



BANCO DO ESTADO DO RIO GRANDE DO SUL

/ Results Presentation

INVESTOR RELATIONS
DEPARTMENT

September/2021

/ Agenda

1 ■ STRATEGIC
HIGHLIGHTS

2 ■ FINANCIAL
PERFORMANCE

3 ■ ADDITIONAL
INFORMATION

/ Increase on the credit origination has enabled Credit Portfolio growth

In R\$ Billion

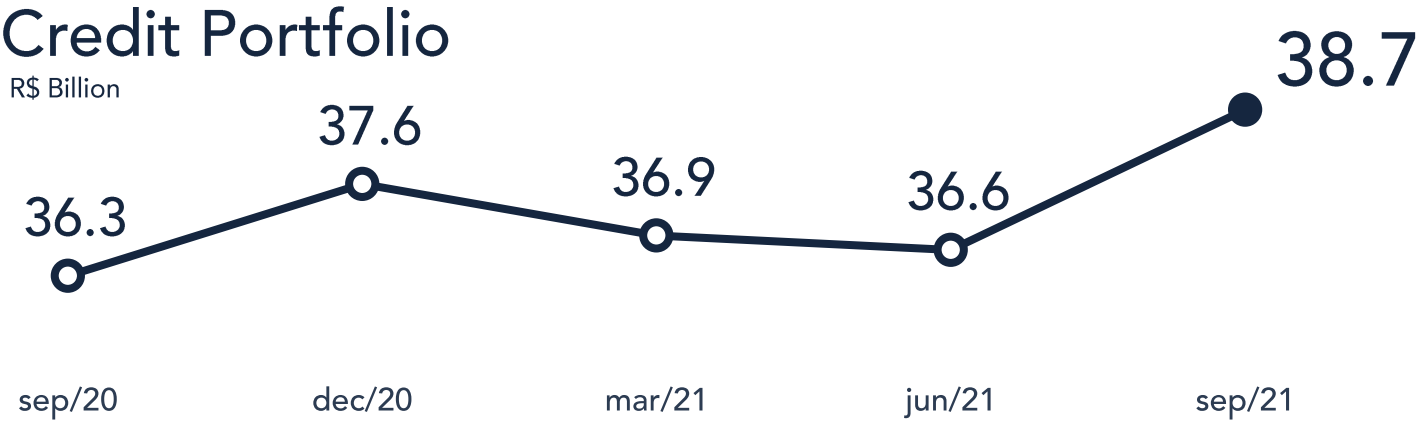
	Sep-21	Jun-21	Sep-21 vs Jun-21	Sep-21 vs Sep-20
Commercial	29.0	28.1	3.2%	5.1%
Individuals	22.2	21.9	1.4%	3.7%
Companies	6.8	6.2	9.6%	10.0%
Rural	4.4	3.4	31.3%	38.8%
Real Estate	4.0	4.1	-0.9%	-2.0%
Other ¹	1.3	1.1	13.0%	-8.5%
Total	38.7	36.6	5.6%	6.7%

▲ 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.



/ 1 - Strategic Highlights

Credit Origination

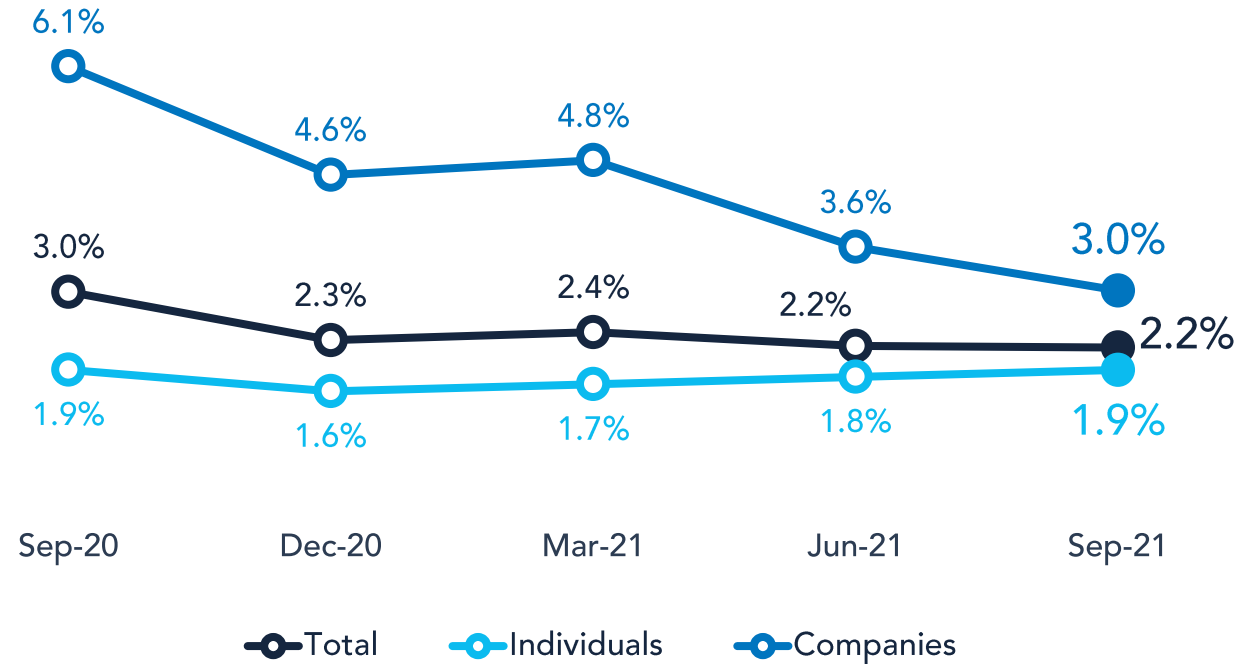
R\$ Billion



/ With good performance in asset quality

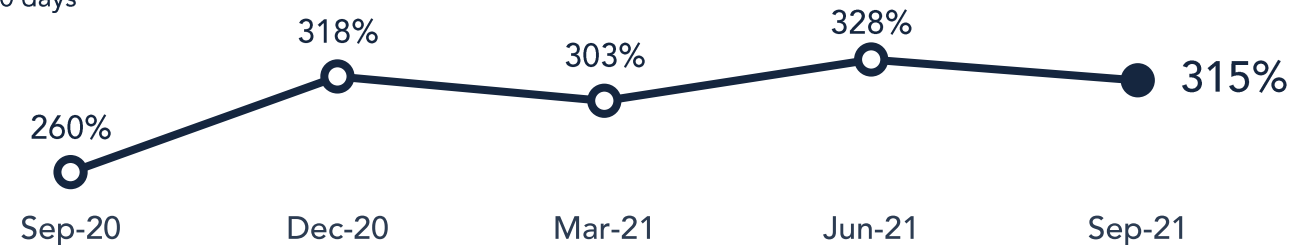
Default Ratio

90 days



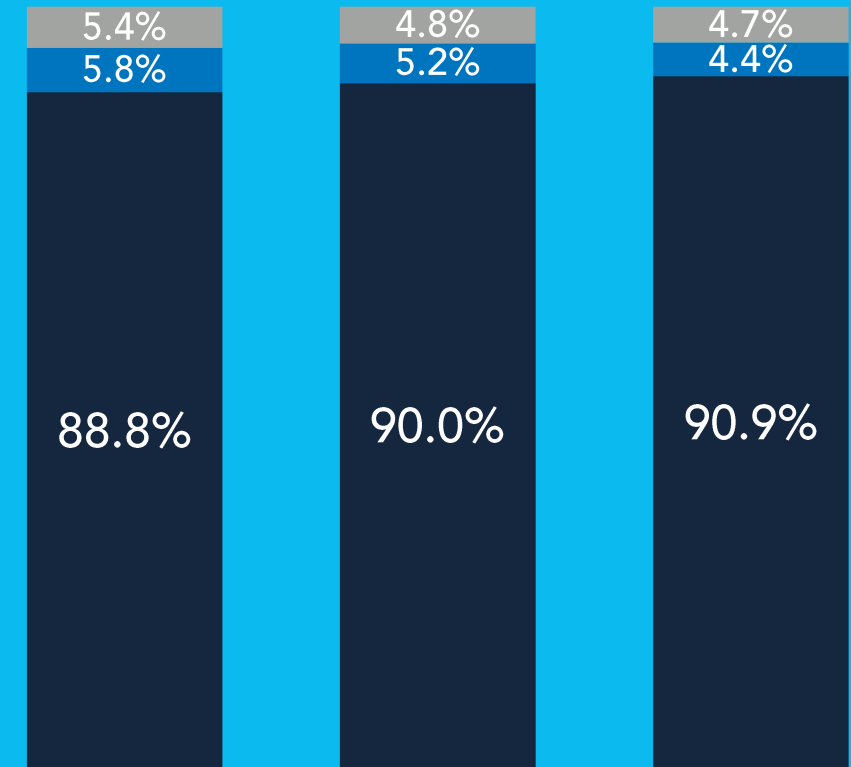
Coverage Ratio

90 days



/ 1 - Strategic Highlights

Portfolio Distribution by Risk



Sep-20

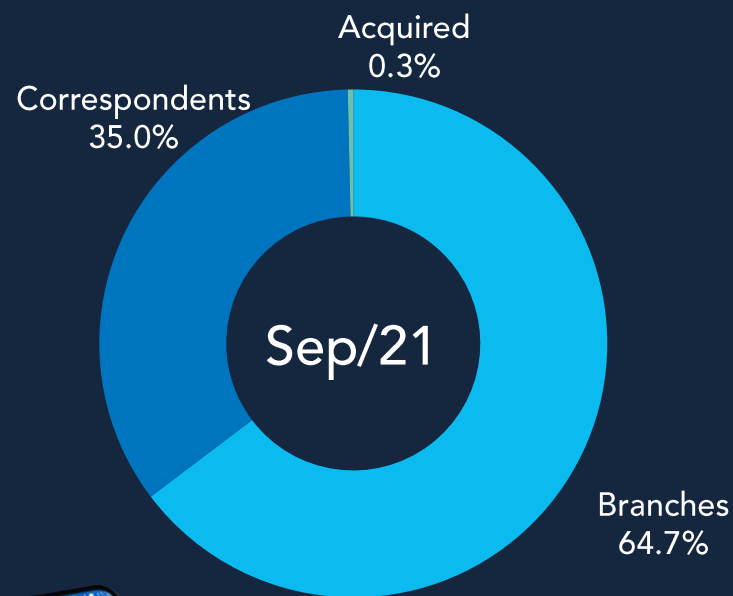
Jun-21

Sep-21

■ Normal (AA-C) ■ Risk 1 (D-G) ■ Risk 2 (H)

/ Payroll Loans: Important growth line

Distribution by Origination Channel

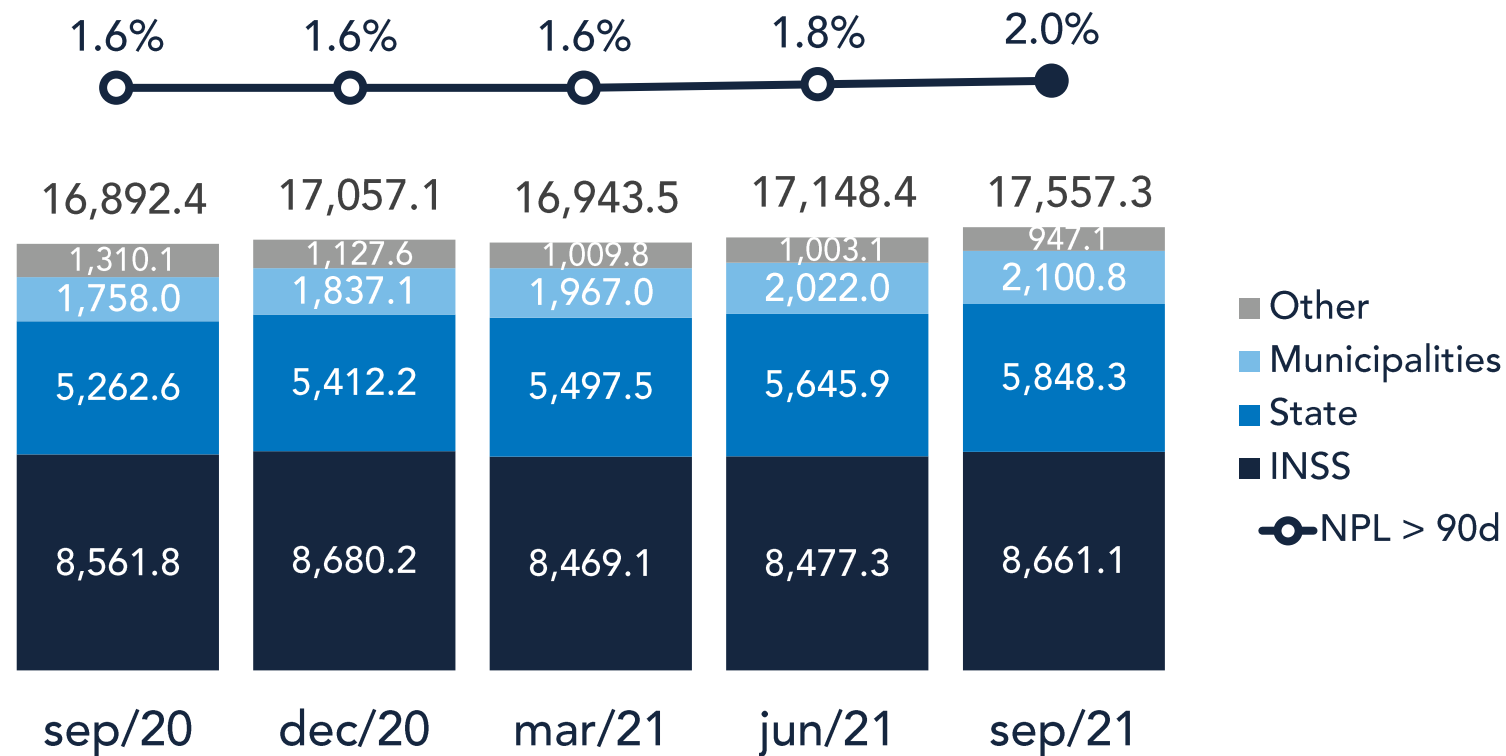


Payroll Grants in
our App
Δ 182.1%
3Q21 vs 3Q20

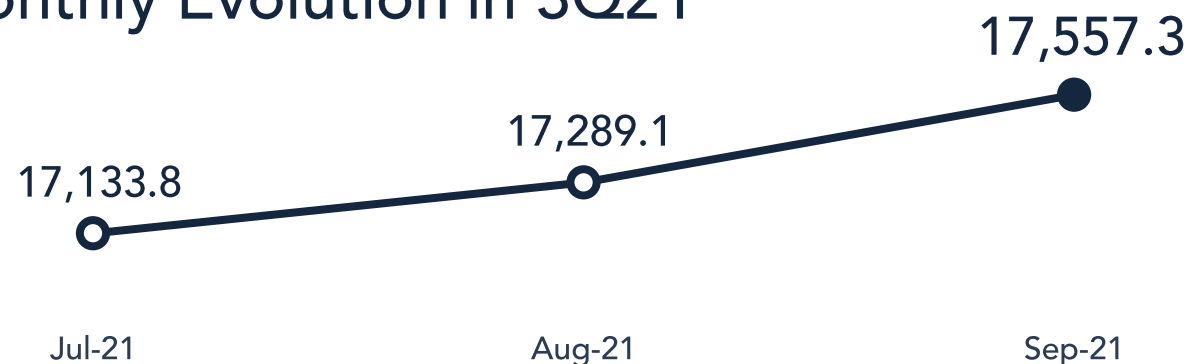
Payroll Loans

R\$ Million

/ 1 - Strategic Highlights



Monthly Evolution in 3Q21



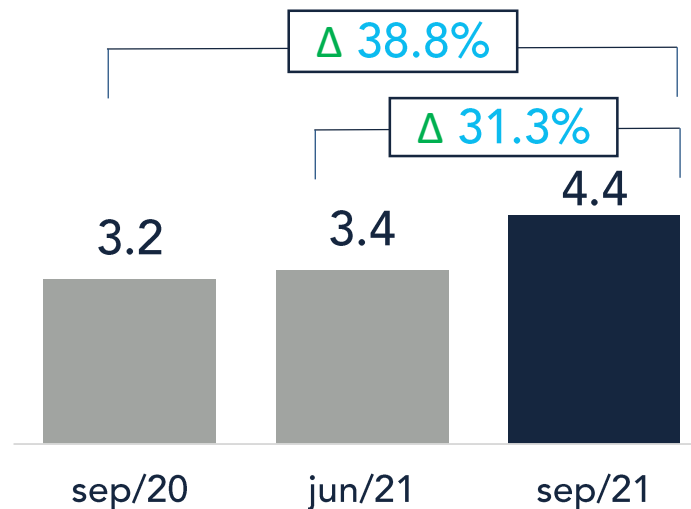
/ Rural Credit:
strong performance
along with Farmers



/ 1 - Strategic Highlights

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

/ Agenda

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HIGHLIGHTS

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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%

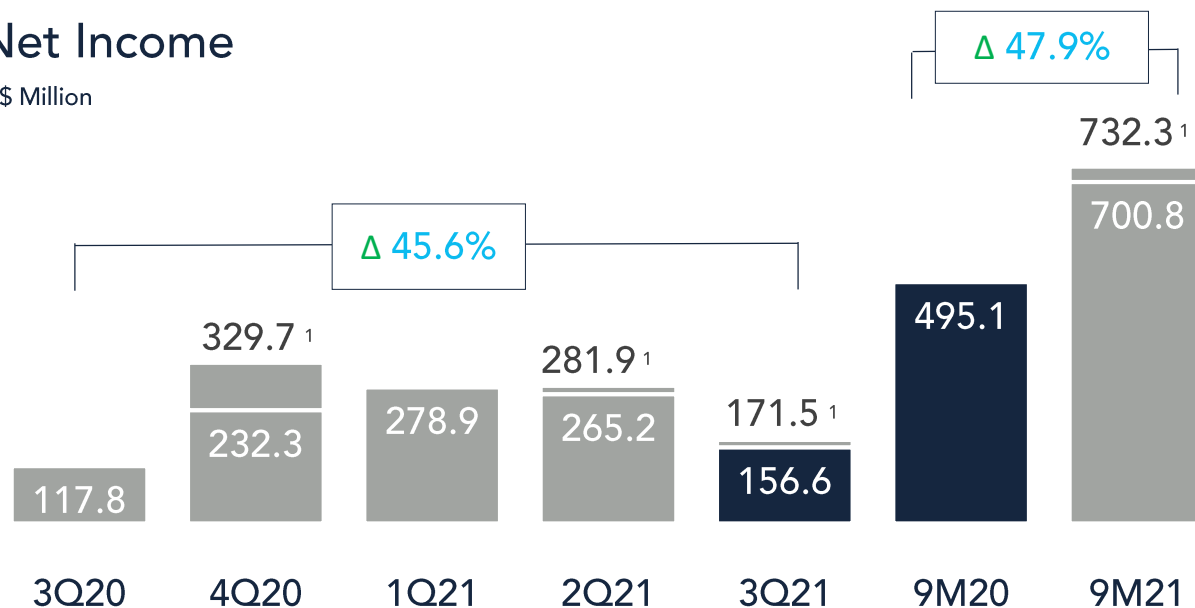
DEFAULT
RATIO
90 DAYS
2.2%

COVERAGE
RATIO
90 DAYS
315.3%

RURAL
CREDIT
R\$4.4 Bi
Δ12m: 38.8%

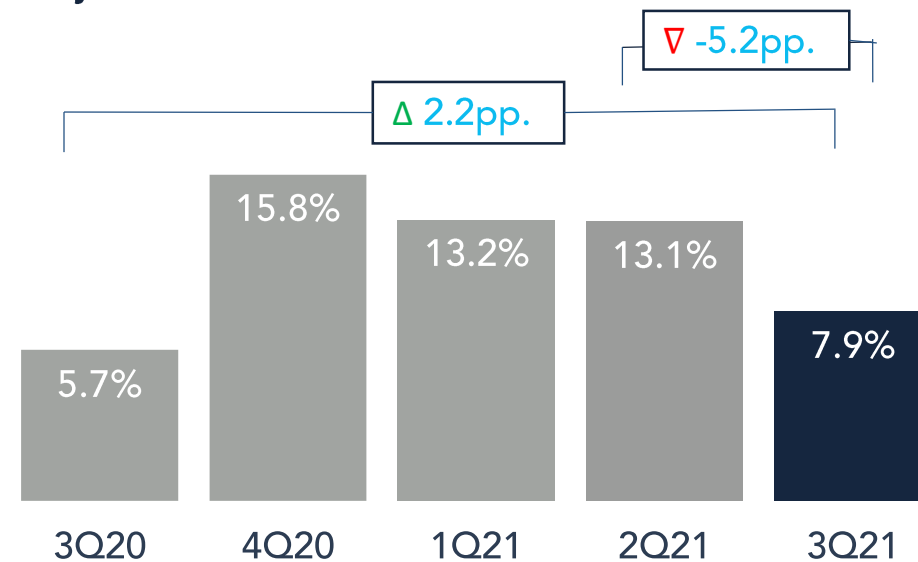
Net Income

R\$ Million



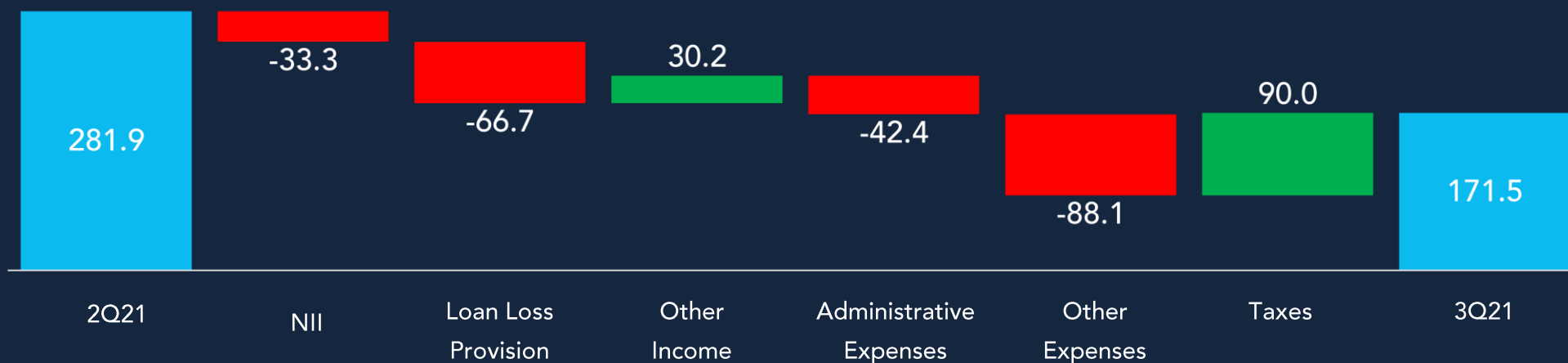
¹Adjusted Net Income

Adjusted ROAE



Change in Adjusted Net Income

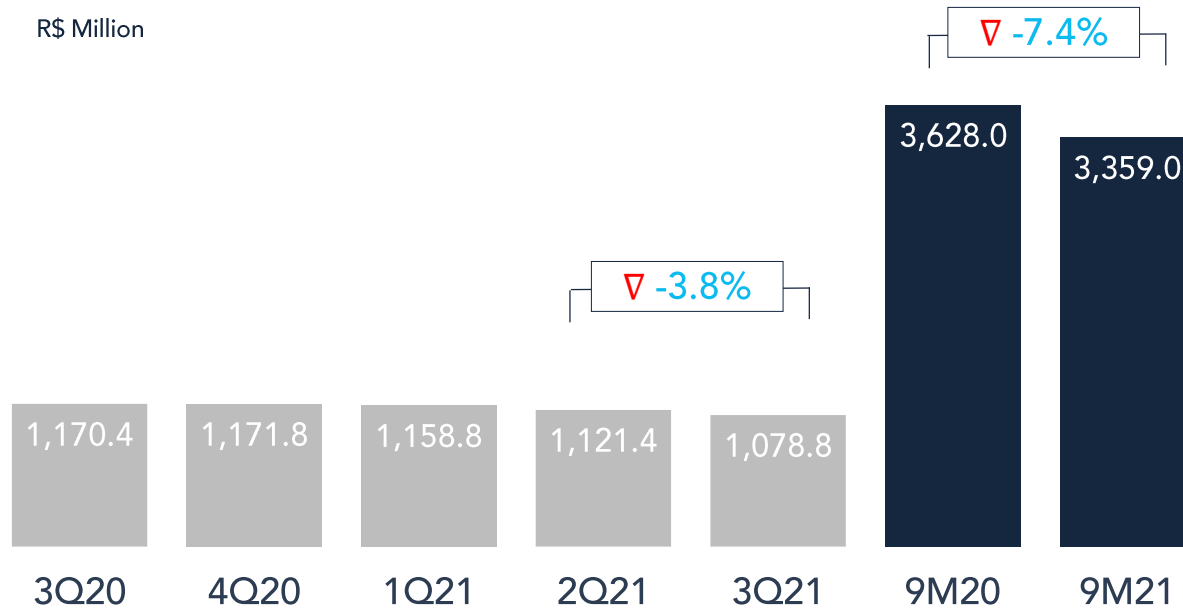
R\$ Million



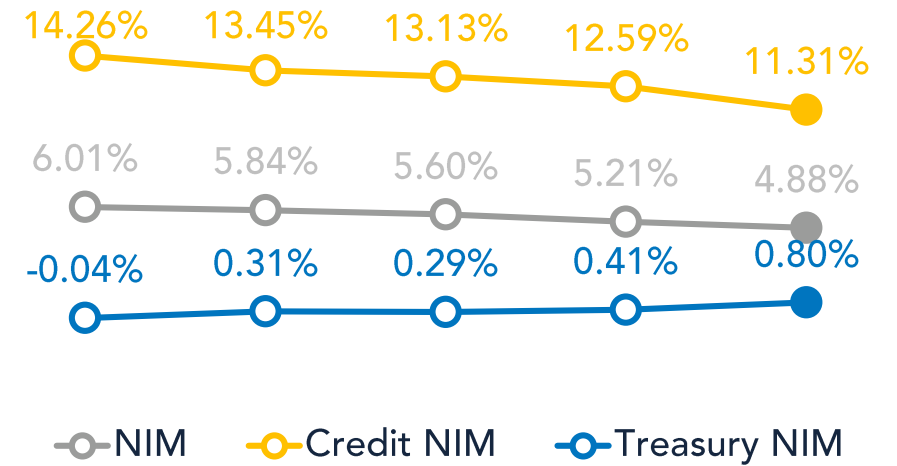
/ Managerial NII¹

/ 2 – Financial Performance

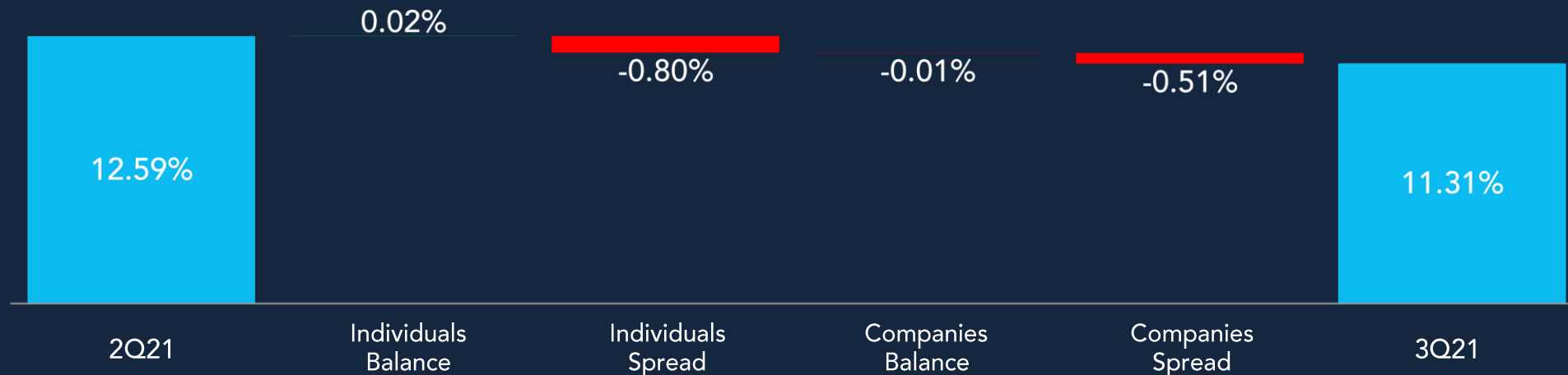
R\$ Million



Managerial NIM on Profitable Assets



Credit NIM Build up¹



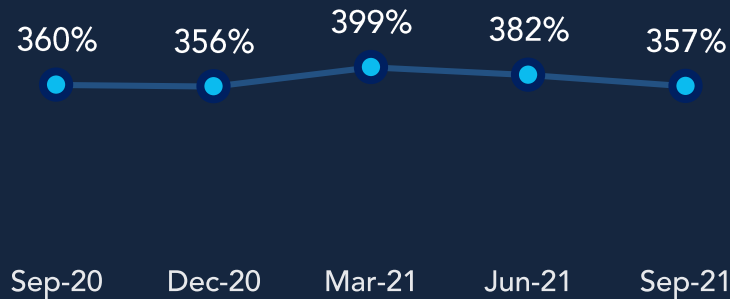
¹ Excluding revenues from recovery of credits written off as losses.

/ Funding

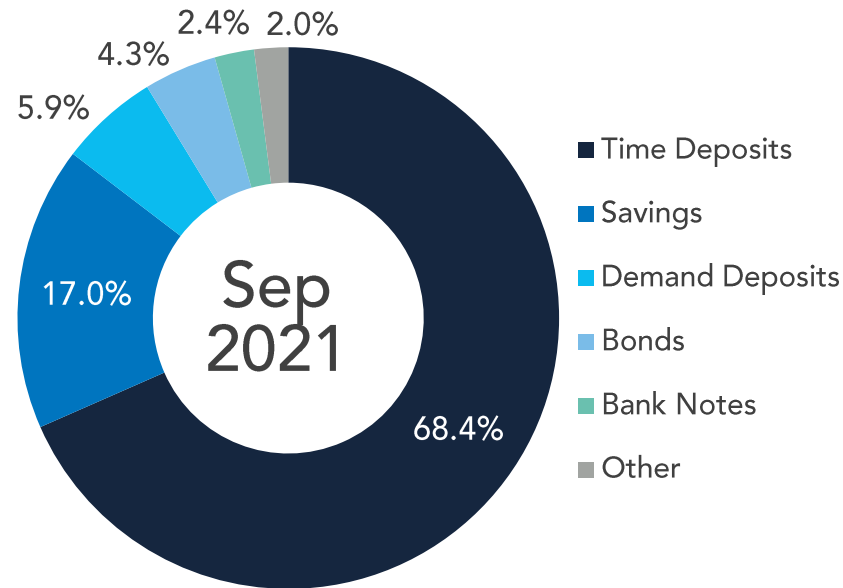
Evolution

Δ 12m: 3.4%
Δ 3m: 2.6%

Short Term Liquidity - LCR

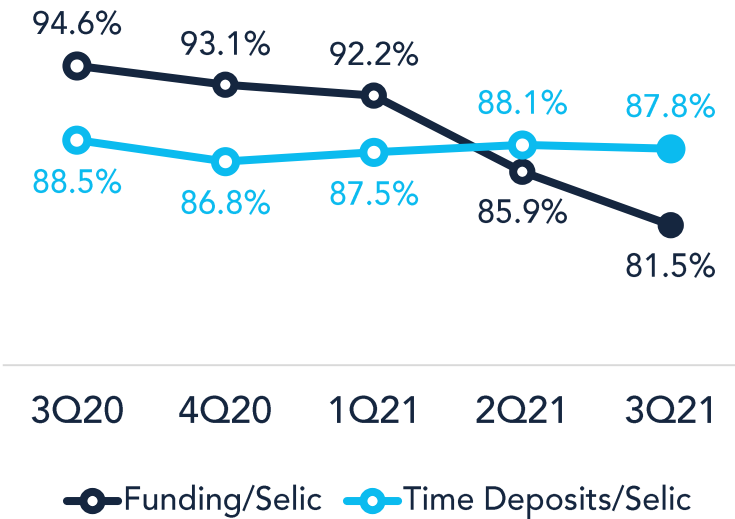


Funding Portfolio



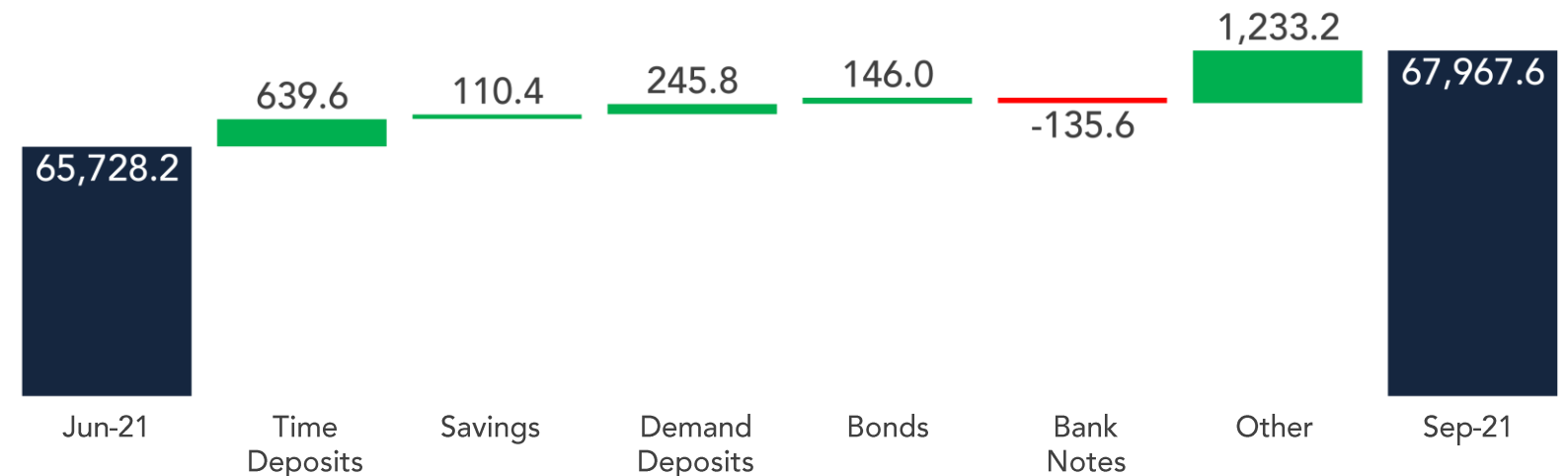
/ 2 – Financial Performance

Funding Cost



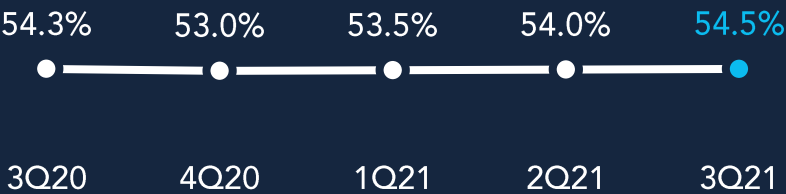
Funding Build up

R\$ Million



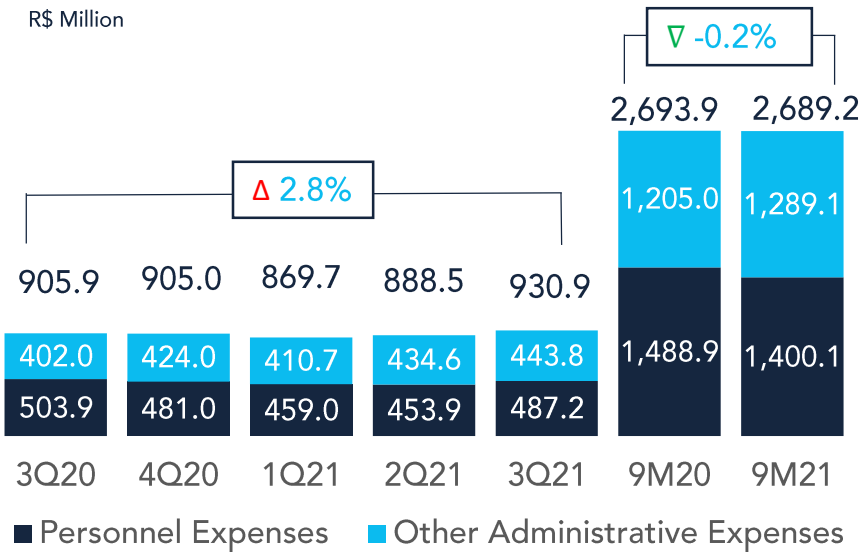
/ Expenses and Banking Fess

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

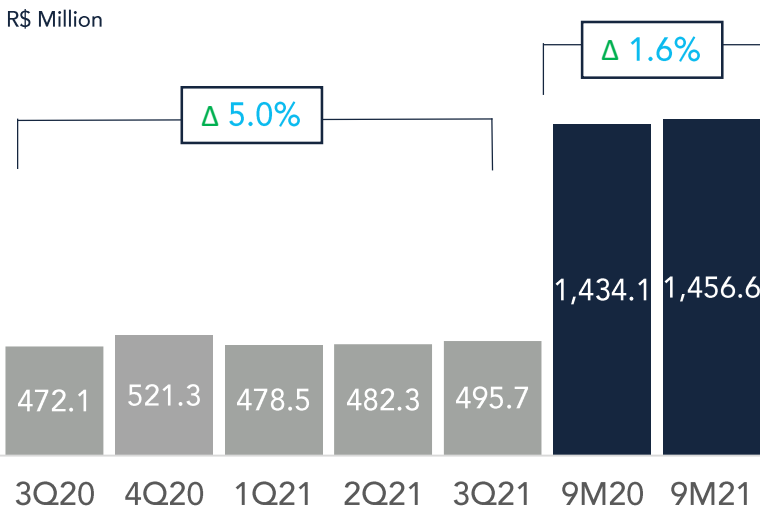


Collective Wage Agreement + 10.97%

12m Δ 7.0%

12m ∇ -6.0%

Banking Fees



Banking Fees X Personnel Expenses Ratio



Banking Fees / Personnel Expenses

/ Loan Loss Provisions

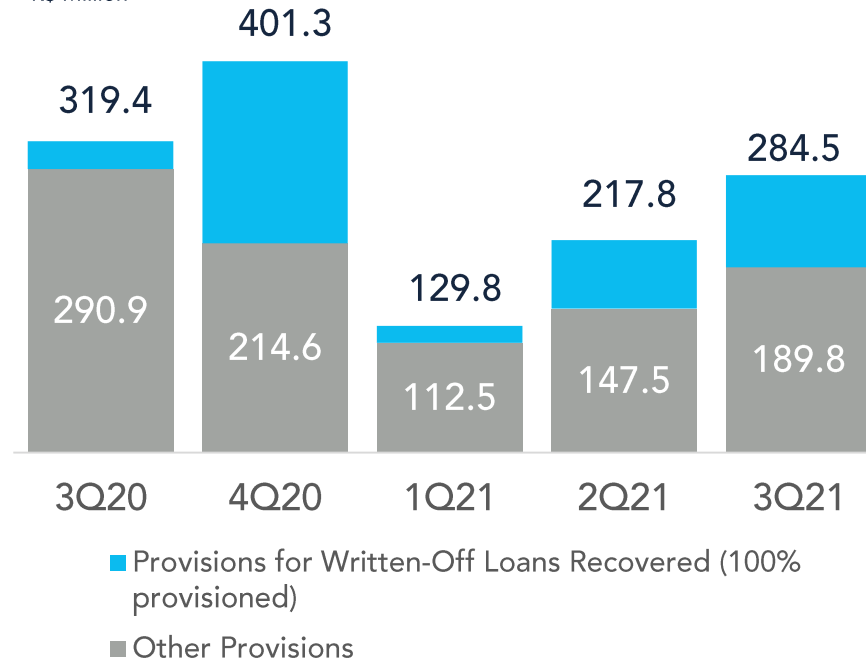
- Stabilization of portfolio risk
- Performance aligned to best estimates

Decrease in recurring provision expenses

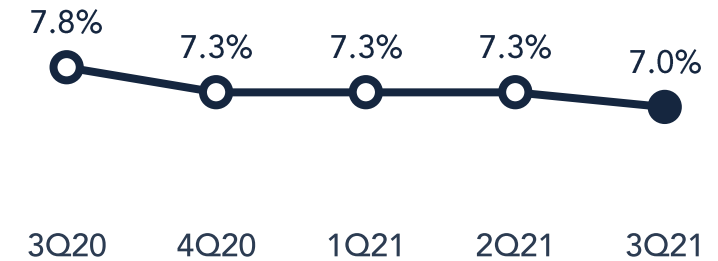
12m ▼ 34.7%

Provision Expenses

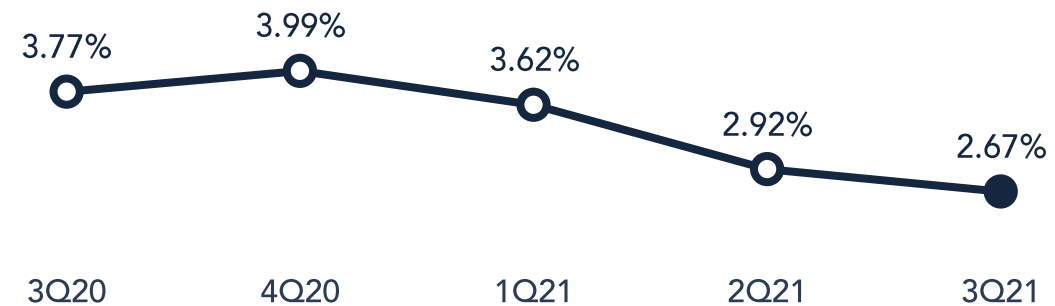
R\$ Million



Provisioning Index

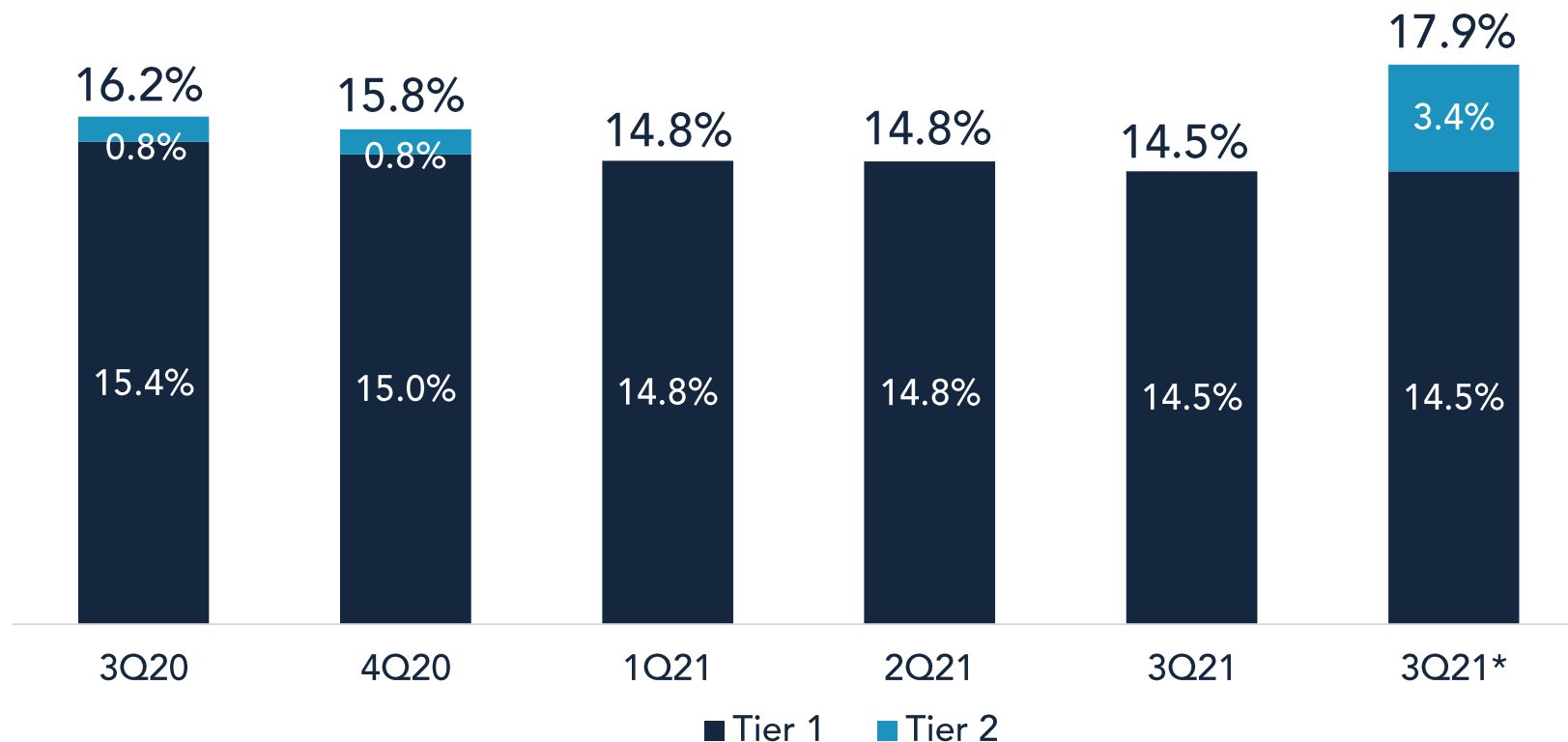


12m Provision Expenses / Credit Portfolio



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.

/ Agenda

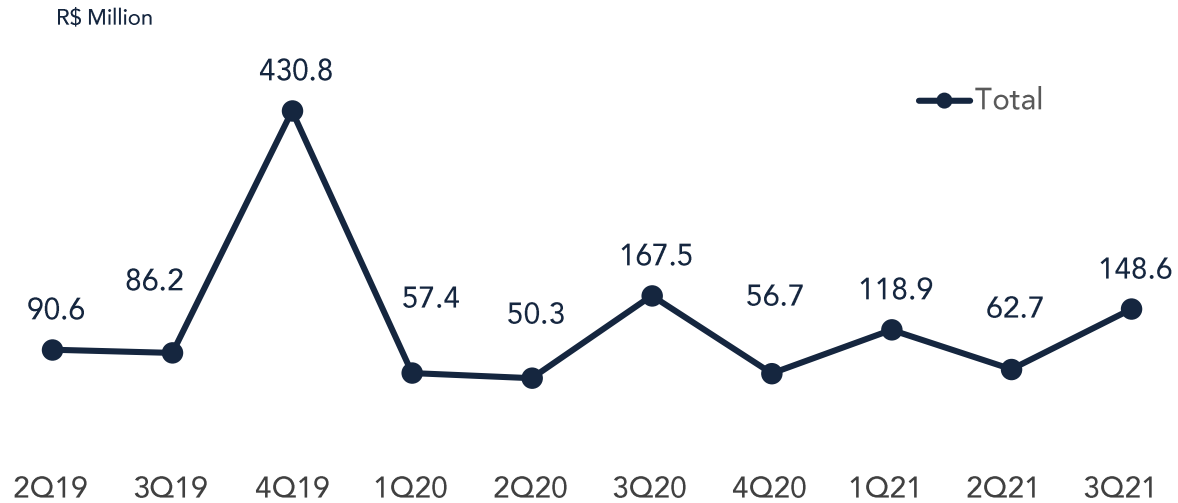
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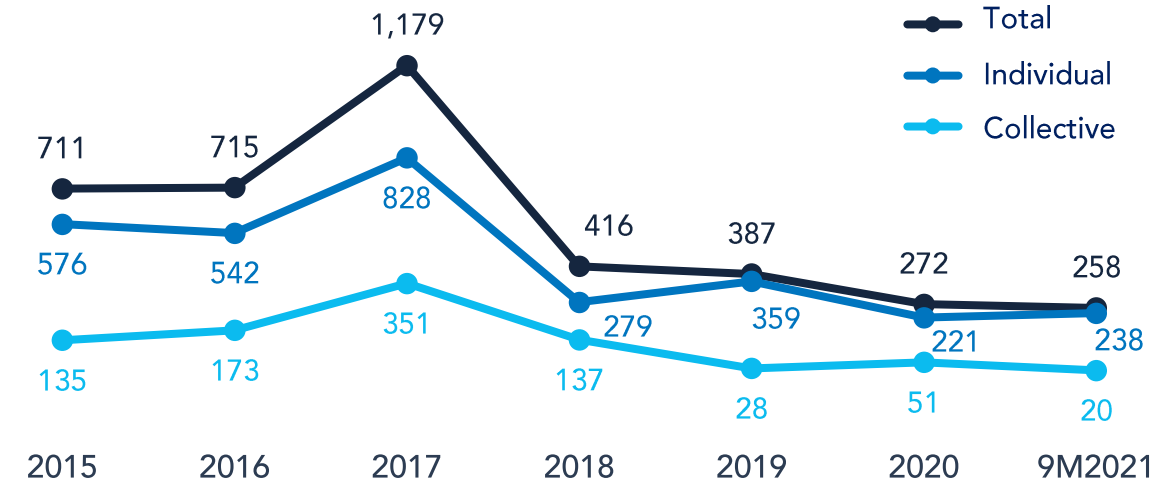
3. ADDITIONAL
INFORMATION

/ Labor Provisions: A Historical Approach

Provisioning History



Filing of new lawsuits has been decreasing in recent years¹



¹ Total number of new labor lawsuits - Collective and Individual Lawsuits.

Collective Lawsuits

Main Causes in financial sector

Overtime (7th and 8th hrs)

During 3Q21, all 7th and 8th hrs collective lawsuits were analyzed and provisioned.

Main Mitigation Initiatives

Voluntary Dismissal Plan – PDV 2020

Full settlement of employment contract for 902 employees

Negotiations in Collective Wage Agreements

2018/2020 and 2020/2022 – Negotiation of mitigation clauses for labor liabilities ref. 7th and 8th hour.

2020/2022 - Negotiation of a collective bargaining prioritization clause, prior to the filing of a collective lawsuit by the Union.

SAVE THE DATE

Banri

DAY₂₁

Date

12/09/21
at 9 am

Participants

Executive
Board

Theme

Banrisul in 2022:
Strategies and
Opportunities



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