BancoDaycoval

**Investor Relations** 

**4Q**21

**Earnings Results** 



## Financial Highlights 4Q21 and 2021





## Net Income

**R\$ 1.4 bi** in 2021 + 19.6% 2021 x 2020 **R\$ 346.1 mi** in 4Q21 + 44.6% 4Q21 x 4Q20



# **Expanded Loan Portfolio**

**R\$ 46.7 bi** in 4Q21 + 27.1% 2021 x 2020 + 13.8% 4Q21 x 3Q21



# Regulatory Capital

**R\$ 6.0 bi** in 4Q21 + 22.3% 2021 x 2020 +2.8% 4Q21 x 3Q21



# **Recurring Net Income**

**R\$ 1.2 bi** in 2021 + 11.2% 2021 x 2020 **R\$ 324.9 mi** in 4Q21 + 7.2% 4Q21 x 4Q20



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## **Funding**

**R\$ 47.3 bi** in 4Q21 + 27.7% 2021 x 2020 + 15.2% 4Q21 x 3Q21



# **Basel Ratio III**

**13.0%** in 4Q21 -1.

- **1.5 p.p** 2021 x 2020 - **1.0 p.p** 4Q21 x 3Q21



# Recurring ROAE

**25.0%** in 2021

- 2.2 p.p 2021 x 2020

- 1.6 p.p 4021 x 4020



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## NPLS (90 days)

**1.5%** in 4Q21 - **0.2** p.p 2021 x 2020 - **0.1** p.p 4Q21 x 3Q21



# **Efficiency Ratio**

**29.9%** in 2021 + 3.5 p.p 2021 x 2020 + 5.0 p.p 4Q21 x 4Q20





## **Expanded Loan Portfolio Loan Portfolio Breakdown**

4<sup>th</sup> guarter of 2021

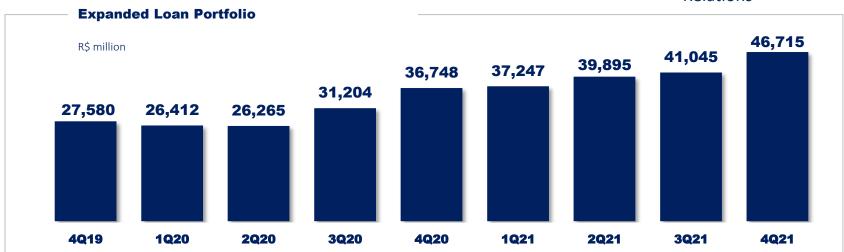
**Companies** 

Payroll Loans 18.6%

**Auto Loans** 

**Others** 

0.9%



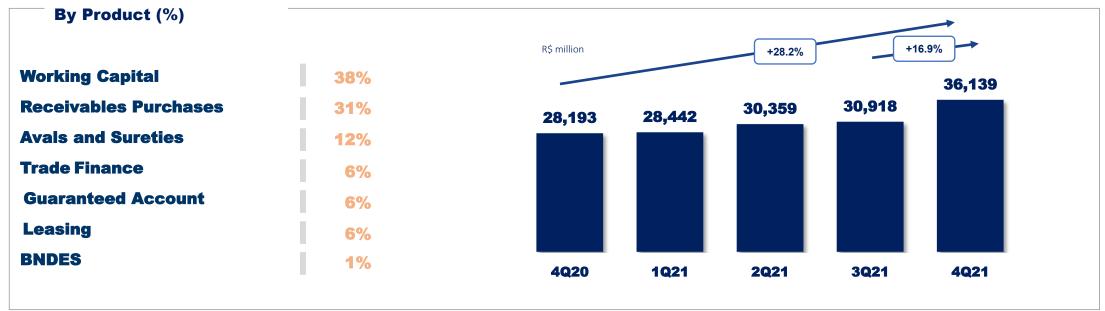
R\$ million	4Q21	3Q21	Chg. % 3 months	4Q20	Chg. % 12 months
Companies	18,386.1	18,080.2	1.7%	17,855.3	3.0%
Receivables Purchase	11,326.7	6,587.4	71.9%	5,524.4	n.a.
Leasing	2,076.3	1,836.5	13.1%	1,421.1	46.1%
Avals and Sureties	4,381.5	4,368.4	0.3%	3,397.2	29.0%
Total Expanded Companies	36,139.3	30,918.0	16.9%	28,193.4	28.2%
Payroll Loans	8,102.9	7,891.5	2.7%	6,682.0	21.3%
Payroll Card	607.0	568.4	6.8%	541.3	12.1%
Total Payroll Loans	8,709.9	8,459.9	3.0%	7,223.3	20.6%
Total Auto Loans + Others	1,437.3	1,304.7	10.2%	1,144.3	25.6%
Home Equity	102.5	93.4	9.7%	68.3	50.1%
Corporate Securities*	326.3	268.9	21.3%	118.2	n.a.
Total Expanded Loan Portfolio	46,715.3	41,044.9	13.8%	36,747.5	27.1%

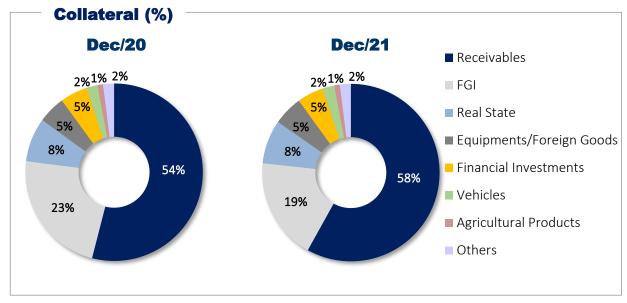


<sup>\*</sup> Includes Debentures, CPRs, CRAs and CRIs.

## **Companies Portfolio**



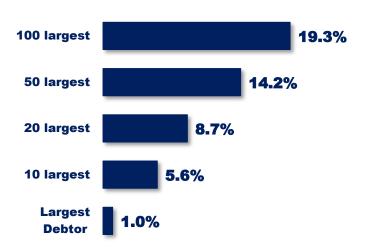






## **Companies Portfolio**

#### **Client Concentration**



Concentration by sector	4Q21	4Q20
Industry	30.2%	31.1%
Service	25.5%	25.3%
Commerce	19.2%	18.9%
10 Largest Sectors (*)		
Vehicles and Parts Industry	3.1%	1.8%
Road Freight Transportation	2.9%	3.2%
Auto Parts and Accessories Industry	2.3%	1.4%
Food and Cereal Wholesaler	2.3%	1.9%
Engineering and Architecture Services	2.3%	0.7%
Poultry Industry	2.1%	2.3%
Malt Industry	1.9%	2.6%
Industry of Oil Products	1.8%	1.9%
Holding	1.8%	1.4%
Electricity Generation	1.7%	2.2%

<sup>(\*) %</sup> over the total of the companies portfolio

## **National Presence**



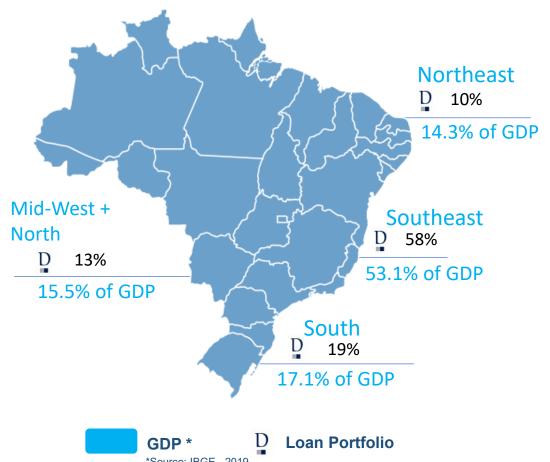


48 branches distributed across Brazil.



In 4Q21 we opened two branches: Novo Hamburgo (RS) and Varginha (MG).

### **Loan Portfolio Distribution X GDP**





## **Payroll Loans**

**4Q20** 



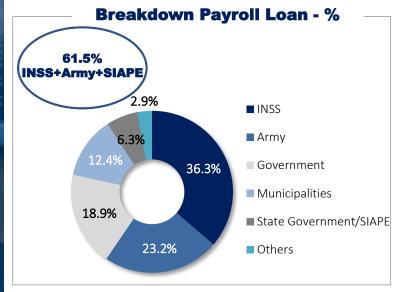


**2Q21** 

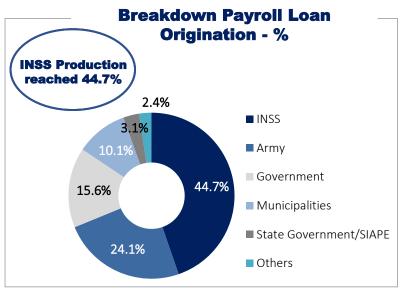
3**Q21** 

**4Q21** 





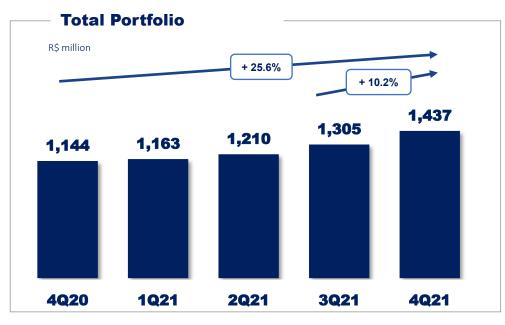
**1Q21** 

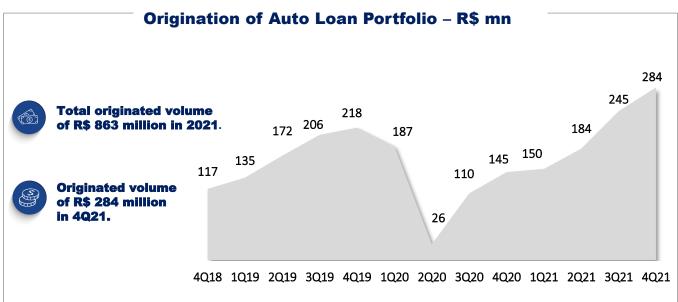




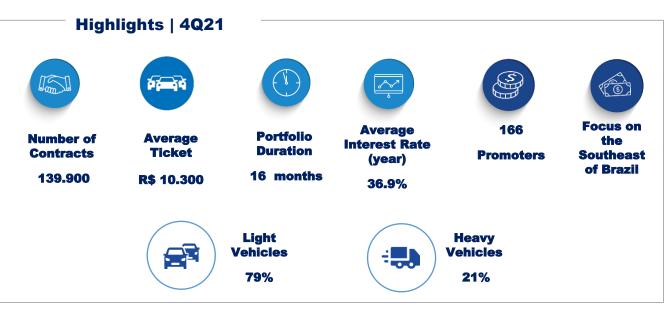
### **Auto Loans**



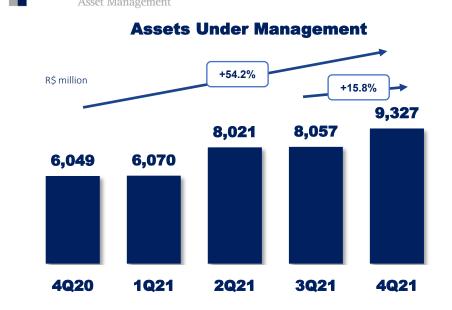














#### **INVESTMENT FUNDS**

Fixed Income, Multimarket, Equity or Pensions.





## **Capital Market Services**

## R\$ 49.6 billion in Custodial, Management, Controllership and Registration Services in 4Q21



#### **Fiduciary Services**

We offer services for all types of funds.



#### **Managed Portfolio**

Complete services for your managed portfolio.



#### Registration **Services**

Bookkeeping for Stock Exchange funds.



#### **Non-Resident** Investor

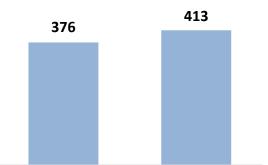
Custody and legal representation for nonresident investors (Resolution 4.373)



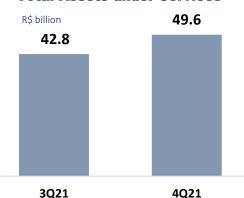
#### **Others**

Settlement bank and support for market offers.

#### **Number of Funds**



#### **Total Assets under Services \***



\*Includes Investment Clubs and Managed Portfolio.



3Q21

Website: https://www.daycoval.com.br/investimentos/mercado-capitais

4Q21







## **Volume Traded**

+ R\$ 6.4 billion in 4Q21

+ R\$ 17.0 billion in 2021

+57% 4Q21 vs 3Q21 and +76% in 12 months



## **Amount of operations**

+ 1.0 million in 4Q21

+ 3.5 million in 2021

+11% 4Q21 vs 3Q21 and -13% in 12 months



**166**Service Points





**Specialized products and services** 

More than 20 foreingn currencies available





#### **Products and Services**



## PURCHASE OF INTERNATIONAL CHECKS

Agility and efficiency in the sales of international checks. Main modalities, pension checks, retirement funds, commissions, among others.



## INTERNATIONAL REMITTANCES

Send money, pay foreign courses or easily conduct financial transactions, quickly and without redtape.



## DAYCOVAL EXCHANGE DELIVERY

Safely receive foreign currency in the comfort of your own home or office.



#### CASH

We make available the main foreign currencies circulating in the world, such as: Dollar, Euro, Pound, Peso, among others.



#### **EXPRESS REMITTANCES**

Quick and secure transfers between individuals who reside in different countries.



## FOREIGN CURRENCY CARDS

Quick and secure transfers between individuals who reside in different countries.

## **Treasury Products and Services for Companies**



## **Volume traded in 4Q21 by modality**



#### DCM

In 2021 we started the DCM area. We perform 6 operations, with volume offered of R\$ 8.4 billion.

- Another financing alternative for our clients. Under our advice and coordination, our clients can access the Brazilian capital markets either by issuing debt or through securitization products.
- We help our clients issue securities such as debentures, commercial notes, financial bills, CRIs and CRAs. We also offer, when applicable, the structuring of investment funds, such as FIDCs, FIPs and FIIs.

## R\$ 7.5 billion

+22% 4Q21 vs 3Q21 and +192% in 12 months (FX)

In 2021 R\$ 14 billion => +34% over 2020



#### Foreign exchange

- Imports and Exports.
- Financial Remittances or Receipts.
- Non-Resident Investors.
- Solutions in specific foreign investment structures.



### R\$ 12.2 billion

+45% 4Q21 vs 3Q21 and +340% in 12 months (Derivatives)

In 2021 R\$ 21 billion => +122% over 2020



#### **Derivatives**

- NDFs, Swaps and Options.
- Solutions for clients in managing their risks and currency and interest rate exposure.
- Protection of results and budgets in foreign currency.

## R\$ 2.8 billion

+17% 4Q21 vs 3Q21 and +15% in 12 months (Escrow Account)

In 2021 R\$ 9 billion => +57% over 2020



#### **Services**

- Escrow Account.
- Banking access for credit transactions.
- Non-standardized loan structuring support.

## **Total Funding**

## Investor Relations

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## **Breakdown**

4<sup>th</sup> quarter of 2021

Deposits + LCI\* + LCA\*\*

Local Bonds

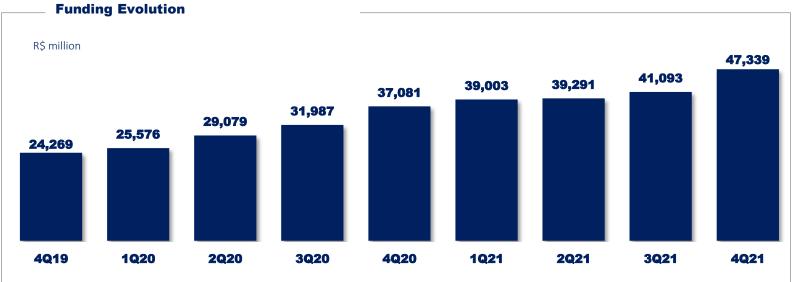
31.0%

Foreign Borrowing and Onlending

18.8%

Bonds

5.5%



Total Funding (R\$ mn)	4Q21	3Q21	Δ	4Q20	Δ
Total Deposits	21,138.3	19,748.2	7.0%	16,217.3	30.3%
Deposits	17,281.0	15,864.8	8.9%	14,027.6	23.2%
Letters of Credit (LCI* + LCA**)	3,857.3	3,883.4	-0.7%	2,189.7	n.a.
Local Bonds (Letras Financeiras)	14,680.7	10,287.9	42.7%	13,789.4	6.5%
Private Offerings	10,163.5	8,305.4	22.4%	6,069.1	67.5%
Public Offerings	1,544.9	1,514.5	2.0%	2,329.2	-33.7%
Guaranteed Financial Bills	1,980.3	-	n.a.	4,930.4	n.a.
Subordinated + Perpetual Local Bonds	992.0	468.0	112.0%	460.7	115.3%
Foreign Borrowing and Onlending	8,905.2	8,466.7	5.2%	4,668.7	90.7%
Bonds	2,614.3	2,589.7	0.9%	2,405.4	8.7%
Total	47,338.5	41,092.5	15.2%	37,080.8	27.7%

Risk Rating Agencies							
	Globa	l Scale	Global Outlook	National Scale	Nationa Outlook		
	Long Term	Sovereign	Outlook	Long Term	Outlook		
Moody´s¹	Ba2	Ba2	Stable	AA.br	Stable		
Fitch Ratings <sup>2</sup>	ВВ-	ВВ-	Negative	AA(bra)	Stable		
Standard & Poors <sup>3</sup>	ВВ-	ВВ-	Stable	brAA+	Stable		
RISKbank⁴	BRLP 3 Low Risk for	Long Term (up	to 5 years)				

<sup>\*</sup>LCI = Real Estate Letters of Credit, \*\* LCA = Agribusiness Letters of Credit





## **International Funding totaling US\$ 851 million**

Some of these resources will be used to stimulate credit to women entrepreneurs and small and medium-size companies, especially in less favored regions of Brazil.



Santander

Banco de Occidente

## October/2021

Complementing the previous funding, in the amount of **US\$ 151 million**, mobilizing 4 new investors.





IFC, a member of the World Bank, and a

syndicate of banks maturing in up to 3.5 years.



























#### December/21

Syndication of US\$ 300 million coordinated by BID Invest, with the participation of 13 creditors for a period of two years.























## **Local Funding**

10<sup>th</sup> issue of Financial Bills, in the total amount of R\$ 1 billion, comprising three series, with maturities of 2, 3 and 4 years. The Offer, aimed at the institutional segment, saw demand from 55 investors, of which 31 were allocated.

**Lead Coordinator** BancoDaycoval







## **Asset and Liability Maturity**









Loan Portfolio by Segment	Average term to Maturity <sup>(1)</sup> days)
Companies	150
Trade Finance	126
FGI PEAC	426
Leasing	583
Payroll Loans	458
Auto Loans	478
BNDES	471
Total Loan Portfolio	297
(4) =	

**Funding Average term to** Maturity (1) days) **Term Deposits** 150 Interbank Deposits 224 LCA (Letter of Credit Agribusiness) 315 LCM (Letter Home Mortgage) 318 DPGE (Guaranteed Time-Deposit Asset) 180 Borrowing and Onlending 425 1,016 Bonds Local Bonds (letras financeiras) 706 **BNDES** 475 **Total Funding** 542

(1) From December 31, 2021.

Weighted Average Companies

241



Weighted Average Retail

471

Weighted Average Deposits

215

1) From December 31, 2021.



Weighted Average Bonds

571

Positive Gap of

245 days

## **Quality of Loan Portfolio**

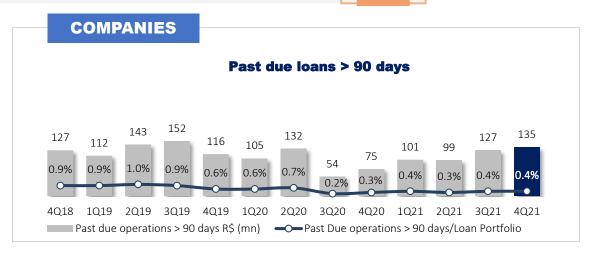


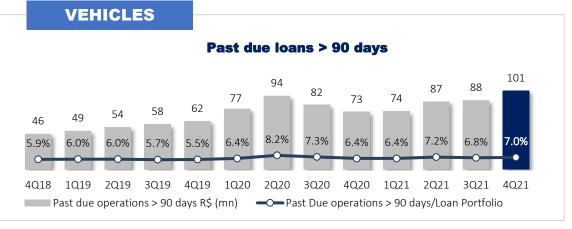


Overdue Loans (R\$ mn)	4Q20	1Q21	2Q21	3Q21	4Q21	
Overdue Loans more than 90 days past due	607.6	611.1	627.8	668.6	694.2	
Overdue Loans more than 60 days past due	755.6	709.9	746.1	818.6	823.9	
Overdue Loans more than 14 days past due	278.0	285.0	270.8	289.8	331.8	
LLP Balance/ Overdue Loans > 90 days (%)	260.0%	260.4%	261.9%	254.7%	237.3%	
Overdue Loans > 90 days/Loan Portfolio (%)	1.7%	1.6%	1.6%	1.6%	1.5%	

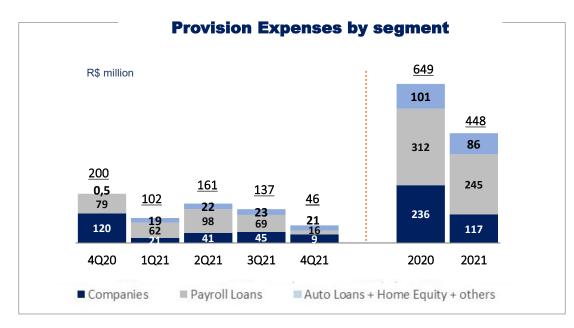
#### **LOAN PORTFOLIO** Past due loans > 90 days 694 669 611 628 608 586 440 376 312 2.2% 1.9% 1.7% 1.6% 1.6% 1.6% 1.6% 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q19 2Q19 3Q19 4Q19 1Q20 Past due operations > 90 days R\$ (mn) —Past Due operations > 90 days/Loan Portfolio

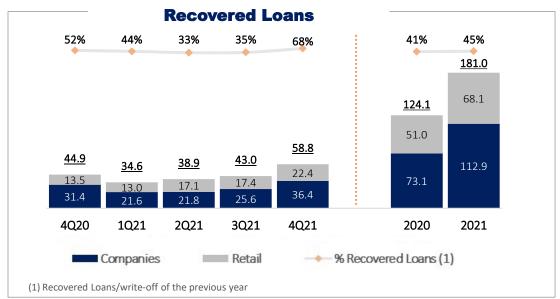






## **Quality of Loan Portfolio**









Loan Portfolio E-H (R\$ mn)	4Q20	1Q21	2Q21	3Q21	4Q21
Companies <sup>1</sup>	341.2	365.7	366.2	405.4	443.3
Leasing	2.2	12.4	15.2	15.4	17.8
Payroll	478.4	465.5	482.7	500.6	488.5
Auto	92.9	96.4	104.1	106.0	110.7
Other	2.2	2.5	1.3	4.2	2.4
Total	916.9	942.5	969.5	1,031.6	1,062.7
Final Balance LLP	1,579.5	1,591.3	1,644.0	1,702.8	1,647.6
LLP/E-H Portfolio (%)	172.3%	168.8%	169.6%	165.1%	155.0%

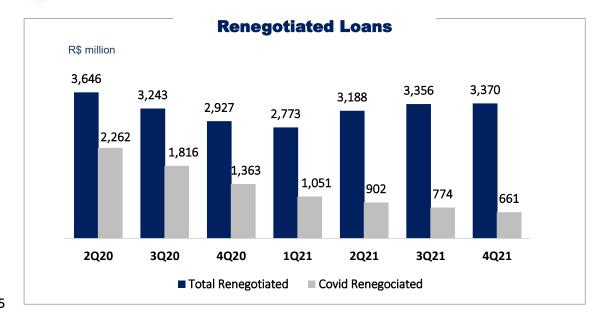
(1) Considers receivables purchase E-H portfolio.



LLP Balance/ Overdue Loans 90 days was 237.3% no 4Q21.

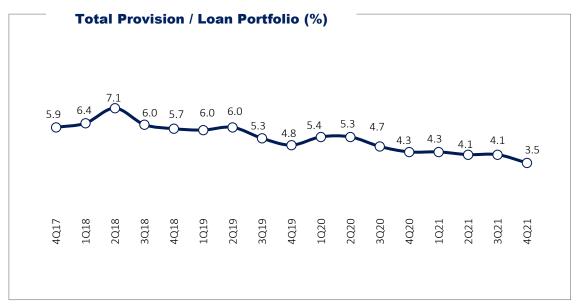


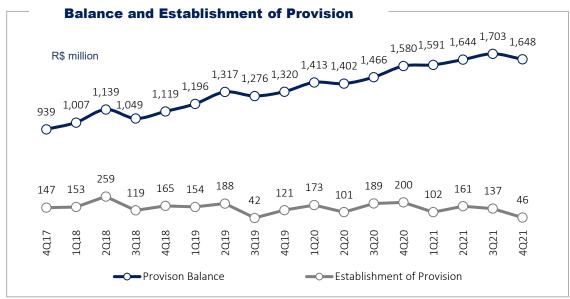
The additional LLP provision in the amount of **R\$ 469.2 million** included in the indicators.

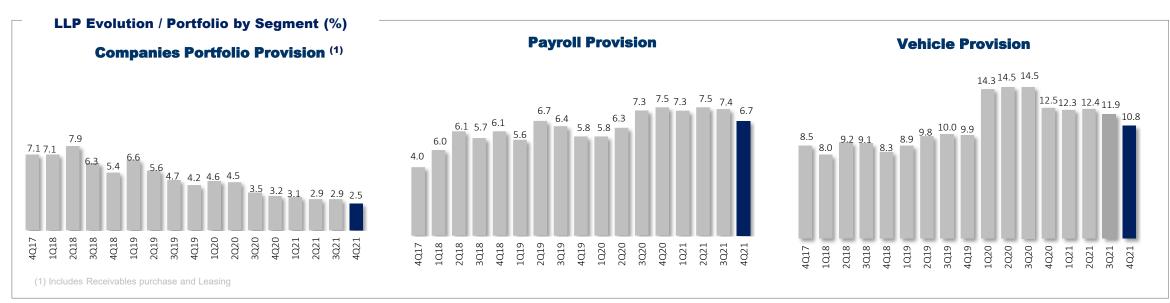


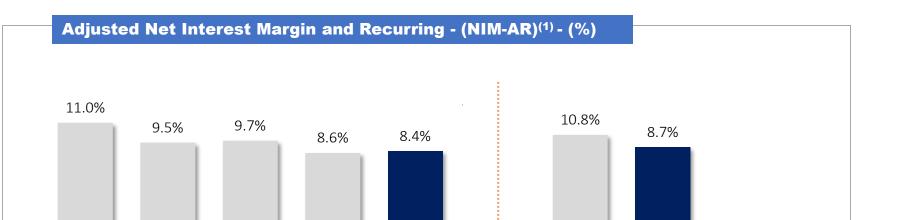
## **Quality of Loan Portfolio**











(1) Includes exchange-rate variations on liability operations, foreign trade, the purchase of credit rights and portfolio transfers to other banks and excludes matched operations — repurchase agreements-tri-party repos

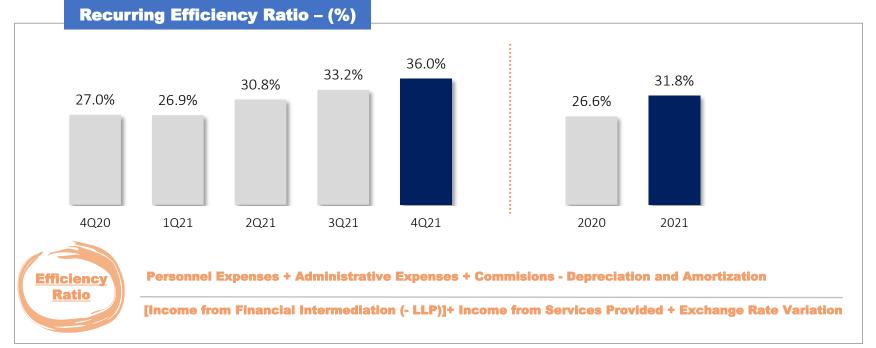
4Q21

3Q21

2Q21

4Q20

1Q21





Investor

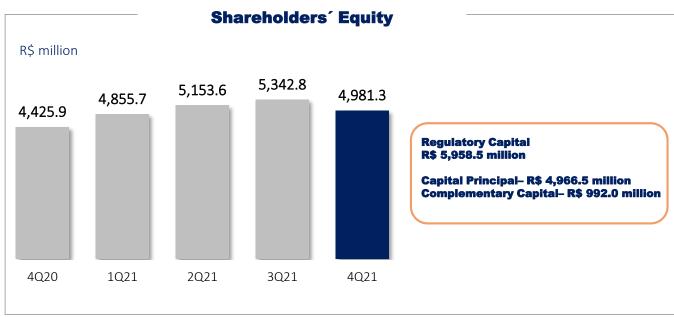
2020

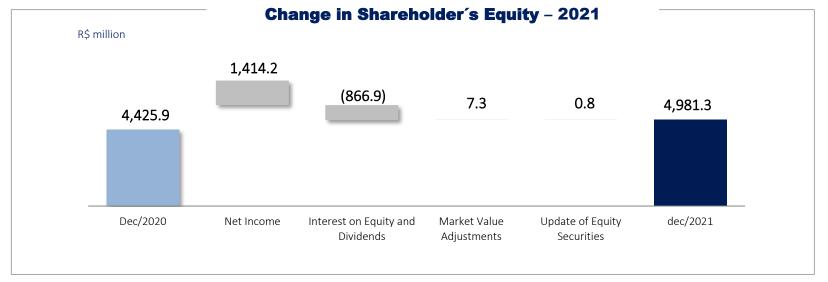
2021

## **Capital**





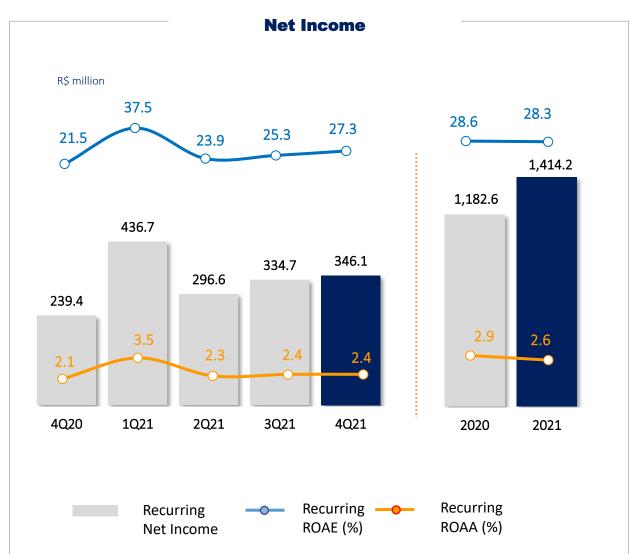




## **Profitability**







## **Profitability**



Recurring Key Figures (R\$ million)	<b>4Q20</b>	1 <b>Q</b> 21	<b>2Q21</b>	3 <b>Q</b> 21	<b>4Q21</b>	2020	2021
Net Income	239.4	436.7	296.6	334.7	346.1	1,182.6	1,414.2
(-) Hedge/MTM — Foreign Issues and Credit Operations	(42.0)	81.5	(22.0)	8.6	33.8	18.6	146.1
(-) Increase in the social contribution rate on Credit Assignments	-	-	20.3	(0.3)	(19.9)	-	-
(-) Exchange Variation - Equivalence – Foreign Investments	(21.8)	25.2	(35.0)	22.7	7.3	41.5	20.2
Recurring Net Income	303.2	302.1	317.2	303.7	324.9	1,122.5	1,247.8
Recurring ROAE (%)	27.2%	28.3%	25.5%	23.0%	25.6%	27.2%	25.0%
Recurring ROAA (%)	2.6%	2.4%	2.4%	2.2%	2.2%	2.8%	2.3%
Recurring Efficiency Ratio (%)	27.0%	25.6%	30.8%	33.2%	36.0%	26.6%	31.8%





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"This material may include estimates and forward-looking statements. These estimates and forward-looking statements are to a large extent based on current expectations and projections about future events and financial trends that affect or may come to affect the Bank's business. Many important factors may adversely affect the results of Banco Daycoval as described in management's estimates and forward-looking statements. These factors include, but are not limited to, the following: the performance of the Brazilian and international economies; fiscal, foreign-exchange and monetary policies; increasing competition in the companies segment; Banco Daycoval's ability to obtain funding for its operations; and changes to Central Bank rules and regulations.

The words "believe," "may," "could," "seek," "estimate," "continue," "anticipate," "plan," "expect" and other similar words are used to identify estimates and projections. Considerations involving estimates and forward-looking statements include information relating to results and projections, strategies, competitive positioning, the industry environment, growth opportunities, the effects of future regulation, and the effects of competition. Such estimates and projections are valid only at the time of writing. Daycoval does not undertake to publish updates or review any of these estimates in response to new information, future events or other factors. In light of the risks and uncertainties involved, the estimates and forward-looking statements contained herein may not materialize. Given these limitations, shareholders and investors should not make decisions based on the estimates, projections and forward-looking statements contained in this material."