

Institutional Presentation 4Q23

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.





Corporate Profile





Market Value¹
R\$5.5 bn

Loan Portfolio¹
R\$53.7 bn

Total Assets¹
R\$125.1 bn

With 95 years
of history,
we are a
Complete
Bank

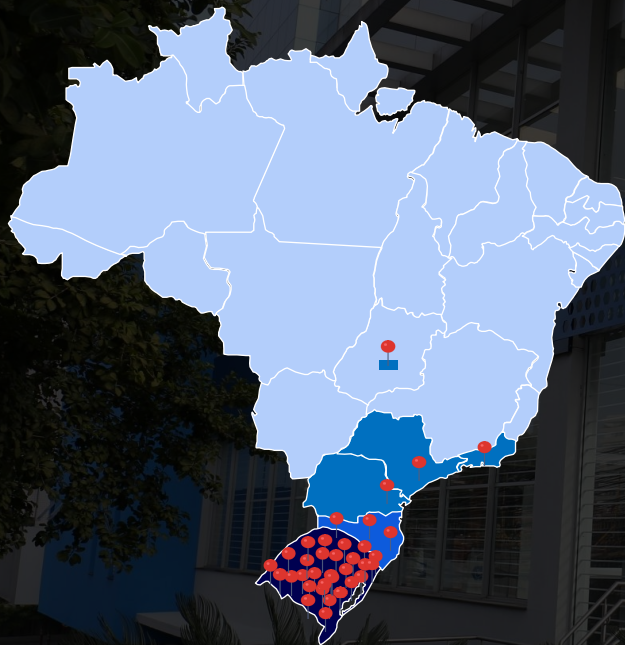
**One of the best companies to develop a
career in Brazil²**

9,089 employees¹
4.5 million customers¹

Most remembered bank in the state of RS³
6th Best Bank in Brazil⁴
34th Bank in Assets in Latin America

Present at

• **5 States + Federal District**



**Service
Network**

Coverage of Own Network

93% of RS

99% of RS GNP

492 branches

471 in RS

17 in SC

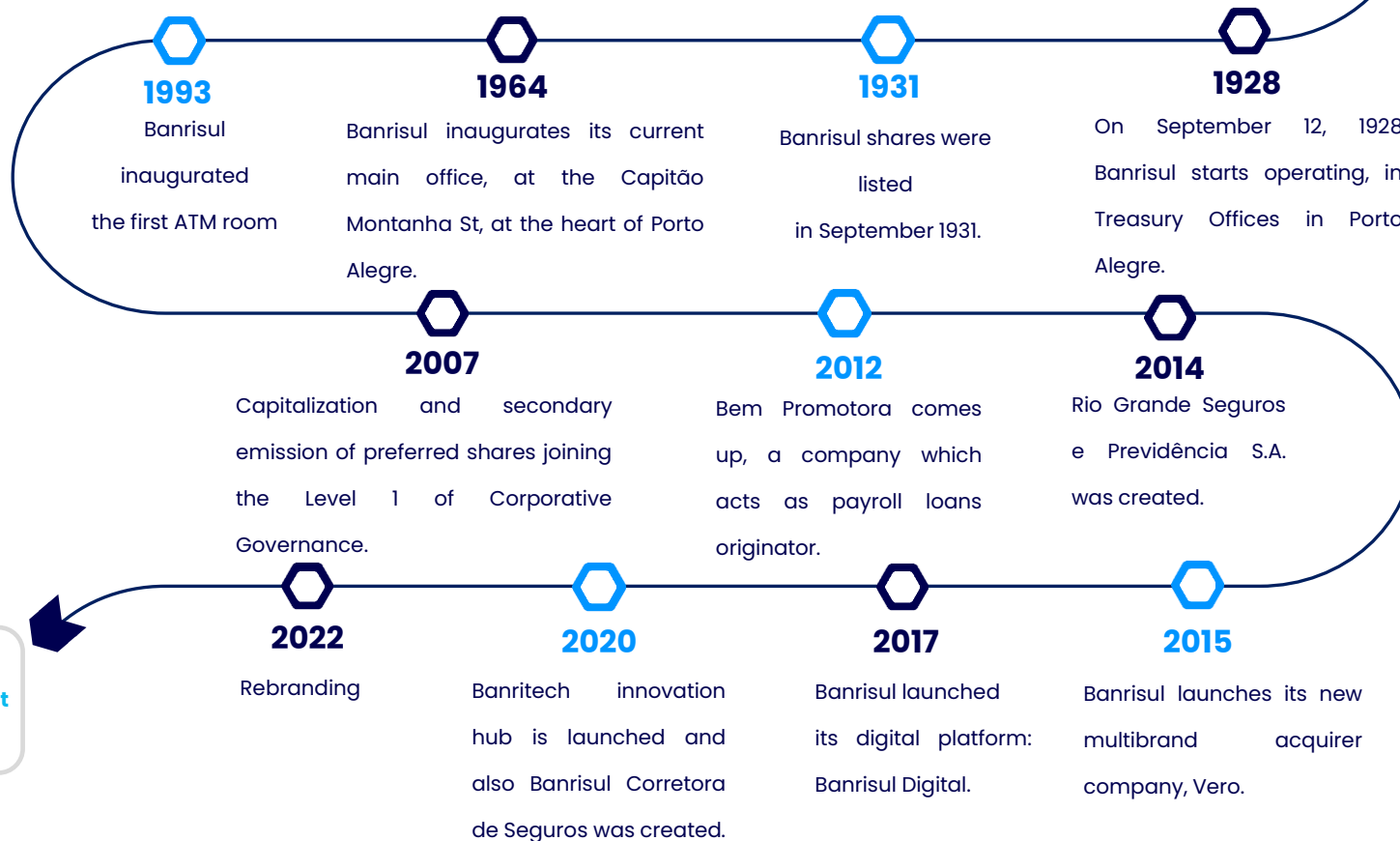
3 other states

1 in DF

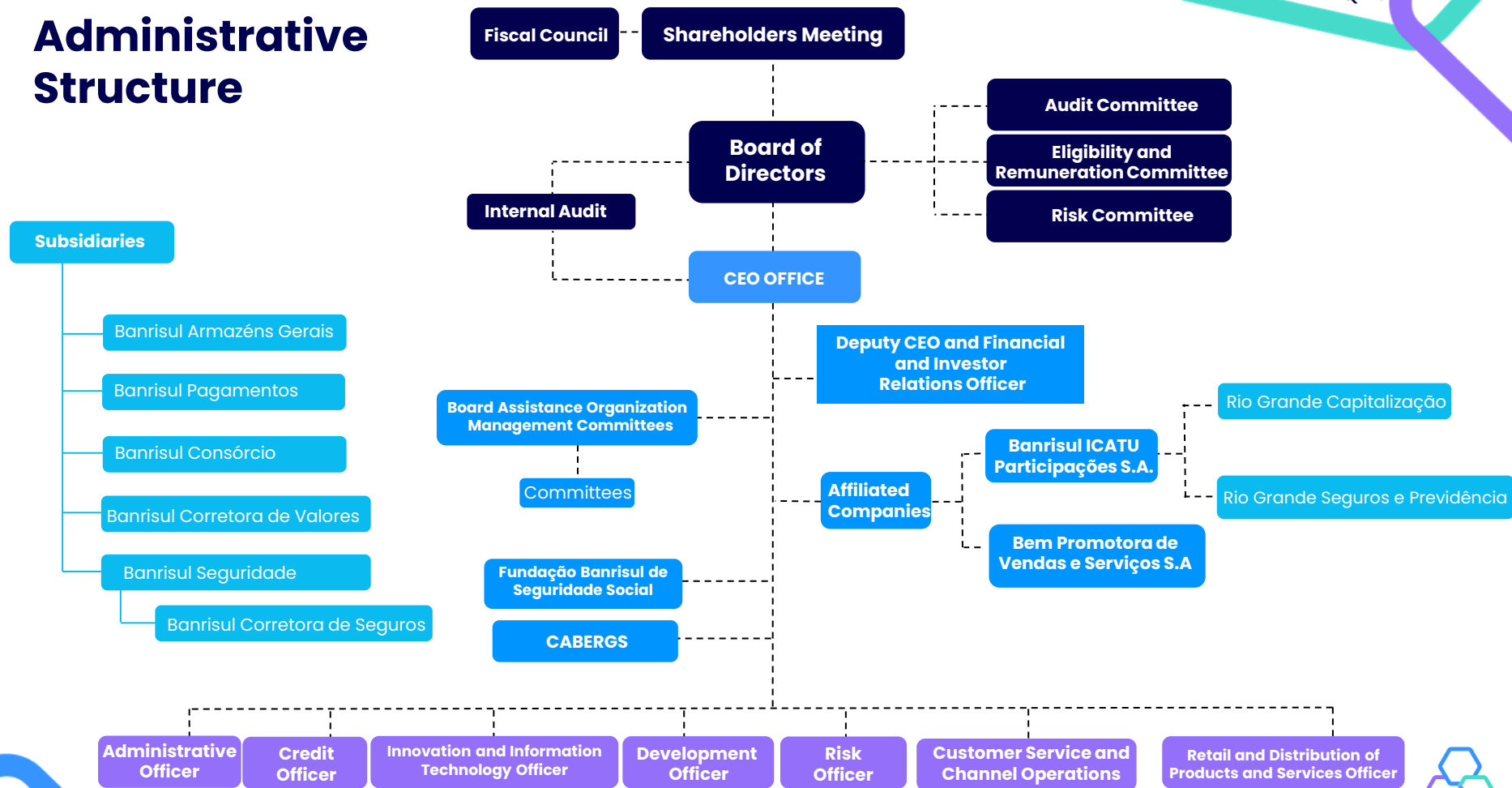
879 correspondents

1,032 points of service

Timeline



Administrative Structure



Management

Solid governance ensures strategy execution and business sustainability

Board of Directors:

Defines strategy



11 members

4 independents

Minorities 1 PN Shareholders
1 ON Shareholders

Executive Board:

Professional and experienced management for strategy execution

9 members

5 from Career C



Our Companies – Banrisul Group

leadership in promising segments and multiple avenues of growth

Subsidiaries



28%
market share in RS¹
140.1 thousand
accredited
establishments
R\$522.9 million
Net income in
2023



Marketing of
Insurance,
Pension Plans
and
Capitalization
R\$157.9 million
Net Income in
2023



R\$6.9 bi
Letters of
credit
R\$83 million
Net Income in
2023



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



Holding subsidiary of Banrisul
Seguridade absorbed all operations
facing this niche in Banrisul.



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

Affiliated



¹ Company estimates, except Banricompras.



Our Shares

We are listed on B3 under the *tickers*:

BRSR3 **BRSR5**

100% tag along in
all of the shares

BRSR6

Share with the
most liquidity

Dividends and IoC

Quarterly
Payment of
IoC



Payout
2023
50%

R\$360 mm

distributed to shareholders in 2023

Estrutura Acionária

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

**156 Thousand
shareholders**

97.0% individuals

2.9% national companies

0.1% foreign companies

63.5%

Local Investors



Human Resources

One of the best companies to develop a career in Brazil¹

Generate
engagement
and motivation

Transparent and
humanized
management

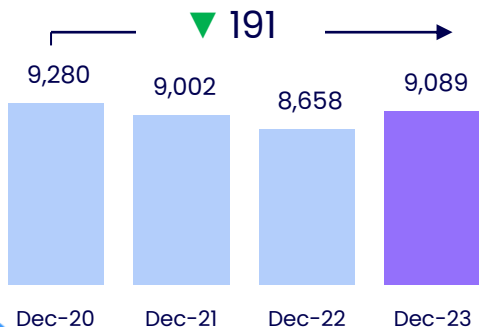
X-Ray

68% are between 21 and 50 years old

78% with college degrees, including masters and PhD.

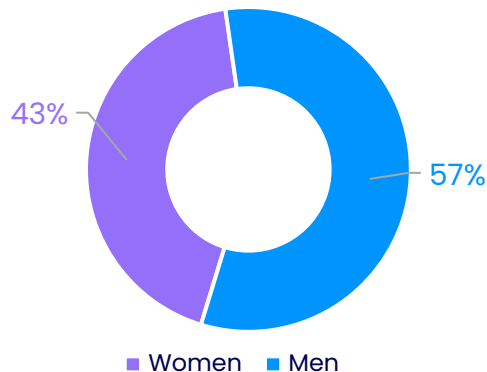
39.7% of women in leadership positions²

Employees



Employees by gender

(As of Dec/23)



¹ Ranking LinkedIn Top Companies 2022. ² As a percentage of total leaders.



Investment in Innovation

R\$372.7 million

Invested in digital transformation
and IT infrastructure

Continuous
improvement in the
customer experience
on Digital

**Smart
Virtual
Assistant**



Bah is on since Feb/23

+ 4.000
Customer Services

88%
Solving Index

+ 33 k
Interactions

81%
Satisfaction
Index

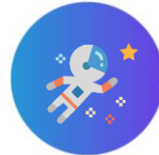
banri shopping 

Marketplace
+ 40 suppliers

 **banritech**



60
Startups



147
Entrepreneurs



93
Advisors





Business Strategy



Strategy Update

A Publicly Traded Bank, Intelligent and On track for + 100 years

Digital Attitude

Culture focused on generating a digital attitude and constant learning



Operating Efficiency

Strategic use of data and AI to improve efficiency, innovation and decision-making



Innovation

Systems modernization to generate fast and safe solutions



Sustainability

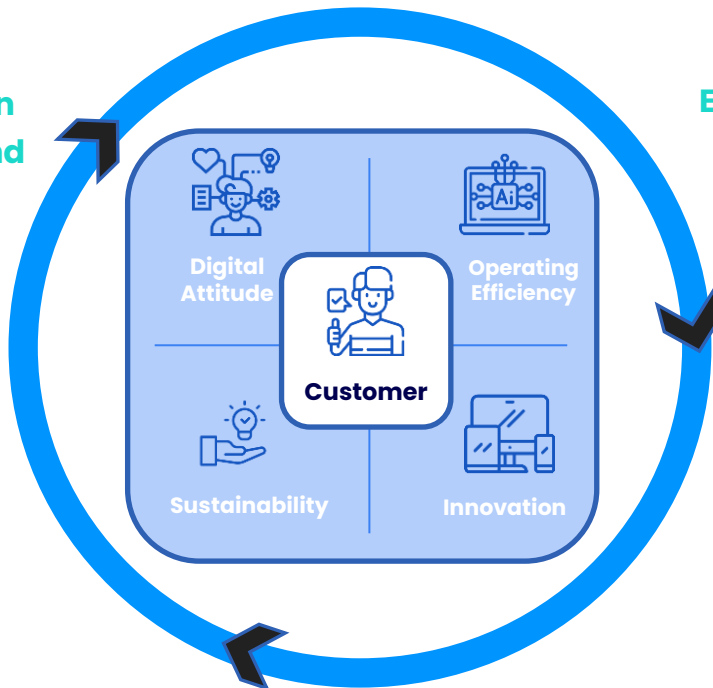
Best management practices aimed at sustainable businesses that drive growth



Customer Experience

Personalized experiences according to the customer's needs and objectives

Generation
of Value and
Profits



Excellent
Service

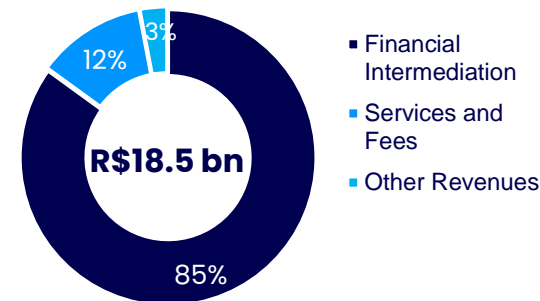
Market
Share



Complete range of Products and Services...



Revenue Breakdown¹



... available on scalable digital platform...

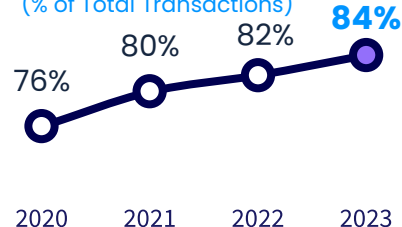
Digital Users
(In million)



Daily Acesses
(In million)



Digital Transactions
(% of Total Transactions)



... serving customers how, where and when they want

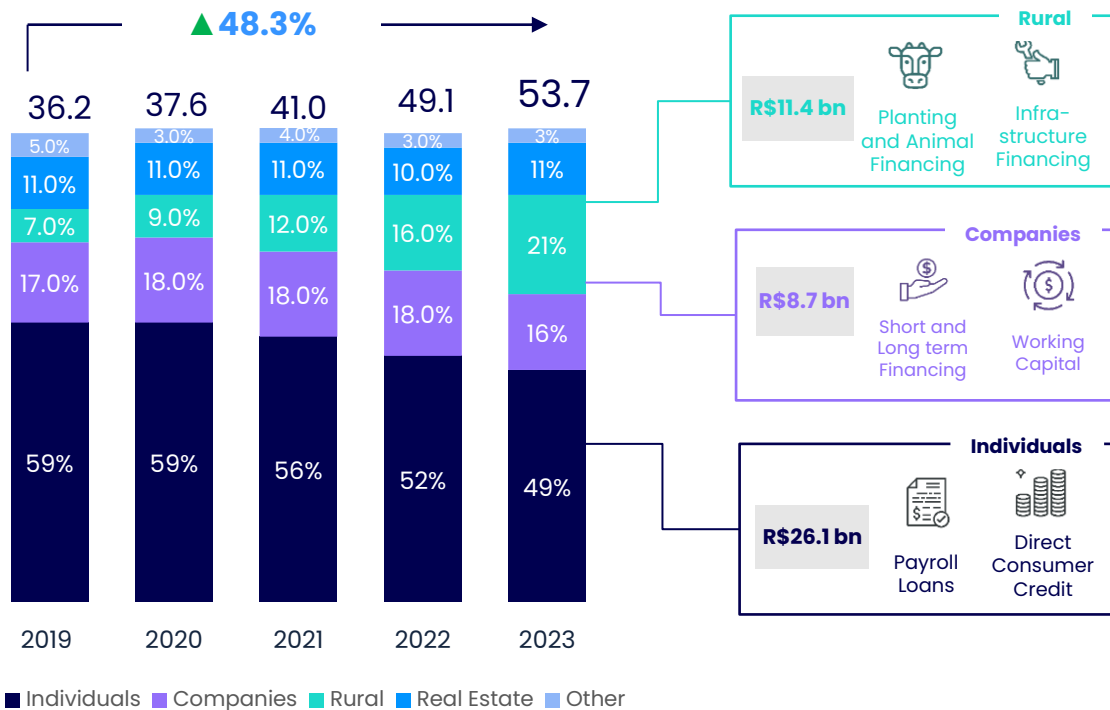
¹ In 2023.



B. A diversified and fast-growing loan portfolio...

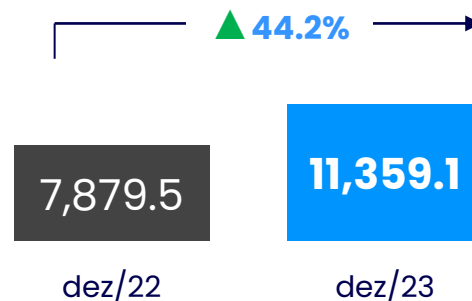
Credit Portfolio Breakdown

(In R\$ billion)



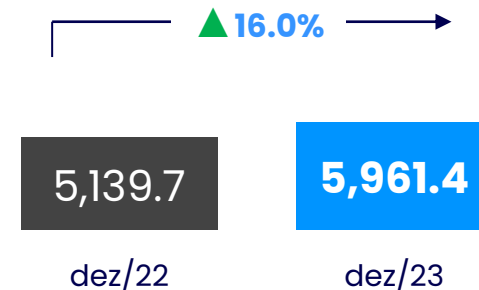
Rural Loans

R\$ Million



Real Estate Loans

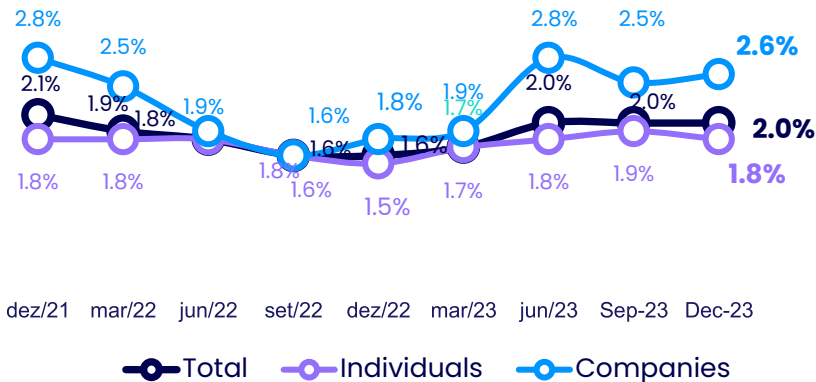
R\$ Million



...with favorable asset quality dynamics

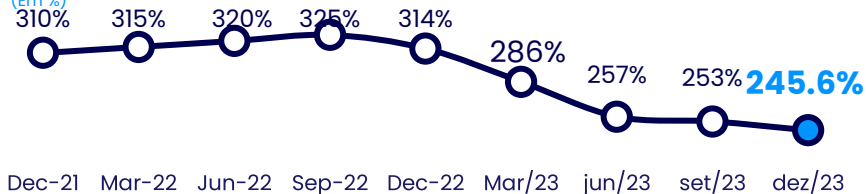
NPL > 90 days

(Em %)



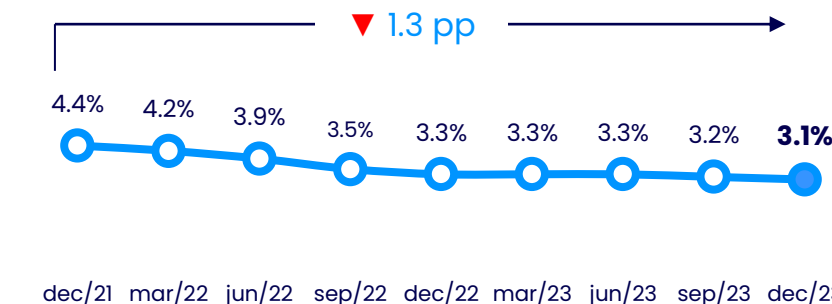
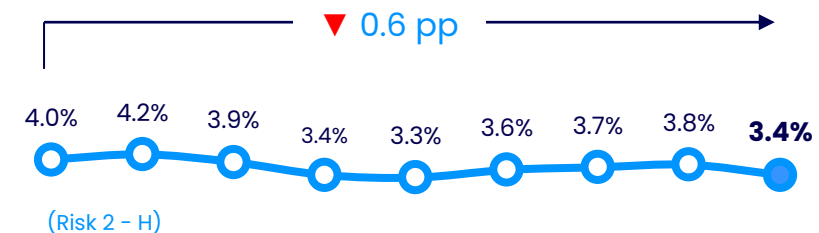
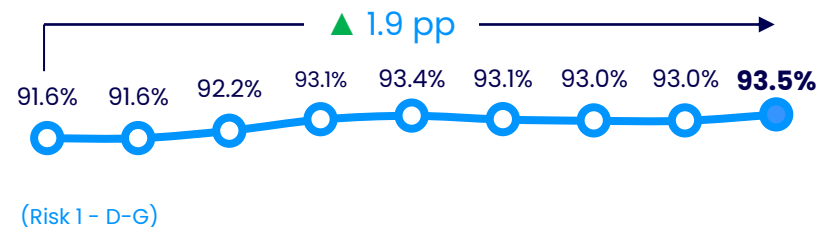
Coverage Ratio > 90 days

(Em %)



Loan Portfolio at Normal Risk

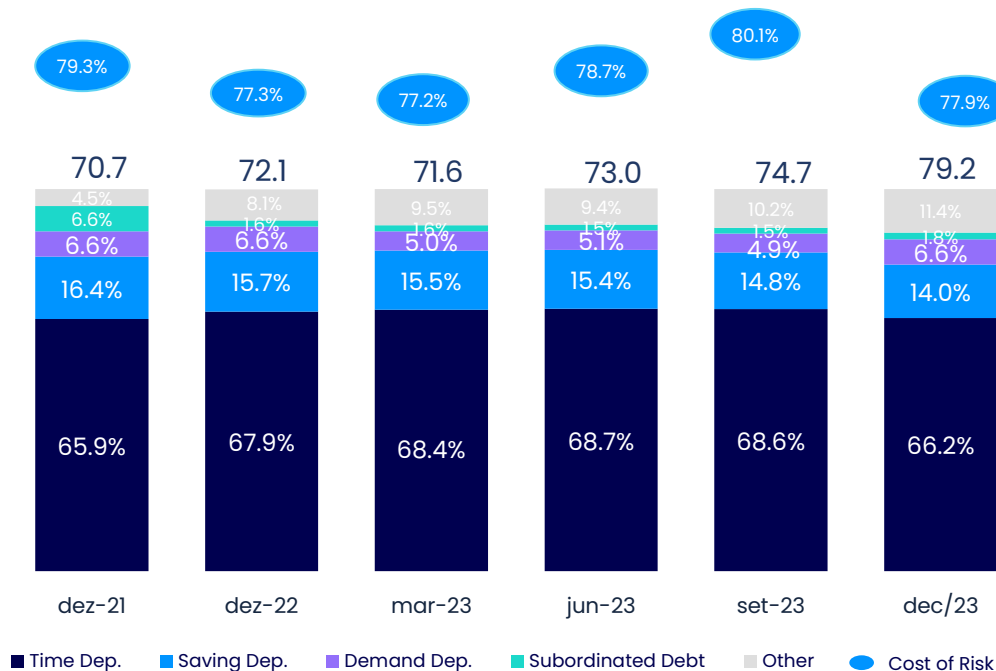
(AA - C Ratings)



C. Stable and pulverized funding base

Total deposits and funding costs

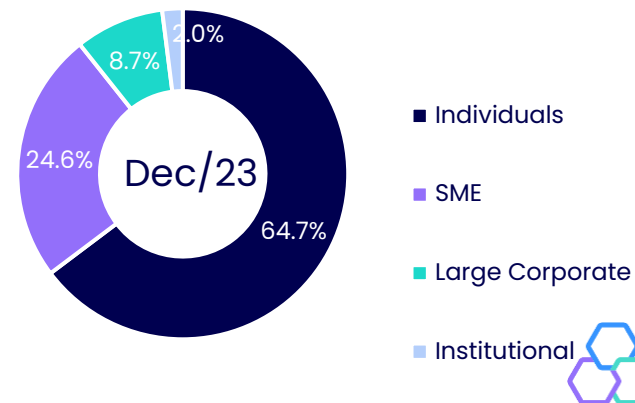
Funding breakdown (%/R\$ bn) and cost of funding (% of Selic Rate)



Funding Concentration



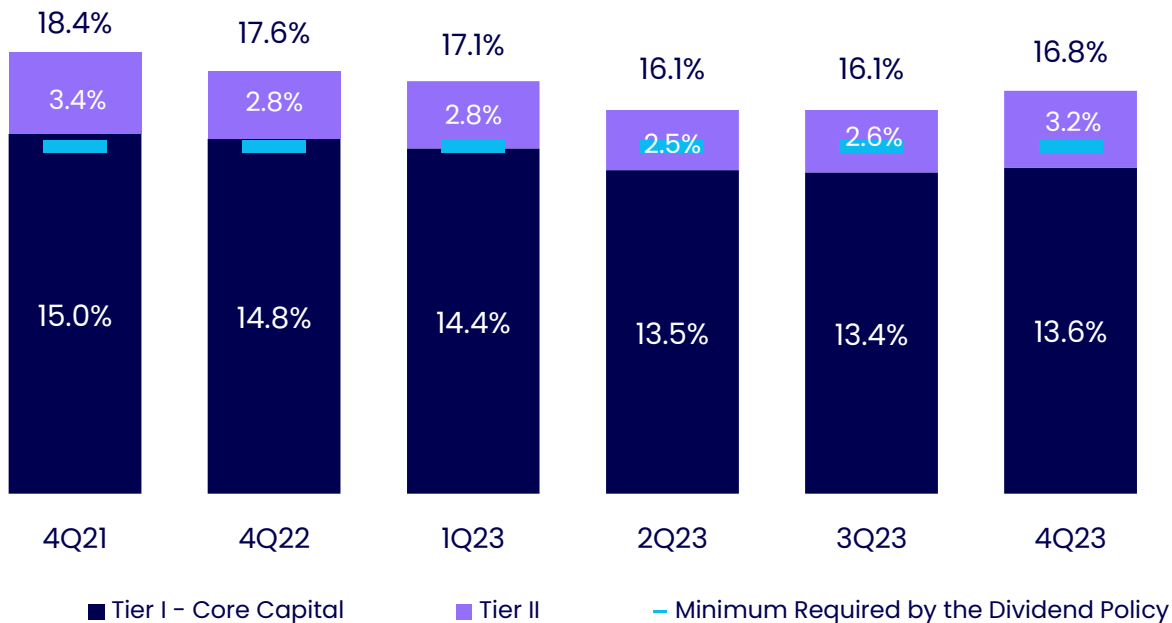
Funding Breakdown¹



¹ Considers Time Deposits and proceeds from Bank Notes, Mortgage Notes and agribusiness letters of credit.

D. Capital structure comfortable to deliver strategic projects

Basel Ratio
(in %)



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

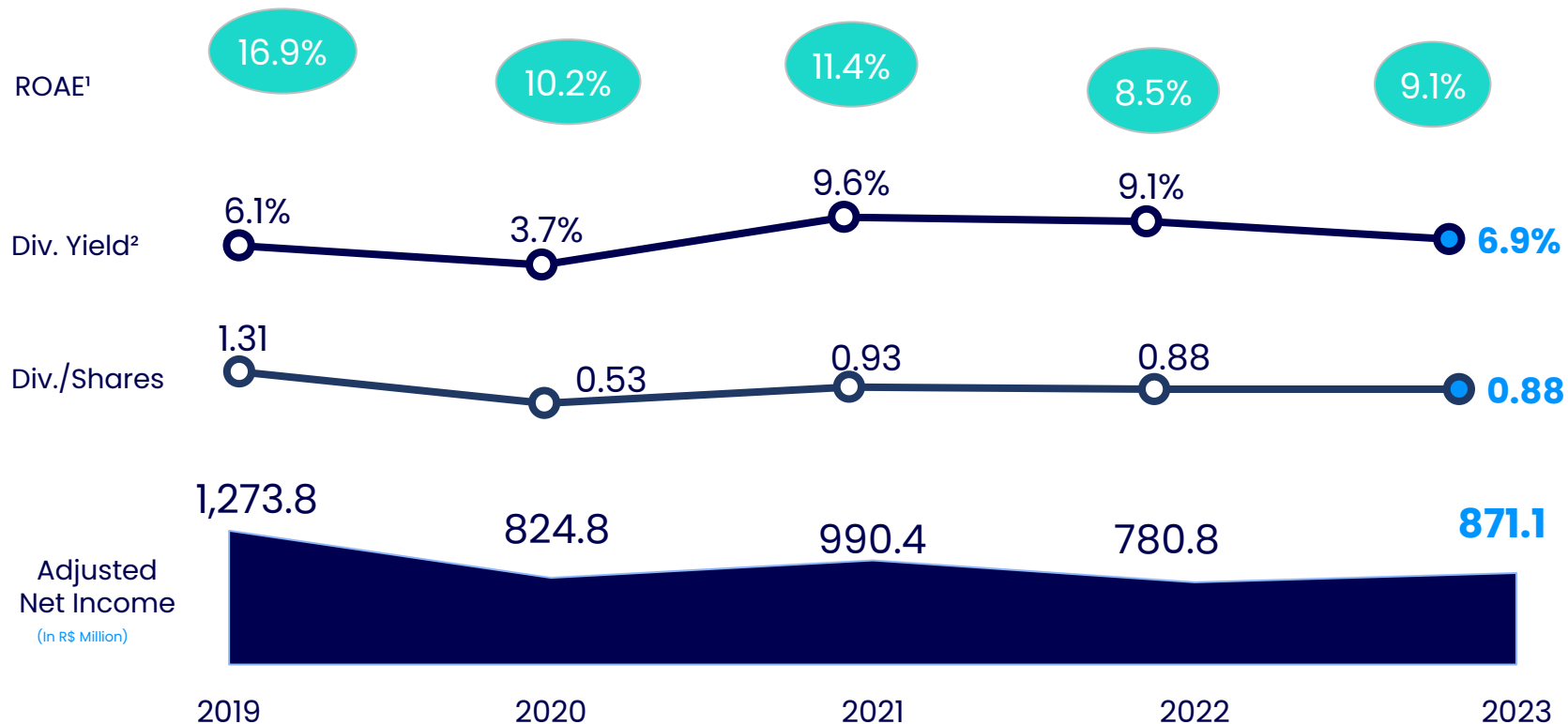
Dividend Policy

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

Current Requirement Level: **10.5%**



Profitability



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

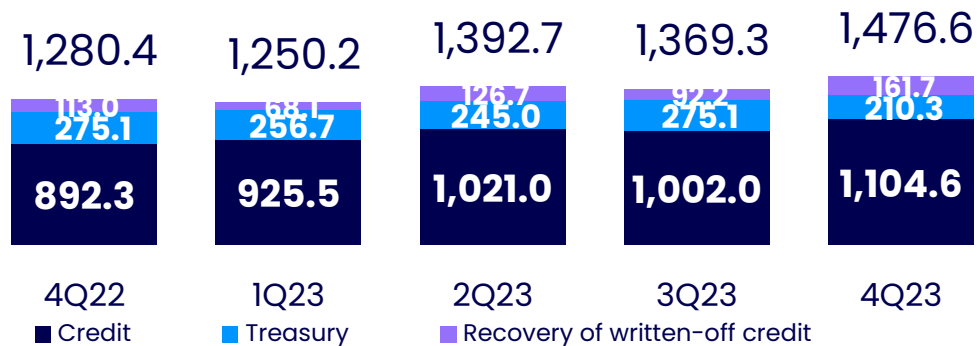
² (Div. and IoC of the last 12 months/number of total shares) / Closing price in the last day of the year.



Net Interest Income

R\$ Million

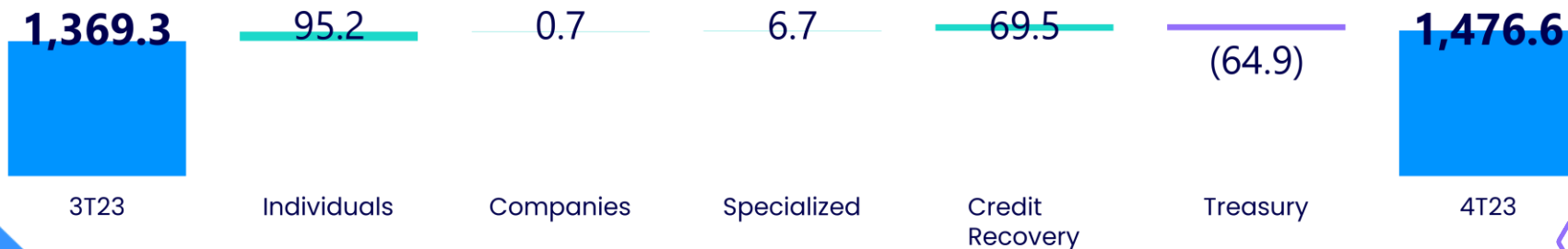
▲ 15.3%



Net Interest Income
in

growth
process

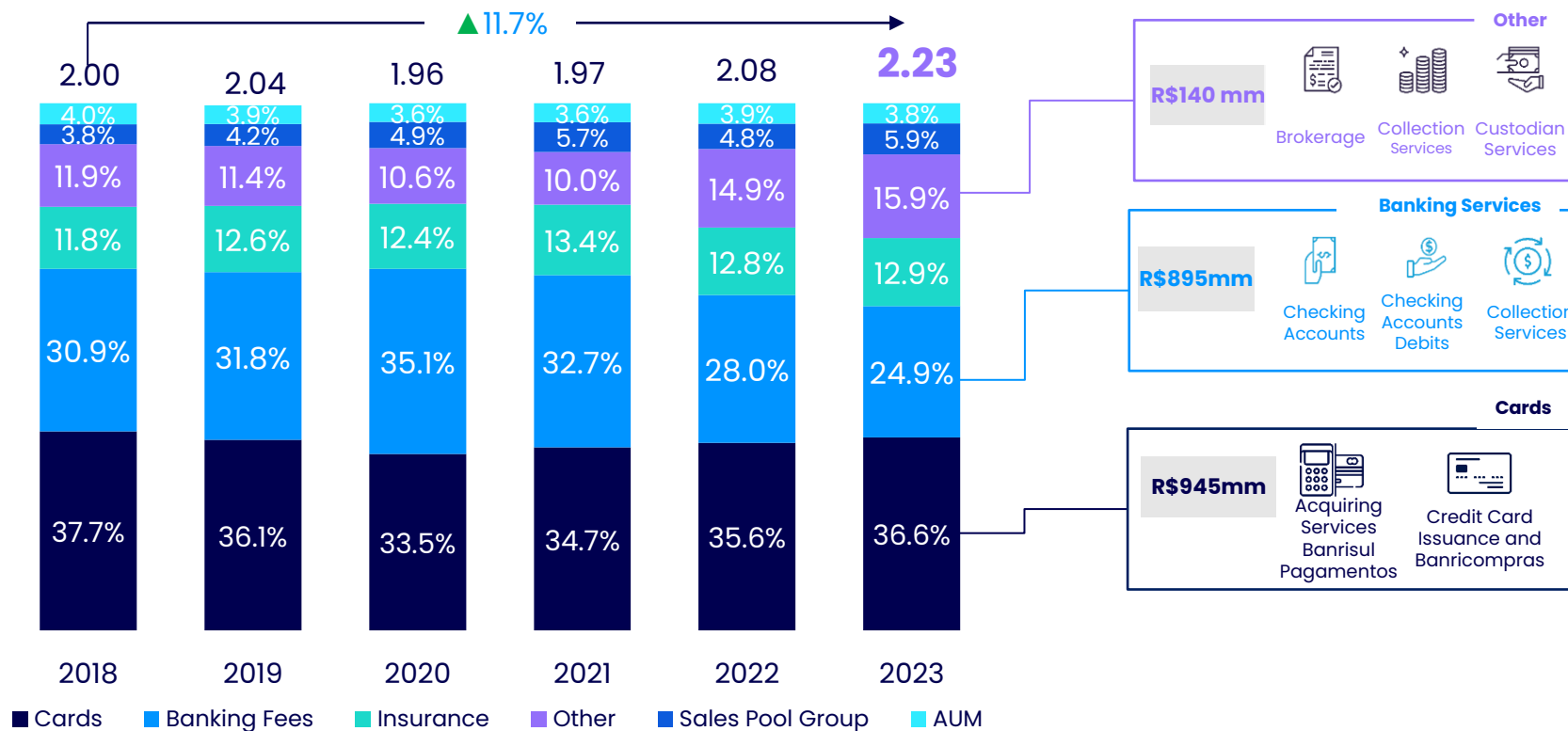
Net Interest Income Change



Fee Income

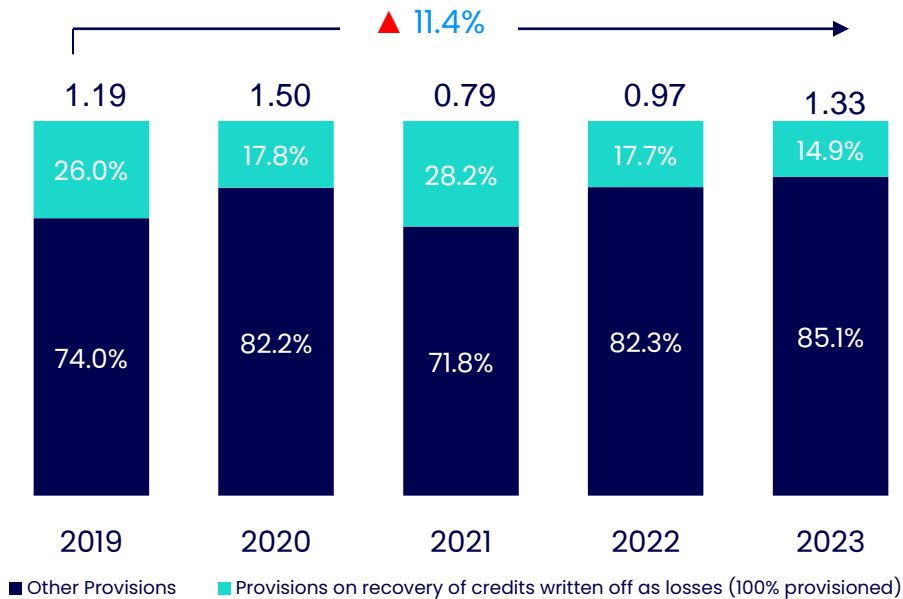
Income Fee Breakdown

(In R\$ Billion)



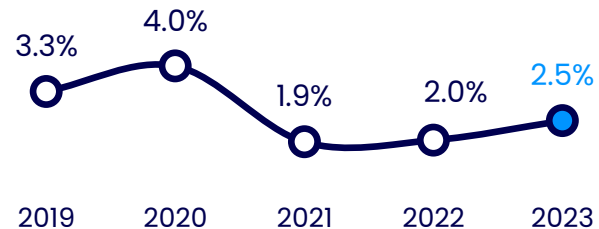
Loan Loss Provisions and Cost of Risk

Provisions Expenses for Expected Loan Losses
(In R\$ billion)



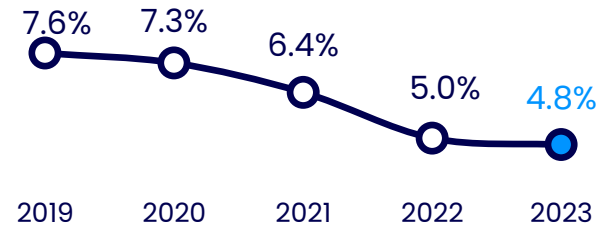
Cost of Risk

(12m Provision Expenses / Loan Portfolio)



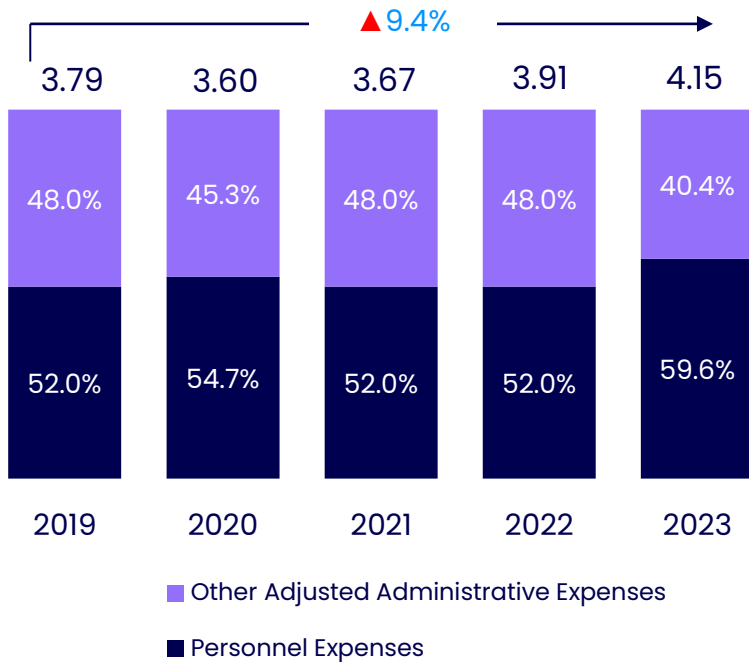
Provisioning Index

(Total Provisions / Loan Portfolio)



Efficiency

Adjusted Administrative Expenses (In R\$ Billion)



Salary Agreement (23/24)

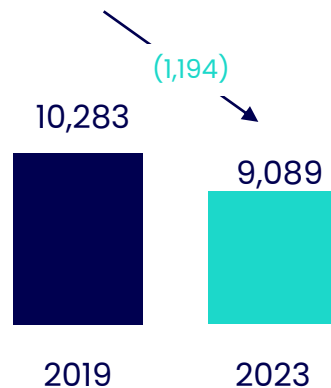
4.58%

Salaries and Benefits

+ Renewal of workforce

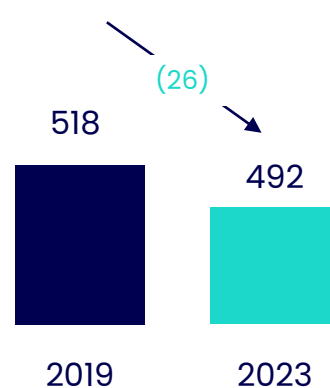
+ Total PDV effect

Headcount Number of employees



Dismissal Voluntary
Plans

Branches



Branches Restructuring
Program





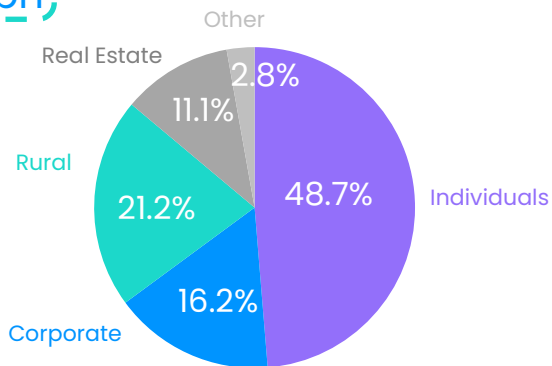
Appendix



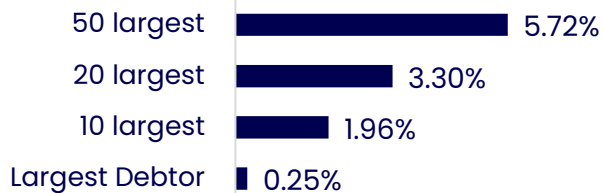
Credit Portfolio¹

Credit Portfolio
(As % of total loan book)

Dec/23
R\$53.7 bn



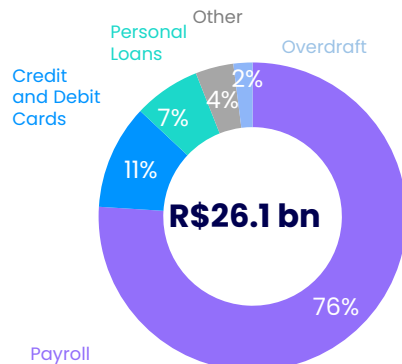
Loan Concentration
(As % of total loan book)



Individuals

R\$ Million

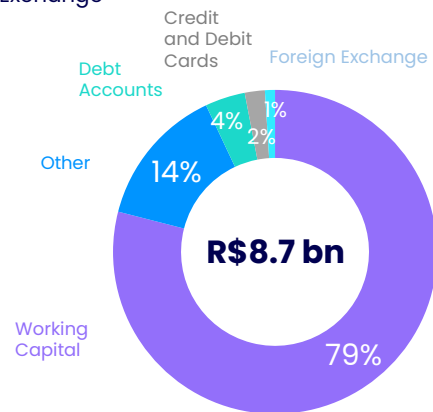
	Balance	y/y	q/q
Payroll	19,783.7	-1.5%	-1.3%
Credit and Debit Cards	2,958.3	9.9%	8.2%
Personal Loans	1,889.6	43.4%	8.5%
Other	1,010.5	3.4%	6.1%
Overdraft	485.1	10.8%	-2.9%



Corporate

R\$ Million

	Balance	y/y	q/q
Working Capital	6,824.2	-2.5%	2.7%
Other	1,239.5	-2.8%	3.9%
Debt Accounts	371.9	12.6%	-14.4%
Credit and Debit Cards	194.8	15.3%	7.6%
Foreign Exchange	68.4	-38.1%	-9.0%



¹ As of December, 2023.



Guidance

4Q23

2024 Projected

Total Loan Portfolio

2% to 7%

Cost of Risk¹

2.5% to 3.5%

Administrative **Expenses**²

6% to 10%

Financial Margin(**NII**)³

25% to 30%

1. Ratio of credit provision expenses accumulated over the last 12 months to the balance of the total credit portfolio at the end of the period

2. Administrative Expenses excluding fee commissions on banking correspondents.

3. NII Financial Margin Variation



Institutional Presentation 4Q23



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banrisul.com

INVESTOR RELATIONS

