

# Institutional Presentation 1Q23

**Investor Relations Department**



# Disclaimer

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 Banrisul.

These are merely projections and, as such, are based exclusively on the expectations of Banrisul'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 Banrisul's filed disclosure documents and are, therefore, subject to change without prior notice.





# Corporate Profile





Market Value <sup>1</sup>	Loan Portfolio <sup>1</sup>	Total Assets <sup>1</sup>
<b>R\$4.1 bn</b>	<b>R\$50.1 bn</b>	<b>R\$113.5 bn</b>

**With 94 years**  
**of history,**  
**We are a**  
**Complete**  
**Bank**

**One of the best companies to develop a career in Brazil<sup>2</sup>**

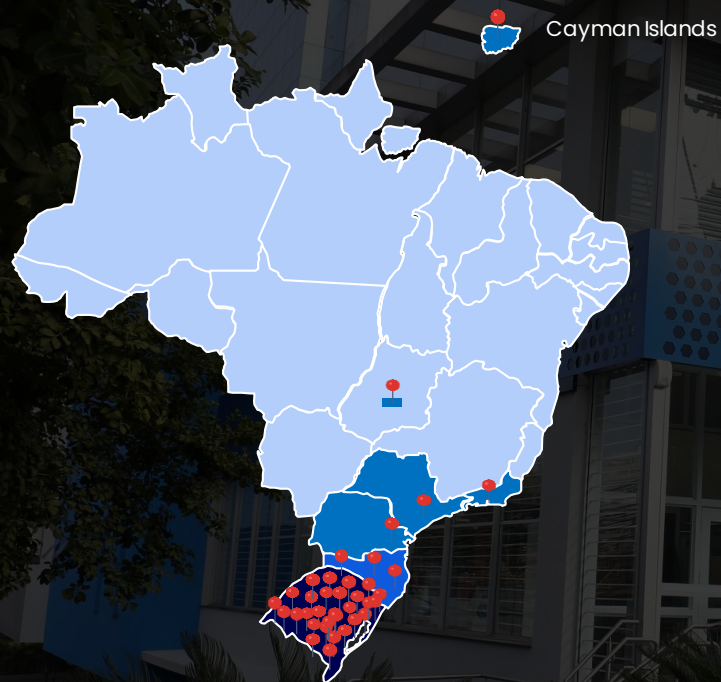
**8,804 employess<sup>1</sup>**  
**4.4 million customers<sup>1</sup>**

**Most remembered bank in the state of RS<sup>3</sup>**  
**6th Best Bank in Brazil<sup>4</sup>**

<sup>1</sup> As of 03/31/2023; <sup>2</sup> Ranking LinkedIn Top Companies 2022; <sup>3</sup> Top of Mind Survey RS 2023; <sup>4</sup> annual Ranking of Best Banks in the world, by Forbes.

# We are presente at

5 States + Federal Distric and abroad



Coverage of Own Network

**93%** of RS

**99%** of RS GNP

**495** branches

473 in RS

17 in SC

3 other states

1 in DF

1 abroad

**923** correspondents

**1,054** points of service

# Timeline

1Q23



**1993**

Banrisul inaugurated the first ATM room



**1964**

Banrisul inaugurates its current main office, at the Capitão Montanha St, at the heart of Porto Alegre.



**1931**

Banrisul shares were listed in September 1931.



**1928**

On September 12, 1928 Banrisul starts operating, in Treasury Offices in Porto Alegre.



**2007**

Capitalization and secondary emission of preferred shares joining the Level 1 of Corporate Governance.



**2012**

Bem Promotora comes up, a company which acts as payroll loans originator.



**2014**

Rio Grande Seguros e Previdência S.A. was created.



**2021**

1st Banrisul Investor Day



**2020**

Banritech innovation hub is launched and also Banrisul Corretora de Seguros was created.



**2017**

Banrisul launched its digital platform: Banrisul Digital.



**2015**

Banrisul launches its new multibrand acquirer company, Vero.



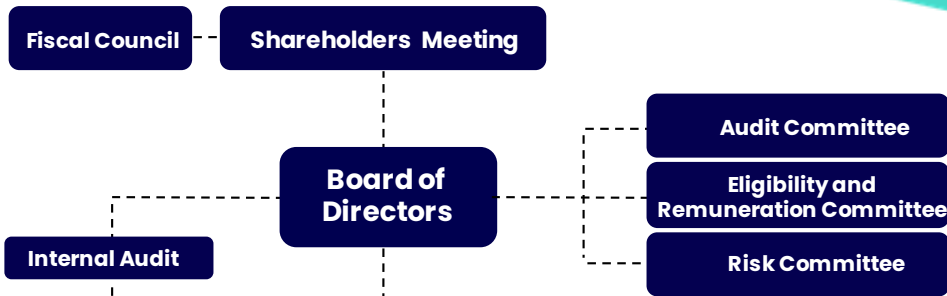
**2022**  
Rebranding



# Administrative Structure

## Subsidiaries

- Banrisul Armazéns Gerais
- Banrisul Pagamentos
- Banrisul Consórcio
- Banrisul Corretora de Valores
- Banrisul Seguridade
  - Banrisul Corretora de Seguros



## CEO OFFICE

## Deputy CEO and Risk and Controls Officer

## Board Assistance Organization Management Committees

Committees

Fundação Banrisul de Seguridade Social

CABERGS

## Affiliated Companies

Banrisul ICATU Participações S.A.

Bem Promotora de Vendas e Serviços S.A

Rio Grande Capitalização

Rio Grande Seguros e Previdência

- Administrative Officer
- Institutional Officer
- Innovation and Information Technology Officer
- Credit Officer
- Financial and Investor Relations Officer
- Products, Segments and Digital Channels Officer
- Distribution and Retail Officer



# Management

**Solid governance ensures strategy execution and business sustainability**

Board of Directors:

**Defines strategy**



**11 members**

**4 independents**

Minorities | 1 Preferencialistas  
| 1 Ordinaristas

Executive Board:

**Professional and experienced management for strategy execution**

**9 members**

**4 from Career** C



**Cláudio Coutinho**

CEO



**Irany Sant'Anna**

Deputy CEO and Risk and Controls Officer



**Marcus Staffen**

CFO and Investor Relations Officer

C



**Jorge Krug**

Innovation and IT Officer

C



**Wagner Lenhart**

Institutional Officer



**Fernando Postal**

Distribution and Retail Commercial Officer



**Cláise Rauber**

Products, Segments and Digital Channels Officer

C



**Osvaldo Lobo**

Credit and Operations Officer



**Marivania Fontana**

Administrative Officer

C





# Our Companies – Banrisul Group

leadership in promising segments and multiple avenues of growth

## Subsidiaries



**28%**  
market share in RS<sup>1</sup>  
**132.7 thousand**  
accredited  
establishments  
**R\$101.7 million**  
Net income in  
1Q23



Marketing of  
Insurance,  
Pension Plans  
and  
Capitalization  
**R\$41.2 million**  
Net Income in  
1Q23



**R\$6.4 bi**  
Letters of credit  
**79.3 thousand**  
Consortium  
members  
**R\$17 million**  
Net Income in  
1Q23



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



Holding subsidiary of Banrisul  
Seguridade absorbed all operations  
facing this niche in Banrisul.



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

## Affiliated



**BANRISULICATU**  
**PARTICIPAÇÕES S.A.**



# Our Shares

We are listed on B3 under the *tickers*:

**BRSR3** **BRSR5**

100% tag along in all of the shares

**BRSR6**

Share with the most liquidity

## Dividends and IoC

Quarterly Payment of IoC

+

Payout 2023  
**50%**

**R\$150 mm**

distributed to shareholders on 1Q23

## Estrutura Acionária

ON: 1.9%  
PNs: 99.6%  
**Total:**  
**50.6%**

ON: 98.1%  
PNs: 0.4%  
**Total:**  
**49.4%**

**Free Float**



GOVERNO DO ESTADO  
RIO GRANDE DO SUL



**Spread and local Base**

**165 Thousand shareholders**

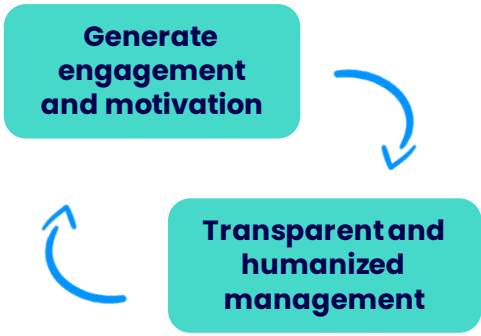
97.2% individuals  
2.7% national companies  
0.1% foreign companies

**67%**  
**Local Investors**



# Human Resources

One of the best companies to develop a career in Brazil<sup>1</sup>



## X-Ray

**68%** are between 21 and 50 years old

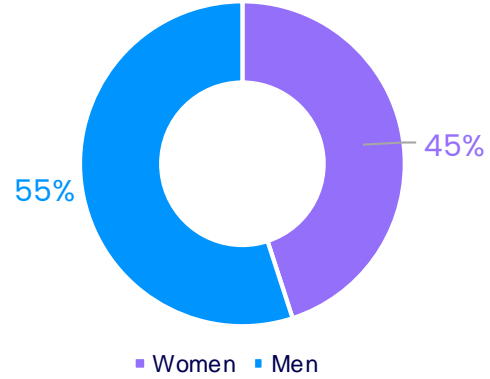
**78%** with college degrees, including masters and PhD.

**34,5%** of women in leadership positions<sup>2</sup>



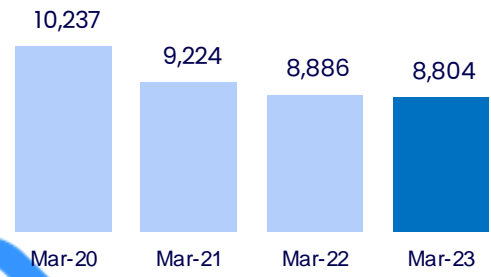
## Employees by gender

(As of Mar/23)



### Employees

▼ 1,433



<sup>1</sup> Ranking LinkedIn Top Companies 2022. <sup>2</sup> As a percentage of total leaders.



# Environmental Agenda



Transition to the use of  
**energy from renewable sources**  
covering  
**100 branches**



**100% neutralization**  
of direct and energy emissions of 2021

Purchase of **Carbon Credits** + **Renewable Energy Certificates**  
IREC



+ **Governance Structure for Sustainability**  
Executive and Statutory Committee

+ **GRI Standard Report**



**Golden Stamp**  
Inventory GEE 2021  
**GHG Protocol**



Voluntary  
Commitments



Adhering to the Goals of  
Sustainable  
Development  
UN Since 2013



Pacto Global  
Rede Brasil

Signatory to the  
Global Compact of  
United Nations  
Since 2013



**CDP**  
DRIVING SUSTAINABLE ECONOMIES



Programa Brasileiro  
GHG Protocol



# Investment and Innovation

**R\$100.5 million**  
Invested in digital transformation  
and IT infrastructure

Hiring of  
**+218**  
IT Professionals

Continuous  
improvement in the  
customer experience  
on Digital

Develop projects and  
transform business,  
keeping the focus on  
**Client**



**Smart  
Virtual  
Assistant**



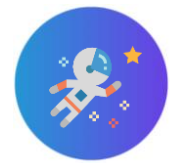
**Bah** is in the air since February.

**+ de 1.200**  
Customer  
services

**80%**  
Solving Index



**30**  
Startups



**60**  
Entrepreneurs



**57**  
Advisors



**8**  
Events

**Constant improvement**





## **Business Strategy**



# Strategy

## Purpose

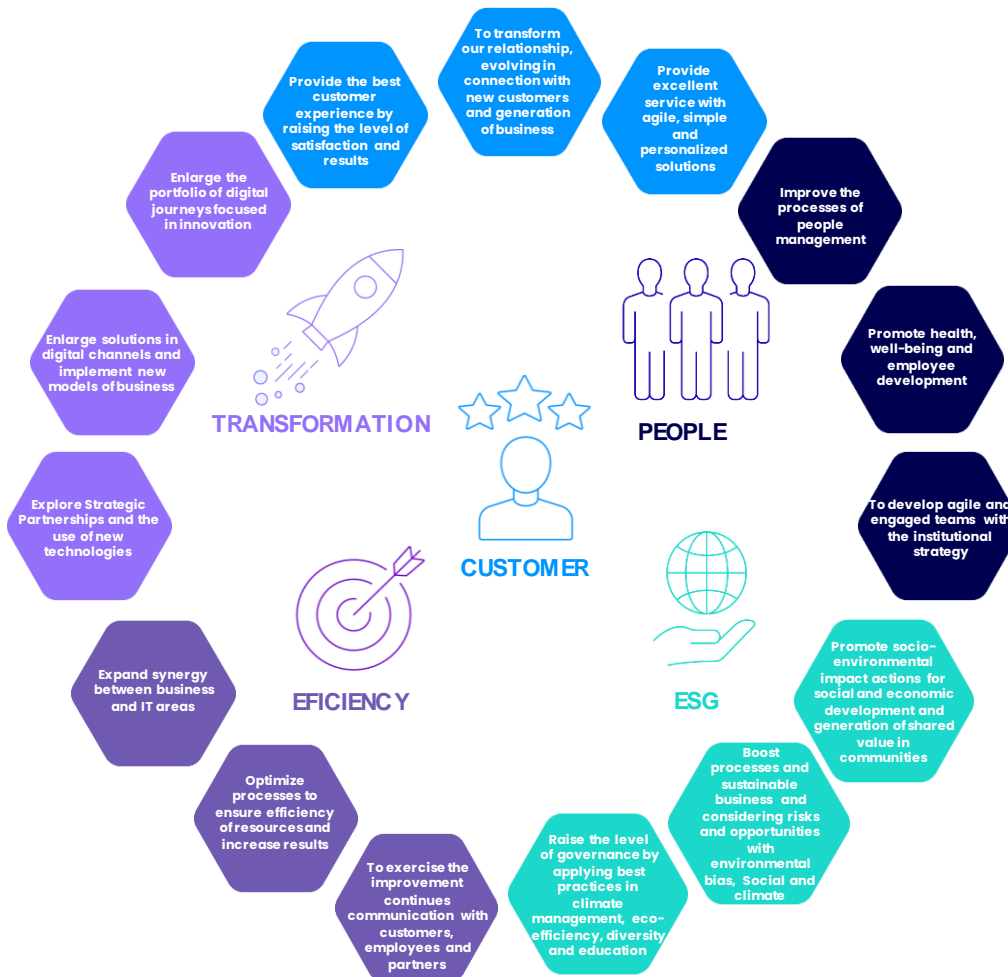
Promote the economic and social development of Rio Grande do Sul by being the financial agent and transformer of the life of people

## Vision

To be a solid, profitable and competitive public bank, connected to communities and offering solutions with excellence

## Values

Transparency, ethics, commitment, integration and effectiveness



# Complete range of Products and Services...



Personal Loans



Payroll Loans



Working Capital



Real Estate



Credit Cards and Banricompras



Rural Loans



Exchange



Time Deposits and Savings



Investment Platform



Consortium



Insurance, Pension Plan and Savings Bonds



Acquiring

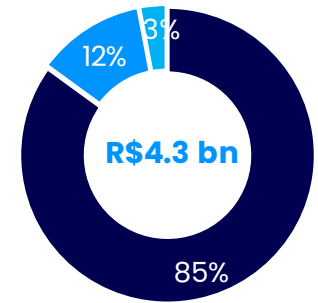


Prepayment of Receivables



Long Term Credit and Leasing

Revenue Breakdown<sup>2</sup>



- Financial Intermediation
- Services and Fees
- Other Revenues

## ... available on scalable digital platform...

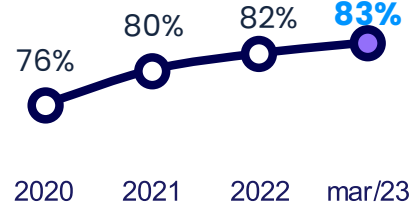
Digital Users (In million)



Daily Accesses (In million)



Digital Transactions (% of Total Transactions)



### ... serving customers how, where and when they want

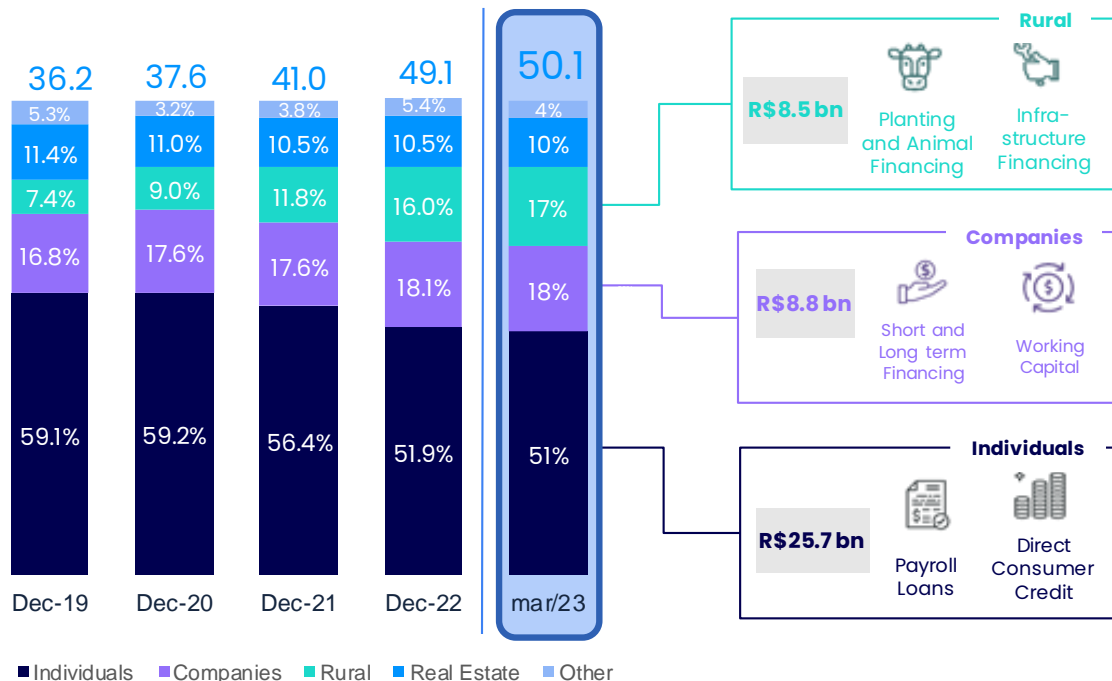
<sup>1</sup> No 1T23.



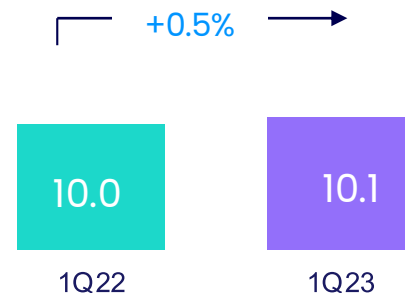


# B. A diversified and fast-growing loan portfolio...

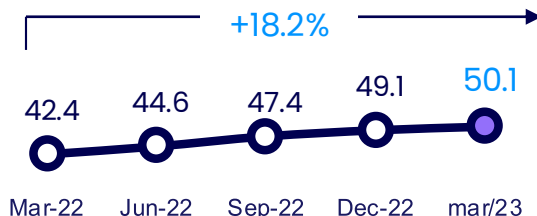
Credit Portfolio Breakdown  
(In R\$ billion)



Total Credit Origination  
(In R\$ billion)

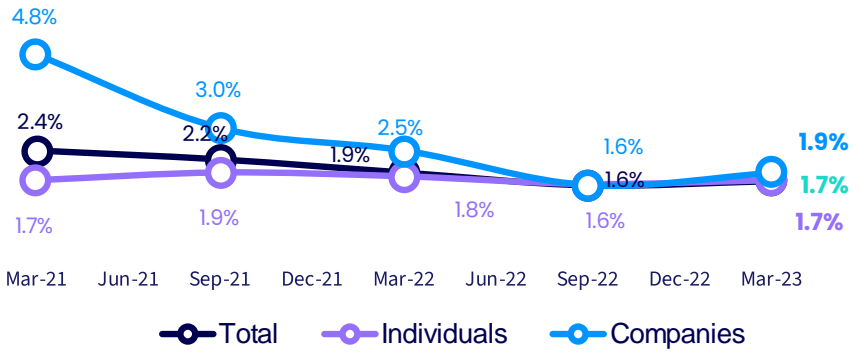


Accelerated portfolio growth  
(In R\$ billion)

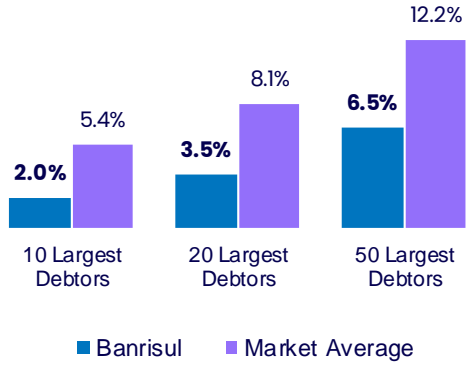


# ...with favorable asset quality dynamics

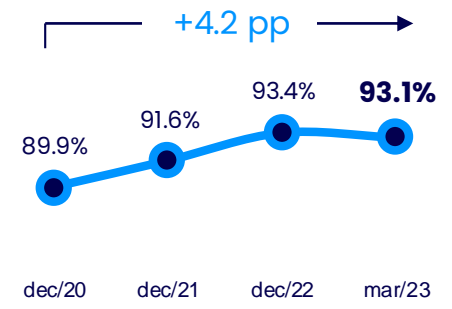
NPL > 90 days  
(Em %)



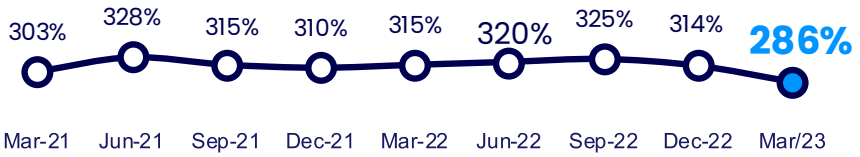
Portfolio Concentration<sup>1</sup>



Loan Portfolio at Normal Risk  
(AA - C Ratings)



Coverage Ratio > 90 days  
(Em %)



Asset quality indicators at **historic lows** with better performance compared to **RS and BR**

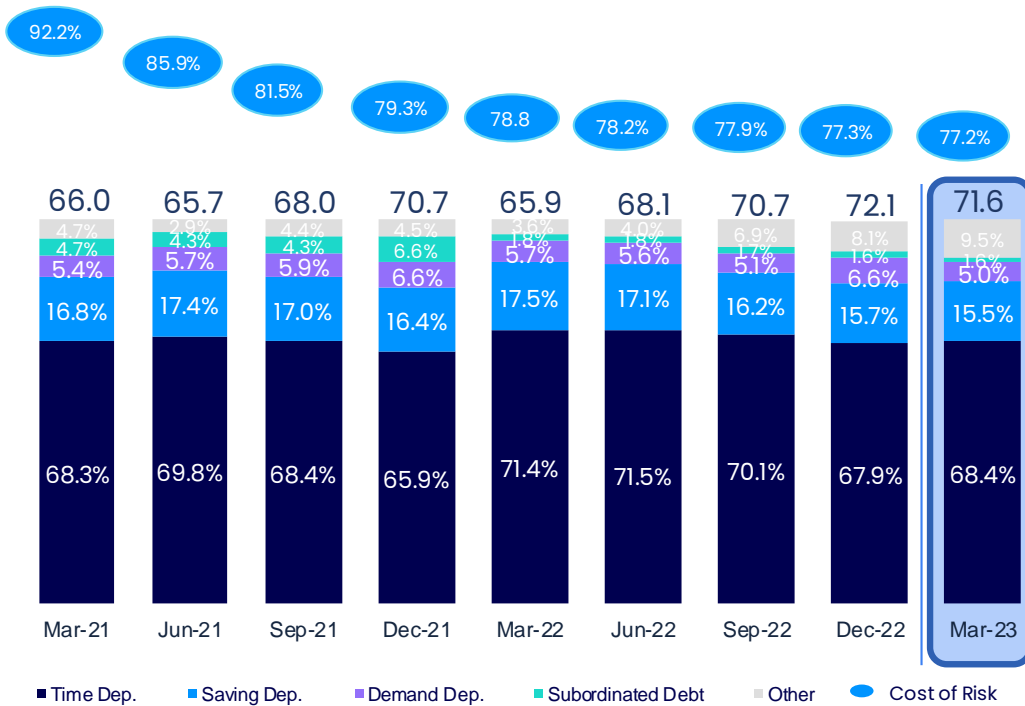
<sup>1</sup> Market Average corresponds to the average of the concentrations of the four largest banks listed on B3, weighted by loan portfolio. Banrisul data for Mar/23 and Market Average for Dec/22.



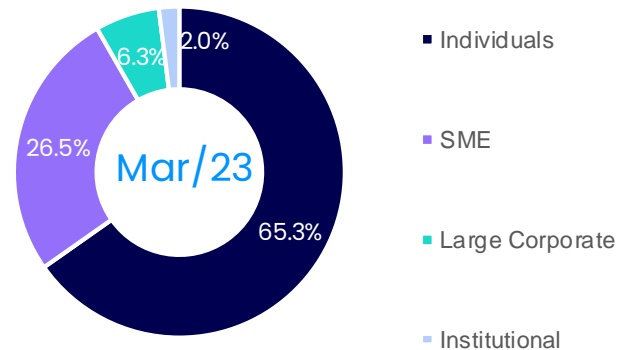
# C. Stable and pulverized funding base

## Total deposits and funding costs

Funding breakdown (%/R\$ bn) and cost of funding (% of Selic Rate)



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



<sup>1</sup> Considers Time Deposits and proceeds from Bank Notes, Mortgage Notes and agribusiness letters of credit.



## D. Strong Capital structure to expand credit

Basel Ratio  
(In %)



Solid capital structure with comfortable levels of liquidity to expand loan book

### Dividend Policy

Maintain **Total Capital Ratio +400 bps** above minimum capital requirement levels in Brazil.

Current Requirement Level: **10.5%**

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



# Profitability



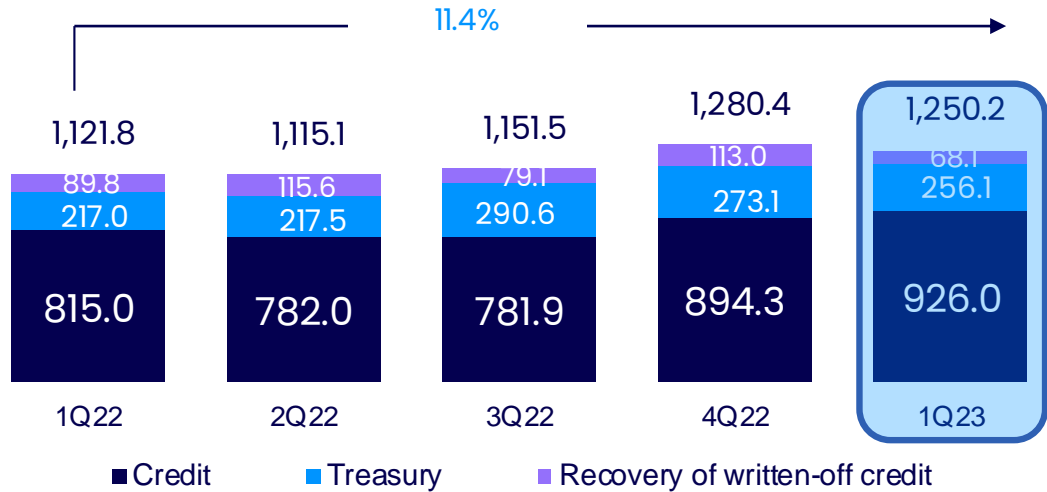
<sup>1</sup> Net Income / Average Shareholders' Equity. The indicator for the year is obtained by multiplying the division quotient by the number of periods.

<sup>2</sup> (Div. and IoC of the last 12 months/number of total shares) / Closing price in the last day of the year.



# Net Interest Income

R\$ Million



Net Interest Income  
in  
**growth  
process**

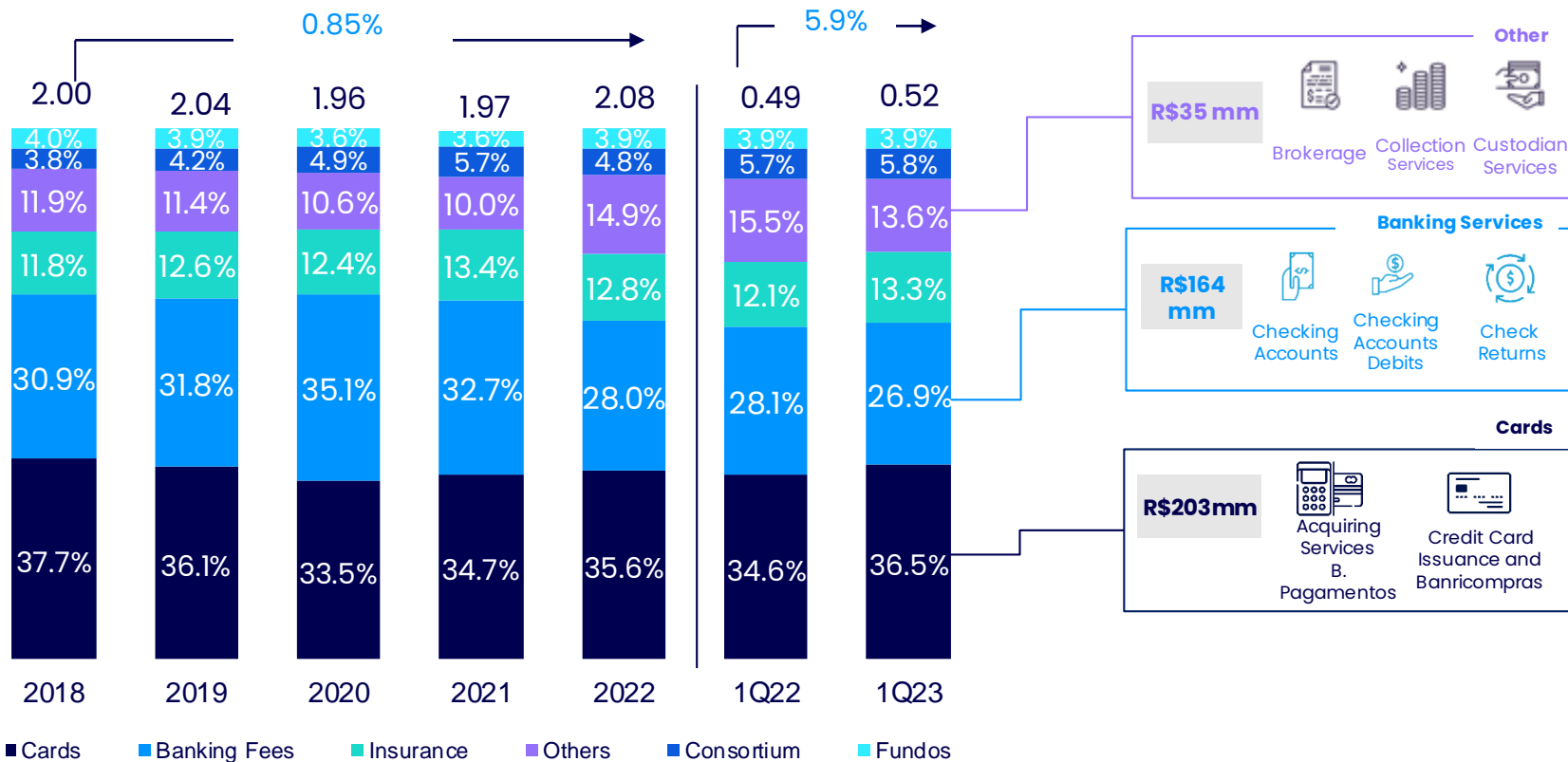
## Net Interest Income Change



# Fee Income

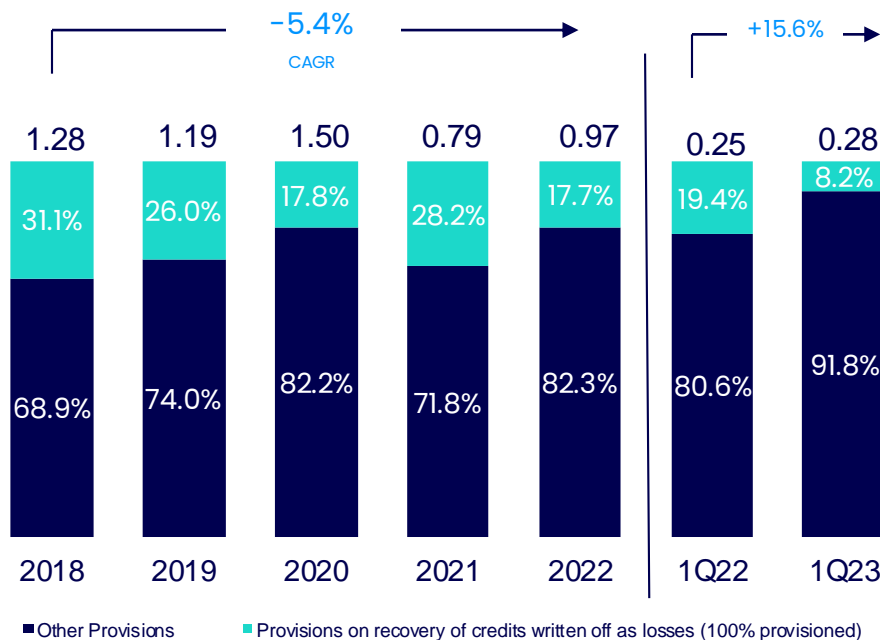
## Income Fee Breakdown

(In R\$ Billion)

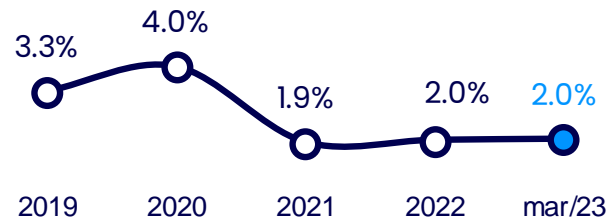


# Loan Loss Provisions and Cost of Risk

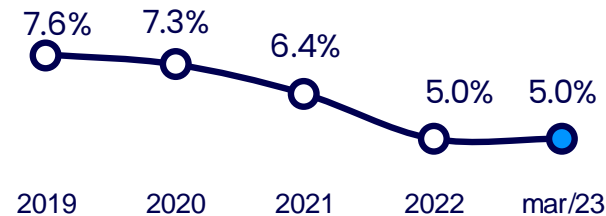
Provisions Expenses for Expected Loan Losses  
(In R\$ billion)



Cost of Risk  
(12m Provision Expenses / Loan Portfolio)



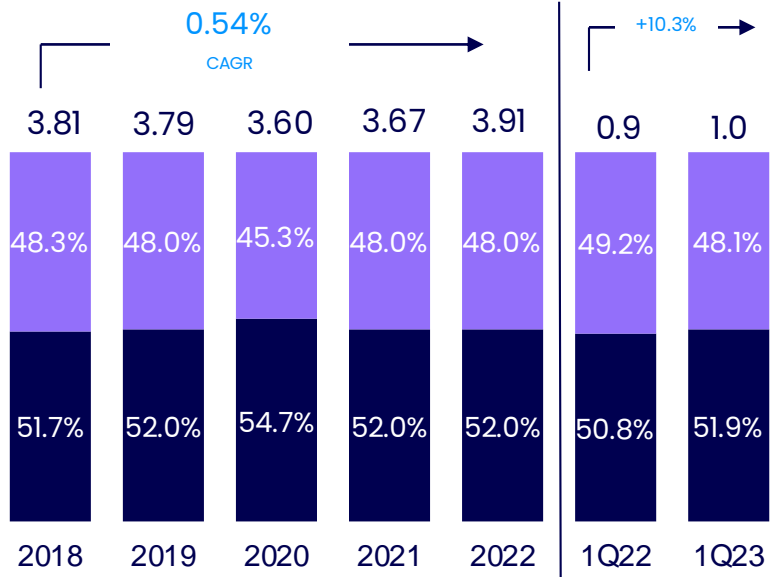
Provisioning Index  
(Total Provisions / Loan Portfolio)





# Efficiency

## Adjusted Administrative Expenses (In R\$ Billion)



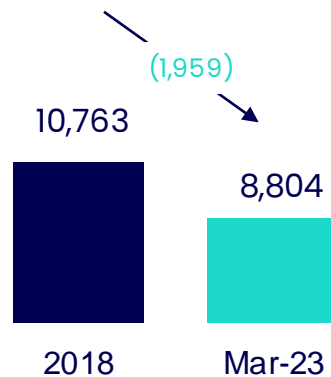
■ Personnel Expenses ■ Other Adjusted Administrative Expenses

## Salary Agreement (22/23)

**8% Salaries**

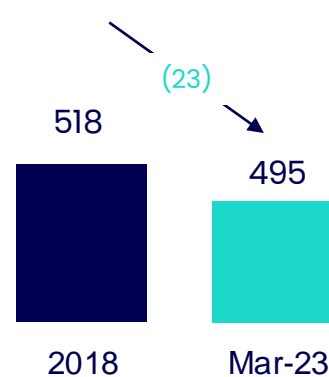
**10% Benefits**

## Headcount Number of employees



Dismissal Voluntary Plans

## Branches



Branches Restructuring Program

<sup>1</sup> Accumulated inflation in the last 3m, in Mar/2023.





3

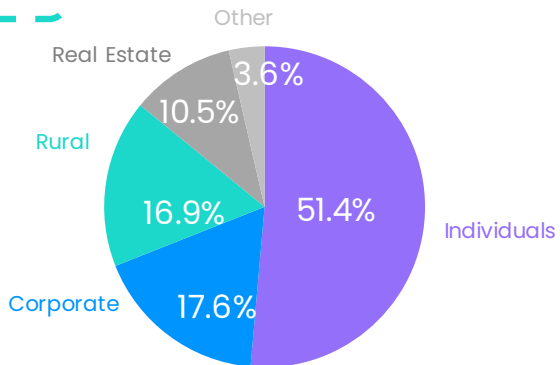
## Appendix



# Credit Portfolio<sup>1</sup>

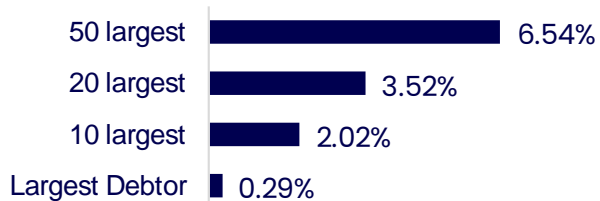
Credit Portfolio  
(As % of total loan book)

Mar/23  
R\$50.1bn



## Loan Concentration

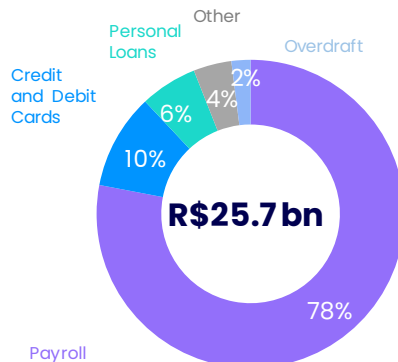
(As % of total loan book)



## Individuals

R\$ Million

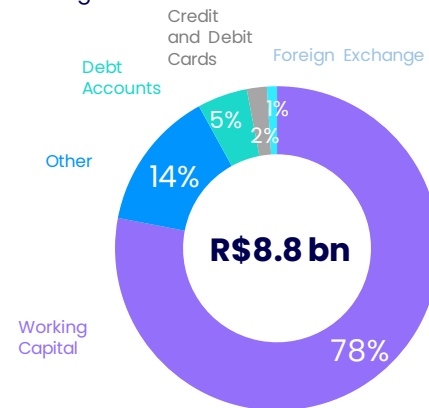
	Balance	y/y	q/q
Payroll	20,102.8	6.5%	0.1%
Credit and Debit Cards	2,666.5	15.2%	-1.0%
Personal Loans	1,502.2	36.6%	14.0%
Other	952.8	-1.4%	-2.5%
Overdraft	510.4	15.2%	16.6%



## Corporate

R\$ Million

	Balance	y/y	q/q
Working Capital	6,911.5	21.0%	-1.3%
Other	1,243.8	2.6%	-3.2%
Debt Accounts	413.9	18.4%	25.3%
Credit and Debit Cards	170.1	14.0%	0.6%
Foreign Exchange	94.1	-23.6%	-14.8%



<sup>1</sup> As of March, 2023.



# Payroll Loans

## Our Strategy



Business Initiatives  
Super Payroll Loan



New Agreements  
States and Municipalities

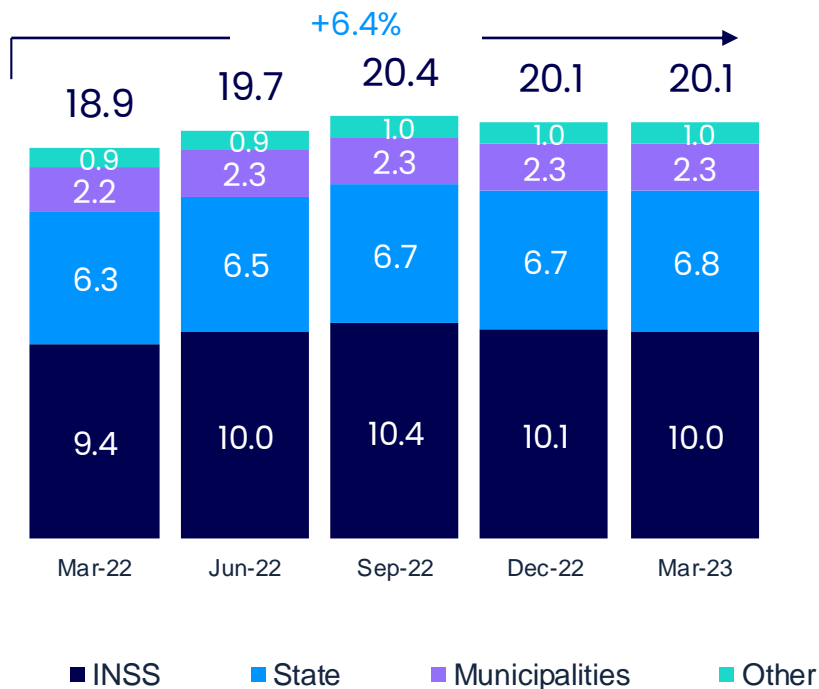


100% Digital Granting



Expand portfolio  
through Correspondents  
Channels

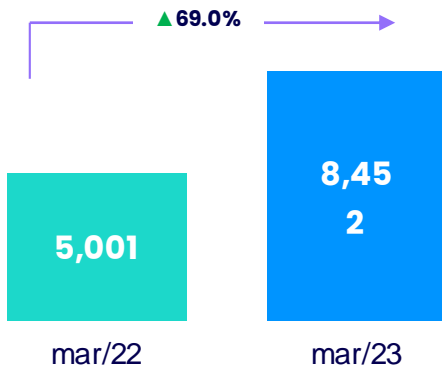
Payroll Loan Portfolio  
(In R\$ Billion)



# Rural Credit

## Rural Loan Portfolio

R\$ Million

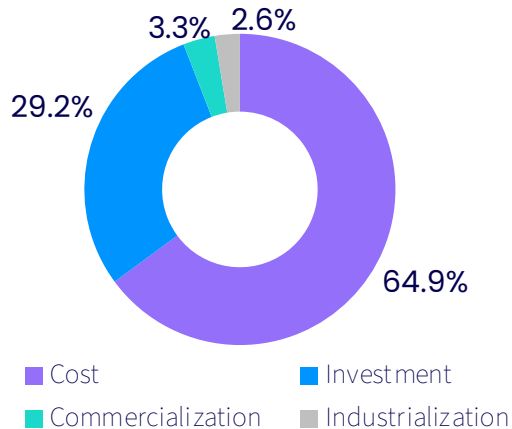


## Asset Quality

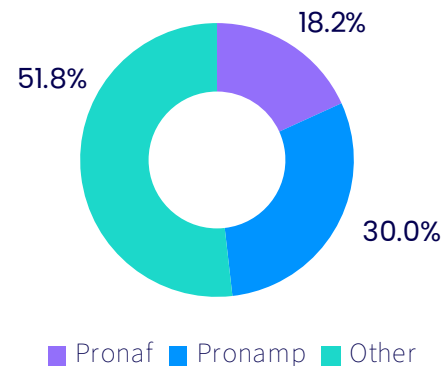
**0.51%**

NPL > 90d  
Mar/23

## By Type of Financing



## By Farmer Category



## Crop Plan 2022/2023



**Goal**  
**R\$ 7 billion**  
In credit



# Guidance

	<b>2023 Projected</b>
Total Loan Portfolio	10% to 15%
Commercial Loans – Individuals	7% to 12%
Commercial Loans – Companies	10% to 15%
Rural Loans	24% to 29%
Expense with Provisions for Loans/Loans	1.5% to 2.5%
<b>Funding<sup>1</sup></b>	8% to 12%
Financial Margin (NII) <sup>2</sup>	19% to 23%
<b>Administrative Expenses<sup>3</sup></b>	6% to 10%
<b>ROAE</b>	11% to 15%

<sup>1</sup> Financial Margin Variation

<sup>2</sup> Funding: Deposits (excluding Interbank Deposits) + Funds from bank notes and similar, except subordinate notes.

<sup>3</sup> Administrative Expenses excluding fee commissions on banking correspondents.



# Institutional Presentation 1Q23

Visit our website

[banrisul.com](https://banrisul.com)

INVESTOR RELATIONS

