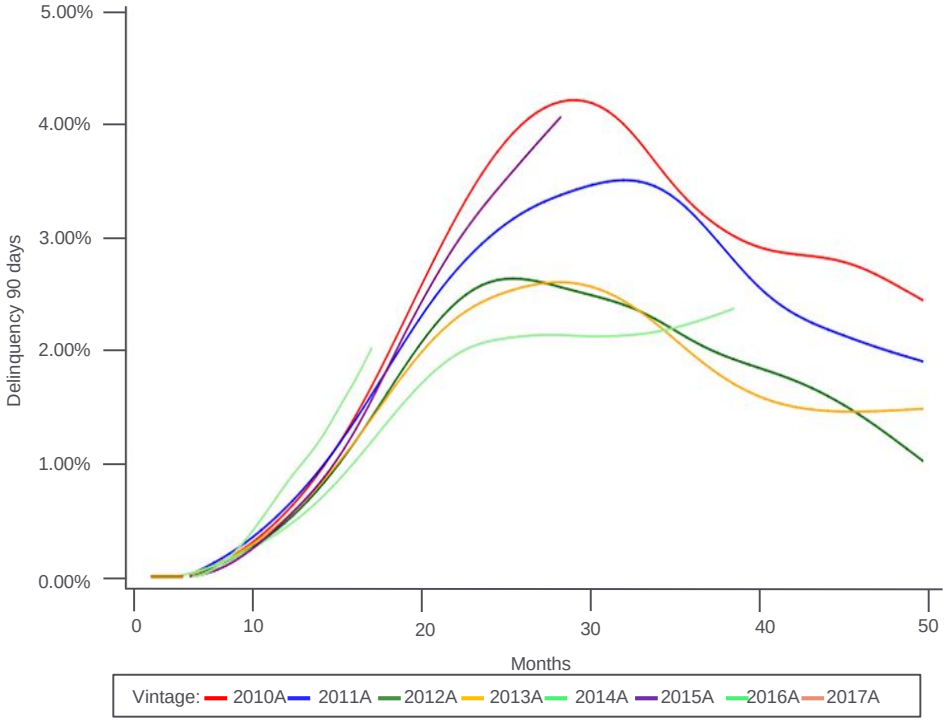
R$ million

R$ million	Balance						Chg. (%) on	
Macro-Sector[1]	Mar/16	Share %	Dec/16	Share %	Mar/17	Share %	Mar/16	Dec/16
Oil and Gas	45,739	10.1	38,901	10.3	38,436	10.8	(16.0)	(1.2)
Public Administration	39,858	8.8	38,811	10.3	38,303	10.7	(3.9)	(1.3)
Metalw orking and Steel	42,310	9.3	35,058	9.3	33,938	9.5	(19.8)	(3.2)
Eletric Utilities	39,416	8.7	35,114	9.3	30,391	8.5	(22.9)	(13.4)
Food products of Vegetable Origin	33,862	7.5	29,388	7.8	27,913	7.8	(17.6)	(5.0)
Transportation	32,095	7.1	26,585	7.1	25,281	7.1	(21.2)	(4.9)
Services	23,056	5.1	19,149	5.1	22,099	6.2	(4.1)	15.4
Housing	21,358	4.7	19,843	5.3	18,668	5.2	(12.6)	(5.9)
Automobiles and Components	26,372	5.8	17,620	4.7	16,404	4.6	(37.8)	(6.9)
Food products of Animal Origin	17,188	3.8	15,792	4.2	14,892	4.2	(13.4)	(5.7)
Retail Trade	18,099	4.0	14,211	3.8	12,267	3.4	(32.2)	(13.7)
Construction Materials	14,733	3.3	12,297	3.3	11,508	3.2	(21.9)	(6.4)
Financials	16,933	3.7	10,067	2.7	9,709	2.7	(42.7)	(3.5)
Agricultural inputs	11,105	2.5	8,173	2.2	7,399	2.1	(33.4)	(9.5)
Textiles	11,103	2.5	8,098	2.1	7,282	2.0	(34.4)	(10.1)
Electrical and Electronic Goods	8,841	2.0	7,498	2.0	6,624	1.9	(25.1)	(11.6)
Pulp and Paper	9,776	2.2	7,229	1.9	6,345	1.8	(35.1)	(12.2)
Telecommunication Services	7,449	1.6	6,051	1.6	5,933	1.7	(20.3)	(1.9)
Chemicals	8,056	1.8	5,835	1.5	5,742	1.6	(28.7)	(1.6)
Heavy Construction	7,865	1.7	6,860	1.8	4,927	1.4	(37.4)	(28.2)
Furniture and Forest products	6,036	1.3	5,244	1.4	4,887	1.4	(19.0)	(6.8)
Wholesale Trade and Industries	7,122	1.6	5,425	1.4	4,697	1.3	(34.0)	(13.4)
Leather and Shoes	2,793	0.6	2,327	0.6	2,122	0.6	(24.0)	(8.8)
Beverages	1,631	0.4	1,298	0.3	1,258	0.4	(22.8)	(3.1)
Other Activities	69	0.0	40	0.0	12	0.0	(82.5)	(70.0)
Total	**452,866**	**100.0**	**376,914**	**100.0**	**357,038**	**100.0**	**(21.2)**	**(5.3)**

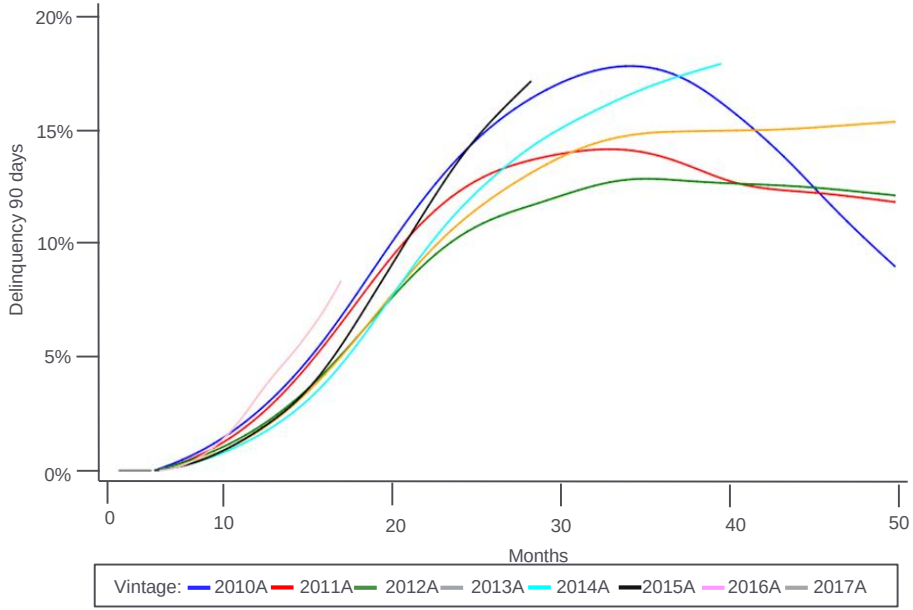
(1) It includes Companies and Agro Companies Portfolio.

Vintages

Annual Vintage – Individuals Loan Portfolio

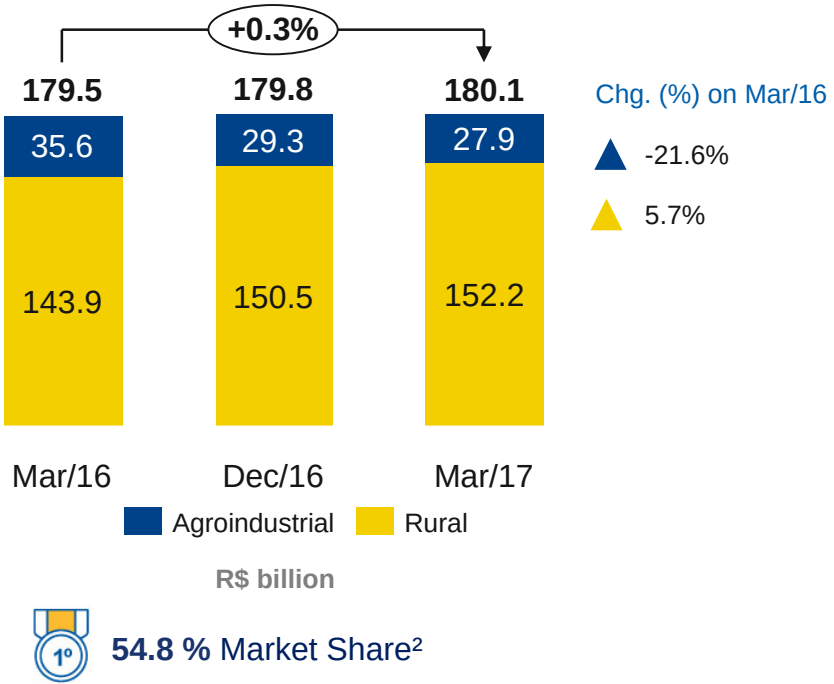


Annual Vintage – Very Small and Small Companies Loan Portfolio



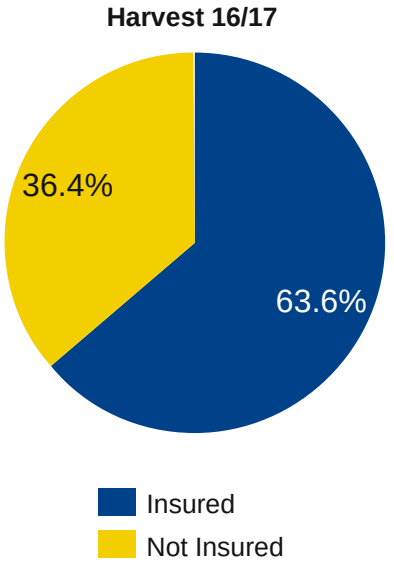
Agribusiness

Agribusiness Loan Portfolio by Purpose[1]



54.8 % Market Share[2]

Use of Mitigators (Working Capital)



(1) It includes Rural Product Bills and guarantees provided. (2) Source: Brazilian Central Bank – Mar/2017.

Total Loan Portfolio - Risk Level[1]

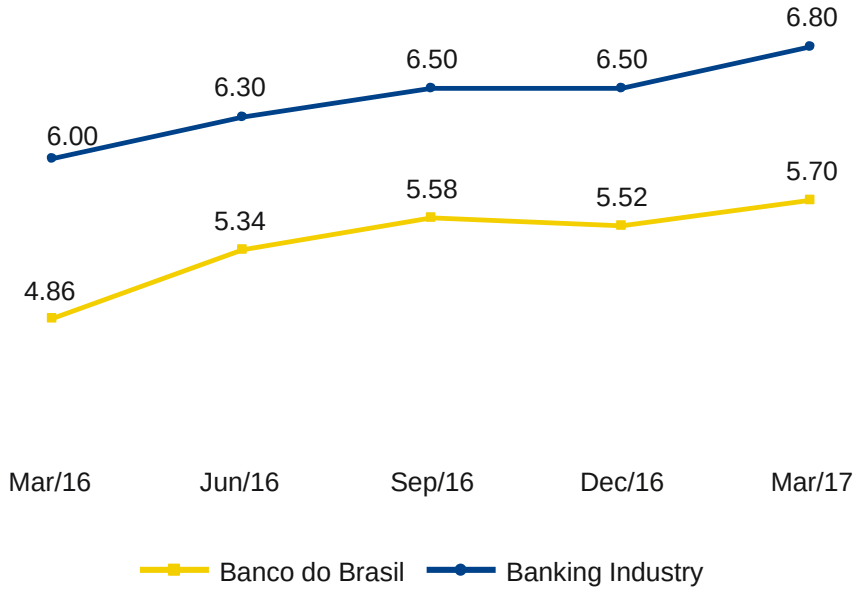
R$ million

	Mar/16			Dec/16					Mar/17				
	Balance	Provision	Share %	Balance	Provision Minimum	Provision Supplementary	Provision Required	Share %	Balance	Provision Minimum	Provision Supplementary	Provision Required	Share %
AA	373,760	-	53.0	302,706	-	-	-	46.3	307,437	-	-	-	48.2
A	138,407	692	19.7	104,838	524	25	549	16.0	92,266	461	41	502	14.5
B	115,445	1,154	16.4	118,672	1,187	257	1,443	18.2	108,754	1,088	304	1,391	17.0
C	25,554	767	3.6	67,285	2,019	1,039	3,058	10.3	68,783	2,063	1,096	3,159	10.8
D	6,303	630	0.9	14,981	1,498	214	1,712	2.3	16,477	1,648	246	1,894	2.6
E	12,353	3,706	1.8	16,064	4,819	-	4,819	2.5	14,175	4,253	-	4,253	2.2
F	5,352	2,676	0.8	5,823	2,911	-	2,911	0.9	6,559	3,279	-	3,279	1.0
G	7,133	4,993	1.0	5,484	3,838	-	3,838	0.8	6,493	4,545	-	4,545	1.0
H	19,570	19,570	2.8	17,738	17,738	-	17,738	2.7	17,391	17,391	-	17,391	2.7
Total	**703,878**	**34,189**	**100.0**	**653,591**	**34,535**	**1,535**	**36,070**	**100.0**	**638,336**	**34,728**	**1,686**	**36,414**	**100.0**
AA-C	653,166	2,613	92.8	593,501	3,729	1,321	5,051	90.8	577,241	3,612	1,440	5,052	90.4
D-H	50,711	31,575	7.2	60,090	30,806	214	31,019	9.2	61,095	31,116	246	31,362	9.6

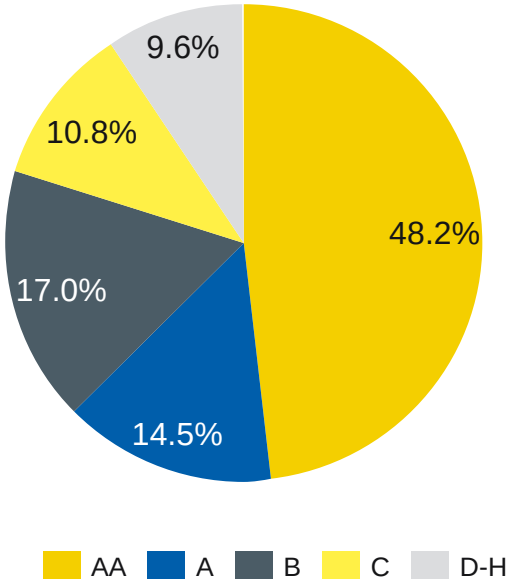
(1) BB Classified Loan Portfolio.

Average Risk and Loan Portfolio by Risk Level

Average Risk[1] (%)



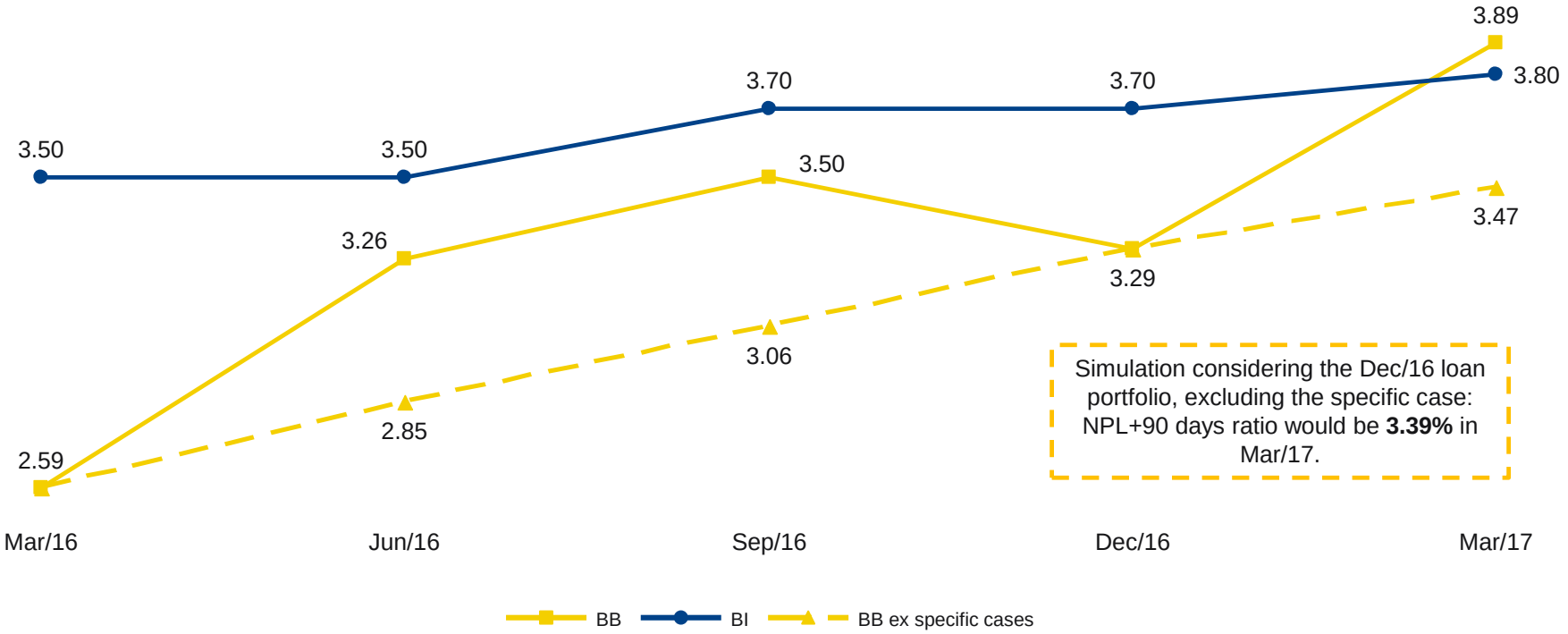
Loan Portfolio by Risk Level



90.4% of the transactions are concentrated in levels AA to C

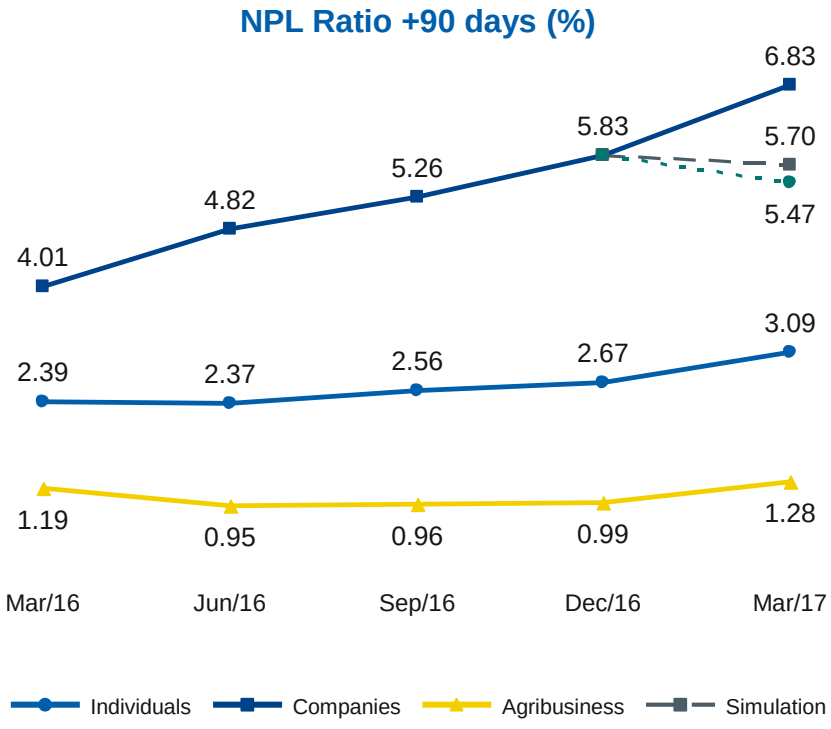
(1) Required Provision / BB Classified Loan Portfolio. Source: SGS (Brazilian Central Bank).

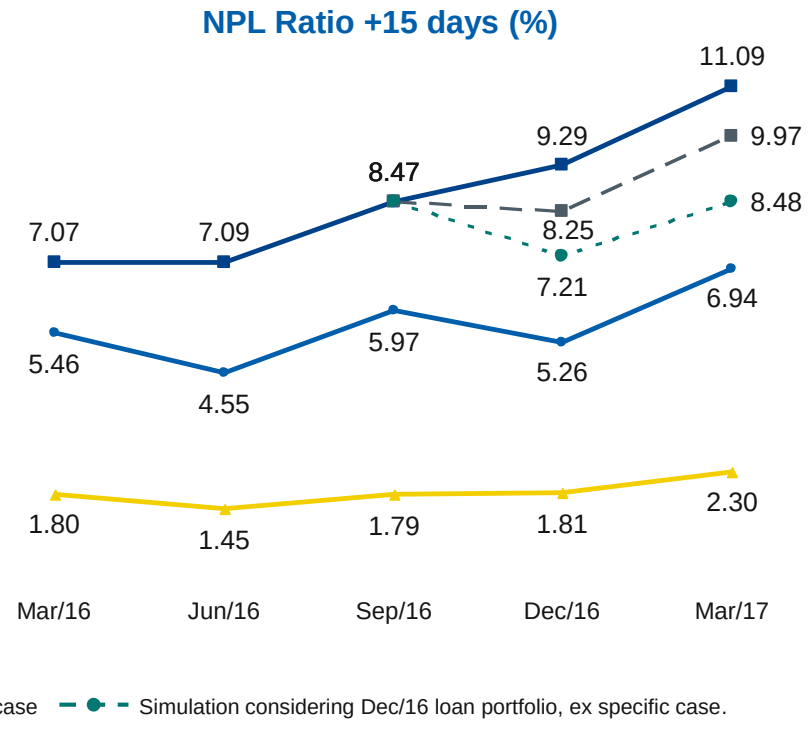
Delinquency Ratios (+90 days)[1]

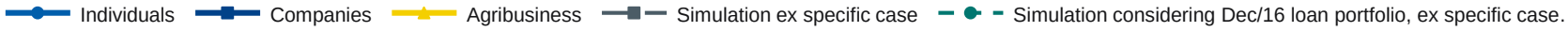


(1) BB Classified Loan Portfolio.

Delinquency Ratio[1] by Segment

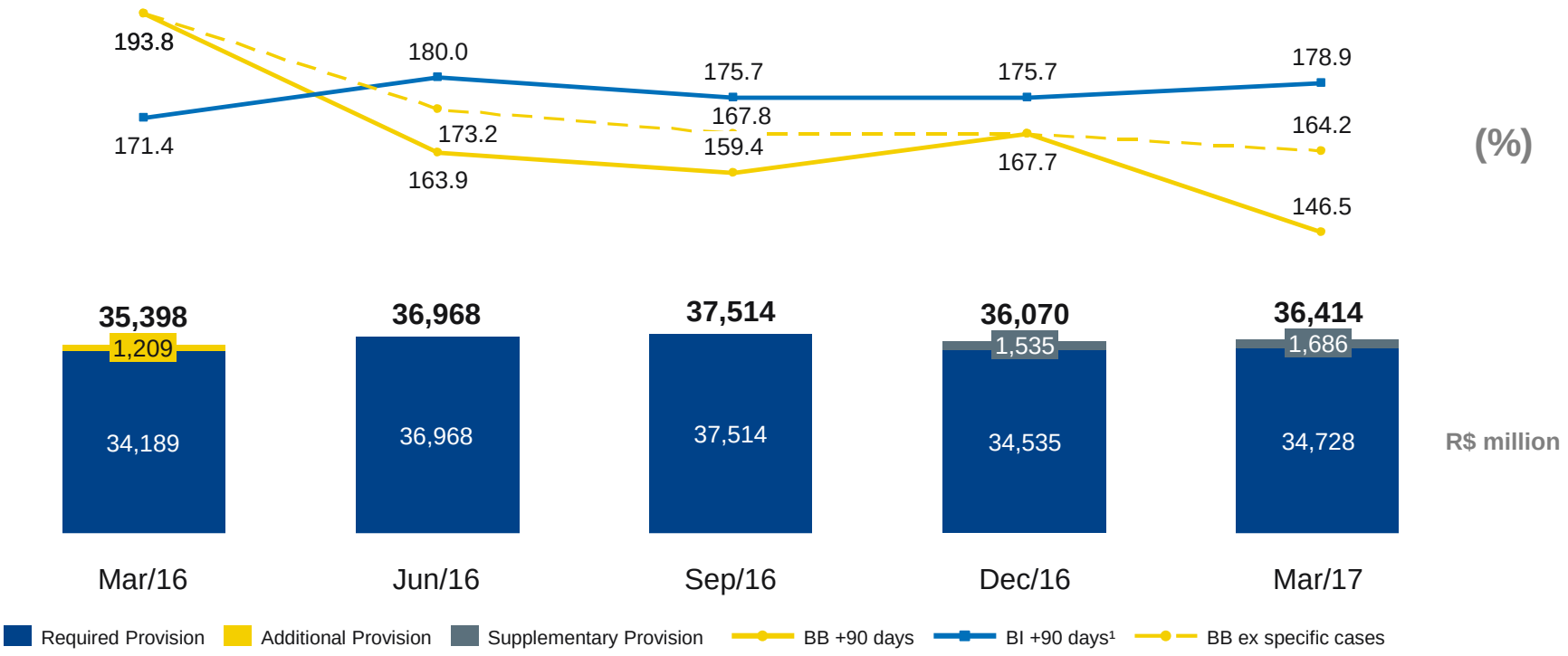






(1) BB Classified Loan Portfolio.

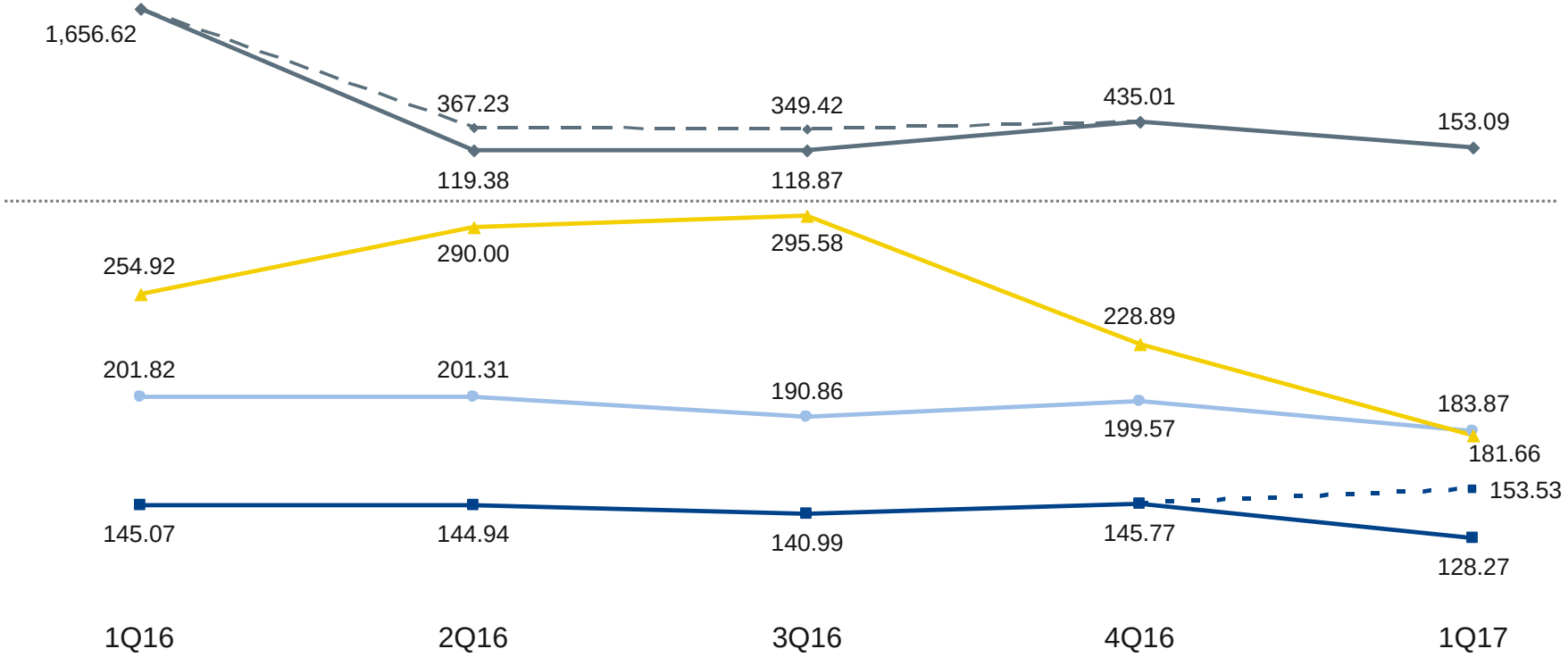
ALL Balance and Coverage Ratio



(1) Ratio created through Average Risk Index available at SGS (Time Series Management System) of the Brazilian Central Bank.

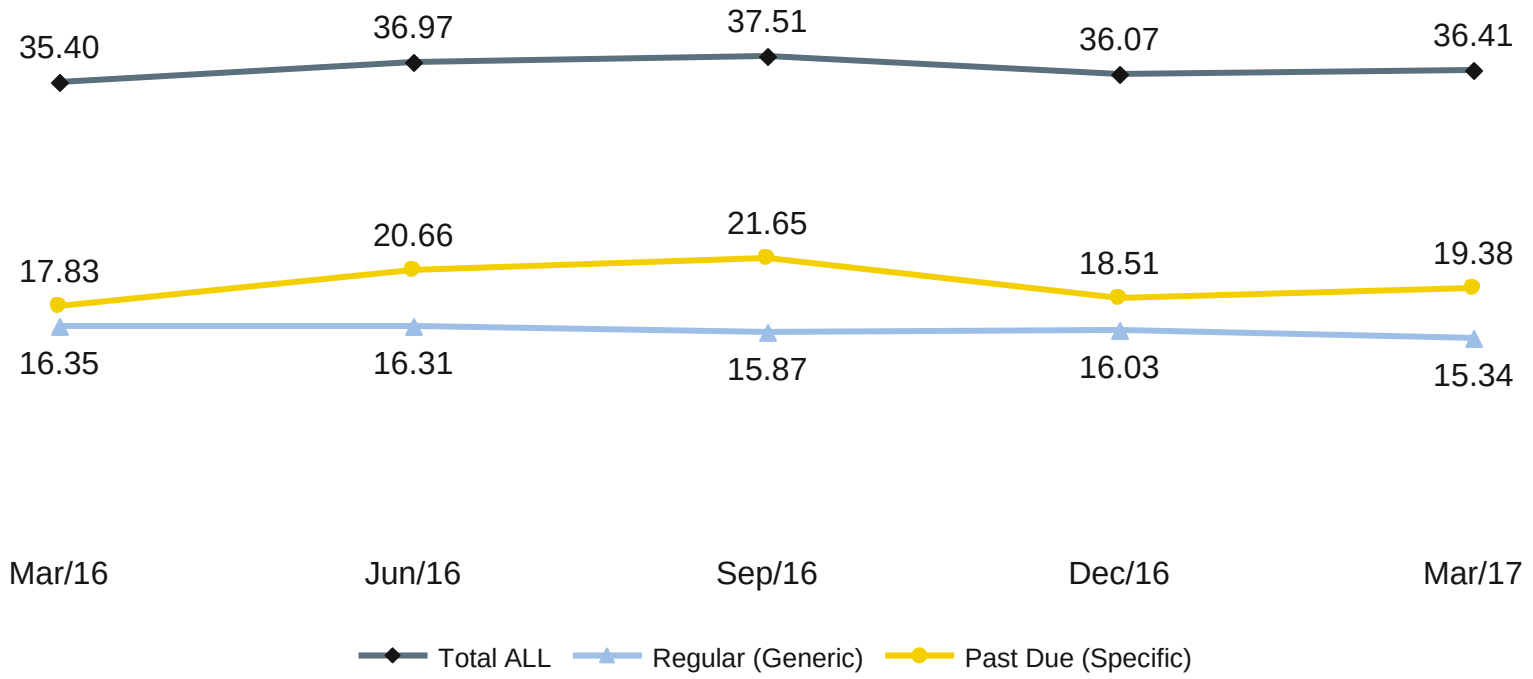
Coverage Ratio by Segment

%

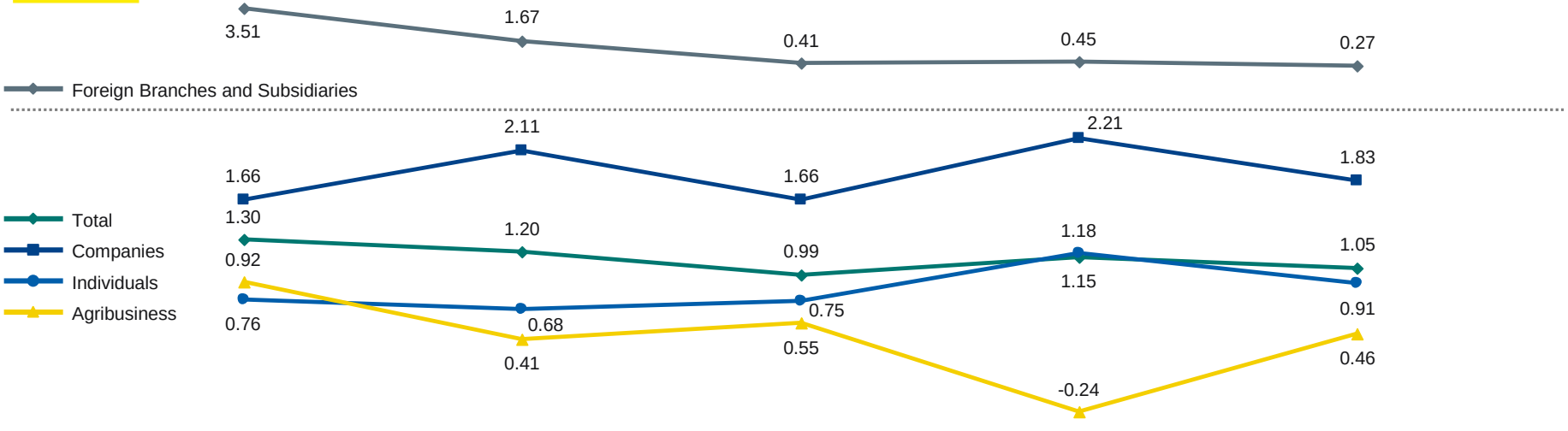


ALL Balance – Regular and Past Due Transactions

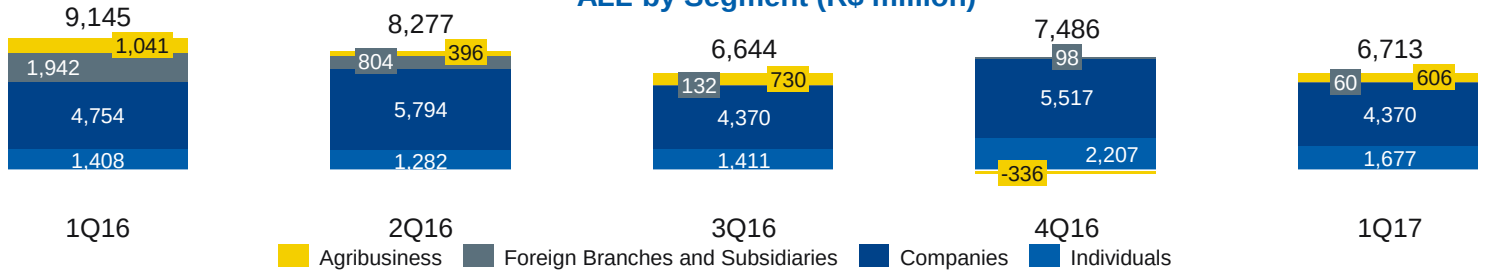
R$ billion



Provision Flow / Loan Portfolio (%)



ALL by Segment (R$ million)[1]

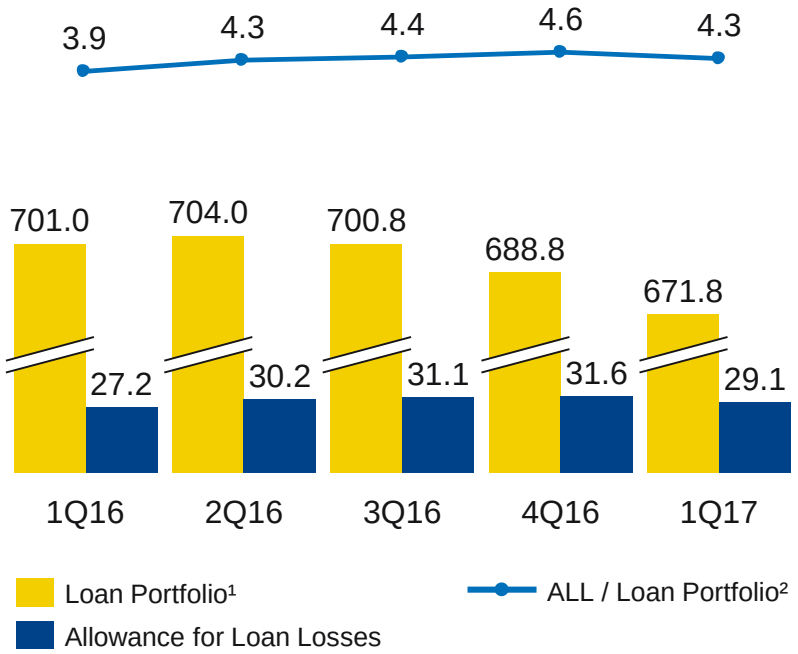


(1) Quartely ALL expenses gross of write-off recovery. It does not consider additional provision.

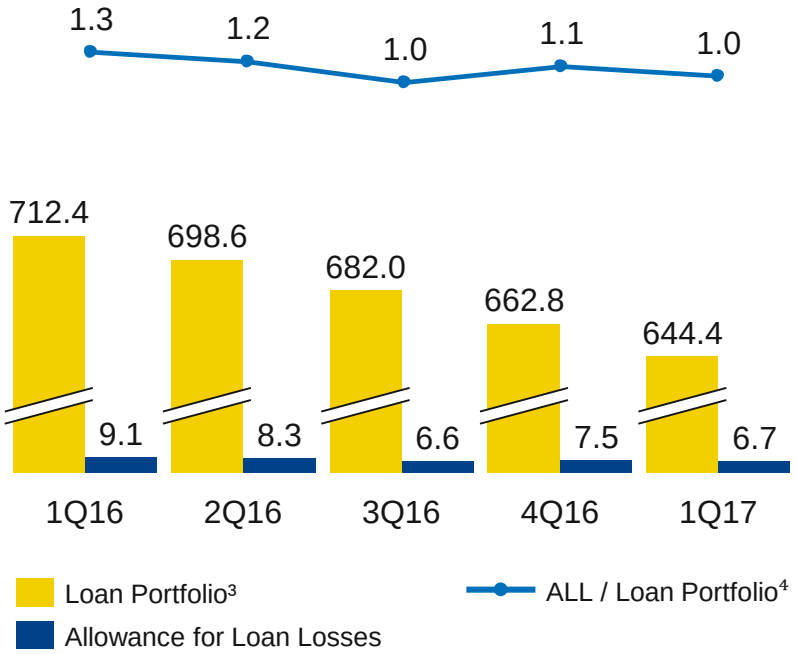
Allowance for loan Losses (ALL) and Loan Portfolio

R$ billion

ALL (12 months) / Loan Portfolio

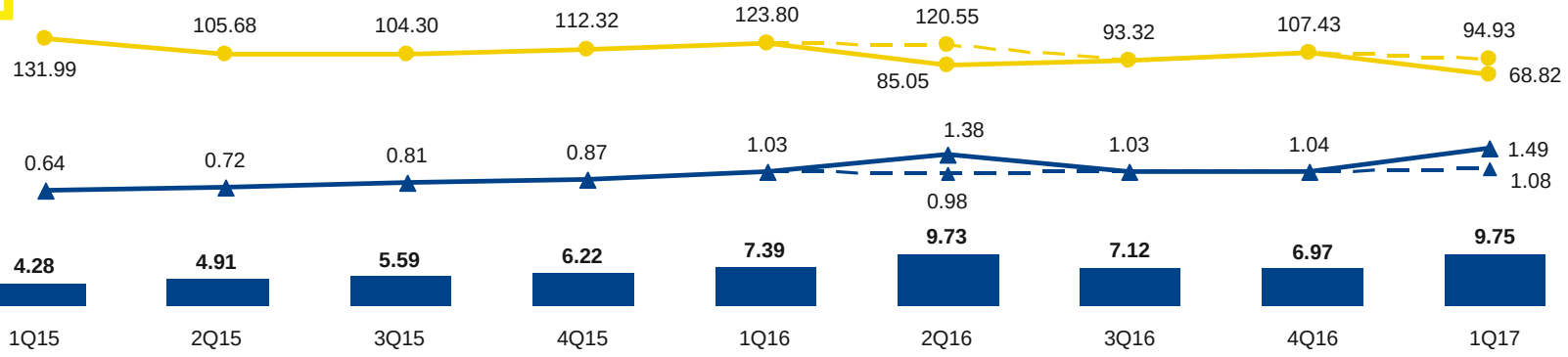


ALL (quarterly) / Loan Portfolio



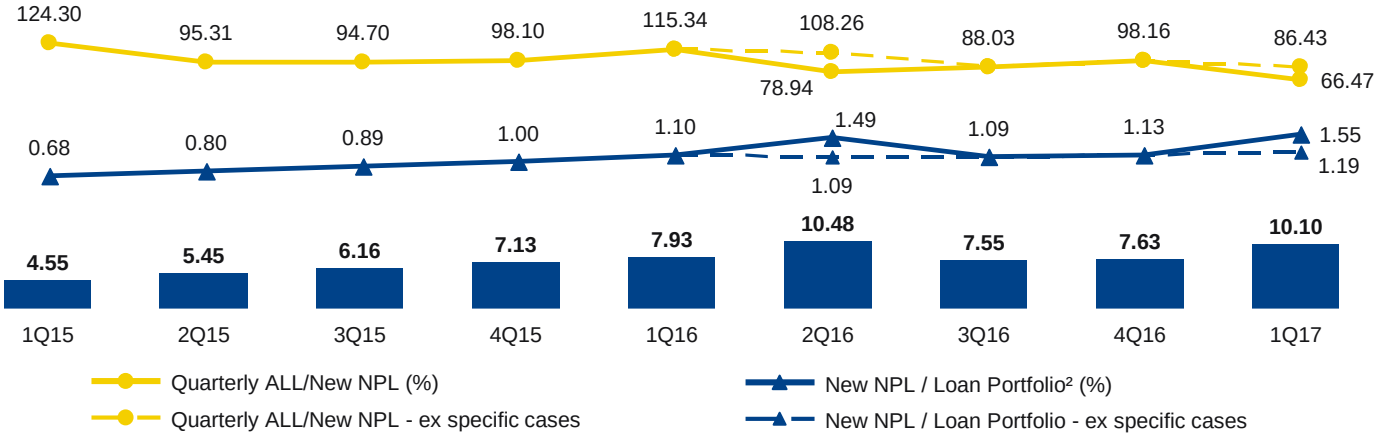
(1) 12 months Average Loan Portfolio. (2) ALL expenses accumulated in 12 months / 12 months Average Loan Portfolio. (3) 3 months Average Loan Portfolio. (4) Quarterly ALL Expenses / 3 months Average Loan Portfolio.

NPL Formation



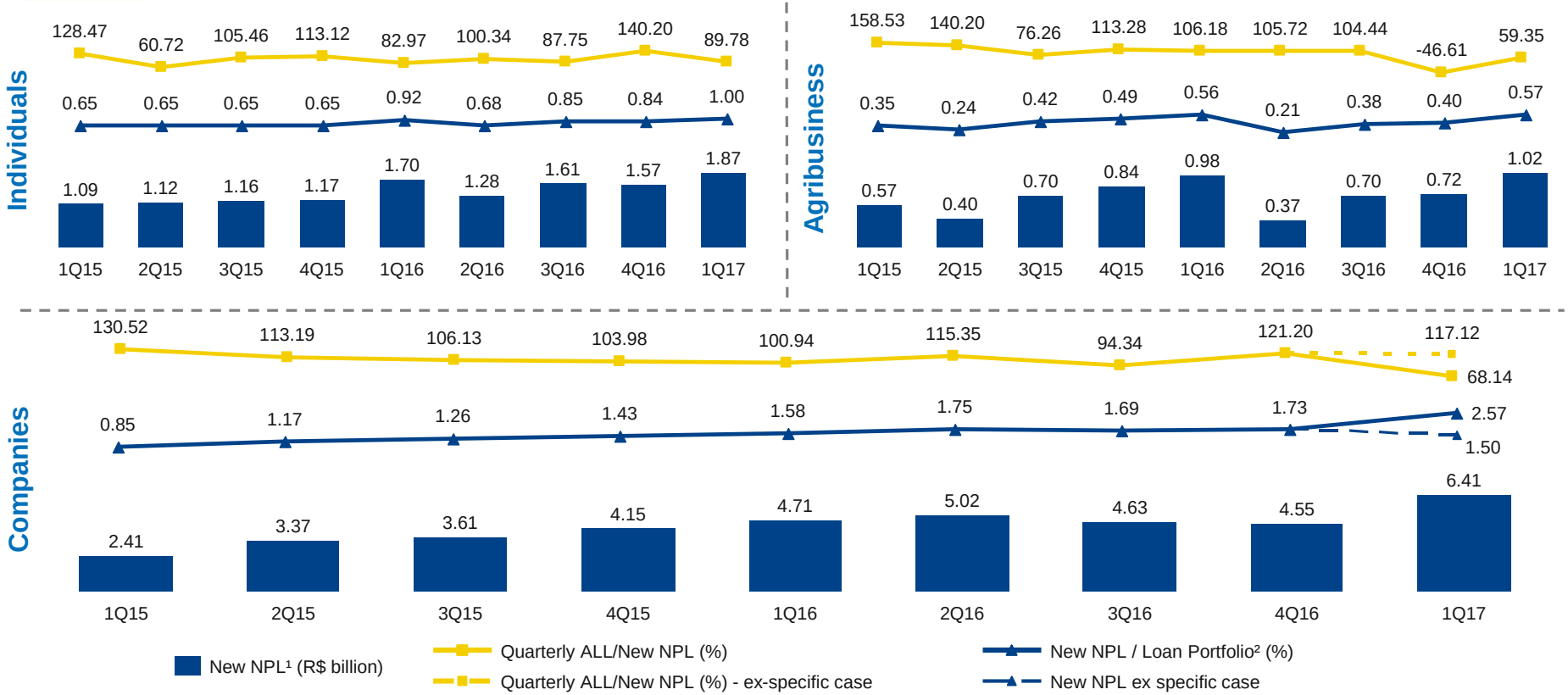
Including the past due renegotiated loan portfolio[3]

From the total contracts in the 1Q17 in the renegotiated loan portfolio, 14.8% were past due over 90 days.



(1) Quarterly change in the balance of past due for over 90 days operations + current quarter write-off. (2) It considers the Classified Loan Portfolio of the previous quarter. (3) Flow of the Renegotiated loan portfolio contracts of past due for over 90 days operations.

NPL Formation by Segment



(1) Quarterly change in the balance of past due for over 90 days operations + current quarter write-off. (2) It considers the Classified Loan Portfolio of the previous quarter.

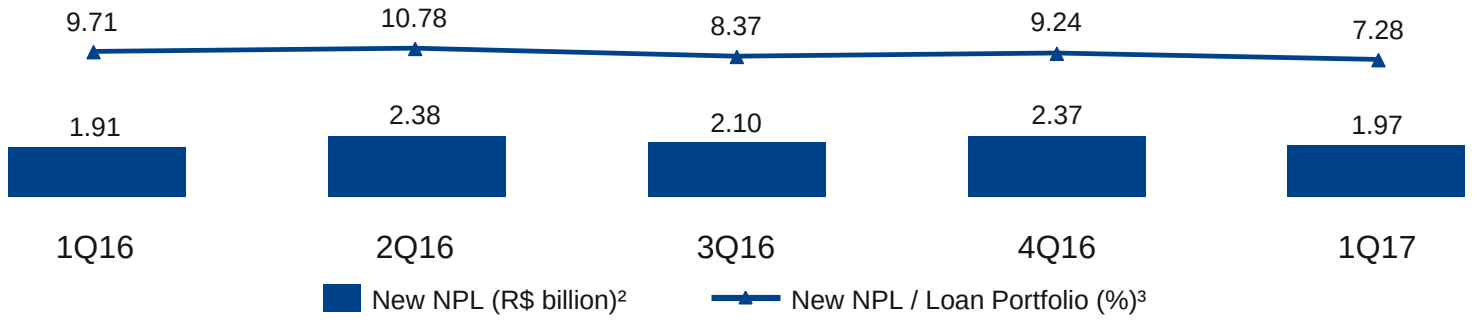
Renegotiated Overdue Loan Portfolio

R$ million

	1Q16	4Q16	1Q17
Credits Renegotiated When Past Due - Changes			
Initial Balance	**19,653**	**25,694**	**27,086**
Contracts	3,611	3,873	2,332
Amortization Net of Interest[1]	(449)	(1,113)	(864)
Write-Off	(777)	(1,368)	(1,936)
Past due Renegotiated Loan Portfolio (A)	**22,038**	**27,086**	**26,618**
ALL Balance (B)	**9,495**	**11,925**	**12,314**
NPL + 90 days (C)	**4,303**	**7,375**	**7,410**
Indicators - %			
ALL / Loan Portfolio (B/A)	43.1	44.0	46.3
NPL + 90 days / Loan Portfolio (C/A)	19.5	27.2	27.8
ALL Balance/NPL + 90 days (B/C)	220.7	161.7	166.2
Credits Renegotiated/Classified Loan Portfolio	3.1	4.1	4.2

Credits Renegotiated	Contracts	%
0 to 14 days Past due	1,096	47.0%
15 to 90 days Past due	669	28.7%
Over 90 days Past due	345	14.8%
Writen-Off Operations	222	9.5%
Total	**2,332**	**100%**

NPL Formation

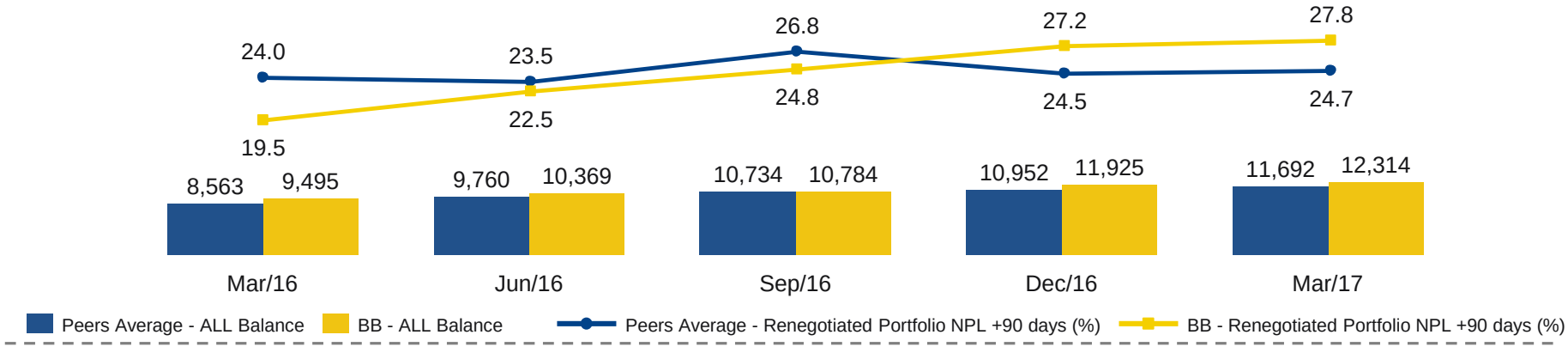


(1) Principal and interest payments net of interest accrued in the period. (2) Quarterly change in the balance of past due for over 90 days operations + current quarter write-off. (3) It considers the Classified Loan Portfolio of the previous quarter.

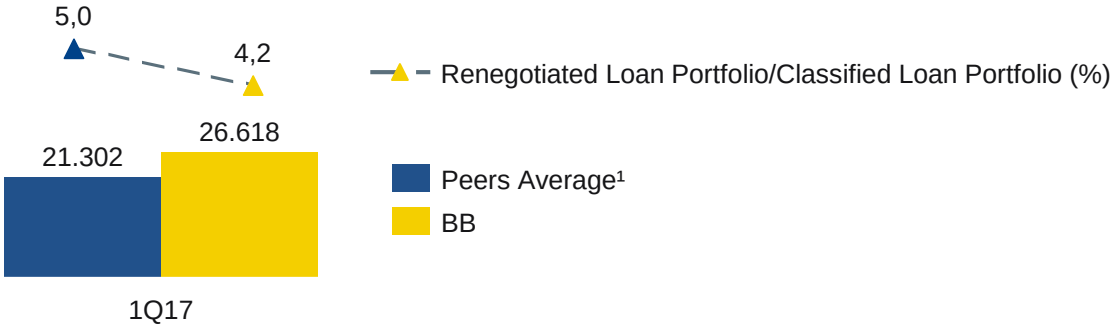
Renegotiated Loan Portfolio

R$ million

BB x Peers[1]



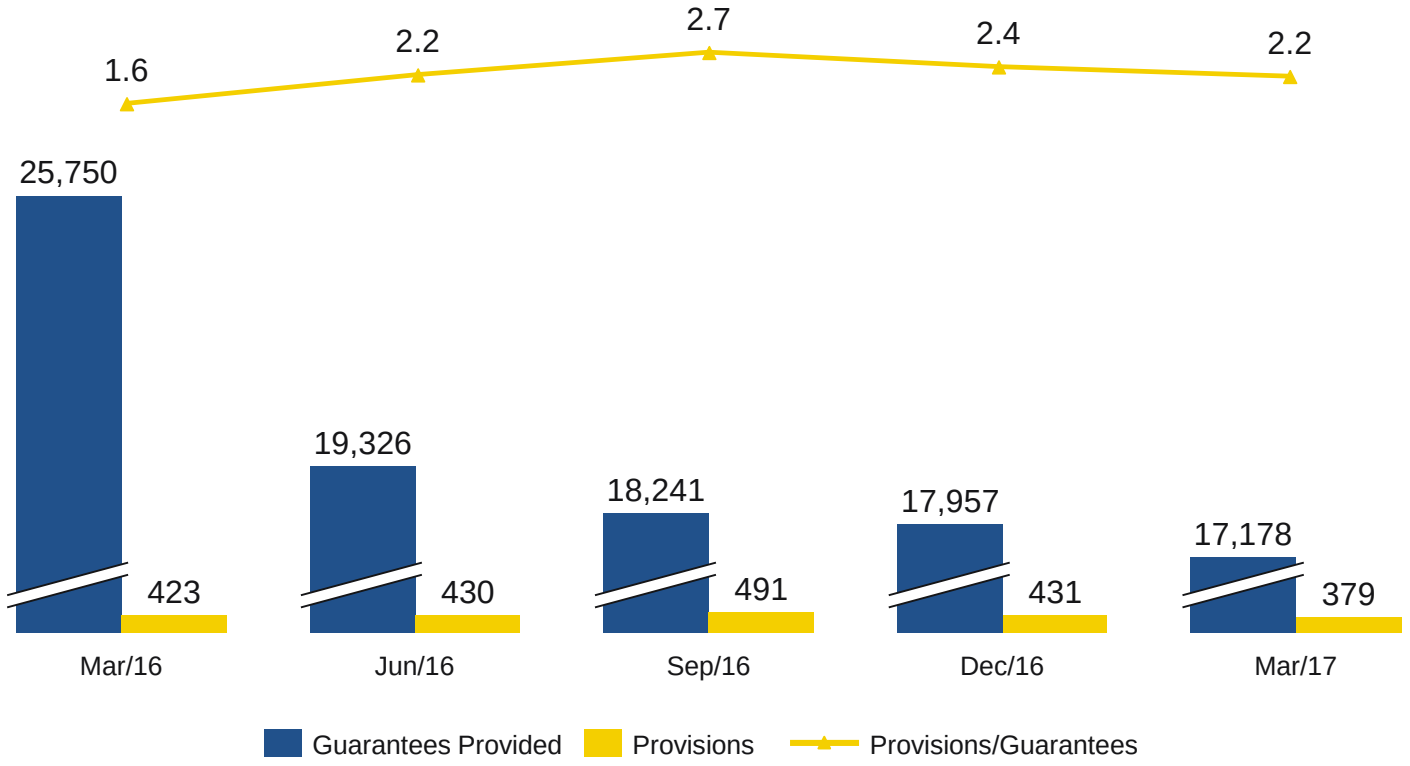
Renegotiated Loan



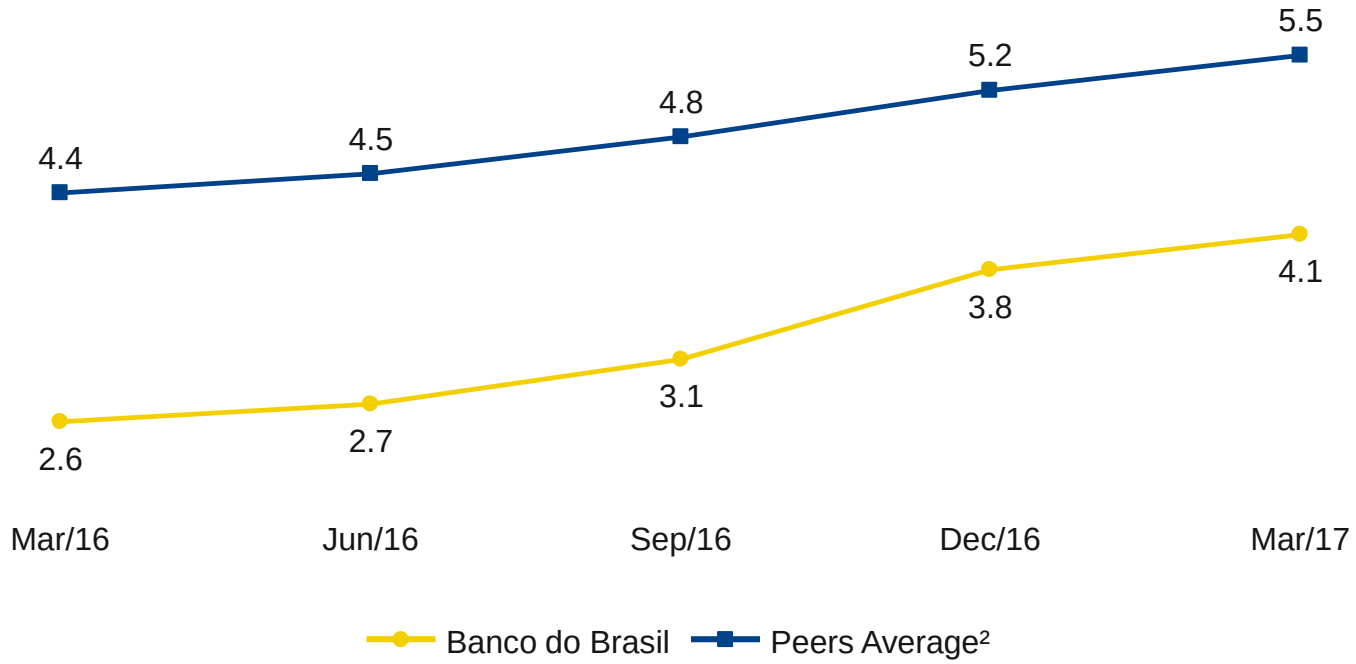
(1) It corresponds to the two large Brazilian private banks.

Guarantees provided and Provisions

R$ million



Write-off – % of the Classified Loan Portfolio[1]



(1) Write-offs accumulated in 12 months / Classified loan Portfolio (12 months). (2) It corresponds to the three largest Brazilian private banks.

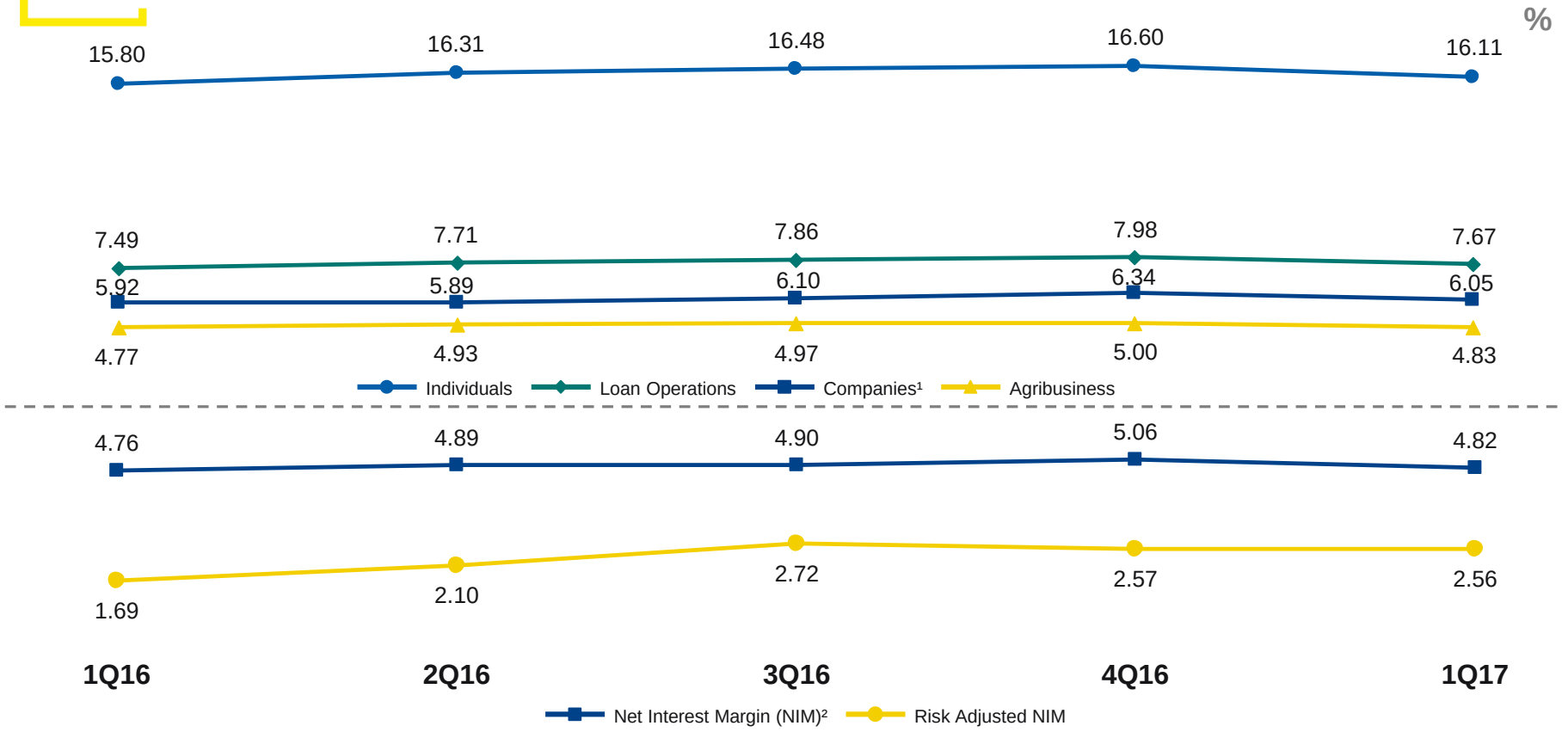
Net Interest Income

R$ million

	1Q16	4Q16	1Q17	Chg. (%) on 1Q16	Chg. (%) on 4Q16
Net Interest Income	**14,276**	**15,333**	**14,476**	**1.4**	**(5.6)**
Net Interest Income W/O Recovery	**13,415**	**13,974**	**13,521**	**0.8**	**(3.2)**
Loan Operations	25,079	25,131	23,611	(5.9)	(6.0)
Funding Expenses	(10,930)	(10,806)	(9,755)	(10.7)	(9.7)
Financial Expense for Institutional Funding[1]	(3,733)	(3,523)	(3,305)	(11.5)	(6.2)
Treasury[2]	2,999	3,172	2,969	(1.0)	(6.4)
Recovery of Write-offs	**861**	**1,359**	**956**	**11.0**	**(29.7)**

(1) It Includes senior debt, subordinated debt and hybrid capital instrument domestic and abroad (HCDI).
(2) It includes interest income, tax hedge, derivatives and other financial instruments that compensate the exchange rate variation in result.

Spreads

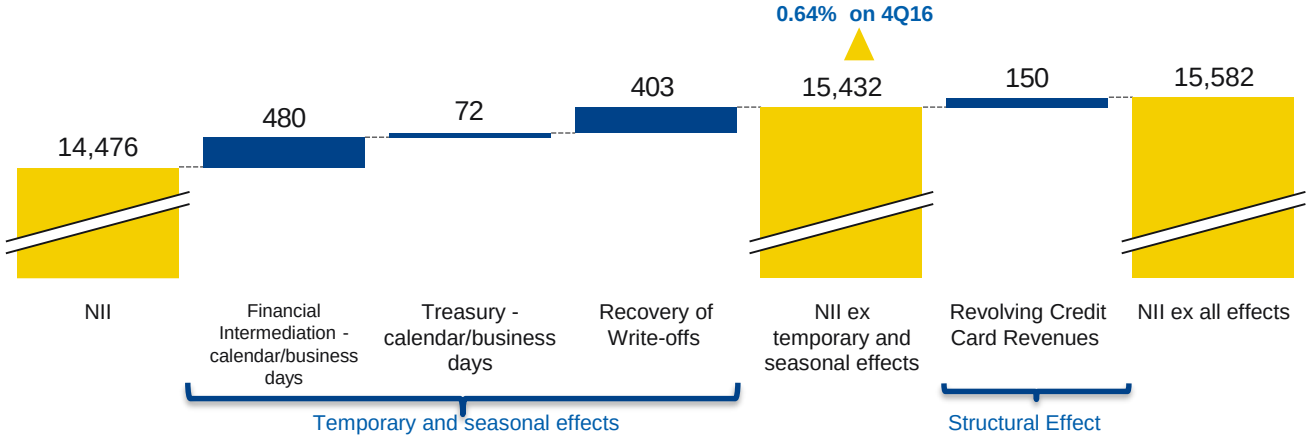


(1) Government operations not included. (2) NIM result divided by the average balance of earnings assets, annualized.

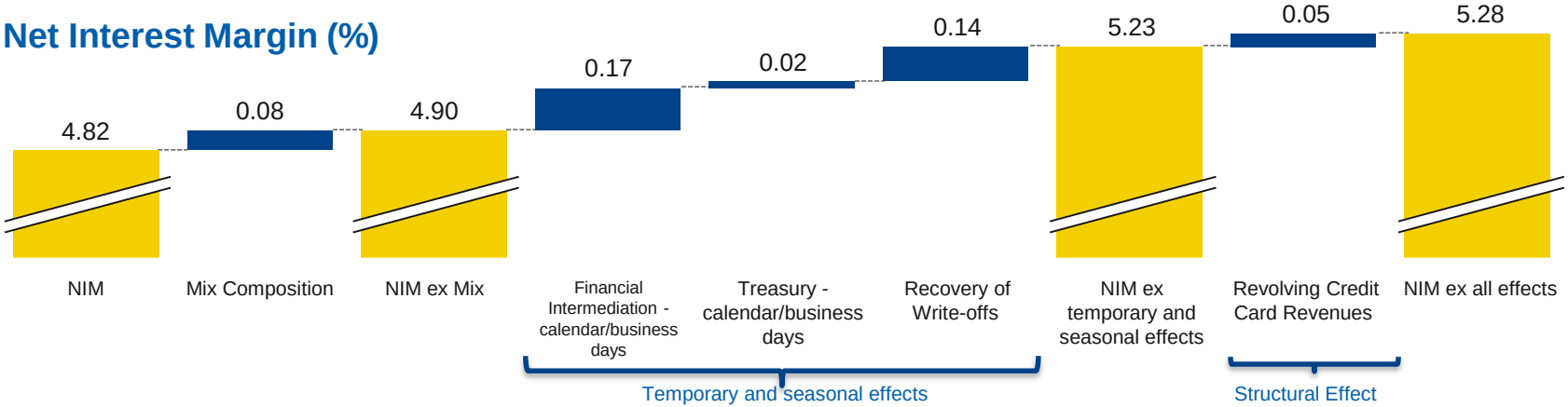
Net Interest Income and Net Interest Margin

Net Interest Income

R$ million



Net Interest Margin (%)



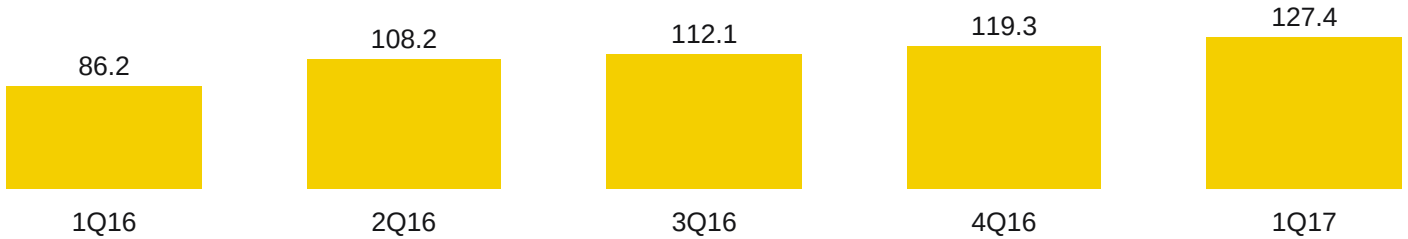
Fee Income

R$ million

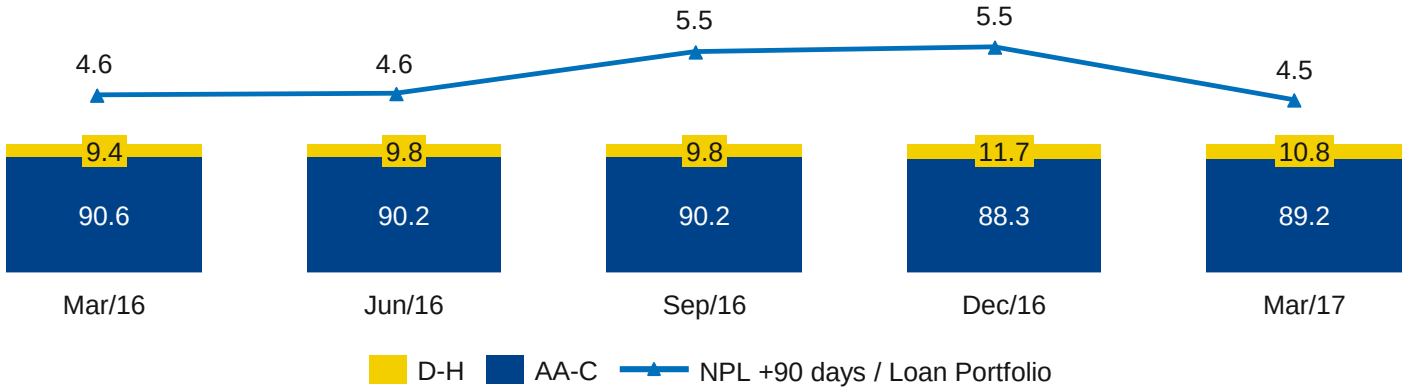
	1Q16	4Q16	1Q17	Chg. (%) on 1Q16	Chg. (%) on 4Q16
Fee Income	**5,445**	**6,250**	**6,117**	**12.3**	**(2.1)**
Checking Account Fees	1,435	1,660	1,597	11.3	(3.8)
Asset Management Fees	1,002	1,069	1,295	29.3	21.2
Insurance, Pension and Premium Bonds	697	840	763	9.5	(9.1)
Loan Fees	360	506	412	14.5	(18.5)
Collections	419	415	383	(8.6)	(7.8)
Credit / Debit Cards	326	363	370	13.5	1.9
Billings	260	275	273	5.0	(0.8)
Capital Market	128	216	170	32.9	(21.1)
National Treasury and Manag. of Official Funds	132	162	167	26.8	3.5
Consortium	115	150	161	39.3	7.6
Interbank	90	100	63	(30.3)	(37.5)
Other	570	595	525	(7.9)	(11.8)

Banco Votorantim

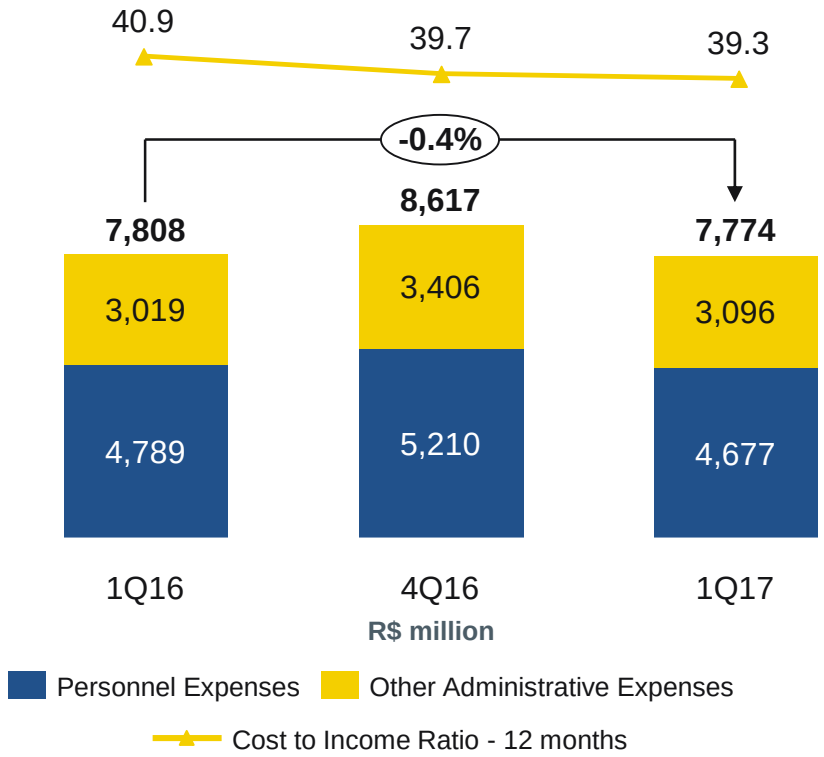
Net Income (R$ million)



Delinquency and Risk (%)



Administrative Expenses and Cost to Income Ratio[1]



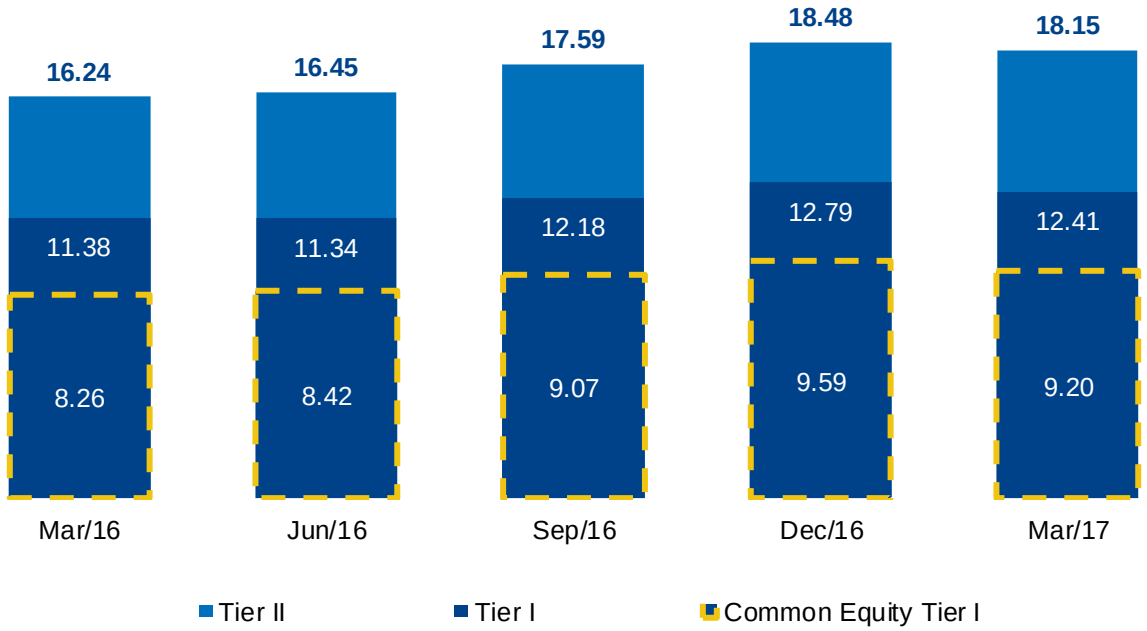
	Mar/16	Mar/17
Employees	109,864	99,964
Branches	5,428	4,877
Points of Service	1,783	2,180
Own Service Network	17,462	16,492

The institutional reorganization brought an impact of R$ 67 million in administrative expenses. Excluding these expenses, the decrease would be 1.4% against 1Q16.

(1) Cost to Income Ratio: Administrative Expenses / Operating Revenues. Data from the Income Statement with Reallocations.

BIS Ratio[1]

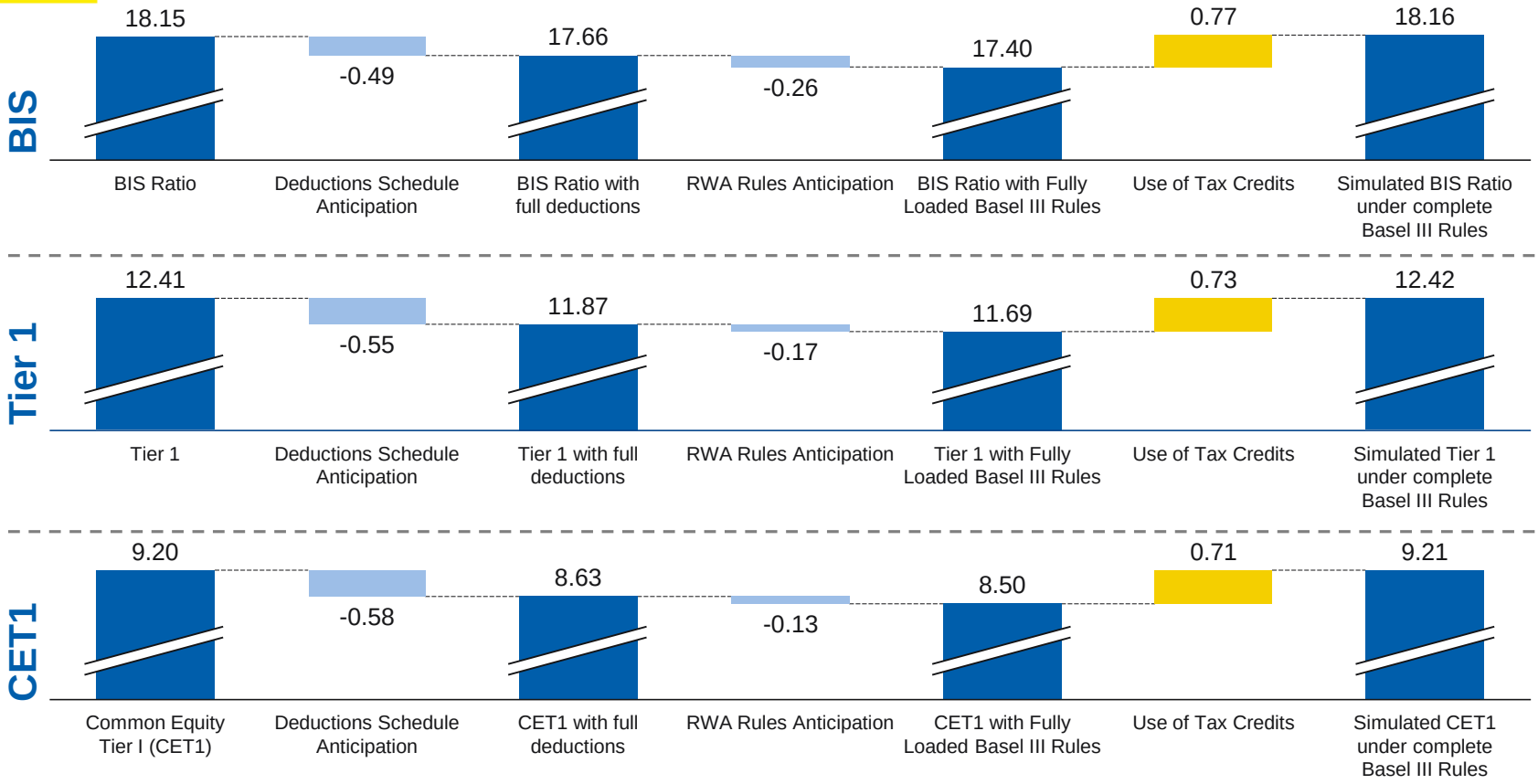
%



(1) The consolidation scope used as a base for checking the operating limits was changed, so that it took into account only the Financial Conglomerate, from October 1, 2013, to December 31, 2014, and the Prudential Conglomerate, as defined in CMN resolution 4,280/2013, from January 1, 2015.

Full Application of Basel III Rules

%



BIS III – Implementation Schedule

%

	2017	2018	2019
Common Equity Tier I (CET1)	4.500	4.500	4.500
Tier 1	6.000	6.000	6.000
Brazilian BIS Ratio	9.250	8.625	8.000
Capital Conservation Buffer	1.250	1.875	2.500
Additional CET1 Countercyclical Buffer (superior limit)	1,250[1]	1.875	2.500
Additional CET1 Systemic (D-SIB) Buffer	0.250	0.500	1.000
CET1 + Buffers	6,000[1]	8.750	10.500
Tier 1 + Buffers	7.500[1]	10.250	12.000
Brazilian BIS Ratio + Buffers	10.750[1]	12.875	14.000

(1) Additional CET1 Countercyclical Buffer not activated by the Brazilian Central Bank in 2017.

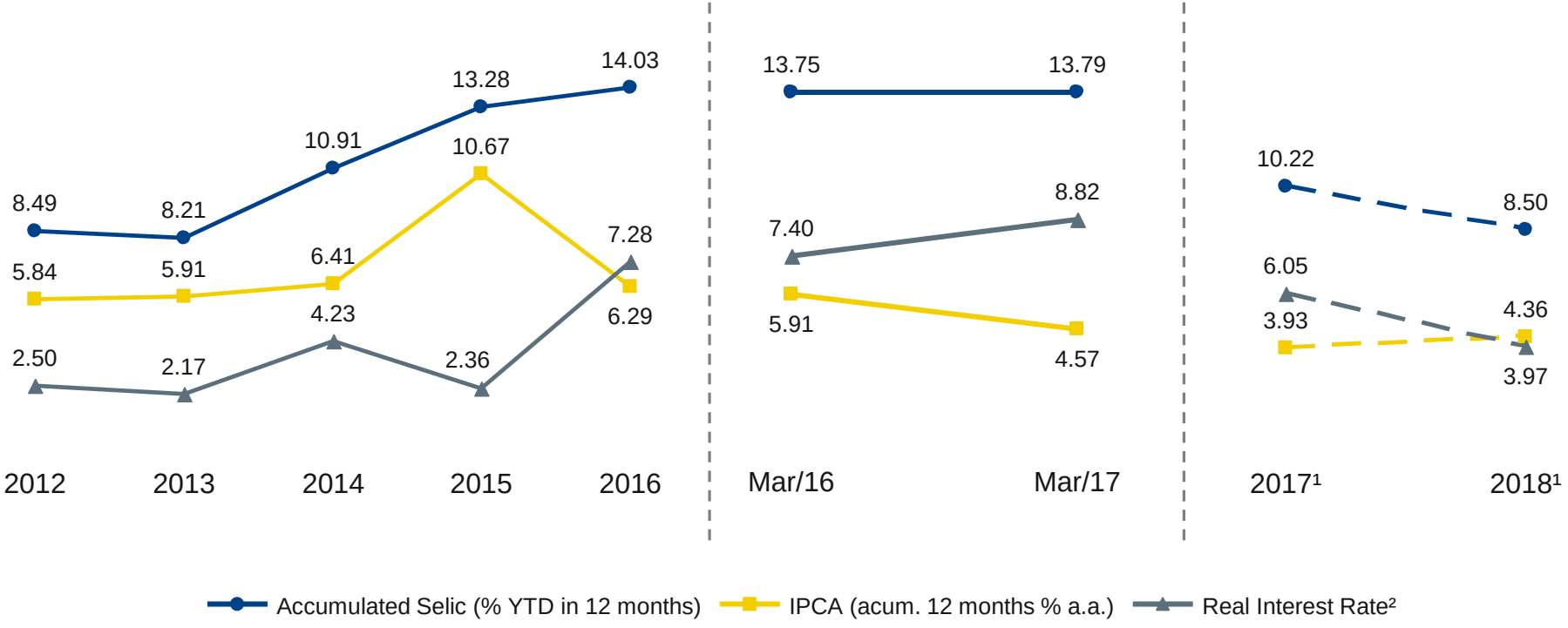
Guidance 2017

	Guidance 2017	Realized 1Q17
Adjusted Net Income - R$ billion	9.5 to 12.5	2.5
NII (Net of Recovery of Write-offs) - %	0 to 4	0.8
Organic Domestic Loan Portfolio - Broad Definition - %	1 to 4	-9.2
Individuals - %	4 to 7	1.6
Companies - %	-4 to -1	-19.6
Rural Loans - %	6 to 9	5.7
ALL Expenses net of Recovery of Write-offs - R$ billion	-23.5 to -20.5	-5.8
Fee Income - %	6 to 9	12.3
Administrative Expenses - %	1.5 to 4.5	-0.4

03

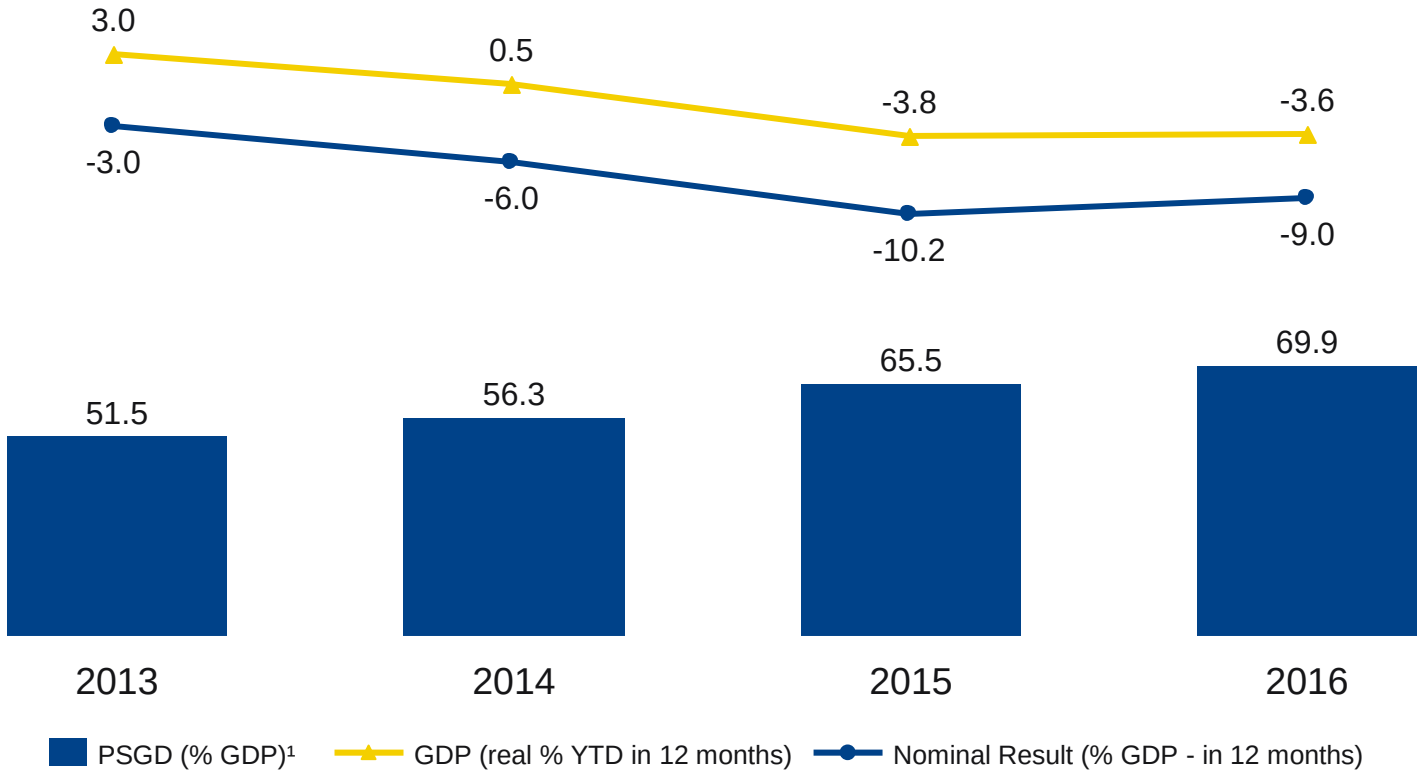
MACROECONOMIC INFORMATION

Inflation and Selic Rate



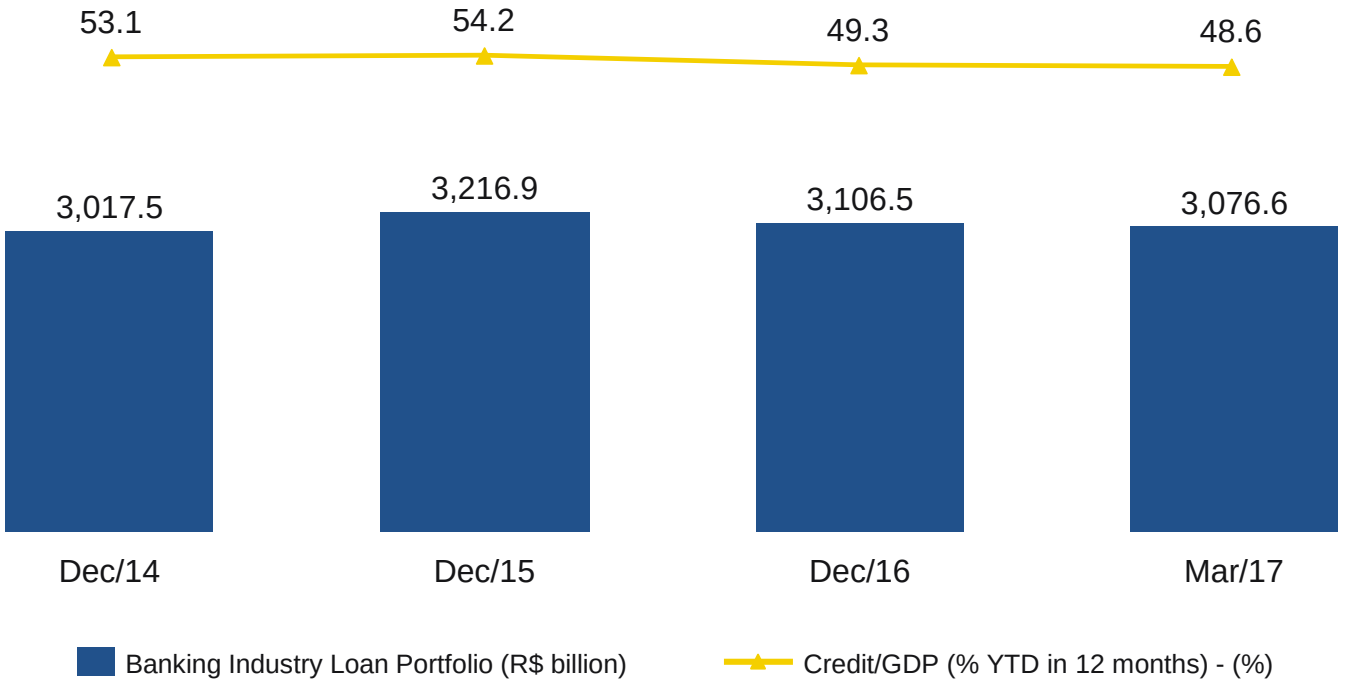
(1) Source: Banco Central do Brasil and IBGE. Projection for 2017 and 2018, according to Boletim Focus as of May 12, 2017. (2) Real Interest Rate = Selic / IPCA

GDP

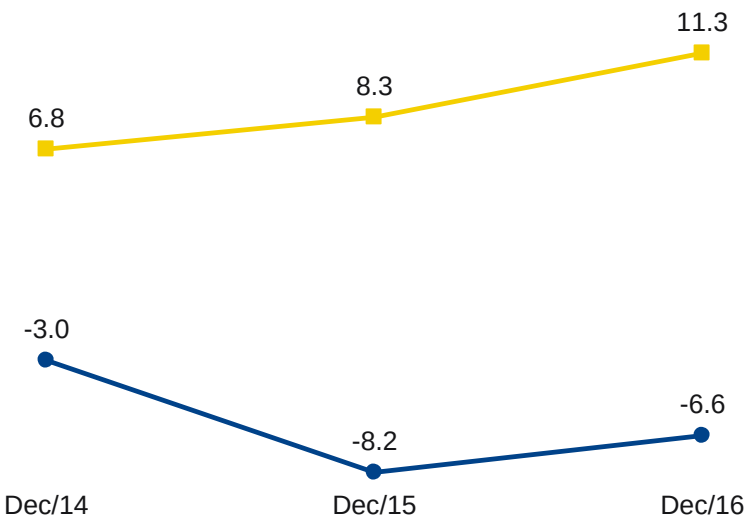


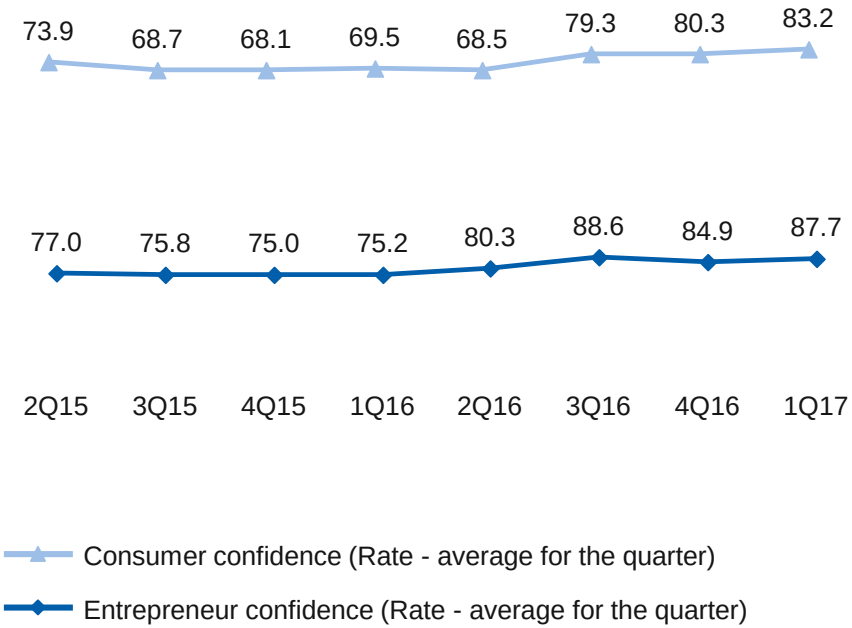
Source: Banco Central do Brasil. PSGD: (1) Public Sector Gross Debt.

Loans / GDP


53.1
54.2
49.3
48.6
3,017.5
3,216.9
3,106.5
3,076.6
Dec/14
Dec/15
Dec/16
Mar/17
Banking Industry Loan Portfolio (R$ billion)
Credit/GDP (% YTD in 12 months) - (%)

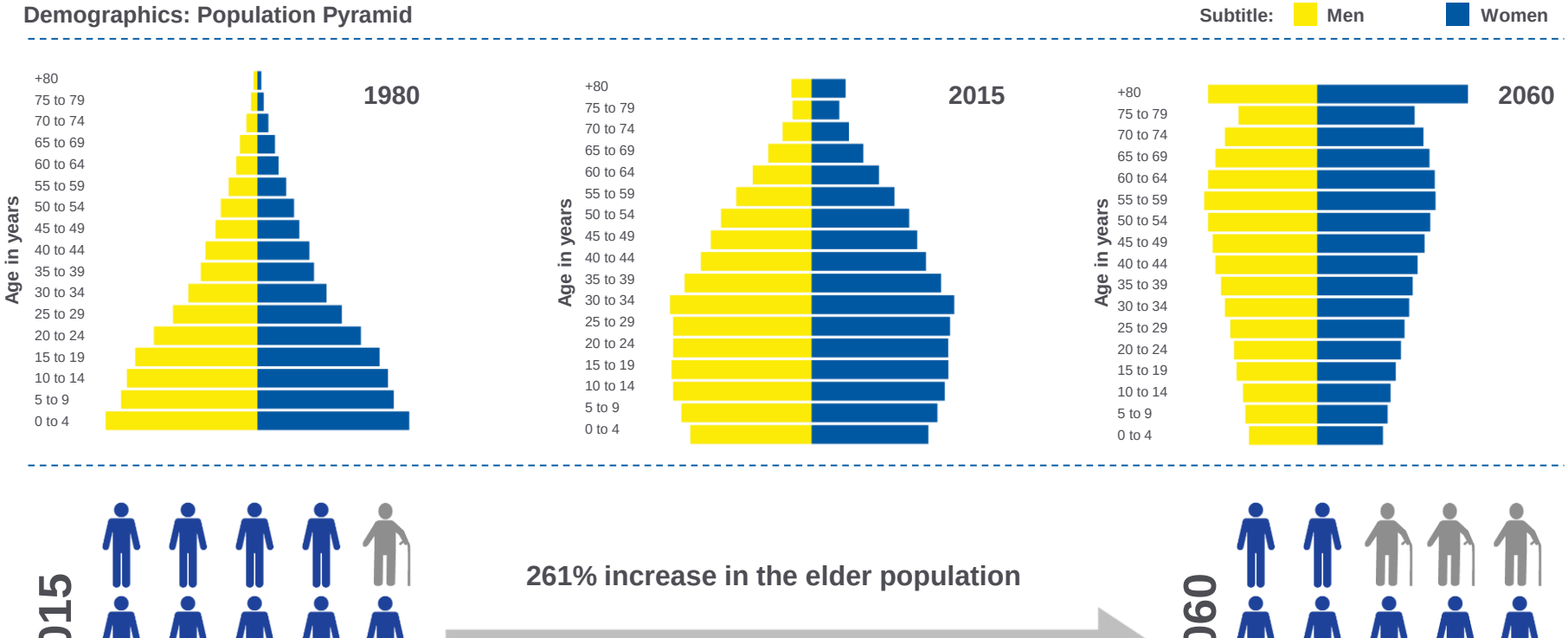
Unemployment and Confidence Indicators



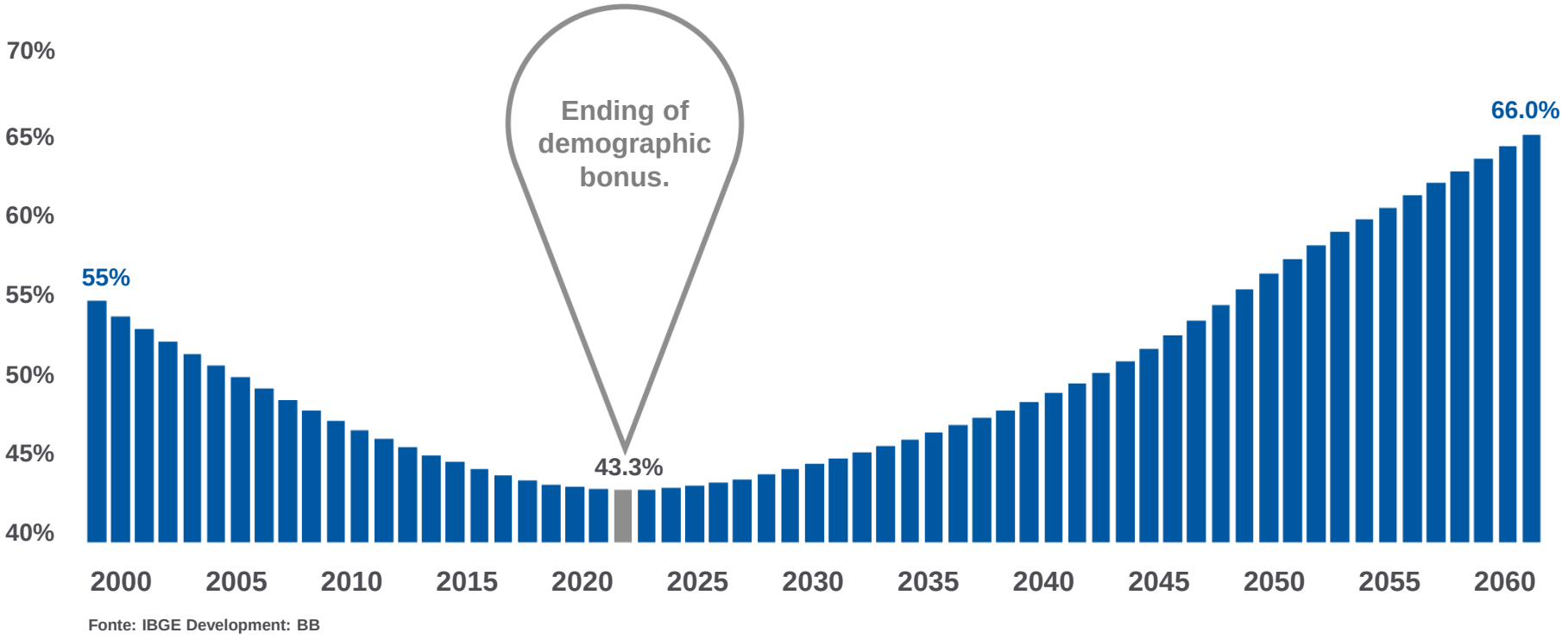


Source: IBGE and FGV.

Demographics: Population Pyramid



Population: Dependency Ratio[1]



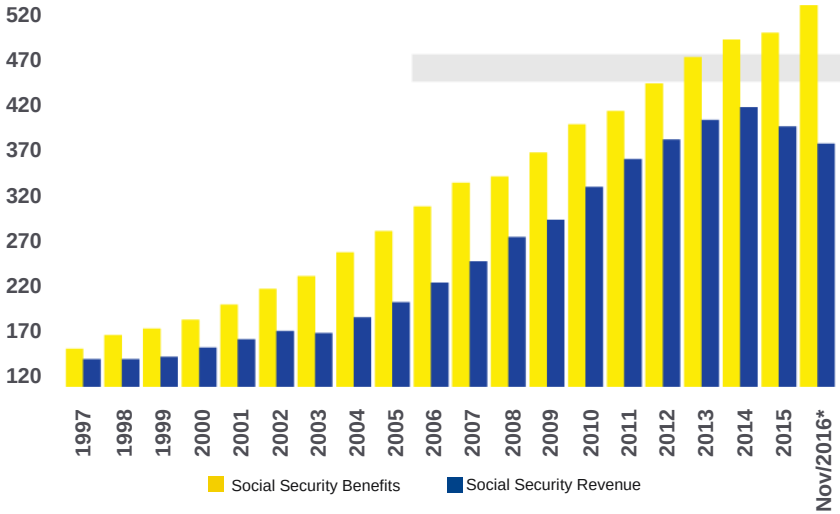
Fonte: IBGE Development: BB

(1) Dependency ratio measures the relative participation of the potentially non-working population (under 14 years old and above 65 years old) to be sustained by the portion of the potentially employed population (between 14 years old and 65 years old).

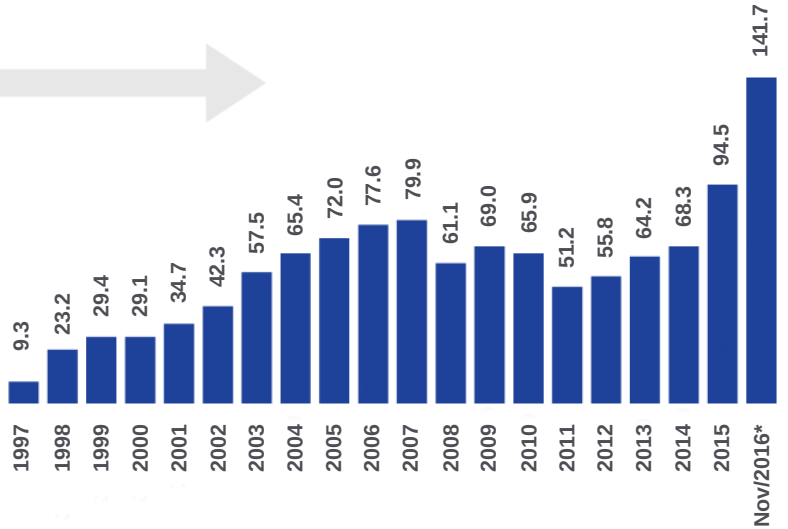
Social Security Deficit – RGPS[1] (R$ billion)

The growing gap between the contributions and payments of social security benefits has driven the exponential increase of the social security deficit over the last years.

Revenues and Social Security Benefits – General Regime (R$ billion - prices as of Oct/16)



Social Security Deficit – General Regime (R$ billion - prices as of Oct/16)



(1) Social Security General Regime. Source: STN - Development: BB - * Balance accumulated in12 months .

Main Pillars of Brazilian Growth



Agriculture



Infrastructure

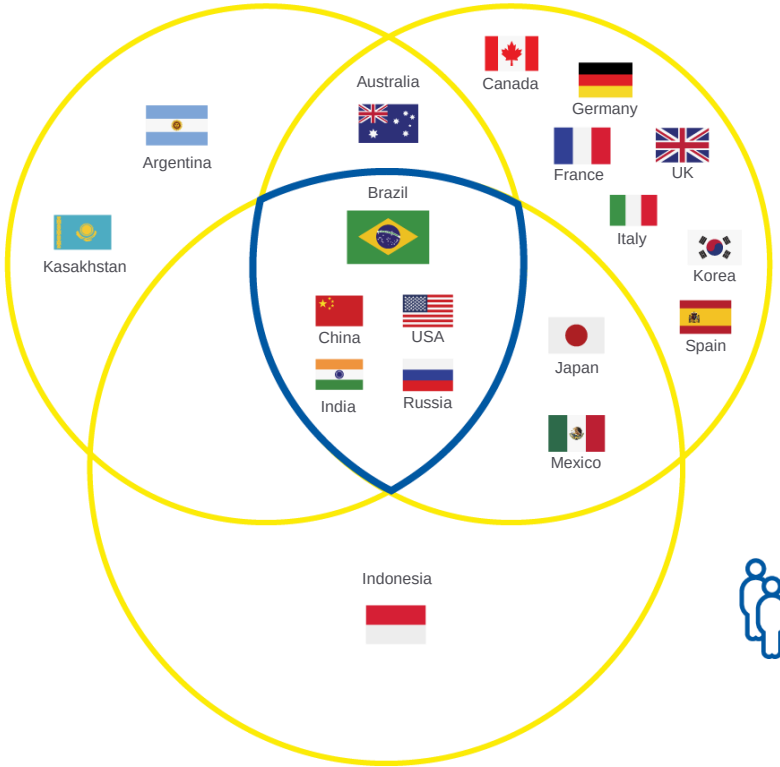


Foreign Trade

Sustainable Growth

Brazil has the ideal conditions for sustainable growth.
Only a few countries have the same potential.

Planting Area
> 140 million há[1]



GDP
> US$ 1 trillion[1]

Urban Population
> 80 million people[1]

Source: World Bank and FAO. (1) 2011.

Brazilian Agribusiness: Overview

Overview

Area
8.5 million Sq. Km.

Population (2016)
206 million

GDP (2016)[1]
-3.6%

Agricultural GDP (2016)[1]
-6.6%

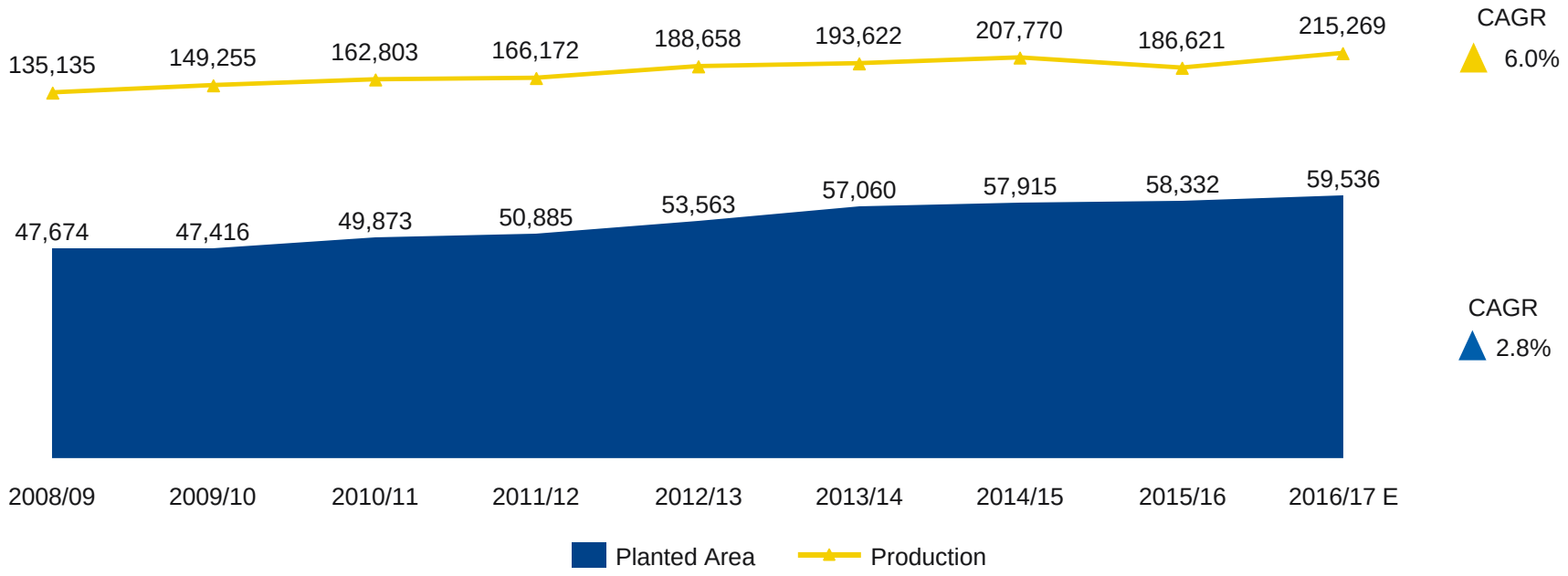
Unique Advantages

- Greater availability of low cost arable land in the world.
- Easy access to clean water supplies
- Competitive prices for land
- Excellent climate
- Rich soil

Source: Ministério da Agricultura and IBGE. (1) Change in12 months.

Brazilian Agribusiness: Area X Production

Planted Area (thousand HA) X Production (thousand Tons)



Source: CONAB.

Brazilian Agribusiness: Leaderships

Brazil: World Commodities Ranking

	Production	Exportation
Coffee	1º	1º
Orange Juice	1º	1º
Sugar	1º	1º
Soybean	2º	1º
Poultry	2º	1º
Beef	2º	2º

Source: USDA – PSD online as of Mar/2017.

PPPs in Brazil can reach R$ 1.4 trillion (USD 452 billion CAPEX) over the next years

R$ 310.7 billion in Logistics and Urban Mobility

Logistics: R$ 62.1 billion

- Toll Roads R$ 14.7 billion
- Railroads R$ 39.0 billion
- Ports R$ 2.0 billion
- Airports R$ 6.4 billion

São Paulo Segue em Frente: R$ 13.4 billion

- Toll Roads R$ 11.7 billion
- Bus Service R$ 2.6 billion
- Metro Line R$ 0.2 billion
- Regional Airports R$ 0.1 billion

BNDES – Expectation of investments in Urban Mobility: R$ 234 billion

R$ 688.1 billion in Water and Waste, Urbanization & Street Lighting

Plansab – National Plan for Sanitation: R$ 660.3 billion expected up to 2033

- Water R$ 158.7 billion
- Sewage R$ 236.2 billion
- Waste R$ 30.3 billion
- Drainage R$ 89.2 billion
- Managment* R$ 145.9 billion

* Actions related to increase efficiency in the management and provision of services, to technical qualification of employees and to implementation of educational campaigns, among others actions.

Street Lighting: R$ 27.8 billion

R$ 186 billion in Power Sector

- Generation R$ 7.6 billion
- Transmission Lines R$ 24.3 billion (lot out/16 + 2017 auctions)

R$ 372 billion* in Oil & Gas

According to the Energy Ministry

- Oil US$ 120 billion*

Source: MPDG, MME, MCidades, MMA and SP Government.
Produced by: BB. ** USD = R$ 3.10 as of May 15, 2017.

Infrastructure: Projeto Crescer

Projeto Crescer – 55 Projects and/or Auctions



Highways
3 Projects



Railroads
3 Projects



Airports
4 Projects



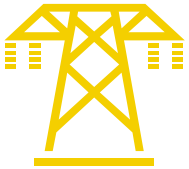
Ports
6 Projects



Oil and Gas
3 Auctions



Sanitation
18 Projects



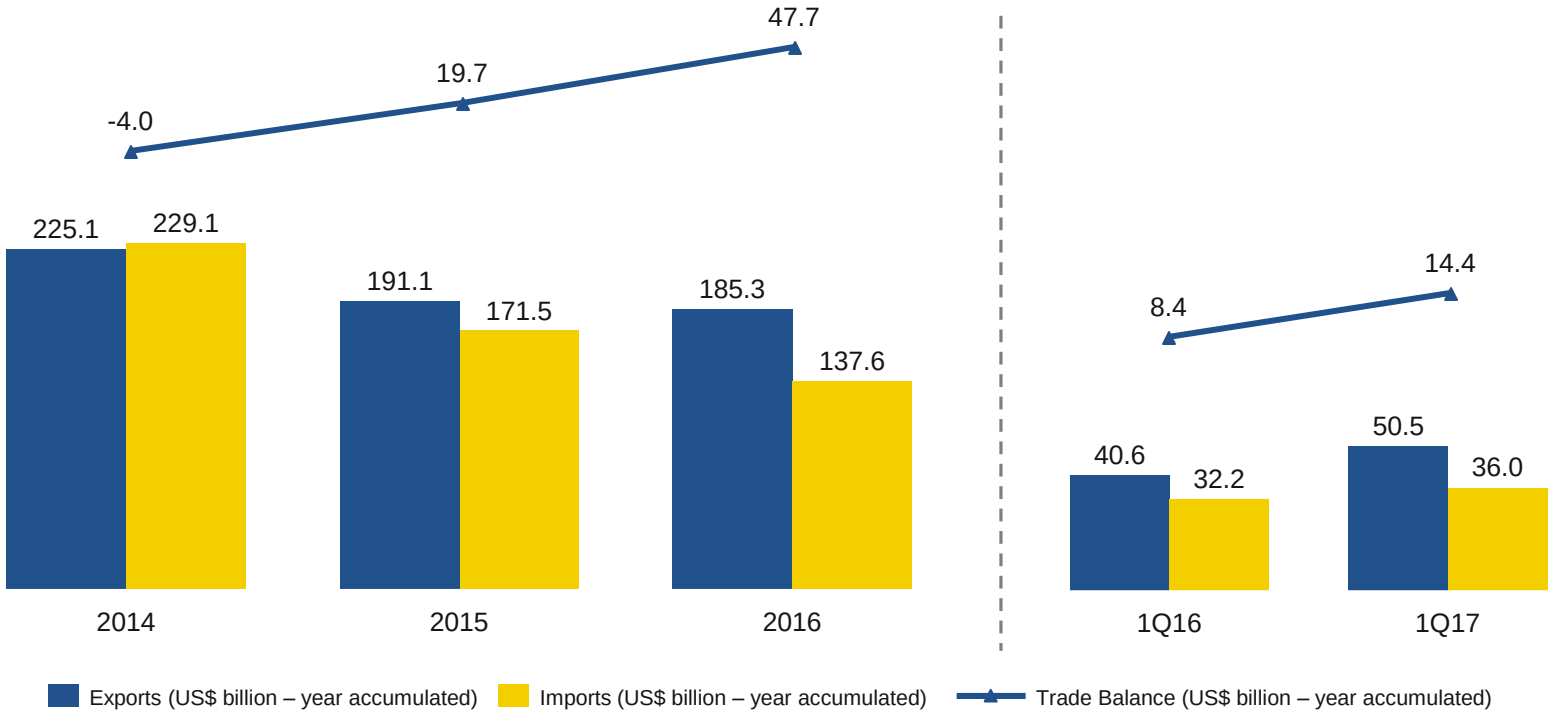
Transmission
13 Projects



Mining
5 Projects

Source: PPI Secretary.

Brazilian Foreign Trade Balance: Overview



Source: Ministério do Desenvolvimento, Indústria e Comércio Exterior.

Summary Table

	2014	2015	2016	1Q17
Economic Activity				
Nominal GDP in 4 Quarters (R$ in currents billion)	5,779	6,001	6,267	N/A
GDP (real % YTD in 12 months)	0.5	(3.8)	(3.6)	N/A
Family Consumption	2.3	(3.9)	(4.2)	N/A
Government Consumption	0.8	(1.1)	(0.6)	N/A
Gross Fixed Capital Formation	(4.2)	(13.9)	(10.2)	N/A
Exports	(1.1)	6.3	1.9	N/A
Imports	(1.9)	(14.1)	(10.3)	N/A
Retail Trade Sales (% YTD in 12 months)	2.2	(4.3)	(6.2)	N/A
Businessman confidence (rate - period average)	91.3	77.8	82.2	87.7
Consumer confidence (rate - period average)	93.2	72.4	74.4	83.2
Industrial Production (% YTD in 12 months)	(3.0)	(8.2)	(6.6)	N/A
Unemployment rate (% of employed population - period average)	6.8	8.3	11.3	N/A

All indicators were obtained from official sources such as Banco Central do Brasil, FGV (Fundação Getulio Vargas), IBGE etc.

Summary Table

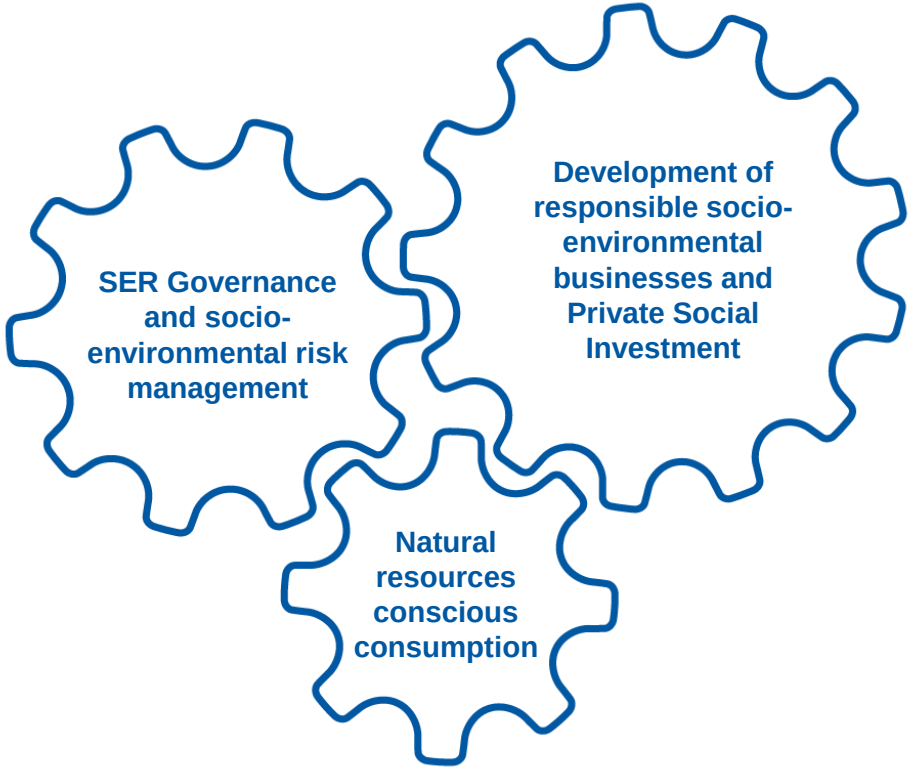
	2014	2015	2016	1Q17
External Sector				
Current Transactions (% GDP in 12 months)	(4.3)	(3.3)	(1.3)	N/A
Direct Foreign Investment (US$ billion - year accumulated)	96.9	74.7	78.9	N/A
Trade Balance (US$ billion – year accumulated)	(4.0)	19.7	47.7	14.4
Exports (US$ billion – year accumulated)	225.1	191.1	185.3	50.5
Basic	109.6	87.2	79.2	24.2
Manufactured	80.2	72.8	73.9	17.9
Semi-manufactured	29.1	26.5	28.0	7.2
Special Operations	6.3	4.7	4.2	1.2
Imports (US$ billion – year accumulated)	229.1	171.5	137.6	36.0
Capital Goods	47.8	37.7	29.8	4.8
Intermediary Goods	103.0	81.2	70.9	21.5
Consumer Products	38.8	30.8	24.4	5.7
Fuels	39.5	21.8	12.4	4.1
International Reserves (US$ billion – end of period)	375.8	361.2	367.5	367.7
Sovereign Risk (basis points – end of period)	259.0	523.0	328.0	270.0
CDS 10Y (In base points - end of period)	259.4	558.2	359.5	319.0
Exchange Rate (R$/US$ - end of period)	2.7	3.9	3.0	3.2
Public Finance				
PSGD (% GDP)	56.3	65.5	69.9	N/A
Nominal Result (R$ billion - in 12 months)	(343.9)	(613.0)	(562.8)	N/A
Nominal Result (% GDP - in 12 months)	(6.0)	(10.2)	(9.0)	N/A
Monetary Ratios				
Selic (end of period %)	11.75	14.25	13.75	12.25
Accumulated Selic (% YTD in 12 months)	10.91	13.28	14.03	13.79

All indicators were obtained from official sources such as Banco Central do Brasil, FGV (Fundação Getulio Vargas), IBGE etc.

04

SUSTAINABILITY

Socio-environmental (SER) Policy



For us in Banco do Brasil, socio-environmental responsibility means: "to have Ethics as our commitment and Respect as our attitude in our interactions with employees, stakeholders, suppliers, partners, customers, creditors, shareholders, competitors, community, government and the environment".

SER Governance

Board of Directors

Annually: monitor BB's socio-environmental performance and the initiatives in progress.
On demand: approve, within its competence, proposals to improve of BB's socio-environmental performance.

Board of Officers

Biannually: approve BB's Sustainability Plan.
Semiannually: track the execution of BB's Sustainability Plan.
On demand: approve, within its competence, proposals to improve of BB's socio-environmental performance.

Strategic Committees

On demand: discuss, propose and approve, within its competence and level of authority actions related to sustainability.

Stakeholders' Panel

Biannually: assess BB's socio-environmental performance and present demands for enhancement to support the preparation of BB's Sustainability Plan.

Sustainability Forum / Executive Committee

Quarterly: support process of incorporation, alignment and dissemination of BB's sustainability precepts and practices; Track socio-environmental initiatives and implementation of the BB's Sustainability Plan.

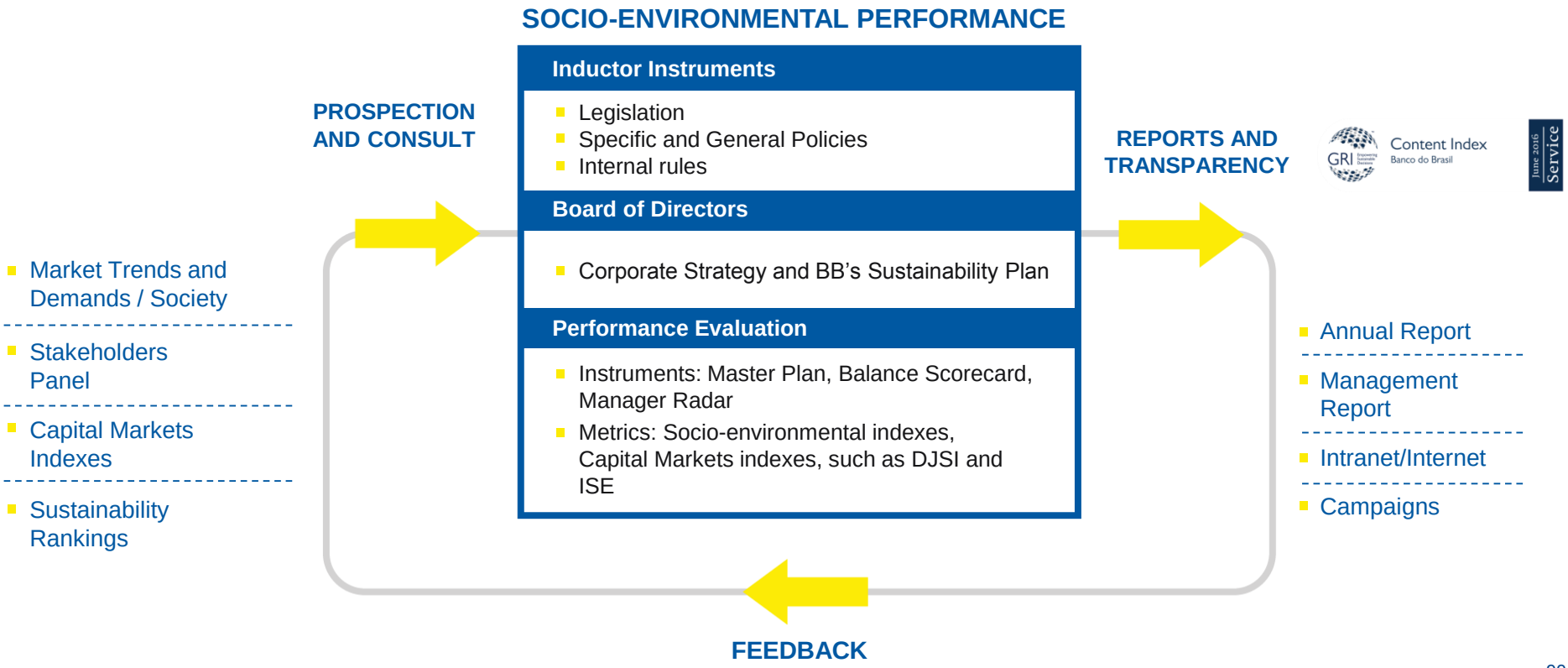
Sustainability Development Workshop

Biannually: assess trends and demands related to the sustainability and propose actions for BB's Sustainability Plan.

Teleconferences

On demand: alignment of procedures to support the Business Units on the execution of socio-environmental actions.

SER Strategy – Agenda 30 BB



SER Strategy – Agenda 30 BB

Updated every 2 years based on market and society demands

394 actions between 2005 and 2017 (5 editions)

Sixth version (2017-2019) – 82 actions

Inspired by UN Sustainable Development Goals

Structured in 5 pillars:

- **Prosperity**
- **Partnership**
- **People**
- **Planet**
- **Peace**

Followed by Sustainability Forum, Board of Officers and Board of Directors

Results presented in Annual Report

Capital Market awards: DJSI, ISE, ICO2

Socio-environmental Risk Management

Socio-environmental Risk

Potential Losses coming from social and / or environmental impacts generated by the institution's activities, directly or indirectly.

The procedures to manage socio-environmental risk encompass exposures on credit, investments, insurance, operational risks, strategy risk, reputation risk and administrative activities.

Business

PRI Principles for Responsible Investment

EQUATOR PRINCIPLES

PSI Principles for Sustainable Insurance

Management

International Organization for Standardization ISO 14001:2015

ISO ISO 14064 GREENHOUSE GAS EMISSIONS

U.S. GREEN BUILDING COUNCIL LEED USGBC

Pacts and Voluntary Commitments



Market Indexes and Awards

CORPORATE SUSTAINABILITY INDEX (ISE) – BM&F BOVESPA - 2017
12 CONSECUTIVE LISTING YEARS SINCE THE FIRST PORTFOLIO IN 2005

DOW JONES SUSTAINABILITY INDEX (DJSI) NEW YORK STOCK EXCHANGE – 2016, LISTED FOR 5 CONSECUTIVE YEARS.
BB IS A GLOBAL BENCHMARKING IN THE THEMES "CUSTOMER RELATIONSHIP MANAGEMENT", "FINANCIAL STABILITY / SYSTEMIC RISK", "ANTICRIME POLICY & MEASURES“ "CORPORATE CITIZENSHIP AND PHILANTHROPY", "FINANCIAL INCLUSION“ AND "CONTROVERSIAL ISSUES, DILEMMAS IN LENDING & FINANCING."

CARBON EFFICIENT INDEX (ICO2) – BM&FBOVESPA - 2016

Av. Paulista, 2163 - 2nd floor
Cerqueira César - São Paulo/SP
Brazil - CEP 01311-933

www.bb.com.br/ir

ir@bb.com.br

+55 (11) 3066-9110

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MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM

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