

Presentation

INSTITUTIONAL

(BR GAAP)
2ND QUARTER 2021



A STORY OF
TECHNOLOGICAL
TRANSFORMATION
WITH AN EYE ON THE
CUSTOMER

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AGENDA

1

INDUSTRY OVERVIEW:
MACROECONOMY AND
FINANCIAL SYSTEM

4

STRATEGY

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SANTANDER BRASIL
PROFILE

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BUSINESSES

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FINANCIAL
HIGHLIGHTS

KEY ASPECTS OF THE BRAZILIAN MARKET

GDP (% p.a.)

GRADUAL REBOUND OF THE ECONOMY HAMPERED BY THE COVID-19 GLOBAL CRISIS



SELIC TARGET (% p.a.)

HISTORICALLY LOW LEVEL



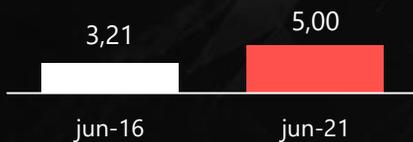
INFLATION (% p.a.)

MEDIUM-TERM PRESSURE, BUT WITH ANCHORED EXPECTATIONS

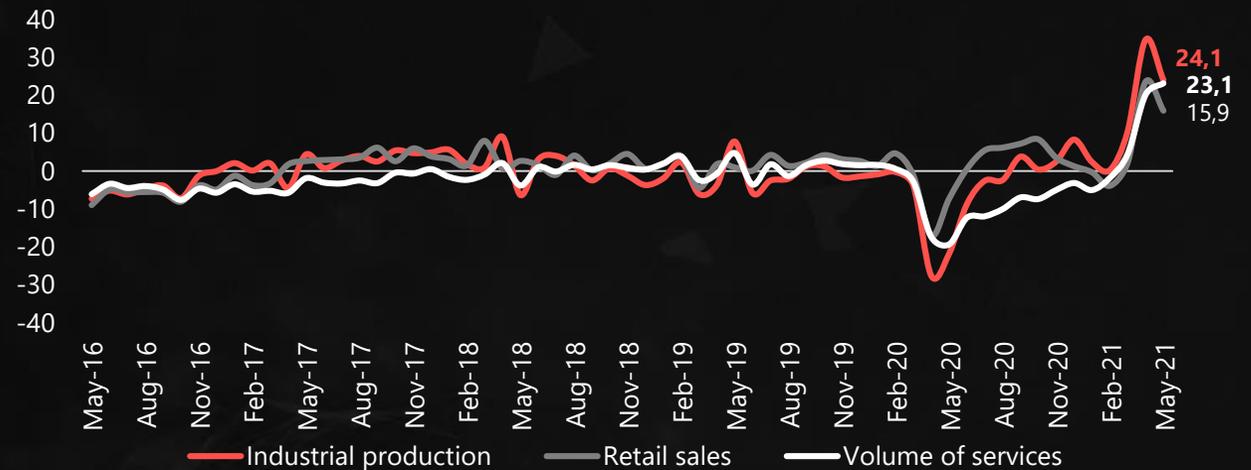


FX (BRL/USD)

FREE FX FLUCTUATION



ECONOMIC ACTIVITY PERFORMANCE (%)



SOCIAL INDICATORS

+213MM
BRAZILIAN POPULATION ESTIMATE¹

14.9%
JUN-21
UNEMPLOYMENT RATE²

+12 bps
JUN-21 vs. MAR-21

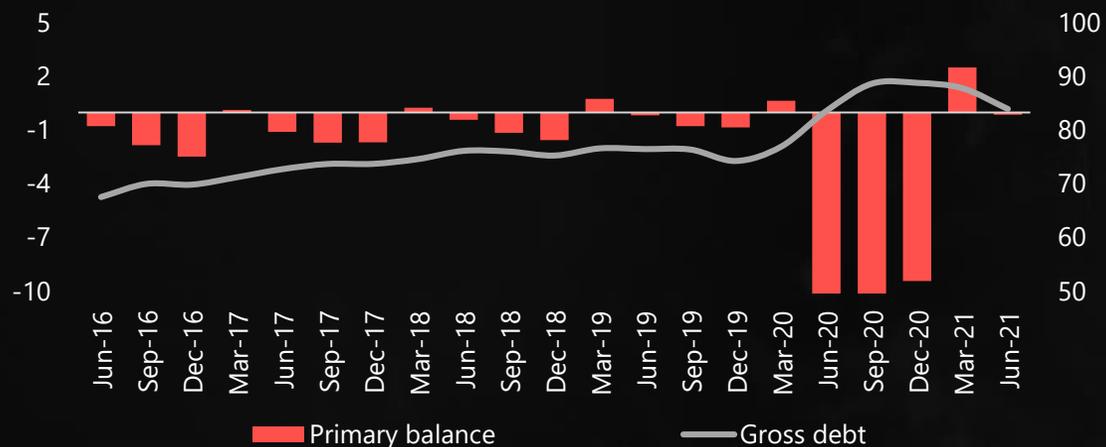
+156 bps
JUN-21 vs. JUN-20



CHARACTERISTICS OF THE BRAZILIAN MARKET

LAYING THE GROUNDWORK FOR THE ECONOMIC REBOUND

PRIMARY BALANCE AND GROSS DEBT (% of GDP)



INVESTMENT¹
(% of GDP)



BRAZIL RISK
(CDS 5 years, bps)



- ✓ **FIGHT THE COVID-19 PANDEMIC IN BRAZIL BY BOOSTING THE VACCINATION CAMPAIGN**
- ✓ **TAX REFORM** IN ORDER TO SIMPLIFY TAXES AND LEVERAGE PRODUCTIVITY
- ✓ **ADMINISTRATIVE REFORM** TO IMPROVE PUBLIC SECTOR EFFICIENCY
- ✓ ADDITIONAL MEASURES FOR A MORE CONDUCIVE BUSINESS ENVIRONMENT TO ATTRACT **PRODUCTIVE INVESTMENTS**
- ✓ CONTINUATION OF THE FISCAL REGIME (VIA SPENDING CAP), WITH CURBING OF **PUBLIC EXPENDITURES**, PARTICULARLY **MANDATORY EXPENSES**
- ✓ **DECOUPLE AND DE-INDEX** PUBLIC EXPENDITURES
- ✓ COMBAT INEQUALITIES BY **RESTRUCTURING SOCIAL WELFARE** AND FINE-TUNING THE "BOLSA FAMÍLIA" PROGRAM (FAMILY ALLOWANCE)
- ✓ ONGOING ANCHORING OF **INFLATION** EXPECTATIONS AT THE CENTER OF THE TARGET DURING THE REFERENCE PERIOD
- ✓ ACCELERATION OF THE **PRIVATIZATION AND CONCESSION PROGRAM** TO ENCOURAGE INVESTMENTS



SOLID NATIONAL FINANCIAL SYSTEM



BRAZILIAN MARKET PROFILE

CONCENTRATED

5 LARGEST BANKS

72%

Loans¹

77%

Customers Deposits¹

SOLID

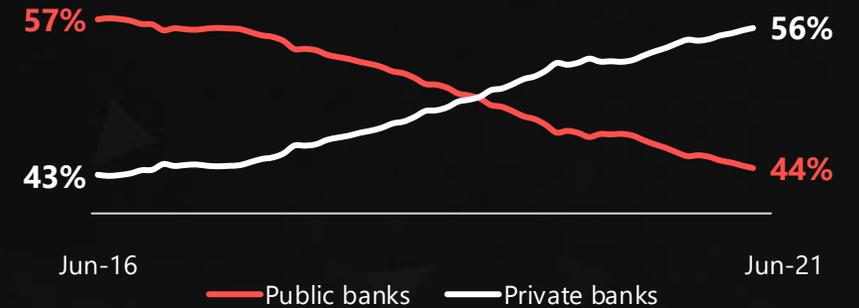
BIS RATIO²: 16.4%,
ABOVE THE 10.63%
REQUIRED BY THE
BRAZILIAN CENTRAL
BANK

COVERAGE RATIO³:
265.2%

TOTAL LOAN
JUN-21

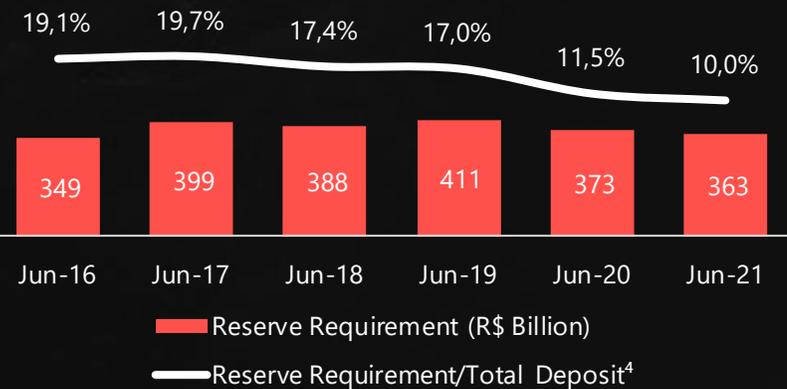
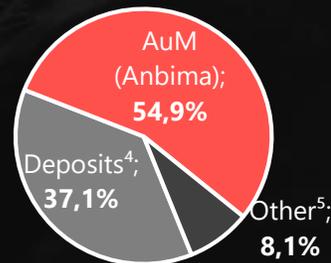
R\$ 4,214Bi
+2.6% QoQ

TOTAL LOAN SHARE



TOTAL FUNDING
JUN-21

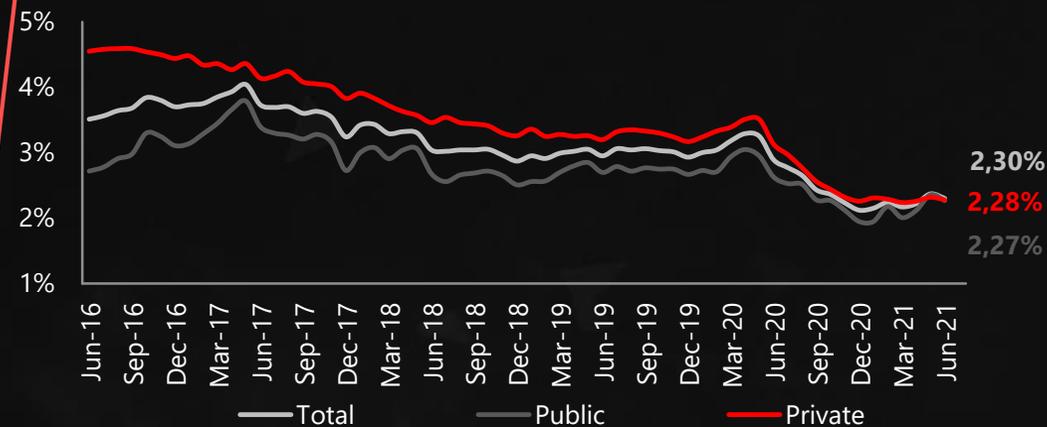
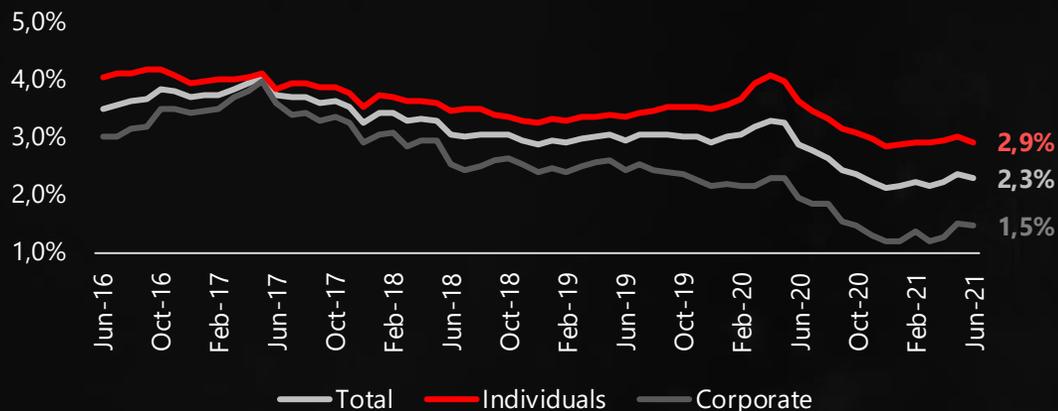
R\$ 9,769Bi
+2.6% QoQ



¹ Estimate based on data from each institution as of June 2021, with the exception of Caixa Econômica Federal, which used data from March 2021. ² Brazilian Central Bank, data as of March 2021. ³ Brazilian Central Bank, as of June 2021. ⁴Total deposits include demand, savings and time deposits. ⁵ Including debentures, real estate credit notes ("LCI"), agricultural credit notes ("LCA"), secured real estate notes ("LIG") and structured transaction certificates ("COE")

BRAZILIAN FINANCIAL SYSTEM **PROFILE**

PROVISION FOR LOAN LOSSES RATE – BY SEGMENT | BY INSTITUTION



CONFIDENCE INDEX (POINTS)



HOUSEHOLD DEBT (%)



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FINANCIAL
HIGHLIGHTS

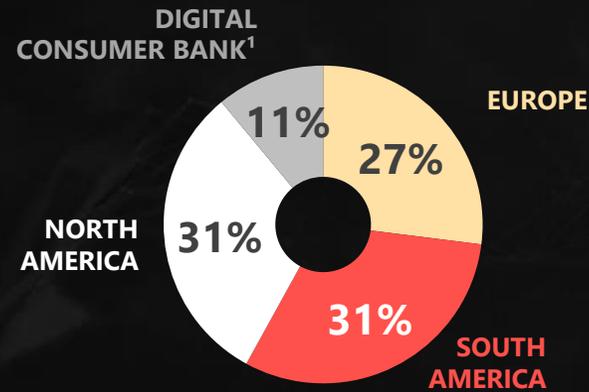
WE ARE PART OF A **LARGE GROUP**

DIVERSIFIED PRESENCE ACROSS THREE REGIONS ALLOWS FOR BETTER AND FASTER EXECUTION

SUBSIDIARY MODEL WITH **LIQUIDITY** AND **CAPITAL AUTONOMY** LIMITS THE POSSIBILITY OF CONTAGION BETWEEN **GROUP** UNITS, REDUCING SYSTEMIC RISK



UNDERLYING ATTRIBUTABLE PROFIT DISTRIBUTION ASSIGNED BY GEOGRAPHIC REGION | 1S21

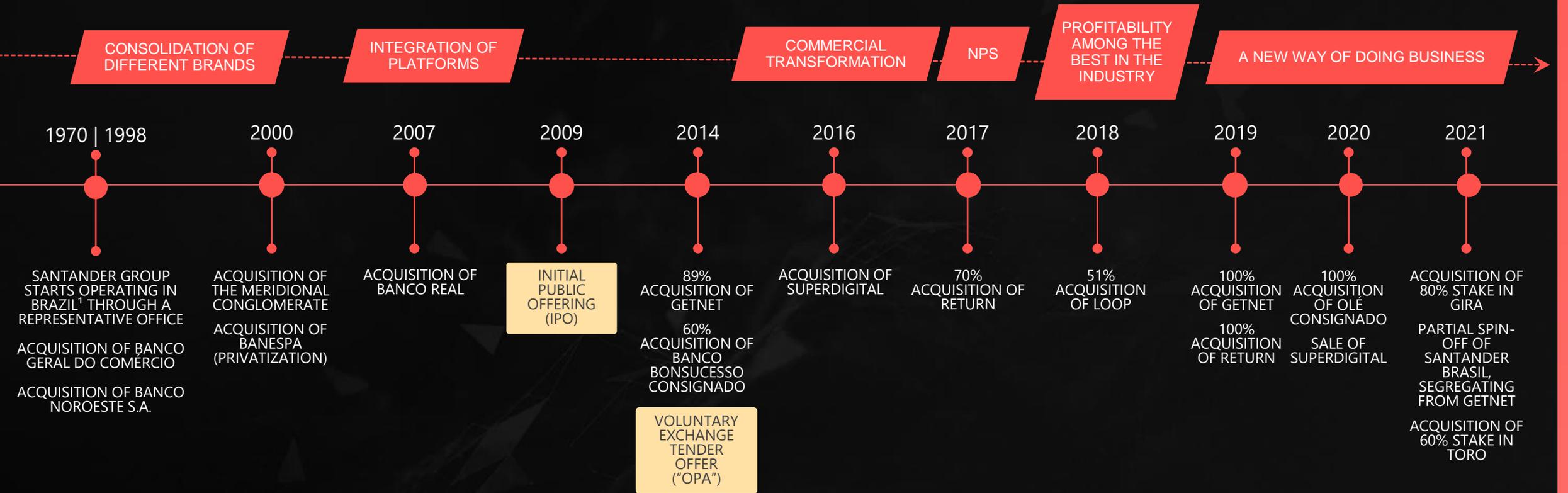


EUR MILLION	1S21
ASSETS	1,568,636
CUSTOMERS LOAN (NET)	954,518
TOTAL EQUITY	95,745
UNDERLYING ATTRIBUTABLE PROFIT	4,205
BRANCHES	10,073
EMPLOYEES	190,751
LOYAL CUSTOMERS (MILLION)	24.2



¹ Considering Santander Consumer and Openbank

SANTANDER BRASIL'S CONSOLIDATED FOOTPRINT IN THE BRAZILIAN MARKET



¹ In 1982 opened its first branch

BANK WITH **STRONG PRESENCE** IN BRAZIL

JUN-21

~ R\$ **151**Bi
MARKET CAPITALIZATION

- 9.91% FREE FLOAT
- 46.4K EMPLOYEES

R\$ **440**Bi
LOAN PORTFOLIO

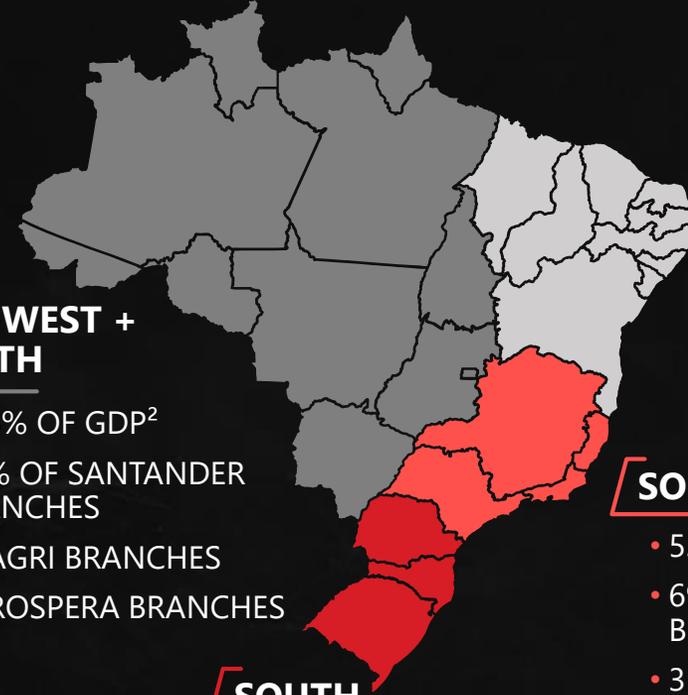
- R\$ **190**Bi INDIVIDUALS
- R\$ **62**Bi CONSUMER FINANCE
- R\$ **59**Bi SMEs
- R\$ **129**Bi CORPORATE & SCIB

93.9%
LOAN PORTFOLIO/ FUNDING FROM CUSTOMERS

29.0MM
ACTIVE CUSTOMERS

- 7.1MM LOYAL CUSTOMERS (+26%YoY)
- 17.5MM DIGITAL CUSTOMERS (+21%YoY)

R\$ **28**Bi
SOCIO-ENVIRONMENTAL BUSINESS MADE VIABLE¹



MID-WEST + NORTH

- 15.5% OF GDP²
- 7.4% OF SANTANDER BRANCHES
- 26 AGRI BRANCHES
- 7 PROSPERA BRANCHES

SOUTH

- 17.1% OF GDP²
- 13.6% OF SANTANDER BRANCHES
- 10 AGRI BRANCHES
- 2 PROSPERA BRANCHES

NORTHEAST

- 14.3% OF GDP²
- 9.5% OF SANTANDER BRANCHES
- 2 AGRI BRANCHES
- 103 PROSPERA BRANCHES

SOUTHEAST

- 53.1% OF GDP²
- 69.5% OF SANTANDER BRANCHES
- 3 AGRI BRANCHES
- 10 PROSPERA BRANCHES



¹ Considering disbursements for renewable energy projects, sanitation, sustainable agribusiness, ESG-linked loans, Prospera Santander Microfinance, as well as advisory and disbursements for Project Finance (renewable energy and sanitation), in addition to participation in Green Bond structuring and advisory, including total amounts of green bonds issued and enabled in conjunction with other companies. ² Source: 2018 GDP by Geographical Region – IBGE

SOLID **RISK** CULTURE

GROUP

RISKS ARE CALIBRATED IN THE GROUP, ENABLING BUSINESS CONTINUITY AND PREDICTABILITY IN THE FACE OF DIVERSE HISTORY
MANAGEMENT AND CONTROL OF THE ACTUAL LOCAL RISK PROFILE ENSURE THE MODEL'S ROBUSTNESS

GLOBAL RISK CONTROL PLATFORMS



1st LINE OF DEFENSE

ALL BUSINESS UNITS AND SUPPORT AREAS

- PART OF SANTANDER'S DAILY BUSINESS
- MANAGED BY THE BUSINESS

2nd LINE OF DEFENSE

RISK CONTROL AND COMPLIANCE

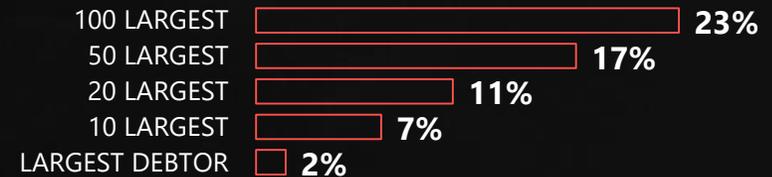
- ENSURING THAT THE RISKS ARE MANAGED IN ACCORDANCE WITH THE AGREED RISK APPETITE

3rd LINE OF DEFENSE

INTERNAL AUDIT

- REVIEW OF CONTROLS, PROCESSES AND MANAGEMENT

LOAN CONCENTRATION SANTANDER BRASIL RISK JUN-21



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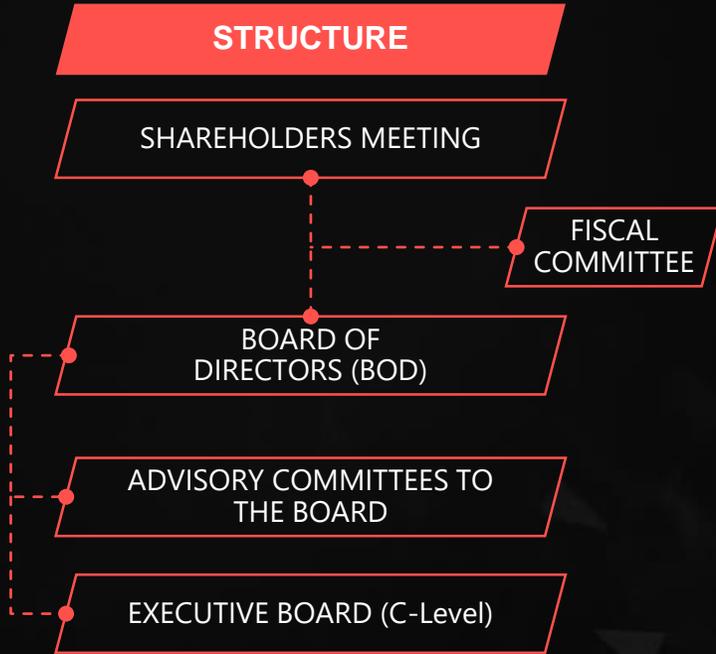
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FINANCIAL
HIGHLIGHTS

CORPORATE GOVERNANCE



- EXECUTIVE COMMITTEE:
COMPOSED OF CEO AND EXECUTIVE VICE-PRESIDENTS
- EXECUTIVE OFFICERS

ABOUT THE BOARD OF DIRECTORS (“BOD”)

- FIVE OF THE NINE MEMBERS OF THE BOARD OF DIRECTORS ARE INDEPENDENT, INCLUDING THE CHAIRMAN
- THE POSITIONS OF CHAIRMAN OF THE BOARD OF DIRECTORS AND CHIEF EXECUTIVE OFFICER MAY NOT BE HELD BY THE SAME PERSON
- BALANCE OF KNOWLEDGE AND RELEVANT EXPERIENCE
- 33% WOMEN ON THE BOARD OF DIRECTORS

	BOD ADVISORY COMMITTEES					
	Audit	Nomination and Governance	Compensation	Risks and Compliance	Sustainability	
# Members	9	4	3	3	4	5
Independent Directors	5	1	2	2	2	1
Non-independent Directors	4	-	-	-	1	-
Independent Members	-	3	1	1	1	1
Non-independent Members	-	-	-	-	-	3



COMMITTED TO SUPPORT

OUR **SOCIETY**



"CDC SOLAR" CAMPAIGN

+R\$250MM
DISBURSED



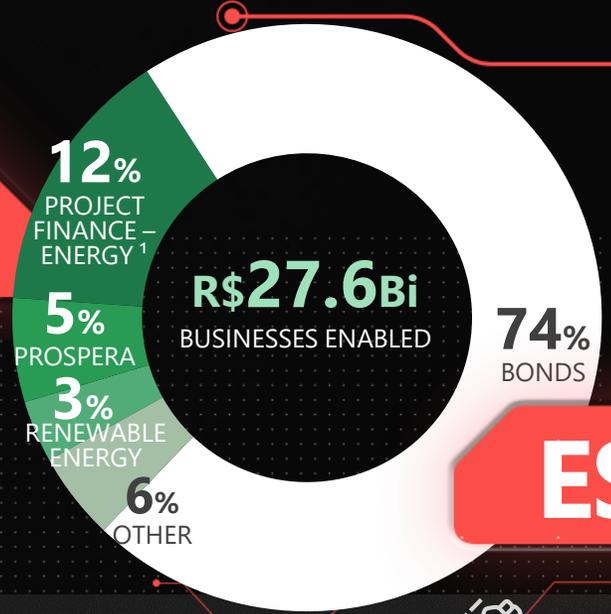
PROSPERA

+620k ACTIVE CUSTOMERS
R\$ 1.5Bi PORTFOLIO



CDC BIKE

BICYCLE
FINANCING
INCENTIVE



ESG



**SANTANDER
NET ZERO AMBITION**

1ST BRAZILIAN BANK TO JOIN THE
NET-ZERO-BANKING ALLIANCE

LOW-CARBON CDB (TIME DEPOSIT)

CARDS MADE OF RECYCLED PVC



**NEW PINHEIROS
RIVER**

US\$ 25MM LOAN
TO HELP CLEAN UP
THE RIVER²



**BRAZIL'S 1ST
SUSTAINABLE STATION**

1,454M² OF GREEN AREA

70% OF ENERGY FROM SOLAR PANELS

WATER REUSE SYSTEM



**SOCIAL
INITIATIVE
"BRASIL SEM FOME"**
CAMPAIGN

+200K FOOD
BASKETS DONATED

ACCOLADES



¹DISBURSEMENT + ADVISORY; ² DESENVOLVE SP: FINANCIAL INSTITUTION OF THE STATE GOVERNMENT OF SÃO PAULO

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FINANCIAL
HIGHLIGHTS

OUR STRATEGIC PRIORITIES ARE BASED ON **FOUR PILLARS**



NOSSOS
CLIENTES

PREFERENCE
AND LOYALTY

CUSTOMER-FOCUSED

PROVIDE **SUITABLE OFFERS**
TO MEET **CUSTOMERS'**
NEEDS, WHILE DELIVERING A
STATE-OF-THE-ART
CUSTOMER SERVICE
EXPERIENCE



NOSSAS
PESSOAS

STRONG CORPORATE
CULTURE

ENGAGED PEOPLE

ABILITY TO **ATTRACT**,
DEVELOP AND RETAIN
TALENTS. ENGAGING OUR
PEOPLE TO PROVIDE A
STATE-OF-THE-ART
CUSTOMER SERVICE



NOSSAS
COMUNIDADES

BUILDING A SUSTAINABLE
BUSINESS

RESPONSIBLE BANKING

DOING BUSINESS WHILE
CONTRIBUTING TO THE
ECONOMIC AND **SOCIAL**
PROGRESS OF
COMMUNITIES



NOSSOS
ACIONISTAS

RECURRENCE AND CAPITAL
DISCIPLINE

**CREATING SHAREHOLDER
VALUE**

MAINTAIN **LIQUIDITY** AND
CAPITAL DISCIPLINE TO
GENERATE **SUSTAINABLE** AND
PROFITABLE RESULTS, WITH
SOLID RISK MANAGEMENT
AND **RIGOROUS COST
CONTROL**

OUR PURPOSE IS TO HELP **PEOPLE** AND
BUSINESSES PROSPER



INTEGRATED BUSINESS SYSTEM FOCUSED ON DELIVERING THE BEST CUSTOMER EXPERIENCE WITH A FAST PACE OF ACQUISITION AND LOYALTY

+50MM
CUSTOMERS

AUTO ECOSYSTEM
35MM
INTERACTIONS /MONTH



DIGITAL CHANNELS
+503MM
TOTAL VISITS /MONTH



WE KEEP GROWING

CUSTOMERS

OPEN SEA OPPORTUNITIES

 **DIGITAL**

17.3MM TOTAL CUSTOMERS/MONTH → **+2.2x** SALES/ YoY

 **REMOTE**

SX NEGÓCIOS SERVICE MODEL → **+300k** SALES/ MONTH

 **PHYSICAL**

+15MM PEOPLE IN STORES/ MONTH → **50%** OF WHICH NON-CUSTOMERS

EXPANSION IN STRATEGIC REGIONS → **+15%** REVENUE

 **EXTERNAL CHANNEL**

+5K POINTS OF SALES → **+290K** SALES/MONTH



COMBINING PROFITABILITY WITH RAPID AND PROFITABLE CUSTOMER BASE EXPANSION

JUNE-21

50.2MM TOTAL CUSTOMERS QoQ +1,247k

80% OF REVENUE

6 PRODUCTS OR MORE LOYAL	7.1MM	ACTIVE ACCOUNT HOLDERS	+542k
3 TO 5 PRODUCTS	7.0MM		

UP TO 2 PRODUCTS +67k

14.9MM

ENGAGEMENT POTENTIAL +638k

21.2MM

ACQUISITION SPEED

+600k CUSTOMERS/MONTH
+50% YoY

NPS 62.7 POINTS
HIGH LEVELS

MAKING IT PROFITABLE

+6% YoY REVENUE PER TOTAL CUSTOMER



HINGED ON A

TECHNOLOGICAL AND SOLID CULTURE

ALIGNED WITH OUR AMBITION

CAPACITY

+300MM
TRANSACTIONS
PROCESSED
PER DAY



WIDE-SCALE ADOPTION
OF ARTIFICIAL
INTELLIGENCE AND
BIG DATA
GENT& | 9.8MM
CUSTOMERS SERVED¹



72%
OF OUR OPERATIONS
ARE ON THE **CLOUD** IN 2021

SPEED AND PRODUCTIVITY

TIME-TO-MARKET HAS IMPROVED

CURRENTLY **85%**
OF PROJECTS RUN ON **AGILE**
AND DEVOPS, WITH AVERAGE
DELIVERY SPEED < **40 DIAS**

+8.7K DEPLOYMENTS
OF NEW PRODUCTS AND
SOLUTIONS IN 2021

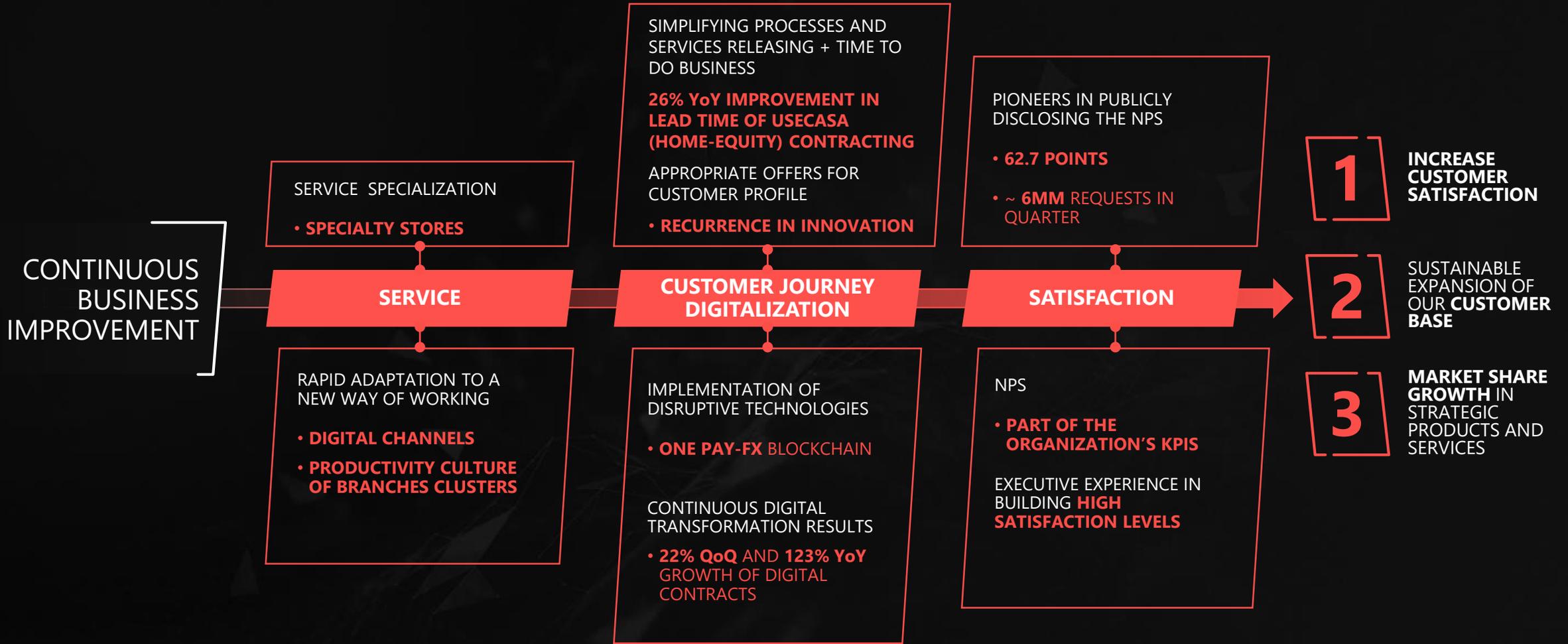
SOLIDITY

-90%
SIGNIFICANT INCIDENTS
OVER THE LAST 3 YEARS
AND **AVERAGE**
AVAILABILITY > 99.85%



¹ SINCE THE LAUNCH OF THE ARTIFICIAL INTELLIGENCE PLATFORM IN MAY/20

AND CONSTANT END-TO-END CUSTOMER SERVICE IMPROVEMENTS



AND COMPRISED OF A DETERMINED TEAM THAT ENCOURAGES **TO PLAY A LEADING ROLE IN THEIR PROFESSIONAL DEVELOPMENT**



 **VALUING OUR PEOPLE**

30%
OF LEADERSHIP POSITIONS ARE HELD BY WOMEN

26%
OF EMPLOYEES ARE BLACK

5%
OF EMPLOYEES ARE PEOPLE WITH DISABILITIES

 **TAKING ON A LEADING ROLE IN KNOWLEDGE**

ACADEMIA SANTANDER



+3K
COURSES HELD IN 2Q21

>73%
INTERNAL MULTIPLIERS

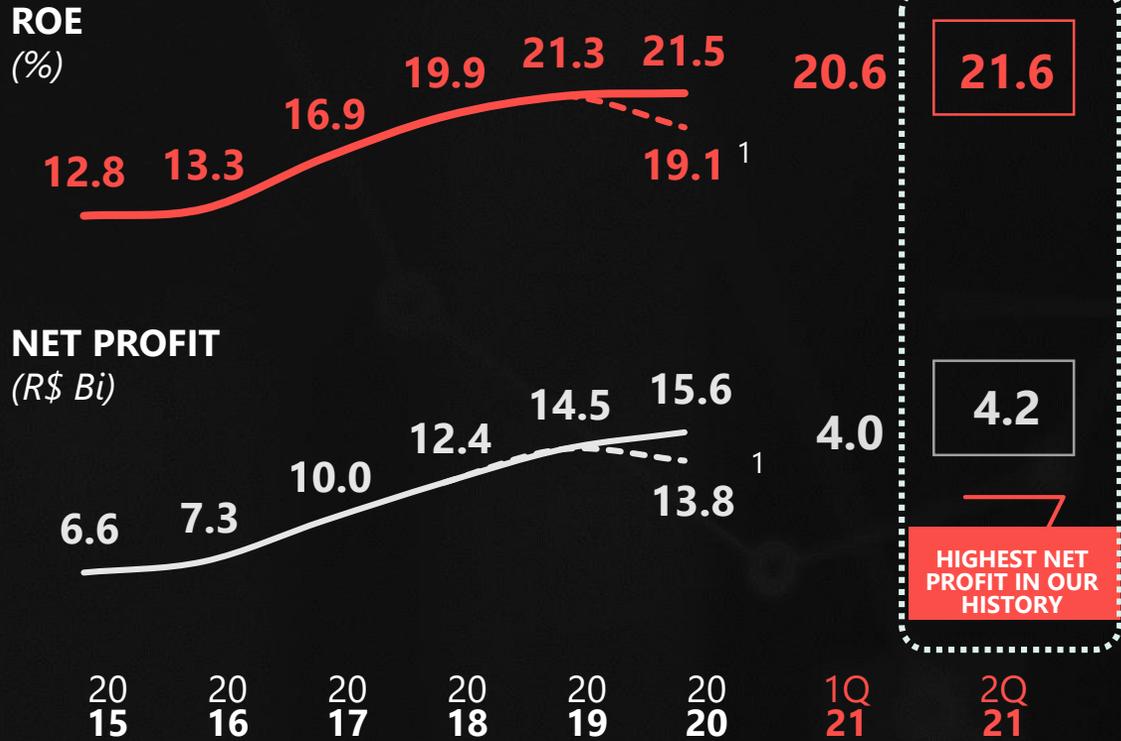
 **RECOGNIZED BY OUR CUSTOMERS AND THE MARKET**



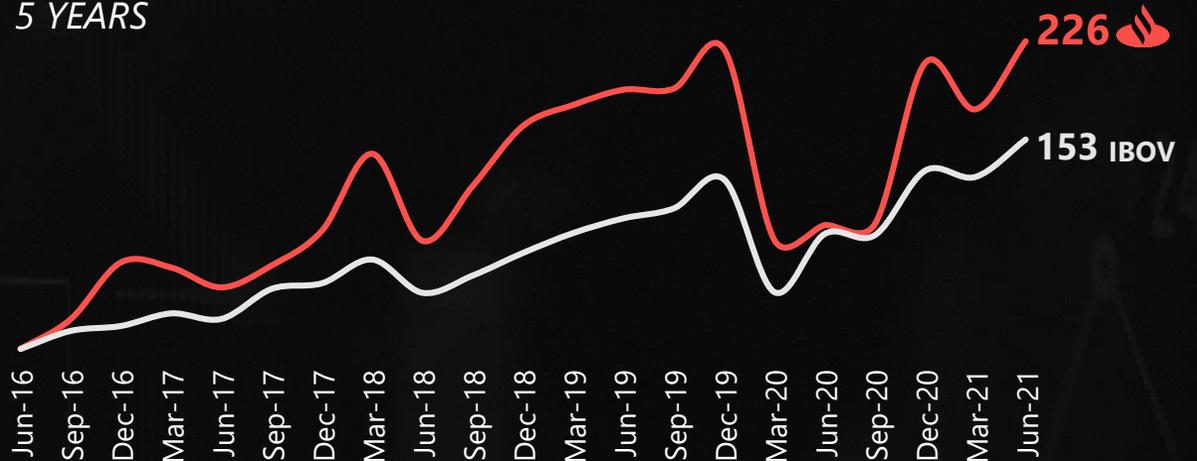
WE ARE ONE OF THE BEST COMPANIES TO WORK FOR

LGBTQIA+ WOMEN

ALLOWING US TO DELIVER VALUE TO OUR SHAREHOLDERS THROUGH RECURRING AND CONSISTENT RESULTS

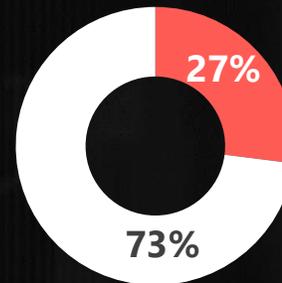


TOTAL RETURN² (TOTAL RETURN ANALYSIS) 5 YEARS

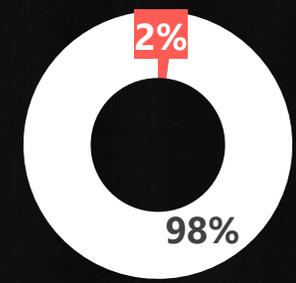


MARKET BREAKDOWN | 1Q21

MARKET CAP



NET PROFIT



¹ CONSIDERING AN EXTRAORDINARY PROVISION OF R\$ 3.2BI. ² BLOOMBERG. ³ COST OF EQUITY

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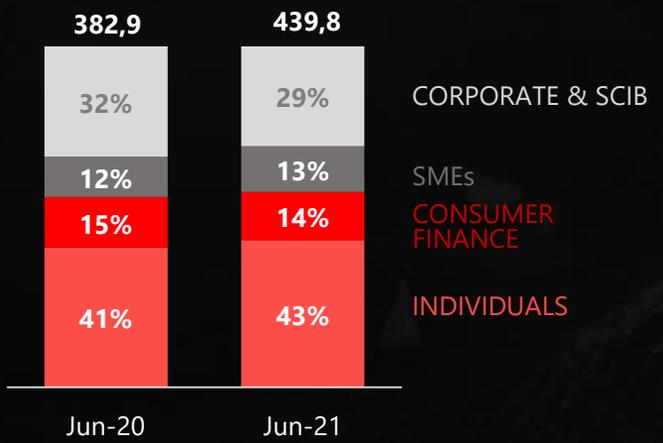
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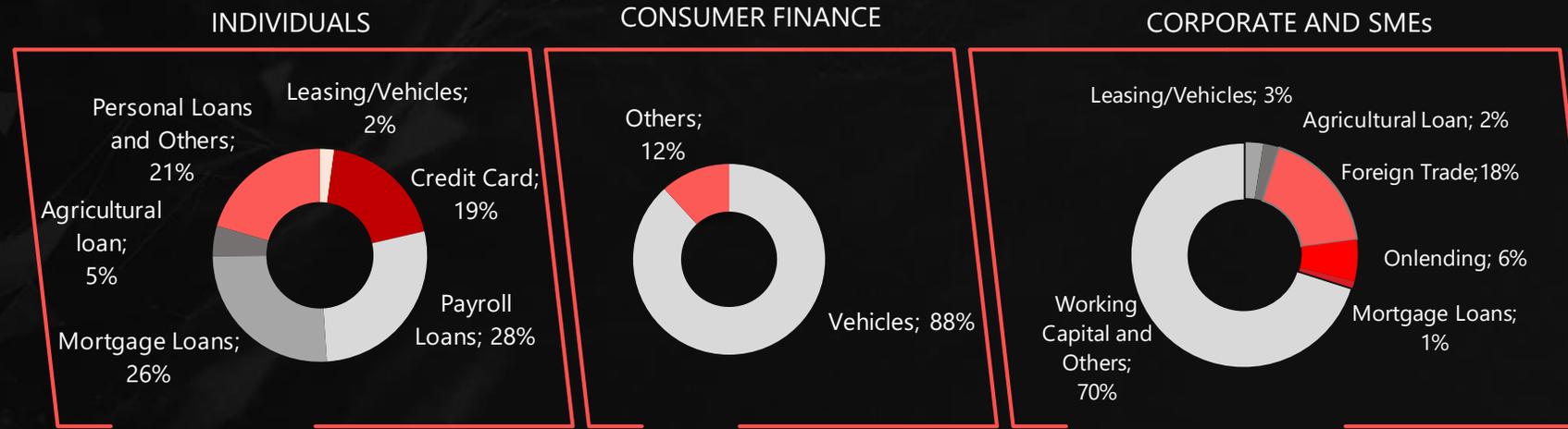
DIVERSIFIED BUSINESS MODEL WITH SCALE ACROSS ALL SEGMENTS



TOTAL CREDIT PORTFOLIO
R\$ BILLION



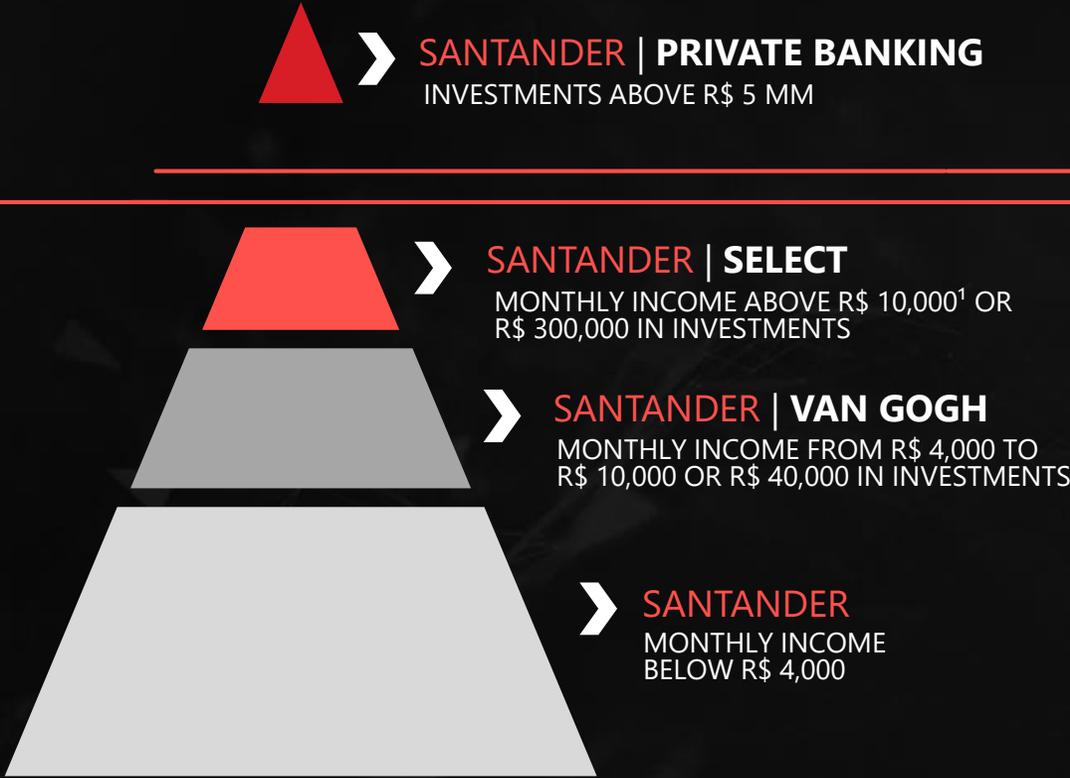
PRODUCT AND SEGMENT BREAKDOWN (share in total loans)
JUN-21



RETAIL-FOCUSED STRATEGY

WITH SEGMENTATION SUITED TO OUR CUSTOMERS' CIRCUMSTANCES

INDIVIDUAL SEGMENTATION



SANTANDER | PRIVATE BANKING
INVESTMENTS ABOVE R\$ 5 MM

SANTANDER | SELECT
MONTHLY INCOME ABOVE R\$ 10,000¹ OR
R\$ 300,000 IN INVESTMENTS

SANTANDER | VAN GOGH
MONTHLY INCOME FROM R\$ 4,000 TO
R\$ 10,000 OR R\$ 40,000 IN INVESTMENTS

SANTANDER
MONTHLY INCOME
BELOW R\$ 4,000

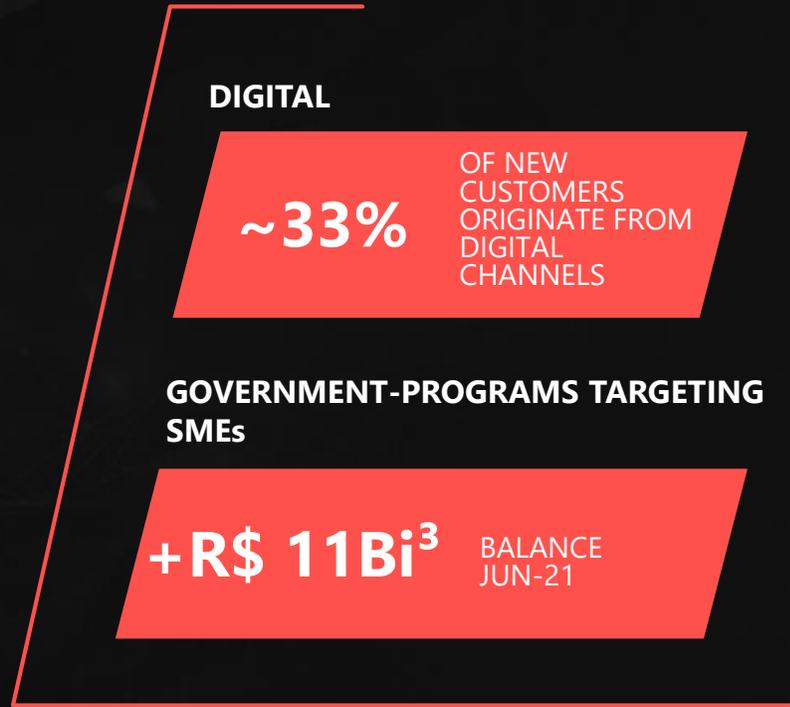


¹ It includes R\$ 30,000 in investments

BEYOND THE ENCOURAGEMENT OF ENTREPRENEURSHIP IN THE COUNTRY



SMEs	
POSITIONING	SERVICE MODEL
<ul style="list-style-type: none"> FULL BANKING OFFER FOCUS ON LONG-TERM PRODUCTS, LOCAL AND INTERNATIONAL CASH, AND STRUCTURED TRANSACTIONS 	SPECIALIZED ADVISORY
<ul style="list-style-type: none"> FULL BANKING OFFER FOCUS ON COLLATERALIZES PRODUCTS AND CASH MANAGEMENT SOLUTIONS 	UNITS WITH SPECIALIZED MANAGERS
<ul style="list-style-type: none"> FOCUS ON CREDIT AND TRANSACTIONAL PRODUCTS: CASH, GETNET, CARDS, PIX AND TRANSACTION SERVICE PACKAGES 	RETAIL STORE + COMPREHENSIVE DIGITAL CHANNELS
<ul style="list-style-type: none"> DIGITAL PACKAGE FOCUS ON TRANSACTIONALITY: PIX, GETNET AND CARDS 	REMOTE SPECIALIST + COMPREHENSIVE DIGITAL CHANNELS
<ul style="list-style-type: none"> DIGITAL ACCOUNT FOR INDIVIDUAL MICRO-ENTREPRENEURS PAYMENT AND BILLING SOLUTIONS ON DIGITAL CHANNELS, CARDS AND GETNET 	DIGITAL CHANNELS. APP AND GENT& ² FOR BUSINESS CUSTOMERS, ALONG WITH EXPERT REMOTE SUPPORT
SPECIALTY STORES	SEGMENT-TARGETED OFFERS



¹ Active account holders ² Santander's artificial intelligence channel ³ The balance of government-sponsored credit programs was R\$ 12 billion in June 2021.

SUPPORTED BY BROAD-RANGING SOLUTIONS THROUGH OUR CORE BUSINESS, UNDERPINNED BY DEEP CUSTOMER KNOWLEDGE

CARDS

2Q21
TOTAL TURNOVER

R\$ 71Bi

+51% YoY

RECORD
ACQUISITION

+93% YoY
2Q21 x 2Q20

NEW CUSTOMER BASE

82%

SHARE OF ACCOUNT
HOLDERS IN NEW
CUSTOMER
ACQUISITION

REAL MORTGAGE

• **DIGITAL JOURNEY** TO OBTAIN
MORTGAGE LOANS



NEW LEVEL OF
ORIGINATION/MONTH

~R\$ 2.0Bi

CONSUMER FINANCE

24.6%

AUTO LOANS TO
INDIVIDUALS
MARKET SHARE¹

CROSS SELLING

+151%

AVERAGE MONTHLY
ACCOUNT
OPENINGS IN 2Q21
VS. 2Q20

+VEZES

GOODS & SERVICES

+R\$ 500MM

ORIGINATION/MONTH

USECASA

LEADERSHIP IN HOME EQUITY
LENDING

28% MARKET SHARE²

ORIGINATION³

+24% YoY

SX

2Q21

TRANSACTION VOLUME | PIX SENT

+R\$ 161Bi

17%
MARKET SHARE



¹ Source: Brazilian Central Bank, as of June 2021. ² Source: ABECIP, as of May 2021. ³ 2Q21

GETNET



	2Q20	2Q21	YoY
ACTIVE BASE	735K	876K	19%
POS DEVICES READY TO MAKE TRANSACTIONS	1.6MM	2.0MM	28%
TPV	R\$ 53Bi	R\$ 96Bi	84%
RECEIVABLES PREPAYMENT	R\$ 15Bi	R\$ 29Bi	88%
COST PER TRANSACTION	R\$ 0.42	R\$ 0.28	-32%

TOTAL MARKET SHARE



E-COMMERCE MARKET-SHARE



RESULTS (R\$ MM)

	1H20	1H21
REVENUE	1,100	1,239
COSTS AND EXPENSES	-775	-960
NET PROFIT	236	188
EBITDA	640	732

¹INTERNAL ESTIMATES, FEDERAL REVENUE BULLETIN, ELECTRONIC INVOICE

AND DISRUPTIVE INITIATIVES



LOANS IN THE OPEN MARKET

+4.5MM
CUSTOMERS



R\$ 1.3Bi
PORTFOLIO

89 POINTS
NPS



FULLY-DIGITAL INSURANCE

PENETRATION

18%

IN SANTANDER
CONSUMER FINANCE

+R\$ 53MM

IN PREMIUMS



BUSINESS
COMBINATION

TORO'S EXTENSIVE
KNOWLEDGE OF
EQUITIES



PI'S PROFOUND
EXPERTISE IN
FIXED INCOME

DEALS TO ACQUIRE MOBILLS AND
MONETUS, ADDING

+10MM CUSTOMERS



DEBT RENEGOTIATION PLATFORM

+R\$12MM

CREDIT RECOVERY

+31% YoY

181k

PROPOSALS
IN THE QUARTER

+77% YoY



CORPORATE BENEFITS PLATFORM

MERCHANTS
(PARTNERS)

363k

CARDS

332k

HR

1.7k



LEADERSHIP IN WHOLESALE BANKING

SOLIDIFIED AS ONE OF THE BEST BANKS FOR COMPANIES

GLOBAL BANK

LEADING FX BANK
FOR THE LAST 8
YEARS

2ND LARGEST FOREIGN TRADE
PORTFOLIO AMONG BANKS
WITH US\$ 15Bi

GO-TO BANK FOR INFRASTRUCTURE

R\$ 5Bi DIRECTED TO
FINANCING THE
SANITATION SECTOR

ENERGY TRADING - TOP 5
IN BRAZIL IN JUST ONE YEAR

+250 WIND FARMS
ENABLED

GO-TO BANK FOR AGRIBUSINESS

LARGEST
AGRICULTURAL
COMMODITIES
DESK IN BRAZIL

RENOVABIO:
~70% OF CBIOS TRADED

LEADERSHIP IN GREEN
FINANCING, AMBITION OF R\$
5Bi PORTFOLIO BY DEC-21

GO-TO BANK FOR EQUITIES

LARGEST
INTERNATIONAL
BANK IN STOCK
OFFERINGS IN BRAZIL

INVOLVED IN 17 STOCK
OFFERINGS AND +R\$ 30.5Bi
IN VOLUME IN THE 1ST HALF
OF 2021

TORO: AGREEMENT FOR
MOBILLS AND MONETUS
ACQUISITIONS ADD MORE
THAN 10MM CUSTOMERS TO
OUR PLATFORM



AGENDA

1

INDUSTRY OVERVIEW:
MACROECONOMY AND
FINANCIAL SYSTEM

4

STRATEGY

2

SANTANDER BRASIL
PROFILE

5

OUR
BUSINESSES

3

ESG

6

FINANCIAL
HIGHLIGHTS

RESULTS¹

(R\$ million)	2Q21	2Q20	2Q21 x 2Q20	1Q21	2Q21 x 1Q21
Net Interest Income	13,424	13,629	-1.5%	13,426	0.0%
Fees	4,700	3,705	26.8%	4,367	7.6%
Total Revenues	18,124	17,335	4.6%	17,793	1.9%
Allowance for Loan Losses	-3,325	-3,334	-0.3%	-3,161	5.2%
General Expenses	-5,106	-4,930	3.6%	-5,008	2.0%
Others	-3,015	-3,049	-1.1%	-3,157	-4.5%
Profit Before Taxes	6,678	6,022	10.9%	6,467	3.3%
Taxes and Minority Interest	-2,507	-2,160	16.1%	-2,512	-0.2%
Net Income w/o extraordinary provision	4,171	3,862	8.0%	3,955	5.4%
Extraordinary Allowance for Loan Losses	-	-3,200	-	-	-
Taxes	-	1,440	-	-	-
NET PROFIT	4,171	2,102	98.4%	3,955	5.4%

EFFICIENCY RATIO

33.8%

-0.8 P.P. YoY

RECURRENCE RATIO

92.0%

+16.9 P.P. YoY

BIS RATIO

14.7%

CET1

12.6%

ROA

1.7%

ROE

21.6%

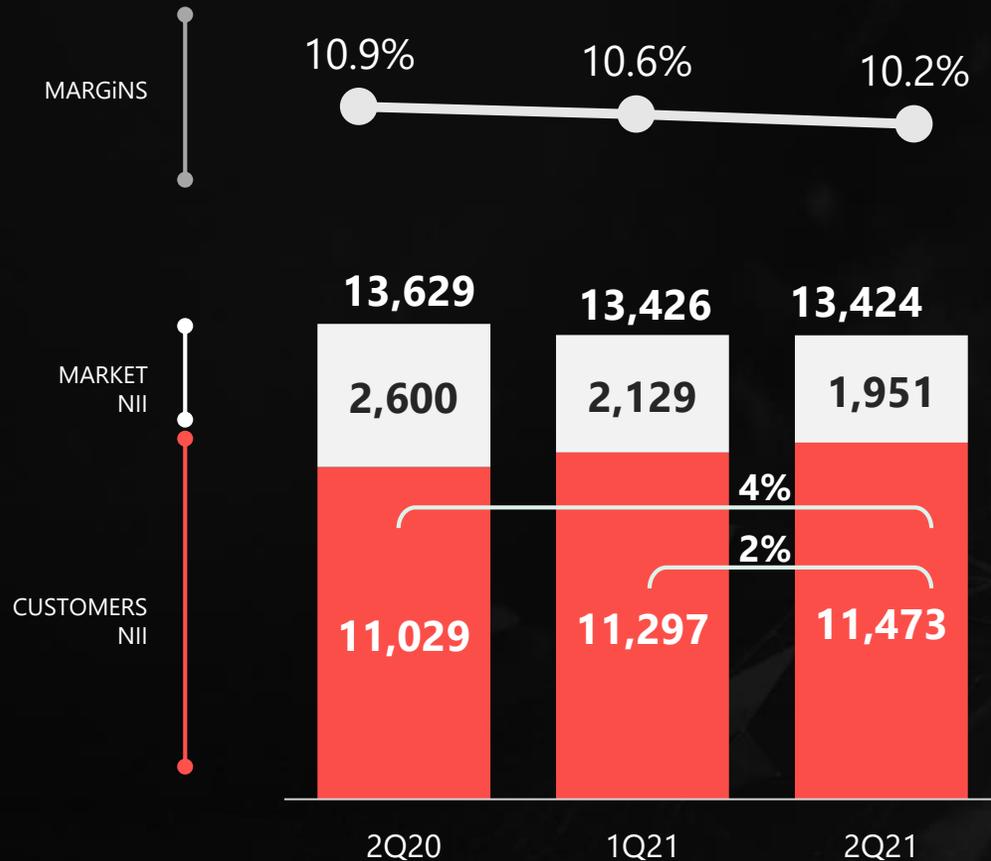


¹ THE PARTIAL SPIN-OFF OF SANTANDER BRASIL WAS APPROVED AT THE EGM HELD ON MARCH 31ST, 2021, RESULTING IN THE SEGREGATION OF THE SHARES OF ITS OWNERSHIP ISSUED BY GETNET. CONSEQUENTLY, FOR COMPARABILITY PURPOSES, WE HAVE RECLASSIFIED THE 2020 INFORMATION DISREGARDING THE GETNET FIGURES

NII

HIGHLIGHTED BY CUSTOMER MARGIN GROWTH DUE TO GREATER TRANSACTIONALITY, BOTH YEARLY AND QUARTERLY

NET INTEREST INCOME (R\$ million)



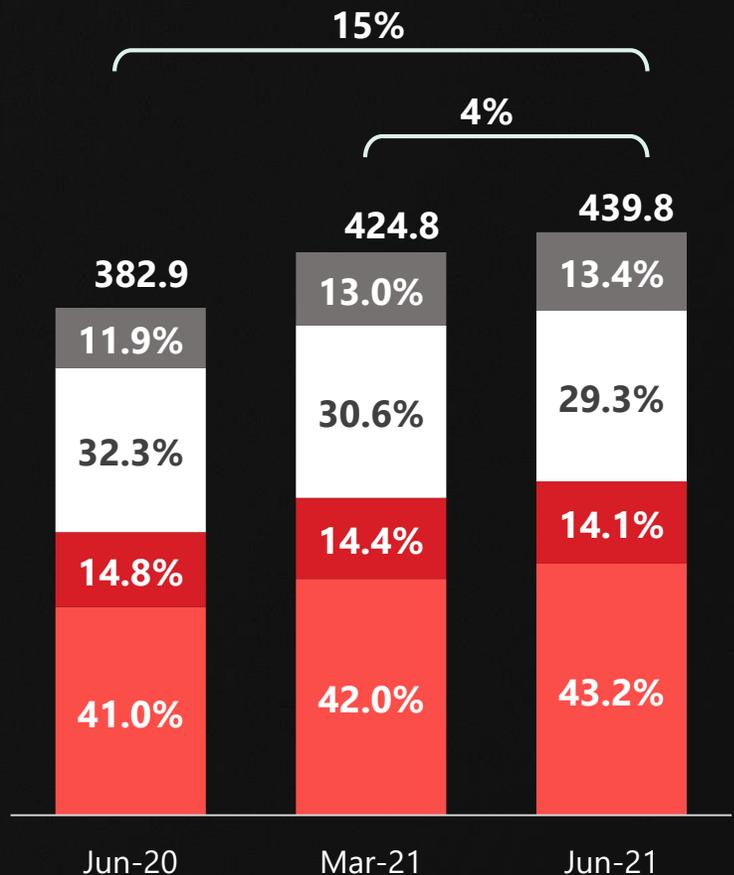
(R\$ million)	2Q21	2Q21 x 2Q20	2Q21 x 1Q21
Customers	11,473	4.0%	1.6%
Product NII	11,332	6.1%	1.6%
Volume	445,474	13.7%	4.5%
Margins	10.2%	-0.7 p.p	-0.4 p.p
Market activities	1,951	-25.0%	-8.4%
Net Interest Income	13,424	-1.5%	0.0%



PORTFOLIO

RETAIL IS THE HIGHLIGHT IN THE YEAR AND QUARTER

CREDIT PORTFOLIO (R\$ billion)



INDIVIDUALS CONSUMER FINANCE CORPORATE SMES

(R\$ million)	Jun/21	Jun/ 21 x Jun/20	Jun/ 21 x Mar/21
Individuals	189,805	20.9%	6.4%
Consumer finance	62,188	9.6%	1.7%
SMEs	58,906	29.8%	6.5%
Corporate	128,898	4.2%	-0.8%
Total	439,797	14.9%	15.6%
Other transactions ¹	70,517	11.9%	-3.1%
Expanded portfolio	510,314	14.4%	2.6%

DISREGARDING THE FX FLUCTUATION

DEFERRED LOANS

R\$ 32.4Bi
PORTFOLIO JUN-21

R\$ 17.4Bi
AMORTIZED

4.6%
15-90 DAYS NPL

COLLATERALIZED INDIVIDUALS LOAN PORTFOLIO + PAYROLL LOANS / OVERALL INDIVIDUALS LOAN PORTFOLIO

71%
PORTFOLIO JUN-21



¹ INCLUDING DEBENTURES, FIDC, CRI, PROMISSORY NOTES, INTERNATIONAL DISTRIBUTION PROMISSORY NOTES AND GUARANTEES

LIQUIDITY/ FUNDING

STEADY IMPROVEMENT

FUNDING

(R\$ million)	Jun/21	Jun/ 21 x Jun/20	Jun/ 21 x Mar/21
Demand deposits	42,177	6.8%	6.0%
Savings deposits	64,748	16.1%	1.7%
Time deposits	286,381	11.5%	4.5%
Financial Bills	20,719	-7.7%	46.8%
Others ¹	54,304	-5.9%	-1.5%
Funding from customers	468,330	8.3%	4.8%
- Reserve requirement	-61,075	6.9%	4.0%
Others	103,185	14.4%	-7.0%
Total Funding - balance	510,440	9.7%	2.3%
Assets under management (AuM)	390,224	7.2%	2.8%
Total Funding + AuM	900,664	8.6%	2.5%

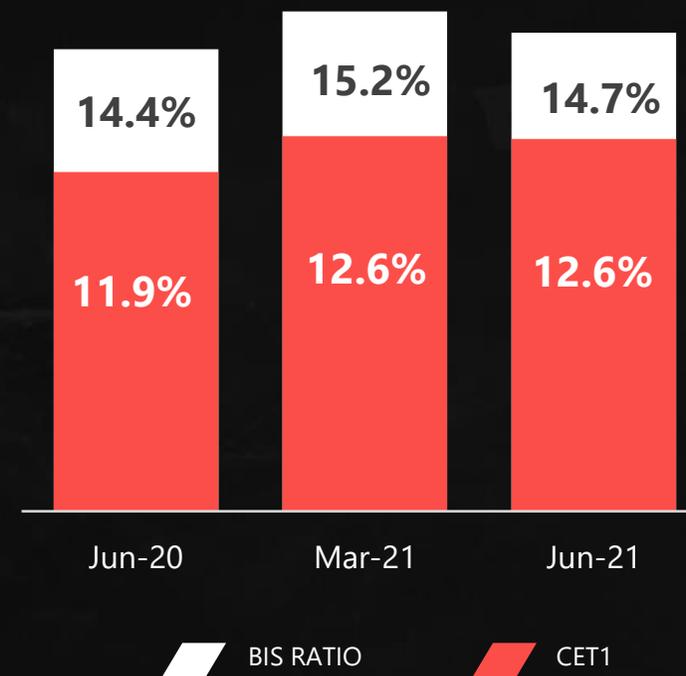
LOAN TO DEPOSIT

93.9%

IMPROVEMENT OF
603 BPS

CAPITAL

BIS RATIO

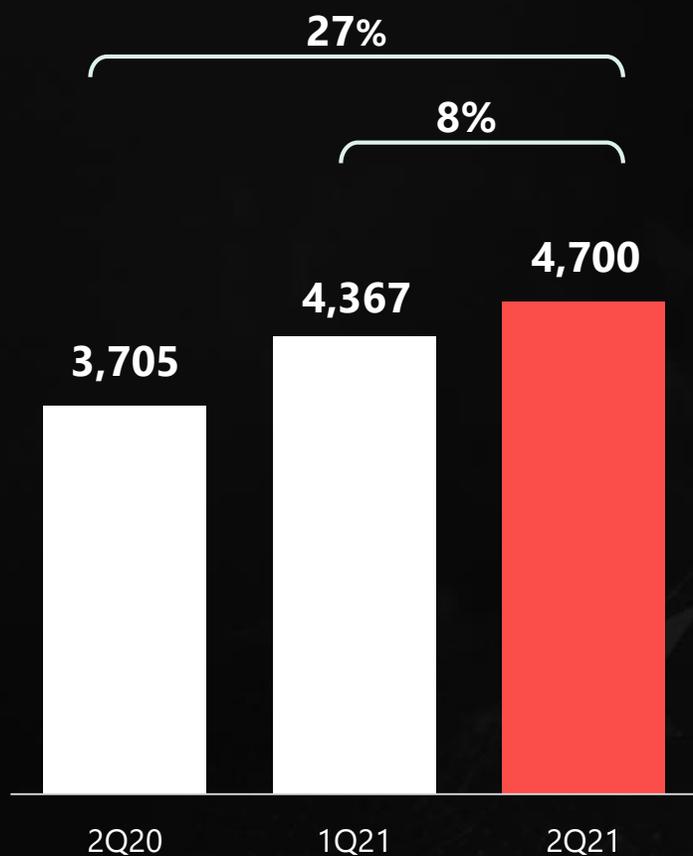


¹ INCLUDING DEBENTURES, REAL ESTATE CREDIT NOTES (LCI), AGRIBUSINESS CREDIT NOTES (LCA), SECURED REAL ESTATE NOTES (LIG) AND STRUCTURED TRANSACTION CERTIFICATES (COE)

FEES

ROBUST ANNUAL AND QUARTERLY GROWTH, DRIVEN BY INCREASED CUSTOMER BASE AND LOYALTY

FEES (R\$ million)



(R\$ million)	2Q21	2Q21 x 2Q20	2Q21 x 1Q21
Cards	1,146	39.8%	10.1%
Current account	965	2.4%	0.5%
Insurance	920	28.7%	23.9%
Asset management	341	50.4%	2.8%
Lending operations	372	21.3%	-1.6%
Collection services	371	8.3%	-0.2%
Securities brokerage and placement	350	60.5%	-4.9%
Others	235	74.6%	34.8%
Total	4,700	26.8%	7.6%

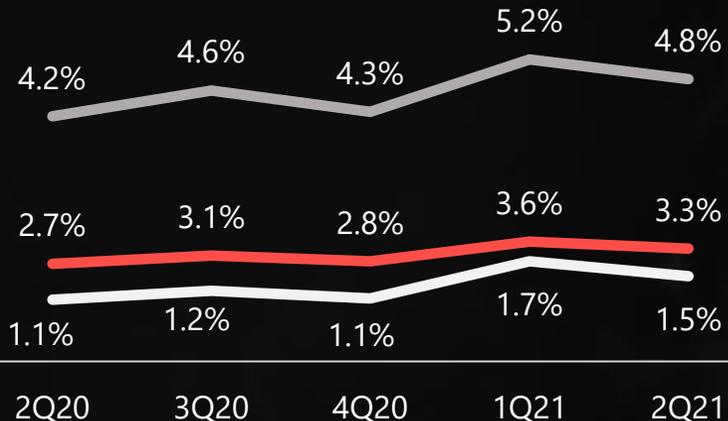


PORTFOLIO QUALITY

SUPPORTED BY SOLID AND ACTIVE RISK MANAGEMENT

NPL INDICATORS

15 - 90 DAYS



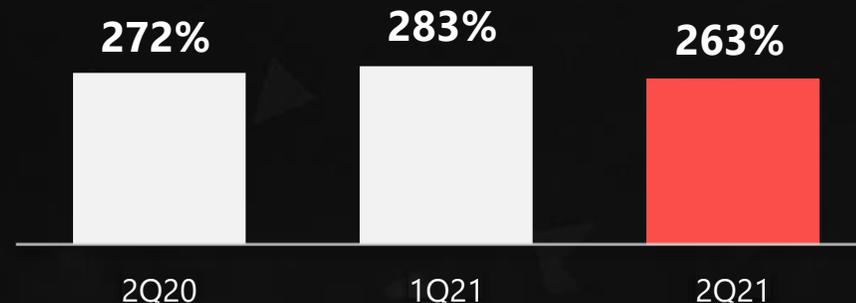
90 DAYS



—●— Individuals —●— Total —●— Corporate & SMEs

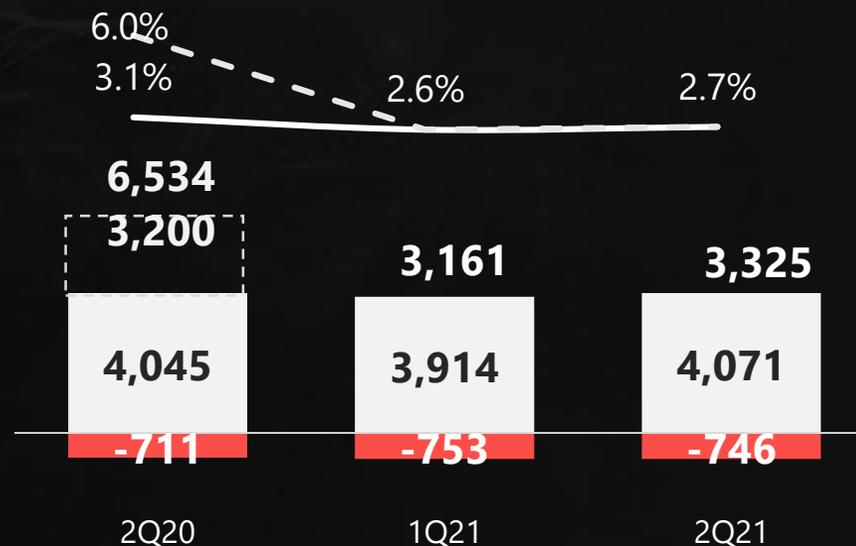
COVERAGE RATIO

OVER 90 DAYS



ALLOWANCE FOR LOAN LOSSES (R\$ million)

COST OF CREDIT

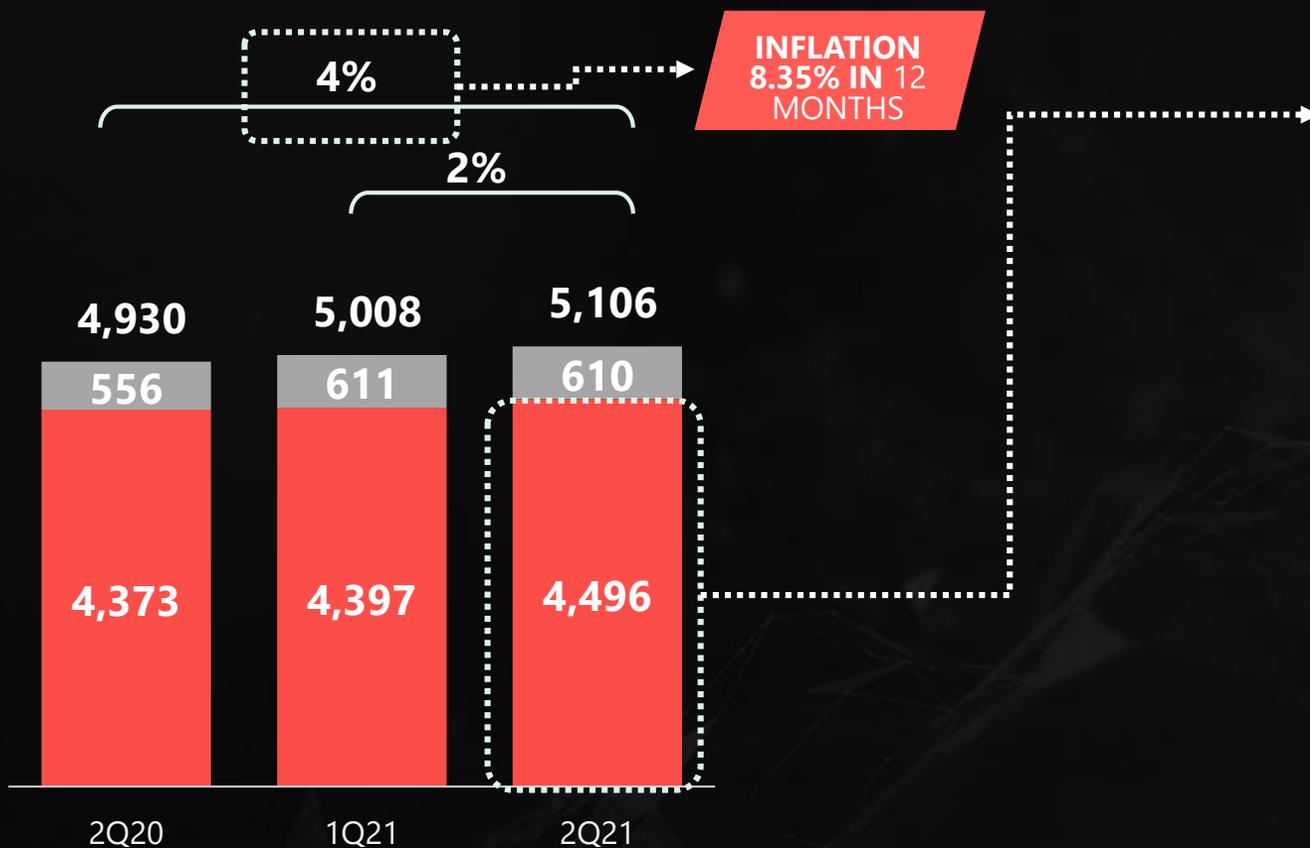


PROVISIONS FOR LOAN LOSSES
 RECOVERY OF WRITTEN-OFF LOANS
 COST OF CREDIT
 CONSIDERING THE EXTRAORDINARY PROVISION



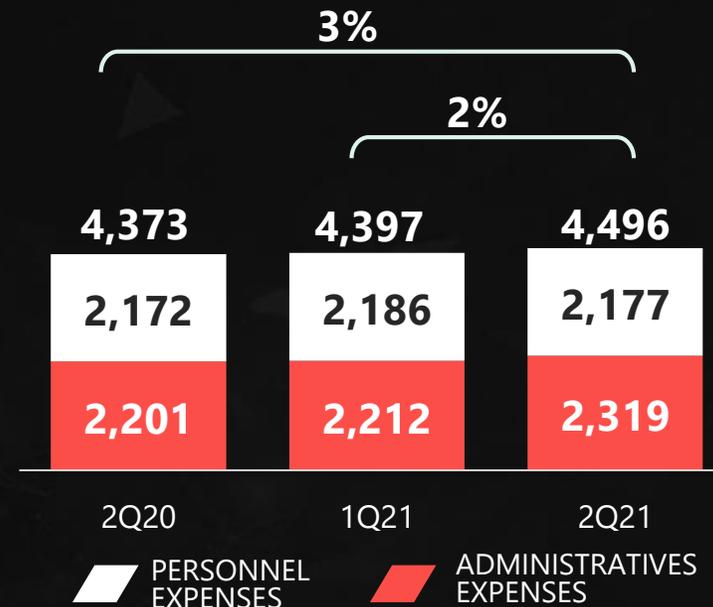
BEST EFFICIENCY LEVEL IN THE SECTOR¹ AS A RESULT OF DILIGENT COST MANAGEMENT

GENERAL EXPENSES (R\$ million)

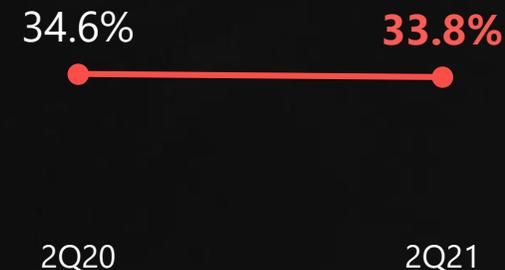


ADMINISTRATIVES AND PERSONNEL EXPENSES
DEPRECIATION AND AMORTIZATION

ADMINISTRATIVE AND PERSONNEL EXPENSES BREAKDOWN (R\$ million)



EFFICIENCY RATIO EVOLUTION



¹ IN 2Q21, WE COMPLETED 16 QUARTERS WITH THE BEST EFFICIENCY RATIO IN THE INDUSTRY AMONG PRIVATE PEERS

TAKEAWAYS



1 BEST RESULT IN OUR HISTORY, CONFIRMING THAT WE HAVE ADEQUATELY PREPARED FOR DIFFERENT SCENARIOS

2 RECORD CUSTOMER ACQUISITION, EVIDENCING OUR ASSERTIVE STRATEGY OF BUILDING A UNIQUE PLATFORM WITH A COMPLETE OFFERING AND SERVICE COMMITMENT

3 OUTSTANDING BUSINESS PERFORMANCE: SUSTAINABLE REVENUE GROWTH, LOWER EXPENSES AND CREDIT COST BELOW 2019

4 BEST EFFICIENCY RATIO IN THE SECTOR AND IN OUR HISTORY: 33.8%

5 ROE CONSISTENCY: 21.6%

6 CULTURE THAT VALUES OUR PEOPLE AND IS COMMITTED TO SOCIETY





ISEB3



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Most sustainable bank in the world

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Sustainability Indices

In collaboration with  **SAM**

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**OUR PURPOSE IS TO HELP PEOPLE
AND BUSINESSES PROSPER.**

**AND WE BELIEVE EVERYTHING
WE DO SHOULD BE:**

Simple | Personal | Fair