



EARNINGS RELEASE

TQ21

A Complete Platform For The Low-Income Segment

Going beyond credit

Developing a Complete Ecosystem



Products & Services

- Payroll Loans
- Auto Loans
- Personal Loans
- FGTS Loans
- Car Equity

- Checking Account
- Credit Card
- Debt Card
- Top Ups

- Credit insurance
- Full portfolio
- Partnership with *Too Seguros*

- Poupa PAN
- Simple Investment Products
- Financial Education

- Complete Solution for MEI and Self Employed

- Products, Services and Partnerships focused on our target audience

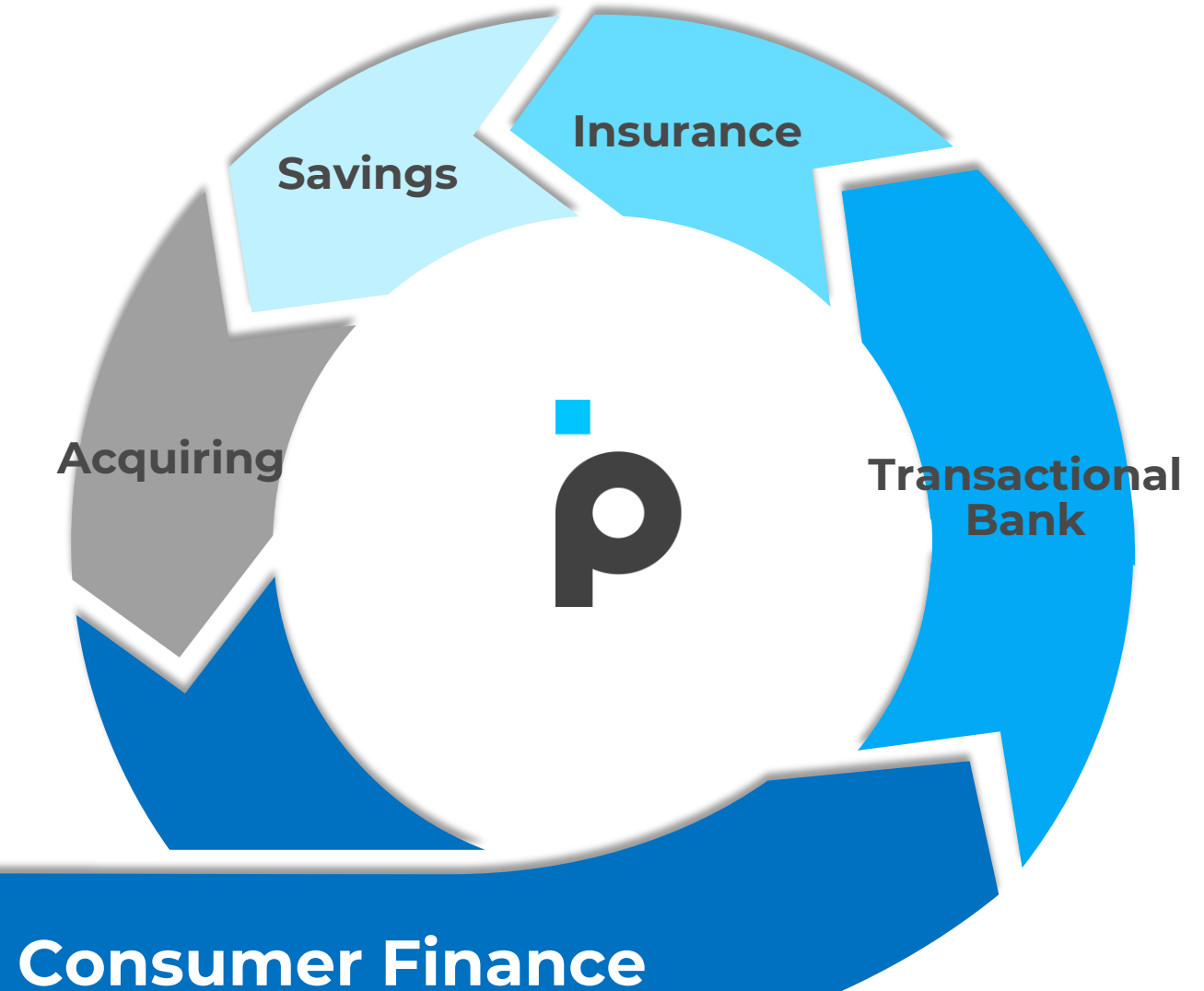
CONSUMER FINANCE



BANKING

Integrated Environment With Constant Engagement

- Diversified Businesses
- Multiple Channels
- Technology Driven
- Growing Monetization

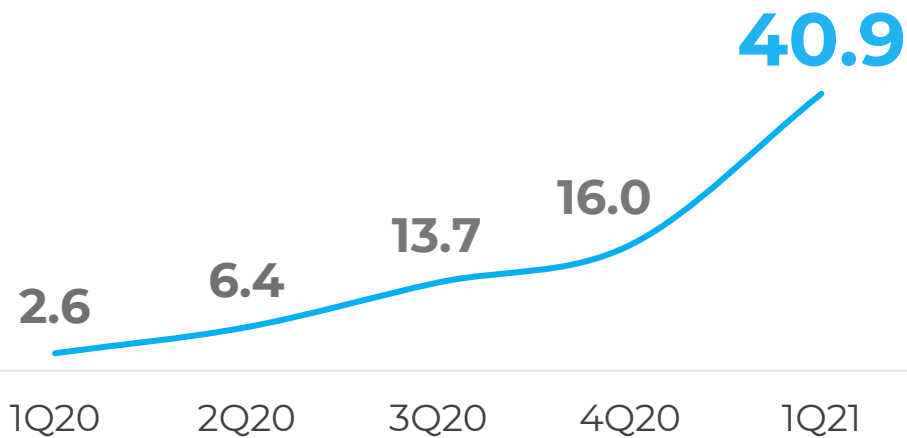


Our Clients

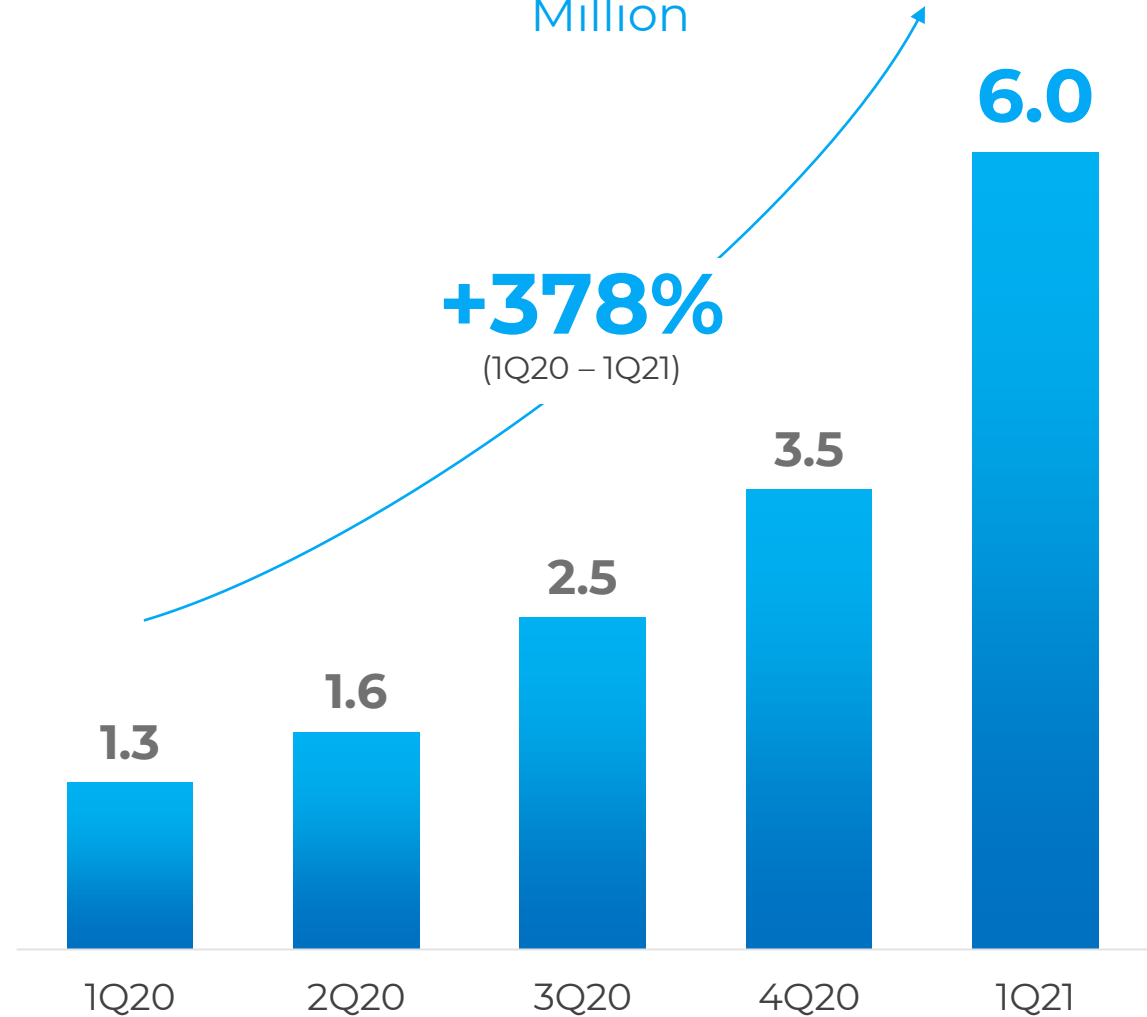
+10MM

between **Consumer Finance & Banking**

New Banking Clients
Thousand / business day



Banking Clients
Million

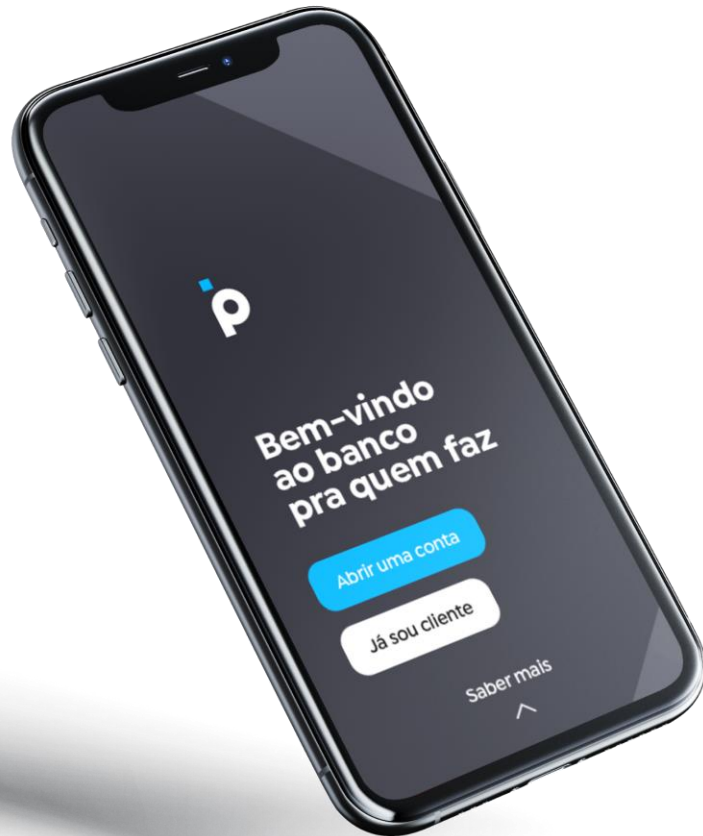




Financial Highlights

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1Q21

Highlights 1Q21



Credit Portfolio

R\$ 30.2 BI +4% 4Q20 | +20% 1Q20

Net Income

R\$ 190 MM +11% 4Q20 | +12% 1Q20

ROE

14.2% p.y. 13.0% p.y. 4Q20 | 13.7% p.y 1Q20

Adjusted ROE

20.3% p.y. 20.9% p.y. 4Q20 | 23.5% p.y 1Q20

Shareholders' Equity

R\$ 5.4 BI +2% 4Q20 | +8% 1Q20

Basel Ratio

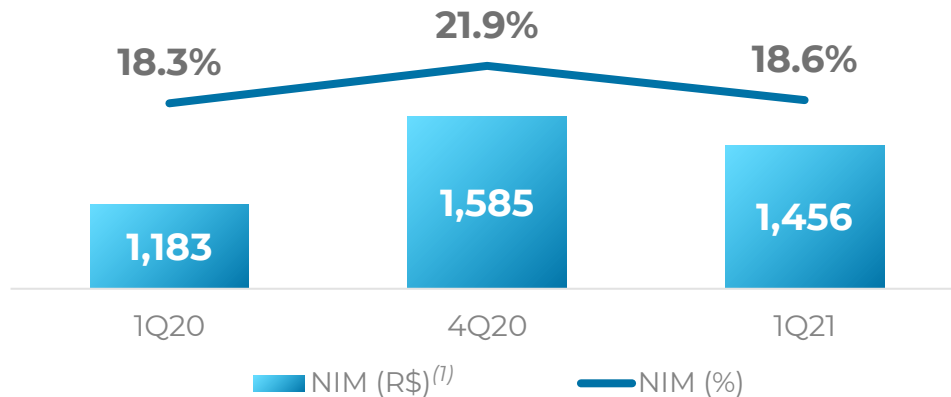
15.9% +0 p.p. 4Q20 | +0.2 p.p. 1Q20

Quarter Earnings



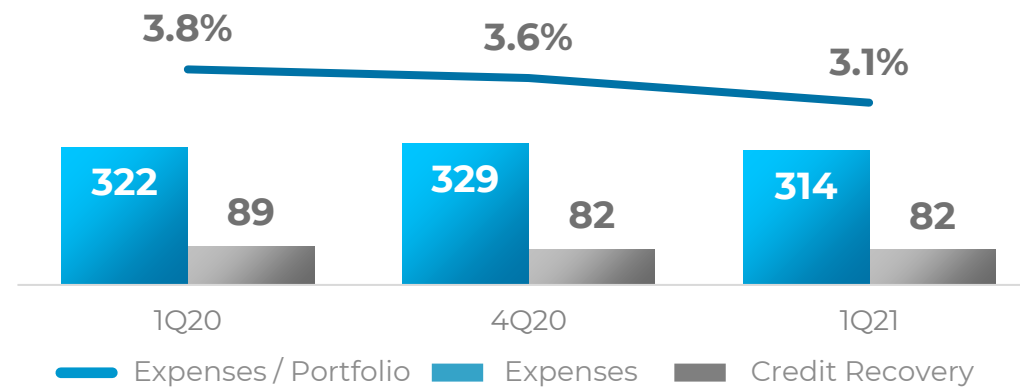
Net Interest Margin

R\$ MM & % p.y.



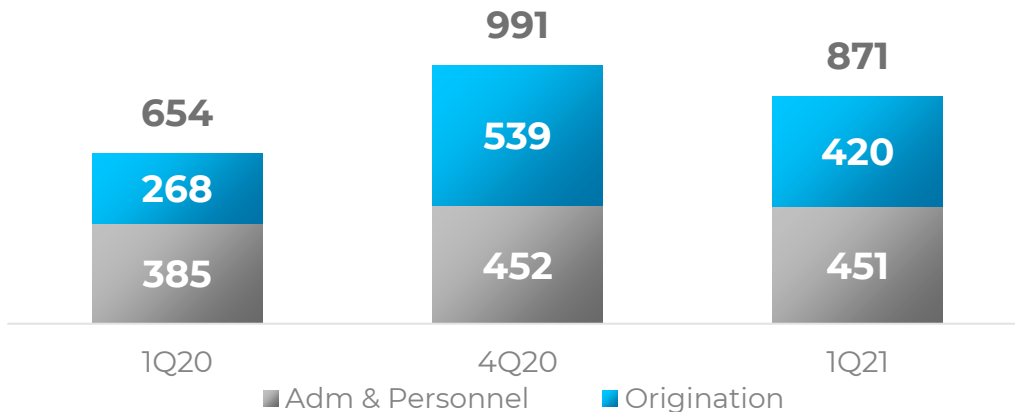
Allowance for loan losses & credit recovery

R\$ MM & % p.y.



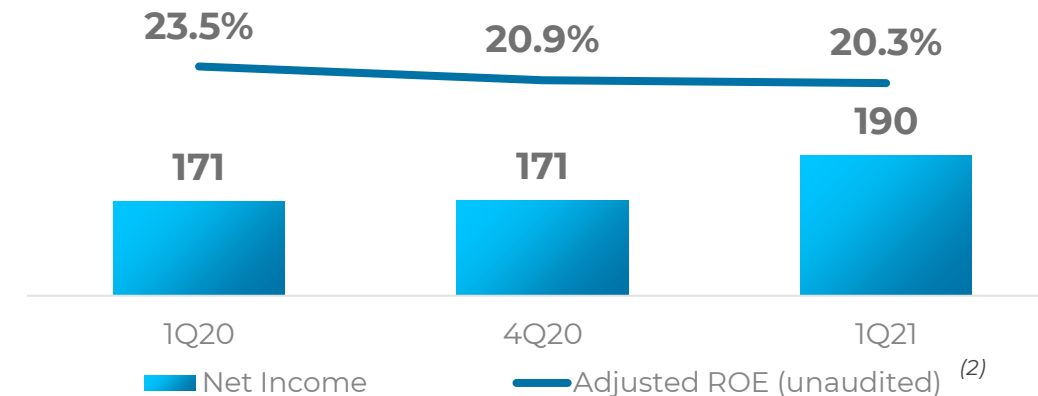
Expenses

R\$ MM



Profitability

R\$ MM & % p.y.



Note: (1) NIM = Net Interest Margin (2) Unaudited adjusted ROAE includes: (i) the excess financial expense of pre-fixed CDBs issued between 2005 and 2008, as an adjustment to Net Income, and (ii) the tax credit of tax loss arising from accounting inconsistencies found in 2010 as an adjustment to Shareholders' Equity.

Adjusted ROE

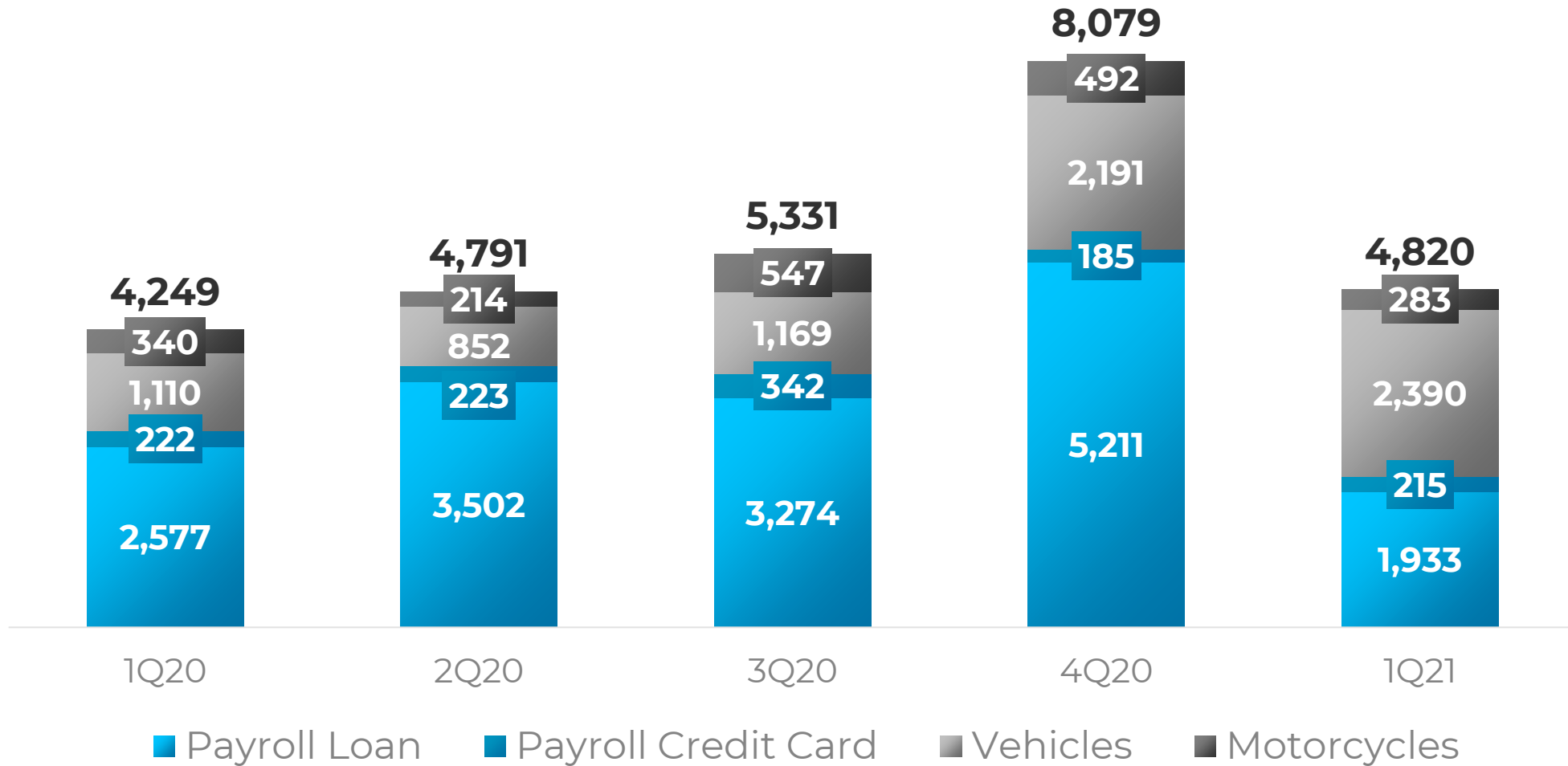
<i>R\$ MM</i>	1Q21	4Q20	1Q20	Δ 1Q21/ 4Q20	Δ 1Q21/ 1Q20
Net Income (A)	190	171	171	+11.3%	+11.6%
Excess of Financial expenses (net of taxes)	37	53	55	-30.7%	-33.1%
Adjusted Net Income (B)	227	224	225	+1.4%	+0.7%
Average Shareholders' Equity (C)	5,376	5,269	4,974	+2.0%	+8.1%
Excess of DTA related to losses	908	983	1,136	-7.7%	-20.1%
Adjusted Average Shareholders' Equity (D)	4,468	4,287	3,838	+4.2%	+16.4%
ROAE (p.y.) A/C	14.2%	13.0%	13.7%	+1.2 p.p.	+0.5 p.p.
ROAE Adjusted (p.y.) B/D⁽¹⁾	20.3%	20.9%	23.5%	-0.6 p.p.	-3.2p.p.

Note: (1) Unaudited adjusted ROAE includes: (i) the excess financial expense of pre-fixed CDBs issued between 2005 and 2008, as an adjustment to Net Income, and (ii) excess of DTA related to losses arising from the accounting inconsistencies found in 2010, as an adjustment to Shareholders' Equity.



Retail Origination

Quarter | R\$ MM



Credit Portfolio

Retained | R\$ MM

	1Q21	Share %	Δ 1Q21/ 4Q20	Δ 1Q21/ 1Q20	1Q20	Share %
Payroll (Loan + Card)	14,774	49%	-2%	+11%	13,275	53%
Vehicles	12,550	42%	+11%	+33%	9,427	38%
Credit Cards	2,078	7%	+17%	+82%	1,139	5%
Personal Loans	164	1%	+123%	n/a	0	0%
Run Off (Real Estate + Corp.)	593	2%	-9%	-50%	1,180	5%
TOTAL	30,160	100%	+4%	+21%	25,021	100%

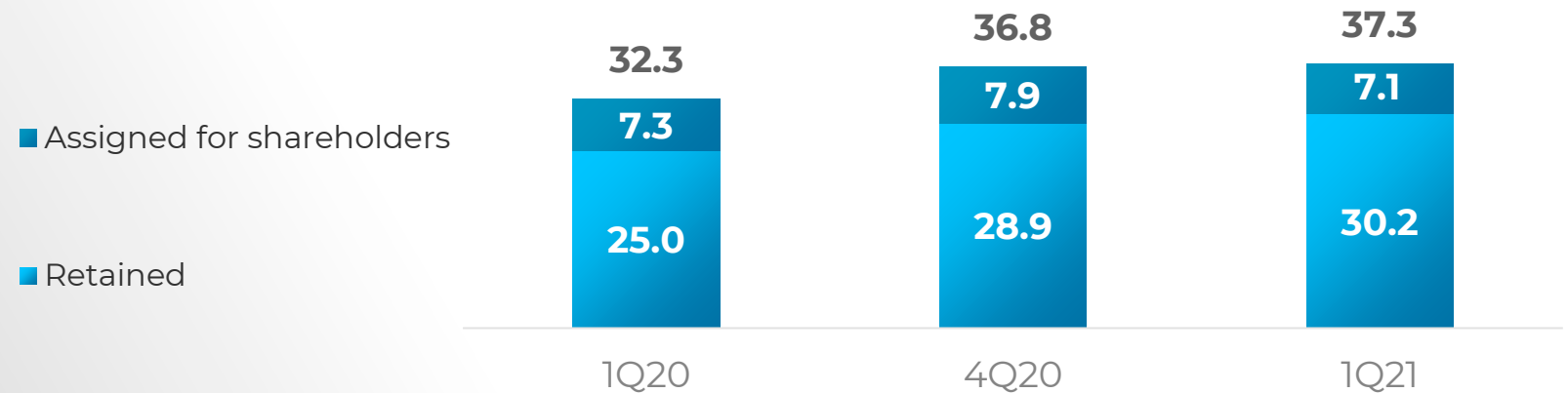
Payroll + Collateralized Portfolio =

92%

Renegotiated Loans =

0.5%

Originated | R\$ BI



Default Ratios Retail



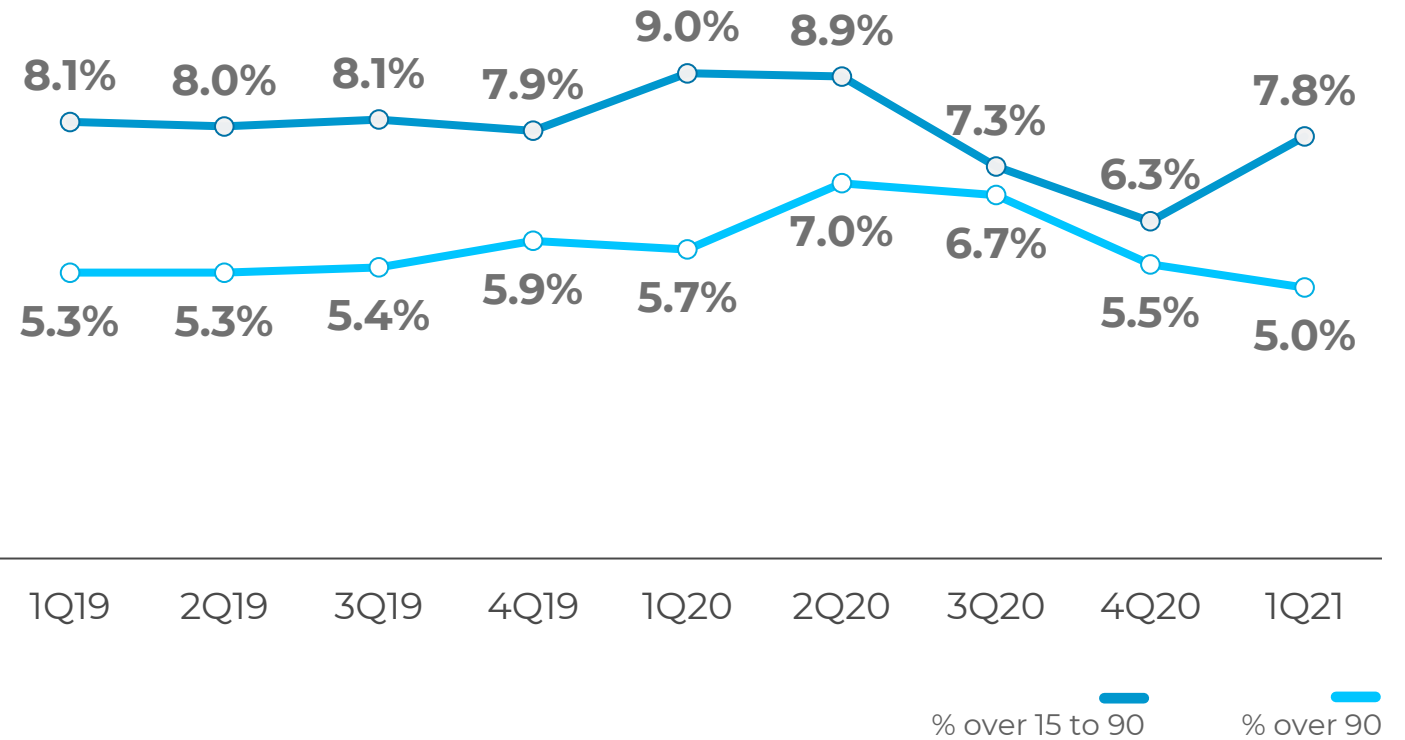
15 – 90 days NPL: **Mix** and **seasonality** impact



Over 90 days NPL in line with **historical levels**



Irrelevant **deferrals**



PAYROLL DEDUCTIBLE

LOANS AND CREDIT CARDS

Overview

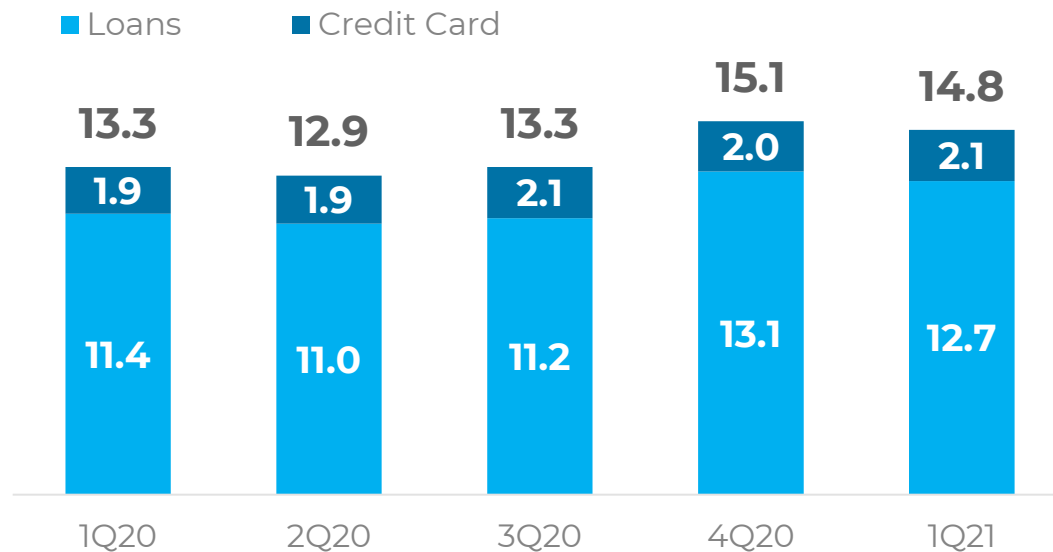
Exclusive for public sector employees, INSS (social security) retiree & pensioners

Average Ticket of **R\$ 6.4k**

Duration of **37 months**

Portfolio Evolution

R\$ BI



Origination Breakdown

	1Q21	4Q20	1Q20	1Q21 x 4Q20	1Q21 x 1Q20
Federal	88%	96%	87%	-8 p.p.	+1 p.p.
INSS	70%	91%	75%	-21 p.p.	-5 p.p.
SIAPE	12%	4%	9%	+8 p.p.	+3 p.p.
Armed Forces	6%	1%	3%	+5 p.p.	+3 p.p.
States + Municipalities	12%	4%	13%	+8 p.p.	-1 p.p.
Total Monthly Avg. R\$ MM	716	1,799	903	-60%	-23%
Loans - Monthly Avg.	644	1,737	859	-63%	-25%
Cards - Monthly Avg.	72	62	44	16%	-3%



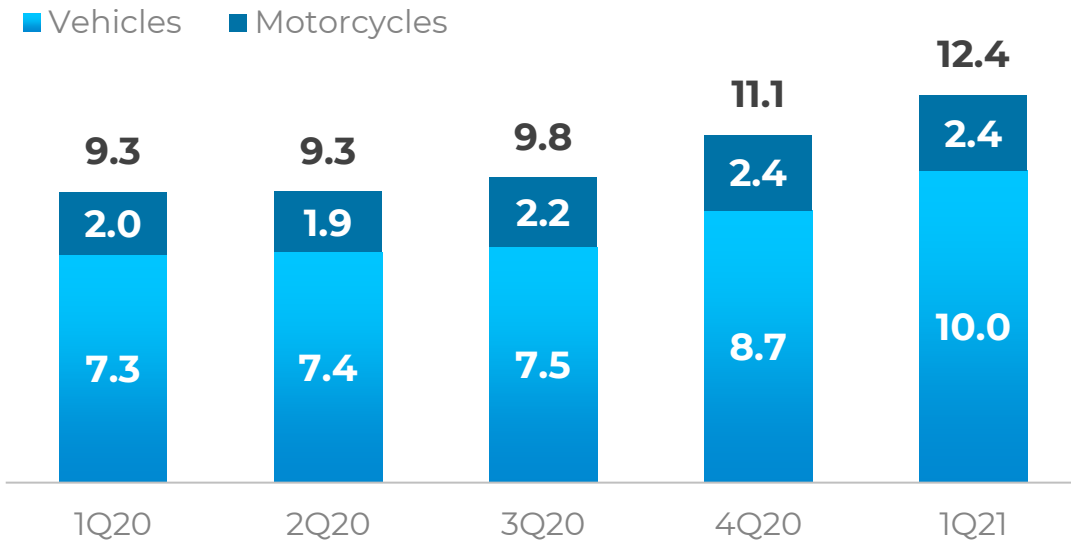
VEHICLES FINANCING

Overview

Actively present in more than 16k multi-brand & single-brand vehicles dealers	Average Ticket Vehicles: R\$ 28k	Duration Vehicles: 19 months	Downpayment (%) Vehicles: 29%
	Motorcycles: R\$ 14k	Motorcycles: 16 months	Motorcycles: 21%

Portfolio Evolution

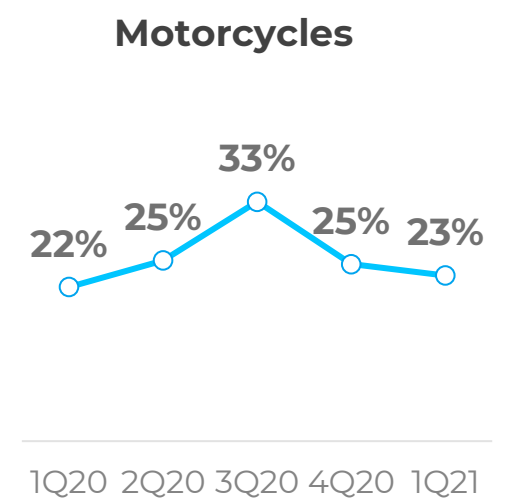
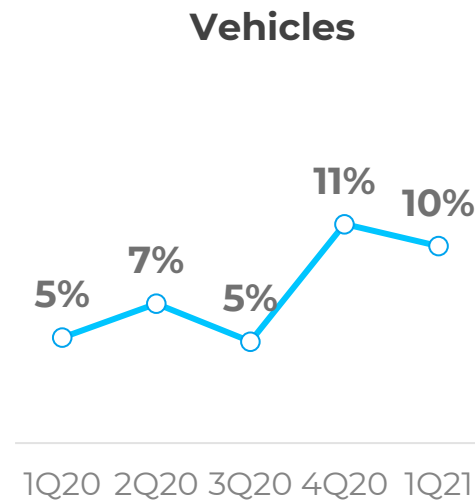
R\$ BI



Average Monthly Origination

R\$ MM	1Q21	4Q20	1Q20	1Q21 x 4Q20	1Q21 x 1Q20
Vehicles	797	730	370	9%	115%
Motorcycles	94	164	113	-42%	-17%
Total	891	894	483	-0.4%	+84%

Market Share



CARDS

DEBT AND CREDIT CARDS

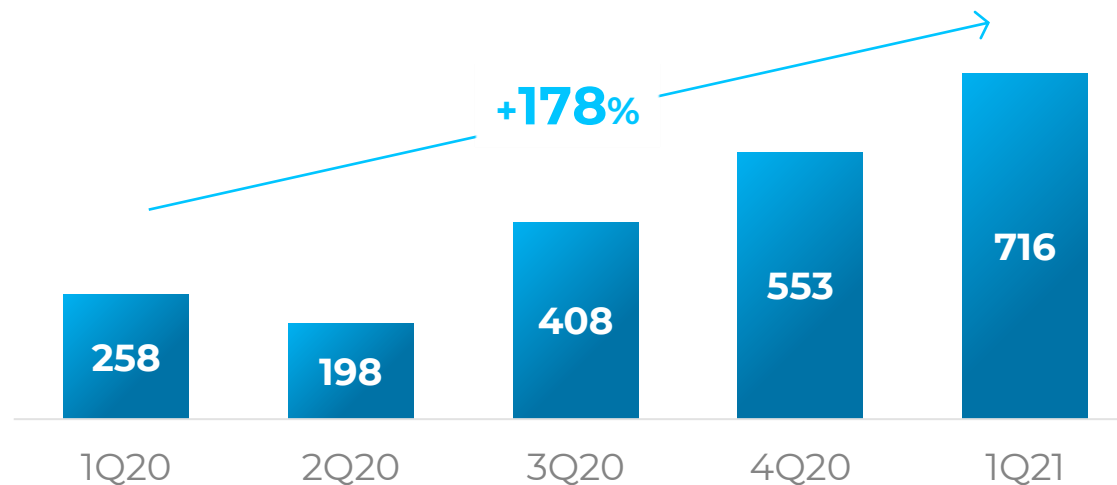
Highlights

Constant volumes growth over the past quarters, evidencing **customer engagement**



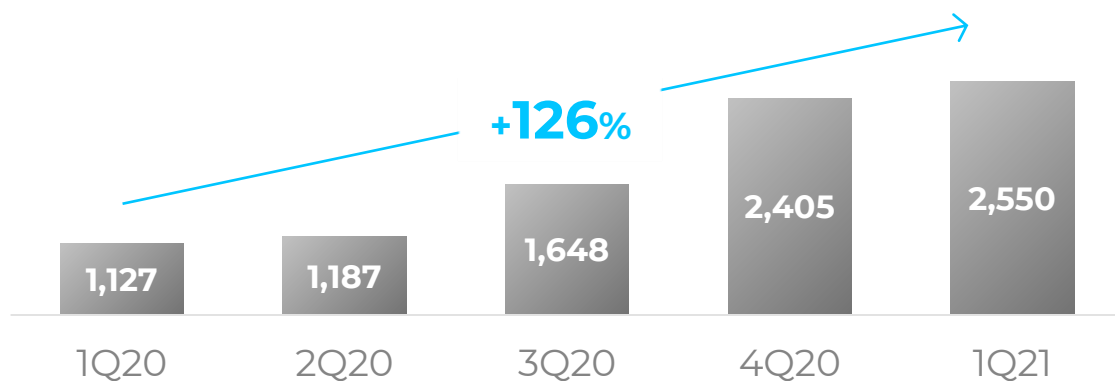
Credit Cards Issued

thousand



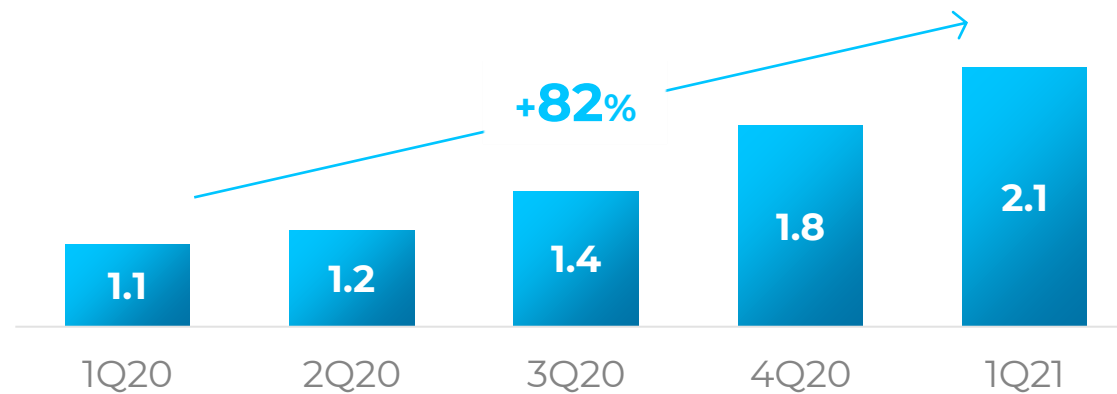
Total Transaction Value

R\$ MM



Portfolio Evolution

R\$ BI



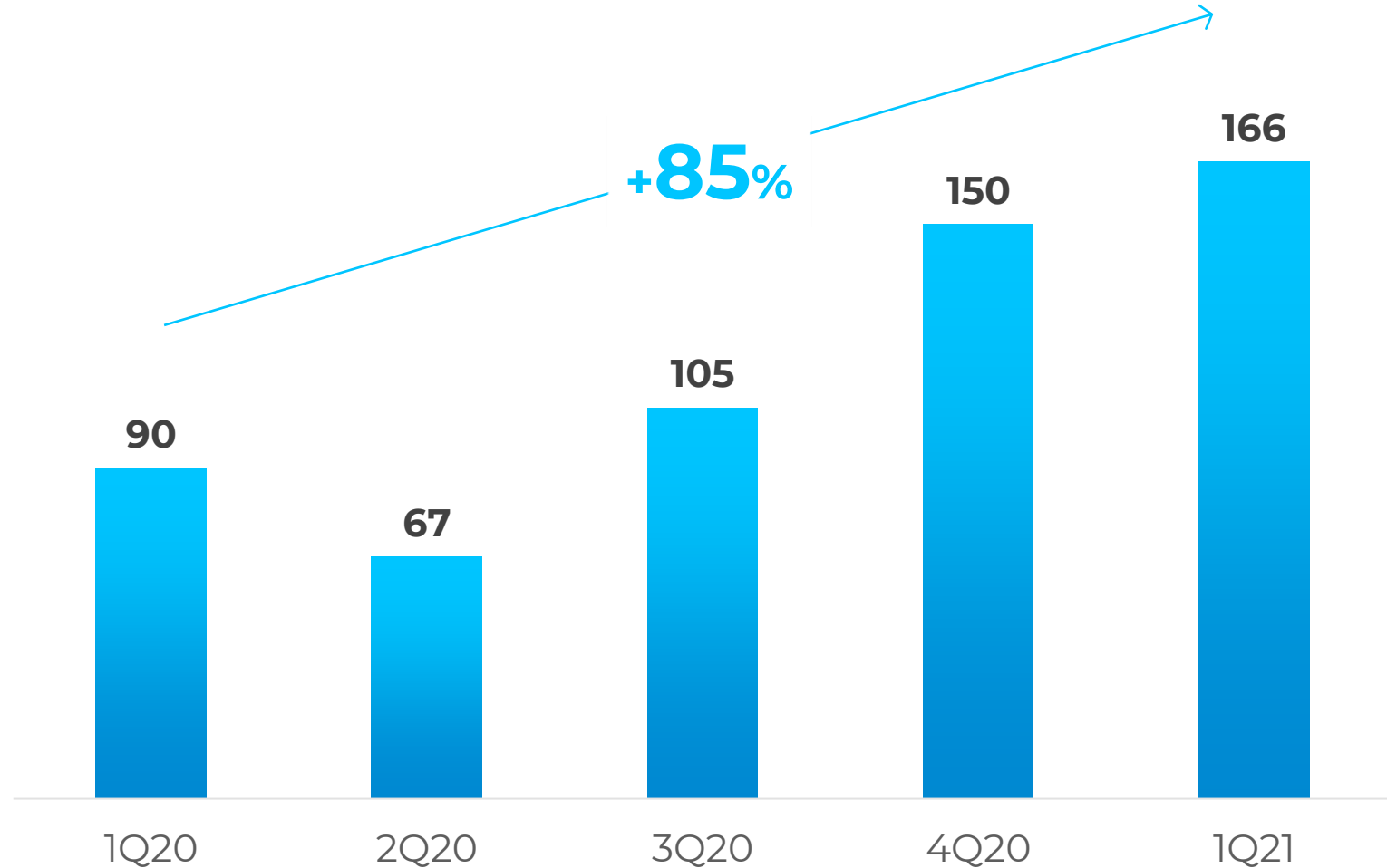
INSURANCE PREMIUMS



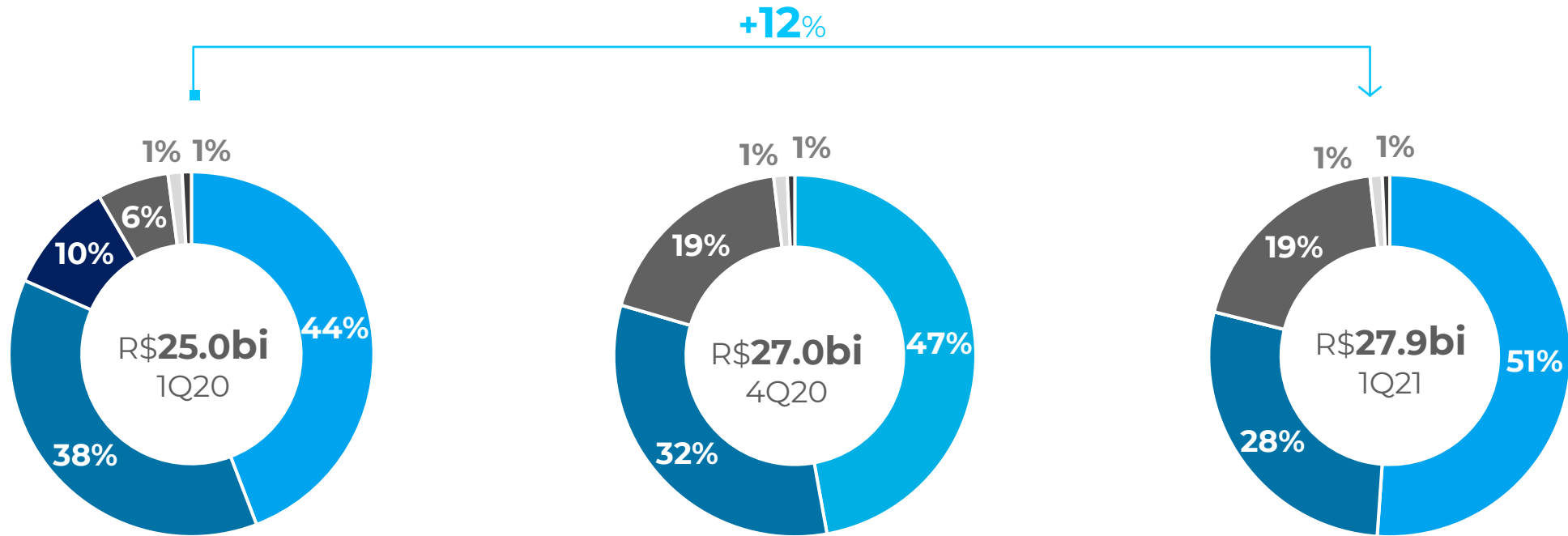
 **Total Quarter** R\$ MM

+new products

Developing of a complete portfolio



FUNDING



■ Time Deposits

■ Interbank Deposits

■ Bonds

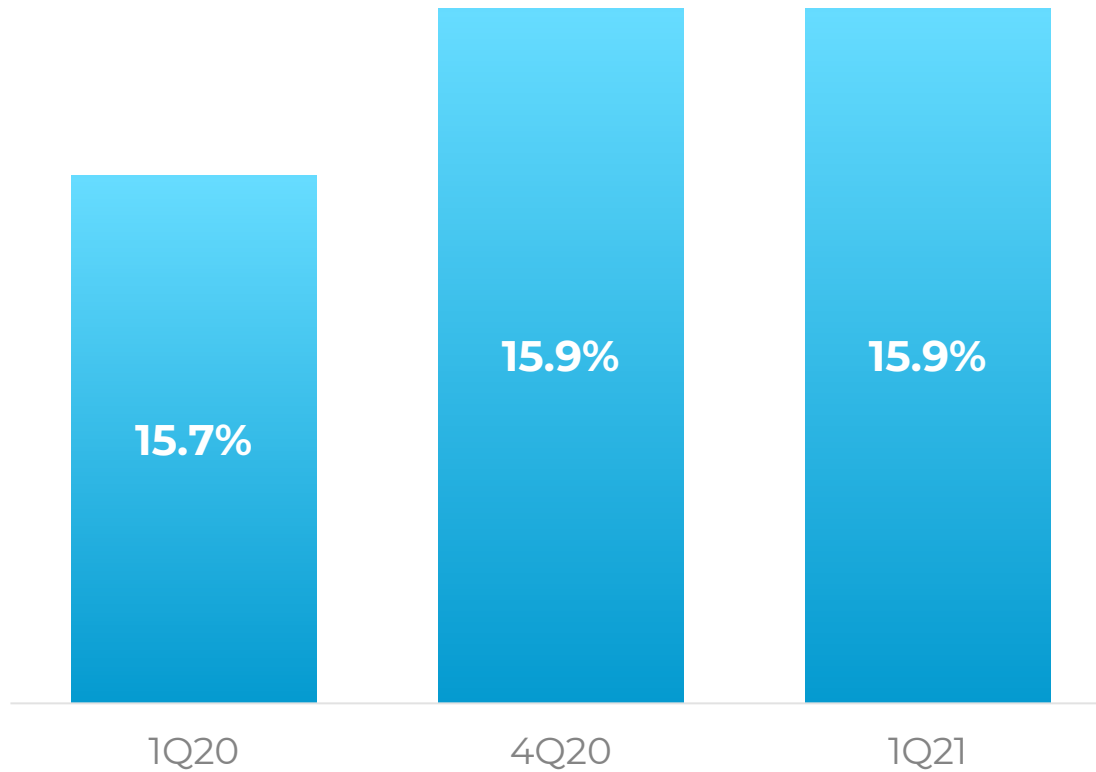
■ Bank Notes

■ Real Estate Letters of Credit

■ Others

BASEL RATIO

Fully composed by Common Equity Tier I



	R\$ MM	1Q21	4Q20	1Q20
Ref. Shareholders' Equity		3,891	3,648	3,212
Required Shareholders' Equity		2,270	2,121	2,154
RWA		24,538	22,926	20,518



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