## BancoDaycoval

## Investor

## Relations



Earnings Results
November 09, 2023

## MAIN FIGURES

( $\mathrm{R} \$$ million, unless otherwise stated)

|  | MAIN FIGURES | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9 M 22 | $\begin{array}{r} 9 M 23 \\ \times 9 M 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \sum_{0}^{u} \\ & 0 \\ & z \\ & z \end{aligned}$ | Net Income | 320.7 | 227.9 | 256.8 | 779.6 | 724.9 | 7.5\% |
|  | Recurring Net Income | 256.1 | 326.7 | 337.5 | 864.5 | 919.9 | -6.0\% |
|  | Income from Loans Operations | 2,319.4 | 2,026.3 | 2,016.7 | 6,382.8 | 5,241.8 | 21.8\% |
|  | Total Assets | 71,756.0 | 72,741.6 | 67,190.4 | 71,756.0 | 67,190.4 | 6.8\% |
|  | Expanded Loan Portfolio | 52,997.2 | 52,720.3 | 50,825.0 | 52,997.2 | 50,825.0 | 4.3\% |
|  | - Companies ${ }^{(1)}$ | 37,081.5 | 38,213.5 | 38,663.0 | 37,081.5 | 38,663.0 | -4.1\% |
|  | - Payroll Loans | 13,541.5 | 12,173.5 | 10,085.3 | 13,541.5 | 10,085.3 | 34.3\% |
|  | - Auto Loans | 2,160.9 | 2,142.3 | 1,931.9 | 2,160.9 | 1,931.9 | 11.9\% |
|  | - Home Equity | 213.3 | 191.0 | 144.8 | 213.3 | 144.8 | 47.3\% |
|  | Funding | 51,934.6 | 51,968.4 | 48,554.7 | 51,934.6 | 48,554.7 | 7.0\% |
|  | - Total Deposits + LCI + LCA | 25,133.8 | 25,822.5 | 21,745.4 | 25,133.8 | 21,745.4 | 15.6\% |
|  | - Financial Bills | 19,433.6 | 17,717.4 | 16,220.5 | 19,433.6 | 16,220.5 | 19.8\% |
|  | - Foreign Exchange | 6,856.5 | 7,968.6 | 10,280.1 | 6,856.5 | 10,280.1 | -33.3\% |
|  | - Onlending FINAME/BNDES | 510.7 | 459.9 | 308.7 | 510.7 | 308.7 | 65.4\% |
|  | Shareholders' Equity | 6,204.9 | 5,986.6 | 5,467.1 | 6,204.9 | 5,467.1 | 13.5\% |
|  | Regulatory Capital | 7,271.5 | 7,006.3 | 6,506.0 | 7,271.5 | 6,506.0 | 11.8\% |
|  | - Principal Capital | 6,177.4 | 5,961.2 | 5,430.5 | 6,177.4 | 5,430.5 | 13.8\% |
|  | - Complementary Capital | 1,094.1 | 1,045.1 | 1,075.5 | 1,094.1 | 1,075.5 | 1.7\% |
|  | Final Balance LLP | 2,020.5 | 1,938.2 | 1,708.0 | 2,020.5 | 1,708.0 | 18,3\% |
|  | BIS Ratio III (\%) | 15.3\% | 14.2\% | 13.3\% | 15.3\% | 13.3\% | 2.0 p.p |
|  | Final Balance LLP/Loan Portfolio | 3.8\% | 3.7\% | 3.4\% | 3.8\% | 3.4\% | 0.4 p.p |
|  | Final Balance Loan E-H/Loan Porfolio | 105.2\% | 104.1\% | 151.3\% | 105.2\% | 151.3\% | -46.1 p.p |
|  | Nonperforming Loans Ratio (90 days overdue) | 2.5\% | 2.1\% | 1.6\% | 2.5\% | 1.6\% | 0.9 p.p |
|  | Coverage Ratio ${ }^{(2)}$ | 154.5\% | 173.6\% | 216.1\% | 154.5\% | 216.1\% | -61.6 p.p |
|  | Net Interest Margin (NIM-AR) (\% p.a.) ${ }^{(3)}$ | 8.6\% | 8.5\% | 8.7\% | 8.1\% | 8.3\% | -0.2 p.p |
|  | Recurring ROAE (\% p.a.) ${ }^{(4)}$ | 16.8\% | 22.0\% | 25.0\% | 19.2\% | 23.5\% | -4.3 p.p |
|  | Recurring ROAA (\% p.a.) ${ }^{(5)}$ | 1.4\% | 1.9\% | 2.1\% | 1.7\% | 2.0\% | -0.3 p.p |
|  | Return on Average Equity (ROAE) (\% p.a.) | 21.0\% | 15.3\% | 19.1\% | 17.3\% | 18.5\% | -1.2 p.p |
|  | Return on Average Asset (ROAA) (\% p.a.) | 1.8\% | 1.3\% | 1.6\% | 1.5\% | 1.6\% | -0.1 p.p |
|  | Recurring Efficiency Ratio (\%) | 38.2\% | 35.2\% | 34.6\% | 36.6\% | 35.1\% | 1.5 p.p |
|  | Employees | 3,512 | 3,452 | 3,343 |  |  |  |
|  | Total Clients (thousand) ${ }^{(6)}$ | 2,083 | 1,974 | 1,564 |  |  |  |
|  | Number of Branches (Companies) | 50 | 50 | 50 |  |  |  |
|  | Retail Branches - FX and IFP | 215 | 212 | 212 |  |  |  |

(1) Includes Avals and Sureties and Corporates Securities (Debentures and CPRs (Rural Product Notes), CRAs ( Certificates of Agribusiness Receivables), CRIs (Certificates of Real Estate Receivable) and CNs (Credit Notes)
(2) LLP Balance/Overdue Loans more than 90 days past due
(3) Includes exchange-rate variance on liability transactions, foreign trading, and excludes matched operations- repurchase agreements - tri-party repos outstanding
(4) Recurring ROAE = Recurring Net Income/Average Shareholders' Equity
(5) Recurring ROAA $=$ Recurring Net Income/Average Assets
(6) Source: BACEN

## Main Information of 9M23

Total Assets = R\$

## 74 - 0 0 <br> 9M23 <br> +6.8\% <br> 9M23 X 9M22

Expanded Loan Portfolio - R\$

## 53.0 bi

9M23

## Total Funding - R\$

## $\rightarrow \square \square 0$

9M23

## Recurring Net Income - R\$

## 864.5 mi -6.0\% <br> 9M23 <br> 9M23 X 9M22

## Recurring ROAE

19.2 \% 9M23
-4.3p.p
9M23 X 9M22

## Accounting Net Income - R\$

## 779.6 mi <br> om23 <br> +7.5\% <br> 9 M23 X 9M22

## Accounting ROAE

17.3 \%
9 M23
-1.2p-p
9M23 X 9M22

Basel Ratio III
15.3 \% 9M23
+2.0p.p
9M23 X 9M22

NPL > 90 days

## 2.5\%

9M23
+0.9p.p
9M23 X 9M22

| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## RESULTS

Results and Returns


| Reconciliation of Key Figures (R\$ million) | 9M23 | 9M22 | $9 M 23 \times$ <br> $9 M 22$ |
| :--- | ---: | ---: | ---: |
| Accounting Net Income | 779.6 | 724.9 | $7.5 \%$ |
| $(-)$ MtM - Interest and Currency Hedges ${ }^{(1)}$ | $(73.2)$ | $(187.9)$ | $-61.0 \%$ |
| $(-)$ Exchange Variation - Equivalence - foreign investments | $(8.4)$ | $(8.9)$ | $-5.6 \%$ |
| $(-)$ Others | $(3.3)$ | 1.8 | $-283.3 \%$ |
| Recurring Net Income | $\mathbf{8 6 4 . 5}$ | $\mathbf{9 1 9 . 9}$ | $-6.0 \%$ |

(1) Regarding Credit, Leasing and Funding Operations (net of tax adjustments IR/CSLL).


We continue to implement hedge accouting, minimizing the impact of adjustments between recurring and accouting Net Income.


Despite the challenging environment, profitability remains at adequate levels.


| Results | Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |

## Quarter Results and Returns

R\$ million


| Reconciliation of Key Figures (R\$ million) | 3Q23 | 2Q23 | 3Q22 | $\begin{array}{r} 3 Q 23 \times \\ 2 Q 23 \end{array}$ | $\begin{array}{r} 3 Q 23 \times \\ 3 Q 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accounting Net Income | 320.7 | 227.9 | 256.8 | 40.7\% | 24.9\% |
| $(-) \mathrm{MtM}$ - Interest and Currency Hedges ${ }^{(1)}$ | 55.3 | (87.5) | (89.2) | -163.2\% | -162.0\% |
| (-) Exchange Variation - Equivalence - foreign investments | 5.4 | (6.5) | 8.5 | -183.1\% | -36.5\% |
| (-) Others | 3.9 | (4.8) | - | -181.3\% | - |
| Recurring Net Income | 256.1 | 326.7 | 337.5 | -21.6\% | -24.1\% |

(1) Regarding Credit, Leasing and Funding Operations (net of tax adjustments IR/CSLL).

Accounting and recurring results in line with the Bank's track record, despite the adverse enviroment, which demonstrates consistency in how it conducts its business.


| Results | Loan | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |

## Ajusted and Recurring Net Interest Margin (NIM-AR)

## R\$ million



| Recurring Adjusted Net Interest Margin (NIM-AR) (R\$ million) | 3023 | 2 Q 3 | 3 Q 22 | 9M23 | 9 M 22 | 9M23 x |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Income from Financial Intermediation | 1,369.5 | 1,063.7 | 993.3 | 3,500.8 | 2,867.1 | 22.1\% |
| (-) MtM - Interest and Currency Hedges | 100.4 | (159.0) | (169.3) | (133.0) | (348.6) | -61.8\% |
| Adjusted Income from Financial Intermediation (A) | 1,269.1 | 1,222.7 | 1,162.6 | 3,633.8 | 3,215.7 | 13.0\% |
| Average Remunerated Assets | 63,905.0 | 61,493.6 | 58,063.6 | 62,764.5 | 54,272.1 | 15.6\% |
| (-) Repurchase agreements - settlements - third-party portfolio | (2,747.0) | $(2,262.7)$ | $(2,638.8)$ | $(2,376.3)$ | $(2,083.3)$ | 14.1\% |
| Average Remunerated Assets (B) | 61,158.0 | 59,230.9 | 55,424.8 | 60,388.2 | 52,188.8 | 15.7\% |
| Recurring Adjusted Net Interest Margin (NIM-AR) (\%YoV) (A/B) | 8.6\% | 8.5\% | 8.7\% | 8.1\% | 8.3\% | -0.2 p.p |

Net interest margin continues to recover a result of the continued adjustment of the ALM and adequate repricing of assets.

| Results | Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Expanded Loan Portfolio

Portfolio Breakdown
$3^{\text {rd }}$ quarter of 2023


(1) Includes Avals and Sureties Debentures and CPRs (Rural Product Notes), CRAs (Certificates of Agribusiness Receivables), CRIs (Certificates of Real Estate Receivables) and NCs (Credit Notes)

Stable average quartely Expanded Loan Portfolio reflects caution in awarding credit.


Growth rate in the origination of payroll loans remained strong, in line with the diversification strategy.


Constant credit conditions monitoring in order to identify opportunities in the companies and auto loan segments.

| Results Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |

## Companies Portfolio

R\$ million

W. The current scenario has led us to maintain portfolios in this segment.

Diversification by Product


By maturity


By type of Collateral

Expanded Loan Concentration by Client


| Results | Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |


$\Theta$
Amortization of the portfolios with working capital characteristics as scheduled and replenishment through colateral-focused transactions.


84\% of the tickets are below R\$ 500 thousand


95\% of customers have na outstanding balance of less than R\$5 MM


Outstanding balance by revenues:
Up to R\$ $\mathbf{3 0 0} \mathbf{~ M M}$ 49\%

Between $\mathbf{R} \$ \mathbf{3 0 0} \mathbf{M M}$ and $\mathbf{R} \$ \mathbf{1 B i}$
14\%
Over $\mathbf{R \$} \mathbf{1 ~ B i}$
37\%

| Results | Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |

Treasury Products and Services for Companies

## Derivatives and FX

- NDFs, Swaps and Options
- Solutions for companies and institutions managing their risks
- Protection against fluctuations in currencies and interest

R\$ 26.2 billion
Volume traded in the quarter

- Foreign Traded
- Financial remittances
- Non-Resident Investors
- Customized solutions


## R\$ 23.3 billion

Volume traded in the quarter

## Services and DCM

- Escrow Account
- Bankarization of credit assets
- Collections
- Settlement Bank
- Support for non-standardized credit structuring
- Originating, structuring, distributing and issuing debt
- Main Isuances: Debentures, NCs, LFs, CRIs, CRAs, FIDCs, FIPs and FIls

| Results Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: |

## Payroll Loans Portfolio

R\$ million

14. We continue with a strong production pace, in a more competitive environment and consistente with our operating strategies.


| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Auto Loans Portfolio

R\$ million


Tightening the criteria for granting credit, combined with the customer behavior, directly impacts the maintenance of the portfolio.

Portfolio Breakdown


Vehicles

Origination Profile R\$ million


Average age of vehicles 13 years
174.1 thousand Clients

44 months RS 12.5 thousand

| Results | Loans | Products and <br> Services | Funding <br> \＆Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Home Equity Portfolio

## R\＄million



Credit limit from
R\＄ 50 thousand to $\mathbf{R} \$ 1$ million

Credit equivalent to up
60\％of the property

Up to 180 months to pay

Own property built and in the name of the borrower

Property with value over R\＄ 100 thousand

Legalized documentation

| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Products and Services

## Daycoval Asset Management

R\$ million

## Daycoval

Assets under Management


Among our Funds, we highlight :

| Daycoval Classic FIRP CP | 09/29/2023 |  | Sep/23 | $\begin{gathered} 12 \\ \text { months } \end{gathered}$ | $\begin{gathered} 24 \\ \text { months } \end{gathered}$ | 2023 | Average Equity 12 months (R\$) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The fund's objective is to provide shareholders with a retum by investing its resources mainly in privately issued fixed-income securities. | Daycoval Classic FIRP CP | \%CDI | 118.8\% | 93.6\% | 102.9\% | 88.9\% | 1,532,106 |
| Daycoval Classic Estruturado FIC FIM CP | 09/29/2023 |  | Sep/23 | $\begin{gathered} 12 \\ \text { months } \end{gathered}$ | $\begin{gathered} 24 \\ \text { months } \end{gathered}$ | 2023 | Average Equiy 12 months (RS) |
| The fund's investment objective is to seek to increase the value of its quotas over the long term, mainly by investing in quotas of investment funds. | Daycoval Classic Est. FIC FIM CP | \%CDI | 114.5\% | 119.3\% | 125.4\% | 116.5\% | 17,342 |
| Daycoval FIA BDR NİVEL I | 09/29/2023 |  | Sep/23 | $\begin{gathered} 12 \\ \text { months } \end{gathered}$ | $\begin{gathered} 24 \\ \text { months } \end{gathered}$ | 2023 | Average Equiy 12 months (R\$) |
| The fund's objective is to promote the appreciation of its quotas by investing its resources in variable income assets, notably in Level 1 BDRs | $\qquad$ | Funds | -3.6\% | 18.5\% | -6.7\% | 14.5\% | 23,359 |


| Results | Loans | Products and <br> Services |  <br> Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Administration and Custody of Funds - SMC

R\$ billion

## Assets under Services*


*Includes Investments Clubs and Managed Portfolio


Class of Funds (Quantity)


Composition by Funds Volume


| Results LoansProducts and <br> Services |  <br> Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: |

## Daycoval Câmbio | Retail



Volume
traded

## +R\$3.6 billion

## In the quarter

## 160 branches <br> FX Points all over Brazil

| $81 \%$ | $16 \%$ | $3 \%$ |
| :---: | :---: | :---: |
| Remittance |  |  |
| Cash | Transfers |  |

Average of 21.2 thousand operations/day


$$
\begin{array}{ll}
\text { DayPay } 9 & \text { International } \\
\text { Transfers } \\
\text { Express }
\end{array}
$$

| Western | Receiving |
| :--- | :--- |
| Western |  |
|  | Union |

Orders


International
Remittances

International Checks
 Face-to-face

Results Loans \begin{tabular}{|ccccc}
Products and <br>
Services

$\quad$

Funding \& <br>
Capital

$\quad$

Portfolio <br>
Quality

$\quad$

Others <br>
Informations
\end{tabular}

## Digital Investment Platform

## Daycoval|Investe

+ 200 investiment options in our APP customizided by customer profile

R\$ 4.7 billion of AuC ${ }^{(1)}$<br>+ R\$ 1.0 billion origination in 9M23<br>+270 thousand clients

Funding Plan Expansion Trajectory - AuC
$R \$$ billion


Investor Profile


[^0]| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Total Funding



1-Includes interbanks deposits, time deposits and in foreign currency, 2- LCI= Real Estate Letter of Credit, 3- LCA= Agribusiness Letters of Credit

| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :--- | :--- | :--- | :--- | :--- | | Others |
| :---: |
| Informations |

## Asset and Liability Management



## Average term to Maturity

| Loan Portfolio by segment | Average term to <br> Maturity (days) | Funding | Average term to <br> Maturiry (days) |
| :--- | :--- | :--- | :--- |
| Companies | 329 | Term Deposits | 284 |
| FGI Peac | 340 | Interbank Deposits | 185 |
| Receivables Purchase | 64 | LCA + LCl | (Letter of CreditAgribusiness + Home Mortgage) |

## II Positive Gap of 169 days



| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Capital

R\$ million


Basel Ratio III


Companies: 58.5\%
includes leasing + avals and sureties
Risk Capital Consumption

| Credit Risk | $91.5 \%$ |
| :--- | :---: |
| Operational Risk | $6.1 \%$ |
| Market Risk | $2.4 \%$ |

Retail:17.3\%
Others: 15.7\%

| Results | Loans | Produts and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Information |

## Expanded Loans Portfolio Quality




Indicators remain under control and in line with the business cycle.

Relatively stable NPL >90 days in the Retail segments and expected deterioration in the Corporate segment observed.

The LLP Balance/ E-H Portfolio reached 105.2\%.

High LLP Balance in the quarter continues to be impacted by the economic scenario.

The Coverage Ratio over 90 days reachad $154.5 \%$, largely influenced by the increase in defaults on the Companies segment.


The Balance of the E-H portfolio ended the quarter at $R \$ 1,920.0$ million.

| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Loan Portfolio by Rating

## Banco Daycoval (R\$ million)

| Rating | Required | Loans | $\%$ | Provision* |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| AA | $0.0 \%$ | $10,459.9$ | $19.7 \%$ | - | 95.3\% |
| A | $0.5 \%$ | $31,343.2$ | $59.1 \%$ | 156.7 | between AA e C |
| B | $1.0 \%$ | $6,515.6$ | $12.3 \%$ | 113.9 |  |
| C | $3.0 \%$ | $2,202.8$ | $4.2 \%$ | 140.7 |  |
| D | $10.0 \%$ | 555.8 | $1.0 \%$ | 101.0 |  |
| E | $30.0 \%$ | 224.4 | $0.4 \%$ | 104.9 |  |
| F | $50.0 \%$ | 179.6 | $0.3 \%$ | 89.9 |  |
| G | $70.0 \%$ | 674.8 | $1.3 \%$ | 472.3 |  |
| H | $100.0 \%$ | 841.1 | $1.7 \%$ | 841.1 |  |
| Total Portfolio |  | $52,997.2$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 , 0 2 0 . 5}$ |  |
| Total Provision/ Portfolio |  |  |  | $3.8 \%$ |  |

(*) Includes Avals and Sureties in amount of $\mathrm{R} \$ 6,163.8$ million in the Portfolio and $\mathrm{R} \$ 30.4$ million of Provision in 3 Q23.

LLP Balance X Expanded Loan Portfolio


| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: | :---: |

LLP Balance X Loan Portfolio by Segment


LLP Balance

| LLP (R\$ million) | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9M22 | $\begin{array}{r} 9 M 23 \times \\ 9 M 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Initial Balance | 1,938.1 | 1,887.7 | 1,712.5 | 1,796.0 | 1,647.6 | 9.0\% |
| Provision | 329.4 | 230.5 | 118.6 | 783.6 | 394.5 | 98.6\% |
| Companies | 132.7 | 125.4 | 46.0 | 401.7 | 145.5 | 176.1\% |
| FGI PEAC | 40.6 | (13.8) | 5.5 | 53.0 | (32.6) | -262.6\% |
| Avals and Sureties | 0.7 | 3.8 | (0.1) | (14.3) | 17.7 | -180.8\% |
| Payroll | 108.3 | 64.2 | 30.8 | 223.1 | 157.4 | 41.7\% |
| Auto/Other | 47.2 | 49.1 | 37.0 | 122.7 | 110.7 | 10.8\% |
| Property Guaranteed Credit | 2.0 | 3.4 | 0.4 | 2.9 | 1.0 | 190.0\% |
| Corporate Securities | 2.1 | 1.6 | 1.0 | 5.5 | 5.2 | 5.8\% |
| Write-offs | (249.1) | (181.7) | (124.1) | (564.6) | (339.4) | 66.4\% |
| Companies | (141.4) | (85.8) | (48.8) | (277.1) | (208.4) | 33.0\% |
| Retail | (107.7) | (95.9) | (75.3) | (287.5) | (131.0) | 119.5\% |
| Final Balance LLP | 2,020.5 | 1,938.1 | 1,708.0 | 2,020.5 | 1,708.0 | 18.3\% |


| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## NPL Indicatiors



Quality of Portfolios | By Segment

| Companies Overdue Loans (R\$ million) | 3023 | 2023 | 3Q22 | $\begin{array}{r} 3 Q 23 \times \\ 2 Q 23 \end{array}$ | $\begin{array}{r} 3 Q 23 \times \\ 3 Q 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Final Balance LLP/Companies Portfolio (\%) | 3.4\% | 3.2\% | 2.4\% | 0.2 p.p | 1.0 p.p |
| Overdue Loans more than 90 days past due (*) | 668.9 | 501.7 | 210.5 | 33.3\% | 217.8\% |
| Overdue Loans more than 90 days past due / Companies Portfolio | 1.8\% | 1.3\% | 0.5\% | 0.5 p.p | 1.3 p.p |
| LLP Balance / Overdue Loans more than 90 days past due | 189.4\% | 246.0\% | 446.8\% | -56.6 p.p | -257.4 p.p |
| Payroll Overdue Loans (R\$ million) |  |  |  |  |  |
| Final Balance LLP/Payroll Portfolio (\%) | 3.9\% | 3.9\% | 5.6\% | -0.1 p.p | -1.8 p.p |
| Overdue Loans more than 90 days past due (*) | 438.6 | 413.7 | 441.0 | 6.0\% | -0.5\% |
| Overdue Loans more than 90 days past due /Payroll Portfolio | 3.2\% | 3.4\% | 4.4\% | -0.2 p.p | -1.1 p.p |
| LLP Balance / Overdue Loans more than 90 days past due | 119.9\% | 116.2\% | 128.9\% | 3.7 p.p | -9.0 p.p |
| Auto Overdue Loans (R\$ million) |  |  |  |  |  |
| Final Balance LLP/Auto Loans Portfolio (\%) | 10.1\% | 10.1\% | 10.0\% | 0.0 p.p | 0.1 p.p |
| Overdue Loans more than 90 days past due (*) | 192.0 | 194.6 | 136.7 | -1.3\% | 40.5\% |
| Overdue Loans more than 90 days past due / Auto Loans Portfolio | 8.9\% | 9.1\% | 7.1\% | -0.2 p.p | 1.8 p.p |
| LLP Balance / Overdue Loans more than 90 days past due | 113.9\% | 111.3\% | 141.7\% | 2.6 p.p | -27.8 p.p |


| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Renegotiated Loans

R\$ million

## Abnormal Course Operations *


*Operations that have at least one installment overdue for more than 14 days

*\%recovered loans/ write-off of the previous period

| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: |

## Financial Performance

| Income from Financial Intermediation (R\$ million) | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9 M 22 | 9M23 x 9 M 22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans Operations | 2,319.4 | 2,026.3 | 2,016.7 | 6,382.8 | 5,241.8 | 21.8\% |
| Companies Portfolio | 1,270.1 | 1,114.4 | 1,232.8 | 3,539.7 | 3,130.6 | 13.1\% |
| Payroll | 731.5 | 607.2 | 550.8 | 1,937.2 | 1,490.5 | 30.0\% |
| Auto/Other | 160.3 | 179.5 | 137.8 | 505.8 | 367.5 | 37.6\% |
| Home Equity | 9.0 | 10.5 | 6.4 | 28.6 | 17.9 | 59.8\% |
| Leasing Operation Result | 148.5 | 114.7 | 88.9 | 371.5 | 235.3 | 57.9\% |
| Securities Operations Result | 498.6 | 426.4 | 395.4 | 1,341.3 | 1,031.8 | 30.0\% |
| Operations linked to repurchase commintments and interbank deposits | 63.4 | 48.6 | 17.8 | 86.5 | 97.4 | -11.2\% |
| Foreign Exchange Operations | 57.1 | 76.1 | 110.2 | 169.6 | 440.7 | -61.5\% |
| Income from Financial Intermediation (A) | 2,938.5 | 2,577.4 | 2,540.1 | 7,980.2 | 6,811.7 | 17.2\% |
| Interbank and Time deposits | (589.7) | (527.9) | (453.4) | $(1,524.5)$ | $(1,173.4)$ | 29.9\% |
| Expenses with Market Funding Operations ${ }^{(2)}$ | (779.6) | (719.6) | (666.3) | $(2,254.5)$ | $(1,792.7)$ | 25.8\% |
| Foreign Securities | (144.4) | 103.6 | (45.1) | 7.9 | 200.4 | -96.1\% |
| Borrowings and Onlendings Operations ${ }^{(3)}$ | (359.4) | 234.9 | (317.8) | 5.0 | 184.7 | -97.3\% |
| Derivatives Result ${ }^{(1)}$ | 304.1 | (604.7) | (64.2) | (713.3) | $(1,363.6)$ | -47.7\% |
| Loan Loss Provision (LLP) | (329.4) | (230.5) | (118.6) | (783.5) | (394.5) | 98.6\% |
| Expenses on Financial Intermediation (B) | (1,898.4) | (1,744.2) | $(1,665.4)$ | $(5,262.9)$ | (4,339.1) | 21.3\% |
| Gross Income from Financial Intermediation (A-B) | 1,040.1 | 833.2 | 874.7 | 2,717.3 | 2,472.6 | 9.9\% |
| MtM - Interest and Currency Hedge | 100.4 | (159.0) | (169.3) | (133.0) | (348.6) | -61.8\% |
| Adjusted Gross Income from financial intermediation | 939.7 | 992.2 | 1,044.0 | 2,850.3 | 2,821.2 | 1.0\% |
| ${ }^{(1)}$ Result with derivatives (Hedge) | 292.4 | (623.6) | (75.4) | (826.8) | $(1,340.0)$ |  |
| ${ }^{(2)}$ Foreign Exchange Variation without Borrowings abroad | (45.2) | 26.1 | (50.3) | (2.0) | (24.4) |  |
| ${ }^{(3)}$ Reclassified from other operating/expenses revenues. | (149.7) | 307.6 | (187.9) | 321.2 | 356.7 |  |


| Results | Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality |
| :---: | :---: | :---: | :---: | :---: | | Others |
| :---: |
| Informations |

## Personnel and Administrative Expenses

| Personnel and Administrative Expenses ( $\mathrm{R} \$$ million) | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9 M 22 | $\begin{array}{r} 9 M 23 \times \\ 9 M 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel Expenses | (219.6) | (207.1) | (195.1) | (628.9) | (552.7) | 13.8\% |
| Administrative Expenses | (165.3) | (151.5) | (132.6) | (446.4) | (367.5) | 21.5\% |
| Personnel and Administrative Expense | (384.9) | (358.6) | (327.7) | $(1,075.3)$ | (920.2) | 16.9\% |
| Commission Expenses (Total) | (142.7) | (109.4) | (110.2) | (372.2) | (308.8) | 20.5\% |
| Payroll | (124.2) | (93.5) | (89.3) | (320.4) | (245.9) | 30.3\% |
| Auto Loans + Others | (16.9) | (15.4) | (20.4) | (48.8) | (61.7) | -20.9\% |
| Direct Credit to Consumer (DCC) | (1.6) | (0.5) | (0.5) | (3.0) | (1.2) | 150.0\% |
| Total | (527.6) | (468.0) | (437.9) | $(1,447.5)$ | $(1,229.0)$ | 17.8\% |



| Results Loans | Products and <br> Services | Funding <br> \& Capital | Portfolio <br> Quality | Others <br> Informations |
| :---: | :---: | :---: | :---: | :---: |

Anexx I - Income Statement - in R\$ million

| Income Statement | 3 Q23 | 2Q23 | 3Q22 | 9M23 | 9 M 22 | $\begin{array}{r} 9 \mathrm{M} 23 \mathrm{x} \\ 9 \mathrm{M} 22 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME FROM FINANCIAL INTERMEDIATION | 2,938.5 | 2,577.4 | 2,540.1 | 7,980.2 | 6,811.7 | 17.2\% |
| Lending Operation | 2,319.4 | 2,026.3 | 2,016.7 | 6,382.8 | 5,241.8 | 21.8\% |
| Marketable securities | 498.5 | 426.4 | 395.4 | 1,341.3 | 1,031.8 | 30.0\% |
| Liquidity interbank applications | 63.4 | 48.6 | 17.8 | 86.5 | 97.4 | -11.2\% |
| Foreign Exchange Operations | 57.1 | 76.1 | 110.2 | 169.6 | 440.7 | -61.5\% |
| EXPENSES FOR FINANCIAL INTERMEDIATION | $(1,568.9)$ | $(1,513.7)$ | $(1,546.8)$ | $(4,479.4)$ | (3,944.5) | 13.6\% |
| Interbank and time deposits | (589.6) | (527.9) | (453.4) | $(1,524.4)$ | $(1,173.4)$ | 29.9\% |
| Bond issues in Brazil | (779.6) | (719.6) | (666.3) | $(2,254.5)$ | $(1,792.7)$ | 25.8\% |
| Bond issues abroad | (144.4) | 103.6 | (45.1) | 7.9 | 200.4 | -96.1\% |
| Borrowing and Onlendings | (359.4) | 234.9 | (317.8) | 5.0 | 184.7 | -97.3\% |
| Financial Instruments Derivatives | 304.1 | (604.7) | (64.2) | (713.4) | $(1,363.5)$ | -47.7\% |
| GROSS PROFIT FROM FINANCIAL INTERMEDIATION | 1,369.5 | 1,063.7 | 993.3 | 3,500.8 | 2,867.1 | 22.1\% |
| EXPENSES WITH ALLOWANCE FOR LOAN LOSSES | (329.4) | (230.5) | (118.6) | (783.6) | (394.5) | 98.6\% |
| NET RESULT FROM FINANCIAL INTERMEDIATION | 1,040.1 | 833.2 | 874.7 | 2,717.2 | 2,472.6 | 9.9\% |
| Other operating income/expenses | (513.4) | (458.9) | (437.8) | $(1,443.1)$ | $(1,221.9)$ | 18.1\% |
| Income from Services | 113.6 | 107.1 | 102.0 | 326.2 | 289.8 | 12.6\% |
| Insurance operations | (0.3) | - | - | (0.3) | (0.3) | 0.0\% |
| Personnel Expenses | (219.6) | (207.1) | (195.1) | (628.9) | (552.7) | 13.8\% |
| Other Administrative Expenses | (308.0) | (260.9) | (242.8) | (818.6) | (676.3) | 21.0\% |
| Tax expenses | (79.7) | (68.9) | (65.8) | (218.3) | (190.8) | 14.4\% |
| Result of participation in subsidiaries | (0.1) | 0.7 | 0.5 | 1.4 | 1.1 | 27.3\% |
| Other operating income and expenses | 32.3 | 19.0 | 18.8 | 50.9 | 35.8 | 42.2\% |
| Depreciation and amortization expenses | (3.7) | (3.6) | (3.4) | (10.8) | (10.2) | 5.9\% |
| Expenses with provisions for risks | (47.9) | (45.2) | (52.0) | (144.7) | (118.3) | 22.3\% |
| OPERATING RESULT | 526.7 | 374.3 | 436.9 | 1,274.1 | 1,250.7 | 1.9\% |
| NON-OPERATING RESULT | 2.2 | 4.2 | 4.8 | 10.4 | 19.8 | -47.4\% |
| RESULT BEFORE TAXATION ON PROFIT AND SHAREHOLDINGS | 528.9 | 378.5 | 441.7 | 1,284.5 | 1,270.5 | 1.1\% |
| Income And Social contribution taxes | (151.4) | (96.1) | (129.4) | (338.5) | (387.2) | -12.6\% |
| Provision for Income Tax | (117.1) | (79.6) | (111.8) | (305.4) | (344.9) | -11.4\% |
| Provision for Social Contribution Tax | (95.8) | (66.6) | (103.0) | (250.4) | (300.1) | -16.6\% |
| Deferred Taxes | 61.5 | 50.1 | 85.4 | 217.3 | 257.9 | -15.7\% |
| PROFIT-SHARING | (56.5) | (54.1) | (55.1) | (165.5) | (157.5) | 5.1\% |
| NON-CONTROLING SHAREHOLDER'S SHARING | (0.2) | (0.4) | (0.4) | (0.9) | (0.9) | -0.1\% |
| NET INCOME | 320.7 | 227.9 | 256.8 | 779.6 | 724.9 | 7.5\% |


[^0]:    ${ }^{(1)}$ Assets under Custody

