

# Earnings Results

**Investor Relations** 

Investor Relations

Results 2023

06/February/2024



#### **Highlights 2023**

- □ In Brazil, 2023 was characterized by high volatility and uncertainty. The beginning of the basic interest rate cut cycle only materialized in August, bringing the Selic rate to 11.75% at the end of 2023, which is still a high level.
- Given all the events and the wide variety of adverse scenarios that were drawn up, the feeling is that we ended 2023 on a more constructive note.
- ❑ We believe that the economic activity should not be significantly impacted by the restrictive interest rates that were imposed over a large portion of 2023. In light of this, we expect that 2024 will see a continuation of the disinflationary trend and a decline in interest rates. This suggests to us greater visibility that enables a clearer pursuit of our objectives and excellence.
- Banco Daycoval reported a net income of R\$ 1,101.9 million in 2023, stable compared to 2022. The Return on Average Equity (ROAE) reached 18.2% in the same period, a reduction of 2.1 p.p compared to the previous year.
- □ Shareholders' equity reached R\$ 6,136.4 million in 2023, an increase of 6.9% on the previous year.
- □ Despite the restrictive credit environment and high interest rates, we ended 2023 with a loan portfolio of R\$ 57,239.4 million, which represented an increase of 3.2% compared to 2022.
- □ This growth was influenced by the increase in the individuals portfolio, especially in the payroll loans category, which rose 36% compared to 2022 and reached R\$ 14,383.7 million.

#### Investor Relations

#### Results 2023

#### 06/February/2024



#### **Highlights 2023**

- Nonperforming Loans Ratios (ratio between transactions overdue by more than 90 days and the balance of the loan portfolio) increased by 1.3 p.p. to 2.8% compared to 1.5% in 2022.
- □ The increase is largely explained by the effect of provide credit to a company in the Large Companies segment which filed for judicial reorganization in January 2023. Without this event, the ratio would have been 1.9%.
- □ Total funding reached R\$ 55,274.1 million, representing an increase of 10.1% compared to the same period in 2022. The modalities of term deposits, Financial Bills and Letters of Credit (LCI+LCA) were responsible for this increase.
- Reinforcing our sustainable development strategy, we raised US\$ 75 million over 5 years from Proparco, subsidiary of Agence Française de Développement Group, to expand financing for micro, small and medium-sized companies specializing in renewable energy, energy efficiency, sustainable infrastructure and waste management projects, valuing local culture.

#### **Main Figures**

#### (R\$ million, unless otherwise stated)

	MAIN FIGURES	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
ш	Net Income	322.4	320.7	378.0	1,101.9	1,102.9	-0.1%
INCOME	Recurring Net Income	337.3	256.1	394.2	1,203.1	1,314.1	-8.4%
Z	Income from Loans Operations	2,338.8	2,319.4	2,069.4	8,721.6	7,311.2	19.3%
	Total Assets	77,097.6	71,756.0	69,704.9	77,097.6	69,704.9	10.6%
	Expanded Loan Portfolio	57,239.4	52,997.2	55,453.8	57,239.4	55,453.8	3.2%
	- Companies <sup>(1)</sup>	40,413.8	37,081.5	42,610.4	40,413.8	42,610.4	-5.2%
	- Payroll Loans	14,383.7	13,541.5	10,579.2	14,383.7	10,579.2	36.0%
	- Auto Loans	2,203.4	2,160.9	2,101.4	2,203.4	2,101.4	4.9%
	- Home Equity	238.5	213.3	162.8	238.5	162.8	46.5%
_	Funding	55,274.1	51,934.6	50,196.5	55,274.1	50,196.5	10.1%
FINANCIAL	- Total Deposits + LCI + LCA	26,966.9	25,133.8	22,026.0	26,966.9	22,026.0	22.4%
INA	- Financial Bills	20,385.6	19,433.6	17,760.7	20,385.6	17,760.7	14.8%
"	- Foreign Exchange	7,386.4	6,856.5	10,020.4	7,386.4	10,020.4	-26.3%
	- Onlending FINAME/BNDES	535.2	510.7	389.4	535.2	389.4	37.4%
	Shareholders' Equity	6,136.4	6,204.9	5,738.5	6,136.4	5,738.5	6.9%
	Regulatory Capital	7,153.0	7,271.5	6,752.6	7,153.0	6,752.6	5.9%
	- Principal Capital	6,110.2	6,177.4	5,710.1	6,110.2	5,710.1	7.0%
	- Complementary Capital	1,042.8	1,094.1	1,042.5	1,042.8	1,042.5	0.0%
	Final Balance LLP	2,136.7	2,020.5	1,796.0	2,136.7	1,796.0	19.0%
		12.00/	15 20/	12.0%	12.0%	12.9%	10
OS	BIS Ratio III (%)	13.9%	15.3%	12.9%	13.9%		1.0 р.р
<b>CREDIT RATIOS</b>	Final Balance LLP/Loan Portfolio	3.7%	3.8%	3.2%	3.7%	3.2%	0.5 p.p
<b>DIT</b>	Final Balance Loan E-H/Loan Porfolio	108.9%	105.2%	103.7%	108.9%	103.7%	5.2 p.p
CR	Nonperforming Loans Ratio (90 days overdue)	2.8%	2.5%	1.5%	2.8%	1.5%	1.3 p.p
	Coverage Ratio <sup>(2)</sup>	133.6%	154.5%	218.0%	133.6%	218.0%	-84.4 p.p
	Net Interest Margin (NIM-AR) (% p.a.) <sup>(3)</sup>	8.4%	8.6%	9.8%	8.1%	8.3%	-0.2 p.p
Ł	Recurring ROAE (% p.a.) <sup>(4)</sup>	21.5%	16.8%	27.9%	20.0%	24.2%	-4.2 p.p
PROFITABILITY	Recurring ROAA (% p.a.) <sup>(5)</sup>	1.9%	1.4%	2.4%	1.7%	2.0%	-0.3 р.р
DFIT/	Return on Average Equity (ROAE) (% p.a.)	20.6%	21.0%	26.8%	18.2%	20.3%	-2.1 р.р
R	Return on Average Asset (ROAA) (% p.a.)	1.8%	1.8%	2.3%	1.6%	1.7%	-0.1 р.р
	Recurring Efficiency Ratio (%)	36.2%	38.2%	34.3%	36.5%	34.8%	1.6 p.p
	Employees	3,544	3,512	3,432			
OTHERS	Total Clients (thousand) <sup>(6)</sup>	2,160	2,083	1,744			
OTH	Number of Branches (Companies)	50	50	50			
	Retail Branches - FX and IFP	218	215	210			

(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

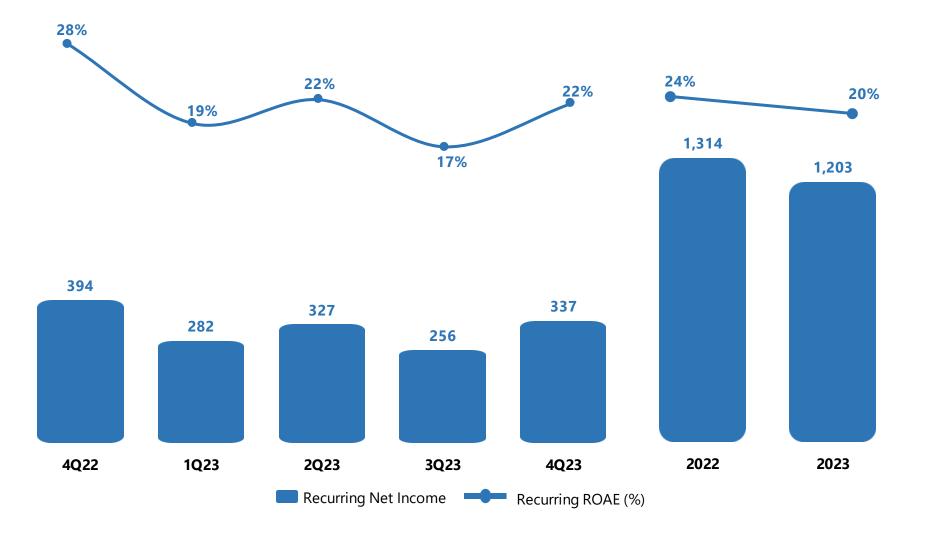
(6) Source: BACEN

#### Highlights 2023



#### Results and Returns | Recurring

#### R\$ million

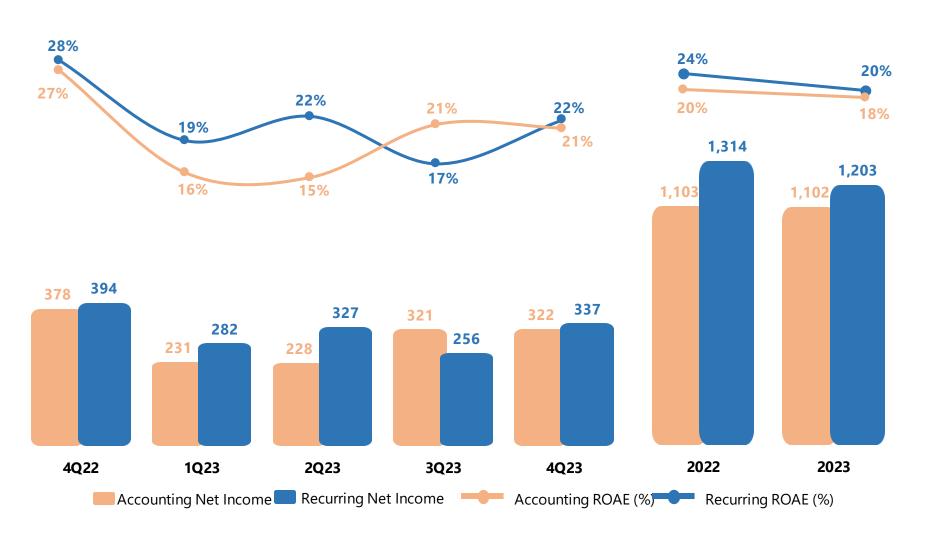


Reconciliation of Key Figures (R\$ million)	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
Accounting Net Income	322.4	320.7	378.0	1,101.9	1,102.9	-0.1%
(-) MtM – Interest and Currency Hedges <sup>(1)</sup>	(10.0)	55.3	(20.4)	(83.1)	(208.3)	-60.1%
(-) Exchange Variation - Equivalence - foreign investments	(4.9)	5.4	(9.6)	(13.3)	(18.5)	-28.4%
(-) Others	-	3.9	13.8	(4.8)	15.7	-130.9%
Recurring Net Income	337.3	256.1	394.2	1,203.1	1,314.1	-8.4%

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

#### **Results and Returns I Accounting**

#### R\$ million





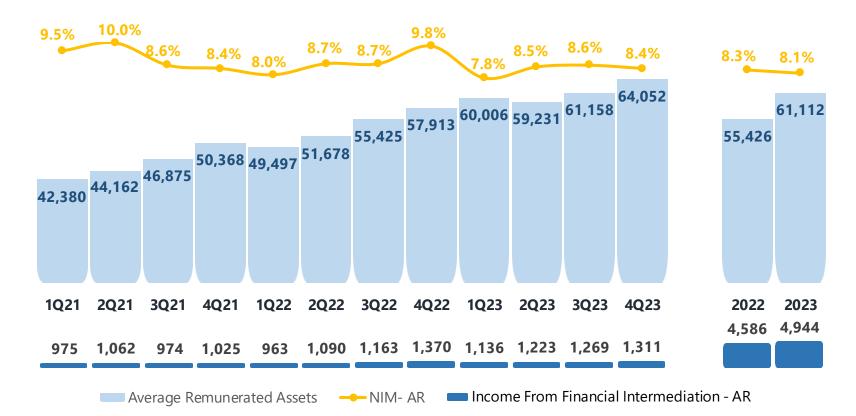
We maintained our hedge accounting policies, minimizing the impact of adjustments between recurring and accounting.



We achieved a Recurring ROAE of 20%, despite a tighter credit environment, deteriorating asset quality and significant regulatory challenges.

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

#### R\$ million

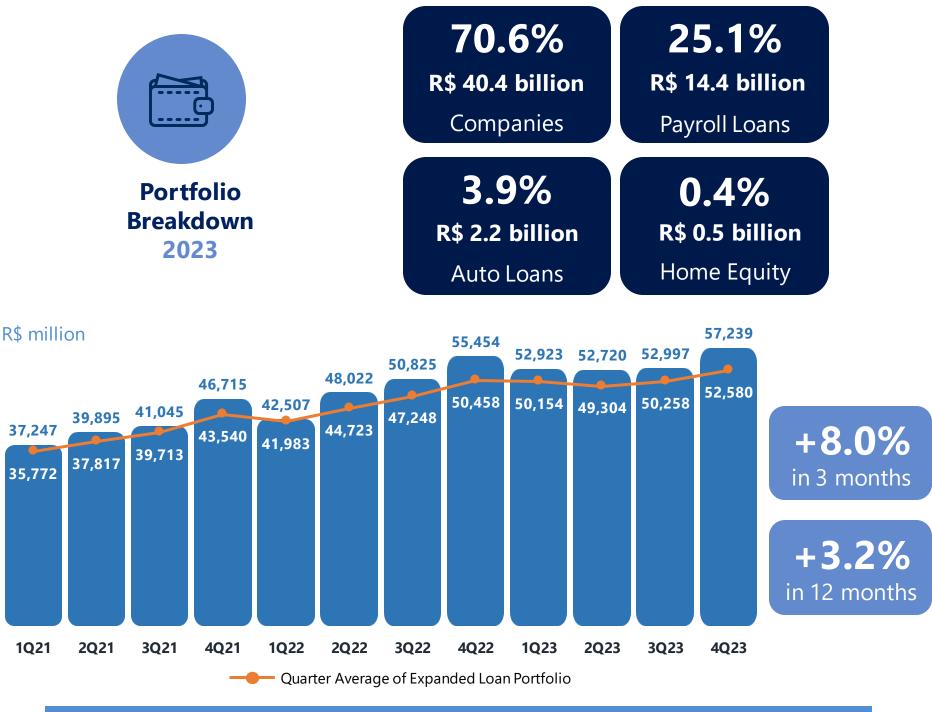


Recurring Adjusted Net Interest Margin- (NIM-AR) (R\$ million)	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
Gross Income from Financial Intermediation	1,292.4	1,369.5	1,332.8	4,793.2	4,199.9	14.1%
(-) MtM – Interest and Currency Hedges	(18.1)	100.4	(37.1)	(151.2)	(385.8)	-60.8%
Adjusted Income from Financial Intermediation (A)	1,310.5	1,269.1	1,369.9	4,944.4	4,585.7	7.8%
Average Remunerated Assets	65,850.6	63,905.0	60,252.4	63,250.9	57,637.3	9.7%
(-) Repurchase agreements - settlements – third-party portfolio	(1,798.9)	(2,747.0)	(2,339.5)	(2,139.3)	(2,211.4)	-3.3%
Average Remunerated Assets (B)	64,051.7	61,158.0	57,912.9	61,111.6	55,425.9	10.3%
Recurring Adjusted Net Interest Margin (NIM-AR) (%YoY) (A/B)	8.4%	8.6%	9.8%	8.1%	8.3%	-0.2 p.p



We reached a NIM-AR of 8.1% in 2023, evidenced by a curve of margin recovery in line with historical averages.





Expanded Loan Portfolio (R\$ million)	4Q23	3Q23	4Q22	4Q23 x 3Q23	4Q23 x 4Q22
Companies (1)	40,413.8	37,081.5	42,610.4	9.0%	-5.2%
Payroll Loans	14,383.7	13,541.5	10,579.2	6.2%	36.0%
Auto Loans/Others	2,203.4	2,160.9	2,101.4	2.0%	4.9%
Home Equity	238.5	213.3	162.8	11.8%	46.5%
Total Expanded Loan Portfolio	57,239.4	52,997.2	55,453.8	8.0%	3.2%

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

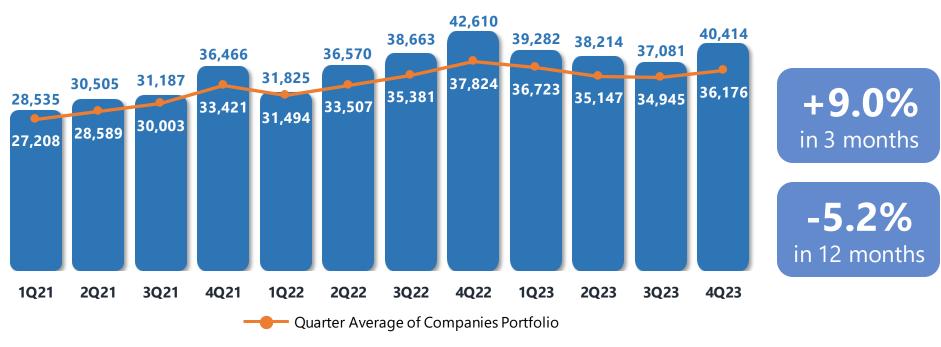
□ The companies loan portfolio declined by 5.2% in the year, influenced by the implementation of stricter criteria in the credit granting.

□ Reflecting the increase in demand and its low-risk profile, the payroll loan portfolio showed significant growth of 36.0% compared to 2022.

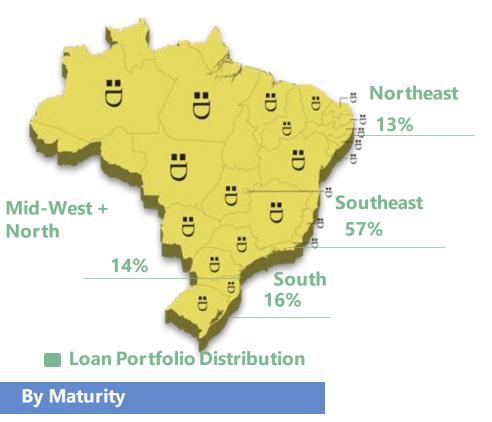
#### **Companies Portfolio**

# D



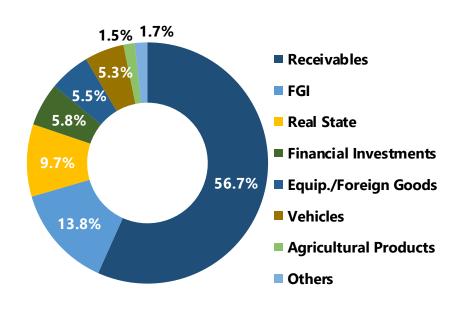


**Geographic Distribution** 

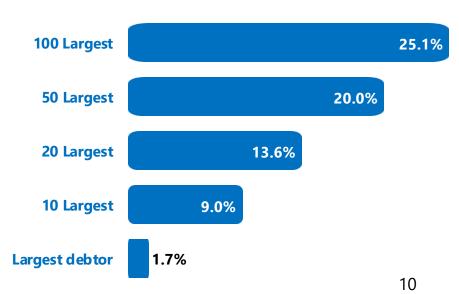




By type of Collateral

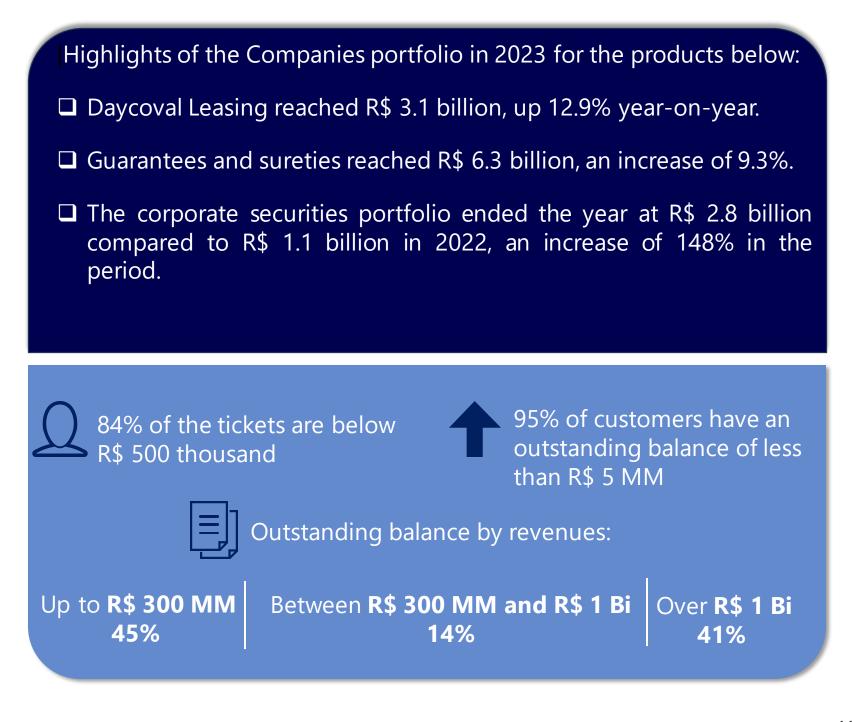


**Expanded Loan Concentration** 



<b>Companies Breakdown</b> (R\$ million)	4Q23	3Q23	4Q22	4Q23 x 3Q23	4Q23 x 4Q22
Working Capital	7,251.8	7,217.9	8,390.8	0.5%	-13.6%
FGI PEAC	3,322.8	3,639.6	4,890.1	-8.7%	-32.1%
Receivables Purchase	11,863.1	9,218.5	13,621.1	28.7%	-12.9%
Trade Finance	3,551.7	3,492.5	3,624.5	1.7%	-2.0%
Daycoval Leasing	3,104.6	2,909.3	2,749.6	6.7%	12.9%
Guaranteed Account	1,722.7	1,808.4	2,068.8	-4.7%	-16.7%
BNDES	538.3	514.6	391.1	4.6%	37.6%
Avals and Sureties	6,299.7	6,163.8	5,763.8	2.2%	9.3%
Corporate Securities <sup>(1)</sup>	2,759.1	2,116.9	1,110.6	30.3%	148.4%
Total Companies	40,413.8	37,081.5	42,610.4	9.0%	-5.2%

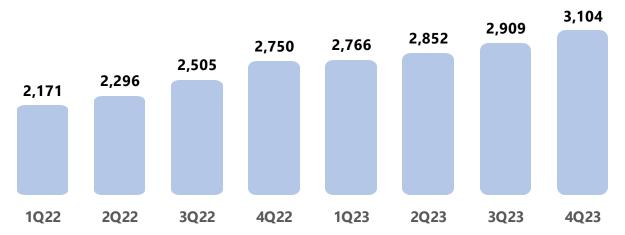
(1) Includes (Debentures, CPRs (Rural Product Notes), CRAs (Certificates of Agribusiness Receivables), CRIs (Certificates of Real Estate Receivables) and NCs (Credit Notes))



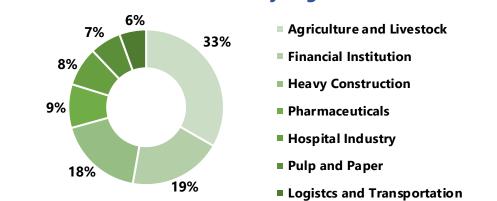
#### **Companies Portfolio**



Loan Portfolio R\$ Millon



**TOP 10 Clients – By Segmentation** 



**Digital Companies Portfolio** 

Working Capital Loans for Micro and Small Companies

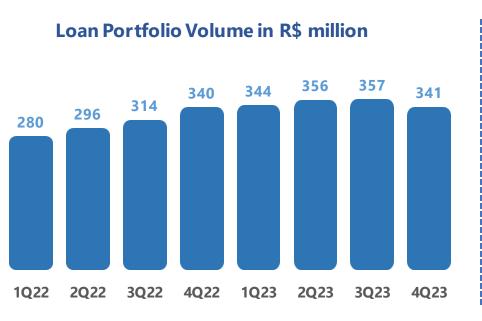
**Customer-Bank** relationship fully digital

85% of clients with annual revenues up toR\$ 2.0 million

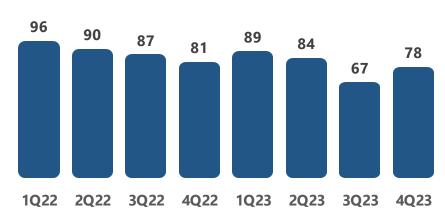
100% digital data capture

Companies that are off the radar of Middle Market Managers

Credit Engine with **Technological Intelligence** and response time of **up to 24 hours** 







**Treasury Products and Services for Companies** 

#### Derivatives

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

#### Volumes traded in the 4Q23

### R\$ 18.0 billion

-31% in 4Q23 vs 3Q23 and -16% in 12 months

#### FX

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

#### R\$ 24.2 billion

+4% in 4Q23 vs 3Q23 and +50% in 12 months

#### DCM

• Originating, structuring, distributing and issuing debt

 Main Issuances: Debentures, NCs, LFs, CRIs, CRAs, FIDCs, FIPs, FIIs and Syndicated Loan

## R\$ 905.0 million<sup>1</sup>

+187% in 4Q23 vs 3Q23

1 – Primary Market

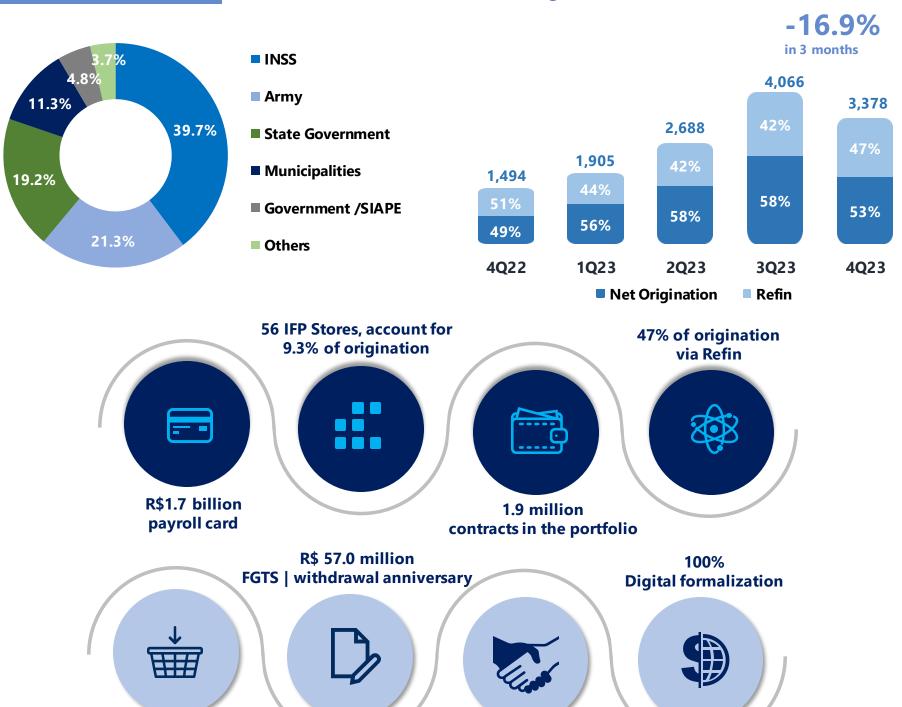
#### **Payroll Loans Portfolio**





**Portfolio Breakdown** 

**Origination Distribution in R\$ million** 



1.1 million

active clients

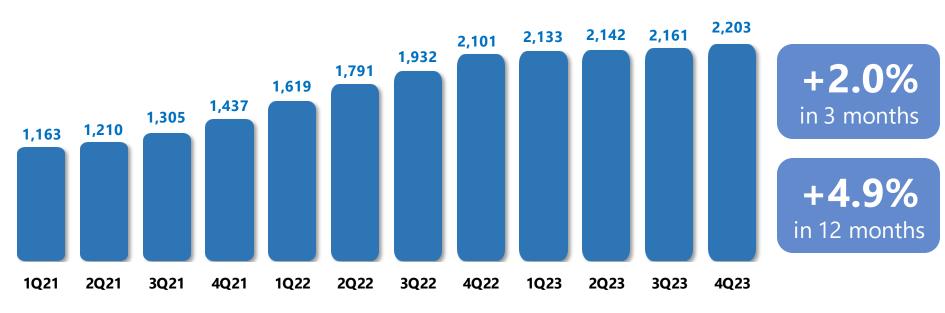
211

active agreements

#### **Auto Loans Portfolio**

# D

#### R\$ million



**Portfolio Breakdown** 

Light

vehicles

86%

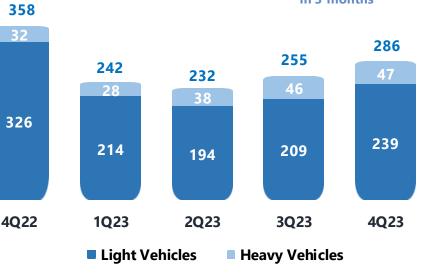
Heavy

vehicles

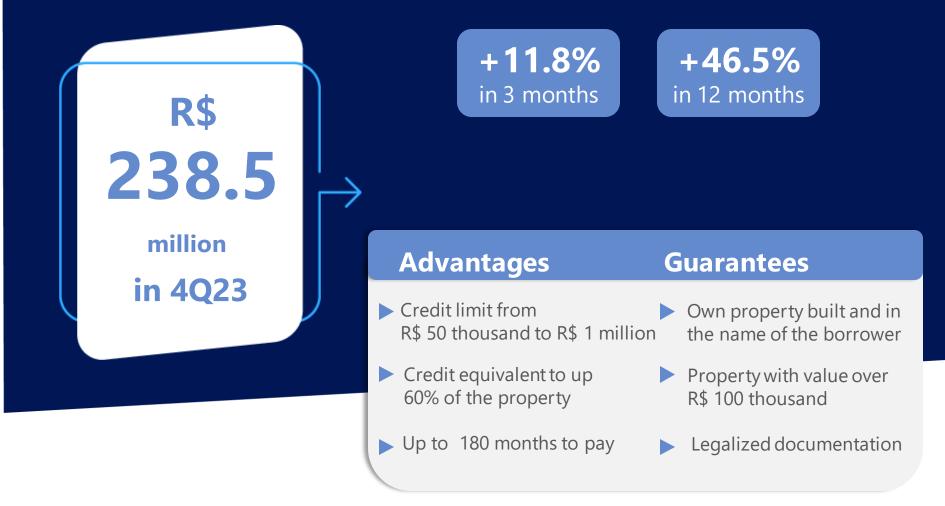
14%

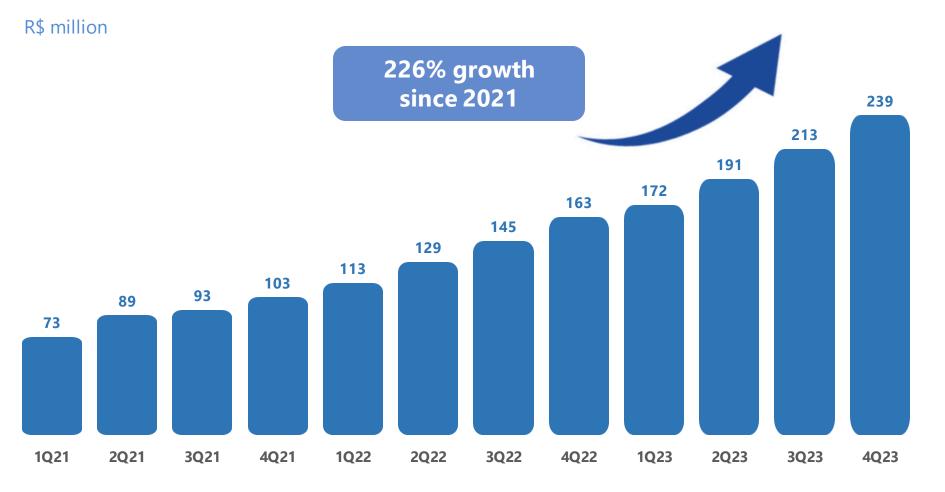
**Origination in R\$ million** 

+12.1%





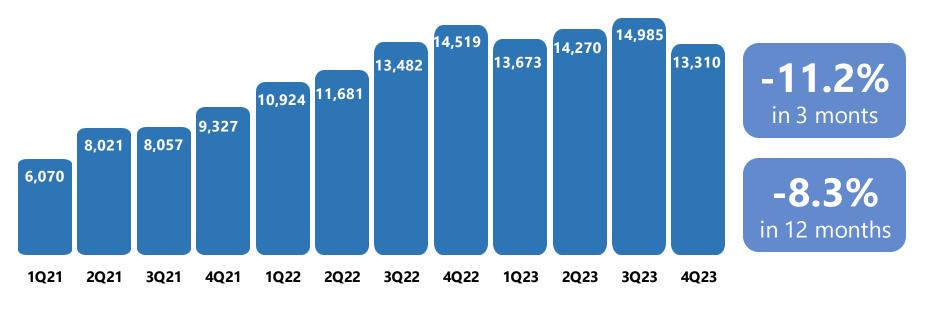






#### Daycoval Asset Management

#### Assets under Management R\$ million



**Mix of Funds** 

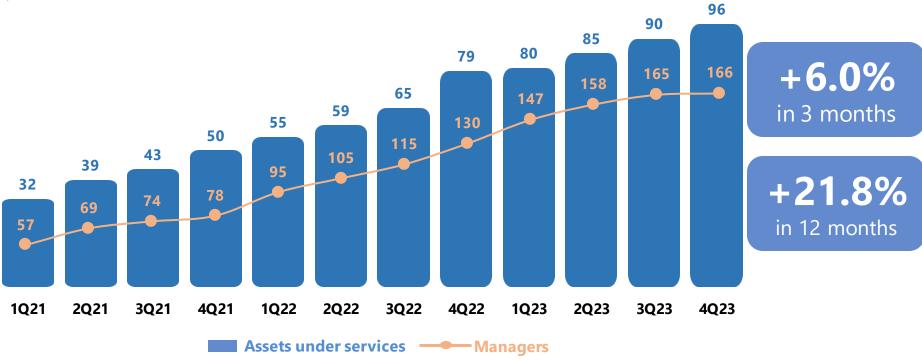


#### Among our Funds, we highlight:

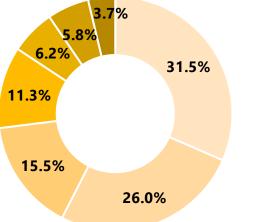
<b>Daycoval Classic Títulos Bancários</b> The fund seeks to increase the value of its shares over the long term by investing only in bank bonds with a minimum rating of "-AA" from at least one of the rating agencies, Moody's, S&P Global or Fitch. It can also allocate funds to DPGEs.	12/29/2023 Daycoval Classic Títulos Bancários	%CDI	<b>Dec/23</b> 104.9%	6 Months 107.4%	<b>2023</b> 107.6%	Average Equity 12 Months (R\$) 52,079,106
<b>Daycoval Classic RF Crédito Privado</b> The fund's objective is to provide shareholders with a return by investing its resources mainly in privately issued fixed-income securities.	12/29/2023 Daycoval Classic RF Crédito Privado	%CDI	<b>Dec/23</b> 119.9%	6 Months 117.2%	<b>2023</b> 95.6%	Average Equity 12 Months (R\$) 1,420,948,515
<b>Daycoval ANS Fundo Renda Fixa</b> ANS Resolution RN 521. The fund will maintain its portfolio invested in fixed-income financial assets, seeking returns for its shareholders through interest rates, price indices or both (post-fixed or pre-fixed).	12/29/2023 Daycoval ANS Fundo Renda Fixa	%CDI	<b>Dec/23</b> 94.5%	6 Months 94.4%	<b>2023</b> 94.3%	Average Equity 12 Months (R\$) 7,106,620

#### Administration and Custody of Funds - SMC

#### **R\$** billion



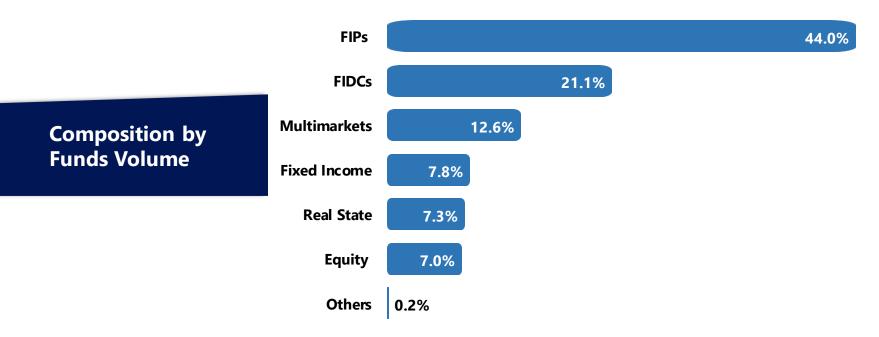
#### **Class of Funds (Quantity)**



- FIPs
- Multimarkets
- FIDCs
- Equity Funds
- Fixed Income
- Real State
- Others



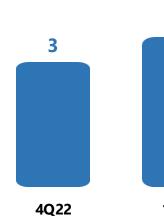
763 funds supported by the service platform

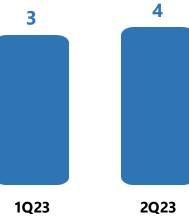


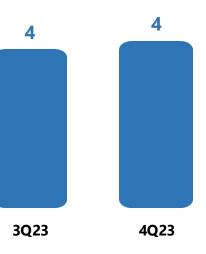


# Daycoval FXRetailRetailImage: Constrained by the provided by the provided

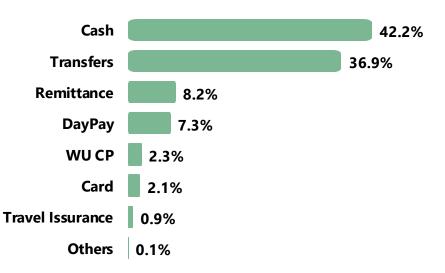
Volume Traded in R\$ billion



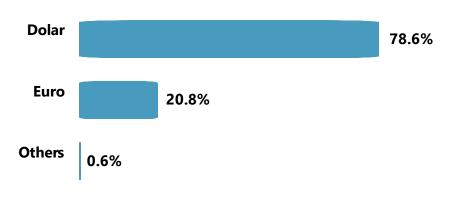




#### Income by Product in 4Q23



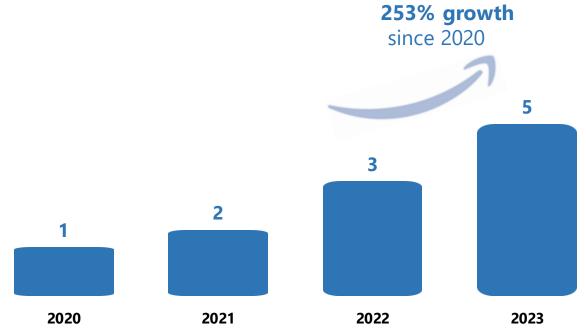
**Volume traded per Currency** 



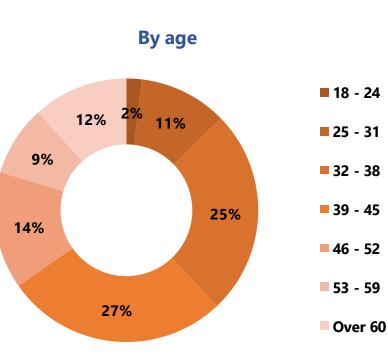




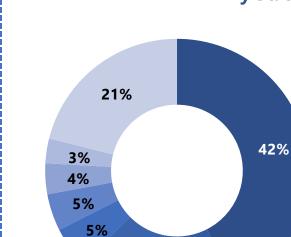
#### **Funding Plan Expansion Trajectory – AuC** R\$ billion



**Investor Profile** 



Investor Relations



10%

10%

By State

SP

MG

RJ

PR

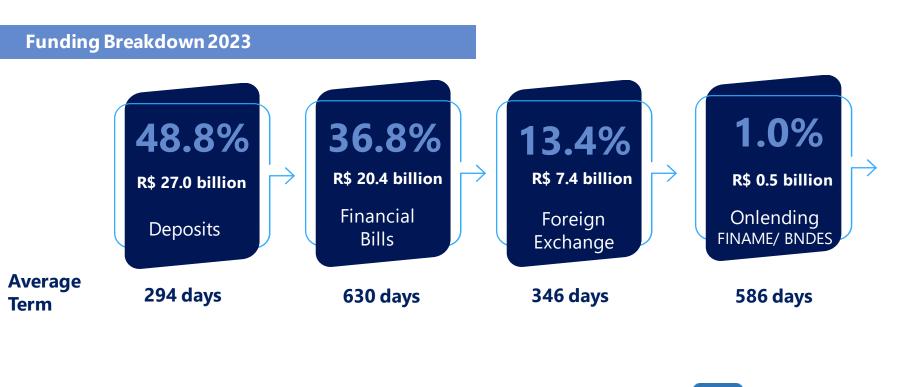
DF

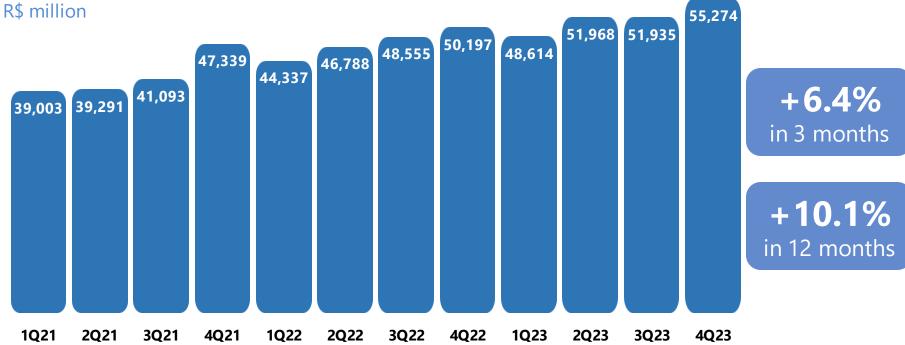
SC

RS

Others

#### **Total Funding**



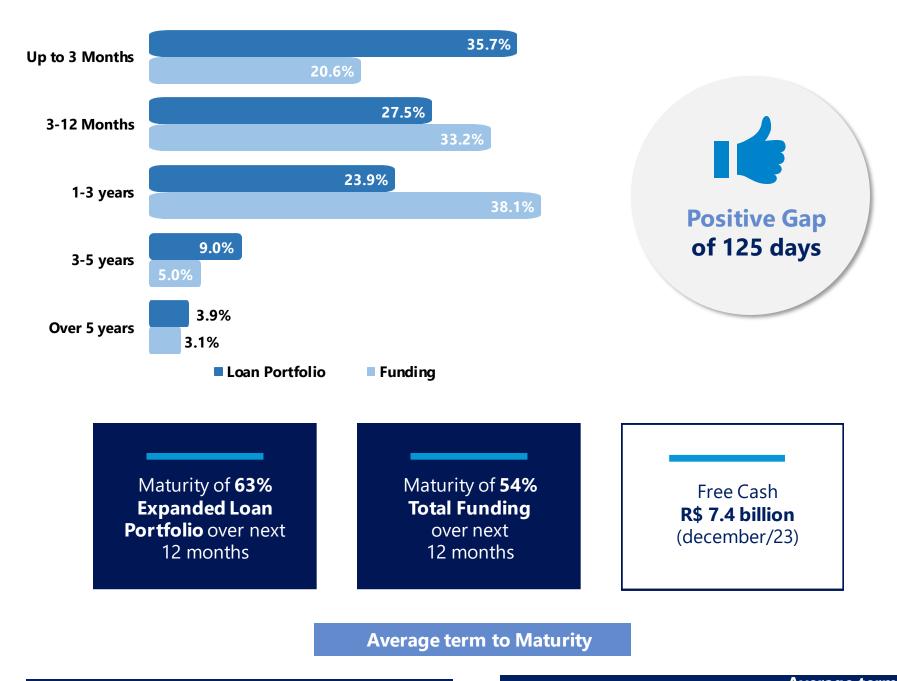


Total Funding (R\$ million)	4Q23	3Q23	4Q22	4Q23 x 3Q23	4Q23 x 4Q22
Deposits	26,966.9	25,133.8	22,026.0	7.3%	22.4%
Deposits	1,794.0	1,189.1	1,760.6	50.9%	1.9%
Time Deposits <sup>1</sup>	20,276.9	19,355.1	16,104.4	4.8%	25.9%
Letters of Credit ( LCI <sup>2</sup> + LCA <sup>3</sup> )	4,896.0	4,589.6	4,161.1	6.7%	17.7%
Financial Bills	20,385.6	19,433.6	17,760.7	4.9%	14.8%
Senior Financial Bills	19,342.8	18,339.5	16,718.2	5.5%	15.7%
Perpetual Financial Bills	1,042.8	1,094.1	1,042.5	-4.7%	0.0%
Foreign Exchange	7,386.4	6,856.5	10,020.4	7.7%	-26.3%
Foreign borrowings	4,586.7	4,816.7	7,820.2	-4.8%	-41.3%
Foreign Issuances	2,799.7	2,039.8	2,200.2	37.3%	27.2%
Onlendings FINAME/BNDES	535.2	510.7	389.4	4.8%	37.4%
Total	55,274.1	51,934.6	50,196.5	6.4%	10.1%

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

#### **Asset and Liability Management**

#### **Maturity of Operations**

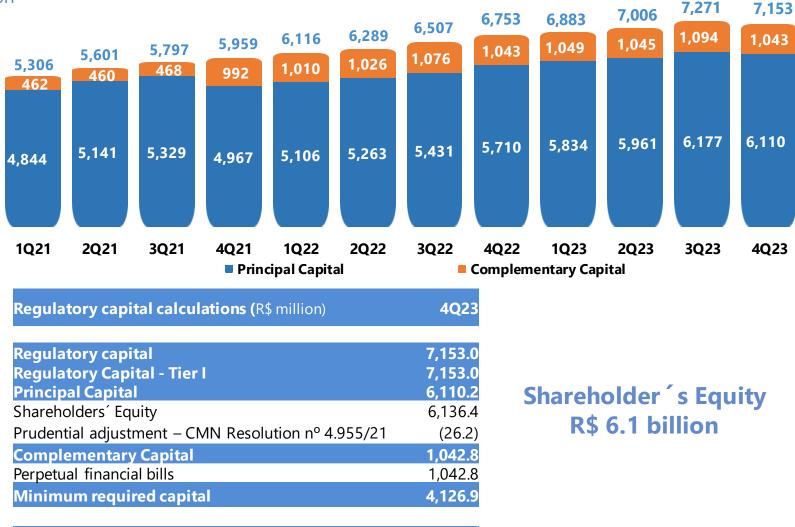


Loan Po by segr		Average term to Maturity (days)	Funding	Average term to Maturity (days)
Compa FGI Pea Receiva Trade Fi Leasing Payroll Auto Lo BNDES	c ble Purchase nance Loans	377 349 62 107 590 590 410 577	Term Deposits Interbank Deposits LCA + LCI (Letter of Credit Ag Financial Bills Borrowing and Onlen Foreign Borrowing BNDES	63
Total L	oan Portfolio	391	Total Funding	51
	Weighted Average Companies <b>279</b>	Weighted Average Retail <b>610</b>	Weighted Average Deposits <b>322</b>	Weighted Average Bonds and Financial Bills <b>572</b>
				22

#### Capital

**Regulatory Capital** 

**R\$ million** 



**Basel Ratio** 



13.9%

<b>Overview of Quality of Expanded Loan Portfolio</b> (R\$ million)	4Q23	3Q23	4Q22	2023	2022	2023 X 2022
Expanded Loan Portfolio	57,239.4	52,997.2	55,453.8	57,239.4	55,453.8	3.2%
Establishment of Provision	291.8	329.4	282.1	1,075.3	676.6	58.9%
LLP Balance	2,136.7	2,020.5	1,796.0	2,136.7	1,796.0	19.0%
Final Balance Loan E-H	1,962.6	1,920.0	1,732.7	1,962.6	1,732.7	13.3%
Overdue Loans more than 14 days past due	1,118.2	1,154.7	512.9	1,118.2	512.9	118.0%
Overdue Loans more than 60 days past due (*)	1,865.4	1,571.3	1,023.0	1,865.4	1,023.0	82.3%
Overdue Loans more than 90 days past due (*)	1,598.9	1,307.5	823.7	1,598.9	823.7	94.1%
Credit Ratios - (%)						
Final Balance LLP/Loan Portfolio	3.7%	3.8%	3.2%	3.7%	3.2%	0.5 p.p
Final Balance Loan E-H/Loan Porfolio	3.4%	3.6%	3.1%	3.4%	3.1%	0.3 p.p
Overdue Loans more than 60 days past due / Loan Portfolio	3.3%	3.0%	1.8%	3.3%	1.8%	1.4 p.p
Final Balance LLP / Overdue Loans more than 90 days past due	2.8%	2.5%	1.5%	2.8%	1.5%	1.3 p.p
Coverage Ratios - (%)						
Final Balance LLP / Overdue Loans more than 14 days past due	191.1%	175.0%	350.2%	191.1%	350.2%	-159.1 р.р
Final Balance LLP / Overdue Loans more than 60 days past due	114.5%	128.6%	175.6%	114.5%	175.6%	-61.0 p.p
Final Balance LLP / Overdue Loans more than 90 days past due	133.6%	154.5%	218.0%	133.6%	218.0%	-84.4 p.p
Final Balance LLP / Loan E-H	108.9%	105.2%	103.7%	108.9%	103.7%	5.2 p.p
Indicators						
Write-offs	(178.6)	(249.1)	(194.6)	(743.2)	(533.9)	39.2%
Companies Recovered Loans	23.5	29.9	32.2	85.2	74.5	14.4%
Retail Recovered Loans (*) Falling due installments	25.2	27.2	34.3	108.6	107.8	0.7%

The Balance of the E-H portfolio ended the quarter at R\$ 1,962.6 million

> The NPL > 90 days reached 2.8%

The Coverage Ratio over 90 days reached 133.6%

The LLP Balance/E-H Portfolio,

reached 108.9%

0

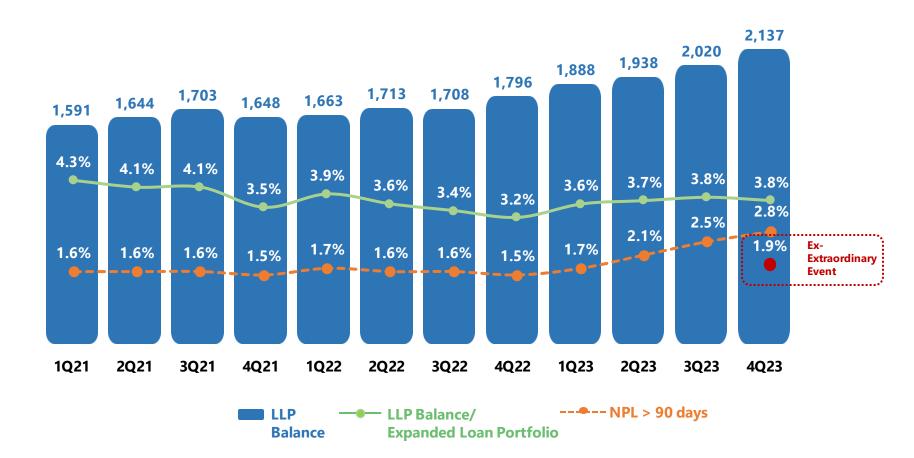
Effect of a specific client in the Corporate Segment impacted the Provision

Banco Daycoval (R\$ Million)							
Rating	Required Provision	Loans	%	Provision*			
AA	0.0%	13,058.1	22.8%	-	95.6%		
А	0.5%	33,552.4	58.6%	167.7	between		
В	1.0%	5,985.5	10.5%	147.1			
С	3.0%	2,135.3	3.7%	87.3	AA and C		
D	10.0%	545.5	1.0%	54.6			
E	30.0%	213.5	0.4%	64.1			
F	50.0%	163.8	0.3%	81.9			
G	70.0%	170.9	0.3%	119.6			
Н	100.0%	1,414.4	2.5%	1,414.4			
otal Portfolio		57,239.4	100.0%	2,136.7			
otal Provision / Portfolio 3.7%							

#### LLP Balance X Expanded Loan Portfolio

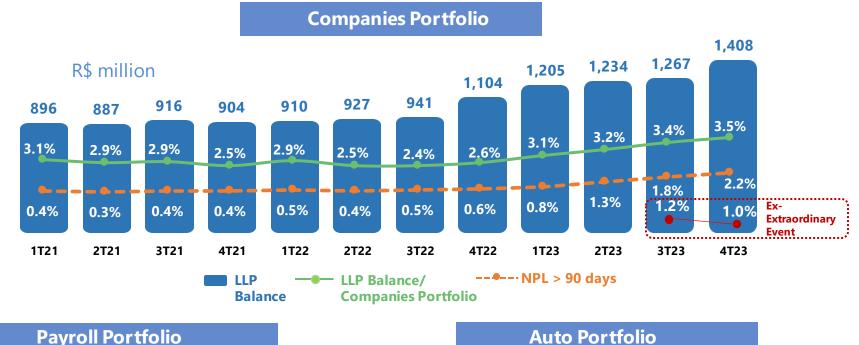
#### R\$ million

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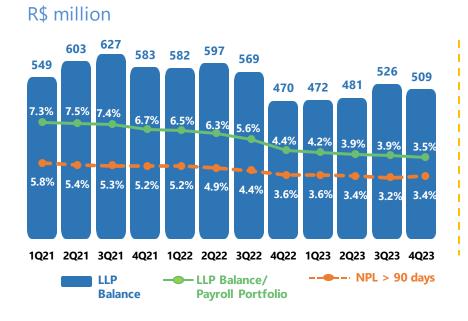


#### **Loans Portfolio Quality by Segment**

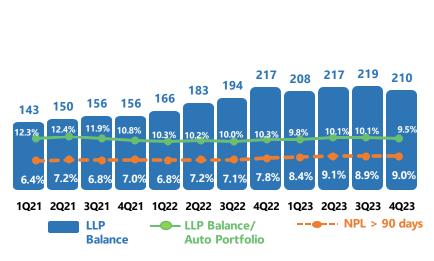
#### LLP Balance X Loan Portfolio by Segment



**Payroll Portfolio** 



**R\$** million



Companies Overdue Loans (R\$ million)	4Q23	3Q23	4Q22	4Q23 x 3Q23	4Q23 x 4Q22
Final Balance LLP/Companies Portfolio (%)	3.5%	3.4%	2.6%	0.1 p.p	0.9 p.p
Overdue Loans more than 90 days past due (*)	903.7	668.9	273.4	35.1%	230.5%
Overdue Loans more than 90 days past due / Companies Portfolio	2.2%	1.8%	0.6%	0.4 p.p	1.6 p.p
LLP Balance / Overdue Loans more than 90 days past due	155.8%	189.4%	403.6%	-33.6 p.p	-247.8 p.p
Payroll Overdue Loans (R\$ million)					
Final Balance LLP/Payroll Portfolio (%)	3.5%	3.9%	4.4%	-0.3 p.p	-0.9 p.p
Overdue Loans more than 90 days past due (*)	487.4	438.6	380.5	11.1%	28.1%
Overdue Loans more than 90 days past due /Payroll Portfolio	3.4%	3.2%	3.6%	0.1 p.p	-0.2 p.p
LLP Balance / Overdue Loans more than 90 days past due	104.4%	119.9%	123.6%	-15.6 p.p	-19.2 p.p
Auto Overdue Loans (R\$ million)					
Final Balance LLP/Auto Loans Portfolio (%)	9.5%	10.1%	10.3%	-0.6 p.p	-0.8 p.p
Overdue Loans more than 90 days past due (*)	198.3	192.0	164.2	3.3%	20.8%
Overdue Loans more than 90 days past due / Auto Loans Portfolio	9.0%	8.9%	7.8%	0.1 p.p	1.2 p.p
LLP Balance / Overdue Loans more than 90 days past due	105.9%	113.9%	131.9%	-8.0 p.p	-26.0 p.p
(*) Falling due installments					26

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#### **LLP Balance**

<b>LLP</b> (R\$ million )	4Q23	3Q23	4Q22	2023	2022	2023 X 2022
Initial Balance	2,020.5	1,938.1	1,708.0	1,796.0	1,647.6	9.0%
Provision	291.8	329.4	282.1	1,075.3	676.6	58.9%
Companies	304.4	132.7	295.4	714.9	440.9	62.1%
FGI PEAC	(65.2)	40.6	(65.8)	(20.9)	(98.4)	-78.8%
Avals and Sureties	(31.9)	0.7	(15.9)	(46.2)	1.8	-
Payroll	45.5	108.3	16.5	268.5	173.9	54.4%
Auto/Outhers	40.8	47.2	51.8	163.5	162.5	0.6%
Property Guaranteed Credit	1.2	2.0	0.6	4.1	1.6	156.3%
Corporate Securities	3.0	2.1	0.5	8.6	5.7	50.9%
Write-offs	(178.6)	(249.1)	(194.6)	(743.2)	(533.9)	39.2%
Companies	(66.3)	(141.4)	(50.8)	(343.3)	(259.1)	32.5%
Retail	(112.3)	(107.7)	(143.8)	(399.9)	(274.8)	45.5%
Final Balance LLP	2,136.7	2,020.5	1,796.0	2,136.7	1,796.0	19.0%

#### **Recovered Loans**

#### R\$ million



#### **Financial Performance**

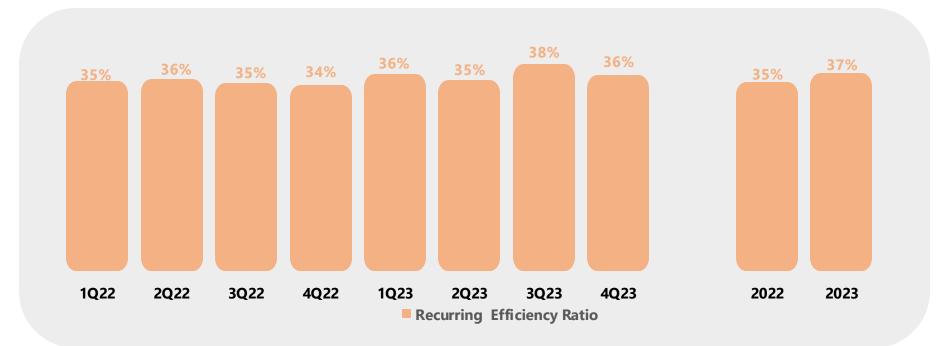
Income from Financial Intermediation (R\$ million)	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
Loans Operations	2,338.8	2,319.4	2,069.4	8,721.6	7,311.2	19.3%
Companies Portfolio	1,164.0	1,270.1	1,240.3	4,703.7	4,371.1	7.6%
Payroll	853.4	731.5	573.1	2,790.6	2,063.5	35.2%
Auto/Other	176.0	160.3	150.8	681.8	518.3	31.5%
Home Equity	10.7	9.0	7.4	39.3	25.3	55.3%
Leasing Operation Result	134.7	148.5	97.8	506.2	333.0	52.0%
Securities Operations Result	468.0	498.6	385.6	1,809.3	1,417.3	27.7%
Operations linked to repurchase commintments and interbank deposits	(14.5)	63.4	(35.4)	72.0	62.0	16.1%
Foreign Exchange Operations	20.5	57.1	69.9	190.1	510.5	-62.8%
Income from Financial Intermediation (A)	2,812.8	2,938.5	2,489.5	10,793.0	9,301.0	16.0%
Interbank and Time deposits	(529.9)	(589.7)	(373.5)	(2,054.3)	(1,546.9)	32.8%
Expenses with Market Funding Operations <sup>(2)</sup>	(752.2)	(779.6)	(691.2)	(3,006.8)	(2,483.9)	21.1%
Foreign Securities	22.4	(144.4)	6.4	30.3	206.8	-85.3%
Borrowings and Onlendings Operations <sup>(3)</sup>	54.1	(359.4)	49.6	59.2	234.3	-74.7%
Derivatives Result <sup>(1)</sup>	(314.8)	304.1	(148.0)	(1,028.2)	(1,511.5)	-32.0%
Loan Loss Provision (LLP)	(291.8)	(329.4)	(282.0)	(1,075.3)	(676.5)	59.0%
Expenses on Financial Intermediation (B)	(1,812.2)	(1,898.4)	(1,438.7)	(7,075.1)	(5,777.7)	22.5%
Gross Income from Financial Intermediation (A-B)	1,000.6	1,040.1	1,050.8	3,717.9	3,523.3	5.5%
MtM - Interest and Currency Hedge	(18.1)	100.4	(37.1)	(151.1)	(385.8)	-60.8%
Adjusted Gross Income from financial intermediation	1,018.7	939.7	1,087.9	3,869.0	3,909.1	-1.0%
<sup>(1)</sup> Result with derivatives (Hedge) <sup>(2)</sup> Foreign Exchange Variation without Borrowings abroad	(314.8) 48.7	292.4 (45.2)	(153.4) 49.0	(1,141.6) 46.7	(1,493.4) 24.6	
<sup>(3)</sup> Reclassified from other operating/expenses revenues.	94.6	(149.7)	212.5	415.8	569.1	

□ Controlled Efficiency Ratio, in line with our historical averages, demonstrating cost control austerity.

Personnel and Administrative Expenses

<b>Personnel and Administrative Expenses</b> (R\$ million)	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
Personnel Expenses	(238.4)	(219.6)	(202.2)	(867.3)	(754.9)	14.9%
Administrative Expenses	(163.8)	(165.3)	(162.2)	(610.2)	(529.7)	15.2%
Total Personnel and Administrative Expenses	(402.2)	(384.9)	(364.4)	(1,477.5)	(1,284.6)	15.0%
Commission Expenses (total)	(123.1)	(142.7)	(126.3)	(495.3)	(435.1)	13.8%
Payroll	(104.7)	(124.2)	(103.9)	(425.1)	(349.8)	21.5%
Auto Loans + Others	(17.4)	(16.9)	(21.4)	(66.2)	(83.1)	-20.3%
Property Guaranteed Credit	(1.0)	(1.6)	(1.0)	(4.0)	(2.2)	81.8%
Total	(525.3)	(527.6)	(490.7)	(1,972.8)	(1,719.7)	14.7%

#### **Recurring Efficiency Ratio**



#### Anexx I – Income Statement – in R\$ million

Income Statement	4Q23	3Q23	4Q22	2023	2022	2023 x 2022
INCOME FROM FINANCIAL INTERMEDIATION	2,812.8	2,938.5	2,489.4	10,793.0	9,301.1	16.0%
Lending Operation	2,338.8	2,319.4	2,069.4	8,721.6	7,311.2	19.3%
Marketable securities	467.9	498.5	385.6	1,809.3	1,417.4	27.6%
Liquidity interbank applications	(14.5)	63.4	(35.4)	72.0	62.0	16.1%
Foreign Exchange Operations	20.6	57.1	69.9	190.1	510.5	-62.8%
EXPENSES FOR FINANCIAL INTERMEDIATION	(1,520.4)	(1,568.9)	(1,156.6)	(5,999.8)	(5,101.2)	17.6%
Interbank and time deposits	(529.9)	(589.6)	(373.5)	(2,054.3)	(1,546.9)	32.8%
Bond issues in Brazil	(752.2)	(779.6)	(691.2)	(3,006.8)	(2,483.9)	21.1%
Bond issues abroad	22.4	(144.4)	6.4	30.3	206.8	-85.3%
Borrowing and Onlendings	54.1	(359.4)	49.6	59.2	234.3	-74.7%
Financial Instruments Derivatives	(314.8)	304.1	(148.0)	(1,028.2)	(1,511.5)	-32.0%
GROSS PROFIT FROM FINANCIAL INTERMEDIATION	1,292.4	1,369.5	1,332.8	4,793.2	4,199.9	14.1%
EXPENSES WITH ALLOWANCE FOR LOAN LOSSES	(291.8)	(329.4)	(282.0)	(1,075.3)	(676.6)	58.9%
NET RESULT FROM FINANCIAL INTERMEDIATION	1,000.6	1,040.1	1,050.7	3,717.9	3,523.3	5.5%
OTHER OPERATING INCOME/EXPENSES	(517.8)	(513.4)	(458.5)	(1,961.0)	(1,680.4)	16.7%
Income from Services	139.6	113.6	112.4	465.8	402.2	15.8%
Insurance operations	(0.1)	(0.3)	-	(0.4)	(0.3)	33.3%
Personnel Expenses	(238.4)	(219.6)	(202.2)	(867.3)	(754.9)	14.9%
Other Administrative Expenses	(286.9)	(308.0)	(288.5)	(1,105.5)	(964.8)	14.6%
Tax expenses	(83.7)	(79.7)	(79.9)	(302.0)	(2706)	11.6%
Result of participation in subsidiaries	0.8	(0.1)	0.4	2.2	1.5	46.7%
Other operating income and expenses	(11.7)	32.3	32.3	39.1	68.0	-42.5%
Depreciation and amortization expenses	(3.8)	(3.7)	(3.4)	(14.6)	(13.7)	6.6%
Expenses with provisions for risks	(33.6)	(47.9)	(29.6)	(178.3)	(147.8)	20.6%
OPERATING RESULT	482.8	526.7	592.2	1,756.9	1,842.9	-4.7%
NON-OPERATING RESULT	1.3	2.2	7.3	11.7	27.1	-56.8%
RESULT BEFORE TAXATION ON PROFIT AND SHAREHOLDINGS	484.1	528.9	599.5	1,768.6	1,870.0	-5.4%
INCOME AND SOCIAL CONTRIBUTION TAXES	(124.0)	(151.4)	(175.8)	(462.6)	(563.0)	-17.8%
Provision for Income Tax	(18.2)	(117.1)	(11.2)	(323.7)	(356.1)	-9.1%
Provision for Social Contribution Tax	(27.9)	(95.8)	(4.1)	(278.2)	(304.2)	-8.6%
Deferred Taxes	(77.9)	61.5	(160.5)	139.3	97.4	43.1%
PROFIT-SHARING	(37.1)	(56.5)	(44.4)	(202.6)	(201.9)	0.3%
NON-CONTROLING SHAREHOLDER'S SHARING	(0.6)	(0.2)	(1.2)	(1.5)	(2.2)	-31.8%
NET INCOME	322.4	320.7	378.0	1,101.9	1,102.9	-0.1%