



# 1Q22 Institutional Presentation

INVESTOR RELATIONS  
DEPARTMENT

# Institutional Presentation

This presentation contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of Barrisul.

These are merely projections and, as such, are based exclusively on the expectations of Barrisul's management concerning the future of the business and its continued access to capital to fund the Company's business plan.

Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors and risks disclosed in Barrisul's filed disclosure documents and are, therefore, subject to change without prior notice.



# Agenda

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**1** CORPORATE  
PROFILE

**2** BUSINESS  
STRATEGY

**3** FINANCIAL  
SUMMARY



# Corporate Profile



## Efficiency

Focusing on the efficiency of management, centering objectives on faster, simplified processes, improving IT infrastructure and architecture, improving risk management and also adhering to best management practices.



## Transformation

Following the path of transformation, through the implementation of new business models and new technologies, to maintain Banrisul's competitiveness.



## Employees

The strength of its employees is key to achieve organizational success. To this end, the Bank has developed a challenging, agile environment, fostering the engagement and improving the management of human resources.



## Customers

Considering the similarity of products in the financial market, the entry of new competitors and the perception of value and innovation, Banrisul intensifies focus on customer, in order to provide the best experience in financial solutions and raise their level of satisfaction

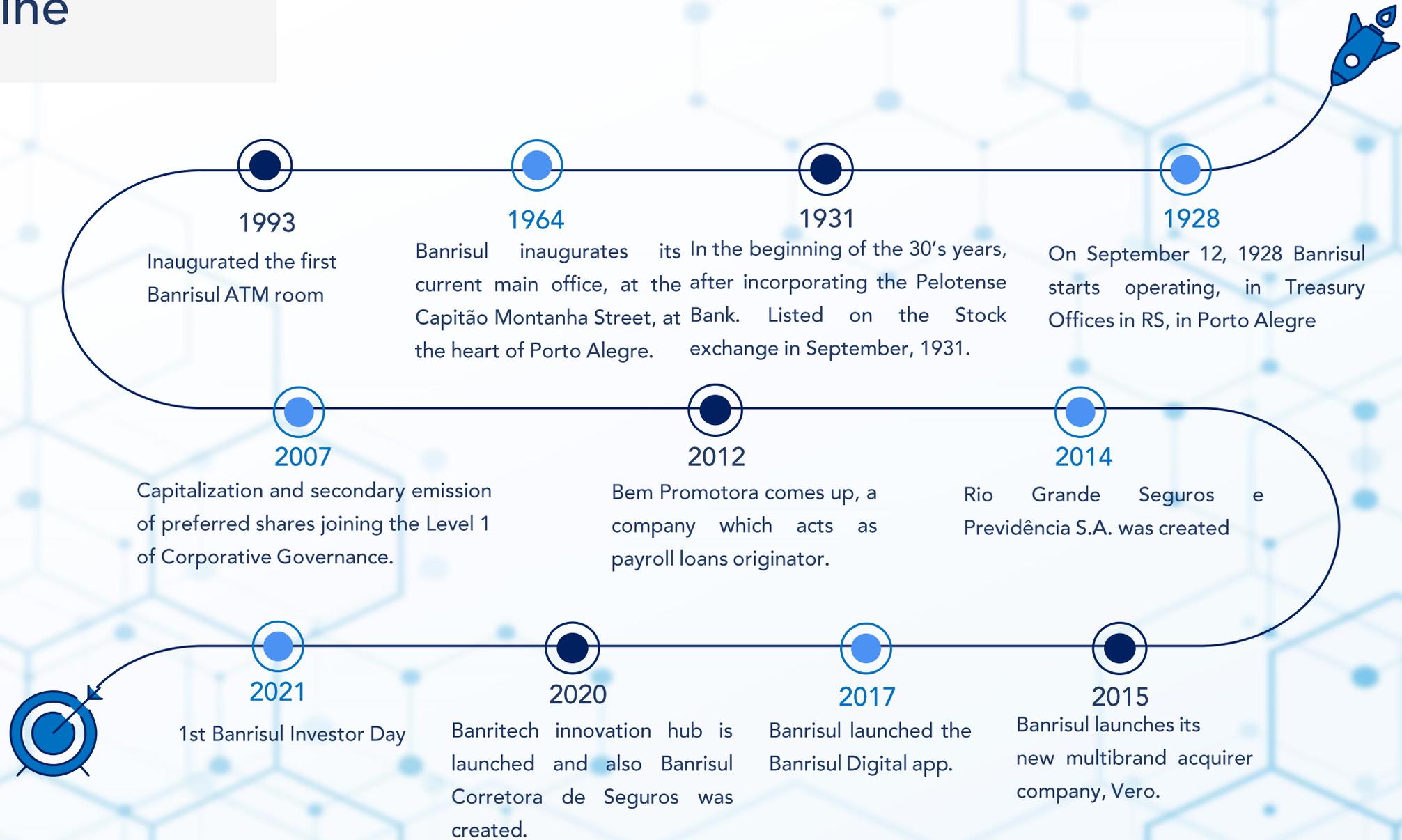


## Essence

Reinforce the commitment to being a retail bank, with a focus on Rio Grande do Sul.



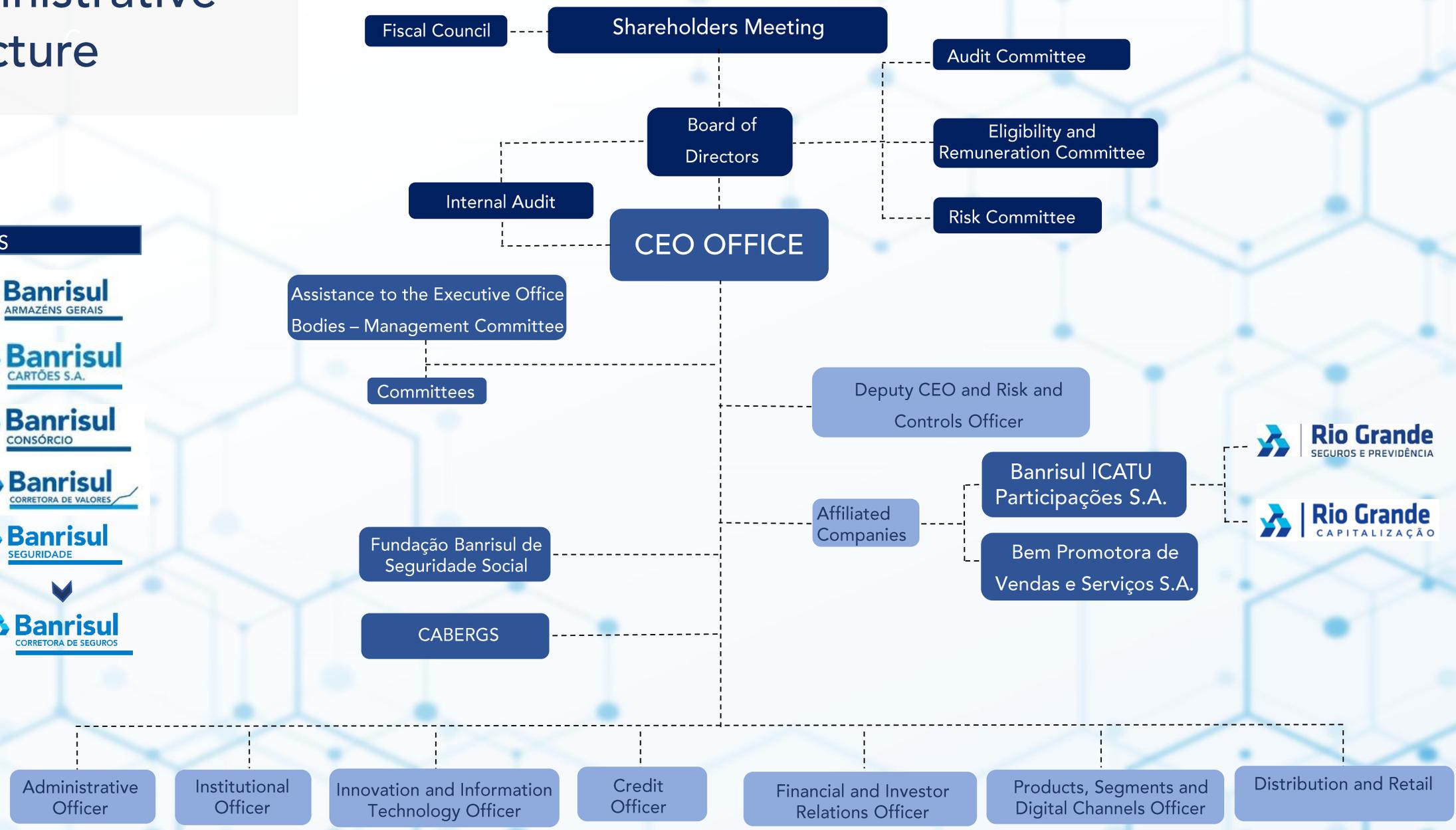
# Timeline



# Administrative Structure

## SUBSIDIARIES

-  **Banrisul**  
ARMAZÉNS GERAIS
  -  **Banrisul**  
CARTÕES S.A.
  -  **Banrisul**  
CONSÓRCIO
  -  **Banrisul**  
CORRETORA DE VALORES
  -  **Banrisul**  
SEGURIDADE
- ▼
-  **Banrisul**  
CORRETORA DE SEGUROS



# Management and Committees



Board of Directors is composed by up to 11 members, of which 5 are independent members.

Minority Shareholders elect 2 members to the Board of Directors.

The Fiscal Council is composed by 5 members (with equal number of alternate members) must have higher education level and experience.

Owners of preferred shares and minority shareholders elect 2 members to the Fiscal Council.

## Risk Committee

Comprised of at least 3 and at most 5 members appointed and removable by the Board of Directors at any time.

## Audit Committee

Composed of 3 members elected by the Board of Directors in the first meeting held after the Shareholders' Meeting.

## Eligibility and Compensation Committee

Composed of 3 members, residing in the country with education standards and technical skills according to the duties of the position.

## Other Committees

Banrisul has other 15 committees assisting the Executive Board.



# Executive Board



Cláudio Coutinho

CEO



Irany Sant'Anna

Deputy CEO and Risk and  
Controls Officer



Marcus Staffen

CFO and Investor  
Relations Officer



Jorge Krug

Innovation and IT  
Officer



Wagner Lenhart

Institutional Officer



Fernando Postal

Distribution and Retail  
Commercial Officer



Claíse Rauber

Products, Segments and  
Digital Channels Officer



Osvaldo Lobo

Credit and Operations  
Officer



Marivania Fontana

Administrative Officer



# Banrisul Group Subsidiaries

## **Banrisul** CARTÕES S.A.

Acquirer of the payment means sector with wide coverage of establishments in Rio Grande do Sul.

## **Banrisul** CONSÓRCIO

Manages consortium groups for the acquisition of automobiles, trucks, motorcycles, real estate and services.

## **Banrisul** CORRETORA DE SEGUROS

Wholly-owned subsidiary of the holding company Banrisul Seguridade Participações S.A., a Company whose capital is wholly owned by Banrisul.

## **Banrisul** CORRETORA DE VALORES

Intermediary with B3 in spot, options, term, future and fixed income markets through Tesouro Direto.

## **Banrisul** SEGURIDADE

Focus on maximizing the distribution of insurance, private pension and capitalization products

## **Banrisul** ARMAZÉNS GERAIS

It acts as a Bonded Warehouse and Certified Bonded Warehouse / dry dock.



# Banrisul Group Affiliated Companies

## BANRISUL ICATU PARTICIPAÇÕES S.A.

Holding company in partnership with Icatu Seguros SA. Through its subsidiaries, BIPAR sells life insurance, private pension plans products and savings bonds.

## Bem

Produtos e Serviços

Associada ao Banco Banrisul

Acts as originator of payroll loans offered to INSS retirees and pensioners and federal civil servants.

## Rio Grande

CAPITALIZAÇÃO

Offers savings bonds through the Bank's distribution channels with exclusive rights.

## Rio Grande

SEGUROS E PREVIDÊNCIA

Operates exclusively into Banrisul's distributions channels offering life insurance and private pension plans products.



# Corporate Governance



## Aligned with Good Market Practices

- Annual Financial Statements in International Standard IFRS / IASB.
- 100% tag along for all Banrisul shares.
- Resolution of disputes or controversies by the Market Arbitration Chamber.



## Prevention Program for Money Laundering Fighting and Financing of Terrorism

- Establishes mechanisms, procedures and rules that guide the performance of employees in conducting business, in order to prevent the occurrence of operations related to these illegal acts in the institution.
- These principles cover all Banrisul Group companies.



## Interest on Equity and Dividend Policy

- Transparent Shareholder Remuneration Policy regarding the distribution of dividends and / or payment of interest on equity, always observing the Company's capital structure.
- From January to March 2022, R\$136.6 million were paid out as interests on equity, net of taxes.



## Other Policies

- Disclosure of Material Fact
- Securities Trading
- Anti-corruption.
- Related Party Transactions
- Indication and Succession.
- Capital and Corporate Risk Management.
- Code of Ethics and Conduct.



# ESG

## For 2022, Bannisul will create Bannisul Sustainability Strategic Agenda

Creation of the Statutory Sustainability Committee

Net-zero carbon footprint of direct emissions

Expand sustainable lines of credit, focusing on the Health and Education sectors

Mapping of water, waste and energy consumption (Inventory)

GRI standard report

Inclusion of the analysis of sustainability criteria in the purchasing and bidding process

Implementation of the Renewable Energy Project



## Voluntary Commitments



**Pacto Global**  
Rede Brasil

Signatory to the Global  
Compact of United Nations  
Since 2013



Adhering to the Goals of  
Sustainable Development –  
UN Since 2013



**R\$233.2 million**  
**(+164% vs mar/21)**  
in sustainable funding<sup>1</sup>

<sup>1</sup> CDC Sustainability Position as of mar/22.



# Human Resources



## Profile

- 55% men and 45% women, being that 39% of leadership and top management functions are occupied by women.
- IT professionals correspond to 13% of employees, approximately - distinguished career framework and low turnover.



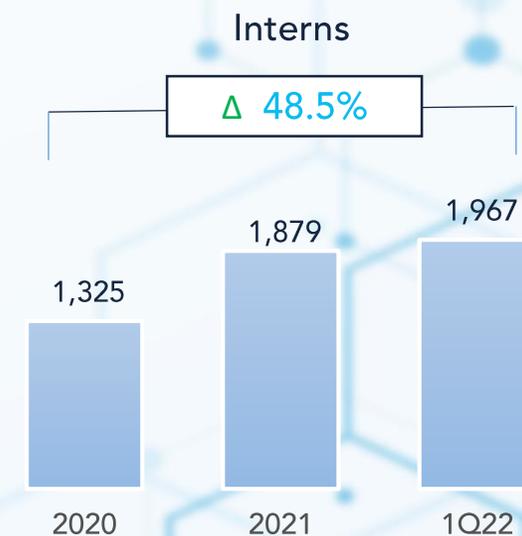
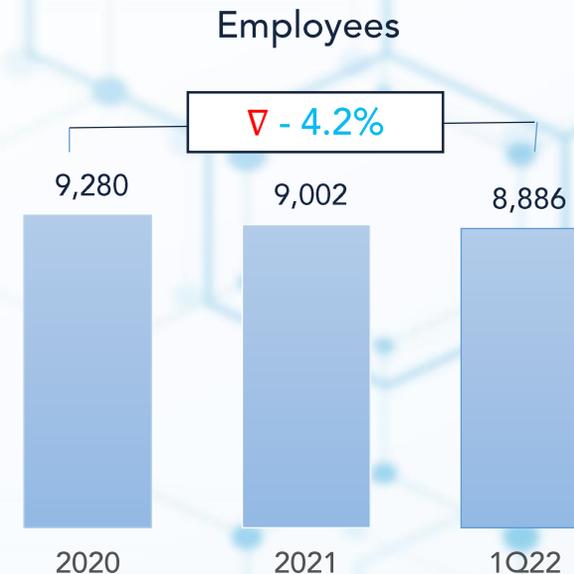
## Qualification

- Banrisul offers subsidies to encourage the qualification of its employees
- In 1Q2022, 696 improvement and qualification courses were taken.
- The total investment in Corporate Education was R\$361 thousand in 1Q2022.



## Relation with Employees

- Banrisul hires employees through public tender.
- Gradual return to face-to-face work, observing protocols for the prevention of Coronavirus, by the Hospital Moinhos de Vento Consultancy.
- Equity of opportunity and professional development.



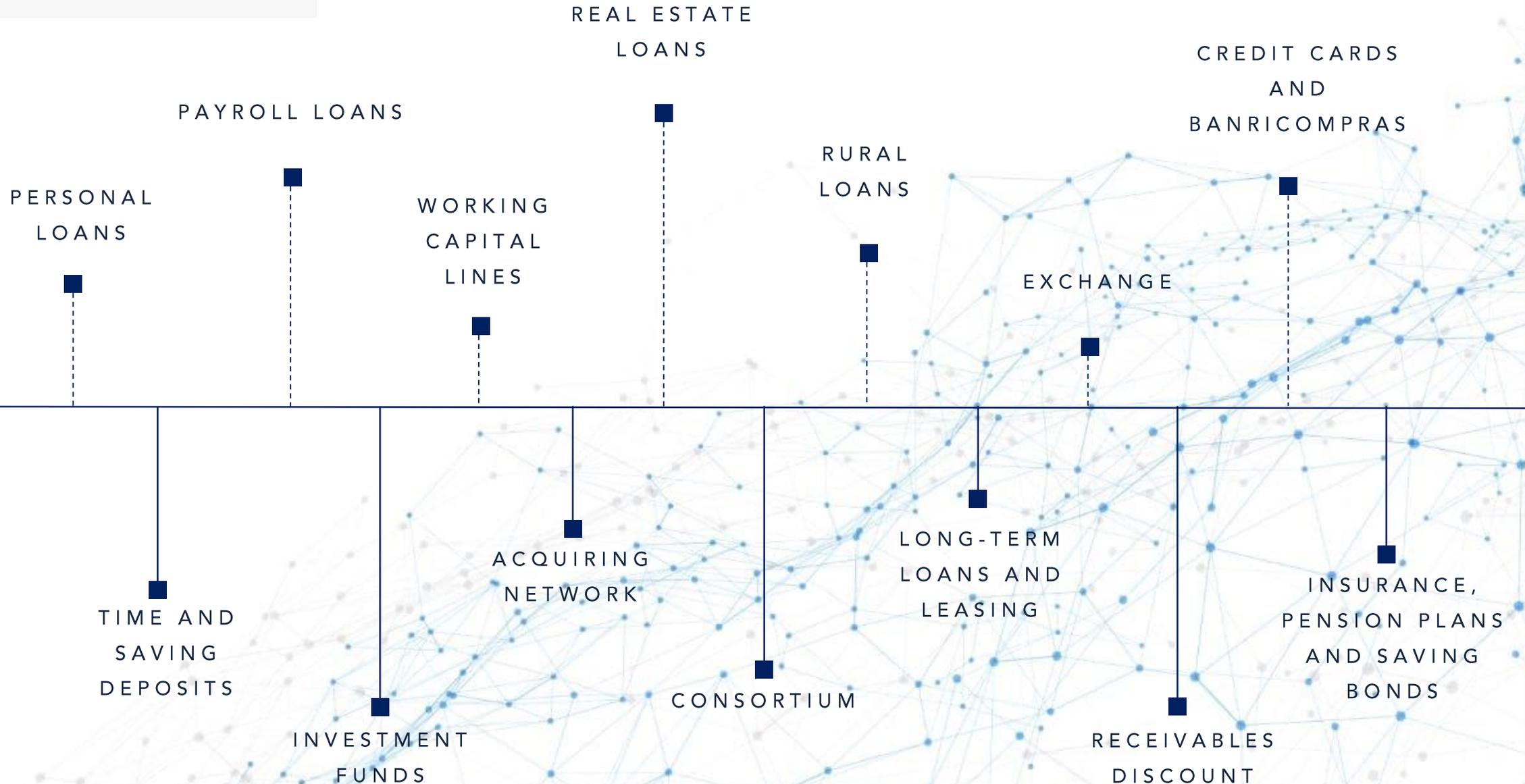
1 CORPORATE  
PROFILE

2 BUSINESS  
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# Portfolio



# AFFINITY SPACE

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As it recognizes the different customer profiles and their diverse needs and with the objective of providing a more comprehensive service to those who need financial advice, especially on investments, means of payment, private pension and insurance, in 2012 Banrisul launched Banrisul Afinidade.

- 
- Special service hours.
  - 27 Affinity Spaces.
  - Exclusive products and services.
  - Specialized and skilled professionals.



# Individuals

We offer complete financial solutions for all of our clients.

## Individuals Credit Portfolio

Balance of  
**R\$23,704.2**  
**Milhões**  
+2.5% in 3 months

### Commercial Credit

- Minute Credit
- Payroll Loans
- Banricompras
- Personnel Credit
- 13th Salary Advance
- College Credit
- Credit Cards

### Non-Commercial Credit

- CDC Sustainability
- Real Estate Loans
- Rural Loans
- Leasing
- Exchange

### Services

- Consortiums
- Investments
- Pension Plans
- Insurance
- Savings Bonds
- Digital Wallets
- BanriSaque



# Companies

Support to  
entrepreneurship

We offer complete financial solutions for companies of all segments and sizes.

## Companies Credit Portfolio

Balance of  
R\$7,543.7  
Million



+4.5%  
in 3 months

### Commercial Credit Lines

- Working Capital
- Guarantee Accounts
- Real Guaranteed Operations
- Receivables Discount
- Payroll Financing
- Compror/Vendor
- Microcredit

### Direct Credit Lines

- Sustainability Credit Lines
- Banrisul Fomentation
- Automatic BNDES Lines
- Small Companies BNDES
- FINAME
- FINAME – Renewable Energy
- Real Estate

### Services

- Business Cards
- Digital Certificate
- Consortiums
- Billing of Banking Bills
- Payroll
- Insurance
- Vero Solutions



## Rural Loans

One of the foundations of our mission is the **agribusiness** focused on small and medium-sized producers' growth

Agro spaces inaugurated at **Santo Ângelo** and **Cruz Alta** branches

**R\$5,001.4 million** in rural credit balance in March 2022 **+3.4%** compared to December 2021

° **AGRO**  
é o nosso  
**CHÃO.**



# Highlight



In 1Q2022 we reached:

**136.1** thousand  
Accredited establishments

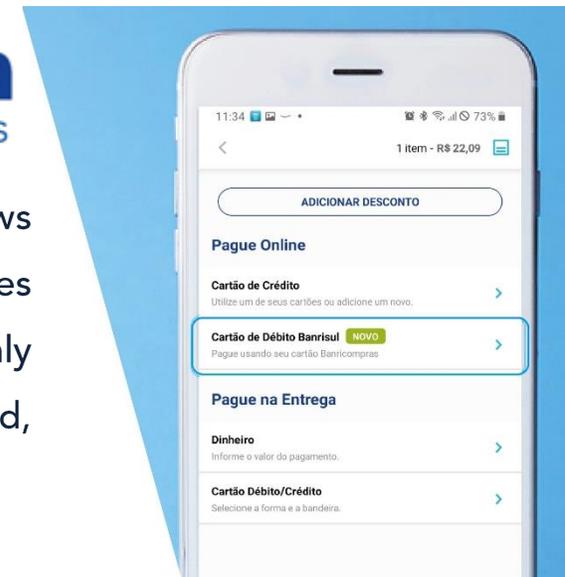
**102.3** million  
Debit and credit card transactions

**R\$9.7** billion  
Financial volume transacted

**R\$85** million  
Net Income



Launch of Vero Conecta – Apps. The solution allows companies to integrate with Vero to make card sales directly in their applications. Vero Conecta is the only gateway on the market with the brands (Visa, Mastercard, Elo, Banricompras and BanriCard).



Launch of Vero accreditation through Banrisul Digital App



# Highlights



- ✓ The portfolio of solutions includes Personal Insurance, Property Insurance, Savings Bonds and Supplementary Pension Plans.
- ✓ In the pension area, the news is the inclusion of new products: BanrisulPrev Qualificado.

In 1Q22 we reached:

**R\$33** million  
Net Income

**R\$620.4 bi**  
Insurance premiums, pension  
contributions and capitalization

**R\$73.2** million  
Total Revenues





In 1Q22 we reached:

**76.9k**

Consortium members

**R\$175.6 million**

Volume of credit made available

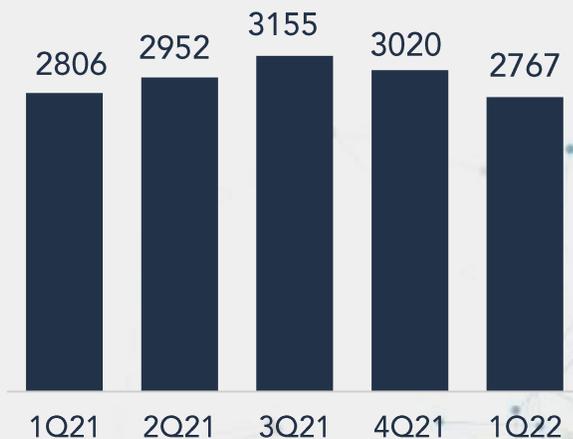
**R\$5.7 bn**

Volume of letters of credit

**R\$17.9 million**

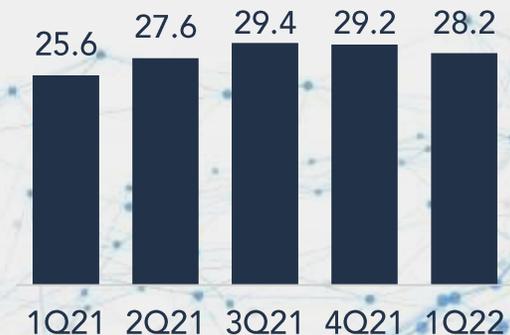
Net Income

### Monthly Contemplations



### Administration Fee

R\$ Million



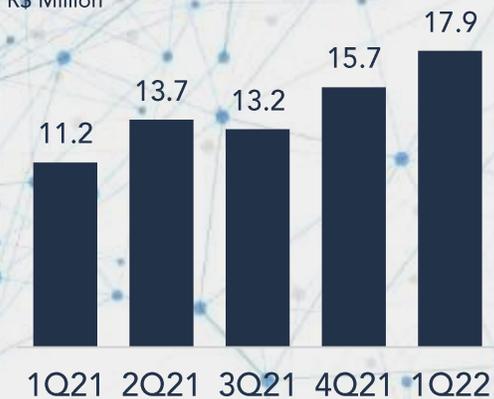
### Credit Volume of Delivered Goods

R\$ Million



### Net Income

R\$ Million



# Highlights:



- ✓ It acts in the intermediation of variable income, private and public fixed income transactions (Treasury Direct), with B3, as well as in the professional management of securities portfolios.

- ✓ With the launch of new strategies in hedge and equity investment funds, in partnership with the managers Absolute, Az Quest, BTG Pactual, Claritas, Occam, Sharp and Vinci, we expanded the portfolio of investment products available to Banrisul's clients for diversification, in the network of agencies and digital channels.

In 1Q2022 we reached:

**R\$1.3 bn**

Financial Intermediation

**R\$6.5 million**

Administration fee income

**R\$2.5 million**

Net Income



# Tech Modernization

Barrisul's technological modernization process is focused on:

- Digital Transformation
- IT Infrastructure
- IT Security

In 1Q22, Barrisul invested:

**R\$57.3 million**

in technological modernization.



# Digital Transformation

Purpose of harmonious integration between business strategies and technological possibilities.



Barrisul completed the construction of the new Datacenter, sustainable and with a high standard of security.



Dissemination of the agile culture in the corporate environment, evolving in the modernization of technological processes and tools, fundamental for the gain in scale in the development of digital products.

Adoption of digital models



End-to-End Journey

Agile methodologies



Customer centered

## Destaque: Novas funcionalidades



Monitoring of PIX transactions by the Antifraud System



development of scheduling features via PIX and PIX payment by capturing the QR Code image



a fully digital and integrated flow that allows the customer to simulate real up to 2 FGTS anniversary withdrawals





### Hub Space

Collaborative space in coworking format, aimed at promoting new ideas, research, experimentation and co-creation.



### Hub Startup

It is the acceleration program for startups incubated at BanriTech. Public notice launched to select 30 startups from all over the country.



### Hub Education

It promotes a culture of innovation, training and building improvements, encouraging knowledge throughout the ecosystem, combined with the development of RS.



### Hub Venture

It is the pillar that seeks to stimulate actions that add value and enhance the results of partner Startups through investment funds.



# Market Share



Brazil<sup>2</sup>



Rio Grande do Sul<sup>1</sup>

Time Deposits

2.8%

39.8%

Demand Deposits

1.1%

28.5%

Credit

0.9%

19.5%

Savings Deposits

1.1%

12.3%

Branches

2.8%

32.0%

<sup>1</sup> December/2021 <sup>2</sup> February/2022



# Agenda

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1 CORPORATE  
PROFILE

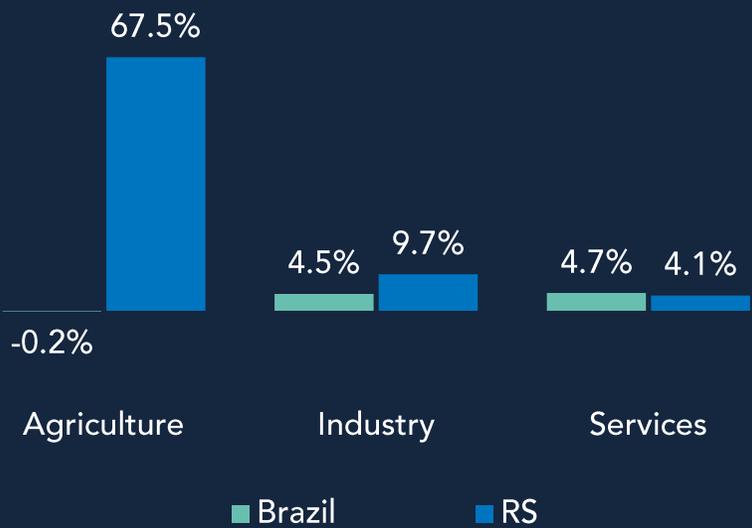
2 BUSINESS  
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# / Recovery of the RS Economy in 2021

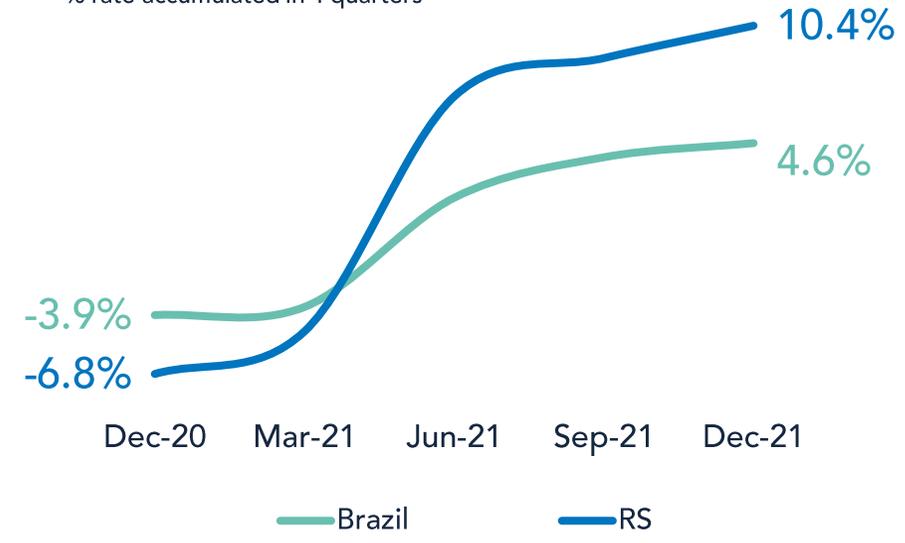
GDP expansion



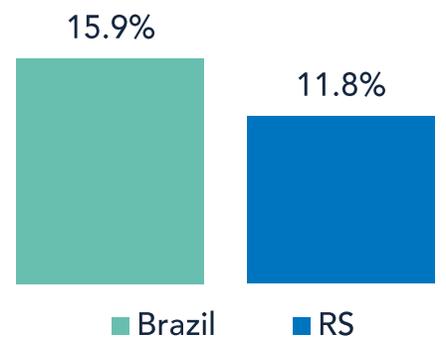
**RS** surpassed the national performance accumulated in 2021 in the **Agriculture** and **Industry**

## GDP at Market Prices

% rate accumulated in 4 quarters



## Credit Stock

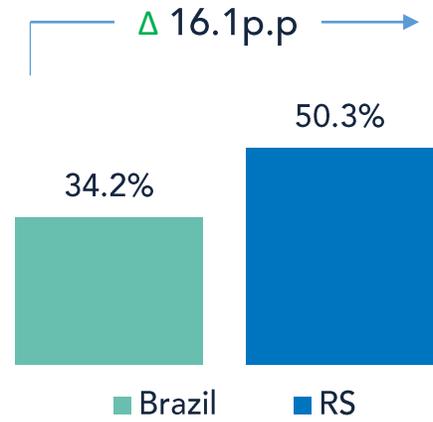


**Repressed** credit demand

## / 1 - Strategic Highlights

GDP per capita in RS is **25% higher** than Brazil

## Exports

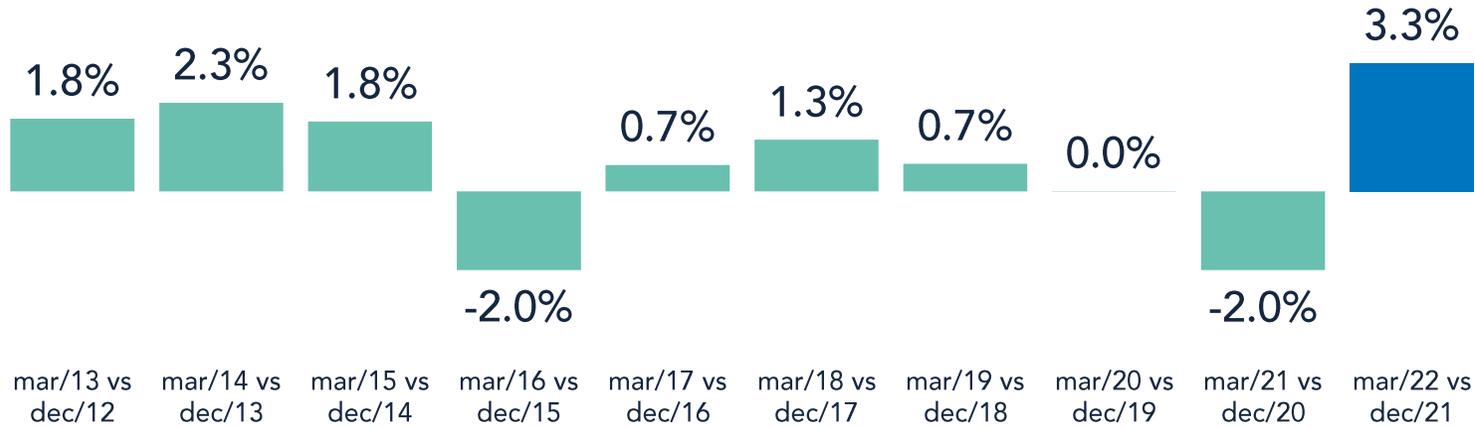


In **credit**, the average default rate in RS is **0.5 p.p. lower** than the national average default rate

Sources: Central Bank of Brazil, Department of Economics and Statistics of RS and MDIC.

# / Loan Portfolio in 1Q22

## Portfolio Growth in 1Qs x 4Qs



**Best 1Q growth performance**  
in the last 10 years

## Credit Granting

R\$ Billions



Δ 30.5%  
1Q22 vs 1Q21  
Agricultural

Δ 32.5%  
1Q22 vs 1Q21  
Companies

Δ 108.4%  
1Q22 vs 1Q21  
Real Estate

Δ 52.1%  
1Q22 vs 1Q21  
Foreign Exchange

## Loan Portfolio

R\$ Billions



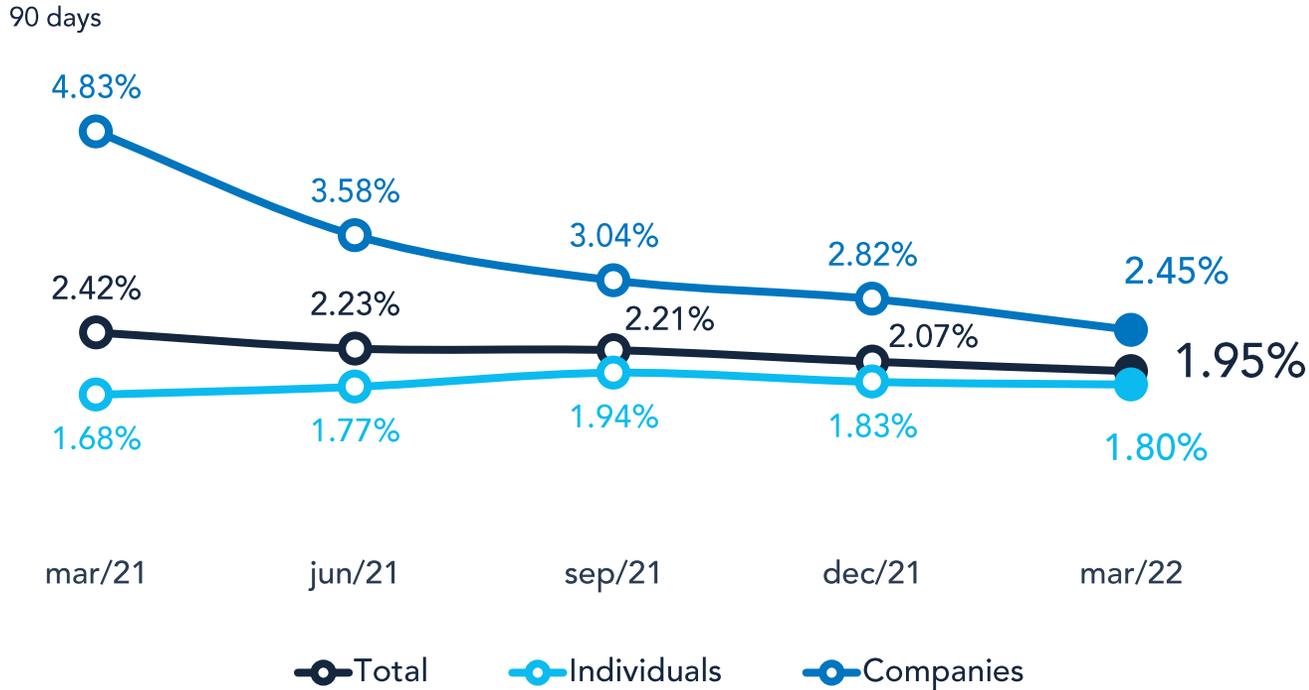
## Growth Vectors

	Individuals			Companies			
R\$ Million	Balance	YoY	QoQ	R\$ Million	Balance	YoY	QoQ
Payroll Loans	18,881.7	11.4%	2.4%	Working Capital	5,709.8	26.1%	4.2%
Acquisition of Goods	311.6	132.4%	19.3%	Acquisition of Goods	252.2	88.4%	14.8%

# / Credit Quality Improvement

/ 1 - Strategic Highlights

## Default Rate



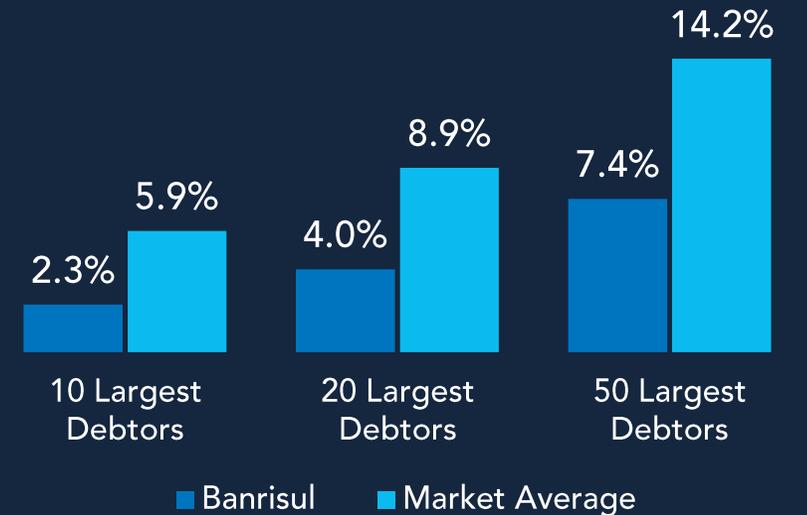
## Coverage Ratio



## Credit Portfolio at Normal Risk (AA - C Ratings)



## Portfolio Concentration<sup>1</sup>



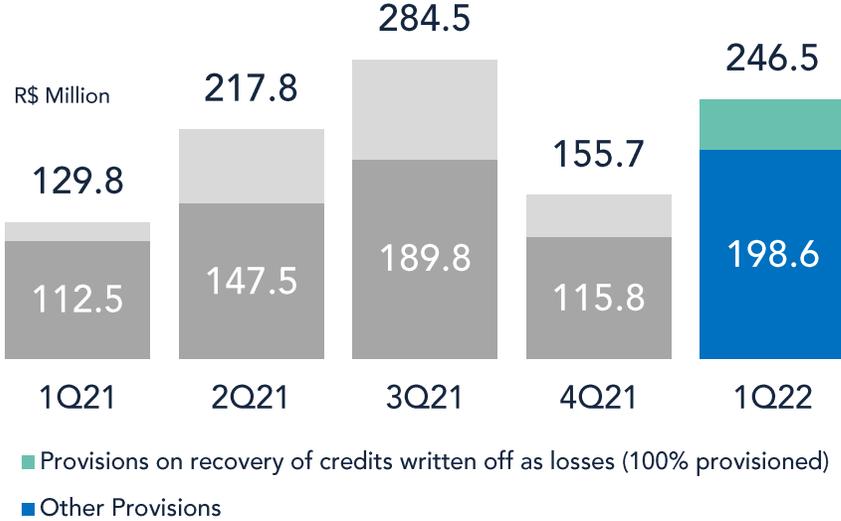
<sup>1</sup> Market Average corresponds to the average of the concentrations of the four largest banks listed on B3, weighted by credit portfolio.

# / Loan Loss Provisions

Constant monitoring of portfolio risk

Increase in provisions is due to the expansion of the loan portfolio

## Provision Expenses



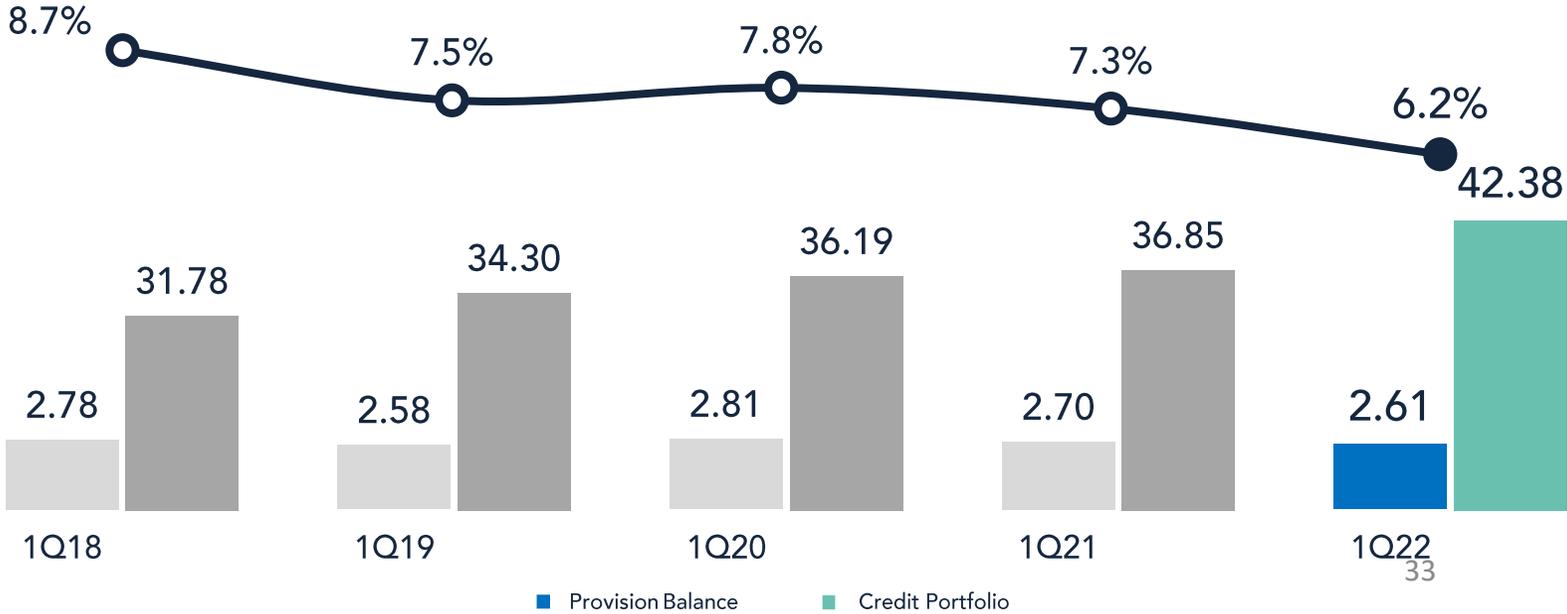
## / 1 - Strategic Highlights

### Cost of Risk (12m Provision Expenses / Credit Portfolio)



## Provisioning Ratio

(Loan Portfolio and Provision Balance in R\$ Billion)



# / Highlights

ADJUSTED NET  
INCOME 1Q22  
**R\$164.1 mi**

LOAN  
PORTFOLIO  
**R\$42.4 bi**  
 $\Delta$ 12m: 15.0%

PAYROLL  
LOANS  
**R\$18.9 bi**  
 $\Delta$ 12m: 11.4%

RURAL  
CREDIT  
**R\$5.0 bi**  
 $\Delta$ 12m: 44.6%

BANKING  
FEES 1Q22

**R\$492.3 mi**  
 $\Delta$ 12m: 2.9%

DEFAULT  
RATIO  
90 DAYS

**1.95%**

COVERAGE  
RATIO  
90 DAYS

**315.3%**

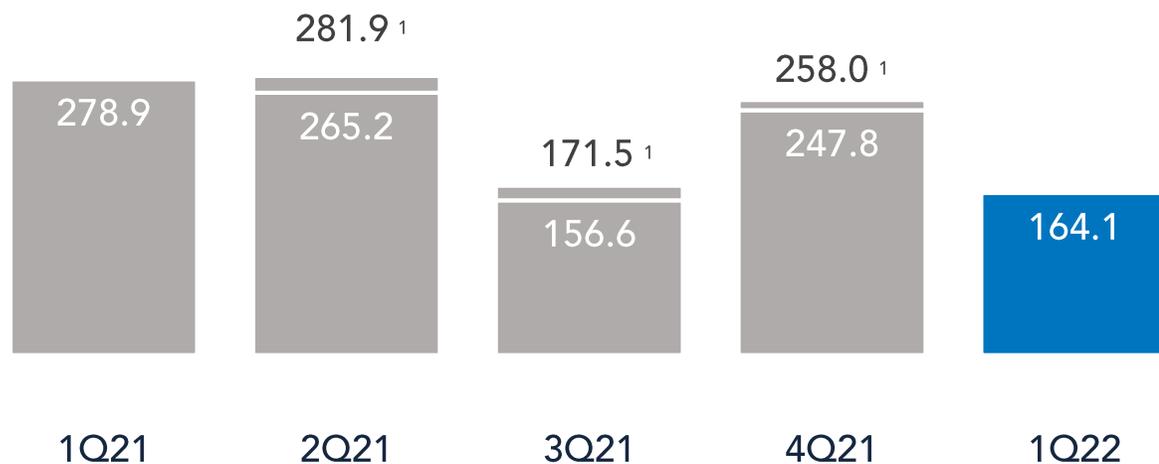
PERSONNEL  
EXPENSES

**R\$460.8 mi**  
 $\Delta$ 12m: 0.4%

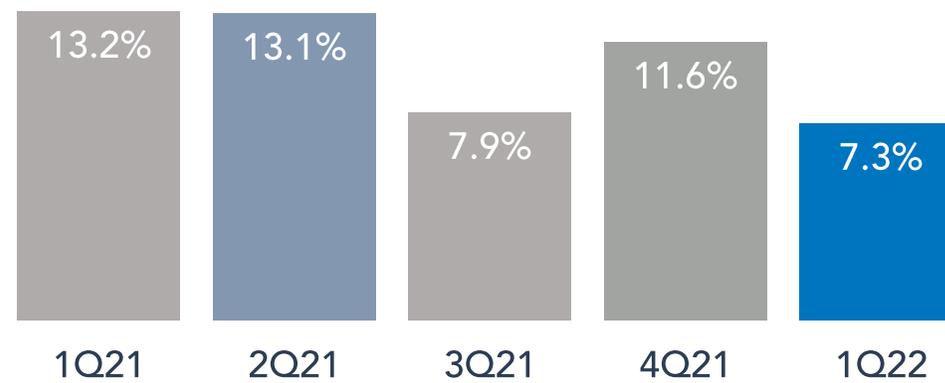
# / Profitability

## Adjusted Net Income

R\$ Million



## Adjusted ROAE



<sup>1</sup> Adjusted Net Income

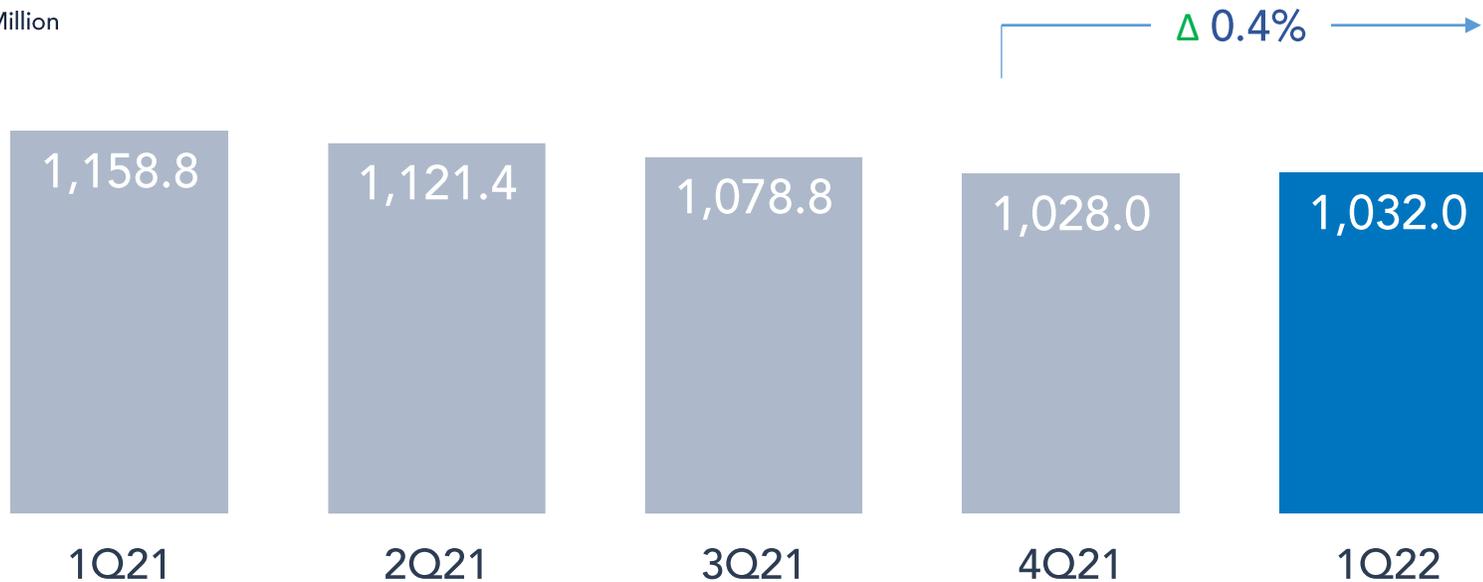
## Change in Adjusted Net Income

R\$ Million



# / Managerial NII<sup>1</sup>

R\$ Million



NII starting to stabilize, despite the continued increase in the Selic rate

## Change in Managerial NII<sup>1</sup>

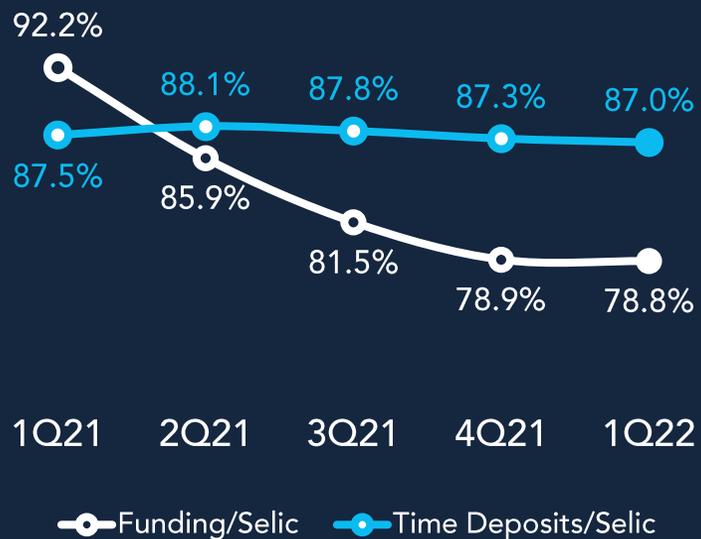
R\$ Million



<sup>1</sup> Excluding revenues from recovery of credits written off as losses.

# / Funding

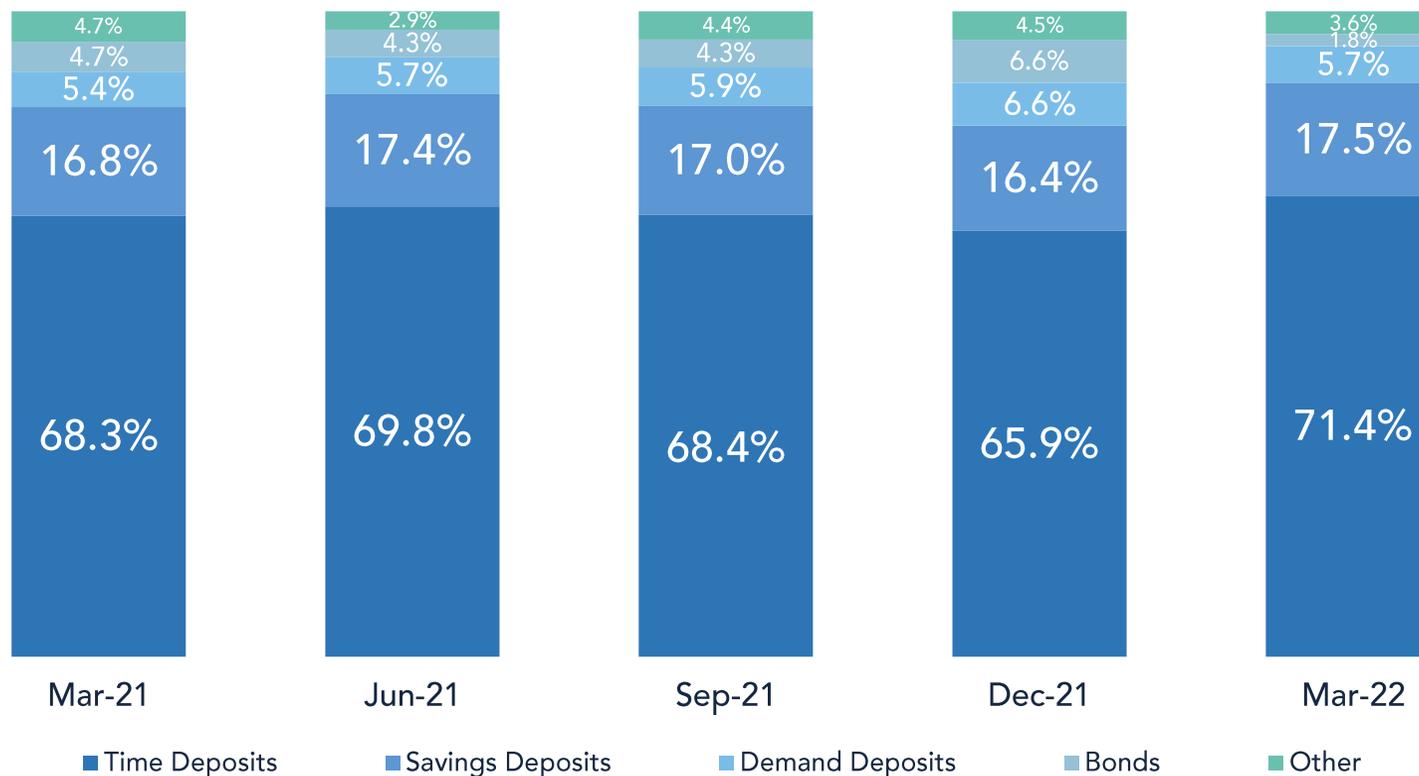
## Funding Cost



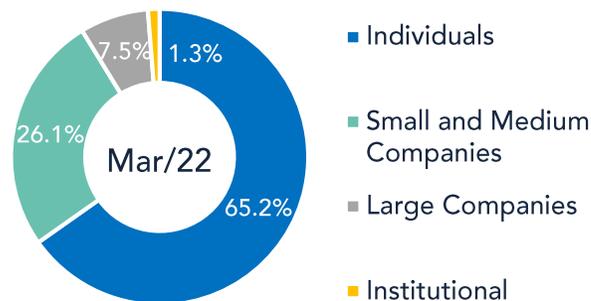
In February 2022, the **Subordinated Debt** issued in 2012 was settled, in the amount of R\$2.97 billion.

## Funding Portfolio

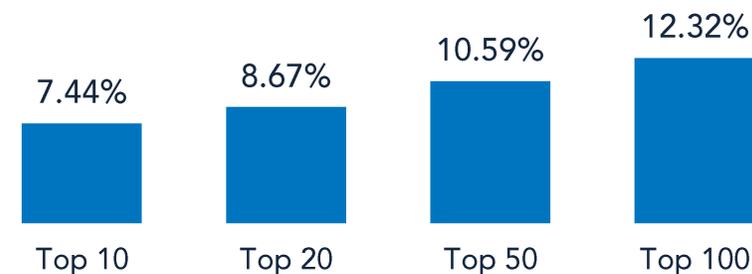
/ 2 – Financial Performance



## Funding Breakdown <sup>1</sup>

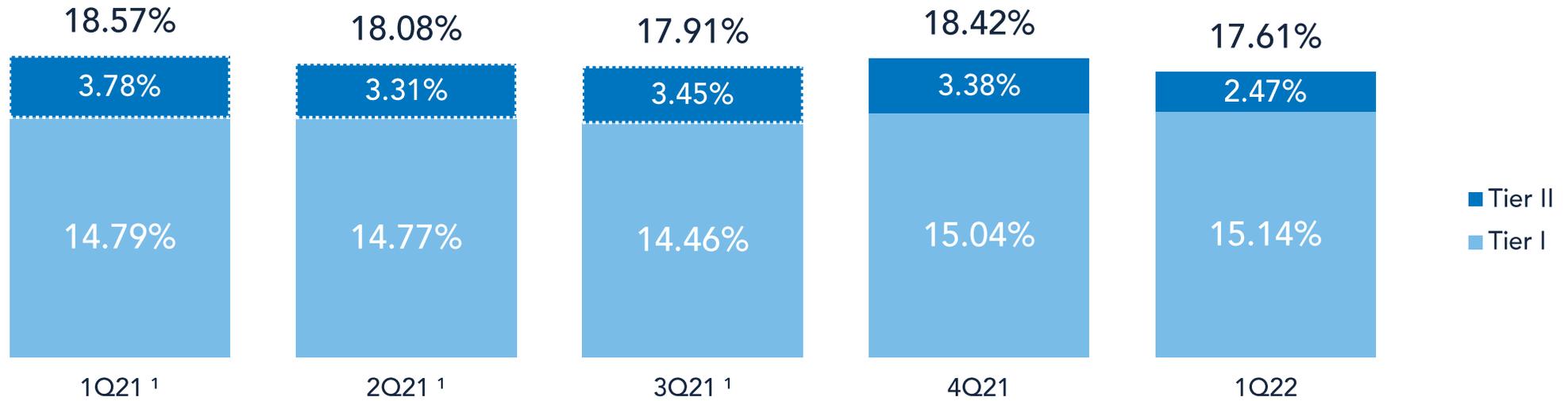


## Funding Concentration <sup>2</sup>

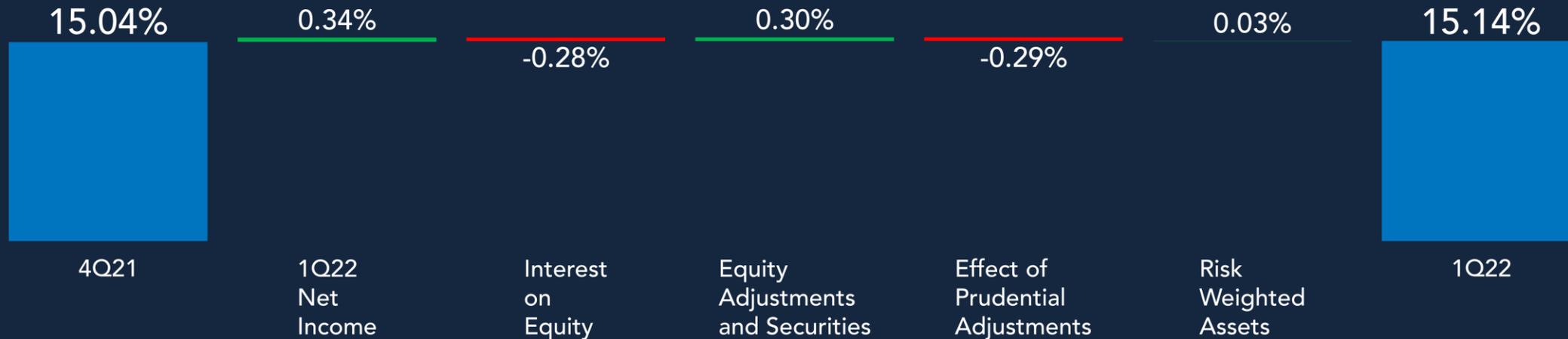


<sup>1</sup> Considers Time Deposits and funds from Financial Notes, Real Estate Notes and Agribusiness Notes.  
<sup>2</sup> Largest investors in percentage of funding.

## Basel Ratio



## Change in Tier I Capital Ratio



<sup>1</sup> Proforma considering subordinated notes issued in January 2021, considering the exchange rate at the end of each period.

# / Expenses and Banking Fees

Collective Wage Agreement (2021)  
+10.97%

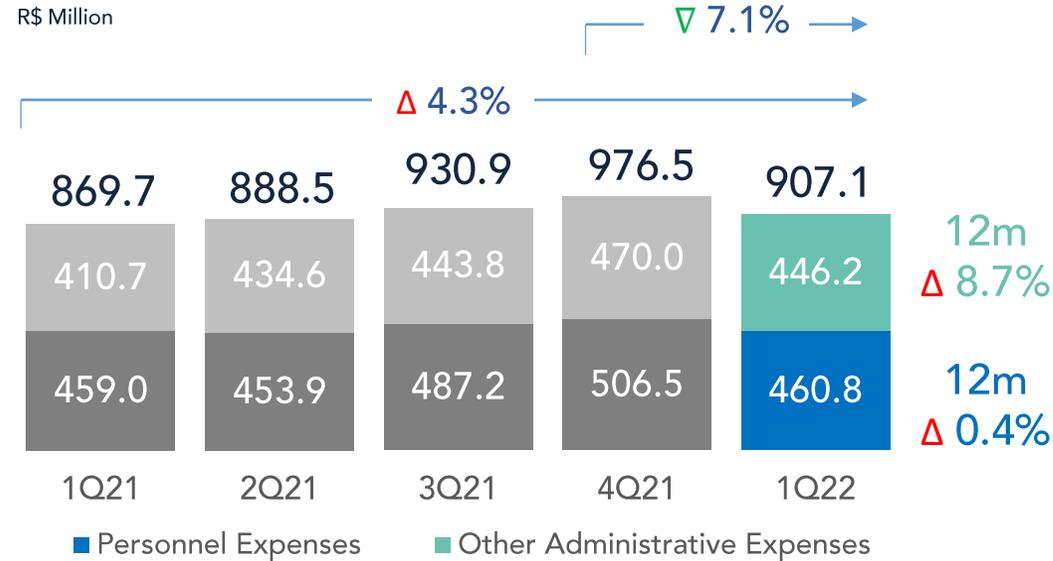
12-month inflation as of March/2022

IPCA  
+11.30%

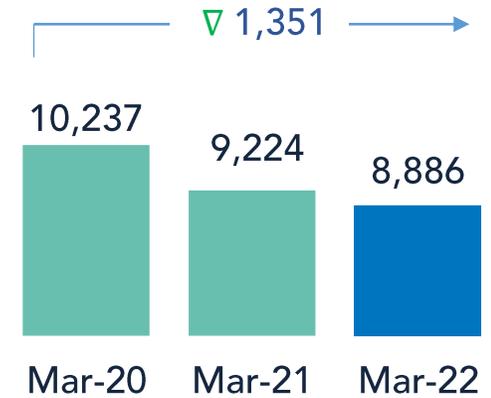
IGP-M  
+14.77%

## Adjusted Administrative Expenses

R\$ Million



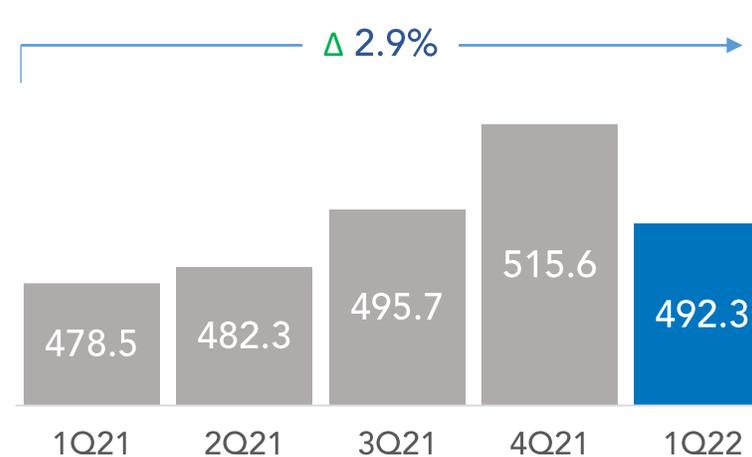
## Employees



Optimization of the workforce

## Banking Fees

R\$ Million



## Banking Fees vs Personnel Expenses Ratio



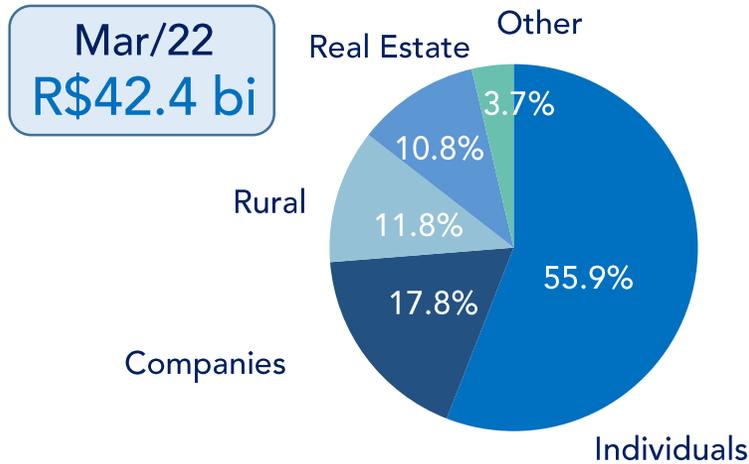
## / Adjusted Consolidated Income Statement

Income Statement R\$ Thousand	1Q2022	4Q2021	1Q2021	1Q2022/ 1Q2021	1Q2022/ 4Q2021
Income from Financial Intermediation	2,326,131	2,533,797	1,939,918	19.9%	-8.2%
Expenses from Financial Intermediation	(1,204,307)	(1,360,489)	(732,577)	64.4%	-11.5%
Result from Financial Intermediation	1,121,824	1,173,308	1,207,341	-7.1%	-4.4%
Provision for Credit Losses	(246,457)	(155,696)	(129,757)	89.9%	58.3%
Other Adjusted Operating Income	611,386	723,372	588,636	3.9%	-15.5%
Other Adjusted Operating Expenses	(1,293,249)	(1,374,527)	(1,239,985)	4.3%	-5.9%
Adjusted Operating Income	193,504	366,457	426,235	-54.6%	-47.2%
Earnings Before Tax and Employee Profit Sharing	193,504	366,457	426,235	-54.6%	-47.2%
Adjusted Income Tax and Social Contribution	20,501	(78,144)	(114,310)	-117.9%	-126.2%
Employee Profit Sharing	(49,749)	(30,221)	(32,918)	51.1%	64.6%
Non-Controlling Interests	(163)	(55)	(72)	126.4%	196.4%
Adjusted Net Income	164,093	258,037	278,935	-41.2%	-36.4%
Net Income	164,093	247,772	278,935	-41.2%	-33.8%

# / Credit Portfolio Breakdown

## Credit Portfolio

(% of total)



## Individuals

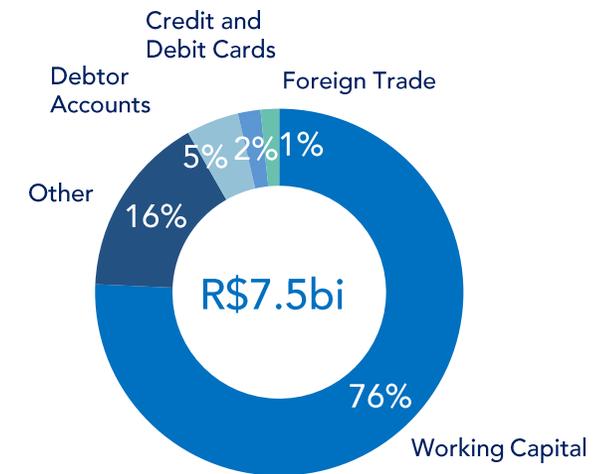
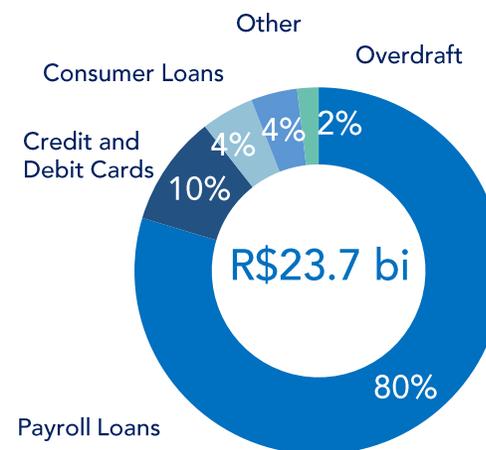
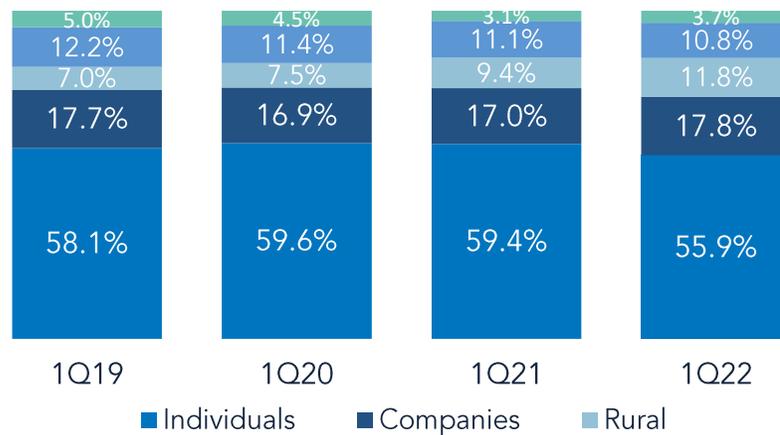
	Balance	YoY	QoQ
Payroll Loans	18,881.7	11.4%	2.4%
Credit and Debit Cards	2,313.8	14.5%	-4.4%
Consumer Loans	1,099.3	-33.0%	17.1%
Other	966.40	14.7%	3.1%
Overdraft	442.9	4.3%	13.5%

## Companies

	Balance	YoY	QoQ
Working Capital	5,709.8	26.1%	4.2%
Other	1,211.8	4.4%	5.6%
Debtor Accounts	349.7	-0.7%	21.5%
Credit and Debit Cards	149.2	13.0%	-1.2%
Foreign Trade	123.2	37.6%	-17.4%

## Evolution of the Credit Mix

(% of total)





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