



banrisul

4Q22 Results Presentation

INVESTOR RELATIONS DEPARTMENT



Agenda

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**Our
Highlights**

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Appendix

Banrisul in 2022

Rebranding

new brand
new concept

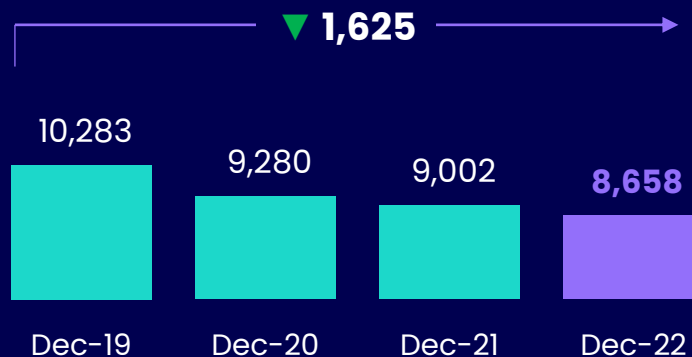


banrisul

- + humane
- + present
- + collective
- + inclusive
- + innovative
- + sustainable

People

Optimization of the workforce



Voluntary Termination Program

511 employees¹

Staff renewal via new selection processes

274 positions
IT

1,335 positions
banking

ESG

100% neutralization

of direct and energy emissions of 2021

Purchase of
**Carbon
Credits**



**Renewable
Energy
Certificates**
IREC

Transition to the use of
**energy from
renewable sources**
covering
100 branches

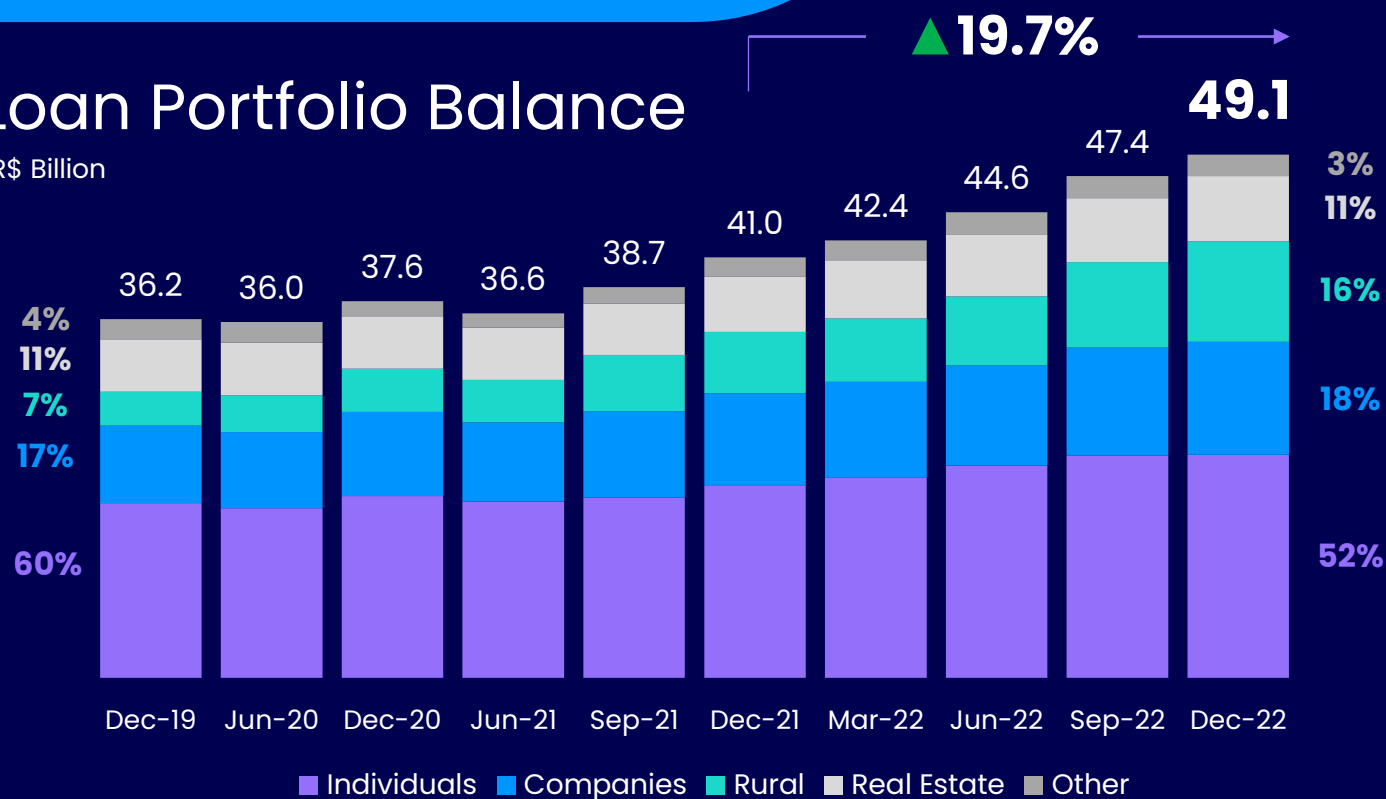
Gold Seal
2021 Greenhouse Gas
Inventory
GHG Protocol



Loan Portfolio

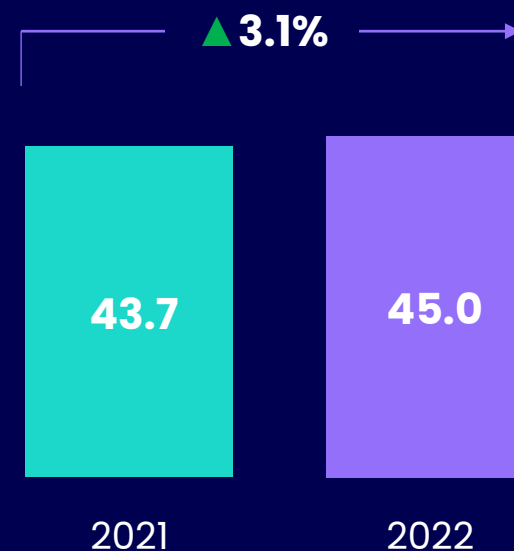
Loan Portfolio Balance

R\$ Billion



Credit Underwriting

R\$ Billion



▲ 64.6%
2022 vs 2021
Rural

▲ 15.2%
2022 vs 2021
Companies

▲ 33.4%
2022 vs 2021
Real Estate

▲ 39.8%
2022 vs 2021
Foreign
Exchange

Main Growth Drivers

Individuals

% Change	YoY	QoQ
Payroll Loans	8.9%	-1.3%
Consumer Loans	40.4%	8.8%

Companies

% Change	YoY	QoQ
Working Capital	27.7%	5.9%
Debt Accounts	14.7%	-7.3%

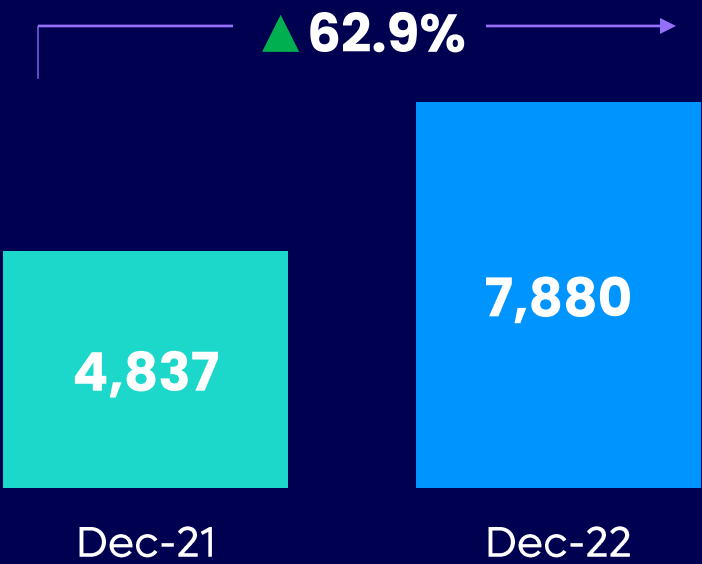
Rural and Real Estate

% Change	YoY	QoQ
Rural	62.9%	17.4%
Real Estate	19.0%	2.1%

Rural Credit

Rural Credit Portfolio

R\$ Million

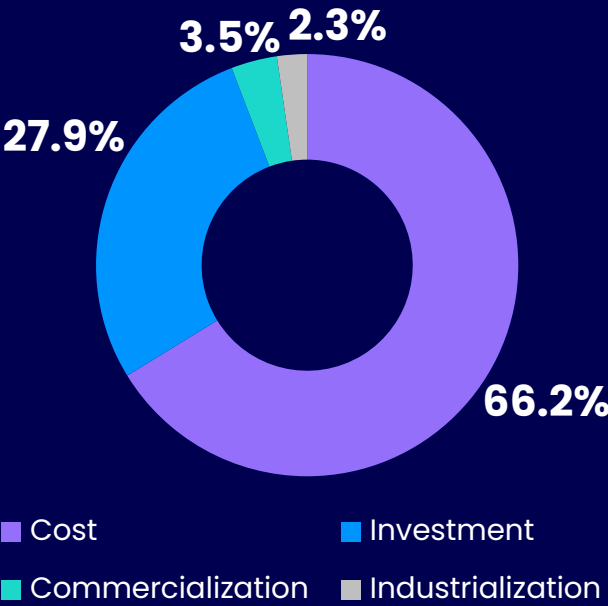


Asset Quality

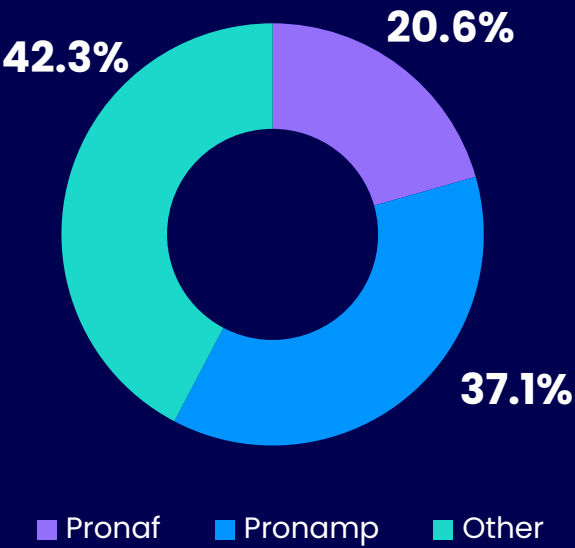
0.31%

NPL > 90d
Dec/22

By Type of Financing¹



By Farmer Category¹



Crop Plan 2022/2023



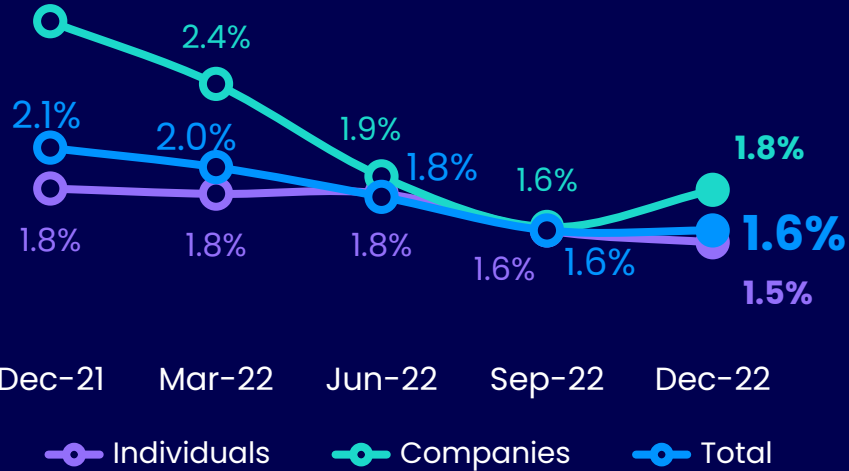
R\$ 7 billion
in credit

¹ Breakdown of the Balance of the Rural Credit Portfolio in December/22.

Asset Quality

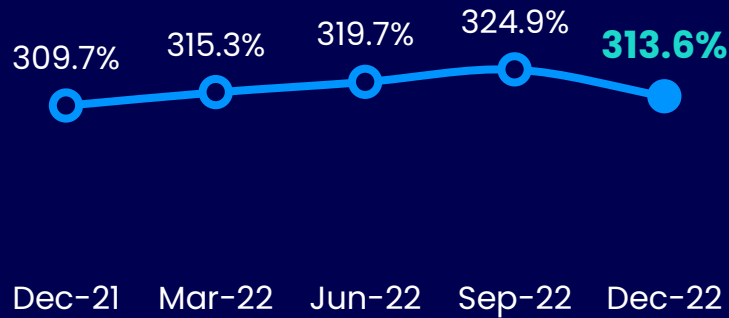
Default Ratio

90 days
2.8%



Coverage Ratio

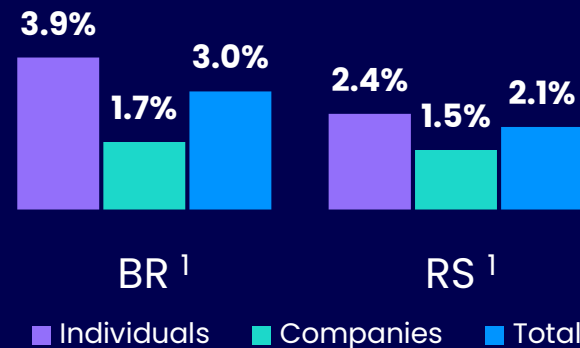
90 days



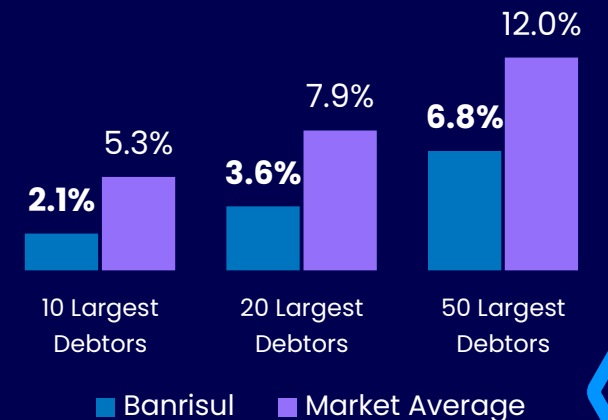
Loan Portfolio at Normal Risk (AA - C Ratings)



Default Ratio BR x RS (90 days)



Portfolio Concentration²



Total Default Ratio at
historic lows
with better performance compared to
RS and BR

¹ Source: Brazilian Central Bank. BR = Brazil / RS = Rio Grande do Sul. Data as of Dec/22.

² Market Average is the average of the concentrations of the four largest banks listed on B3, weighted by Loan Portfolio.

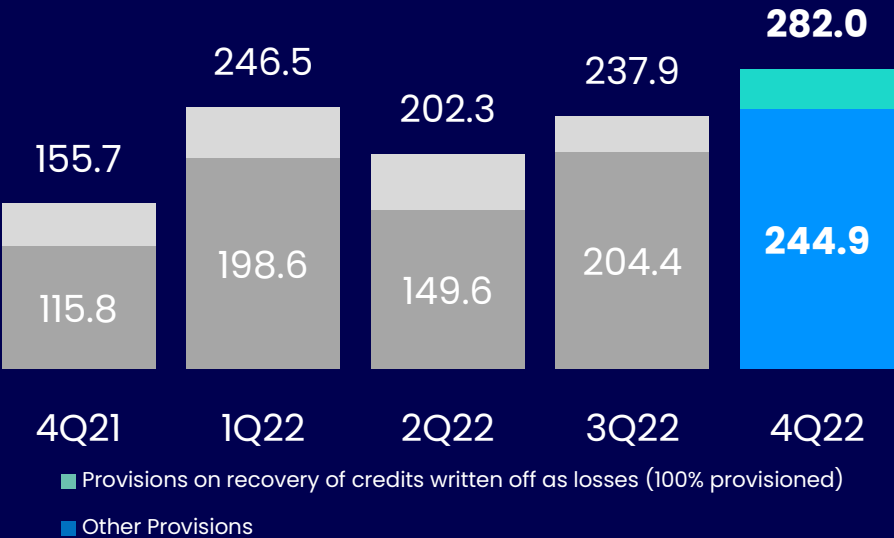
Loan Loss Provisions

Constant monitoring
of portfolio risk

Portfolio growth in **low-risk lines** with **solid guarantees** mitigates potential risk of credit deterioration

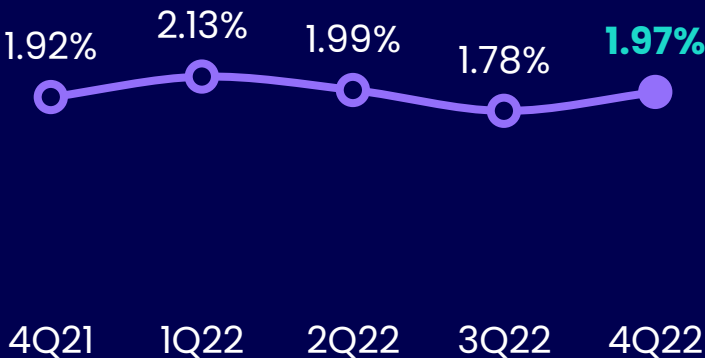
Provision Expenses

R\$ Million



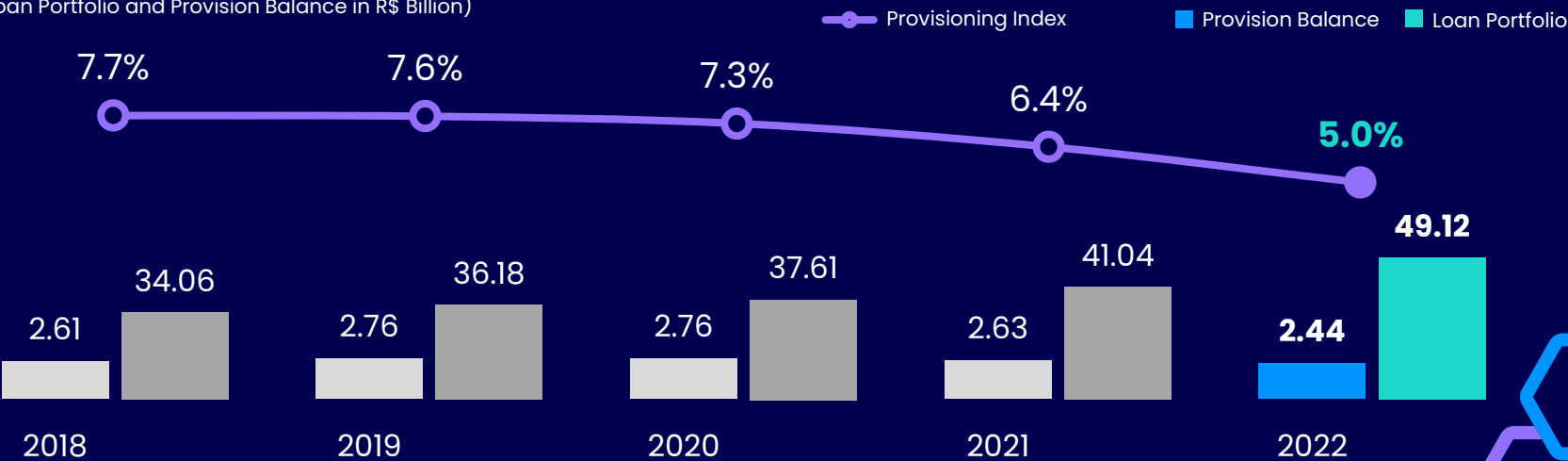
Cost of Risk

12m Provision Expenses vs Loan Portfolio



Provisioning Index

(Loan Portfolio and Provision Balance in R\$ Billion)



	2023 Guidance
Total Loan Portfolio	10% to 15%
Commercial Loans – Individuals	7% to 12%
Commercial Loans – Companies	10% to 15%
Rural Loans	24% to 29%
Loan Loss Provision Expenses /Loan Portfolio	1.5% to 2.5%
Funding ¹	8% to 12%
Financial Margin (NII) ²	19% to 23%
Administrative Expenses ³	6% to 10%
Return on Average Equity	11% to 15%

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

² Net Interest Income change.

³ Administrative Expenses excluding fee commissions on banking correspondents.

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Highlights

4Q22 ADJUSTED
NET INCOME

R\$251.1 mi

▼12m: -2.7%
▲3m: +82.1%

LOAN
PORTFOLIO

R\$49.1 bi

▲12m: +19.7%
▲3m: +3.5%

PAYROLL
LOANS

R\$20.1 bi

▲12m: +8.9%
▼3m: -1.3%

RURAL
CREDIT

R\$7.9 bi

▲12m: +62.9%
▲3m: +17.4%

4Q22 NET
INTEREST INCOME

R\$1,280.4 mi

▲12m: +9.1%
▲3m: +11.2%

4Q22 FEES AND
SERVICES REVENUES

R\$550.6 mi

▲12m: +6.8%
▲3m: +5.5%

DEFAULT
RATIO
90 DAYS

1.58%

▼12m: -0.49 p.p.
= 3m: 0.00 p.p.

4Q22 COST
OF RISK

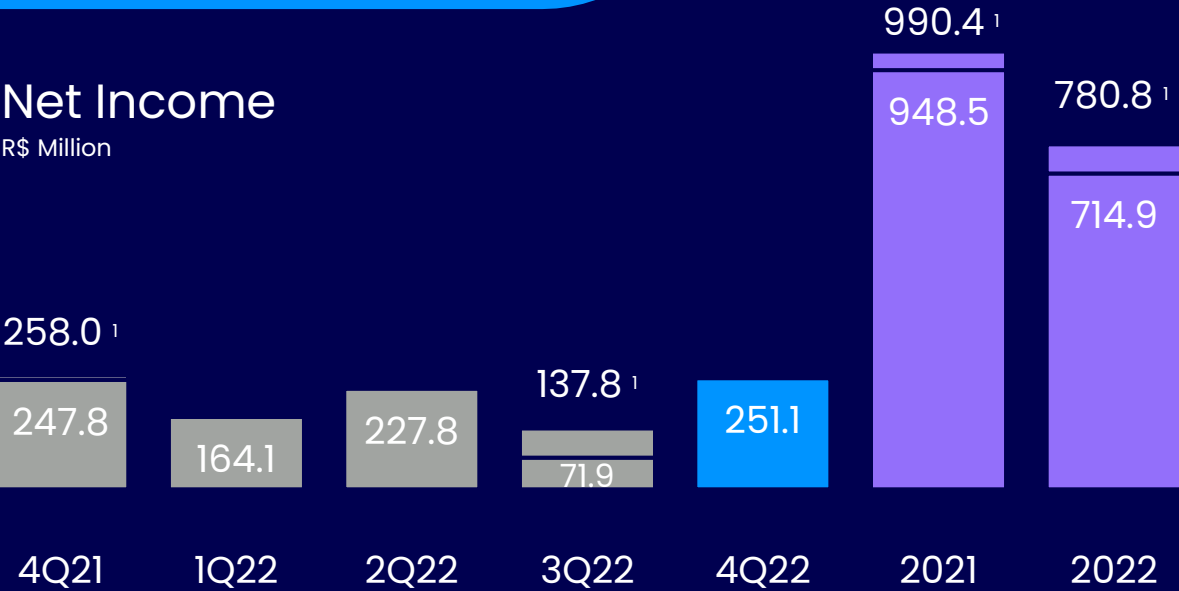
1.97%

▲12m: +0.05 p.p.
▲3m: +0.19 p.p.

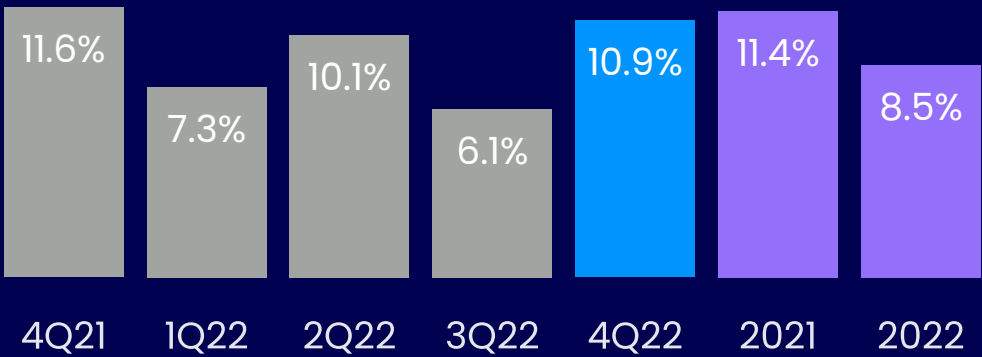
Profitability

Net Income

R\$ Million

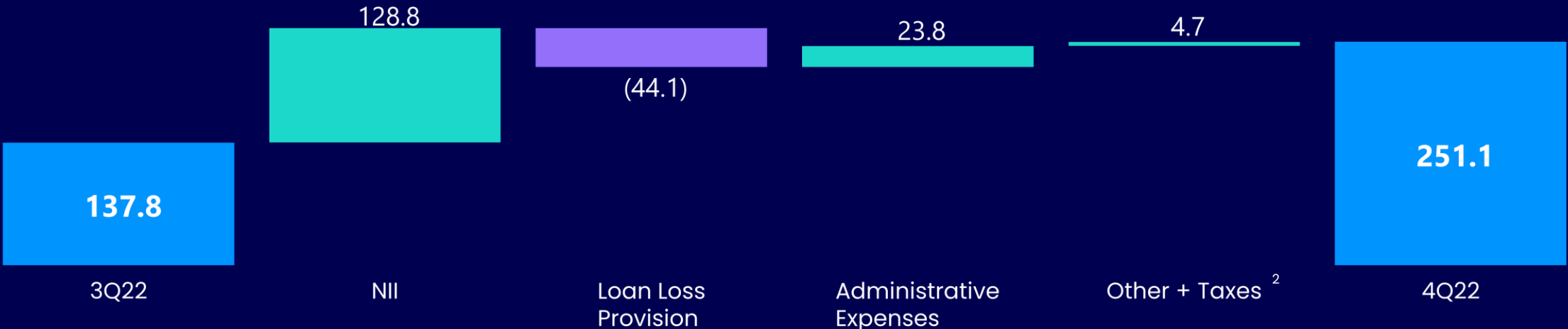


Adjusted ROAE



Change in Adjusted Net Income

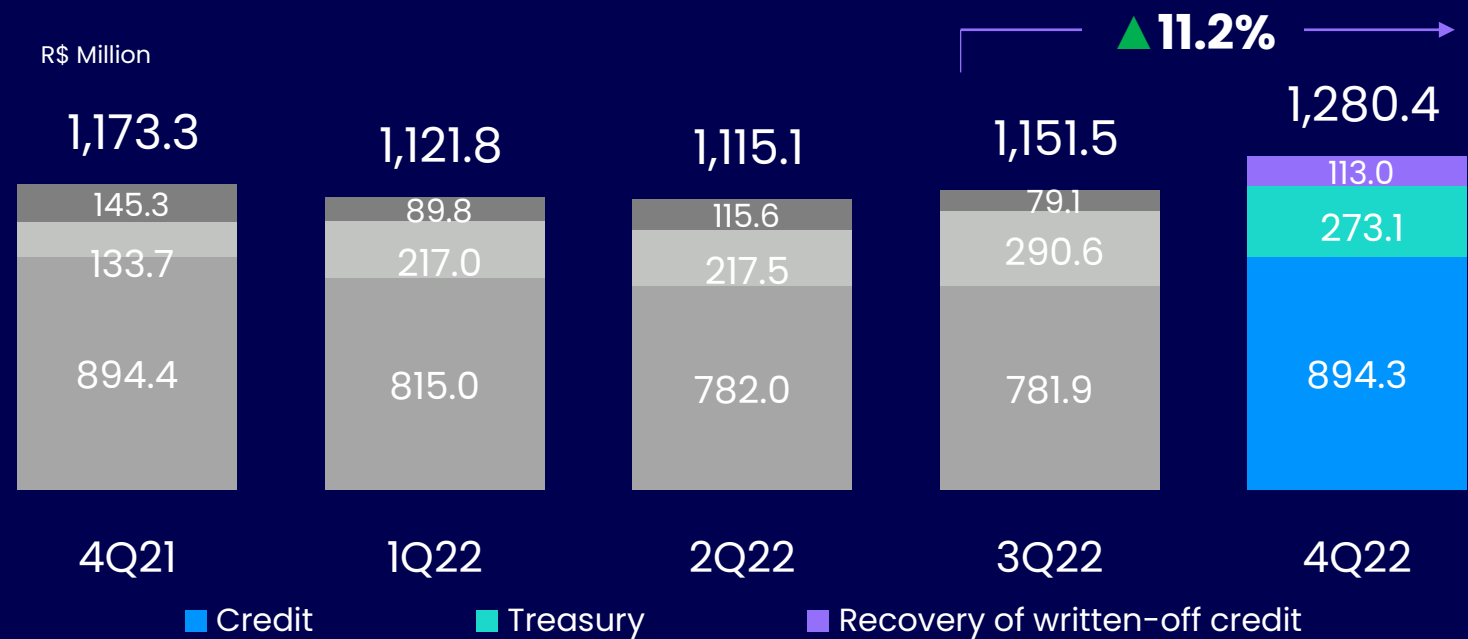
R\$ Million



¹ Adjusted Net Income.
² Other Operating Income and Expenses + Income Taxes.



Net Interest Income

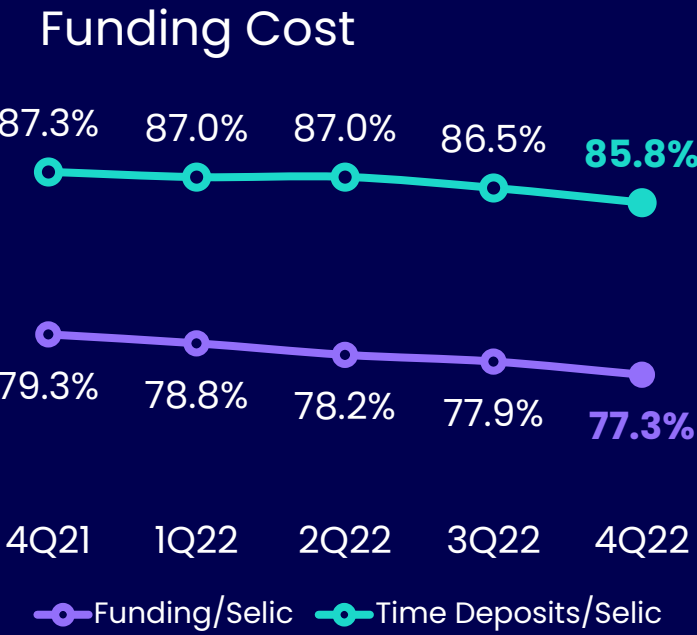


Net Interest
Income
in
growth
process

Change in Net Interest Income



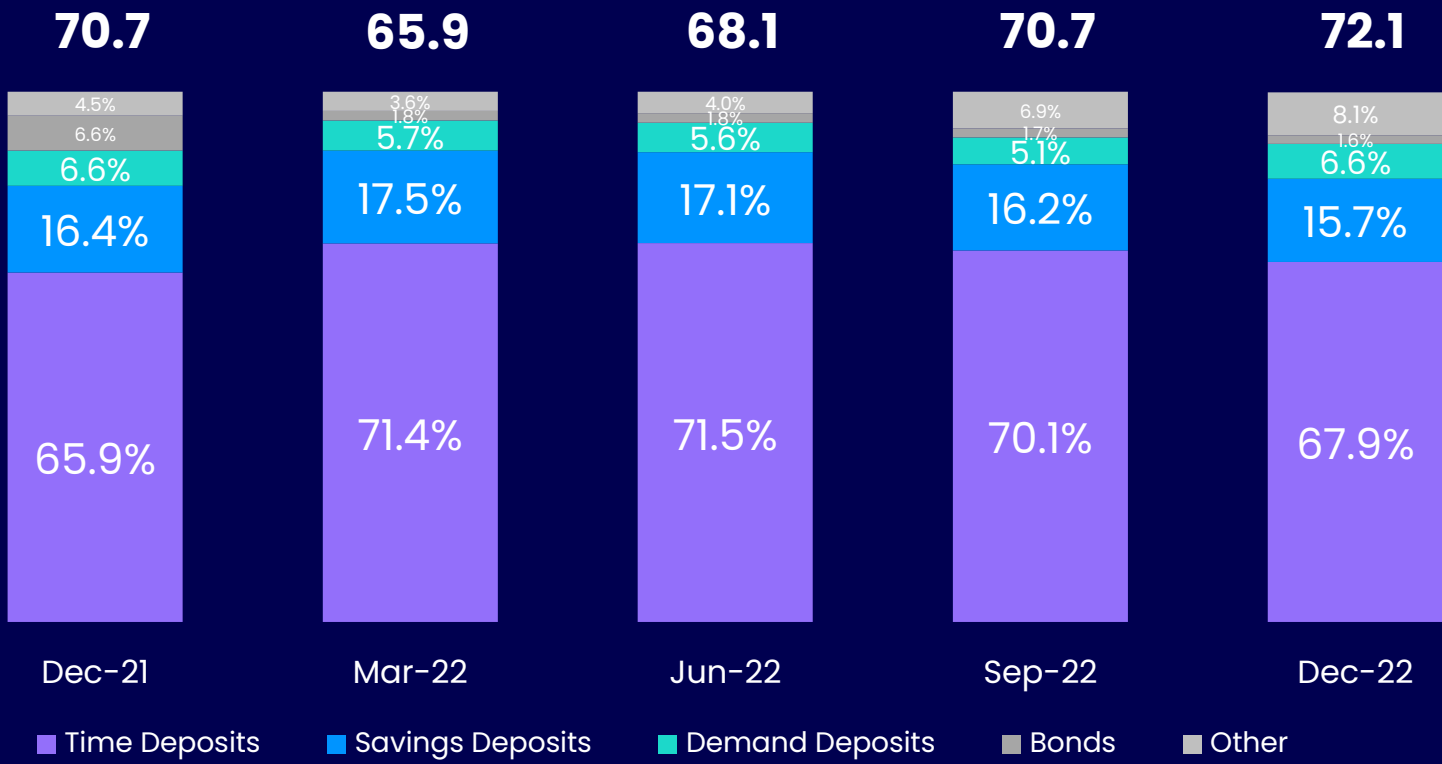
Funding



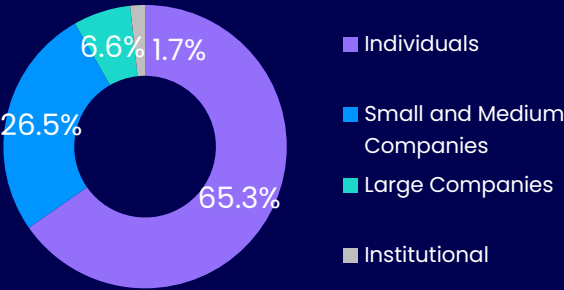
Diversified and
low cost
funding

Funding Portfolio

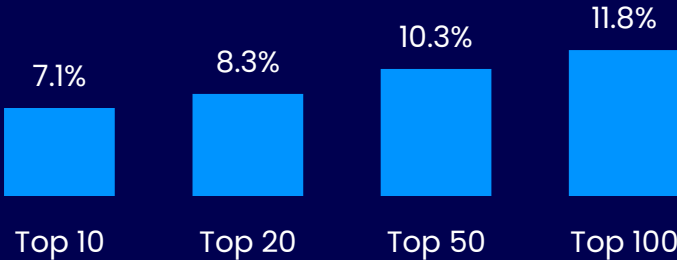
R\$ Billion and %



Funding Breakdown ¹



Funding Concentration ²



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

Expenses and Banking Fess

Cost control and diligence, with a favorable evolution of expenses in line with inflation¹ in the period

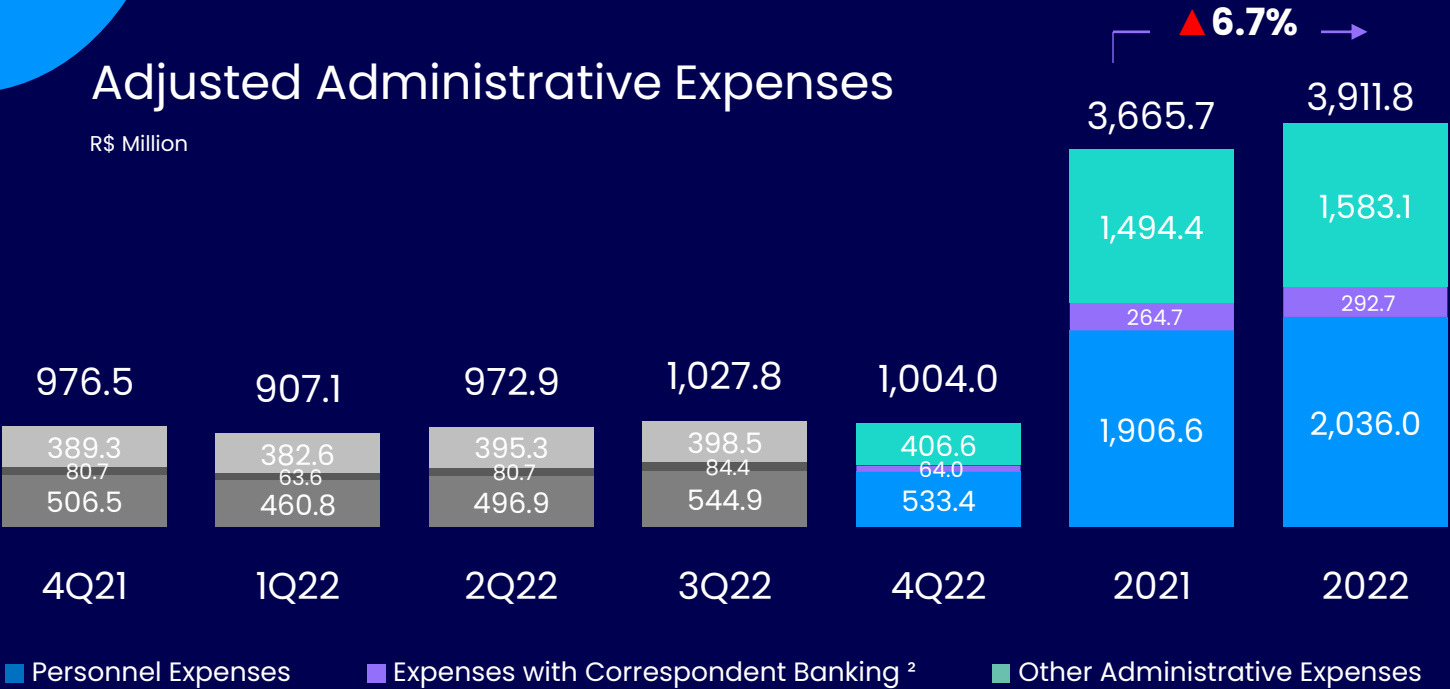
Collective Wage Agreement
(2022/2023)
+8%

IPCA¹
+5.78%

IGP-M¹
+5.46%

Adjusted Administrative Expenses

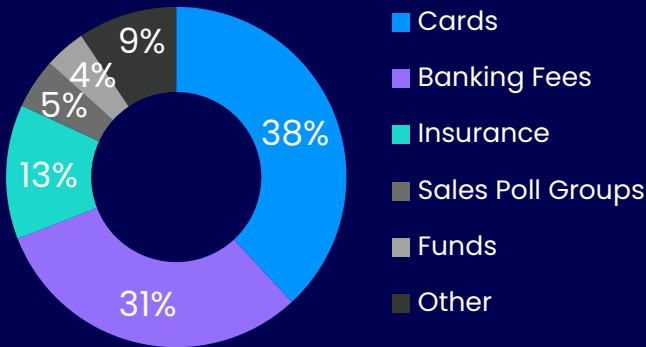
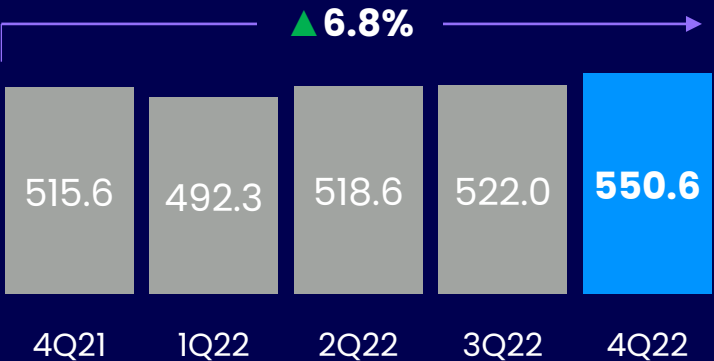
R\$ Million



2022 vs 2021
▲ 5.9%
▲ 10.6%
▲ 6.8%

Revenue from Fees and Services

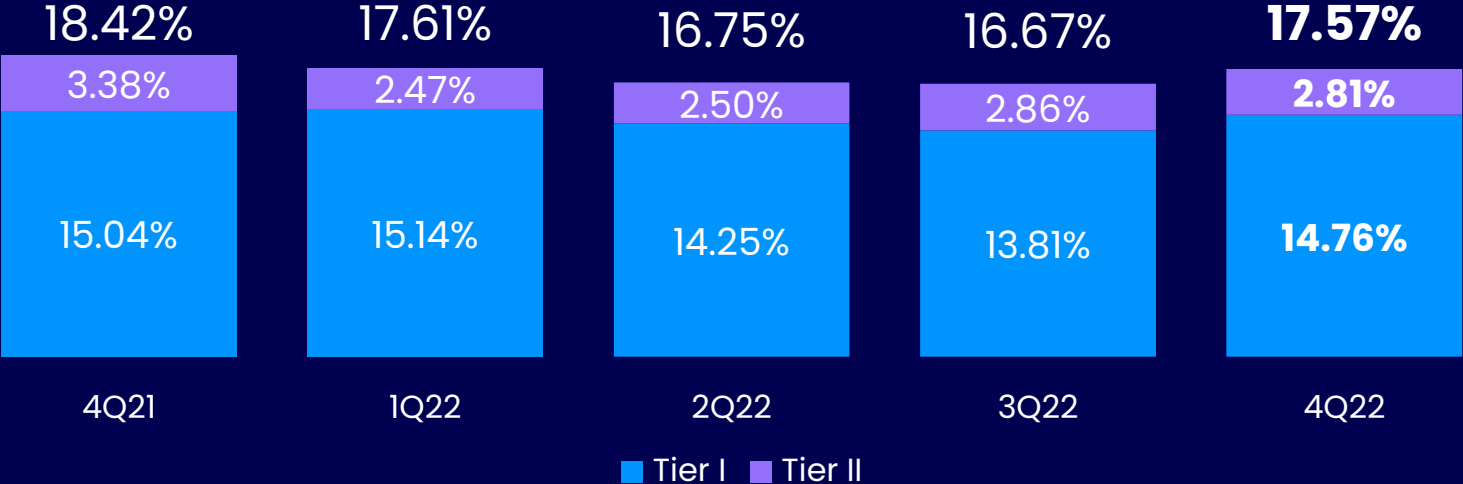
R\$ Million



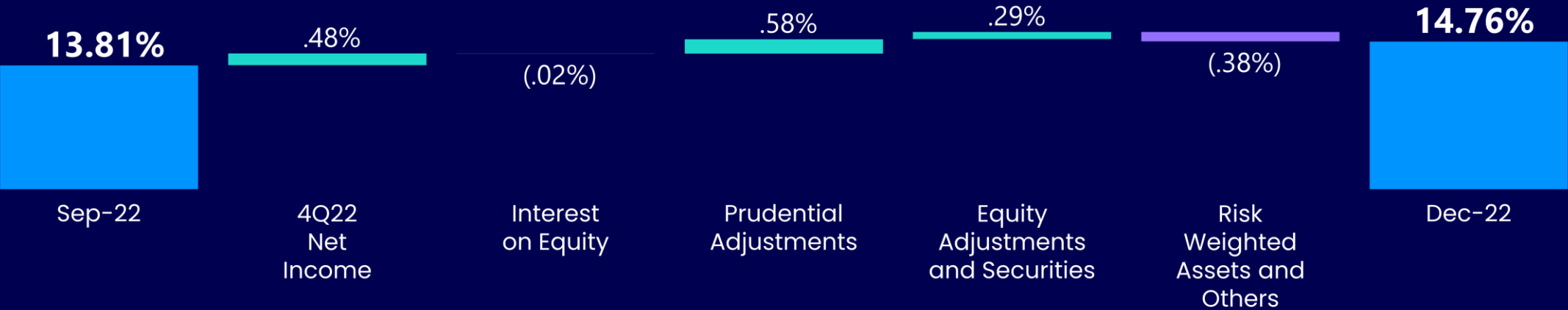
¹ Inflation accumulated in the last 12m, as of Dec/2022.
² Commissions paid to banking correspondents for the origination of credit operations.

Capital

Basel Ratio



Tier I Capital Change



Our 2022

Affirmation of our core strengths:
Funding Structure and **Credit Quality**

Robust **growth** of the **Loan Portfolio**, driven
mainly by **Rural Loans**

**Structural and Administrative
Adjustments** were carried out,
impacting profitability

NII recovery in the second half of the year
(**2H22 vs 1H22: ▲ 8.7%**),
but still under pressure

What we foresee for 2023

Expansion of the **Loan Portfolio** while
maintaining **asset quality**

Growth of the customer base with greater
sales of products and services

Continued loan portfolio **repricing** will be the
main driver of **margin growth**

Cost structure under control, even with an
increase in staff

Gradual recovery of **profitability** throughout
the year with sequential improvements



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Q&A Session

Send your question through
chat or request to speak

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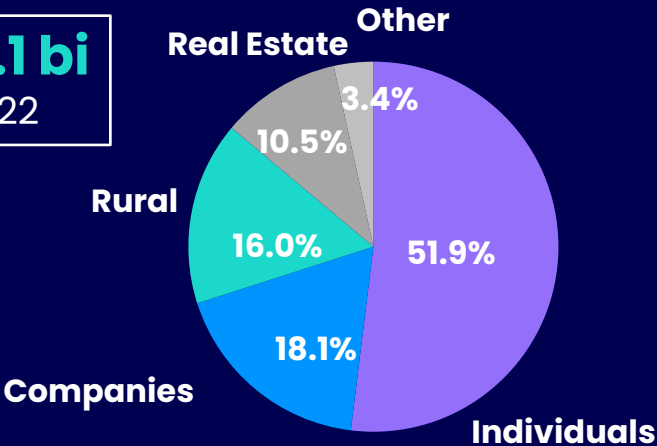
Adjusted Consolidated Income Statement

Income Statement R\$ Thousand	2022	2021	4Q2022	3Q2022	4Q2021	2022/ 2021	4Q2022/ 4Q2021	4Q2022/ 3Q2022
Income from Financial Intermediation	12,992,510	8,212,176	3,632,453	3,646,329	2,533,797	58.2%	43.4%	-0.4%
Expenses from Financial Intermediation	(8,323,715)	(3,366,573)	(2,352,085)	(2,494,785)	(1,360,489)	147.2%	72.9%	-5.7%
Result of Financial Intermediation	4,668,795	4,845,603	1,280,368	1,151,544	1,173,308	-3.6%	9.1%	11.2%
Provision for Credit Losses	(968,690)	(787,794)	(282,012)	(237,932)	(155,696)	23.0%	81.1%	18.5%
Other Operating Income (Expenses)	(2,812,521)	(2,625,740)	(607,496)	(741,075)	(651,155)	7.1%	-6.7%	-18.0%
Adjusted Operating Result	887,584	1,432,069	390,860	172,537	366,457	-38.0%	6.7%	126.5%
Earnings Before Tax and Employee Profit Sharing	887,584	1,432,069	390,860	172,537	366,457	-38.0%	6.7%	126.5%
Adjusted Income Tax and Social Contribution	77,178	(315,828)	(81,181)	(12,582)	(78,144)	-124.4%	3.9%	545.2%
Employee Profit Sharing	(183,511)	(125,616)	(58,471)	(21,950)	(30,221)	46.1%	93.5%	166.4%
Non-Controlling Interests	(419)	(270)	(134)	(163)	(55)	55.4%	144.0%	-17.6%
Adjusted Net Income	780,832	990,355	251,074	137,842	258,037	-21.2%	-2.7%	82.1%
Net Income	714,934	948,535	251,074	71,944	247,772	-24.6%	1.3%	249.0%

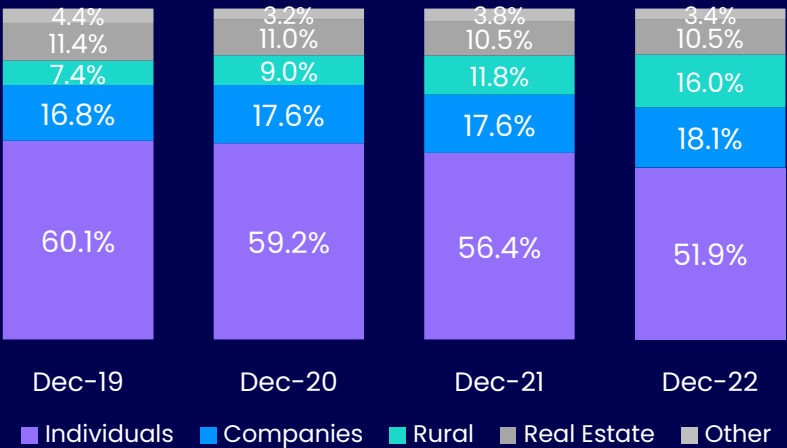
Loan Portfolio Breakdown

Loan Portfolio
(% of total portfolio)

R\$49.1 bi
Dec-22



Evolution of the Credit Mix
(% of total portfolio)

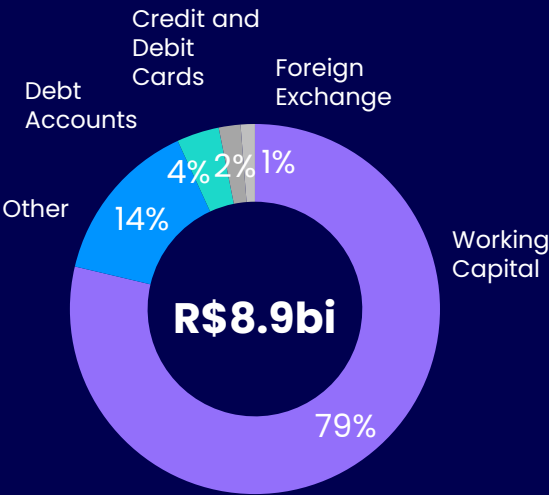
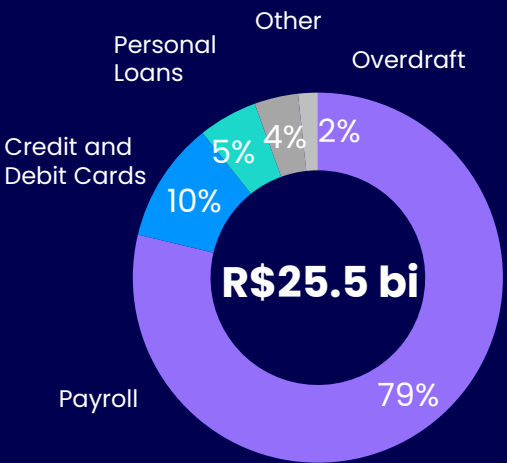


Individuals

	Saldo	YoY	QoQ
Payroll Loans	20,092.3	8.9%	-1.3%
Credit and Debit Cards	2,692.4	11.3%	8.4%
Consumer Loans	1,318.0	40.4%	8.7%
Other	977.2	4.2%	3.6%
Overdraft	437.6	12.1%	-4.0%

Companies

	Saldo	YoY	QoQ
Working Capital	6,999.5	27.7%	5.9%
Other	1,285.2	12.0%	1.8%
Debt Accounts	330.2	14.7%	-7.3%
Credit and Debit Cards	169.0	11.9%	8.5%
Foreign Exchange	110.5	-25.9%	-8.2%





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4Q22 Results Presentation

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