

# Earnings Release

**São Paulo, May 4<sup>th</sup>, 2023** – Pursuant to legal provisions, Banco PAN S.A. ("PAN", "Bank", "Banco PAN" or "Company") and its subsidiaries disclose the results for the quarter ended on March 31<sup>st</sup>, 2023, accompanied by the Independent Auditors' Report. The Bank's operational and financial information, except where otherwise indicated, are presented on consolidated figures and in reais, in accordance with corporate law and accounting practices adopted in Brazil.

#### MESSAGE TO SHAREHOLDERS

Our mission is to provide smart, creative, and personalized solutions to our clients, building a **complete credit and financial services** portfolio. Over the last quarters we have been focused in simplifying people's lives and achieving our goals while delivering profits to our shareholders.

Since the beginning of our journey towards boosting engagement levels, we increased our client base from 4 million clients to more than **25 million clients**, mainly due to our products and channels diversification and the improvements in our platforms.

Our strategy is based on 4 important objectives: i) building an integrated client journey, with connections between our several channels, leading to a higher recurrence; ii) Improving our client experience, investing in our app and providing our client with better customer services; iii) constantly rising our credit expertise levels, integrating more data in our analysis and iv) positioning ourselves as a bank that creates smart solutions to our clients, with creative and intelligent products.

In this sense, our recent acquisitions help us delivering our strategy. With Mosaico, we provide the **best consumer advisor**, improving our contextualized credit offer through the best in-app experience, with price comparison, product reviews, price alert and price history.

Through Mobiauto, we continuously improve our vehicles financing business and recently we developed an innovative approach for credit risk analysis, improving UX, with smoother and faster credit granting process.

Also, we provide clients with pre-approved car loans, increasing PANs share in our partners. With this **complete ecosystem**, we support every part of this chain with **essential tools**, optimizing the business and leveraging vehicle financing.

At the same time we keep improving our B2C credit origination, we are also investing to provide a better experience to our bank correspondents, strengthening our differentials to be the most suitable bank for them as well.

Although we have been limiting credit card issuances since late 2021, we believe in this product as an important **engagement tool.** We keep investing in improvements for this segment, especially considering **UX and benefits** and, as the economic scenario recovers, we will be able to expand this product again.

Our credit portfolio increased 8% YoY, reaching R\$39.3 billion, a sound growth in a turbulent credit scenario, evidencing the importance of a diversified portfolio. Also, our business improvement does not come at the expense of lower profitability. In this quarter, we generated **R\$ 193 million net profit** and **ROE of 11.6%**, both goodwill adjusted.

Also, our engagement levels keep expanding as we continue to improve our UX. By the end of 1Q23, 67% of our clients were active, representing an increase of more than 4 million clients YoY. Our credit origination reached R\$ 7,659 million this quarter, 27% YoY

We will remain focused on sustainable growth, with a conservative risk appetite, investing in diversified products and strengthening origination channels while constantly improving clients' experience.

#### MAIN INDICATORS

	R\$ MM	1Q23	4Q22	1Q22	1Q23 x 4Q22	1Q23 x 1Q22
me	Net Interest Margin	1,947	1,856	1,799	5%	8%
Income	Net Income (Goodwill adjusted) <sup>1</sup>	193	191	195	1.3%	-1.2%
	Net Interest Margin (% p.y.) <sup>2</sup> ROE (% p.y.) <sup>1</sup>	18.0%	16.9%	17.5%	1.1 p.p.	0.5 p.p.
۵ ۵	(ex-Goodwill)	11.6%	11.5%	13.3%	0.1 p.p.	-1.7 p.p.
anc	Adjusted ROE (% p.y.) <sup>3</sup> (ex-Goodwill)	13.2%	13.5%	15.5%	-0.3 p.p.	-2.3 p.p.
Performance	Adjusted ROE (% p.y.) <sup>4</sup> (ex-Goodwill and Legacy Fixed Rate TDs & DTA)	15.0%	15.3%	17.8%	-0.3 p.p.	-2.8 p.p.
Perf	90 days NPL ratio - Retail	7.2%	7.1%	6.8%	0.1 p.p.	0.4 p.p.
	15-90 days NPL ratio - Retail	8.9%	8.3%	8.6%	0.6 p.p.	0.3 p.p.
	Credit Provisions Expense/ Avg. Portfolio (% p.y.)	4.9%	5.9%	5.7%	-1.0 p.p.	-0.8 p.p.
et	Total Assets	57,078	56,134	51,738	2%	10%
Balance Sheet	Credit Portfolio	39,311	39,036	36,243	1%	8%
nce	Funding	38,492	36,651	36,189	5%	6%
3ala	Net Equity	7,812	7,706	7,672	1%	2%
	Basel Ratio	15.8%	15.6%	16.5%	0.2 p.p.	-0.7 p.p.
	Net Income per Share <sup>1</sup> (R\$)	0.15	0.15	0.15	1.3%	1.4%
Equity	Book Value per Share (R\$)	5.98	5.90	5.87	1%	2%
й	Market Cap (R\$ MM)	6,662	7,929	13,795	-16%	-52%
	Total Clients (MM)	25.2	23.7	19.4	6%	30%
	Total Clients (MM)					
	Retail Origination (R\$ MM)	7,659	9,284	5,983	-18%	27%
Other	Credit Assignments (R\$ MM)	3,636	2,876	1,774	26%	105%
0	Employees (PAN only) (#)	2,892	2,820	3,022	2%	-1%
	Bank Correspondents (#)	1,147	1,053	882	9%	30%
	Dealerships (#)	20,262	19,904	18,777	2%	8%

<sup>&</sup>lt;sup>1</sup> Since 2Q22, net income and ROE are adjusted by

<sup>&</sup>lt;sup>2</sup> Average interest earning assets excluding excess cash

<sup>&</sup>lt;sup>3</sup> Adjusted considering goodwill adjustments and the excess financial expense from legacy deposits

<sup>&</sup>lt;sup>4</sup> Adjusted considering goodwill adjustments, excess financial expense from legacy deposits and the excess of deferred tax asset



## 1Q23 Highlights

Credit Portfolio (R\$)



+8% 1Q22

**Total Clients** 

25.2мм

**+30%** 1Q22

**Active Clients** 

67%

**65%** 1Q22

Net Income (R\$)\*

**193**MM

**-1%** 1Q22

**Collateralized Portfolio** 

91%

87% 1Q22

Transaction Volume (R\$)

**22**Bn

+**12%** 1Q22

**Cross Sell Index** 

2.1

**2.0** 1Q22



**13.3%** 1Q22

\*Considering goodwill adjustments

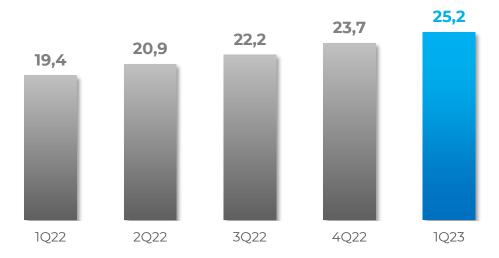
## **BUSINESS LINES**

#### **Transactional Bank**

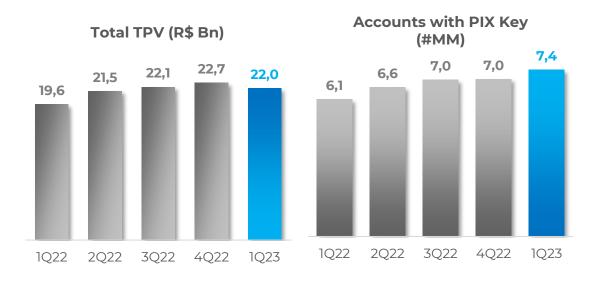
In this quarter, we maintained our continuous improvement strategy, focusing on UX, and aiming to address our clients' demands in a smart way. We launched some important new features in our app, introducing a more friendly design with relevant new tools.

By the end of 1Q23, we had 25.2 million clients, a 6% increase QoQ and 30% on an annual basis. Our activation level was 67% with a cross-sell index of 2.1 products per active client.

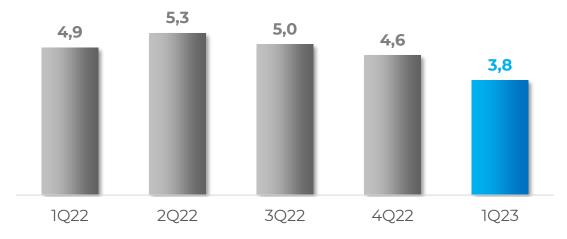
In 1Q23, we had more than 7.4 million accounts with PIX keys and R\$ 22.0 billion of TPV, an increase of 12% YoY. In addition, we had 13.2 million clients with credit, 23% above 1Q22.



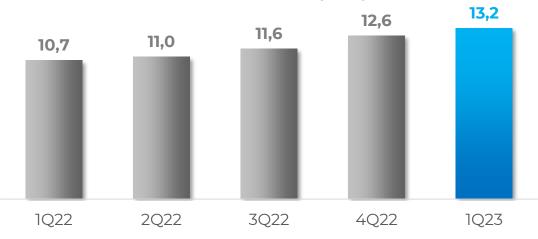
#### Total Clients (#MM)



Total Transaction Volume - Cards (R\$ Bn)



Clients with Credit (#MM)

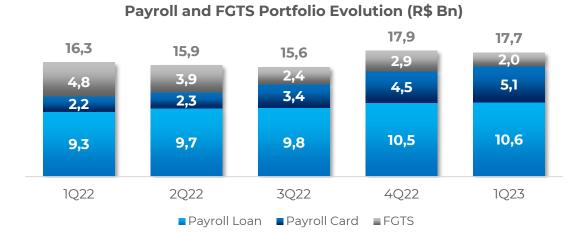


#### **Payroll Loans and FGTS**

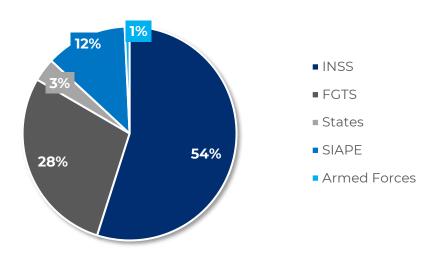
We have a successful track record in the payroll credit market, focusing on loans and credit cards to public servants, retirees and INSS (National Institute of Social Security) pensioners. Thus, we kept our returns even after the new regulatory cap for INSS loans. Besides, we have been scaling up our B2C transactions, while keeping our credit origination at high levels.

The payroll loan portfolio ended the 1Q23 with a balance of R\$ 10,604 million, compared to R\$ 10,498 million in 4Q22 and R\$ 9,227 million in 1Q22. The payroll credit card portfolio ended the quarter with a balance of R\$ 5,083 million, 134% higher than the R\$ 2,175 million in 1Q22.

The FGTS loan portfolio ended this quarter at R\$ 1,964 million, compared to R\$ 2,944 million in 4Q22 and R\$ 4,815 million in 1Q22.



#### Origination Breakdown (%) - 1Q23



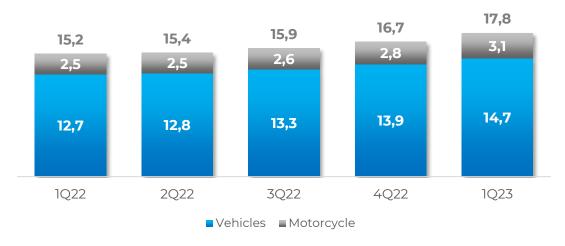
#### **Vehicle Financing**

As one of the main platforms for vehicle financing in Brazil, we keep improving our market share through digital channels, focusing on financing used vehicles (mostly between 4 and 8 years of use) and new motorcycles.

In line with our strategy and together with Mobiauto, we provide multiple solutions to meet different demand in vehicle financing ecosystem. Once a client reaches us, we offer preapproved loans, so they can choose the vehicle already knowing their budget, therefore optimizing their journey. Also, we keep a constant UX evolution, with smoother and faster credit granting process. Mobiauto also offers tools and features that support sellers and clients on their daily needs (*Mobi* Gestor, Passse Carros e Mobi  $J\acute{a}$ ).

The improvements in this business line together with a solid and assertive pricing strategy led to a production increase, with higher returns.

The vehicle credit portfolio ended the quarter at R\$ 17,830 million, 7% above the R\$ 16,741 million in 4Q22 and 17% higher when compared to R\$ 15,238 million in 1Q22.



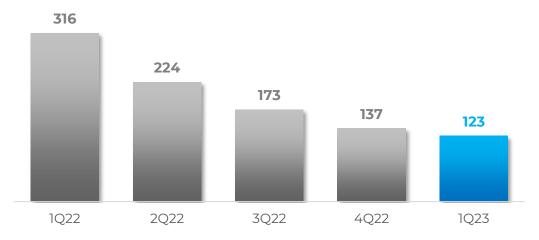
Vehicles Portfolio Evolution (R\$ Bn)

#### **Credit Card**

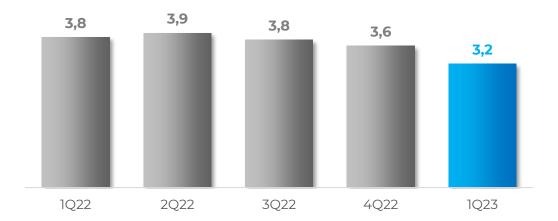
Due to the macroeconomic scenario, we have been restricting new credit card issuances since late 2021. Provisions are coming to their peaks, with meaningful reduction to be expected for the second half of this year. We consider credit cards an important tool to our clients, not only for their credit demands, but also to address their daily banking service needs. Then, we maintain our in-house developments and investments in this segment, with new products and features and assuring the best user experience.

In 1Q23, we had 123 thousand new credit card issuances, 10% below the 137 thousand in 4Q22 and 61% lower than the 316 thousand of 1Q22. We ended this quarter with a portfolio of R\$ 3,153 million, 13% below the R\$ 3,611 million in 4Q22 and 18% below the R\$ 3,836 million of 1Q22.





Credit Card Porfolio Evolution (R\$ Bn)



#### Personal Loan

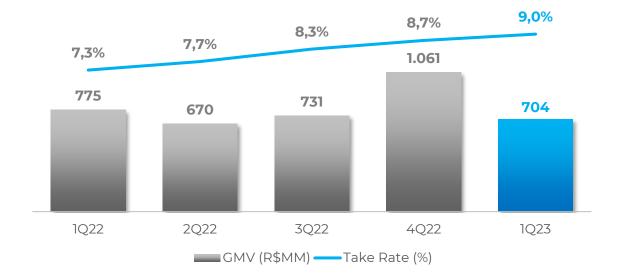
Even though we have also been adopting a conservative approach in this credit line, we understand that personal loan is essential to both engage and retain the customer. This is an important product to support them in cash flow restriction periods, not only to cover eventual investments, but also their daily needs.

In 1Q23 we reached a portfolio of R\$ 342 million compared to R\$ 429 million in 4Q22 and R\$ 560 million in 1Q22.

#### Marketplace

Our marketplace is an important business line to engage clients, improve our crosssell index and help us keep in line with our diversification strategy. Besides the cobranded credit cards, we offer price tracker, specialist reviews, and contextualized credit, becoming a smart shopping advisor to our clients.

We also keep scaling up business profitability with a take rate of 9.0% in 1Q23 versus 7.3% in 1Q22. In this quarter, we posted a R 704 million GMV, in line with the R 775 million of the previous year.

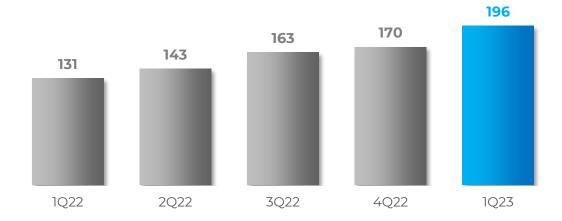


#### Take Rate (%) & GMV (R\$ MM)

#### Insurance

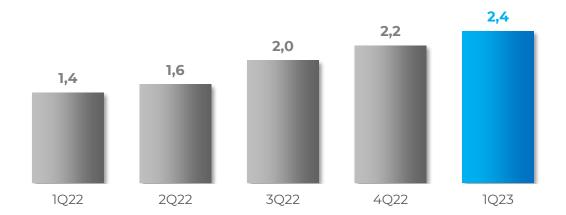
Our diversified insurance portfolio is also part of our multiproduct platform strategy. We will maintain our developments to keep improving our one-stop-shop platform, totally available in app.

As of 1Q23, we had 2.4 million insurance clients, 68% more than in 1Q22. Also in this quarter, we originated R\$ 196 million in insurance premiums, 49% higher than the R\$ 131 million originated in 1Q22.



#### Insurance Premiums Origination (R\$ MM)

**Clients with Outstanding Insurance (# MM)** 



#### Savings & Investment

We offer our clients a low-risk time deposit (PoupaPAN) with daily liquidity. It is available in app and yields more than the regular Brazilian Savings (*Poupança*), a product widely used by our clients in other financial institutions, currently concentrated in the largest Brazilian banks.

Our strategy relies also on boosting engagement, providing soon new investment products and benefits especially on Mosaico's higher income client flow.

## CREDIT

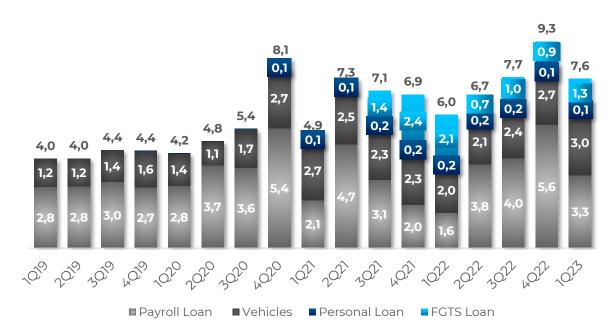
#### **Credit origination**

In this quarter, our credit origination remained solid, even with the momentary pause of payroll loans (INSS) due to the change on regulatory interest rate cap. This shows how effective we are in diversifying our portfolio, engaging our clients, and boosting our channels, both B2C and B2B. Also, we kept our collateralized portfolio at high levels, meaning 91% this quarter versus 87% in 1Q22.

During 1Q23, we originated R\$ 7,659 million in new credits, compared to R\$ 9,284 million in 4Q22 and R\$ 5,983 million in 1Q22.

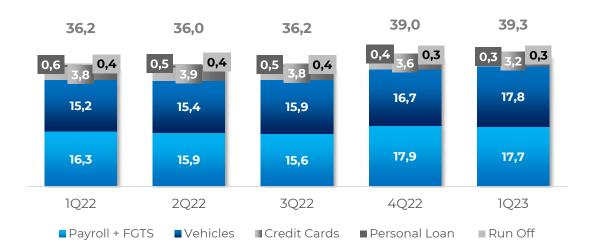
R\$ MM	1Q23	4Q22	1Q22	1Q23 x 4Q22	1Q23 x 1Q22
Payroll Loan	2,516	4,233	1,368	-41%	84%
Payroll Credit Cards	754	1,317	231	-43%	227%
FGTS Loan	1,279	900	2,120	42%	-40%
Vehicles	2,290	2,188	1,700	5%	35%
Motorcycles	684	525	322	30%	112%
Personal Loan	136	120	242	-21%	-44%
Total	7,659	9,284	5,983	-18%	<b>28</b> %

#### Credit Origination (R\$ MM)



#### **Credit portfolio**

The Loan Portfolio ended 1Q23 with a balance of R\$ 39,311 million, 8% higher than R\$ 36,243 million in 1Q22.



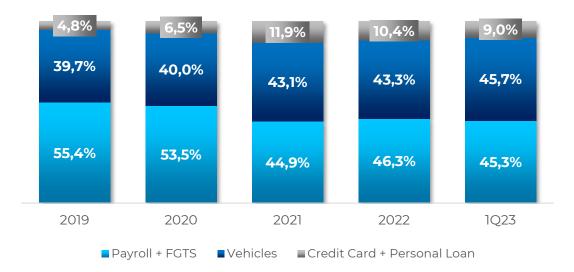
#### Credit Portfolio (R\$ Bn)

We present below the composition of the Credit Portfolio by segment:

R\$ MM	1Q23	%	Δ 1Q23/ 4Q22	∆ 1Q23/ 1Q22	1Q22	%
Vehicles	17,830	45%	7%	17%	15,238	42%
Payroll + FGTS	17,653	45%	-2%	9%	16,251	45%
Credit Cards	3,153	8%	-13%	-18%	3,836	11%
Personal Loanl	342	1%	-20%	-39%	560	2%
Run Off	332	1%	0%	-8%	359	1%
TOTAL	39,311	100%	1%	8%	36,243	100%

#### **Credit quality**

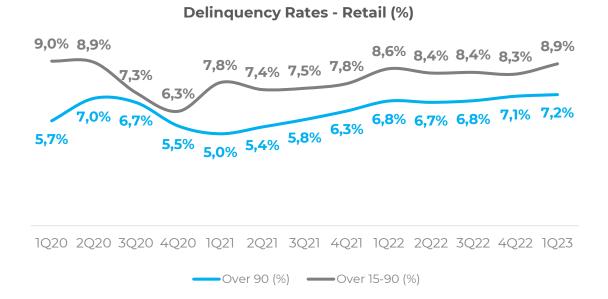
In line with our strategy, we have expanded our portfolio with different products and services, considering also higher margins and engagement levels. Meanwhile, we were able to maintain an elevated level of collateralized portfolio, accounting for 91% of total by 1Q23.



#### Portfolio Breakdown (%)

Together with our successful approach in anticipating macroeconomic deterioration, we succeeded in keeping risk levels under control and in line with management expectation.

In 1Q23, 7.2% of loans were overdue above 90 days, in line with 7.1% in 4Q22. At the same time, 8.9% of the loans were overdue between 15 and 90 days versus 8.3% in 4Q22. This increase is related to the seasonality on vehicle loans on first quarters.



In 1Q23, 90% of total portfolio breakdown by risk category was between AA and C, according to Resolution N°. 2,682 of the National Monetary Council ("CMN"), the same level of 4Q22:

R\$ MM	1Q23	Part. %	4Q22	Part. %	1Q22	Part. %	1Q23 x 4Q22	1Q23 x 1Q22
"AA" to "C"	35,402	90%	35,167	90%	32,861	90%	1%	8%
"D" to "H"	3,909	10%	3,868	10%	3,382	10%	1%	16%
Total	39,311	100%	39,036	100%	36,243	100%	1%	8%

#### Credit portfolio assignment

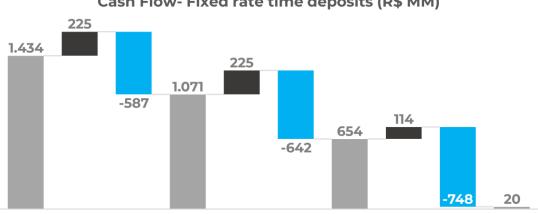
In addition to retaining portfolio, we also have a strategy to assign loans without recourse to third parties as a usual tool for capital and liquidity management. In 1Q23, we made assignments of R\$ 3,636 million, compared to R\$ 2,876 million in 4Q22 and R\$ 1,774 million in 1Q22.

## **FUNDING**

The total funding by the end of 1Q23 was R\$ 38.5 billion, according to the following composition: (i) R\$ 18.0 billion in time deposits, representing 47% of the total; (ii) R\$ 10.7 billion related to Bank Notes issues, or 28% of the total; (iii) R\$ 8.3 billion in interbank deposits, or 21% of the total; (iv) R\$ 0.8 billion with multilateral institutions, or 2% of the total and; (v) other sources of funding, which corresponded to R\$ 0.8 billion, equivalent to 2% of the total funding.

Funding Sources R\$MM	1Q23	%	4Q22	%	1Q22	%	1Q23x 4Q22	1Q23x 1Q22
Time Deposits	18,014	47%	19,006	52%	21,222	59%	-5%	-15%
Bank Notes	10,652	28%	10,540	29%	9,961	28%	1%	7%
Interbank Deposits	8,255	21%	5,482	15%	3,337	9%	51%	147%
Multilateral	772	2%	780	2%	775	2%	-1%	8%
Other	799	2%	842	2%	955	3%	-5%	-16%
Total	38,492	100%	36,651	100%	36,189	100%	5%	<b>6</b> %

Below are our legacy fixed rate time deposits (CDBs - issued between 2005 and 2008) cash flow. In March 2023, the total balance was R\$ 1,434 million.



#### Cash Flow- Fixed rate time deposits (R\$ MM)

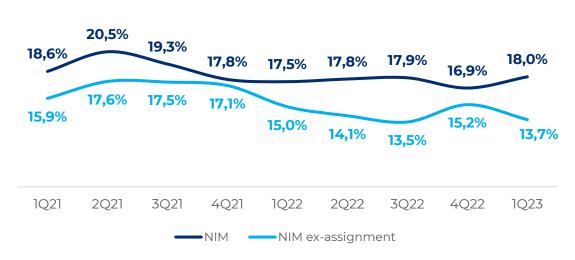
dec/23 dec/25 Interest Payment Interest mar/23 Payment Interest dec/24 Payment

### RESULTS

#### Net Interest Margin – NIM

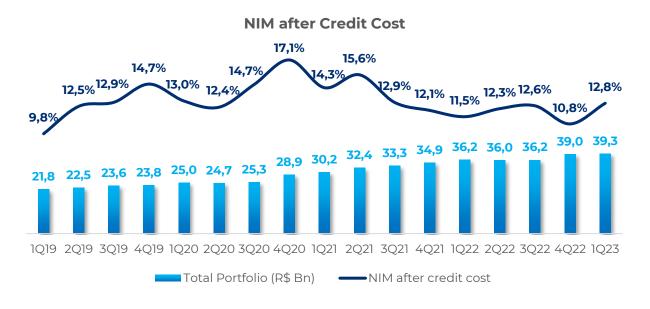
In 1Q23, we maintained consistent results, with a net interest margin of R\$ 1,947 million, an increase of 8% compared to R\$ 1,799 million in 1Q22.

Regarding the interest-earning assets<sup>6</sup>, NIM was 18.0% in 1Q23 and 16.9% in 4Q22 while NIM without assignments was 13.7% in 1Q23 and 15.2% in 4Q22. These levels remain high and are related to the robust spreads of credit operations.





As we kept this conservative strategy in new credit card issuances and personal loans, our NIM after credit cost remained strong.

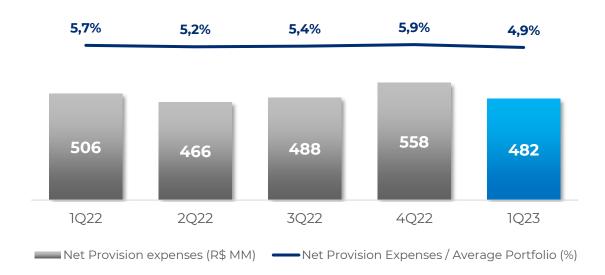


<sup>6</sup> Average interest earning assets excluding excess cash

R\$ MM	1Q23	4Q22	1Q22	Δ 1Q23/ 4Q22	Δ1Q23/ 1Q22
1. Net Interest Margin	1,947	1,856	1,799	5%	8%
2. Average Interest-Earning Assets	46,033	46,639	43,649	-1%	5%
- Loan Portfolio	39,173	37,598	35,570	4%	10%
- Securities and Interbank Investments	6,860	9,041	8,079	-24%	-15%
Net Interest Margin - NIM (%)	18.0%	<b>16.9</b> %	<b>17.5</b> %	1.1 p.p.	0.5 p.p.

#### **Allowance for Loan Losses and Credit Collection**

The Net Loan Provision Expenses totaled R\$ 482 million versus R\$ 558 million in 4Q22 and R\$ 506 million in 1Q22, in line with management expectations. Compared to the portfolio, the annualized net expenses went from 5.9% in 4Q22 to 4.9% in 1Q23.



#### Net Provision Expense (R\$ MM)

#### **Costs and Expenses**

General and administrative expenses totaled R\$ 597 million in 1Q23, compared to R\$ 580 million in 4Q22 and R\$ 561 million in 1Q22, reflecting our focus on growing with efficiency.

Origination expenses totaled R\$ 553 million at the end of this quarter, compared to R\$ 635 million in 4Q22 and R\$ 386 million in 1Q22, following the volumes of credit origination.

Expenses (R\$ MM)	1Q23	4Q22	1Q22	Δ 1Q23/ 4Q22	Δ 1Q23/ 1Q22
Personnel Expenses	194	205	205	-5%	-5%
Administrative Expenses	402	375	355	7%	13%
Personnel and Administrative Expenses	597	580	561	3%	6%
Commission Expenses	328	446	205	-26%	60%
Other Origination Expenses	225	189	181	19%	24%
Origination Expenses	553	635	386	-13%	43%
Total	1,150	1,215	947	-5%	21%

#### **Results**

We continue to post solid results. In 1Q23, we reached a R\$ 233 million EBT (goodwill adjusted), compared to R\$ 238 million (goodwill adjusted) in 4Q22 and R\$ 249 million of 1Q22.

Net Income was R\$ 193 million (goodwill adjusted), in line both with the R\$ 191 million profits in 4Q22 (goodwill adjusted) and the R\$195 million in the 1Q22. The annualized return on average equity was 11.6% in 1Q23 (goodwill adjusted), compared to the return of 11.5% in 4Q22 (goodwill adjusted) and 13.3% in 1Q22.

Income Statement (R\$ MM)	1Q23	4Q22	1Q22	∆ 1Q23/ 4Q22	∆ 1Q23/ 1Q22
Accouting Interest Margin	1,934	1,844	1,799	5%	7%
Credit Provisions	-538	-646	-595	-17%	-10%
Financial Interm. Gross Result	1,396	1,198	1,204	16%	16%
Income from services rendered	295	331	201	-11%	47%
Administrative and Personnel Expenses	-597	-580	-561	3%	6%
Commission Expenses	-328	-446	-205	-26%	60%
Other origination costs	-225	-189	-181	19%	24%
Tax Expenses	-126	-124	-82	1%	54%
Other income and expenses	-182	47	-128	-485%	42%
Profit before taxation	233	238	249	-2%	-6%
Income Tax and social contribution	-40	-47	-53	-15%	-25%
Net Income (ex-goodwill amortization)	193	191	195	1%	-1%

Accounting to managerial bridge (R\$ MM)		1Q23			
	Managerial	Adjustment	Accounting		
Accouting Interest Margin	1,934		1,934		
Credit Provisions	-538		-538		
Financial Interm. Gross Result	1,396		1,396		
Income from services rendered	295		295		
Personnel Expenses	-213		-213		
Other administrative expenses	-937		-937		
Tax Expenses, provisions, and others	-126		-126		
Non-operating results	-182		-182		
Goodwill Amortization	0	31	-31		
Profit before taxation	233	31	203		
Income Tax and social contribution	-40	-10	-31		
Net Income	193	21	172		
ROE	11.6%		8.9%		

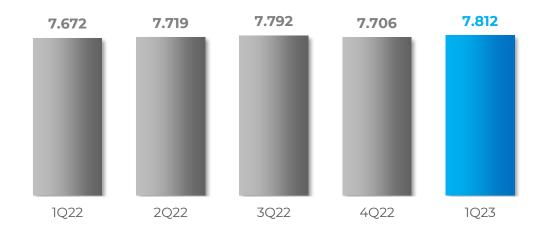
## Bridge: Adjusted ROE by fixed-rate time deposits and excess of DTA

R\$ MM	1Q23	4Q22	3Q22	2Q22	1Q22
Accounting Net Income	172	170	171	169	195
Accounting average total equity	7,759	7,749	7,755	7,695	6,735
Accounting ROE (% p.y.)	<b>8.9</b> %	<b>8.8</b> %	<b>8.8</b> %	<b>8.8</b> %	<b>11.6</b> %
Accounting average total equity (excluding Goodwill)	6,667	6,627	6,602	6,531	6,156
Net Income (excluding Goodwill)	193	191	193	194	195
ROE (% p.y.) (excluding Goodwill)	<b>11.6</b> %	11.5%	11. <b>7</b> %	11.9%	13.3%
Excess of Financial expenses (net of taxes)	27	33	30	37	32
Adjusted Net Income (excluding Goodwill)	220	223	223	231	227
ROE (% p.y.) (excluding Goodwill & Legacy Fixed Rated TDs)	13.2%	13.5%	13.5%	14.2%	15.5%
Excess of DTA related to losses	809	788	764	753	734
Adjusted average total equity	5,859	5,839	5,838	5,753	5,126
ROE (% p.y.) (excluding Goodwill & Legacy Fixed Rated TDs & Excess DTA)	15.0%	15.3%	15.3%	16.0%	1 <b>7.8</b> %

## **EQUITY, RATINGS & MARKET**

#### SHAREHOLDERS EQUITY

PAN's Consolidated Shareholders' equity equaled R\$ 7,812 million in 1Q23, compared to R\$ 7,706 million in 4Q22 and R\$ 7,672 million in 1Q22.

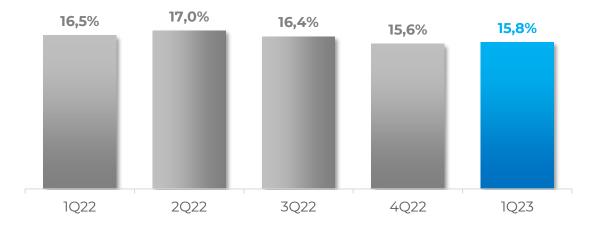


#### Shareholder's Equity (R\$ MM)

#### **BASEL RATIO - MANAGERIAL**

Due to the consolidation of Banco PAN in the prudential conglomerate of BTG Pactual, the individual Basel ratio is no longer formally disclosed. However, we continue to release a managerial ratio to monitor Banco PAN's capitalization.

The Managerial Basel Ratio (pro forma) ended 1Q23 at 15.8% compared to 15.6% recorded at the end of 2022 and 16.5% recorded in 1Q22, composed entirely of Tier 1 Capital.



**Basel Ratio (%)** 

R\$ MM	1Q23	4Q22	1Q22
Reference Shareholders' Equity	5,349	5,180	5,254
Required Reference Shareholders' Equity	3,559	3,489	3,183
RWA	33,898	33,226	31,832

#### RATINGS

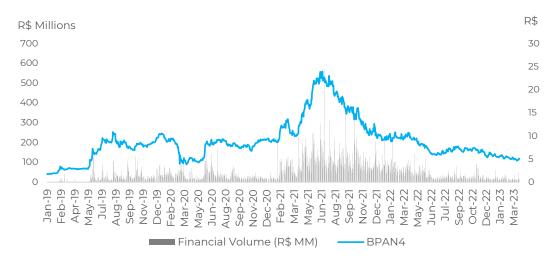
Our long-term corporate ratings are presented below:

Rating Agency	Global Scale	Local Scale	Outlook			
Standard & Poor's	BB-	AAA	Stable			
Moody's	-	AAA	Stable			
Fitch Ratings	BB-	AA	Stable			
Riskbank	Low Long-Term Risk 3   9.50					

#### STOCK MARKET PERFORMANCE

PAN shares (BPAN4)<sup>7</sup> ended 1Q23 quoted at R\$5.10 and had a daily average traded volume of R\$ 17.9 million in the quarter, compared to R\$ 25.1 million traded per day in 4Q22 and R\$ 78.0 million from 1Q22, down 29% and 77% respectively.

On March31<sup>st</sup> 2023, the company's market value was R\$ 6,7 billion.



<sup>&</sup>lt;sup>7</sup>Belonging to Level 1 corporate governance

## BALANCE SHEET & INCOME STATEMENT

BALANCE SHEET			
(R\$ MM)			
Assets	1Q23	4Q22	1Q22
Cash and equivalents	476	286	257
Financial instruments	9,984	9,150	7,769
Interbank Investments	2,655	3,028	3,215
Loan operations	36,893	36,475	33,471
Loan operations	37,304	36,529	33,277
Securities and credits receivable	1,981	2,250	2,426
(Provision for expected losses associated to the credit risk)	-2,393	-2,304	-2,231
Other financial asset	658	626	774
Taxes	3,751	3,982	3,893
Other receivables	800	770	493
Other assets	444	381	398
Permanent	1,417	1,437	1,468
Total Assets	57,078	56,134	51,738
Liabilities and Equity	1Q23	4Q22	1Q22
Deposits	26,655	24,937	24,876
Demand Deposits	386	448	317

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Interbank Deposits	8,254	5,482	3,336
Time Deposits	18,014	19,006	21,222
Funds obtained in the open market	5,753	5,885	2,124
Funds from acceptance and issuance of securities	10,788	10,618	10,150
Interbank Accounts	2,018	2,271	2,405
Derivative Financial Instruments	771	780	714
Obligations for Loans	129	88	178
Other financial liabilities	275	316	447
Provisions	337	344	418
Tax obligations	220	338	186
Other liabilities	2,312	2,849	2,563
Equity	7,811	7,706	7,671
Non-controlling interests	2.2	1.9	0.1
Total Liabilities and Equity	57,078	56,134	51,738

CONSOLIDATED INCOME STATEMENTS (R\$ MM)	1Q23	4Q22	1Q22
Income from financial intermediation	3,449	3,113	2,733
Income from loan operations	3,209	2,682	2,432
Result from operations with marketable securities	329	216	246
Result from derivative financial instruments	-175	116	-18
Result from foreign exchange operations	0.4	0.1	0.0
Result from compulsory investments	86	98	74
Expenses on financial intermediation	-2,054	-1,914	-1,530
Result from market funding operations	-1,524	-1,274	-1,042
Provisions for expected losses associated with credit risk	-538	-646	-595
Borrowing and on lending operations	7.8	5.7	108
Gross result from financial intermediation	1,396	1,198	1,204
Other operating income (expenses)	-1,194	-998	-959
Income from services rendered	295	331	201
Personnel expenses	-213	-221	-218
Other administrative expenses	-937	-994	-728
Tax expenses	-126	-124	-82
Expenses with provisions	-59	-38	-58
Other operating income (expenses)	-159	47	-74
Operating result	202	200	245
Non-operating results	0.9	8.1	3.8
Profit before taxation	203	208	249
	205	200	243
Taxes on income	-30	-36	-53
Income tax	-20	78	3
Social contribution	-14	59	3
Deferred tax asset	4	-174	-59
Non-controlling interests	-0.3	-1.5	0.2
Net profit	172	170	195