



banrisul

4Q23

Results Presentation

INVESTOR RELATIONS DEPARTMENT



Highlights

2023 NET INCOME

R\$871.1 mi

▲ 12m: +11.5%¹

4Q23 NET INCOME

R\$304.0 mi

▲ 12m: +21.0%¹

▲ 3m: +138.6%

4Q23 NET
INTEREST INCOME

R\$1,476.6 mi

▲ 12m: +15.3%

▲ 3m: +7.8%

4Q23 ADMINISTRATIVE
EXPENSES

R\$1,070.3 mi

▲ 12m: +6.6%

▲ 3m: +2.2%

4Q23 FEES AND
SERVICES REVENUES

R\$604.0 mi

▲ 12m: +9.7%

▲ 3m: +5.1%

LOAN
PORTFOLIO

R\$53.7 bi

▲ 12m: +9.3%

▲ 3m: +2.3%

LOANS TO
INDIVIDUALS

R\$26.1 bi

▲ 12m: +2.4%

▲ 3m: +0.6%

TOTAL
FUNDING

R\$79.2 bi

▲ 12m: +9.9%

▲ 3m: +6.0%

Agenda

1

**Our
Strategy**

2

**Our
Performance**

3

Appendix

Strategy Update

A Publicly Traded Bank, Intelligent and On track for + 100 years

Digital Attitude

Culture focused on generating a digital attitude and constant learning



Operating Efficiency

Strategic use of data and AI to improve efficiency, innovation and decision-making



Innovation

Systems modernization to generate fast and safe solutions



Sustainability

Best management practices aimed at sustainable businesses that drive growth

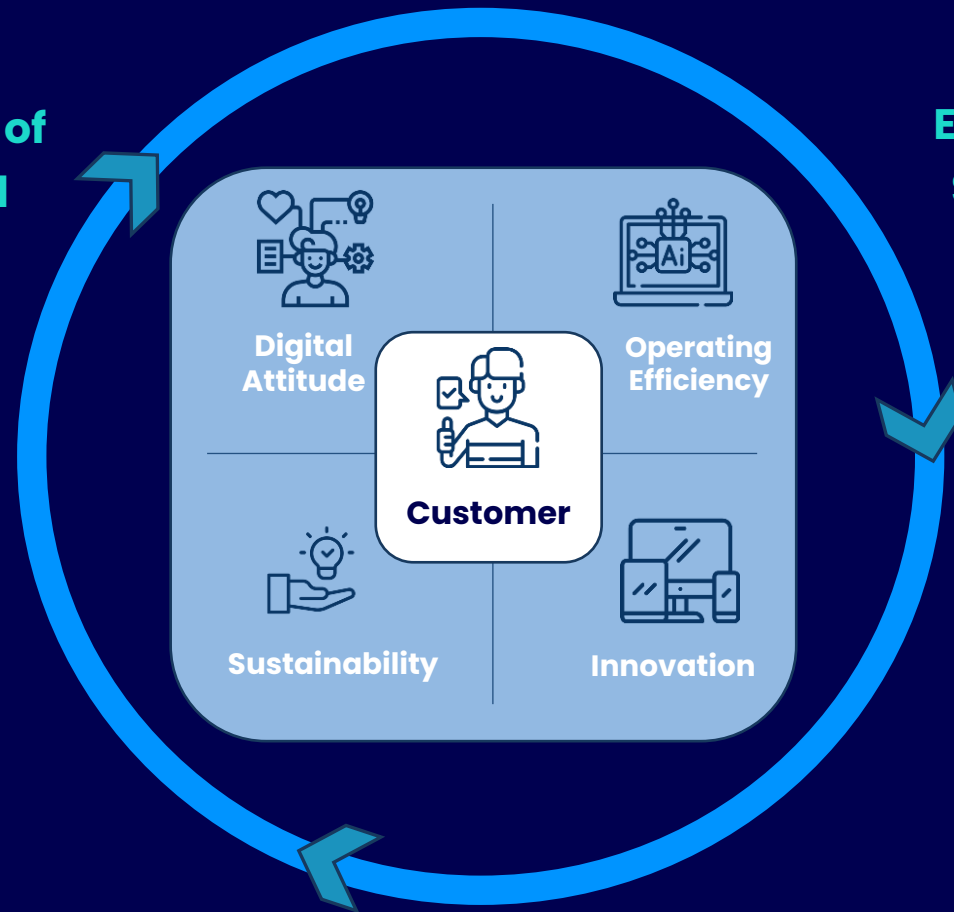


Customer Experience

Personalized experiences according to the customer's needs and objectives

Generation of Value and Profits

Excellent Service



Market Share

Agenda

1
Our
Strategy

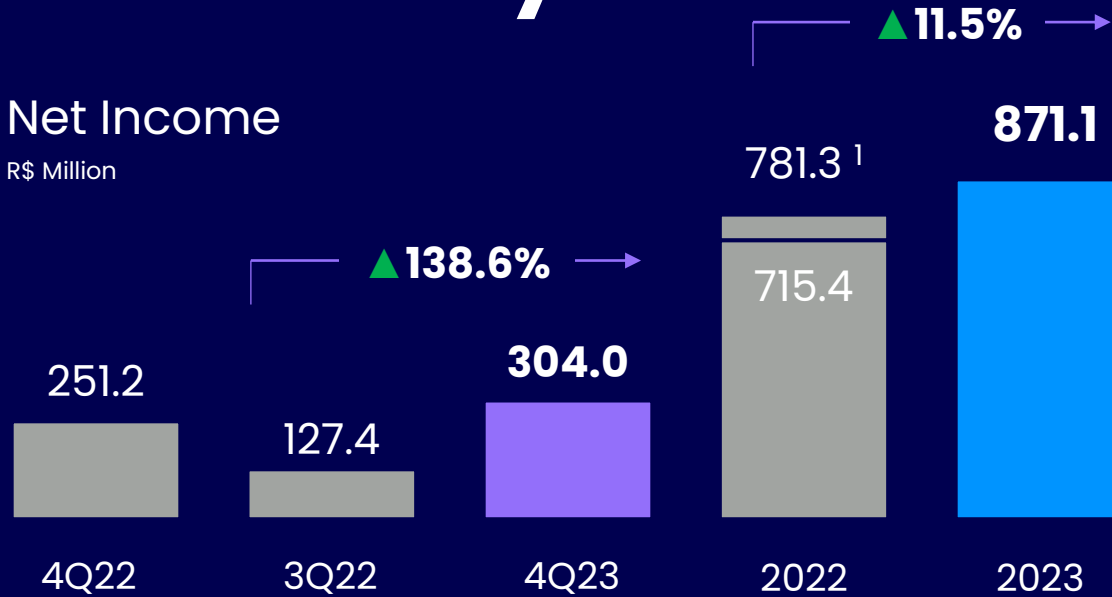
2
Our
Performance

3
Appendix

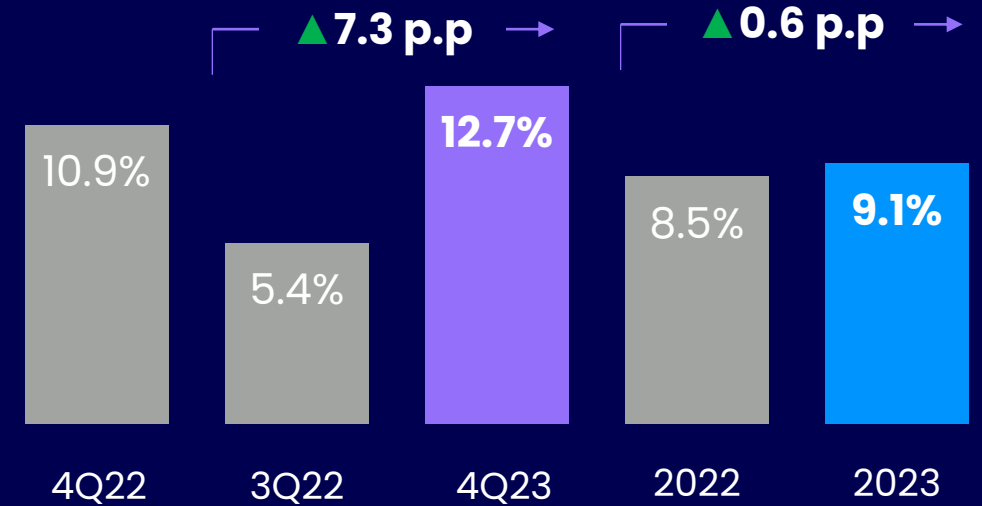
Profitability

Net Income

R\$ Million

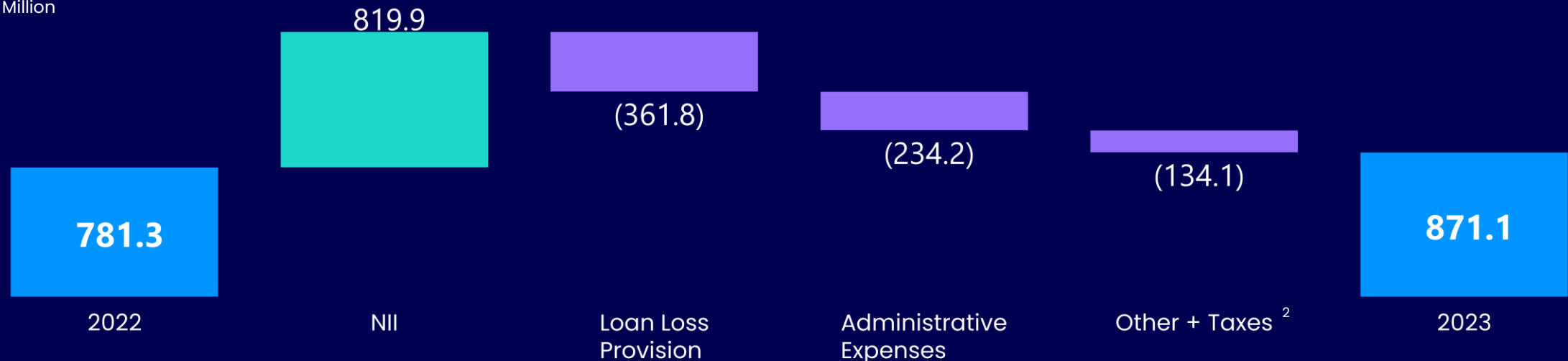


Adjusted ROAE



Change in Net Income

R\$ Million

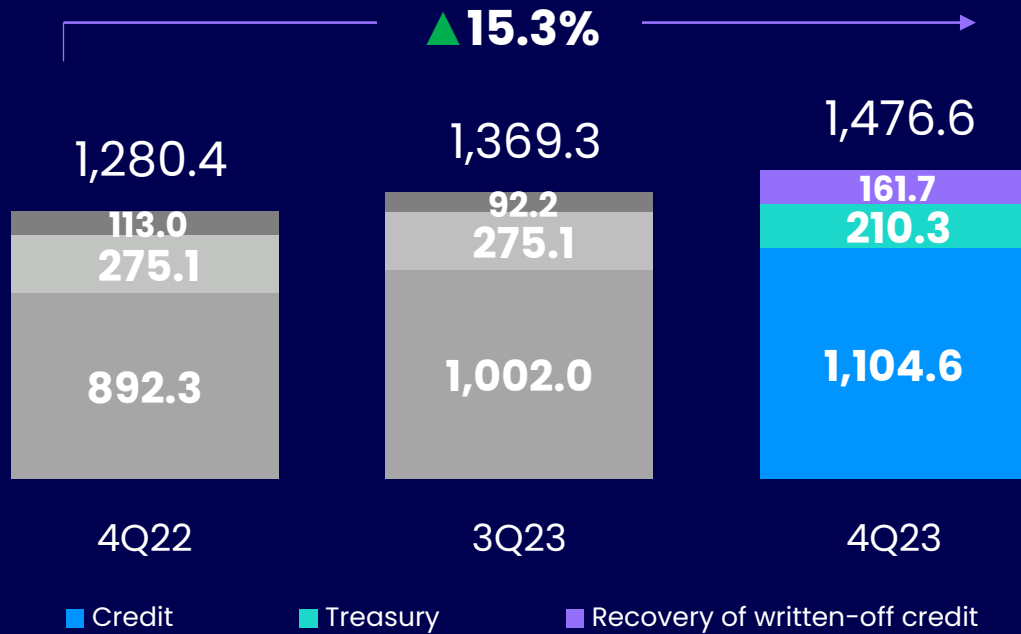


¹ Adjusted Net Income.

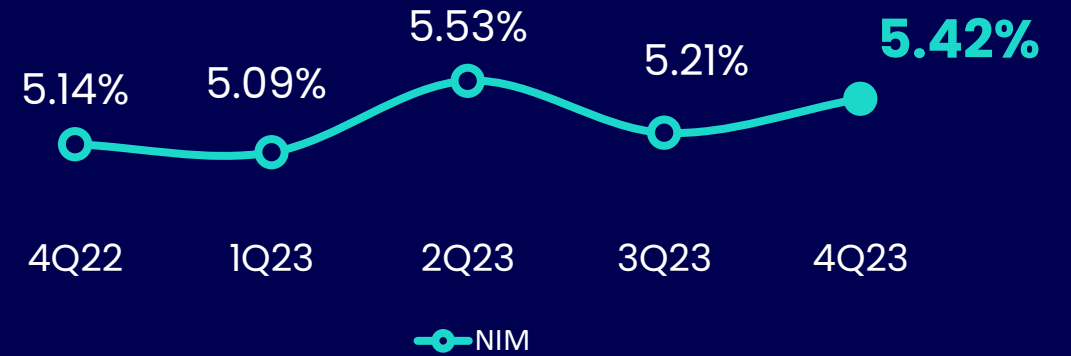
² Other Operating Income and Expenses + Income Taxes.

Net Interest Income

R\$ Million

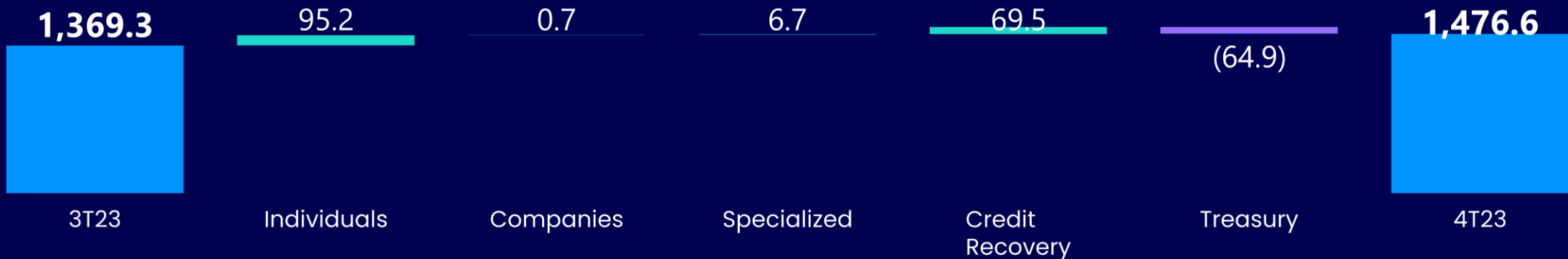


Financial Margin on Profitable Assets¹ – NIM



Change in Net Interest Income

R\$ Million

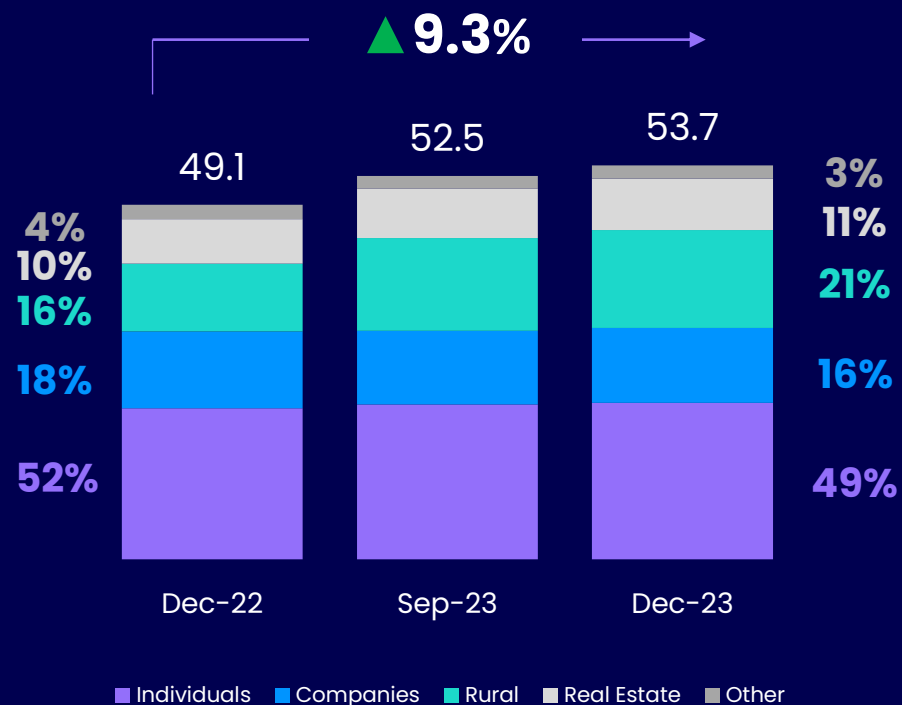


¹ Ratio between annualized quarterly financial margin and total profitable assets.

Loan Portfolio

Portfolio Balance

R\$ Billion



77.0%
Collateralized Individuals Portfolio ¹
as of Dec-23

Individuals

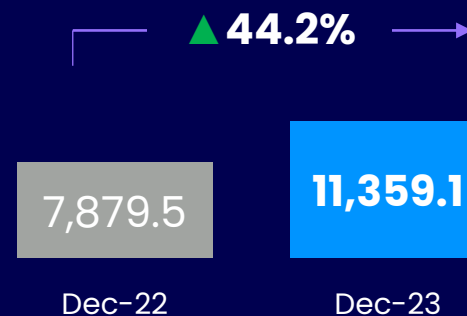
	Balance	YoY	QoQ
Payroll Loans	19,783.7	-1.5%	-1.3%
Cards	2,958.3	+9.9%	+8.2%
Consumer Loans	1,889.6	+43.4%	+8.5%

Companies

	Saldo	YoY	QoQ
Working Capital	6,824.2	-2.5%	+2.7%
Other	1,246.3	-3.0%	+3.6%
Debt Accounts	371.9	+12.6%	-14.4%

Rural Loans

R\$ Million



Real Estate Loans

R\$ Million



¹ Considers the balances of credit lines for the Acquisition of Goods and Payroll Loans over the Individuals Portfolio.

Asset Quality

Default Ratio

>90 days



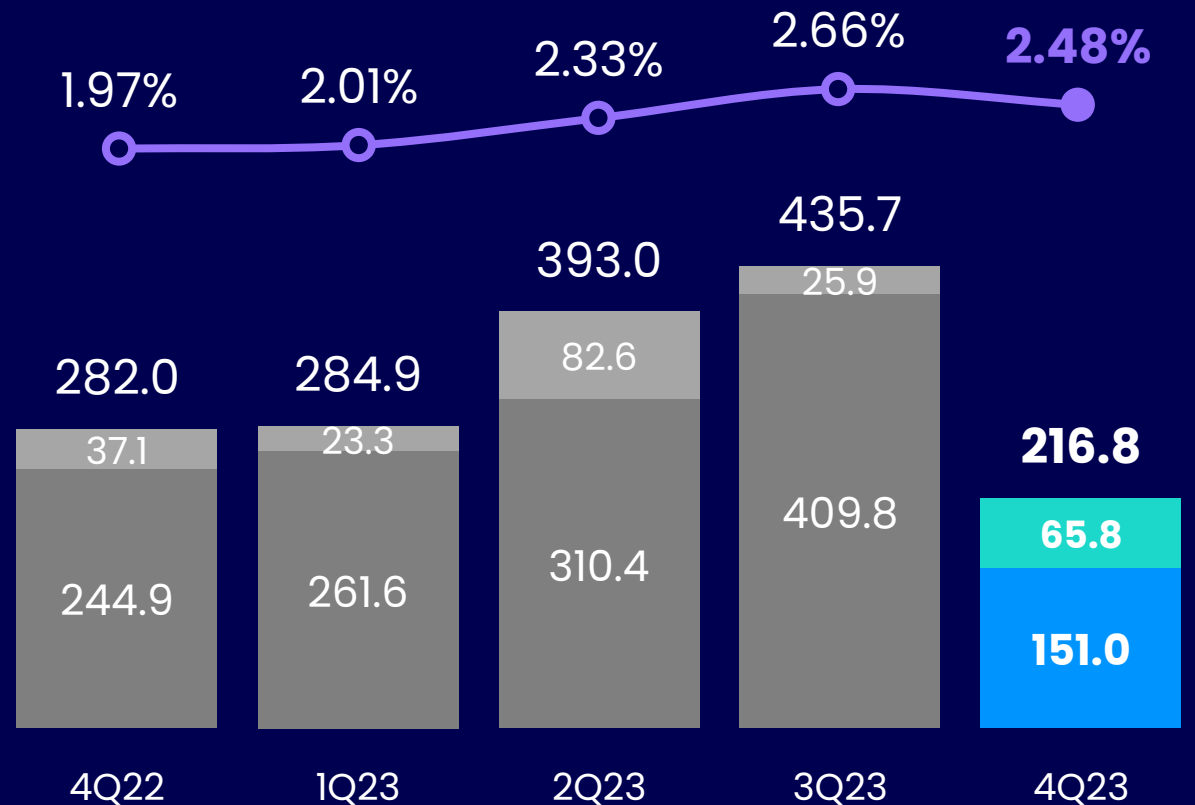
Coverage Ratio

>90 days



Provision Expenses and Cost of Risk ¹

R\$ Million and %



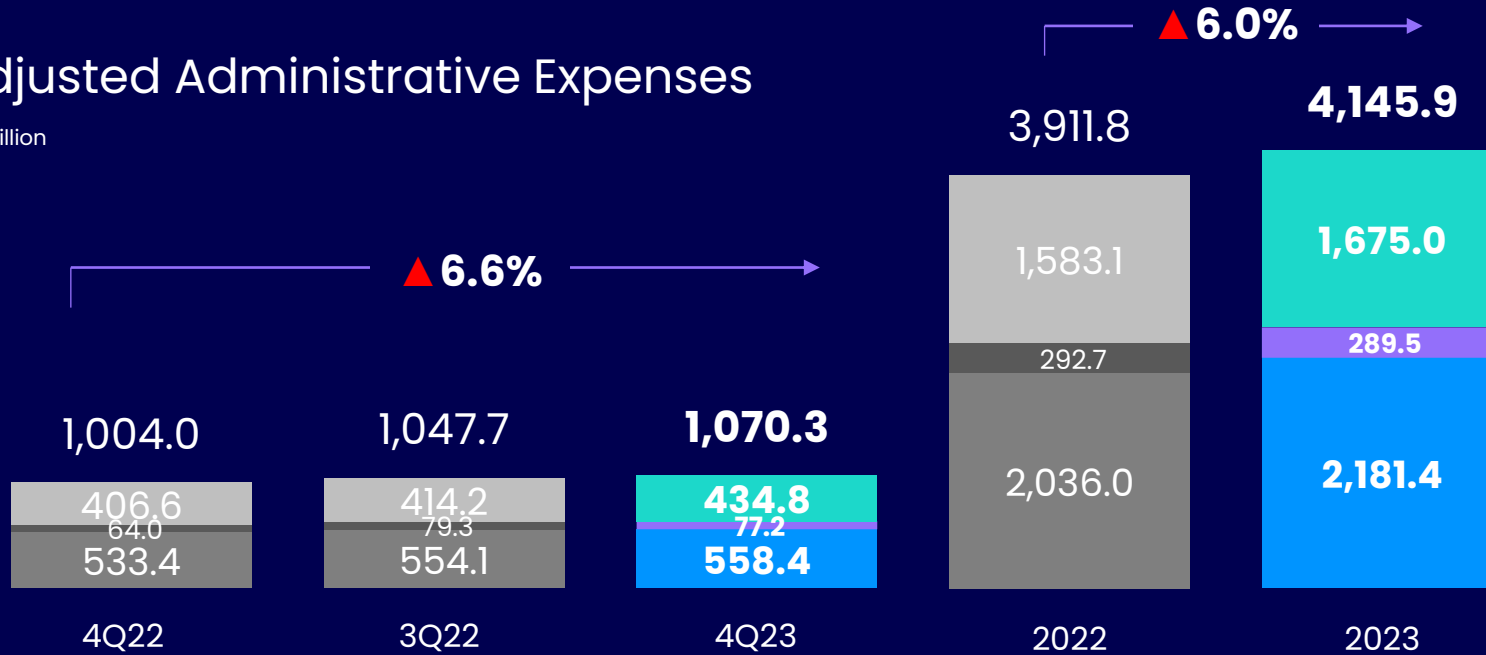
■ Other Provisions ■ Provisions on recovery of credits written off as losses (100% provisioned)
 ● 12m Provision Expenses vs Loan Portfolio

¹ Considers Cost of Risk as Provision Expenses for the last 12 months in proportion to the Loan Portfolio.

Expenses and Banking Fess

Adjusted Administrative Expenses

R\$ Million



2023 vs 2022

▲ 5.8%
▼ 1.1%
▲ 7.1%

Wage Agreements

22/23: +8%

23/24: +4.58%

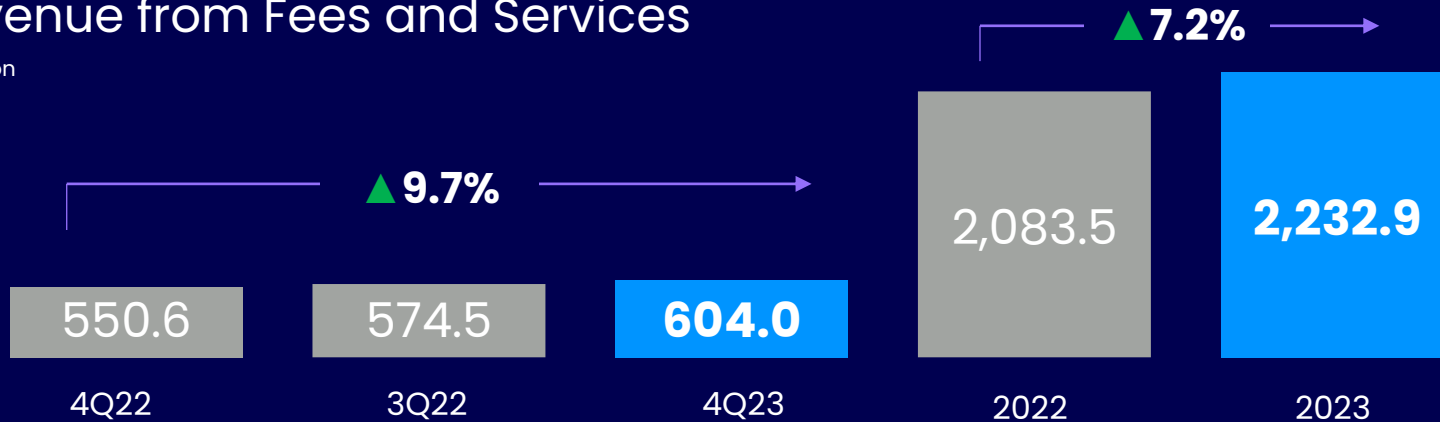
+ Renewal of staff

+ Total PDV effect

■ Personnel Expenses ■ Expenses with Correspondent Banking 1 ■ Other Administrative Expenses

Revenue from Fees and Services

R\$ Million

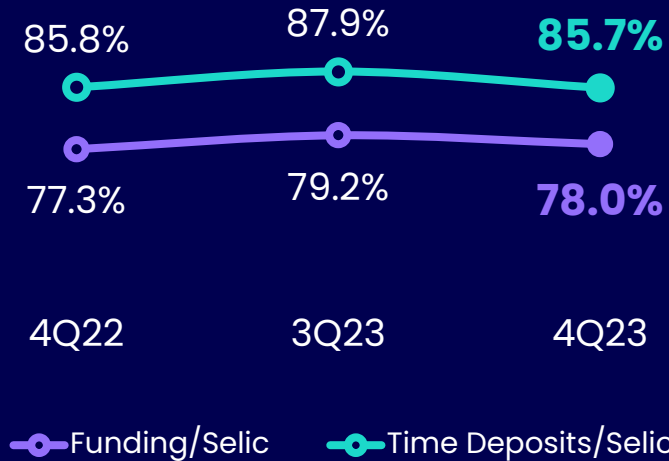


Growth Drivers

% change	2023 vs 2022	4Q23 vs 3Q23
Cards ²	+18.9%	+6.6%
Insurance ³	+7.9%	+4.9%

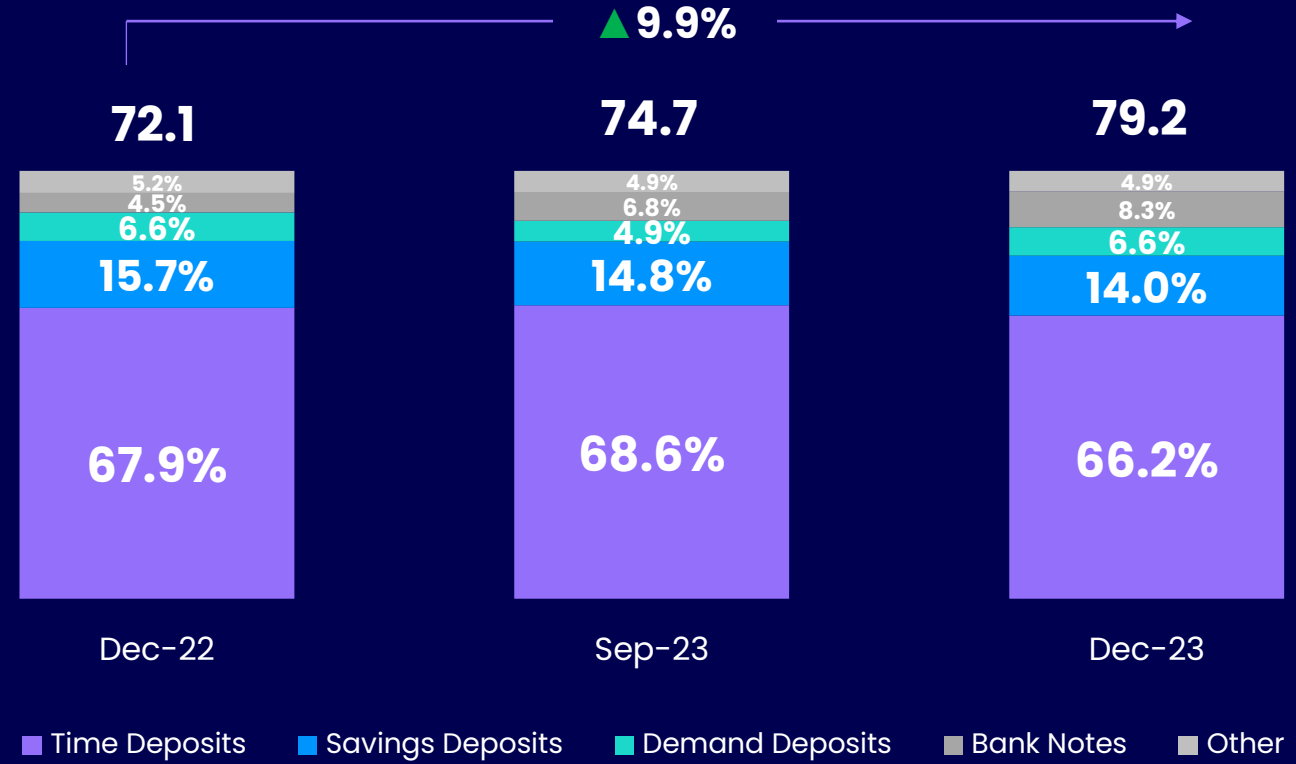
Funding

Funding Cost



Funding Portfolio

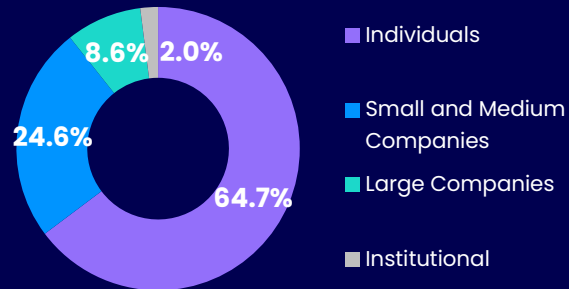
R\$ Billion and %



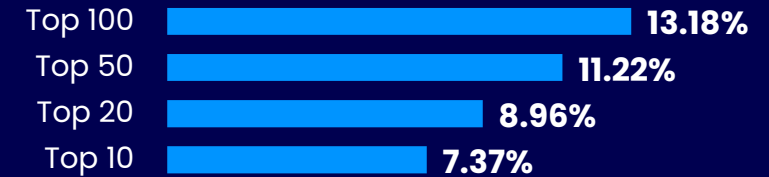
■ Time Deposits ■ Savings Deposits ■ Demand Deposits ■ Bank Notes ■ Other

Diversified
funding

Funding Breakdown ¹



Funding Concentration ²

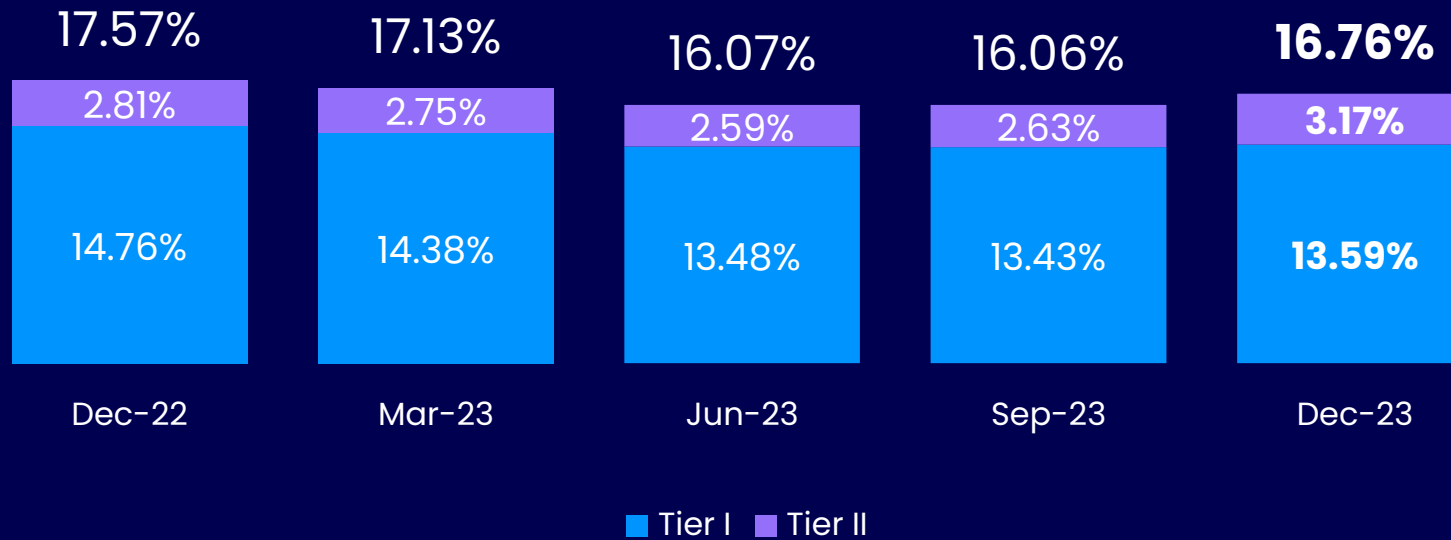


¹ Considers Time Deposits and funds from Financial Notes, Real Estate Notes and Agribusiness Notes.

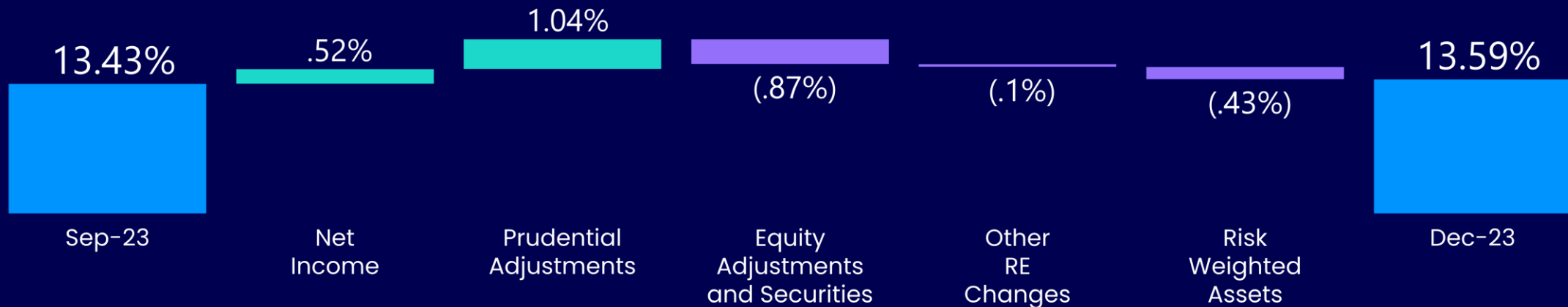
² Largest Time Deposits, Financial Notes, Real Estate Notes and Agribusiness Notes investors in percentage of total funding.

Capital

Basel Ratio



Tier I Capital Change



Guidance

2024 Guidance

Total Loan Portfolio	2% to 7%
Cost of Risk ¹	2.5% to 3.5%
Administrative Expenses ²	6% to 10%
Financial Margin (NII) ³	25% to 30%

¹ Considers Cost of Risk as Provision Expenses for the last 12 months in proportion to the Loan Portfolio;

² Administrative Expenses excluding fee commissions on banking correspondents;

³ Net Interest Income change.

Agenda

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Strategy

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Appendix

Adjusted Consolidated Income Statement

Income Statement R\$ Thousand	4Q23	3Q23	4Q22	4Q23/ 4Q22	4T23/ 3Q23
Income from Financial Intermediation	4,149,362	4,135,266	3,632,453	14.2%	0.3%
Expenses from Financial Intermediation	(2,672,786)	(2,765,970)	(2,352,085)	13.6%	-3.4%
Result of Financial Intermediation	1,476,576	1,369,296	1,280,368	15.3%	7.8%
Provision for Credit Losses	(216,829)	(435,688)	(282,012)	-23.1%	-50.2%
Other Operating Income (Expenses)	(744,955)	(782,777)	(607,496)	22.6%	-4.8%
Operating Result	514,792	150,831	390,860	31.7%	241.3%
Earnings Before Tax and Employee Profit Sharing	514,792	150,831	390,860	31.7%	241.3%
Adjusted Income Tax and Social Contribution	(143,214)	35,650	(81,181)	76.4%	-501.7%
Employee Profit Sharing	(67,547)	(59,072)	(58,471)	15.5%	14.3%
Adjusted Net Income	304,031	127,409	251,208	21.0%	138.6%



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4Q23 Results Presentation



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