



# Investor Presentation

August 2024











# Strategy and Business Segments



## History in Brazil



 Arab Banking Corporation and local management acquire Roberto Marinho Group's shares



• The bank's name changes to Banco ABC Brasil S.A.

 Revamp of Investment Banking operations, with **Debt Capital Markets** (DCM) and Mergers & Acquisitions (M&A)

• Beginning of operations of the **Energy Trading Company** 

 Launch of ABC Link – distribution of financial services through banking correspondents

Beginning of operations of the **Credit Recovery** 

• Brand reformulation



ABCLINK

1989

1997

2007

2013

2019

2020

2021

2022

2023

2024



 Arab Banking Corporation and Roberto Marinho Group jointly initiate Banco ABC Roma S.A.





 Launching of the Middle client segment

• Started to operate in Project Finance and **Equity Capital Markets** (ECM)



 Launching proprietary insurance brokerage

 Reorganization of the Investment Banking area

#### ABC Brasil Investment Case



Shareholders' Remmuneration

- Profitable franchise
- Attractive dividend yield
- History of consistent and growing dividend payments

Reinvestment to support existing operations

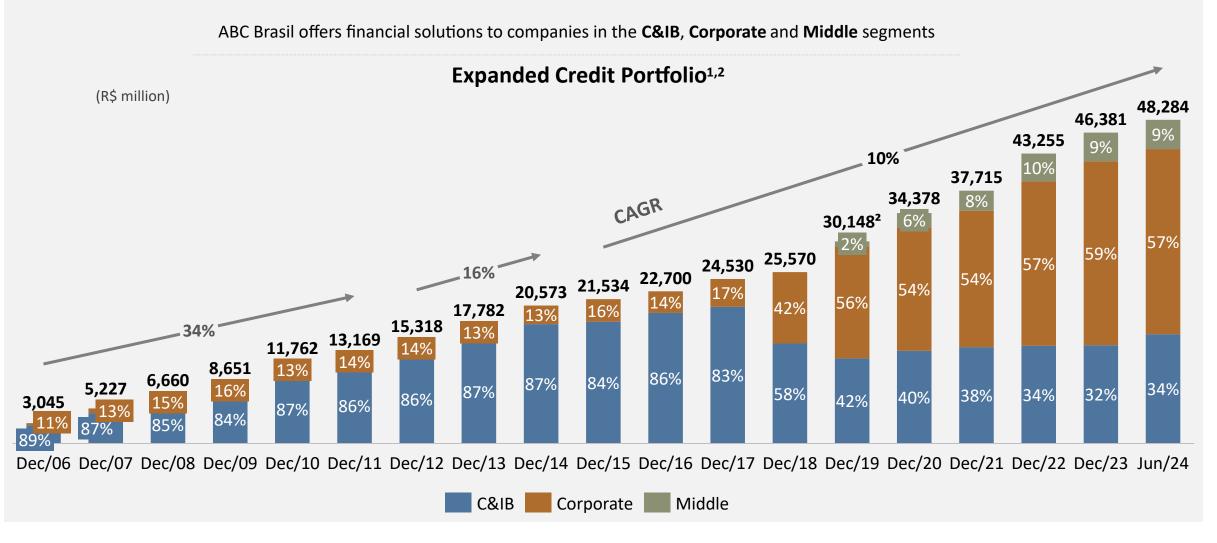
- Earnings power to sustain credit portfolio growth
- Reduction in Client Acquisition Cost (CAC) and Cost to Serve (CTS)
- Build scalability

Investment in new initiatives to accelerate growth

- Expansion in initiatives with "right-to-win"
- Diversify revenue streams
- Unlock "hidden values"
- Capture optionalities

## Focus on Companies





#### Notes:

<sup>1</sup> Includes Loans, Guarantees Issued and Corporate Securities portfolios

<sup>2</sup> New client segmentation starting in January 2021. For comparison purposes, 2019 figures are also presented with the same breakdown

## Growth Strategy



#### Clients

- Scale number of clients and transaction volume, through a segmented offer
- Serve all our clients' stakeholders (suppliers, employees and clients)

#### **Products**

- Expand the product portfolio
- Reduce the dependency on specific business lines
- Leverage on the existing infrastructure, diluting the cost to acquire and serve clients

#### Channels

- Develop new distribution channels
- Use third party channels to distribute our services and products
- Distribute third-party services and products through our channels

Risk Exposure Dilution

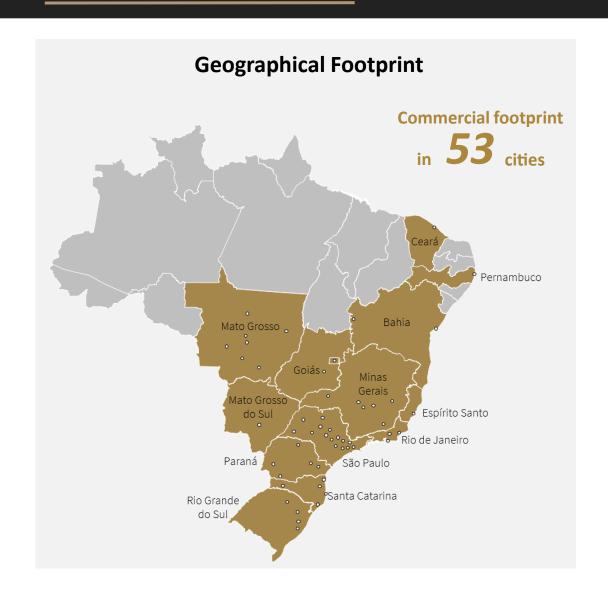
**Capture Synergies** among Operations

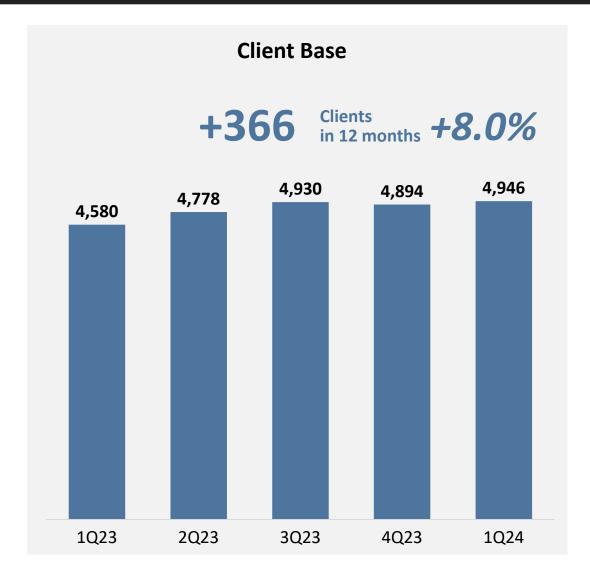
**Expand Structural ROAE** 

**Lower Volatility Over the Cycles** 

## ABC Brasil Expansion







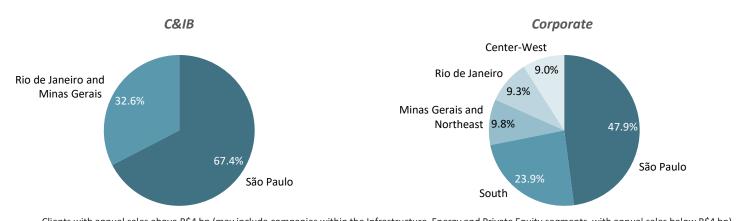
## Segments Highlights

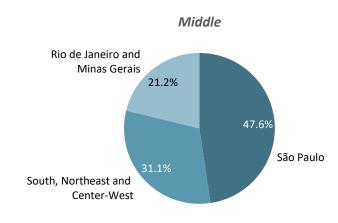


	C&IB <sup>1</sup>			С	orpora	te <sup>2</sup>	Middle <sup>3</sup>		
	Jun/23 I	Mar/24	Jun/24	Jun/23	Mar/24	Jun/24	Jun/23	Mar/24	Jun/24
Corporate Clients	337	373	374	1,856	1,974	1,993	2,387	2,547	2,579
Average Ticket (R\$ million)	85.1	74.3	78.8	19.1	17.5	17.2	2.4	2.2	2.2
Average Term (days)	323	285	351	386	368	383	298	326	342

# **Total** Jun/24 4,946 +8% Chg. 12M

#### **Geographical Breakdown of the Expanded Credit Portfolio per Segment**





Notes: 1 C&IB:

Clients with annual sales above R\$4 bn (may include companies within the Infrastructure, Energy and Private Equity segments, with annual sales below R\$4 bn).

Clients with annual sales between R\$300 mm and R\$4 bn. 2 Corporate:

3 Middle: Clients with annual sales between R\$30 mm and R\$300 mm.

## Expanded Credit Portfolio



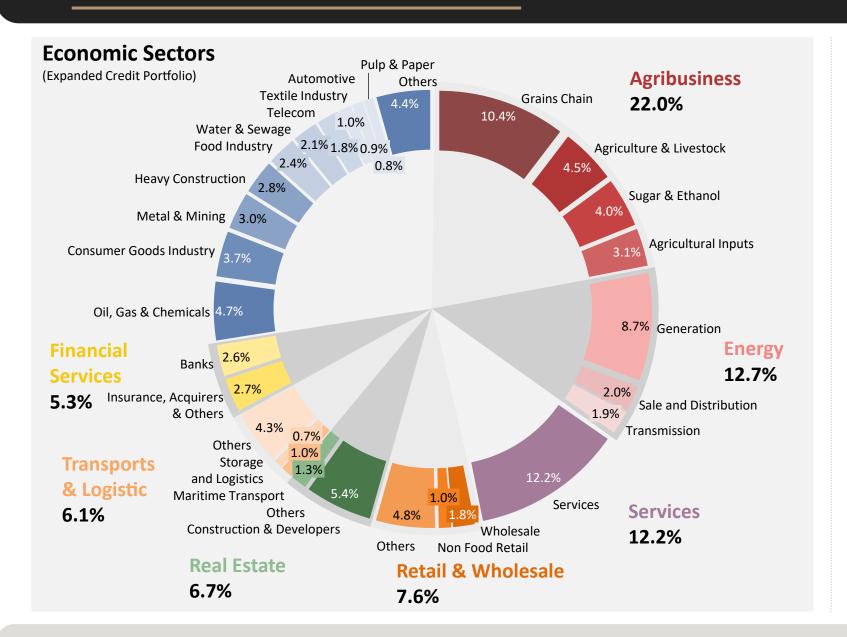
Expanded Credit Portfolio (R\$ million)	Jun/24	% Total	Mar/24	% Total	Chg 3M	Jun/23	% Total	Chg 12M
Loans	23,235	100%	23,434	100%	-0.9%	23,493	100%	-1.1%
C&IB	4,506	19.4%	4,219	18.0%	6.8%	3,423	14.6%	31.6%
Corporate	14,829	63.8%	15,299	65.3%	-3.1%	16,213	69.0%	-8.5%
Middle	3,900	16.8%	3,916	16.7%	-0.4%	3,857	16.4%	1.1%
Corporate Securities	13,215	100%	11,093	100%	19.1%	7,930	100%	66.7%
C&IB	3,934	29.8%	3,452	31.1%	14.0%	2,191	27.6%	79.5%
Corporate	8,852	67.0%	7,330	66.1%	20.8%	5,671	71.5%	56.1%
Middle	428	3.2%	312	2.8%	37.2%	67	0.8%	539.6%
"Cash" Portfolio <sup>1</sup>	36,449	100%	34,528	100%	5.6%	31,423	100%	16.0%
C&IB	8,440	23.2%	7,671	22.2%	10.0%	5,615	17.9%	50.3%
Corporate	23,681	65.0%	22,629	65.5%	4.7%	21,884	69.6%	8.2%
Middle	4,328	11.9%	4,228	12.2%	2.4%	3,924	12.5%	10.3%
Guarantees Issued	11,835	100%	11,452	100%	3.3%	11,903	100%	-0.6%
C&IB	7,865	66.5%	7,886	68.9%	-0.3%	8,407	70.6%	-6.4%
Corporate	3,946	33.3%	3,523	30.8%	12.0%	3,456	29.0%	14.2%
Middle	24	0.2%	44	0.4%	-45.2%	39	0.3%	-39.0%
Expanded Credit Portfolio	48,284	100%	45,980	100%	5.0%	43,326	100%	11.4%
C&IB	16,305	33.8%	15,556	33.8%	4.8%	14,022	32.4%	16.3%
Corporate	27,627	57.2%	26,151	56.9%	5.6%	25,340	58.5%	9.0%
Middle	4,352	9.0%	4,272	9.3%	1.9%	3,964	9.1%	9.8%

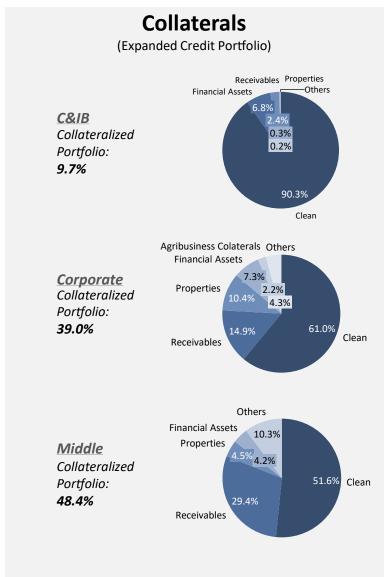
#### Note:

<sup>1</sup> Includes Loans and Corporate Securities portfolios.

#### **Economic Sectors & Collaterals**



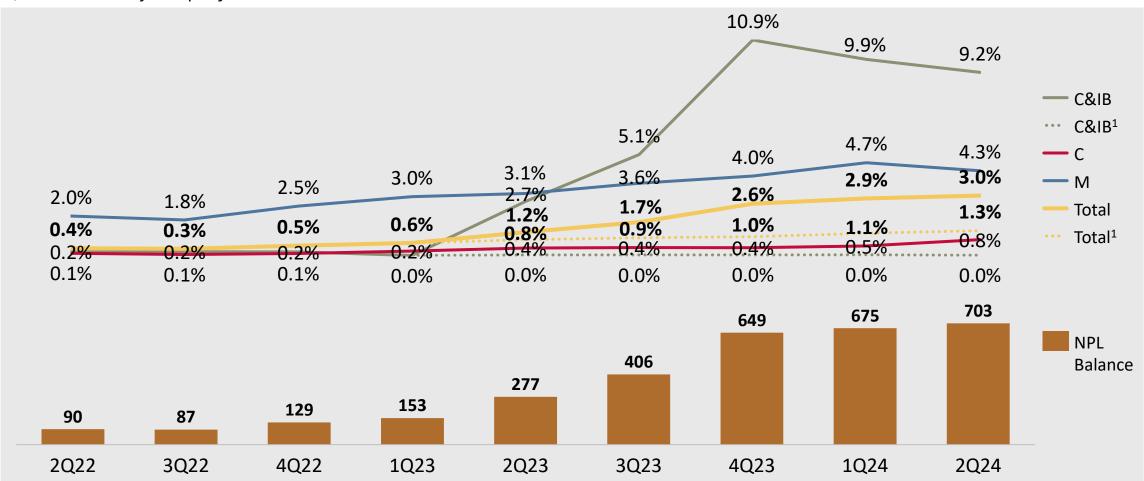






#### Loans Overdue for More Than 90 Days (includes falling due and overdue installments)

R\$ million and % of loan portfolio



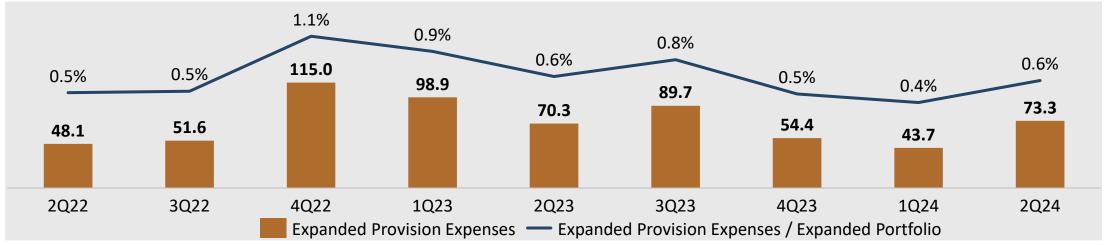
#### Note:

<sup>1</sup> Excluding the effect of an isolated case in the C&IB segment, currently under Chapter 11.



#### **Expanded Provision Expenses**

R\$ million and % of the Expanded Portfolio (annualized)

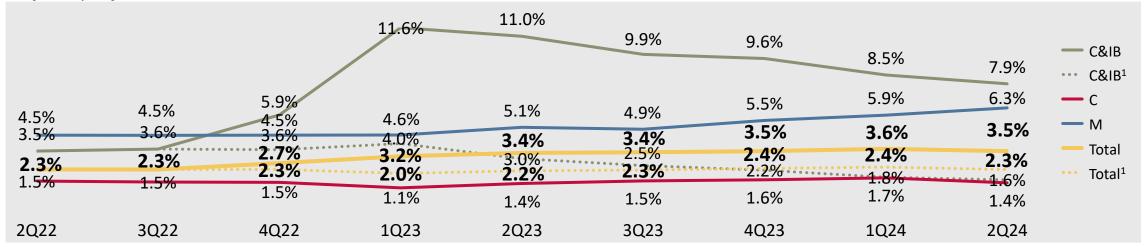


Provision Expenses (R\$ million)	2Q24	1Q24	2Q24x1Q24	2Q23	2Q24x2Q23	1H24	1H23	1H24x1H23
Loan Loss Provision (LLP) <sup>1</sup>	(20.0)	(43.0)	-53.5%	(68.9)	-70.9%	(63.1)	(173.6)	-63.7%
Provision for the Devaluation of Securities (PDS)	(54.3)	(4.2)	1186.8%	(12.5)	335.6%	(58.5)	(14.9)	293.5%
Credit Recoveries	2.3	6.6	-64.6%	10.6	-77.9%	8.9	12.9	-31.0%
Provision Expenses	(71.9)	(40.7)	76.9%	(70.8)	1.7%	(112.6)	(175.5)	-35.8%
Provision for Guarantees Issued (PGI)	(0.3)	(2.2)	-84.1%	1.3	-126.6%	(2.5)	7.7	-132.5%
Provision for Assets not for Own Use (BNDU)	(1.0)	(0.9)	14.9%	(0.9)	19.8%	(1.9)	(1.5)	28.8%
Expanded Provision Expenses	(73.3)	(43.7)	67.6%	(70.3)	4.3%	(117.0)	(169.3)	-30.8%
Expanded Credit Portfolio	48,284.3	45,979.9	5.0%	43,325.9	11.4%	48,284.3	43,325.9	11.4%
Expanded Provision / Expanded Portfolio (Annualized)	0.6%	0.4%	23 bps	0.6%	(4) bps	0.5%	0.8%	(30) bps



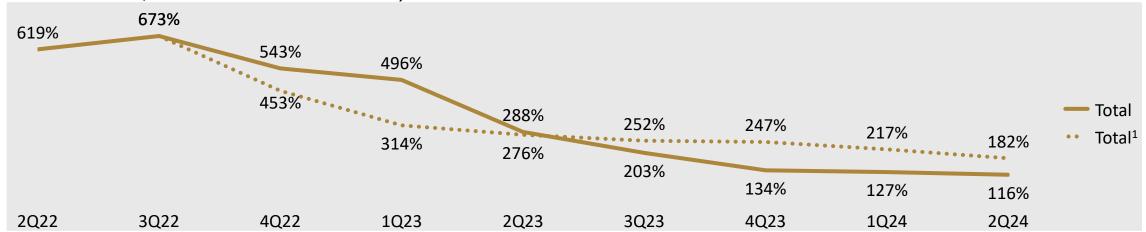
#### **Loans Loss Reserve**

% of loan portfolio



#### **Coverage Ratio** (loan portfolio)

Loan Loss Reserve/Loans Overdue More Than 90 Days

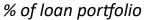


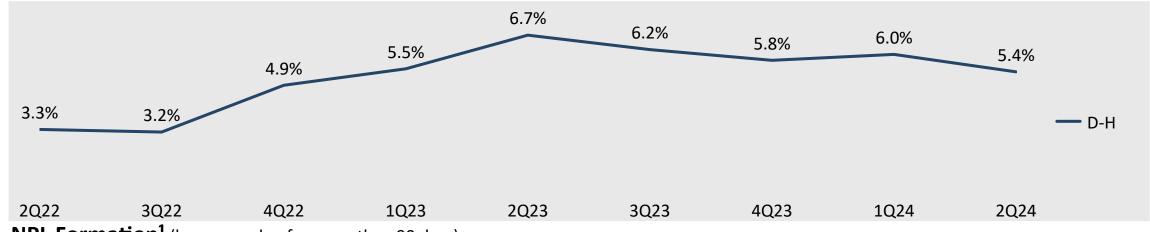
Note:

<sup>1</sup> Excluding the effect of an isolated case in the C&IB segment, currently under Chapter 11.



#### Loans Rated D-H (Brazilian Central Bank Resolution No. 2682)

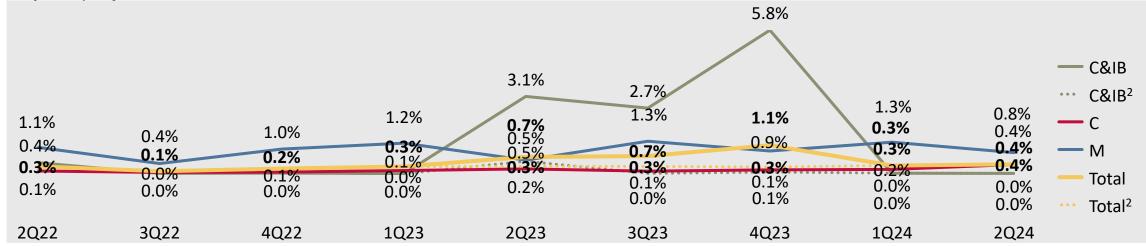




#### **NPL Formation**<sup>1</sup> (loans overdue for more than 90 days)

% of loan portfolio

Notes:



<sup>1</sup> Defined as the loan portfolio that becomes overdue for more than 90 days during the quarter, added to write-offs.

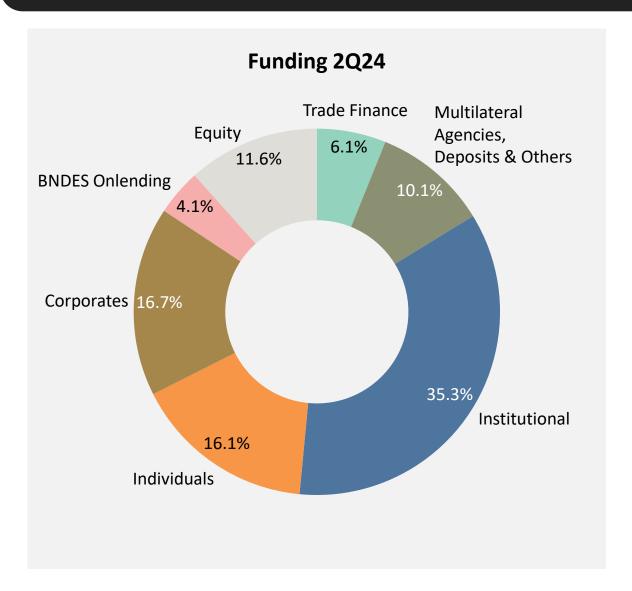
<sup>2</sup> Excluding the effect an isolated case in the C&IB segment, currently under Chapter 11.

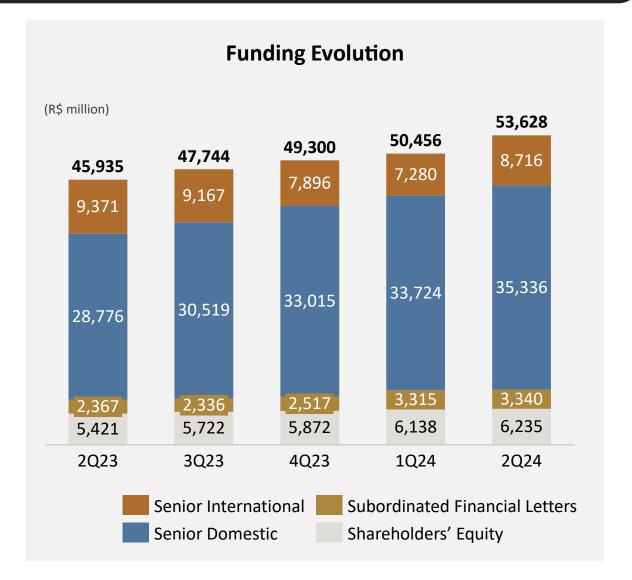
# Funding and Capital Base



## Funding







## Funding & Ratings



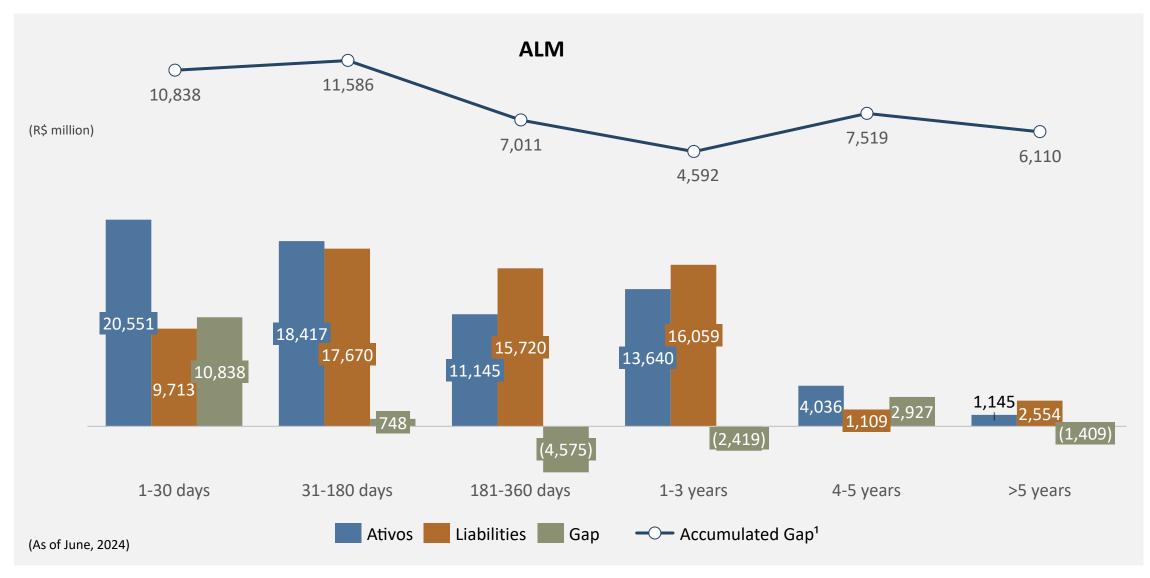
Funding (R\$ million)	Jun/24	% of Total	Mar/24	% of Total	Jun/23	% of Total
Demand Deposits	551	1.0%	378	0.7%	353	0.8%
Time Deposits	10,675	19.9%	9,373	18.6%	7,386	16.1%
LCA, LCI & COE <sup>1</sup>	5,010	9.3%	5,000	9.9%	7,319	15.9%
Financial Bills	16,577	30.9%	16,284	32.3%	11,418	24.9%
Subordinated Local Notes (Letras Financeiras)	2,286	4.3%	2,293	4.5%	1,822	4.0%
Interbank Deposits	337	0.6%	583	1.2%	323	0.7%
Borrowing and Onlending Obligations Abroad	8,716	16.3%	7,280	14.4%	9,371	20.4%
Borrowing and Onlending Obligations	2,185	4.1%	2,107	4.2%	1,977	4.3%
Perpetual Sub. Financial Notes	1,054	2.0%	1,022	2.0%	546	1.2%
Subtotal (Funding with Third Parties)	47,393	88.4%	44,318	87.8%	40,514	88.2%
Shareholders' Equity	6,235	11.6%	6,138	12.2%	5,421	11.8%
Total	53,628	100.0%	50,456	100.0%	45,935	100.0%

<sup>&</sup>lt;sup>1</sup> LCA: Agriculture Credit Bills / LCI: Real State Credit Bills / COE: Structured Transactions Certificate

	AR(BRAS		
<u>Ratings</u>	Local G	ilobal	Sovereign
S&P Global	brAAA	ВВ	ВВ
FitchRatings	AAA(bra)	ВВ	ВВ
Moody's	AAA.Br	Ba2	Ba2

## Assets & Liabilities by Maturity



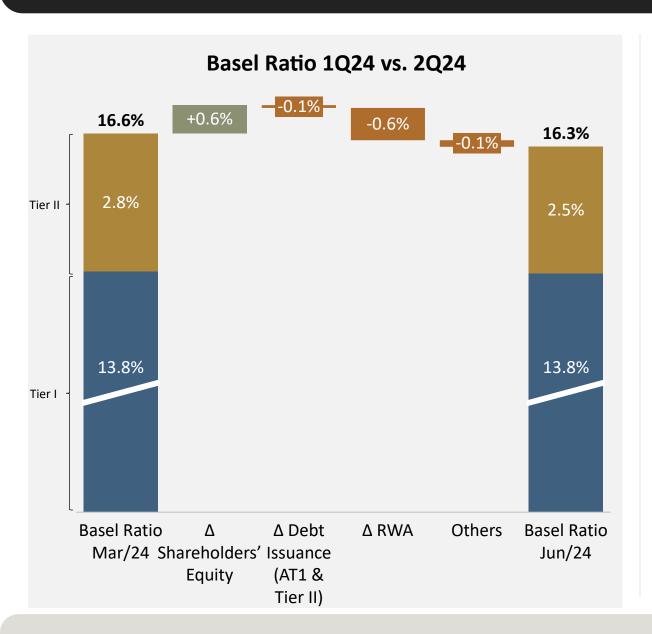


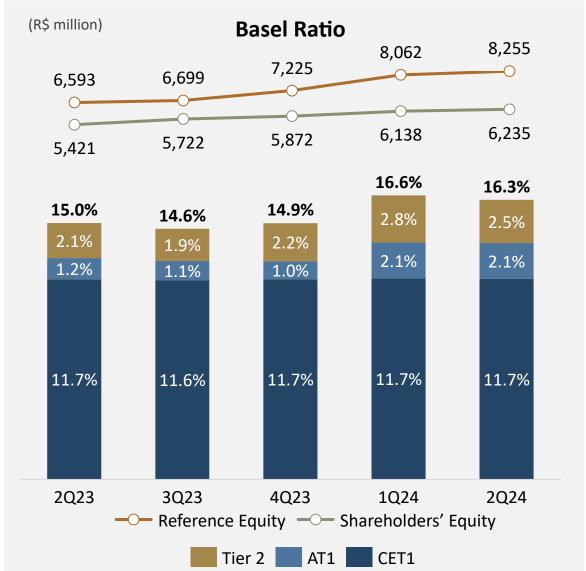
Note:

<sup>1</sup> Assuming Federal Government Securities liquid within 1-30 days, based on market prices, as they can be converted into cash through repurchase agreements or sold in the secondary market.

#### Basel Ratio & Shareholders' Equity





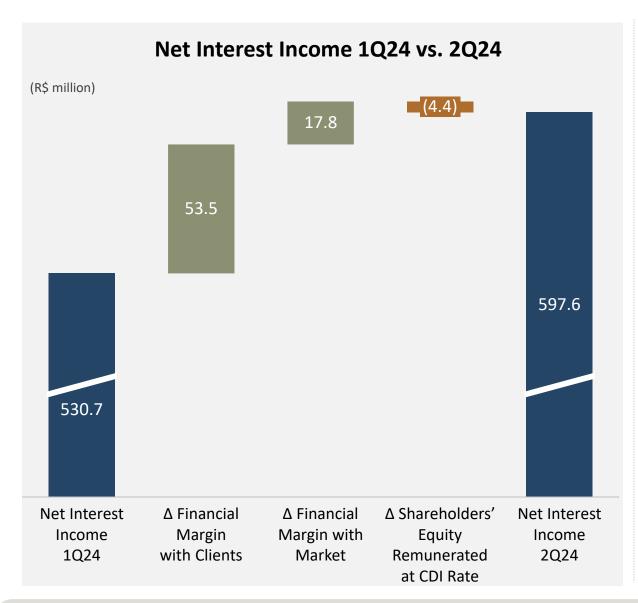


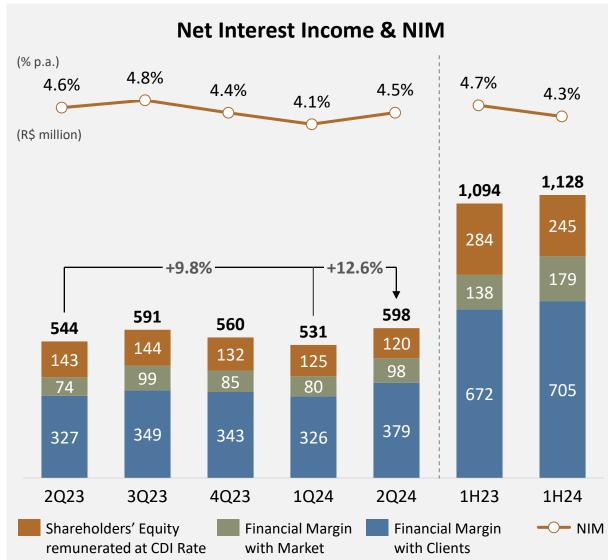
# Financial Highlights



#### Net Interest Income

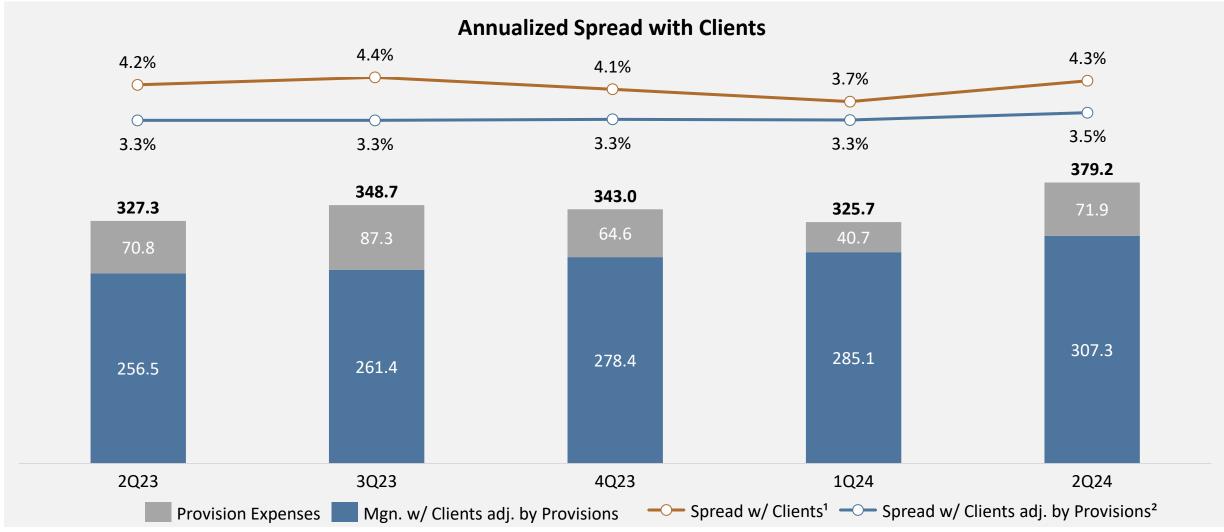






## Margin and Spread with Clients



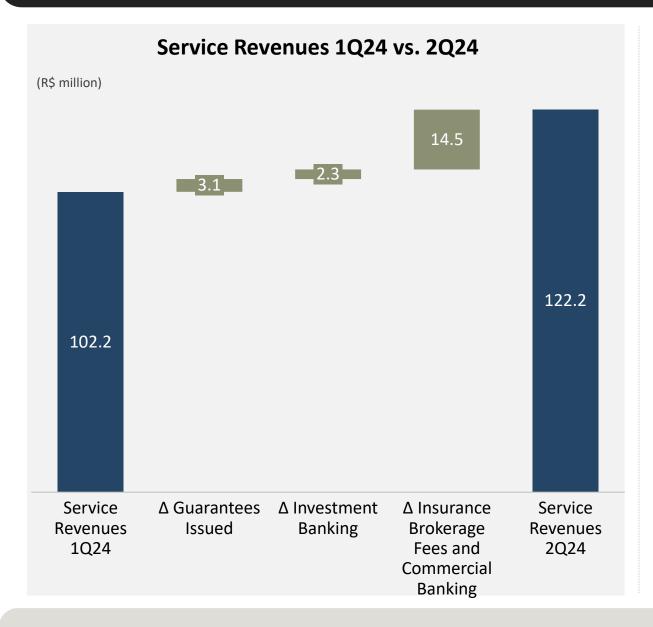


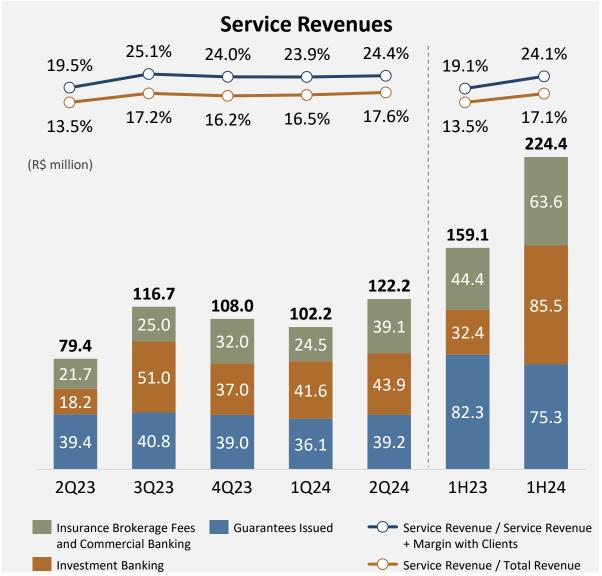
#### Notes:

- 1 Spread with Clients is calculated as Financial Margin with Clients divided by the average Loans and Corporate Securities Portfolio.
- 2 Spread with Clients adjusted by Provisions includes Loan Loss Provision (LLP), Provision for the Devaluation of Securities (PDS), and Credit Recoveries.

#### Service Revenues

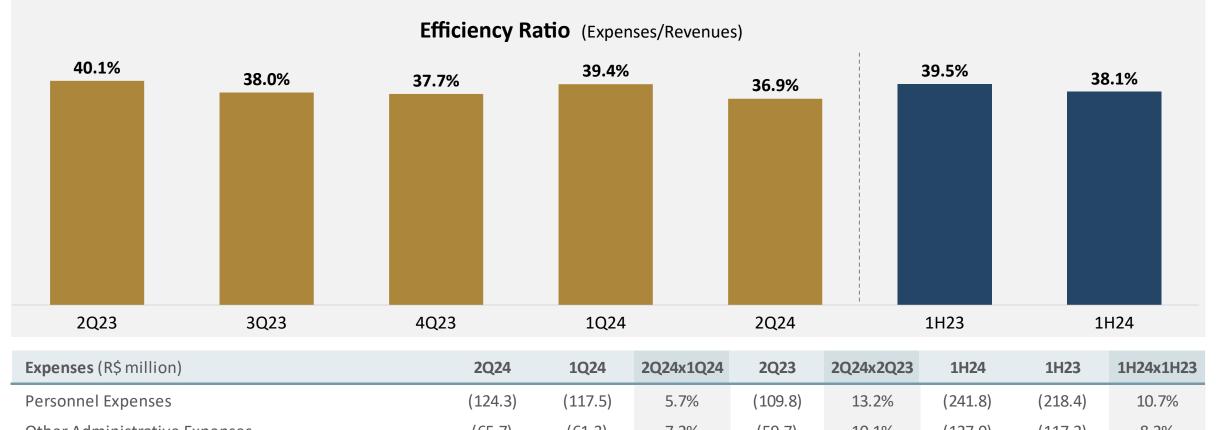






## Expenses and Efficiency Ratio

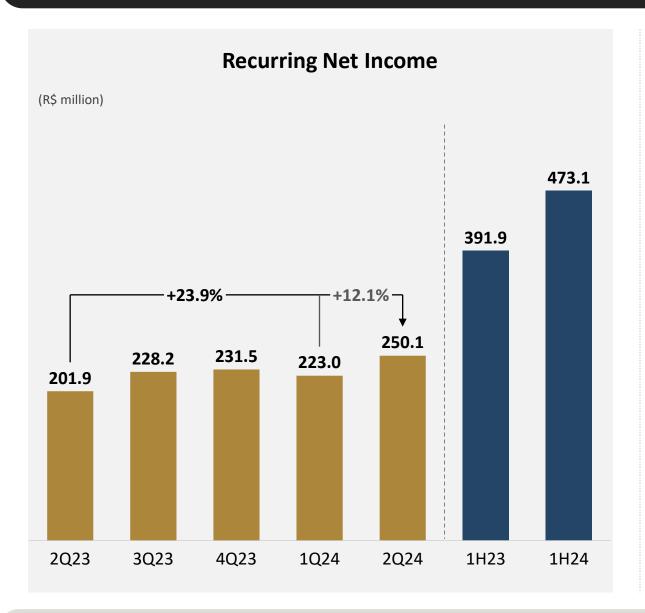


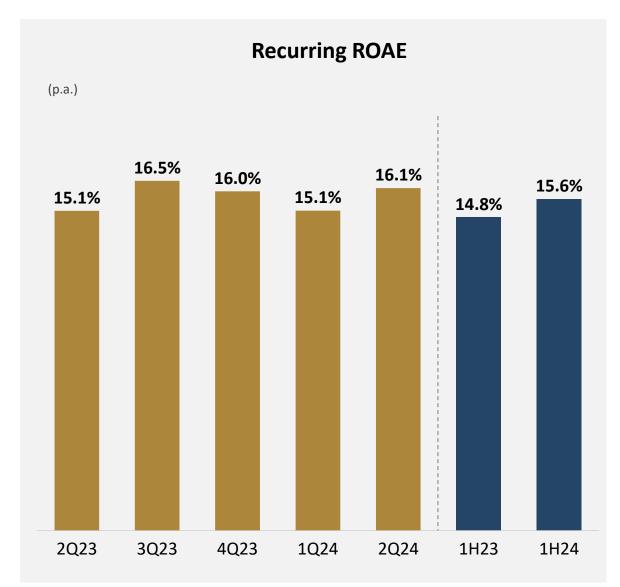


Personnel Expenses	(124.3)	(117.5)	5.7%	(109.8)	13.2%	(241.8)	(218.4)	10.7%
Other Administrative Expenses	(65.7)	(61.3)	7.2%	(59.7)	10.1%	(127.0)	(117.2)	8.3%
Subtotal	(190.0)	(178.8)	6.2%	(169.4)	12.1%	(368.8)	(335.6)	9.9%
Profit Sharing	(66.5)	(64.8)	2.6%	(66.2)	0.6%	(131.4)	(129.6)	1.4%
Total	(256.5)	(243.7)	5.3%	(235.6)	8.9%	(500.2)	(465.2)	7.5%
Employees	1,294	1,276	1.4%	1,235	4.8%	1,294	1,235	4.8%

## Profitability





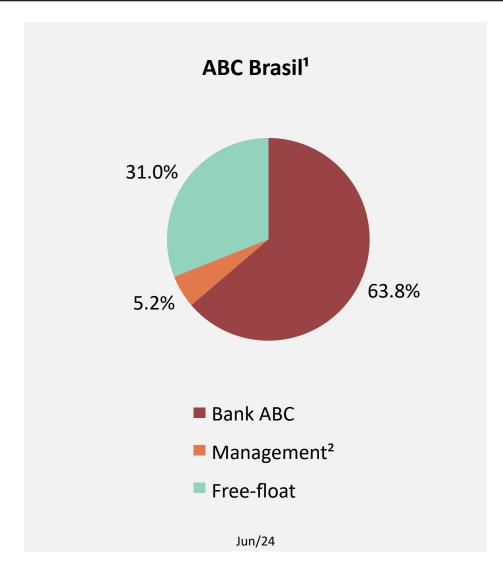


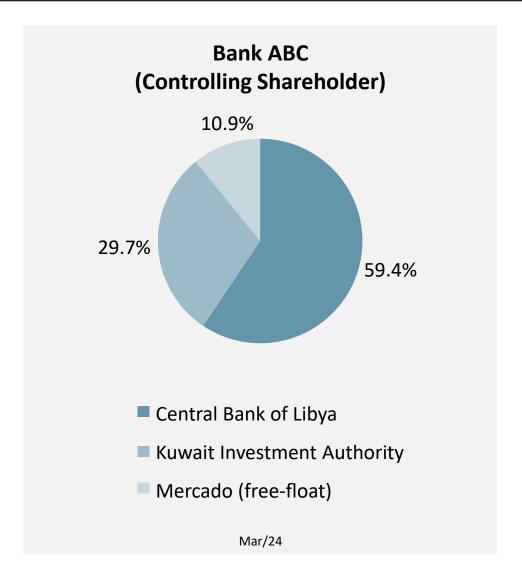
# Ownership and Organizational Breakdown



## Ownership Structure





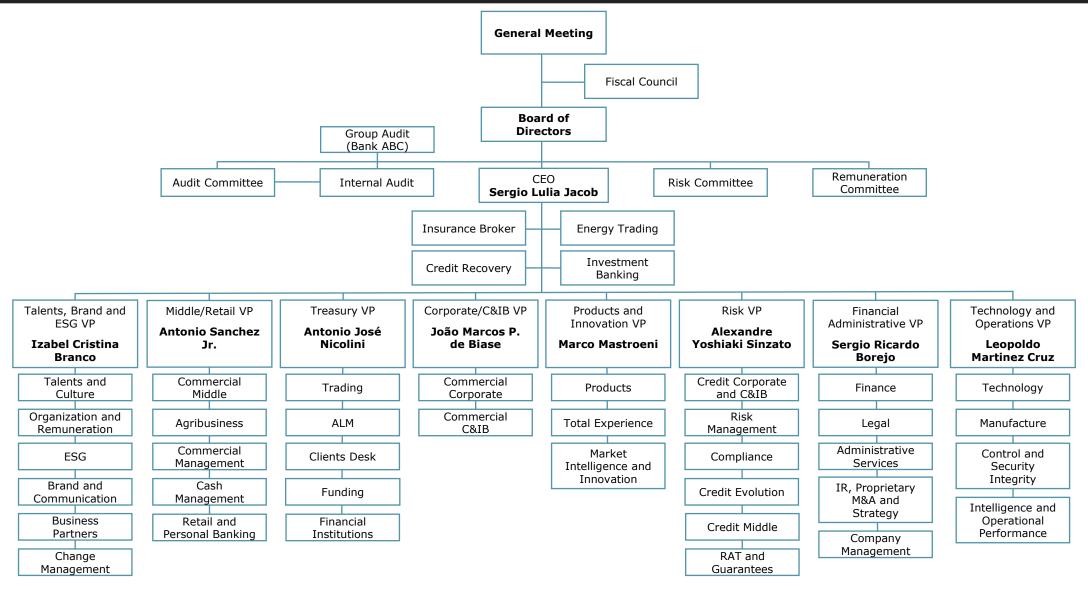


#### Notes:

- 1 Ex-Treasury
- 2 Management includes Company Executives, members of the Board and related persons to Banco ABC Brasil and affiliates companies.

#### Corporate Structure





(Aug/24)

#### Corporate Governance





# Listed at B3 since 2007

- ~30% free float;
- Active research coverage by sell-side analysts and credit rating agencies, with full disclosure.



#### Local management *Partnership*, supplemented by longterm alignment

- Senior management with approximately 5,2%<sup>1</sup> of the total capital of ABC Brasil, through long term incentive plans;
- Employees with a relevant part of their remuneration linked to performance goals, and relevant portion paid in ABC Brasil's shares.



## Admitted at B3's Level 2 of Corporate Governance since IPO

- Minority shareholders with the right to appoint independent board members;
- All related-party transactions subject to CVM and B3 regulatory rules, including mandatory disclosure in the financial statements.

# Included in the following B3's indexes:

IBRAB3 SMLLB3

IDIVB3 IGCB3

ITAGB3 IGCTB3

Note:

1 As of June 30, 2024

#### ESG Highlights





- Release of the third ABC Brasil's **Sustainability Report**, relying on independent external assurance, providing transparency and accessibility;
- **ESG Committee**, reporting directly to the Board of Directors, and to the **ESG Commission**, with members of the Executive Board as sponsors;
- Mapping of the ESG maturity level of ABC Brasil's ESG suppliers.

#### **Awards**



Signatory Investor

• First-time assessment of **financed emissions**, that is, emissions resulting from financing activities.

**Climate Change** 

- Best ESG program, in the **Financials Banks Small Cap** segment from **Institutional Investor** in 2023;
- Social Impact Award recognition as one of the companies that most supported individual units of the Institute for Social Opportunity (IOS).

 Credit lines with multilateral agencies directly related to ESG issues;



Creating Markets, Creating Opportunities







- Approval of the first Sustainable Finance Framework (SFF), which presents the characteristics and guidelines for issuing Sustainable Bonds;
- Issuance of more than R\$350 million Social Financial Letters.

#### Contact



**Website:** www.abcbrasil.com.br | ri.abcbrasil.com.br

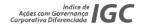
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