

# Earnings Release

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**São Paulo, November 3<sup>rd</sup>, 2022** – Pursuant to legal provisions, Banco PAN S.A. ("PAN", "Bank", "Banco PAN" or "Company") and its subsidiaries disclose the results for the quarter ended September 30<sup>th</sup>, 2022, 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 facilitating people's lives with creative and smart financial solutions. With our long track record in credit, we are present in the lives of our **22 million clients,** investing in UX, being the most complete Digital Bank in terms of financial products and delivering **consistent results to our shareholders**.

In 2019, we already had an important track record in credit, focusing in two products – vehicle financing and payroll loans, having more than 4 million clients and R\$ 24 billion credit portfolio. On the other hand, the credit origination relied mostly on third parties, reducing the direct contact with our clients, and leading to a low brand awareness.

Since then, we began a transformation journey, boosting our distribution channels and our products portfolio, offering personal loans, credit cards, car equity and FGTS (anticipation of annual withdraws), everything available through our app, web, and WhatsApp. On top of that, we offer our complete marketplace within our app and throughout Buscapé and Zoom.

Thus, we made our business position stronger, with better conditions to deliver a different value proposition to our client.

We remained focused on our sustainable growth, acting in a fast way, and preserving our asset quality. During this quarter, we kept our conservative approach to new credit card issuances and personal loans. Meanwhile, as payroll loans margin increased, we scaled up origination and also maintained a leading position in FGTS loans market. This strategy, adopted to anticipate the credit cycle, when combined with our 88% collateralized portfolio, resulted in stable delinquency rates

We improved our contextualized credit offer, with pre-approved credit in Buscapé, and BNPL (Buy Now Pay Later) in Banco PAN´s App. By this we are reinforcing our mission to be present in our clients' daily lives, in different moments, meeting their needs.

Our Marketplace keeps contributing with a relevant share of total revenues as a consequence of the take rate evolution. The acquisition of Mosaico provides a better credit profile client at the same time it allows us to advise our clients during their ecommerce journey.

Our high engagements levels are also a consequence of a continuous UX evolution. By the end of 3Q22, considering our banking clients, 52% were active and more than 6.4 million had at least one credit product.

Our **cross-sell index was 2.5** this quarter and the transaction volume reached R\$22.1 billion a 61% increase year over year, with more than **7.0 million PIX accounts.** 

In this quarter we delivered strong net interest margins, high credit origination levels together with a **R\$ 193 million net profit** and **ROE of 11.7%** goodwill adjusted.

We are committed to support our clients' decisions, being part of their lives, investing in new products and solutions, innovating together with them, focusing on growth, engagement, and monetization.

# **MAIN INDICATORS**

	R\$ MM	3Q22	2Q22	3Q21	3Q22 x 2Q22	3Q22 x 3Q21
Income	Net Interest Margin	1,928	1,903	1,748	1%	10%
Inco	Net Income (goodwill adjusted) <sup>1</sup>	193	194	191	-0.3%	1%
	Net Interest Margin (% p.y.) <sup>2</sup>	17.9%	17.8%	19.3%	0.1 p.p.	-1.4 p.p.
a)Ce	Accounting ROE (% p.y.) <sup>3</sup>	11.7%	11.9%	13.6%	-0.2 p.p.	-1.9 p.p.
mar	Adjusted ROE - Unaudited (% p.y.)	15.3%	16.0%	18.4%	-0.7 p.p.	-3.1 p.p.
Performance	90 days NPL ratio - Retail	6.8%	6.7%	5.8%	0.1 p.p.	1.0 p.p.
ď	15-90 days NPL ratio - Retail	8.4%	8.4%	7.5%	0.0 p.p.	0.9 p.p.
	Credit Provisions Expense/ Avg. Portfolio (% p.y.)	5.4%	5.2%	4.6%	0.2 p.p.	0.8 p.p.
동	Total Assets	5,.847	54,171	43,994	1%	25%
Balance Sheet	Credit Portfolio	36,161	36.040	33,262	0.3%	9%
nce	Funding	37,504	37.537	32,464	-0.1%	16%
3ala	Net Equity	7,792	7.719	5,676	1%	37%
_	Basel Ratio	16.4%	17.0%	15.3%	-0.6 p.p.	1.1 p.p.
	Net Income per Share (Reais)	0.15 <sup>1</sup>	0.15	0.16	1%	-6%
Equity	Book Value per Share (Reais)	5.96	5.91	4.71	1%	27%
й	Market Cap	9,118	7,982	18,763	14%	-51%
	Total Clients (MM)	22.2	20.9	15.1	6%	47%
	Banking Clients (MM)	17.0	16.1	11.0	5%	55%
	Retail Origination	7,670	6,697	7,069	15%	8%
Other	Credit Assignments	3,863	3,475	2,916	11%	32%
0	Employees	2,806	2,924	3,105	-4%	-10%
	Bank Correspondents	990	891	902	11%	10%
	Dealerships	19,620	19,144	18,234	2%	8%
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<sup>&</sup>lt;sup>1</sup> Since 2Q22, net income and ROE are released considering goodwill adjustments

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

<sup>&</sup>lt;sup>3</sup> Since 2Q22, net income and ROE are released considering goodwill adjustments



# **3Q22** Highlights

Credit Portfolio (R\$)

**36.2**Bn

+9% 3Q21

Transaction Volume (R\$)

**22.1**Bn

+61% 3Q21

**ROE** (p.y.)\*

11.7%

13.6% 3Q21

**Total Clients** 

**22.2**MM

+47% 3Q21

Net Income (R\$)\*

**193**MM

+1% 3Q21

**Collateralized Portfolio** 

88%

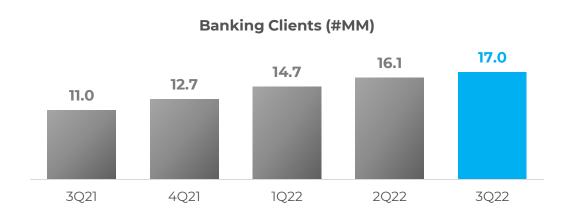
88% 3Q21

<sup>\*</sup>Considering goodwill adjustments

# **BUSINESS LINES**

#### **Transactional Bank**

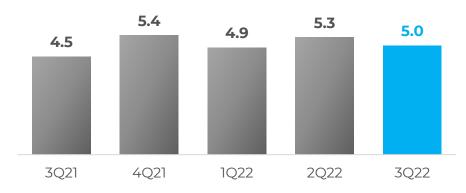
By the end of 3Q22, PAN had 22.2 million total clients, a 6% increase over 2Q22 and 47% over 3Q21. Our Banking clients were 17.0 million with 52% activation level and a cross-sell index of 2.5 products per active client.



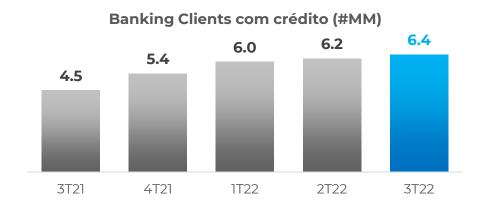
We continue to post strong engagement metrics. In 3Q22, we had more than 7.0 million accounts with PIX keys and a 61% increase year over year in the transacted volume, totaling R\$ 22.1 billion of TPV. This quarter, the volume of card transactions was R\$ 5.0 billion, an increase of 11% compared to R\$ 4.5 billion in 3Q21.



**Total Transaction Volume - Cards (R\$ Bn)** 



Our banking clients have a strong share of our credit, in 3Q22 6.4 million had credit with PAN.



# **Payroll Loans and FGTS**

In the payroll credit market, we focus on loans and credit cards to public servants, retirees and INSS (National Institute of Social Security) pensioners. Our strategy is to remain a relevant player, being among the largest credit providers to INSS beneficiaries and pensioners.

Besides that, the new product – Payroll Credit Card Benefit – made possible a relevant origination this quarter. In this new product, there are no fees, and some benefits are offered, such as life insurance and funeral assistance. This new product adds more 5% in payroll margin on top of the 35% for payroll credit and the 5% for the regular payroll credit card, reaching 45% in total.

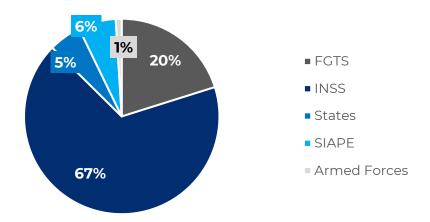
This quarter we maintained our market share in the FGTS loan (anticipation of the anniversary withdraw), increasing origination levels and improving in-app user experience.

The payroll loan portfolio ended the 3Q22 with a balance of R\$ 9,801 million, compared to R\$ 9,691 million in 2Q22. The payroll credit card portfolio ended the quarter with a balance of R\$ 3,365 million, 47% higher than the R\$ 2,284 million balance in 2Q22.

# Payroll and FGTS Portfolio Evolution (R\$ Bn)



# Origination Breakdown (%) - 3Q22

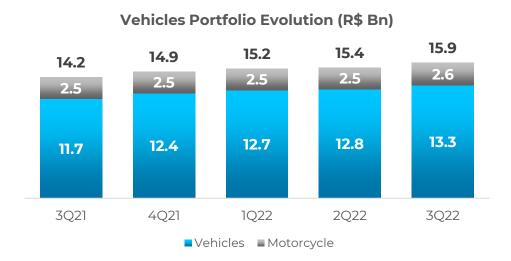


# **Vehicle Financing**

With focus on financing used vehicles (mostly between 4 and 8 years of use) and new motorcycles we maintained our relevant presence in these markets. Together with recently acquired Mobiauto, we act as one of the largest digital platforms for online vehicles sales in Brazil, leveraging our market share in vehicles and motorcycles financing. In addition, Mobiauto improves client experience and increases dealers' engagement, expanding our ecosystem through technology and contextualized products and services.

Besides, in this quarter we delivered some important improvements on Auto PAN (car equity), with real-time cars' eligibility check. Now we can reach out to our entire client base, scaling up this product with higher margin and lower credit risk.

The vehicle credit portfolio ended the quarter at R\$ 15,925 million, an increase of 4% compared to R\$ 15,354 million in 2Q22 and 12% compared to R\$ 14,233 million at the end of 3Q21.



## **Credit Card**

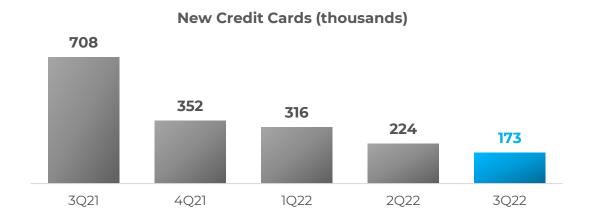
Following our strategy of providing multiple products to our client base, we continued the expansion of our credit card segment, not only to meet their credit demands, but also their day-to-day banking service's needs.

We continued to use Mosaico's channels to bring in more clients with better credit risk profile and at a lower CAC. In addition, we introduced ZOOM co-branded credit card last quarter, which is already ramping up production, that together with Buscapé are the main brands in Mosaico's platform.

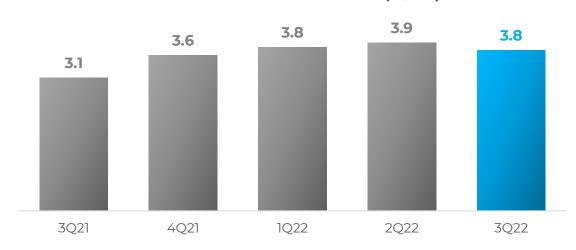
Since 3Q21 adopted a conservative approach related to new credit card issuances, Nevertheless, we continue to grow our credit card segment, improving user experience and providing new products and features.

This quarter we had 173 thousand new credit card issuances, 23% below the 224 thousand in 2Q22. We believe that the credit card is a relevant engagement tool, allowing a better cash flow management together with benefits and cashback. Therefore, we understand that with the credit market improvement we will be able to regain greater credit card issuances levels.

We ended 3Q22 with a balance of R\$ 3,766 million, 3% below the R\$ 3.940 million in 2Q22 and 21% above the R\$ 3.118 million from 3Q21.







# **Personal Loan**

As we focus on creating a complete service platform, personal lending aims to complement the range of products that in our vision engage and retain the client. This is also a fundamental tool in their daily life as moments of cash flow restriction may unfold frequently, limiting their ability of covering not only eventual investments but mainly their daily needs.

We reached a portfolio of R\$ 512 million in 3Q22 compared to R\$ 510 million in 2Q22 and R\$ 359 million in 3Q21.

#### **Market Place**

We continue investing in new financial products to our marketplace business (Mosaico), through co-branded credit cards and by introducing Buy Now Pay Later as a payment option.

This quarter, we posted a R\$ 730 billion GMV and remained focused on the profitability, with an 8.3% take rate versus 7.7% on 2Q22.

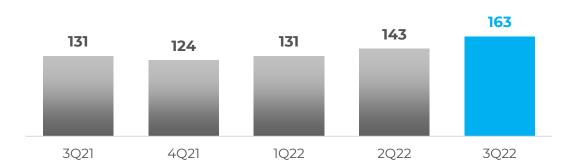
#### **Insurance**

The insurance offer is also aligned with our strategy of diversification, cross sell, and expansion of our complete platform of services according to our clients' needs.

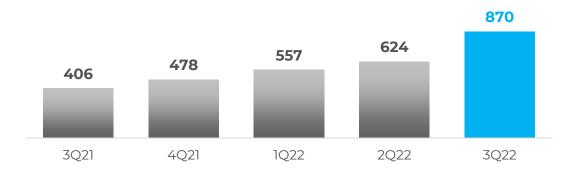
We ended 3Q22 with 2.0 million insurance clients, of which 870 thousand are banking clients, 114% higher than the year before. The high penetration of insurance services within our banking clients base demonstrates our ability to cross-sell and we will continue to develop a one-stop-shop platform, fully available in the app. Soon we will have new insurance offers, including Income Loss Insurance, Mobile Phone Insurance, Home Insurance, among others.

In this quarter, we originated R\$ 163 million in insurance premiums, 14% higher than the R\$ 143 million originated in 2Q22.

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



#### **Banking clients with outstanding insurance (thousands)**



# **Savings & Investment**

We offer PoupaPAN, a low-risk time deposit (CDB) with daily liquidity. This product yields more than savings account (Poupança), a product widely used by our clients in other financial institutions, nowadays concentrated in the largest Brazilian banks.

As we continue to advance in our new products pipeline, more investment features will be deployed along the next quarters such as different CDBs with improved UX.

We see the integration with Mosaico an important step to increase our funding capability as it brings clients with higher income.

# **CREDIT**

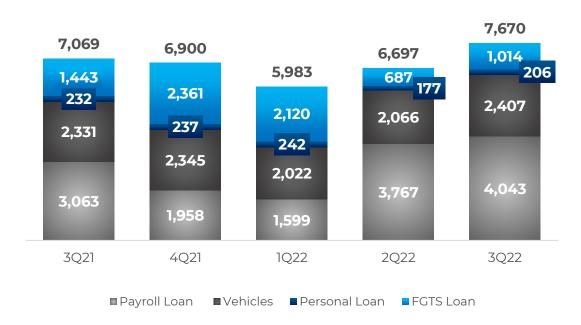
# **Credit origination**

With constant investments in products and channels diversification, innovation, and process simplification, we added efficiency in credit origination. We highlight the Payroll Benefit Credit Card, deployed in an efficient and timely manner, repeating FGTS and contributing for this quarter origination.

During 3Q22, we originated R\$ 7,670 million in new credits, compared to R\$ 6,697 million on 2Q22 and R\$ 7,069 million on 3Q21.

R\$ MM	3Q22	2Q22	3Q21	3Q22 x 2Q22	3Q22 x 3Q21
Payroll Loan	2,815	3,453	2,805	-18%	0%
Vehicles	1,228	314	257	291%	377%
Motorcycles	1,014	687	1,443	48%	-30%
FGTS Loan	1,988	1,645	1,986	21%	0%
Payroll Credit Cards	419	418	345	0%	21%
Personal Loan	206	177	232	16%	-11%
Total	7,670	6,697	7,069	15%	8%

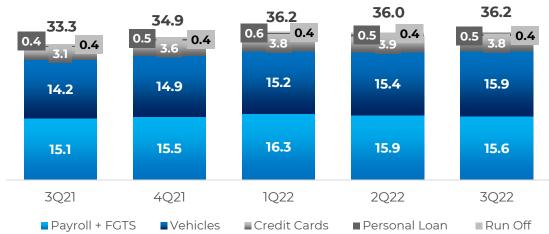
# **Credit Origination (R\$ MM)**



# **Credit portfolio**

The Loan Portfolio ended 3Q22 with a balance of R\$ 36,161 million, compared with R\$ 36,040 million at the end of 2Q22 and 10% higher than R\$ 33,262 million at the end of 3Q21.



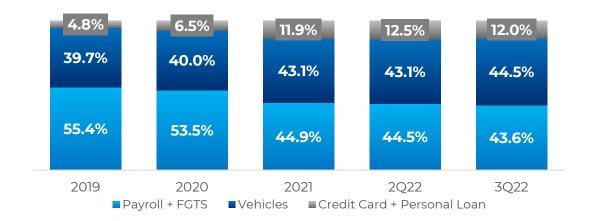


We present below the composition of the Credit Portfolio by segment:

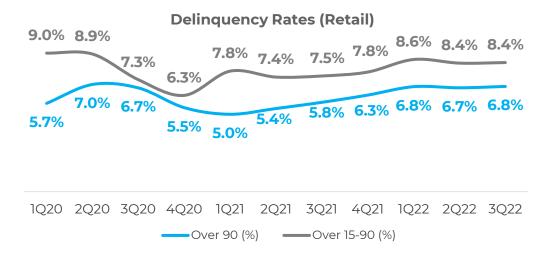
R\$ MM	3Q22	%	Δ 3Q22/ 2Q22	Δ 3Q22/ 3Q21	3Q21	%
Vehicles	15,925	44%	4%	12%	14,233	43%
Payroll + FGTS	15,598	43%	-2%	3%	15,123	45%
Credit Cards	3,766	10%	-4%	21%	3,118	9%
Personal Loan	512	1%	1%	43%	359	1%
Run Off	360	1%	-5%	-16%	429	1%
TOTAL	36,161	100%	0%	9%	33,262	100%

# **Credit quality**

We have gradually expanded the number of products offered and diversified our retail credit portfolio, including products with higher margins and engagement potential, while maintaining an elevated level of collateralized portfolio which accounts for 88%.



This quarter we maintained controlled risk levels. In 3Q22, 6.8% of loans were overdue above 90 days compared to 6.7% in 2Q22. At the same time, 8.4% of the loans were overdue between 15 and 90 days, the same levels of 2Q22.



In 3Q22 90% of total portfolio breakdown by risk category was between AA and C, according to Resolution  $N^{\circ}$ . 2,682 of the National Monetary Council ("CMN"), the same levels of 2Q22:

R\$ MM	3Q22	Part. %	2Q22	Part. %	3Q21	Part. %	3Q22 x 2Q22	3Q22 x 3Q21
"AA" to "C"	32,644	90%	32,601	90%	30,767	92%	0.1%	6%
"D" to "H"	3,517	10%	3,439	10%	2,495	8%	2%	41%
Total	36,161	100%	36,040	100%	33,262	100%	0.3%	9%

# **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 3Q22, we made assignments of R\$ 3,863 million, compared to R\$ 3,475 million in 2Q22 and the amount of R\$ 2,916 million in 3Q21.

# **FUNDING**

The total funding at the end of 3Q22 was R\$ 37.5 billion, according to the following composition: (i) R\$ 21.3 billion in time deposits, representing 57% of the total; (ii) R\$ 11.7 billion related to Bank Notes issues, or 31% of the total; (iii) R\$ 2.8 billion in interbank deposits, or 7% of the total; (iv) R\$ 0.8 billion multilateral, or 2% of the total and; (v) other sources of funding, which corresponded to R\$ 0.9 billion, equivalent to 2% of the total funding.

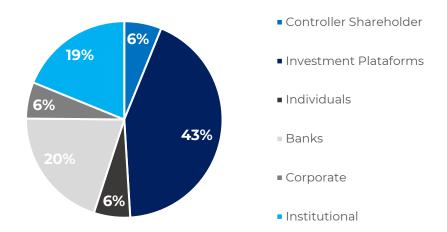
Funding Sources <sup>2</sup> R\$MM	3Q22	%	2Q22	%	3Q21	%	3Q22x 2Q22	3Q22x 3Q21
Time Deposits	21,281	57%	21,986	59%	18,181	56%	-3%	17%
Bank Notes	11,744	31%	11,258	30%	9,923	30%	4%	20%
Interbank Deposits	2,775	7%	2,643	7%	3,411	11%	5%	-19%
Multilateral	805	2%	775	2%	-	n/a	4%	n/a
Other	898	2%	875	2%	1,064	3%	3%	-16%
Total	37,504	100%	37,537	100%	32,464	100%	-0.1%	16%





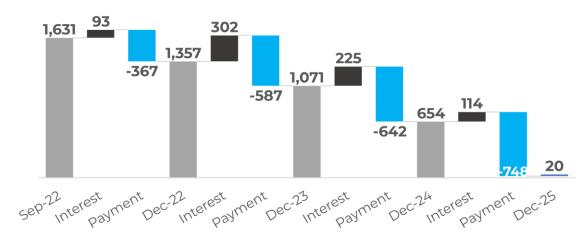
 $<sup>^2</sup>$  in accordance with the provisions of Article 8 of the Central Bank Circular No. 3,068/01, PAN declares that it has financial capacity and intention to maintain until maturity the securities classified in the category "securities held to maturity" in its financial statements.





Below are our legacy fixed rate time deposits (CDBs - issued between 2005 and 2008) cash flow. In September the total balance was R\$ 1,631 million:

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

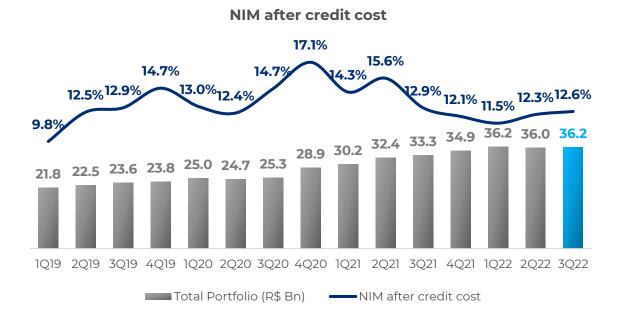


# **RESULTS**

# **Net Interest Margin - NIM**

In 3Q22, we delivered consistent results reflecting a strong net interest margin of R\$ 1,928 million, a 10% increase over R\$ 1,748 million in 3Q21.

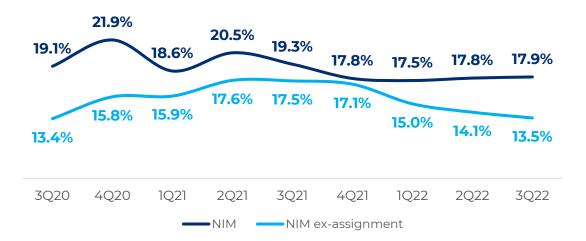
Our portfolio remained stable along this quarter with our conservative approach to credit cards and personal loans, improving NIM after credit cost.



In relation to interest-earning assets<sup>5</sup>, NIM was 17.9% in 3Q22 and 17.8% in 2Q22 while NIM without assignments was 13.5% in 3Q22 and 14.1% in 2Q22. These levels remained high and are related to the robust spreads of credit operations and the expansion of new credit lines with higher margins.

<sup>&</sup>lt;sup>5</sup> Average interest earning assets excluding excess cash

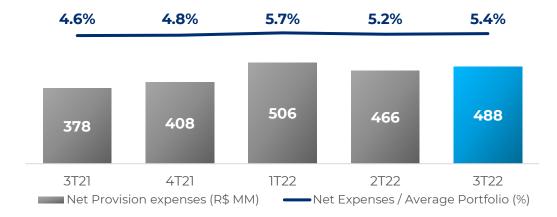
NIM %



R\$ MM	3Q22	2Q22	3Q21	Δ 3Q22/ 3Q22	Δ3Q22/ 3Q21
1. Net Interest Margin	1,928	1,903	1,748	-1%	11%
2. Average Interest-Earning Assets	45,834	45,534	38,769	1%	18%
- Loan Portfolio	36,101	36,142	32,808	-0.1%	10%
- Securities and Interbank Investments	9,733	9,392	5,961	4%	63%
Net Interest Margin - NIM (%)	17.9%	17.8%	19.3%	0.1 p.p.	-1.4 p.p.

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

The Net Loan Provision Expenses totaled R\$ 488 million, compared to R\$ 466 million in 2Q22 and R\$ 378 million in 3Q21. Compared to the portfolio, the annualized net expenses went from 5.2% in 2Q22 to 5.4% in 3Q22.



# **Costs and Expenses**

Administrative and personnel expenses totaled R\$ 613 million in 3Q22, compared to R\$ 607 million in 2Q22 and R\$ 525 million in 3Q21, reflecting the impact of Mosaico expenses and additional costs with vehicles foreclosure.

Origination expenses totaled R\$ 491 million at the end of the quarter, compared to R\$ 505 million in 2Q22 and R\$ 506 million in 3Q21, following the volumes of credit origination and client acquisition.

Expenses (R\$ MM)	3Q22	2Q22	3Q21	Δ 3Q22/ 2Q22	Δ 3Q22/ 3Q21
Personnel Expenses <sup>6</sup>	224	205	190	9%	18%
Administrative Expenses	390	402	335	-3%	16%
Personnel and Administrative Expenses	613	607	525	1%	17%
Commission Expenses	274	307	290	-11%	-6%
Other Origination Expenses	217	198	215	10%	1%
Origination Expenses	491	505	506	-3%	-3%
Total	1,105	1,112	1,030	-1%	7%

### **Results**

In 3Q22, we reached a R\$ 236 million EBIT, compared to R\$ 245 million in 2Q22 and R\$ 280 million of 3Q21.

Net Income was R\$ 193 million (adjusted), in line with the R\$ 194 million profits in 2Q22 and slightly above the R\$191 million in the 3Q21. The annualized return on average equity was 11.7% in 3Q22, compared to the return of 11.9% in 2Q22 and 13.6% in 3Q21.

Despite higher credit provisions in the last quarters, we were able to maintain net income due to: (i) increase in fee revenues; (ii) total expenses under control; and (ii) robust interest margin

It is important to emphasize that we continue to make investments in our platform and in client's acquisition

Income Statement (R\$ MM)	3Q22	2Q22	3Q21	Δ 3Q22/ 2Q22	Δ 3Q22/ 3Q21
Accouting Interest Margin	1,878	1,876	1,748	0.1%	7%
Credit Provisions	-551	-565	-554	-2%	-0.5%
Financial Interm. Gross Result	1,327	1,312	1,194	1%	11%
Income from services rendered	271	236	207	15%	31%
Administrative and Personnel Expenses	-613	-607	-525	1%	17%
Commission Expenses	-274	-307	-290	-11%	-6%
Other origination costs	-217	-198	-215	10%	1%
Tax Expenses	-132	-113	-100	17%	32%
Other income and expenses	-126	-78	8	63%	-1,648%
Profit before taxation	246	245	280	-4%	-16%
Provision for Income Tax and CSLL	-42	-52	-88	-18%	-52%
Net Income (ex-goodwill amortization)	193	194	191	-0.3%	1%

<sup>&</sup>lt;sup>6</sup> Without personnel costs related to origination

Accounting to managerial bridge (R\$ MM)		3Q22	
	Managerial	Adjustment	Accounting
Accouting Interest Margin	1,878	-	1,878
Credit Provisions	(551)	-	(551)
Financial Interm. Gross Result	1,327	-	1,327
Income from services rendered	271	-	271
Personnel Expenses	(613)	-	(613)
Other administrative expenses	(491)	-	(491)
Tax Expenses, provisions, and others	(132)	-	(132)
Non-operating results	(126)	-	(126)
Goodwill Amortization	-	(32)	(32)
Profit before taxation	236	(32)	204
Provision for Income Tax and CSLL	(42)	10	(32)
Net Income	193	(22)	171
ROE	11.7%		8.8%

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

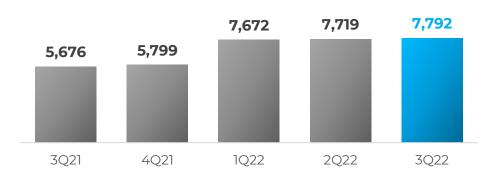
R\$ MM	3Q21	4Q21	1Q22	2Q22	3Q22
Accounting Net Income	191	190	195	169	171
Accounting average total equity	5,617	5,738	6,735	7,695	7,755
Accounting ROE (% p.y.)	13.6%	13.3%	11.6%	8.8%	8.8%
Accounting average total equity (excluding Goodwill)	5,617	5,738	5,859	6,507	6,602
Net Income (excluding Goodwill)	191	190	195	194	193
ROE (excluding Goodwill) (% p.y.)	13.6%	13.3%	13.3%	11.9%	11.7%
Excess of Financial expenses (net of taxes)	32	34	32	37	30
Adjusted Net Income (excluding Goodwill)	224	224	227	231	223
Adjusted ROE (excluding Goodwill) (% p.y.)	15.9%	15.6%	15.5%	14.2%	13.5%
Excess of DTA related to losses	759	749	734	753	764
Adjusted average total equity	4,858	4,988	5,126	5,753	5,838
Adjusted ROE (excluding Goodwill & excess DTA) (% p.y.)	18.4%	18.0%	17.8%	16.0%	15.3%

# **EQUITY, RATINGS & MARKET**

# **SHAREHOLDERS EQUITY**

PAN's Consolidated Shareholders' equity equaled R\$ 7,792 million in 3Q22, compared to R\$ 7,719 million in 2Q22 and R\$ 5,676 million in 3Q21.

# Shareholder's Equity (R\$ MM)

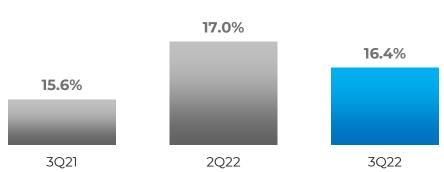


#### **BASEL RATIO - MANAGERIAL**

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 3Q22 at 16.4% compared to 17.0% recorded at the end of 2Q22 and 15.6% recorded in 3Q21, composed entirely of Tier 1 Capital.





R\$ MM	3Q22	2Q22	3Q21
Reference Shareholders' Equity	5,218	5,209	4,241
Required Reference Shareholders' Equity	3,346	3,216	2,669
RWA	31,867	30,631	27,735

# **RATINGS**

Our long-term corporate ratings are presented below:

Rating Agency	Global Scale	Local Scale	Outlook
Standard & Poor's	ВВ-	AAA	Stable
Moody's	-	AAA	Stable
Fitch Ratings	BB-	AA	Stable
Riskbank	Lov	v Long-Term Risk 3   9.3	39 <sup>7</sup>

# STOCK MARKET PERFORMANCE

PAN shares (BPAN4)<sup>8</sup> ended 3Q22 quoted at R\$ 6.68 and had a daily average traded volume of R\$ 25.8 million in the quarter, compared to R\$ 45.7 million traded per day in 2Q22 and R\$ 113.7 million from 3Q21, down 43% and 77% respectively.

On June 30th, 2022, the company's market value was R\$ 9,1 billion.



<sup>&</sup>lt;sup>7</sup> In Review

<sup>&</sup>lt;sup>8</sup>Belonging to Level 1 corporate governance

# BALANCE SHEET & INCOME STATEMENT

BALANCE SHEET			
(R\$ MM)			
Assets	3Q22	2Q22	3Q21
Cash and equivalents	1,610.9	109.5	877.0
Financial instruments	9,005.3	10,393.0	3,836.1
Interbank Investments	3,325.3	3,508.5	1,867.1
Loan operations	33,813.4	33,319.3	30,811.9
Loan operations	33,813.4	33;319.3	30,811.9
Securities and credits receivable	631.1	610.4	1,408.0
(Provision for expected losses associated to the credit risk)	-2,082.3	-2,100.2	-1,803.8
Other financial asset	631.1	610.4	1,408.0
Taxes	3,979.1	3,808.6	4,251.2
Other receivables	660.3	535.3	452.8
Other assets	399.0	423.7	338.0
Permanent	1,423.2	1,463.2	151.9
Total Assets	54,847.5	54,171.3	43,993.9
Liabilities and equity	3Q22	2Q22	3Q21
Deposits	24,456.0	24,984.7	21,846.1
Demand Deposits	399.5	355.9	254.5
Interbank Deposits	2,775.4	2,642.6	3,411.1
Time Deposits	21,281.1	21,986.2	18,180.6
Funds obtained in the open market	3,403.7	3,053.7	2.2
Funds from acceptance and issuance of securities	11,885.2	11,374.8	10,080.7
Interbank Accounts	2,446.0	2,629.2	2,297.1
Derivative Financial Instruments	805.2	774.6	0.0
Obligations for Loans	96.2	93.3	0.0
Other financial liabilities	357.8	402.5	538.1
Provisions	388.5	394.3	446.5
Tax obligations	299.6	170.6	571.1
Other liabilities	2,917.3	2,574.6	2,535.9
Equity attributable to controlling stockholders	7,791.6	7,718.8	5,676.2
Non-controlling interests	0.4	0.2	0.0
Total Liabilities and Equity	54,847.5	54,171.3	43,993.9

CONSOLIDATED INCOME STATEMENTS (R\$ MM)	3Q22	2Q22	3Q21
Income from financial intermediation	3,082.8	3,267.1	2,241.4
Income from loan operations	3,045.7	2,571.2	1,854.9
Result from operations with marketable securities	47.7	, 342.1	109.9
Result from derivative financial instruments	-115.6	258.0	256.1
Result from foreign exchange operations	0.4	0.7	0.8
Result from compulsory investments	104.5	95.2	19.8
Expenses on financial intermediation	-1,755.9	-1,955.2	-1,047.2
Result from market funding operations	-1,174.0	-1,320.9	-493.0
Borrowing and on lending operations	-551.4	-564.6	-554.1
Provisions for expected losses associated with credit risk	-30.6	-69.7	0.0
Gross result from financial intermediation	1,326.8	1,312.0	1,194.3
Other operating income (expenses)	-1,122.6	-1,110.6	-931.8
Income from services rendered	271.5	236.0	207.2
Personnel expenses	-239.0	-223.7	-205.0
Other administrative expenses	-865.7	-888.3	-825.3
Tax expenses	-131.9	-113.1	-99.8
Expenses with provisions	-68.1	-54.9	-8.5
Other operating income (expenses)	-89.4	-66.6	-0.5
Operating result	204.3	201.4	262.5
Non-operating results	-0.7	7.7	17.1
Profit before taxation	203.5	209.1	279.6
Taxes on income	-31.9	-39.9	-88.3
Income tax	-2.1	9.2	-18.0
Social contribution	0.3	8.5	-14.1
Social contribution	-30.1	-57.7	-56.2
Non-controlling interests	-0.2	-0.1	0.0
Net profit	171.4	169.0	191.4