



BANCO DO ESTADO DO RIO GRANDE DO SUL

/ Institutional Presentation

INVESTOR RELATIONS

September/21



/ 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 Banrisul.

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

/ Agenda

1

CORPORATE
PROFILE

2

BUSINESS
STRATEGY

3

FINANCIAL
SUMMARY



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

3 Q 2 0 2 1



1 9 2 8

On September 12, 1928 Bannister starts operating as rural credit and mortgage public bank and its main activity was the long term lending with mortgage as collateral.



1 9 3 1

In the beginning of the 30's years, after incorporating the Pelotense Bank, Bannister started being the tax collector for the State of Rio Grande do Sul. Listed on the Stock exchange in September, 1931.



1 9 4 3

Bannister receives its first female employees on its office force.



1 9 6 4

With 35 years of existence and highlighted position at the national banking scene, Bannister inaugurates its current main office, at the Capitão Montanha Street, at the heart of Porto Alegre.

/ Timeline

3 Q 2 0 2 1



2005

Banrisul launches the Banrisul Internet Card with smart chip, innovation at Latin America.



2007

Capitalization and secondary emission of preferred shares joining the Level 1 of Corporative Governance. The operation was the largest primary offer of shares with banks in Latin America in the year.



2012

Bem Promotora comes up, a company which acts as payroll loans originator.



2015

Rio Grande Seguros e Previdência S.A. was created, which operates exclusively for the selling of life insurance and private pension plan products through Banrisul's distribution channels.

/ Timeline

3 Q 2 0 2 1



2014

Banrisul launches its new multibrand acquirer company, Vero.



2017

Banrisul launched the Banrisul Digital app.



2019

Banrisul launched the campaign "Agro is our business", focusing on rural credit.

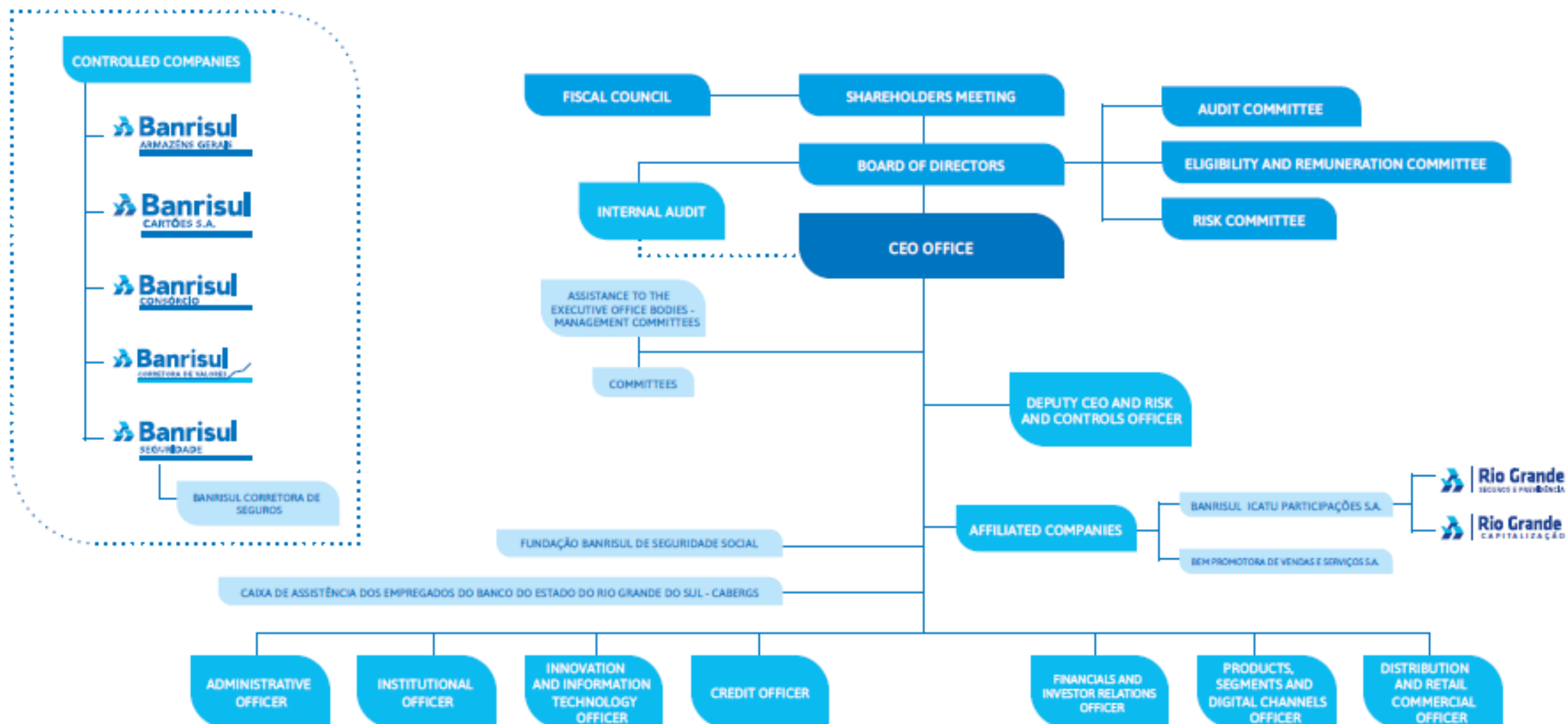


2020

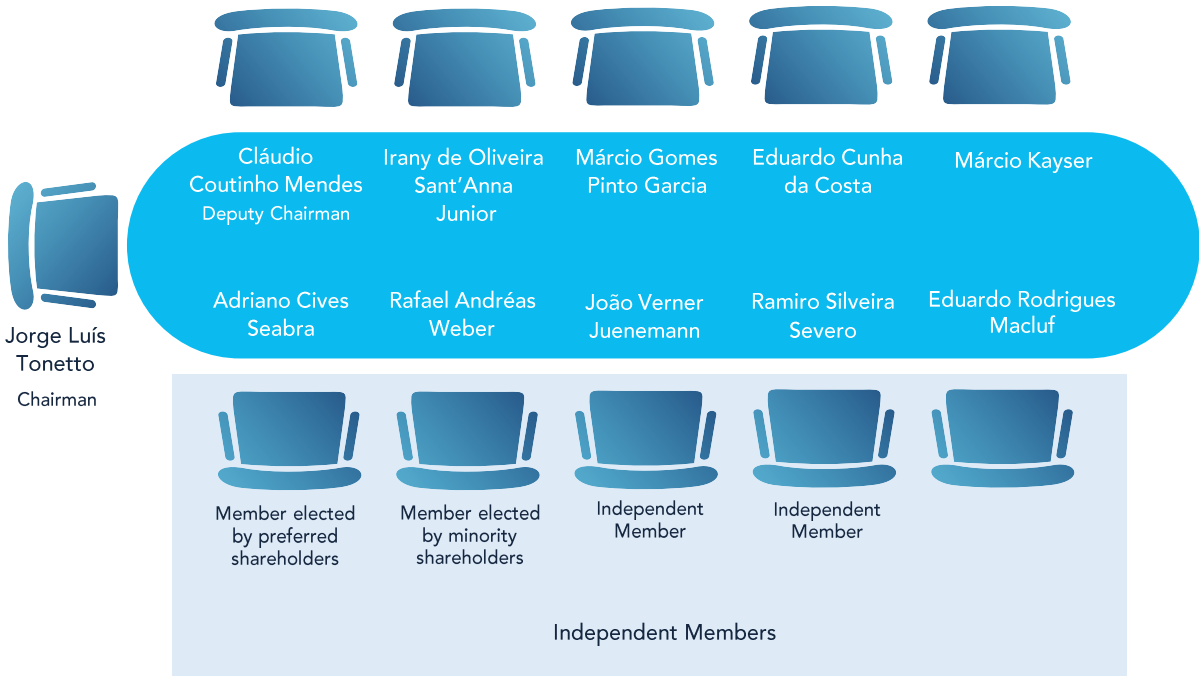
Banritech innovation hub is launched and also Banrisul Corretora de Seguros was created.

/ Administrative Structure

3 Q 2 0 2 1



/ Management and Committees



Board of Directors is composed by up to 11 members, of which at least 25% 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

3 Q 2 0 2 1



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



Cláise Rauber

Products, Segments and
Digital Channels Officer



Osvaldo Lobo

Credit Officer



Marivania Fontana

Administrative Officer

/ Banrisul Group

Subsidiaries

3 Q 2 0 2 1



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



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



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



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



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



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

**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.



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



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



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



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 September 2021, R\$323.5 million were paid out as interests on equity, net of taxes.



Other Policies

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



Strengthening of actions related to ESG aspects



Banrisul assumes its commitment to sustainable development and is attentive to the growing demands and requirements of the financial market in socio-environmental aspects.

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



Adherence to the Brazilian GHG Protocol Program
In 2021

/ 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 9M21, 2,582 improvement and qualification courses were taken.
- The total investment in Corporate Education was R\$2.7 million in the nine months of 2021.

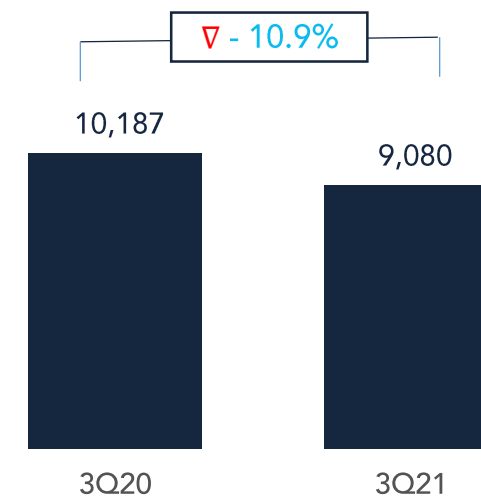


Relation with Employees

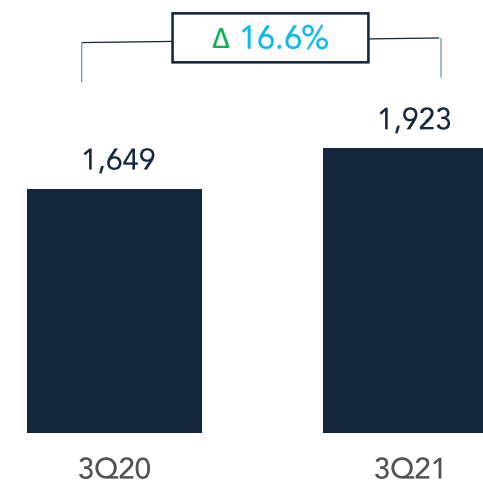
- Banrisul hires employees through public tender.
- Gradual return to face-to-face work, observing protocols for the prevention of Coronavirus, by the Hospital Moinhos de Vento Consultancy.
- Equity of opportunity and professional development.

3 Q 2 0 2 1

Employees



Interns





Sep/21: Banrisul's credit card app is the 3rd best on the market.



Apr/21: Featured among the 100 best banks in the world by CEOWorld Magazine



Apr/21: featured in the World's Best Banks 2021 report, by Forbes



Apr/21: Featured in the Top 20 stocks with the best dividend yield in the last 10 years



Abr/21: Featured as the Greatest Brand from Rio Grande do Sul at Marcas de Quem Decide Survey



Feb/21: Elected the best fixed-income investment fund manager

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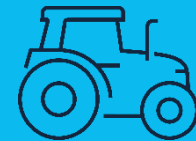
FINANCIAL
SUMMARY



The focus of commercial activity in the individual segment prioritizes, within the public sector, particularly payroll credit lines offered to civil servants and INSS retirees, as well as the to improve relationship with self employed professionals, young public and high net-worth customers.



As for companies, the focus is on offering of credit products for collateralized working capital, investments in sustainable projects, advancement of receivables, receivable-backed working capital lines and credit cards, as well as the supply of acquiring equipment by Vero and services such as collection, payroll management and general management of electronic payments.



In relation to earmarked credit lines, the Bank promotes agricultural loans for funding, investment, marketing and industrialization of agricultural goods, serving family farmers, medium-sized producers, business farmers and rural cooperatives.

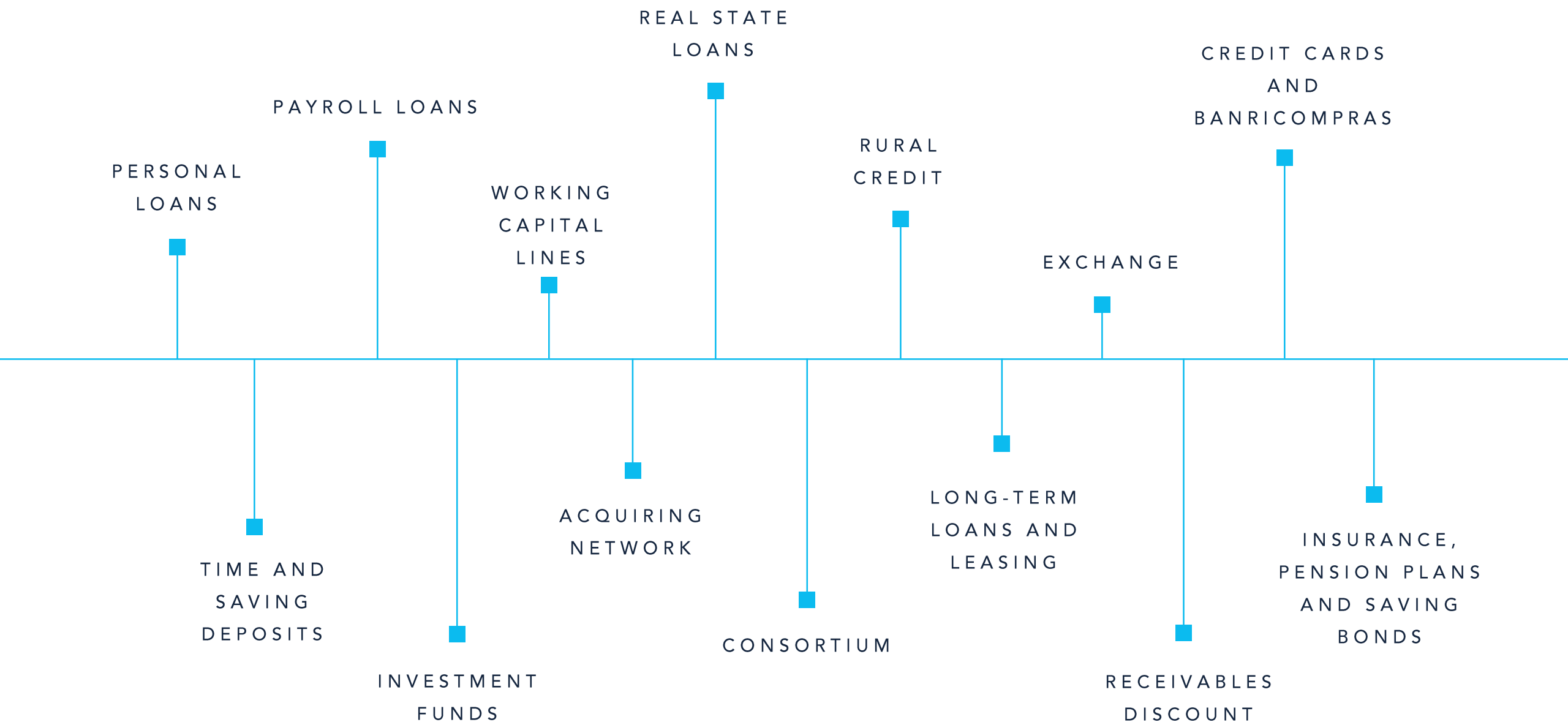


The diversification of the service fees portfolio as a way of generating revenues for the Institution is an important factor for covering fixed costs. Thus, the Bank focuses efforts on products such as credit cards, acquiring network, consortium and insurance, increasing the number of products used by its customers.

/ We are prepared to capture the best of this new moment

3 Q 2 0 2 1







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.
 - 23 Afinidade Spaces.
 - Exclusive products and services.
 - Specialized and skilled professionals.

Support to entrepreneurship

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

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





Contribute to the economic development of the State, by fostering agribusiness in partnership with the State Government.

Bring new technologies to farmers.

Promote Agribusiness sustainability and productivity.

Banrisul has a Strong presence in agribusiness.

Strengthen partnerships with all participants in the production chains, increasing competitiveness.

In 9M21 we reached:

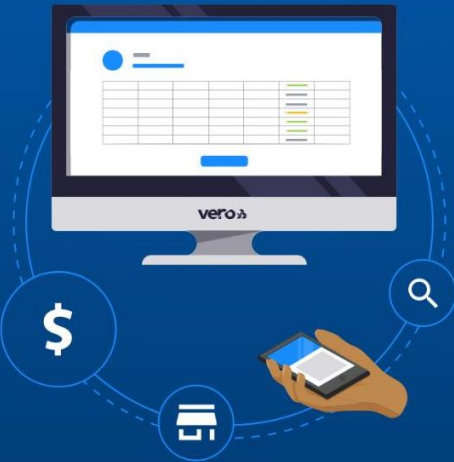
139.7 thousand
Accredited establishments

263.0 thousand
Debit and credit card transactions

R\$25.6 bn
Financial volume transacted

R\$193.8 ml
Net Income

Highlight: Launch of the Sales Monitor, which allows customers who sell without the POS to monitor their transactions.



Vendeu, recebeu, confirmou

Agora você pode visualizar todas as suas vendas realizadas sem maquininha pelo monitor de vendas da Vero.

Monitor de Vendas Instituto de Beleza - Campinas
45.345.123/0001-40

Vendas de hoje Filtrar Atualizar

Bandeira	Comprador	Horário	Forma de pagamento	Status	Valor (R\$)
	Anderson P.	12:21	Vero X - Pix	Cancelada	123,00
	Vitoria B.	11:32	Vero Wallet - Link	Cancelada	444,00
VISA	Eduardo A.	10:00	Vero Wallet - Contatos	Confirmada	321,00
	Bruno K.	09:21	Vero X - Pix	Cancelada	3,00
VISA	Fabio P.	08:02	Vero Wallet - QR Code	Confirmada	321,00

Monitor de Vendas Instituto de Beleza - Campinas
45.345.123/0001-40

Vendas de hoje Filtrar Atualizar

Atualizado às: 12:22

	Anderson P.	R\$ 123,00	Cancelada
Vero X - Pix			
	Vitoria B.	R\$ 444,00	Cancelada
Vero Wallet - Link			
VISA	Eduardo A.	R\$ 321,00	Confirmada
Vero Wallet - Contatos			
	Bruno K.	R\$ 3,00	Cancelada
Vero X - Pix			
	Fabio P.	R\$ 321,00	Confirmada
Vero Wallet - QR Code			
Total do dia		R\$ 12.000,80	12 vendas confirmadas

- ✓ In January 2021, Banrisul Corretora de Seguros S.A. entered into operation, which gradually absorbed all operations aimed at this niche in Banrisul.

Highlights:

- ✓ The portfolio of solutions includes Personal Insurance, Property Insurance, Capitalization Bonds and Supplementary Pension Plans.
- ✓ In the pension area, the news is the inclusion of new products: Prestige and Prev Júnior.

In 9M21 we reached:

R\$221.4 ml

Total Revenues

R\$1.8 bn

Insurance premiums, pension
contributions and capitalization

R\$107.4k¹

Net Income

In 9M21 we reached:

75.8 k

Consortium members

R\$509.6 ml

Volume of credit made available

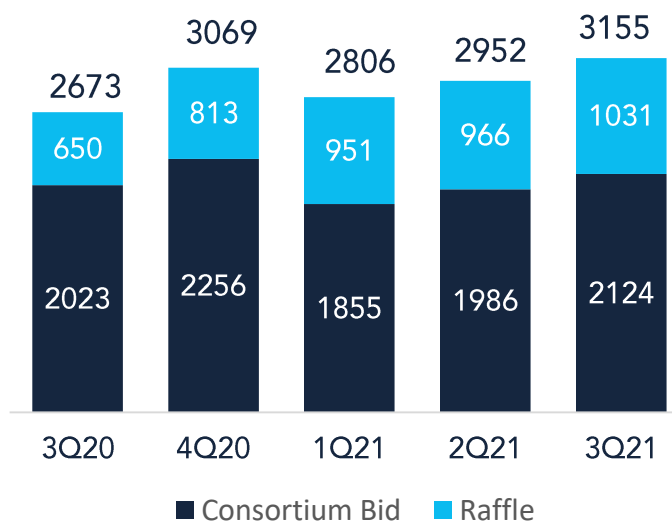
R\$5,2 bn

Volume of letters of credit

R\$38,1 ml

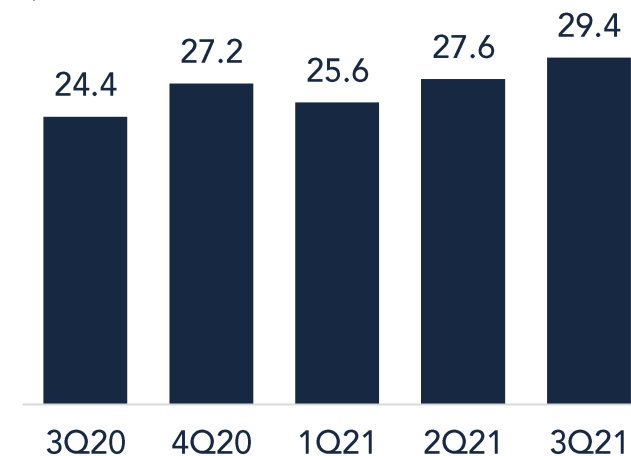
Net Income

Monthly Contemplations



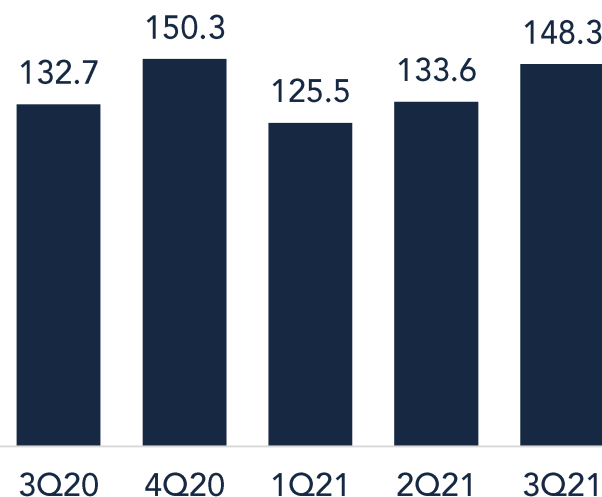
Administration Fee

R\$ Million



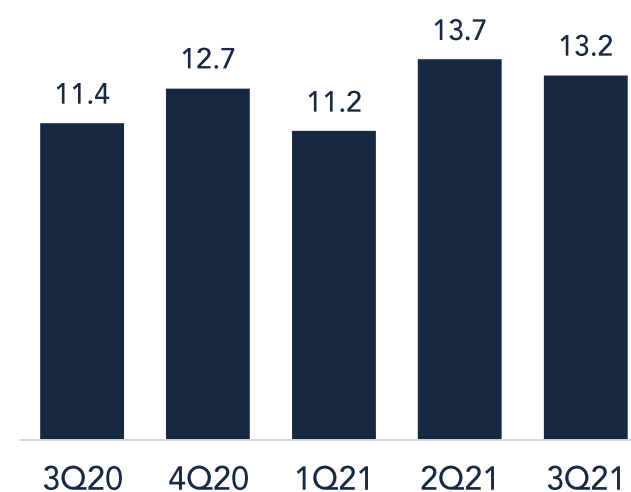
Credit Volume of Delivered Goods

R\$ Million



Net Income

R\$ Million



- ✓ 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.

Highlights:

- ✓ With the launch of new strategies in multimarket investment funds and shares, in partnership with independent managers, in October, the portfolio of investment products available to Banrisul's clients for diversification, in branches and digital channels, was expanded.

In 9M21 we reached:

R\$4.6 bn

Financial Intermediation

R\$18.9 ml

Administration fee income

R\$6.4 ml

Net Income

/ Tech Modernization

Barrisul's technological modernization process is focused on:

- Digital Transformation.
- IT Infrastructure.
- IT Security.

In 9M21, Barrisul invested R\$243.1 million in technological modernization and increasing IT infrastructure.

3 Q 2 0 2 1



/ Digital Transformation

Aiming to harmoniously integrate business strategies with technological possibilities.



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



Continuity of the dissemination of agile culture within the corporate environment, in the same way that it has continued to evolve in the modernization of technological processes and tools, fundamental for gains of scale in the development of digital products.

Adoption of digital models



End-to-End Journey

Agile methodologies



Customer centered

3 Q 2 0 2 1

Highlights



Advances in the app experience stood out, such as push communication, the possibility for the user to renew CDBs and create financial goals.



Launch of the Web Sales Monitor, allowing sellers to check the payment process.



Launch of Agrofácil Conecta facilitated the preparation and submission of technical projects.



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

3 Q 2 0 2 1



Rio Grande
do Sul¹



Brazil²

■ Time Deposits

37.6%

2.7%

■ Demand Deposits

23.0%

1.2%

■ Credit

17.5%

0.9%

■ Saving Deposits

12.3%

1.1%

■ Branches

32.0%

2.8%

¹ June/2021 ² September/2021

/ Agenda

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/ Highlights

ADJUSTED NET
INCOME 9M21
R\$732.3 mi
Δ12m: 47.9%

LOAN
PORTFOLIO
R\$38.7 bi
Δ12m: 6.7%

PAYROLL
LOANS
R\$17.5 bi
Δ12m: 3.9%

FUNDING
R\$67.9 bi
Δ12m: 3.4%

BANKING
FEES
R\$495.7 mi
Δ12m: 5.0%

DEFAULT
RATIO
90 DAYS
2.2%

COVERAGE
RATIO
90 DAYS
315.3%

RURAL
CREDIT
R\$4.4 Bi
Δ12m: 38.8%

/ Increase on the credit origination has enabled Credit Portfolio growth

In R\$ Billion

	Sep-21	Jun-21	Sep-21 vs Jun-21	Sep-21 vs Sep-20
Commercial	29.0	28.1	3.2%	5.1%
Individuals	22.2	21.9	1.4%	3.7%
Companies	6.8	6.2	9.6%	10.0%
Rural	4.4	3.4	31.3%	38.8%
Real Estate	4.0	4.1	-0.9%	-2.0%
Other ¹	1.3	1.1	13.0%	-8.5%
Total	38.7	36.6	5.6%	6.7%

▲ 2.4%
vs jun/21
Payroll Loans

▲ 11.2%
vs jun/21
Working Capital

▲ 31.3%
vs jun/21
Rural Loans

¹ Considers long-term, foreign exchange, leasing and public sector financing portfolios.



Credit Origination

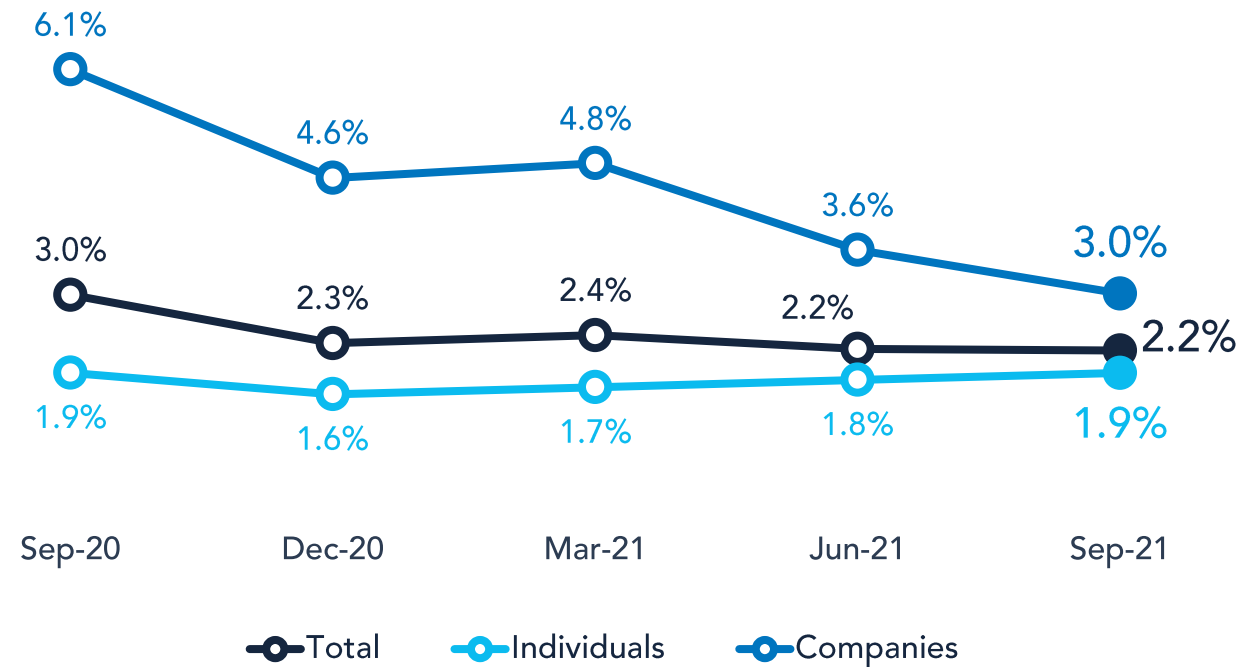
R\$ Billion



/ With good performance in asset quality

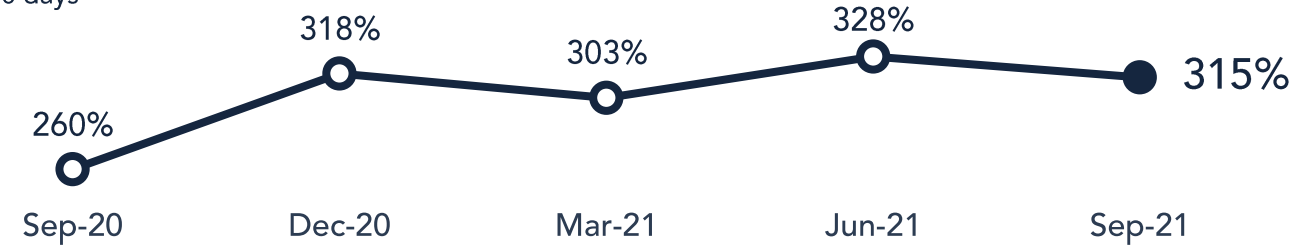
Default Ratio

90 days

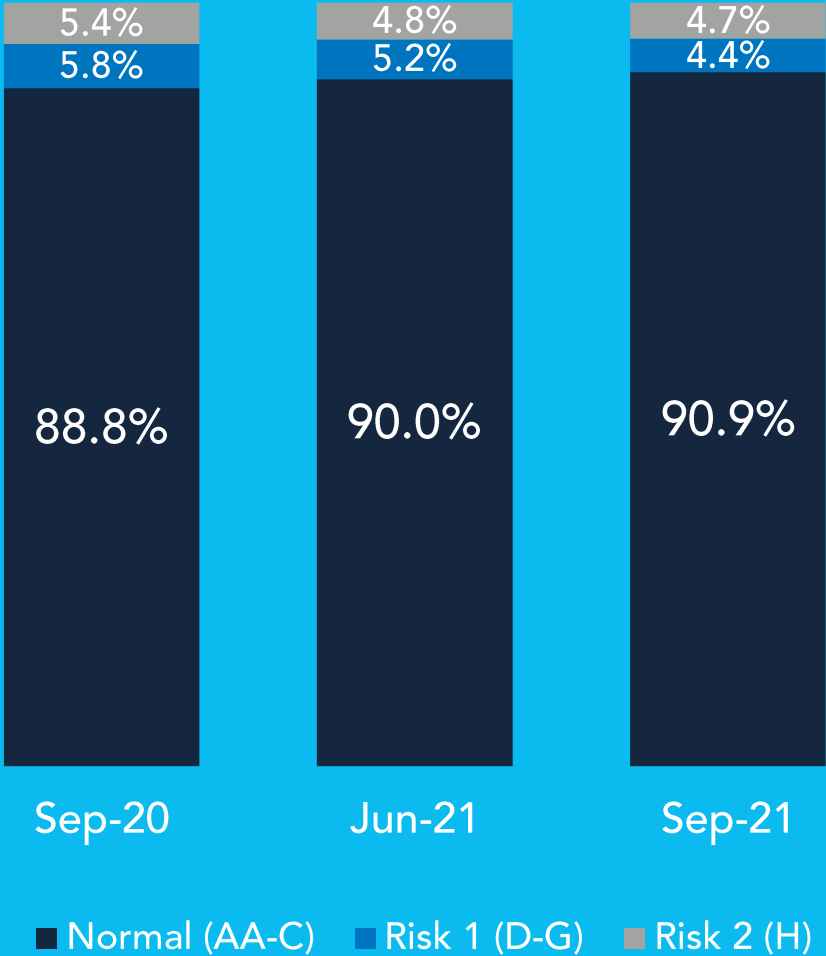


Coverage Ratio

90 days

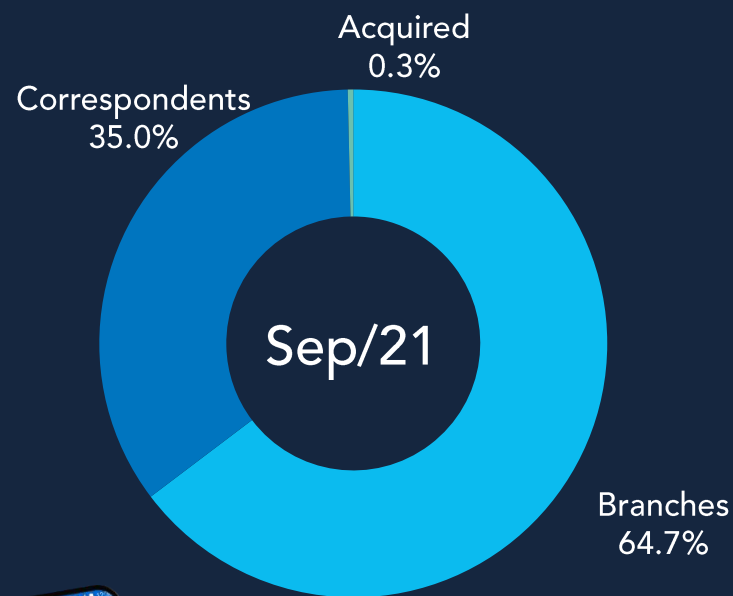


Portfolio Distribution by Risk



/ Payroll Loans: Important growth line

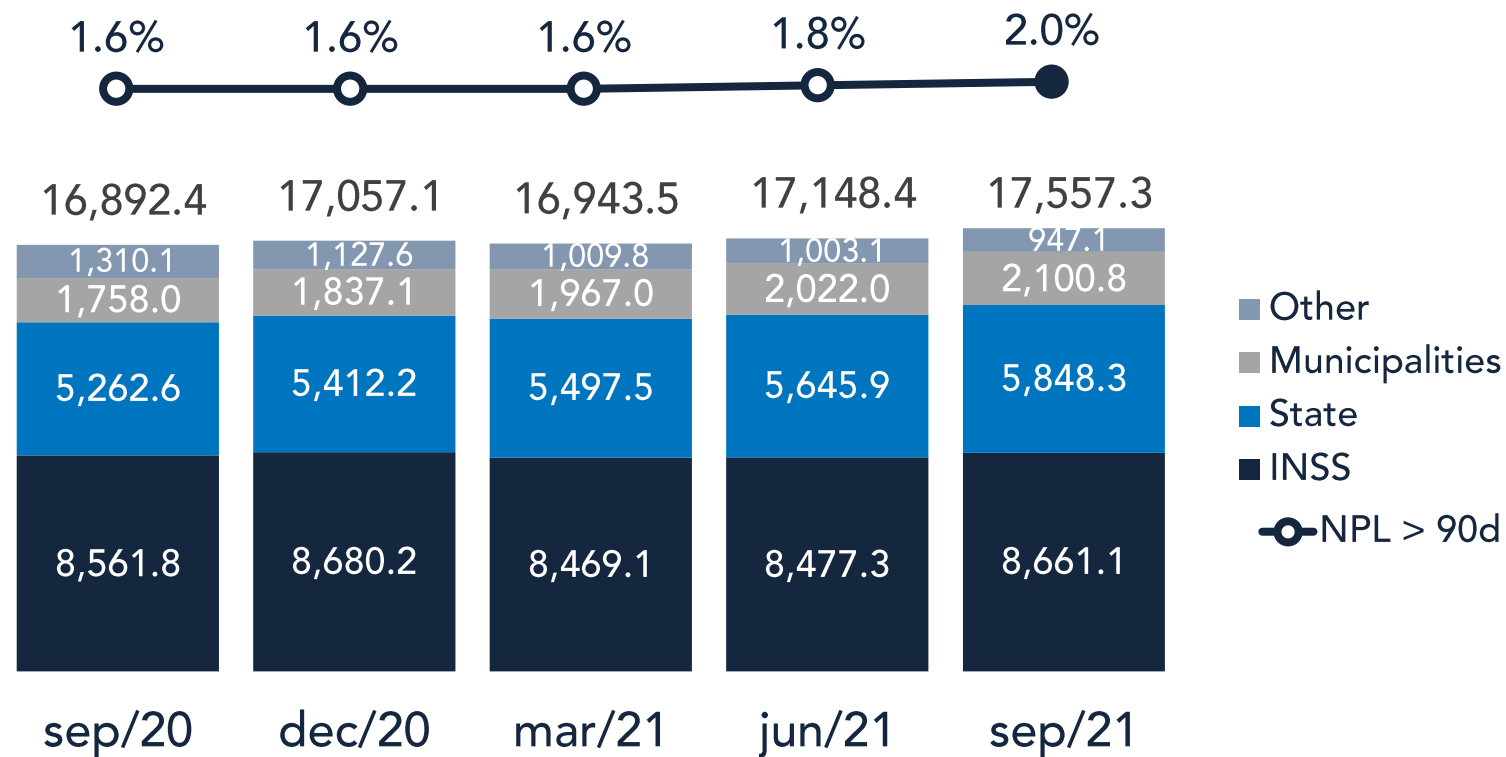
Distribution by Origination Channel



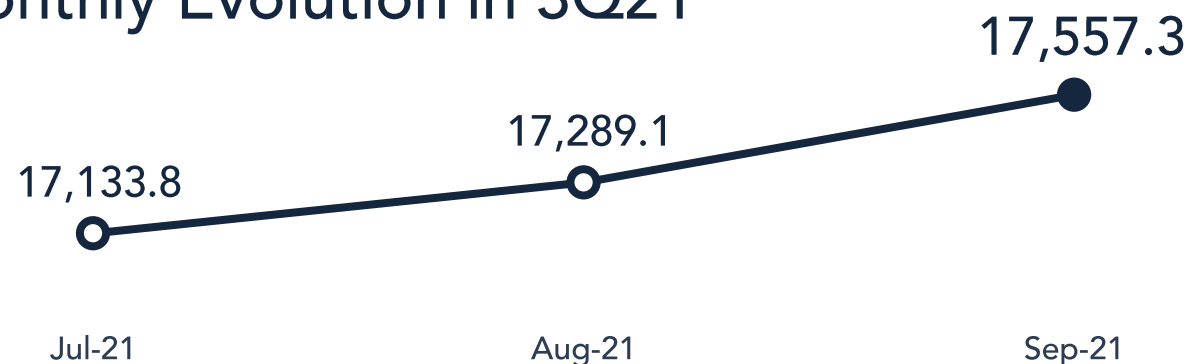
Payroll Grants in
our App
Δ 182.1%
3Q21 vs 3Q20

Payroll Loans

R\$ Million



Monthly Evolution in 3Q21

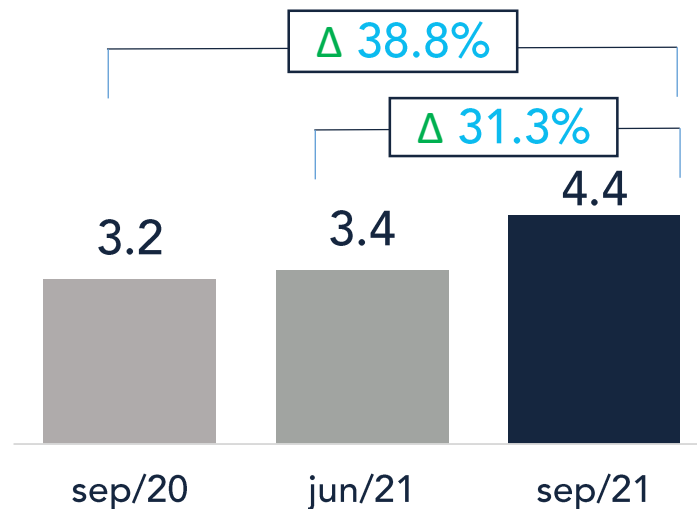


/ Rural Credit:
strong performance
along with Farmers



Rural Credit Portfolio

R\$ Billion



Credit Quality

Individuals

0.26%

NPL > 90d
Sep/21

Companies

0.05%

NPL > 90d
Sep/21

10 Agro Spaces
under deployment

44th Expointer
main agribusiness fair of Rio
Grande do Sul, with a
turnover of
R\$441.2 million

**Crop Plan
2021/2022**

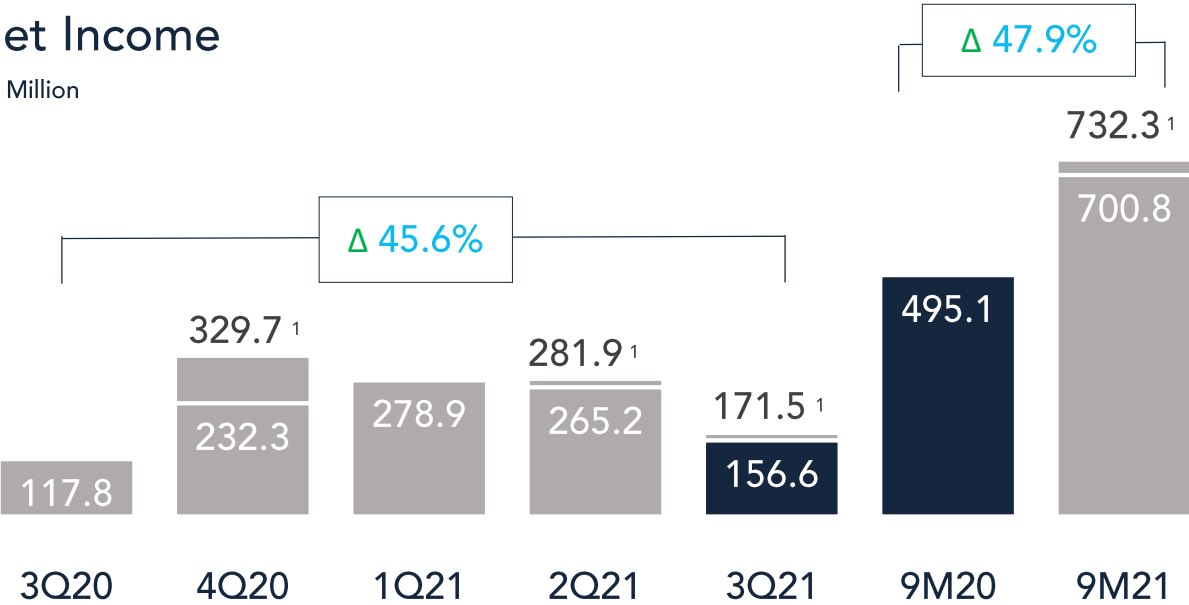
R\$ 5.2 billion
in credit

+27%
from the
previous plan

/ Profitability

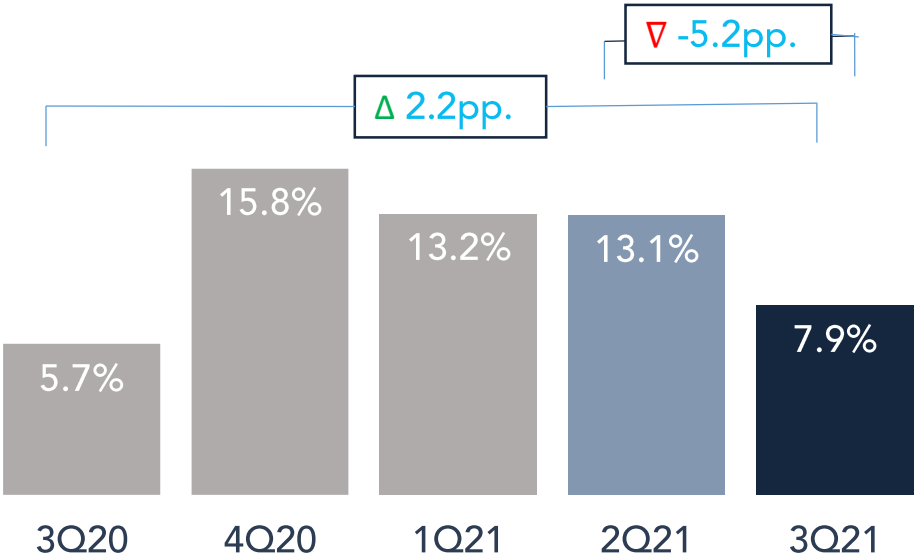
Net Income

R\$ Million



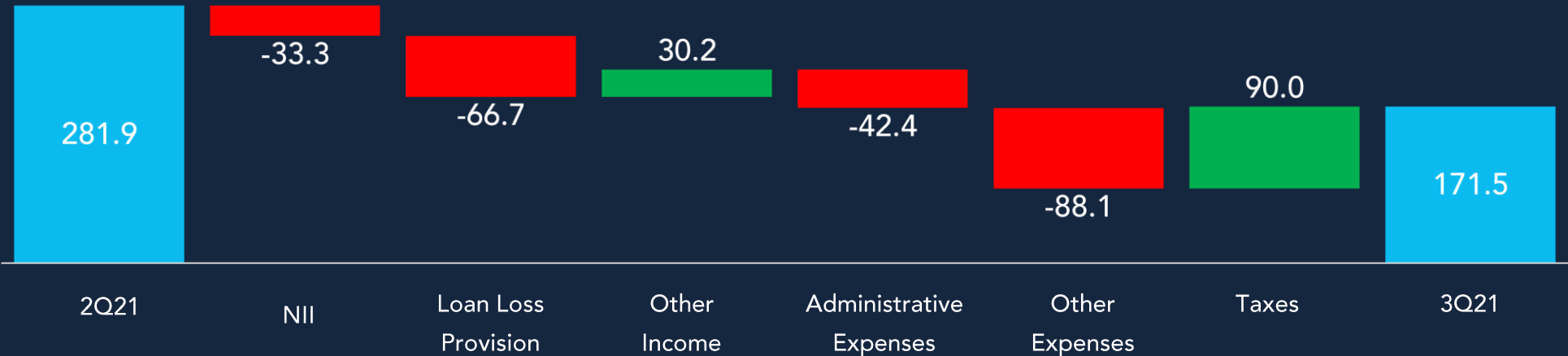
¹Adjusted Net Income

Adjusted ROAE



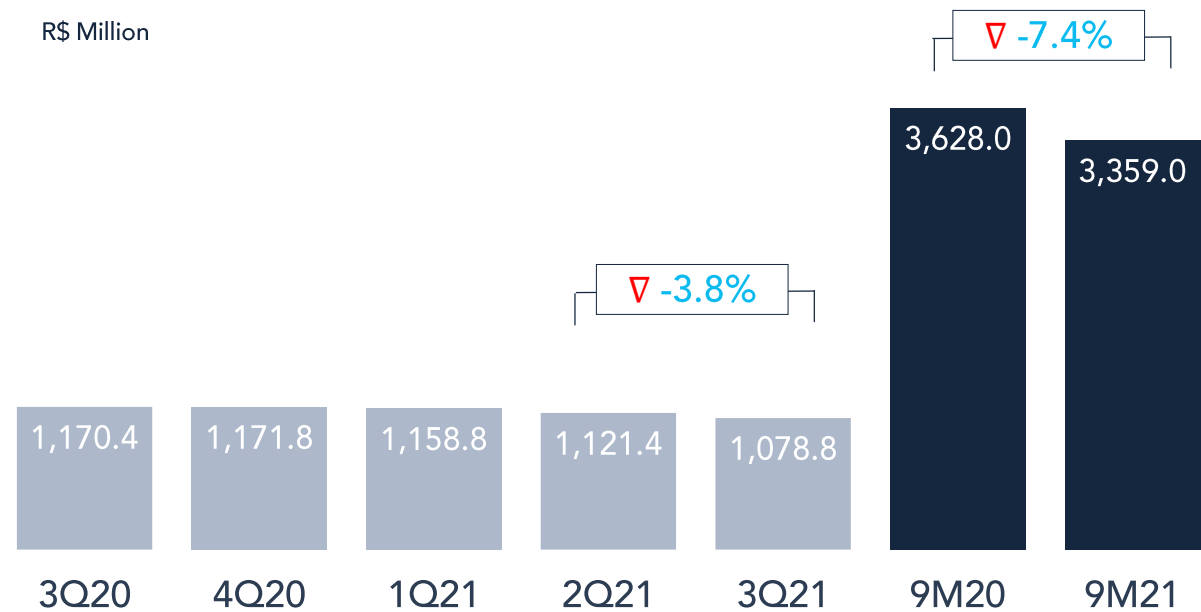
Change in Adjusted Net Income

R\$ Million

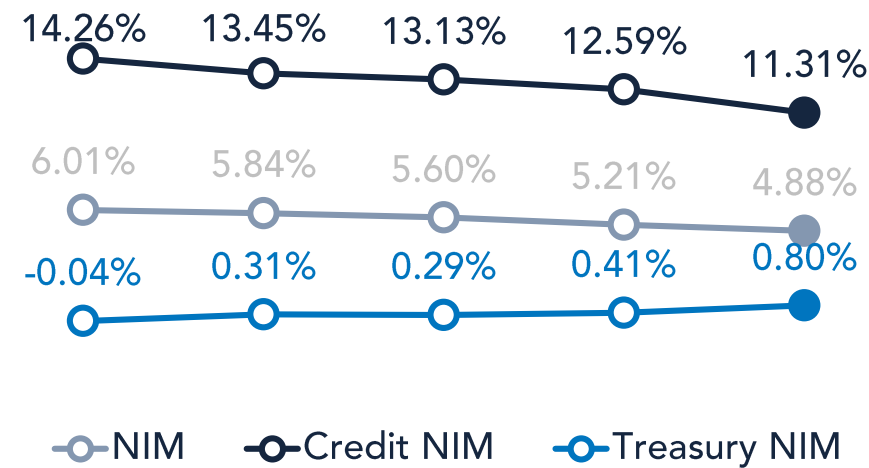


/ Managerial NII¹

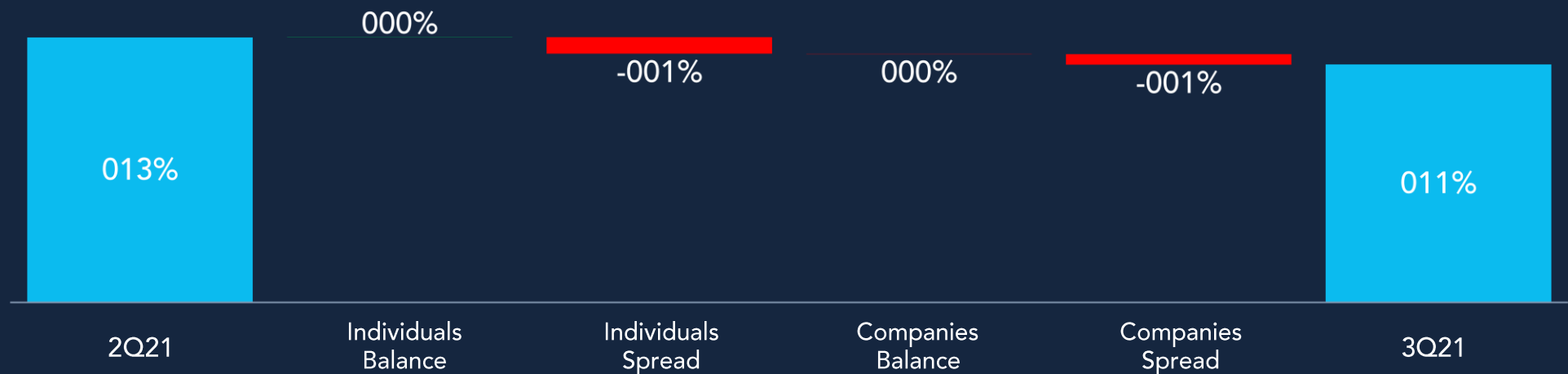
R\$ Million



Managerial NIM on Profitable Assets



Credit NIM Build up¹



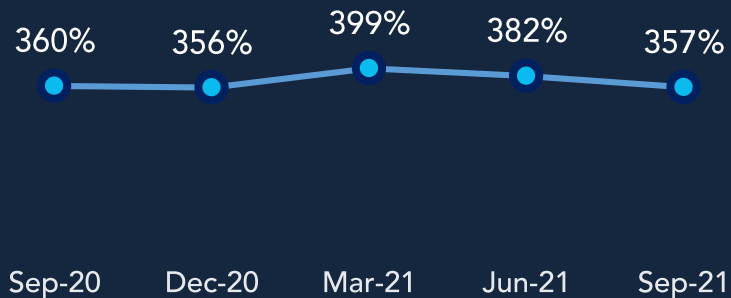
¹ Excluding revenues from recovery of credits written off as losses.

/ Funding

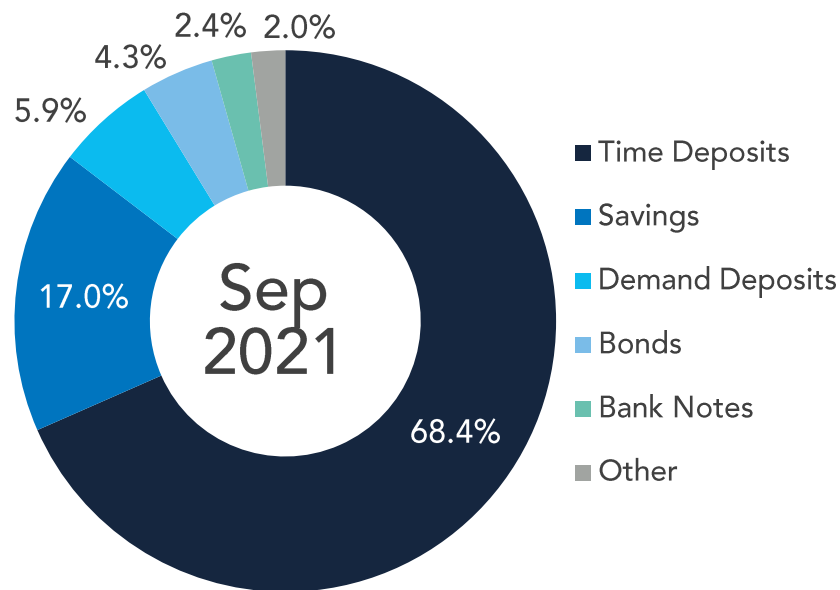
Evolution

Δ 12m: 3.4%
Δ 3m: 2.6%

Short Term Liquidity - LCR

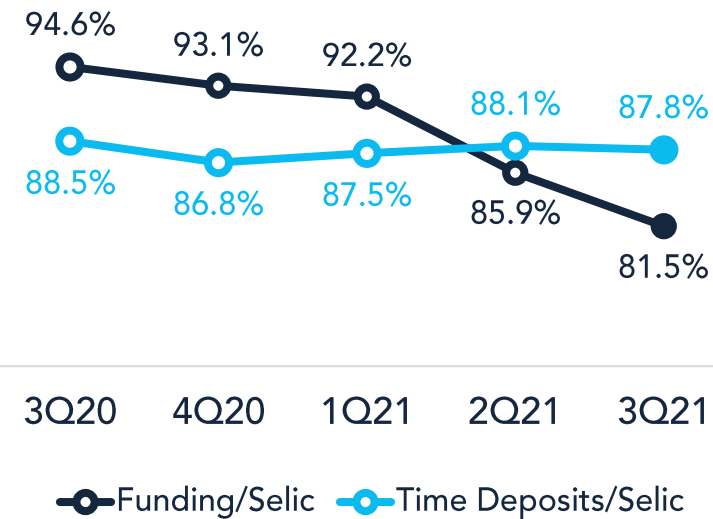


Funding Portfolio



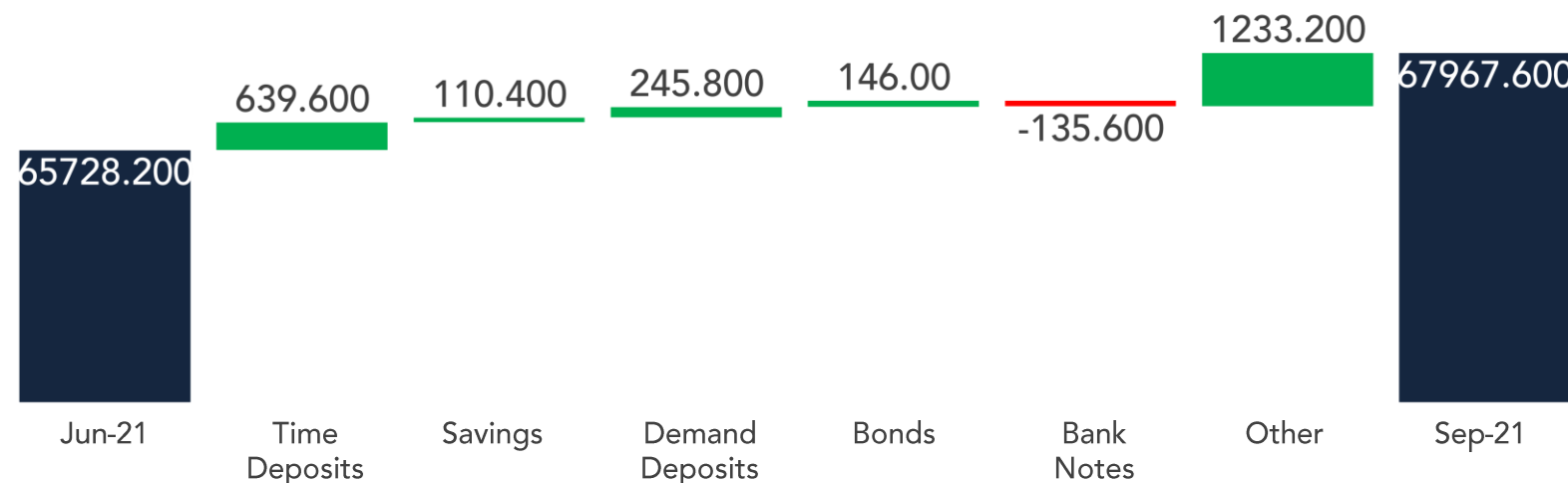
/ 2 – Financial Performance

Funding Cost



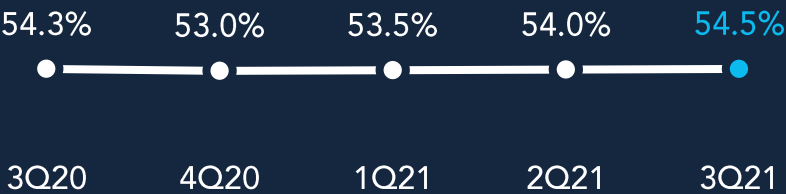
Funding Build up

R\$ Million



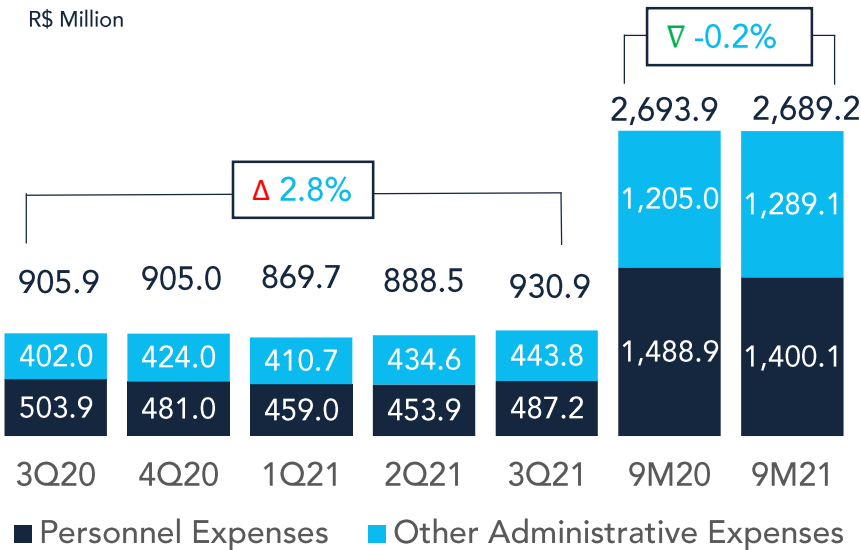
/ Expenses and Banking Fess

Adjusted Efficiency Ratio - 12 m



Personnel Expenses + Other Administrative Expenses / Financial Margin + Income from Services and Fees + (Other Income – Other Expenses). Considers income and expenses incurred in the last 12 months.

Adjusted Administrative Expenses

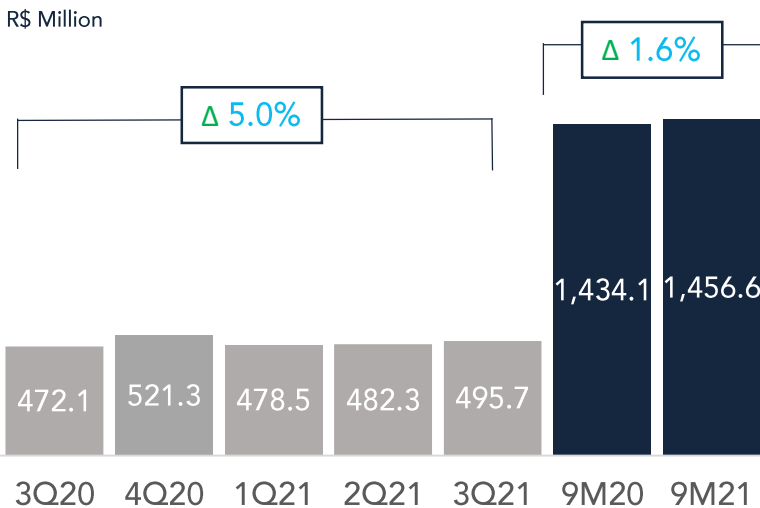


Collective Wage Agreement + 10.97%

12m Δ 7.0%

12m ∇ -6.0%

Banking Fees



Banking Fees X Personnel Expenses Ratio



Banking Fees / Personnel Expenses

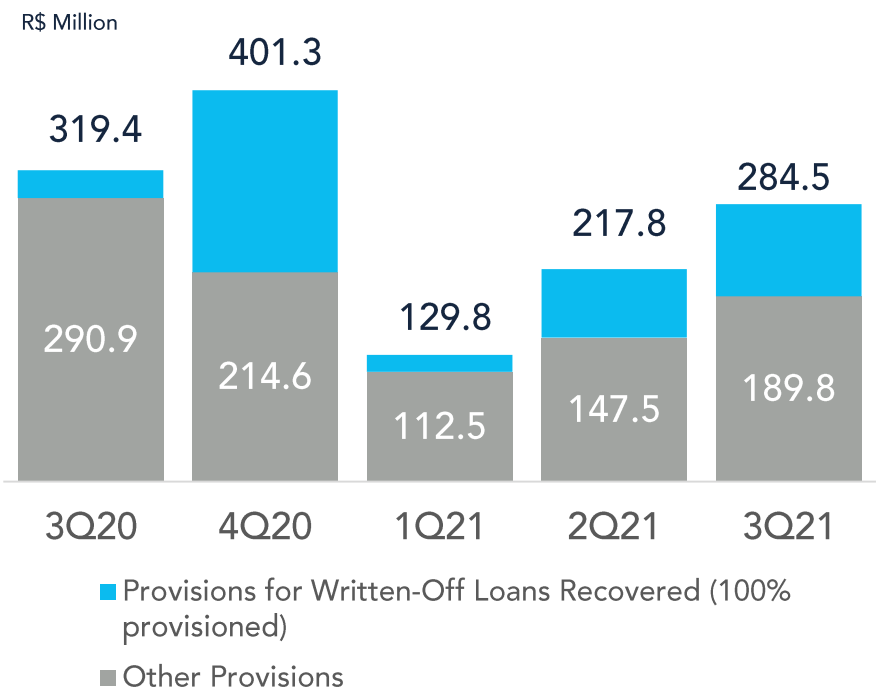
/ Loan Loss Provisions

- Stabilization of portfolio risk
- Performance aligned to best estimates

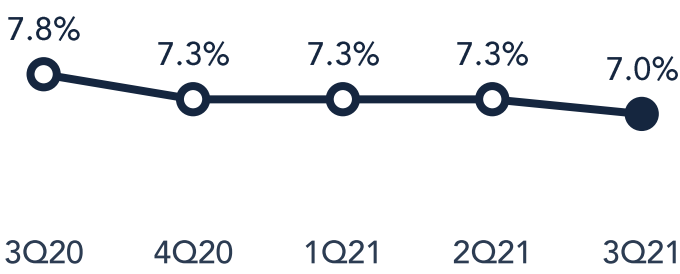
Decrease in recurring provision expenses

12m ▼ 34.7%

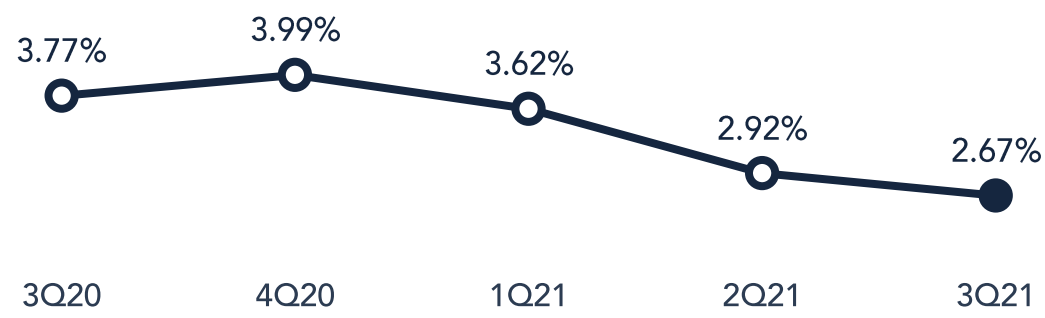
Provision Expenses



Provisioning Index



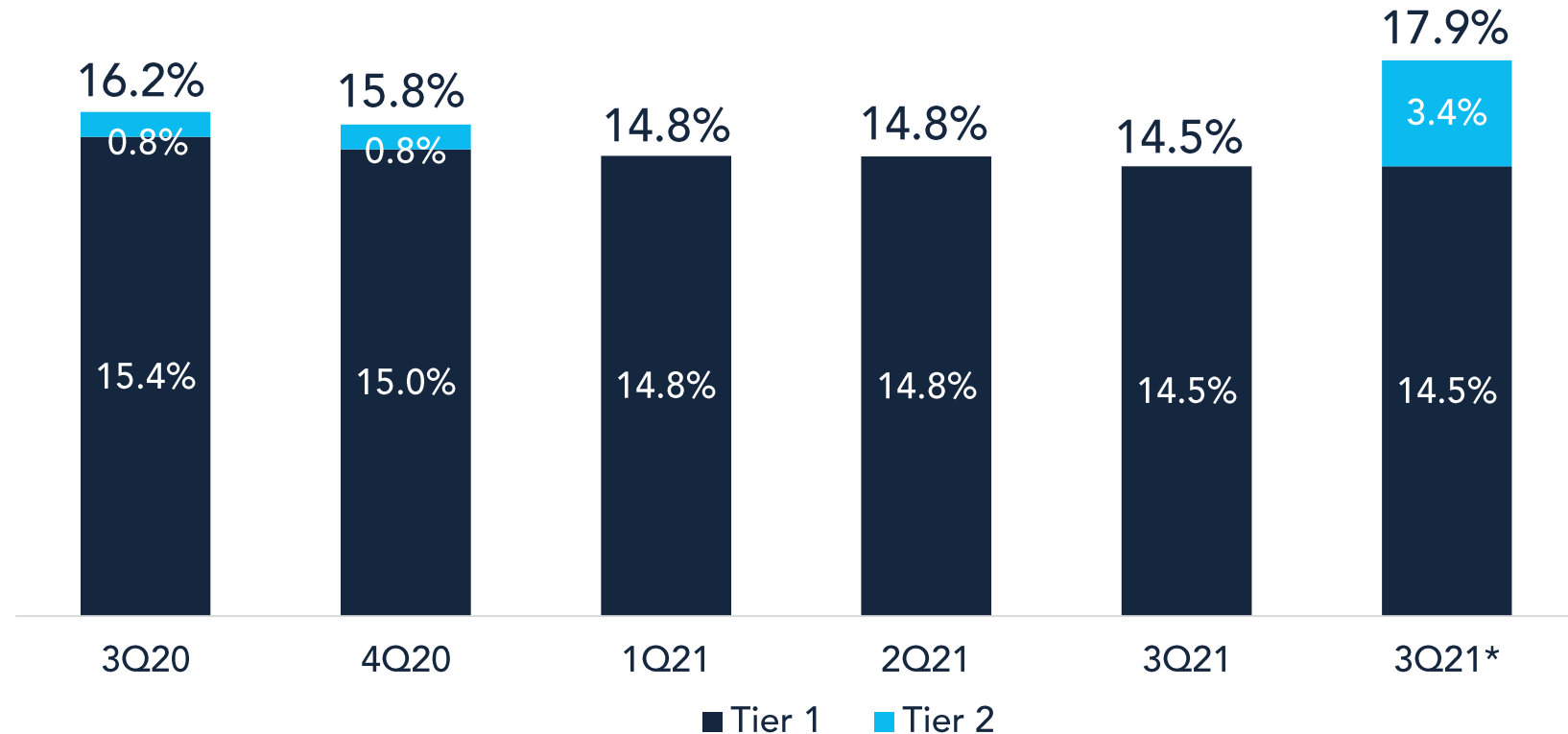
12m Provision Expenses / Credit Portfolio



/ Capital

Central Bank
authorization for
external funding to
compose Tier 2
Capital from Oct/21

Basel Ratio



* Proforma
considering Tier 2
Subordinated Notes

* Considers the exchange rate of September, 30 of 2021 with a quotation of R\$5.44.



Issuer Credit Rating — BB-
Global Scale

Issuer Credit Rating — brAA+
National Scale

Outlook — Stable



Local Currency — BB-
Long-Term IDR

Long-Term National — A+(bra)
Scale Rating

Outlook — Stable



Baseline Credit — ba3
Assessment

Deposits National — Ba3/NP
Scale Rating

Outlook — Negative



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