

# Selected Information | 3Q22

## Recurring Net Income

**R\$5.223** billion

**-22.8%** in 12 months (3Q22 vs. 3Q21)

**-25.8%** in the quarter (3Q22 vs. 2Q22)

## Quarterly ROAE

**13.0%**



**-5.6 p.p.**  
in 12 months

## Quarterly ER

**46.5%**



**+0.5 p.p.**  
in 12 months

## Investments in Sustainable Business in 2022

**R\$157.6** bi

(63% of the total goal of R\$250 bi by 2025)

## Loans Authorized through Digital Channels in 2022

**R\$81.2** bi

**Individuals R\$46.4 bi +26%** in 12 months  
Around **80%** through the App (**Mobile channel**)

## Income from Insurance, Pension Plans and Capitalization Bonds

**R\$3.5** bi

**+8.0%** in 12 months  
**-6.4%** in the quarter

## Fee and Commission Income

**R\$8.9** bi

**+1.1%** in 12 months  
**-1.3%** in the quarter

## Client NII

**R\$17.5** bi

**+24.7%** in 12 months  
**+3.4%** in the quarter

## Operating Expenses

**R\$12.4** bi

**+4.5%** in 12 months  
**+7.7%** in the quarter

The **Spread** continues to improve, reaching **10.1%** in the 3Q22

## Expanded Loan Portfolio

**R\$878.6** bi

**+13.6%** in 12 months  
**+2.7%** in the quarter

**Individuals R\$352.7 bi**

**+16.2%** in 12 months | **+3.3%** in the quarter

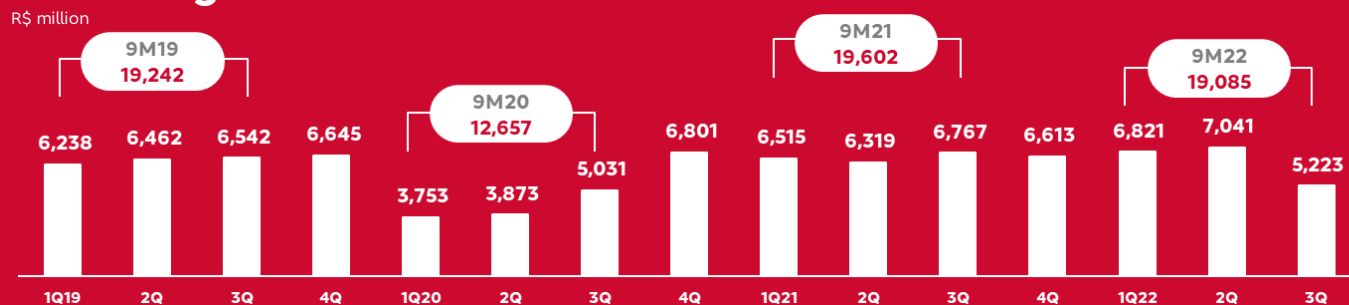
**Companies R\$525.9 bi**

**+11.9%** in 12 months | **+2.3%** in the quarter

# Press Release

## Recurring Net Income

R\$ million



### *A quarter of challenges with resilient performance in the revenues*

Providing our more than 76.8 million clients with the best possible banking experience – with efficiency, agility, connectivity and innovation – is our main mission, because “Among us, you come first”. We practice customer-centricity and understand that everyday life demands more and more dynamism and practicality, so we reinvent ourselves and continuously invest in technology and innovation.

Through our physical and digital service network, we offer a wide range of products and services for every client's need and profile. Digital channels, which are increasingly present and relevant in our business, accounted for 98% of the total transactions and were responsible for more than 34% of the loans released.

In the first nine months of 2022, we achieved a recurring net income of R\$19.1 billion, a 2.6% reduction compared to 2021.

The client NII showed strong expansion, with a growth of 23.4% compared to 2021, reflecting the growth of the loan portfolio and of higher spread products, in addition to the positive impact of interest on the margin of funding positions. Even considering the negative effect of the increase in interest on our ALM position, the total net interest income showed a growth of 5.7% in the year, being practically stable in the quarter.

Our loan portfolio grew by 2.7% in the quarter (+13.6% in 12 months), especially for individuals, in particular with credit card transactions and personal/payroll-deductible loans. This portfolio growth, combined with the mix of risks and specific market conditions, was reflected in the increase of ALL expenses and delinquency rates. It should be noted that we reinforced our complementary ALL in about R\$1 billion this quarter, totaling R\$9.7 billion.

Insurance operations reached a solid result of R\$3.5 billion (+8% vs. 3Q21) and quarterly ROAE of 17%, favored by the growth of revenues (+19% vs. 3Q21). In the quarter, the financial income from insurance was negatively impacted by the deflation of the IPCA.

Operating expenses increased by 4.5% in 12 months, below the accumulated inflation of the period (IPCA 7.2% and IGP-M 8.3%), even with the increase in turnover, higher advertising and publicity expenses, and investments in digital solutions.

We continue to advance in the fulfillment of our Sustainable Business goal. A total of R\$157.6 billion has already been carried out, with an emphasis in this quarter on structuring loans for companies that employ sustainable shares, totaling R\$773 million. These resources are tied to our clients' environmental or social goals, such as recovery of degraded areas, biofuel production and expansion of diversity in leadership positions.

Next, we will present more details about our numbers and results.

Enjoy the reading!

# Main Information

R\$ million (unless otherwise stated)	3Q22	2Q22	3Q21	9M22	9M21	3Q22 x 2Q22	3Q22 x 3Q21	9M22 x 9M21
<b>\\ Recurring Income Statement</b>								
Recurring Net Income <sup>(1)</sup>	5,223	7,041	6,767	19,085	19,602	(25.8)	(22.8)	(2.6)
Book Net Income	5,211	7,075	6,648	19,295	18,775	(26.3)	(21.6)	2.8
Operating Income	7,047	10,350	10,591	27,739	29,879	(31.9)	(33.5)	(7.2)
Net Interest Income	16,283	16,361	15,702	49,705	47,018	(0.5)	3.7	5.7
Expanded ALL	(7,267)	(5,313)	(3,358)	(17,416)	(10,752)	36.8	116.4	62.0
Fee and Commission Income	8,856	8,976	8,756	26,443	25,235	(1.3)	1.1	4.8
Operating Expenses (Personnel, Administrative and Other Operating Expenses, Net of Income)	(12,418)	(11,530)	(11,882)	(35,649)	(34,075)	7.7	4.5	4.6
Income from Insurance, Pension Plans and Capitalization Bonds	3,469	3,707	3,213	10,461	7,924	(6.4)	8.0	32.0
<b>\\ Statement of Financial Position</b>								
Total Assets	1,891,631	1,757,780	1,716,168	1,891,631	1,716,168	7.6	10.2	10.2
Loans - Expanded Loan Portfolio	878,571	855,381	773,323	878,571	773,323	2.7	13.6	13.6
- Individuals	352,672	341,557	303,479	352,672	303,479	3.3	16.2	16.2
- Companies	525,899	513,824	469,844	525,899	469,844	2.3	11.9	11.9
Shareholders' Equity	156,884	152,704	147,606	156,884	147,606	2.7	6.3	6.3
Assets under Management	2,824,049	2,655,562	2,627,596	2,824,049	2,627,596	6.3	7.5	7.5
<b>\\ Capital and Liquidity - %</b>								
Total Ratio	15.8	15.6	15.2	15.8	15.2	0.2 p.p.	0.6 p.p.	0.6 p.p.
Tier I Capital	13.6	13.3	13.7	13.6	13.7	0.3 p.p.	(0.1) p.p.	(0.1) p.p.
Liquidity Coverage Ratio (LCR)	174.7	168.5	145.5	174.7	145.5	6.2 p.p.	29.2 p.p.	29.2 p.p.
Net Stable Funding Ratio (NSFR)	121.3	119.7	115.2	121.3	115.2	1.6 p.p.	6.1 p.p.	6.1 p.p.
<b>\\ Profitability and Efficiency %</b>								
Annualized Return on Average Equity (ROAE) <sup>(2)</sup>	13.0	18.1	18.6	16.3	18.3	(5.1) p.p.	(5.6) p.p.	(2.0) p.p.
Annualized Return on Average Assets (ROAA)	1.1	1.6	1.6	1.4	1.6	(0.5) p.p.	(0.5) p.p.	(0.2) p.p.
Efficiency Ratio (ER) <sup>(3)</sup>	46.5	42.4	46.0	44.8	45.4	4.1 p.p.	0.5 p.p.	(0.6) p.p.
<b>\\ Market Indicators</b>								
Recurring Net Income per Share (accumulated 12 months) - R\$ <sup>(4)</sup>	2.41	2.56	2.48	2.41	2.48	(5.7)	(2.7)	(2.7)
Market Capitalization <sup>(5)</sup>	192,620	168,272	187,419	192,620	187,419	14.5	2.8	2.8
Dividends/Interest on Shareholders' Equity	2,249	2,053	448	6,299	5,541	9.6	-	13.7
Price/Earnings Ratio <sup>(6)</sup>	7.5	6.2	7.1	7.5	7.1	21.3	5.6	5.6
Price to Book Ratio	1.2	1.1	1.3	1.2	1.3	9.1	(7.7)	(7.7)
Dividend Yield - % <sup>(7) (8)</sup>	3.2	6.5	5.5	3.2	5.5	(3.3) p.p.	(2.3) p.p.	(2.3) p.p.
<b>\\ Portfolio Indicators - %</b>								
Delinquency Ratio (over 90 days)	3.9	3.5	2.6	3.9	2.6	0.4 p.p.	1.3 p.p.	1.3 p.p.
Delinquency Ratio (over 60 days)	4.7	4.4	3.2	4.7	3.2	0.3 p.p.	1.5 p.p.	1.5 p.p.
NPL Creation - 90 days	1.1	1.1	0.9	1.1	0.9	-	0.3 p.p.	0.3 p.p.
Coverage Ratio (> 90 days)	200.7	218.1	296.9	200.7	296.9	(17.4) p.p.	(96.2) p.p.	(96.2) p.p.
Coverage Ratio (> 60 days)	167.2	176.5	243.7	167.2	243.7	(9.3) p.p.	(76.5) p.p.	(76.5) p.p.

**(1)** According to the non-recurring events described on page 09 of this report; **(2)** It excludes the asset valuation adjustments recorded under the Shareholders' Equity; **(3)** For 9M22 / 9M21, it considers the cumulative index in 12 months; **(4)** For comparison purposes, shares were adjusted in accordance with bonuses and stock splits occurred in the periods; **(5)** Number of shares (excluding treasury shares) vs. closing price for common and preferred shares on the last trading day of the period; **(6)** Recurring net income in 12 months; **(7)** Source: Economatica; and **(8)** Calculated by the share with the highest liquidity.