

CONFERENCE CALL PRESENTATION

1st QUARTER 2019

Earnings Release

First Quarter 2019

English Conference Call

- May 09, 2019 (Thursday)
- 12:00 pm (New York) / 01:00 pm (Brasília)
- Phone: +1 (412) 317-5446
- Code: BTG Pactual
- Replay: +1 (412) 317-0088
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Portuguese Conference Call

- May 09, 2019 (Thursday)
- 10:00 am (New York) / 11:00 am (Brasília)
- Phone: +55 (11) 2188-0155 | +55 (11) 3193 8000
- Code: BTG Pactual
- Replay: +55 (11) 2188-0400
- Code: BTG Pactual

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

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

- 1** Strong performance in IBD, reflecting an improving business environment in Brazil, as well as meaningful contributions from our other LatAm offices

- 2** WM continues to attract significant inflows, with WuM reaching R\$134 billion, a 33.4% year-on-year increase

- 3** BTG Pactual digital demonstrate strong growth capacity, with an increasing number of IFA's onboarded

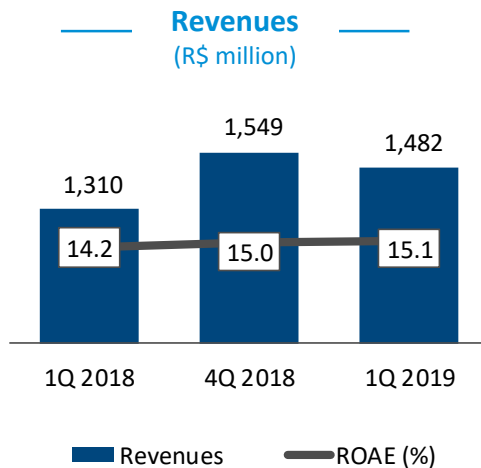
- 4** Cost-to-income ratio continues be efficient and in line with our historical average, even as we invest in the expansion of the digital platform

- 5** Banco Pan continues to improve profitability and efficiency – adjusted ROAE of 21% in the quarter

Performance Summary

1Q 2019

We delivered 15.1% ROAE and revenues remained stable when compared to 4Q 2018



1 Total revenues and adjusted net income were R\$1,482 million and R\$721 million, respectively

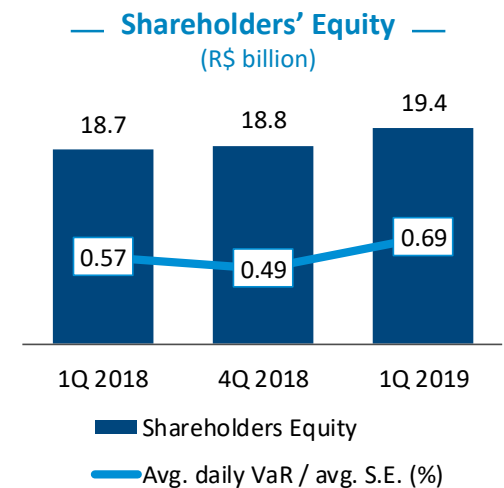
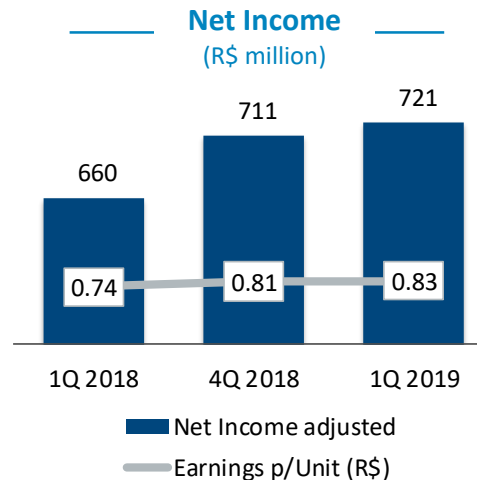
- Annualized ROAE⁽¹⁾ was 15.1%. Excluding EFG and Banco Pan, the annualized ROAE was 18.7%
- Net income per unit⁽¹⁾ was R\$0.83
- Accounting net income was R\$675 million

2 Cost-to-income ratio was in line with our historic average

- Cost-to-income ratio was 43%
- Compensation ratio was 23%

3 At the end of the quarter, adjusted total assets were R\$164.7 billion, Basel ratio was 17.6% and shareholders' equity was R\$19.4 billion

- Average VaR in the quarter increased to R\$133.0 million or 0.69% of average shareholders' equity



Notes:

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

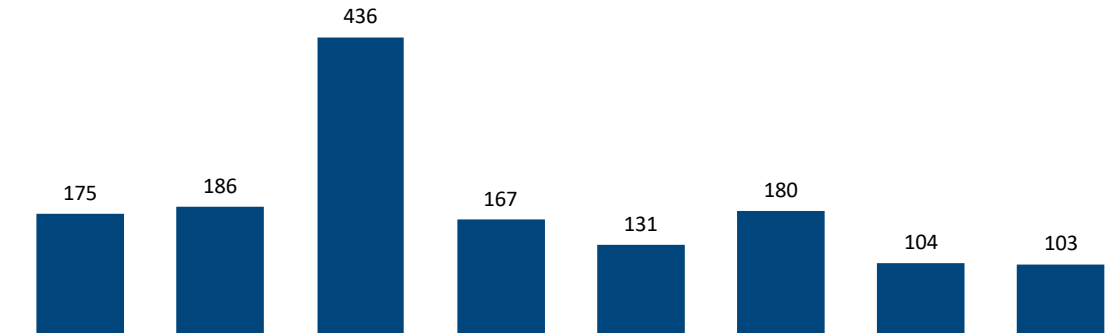
1. Annualized ROAE and net income per unit uses adjusted net income as the basis for the calculations

Business Areas Performance

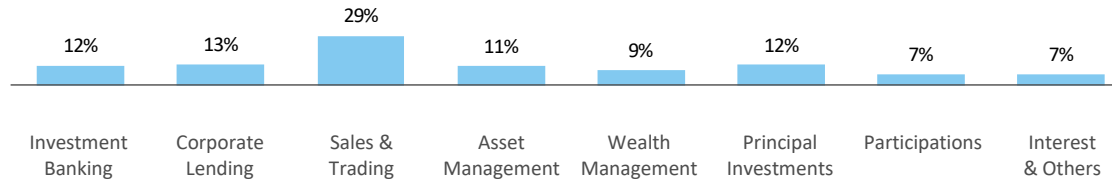
Revenue breakdown by business unit

1Q 2019

Total Revenues = R\$1.5 billion
(R\$m)

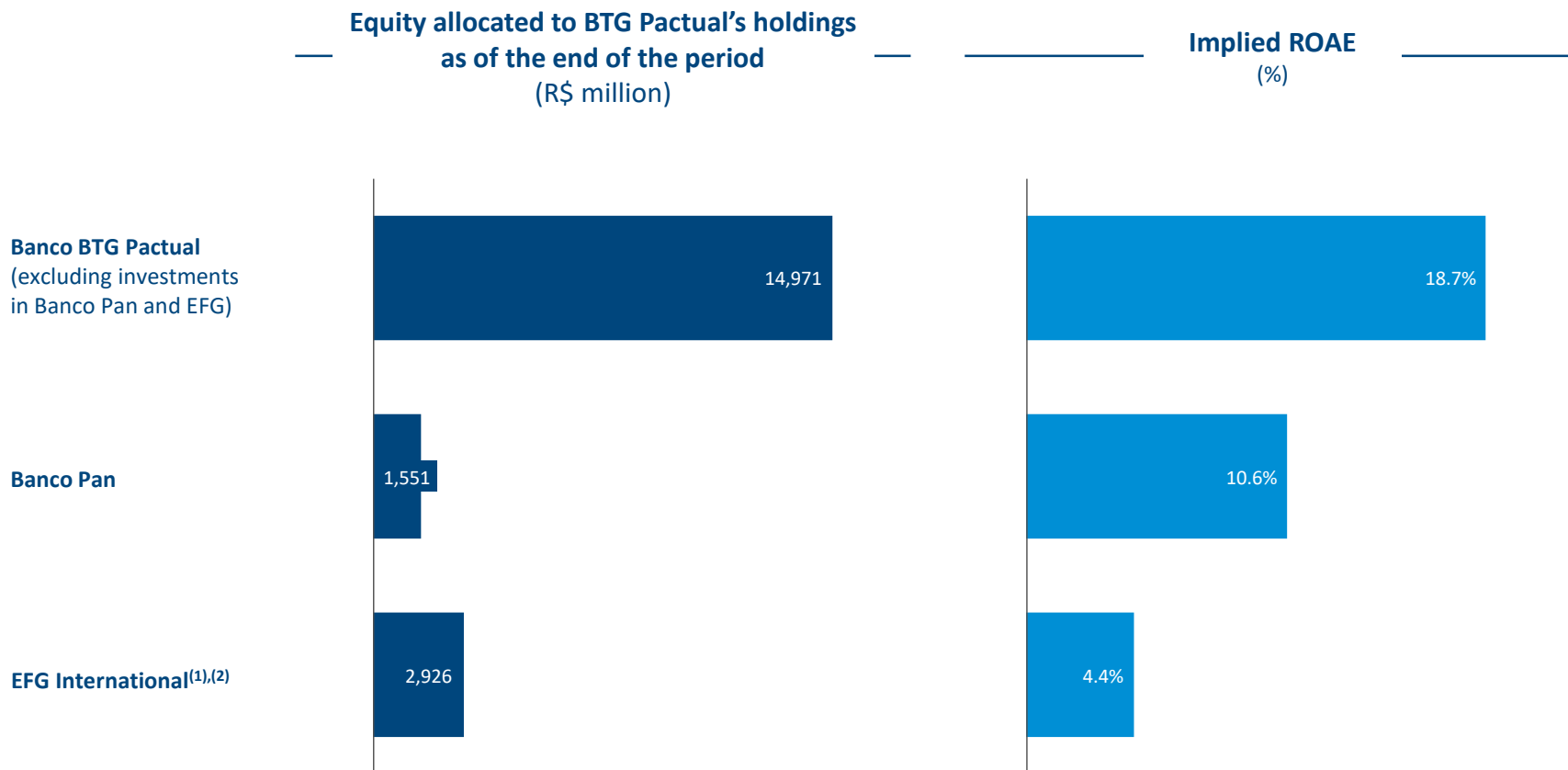


(% of total)



ROAE Components

BTG Pactual generated an ROAE of 18.7% in 1Q 2019



Notes:

- 1. Includes investment and goodwill
- 2. Does not include the positive effects of the hedging back to Brazilian Real or any other adjustments, such as taxes

BTG PACTUAL BUSINESS UNITS



SECTION 1

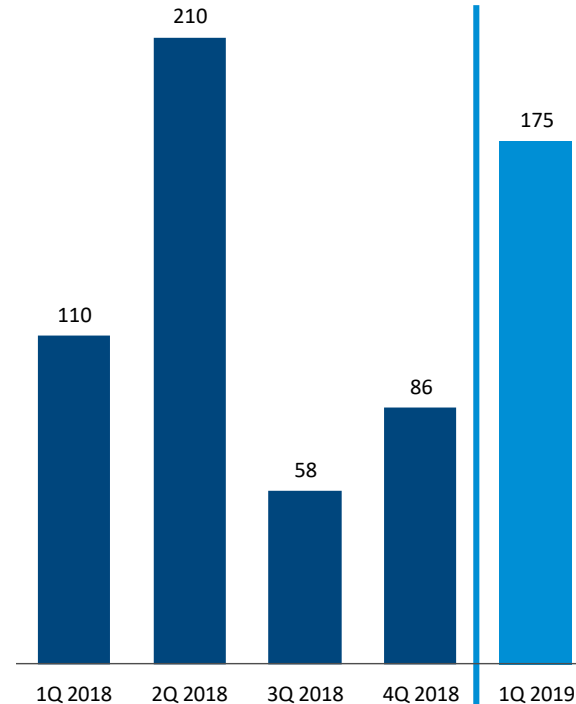
Investment Banking

Strong performance in the quarter, with overall positive contribution following the improving business environment in LatAm

Overview of 1Q 2019

- Financial Advisory had strong performance – Revenue mix well distributed in LatAm
- ECM had improved results, despite muted market activity
- DCM also had a strong quarter due to sound market activity, especially in Brazil

Revenues (R\$ million)



– Market Positioning Highlights – (1Q 2019)

M&A: #3 in number of transactions in Brazil

ECM: #1 and #3 in number of transactions in LatAm and Brazil, respectively

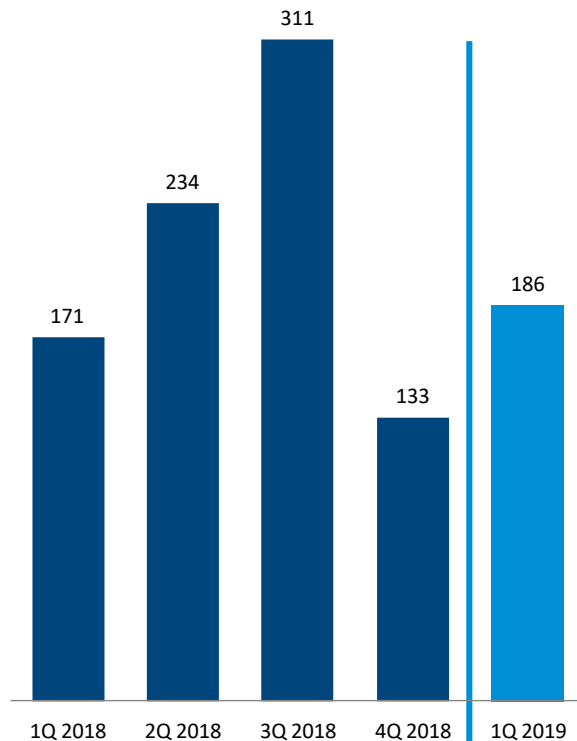
Corporate Lending

Portfolio continued to expand

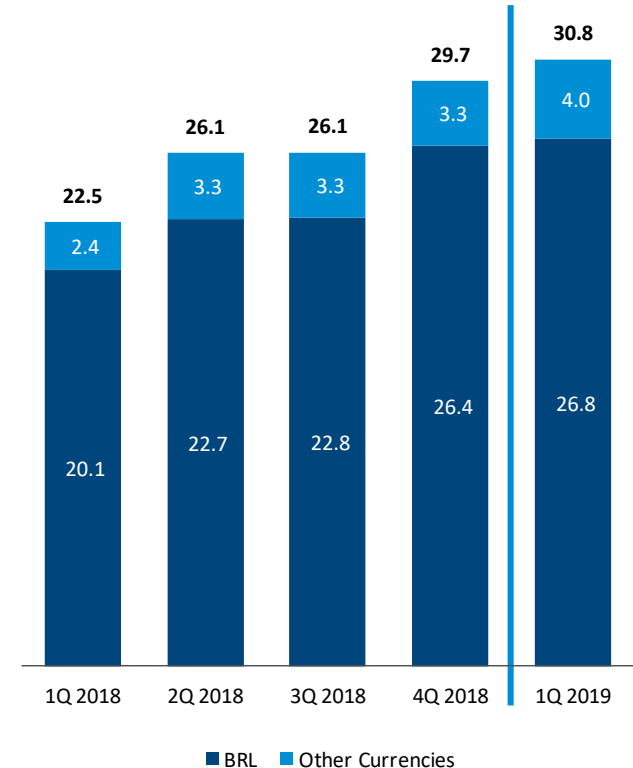
Overview of 1Q 2019

- Revenues from Corporate Lending increased 39.3% when compared to 4Q 2018, mainly due to the credit book growth
- Corporate Lending book increased 36.7% compared to 1Q 2018

Revenues (R\$ million)



— Corporate Lending Portfolio — (R\$ billion)



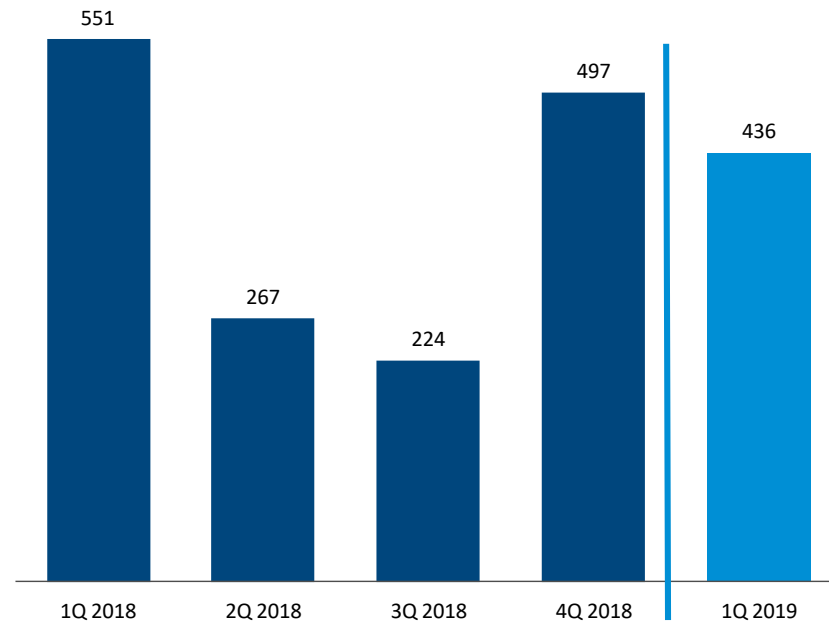
Sales & Trading

Good performance despite challenging energy environment

Overview of 1Q 2019

- Revenues decreased 12.4% from the previous quarter, mostly due to weak performance of our Energy desk driven by a high market volatility
- Sound revenues from most of our other desks
- Higher brokerage commissions compared to the previous quarter – Brokerage business growing more than 30% y-o-y

Revenues (R\$ million)



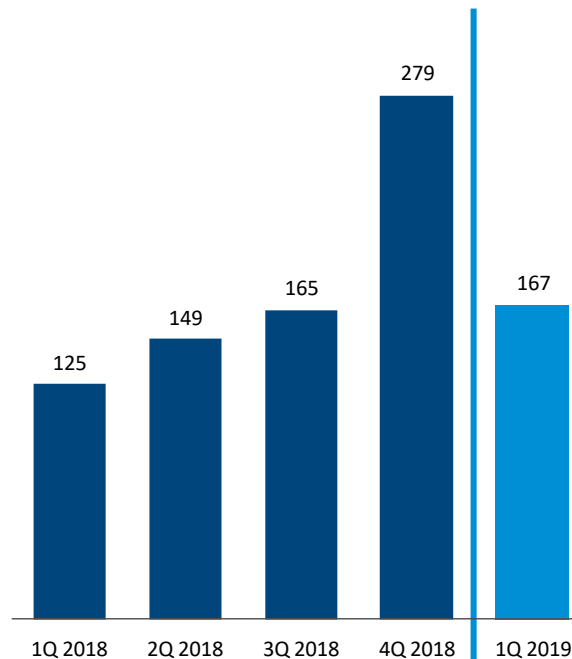
Asset Management

Resilient results and increasing AuM/AuA

Overview of 1Q 2019

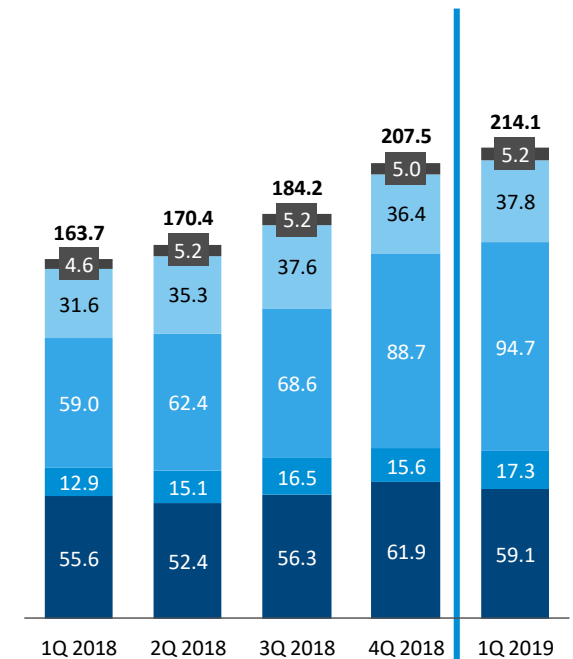
- Revenues were consistent, reaching R\$167.4 million. The decrease of 39.9% compared to 4Q 2018 was mainly due to performance fees accrued in December
- Net new money was negative R\$0.1 billion in the quarter, primarily due to outflows in Brazil Fixed Income and Equities Funds
- Significant senior management hires announced in the quarter

Revenues (R\$ million)



AuM and AuA

(R\$ billion)



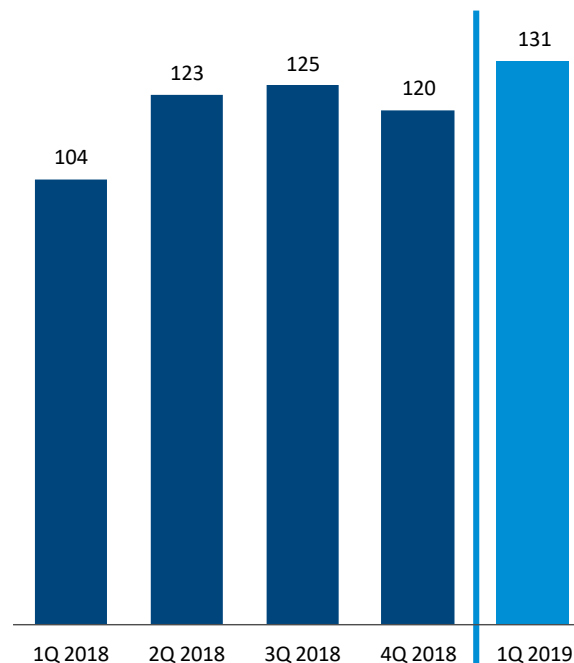
Wealth Management

Strong performance in the quarter, with significant revenue, NNM and WuM growth

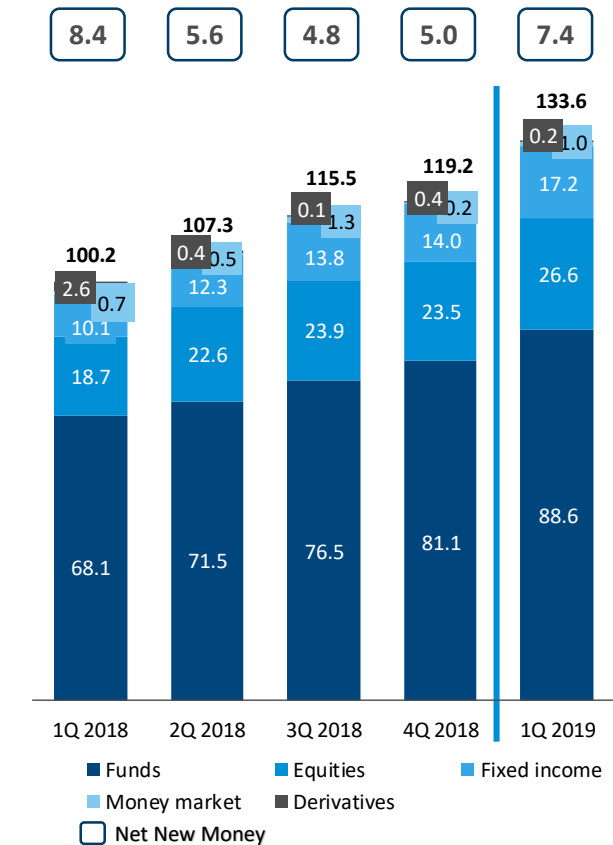
Overview of 1Q 2019

- WuM increased 12.1% over the previous quarter, reaching R\$133.6 billion
- Revenues were R\$131.2 million, a 9.5% quarterly increase
- BTG Pactual digital on track – with meaningful NNM contribution this quarter

Revenues (R\$ million)



WuM (R\$ billion)



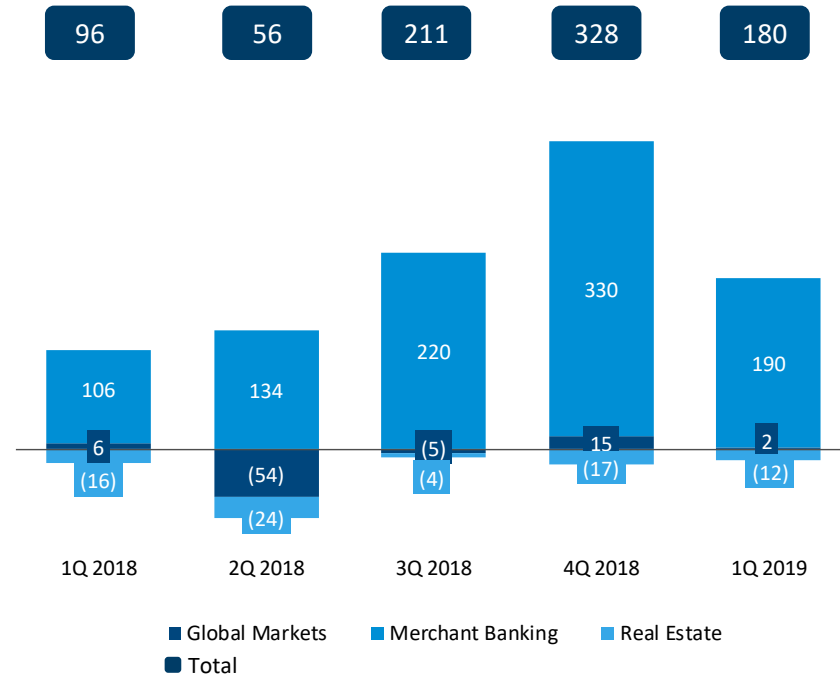
Principal Investments

Good performance, mainly due to mark-to-market on investments

Overview of 1Q 2019

- Principal Investments revenues decreased 45.0% compared to 4Q 2018
- Results in Merchant Banking reflect positive equity pick-up and mark-to-market on investments
- Global Markets performance was neutral
- Real Estate continues to represent mostly internal funding allocation

Revenues (R\$ million)



EXPENSES



SECTION 2

Expenses and Main Ratios

Cost ratios were in line with our historical averages in 1Q 2019

<i>(in R\$ mm, unless stated)</i>	Quarter			1Q 2019 % change to	
	1Q 2018	4Q 2018	1Q 2019	1Q 2018	4Q 2018
Bonus	(143)	(298)	(170)	19%	-43%
Salaries and benefits	(148)	(156)	(165)	12%	6%
Administrative and other	(205)	(229)	(203)	-1%	-12%
Goodwill amortization	(32)	(40)	(37)	17%	-7%
Tax charges, other than income tax	(44)	(85)	(66)	52%	-22%
Total operating expenses	(572)	(809)	(641)	12%	-21%
Cost to income ratio	44%	52%	43%		
Compensation ratio	22%	29%	23%		
Income tax and social contribution	(138)	(188)	(166)		
Effective income tax rate	18.7%	25.4%	19.7%		

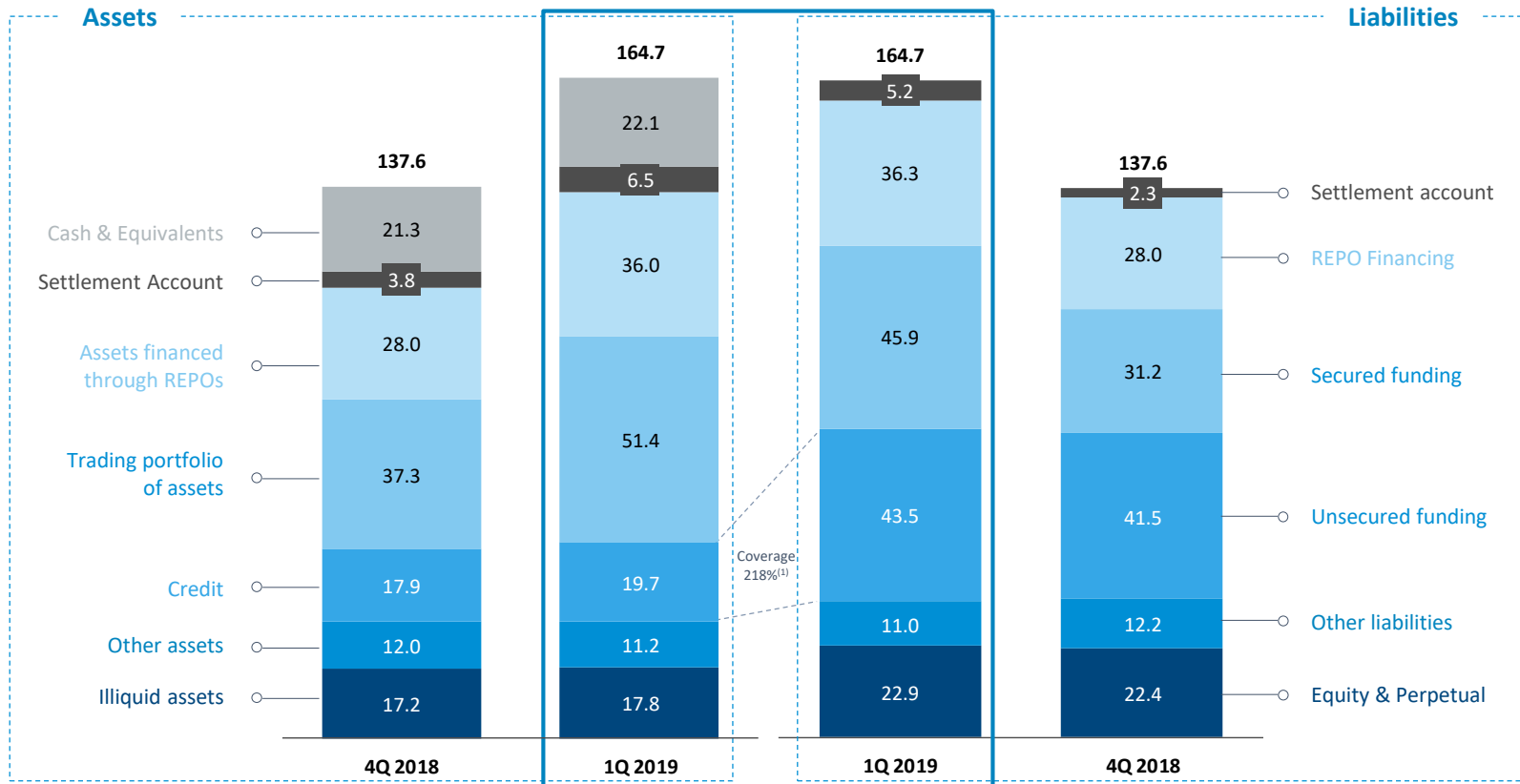
BALANCE SHEET



SECTION 3

Balance Sheet Analysis

(In R\$ billion)



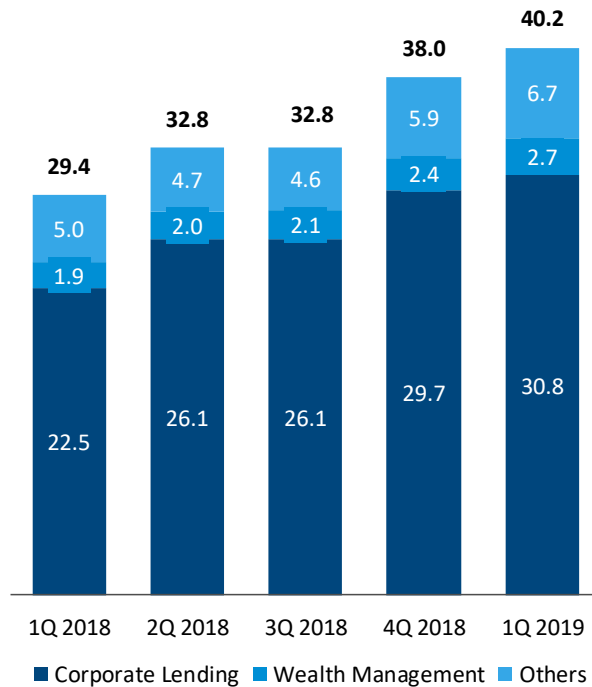
Notes:

* For comparative purposes, total adjusted assets exclude the consolidation of a fund that we used to treat as seed money in our financials. Such fund, although with low risk, has a high leverage through long and short portfolio and repo and reverse repo of mainly US Treasuries and high grade European government bonds

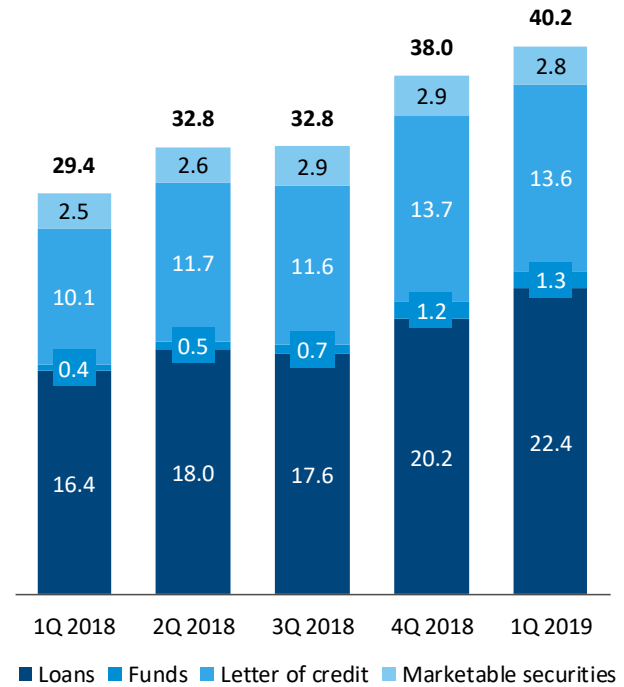
1. Excludes demand deposits

Broader Credit Portfolio

Broader Credit Portfolio by Area
(R\$ billion)



Broader Credit Portfolio by Product
(R\$ billion)

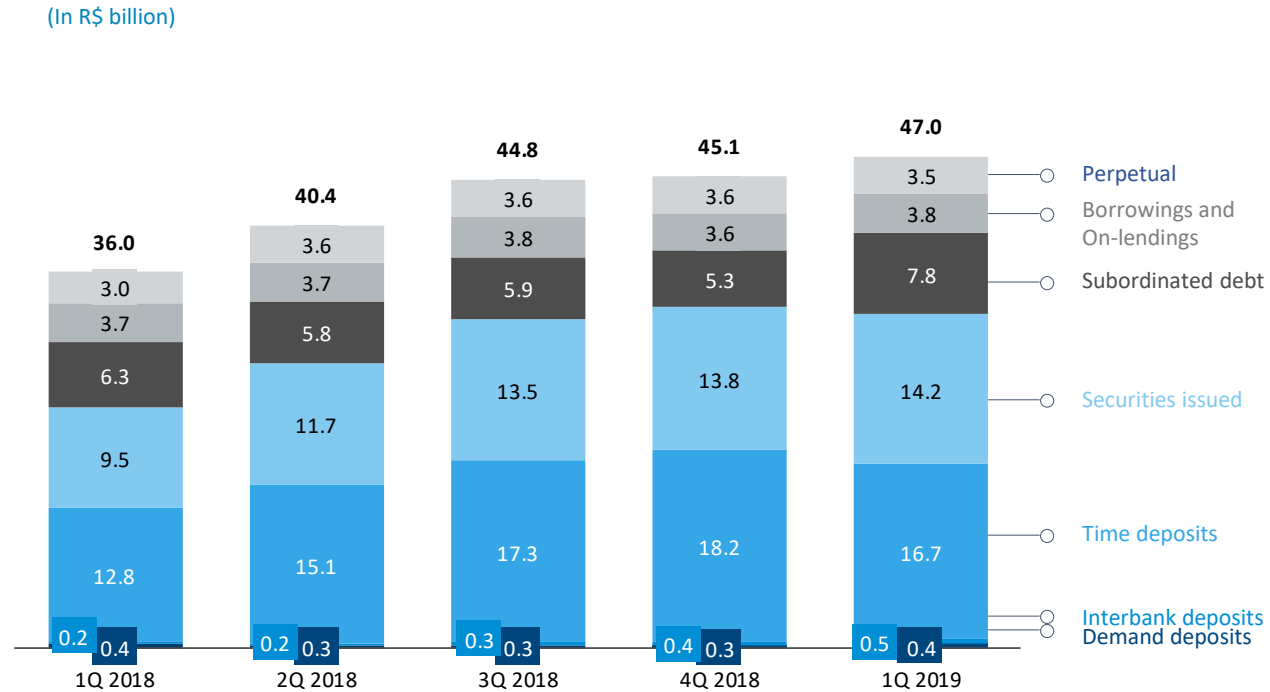


Unsecured Funding Base

Unsecured Funding Base increased 4.2% when compared to previous quarter, driven by bonds issued in the international markets during the period

1Q 2019 Highlights

- US\$100 million 10yr bond issuance from BTG Pactual Chile
- US\$600 million Tier II issuance
- Growth in securities issued locally

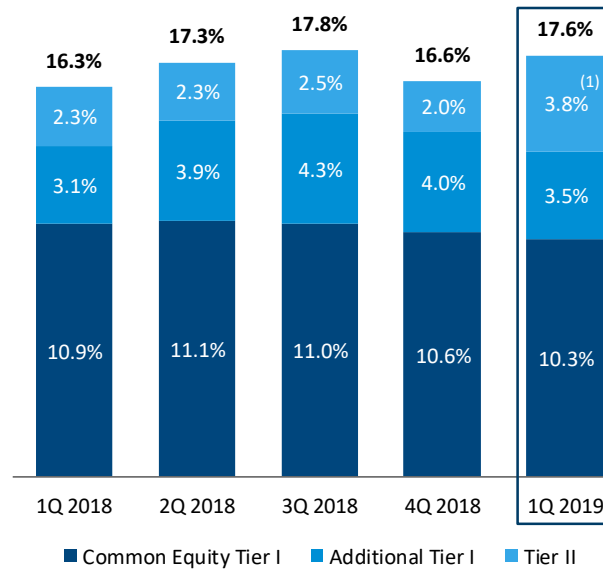


Basel Ratio and VaR

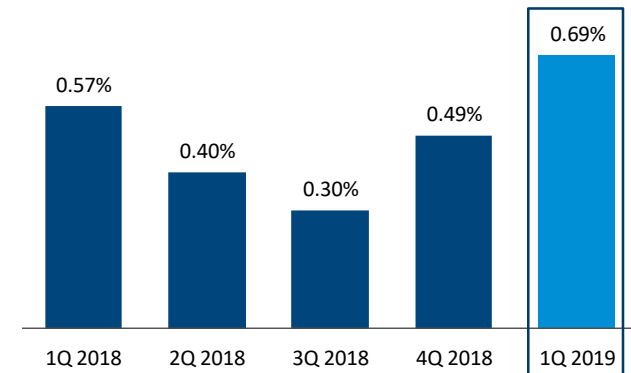
The BIS capital ratio increased to 17.6% at the end of 1Q 2019

The total average daily VaR increased 42.6% when compared to the previous quarter

Basel Ratio (%)



Average daily Trading VaR (% of average shareholders equity)



Note:

1. Basel Ratio adjusted for Tier II bond issued during the quarter, but still pending regulatory approval

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