

Institutional Presentation 3Q19

Santander On

 webmotors

uni>ersia

 Santander Financiamentos

ben

 Santander Auto

SuperGet

esfera



 Santander
Seguros e Previdência

ole
consignado


superdigital

prospera

 Return
Uma empresa
Santander

getnet
Uma empresa Santander

 Santander

DISCLAIMER

This presentation may contain certain forward-looking statements and information pertaining to Banco Santander (Brasil) S.A. ("Santander Brasil") and its subsidiaries, which reflect the current views and / or expectations of Santander Brasil and its management regarding its business performance and future events.

Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words such as "believe", "anticipate", "expect", "estimate", "could", "forecast", "potential", "will likely result", or other words or expressions of similar meaning.

Such statements are subject to several risks, uncertainties and assumptions. We caution that a number of important factors may cause actual results to differ substantially from the plans, objectives, expectations, estimates and intentions expressed herein.

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In addition to factors identified elsewhere in this presentation, the following factors, among others, may cause actual results to differ materially from the forward-looking statements or historical performance: changes in the preferences and financial condition of our consumers and competitive conditions in the markets in which we operate, changes in economic, political and business conditions in Brazil; government interventions, resulting in changes in the Brazilian economy, taxes, tariffs or regulatory environment; our ability to compete successfully; changes in our business; our ability to successfully implement marketing strategies; our identification of business opportunities; our ability to develop and introduce new products and services; changes in the cost of our products and operating costs; our level of indebtedness and other financial obligations; our ability to attract new customers; inflation in Brazil; the devaluation of the Brazilian Real against the U.S. Dollar and interest rate fluctuations; current or future changes in laws and regulations; and our ability to maintain existing business relationships and create new relationships.



1. Macroeconomics and Financial System



2. Santander Brasil

- 2.1 Corporate Profile
- 2.2 Technology
- 2.3 Business Overview
- 2.4 Results



3. Santander Worldwide



4. Santander in South America



1. Macroeconomics and Financial System

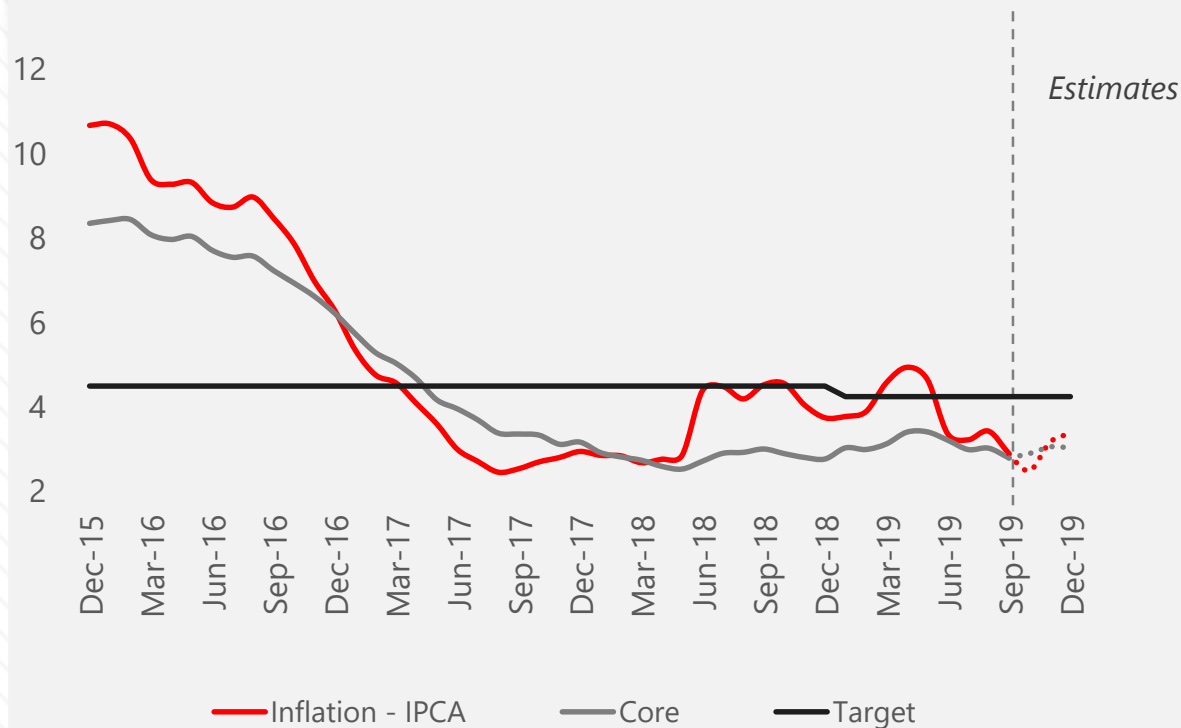
Macroeconomy | 2019-2021 Outlook

	2016	2017	2018	Santander Forecasts ¹		
				2019	2020	2021
Real GDP (%)	-3.3	1.1	1.1	0.8	2.0	2.7
IPCA-IBGE (%)	6.3	2.9	3.7	3.4	3.5	3.8
IGP-M (%)	7.2	-0.5	7.5	5.5	4.0	4.0
R\$/US\$ - end of period	3.26	3.31	3.87	4.00	4.00	4.10
SELIC - end of period (% p.a.)	13.75	7.00	6.50	4.50	4.00	6.00
Unemployment rate (average)(%)	11.5	12.8	12.3	12.0	10.9	9.4
Trade balance (USD bn)	47.7	67.1	59.9	43.3	37.0	35.0
Current account balance (% GDP)	-1.3	-0.4	-0.8	-2.4	-2.4	-2.5
Primary Balance (% GDP)	-2.5	-1.7	-1.6	-1.3	-1.2	-0.7
Net public sector debt (% GDP)	46.2	51.6	53.8	55.2	56.4	57.7
Gross public sector debt (% GDP)	70.0	74.1	77.2	78.9	79.8	80.7

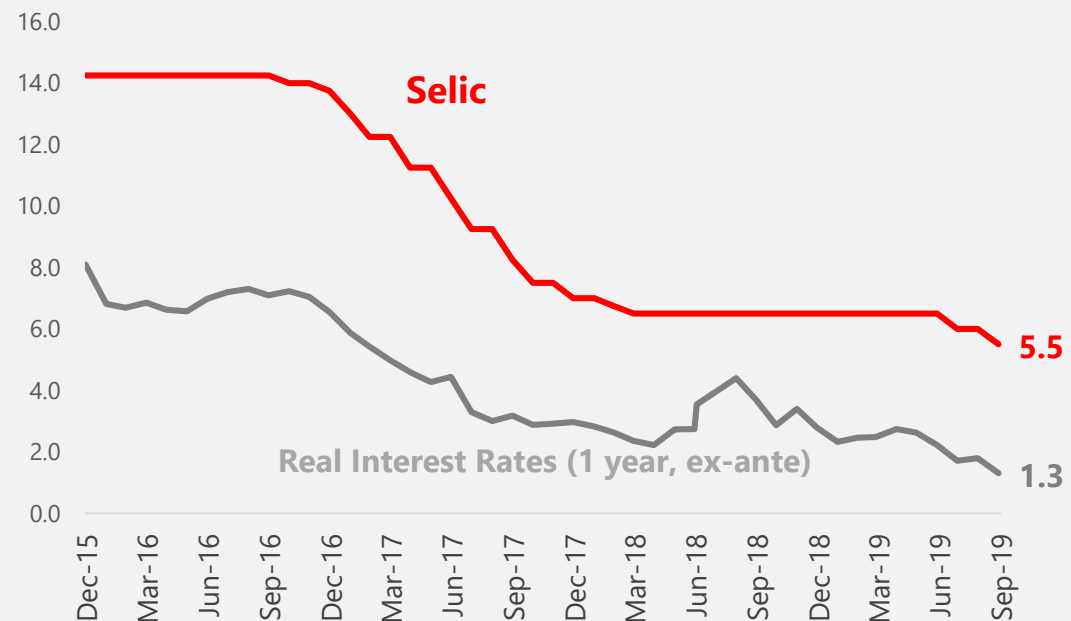
¹ Sources: Santander Brasil Economic Department, as of November 1st, 2019.

Macroeconomy - Controlled inflation and interest rate at historical lows

IPCA, last 12 month accumulated¹ (%)



Selic Rate and Real Interest Rates² (%)

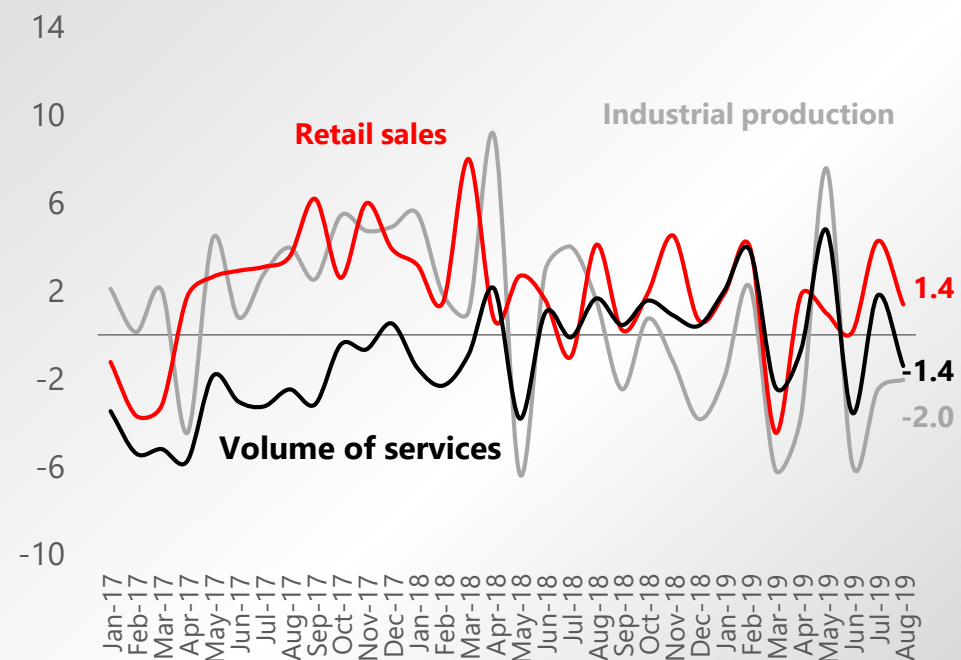


¹ Core by exclusion. Sources: IBGE, Santander. ² Sources: Brazil Central Bank, Anbima, Santander.

Macroeconomy - Drop in vulnerability and gradual growth recovery

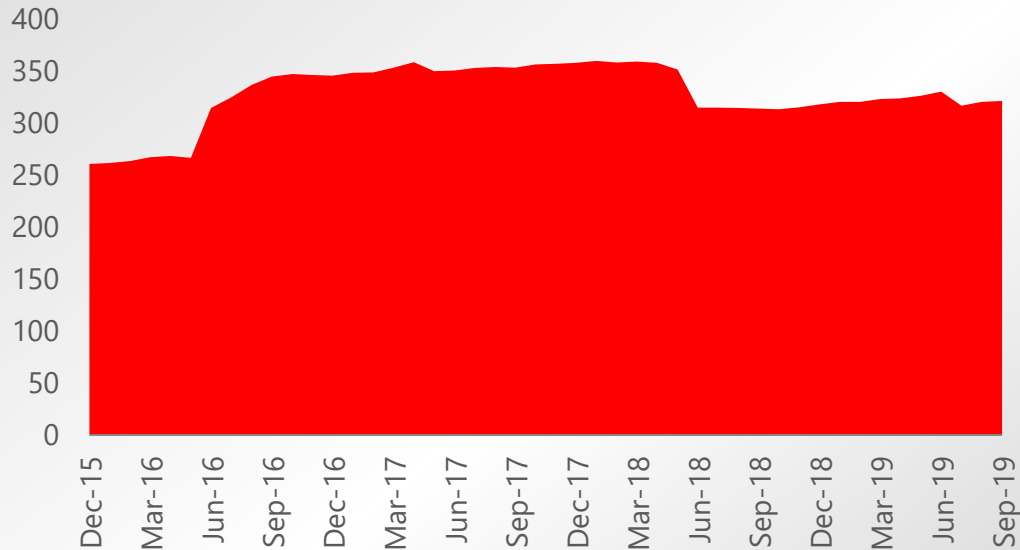
	Dec-16	Sep-19 ¹
Trade Balance (USD bi in 12 months)	47.7	50.2
Current Account Deficit (% GDP in 12 months)	(1.3)	(2.1)
International Reserves² (US\$ bi)	345.7	321.6
IBC-Br³ (% change in 12 months)	(4.3)	0.9
Implicit inflation in 5 years (%)	5.1	3.9
5 year Fixed Interest Rate (%)	11.4	6.6
Brazil Risk (CDS 5 years, bps)	281	137
Ibovespa (points)	60,227	104,745
Primary Balance in 12 months (% GDP)	(2.5)	(1.3)
Gross Debt/GDP (%)	69.9	79.0

Activity indicator, inter-annual variation (%)

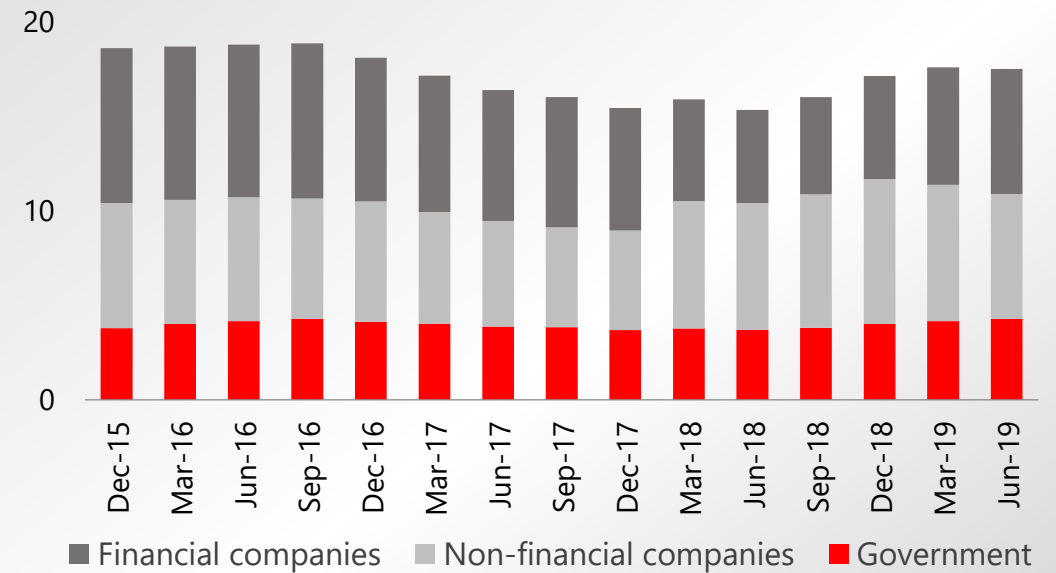


Macroeconomy - External environment remains favorable

International reserves, net of currency swaps¹ (US\$ bi)



USD denominated debt¹ (% of GDP)



¹ Source: Brazil Central Bank, Santander.

Macroeconomy

Structural initiatives needed



Social Security Reform;



Tax Reform;



Elimination of the indexation of **social spending**;



Stricter requirements to access social programs in order to **curb fraud**;

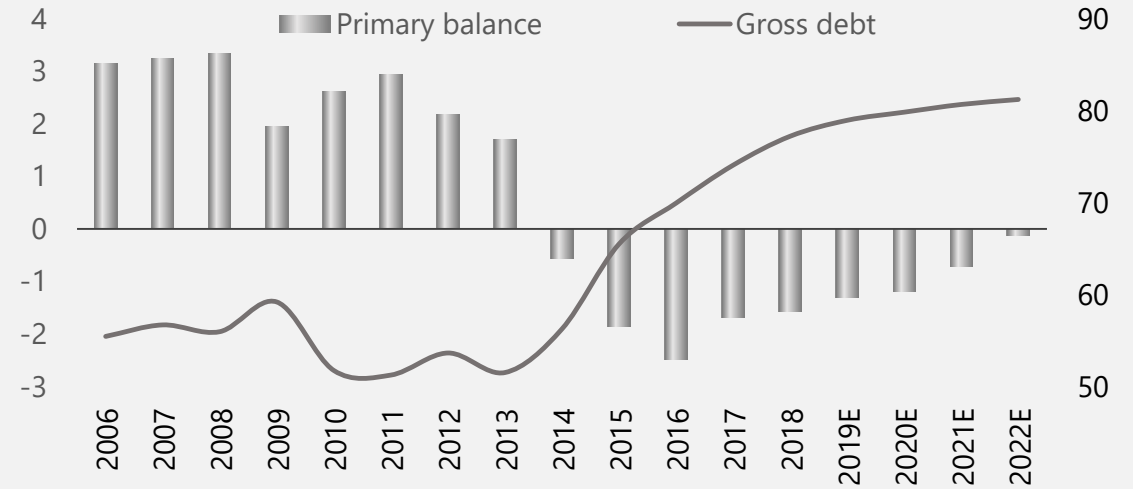


Restrictions on **discretionary spending**;

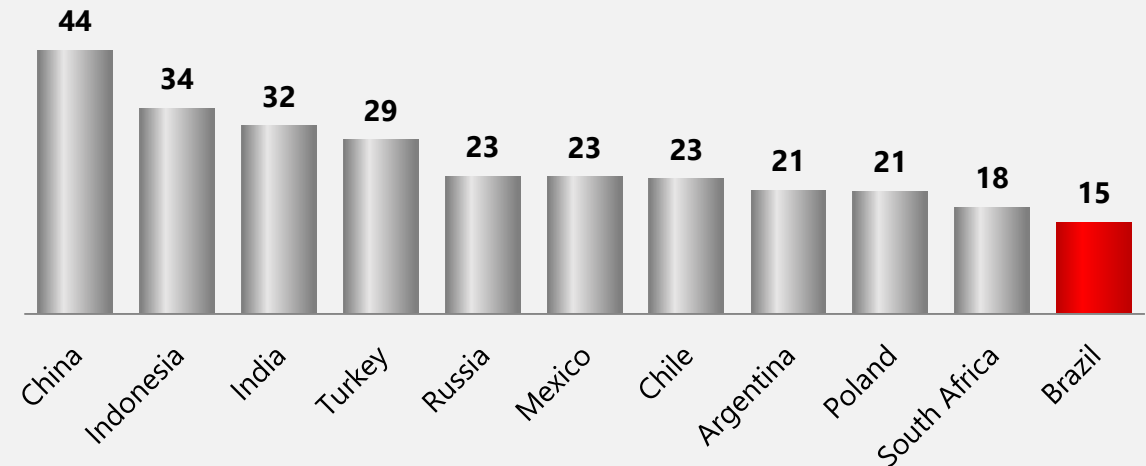


Create incentives to **increase domestic savings**.

Primary balance and gross debt (% of GDP)



Investment/ GDP (%), 2013-17 average



Financial System



Brazilian
Financial
System

Solid and profitable

- **BIS Ratio¹: 18.0%**, higher than the figure required by the Brazil Central Bank (11%)
- **Coverage Index²: 216.89%**
- **ROE¹: 15.8%**

Concentrated

- Concentration | **five largest banks**

Credit³: **74%** Deposits³: **78%**

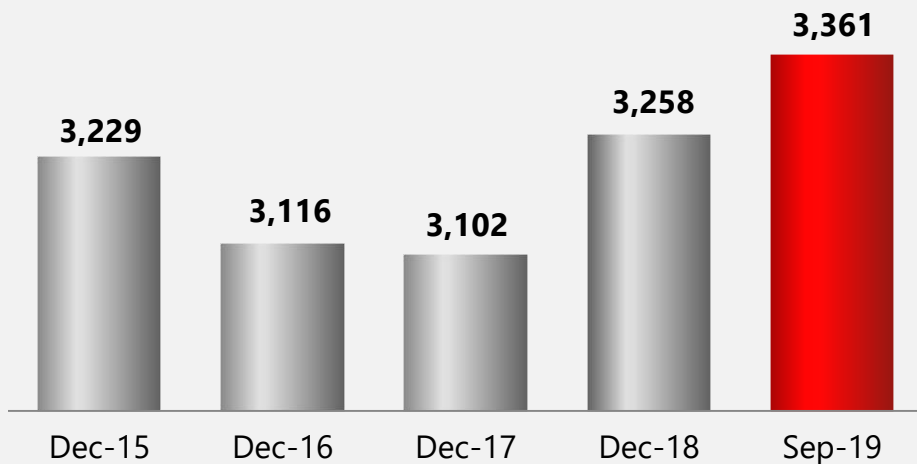
Opportunities

- **Growth of bancarization** in the country
- **Important transformations** - digitalization
- **Mortgage loans** at an early stage

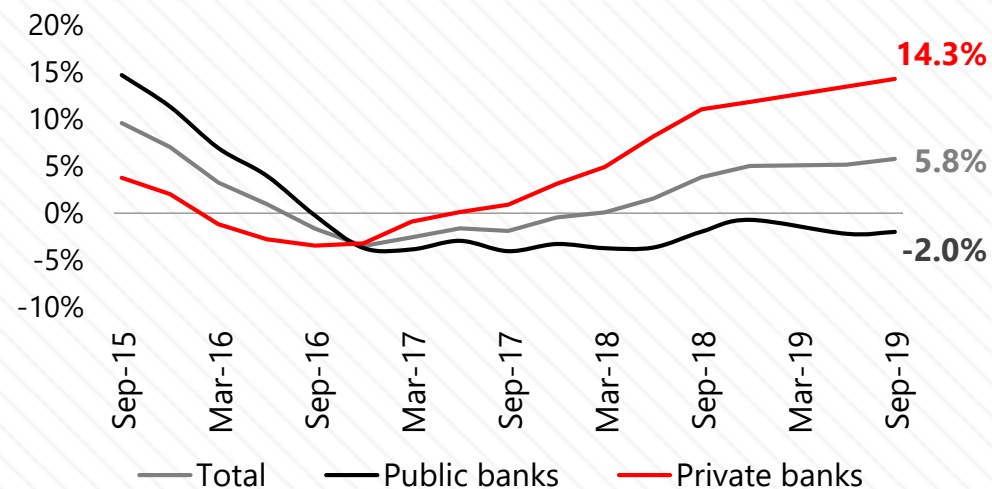
Financial System

Loan evolution (R\$ billion)

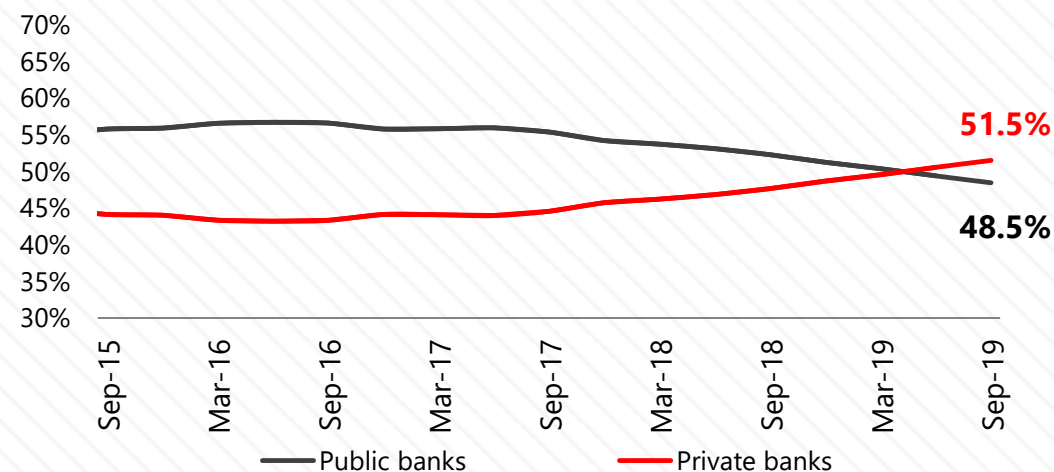
Brazil



Loan portfolio growth by institution¹ (YoY)



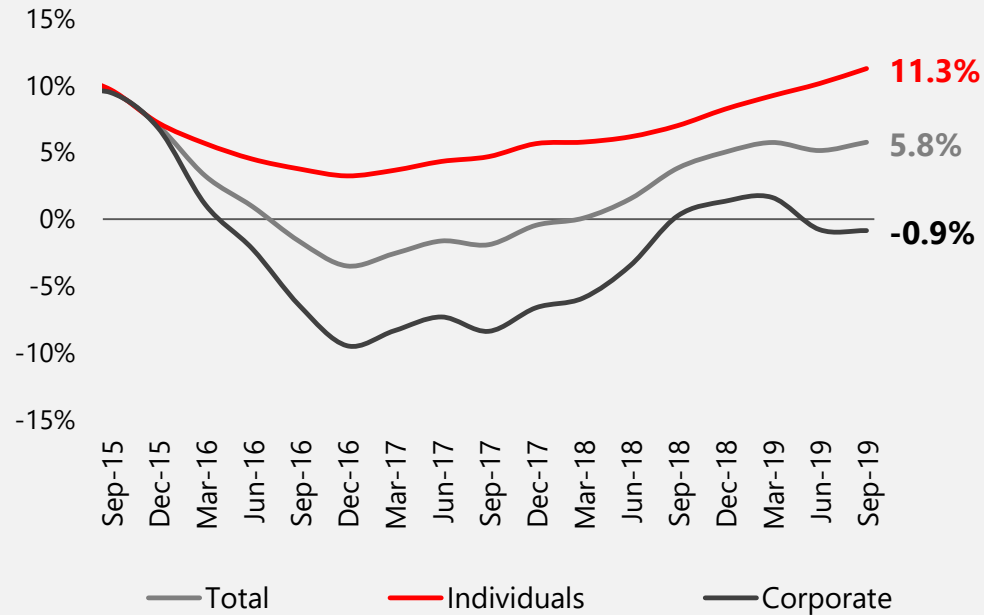
Total loan share²



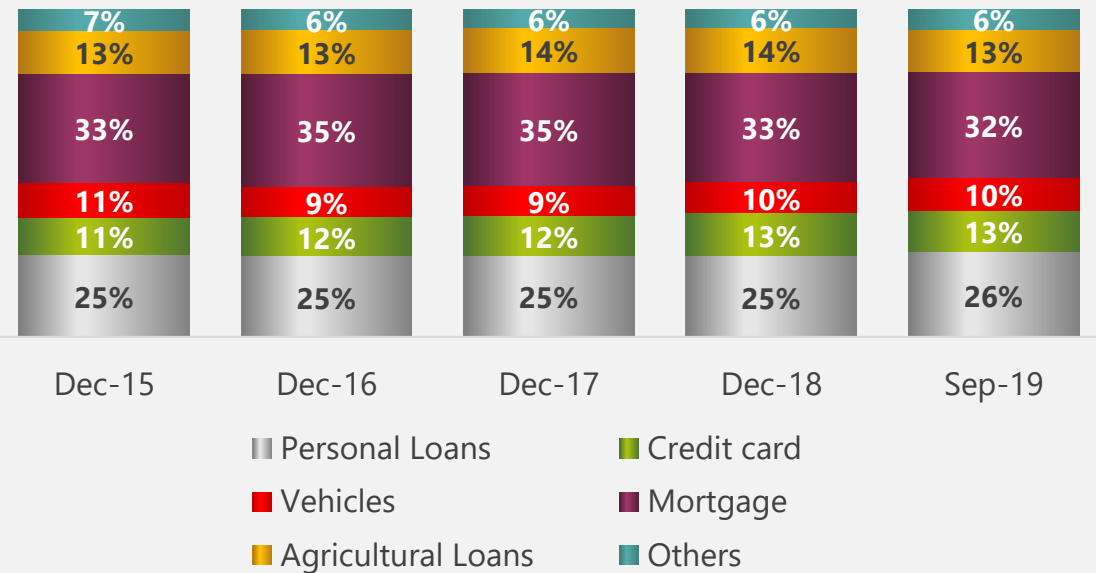
Sources: ¹ Brazil Central Bank ² Foreign and private banks' evolution impacted by incorporation in the period (HSBC).

Financial System

Loan portfolio growth by segment (YoY)



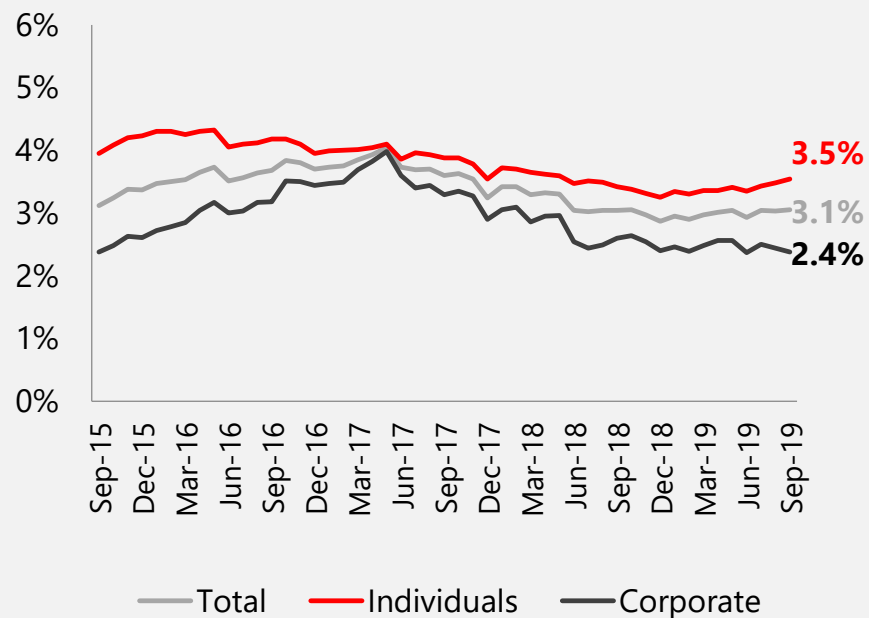
Loan portfolio by product | Individuals



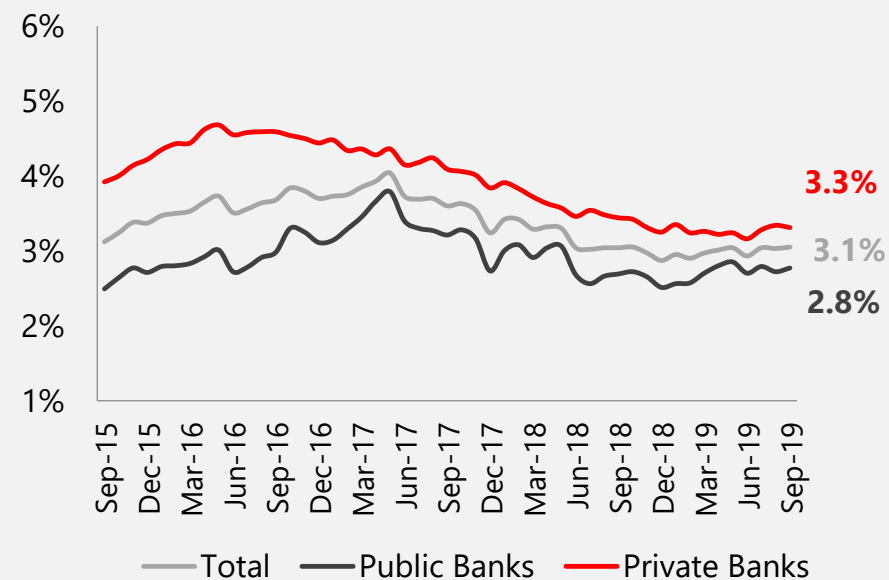
Financial System - Provision for Loan Losses rate



By segment

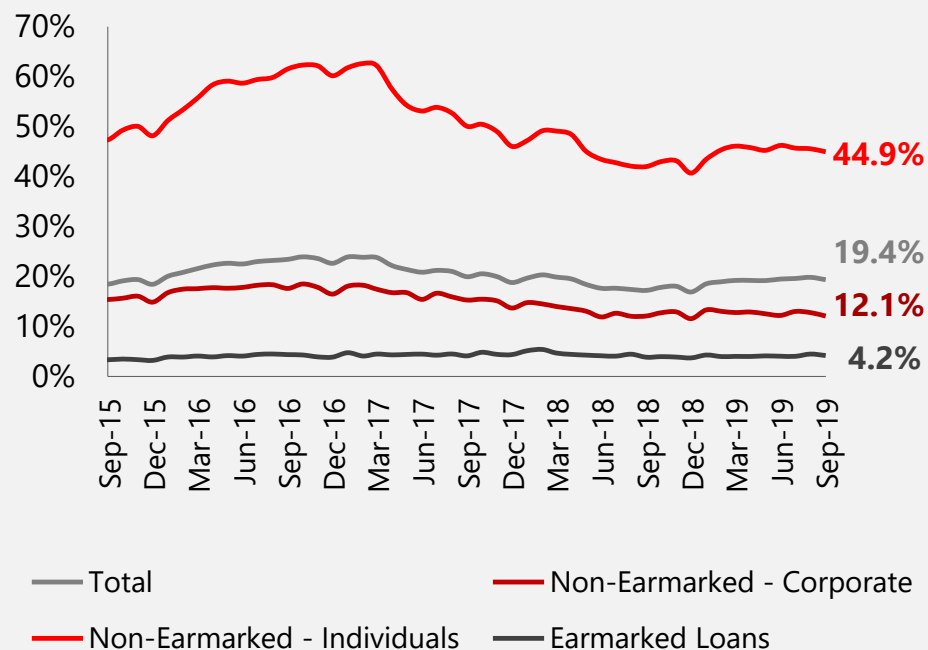


By Institution

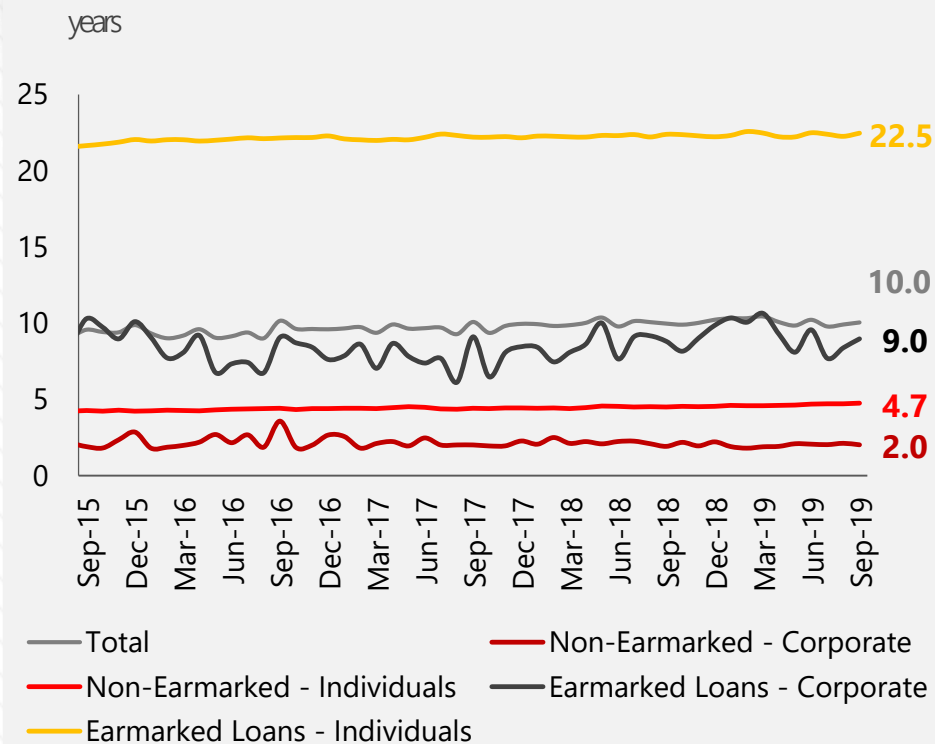


Financial System – Spread and tenors

Spread | Segment Breakdown

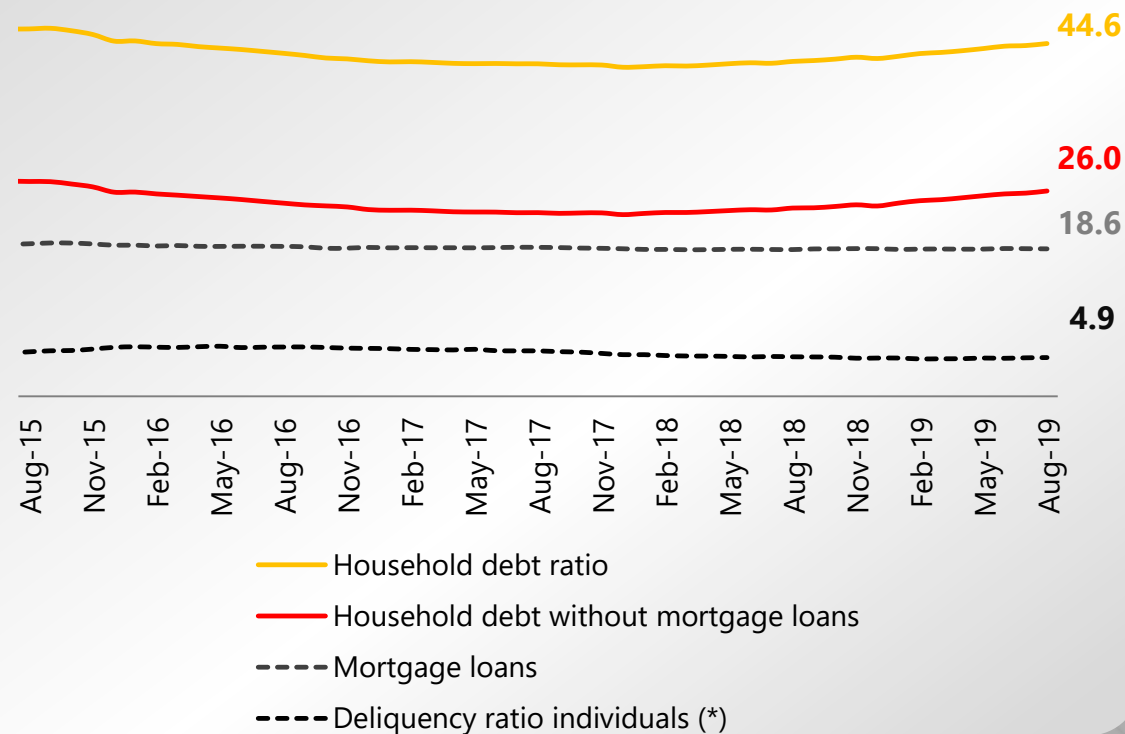


Tenors¹ | Segment Breakdown

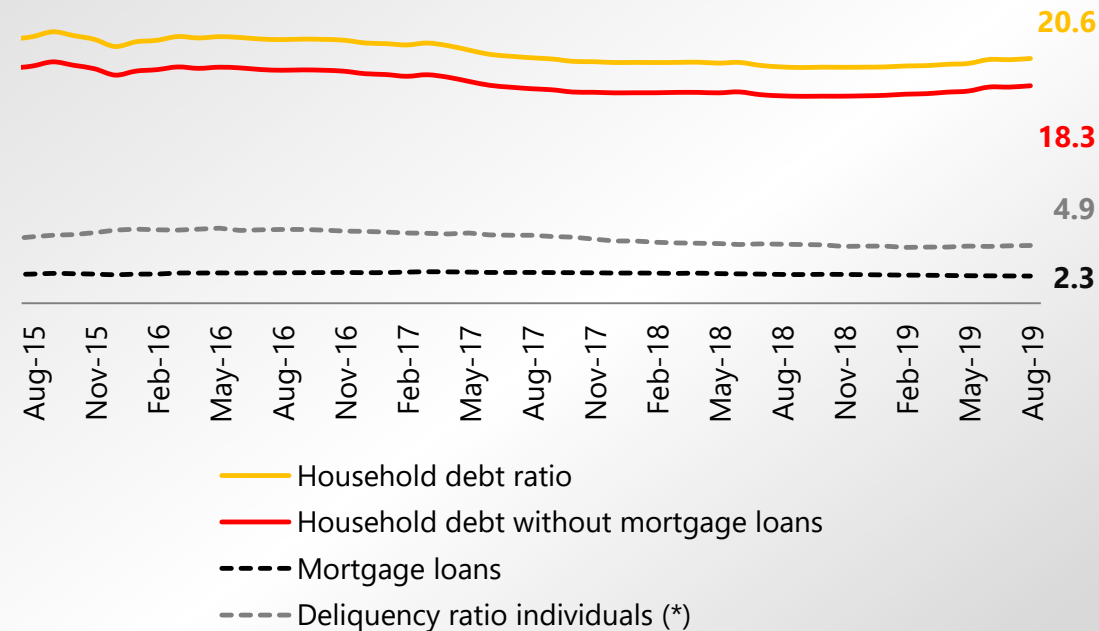


Financial System - Household debt profile

Household Debt (%)



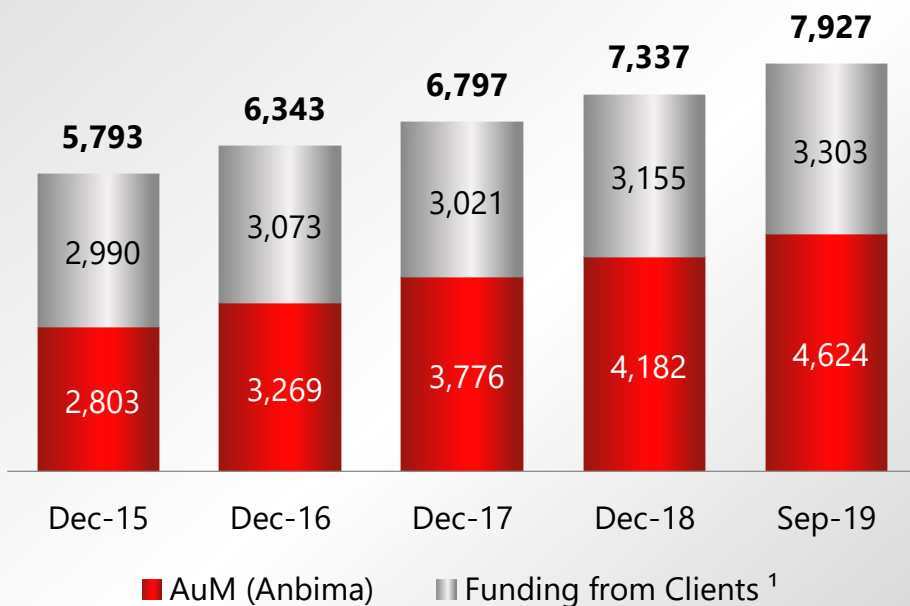
Household Debt Service Ratio (%)



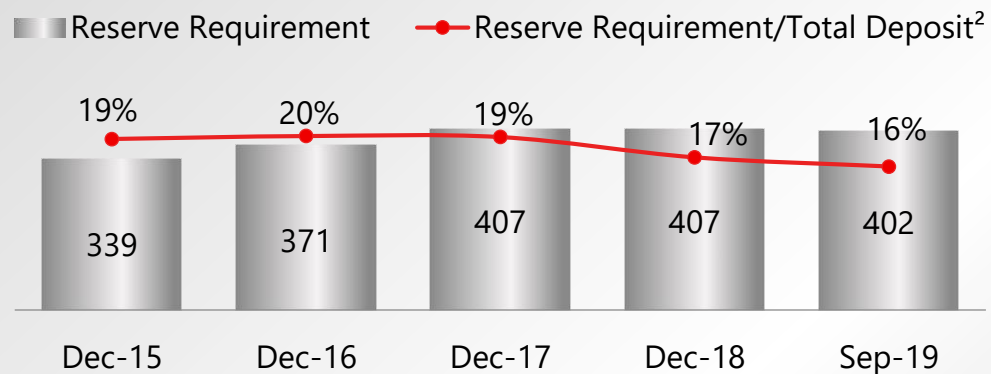
Financial System - Funding evolution

Total Funding R\$ billion

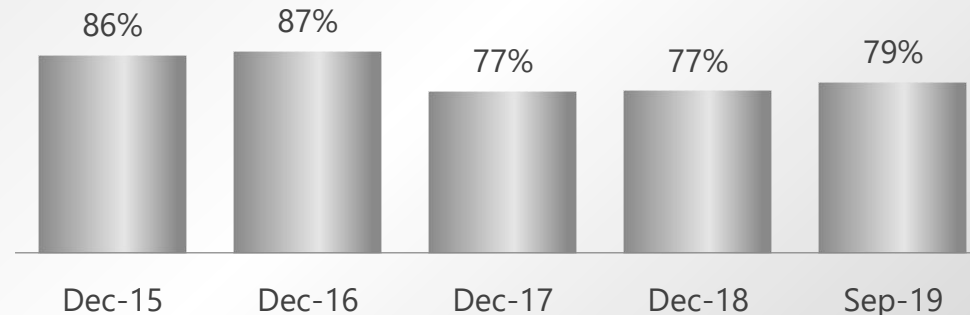
CAGR 8.7%
Dec.15 - Sep.19



Reserve Requirements R\$ billion



Credit / Funding³



¹ Funding from clients: demand, savings, time and other deposits (debenture, real estate credit notes (LCI), agribusiness credit notes (LCA), treasury notes and Certificate of Structured Operations COE).

²Total deposit considers demand, savings and time deposits. ³Funding from clients + Borrowings and Onlendings. * Last available data.

Financial System - Funding instruments

Type of Funding	Exigibility	Remuneration	Tax Rate	FGC ¹
Deposits:				
Demand Deposit	Mandatory Reserve Requirement+ Mandatory lending	Regulated by the Government: 0%	-	0.12% p.a.
Savings	Mandatory Reserve Requirement+ Mandatory lending	Regulated by the Government: TR + 6.17% p.a. ²	Tax exempt	0.12% p.a.
Time Deposit	Mandatory Reserve Requirement	Market Price	Income Tax Table applicable to Fixed Income investments ³ and IOF for redemption in up to 30 days	0.12% p.a.
Other Instruments:				
Real Estate Credit Notes (LCI)	No reserve requirement. Needs to be backed by mortgage loans	Market Price	Tax exempt	0.12% p.a.
Agribusiness Credit Notes (LCA)	No reserve requirement. Needs to be backed by agribusiness loans	Market Price	Tax exempt	0.12% p.a.
Guaranteed Real Estate Credit Notes (LIG)	No reserve requirement. Backed and guaranteed by a separate portfolio of mortgage loans.	Market Price	Tax exempt	-
Financial Bills (<i>Letras Financeiras</i>)	No reserve requirement. No backing needed	Market Price	Income Tax Table applicable to Fixed Income investments ³	-

¹ According to the Credit Guarantee Fund (FGC) regulation, the maximum value of the collateral provided by the FGC, per financial institution, is R\$ 250,000. ² If the Selic rate target is equal or less than 8.5%, remuneration will be TR+70% of the effective Selic Rate. ³ 22.5% for applications up to 180 days; 20.0% for applications from 181 to 360 days; 17.5% for applications from 361 to 720 days; and 15% for applications above 720 days.

Financial System - Reserve requirement

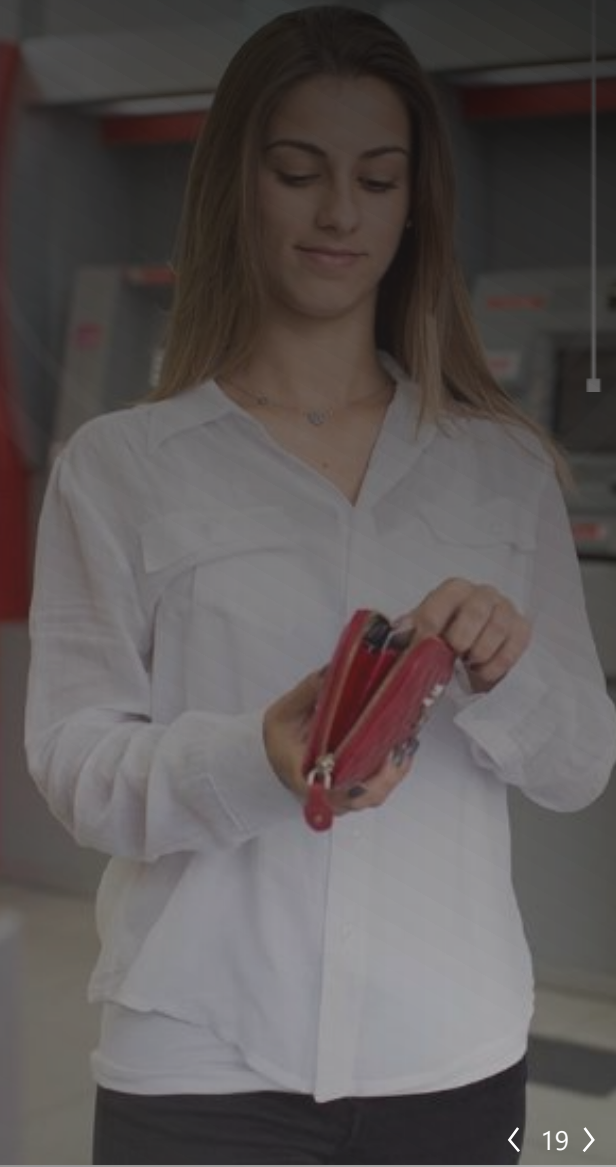
Type of Deposits Allocation	Rate			Mandatory Allocation:	Current Remuneration (maximum rates)
	Before 2008 Financial Crisis	During the Crisis	Current		
Demand Deposit					
Reserve Requirement	45%	42%	21%	Cash deposit in Bacen	-
Reserve Requirement - Additional	8%	5%	0%	-	-
Rural Loan	25%	30%	30%	Allocate 30% for Rural Loan	8% ¹ p.a.
Microcredit	2%	2%	2%	Allocate 2% for microcredit	4% p.m.
Free Funding	20%	21%	47%		
Savings Deposit					
Real Estate Financing	65%	65%	65%	Allocate 65% for real estate financing	TR + 12% ¹ p.a.
Reserve Requirement	20%	20%	20%	Cash deposit in Bacen	TR + 6.17% p.a. ²
Reserve Requirement - Additional	10%	10%	-	Mandatory allocation was extinguished	-
Free Funding	5%	5%	15%		
Time Deposit					
Reserve Requirement	15%	14%	31%	Cash deposit in Bacen	Selic
Reserve Requirement – Additional	8%	4%	-	Mandatory allocation was extinguished	-
Free Funding	77%	82%	69%		

¹. It is applied to regulated interest rate. ². If the Selic rate target is equal or less than 8.5%, remuneration will be TR+70% of the effective Selic Rate.



2. Santander Brasil

2.1 – Corporate Profile



Overview

Only large-scale
**international
bank,**
in Brazil



Our purpose:

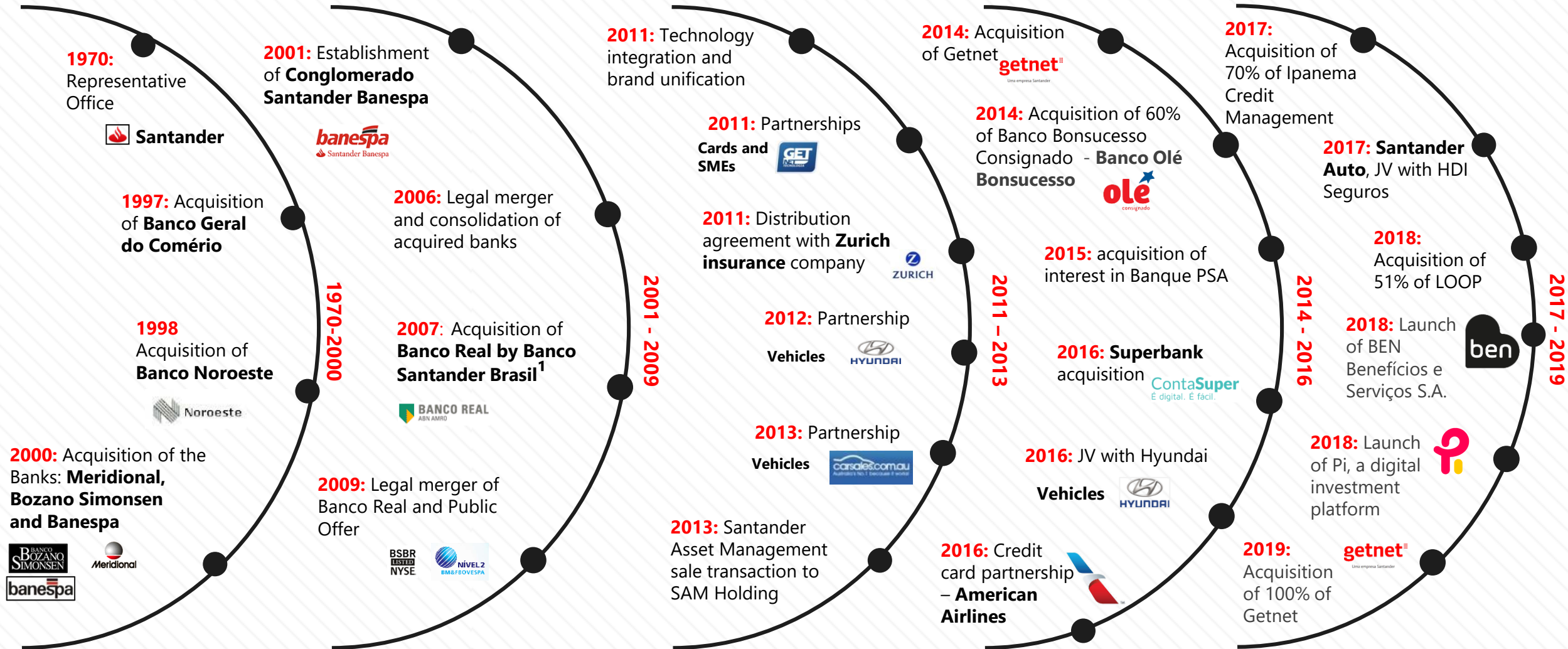
Help people and businesses prosper

Highlights (R\$ MM)

9M19

Total Assets:	R\$ 838,733
Expanded Credit Portfolio ¹ :	R\$ 408,686
Funding from clients ² :	R\$ 696,341
BIS:	16.2%
Managerial Net Profit³:	R\$ 10,824
ROAE ⁴ :	21.2%
Branches + mini-branches	3,844
Own ATMs	13,402
Shared ATMs	23,173
Employees	49,482

History



¹ In 2007, Santander Group announced the acquisition of Banco ABN AMRO, controlling shareholder of Banco Real.

Strategy



Preference and Loyalty

Increase customer preference and loyalty by offering targeted, simple, digital and high added-value products and services through a multi-channel platform.



Recurrence and Sustainability

Generate results in a sustainable and profitable manner, with greater revenue diversification, aiming to strike a balance between loans, funding and services, while maintaining a preemptive risk management approach and rigorous cost control.



Capital Discipline and Liquidity

Be disciplined with capital and liquidity to preserve our solidity, face regulatory changes and seize growth opportunities.



Opportunities

Achieve profitable market share gains through our robust portfolio, optimize the ecosystem and launch new ventures, consistently improving the customer experience.

Our purpose is to help **people and businesses prosper**



Sustainability: helping **businesses and people prosper**, while supporting Brazilian society in its transformation into Brazil of the 21st century, through three strategic pillars:

Efficient and Strategic Use of Natural Capital



Socio-environmental business
made viable

R\$ 13 billion

Development of Human Potential



Universities

+15.8 k²

scholarships

289

partner
Universities

Resilient and Inclusive Economy



Prospera Microcredit

461.7k

Active customers

With ethical values as the foundation and technology at the service of people and businesses

Sustainability: Governance and Awards

Governance



Responsible Banking, Sustainability and Culture Committee of the Santander Group

- Board with a global oversight on the topic



Sustainability Committee

- Purpose: responsible for advising the Board of Directors on subjects relating to social and sustainable development issues



Sustainability Department of Santander Brasil

- Elaboration and execution of local sustainability strategies

Voluntary Commitments



Santander Brasil Awards

Ranking Change the World - Fortune Magazine: recognized as one of the ten companies that change the world. Acting in microcredit led Santander to rank 1st in the banking industry and 6th among the companies

9th consecutive year included in the **Social Responsibility and Corporate Sustainability Index of B3 – Brasil, Bolsa, Balcão;**

Guia Exame de Sustentabilidade: elected as the most sustainable company of the financial sector, according 2019 edition of Guia Exame de Sustentabilidade;

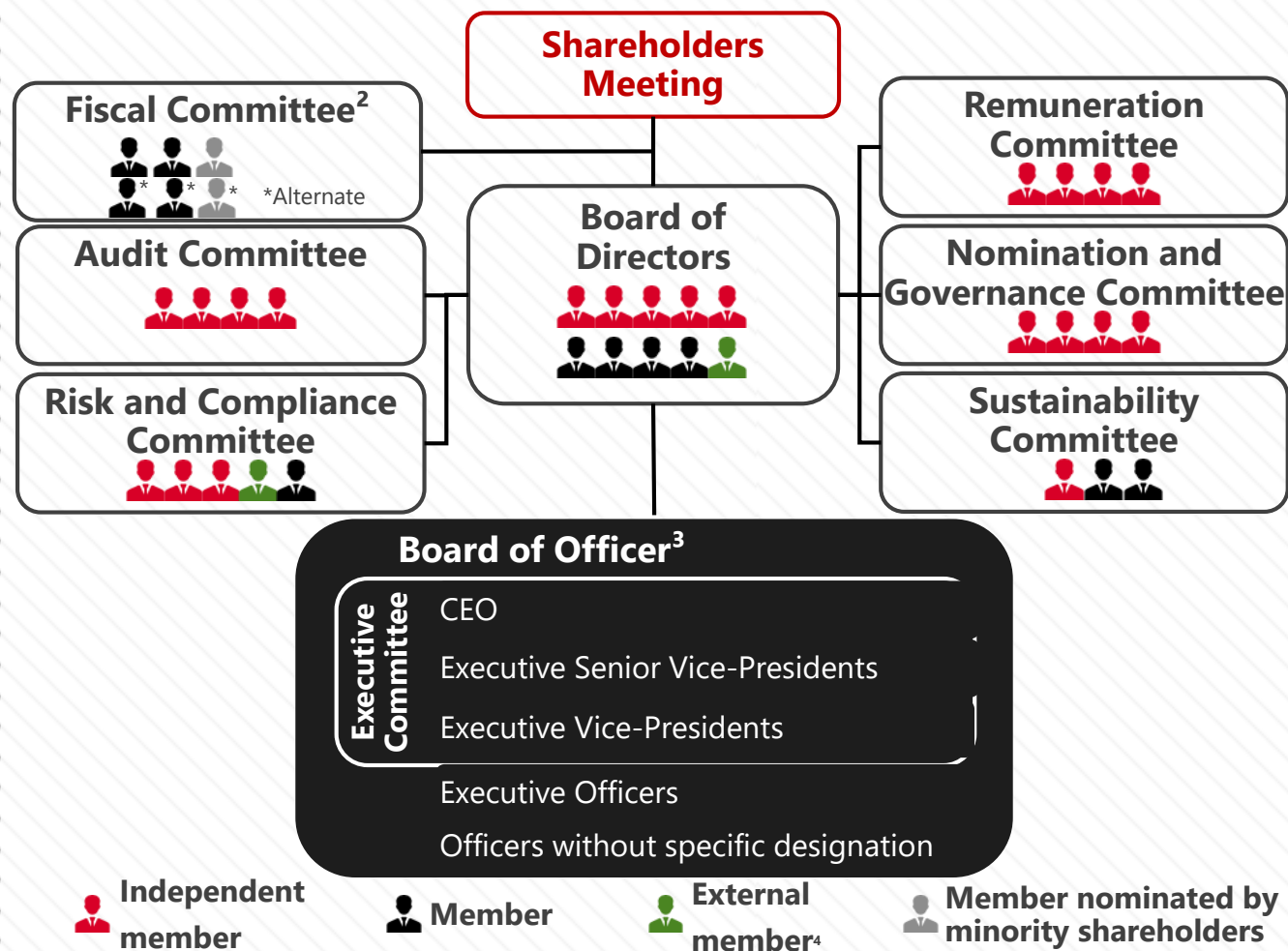
Guia Exame de Diversidade: winner of the year of the Guia Exame de Diversidade and also the financial institution with the best inclusion and diversity practices in the country;

CDP (Carbon Disclosure Project): recognized as one of the largest Brazilian leaders in climate change, having reached the highest score among players in the financial sector;

FTSE4Good: inclusion of Santander Brasil as part of the FTSE4Good Index Series;

MSCI ESG Rating: in 2019, we received a rating of AA (on a scale of AAA-CCC) in the MSCI ESG Ratings assessment.

Governance **structure**¹

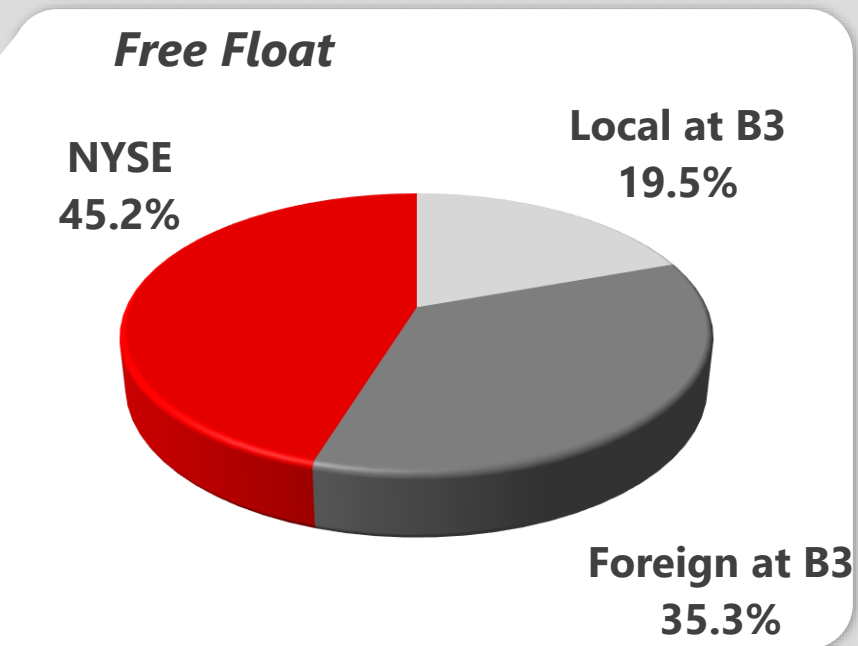
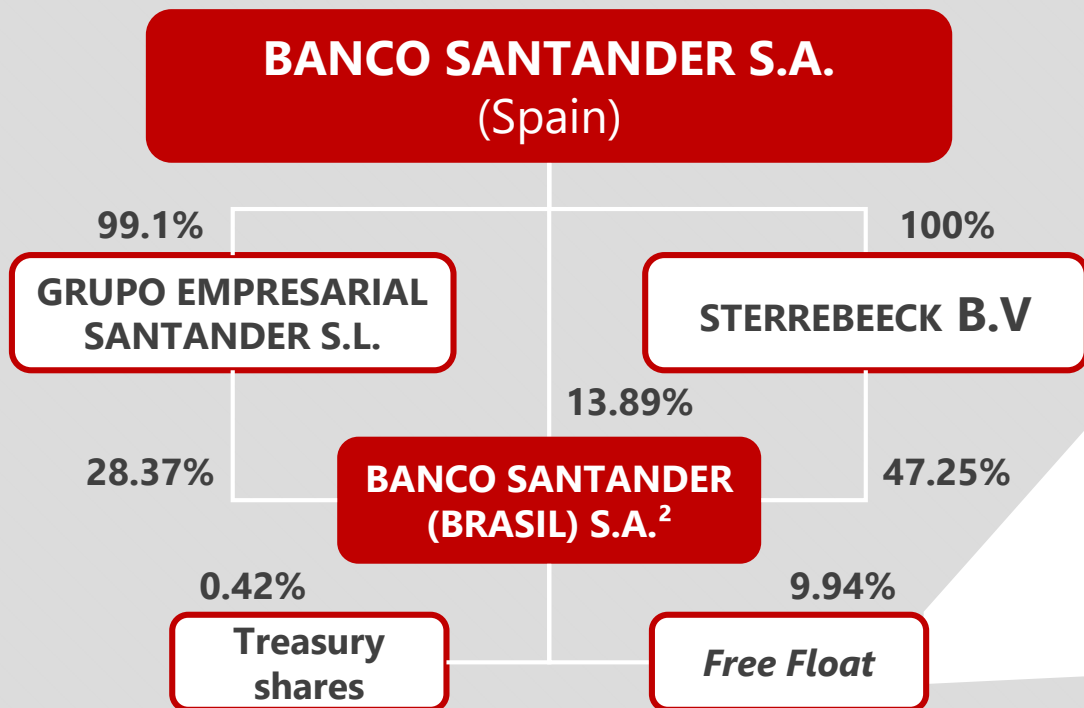


Governance **practices**

- 50% of our Board of Directors members are independent.
- The positions of Chairman of the Board of Directors and Chief Executive Officer may not be held by the same person.
- Independent committees reporting directly to the Board of Directors.
- Regular market meetings with information widely disclosed on our Investor Relations' website.
- The Audit, Remuneration and Nomination and Governance committees are entirely comprised of independent members.

The shares of Banco Santander (Brasil) S.A. are listed on **NYSE** and on **B3**¹

Simplified Shareholding Structure (Sep-19)

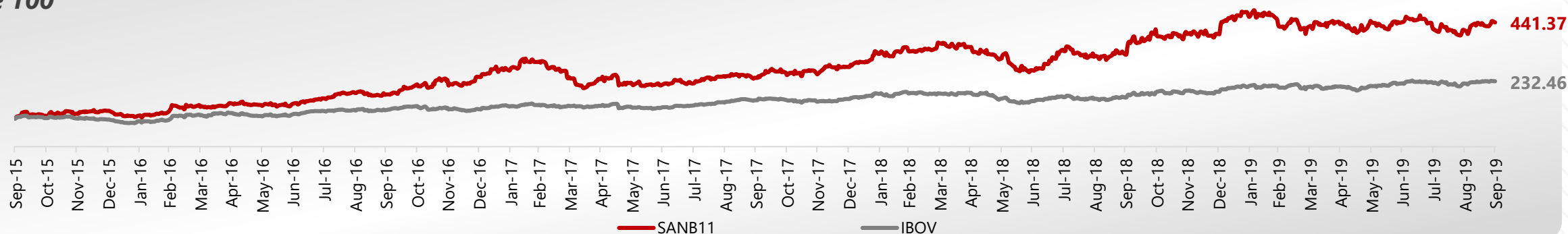


¹B3 – Brasil, Bolsa, Balcão. ²Includes shares owned by the administrators, which is less than 0.13%.

Return to our **shareholders**

Stock Price Evolution¹

Base 100



	9M19	9M18	Var. 12M	3Q19	3Q19	Var. 3M
Earnings (annualized) per Unit ² (R\$)	3.87	3.21	20.5%	3.97	3.89	1.9%
Dividend + IoC per Unit, Last 12 Months ² (R\$)	2.09	1.76	18.6%	2.09	1.98	5.4%
Unit closing price ³ (R\$)	45.33	35.71	26.9%	45.33	45.46	-0.3%
Market capitalization ⁴ (R\$ billion)	169.24	133.49	26.8%	169.24	169.75	-0.3%
Book Value per Unit ⁵ (R\$)	19.28	17.34	11.2%	19.28	18.40	4.8%
ROE annualized ⁶	21.2%	19.4%	1.8 p.p.	21.1%	21.3%	-0.2 p.p.

¹ Historical prices excluding dividends and interest on capital. Source: Bloomberg. ² Considers the number of Units disregarding treasury shares at the end of the period. ³ Closing price at the end of the period. ⁴ Market Capitalization: Total Units (Unit = 1 Common + 1 Preferred) x Unit closing price at the end of the period. ⁵ Book Value excludes goodwill. ⁶ Excluding 100% of the goodwill balance (net of amortization).

Ratings

Global Scale

Local Scale

Local Currency

Foreign Currency

National

Long Term

Short Term

Long Term

Short Term

Long Term

Short Term

Standard & Poor's¹
(outlook)

BB-
(stable)

B

BB-
(stable)

B

brAAA
(stable)

brA-1+

Moody's²
(outlook)

Ba1
(stable)

NP

Ba3
(stable)

NP

Aaa.br

Br-1



2. Santander Brasil

2.2 - Technology



Technology – innovations on Santander App and Internet Banking

Individuals



Santander Way

In line with becoming a strategic payment platform for our customers, we have released features such as:

- P2P transfers through the phonebook or QR code
- Purchasing division with contacts from the phonebook
- Getnet POS QR code scanning for payment

Santander Broker

Application launch offering better stock trading experience with simpler navigation

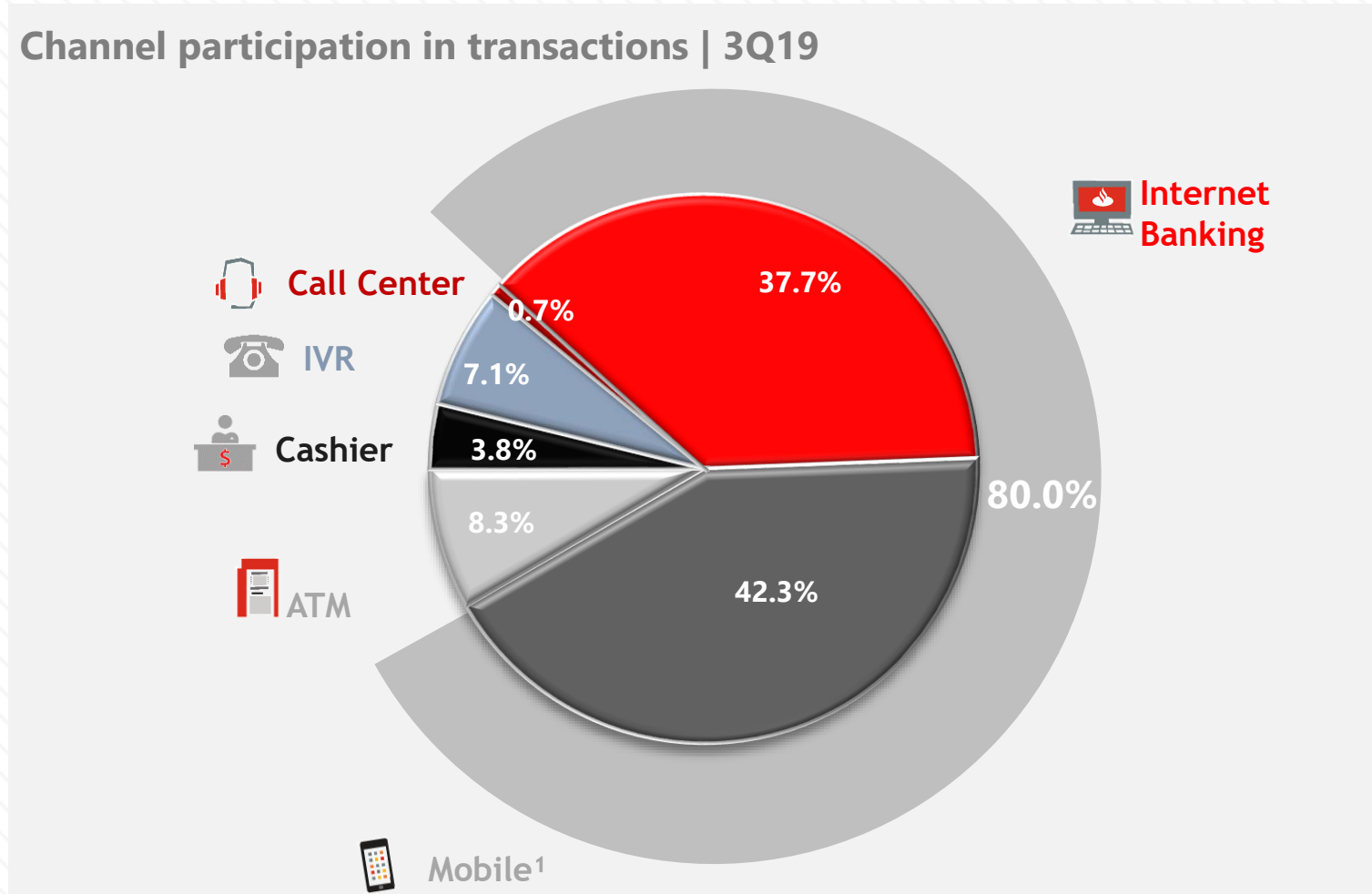
Corporate & SMEs



Internet banking and Mobile

- ✓ Beneficiary registration with extra limit option for transfers between accounts
- ✓ Self-service to update registration for the client
- ✓ Access to the sales statement made at POS Getnet for a business establishment

Technology - Internet banking and mobile transactions represented 80.0% of the Bank's total transactions in 3Q19

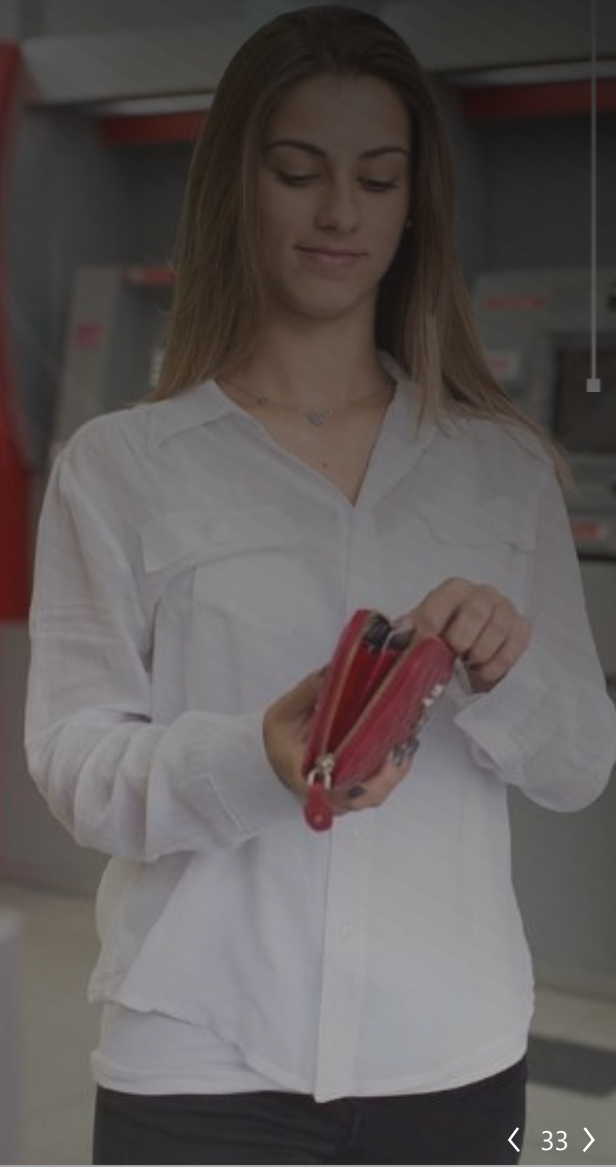


¹ Includes tablet transactions. Note: data refers to total transactions, composed by financial and non-financial.

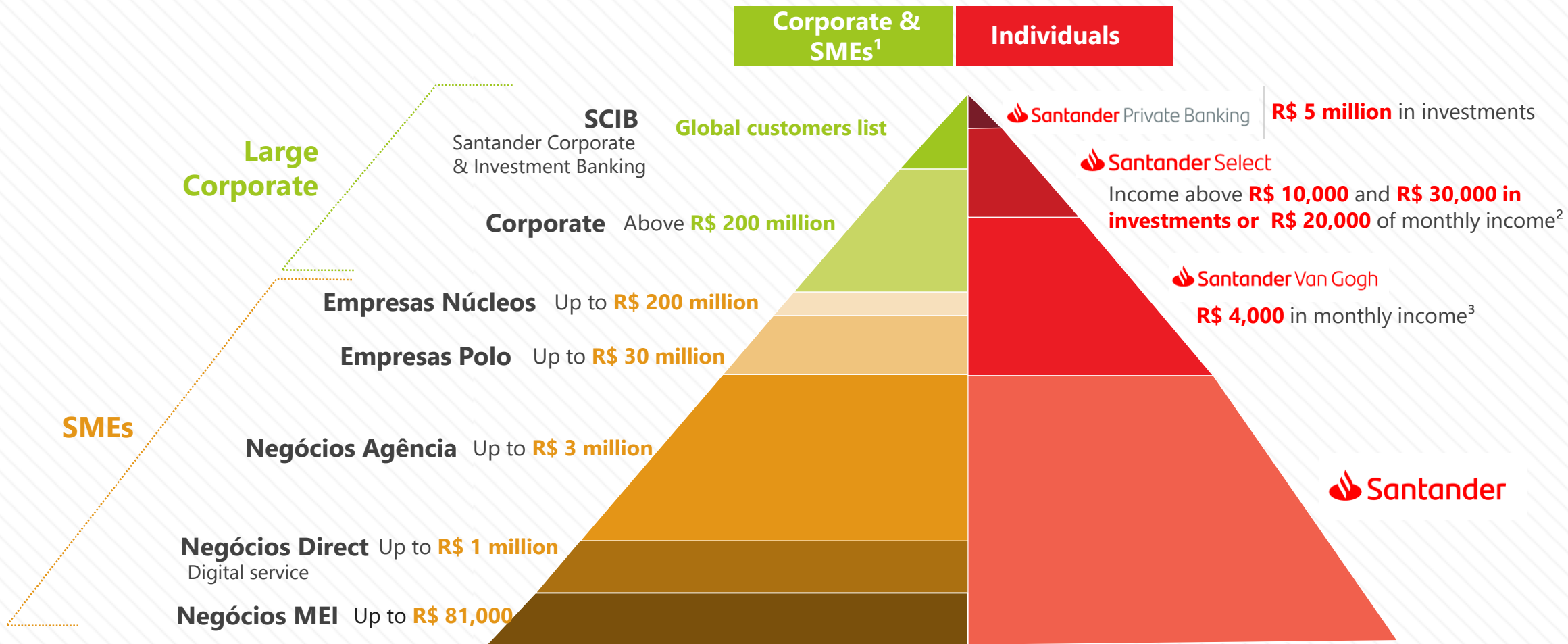


2. Santander Brasil

2.3 – Business Overview



Adequate segmentation for the reality of our customers

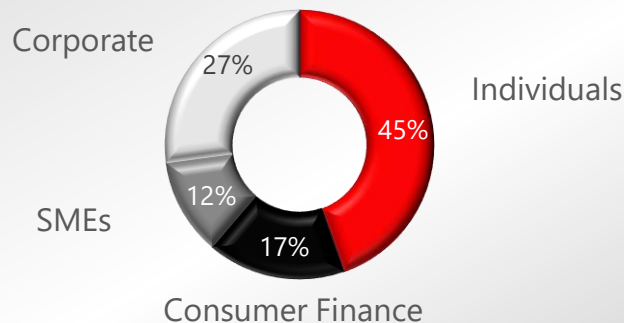


¹ Figures refer to annual revenues. ² Or R\$ 300,000 in investments without proven income. ³ Or R\$ 40,000 in investments.

Loan Portfolio Segmentation – Overview

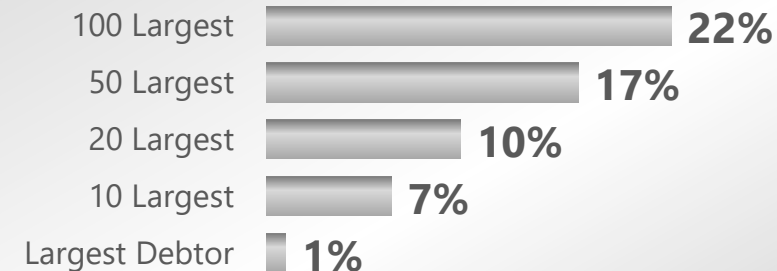
Loan Portfolio

Total: R\$ 331.6 billion

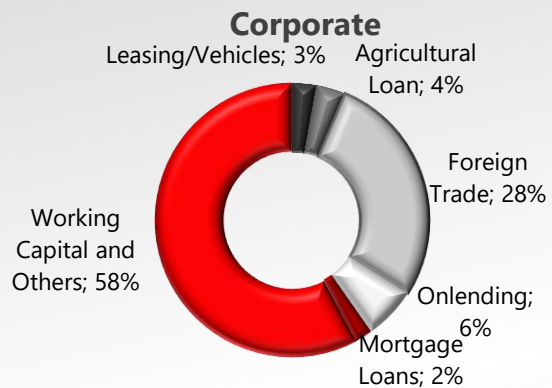


Loan Concentration

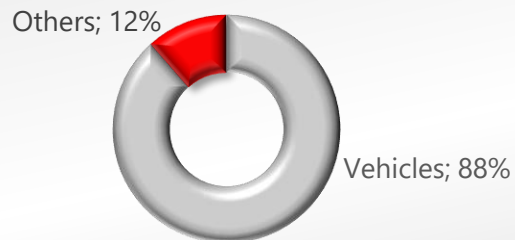
Risk



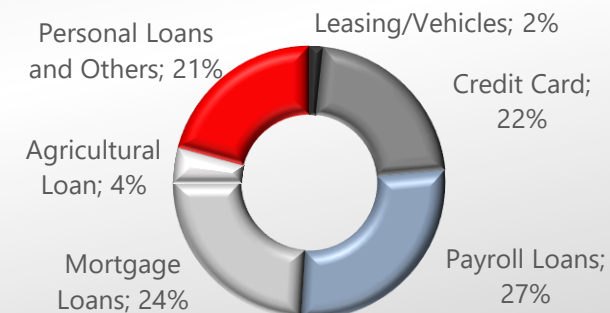
Loans by product and segment Share



Consumer Finance



Individuals

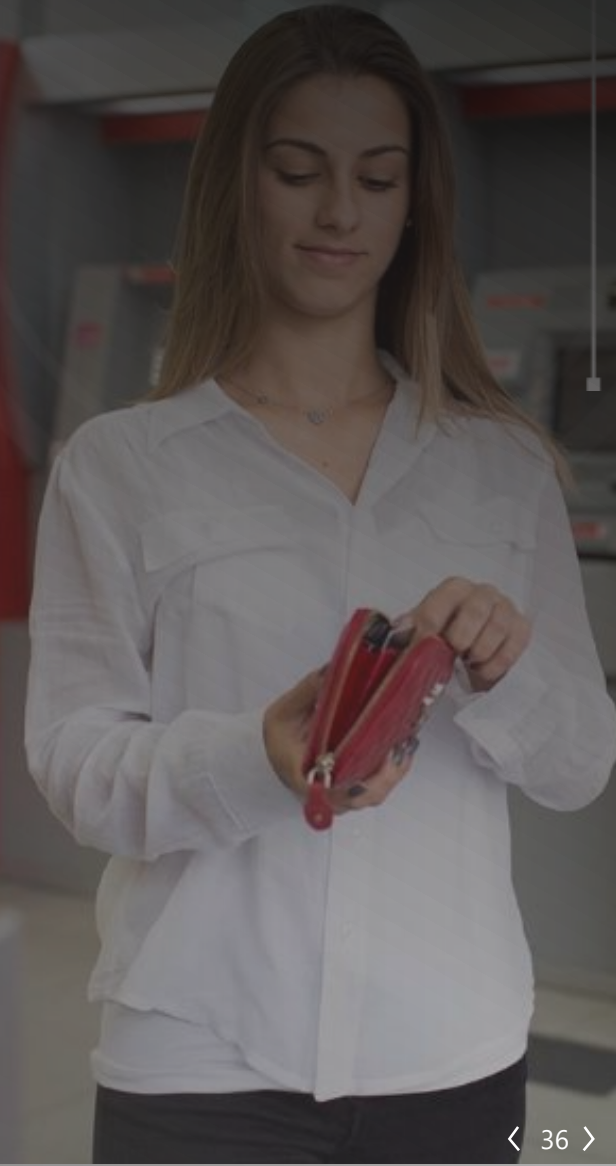




2. Santander Brasil

2.3 – Business Overview

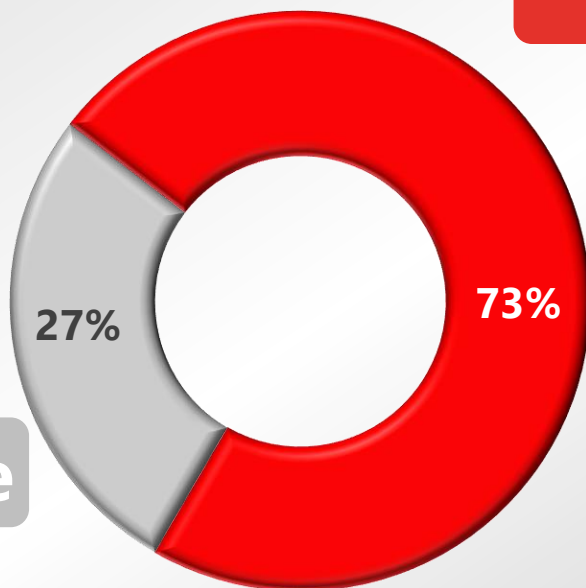
Retail



Loan portfolio – We are an international bank with focus on retail

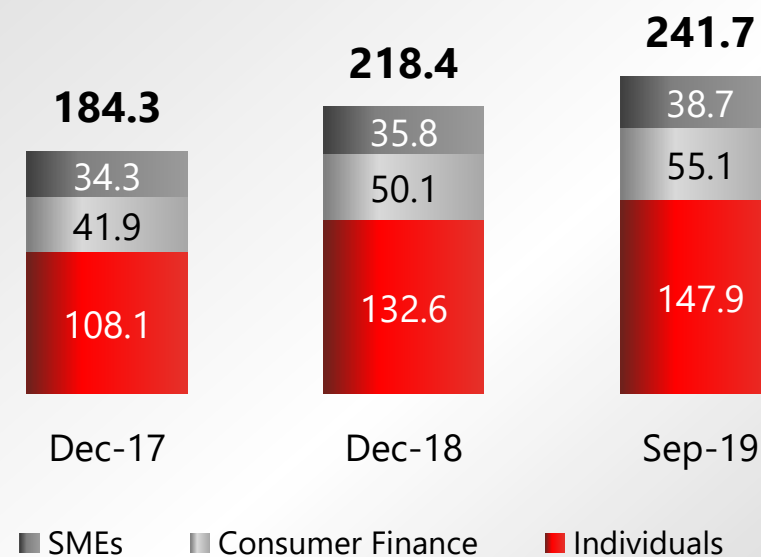
Share of total portfolio (%)
Sep-19

Retail



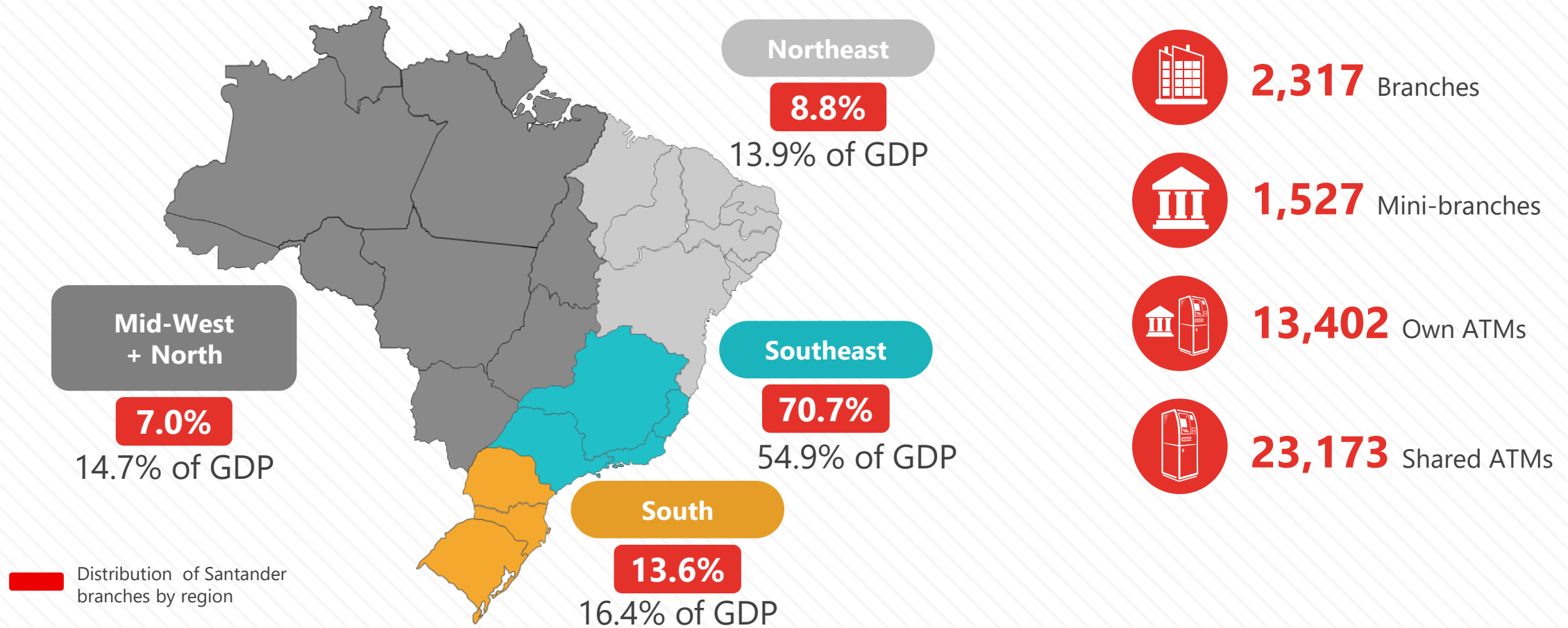
Wholesale

Loan Portfolio - Retail¹
R\$ billion

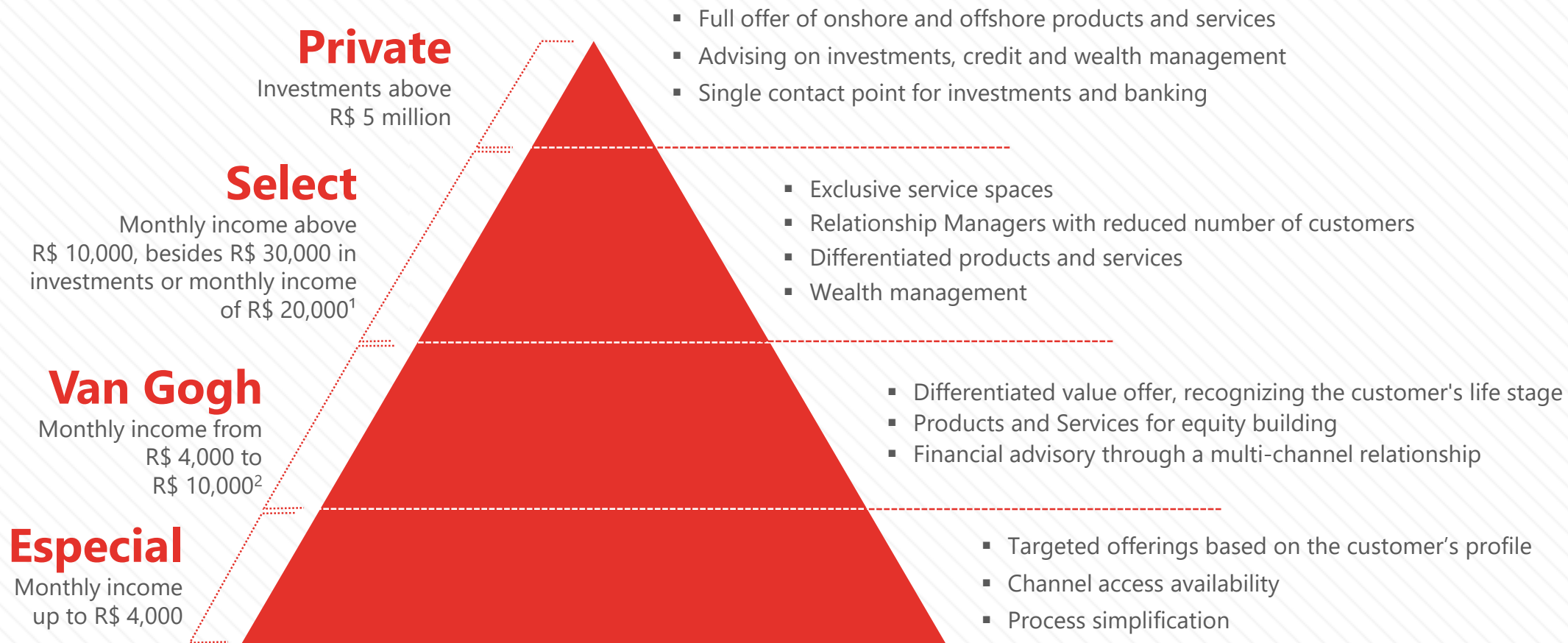


¹ We reclassified the loan portfolio between SMEs and Corporate segments. Meanwhile, we also have changed the 2018 information in order to give better comparison.

Retail – Geographical diversification



Retail – Value proposals adjusted to Individuals



¹ Or R\$ 300,000 in investment without proven income. ² Or R\$ 40,000 in investments.

Retail – Innovative services and solutions in retail



Cards

- **New features in the Way app**, as mentioned, enabling instant P2P transfers, bill splitting between contacts and QR code payments on Getnet POS machines.
- Our **market share reached 13.0%**¹ (+0.1 p.p. YoY) in loan portfolio, while our **total turnover expanded by 16%** YoY in this quarter.



Payroll Loans

- Market share expansion in the loan portfolio came to **10.9%**¹ (+1.1 p.p. YoY).
- **Digital channels** continue to support sales growth and in this quarter the number of **contracts generated** increased **48% year on year**.



Agri

- We launched **Multiagro Financiamento**, a credit line which enables rural producers in the acquisition of agricultural equipment at competitive rates and quick release of funds.
- **Agri remains one of our expansion fronts towards Brazil's countryside**, aimed at reaching strategic regions where we have no presence yet. At the end of September 2019 we totaled **30 specialized stores in this segment**.



SMEs

- **Creation of a specific segment to reach out individual microentrepreneurs ("MEI")** offering solutions tailored to their needs.
- **We continue to consolidate Santander DUO**, which concentrates Individual and Business accounts under a single manager, charging a single fee.



Getnet

- **We pioneered the launch of portability**, a solution that allows Individuals and microentrepreneurs who own competitors' POS machines (equipped with bluetooth) to take advantage of Getnet's offering without having to purchase a new device.
- **We announced Superget mobile**, a POS that connects to the smartphone and includes a free app that helps customers manage their sales.
- We have reached **more than 1.2 million POS devices in the country**.



Prospera

- Thanks to trained agents, clear communication and specialized stores, our loan portfolio **reached R\$ 1,084 million at the end of September 2019 (+95% YoY)**.
- In one year, **we have nearly double** the number of customers in this segment to 461.7 thousand.

Retail – New ventures



BEN Benefits and Services

- ✓ Operating in the benefits sector, starting with food and meal vouchers, working in partnership with the Visa Vale brand.
- ✓ Continued to make advances in partnering with merchants, achieving the milestone of 200,000 commercial establishments. Additionally, we underscore the volume of active cards, which exceeded 85,000 this quarter.



Pi

- ✓ Digital investment platform that caters to customers looking for more autonomy and practicality in the purchase of investment products. It complements our investment portfolio offer, reaching account and non-account holders.
- ✓ Portfolio includes approximately 198 fixed-income products and 213 investment funds. In the quarter we began the distribution of Tesouro Direto (government bonds).



Sim - personal credit

- ✓ Launch of this digital platform that facilitates access to personal credit, with customized offers according to the profile
- ✓ Possibility of using warranties such as motorcycles, which is unique in the market. In addition, the customer will be able to parcel slips and invoices using more competitive rates compared to traditional loans.

Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans



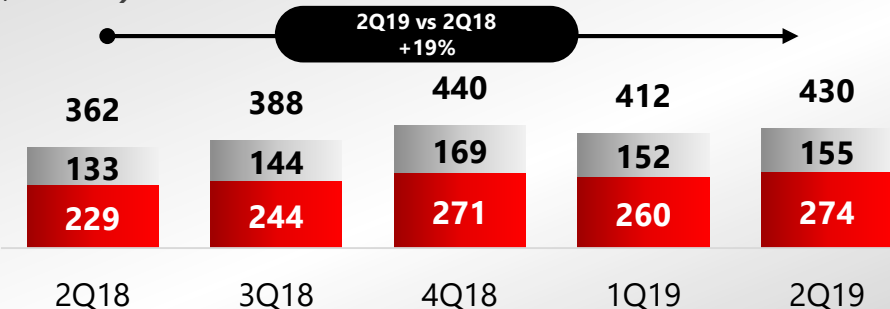
SMEs



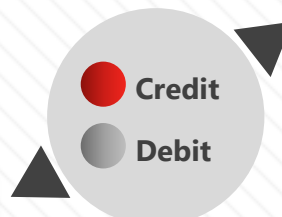
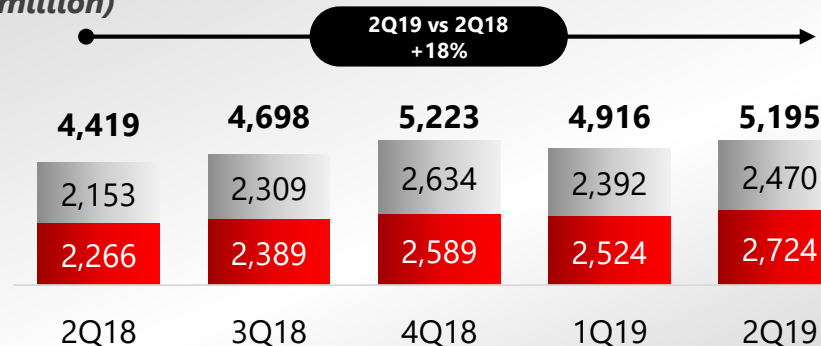
Cards – Market Overview

Solid growth in the share of card usage in household consumption

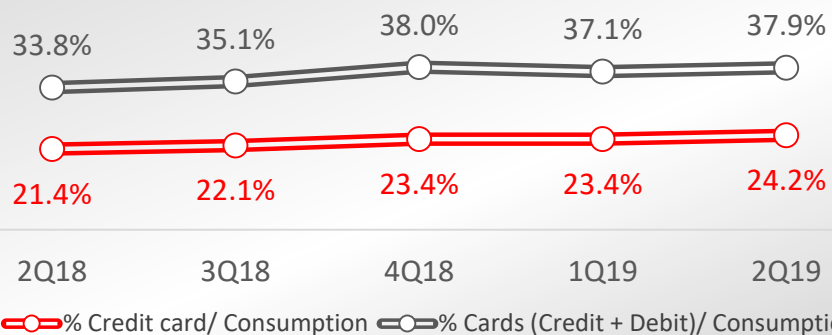
Total turnover¹ (R\$ billion)



Transactions¹ (million)



Participation in the household consumption¹



¹ Source: ABECS (Brazilian Association of Credit Card Companies and Services) – “Monitor bandeiras”, as June-19. Methodology includes all acquiring. The concept of transactions was standardized with one for total turnover and participation in the household consumption in order to give better comparison.



Cards – Santander Brasil



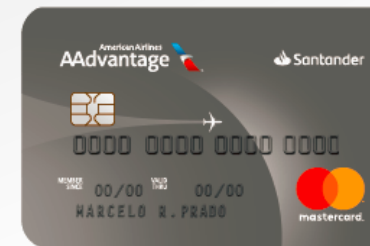
Way

New innovative features that make us the payment platform for our customers. For more details on features, see the 2.2 Technology section.



“Bateu ganhou”

For customers who do not participate in the Sphere Points or Miles Program, we include the credit premium on the invoice.



AAdvantage®

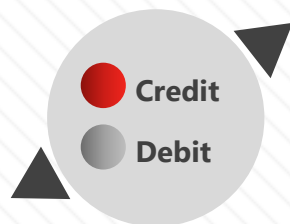
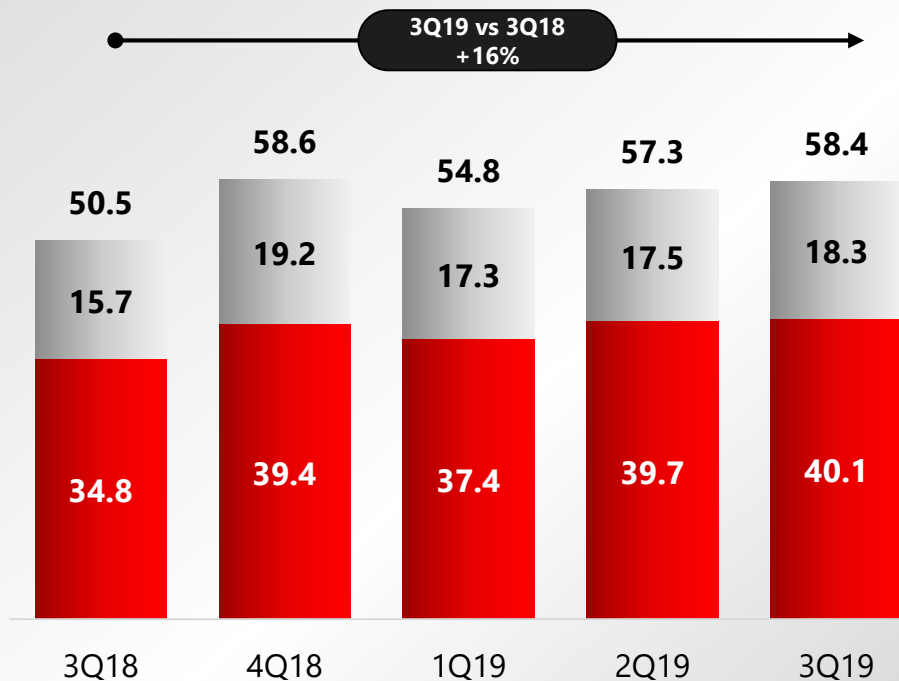
In the period between 2T19 and 3T19, the new purchases of these cards were accompanied by an annual exemption for determined time period.



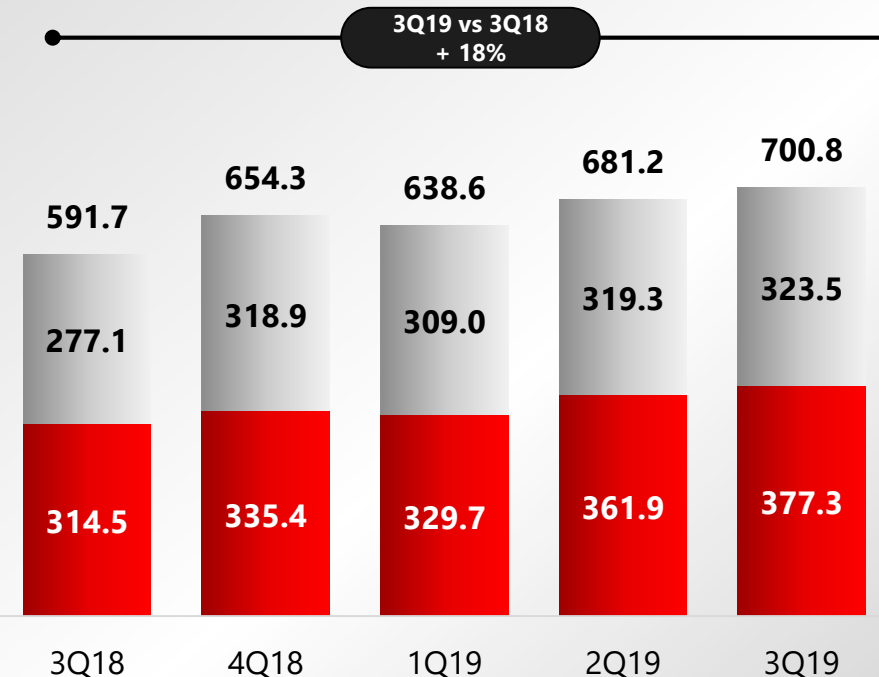
Cards – Santander Brasil

Constant growth of turnover and transactions

Turnover¹
(R\$ billion)



Transactions
(million)



Source: Santander Bank. ¹ Cards turnover do not include withdrawal transactions, but only purchase volumes.

Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans



SMEs



Acquiring

Getnet, it's more business

Physical

SuperGet **Mobile**
Wireless connection
with your Smartphone

RECEIVE IN
2 DAYS WITH
A 2% RATE
ONE INSTALLMENT CREDIT AND DEBIT

NEW CONSUMER EXPERIENCES

Portability
LIBERTE-SE

Getnet is the 1st acquirer to offer portability solutions for customers.

GetPay
With the QR Code option, our clients have the freedom to decide whether or not to have a POS

Digital

DIGITAL STORE
Loja Digital, Marketplace, Check out, Antifraude

MARKET PLACE
Motor GET, Conciliador, Boleto Bancário, Débito/Crédito, Cofre, Recorrência

GETDATA

GETNET APP

DIGITAL POS

Quality and Security

VISA Pin v2.0

ISO 27001, ISO 10002, ISO 9001

PCI DSS COMPLIANT

BANCO CENTRAL DO BRASIL

TIER FACILITY

Melhores Empresas para Trabalhar
Grandes
Great Place To Work. BRASIL 2019

Melhores Empresas Para Trabalhar
Instituições Financeiras
Great Place To Work. BRASIL 2019

Melhores Empresas Para Trabalhar
Tecnologia
Great Place To Work. BRASIL 2019

Melhores Empresas Para Trabalhar
Tecnologia da Informação
Great Place To Work. BRASIL 2019

WORLD'S BEST WORKPLACES
Great Place To Work. 2019

Valor CARREIRA
AS MELHORES NA GESTÃO DE PESSOAS
2019

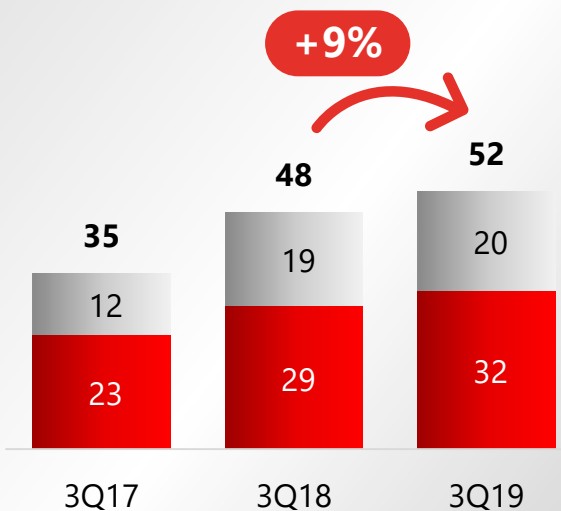
ANALYZE, MANEJARE, DEFINIR, CONTROLAR, IMPROVE



Acquiring

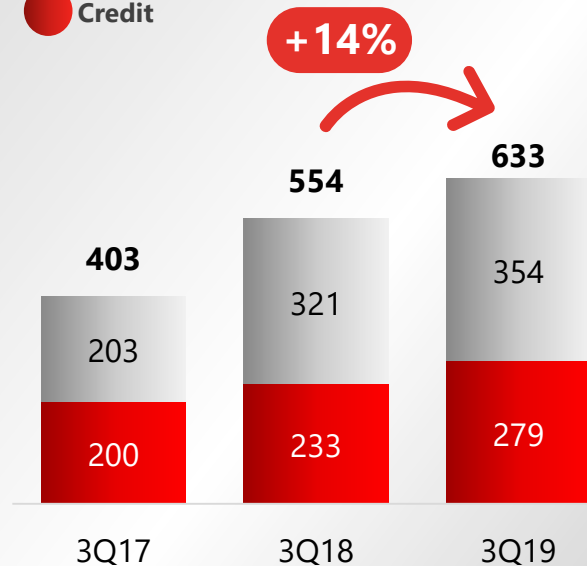
Turnover (R\$ billion)

Debit
Credit



Transactions (million)

Debit
Credit



10.8%
Market Share¹ in
turnover

9M19 turnover
jumped
10%
in
12 months



¹Source: ABECS, "Monitor Bandeiras" as of 2Q19 (new criterion).

Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans



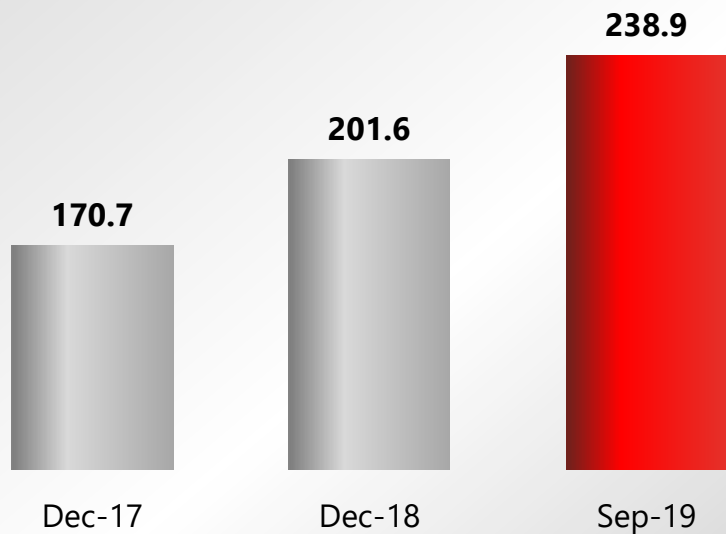
SMEs



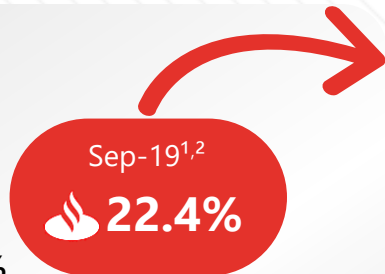
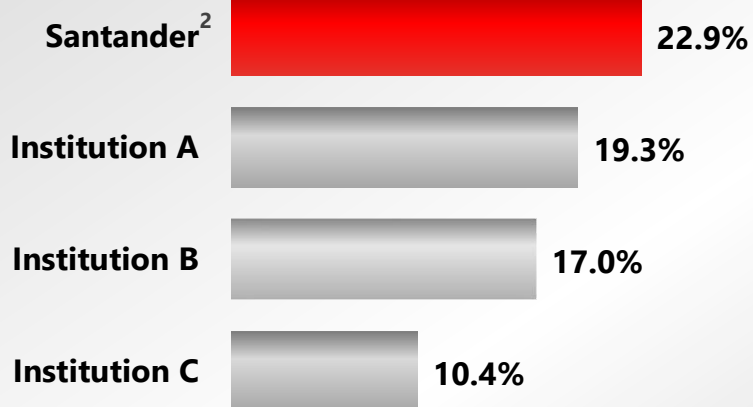
Total Vehicle Portfolio - Market Overview

Overview **and market share**

Loan portfolio¹
(R\$ billion)



Market Share¹ - Loan portfolio
Jun-19



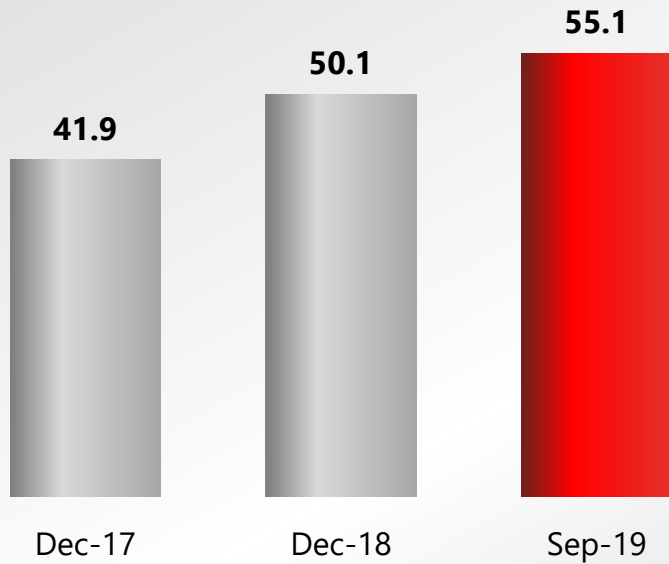
Source: ¹ Brazil Central Bank. ²Total vehicles' market share (Individuals and Corporate); including Consumer Finance, branch network, RCI and PSA.



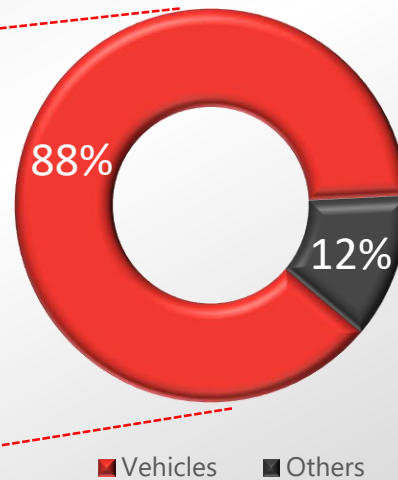
Consumer Finance – Santander Brasil

Total portfolio **and vehicle financing for individuals**

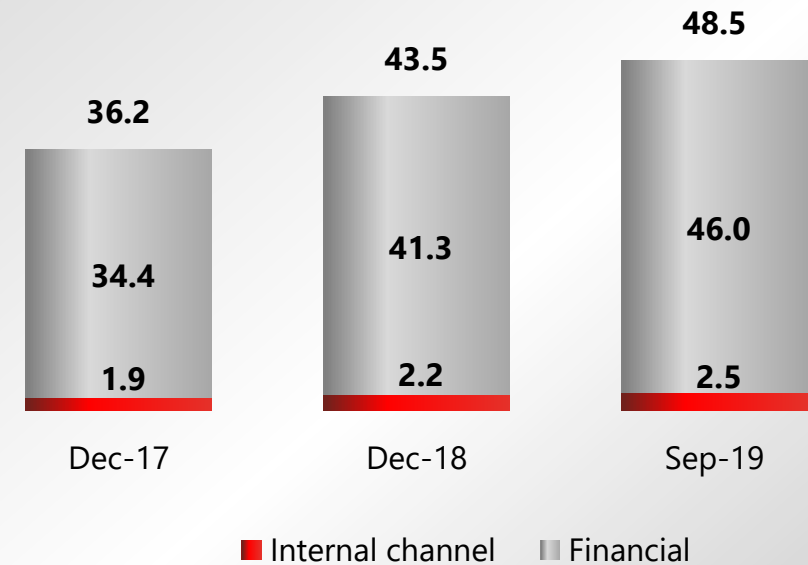
Loan portfolio – Total
R\$ billion



Breakdown of Consumer Finance Portfolio (%) ; Sep-19



Vehicles Financing for Individuals¹ – Total
R\$ billion



¹ Considering vehicle financing transactions originated through branches (internal channel) and external channel (contemplating RCI + PSA).



Consumer Finance – Santander Brasil

Santander Financiamentos



55 years in the auto financing market



24.4 thousand active intermediary **customers**¹



Leadership in consumer auto loan²:

Market share 25.1%²

in loan portfolio
of individuals

+ negócios

- Digital Platform: business model innovation in the auto market;
- Greater agility in sales and improved efficiency;
- Expansion of covered activities.

+ vezes

- New way of making installment purchases, with focus on the goods and services segment (CDC)³;
- Agile pre-credit analysis;
- Digital process, with electronic signature.

Cockpit.

- Complete and integrated CRM solution for car dealers, with better lead⁴ management, pricing (buying and selling) and financing, fostering more sales and dealership monetization.



Consumer Finance – Santander Brasil

Business details



Segments

Vehicles

- Segment leader, with operation in new and used cars, as well as motorcycles;
- Strong activity as Automaker Bank.

Goods & Services

- Operation in the furniture, tourism, building materials, hospital, technology and sustainability segments.

Webmotors

- Largest web portal for car ads in Brazil, with over 14.2 car dealerships as customers¹;
- Averaging 10.5 million of unique visits per month².

Joint Ventures



White Label



Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans



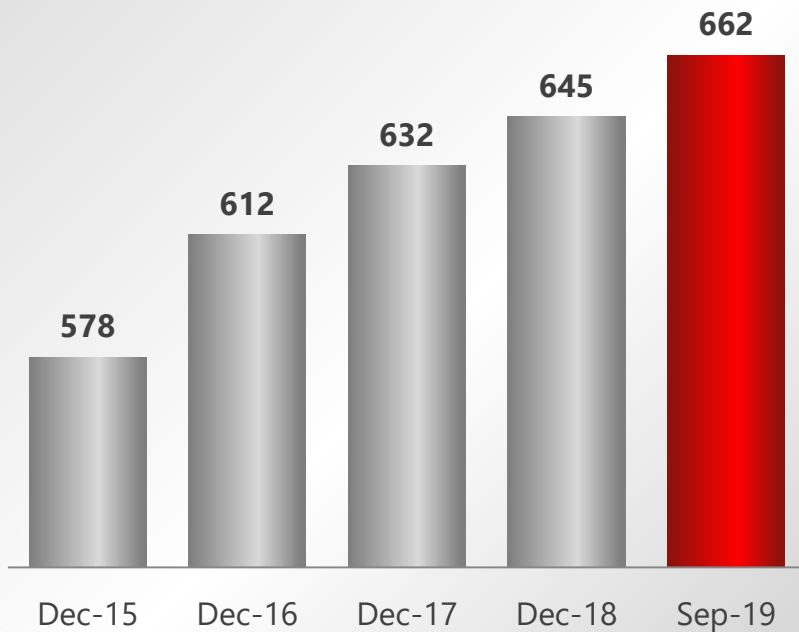
SMEs



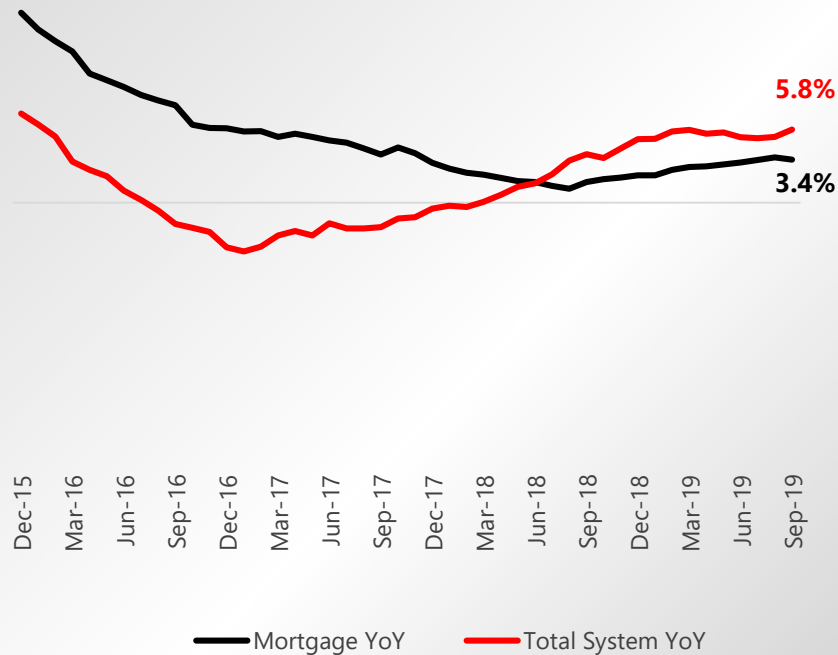
Mortgage – Market Overview

Overview

Mortgage Loan Portfolio – Total
R\$ billion



Loan portfolio growth (YoY)



Expansion Opportunity

Mortgage-to-GDP
ratio was

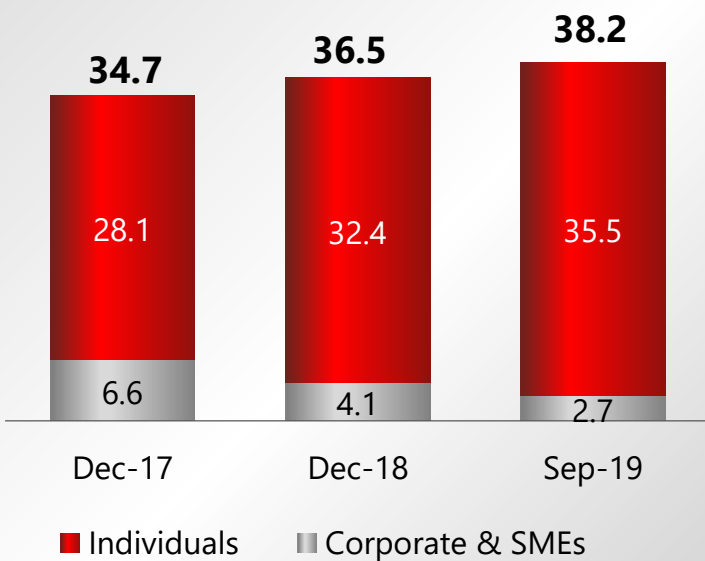
9.4%

in September, 2019

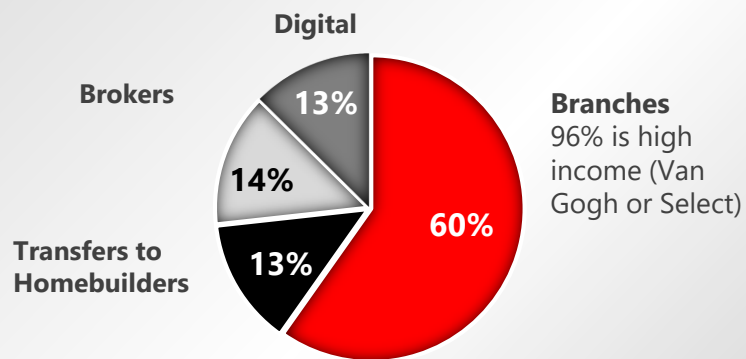


Mortgage – Santander Brasil

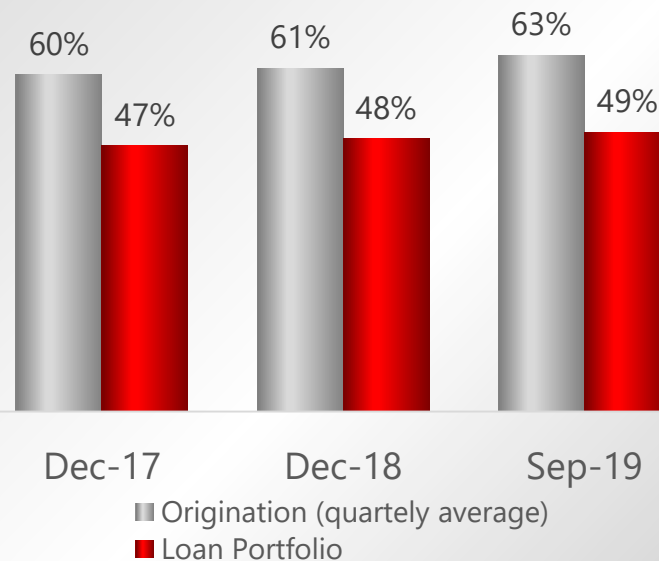
Loan Portfolio Evolution *R\$ billion*



Distribution Channels *Sep-19 – Individuals origination*



Loan to Value *Ratio between loans and the value of collaterals*



Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans

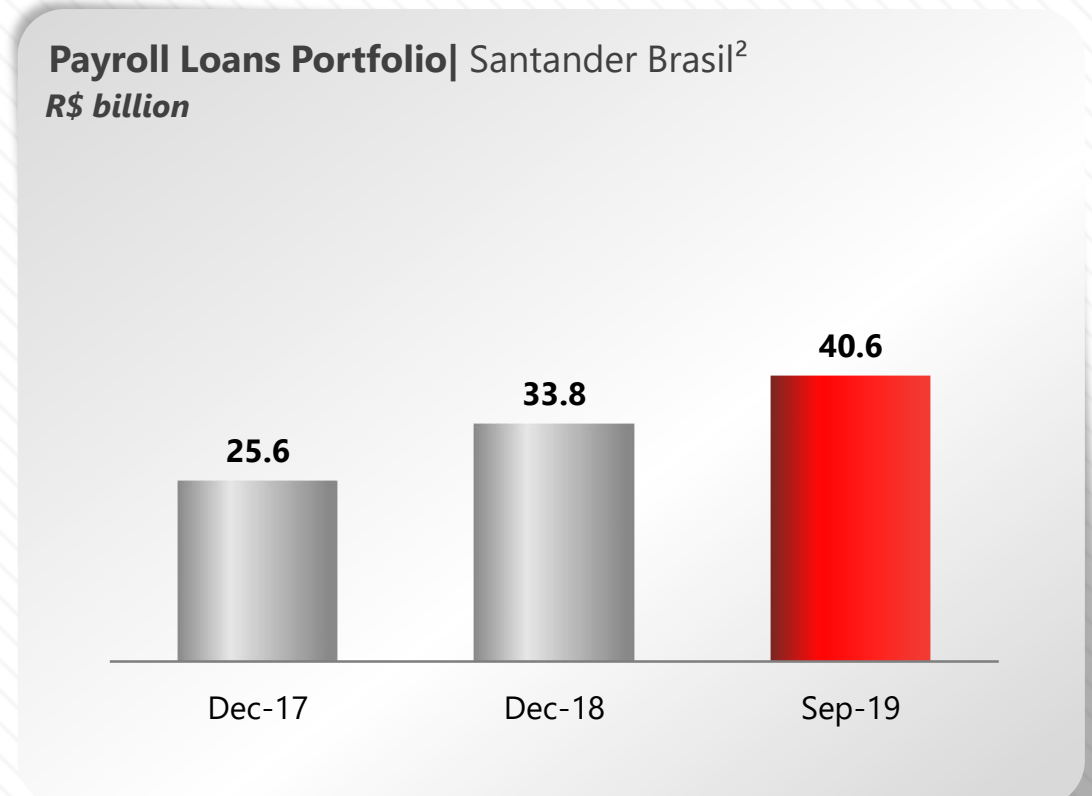
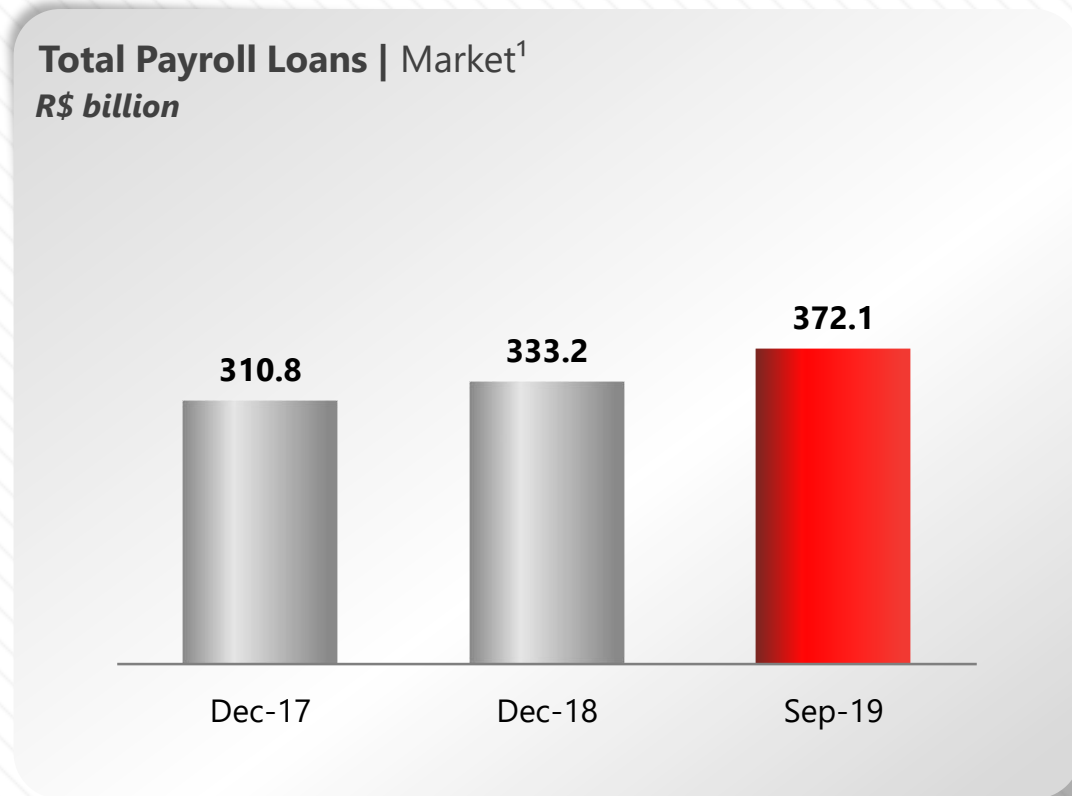


SMEs



Payroll Loans – Market and Santander Brasil

Overview



¹ Source: Brazil Central Bank. ² Santander portfolio + Olé Consignado.



Payroll Loans – Santander Brasil

Strategy and main initiatives



10.9% market share
in loan portfolio¹

+113 bps YoY

Better customer experience: progress in streamlining processes, including portability of payroll loans, promoting a simple and transparent journey, as well as digital and 100% Paperless end-to-end purchase across all sales channels.

Multichannel and Digital: Product available, in a simple and easy manner, wherever the customer is. Important advances in the Digital platform with the implementation of Mobile and Internet Banking, ensuring greater convenience to our customers.

Financial Reorganization: Payroll loans as a credit solution, contributing to the financial sustainability of our customers.

Social security: action focused on beneficiaries, aimed at increasing the loyalty of our customer base and achieving market share growth.

New Alliances: Strategy associated with the capturing of new payrolls, fostering customer loyalty through the offering of payroll loans.

¹ Considering internal and external channels, as of Sep-19, source Brazilian Central Bank.

Strategic Business Retail



Cards



Acquiring – Getnet



Consumer Finance



Mortgage



Payroll Loans



SMEs



Small and Medium Enterprises – Market

Overview

Main Indicators¹



9.6 MM

of total private companies¹



27%

of GDP²



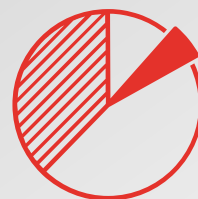
32.4 MM

Formal jobs³

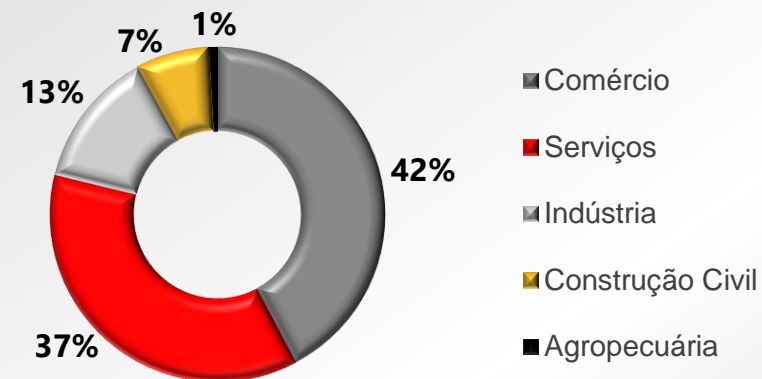


27.8 bi

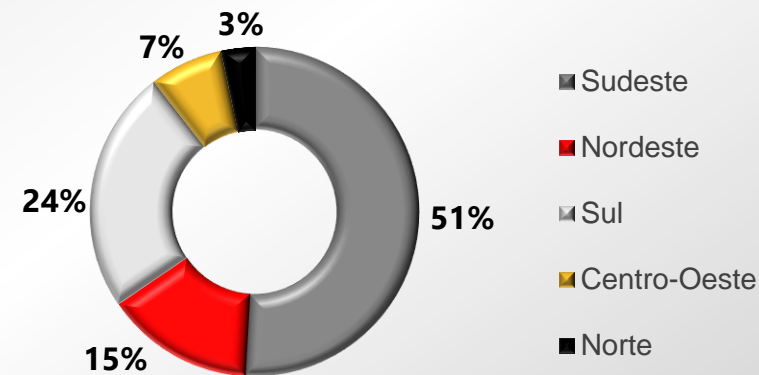
Average turnover of small and medium enterprises⁴



Division by Sector



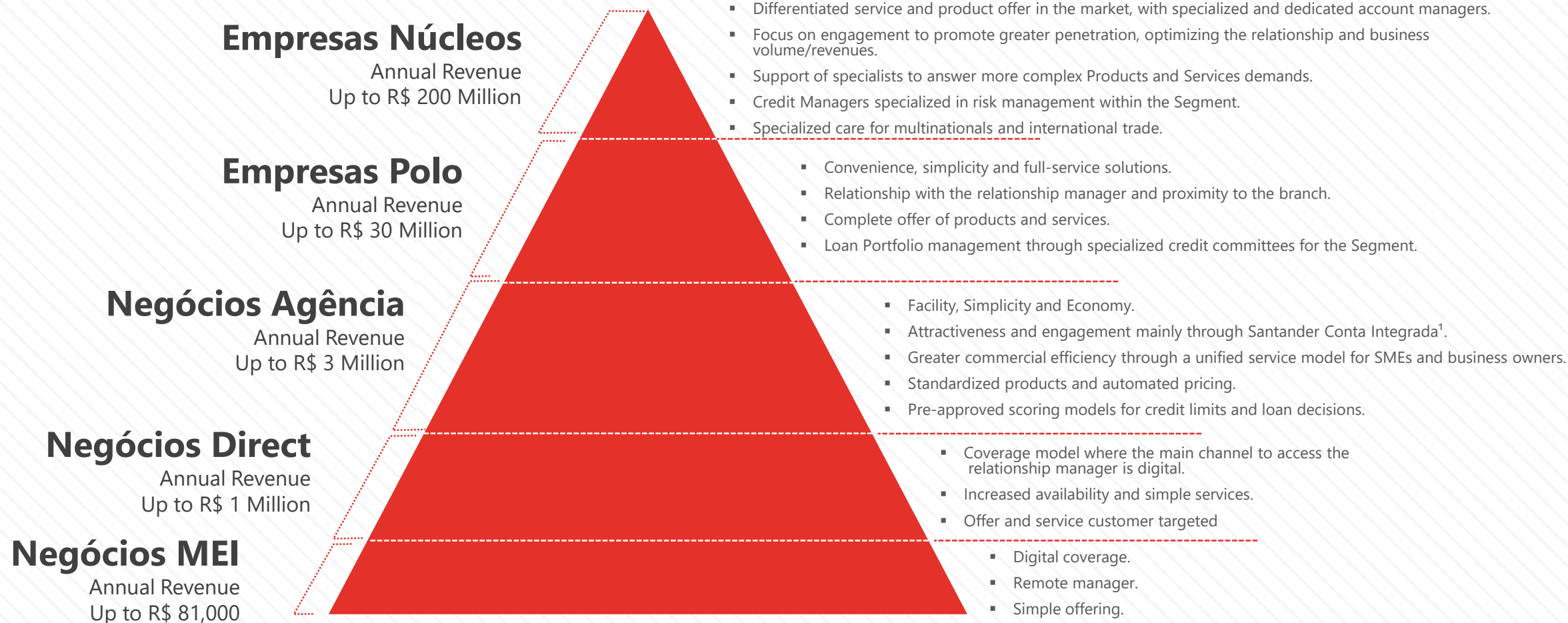
Geographical Division





Small and Medium Enterprises – Santander Brasil

Value Proposition and Service Model – Brazilian SMEs



¹ Santander Conta Integrada blends a corporate account with the a Getnet credit card machine to grant advantages for the company by concentrating all sales through credit, debit and voucher cards on Getnet machines and receivables in a Santander current account.

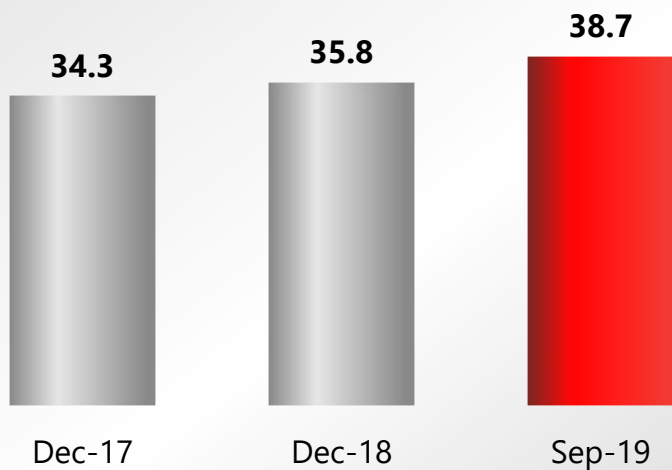


Small and Medium Enterprises – Santander Brasil

Digital Transformation: **greater convenience to our Customers**

Loan Portfolio¹

R\$ billion



More Digital Customers:



Corporate Internet Banking

Full solution for the company's financial management.



Santander Empresas App

Convenience to manage the company from any location and at any time.



ID Santander Empresas

More safety and convenience to authenticate transaction through Internet Banking and App.

¹ We reclassified the loan portfolio between SMEs and Corporate segments. Meanwhile, we also have changed the 2018 information in order to give better comparison.



Small and Medium Enterprises – Santander Brasil

Sector-Oriented Offers: **Products and services with exclusive conditions to meet the specific needs of the Brazilian economy sectors, thus making a stronger contribution for people and businesses to prosper.**

- ✓ Bars & Restaurants
- ✓ Fuel Stations
- ✓ Supermarket
- ✓ High School Education
- ✓ Clinics and Medical Offices
- ✓ Franchises
- ✓ Hotels
- ✓ Building Materials
- ✓ Religious Institutions
- ✓ Pharmacy
- ✓ Beauty Parlors

Main Offers



- Service Package
- Getnet
- Merchant Cash Advance
- Cash Management solutions
- Short, medium and long term lines of credit
- Insurances
- Industry-tailored offers

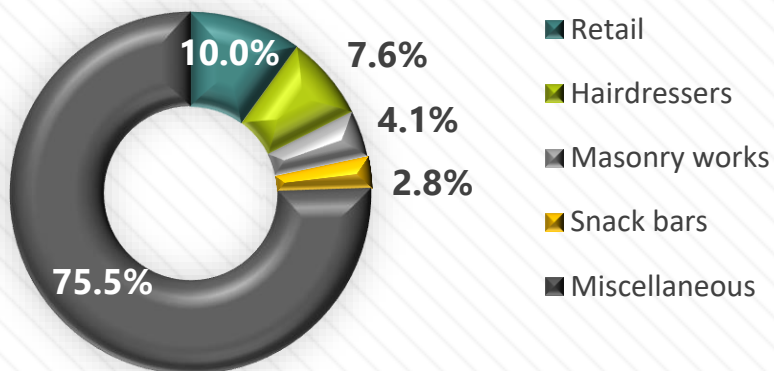


Small and Medium Enterprises – Santander Brasil

Individual Microentrepreneur (“MEI”) - Market Overview

- ✓ **9 MM** formal entrepreneurs
- ✓ A MEI is born every **10 seconds**
- ✓ Diverse public: **+500** activities
- ✓ Growth: market with **+20 MM** not yet formalized

Sector concentration:



Santander Benefits:



MEI account



SuperGet



Service by managers with MEI expertise



Small and Medium Enterprises – Santander Brasil

Programa Avançar: **Global Platform to our Customers**

Combines access to online and in-class courses and other training programs, management content, talent hiring/retention tools and support for business internationalization. The initiatives are divided into five pillars:

Santander Negócios e Empresas

Financial offering + **Programa Avançar**



408 events, impacting 3,049 customers in 2019



298,000 portal users



Development: Support and training for executives, both in-class and online.



Internationalization: Advisory, personal attention, products and services that help companies go international, in addition to the **Santander Trade** portal, which gathers information from over 186 countries and provide tools to help businesses expand into foreign markets.



Team Building: Connecting with opportunities, announcement of vacancies and internship program.



Connectivity: The best conditions to bring companies into the digital world, thereby expanding their horizons.



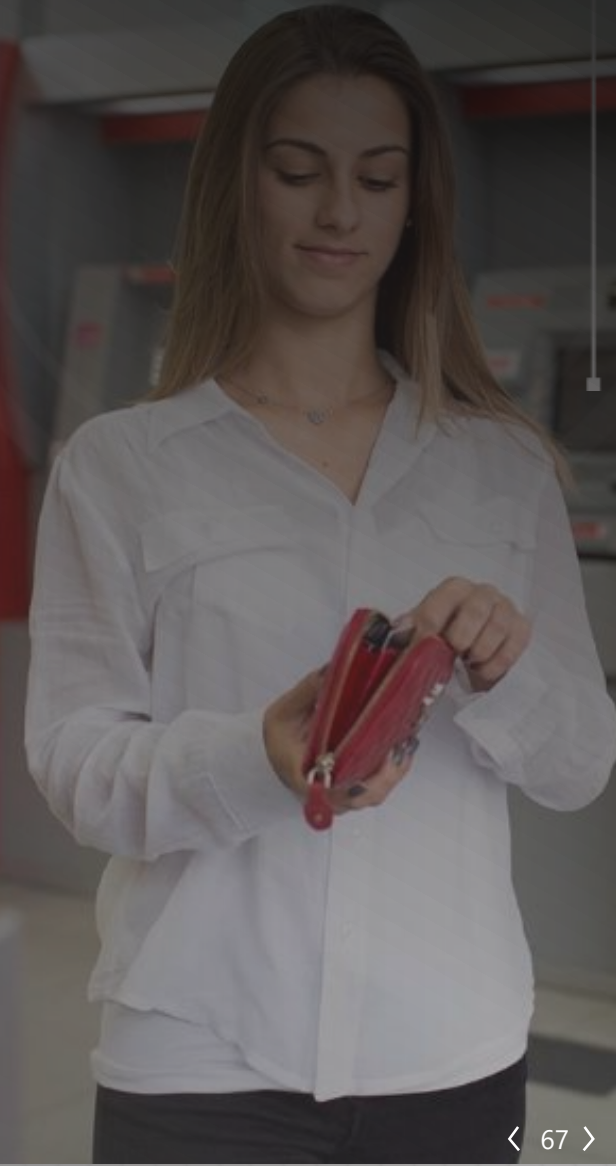
Accelerators: Support for companies to grow through business development services.



2. Santander Brasil

2.3 - Business Overview

Wholesale



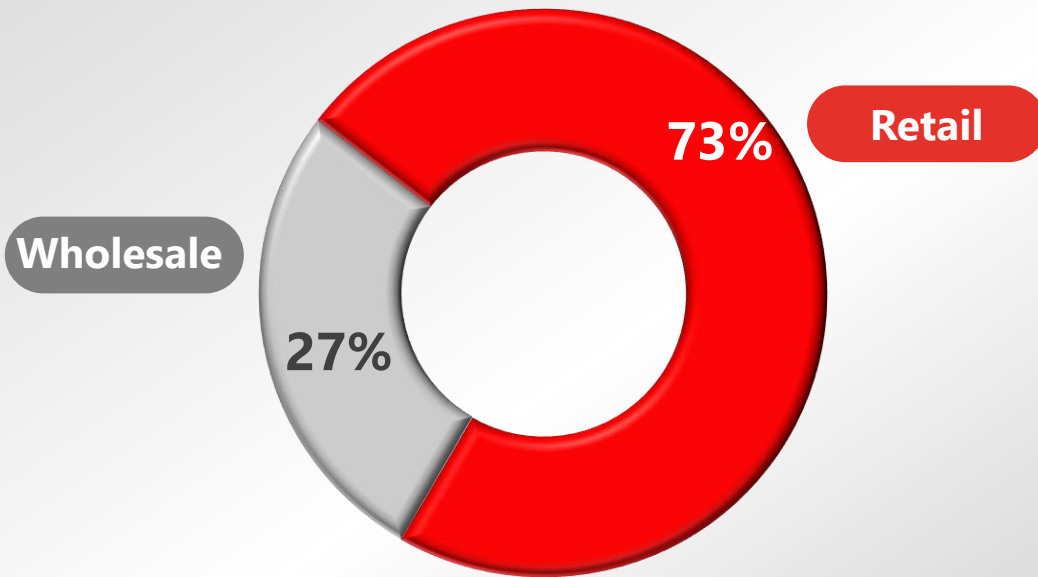


Santander Brasil - Wholesale

The Large Corporate loan portfolio includes two segments: Santander Corporate & Investment Banking e Corporate

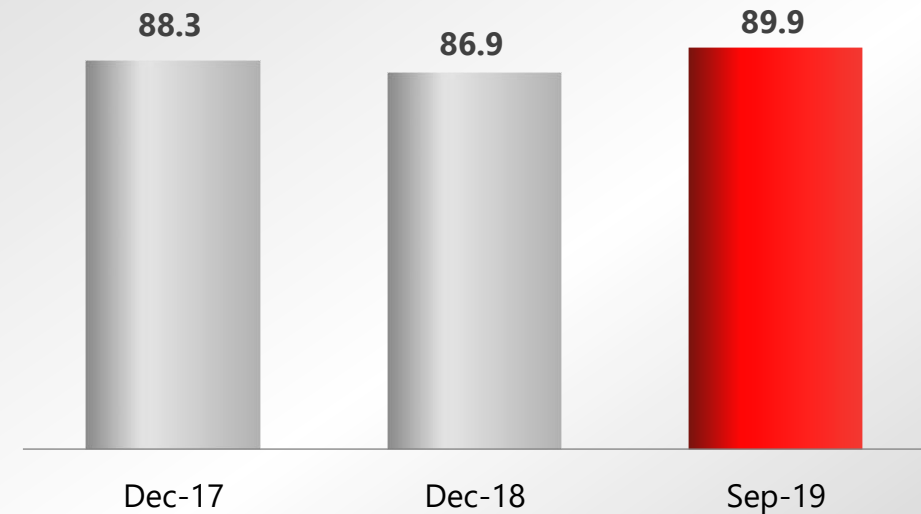
Share of the total portfolio (%)

Sep-19



Loan Portfolio¹ – Wholesale

R\$ billion



¹ We reclassified the loan portfolio between SMEs and Corporate segments. Meanwhile, we also have changed the 2018 information in order to give better comparison.



Santander Brasil - Wholesale

At **Santander Brasil**, large companies are supported by the **Santander Corporate & Investment Banking** segment, which offers a global customer service model, and also by Santander **Corporate**, geographically distributed across Brazil. In both segments, our customers are serviced by senior bankers, relationship managers and specialists who know the dynamics of each sector and are ready to offer a full portfolio of products and services.



Santander Corporate & Investment Banking

Customers in the Global Relationship Model

- Present in **all regions** offering **sector-oriented** service
- Global customer service platform



Corporate

Annual revenues over R\$ 200 million

- Strong local presence
- **Regionalized and sector-oriented** services

Broad and complete portfolio of local and global products



Santander Brasil – Wholesale | Products

The SCIB and Corporate segments assist customers from a wide range of economic sectors, offering customized high value products and services focused on generating sustainable growth through the diversification of Banco Santander's customer portfolio

- **Global Transactional Banking (GTB)**, responsible for sales and management of local and global transactional banking products, which includes local loans, commercial finance (confirming), transfers of BNDES lending, and cash management solutions;
- **Global Transactional Services (GTS)**, responsible for sales and management of global transactional banking, trade finance, guarantees, structured loans, and funding from international banks;
- **Global Debt Financing (GDF)**, funding and financial advisory of projects, origination and distribution of fixed income in the capital market (DCM), financing of acquisitions and syndicated loans, other structured financing arrangements, subordinated debt and energy efficiency transactions;
- **Investment Banking**, which includes advisory services in mergers and acquisitions (M&A) and equity capital market (ECM) transactions, including IPOs and Follow-On offerings;
- **Equities**, which comprises stock brokerage and advisory services, equity services for individuals, corporate and institutional investors in stocks, derivatives, as well as equity research;
- **Treasury Customers**, which is responsible for structuring and offering foreign exchange, derivative and investment products for customers from several segments of Banco Santander, including institutional investors, corporate and retail customers;
- **Market Making**, responsible for pricing customer deals, originated by the sales force of the corporate, institutional, private banking and retail segments.



Santander Brasil – Wholesale | Recognition

The outstanding work performed by the SCIB and Corporate team also brings market recognition through awards and leading positions in major local and international rankings. Here are some of the highlights:



Project Finance with Seaborn Networks wins "Perfect 10 ECA Finance Deal of the Year 2016" Top Financial institutions. ECA deals including commercial tranches: Santander 3rd place. 1st place in Global ECA Financing by MLA and Americas and Middle East MLA in 2018



Financial advisory: 1st place in Latam and Brazil ranking in 2018.
1st place in Americas Loans | MLA by Deals
1st place in Americas Financial Adviser by Deals
1st place in Global Renewable Energy | MLA by Deals & Volume
1st place in Americas Renewable Energy | MLA by Deals & Volume
2nd place Europe ECA Financing by MLA
3rd place Global ECA Financing by MLA



LatinFinance 2017 Awards
Best Infrastructure Financing: Brazil
Ventos do Araripe III



Best Trade Bank in Latin America and Deal of the Year LatAm: Seaborn Networks by Global Trade Review in 2016 and 2017



2nd place in DCM International – Brazilian Bonds



- 2017
- ✓ **1st place** as Financial Advisor and Structurer (number of projects)
 - ✓ **1st place** as Financial Advisor for Auctions (financial volume)
- 2018:
- ✓ **1st place** - Financial Advisor by Volume
 - ✓ **1st place** - Auction Financial Advisor by Volume
 - ✓ **1st place** - Arranger by Volume
- 2019
- ✓ **2nd place** – Local DCM, Fixed Income.



1st place in FX¹ Ranking by BCB since 2014
2nd place in Derivatives



Best Commodity Finance Bank Latin America, Best Trade Bank Latin America, Best Supply Chain Finance Bank Latin America, Best Trade Bank Mexico in 2016

In the last quarter of the past year, we were elected the Best Treasury in Brazil.



Project Finance with Seaborn Networks wins Greenfield Deal of the Year Award 2016 by World Finance Magazine



Santander Corretora
(Brokerage House)

Authorized to use the Agro Broker certifications seal, issued by B3 – Brasil, Bolsa, Balcão.
Achieving all of B3's qualification seals.



Ranked 6th overall among banks in Brazil and Latin America. Ranked 1st place in the Equities Strategy (Latam and Brazil), 2nd Andean states, 3rd in Oil and Argentina team, beside main position (Runner up) in Capital goods, education, agribusiness, construction, energy, Banks, Telecom, Brazil and Chile teams.



Federação Brasileira de Bancos

2nd place in Market Share in Trade Finance



Santander Corretora
(Brokerage House)

1st place in recommendation since 2012



Santander Corporate & Investment Banking

SCIB segment was created by Santander Group as a **response to the globalization of corporate customers**, in order to fulfill their new financial needs as they **expanded internationally**

Global corporate customer-centric model



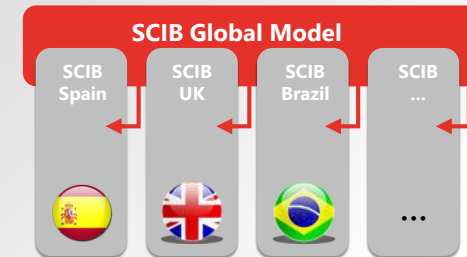
- Focus on offering **Global Corporate customers** a full catalogue of products and services
- With an interconnected platform **translating into higher quality and global services**

Global business model



- **Integrated client coverage** across Group's geographies (connectivity) & **single risk view**
- **Global insight & global product and distribution capabilities** (DCM, M&A, ECM, treasury solutions, Project Finance and etc.)
- **Shared** infrastructure
- Access to an **extensive range of currencies**

Leveraging on local Banks



- Retail distribution through **local networks**
- **Local insight**
- **Local** infrastructure / systems
- **Local currency** funding



Companies with annual revenues over R\$ 200 million

Santander Corporate Model

- **Regionalized and segmented coverage model**, which allows for greater market insights and better knowledge of customer needs.
- **Complete portfolio:** the entire structure of Banco Santander's¹ products, providing a range from simple to structured finance and capital markets solutions.
- Bankers **dedicated to Corporate customers.**
- **International Desk Structure** dedicated to support our customers' international activities.



¹ Corporate customers have access to product solutions managed by Retail or by Santander Corporate & Investment Banking.



2. Santander Brasil

2.4 - Results



GOAL: PROFITABLE GROWTH

9M19

2022



	Loan Portfolio (average growth)	> 11% ✓	> 10%
	ROE	21.2% ✓	~ 21%
	Efficiency Ratio (end of the period)	39.3%	~ 38%
	Active customers (average growth)	+11% ✓	> 7%
	Prospera customers	461.7k ✓	> 1MM

WITH OUTSTANDING RESULTS...

Market Share

(BACEN, Sep19)

Loans

9.9%

+48bps YoY

ROE

21.2%

+176bps

(9M19, YoY)



NPS

58

+3 points YoY



**FORTUNE
CHANGE
THE
WORLD
2019**

Santander Brasil ranked **1st** in
the banking industry on
Fortune magazine's ranking
"Change the World"

...AND DELIVERING BENEFITS TO OUR STAKEHOLDERS

Our people

Among the **best companies** to work



4th consecutive year



Our customers

Active customers
million

25.9

+11% YoY

Digital customers
million

13.4

+28% YoY

Loyal customers
million

5.5

+10% YoY

Our shareholders

R\$ 3Bi

In dividends ¹

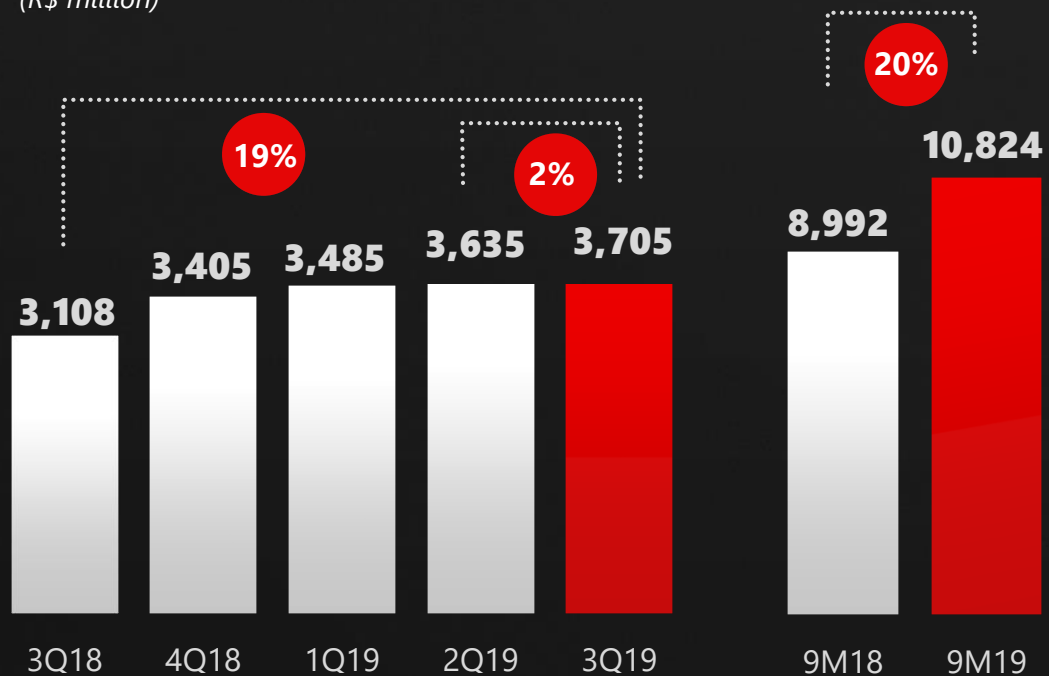
+67% YoY

¹ We apportioned a total of R\$ 3.0 billion as Interest on Capital ("IoC"), or equivalent to R\$ 1.0 billion in 1Q19, 2Q19 and 3Q19. In 3Q19, we apportioned R\$ 1.0 billion for IoC, which will be paid starting from October 30th, 2019.

CONSISTENT, PROFITABLE AND CUSTOMER-FOCUSED GROWTH

**Net profit: R\$ 10.8 billion
in 9M19 (+20%YoY)**

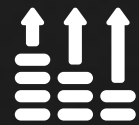
(R\$ million)



Profitability sustained by:



52 consecutive months of customer base expansion



Continued and solid loan portfolio growth



Risk model accuracy



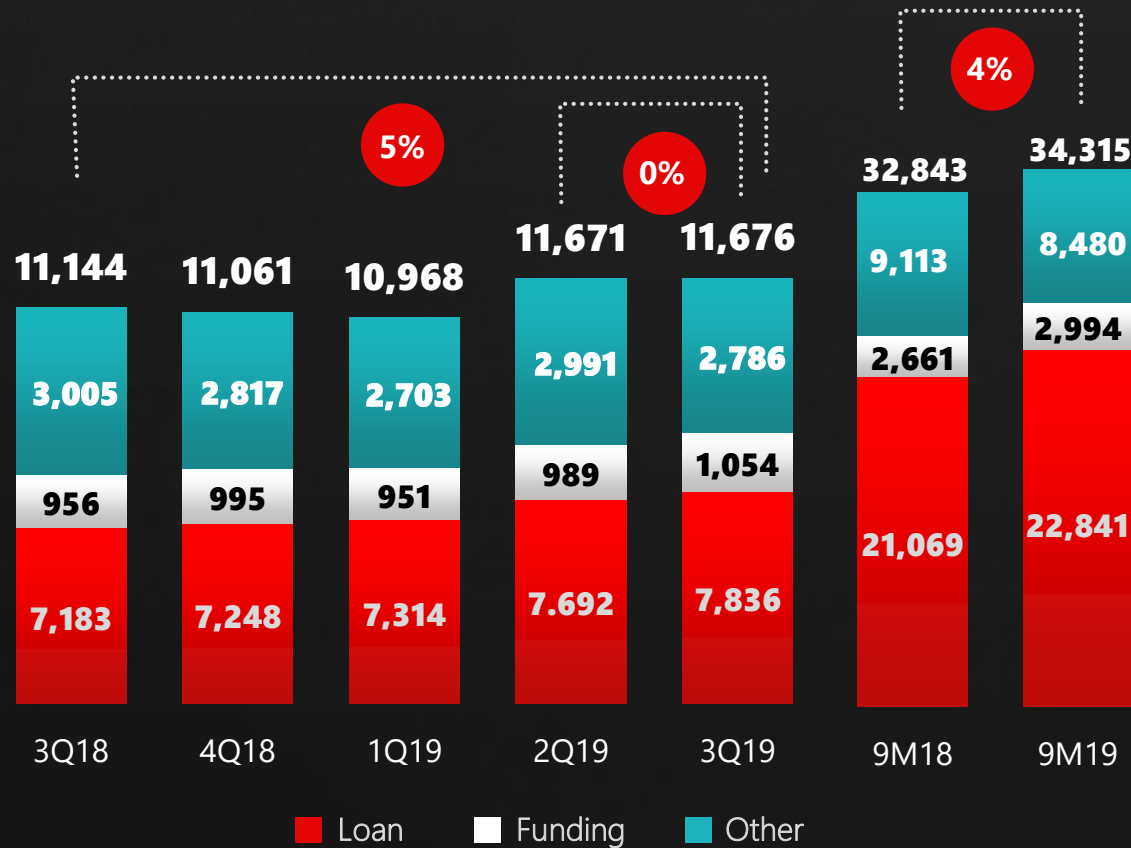
Costs under control

P&L (R\$ million)

	9M19	9M18	12M	3Q19	2Q19	3M
Net Interest Income	34,315	32,843	4.5%	11,676	11,671	0.0%
Fees	14,021	12,549	11.7%	4,750	4,699	1.1%
Total Revenues	48,336	45,392	6.5%	16,426	16,371	0.3%
Allowance for Loan Losses	(8,242)	(7,874)	4.7%	(2,820)	(2,826)	-0.2%
General Expenses	(15,561)	(14,729)	5.6%	(5,258)	(5,201)	1.1%
Others	(8,870)	(8,382)	5.8%	(3,034)	(3,102)	-2.2%
Profit Before Taxes	15,663	14,407	8.7%	5,314	5,242	1.4%
Taxes and Minority Interest	(4,838)	(5,414)	-10.6%	(1,610)	(1,607)	0.2%
Net Income	10,824	8,992	20.4%	3,705	3,635	1.9%

NII REGISTERS **GROWTH IN THE YEAR**, HIGHLIGHTED BY LOANS AND FUNDING

Net Interest Income Breakdown (R\$ million)

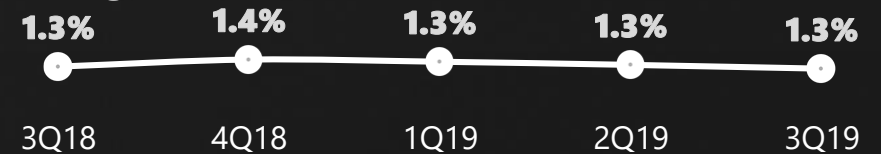


Interest income (Ratios %)

Loan



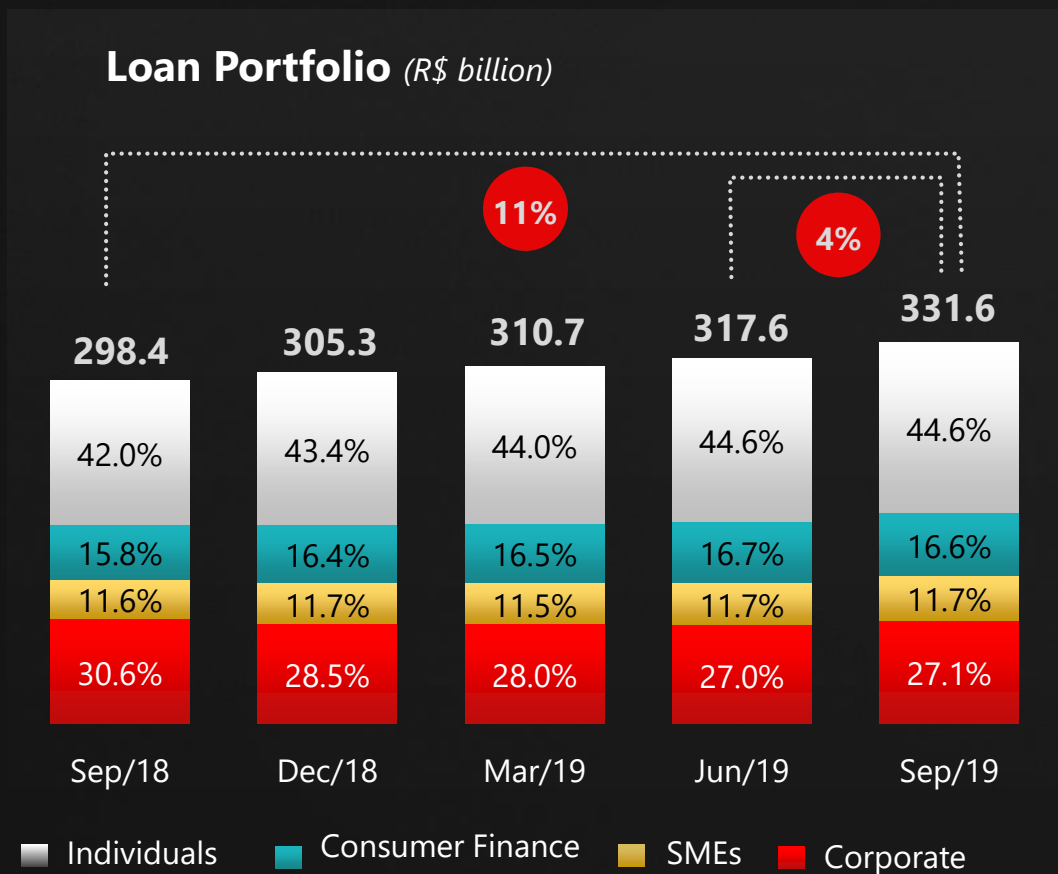
Funding



Selic Interest Rate Target | Average



LOAN PORTFOLIO EXPANDS BY 11% IN THE YEAR. IN THE QUARTER, THE PORTFOLIO RECORDS GROWTH ACROSS ALL SEGMENTS



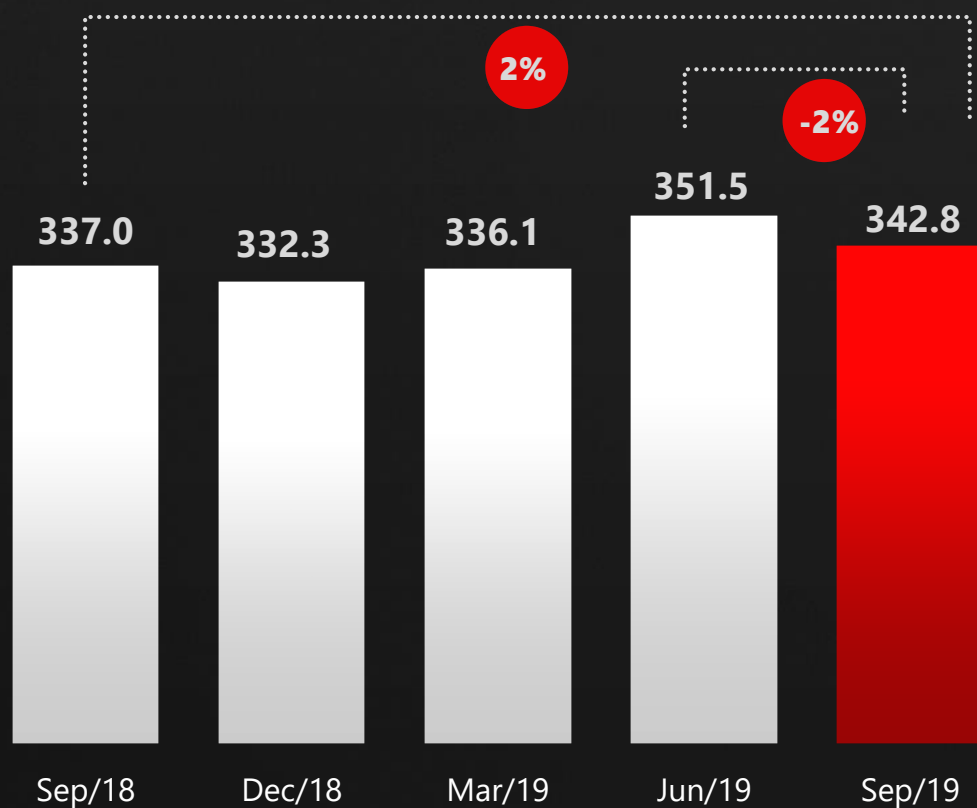
R\$ million

	Sep 19	Sep 18	12M	3M
Individuals	147,876	125,336	18.0%	4.6%
Consumer Finance	55,133	47,274	16.6%	3.7%
SMEs	38,667	34,641	11.6%	4.1%
Corporate	89,925	91,181	-1.4%	4.7%
Total	331,601	298,433	11.1%	4.4%
Other Transactions ¹	77,085	82,280	-6.3%	0.8%
Expanded Portfolio	408,686	380,713	7.3%	3.7%

¹ Includes debentures, FIDC, CRI, international distribution promissory notes, promissory notes, acquiring activity-related assets, as well as sureties and guarantees.

COMFORTABLE LIQUIDITY POSITION WITH **OPTIMIZED FUNDING COST**

Funding from Customers (R\$ billion)



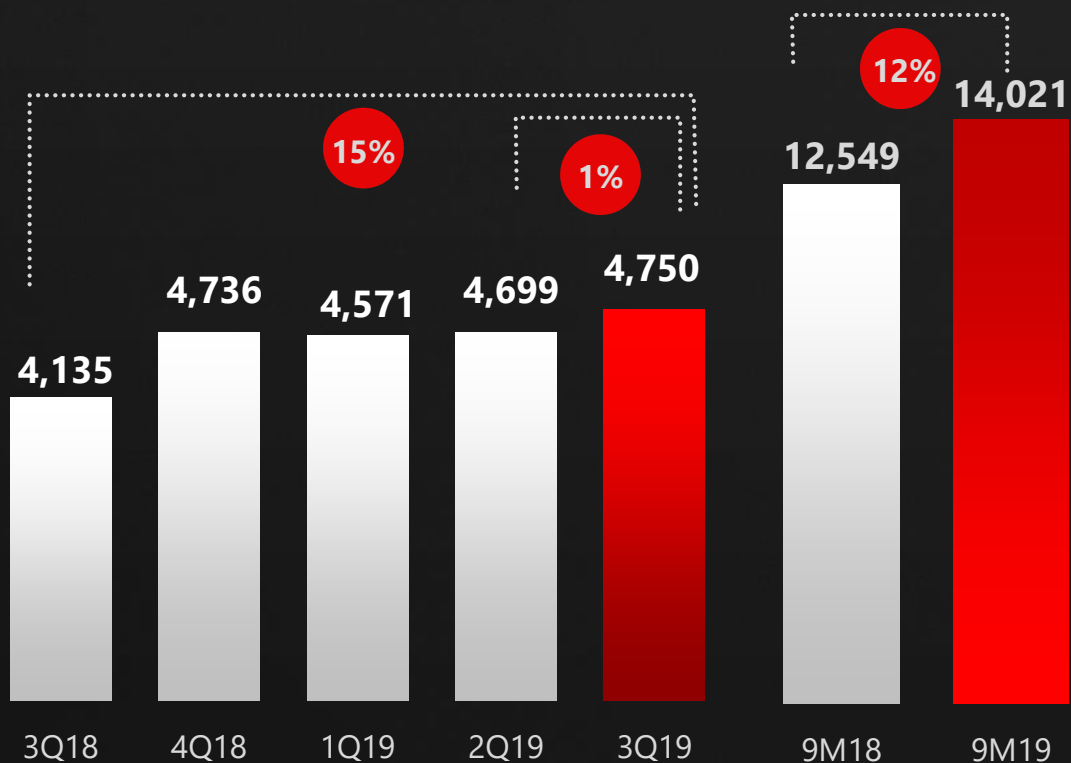
R\$ million

	Sep 19	Sep 18	12M	3M
Demand Deposits	22,191	17,421	27.4%	8.1%
Savings Deposits	47,341	44,429	6.6%	1.6%
Time Deposits + Debentures ¹	235,559	239,098	-1.5%	-4.9%
Financial Bills ²	37,667	36,050	4.5%	2.8%
Funding from Customers	342,758	336,997	1.7%	-2.5%
(-) Reserve Requirements	(71,290)	(69,891)	2.0%	-4.8%
Others	83,480	79,398	5.1%	8.3%
Total Funding	354,947	346,504	2.4%	0.4%
Funds	341,394	301,541	13.2%	8.4%
Total Funding + AUM	696,341	648,046	7.5%	4.1%

¹Including Real Estate Credit Notes (LCI) and Agricultural Credit Notes (LCA) and Secured Real Estate Notes (LIG). ²Including Structured Transaction Certificates (COE).

FEES ADVANCE 12% IN THE YEAR, SPURRED BY CURRENT ACCOUNT SERVICES

Fees (R\$ million)

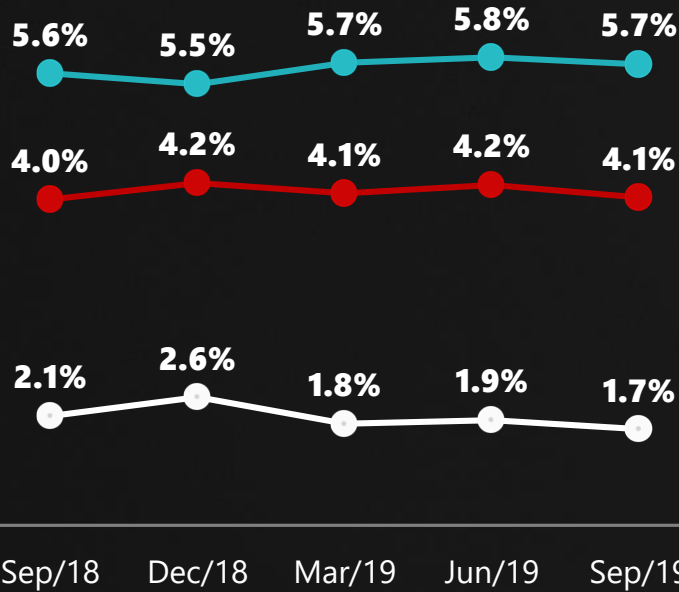


R\$ million

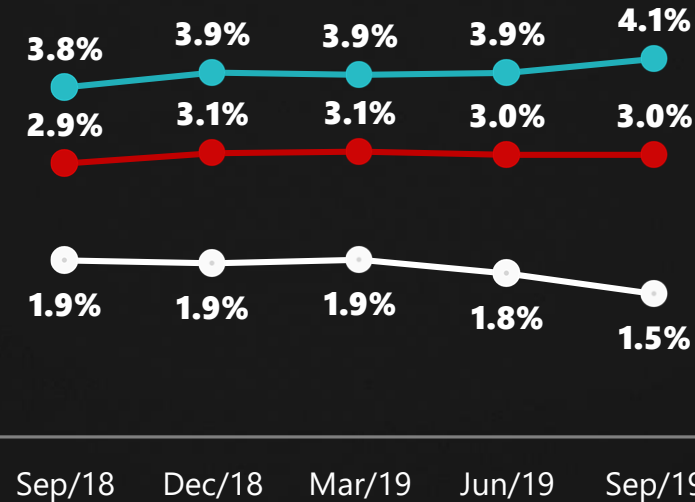
	9M19	9M18	12M	3M
Asset Management	808	758	6.6%	9.6%
Current Account	2,856	2,475	15.4%	4.6%
Lending Operations	1,016	1,081	-6.0%	2.7%
Insurance	2,285	1,989	14.9%	-0.5%
Cards	4,646	4,227	9.9%	-1.2%
Collections Services	1,134	1,120	1.2%	1.1%
Securities Placement, Custody and Brokerage	914	469	94.8%	-12.4%
Other	363	430	-15.7%	30.1%
Total	14,021	12,549	11.7%	1.1%

RISK INDICATORS AT CONTROLLED LEVELS

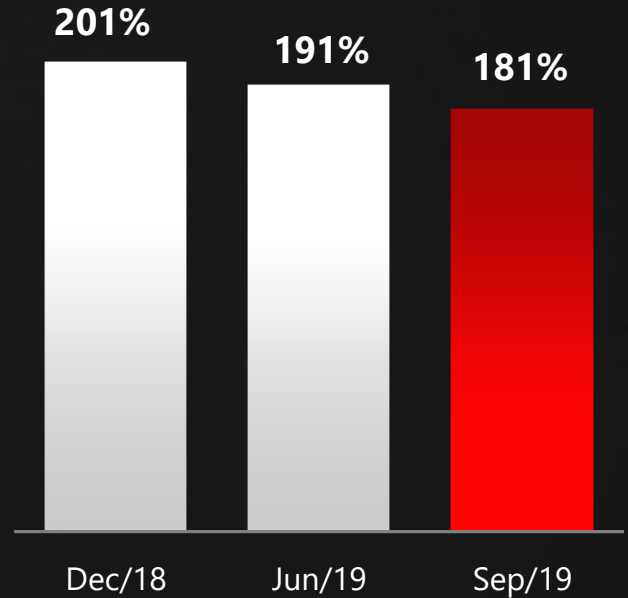
NPL from 15 to 90 days



NPL over 90 days



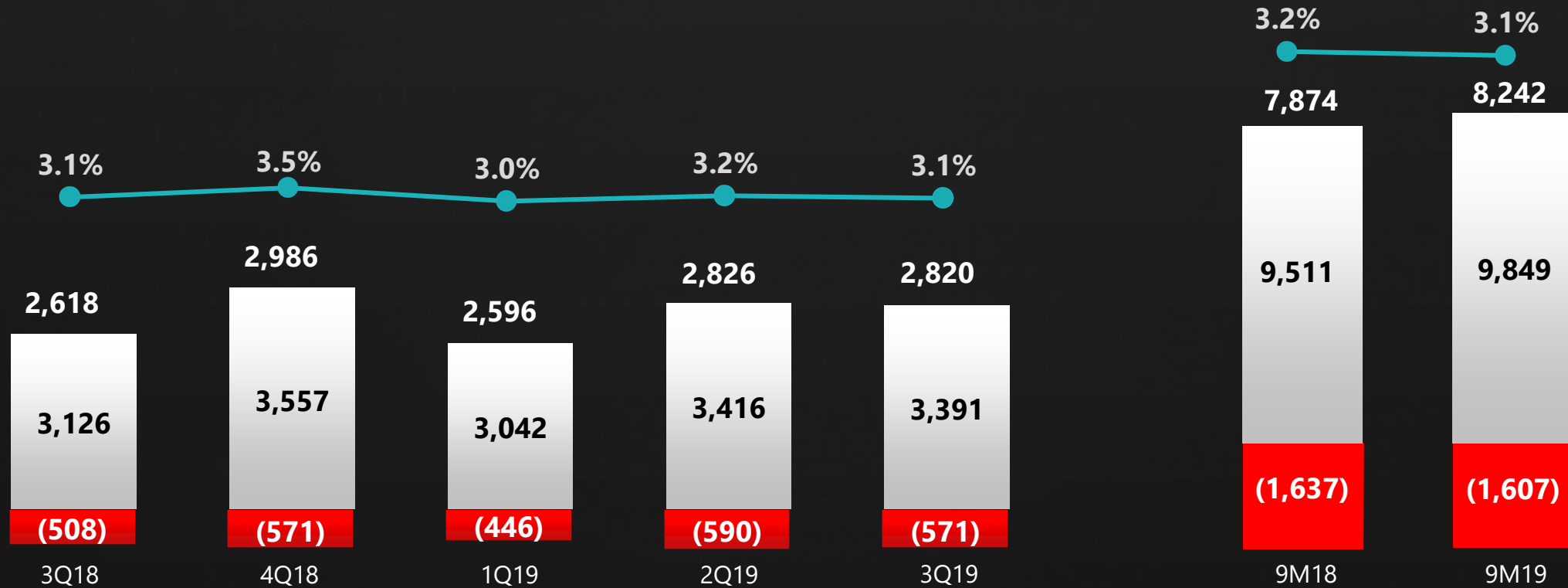
Coverage Ratio over 90 days



— Individuals — Total — Corporate & SMEs

PROVISIONS AND COST OF CREDIT REMAIN UNDER CONTROL

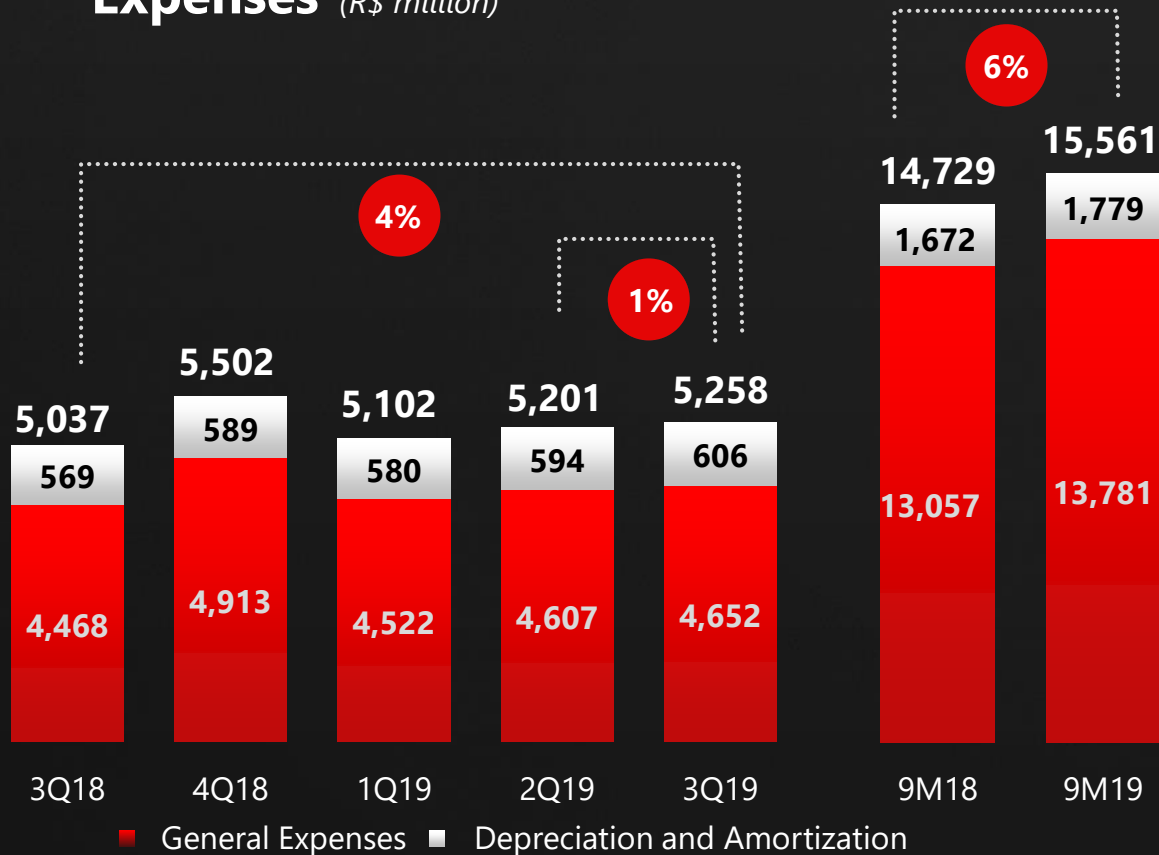
Allowance for loan losses (R\$ million) and Cost of credit (%)



■ Provisions for Loan Losses ■ Recovery of Written-Off Loans ● Cost of Credit

EFFICIENT EXPENSES MANAGEMENT

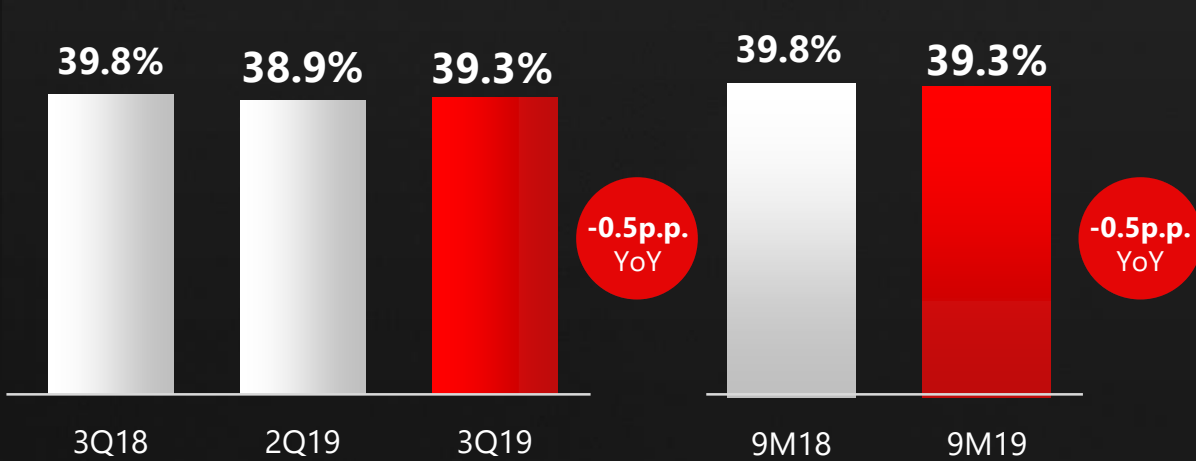
Expenses (R\$ million)



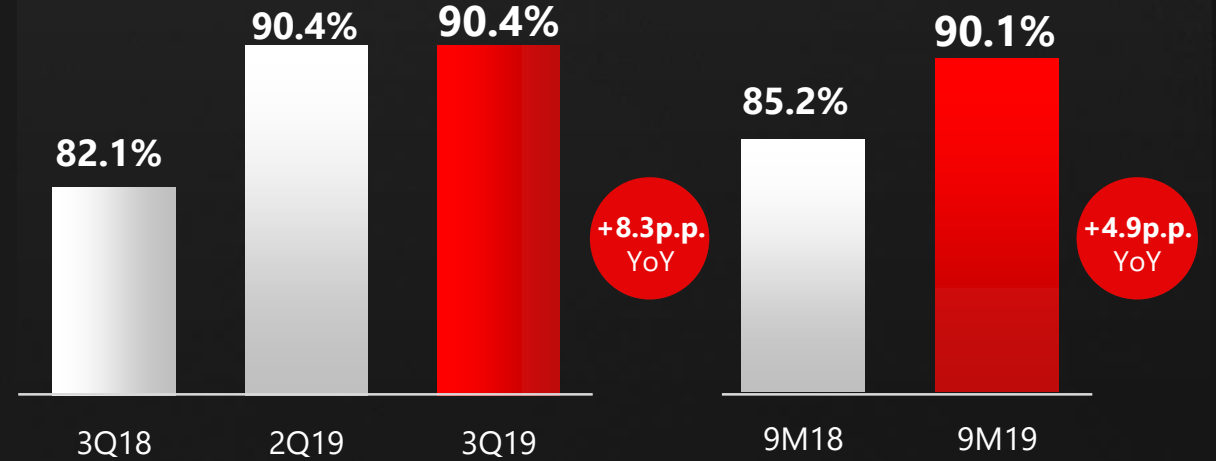
R\$ million

	9M19	9M18	12M	3M
General Expenses	13,781	13,057	5.5%	1.0%
Administrative Expenses	6,734	6,094	10.5%	-0.5%
Personnel Expenses	7,047	6,963	1.2%	2.4%
Depreciation and Amortization	1,779	1,672	6.4%	2.0%
Total	15,561	14,729	5.6%	1.1%

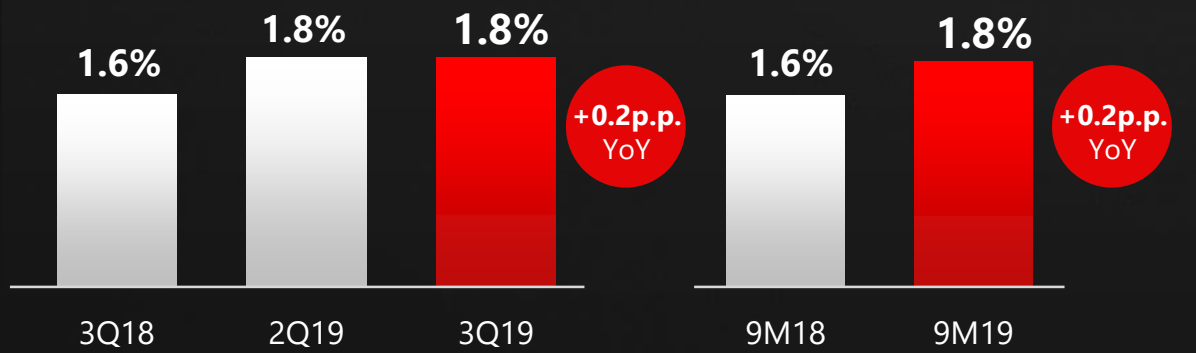
Efficiency Ratio



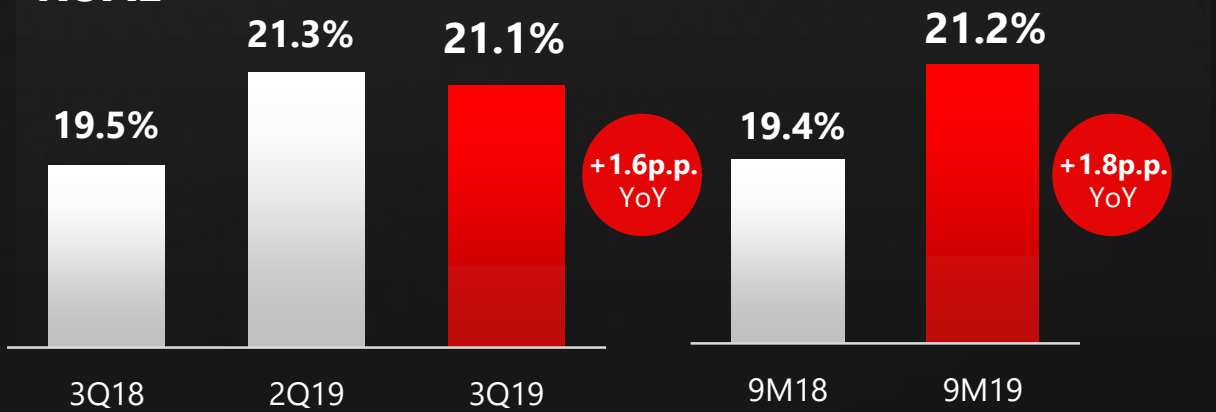
Recurrence Ratio



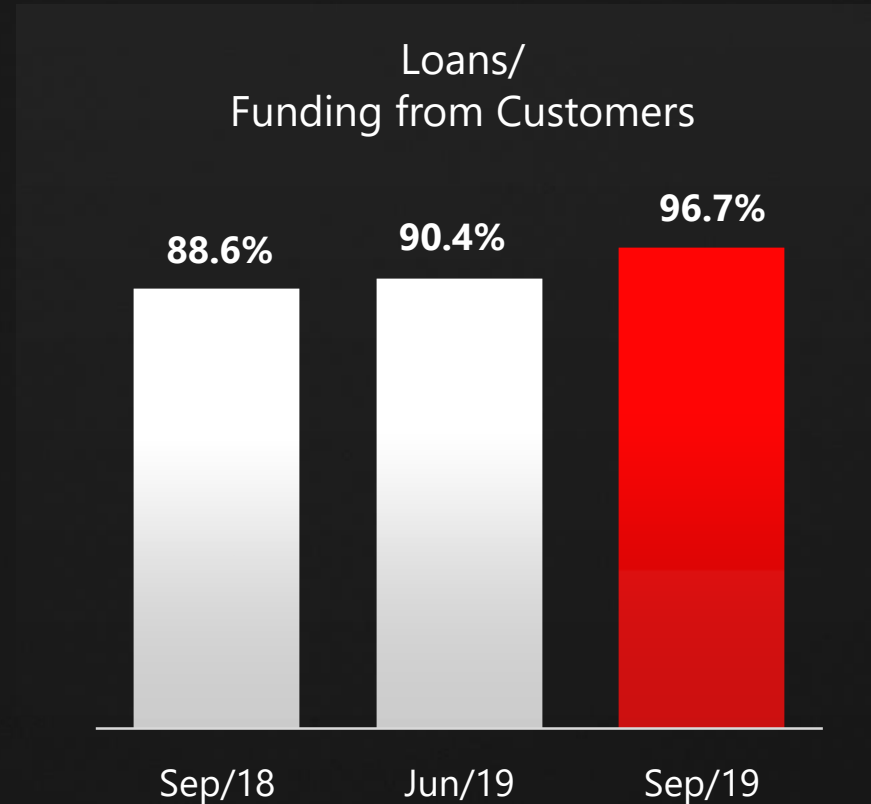
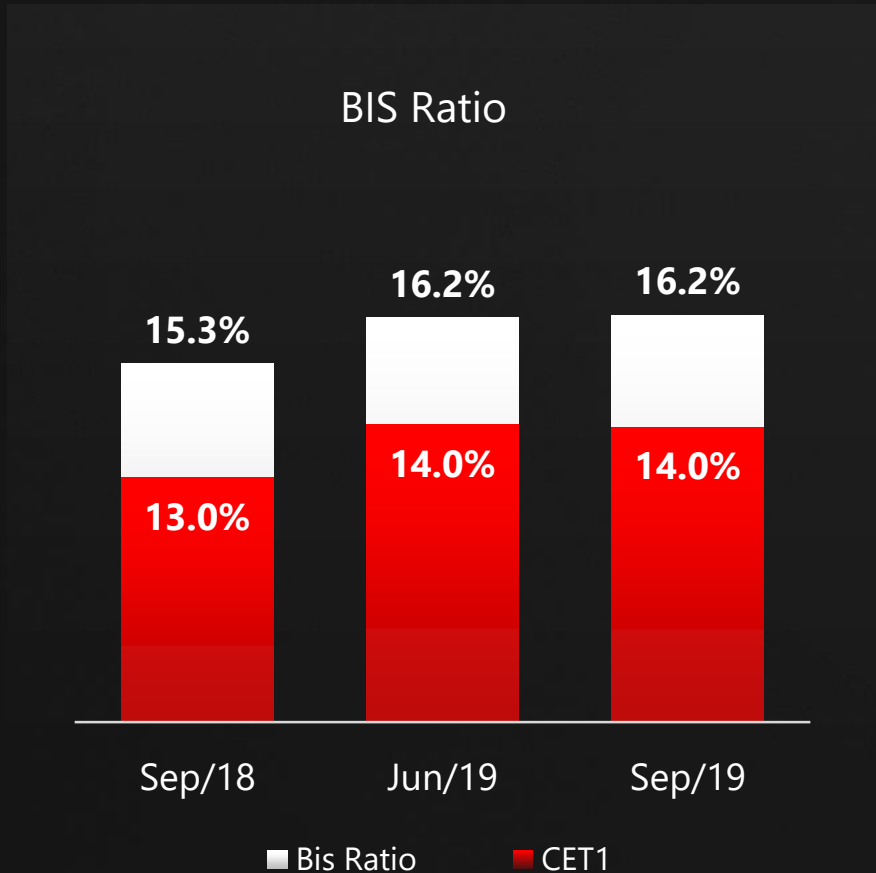
ROAA



ROAE



COMFORTABLE CAPITAL AND LIQUIDITY LEVELS



We declared
dividends

9M19 | R\$ 3.0 Bi¹

¹ We apportioned a total of R\$ 3.0 billion as Interest on Capital ("IoC"), or equivalent to R\$ 1.0 billion in 1Q19, 2Q19 and 3Q19. In 3Q19, we apportioned R\$ 1.0 billion for IoC, which will be paid starting from October 30th, 2019.

LONG-TERM COMMITMENT TO PROFITABLE GROWTH



Total revenues rise
6.5% in the year



Active and
preventive risk
management
evidenced by our
loan quality
indicators



Relentless focus
on boosting
productivity, with
a better efficiency
ratio in 9M19



Net profit grows
20.4% on a year-
to-date basis



Significant
increase in
earnings
distribution in
9M19 compared
to the same
period of previous
years

ROE 21.2%, +176bps (9M19, YoY)

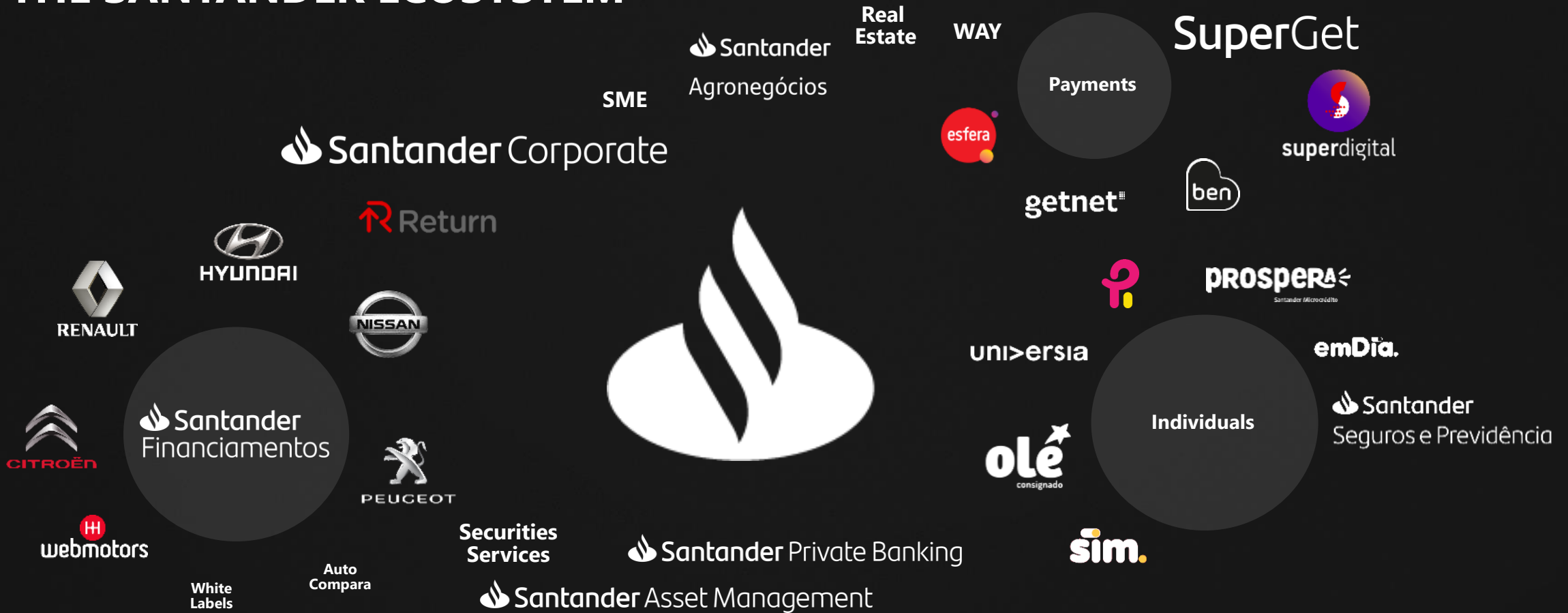
R\$ 3bi

in dividends

+67% YoY



THE SANTANDER ECOSYSTEM



P&L (R\$ million)	9M19	9M18	Abs.	12M
Net Interest Income	34,315	32,843	1,471	4.5%
Allowance for Loan Losses	(8,242)	(7,874)	(368)	4.7%
Net Interest Income After Loan Losses	26,073	24,969	1,103	4.4%
Fees	14,021	12,549	1,472	11.7%
General Expenses	(15,561)	(14,729)	(831)	5.6%
Personnel Expenses + Profit Sharing	(7,047)	(6,963)	(85)	1.2%
Administrative Expenses	(8,513)	(7,767)	(747)	9.6%
Tax Expenses	(3,081)	(3,009)	(72)	2.4%
Other Income (expenses)	(5,732)	(5,421)	(312)	5.7%
Investments in Affiliates and Subsidiaries	35	14	21	152.8%
Non-Operating Income	(93)	33	(126)	-376.5%
Profit Before Taxes	15,663	14,407	1,256	8.7%
Income Tax and Social Contribution Tax	(4,568)	(5,154)	586	-11.4%
Minority Interest	(271)	(261)	(10)	3.8%
Net Profit	10,824	8,992	1,832	20.4%

P&L (R\$ million)

	3Q18	4Q18	1Q19	2Q19	3Q19
Net Interest Income	11,144	11,061	10,968	11,671	11,676
Allowance for Loan Losses	(2,618)	(2,986)	(2,596)	(2,826)	(2,820)
Net Interest Income After Loan Losses	8,525	8,075	8,371	8,846	8,855
Fees	4,135	4,736	4,571	4,699	4,750
General Expenses	(5,037)	(5,502)	(5,102)	(5,201)	(5,258)
Personnel Expenses + Profit Sharing	(2,347)	(2,403)	(2,335)	(2,328)	(2,385)
Administrative Expenses	(2,690)	(3,100)	(2,767)	(2,873)	(2,873)
Tax Expenses	(1,012)	(1,047)	(1,054)	(1,032)	(995)
Other Income (expenses)	(1,602)	(1,858)	(1,693)	(1,969)	(2,071)
Investments in Affiliates and Subsidiaries	5	5	11	10	13
Non-Operating Income	6	160	0	(112)	19
Profit Before Taxes	5,020	4,567	5,106	5,242	5,314
Income Tax and Social Contribution Tax	(1,825)	(1,038)	(1,529)	(1,518)	(1,520)
Minority Interest	(87)	(124)	(92)	(89)	(89)
Net Profit	3,108	3,405	3,485	3,635	3,705

Balance sheet – Assets (R\$ million)

	Sep 18	Dec 18	Mar 19	Jun 19	Sep 19
Current and Long-Term Assets	759,235	794,664	791,371	823,718	825,938
Cash and Cash Equivalents	14,945	11,629	9,516	13,336	10,307
Interbank Investments	56,923	56,812	33,632	38,899	36,193
Securities and Derivative Financial Instruments	179,682	194,465	195,477	202,991	213,169
Interbank Accounts	92,619	92,443	91,671	94,850	92,671
Lending Operations	280,894	287,129	292,613	296,699	308,243
Allowance for Loan Losses	(18,224)	(18,789)	(18,700)	(18,491)	(18,241)
Other Receivables	131,545	149,507	165,938	174,531	162,782
Other Assets	2,626	2,680	2,524	2,413	2,573
Permanent Assets	10,754	11,155	12,308	12,540	12,794
Investments	342	338	349	352	366
Fixed Assets	6,266	6,498	6,578	6,807	6,928
Intangibles	4,146	4,319	5,381	5,381	5,500
Goodwill net of amortization	727	662	595	1,789	1,690
Others	3,420	3,658	4,787	3,592	3,810
Total Assets	769,990	805,819	803,679	836,258	838,733
Total Assets (Excluding Goodwill)	769,263	805,158	803,085	834,469	837,043

Balance Sheet – Liabilities and Equity (R\$ million)

	Sep 18	Dec 18	Mar 19	Jun 19	Sep 19
Current and Long-Term Liabilities	701,989	738,179	733,278	763,716	762,964
Deposits	250,593	252,072	252,362	268,256	258,109
Demand Deposits	17,421	18,832	17,940	20,521	22,191
Savings Deposits	44,429	46,068	46,211	46,575	47,341
Interbank Deposits	4,111	3,065	3,110	3,852	3,114
Time Deposits	184,626	184,098	185,096	197,301	185,361
Other Deposits	6	9	6	6	102
Money Market Funding	117,545	131,820	109,291	102,516	122,638
Funds from Acceptance and Issuance of Securities	82,221	82,113	85,847	88,147	89,321
Interbank Accounts	1,918	284	1,934	2,104	3,589
Interbranch Accounts	3,593	3,466	2,955	3,173	4,258
Borrowings	50,697	32,672	43,919	48,504	53,172
Domestic On-Lending-Official Institutions	13,531	13,267	12,946	12,490	12,255
Derivative Financial Instruments	16,932	18,900	20,742	22,785	20,564
Other Payables	164,958	203,584	203,281	215,741	199,056
Deferred Income	355	337	319	280	277
Minority Interest	2,095	2,070	1,883	1,760	1,809
Equity	65,551	65,234	68,199	70,502	73,683
Total Liabilities	769,990	805,819	803,679	836,258	838,733
Equity (Excluding Goodwill)	64,824	64,572	67,605	68,713	71,993

Balance Sheet – Loan Portfolio (R\$ million)

	Sep 19	Sep 18	12M	Jun 19	3M
Individuals	147,876	125,336	18.0%	141,431	4.6%
Leasing / Auto Loans (*)	2,484	2,114	17.5%	2,422	2.6%
Credit Card	32,320	26,771	20.7%	31,462	2.7%
Payroll Loans	40,593	32,329	25.6%	37,949	7.0%
Mortgage	35,490	31,495	12.7%	33,962	4.5%
Agricultural Loans	6,234	5,850	6.6%	5,767	8.1%
Personal Loans / Others	30,756	26,777	14.9%	29,869	3.0%
Consumer Finance	55,133	47,274	16.6%	53,156	3.7%
Corporate	128,592	125,823	2.2%	123,037	4.5%
Leasing / Auto Loans	3,644	3,125	16.6%	3,377	7.9%
Real Estate	2,737	4,734	-42.2%	3,519	-22.2%
Trade Finance	35,502	28,821	23.2%	26,079	36.1%
On-Lending	7,926	9,734	-18.6%	8,585	-7.7%
Agricultural Loans	4,510	6,061	-25.6%	5,051	-10.7%
Working Capital / Others	74,274	73,349	1.3%	76,425	-2.8%
Total	331,601	298,433	11.1%	317,625	4.4%

(*) Including consumer lending, the consumer auto loan portfolio for individuals totaled R\$ 48,516MM in Sep/19, R\$ 46,641MM in Jun/19 and R\$ 41,256MM in Sep/18.

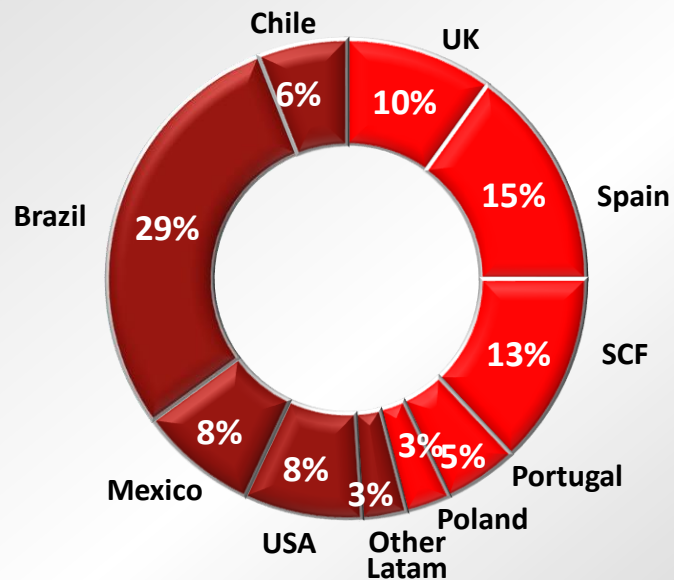


3. Santander Worldwide



A retail bank focused on the **distribution** and **proximity** with customers

**Underlying attributable profit distribution
assigned by geographic business | 9M19**



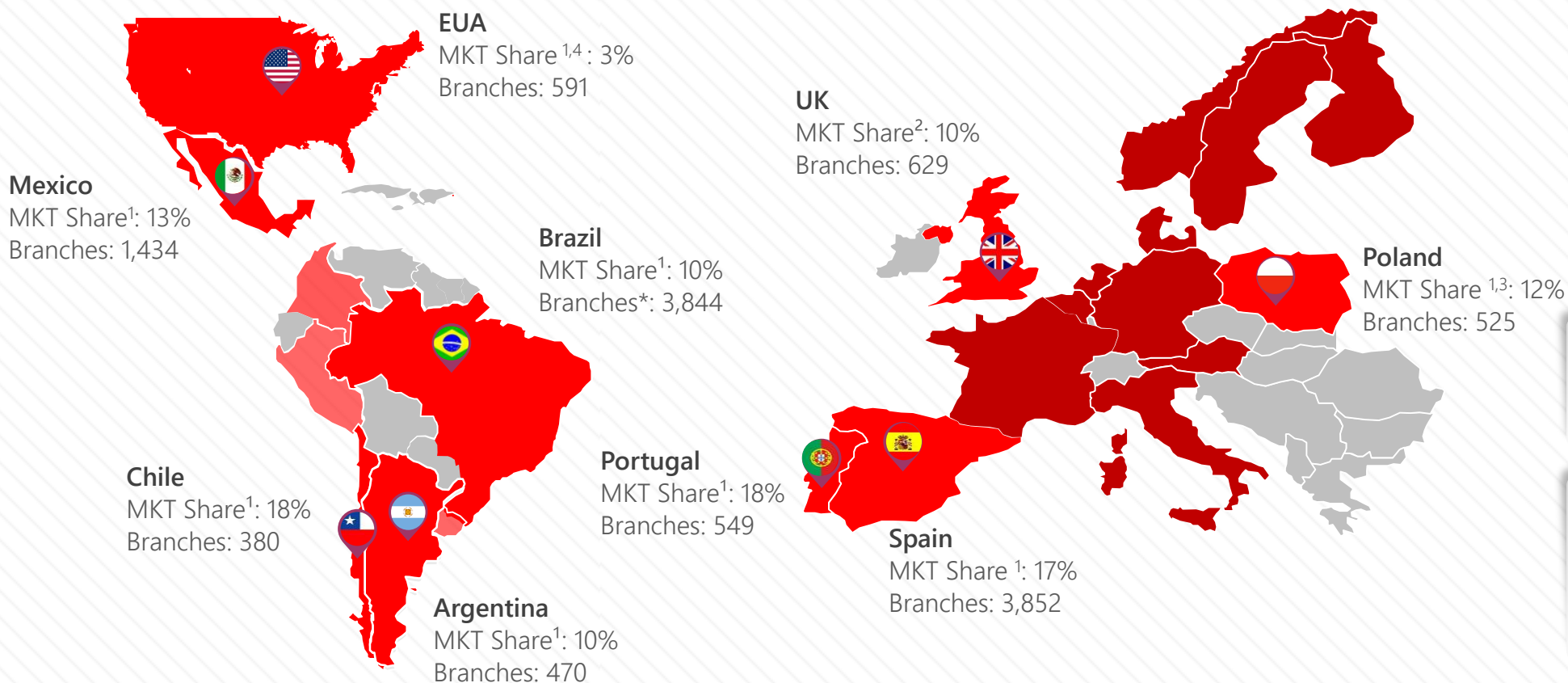
EUR million

9M19

Assets	1,517,885
Net Customer Loans	916,003
Total Equity	108,526
Underlying Attributable Profit	6,180
Branches	12,691
Employees	201,017
Loyal customers (million)	21.0

(*) Excluding Corporate Centre and Santander Global Platform.

Presence in 10 core markets



SCF

Markets⁵: 15
Branches: 426

Legenda do mapa

- Santander Consumer Finance (SCF)
- Key Markets
- Other units

¹ Lending. ² UK mortgages (excluding social housing), consumer credit and lending (excluding Financial Institutions). ³ Including Santander Consumer Finance business (SCF). ⁴ In the states where the Group operates. ⁵ Including SCF UK.
* Branches include mini-branches, local criterion.
Market share: data of June-19. Branches do not include Santander Consumer Finance business.



4. Santander in South America



Santander is present in all **major South America countries**



EUR milion	9M19
Net Customer Loans	123,850
Deposits	111,766
Mutual and Pension Funds	67,631
Underlying Attributable Profit	2,977
Branches	4,639
Employees	71,264

¹ Excluding Corporate Centre and Santander Global Plataform.

Santander On

 webmotors

uni>ersia

 Santander Financiamentos

ben

 Santander Auto

SuperGet

esfera



 Santander
Seguros e Previdência

ole
consignado

superdigital

Our purpose is to help people and businesses prosper,

Our culture is based on the belief that everything we do should be:

Simple | Personal | Fair

 Return
Uma empresa
Santander

getnet[®]
Uma empresa Santander

PROSPERA[®]

 Santander
Most sustainable bank in the world

MEMBER OF
Dow Jones
Sustainability Indices
In collaboration with 



ISEB3
2019