



1Q22 Institutional Presentation

INVESTOR RELATIONS
DEPARTMENT

Institutional Presentation

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 Bannissul.

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



1 CORPORATE
PROFILE

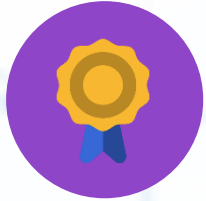
2 BUSINESS
STRATEGY

3 FINANCIAL
SUMMARY



Corporate Profile

1Q22



Efficiency

Focusing on the efficiency of management, centering objectives on faster, simplified processes, improving IT infrastructure and architecture, improving risk management and also adhering to best management practices.



Transformation

Following the path of transformation, through the implementation of new business models and new technologies, to maintain Banrisul's competitiveness.



Employees

The strength of its employees is key to achieve organizational success. To this end, the Bank has developed a challenging, agile environment, fostering the engagement and improving the management of human resources.



Customers

Considering the similarity of products in the financial market, the entry of new competitors and the perception of value and innovation, Banrisul intensifies focus on customer, in order to provide the best experience in financial solutions and raise their level of satisfaction



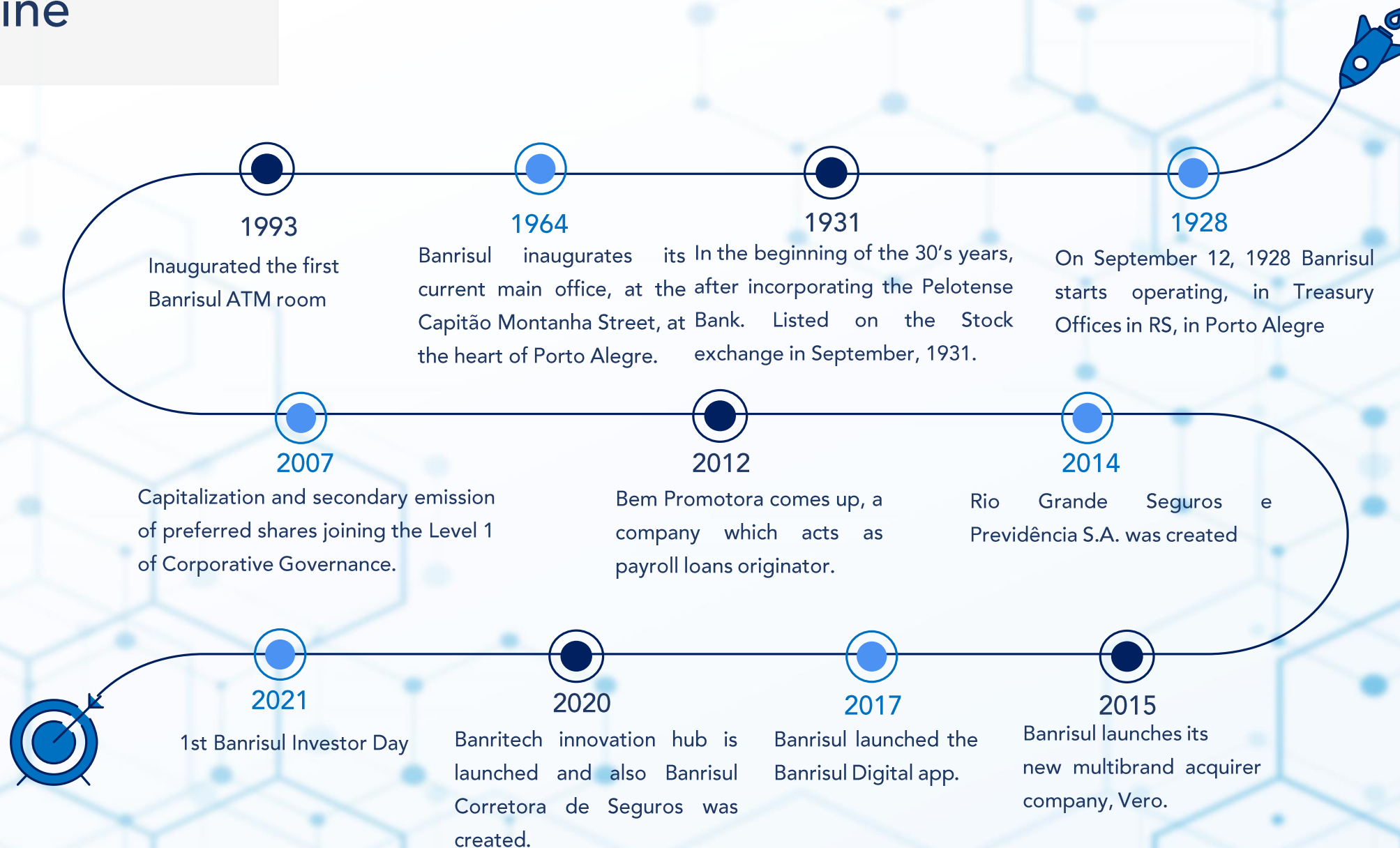
Essence

Reinforce the commitment to being a retail bank, with a focus on Rio Grande do Sul.



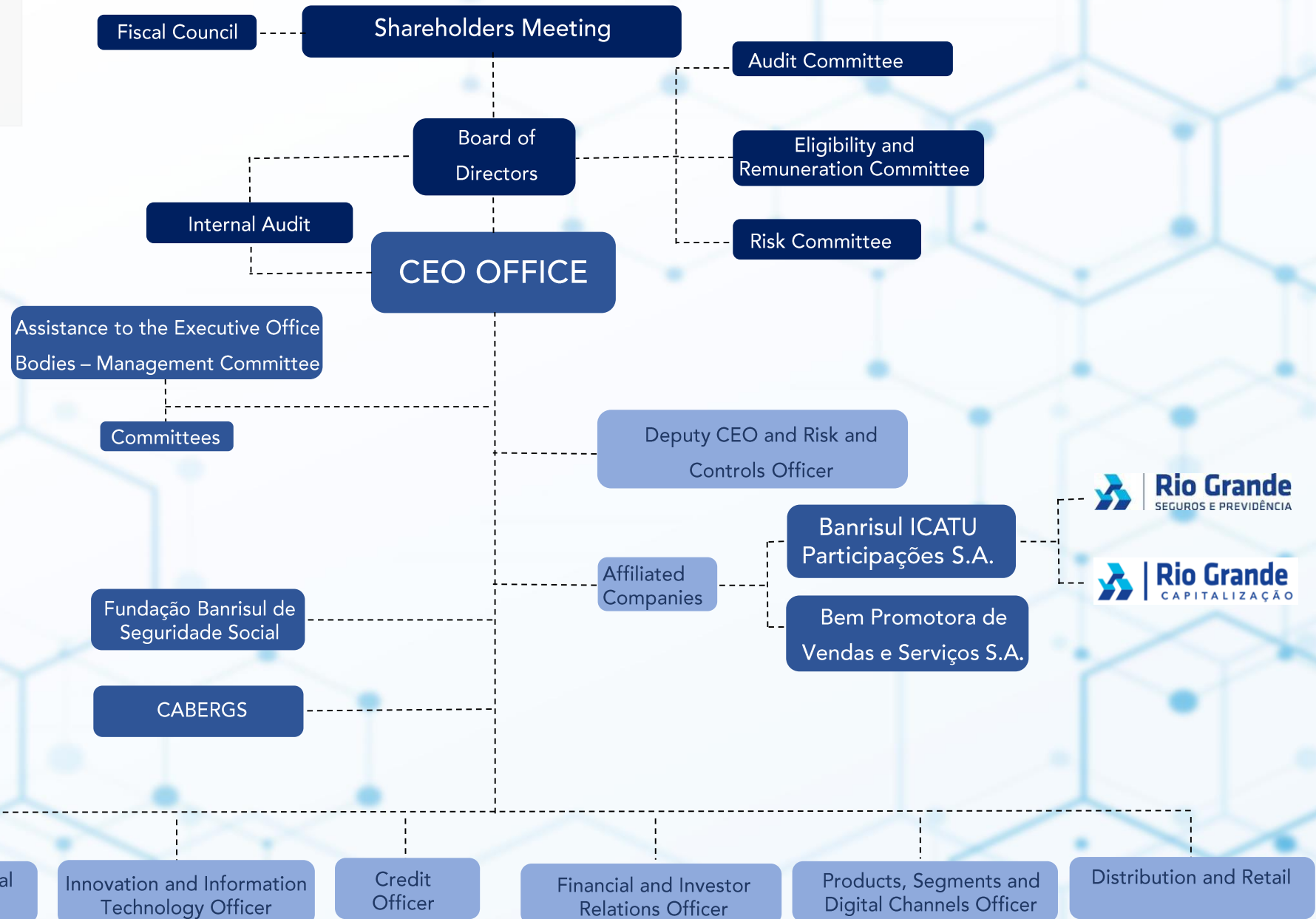
Timeline

1Q22



Administrative Structure

SUBSIDIARIES



Management and Committees



Board of Directors is composed by up to 11 members, of which 5 are independent members.

Minority Shareholders elect 2 members to the Board of Directors.

The Fiscal Council is composed by 5 members (with equal number of alternate members) must have higher education level and experience.

Owners of preferred shares and minority shareholders elect 2 members to the Fiscal Council.

Risk Committee

Comprised of at least 3 and at most 5 members appointed and removable by the Board of Directors at any time.

Audit Committee

Composed of 3 members elected by the Board of Directors in the first meeting held after the Shareholders' Meeting.

Eligibility and Compensation Committee

Composed of 3 members, residing in the country with education standards and technical skills according to the duties of the position.

Other Committees

Banrisul has other 15 committees assisting the Executive Board.



Executive Board



Cláudio Coutinho

CEO



Irany Sant'Anna

Deputy CEO and Risk and
Controls Officer



Marcus Staffen

CFO and Investor
Relations Officer



Jorge Krug

Innovation and IT
Officer



Wagner Lenhart

Institutional Officer



Fernando Postal

Distribution and Retail
Commercial Officer



Claíse Rauber

Products, Segments and
Digital Channels Officer



Osvaldo Lobo

Credit and Operations
Officer



Marivania Fontana

Administrative Officer



Banrisul Group Subsidiaries

Banrisul CARTÕES S.A.

Acquirer of the payment means sector with wide coverage of establishments in Rio Grande do Sul.

Banrisul CONSÓRCIO

Manages consortium groups for the acquisition of automobiles, trucks, motorcycles, real estate and services.

Banrisul CORRETORA DE SEGUROS

Wholly-owned subsidiary of the holding company Banrisul Seguridade Participações S.A., a Company whose capital is wholly owned by Banrisul.

Banrisul CORRETORA DE VALORES

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

Banrisul SEGURIDADE

Focus on maximizing the distribution of insurance, private pension and capitalization products

Banrisul ARMAZÉNS GERAIS

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



Banrisul Group Affiliated Companies

BANRISUL ICATU PARTICIPAÇÕES S.A.

Holding company in partnership with Icatu Seguros SA. Through its subsidiaries, BIPAR sells life insurance, private pension plans products and savings bonds.



Acts as originator of payroll loans offered to INSS retirees and pensioners and federal civil servants.



Offers savings bonds through the Bank's distribution channels with exclusive rights.



Operates exclusively into Banrisul's distributions channels offering life insurance and private pension plans products.





Aligned with Good Market Practices

- Annual Financial Statements in International Standard IFRS / IASB.
- 100% tag along for all Banrisul shares.
- Resolution of disputes or controversies by the Market Arbitration Chamber.



Prevention Program for Money Laundering Fighting and Financing of Terrorism

- Establishes mechanisms, procedures and rules that guide the performance of employees in conducting business, in order to prevent the occurrence of operations related to these illegal acts in the institution.
- These principles cover all Banrisul Group companies.



Interest on Equity and Dividend Policy

- Transparent Shareholder Remuneration Policy regarding the distribution of dividends and / or payment of interest on equity, always observing the Company's capital structure.
- From January to March 2022, R\$136.6 million were paid out as interests on equity, net of taxes.



Other Policies

- Disclosure of Material Fact
- Securities Trading
- Anti-corruption.
- Related Party Transactions
- Indication and Succession.
- Capital and Corporate Risk Management.
- Code of Ethics and Conduct.

ESG

For 2022, Banrisul will create

Banrisul Sustainability

Strategic Agenda

Creation of the Statutory Sustainability Committee

Net-zero carbon footprint of direct emissions

Expand sustainable lines of credit, focusing on the Health and Education sectors

Mapping of water, waste and energy consumption (Inventory)

GRI standard report

Inclusion of the analysis of sustainability criteria in the purchasing and bidding process

Implementation of the Renewable Energy Project



Voluntary Commitments



Pacto Global
Rede Brasil

Signatory to the Global
Compact of United Nations
Since 2013



Adhering to the Goals of
Sustainable Development –
UN Since 2013



R\$233.2 million
(+164% vs mar/21)
in sustainable funding¹

¹ CDC Sustainability Position as of mar/22.



Human Resources



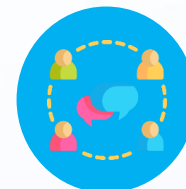
Profile

- 55% men and 45% women, being that 39% of leadership and top management functions are occupied by women.
- IT professionals correspond to 13% of employees, approximately - distinguished career framework and low turnover.



Qualification

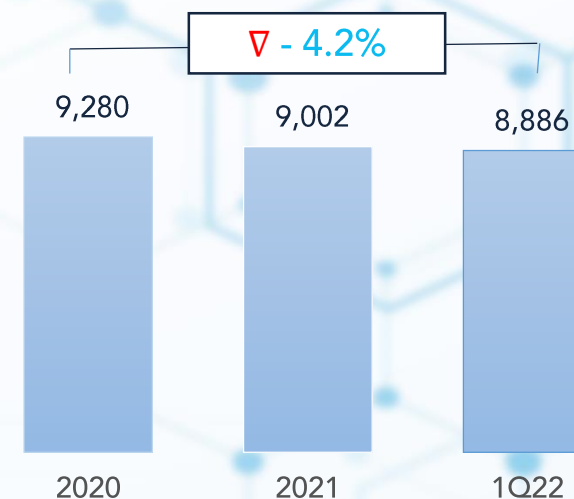
- Banrisul offers subsidies to encourage the qualification of its employees
- In 1Q2022, 696 improvement and qualification courses were taken.
- The total investment in Corporate Education was R\$361 thousand in 1Q2022.



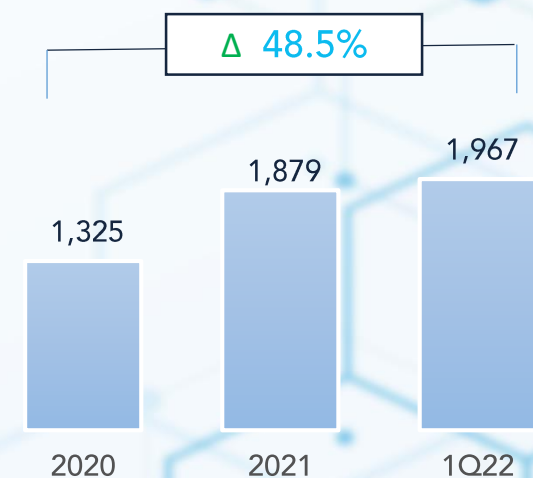
Relation with Employees

- Banrisul hires employees through public tender.
- Gradual return to face-to-face work, observing protocols for the prevention of Coronavirus, by the Hospital Moinhos de Vento Consultancy.
- Equity of opportunity and professional development.

Employees



Interns



1 CORPORATE
PROFILE

2 BUSINESS
STRATEGY

3 FINANCIAL
SUMMARY



Portfolio



AFFINITY SPACE

1Q22

As it recognizes the different customer profiles and their diverse needs and with the objective of providing a more comprehensive service to those who need financial advice, especially on investments, means of payment, private pension and insurance, in 2012 Banrisul launched Banrisul Afinidade.

-
- Special service hours.
 - 27 Affinity Spaces.
 - Exclusive products and services.
 - Specialized and skilled professionals.



Individuals

We offer complete financial solutions for all of our clients.

Individuals Credit Portfolio

Balance of
R\$23,704.2
Milhões
+2.5% in 3 months

Commercial Credit

- Minute Credit
- Payroll Loans
- Banricompras
- Personnel Credit
- 13th Salary Advance
- College Credit
- Credit Cards

Non-Commercial Credit

- CDC Sustainability
- Real Estate Loans
- Rural Loans
- Leasing
- Exchange

Services

- Consortiums
- Investments
- Pension Plans
- Insurance
- Savings Bonds
- Digital Wallets
- BanriSaque



Companies

Support to entrepreneurship

We offer complete financial solutions for companies of all segments and sizes.

Companies Credit Portfolio

Balance of
R\$7,543.7
Million

+4.5%
in 3 months



Commercial Credit Lines

- Working Capital
- Guarantee Accounts
- Real Guaranteed Operations
- Receivables Discount
- Payroll Financing
- Compror/Vendor
- Microcredit

Direct Credit Lines

- Sustainability Credit Lines
- Banrisul Fomentation
- Automatic BNDES Lines
- Small Companies BNDES
- FINAME
- FINAME – Renewable Energy
- Real Estate

Services

- Business Cards
- Digital Certificate
- Consortiums
- Billing of Banking Bills
- Payroll
- Insurance
- Vero Solutions



Rural Loans

One of the foundations of our mission is the [agribusiness](#) focused on small and medium-sized producers' growth

Agro spaces inaugurated at [Santo Ângelo](#) and [Cruz Alta](#) branches

[R\\$5,001.4 million](#) in rural credit balance in March 2022 [+3.4%](#) compared to December 2021

°AGRO
é o nosso
CHÃO.



Highlight



In 1Q2022 we reached:

136.1 thousand
Accredited establishments

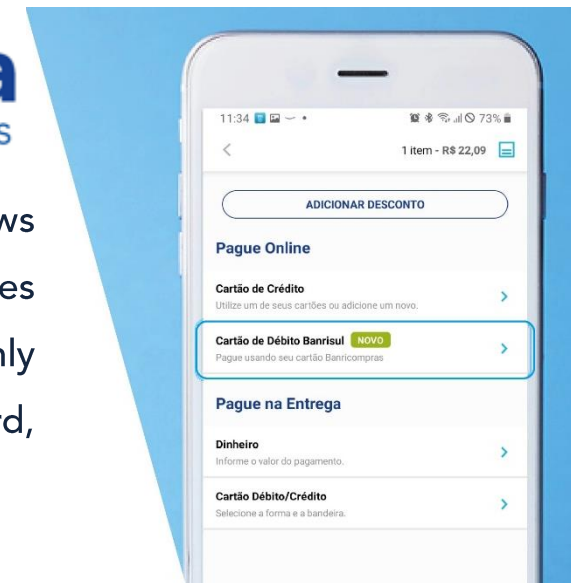
102.3 million
Debit and credit card transactions

R\$9.7 billion
Financial volume transacted

R\$85 million
Net Income



Launch of Vero Conecta – Apps. The solution allows companies to integrate with Vero to make card sales directly in their applications. Vero Conecta is the only gateway on the market with the brands (Visa, Mastercard, Elo, Banricompras and BanriCard).



Launch of Vero
accreditation through
Banrisul Digital App



Highlights



- ✓ The portfolio of solutions includes Personal Insurance, Property Insurance, Savings Bonds and Supplementary Pension Plans.
- ✓ In the pension area, the news is the inclusion of new products: BanrisulPrev Qualificado.

In 1Q22 we reached:

R\$33 million
Net Income

R\$620.4 bi
Insurance premiums, pension
contributions and capitalization

R\$73.2 million
Total Revenues



Highlights



In 1Q22 we reached:

76.9k

Consortium members

R\$175.6 million

Volume of credit made available

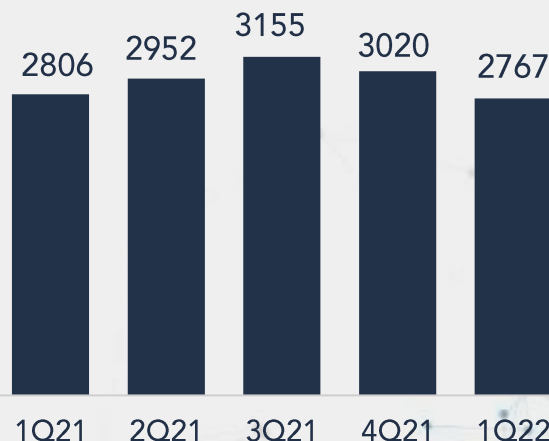
R\$5.7 bn

Volume of letters of credit

R\$17.9 million

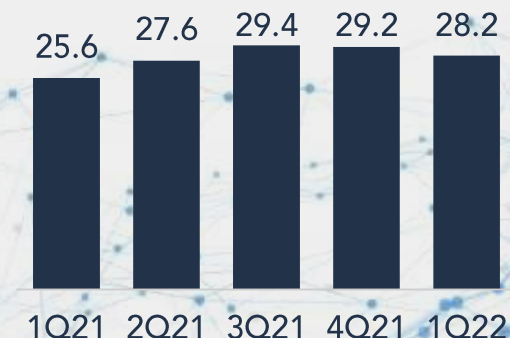
Net Income

Monthly Contemplations



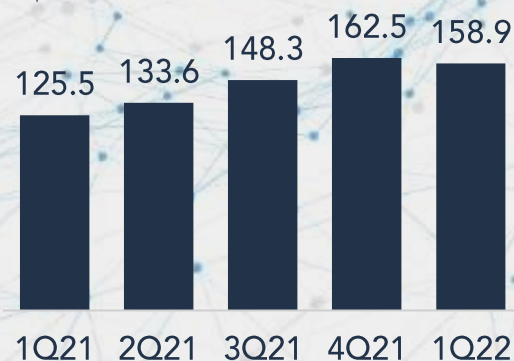
Administration Fee

R\$ Million



Credit Volume of Delivered Goods

R\$ Million



Net Income

R\$ Million



Highlights:



- ✓ It acts in the intermediation of variable income, private and public fixed income transactions (Treasury Direct), with B3, as well as in the professional management of securities portfolios.

- ✓ With the launch of new strategies in hedge and equity investment funds, in partnership with the managers Absolute, Az Quest, BTG Pactual, Claritas, Occam, Sharp and Vinci, we expanded the portfolio of investment products available to Banrisul's clients for diversification, in the network of agencies and digital channels.

In 1Q2022 we reached:

R\$1.3 bn

Financial Intermediation

R\$6.5 million

Administration fee income

R\$2.5 million

Net Income



Tech Modernization

Barrisul's technological modernization process is focused on:

- Digital Transformation
- IT Infrastructure
- IT Security

In 1Q22, Barrisul invested:

R\$57.3 million

in technological modernization.



Digital Transformation

Purpose of harmonious integration between business strategies and technological possibilities.



Banrisul completed the construction of the new Datacenter, sustainable and with a high standard of security.



Dissemination of the agile culture in the corporate environment, evolving in the modernization of technological processes and tools, fundamental for the gain in scale in the development of digital products.

Adoption of digital models



End-to-End Journey

Agile methodologies



Customer centered

Destaques: Novas funcionalidades



Monitoring of PIX transactions by the Antifraud System



development of scheduling features via PIX and PIX payment by capturing the QR Code image



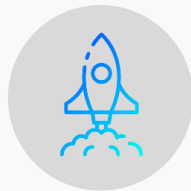
a fully digital and integrated flow that allows the customer to simulate real up to 2 FGTS anniversary withdrawals





Hub Space

Collaborative space in coworking format, aimed at promoting new ideas, research, experimentation and co-creation.



Hub Startup

It is the acceleration program for startups incubated at BanriTech. Public notice launched to select 30 startups from all over the country.



Hub Education

It promotes a culture of innovation, training and building improvements, encouraging knowledge throughout the ecosystem, combined with the development of RS.



Hub Venture

It is the pillar that seeks to stimulate actions that add value and enhance the results of partner Startups through investment funds.



Market Share

Brazil²Rio Grande
do Sul¹☐ Time Deposits

2.8%

39.8%

☐ Demand Deposits

1.1%

28.5%

☐ Credit

0.9%

19.5%

☐ Savings Deposits

1.1%

12.3%

☐ Branches

2.8%

32.0%

¹ December/2021 ² February/2022

Agenda

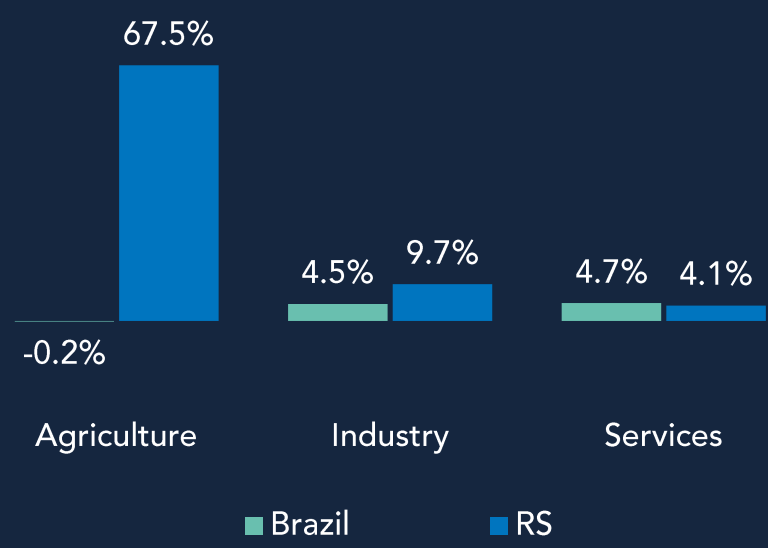
1 CORPORATE
PROFILE

2 BUSINESS
STRATEGY

3 FINANCIAL
SUMMARY

/ Recovery of the RS Economy in 2021

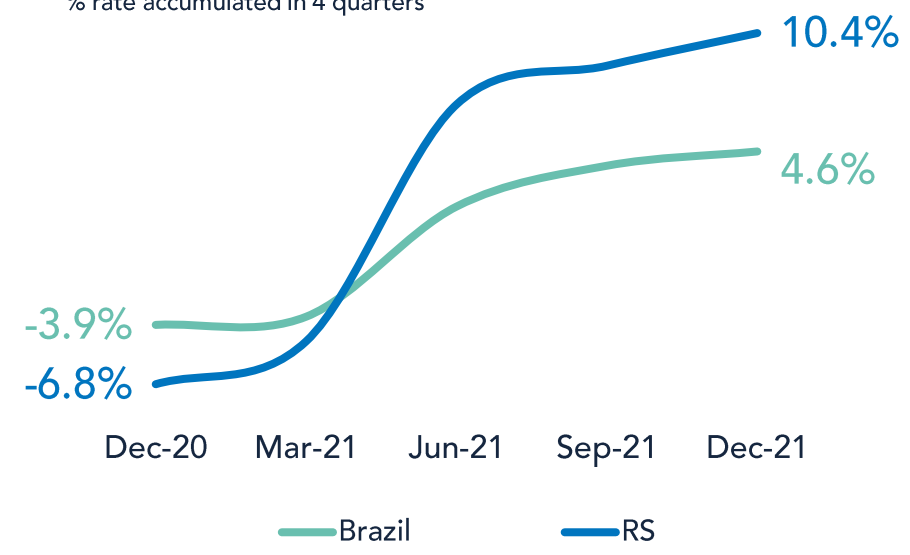
GDP expansion



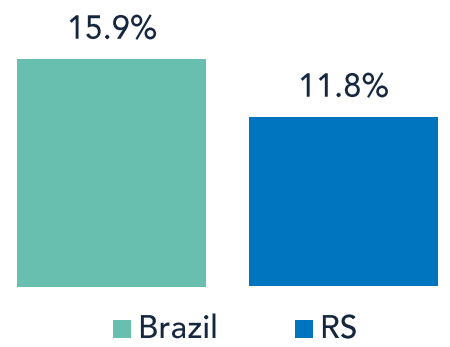
RS surpassed the national performance accumulated in 2021 in the **Agriculture and Industry**

GDP at Market Prices

% rate accumulated in 4 quarters



Credit Stock

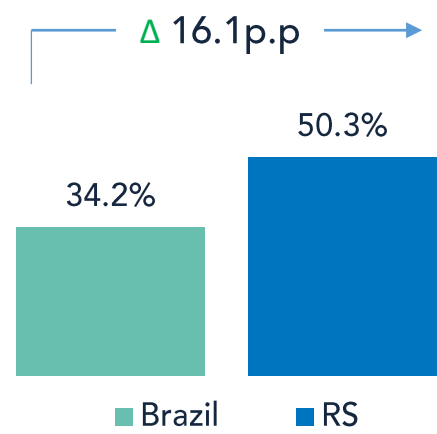


Repressed credit demand

/ 1 - Strategic Highlights

GDP per capita in RS is **25% higher** than Brazil

Exports

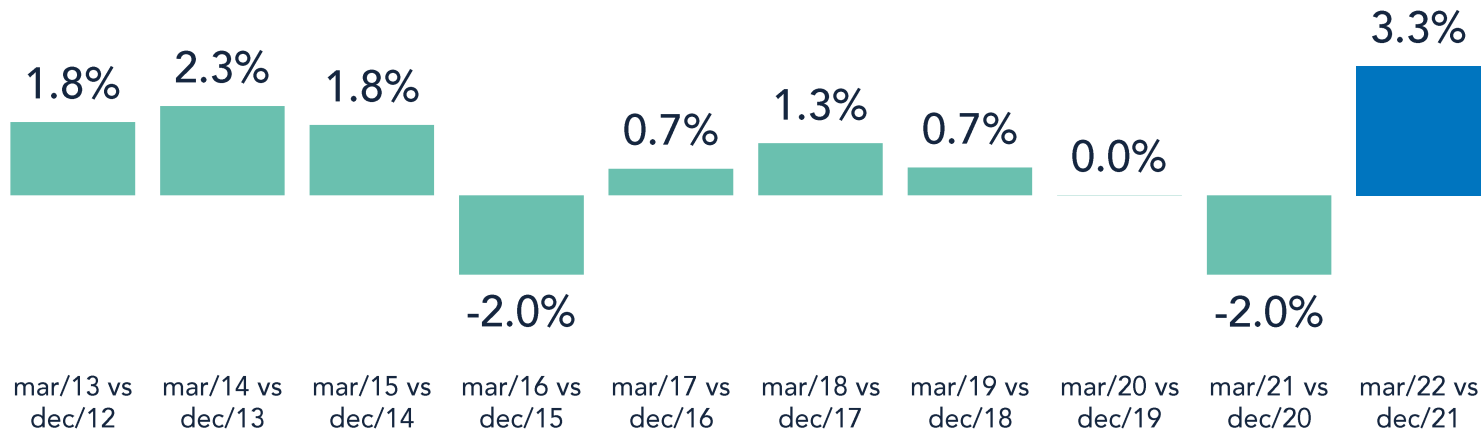


In **credit**, the average default rate in RS is **0.5 p.p. lower** than the national average default rate

/ Loan Portfolio in 1Q22

/ 1 - Strategic Highlights

Portfolio Growth in 1Qs x 4Qs

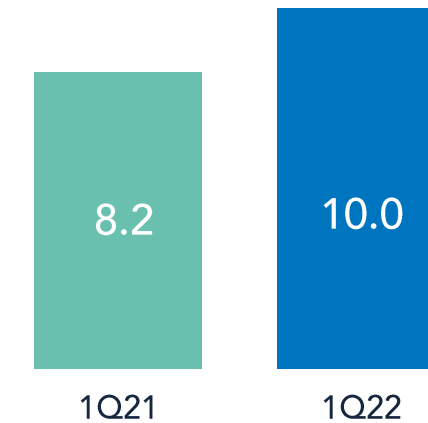


Best 1Q growth performance
in the last 10 years

Credit Granting

R\$ Billions

Δ 21.7%



Δ 30.5%
1Q22 vs 1Q21
Agricultural

Δ 32.5%
1Q22 vs 1Q21
Companies

Δ 108.4%
1Q22 vs 1Q21
Real Estate

Δ 52.1%
1Q22 vs 1Q21
Foreign Exchange

Loan Portfolio

R\$ Billions

Δ 15.0%

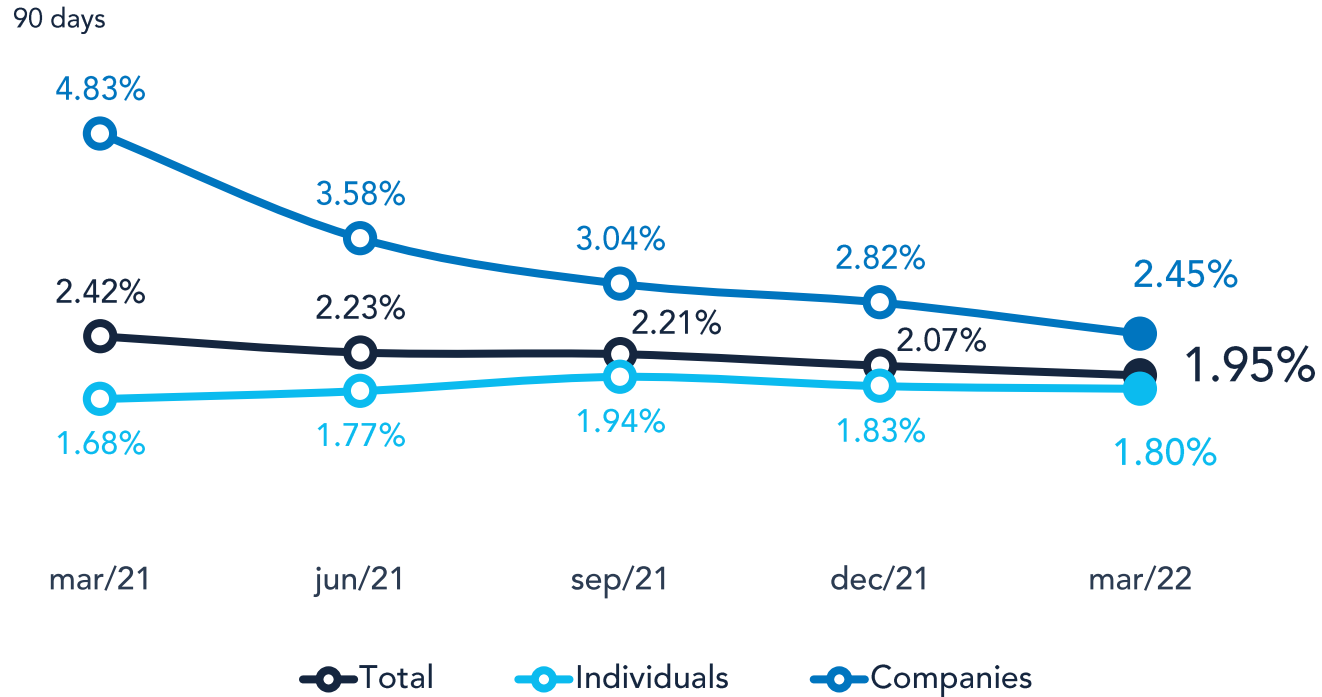


Growth Vectors

Individuals				Companies			
R\$ Million	Balance	YoY	QoQ	R\$ Million	Balance	YoY	QoQ
Payroll Loans	18,881.7	11.4%	2.4%	Working Capital	5,709.8	26.1%	4.2%
Acquisition of Goods	311.6	132.4%	19.3%	Acquisition of Goods	252.2	88.4%	14.8%

/ Credit Quality Improvement

Default Rate



Coverage Ratio

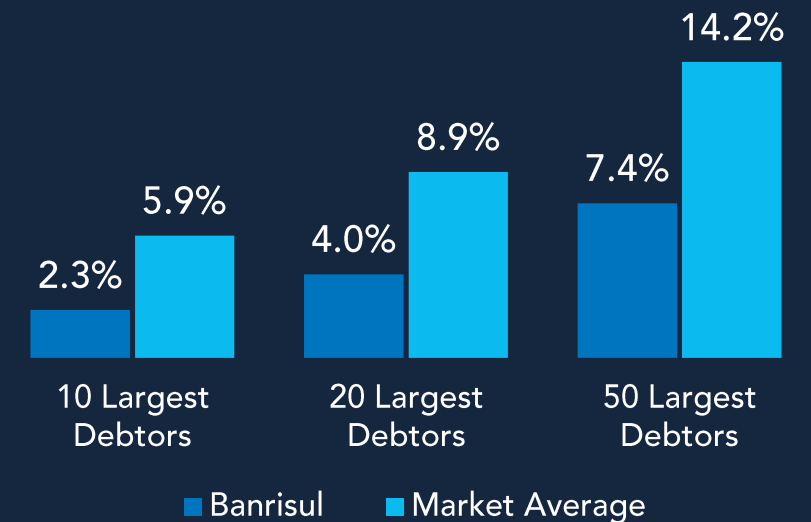


/ 1 - Strategic Highlights

Credit Portfolio at Normal Risk (AA - C Ratings)



Portfolio Concentration¹

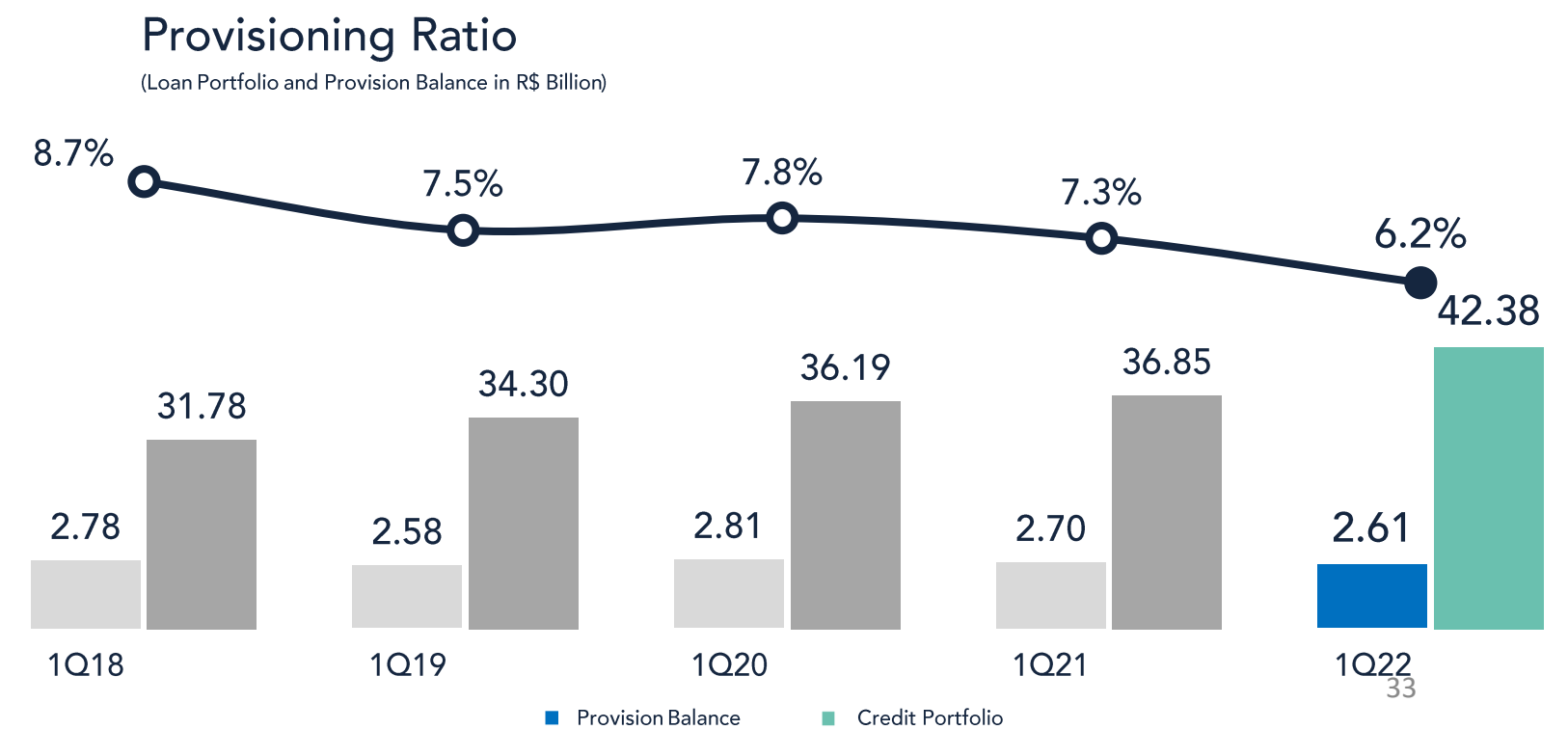
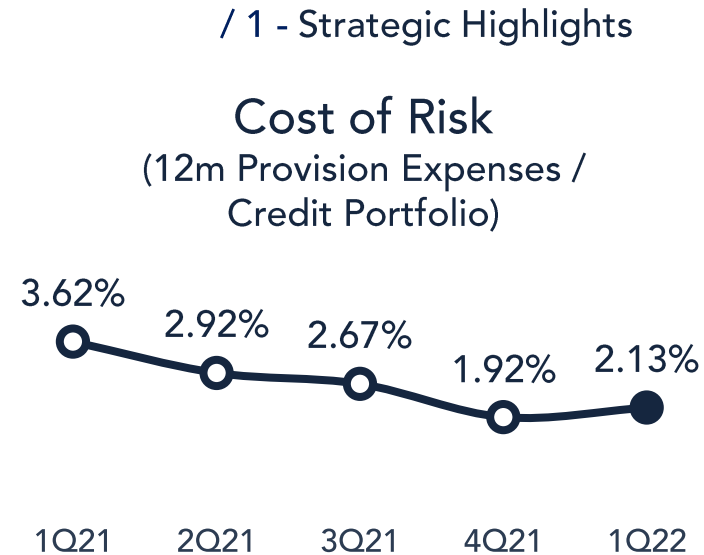
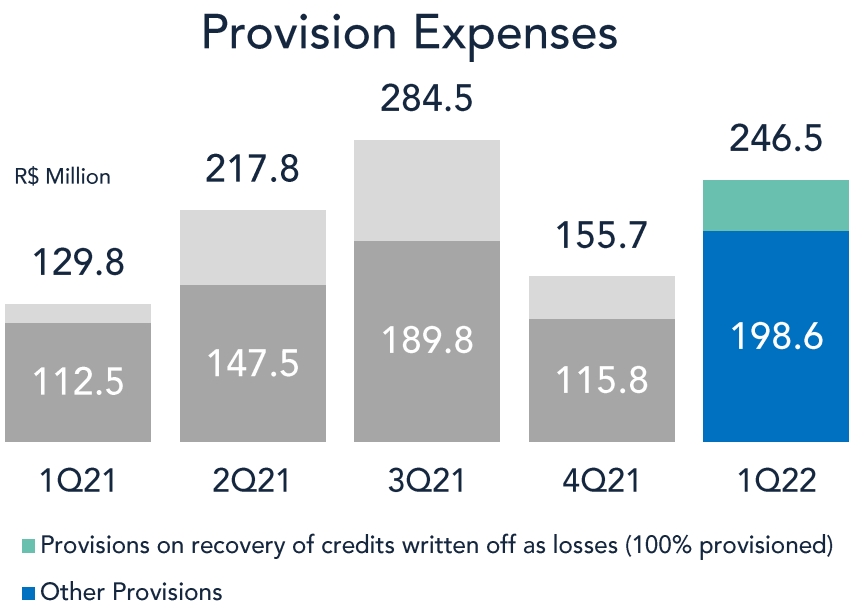


¹ Market Average corresponds to the average of the concentrations of the four largest banks listed on B3, weighted by credit portfolio.

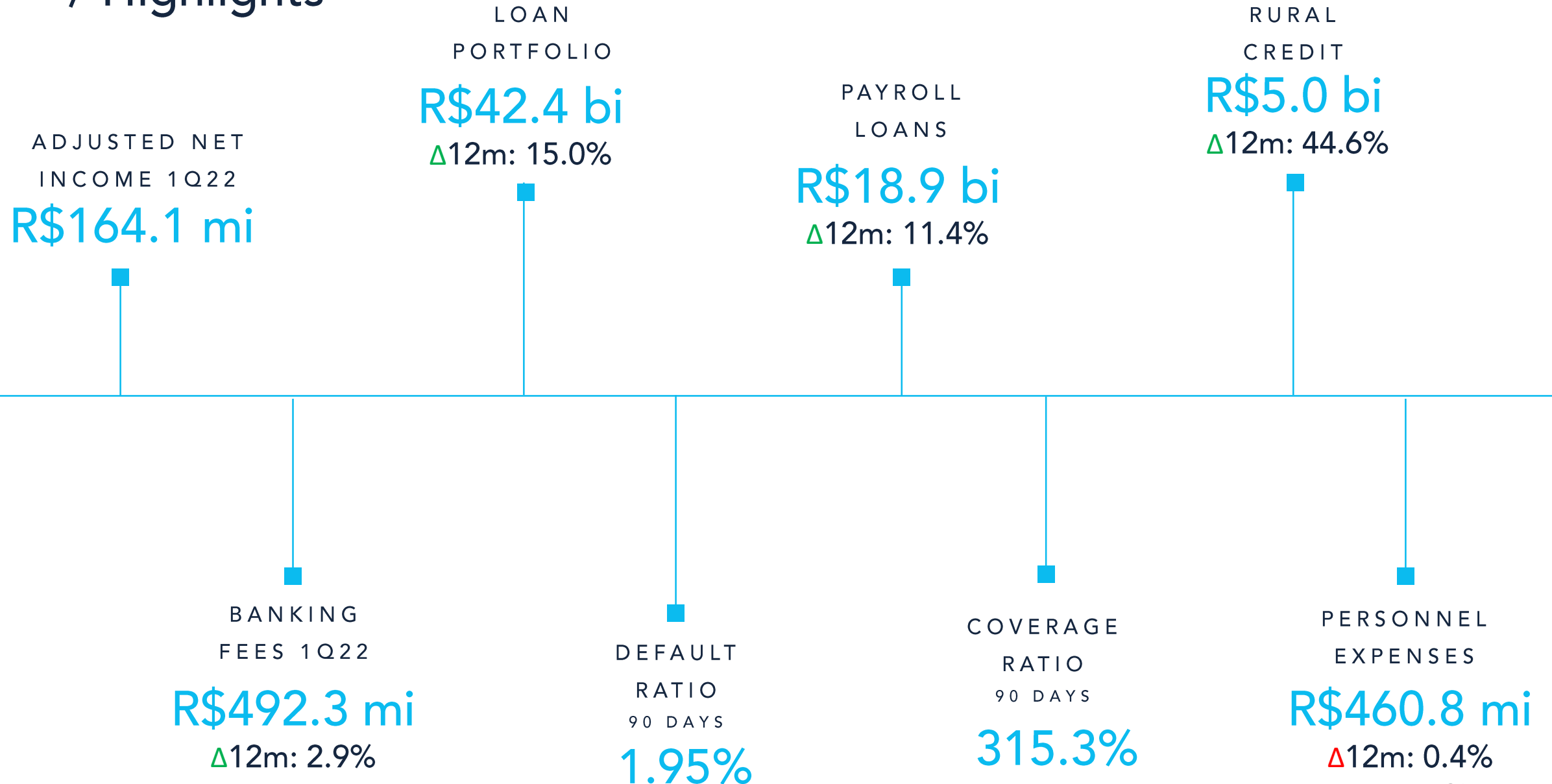
/ Loan Loss Provisions

Constant
monitoring
of portfolio risk

Increase in provisions
is due to the
expansion of the
loan portfolio

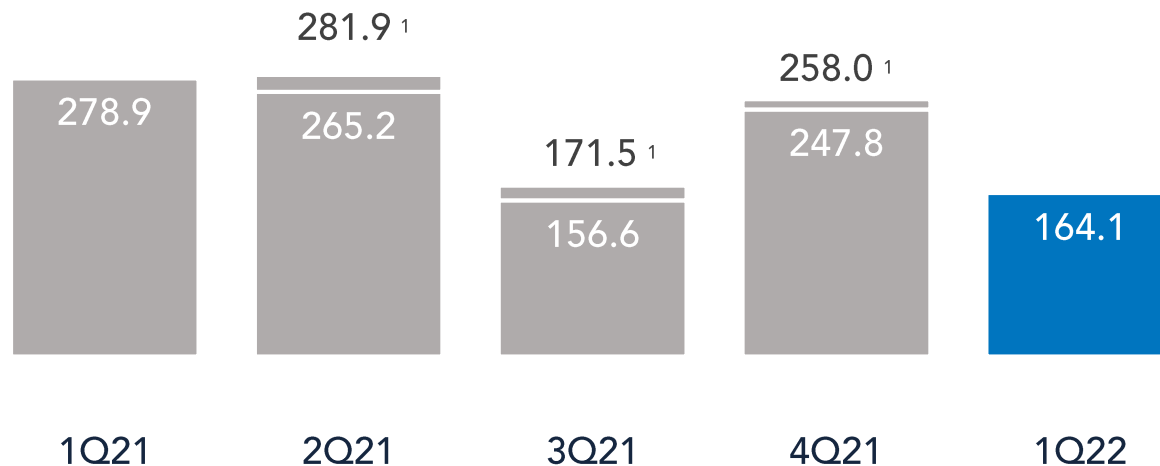


/ Highlights



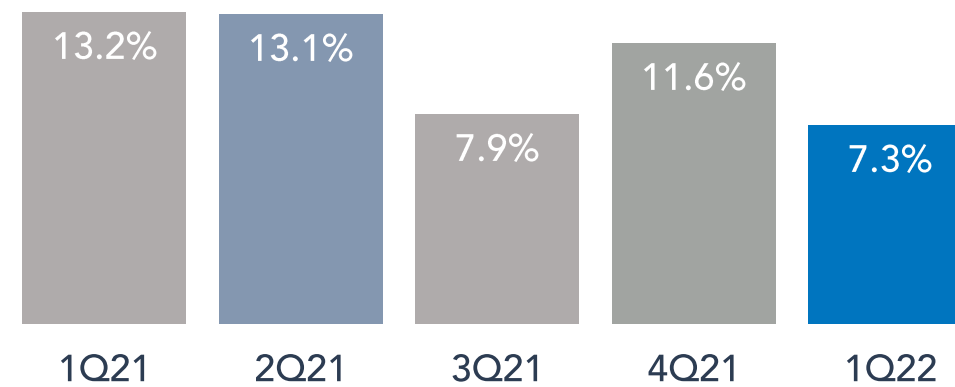
Adjusted Net Income

R\$ Million



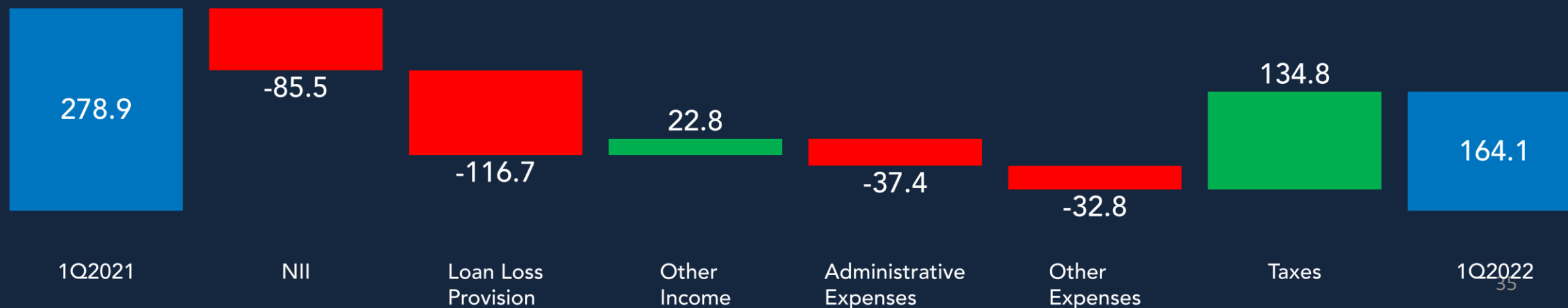
¹ Adjusted Net Income

Adjusted ROAE



Change in Adjusted Net Income

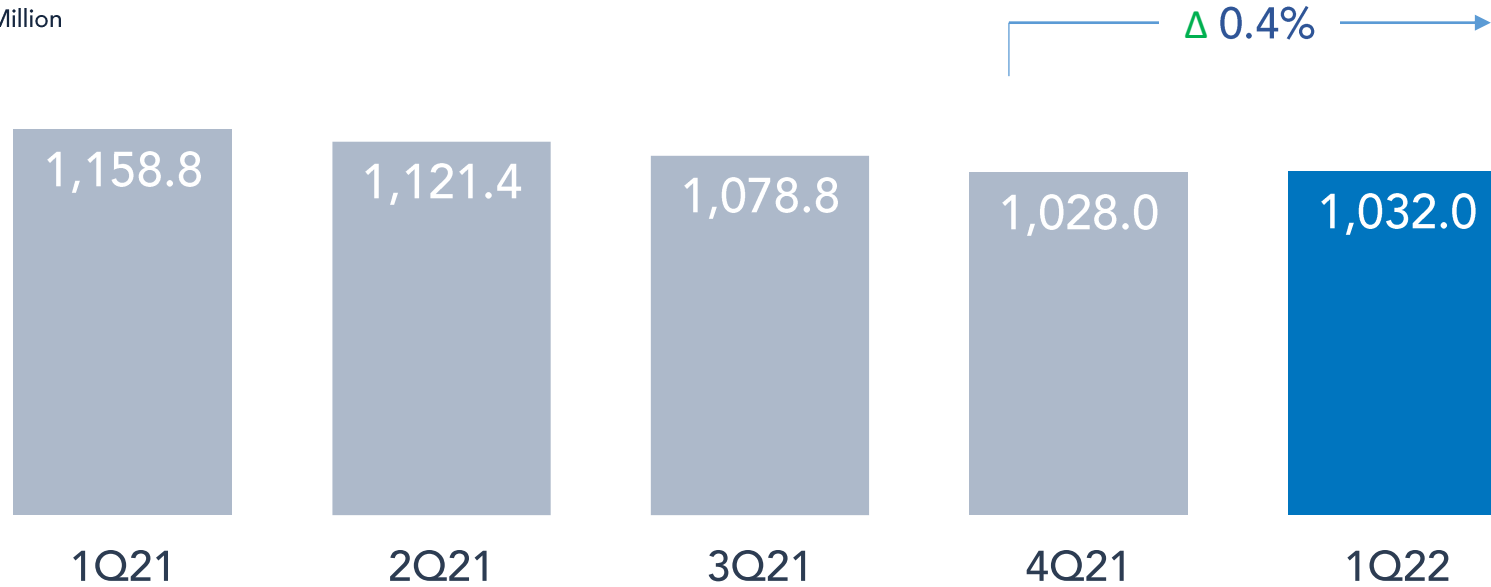
R\$ Million



/ Managerial NII¹

/ 2 – Financial Performance

R\$ Million



NII starting to stabilize, despite the continued increase in the Selic rate

Change in Managerial NII¹

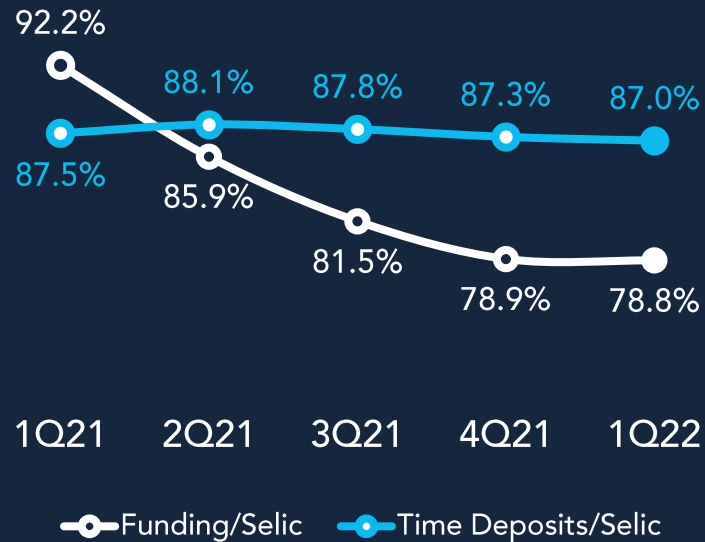
R\$ Million



¹ Excluding revenues from recovery of credits written off as losses.

/ Funding

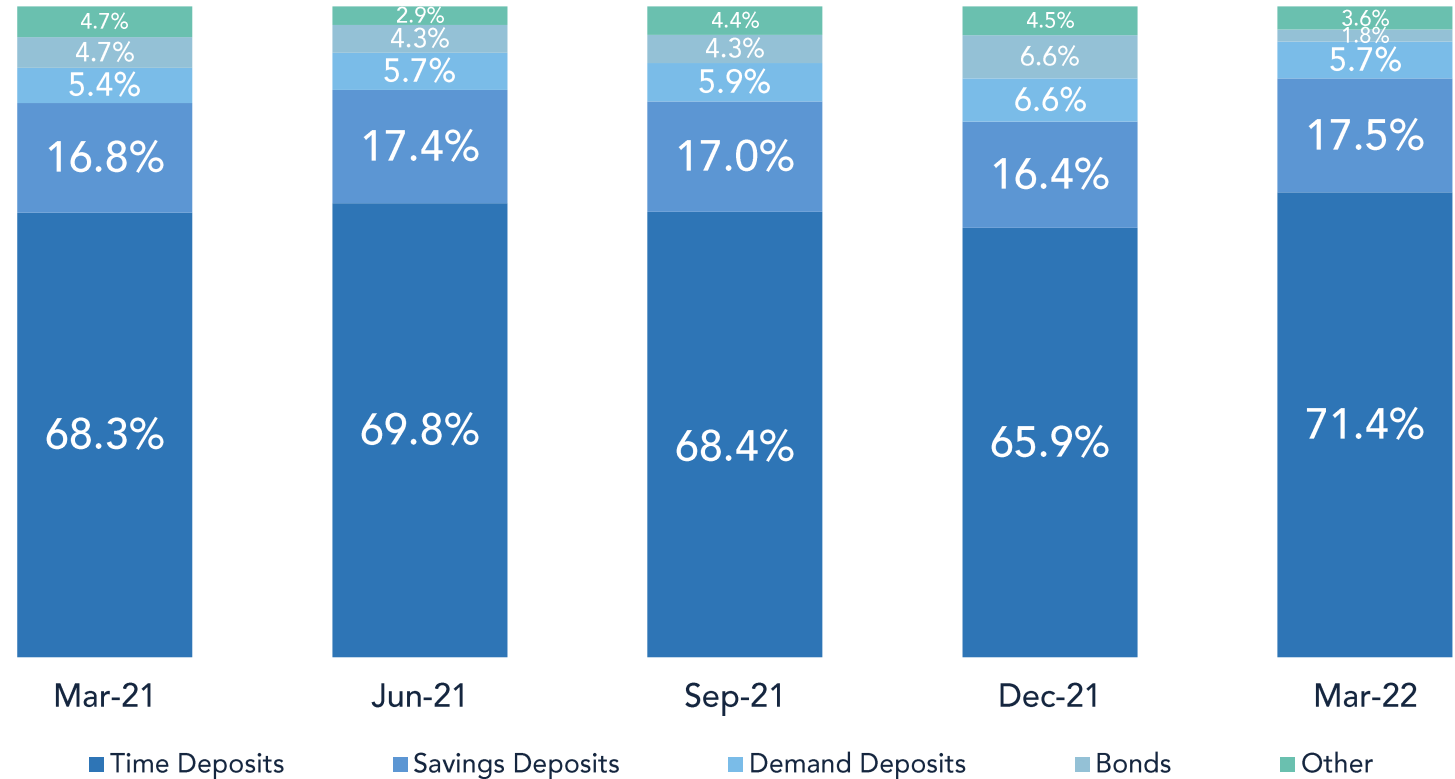
Funding Cost



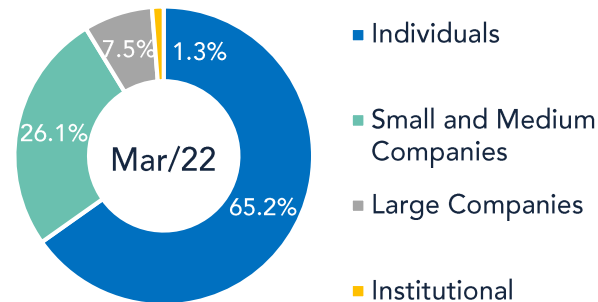
In February 2022, the **Subordinated Debt** issued in 2012 was settled, in the amount of R\$2.97 billion.

Funding Portfolio

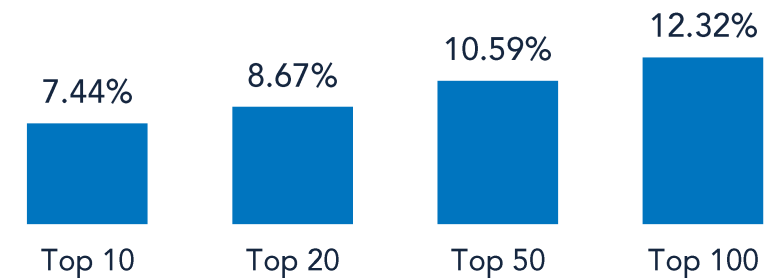
/ 2 – Financial Performance



Funding Breakdown ¹



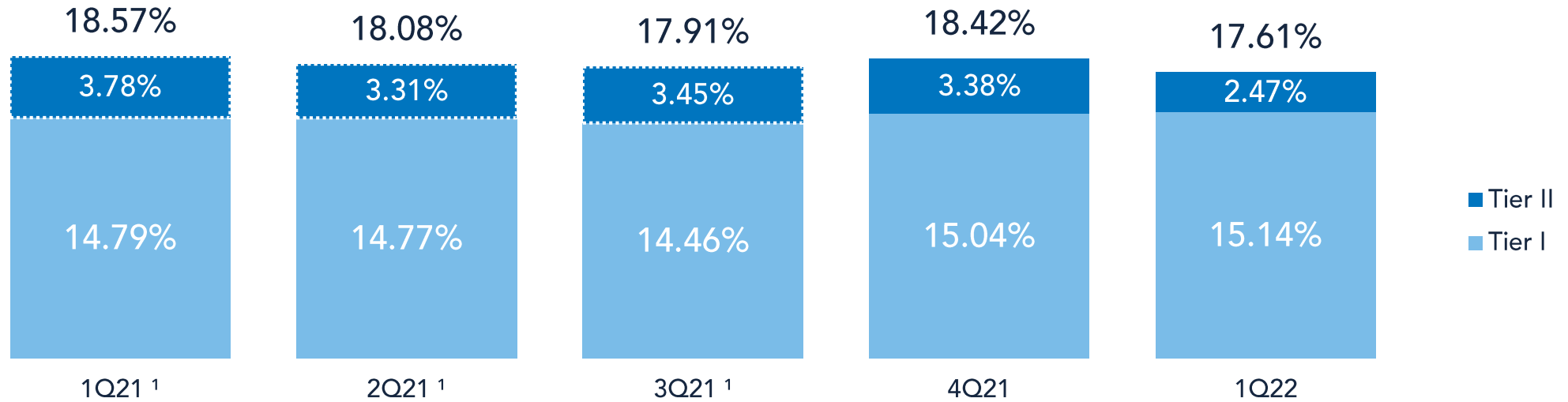
Funding Concentration ²



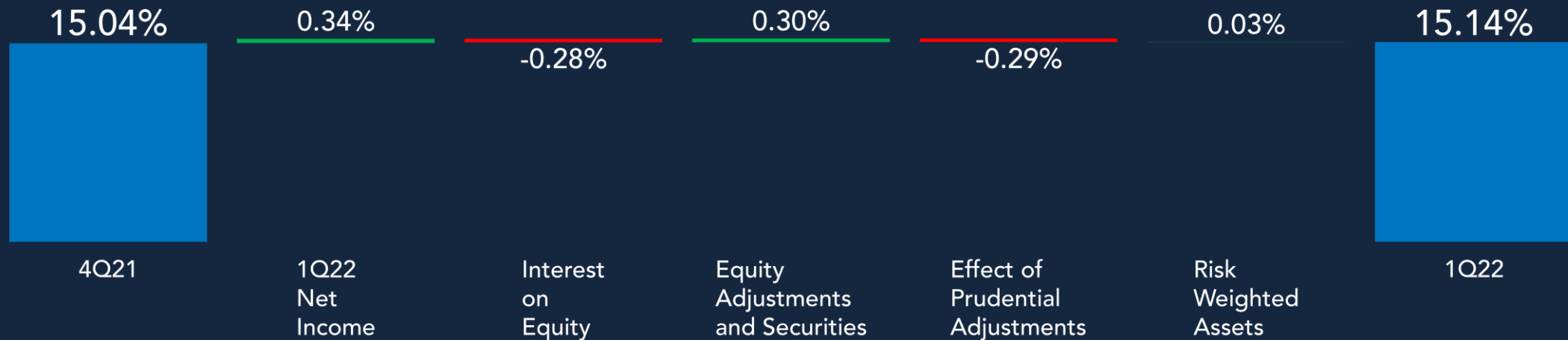
¹ Considers Time Deposits and funds from Financial Notes, Real Estate Notes and Agribusiness Notes.

² Largest investors in percentage of funding.

Basel Ratio



Change in Tier I Capital Ratio



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

/ Expenses and Banking Fess

Collective Wage Agreement (2021)
+10.97%

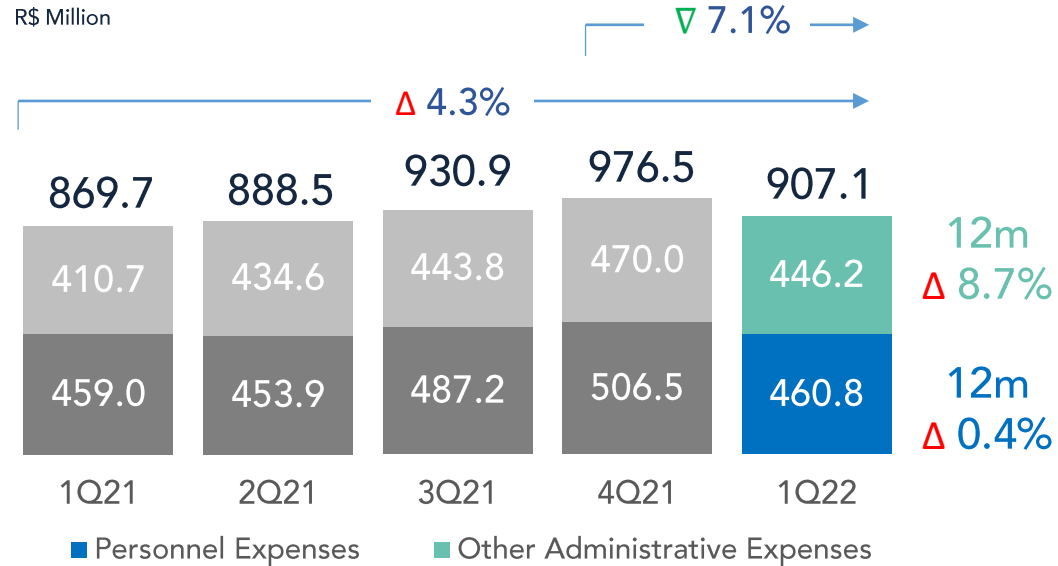
12-month inflation as of March/2022

IPCA
+11.30%

IGP-M
+14.77%

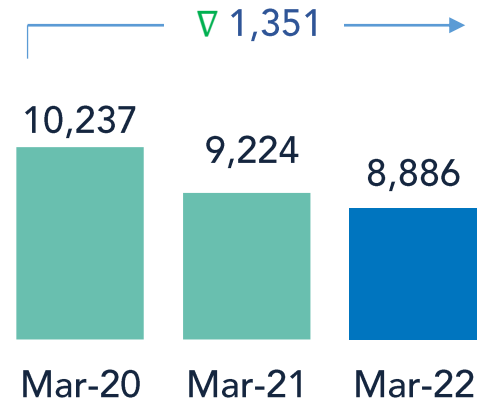
Adjusted Administrative Expenses

R\$ Million



/ 2 – Financial Performance

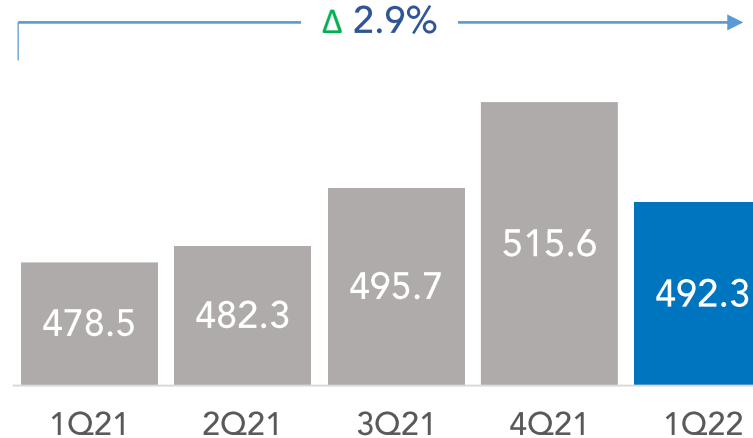
Employees



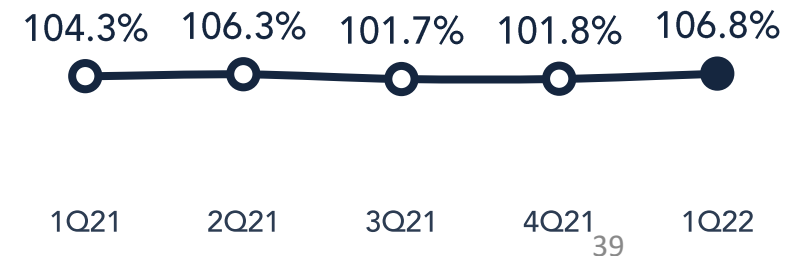
Optimization of the workforce

Banking Fees

R\$ Million



Banking Fees vs Personnel Expenses Ratio



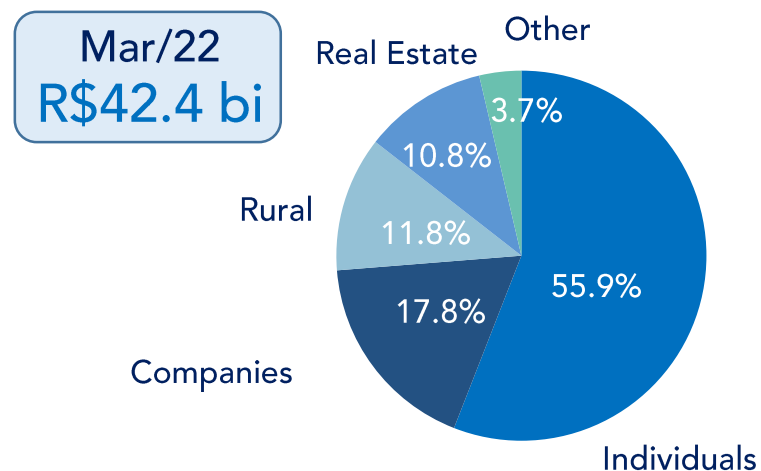
/ Adjusted Consolidated Income Statement

Income Statement R\$ Thousand	1Q2022	4Q2021	1Q2021	1Q2022/ 1Q2021	1Q2022/ 4Q2021
Income from Financial Intermediation	2,326,131	2,533,797	1,939,918	19.9%	-8.2%
Expenses from Financial Intermediation	(1,204,307)	(1,360,489)	(732,577)	64.4%	-11.5%
Result from Financial Intermediation	1,121,824	1,173,308	1,207,341	-7.1%	-4.4%
Provision for Credit Losses	(246,457)	(155,696)	(129,757)	89.9%	58.3%
Other Adjusted Operating Income	611,386	723,372	588,636	3.9%	-15.5%
Other Adjusted Operating Expenses	(1,293,249)	(1,374,527)	(1,239,985)	4.3%	-5.9%
Adjusted Operating Income	193,504	366,457	426,235	-54.6%	-47.2%
Earnings Before Tax and Employee Profit Sharing	193,504	366,457	426,235	-54.6%	-47.2%
Adjusted Income Tax and Social Contribution	20,501	(78,144)	(114,310)	-117.9%	-126.2%
Employee Profit Sharing	(49,749)	(30,221)	(32,918)	51.1%	64.6%
Non-Controlling Interests	(163)	(55)	(72)	126.4%	196.4%
Adjusted Net Income	164,093	258,037	278,935	-41.2%	-36.4%
Net Income	164,093	247,772	278,935	-41.2%	-33.8%

/ Credit Portfolio Breakdown

Credit Portfolio

(% of total)



Individuals

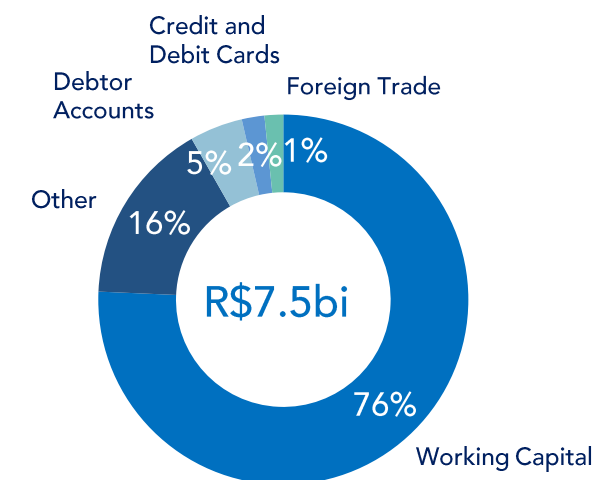
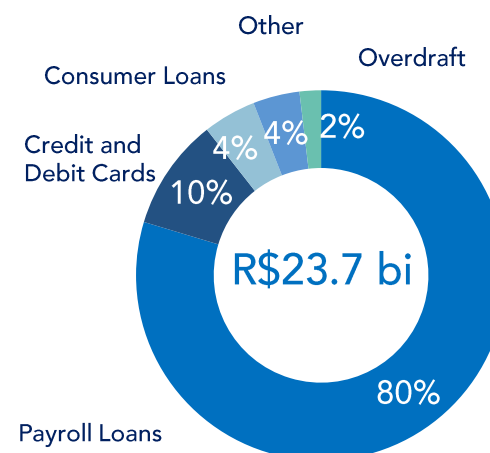
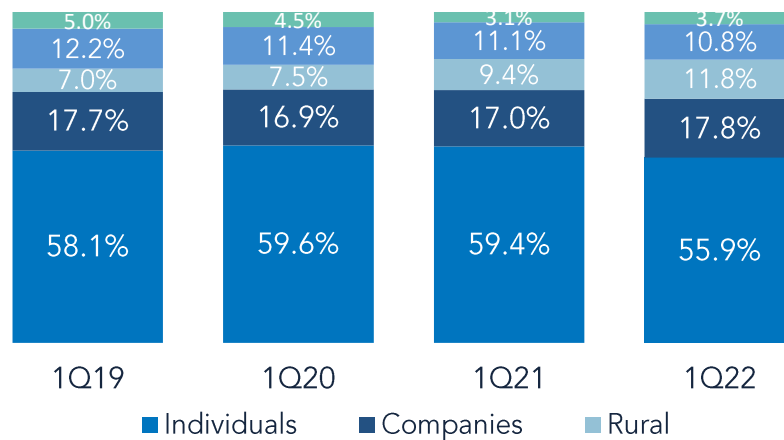
	Balance	YoY	QoQ
Payroll Loans	18,881.7	11.4%	2.4%
Credit and Debit Cards	2,313.8	14.5%	-4.4%
Consumer Loans	1,099.3	-33.0%	17.1%
Other	966.40	14.7%	3.1%
Overdraft	442.9	4.3%	13.5%

Companies

	Balance	YoY	QoQ
Working Capital	5,709.8	26.1%	4.2%
Other	1,211.8	4.4%	5.6%
Debtor Accounts	349.7	-0.7%	21.5%
Credit and Debit Cards	149.2	13.0%	-1.2%
Foreign Trade	123.2	37.6%	-17.4%

Evolution of the Credit Mix

(% of total)





Visit our website : ir.banrisul.com.br



Download Center



Historical Series



Institutional
Presentation



Investor Kit



Banrisul
Bookkeeping

Sign up for our mailing list and
receive our communications

/ Institutional Presentation

INVESTOR RELATIONS DEPARTMENT

+55 (51) 3215-3232

ri@banrisul-ri.com.br