



# 2Q23 Results Presentation

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INVESTOR RELATIONS DEPARTMENT



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# Highlights

2Q23  
NET INCOME  
**R\$226.5 mi**  
▼12m: -0.6%  
▲3m: +6.3%

LOAN  
PORTFOLIO  
**R\$51.5 bi**  
▲12m: +15.5%  
▲3m: +2.8%

PAYROLL  
LOANS  
**R\$19.8 bi**  
▲12m: +0.5%  
▼3m: -1.4%

RURAL  
LOANS  
**R\$9.9 bi**  
▲12m: +83.4%  
▲3m: +17.7%

2Q23 NET  
INTEREST INCOME  
**R\$1,392.7 mi**  
▲12m: +24.9%  
▲3m: +11.4%

2Q23 CREDIT NET  
INTEREST INCOME  
**R\$1,021.0 mi**  
▲12m: +30.6%  
▲3m: +10.3%

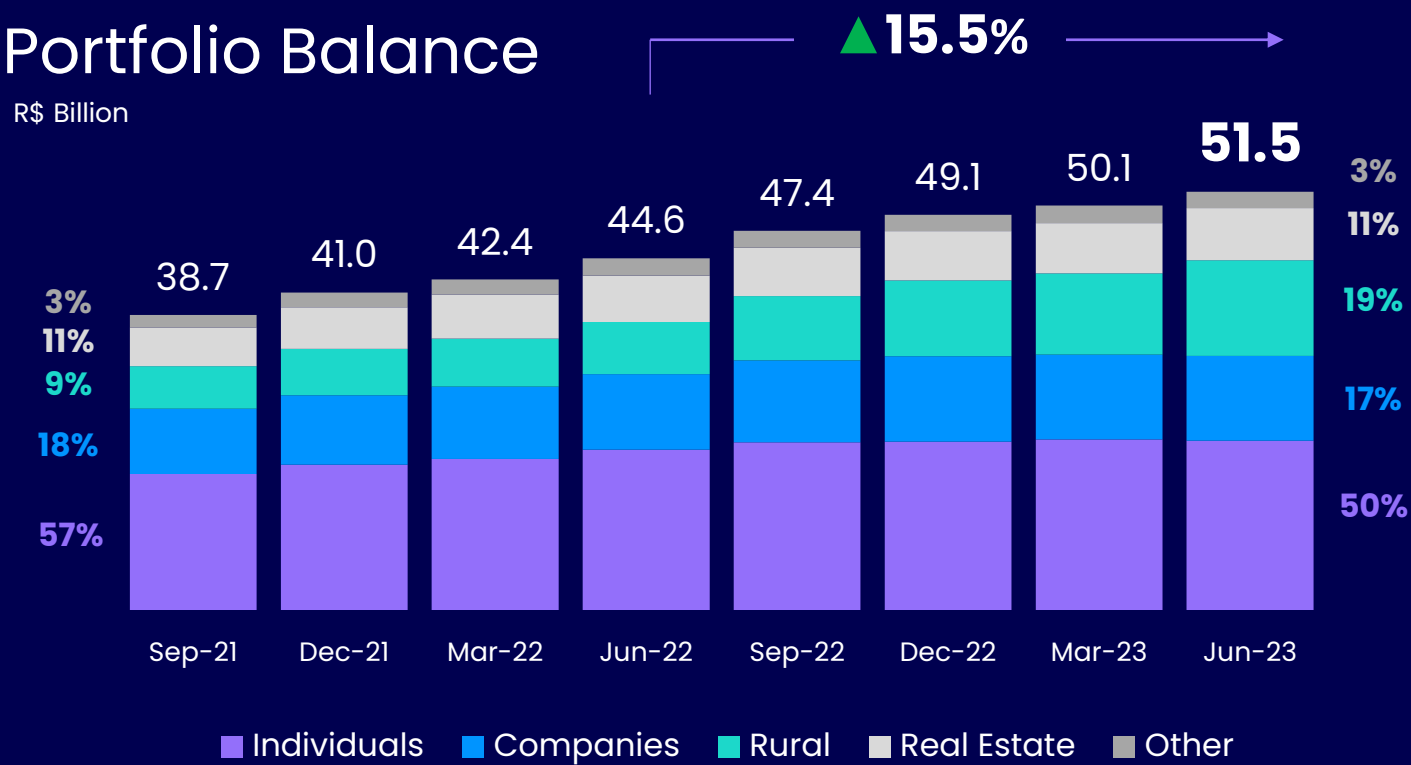
TOTAL  
FUNDING  
**R\$73.0 bi**  
▲12m: +7.3%  
▲3m: +1.9%

2Q23 FEES AND  
SERVICES REVENUES  
**R\$532.7 mi**  
▲12m: +2.7%  
▲3m: +2.1%

# Loan Portfolio

## Portfolio Balance

R\$ Billion



**79%**  
**Collateralized Individuals Portfolio <sup>1</sup>**  
as of Jun-23

## Growth Drivers

### Individuals

% change	YoY	QoQ
Payroll Loans	+0.5%	-1.4%
Consumer Loans	+43.7%	+7.1%

### Companies

% change	YoY	QoQ
Working Capital	+16.2%	+0.1%
Debt Accounts	+8.9%	+0.4%

### Rural and Real Estate

% change	YoY	QoQ
Rural	+83.4%	+17.7%
Real Estate	+12.9%	+4.0%

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

# Rural Loans

Consistent growth supported by:

## Rural Loan Portfolio

R\$ Million

▲ **83.4%** →

**5,423**

Jun-22

**9,945**

Jun-23

**0.46%**

NPL > 90d  
Jun-23



**Personalized and  
excellent service**



**Operational  
agility**

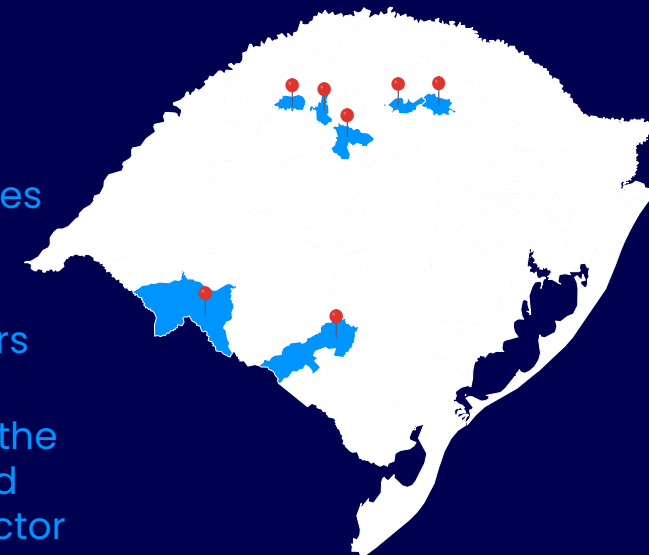


**Complete product  
offering**

**+11** Agro Spaces

**77** exclusive  
agro managers

Participation in the  
main fairs and  
events of the sector



**Operating Agro Spaces**

## Crop Plan 23/24

## R\$ 11 bi

Available

**+57%** from previous year

**+R\$5.8 bi** for  
family farming, small  
and medium producers

**+50 thousand**  
farmers served

## Crop Plan Grants

R\$ Billion

▲ **387%** →

2.3

19/20

3.1

20/21

4.9

21/22

9.3

22/23

**11.0**<sup>1</sup>

23/24

5

<sup>1</sup> Estimated release of funds for the 2023/2024 crop plan.

# Asset Quality

## Default Ratio

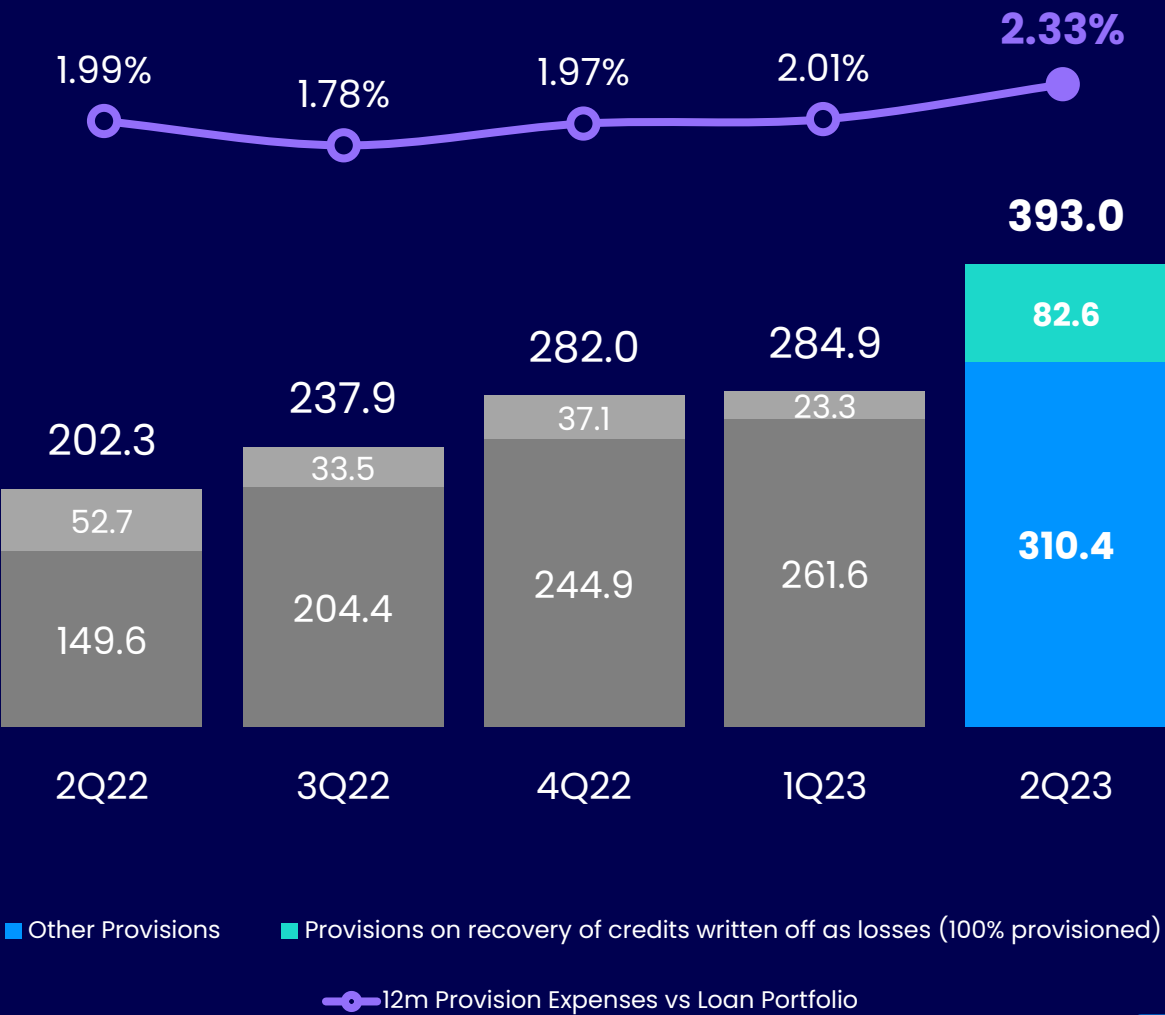


## Coverage Ratio



## Provision Expenses and Cost of Risk<sup>1</sup>

R\$ Million and %



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

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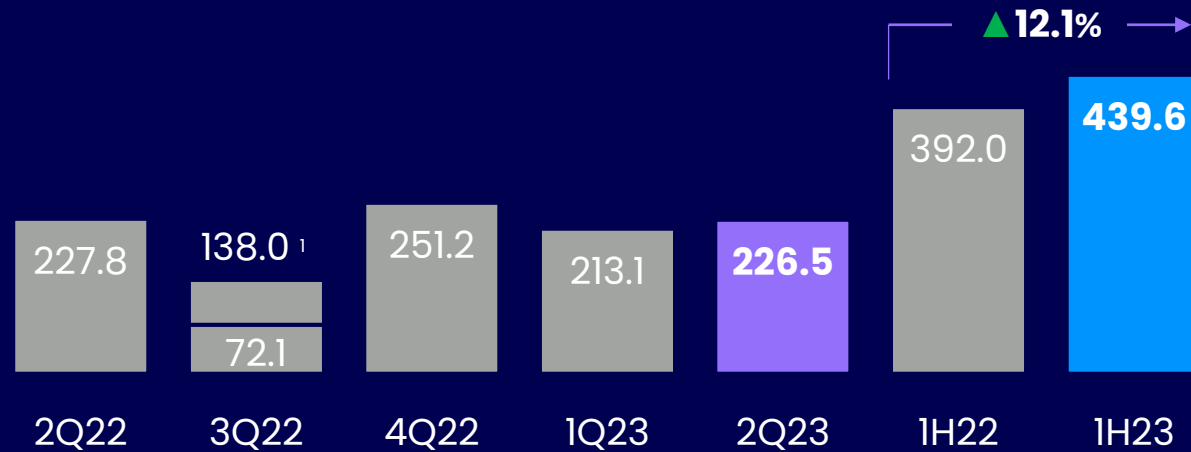
4

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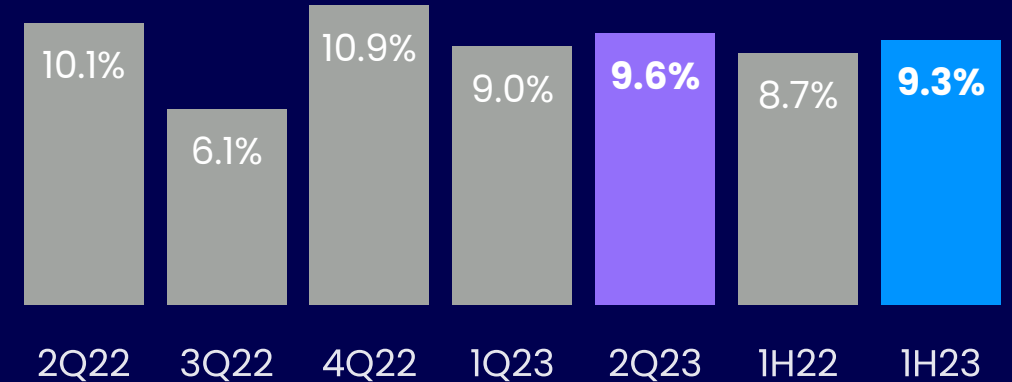
# Profitability

## Net Income

R\$ Million

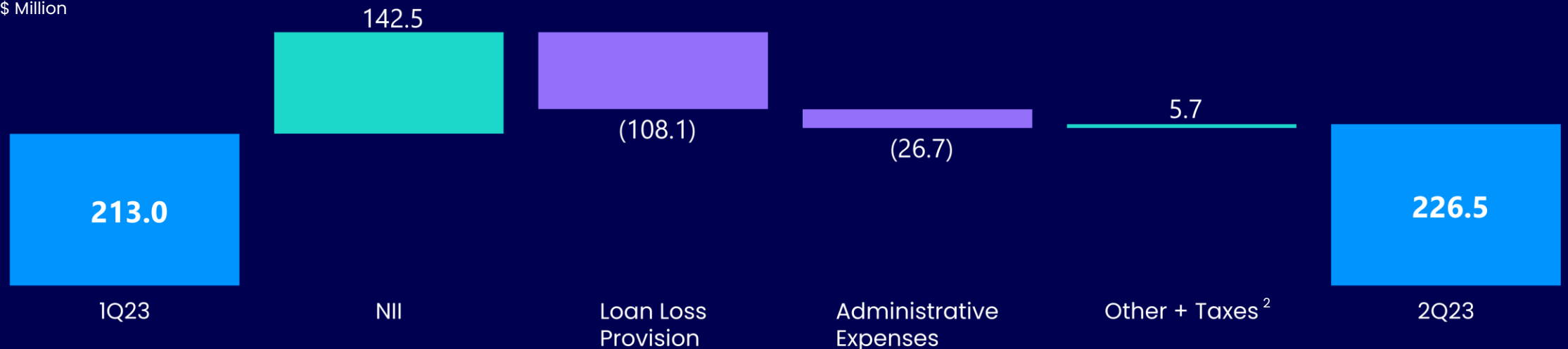


## Adjusted ROAE



## Change in Net Income

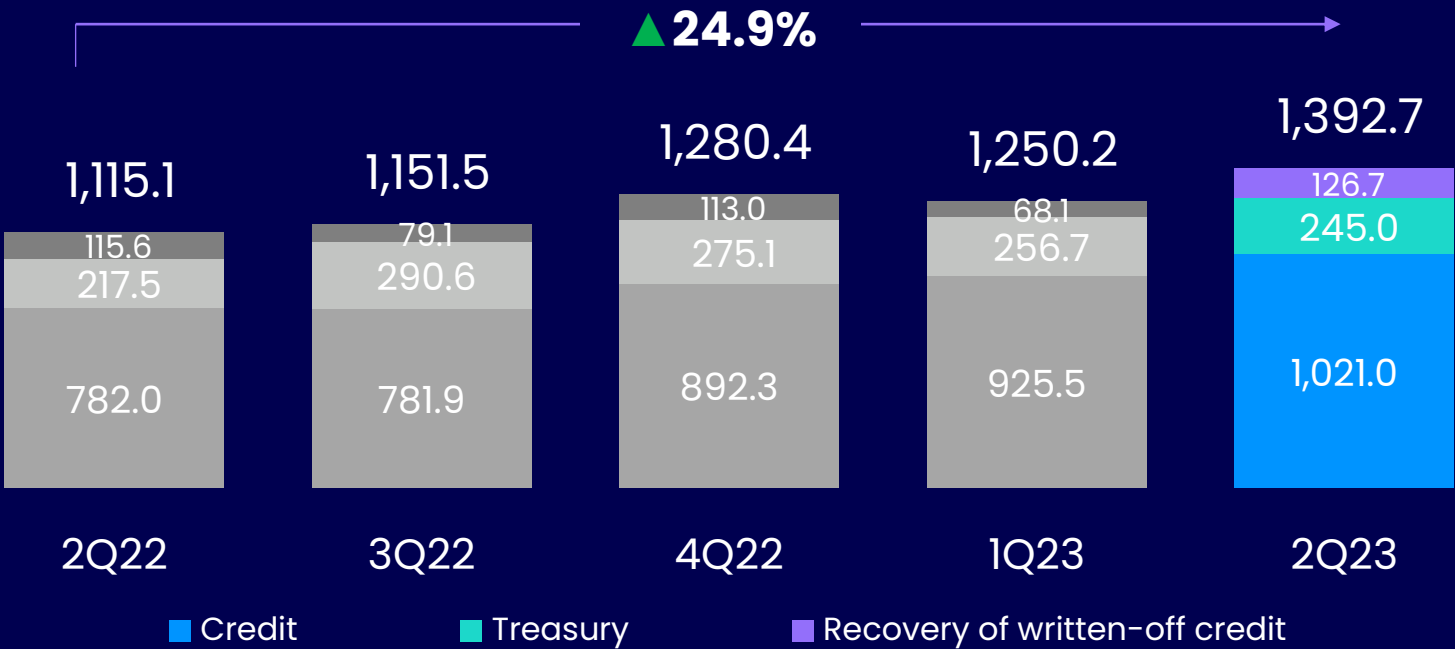
R\$ Million





# Net Interest Income

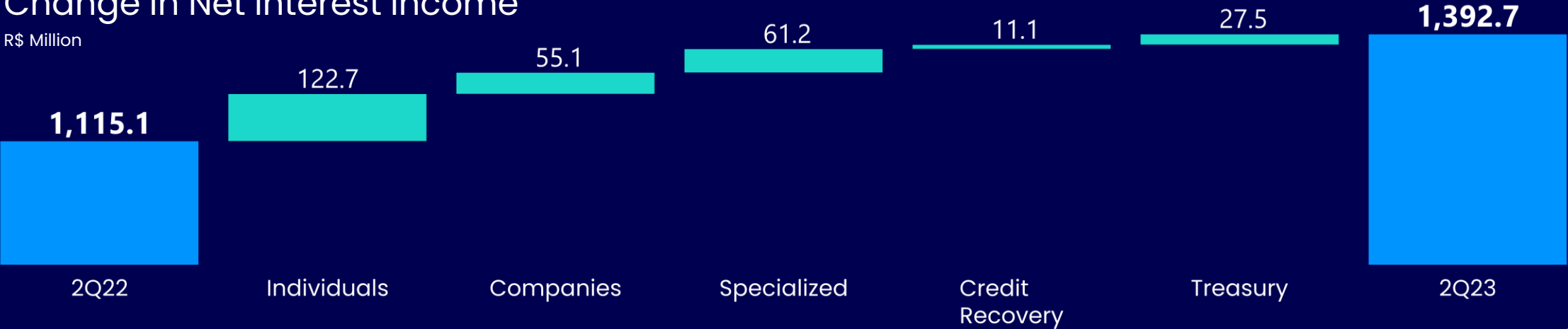
R\$ Million



Net Interest  
Income  
in  
**growth**  
process

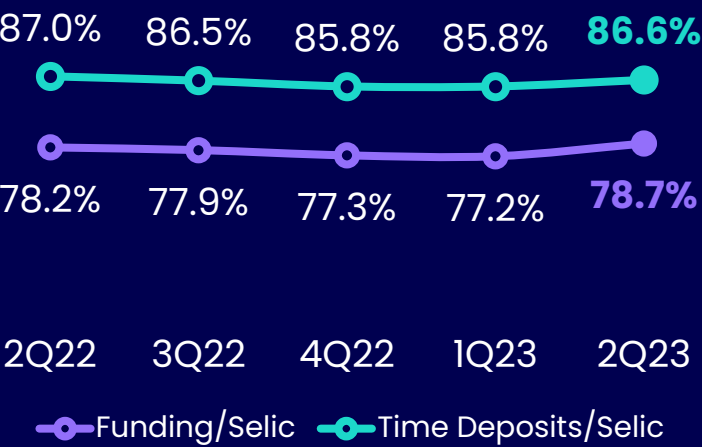
## Change in Net Interest Income

R\$ Million



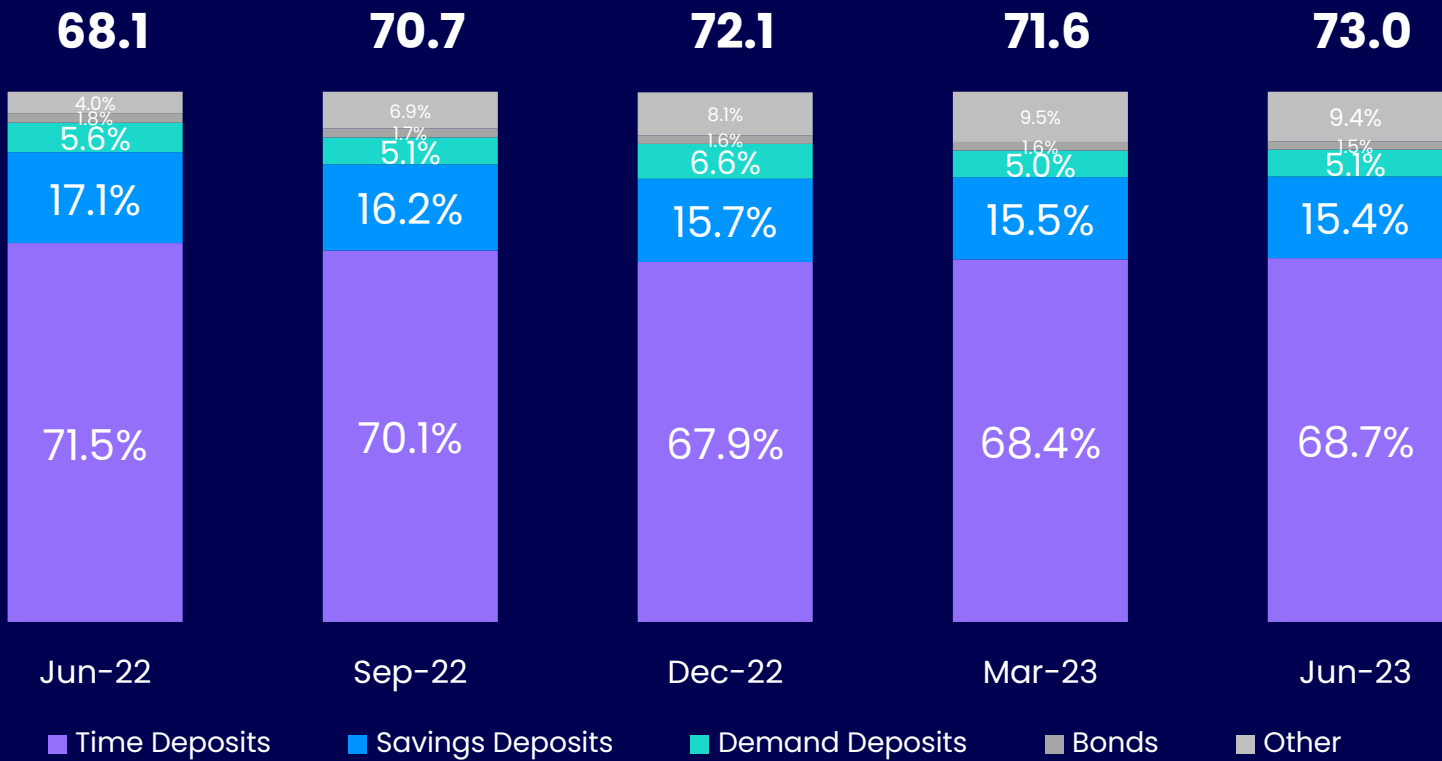
# Funding

## Funding Cost



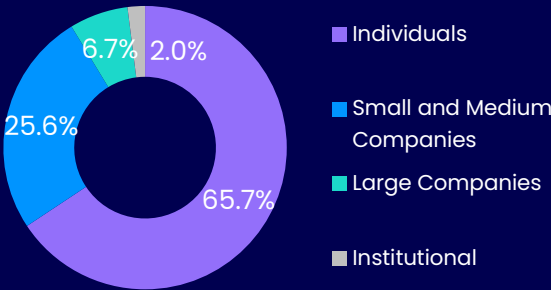
## Funding Portfolio

R\$ Billion and %

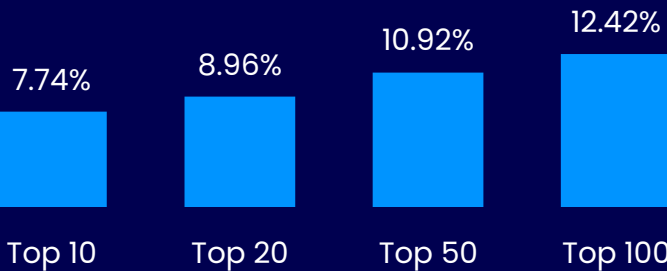


**Diversified** and  
**low cost**  
funding

## Funding Breakdown <sup>1</sup>



## Funding Concentration <sup>2</sup>

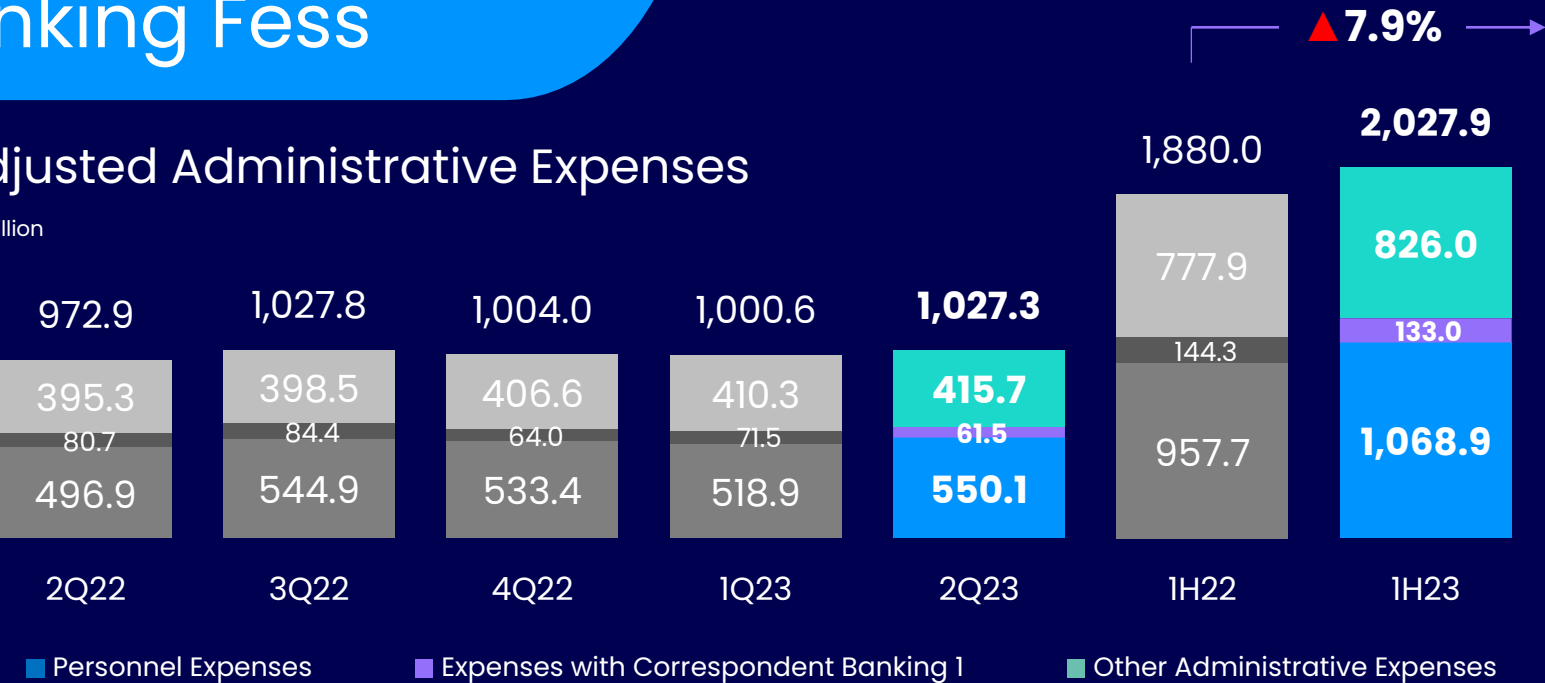


<sup>1</sup> Considers Time Deposits and funds from Financial Notes, Real Estate Notes and Agribusiness Notes.  
<sup>2</sup> Largest Time Deposits, Financial Notes, Real Estate Notes and Agribusiness Notes investors in percentage of total funding.

# Expenses and Banking Fess

## Adjusted Administrative Expenses

R\$ Million



## Collective Wage Agreement (2022/2023)

**+8%** wages

**+10%** benefits

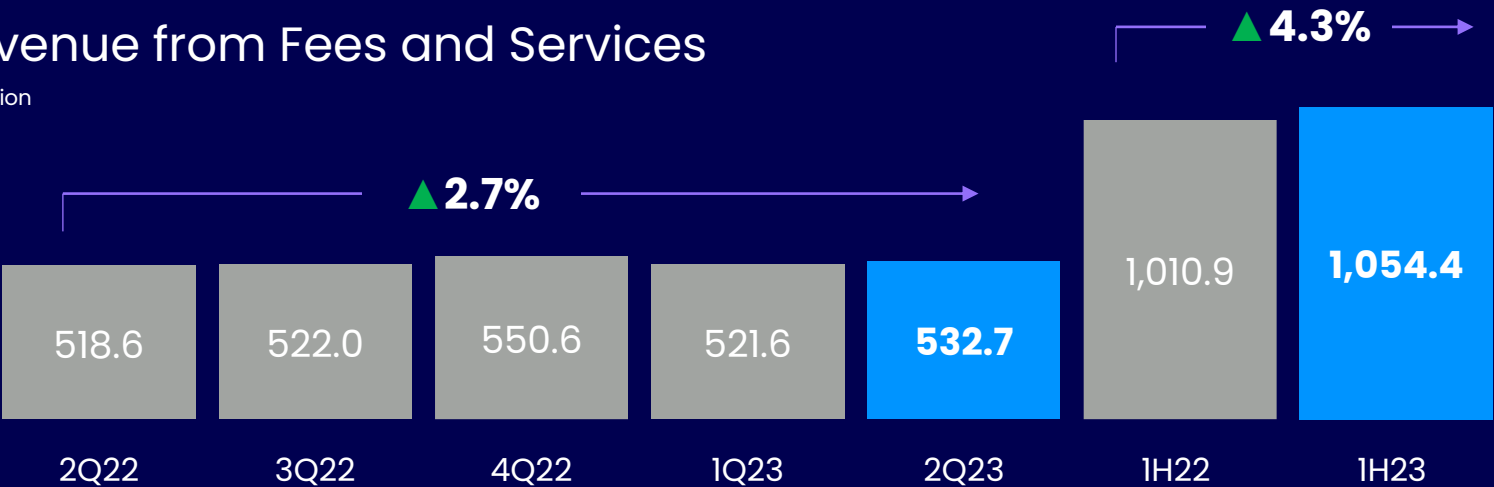
**+ Renewal of Staff**

**554** on Sales

**204** on IT

## Revenue from Fees and Services

R\$ Million



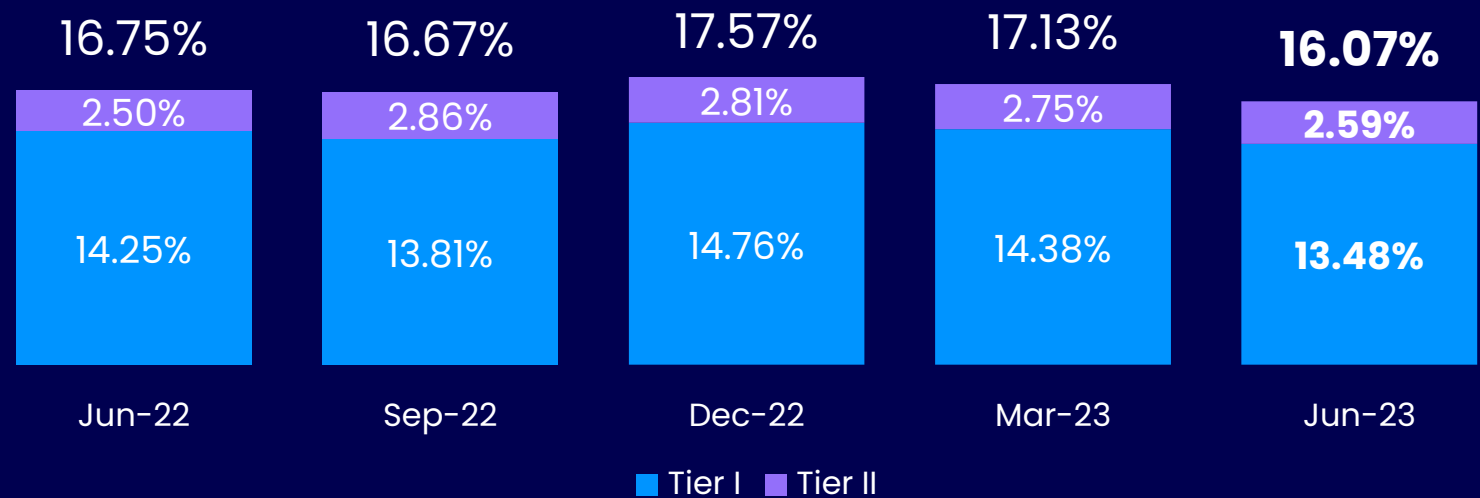
## Growth Drivers

% change	YoY	QoQ
Cards <sup>2</sup>	+5.6%	+4.9%
Insurance <sup>3</sup>	+13.8%	+6.1%

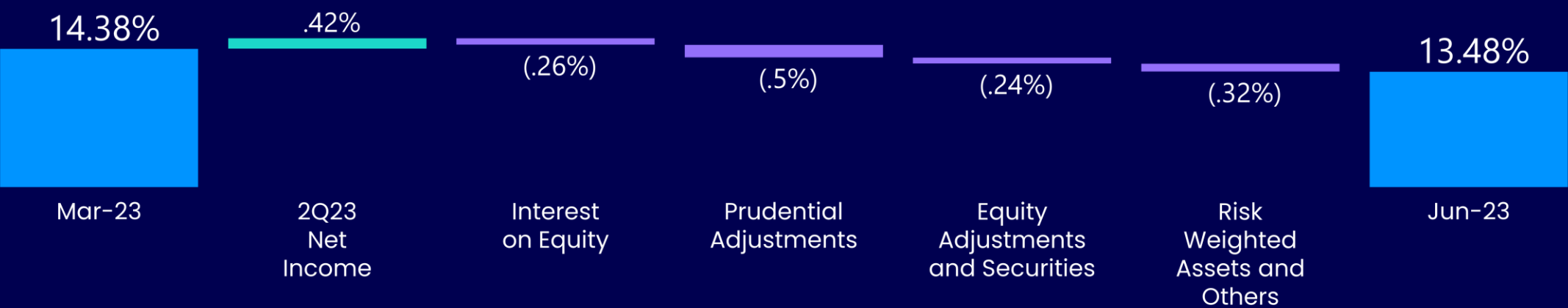
1 Commissions paid to banking correspondents for the origination of credit operations. 2 Considers revenues from the acquiring operation (Banrisul Pagamentos) and the issuing bank. 3 Insurance Brokerage Commissions.

# Capital

## Basel Ratio



## Tier I Capital Change



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Banrisul Guidance	2023	
	Projected	Revised
<b>Total Loan Portfolio</b>	<b>10% to 15%</b>	<b>9% to 14%</b>
Commercial Loans – Individuals	7% to 12%	5% to 10%
Commercial Loans – Companies	10% to 15%	7% to 12%
Rural Loans	24% to 29%	35% to 40%
<b>Financial Margin</b>	<b>19% to 23%</b>	<b>18% to 22%</b>
<b>Loan Loss Provision Expenses/Loan Portfolio</b>	<b>1.5% to 2.5%</b>	<b>2% to 3%</b>
<b>Funding<sup>1</sup></b>	<b>8% to 12%</b>	<b>6% to 10%</b>
<b>Administrative Expenses<sup>2</sup></b>	<b>6% to 10%</b>	<b>5% to 9%</b>
<b>Return on Average Equity</b>	<b>11% to 15%</b>	<b>9% to 13%</b>

<sup>1</sup> Funding: Deposits (excluding Interbank Deposits) + Funds from bank notes and similar, except subordinate notes.

<sup>2</sup> Administrative Expenses excluding fee commissions on banking correspondents.



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# Q&A Session

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Send your question through  
chat or request to speak

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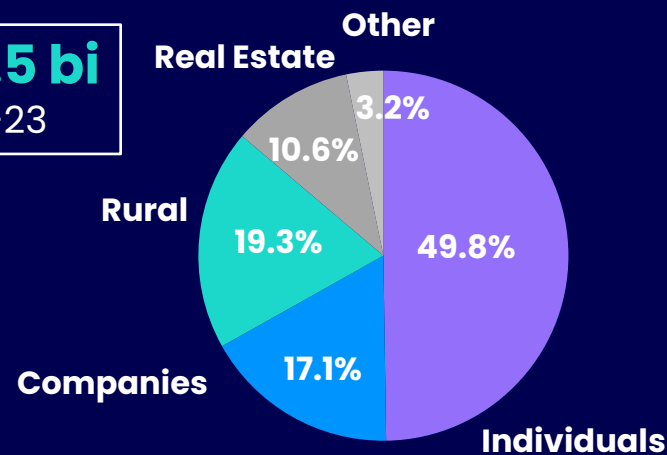
# Adjusted Consolidated Income Statement

<b>Income Statement</b> R\$ Thousand	<b>2Q23</b>	1Q23	<b>2Q22</b>	2Q23/ 2Q22	2Q23/ 1Q23
Income from Financial Intermediation	<b>3,767,509</b>	3,681,914	<b>3,387,597</b>	11.2%	2.3%
Expenses from Financial Intermediation	<b>(2,374,831)</b>	(2,431,751)	<b>(2,272,538)</b>	4.5%	-2.3%
Result of Financial Intermediation	<b>1,392,678</b>	1,250,163	<b>1,115,059</b>	24.9%	11.4%
Provision for Credit Losses	<b>(393,033)</b>	(284,939)	<b>(202,289)</b>	94.3%	37.9%
Other Operating Income (Expenses)	<b>(712,342)</b>	(706,691)	<b>(782,087)</b>	-8.9%	0.8%
Operating Result	<b>287,303</b>	258,533	<b>130,683</b>	119.8%	11.1%
Earnings Before Tax and Employee Profit Sharing	<b>287,303</b>	258,533	<b>130,683</b>	119.8%	11.1%
Income Tax and Social Contribution	<b>1,824</b>	17,546	<b>150,440</b>	-98.8%	-89.6%
Employee Profit Sharing	<b>(62,609)</b>	(62,953)	<b>(53,341)</b>	17.4%	-0.5%
Net Income	<b>226,518</b>	213,126	<b>227,782</b>	-0.6%	6.3%

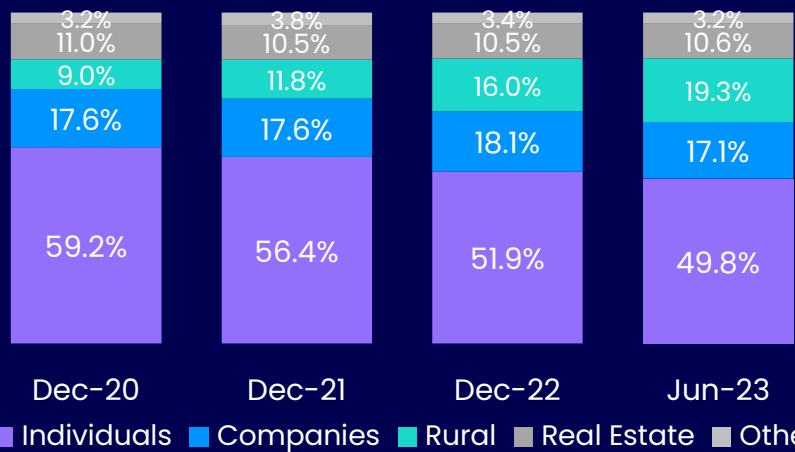
# Loan Portfolio Breakdown

Loan Portfolio  
(% of total portfolio)

**R\$51.5 bi**  
Jun-23



Evolution of the Credit Mix  
(% of total portfolio)

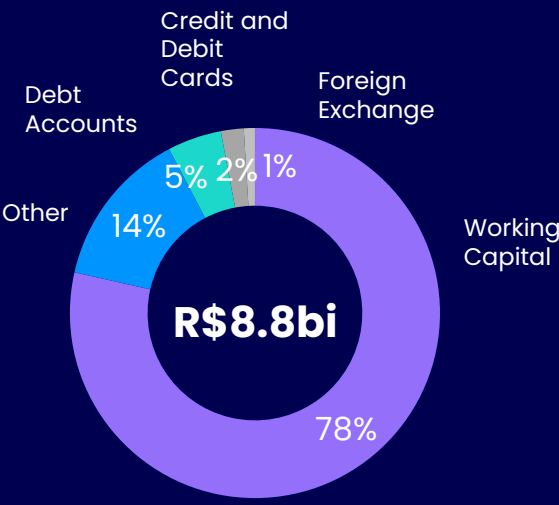
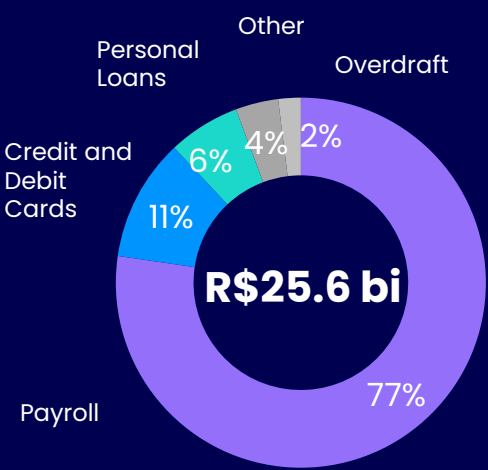


## Individuals

	Balance	YoY	QoQ
Payroll Loans	19,815.1	0.5%	-1.4%
Credit and Debit Cards	2,742.3	12.3%	2.8%
Consumer Loans	1,609.0	43.7%	7.1%
Other	960.6	-1.4%	0.8%
Overdraft	503.5	19.2%	-1.4%

## Companies

	Balance	YoY	QoQ
Working Capital	6,915.0	16.2%	0.1%
Other	1,213.9	-3.3%	-2.4%
Debt Accounts	415.5	8.9%	0.4%
Credit and Debit Cards	175.4	17.7%	3.2%
Foreign Exchange	85.1	-35.9%	-9.6%





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