

CONFERENCE CALL PRESENTATION

3rd QUARTER 2019



Earnings Release

Third Quarter 2019

English Conference Call

- November 05, 2019 (Tuesday)
- 11:00 pm (New York) / 01:00 pm (Brasília)
- Phone: +1 (412) 317-6373
- Code: BTG Pactual
- Replay: +1 (412) 317-0088
- Code: 10135062

Portuguese Conference Call

- November 05, 2019 (Tuesday)
- 09:00 am (New York) / 11:00 am (Brasília)
- Phone: +55 (11) 3193 8000
- Code: BTG Pactual
- Replay: +55 (11) 2188-0400
- Code: BTG Pactual

Webcast: The conference call audio will be broadcasted live, through a webcast system available on our website www.btgpactual.com/ir

Participants are requested to connect 15 minutes prior to the time set for the conference calls

- 1** Significant inflows from AM and WM, including digital, contributed to more than 35% AuM and WuM increase year on year

- 2** Strong performance in Investment Banking, where we delivered record quarter revenue

- 3** Sales & Trading had another strong quarter, taking advantage of high level of client activity and benign trading environment

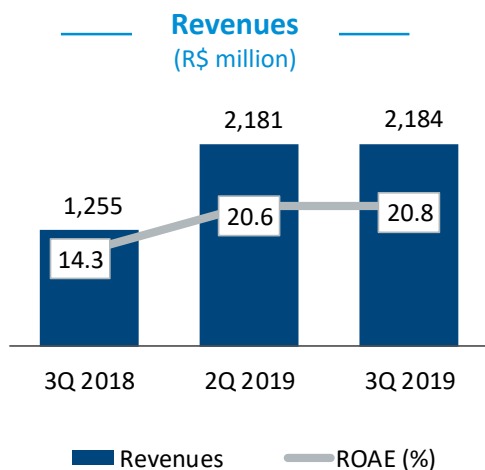
- 4** BTG Pactual Digital continues to be best in class in user experience

- 5** Banco Pan continues to improve its operational performance, in addition to closing a successful follow-on offering in the quarter

Performance Summary

3Q 2019

We delivered a 20.8% ROAE and cost-to-income ratio was 39.2%



1 Total revenues and adjusted net income were R\$2,184 million and R\$1,073 million, respectively

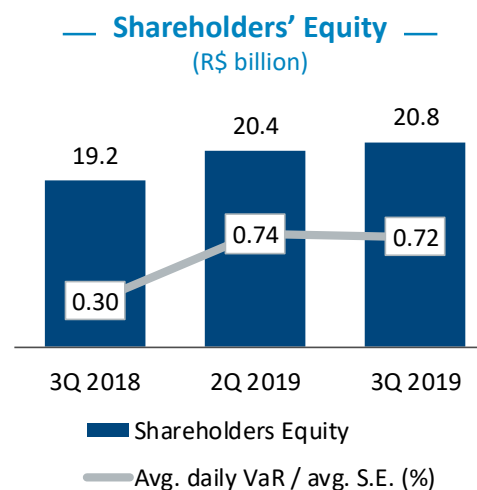
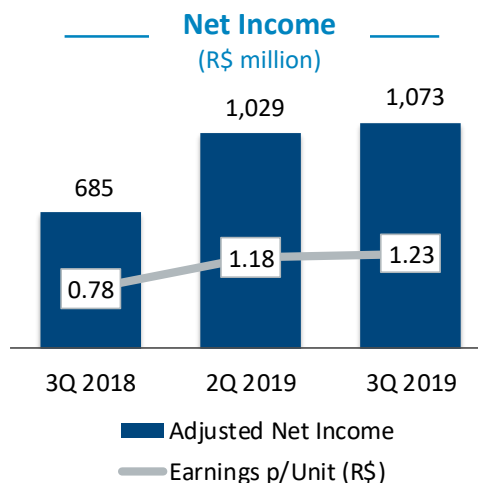
- Annualized ROAE⁽¹⁾ was 20.8%. Excluding Banco Pan, the annualized ROAE was 21.4%
- Net income per unit⁽¹⁾ was R\$1.23
- Accounting net income was R\$1,003 million

2 Cost-to-income ratio was below our historical average

- Cost-to-income ratio was 39%
- Compensation ratio was 19%

3 At the end of the quarter, total assets were R\$168.0 billion, Basel ratio was 15.1% and shareholders' equity was R\$20.8 billion

- Distribution of interest on capital in the amount of R\$624 million
- Average VaR in the quarter was R\$147.6 million or 0.72% of average shareholders' equity



Note:

* Balance sheet items present data as of the end of the period

1. Annualized ROAE and net income per unit uses adjusted net income as the basis for the calculations

Performance Summary

Nine-month period

9M 2019 was marked by good performance in all franchises, and an improving business environment

1 In 9M 2019, total revenues and adjusted net income were R\$5,847 million and R\$2,824 million, respectively

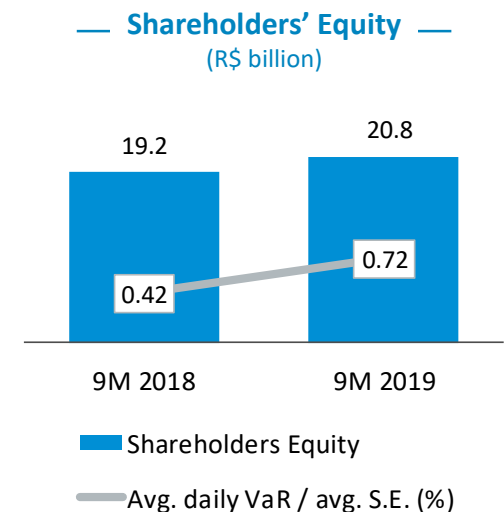
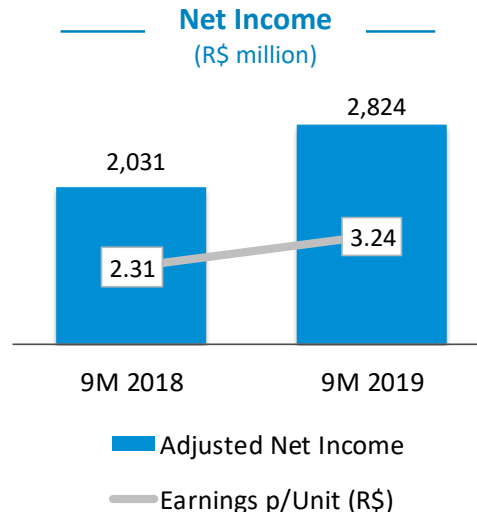
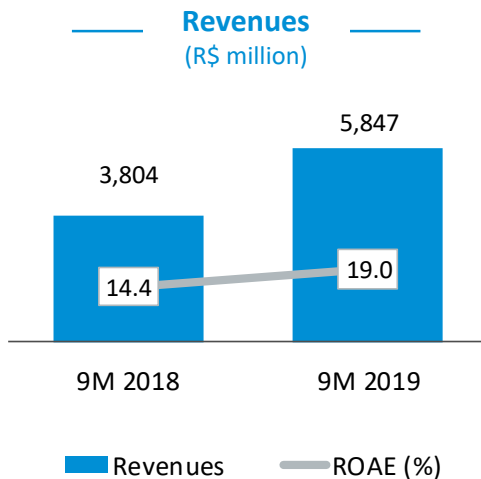
- Year to date annualized ROAE⁽¹⁾ was 19.0%
- Accounting net income was R\$2,649 million

2 Cost-to-income ratio were in line with historical average

- Cost to income ratio was 41%
- Compensation ratio was 22%

3 Shareholders' Equity increased 8.6% yoy and ended the period at R\$20.8 billion

- Distribution of interest on capital in the amount of R\$624 million



Note:

* Balance sheet items present data as of the end of the period

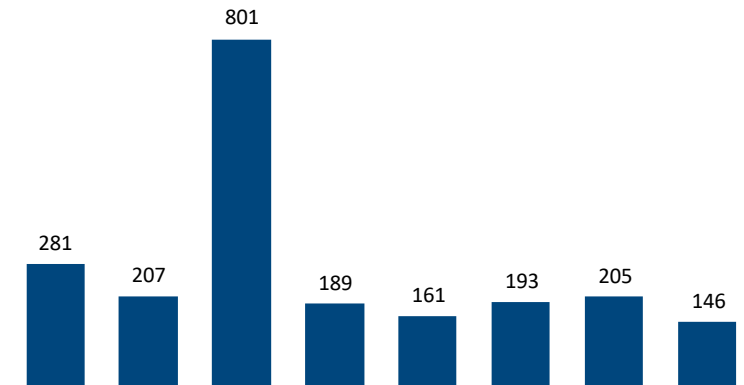
1. Annualized ROAE and net income per unit uses the adjusted net income as basis for the calculations

Business Areas Performance

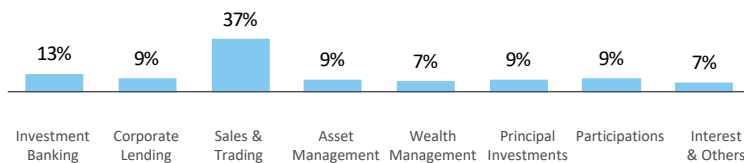
Revenue breakdown by business unit

3Q 2019

Total Revenues = R\$2.2 billion
(R\$m)

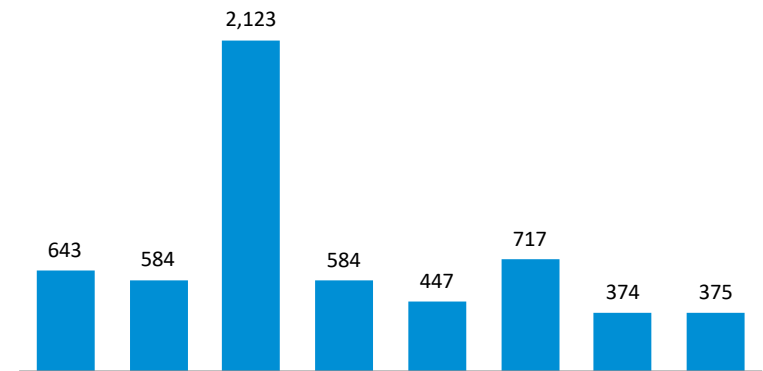


(% of total)

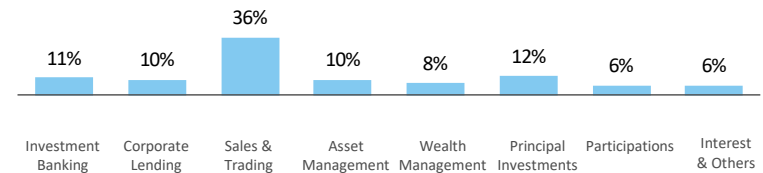


Nine-month period

Total Revenues = R\$5.8 billion
(R\$m)



(% of total)

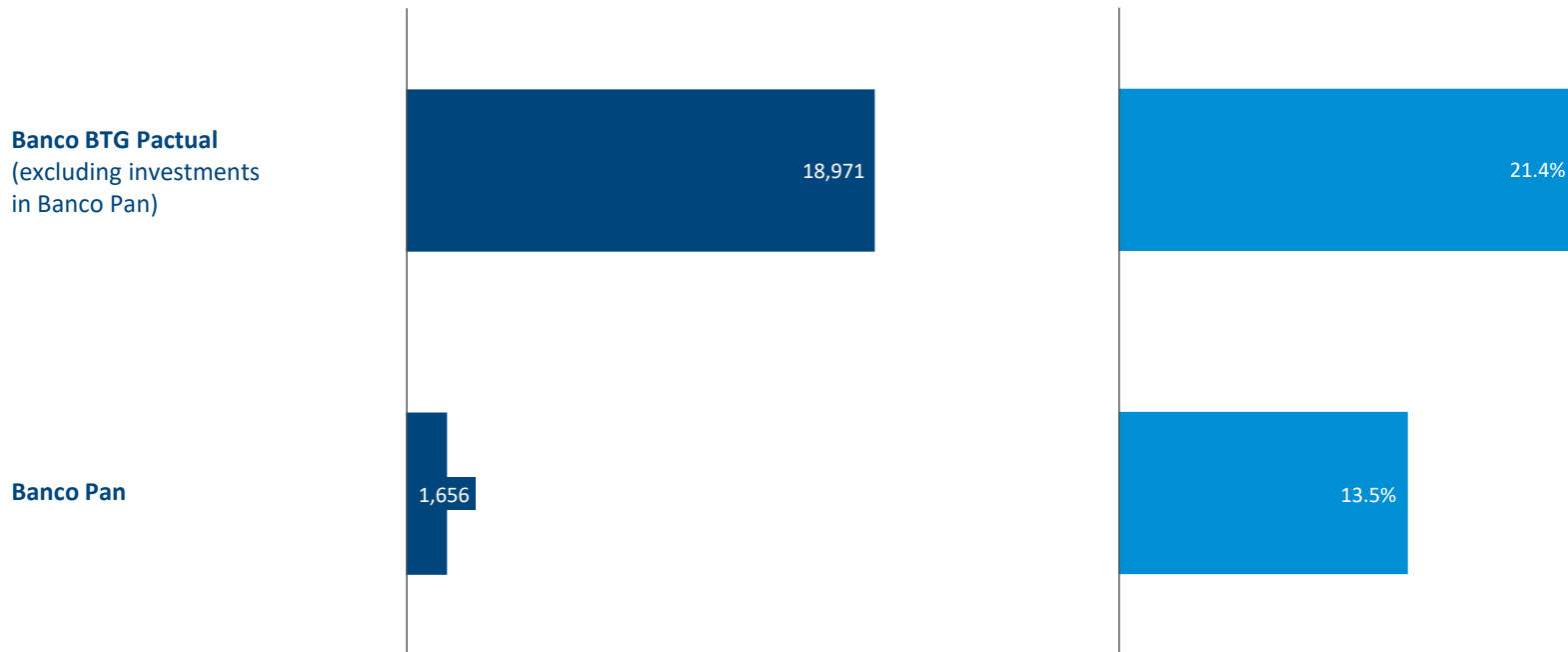


ROAE Components

BTG Pactual stand alone generated a ROAE of 21.4% in 3Q 2019

**Equity allocated to BTG Pactual's participations
as of the end of the period
(R\$ million)**

**3Q 2019 Implied ROAE ⁽¹⁾
(%)**



Note:

1. The equity pick-up from Banco Pan's primary offering accretive dilution is included in Banco BTG Pactual's ROAE

BTG PACTUAL BUSINESS UNITS



SECTION 1

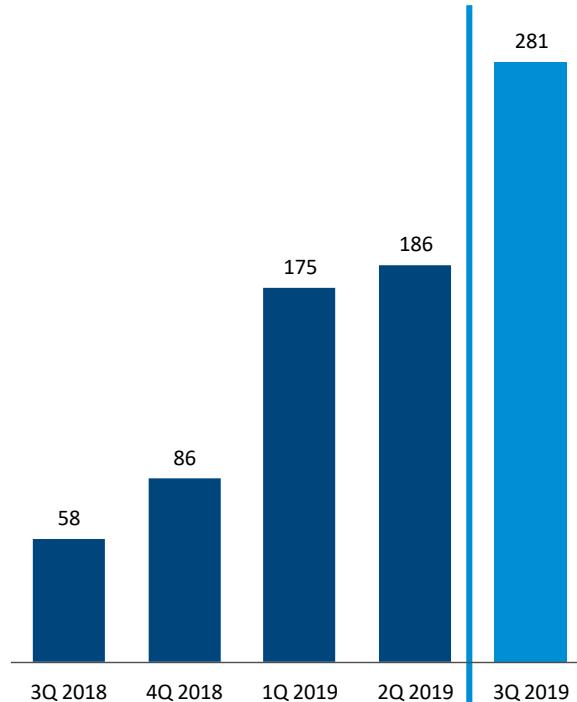
Investment Banking

Strong performance, reaching record revenues in a single quarter

Overview of 3Q 2019

- ECM and DCM had strong performance, mainly due to higher market activity
- We maintained our leading positions in Brazilian and Latin American rankings
- Financial Advisory had lower revenues compared to the previous quarter, despite strong pipeline and backlog

Revenues (R\$ million)



Market Positioning Highlights (3Q 2019)

M&A: #2 in number of transactions in Brazil and Latin America

ECM: #1 in number of transactions in Brazil and #2 in number and volume of transactions in LatAm

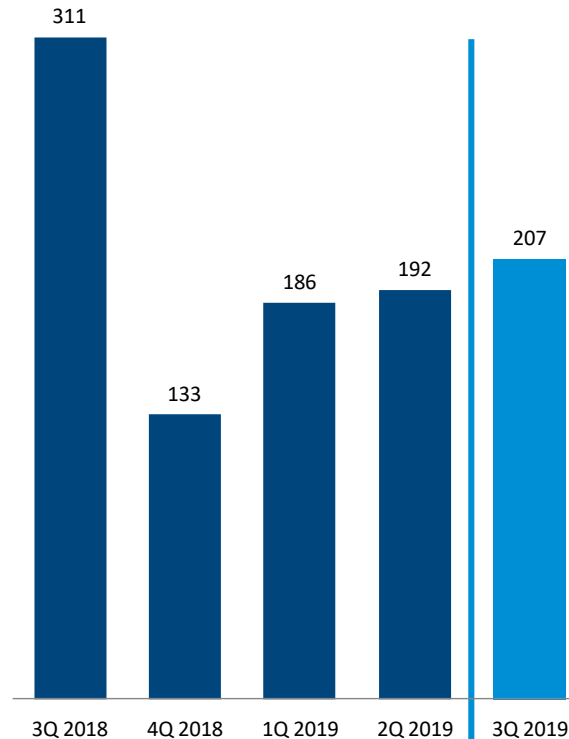
Corporate Lending

Portfolio growth of 15% qoq, keeping good credit quality

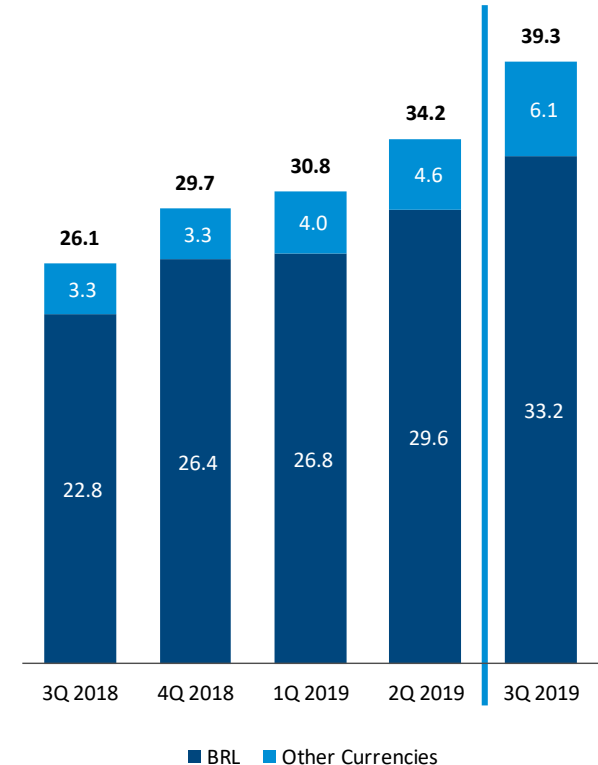
Overview of 3Q 2019

- Revenues from Corporate Lending increased 7.7% when compared to 2Q 2019, mainly due to credit book growth
- Corporate Lending book increased 14.7% quarter on quarter, and 50.5% yoy

Revenues (R\$ million)



Corporate Lending Portfolio (R\$ billion)



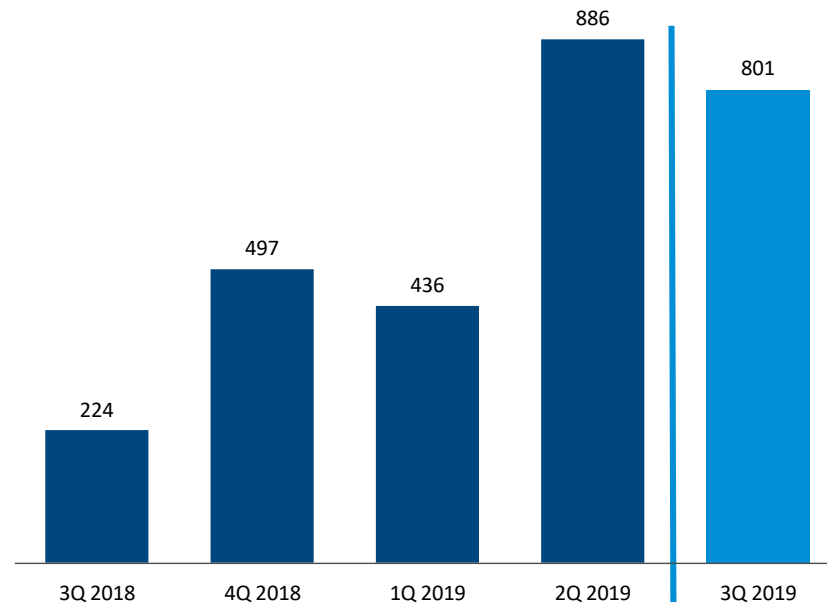
Sales & Trading

Strong performance in the period, with record client activity and benign trading environment

Overview of 3Q 2019

- Sales & Trading revenues of R\$801.2 million in 3Q 2019 were strong specially in Rates, FX and Equities, despite slight decrease of 9.6% qoq
- Brokerage fees increased 20.3% and 85.0% quarter-on-quarter and yoy respectively

Revenues (R\$ million)



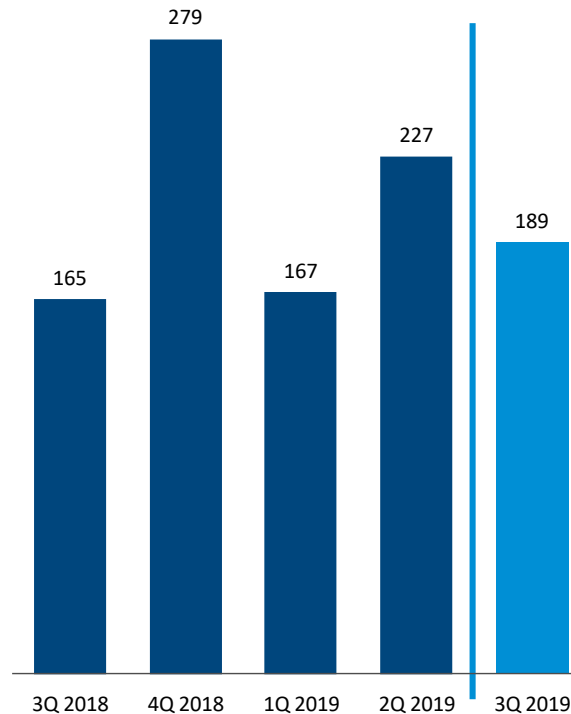
Asset Management

Strong net new money of R\$18.7 bn and all-time high AuM/AuA

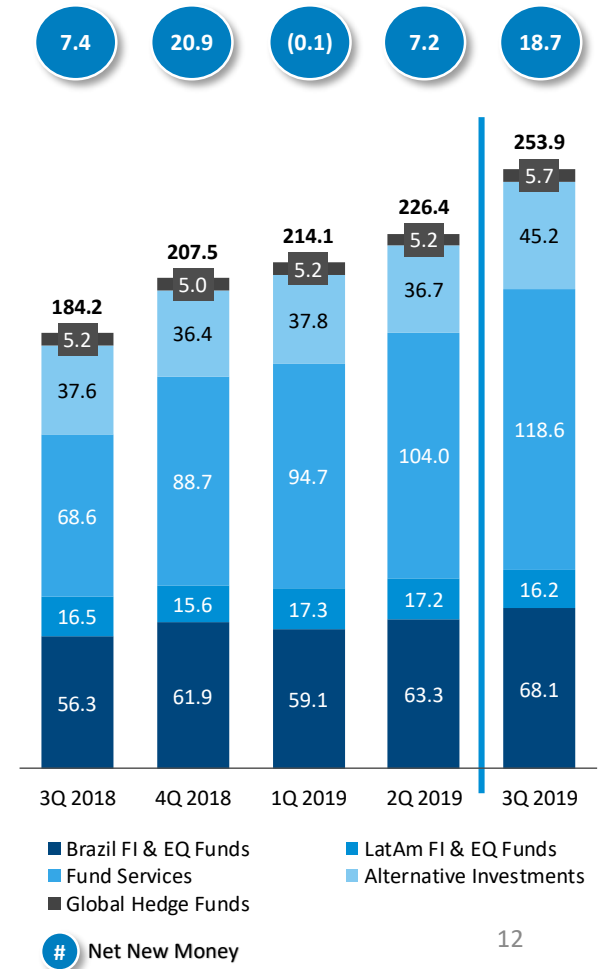
Overview of 3Q 2019

- AuM/AuA reached our all-time high, and grew 12.1% in the quarter and 37.8% yoy
- Revenues were R\$189.5, a 16.6% decrease when compared to 2Q 2019, mainly due to performance fees accrued in June, offset by management fees growth in line with AuM/AuA
- Net new money coming from Brazil FI & Equities Funds, Fund Services and Alternative Investments

Revenues (R\$ million)



AuM and AuA (R\$ billion)



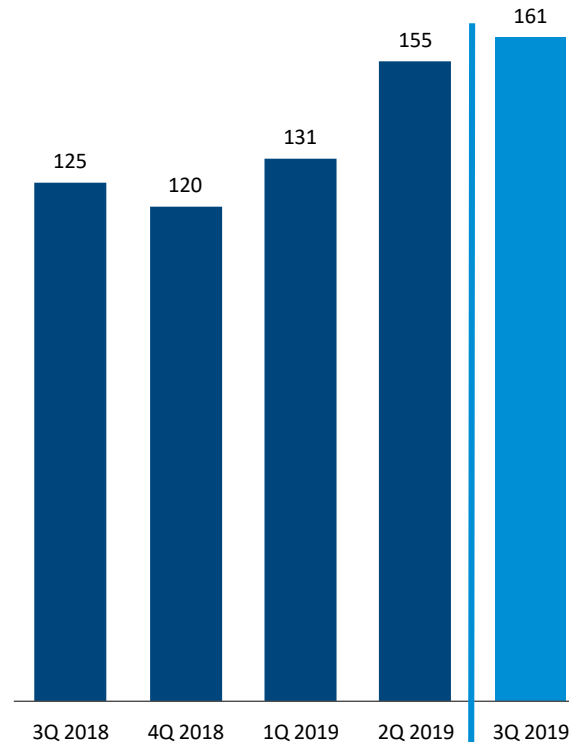
Wealth Management

Revenues and WuM at all-time high with consistent growth and positive contribution from digital channels

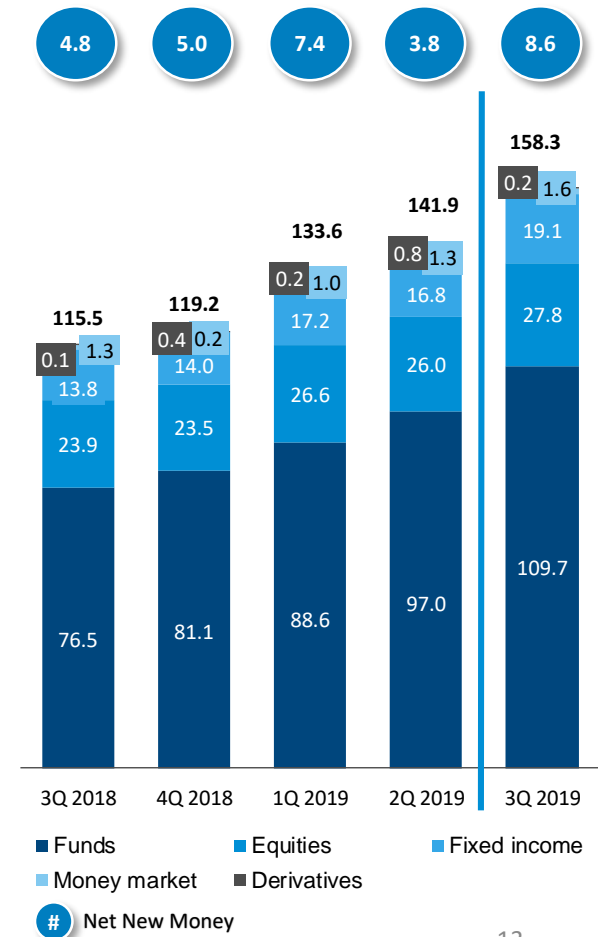
Overview of 3Q 2019

- WuM increased 11.5% over the previous quarter and 37.0% yoy, reaching R\$158.3 billion, and posted a record net new money in a single quarter of R\$8.6 billion
- BTG Pactual digital continues to grow, and was awarded with the *RA1000* stamp, that honors companies with excellent consumer service ratios into *ReclameAQUI* platform

Revenues (R\$ million)



WuM (R\$ billion)



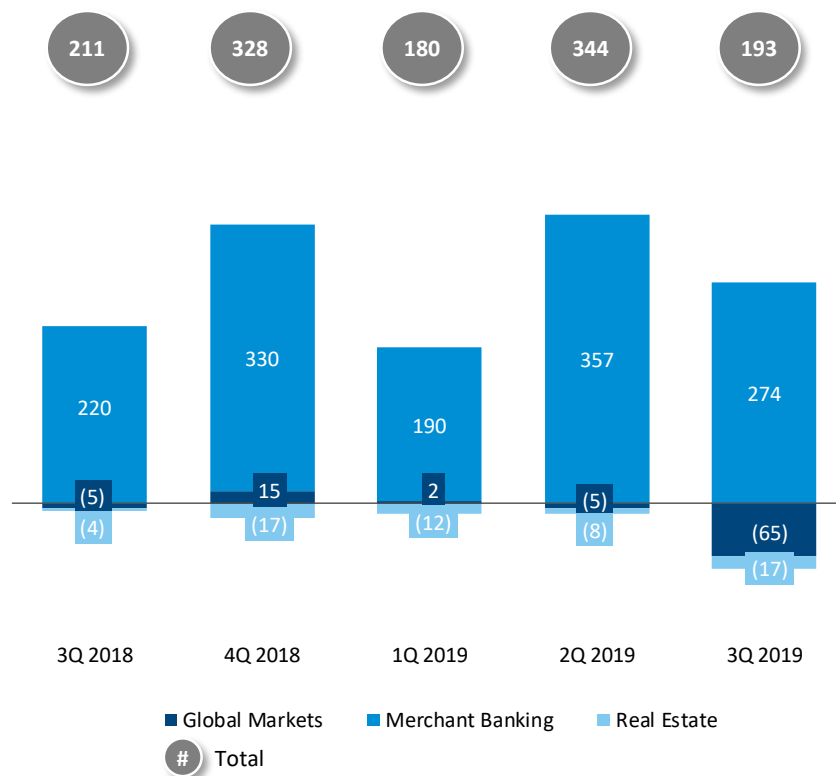
Principal Investments

Good performance in Merchant Banking

Overview of 3Q 2019

- Principal Investments revenues were R\$192.8 million, a 43.9% decrease compared to 2Q 2019

Revenues (R\$ million)



EXPENSES



SECTION 2

Expenses and Main Ratios

Cost-to-income ratio at 39% and compensation ratio at 19%, both below our historical average, capturing benefits from our operational leverage

(in R\$ mm, unless stated)	Quarter		3Q 2019 % change to		Year to Date		9M 2019	
	3Q 2018	2Q 2019	3Q 2019	3Q 2018	2Q 2019	9M 2018	9M 2018 % change to	
Bonus	(121)	(347)	(255)	110%	-27%	(387)	(772)	99%
Salaries and benefits	(159)	(163)	(169)	6%	3%	(459)	(498)	9%
Administrative and other	(188)	(228)	(268)	43%	18%	(611)	(698)	14%
Goodwill amortization	(40)	(38)	(39)	-1%	4%	(107)	(114)	7%
Tax charges, other than income tax	(88)	(106)	(126)	44%	19%	(187)	(298)	59%
Total operating expenses	(596)	(882)	(857)	44%	-3%	(1,751)	(2,380)	36%
Cost to income ratio	47%	40%	39%			46%	41%	
Compensation ratio	22%	23%	19%			22%	22%	
Income tax and social contribution	(74)	(328)	(324)			(244)	(818)	235%
Effective income tax rate	11.1%	25.2%	24.4%			11.9%	23.6%	

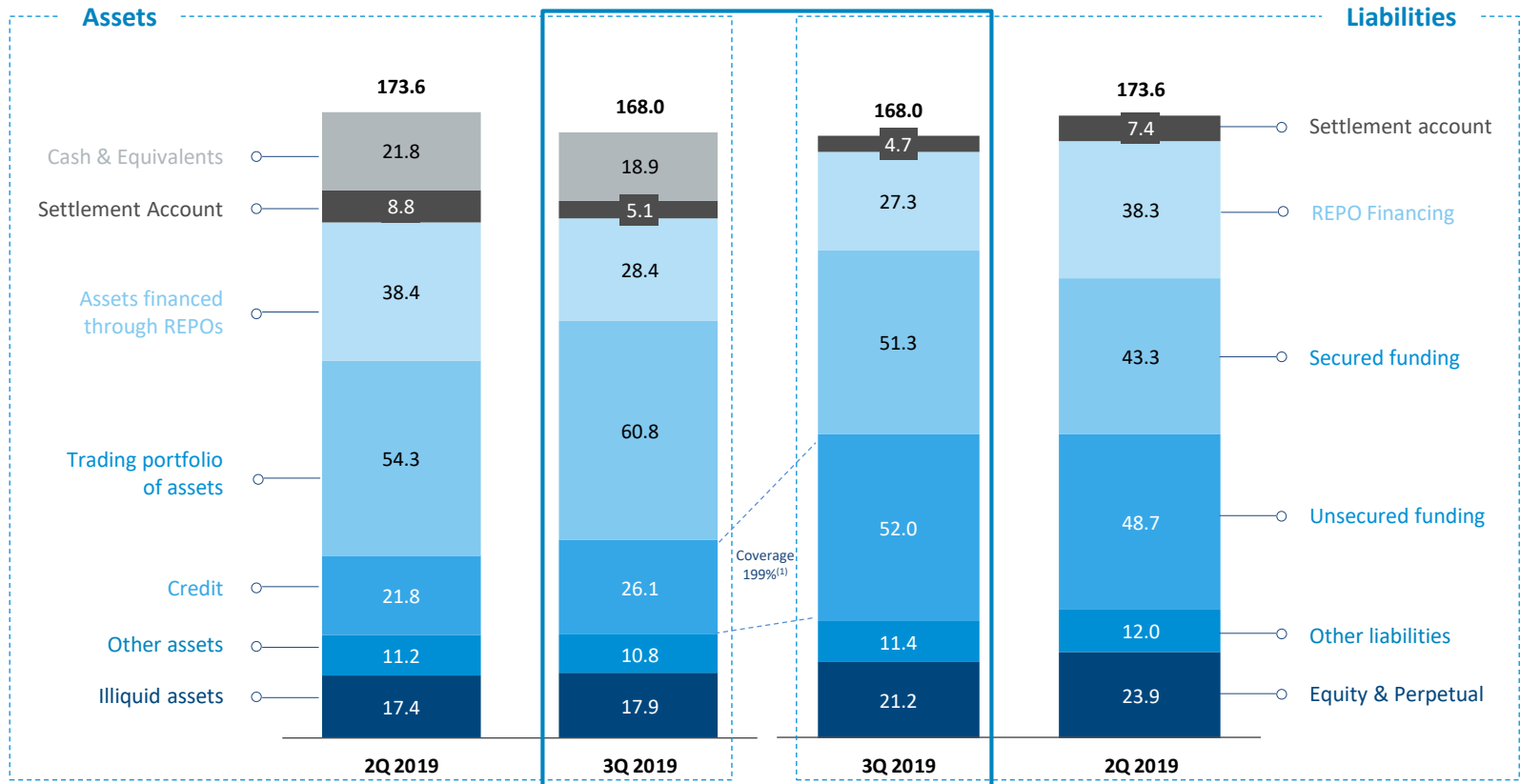
BALANCE SHEET



SECTION 3

Balance Sheet Analysis

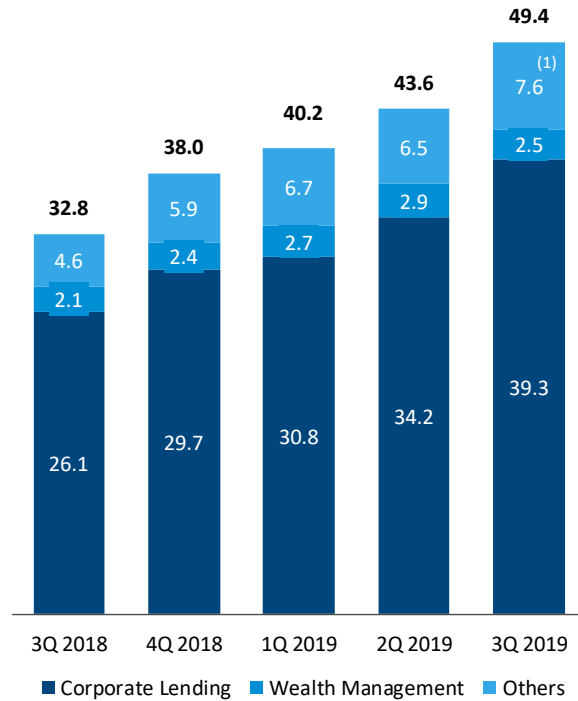
(In R\$ billion)



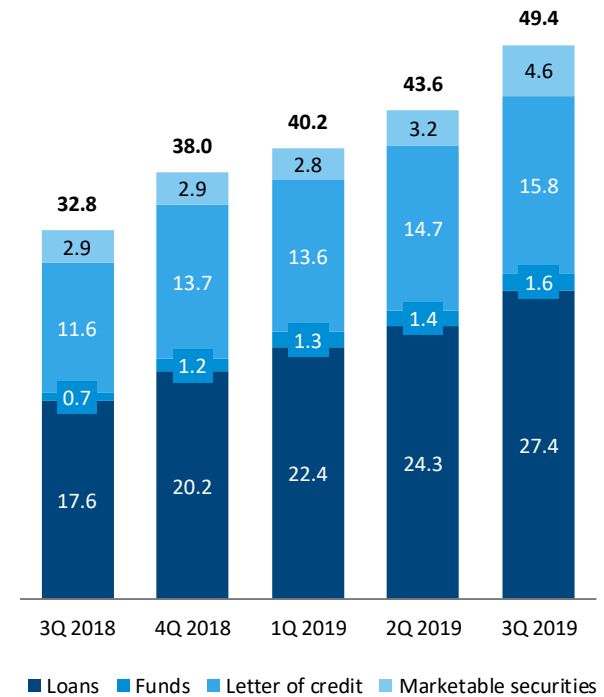
1. Excludes demand deposits

Broader Credit Portfolio

Broader Credit Portfolio by Area
(R\$ billion)



Broader Credit Portfolio by Product
(R\$ billion)



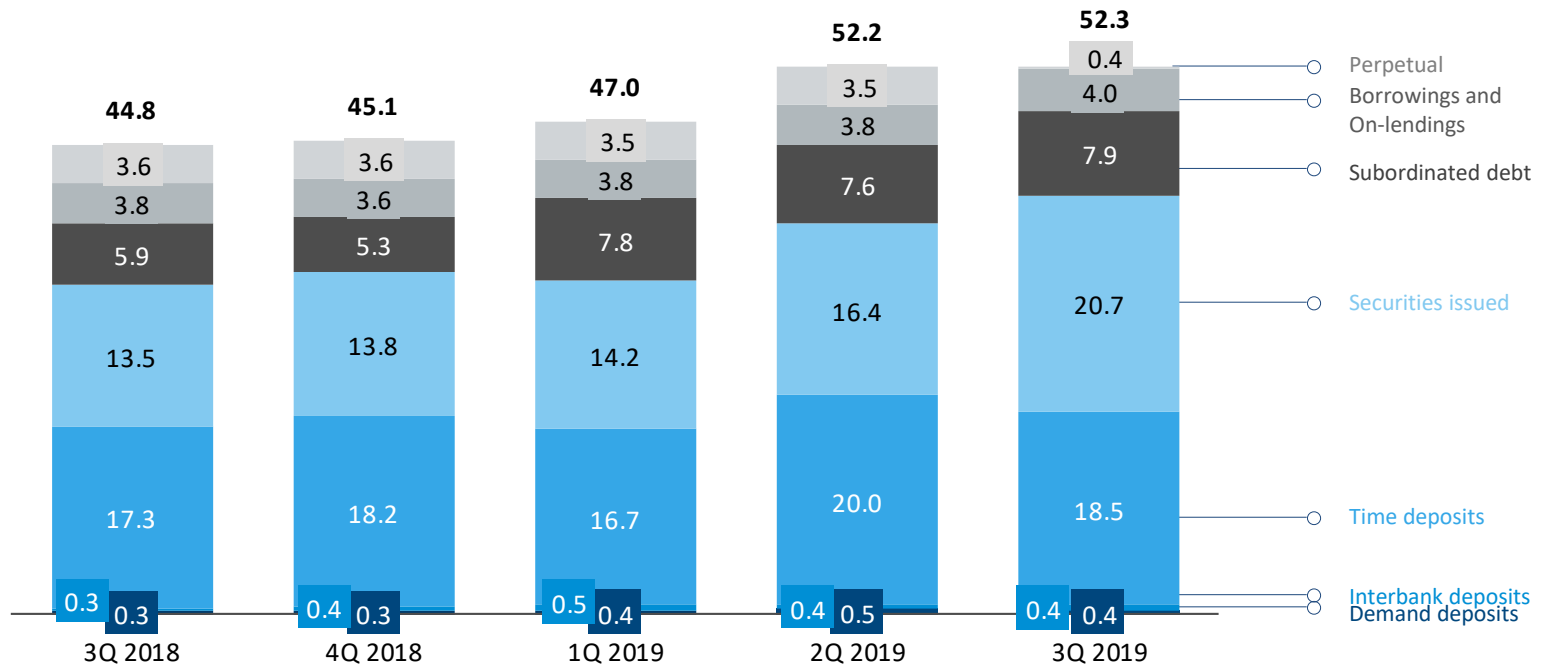
Note:

1. Includes R\$2.3 billion life insurance reserves in Chile. The company has been sold during the quarter, but yet pending regulatory approval.

Unsecured Funding Base

Unsecured Funding Base remained flat compared to previous quarter

(In R\$ billion)

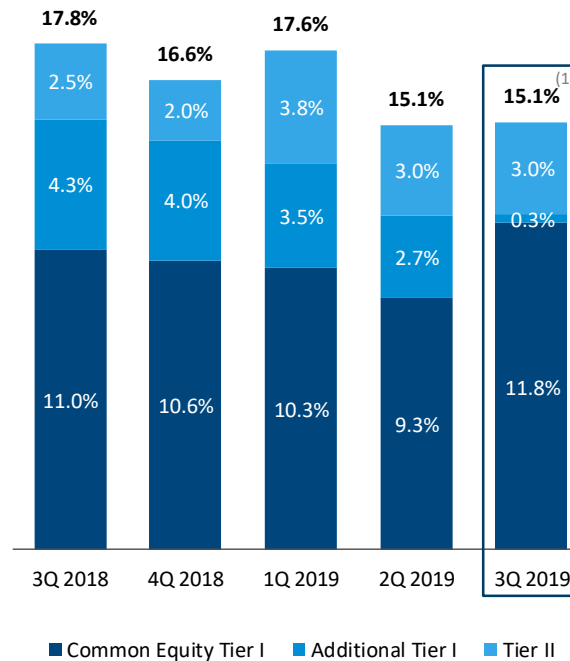


Basel Ratio and VaR

The BIS capital ratio remained at 15.1% in the end of 3Q 2019

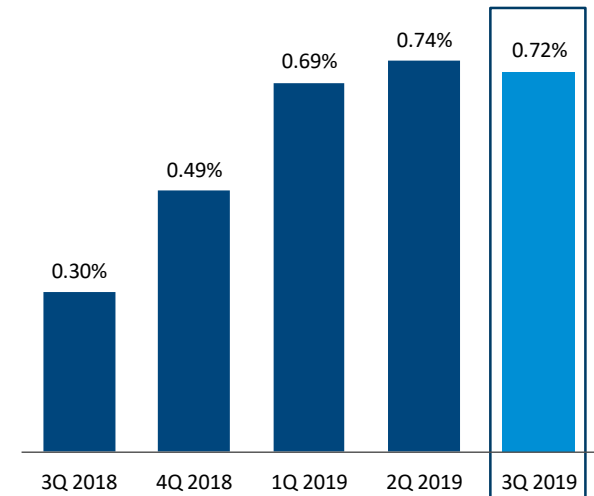
The total average daily VaR remained stable when compared to the previous quarter

Basel Ratio (%)



Average daily Trading VaR

(% of average shareholders equity)



Note:

1. Basel Ratio adjusted for the subordinated local debts issued, still pending regulatory approval.



Disclaimer

This presentation has been prepared by Banco BTG Pactual S.A. (“BTG Pactual”, and together with its subsidiaries and affiliates, the “Company”) for the exclusive use of the party to whom BTG Pactual delivers this presentation. This presentation was prepared based on BTG Pactual own information and other publicly available information. BTG Pactual does not make any representation or warranty, either express or implied, as to the accuracy, completeness or reliability of the information, estimates or projections as to events that may occur in the future (including projections of revenue, expense, net income and stock performance) contained in this presentation. There is no guarantee that any of these estimates or projections will be achieved. Actual results will vary from the projections and such variations may be material. Nothing contained herein is, or shall be relied upon as, a promise or representation as to the past or future. BTG Pactual expressly disclaims any and all liability relating or resulting from the use of this presentation.

This presentation has been prepared solely for informational purposes and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments. BTG Pactual should not construe the contents of this presentation as legal, tax, accounting or investment advice or a recommendation. This presentation does not purport to be all-inclusive or to contain all of the information that BTG Pactual may require. No investment, divestment or other financial decisions or actions should be based solely on the information in this presentation.

This material must not be copied, reproduced, distributed or passed to others at any time without the prior written consent of BTG Pactual.