



# Investor Presentation

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February 2024



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Financeiro **IFNC**

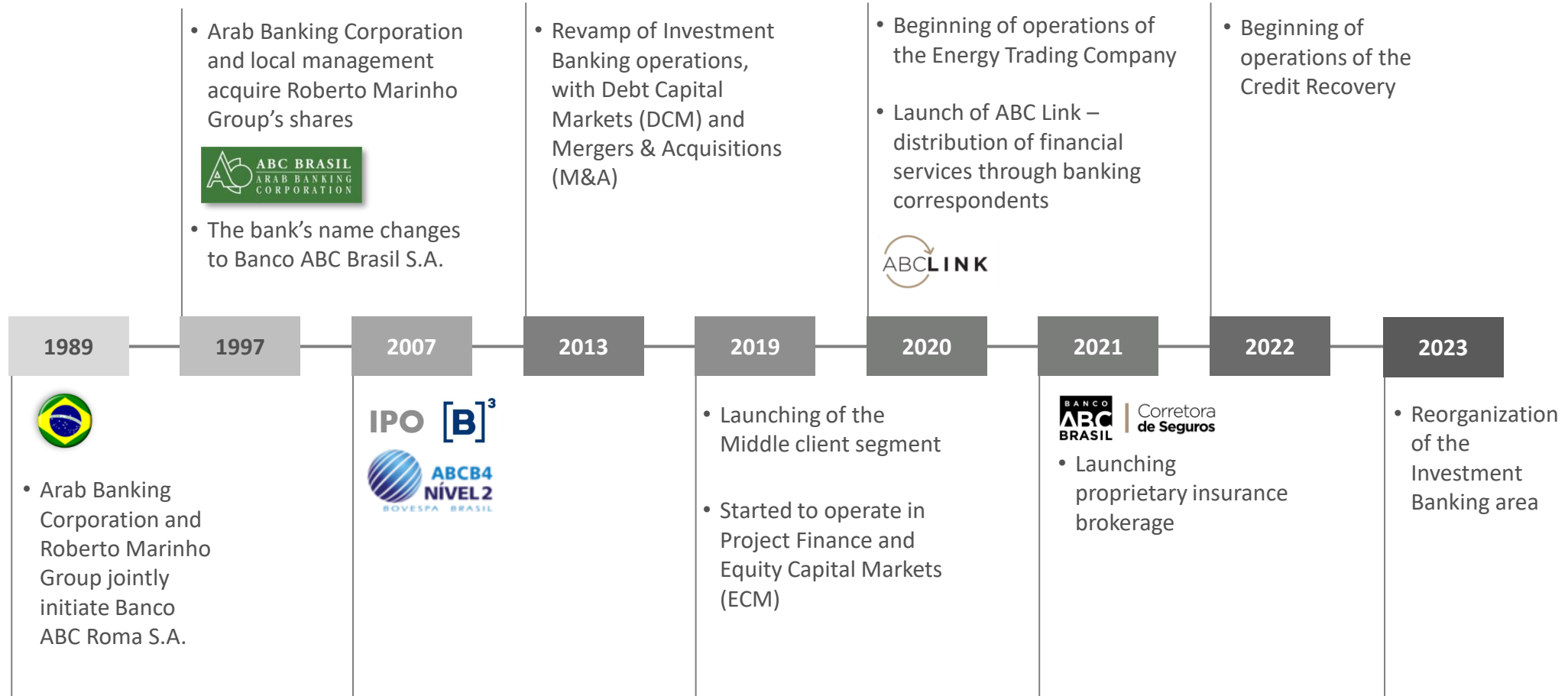
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**Strategy and Business Segments**  
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**Ownership and Organizational Breakdown**



## Shareholders' Remuneration

- 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

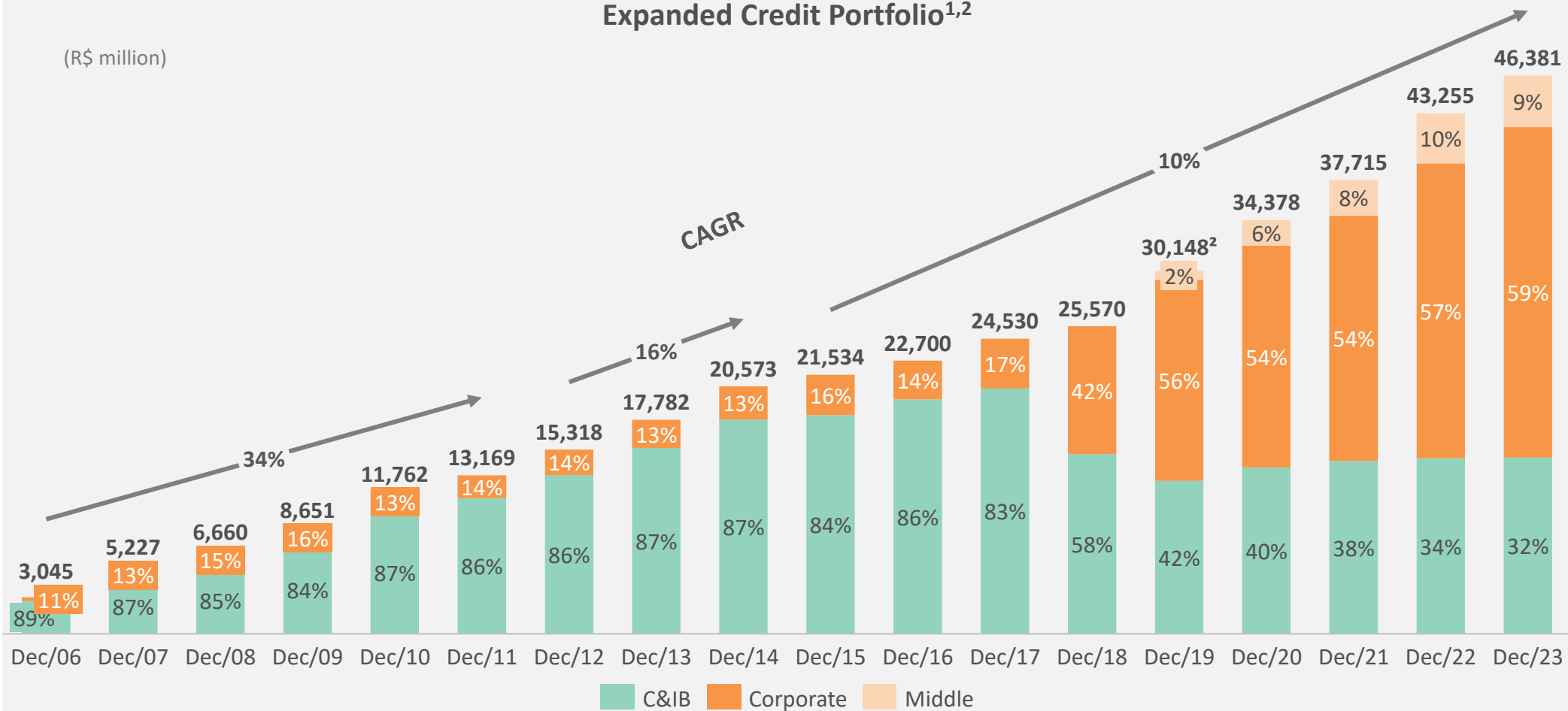
## Investment in new initiatives to accelerate growth

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

Banco ABC Brasil offers financial solutions to companies in the **C&IB**, **Corporate** and **Middle** segments

## Expanded Credit Portfolio<sup>1,2</sup>

(R\$ million)



Notes:

- 1 Includes Loans, Guarantees Issued and Corporate Securities portfolios
- 2 New client segmentation starting in January 2021. For comparison purposes, 2019 figures are also presented with the same breakdown

<b>Clients</b>	<ul style="list-style-type: none"><li>▪ Scale <u>number of clients</u> and <u>transaction volume</u>, through a segmented offer</li><li>▪ Serve all our clients' stakeholders (<u>suppliers</u>, <u>employees</u> and <u>clients</u>)</li></ul>
<b>Products</b>	<ul style="list-style-type: none"><li>▪ Expand the <u>product portfolio</u></li><li>▪ <u>Reduce the dependency</u> on specific business lines</li><li>▪ Leverage on the existing infrastructure, diluting the cost to <u>acquire</u> and <u>serve</u> clients</li></ul>
<b>Channels</b>	<ul style="list-style-type: none"><li>▪ Unlock value of the <u>distribution channels</u> through movements that add complementary capabilities</li><li>▪ Use <u>third party channels</u> to distribute our services and products</li><li>▪ Distribute third-party services and products through <u>our channels</u></li></ul>

**Risk Exposure Dilution**

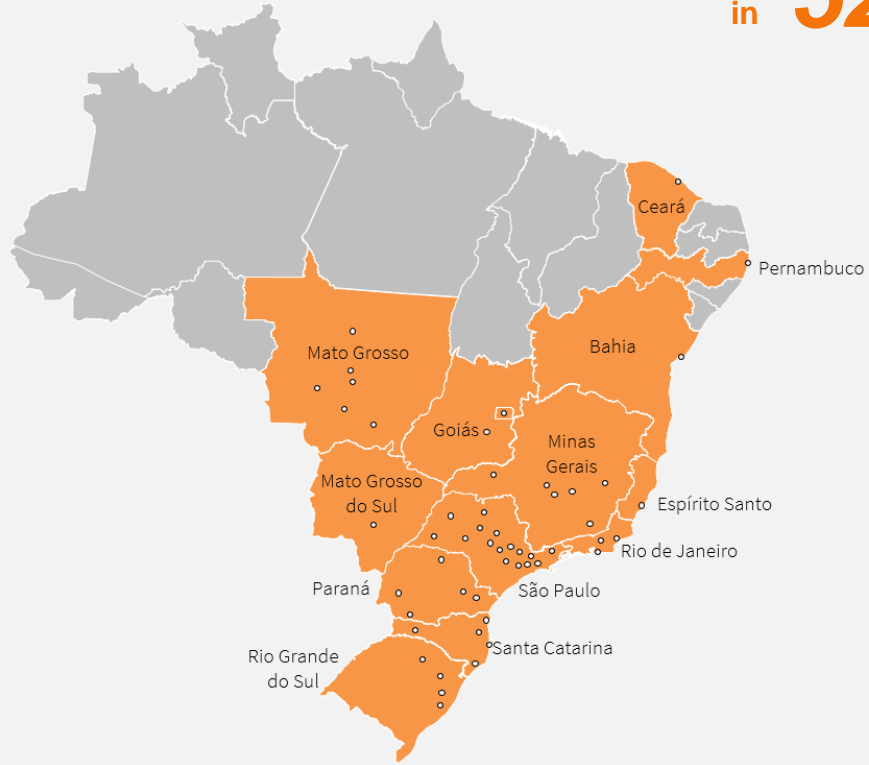
**Capture Synergies among Operations**

**Expand Structural ROAE**

**Lower Volatility Over the Cycles**

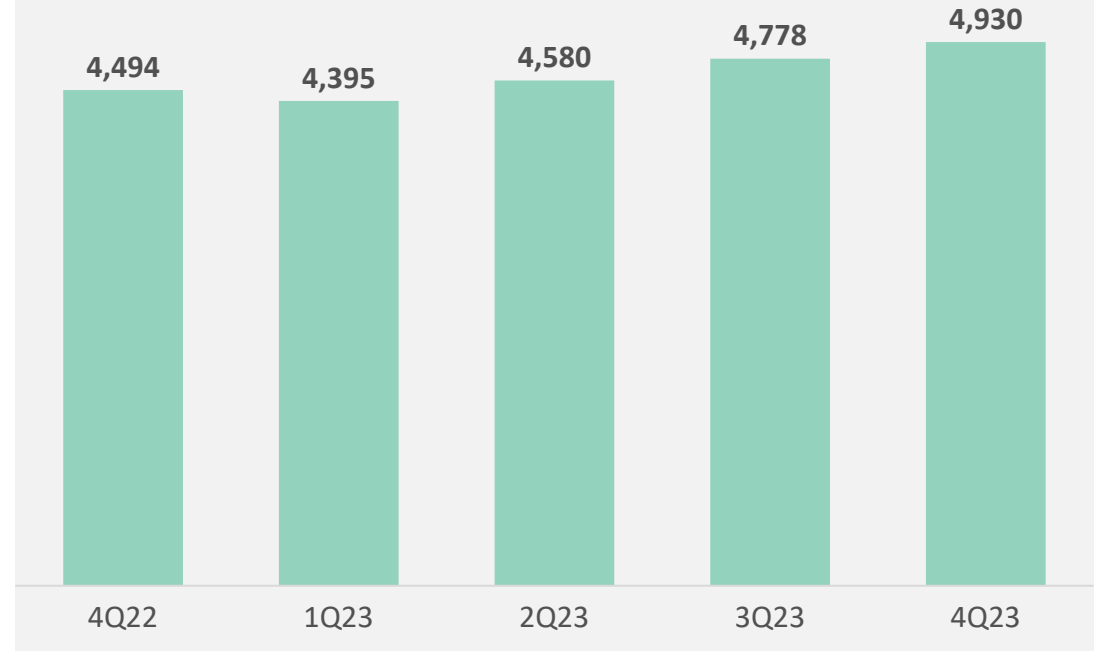
## Geographical Footprint

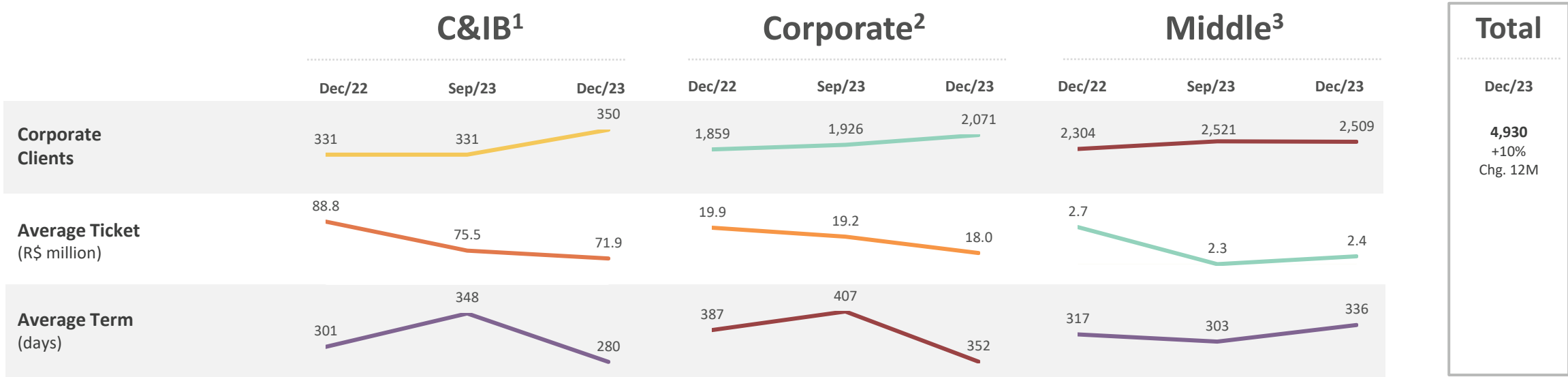
Geographical Footprint  
in **52** cities



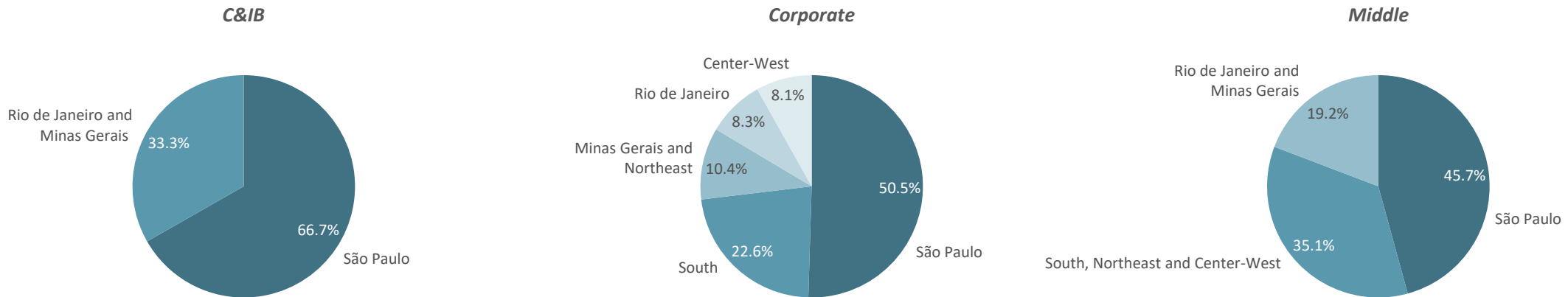
## Client Base

**+436** Clients  
in 12 months **+9.7%**





## 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).  
 2 **Corporate:** Clients with annual sales between R\$300 mm and R\$4 bn.  
 3 **Middle:** Clients with annual sales between R\$30 mm and R\$300 mm.



# Expanded Credit Portfolio

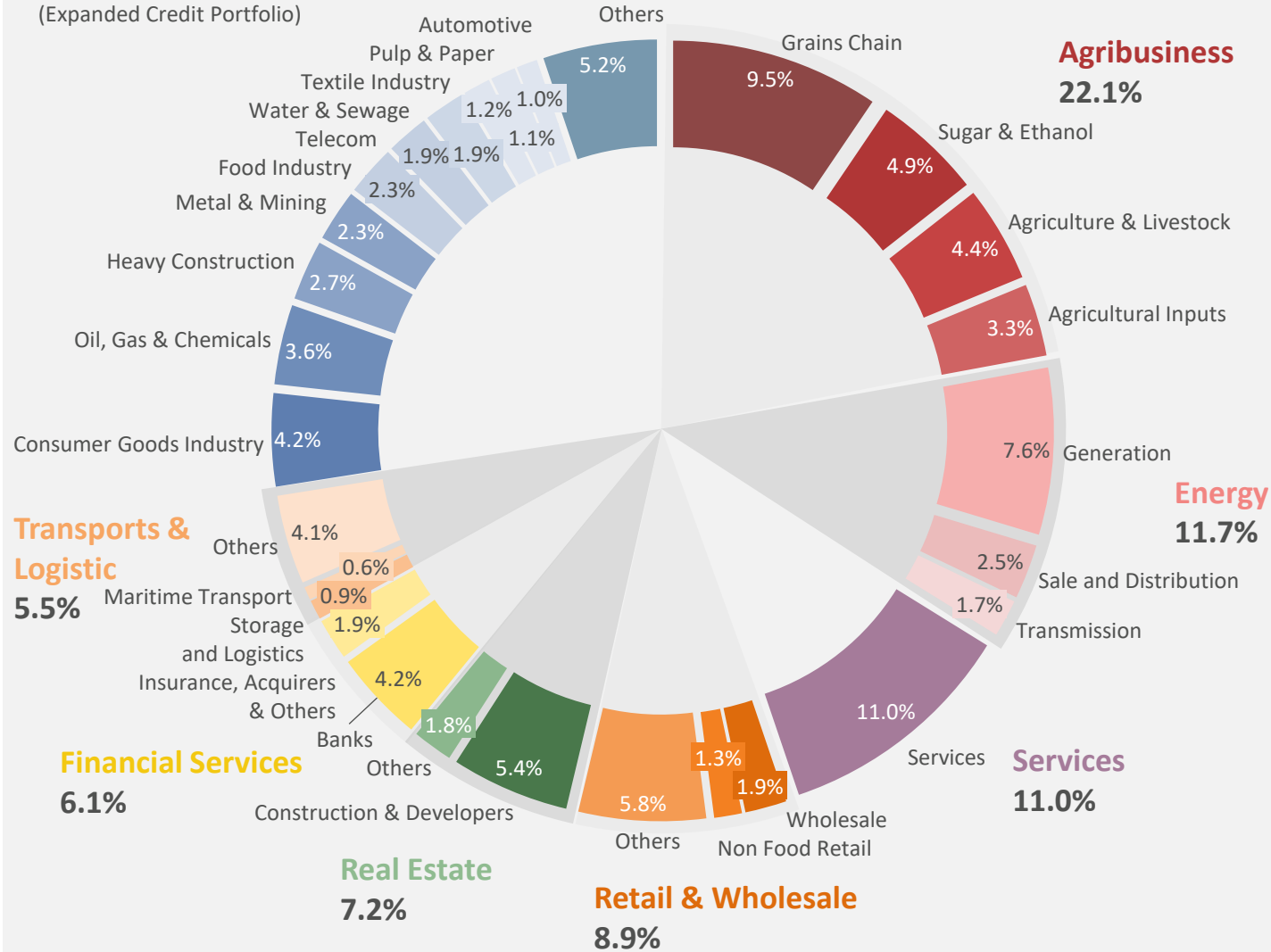
Expanded Credit Portfolio (R\$ million)	Dec/23	% Total	Sep/23	% Total	Chg 3M	Dec/22	% Total	Chg 12M
<b>Loans</b>	<b>24,829</b>	<b>100%</b>	<b>24,109</b>	<b>100%</b>	<b>3.0%</b>	<b>25,770</b>	<b>100%</b>	<b>-3.7%</b>
C&IB	3,835	15.4%	3,834	15.9%	0.0%	4,470	17.3%	-14.2%
Corporate	16,895	68.0%	16,275	67.5%	3.8%	17,209	66.8%	-1.8%
Middle	4,099	16.5%	4,000	16.6%	2.5%	4,091	15.9%	0.2%
<b>Corporate Securities</b>	<b>10,224</b>	<b>100%</b>	<b>8,425</b>	<b>100%</b>	<b>21.4%</b>	<b>6,025</b>	<b>100%</b>	<b>69.7%</b>
C&IB	2,935	28.7%	2,350	27.9%	24.9%	1,801	29.9%	63.0%
Corporate	7,158	70.0%	5,970	70.9%	19.9%	4,212	69.9%	69.9%
Middle	131	1.3%	105	1.2%	25.2%	13	0.2%	937.1%
<b>"Cash" Portfolio<sup>1</sup></b>	<b>35,052</b>	<b>100%</b>	<b>32,534</b>	<b>100%</b>	<b>7.7%</b>	<b>31,795</b>	<b>100%</b>	<b>10.2%</b>
C&IB	6,770	19.3%	6,184	19.0%	9.5%	6,270	19.7%	8.0%
Corporate	24,053	68.6%	22,245	68.4%	8.1%	21,422	67.4%	12.3%
Middle	4,230	12.1%	4,105	12.6%	3.0%	4,103	12.9%	3.1%
<b>Guarantees Issued</b>	<b>11,328</b>	<b>100%</b>	<b>11,159</b>	<b>100%</b>	<b>1.5%</b>	<b>11,460</b>	<b>100%</b>	<b>-1.1%</b>
C&IB	7,889	69.6%	7,566	67.8%	4.3%	8,324	72.6%	-5.2%
Corporate	3,403	30.0%	3,556	31.9%	-4.3%	3,076	26.8%	10.6%
Middle	37	0.3%	37	0.3%	-0.5%	60	0.5%	-38.9%
<b>Expanded Credit Portfolio</b>	<b>46,381</b>	<b>100%</b>	<b>43,693</b>	<b>100%</b>	<b>6.2%</b>	<b>43,255</b>	<b>100%</b>	<b>7.2%</b>
C&IB	14,658	31.6%	13,750	31.5%	6.6%	14,594	33.7%	0.4%
Corporate	27,456	59.2%	25,801	59.1%	6.4%	24,498	56.6%	12.1%
Middle	4,267	9.2%	4,142	9.5%	3.0%	4,163	9.6%	2.5%

Note:

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

## Economic Sectors

(Expanded Credit Portfolio)

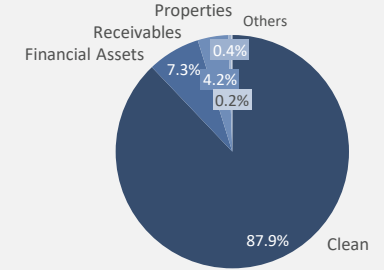


## Collaterals

(Expanded Credit Portfolio)

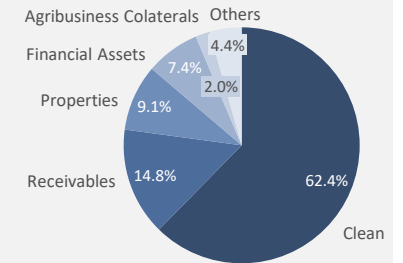
### C&IB

Collateralized Portfolio: 12.1%



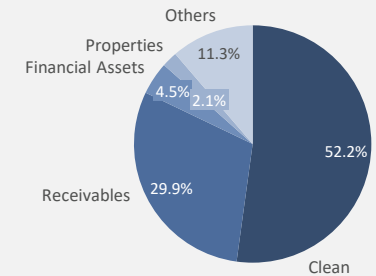
### Corporate

Collateralized Portfolio: 37.6%



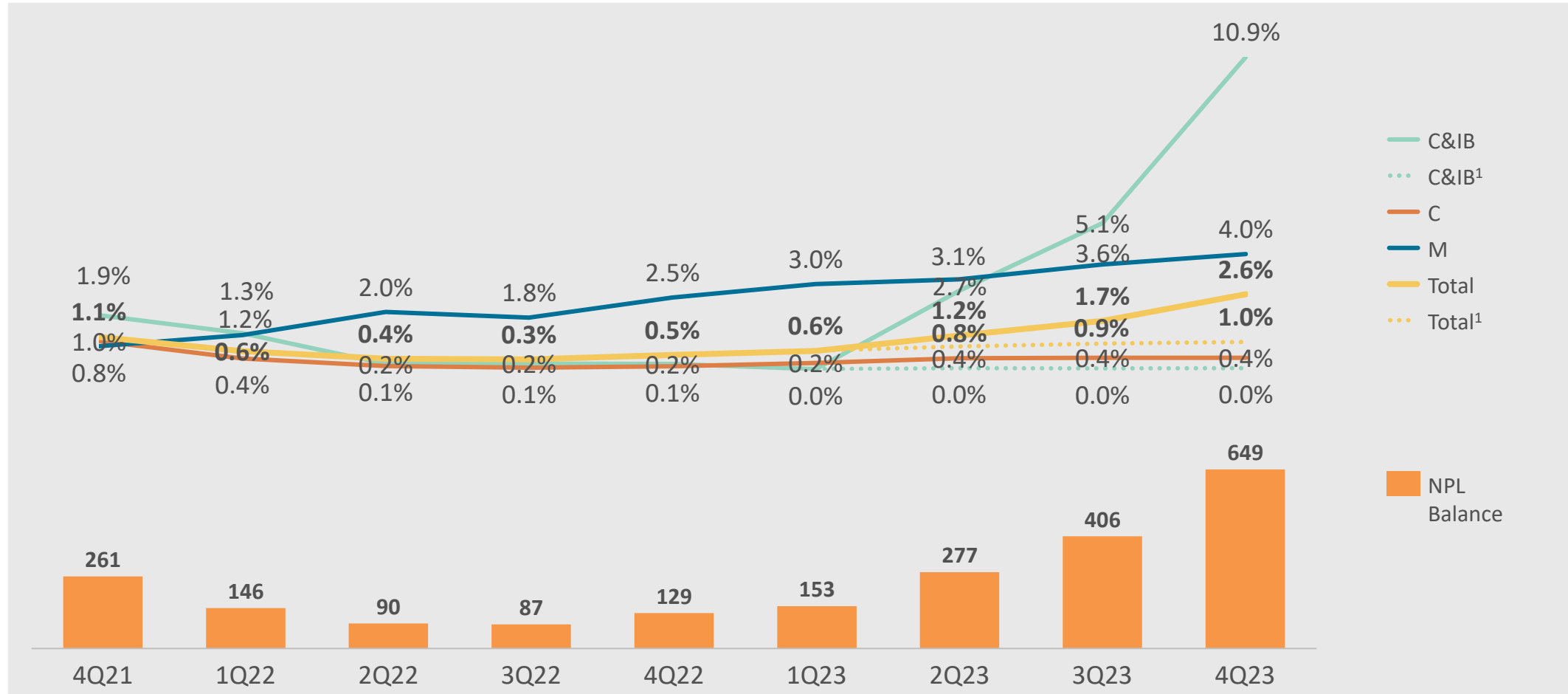
### Middle

Collateralized Portfolio: 47.8%



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

R\$ million and % of loan portfolio

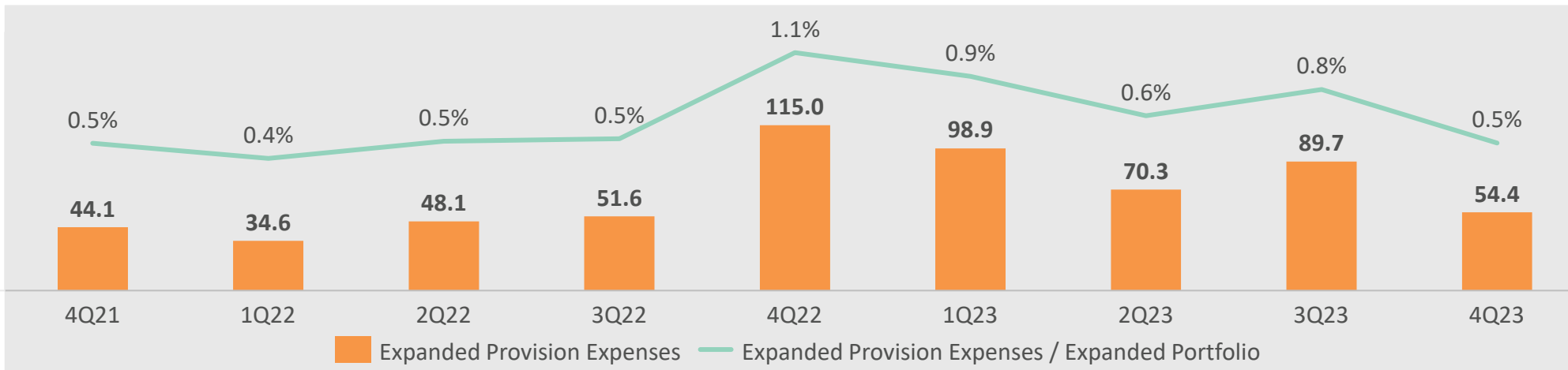


Note:

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

## Expanded Provision Expenses

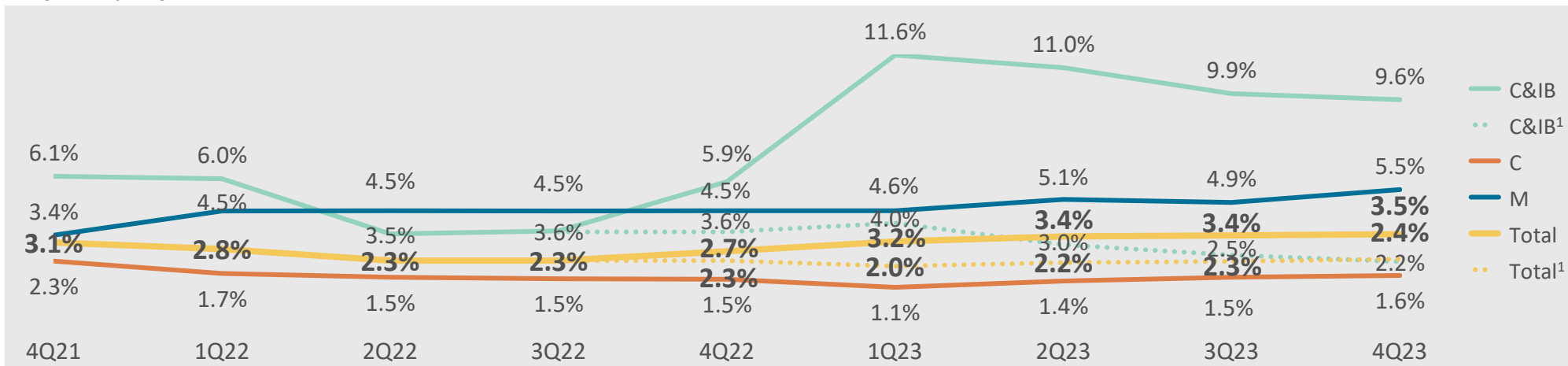
R\$ million and % of the Expanded Portfolio (annualized)



Provision Expenses (R\$ million)	4Q23	3Q23	4Q23x3Q23	4Q22	4Q23x4Q22	2023	2022	2023x2022
Loan Loss Provision (LLP) <sup>1</sup>	(88.5)	(68.3)	29.5%	(119.2)	-25.8%	(330.4)	(230.0)	43.6%
Provision for the Devaluation of Securities (PDS)	20.9	(24.6)	-185.2%	0.2	8868.1%	(18.5)	(16.4)	12.5%
Credit Recoveries	2.9	5.5	-47.6%	5.2	-44.5%	21.4	11.0	93.4%
<b>Provision Expenses</b>	<b>(64.6)</b>	<b>(87.3)</b>	<b>-26.0%</b>	<b>(113.7)</b>	<b>-43.2%</b>	<b>(327.5)</b>	<b>(235.4)</b>	<b>39.1%</b>
Provision for Guarantees Issued (PGI)	11.2	(0.9)	-1306.8%	1.4	680.5%	18.0	4.2	326.2%
Provision for Assets not for Own Use (BNDU)	(1.0)	(1.5)	-32.6%	(2.7)	-63.7%	(3.9)	(18.1)	-78.2%
<b>Expanded Provision Expenses</b>	<b>(54.4)</b>	<b>(89.7)</b>	<b>-39.4%</b>	<b>(115.0)</b>	<b>-52.7%</b>	<b>(313.4)</b>	<b>(249.3)</b>	<b>25.7%</b>
Expanded Credit Portfolio	46,380.7	43,693.1	6.2%	43,255.4	7.2%	46,380.7	43,255.4	7.2%
<b>Expanded Provision / Expanded Portfolio (Annualized)</b>	<b>0.5%</b>	<b>0.8%</b>	<b>(35) bps</b>	<b>1.1%</b>	<b>(59) bps</b>	<b>0.9%</b>	<b>0.8%</b>	<b>13 bps</b>

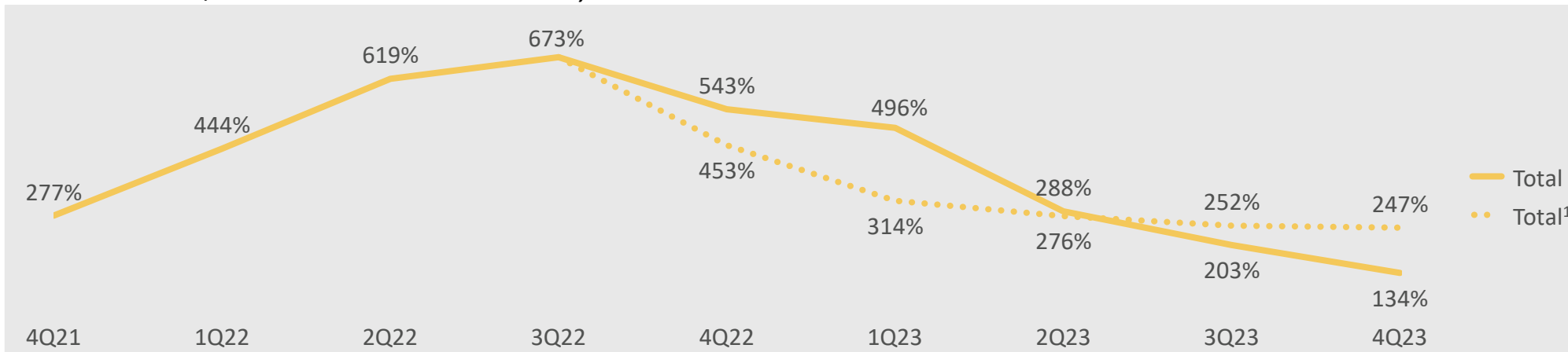
## Loans Loss Reserve

% of loan portfolio



## Coverage Ratio (loan portfolio)

Loan Loss Reserve/Loans Overdue More Than 90 Days

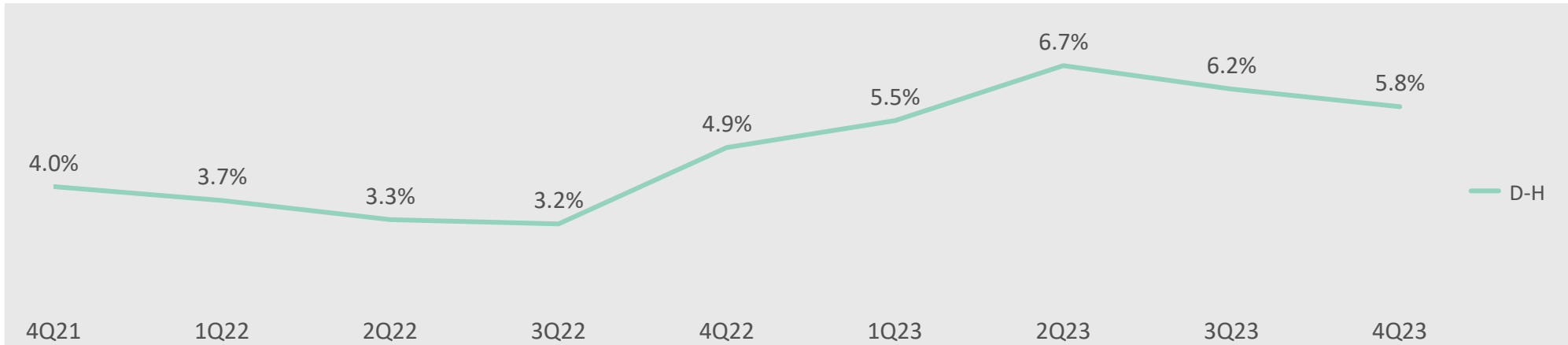


Note:

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

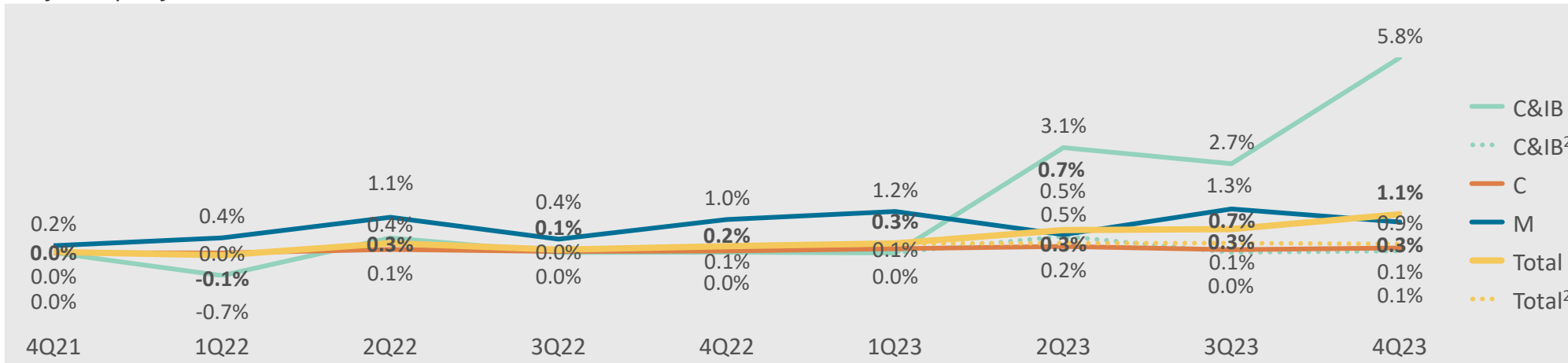
## Loans Rated D-H (Brazilian Central Bank Resolution No. 2682)

% of loan portfolio



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

% of loan portfolio



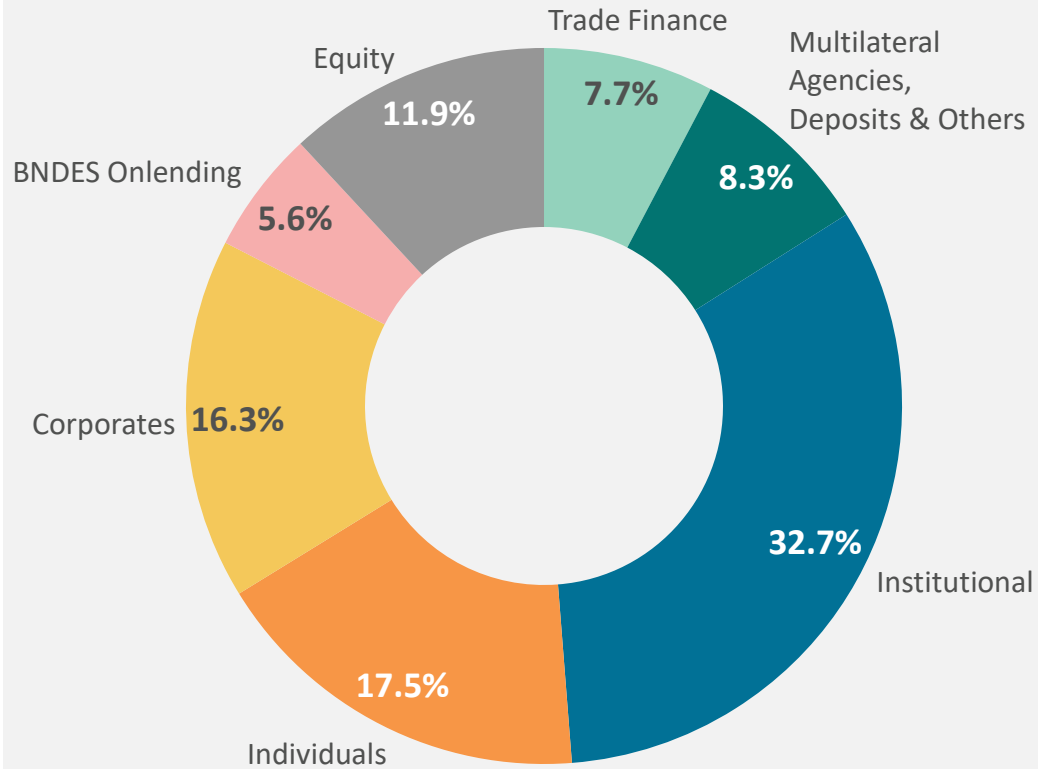
Notes:

- 1 Defined as the loan portfolio that becomes overdue for more than 90 days during the quarter, added to write-offs.
- 2 Excluding the effect an isolated case in the C&IB segment, currently under Chapter 11.

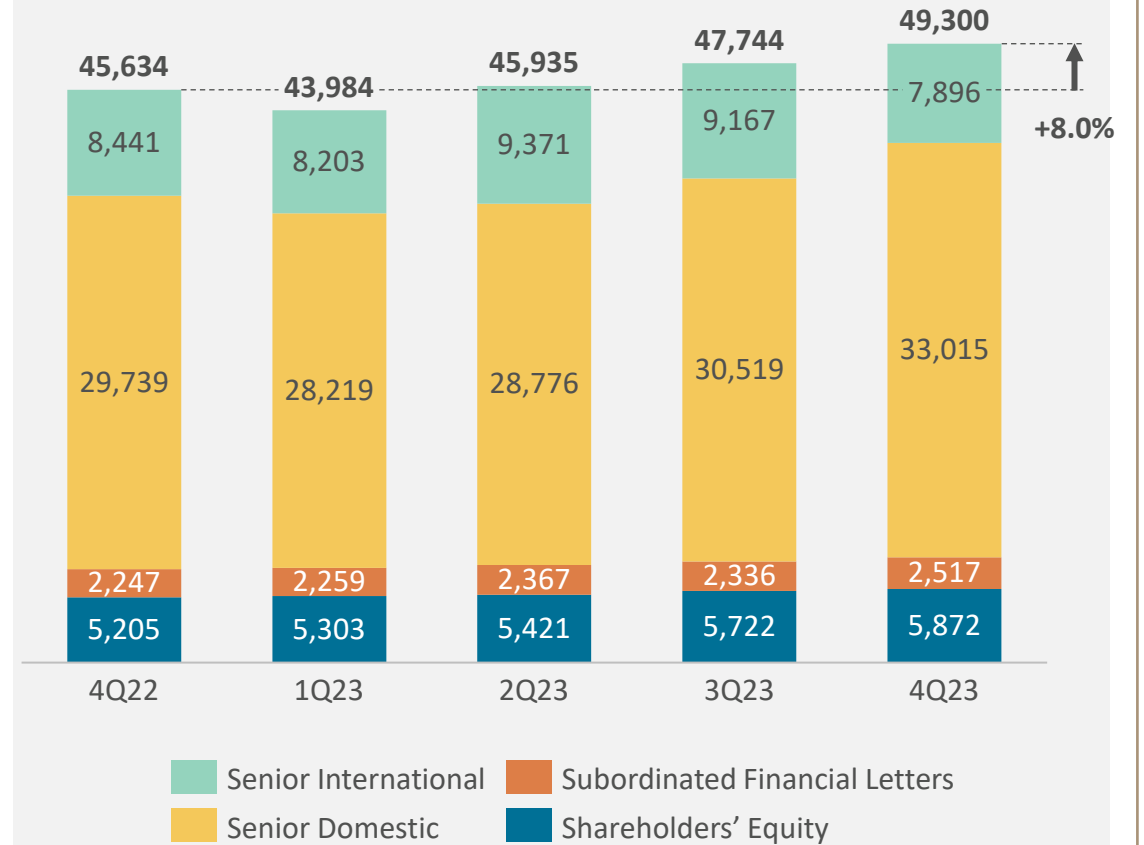


**Strategy and Business Segments**  
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### Funding 4Q23



### Funding Evolution





Funding (R\$ million)	Dec/23	% of Total	Sep/23	% of Total	Dec/22	% of Total
Demand Deposits	693	1.4	503	1.1	343	0.8
Time Deposits	9,246	18.8	7,705	16.1	9,506	20.8
LCA, LCI & COE <sup>1</sup>	5,630	11.4	6,654	13.9	6,360	13.9
Financial Bills	14,176	28.8	12,740	26.7	10,991	24.1
Subordinated Local Notes (Letras Financeiras)	2,015	4.1	1,821	3.8	1,742	3.8
Interbank Deposits	533	1.1	235	0.5	505	1.1
Borrowing and Onlending Obligations Abroad	7,896	16.0	9,167	19.2	8,441	18.5
Borrowing and Onlending Obligations	2,738	5.6	2,683	5.6	2,033	4.5
Perpetual Sub. Financial Notes	502	1.0	515	1.1	505	1.1
<b>Subtotal (Funding with Third Parties)</b>	<b>43,428</b>	<b>88.1</b>	<b>42,022</b>	<b>88.0</b>	<b>40,428</b>	<b>88.6</b>
Shareholders' Equity	5,872	11.9	5,722	12.0	5,205	11.4
<b>Total</b>	<b>49,300</b>	<b>100.0</b>	<b>47,744</b>	<b>100.0</b>	<b>45,634</b>	<b>100.0</b>

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

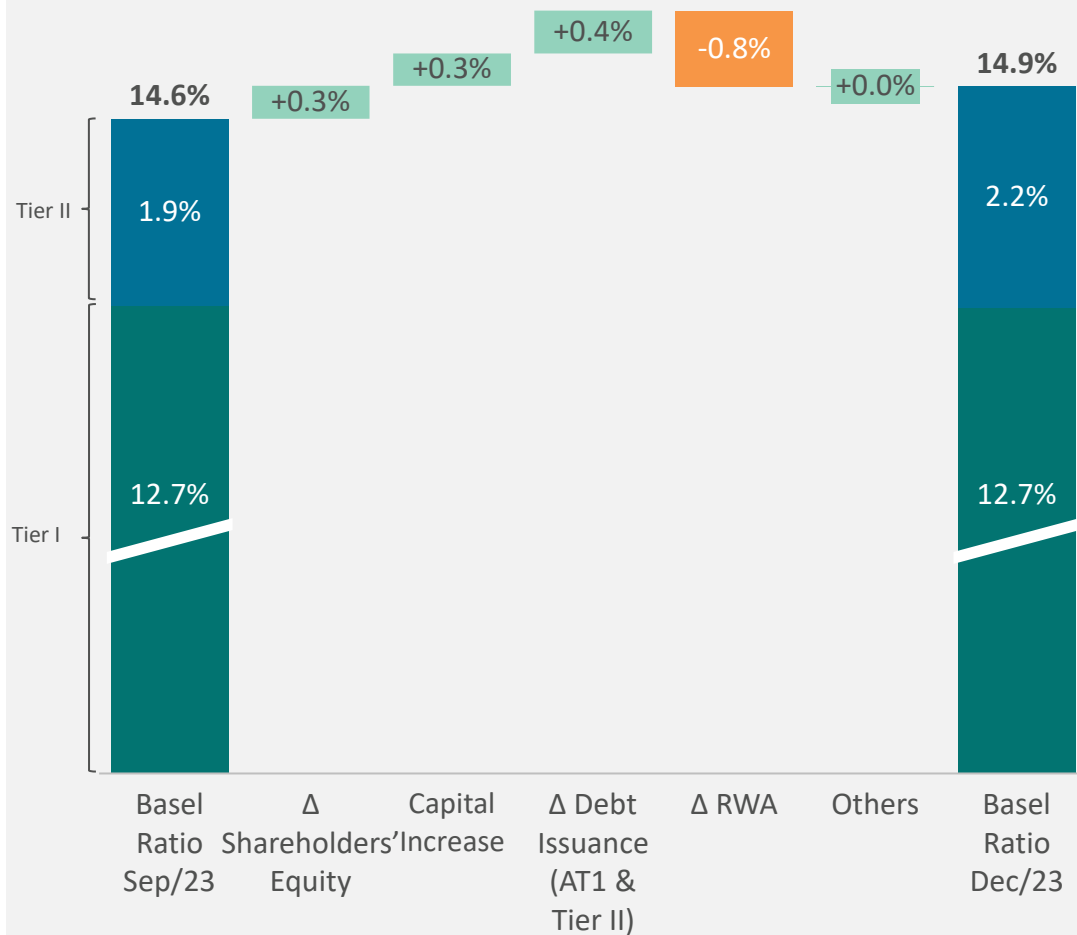
<u>Ratings</u>	Local	Global	Sovereign
<b>S&amp;P Global</b>	brAAA	BB	BB
<b>FitchRatings</b>	AAA(bra)	BB	BB
<b>MOODY'S</b>	AA+.Br	Ba2	Ba2

# Assets & Liabilities by Maturity



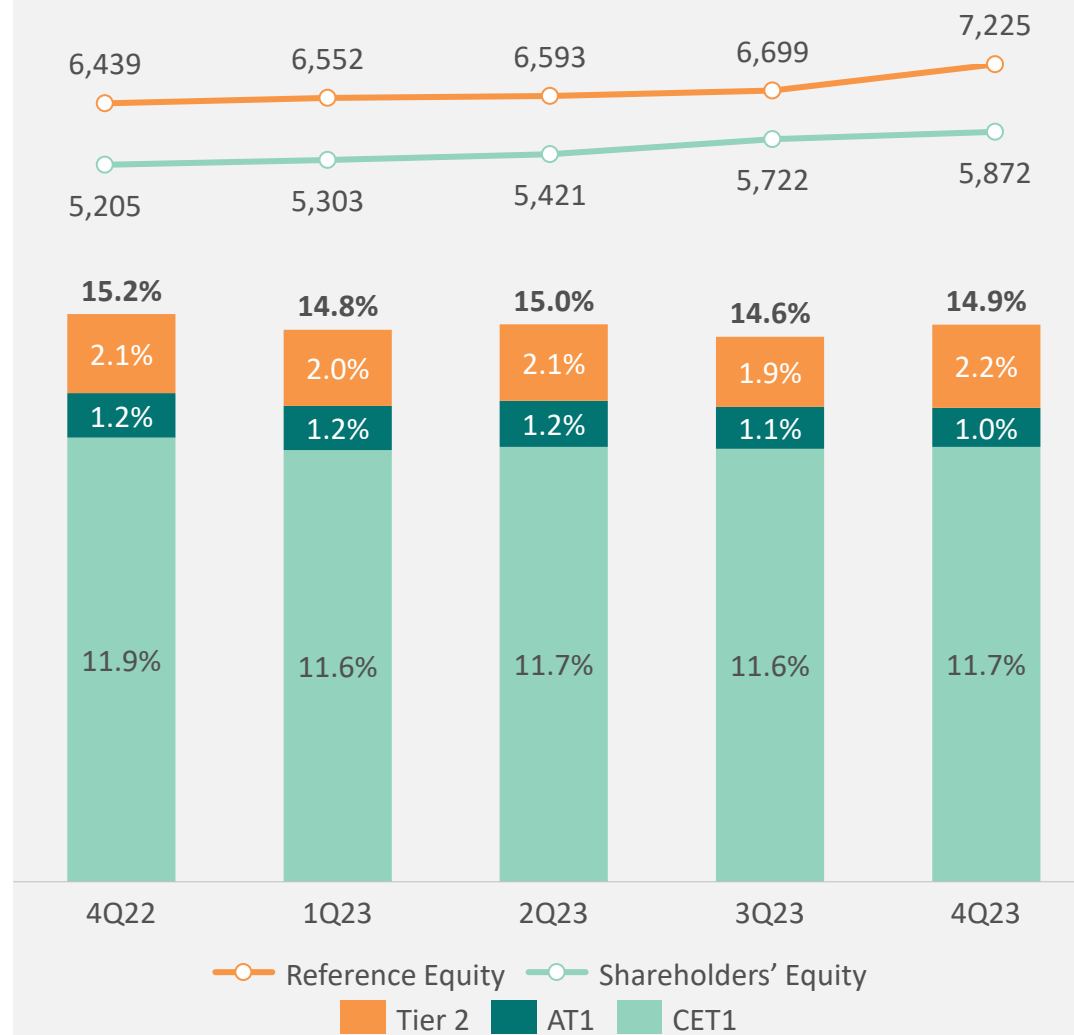
Note:  
 1 Assuming Federal Government Securities liquid within 1-30 days, based on market prices, as they can be converted into cash through repurchase agreements or sold in the secondary market.

### Basel Ratio 4Q23 vs. 3Q23



(R\$ million)

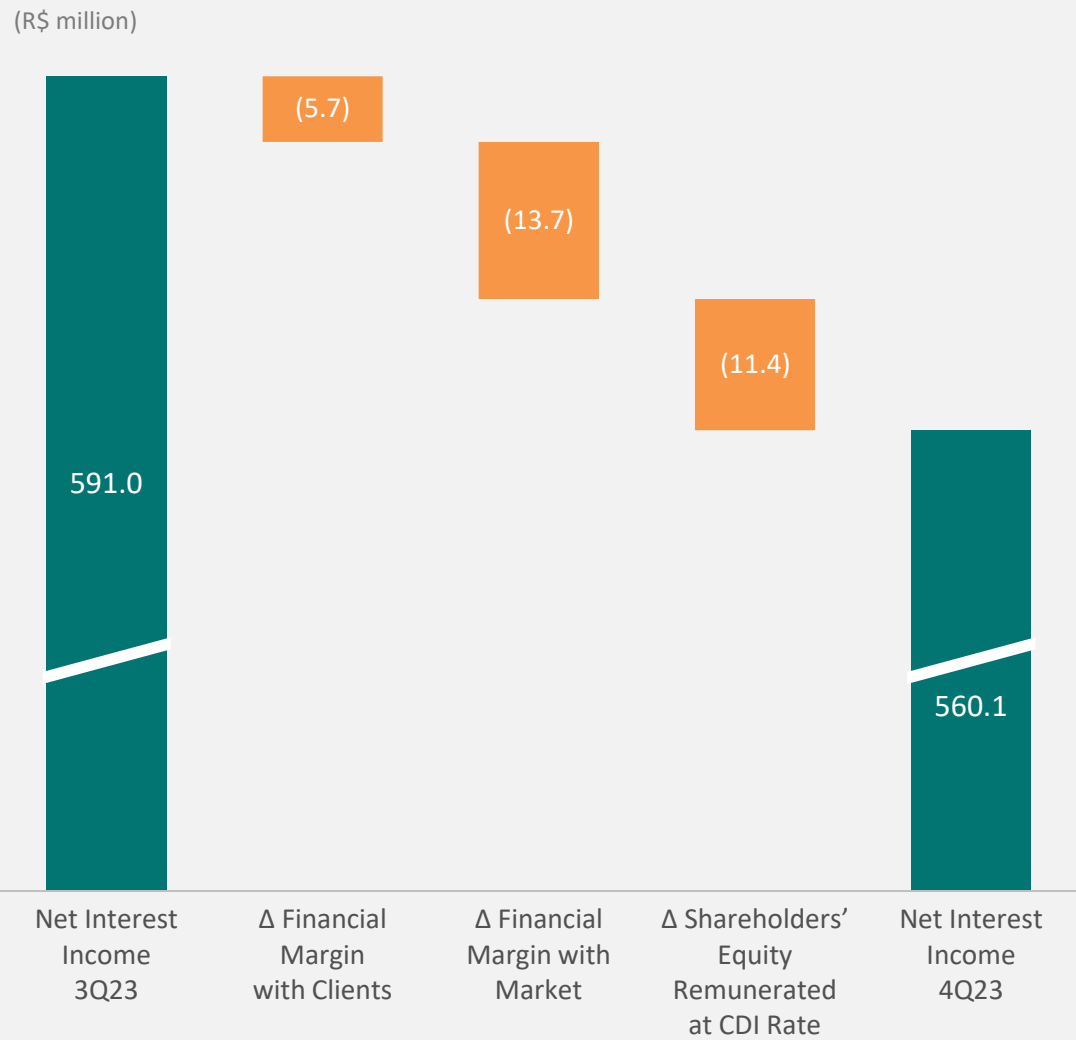
### Basel Ratio Evolution



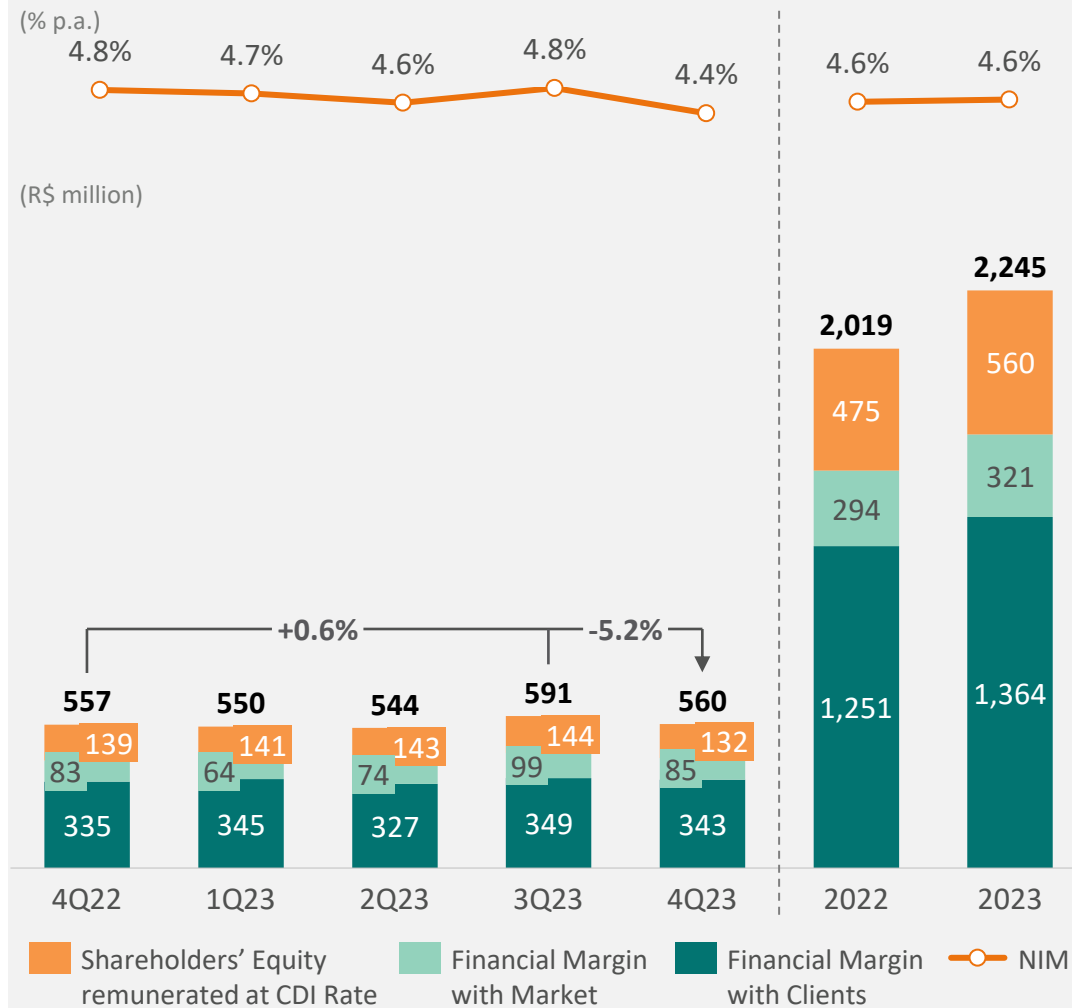


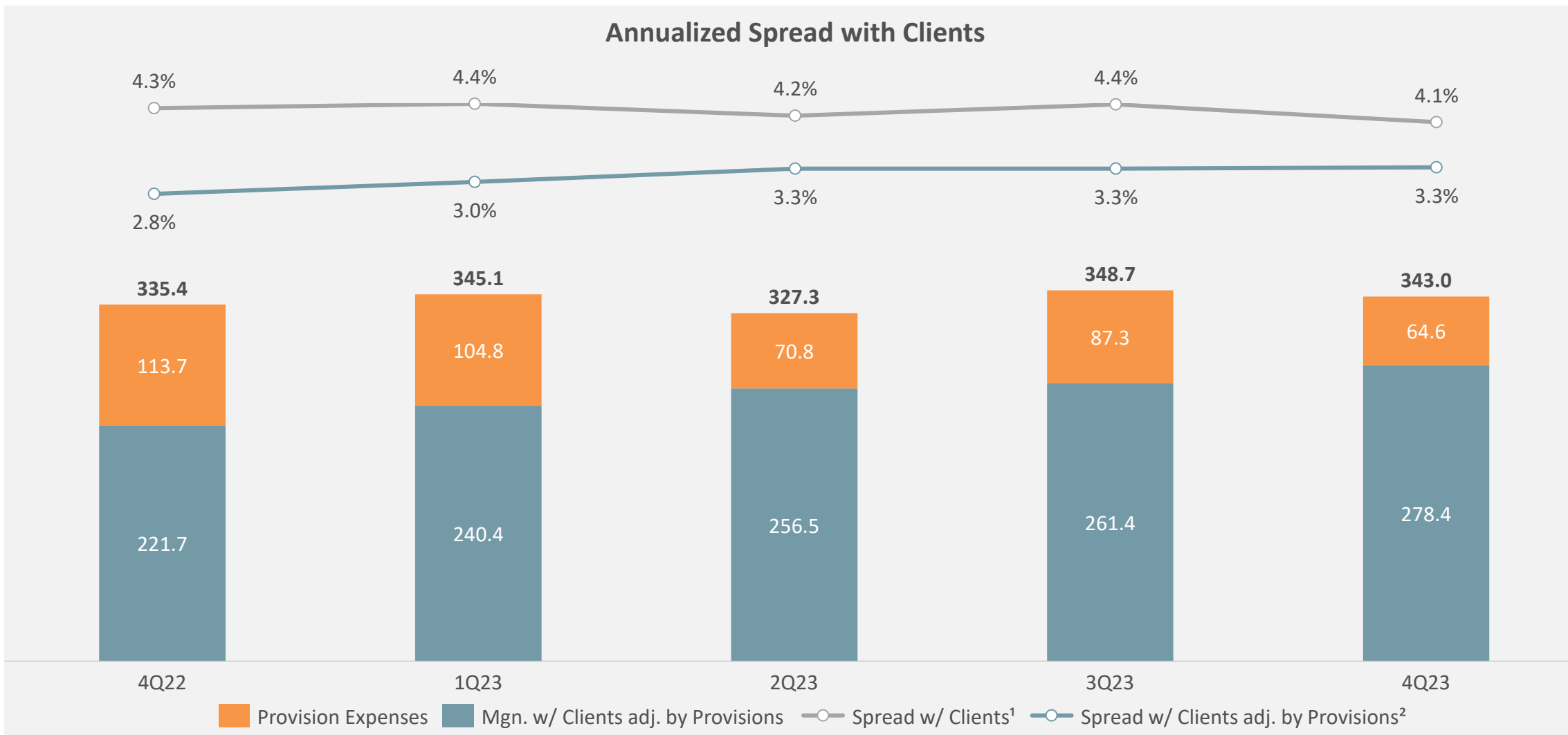
**Strategy and Business Segments**  
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## Net Interest Income 4Q23 vs. 3Q23



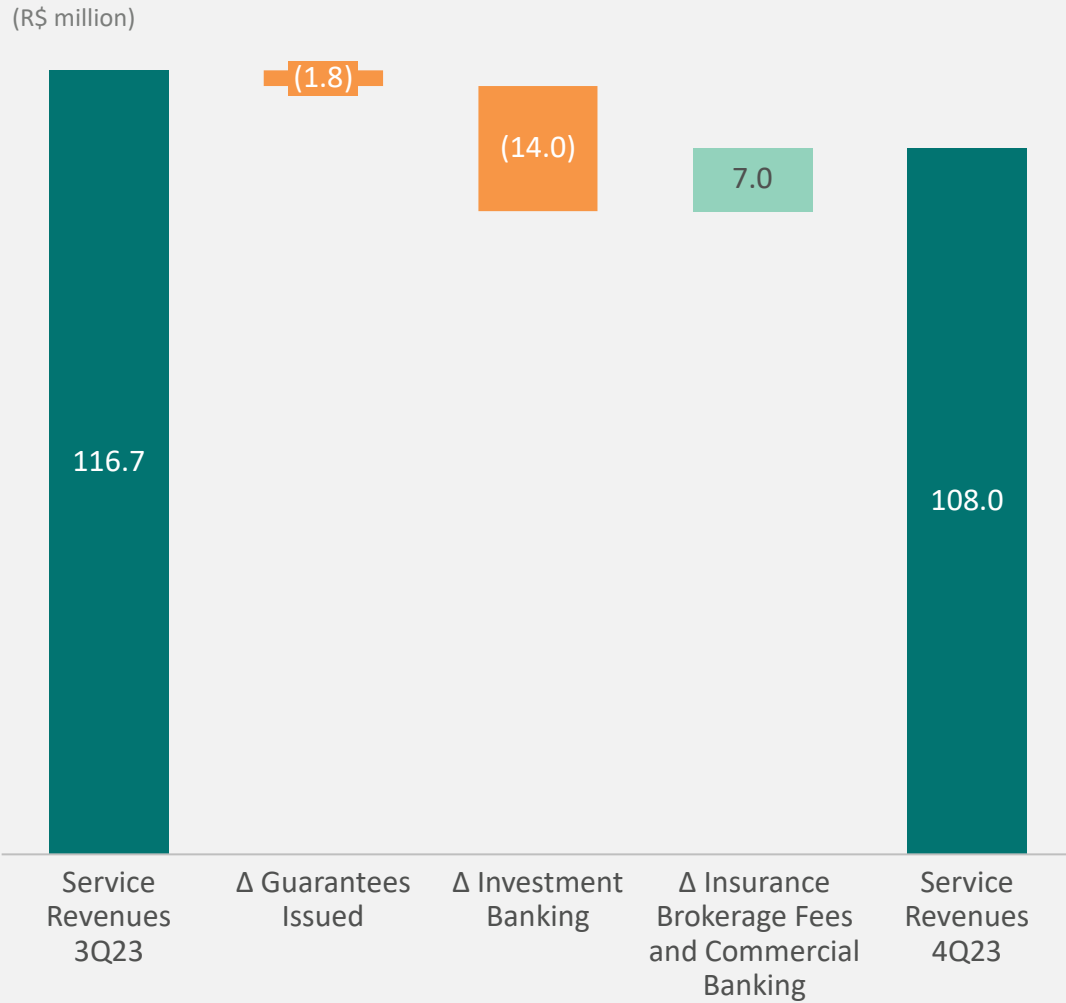
## Net Interest Income & NIM Evolution



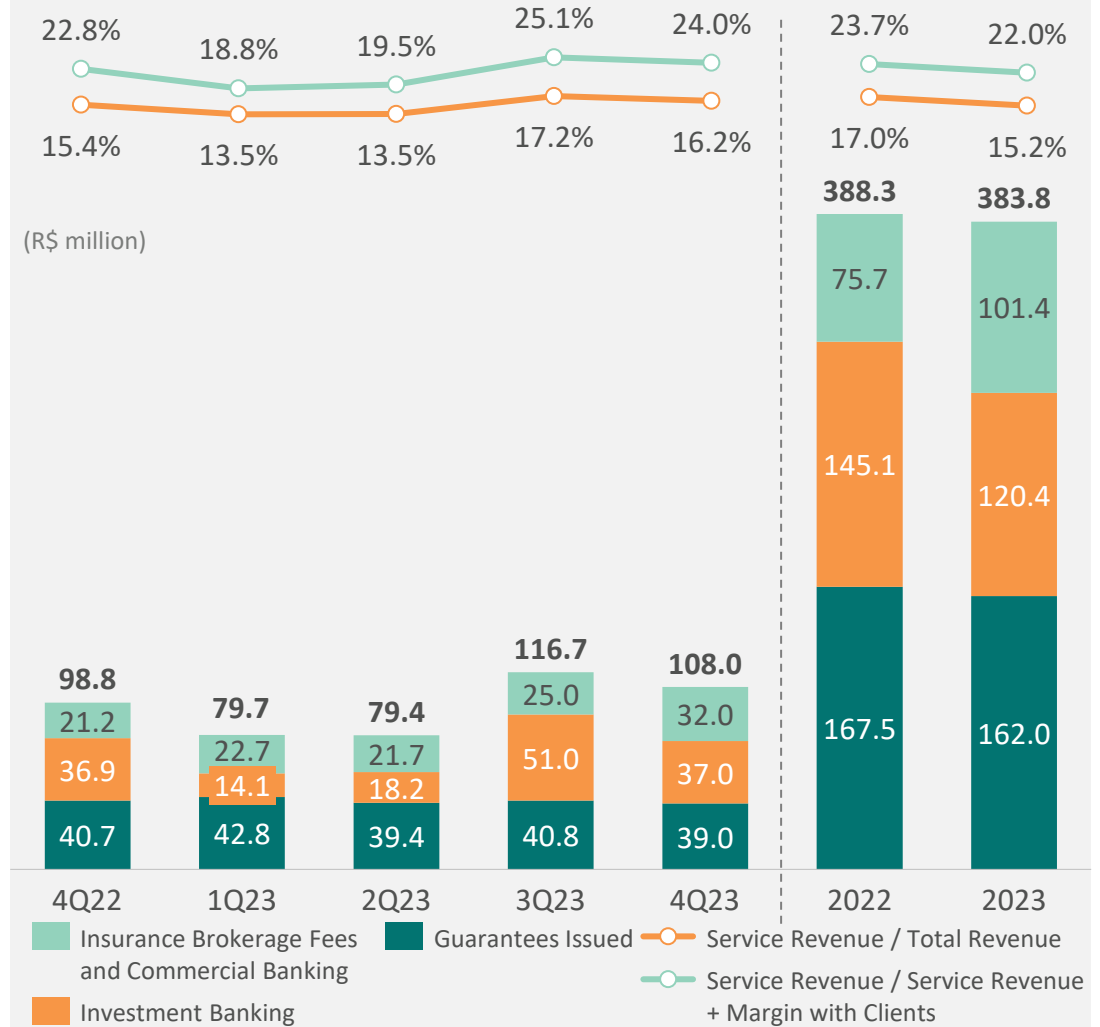


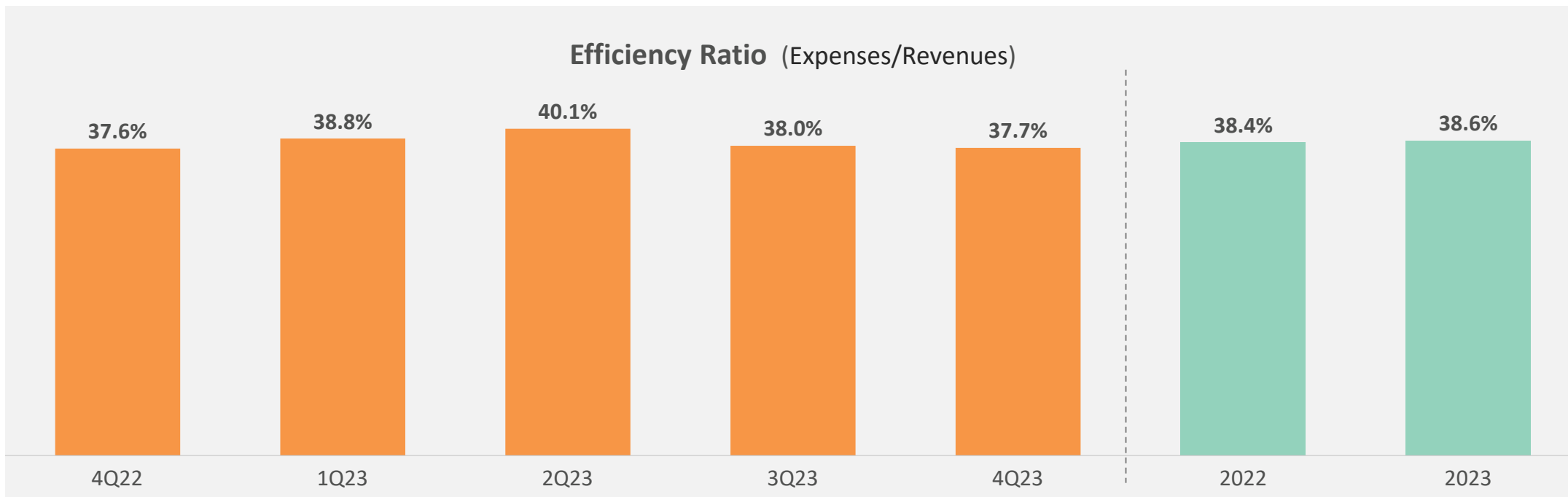
Notes:  
 1 Spread with Clients is calculated as Financial Margin with Clients divided by the average Loans and Corporate Securities Portfolio.  
 2 Spread with Clients adjusted by Provisions includes Loan Loss Provision (LLP), Provision for the Devaluation of Securities (PDS), and Credit Recoveries.

### Service Revenues 4Q23 vs. 3Q23



### Service Revenues Evolution



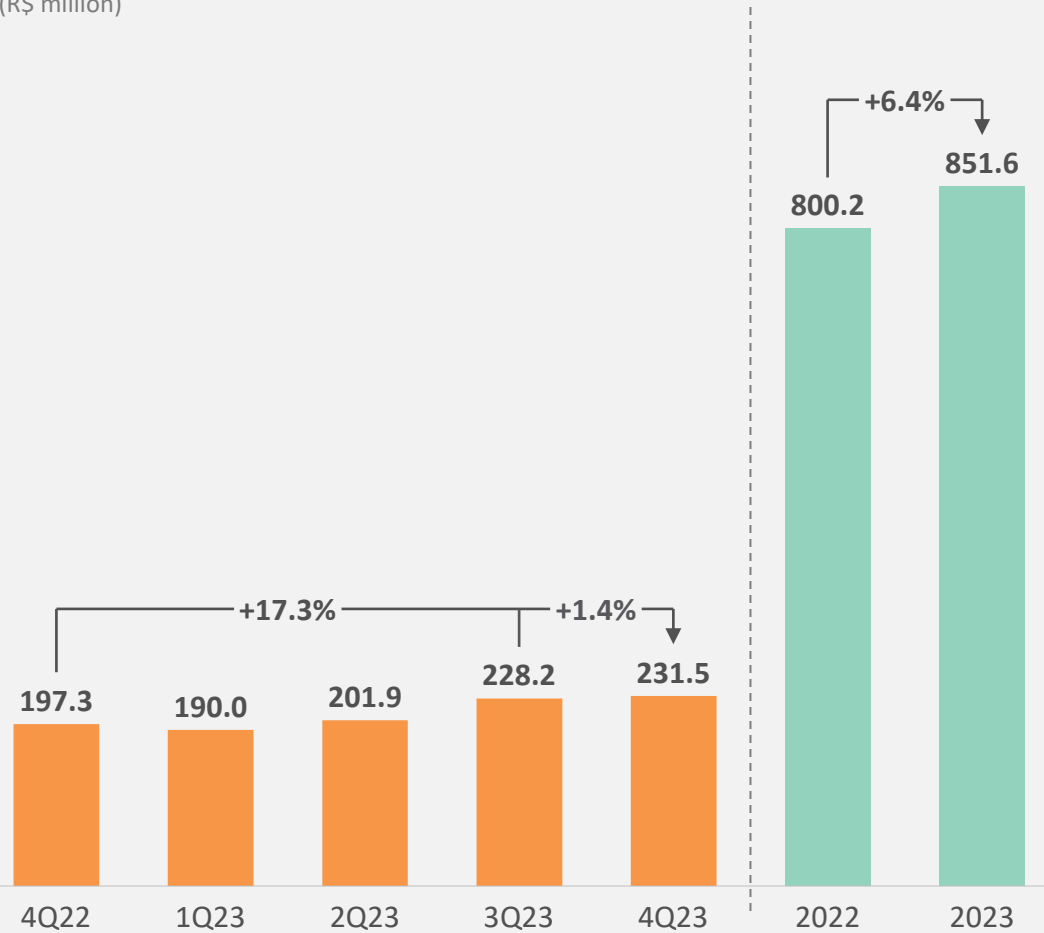


Expenses (R\$ million)	4Q23	3Q23	4Q23x3Q23	4Q22	4Q23x4Q22	2023	2022	2023x2022
Personnel Expenses	(117.5)	(111.9)	5.0%	(103.1)	13.9%	(447.8)	(379.0)	18.2%
Other Administrative Expenses	(59.4)	(63.5)	-6.4%	(65.2)	-9.0%	(240.1)	(221.3)	8.5%
<b>Subtotal</b>	<b>(176.9)</b>	<b>(175.3)</b>	<b>0.9%</b>	<b>(168.4)</b>	<b>5.1%</b>	<b>(687.8)</b>	<b>(600.2)</b>	<b>14.6%</b>
Profit Sharing	(70.9)	(84.3)	-15.8%	(73.3)	-3.3%	(284.8)	(276.5)	3.0%
<b>Total</b>	<b>(247.8)</b>	<b>(259.6)</b>	<b>-4.5%</b>	<b>(241.7)</b>	<b>2.5%</b>	<b>(972.7)</b>	<b>(876.7)</b>	<b>10.9%</b>
<b>Employees</b>	<b>1,257</b>	<b>1,228</b>	<b>2.4%</b>	<b>1,196</b>	<b>5.1%</b>	<b>1,257</b>	<b>1,196</b>	<b>5.1%</b>



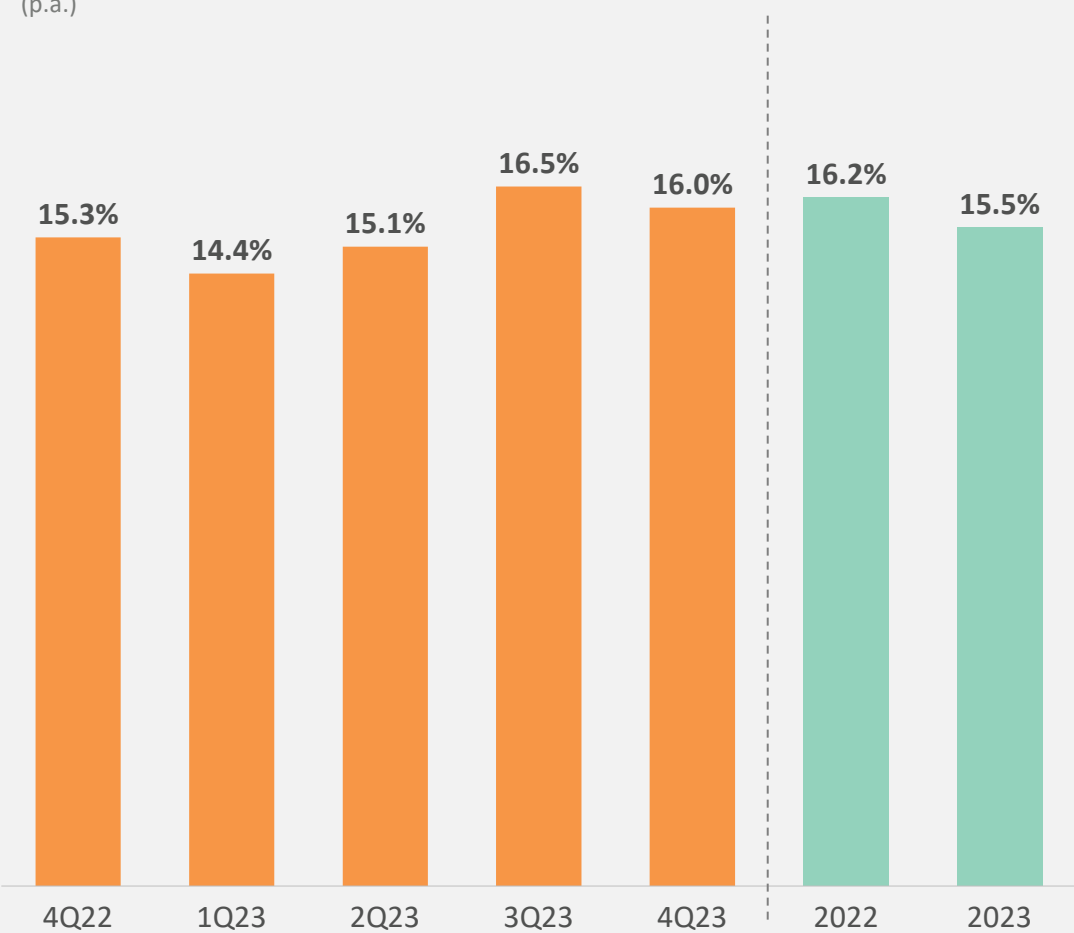
## Recurring Net Income

(R\$ million)



## Recurring ROAE

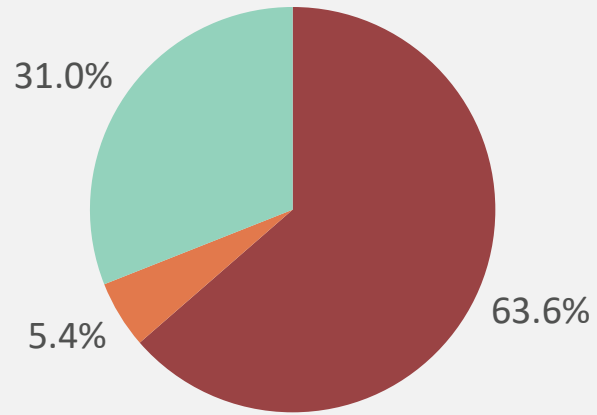
(p.a.)





**Strategy and Business Segments**  
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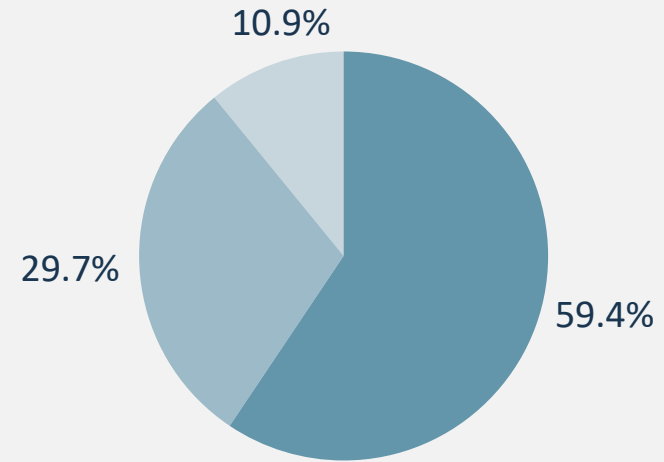
### ABC Brasil (Total Capital<sup>1</sup>)



- Bank ABC
- Management<sup>2</sup>
- Free-float

Dez/23

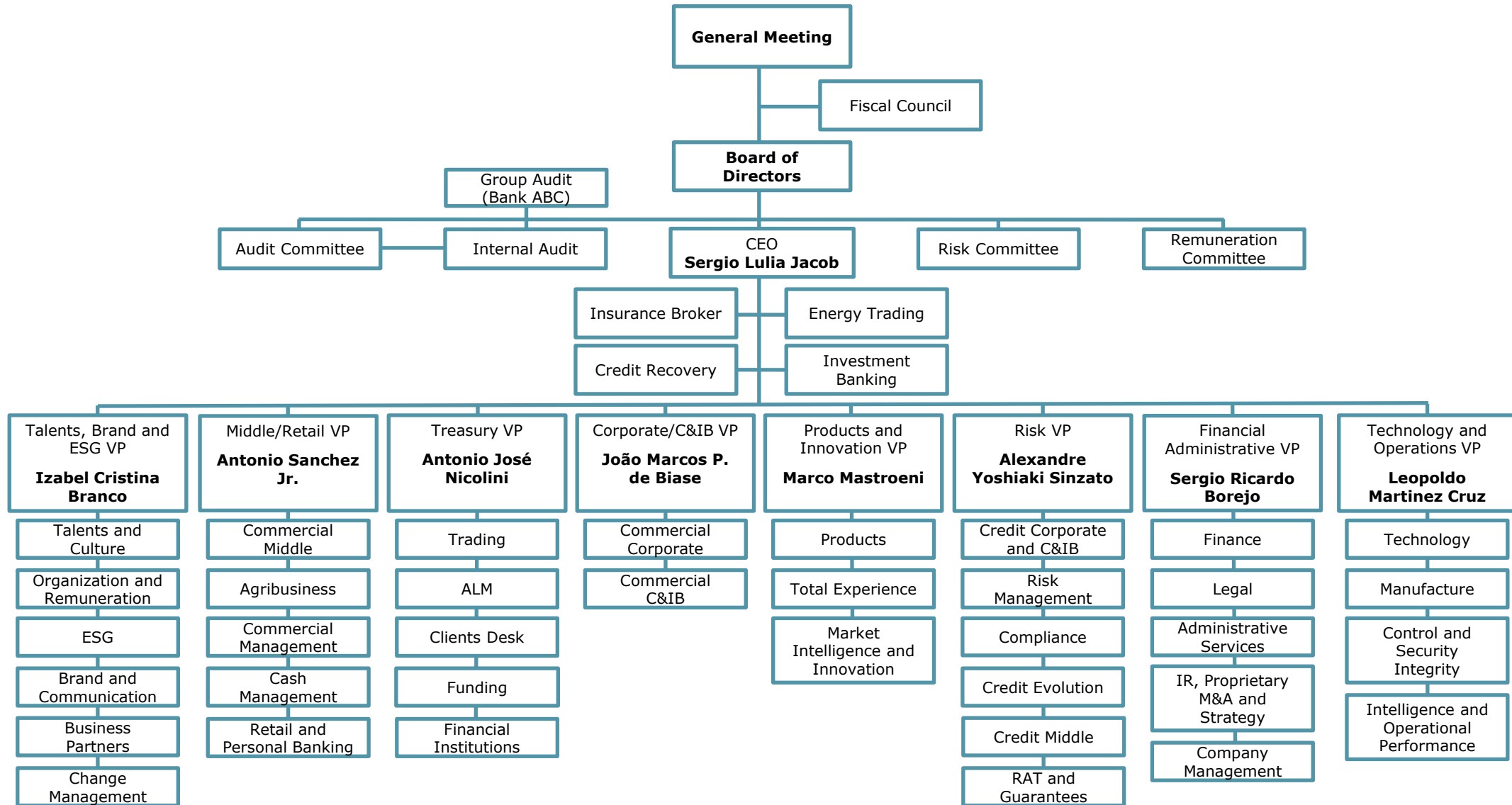
### Bank ABC (Controlling Shareholder)



- Central Bank of Libya
- Kuwait Investment Authority
- Mercado (*free-float*)

Sep/23

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





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 long-term alignment

- Senior management with approximately 5,4%<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:

**IBRA B3**      **SMLL B3**

**IDIV B3**      **IGC B3**

**ITAG B3**      **IGCT B3**

Note:

1 As of December 28, 2023



- Release of the second 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.

- Credit lines with **multilateral agencies** directly related to ESG issues.



- 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**

## Climate Change



Signatory Investor

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

## Awards

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

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