



1Q25

# Institutional Presentation

Investor Relations Department





# Disclaimer

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

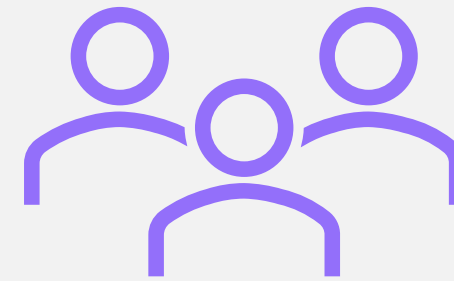
## Corporate Profile

2

Business Strategy

3

Appendix





With  
**96 years**  
of history,  
we are a  
**complete  
Bank**



**Market  
Value<sup>1</sup>**

**R\$4.4 bn**



**Loan  
Portfolio<sup>1</sup>**

**R\$64 bn**



**Total  
Assets<sup>1</sup>**

**R\$151.3 bn**



**One of the best  
companies to  
develop a career  
in Brazil<sup>2</sup>**

**9.364**  
employees<sup>1</sup>

**4.8 M**  
customers<sup>1</sup>

**Most remembered  
bank in the state  
of RS<sup>3</sup>**

**6th Best  
Bank in  
Brazil<sup>4</sup>**

**12th Bank in  
Assets in  
Brazil<sup>5</sup>**

<sup>1</sup> As of 03/31/2025; <sup>2</sup> Ranking LinkedIn Top Companies 2022; <sup>3</sup> Top of Mind RS Survey 2023; <sup>4</sup> Annual Ranking of Best Banks in the world, by Forbes. <sup>5</sup> BACEN.

# We are present in 6 States



Coverage of  
Own Network

93%

RS

99%

RS GNP



Service  
Network

493

Branches

902

Correspondents

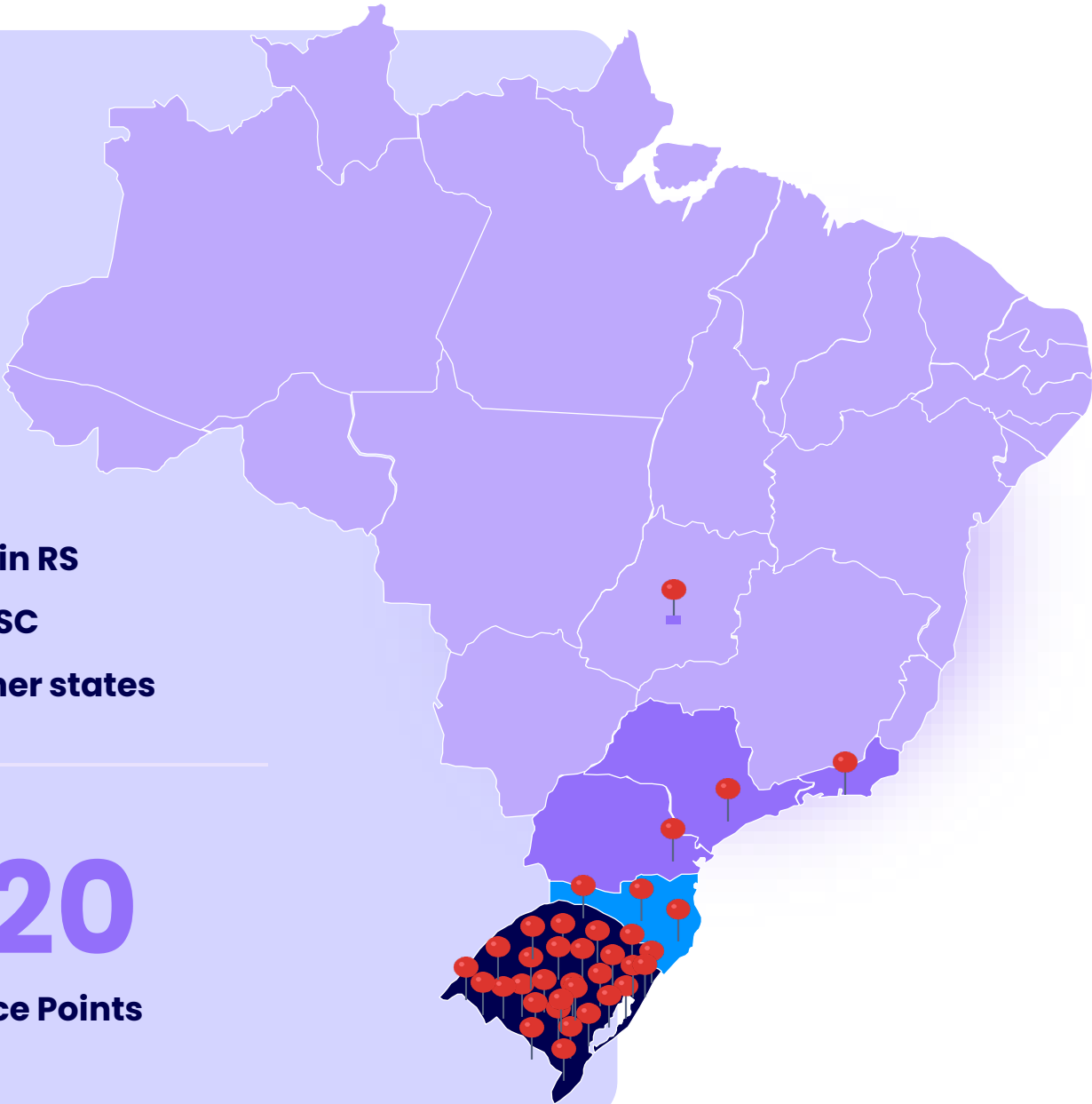
472 in RS

17 in SC

4 Other states

920

Service Points



# Timeline

**1928**

On September 12, 1928 Banrisul starts operating, in Treasury Offices in Porto Alegre.

**1931**

Banrisul shares were first listed in September 1931.

**1964**

Banrisul inaugurates its current main office, at the heart of Porto Alegre.

**1993**

Banrisul launched the first ATM room

**2015**

O Banrisul launches its new multibrand acquirer company, Vero

**2014**

Rio Grande Seguros e Previdência S.A. was created.

**2012**

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

**2007**

Capitalization and secondary emission of preferred shares joining the Level 1 of Corporate Governance.

**2017**

Banrisul launched its digital platform: Banrisul Digital.

**2020**

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

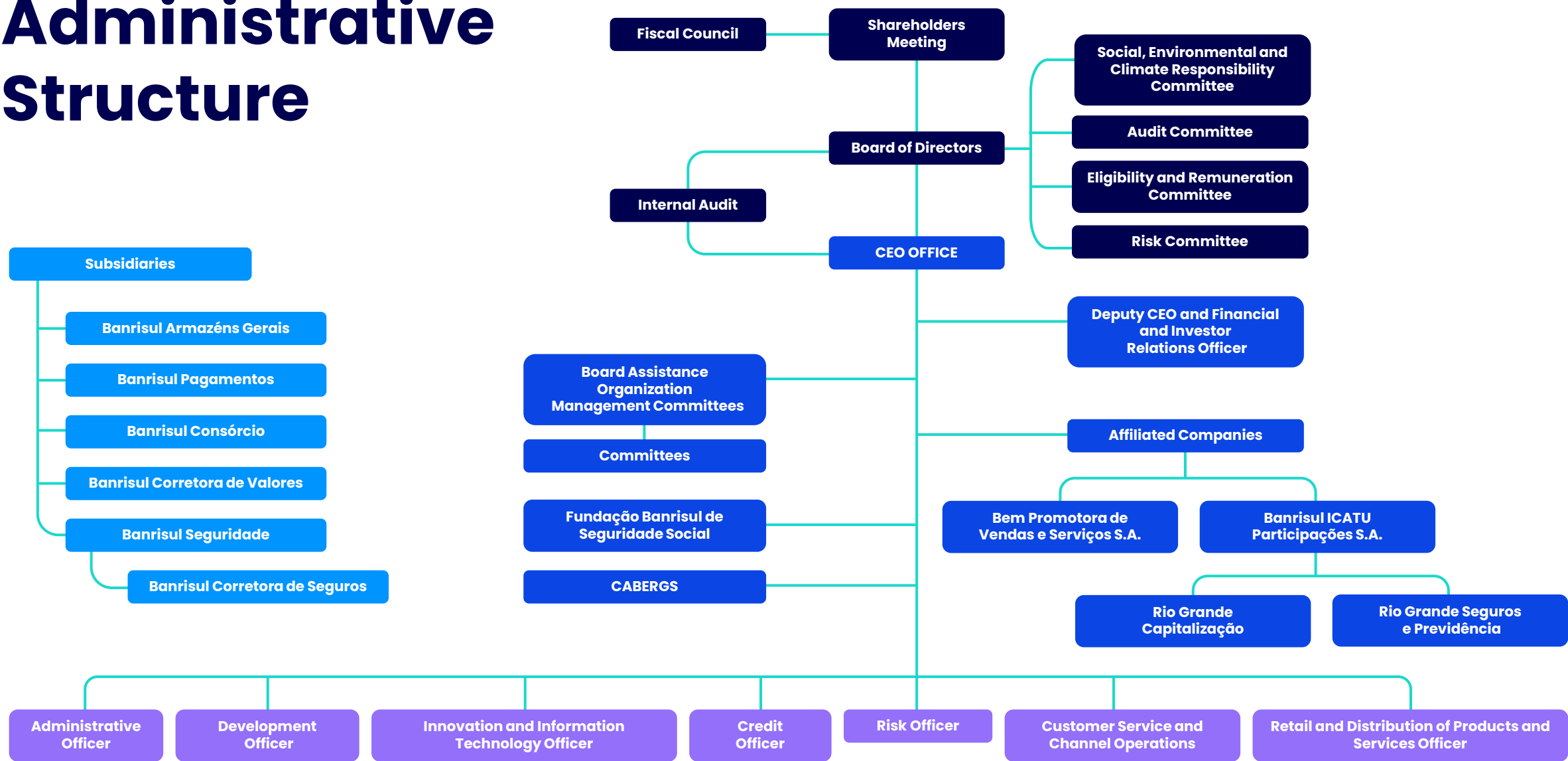
**2022**

*Rebranding*

**ICO2B3**

Banrisul shares are included in the Carbon Efficient Index – ICO2 B3

# Administrative Structure



# Management

Solid governance ensures strategy execution and business sustainability



**Executive Board:**

Professional and experienced management for strategy execution

**Fernando Lemos**  
CEO

**Luiz Gonzaga Mota**  
Deputy CEO, CFO and IR Officer

**Irany Sant'Anna**  
Risk Officer

**Carlos Malafaia**  
Innovation, Digital Transformation and IT Officer

**Fernando Postal**  
Development Officer

**Adriana Celestino**  
Customer Service and Channels Operations Officer

**Ivanor Duranti**  
Credit Officer

**Elizabete Tavares**  
Administrative Officer

**11 members**

**4 Independents**

Minorities

**1** Preferred Shareholders

**1** Voting Shareholders

**8 members**

**4 from career**

# Our Shares

**We are listed on B3 under the tickers:**

**BRSR3**

**100% tag along** in all of the shares

**BRSR5**

**BRSR6**

Share with the most liquidity

## Shareholding Structure

ON: 1.9%  
PNs: 99.6%  
**Total: 50.6%**

ON: 98.1%  
PNs: 0.4%  
**Total: 49.4%**

**Free Float**



GOVERNO DO ESTADO  
RIO GRANDE DO SUL



## Spread and local Base

**151k** shareholders

96.9% individuals

2.9% national companies

0.2% foreign companies

**65%** Local Investors

## Dividends and IoC

Quarterly Payment  
of IoC



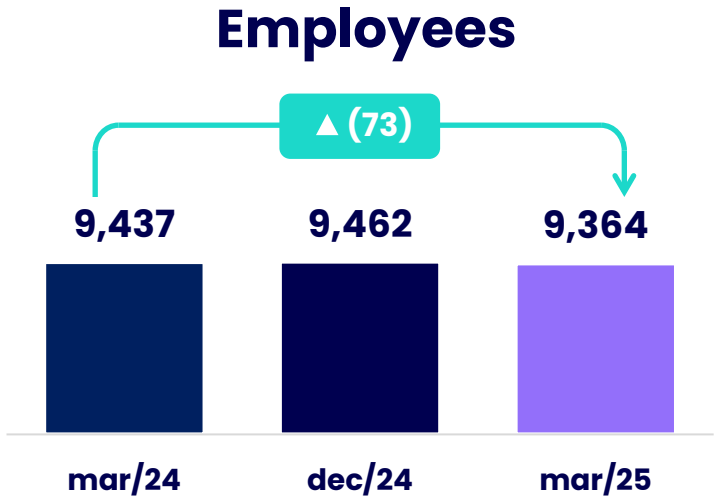
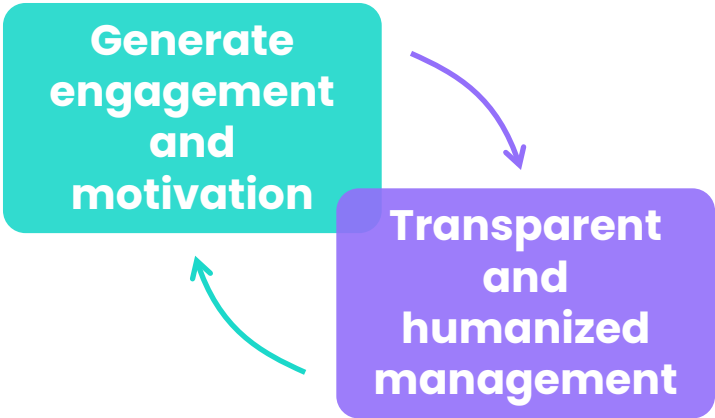
Payout 2025  
**40%**

**R\$90 mi<sup>1</sup>**

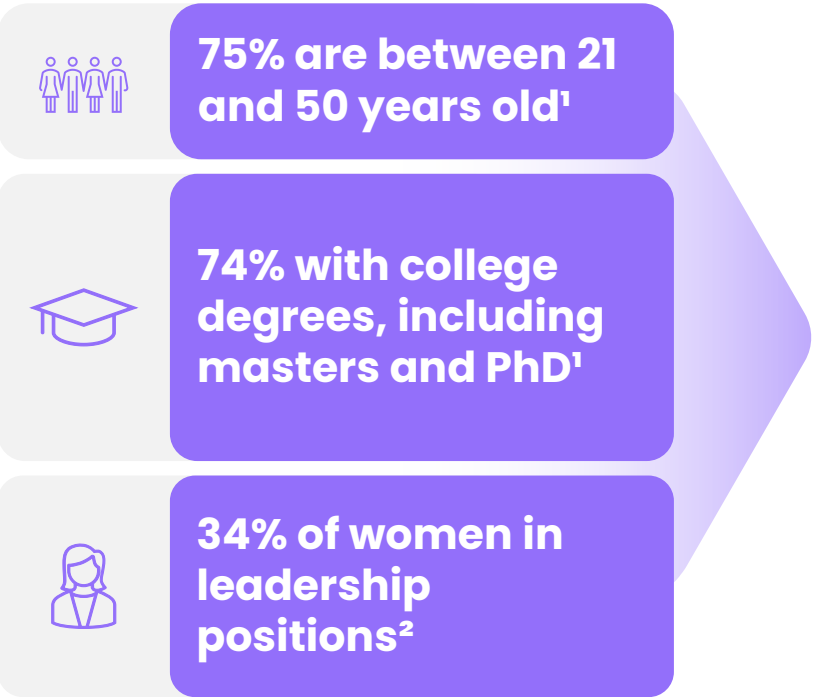
distributed to  
shareholders in 1Q25

<sup>1</sup> Values before tax retentions.

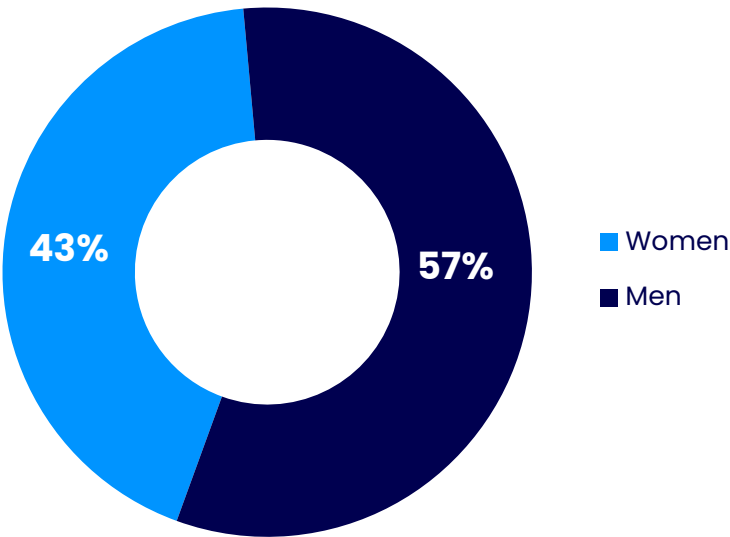
# Our People



## X-Ray



## Employees by gender (As of Mar/25)



<sup>1</sup> As of 12/31/2024. <sup>2</sup> As a percentage of total leaders..

# Investment in Innovation



**R\$85.6 million**  
Invested in **digital transformation** and IT infrastructure



Continuous improvement  
in **customer experience**  
**on Digital**



Constant expansion of  
**digital products**



**Smart Virtual Assistant**



**Marketplace + 40 suppliers**



**Banrisul's Open Innovation Program**, which conducts several initiatives and projects internally and together with the regional and national innovation ecosystem.



*First cycle of the Intrapreneurship Program called "What If!?"*



*Startup Acceleration Cycle 2025: Banritech FLY.*

# Artificial Intelligence

Focus on **strategies** that drive business **growth**, improve **operational efficiency** and **customer retention**.

**Artificial intelligence, advanced data analysis, automation and cloud are used, combined with existing technologies.**

01

To deliver products and services that guarantee a **personalized customer experience**, in a positive and lasting way.

02

For greater **operational efficiency** in front, middle and back office banking operations.

03

For improvement and customization of **customer service**.

04

To prevent possible threats and detect **fraud**.

# Agenda

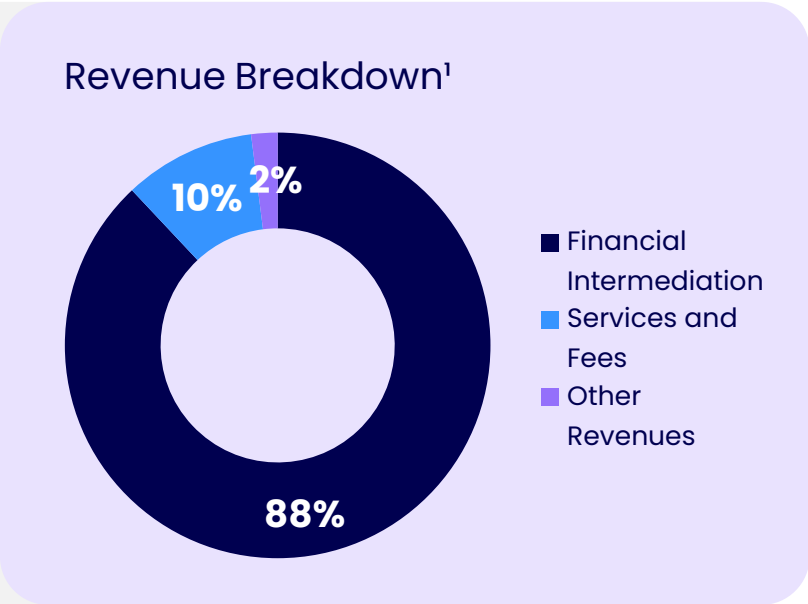
1 Corporate Profile

**2** **Business Strategy**

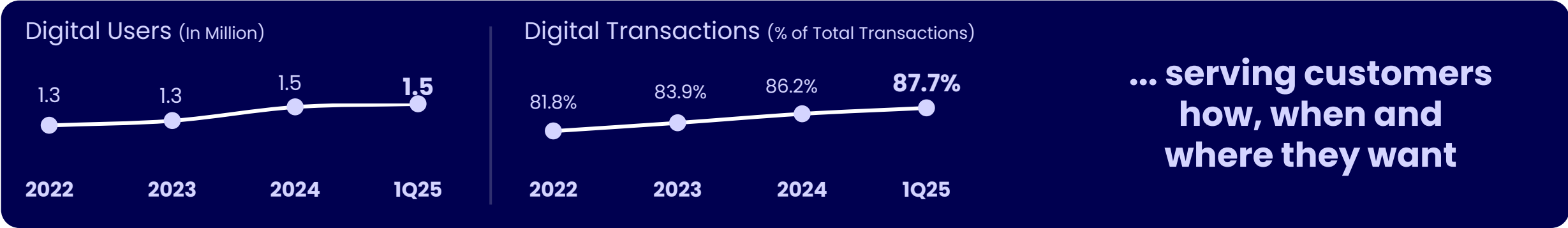
3 Appendix



# Complete range of Products and Services...

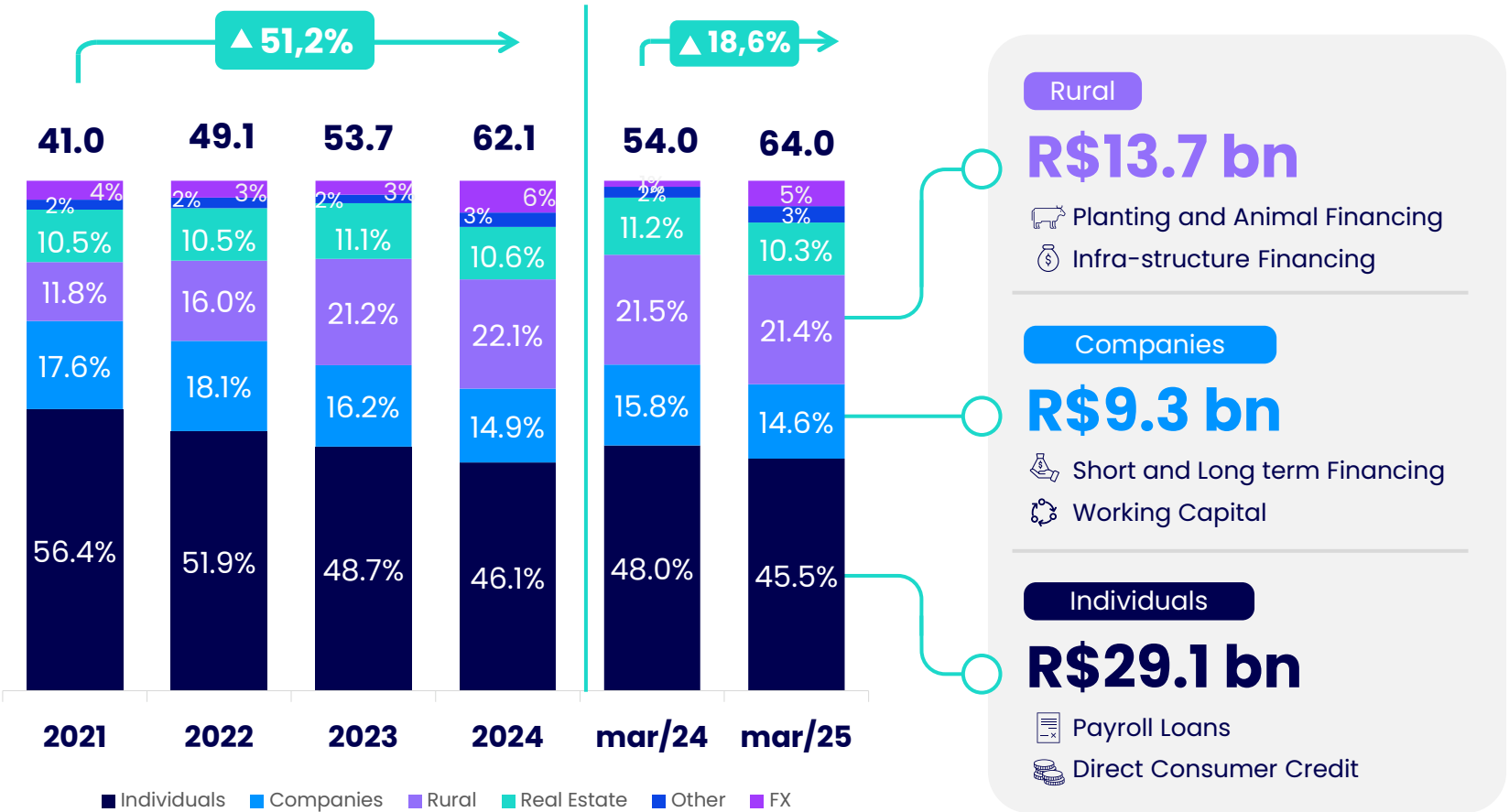


## ... available on scalable digital platform...

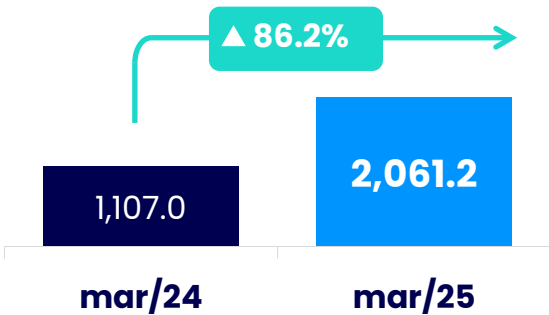


# Expanding loan portfolio...

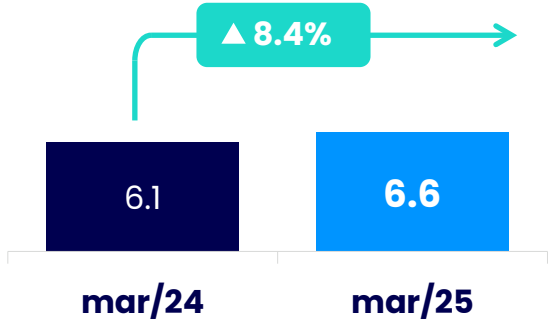
Credit Portfolio Breakdown (In R\$ billion and in %)



FX (R\$ million)

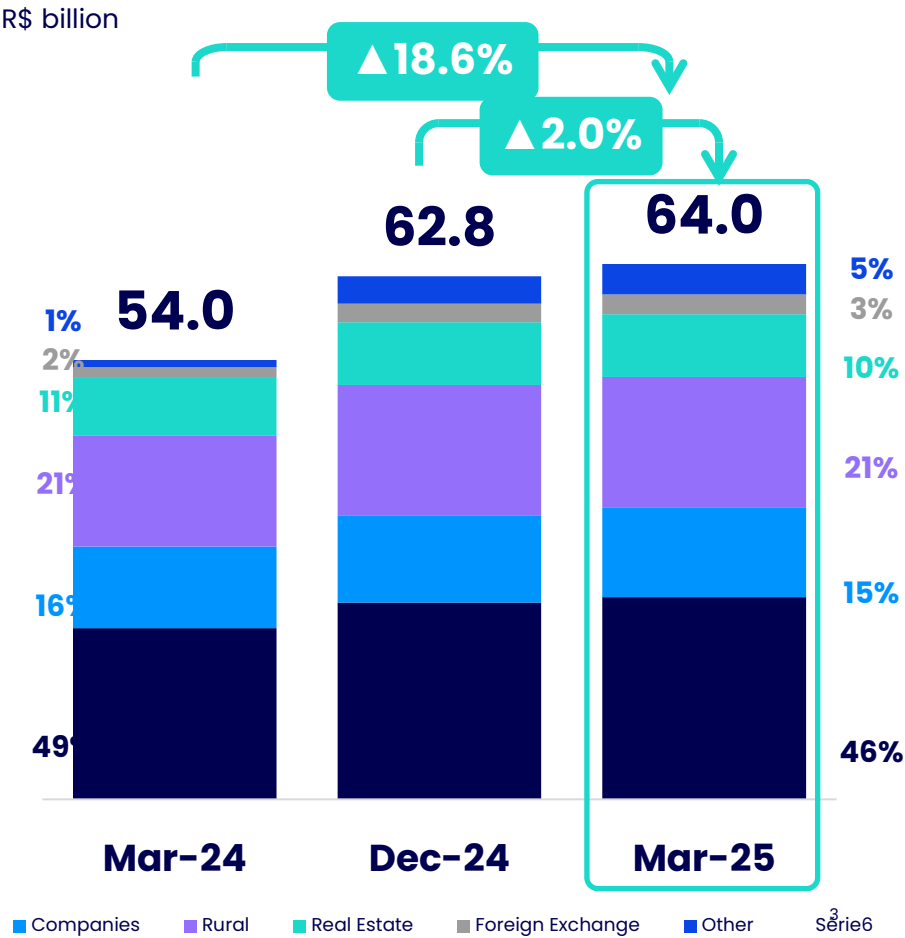


Real Estate (R\$ billion)



# Focusing on commercial loans...

## Portfolio Balance and Credit Mix



## Individuals

R\$ million	Balance	YoY	QoQ
Payroll Loans	21,060.0	9.2%	0.9%
Cards	3,248.8	13.2%	-0.7%
Personal Loans	2,852.3	33.0%	9.5%
Overdraft	672.8	19.3%	18.3%
Other	1,320.7	26.5%	5.6%
Total	29,154.5	12.5%	2.0%



73.3%  
Collateralized  
Individuals  
Portfolio¹

as of Mar-25

## Companies

R\$ million	Balance	YoY	QoQ
Working Capital	5,825.2	-12.9%	-2.9%
Conta Única²	1,865.8	-	23.4%
Debit Accounts	361.2	-16.7%	19.1%
Cards	249.9	29.3%	5.4%
Acquisition of Goods	260.1	-5.9%	6.3%
Other	783.3	-18.5%	-2.4%
Total	9,345.5	9.2%	2.7%

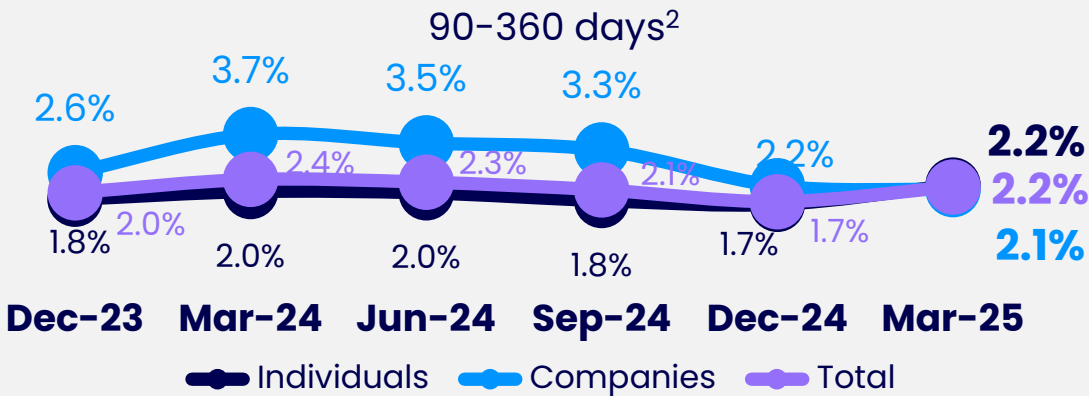
¹ Considers the balances of the commercial lines of Acquisition of Goods and Payroll Loans on the Individual Commercial Portfolio.

² The product was created in May 2024, therefore there is no annual variation.

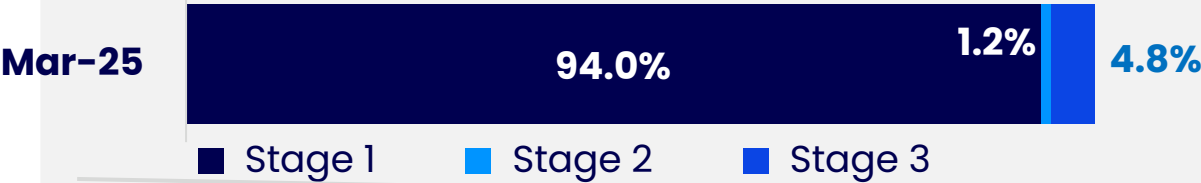
³ In 2025, debentures became part of the credit portfolio balance within the scope of the implementation of the new COSIF 1.5 and CMN Resolution No. 4,966/21; previously included in Treasury. Previous periods reclassified for comparability.

# and favorable dynamics in asset quality

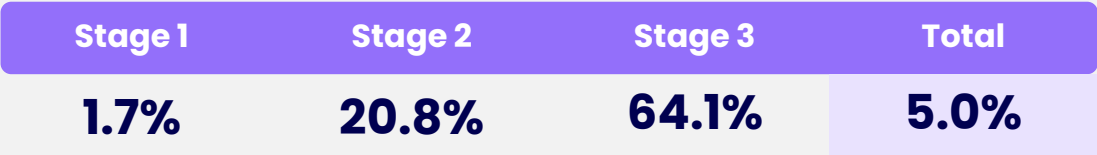
## Default Ratio



## Portfolio by Stage

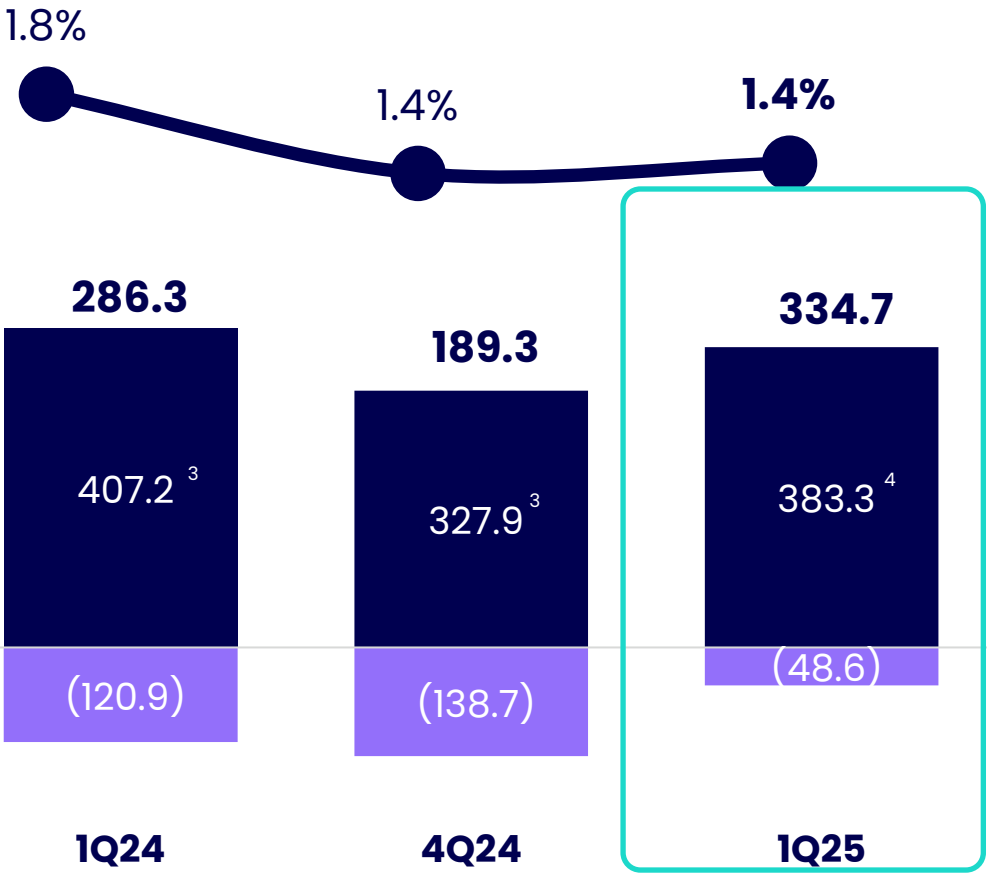


## Cover Ratio by Stage



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

R\$ million and %



■ Provision Expenses ■ Recovery of Written Off Loans  
● 12m Net Provision Expenses vs Loan Portfolio

<sup>1</sup> As of 1Q25, Revenue from Recovery of Credits Written Off at Losses began to be included in the calculation of Net Provision. For comparison purposes, previous quarters have been adjusted.

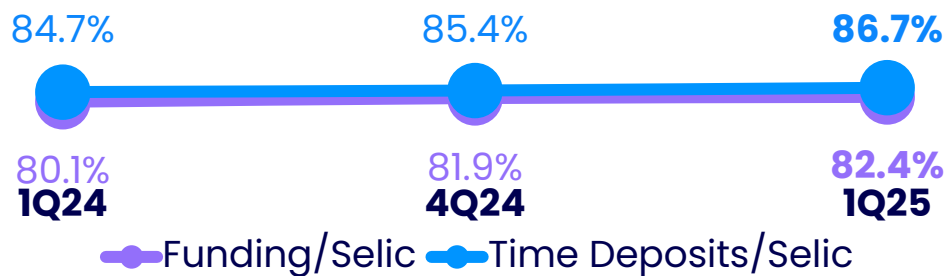
<sup>2</sup> Over 90 days until 2024 and between 90 and 360 days from 2025 onwards.

<sup>3</sup> Accounted for in accordance with CMN Resolution No. 2,682/99.

<sup>4</sup> Accounted for in accordance with CMN Resolution No. 4,966/21. Includes reversal of provision for Other Financial Instruments in the amount of R\$85.6 million.

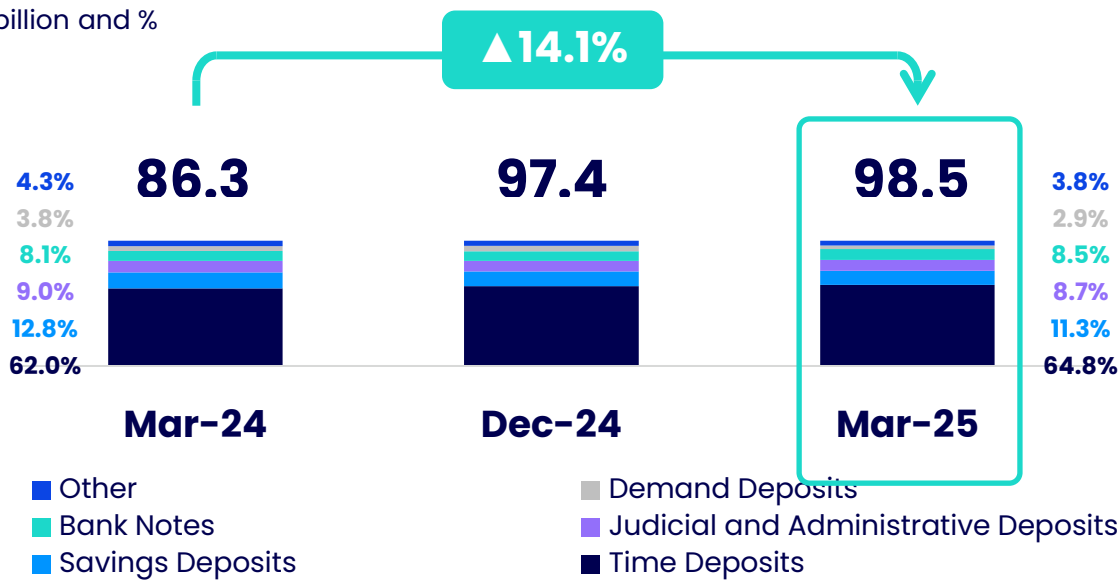
# Funding

## Cost

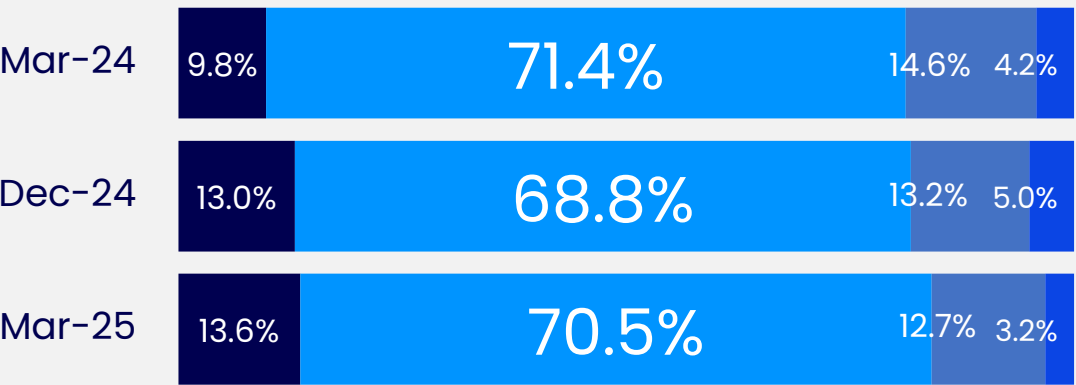


## Portfolio and Mix

R\$ billion and %



## By Index



■ Prefixed

## Assets Under Management

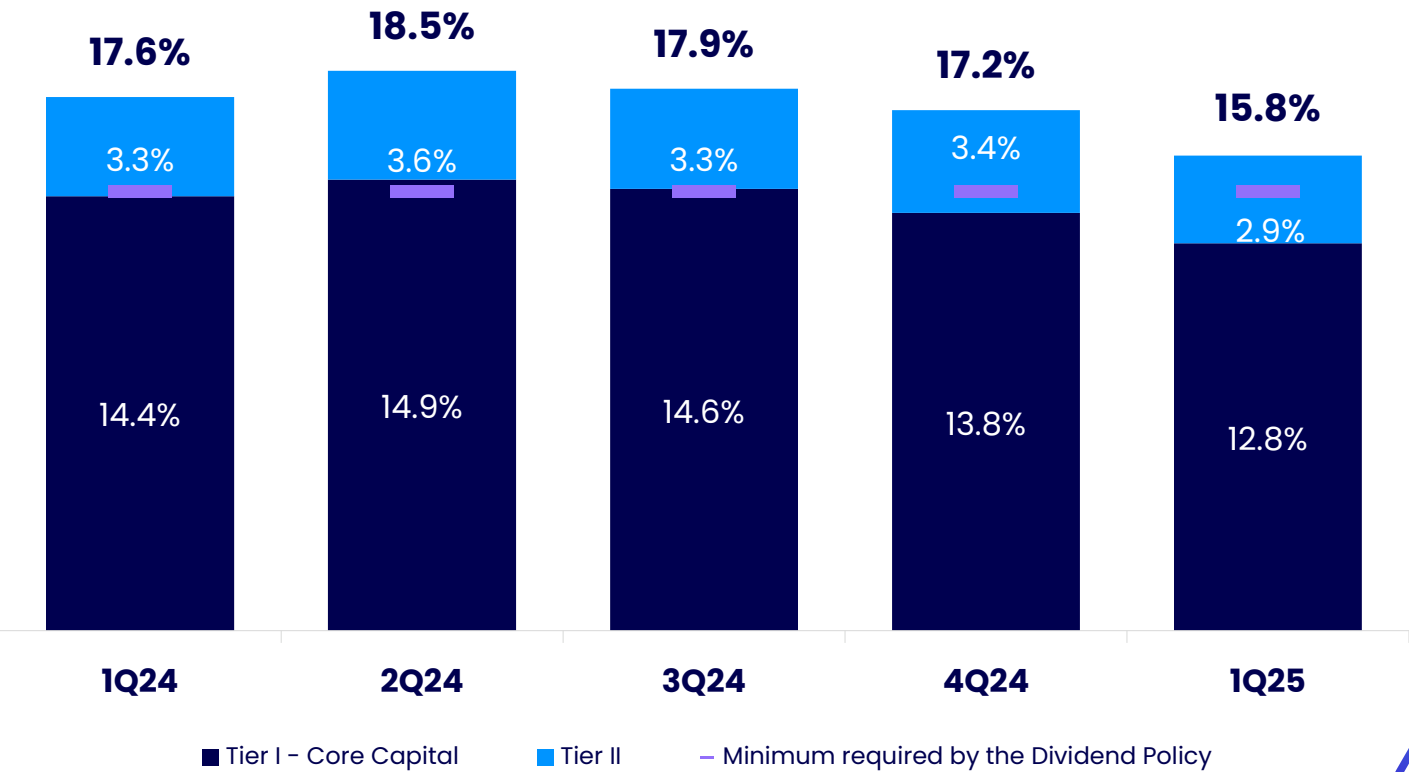
R\$ million

Mar-25	Mar-24	Mar-25 vs Mar-24
19,770.6	17,030.2	16.1%

<sup>1</sup> Considers Time Deposits and funds from Financial Notes, Real Estate Notes and Agribusiness Notes.

# Comfortable capital structure to deliver strategic projects

Basel Ratio (In %)



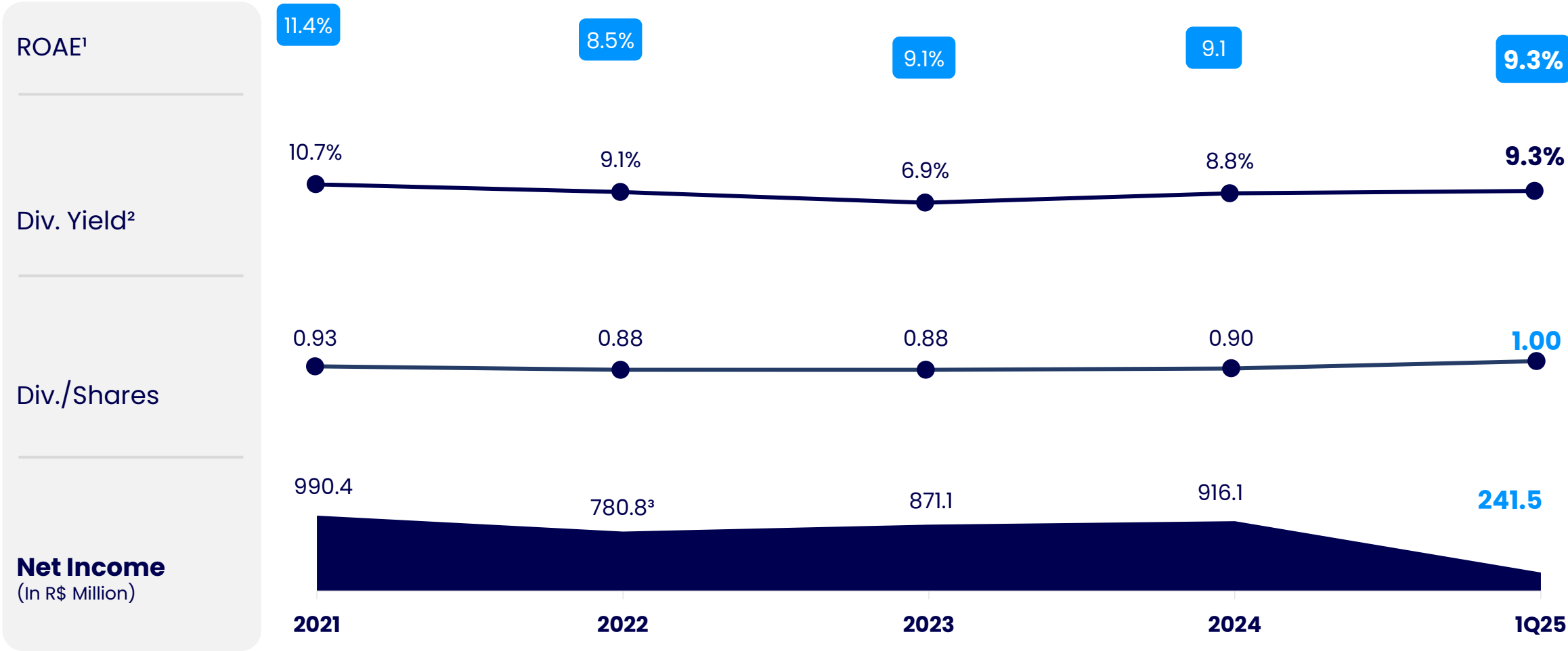
Solid capital structure with comfortable levels of liquidity to **expand loan book**

Dividend Policy

Maintain Total Capital Ratio +400 bps above minimum capital requirement levels in Brazil.

Current Requirement Level: **10.5%**

# Profitability



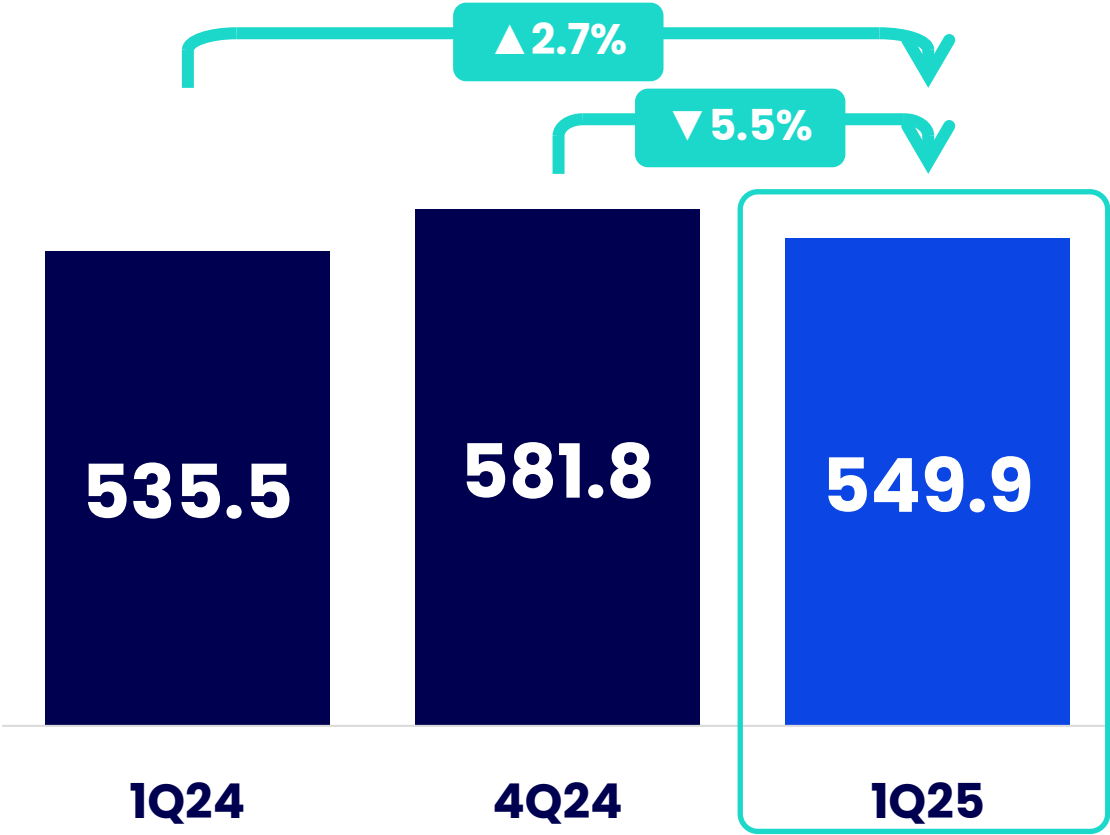
<sup>1</sup> Net Income / Average Shareholders' Equity. The indicator for the year is obtained by multiplying the division quotient by the number of periods.

<sup>2</sup> (Div. and IoC of the last 12 months/number of total shares) / Closing prize as of 03/31/2025.

<sup>3</sup> Adjusted Net Income

# Service Fees

R\$ Million



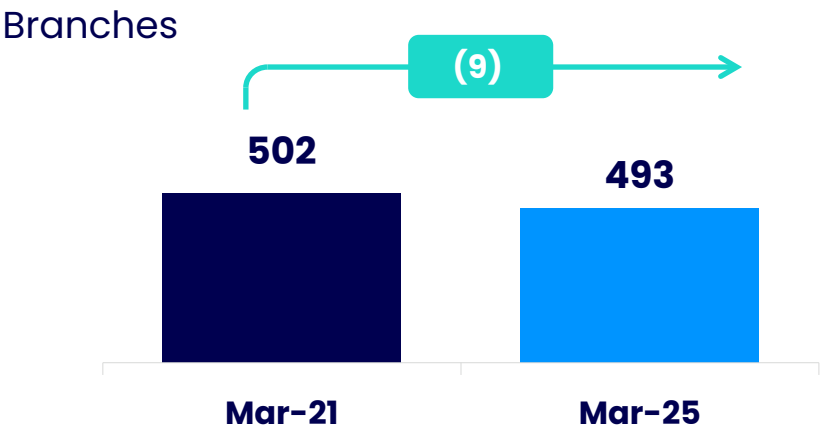
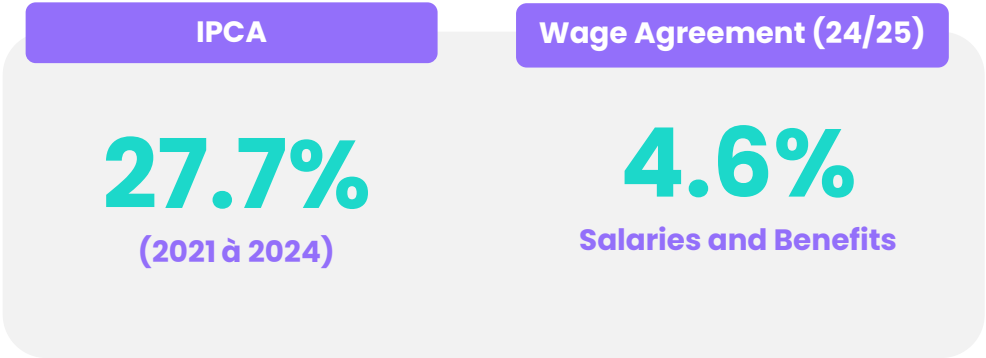
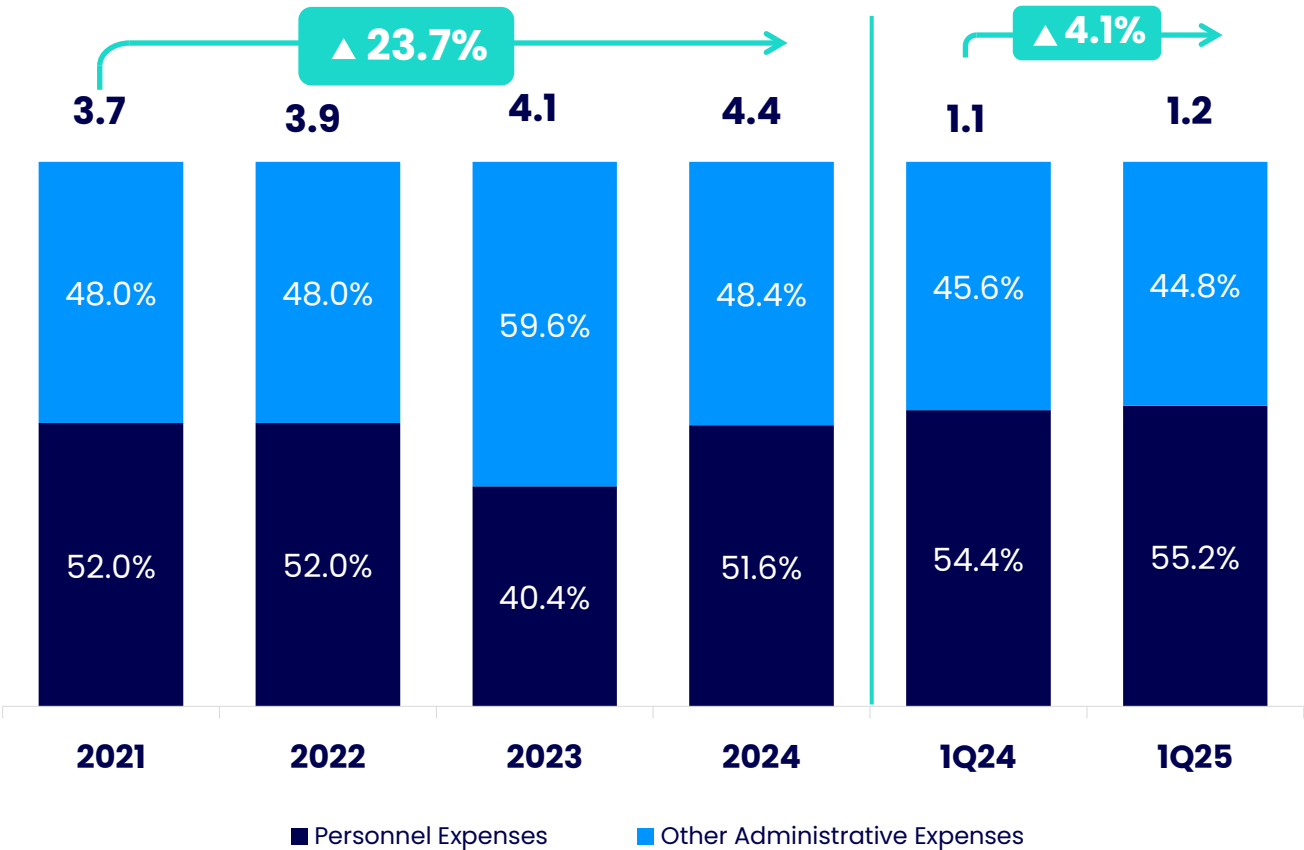
R\$ million	1Q25	1Q24	1Q25 vs 1Q24
Cards <sup>1</sup>	193.9	190.9	1.6%
Accounts	152.3	153.3	-0.7%
Insurance <sup>2</sup>	74.4	69.5	7.1%
Consortium	31.0	36.4	-14.8%
Foreign Exchange	29.4	21.1	39.5%
Other <sup>3</sup>	68.9	64.3	7.2%
Total	549.9	535.5	2.7%

<sup>1</sup> Considers revenues from the acquiring operation (Banrisul Pagamentos) and issuing bank.  
<sup>2</sup> Insurance Brokerage Commissions.  
<sup>3</sup> As of 1Q25, the Foreign Exchange Services Fees became part of the Service Fees. For comparability purposes, previous quarters were adjusted.



# Efficiency

Adjusted Administrative Expenses (In R\$ Billion)



Branches Restructuring Program

# Agenda

1 Corporate Profile

2 Business Strategy

3 **Appendix**



# Guidance

Guidance	2024 Comp. Base <sup>4</sup>	2025
Total Loan Portfolio	15.6%	6% to 10%
Net Interest Income (NII) <sup>1</sup>	17.3%	7% to 12%
Cost of Risk <sup>2</sup>	1.4%	1.2% to 2.2%
Administrative Expenses <sup>3</sup>	7.6%	7% to 11%

<sup>1</sup> Excluding Revenue from Recovery of Credits Written Off as Losses.  
<sup>2</sup> Provision Expenses net of Recovery of Credits Written Off as Losses.  
<sup>3</sup> Administrative Expenses excluding commissions from banking correspondents.  
<sup>4</sup> Net Interest Income and Cost of Risk do not consider Revenue from Recovery of Credits Written Off as Losses and the Provision for Credits Recovered from Written Off as Losses, respectively.



**1Q25**

# **Institutional Presentation**



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Investor relations