



Deal Promotiva Acquisition

November 2022

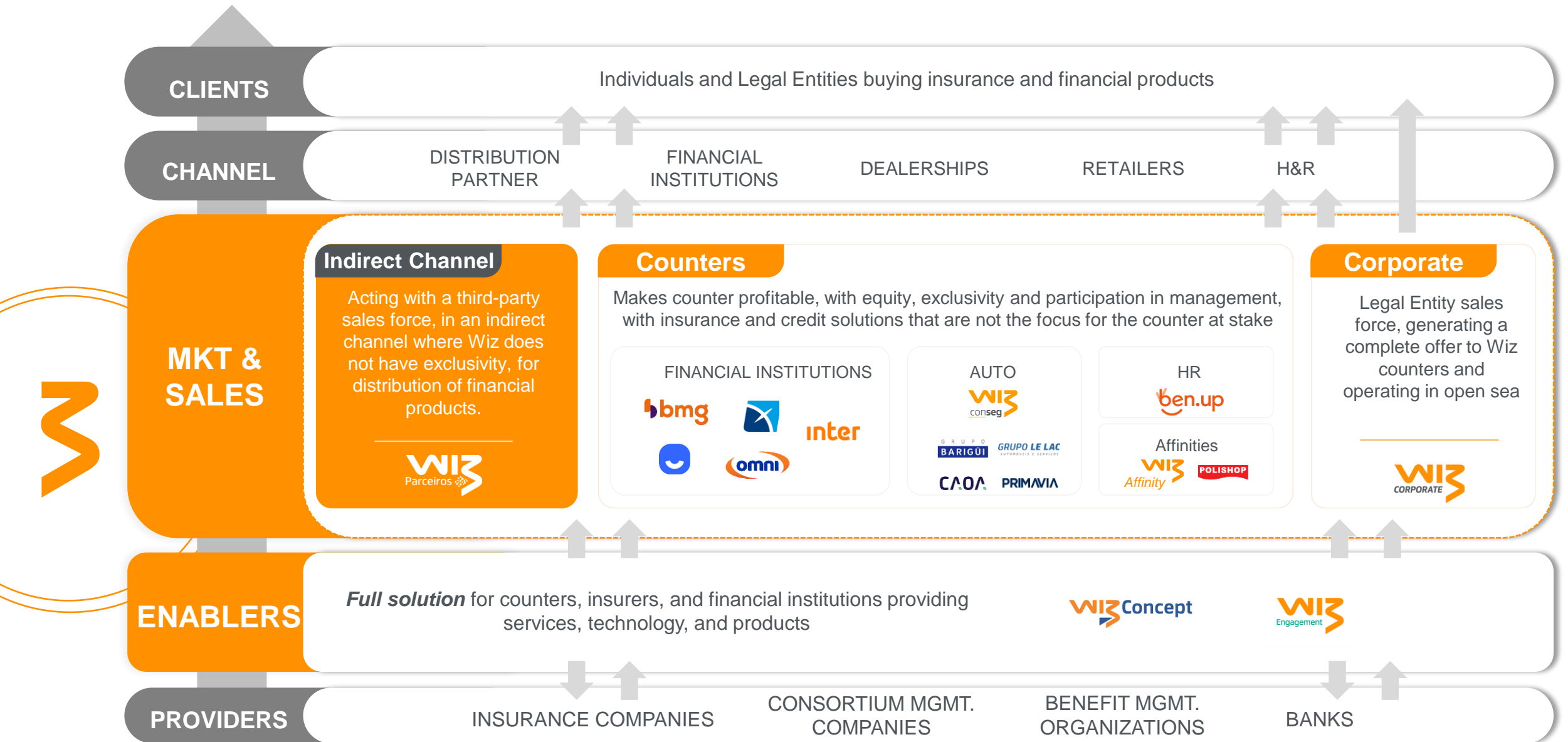
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- 1 WIZ STRATEGIC AGENDA**
- 2 PROMOTIVA
- 3 TRANSACTION STRUCTURE AND VALUATION
- 4 STRATEGIC VISION FOR THE PROJECT

Our strategic positioning

Wiz has as one of its strategic vertical the distribution of financial and insurance products via **indirect channels**



Strategic Rationale

Wiz has proven know-how in managing indirect channels through its subsidiary Wiz Partners



With a unique, sustainable and efficient business model, we work in the prospection, activation, support and training of strategic partners for the sales of credit and insurance solutions.

Acting focused on the tripod **Product - Channel - Tech**

01 Wide range of products

- **Consortiums:** CNP, Itaú, Santander, BB, Bradesco
- **REC¹:** Wimo, Santander, BRB
- **WizCred:** FGTS Anticipation and Working Capital
- **Financing:** Itaú, Santander e BRB

02 Partners

- **+1600** companies present in 25 states
- 55.4% Southeast / 20.7% South / 11.4% North and Northeast / 12.5% Center-West

03 Technology

- Wiz proprietary platform, exclusive for the partner, with all the solutions for its needs

With expressive results...

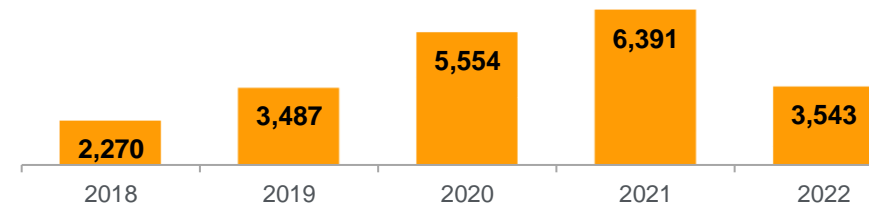
Number of Partners



23 MIL POS

1,000
NEW POS PER MONTH

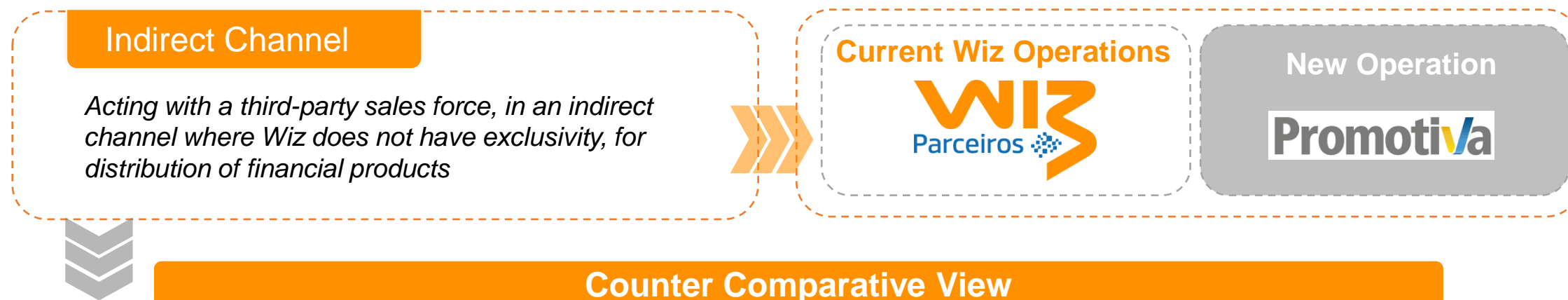
Volume of Credit Letters Sold In R\$ Million




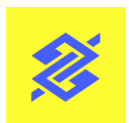


¹ REC: Real Estate Collateral

Strategic Rationale

The acquisition of Promotiva will allow Wiz to expand its operations with indirect partner networks, applying its know-how to monetize this new channel.



	Business Model	Products Portfolio	Strategic Partners	Distribution Network (in June/22)	Production (in 2021)
	<ul style="list-style-type: none"> Indirect channel for distribution of financial products via B2B2C partners 	<ul style="list-style-type: none"> Consortium (Primary); Structured Credit 		<p>1,578 partners</p> <p>+23 K points of sale</p>	<p>R\$6.4 Billion Consortium letters sold</p>
	<ul style="list-style-type: none"> Indirect channel for distribution of financial products via B2B2C partners 	<ul style="list-style-type: none"> Simplified Individual Credit (Primary); Alternative Credit; Consortium; Insurance 		<p>400 Correspondent Banking</p>	<p>R\$5.9 Billion Individual Credit¹</p> <p>R\$1.1 Billion Consortiums Letters</p>

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About Promotiva

Promotiva manages the largest network of banking correspondent¹ for Banco do Brasil

Overview

Founded in 2015 through a partnership between BV and Banco do Brasil, **Promotiva manages a network of 395 Cobans¹ that are part of the Rede Mais BB** (BB's largest network of Transactional Correspondents), operating in more than 3,140 municipalities in Brazil.

Products Portfólio²



Individual Credit

- Payroll Loans;
- Automatic Credit;
- Salary Credit;
- BB Benefit Credit;
- Renewal of Loans;
- Portability.

91% of Revenue

(net commissions revenue in 2021)



Consortiums

- BB Consortiums

7% of Revenue

(net commissions revenue in 2021)

Other Services

- Insurance (BB Seguridade);
- Opening a Checking Account;
- Credit Card (Ourocard);
- Credit Card Machine (Cielo);
- Capitalization (Brasilcap);
- Dental (Brasildental).

2% of Revenue

(net commissions revenue in 2021)

National Footprint

395

Active Cobans (may/22)

~R\$16 Million

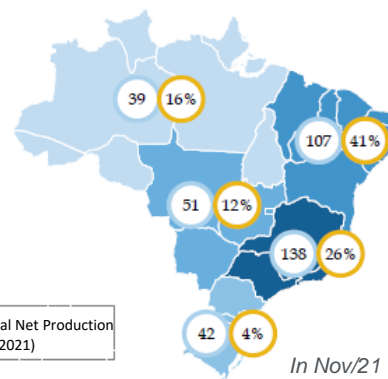
Average Net Production per Coban

+4 thousand

Active Salespeople of Individual Credit and Consortiums

+3.140
Municipalities Served

~56%
of Total Brazilian
Municipalities



○ # of Cobans² ● % Individual Net Production of Credit (2021)

Shareholder Structure



Note: (1) Cobans or "Banking Correspondent": legal entity contracted by financial institutions to act on their behalf in the commercialization of their financial products and services. (2) Portfolio made available to Promotiva due to commercial partnerships with the companies Banco do Brasil, BB Seguridade, BB Consórcios, Brasilcap, among others.

About the Banking Correspondent market in Brazil

Correspondent Banks are key figures in the advance of financial inclusion in Brazil

COBANS

- Definition:** Banking Correspondent ("Cobans") is the name given to a wide variety of shops and other non-banking establishments such as supermarkets, pharmacies, bakeries, lottery shops, post office branches, etc. that have been hired and enabled as access points to bank services.
- Cobans has the right to use the trademark or patent**, associated with the right to distribute, exclusively or not, certain of its own products or services or those of third parties.



The largest and most capillary physical distribution channel for bank services

+70% of Brazilian households live up to 5 km from a Coban



Essential in the retail financial market in Brazil, especially in the population's banking process

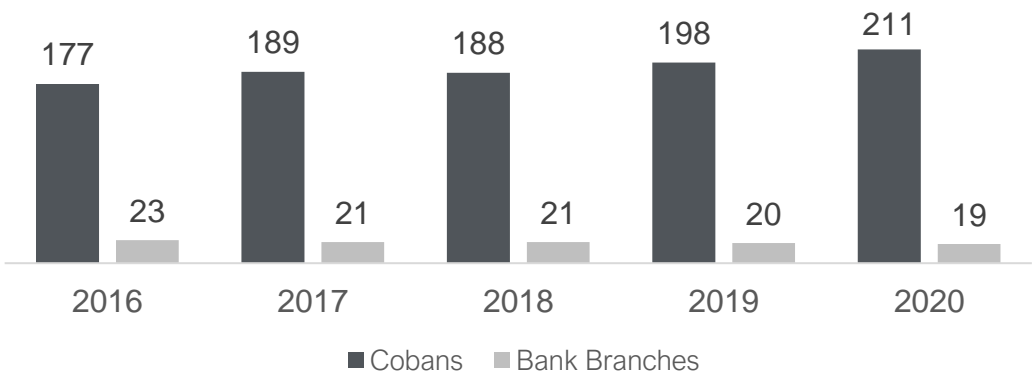


Highly scalable business model

The process of registering Cobans is relatively simple and provides additional income to the accredited establishments, including hard to access regions and small population centers.

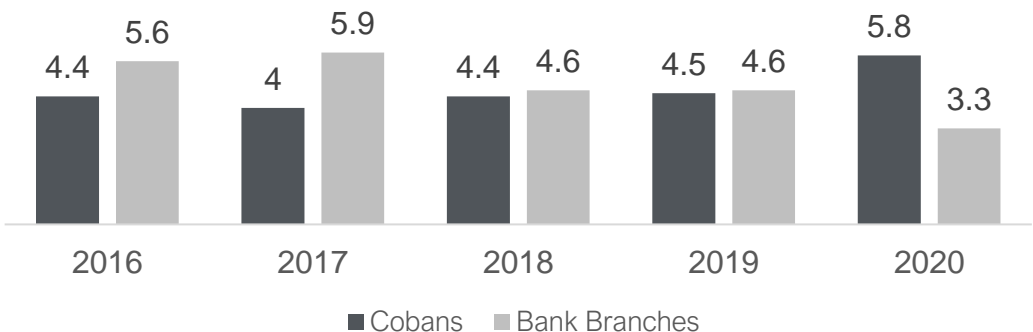
Service Channels in Brazil

of Cobans and Bank Branches (in thousands)



Banking Transactions in Brazil

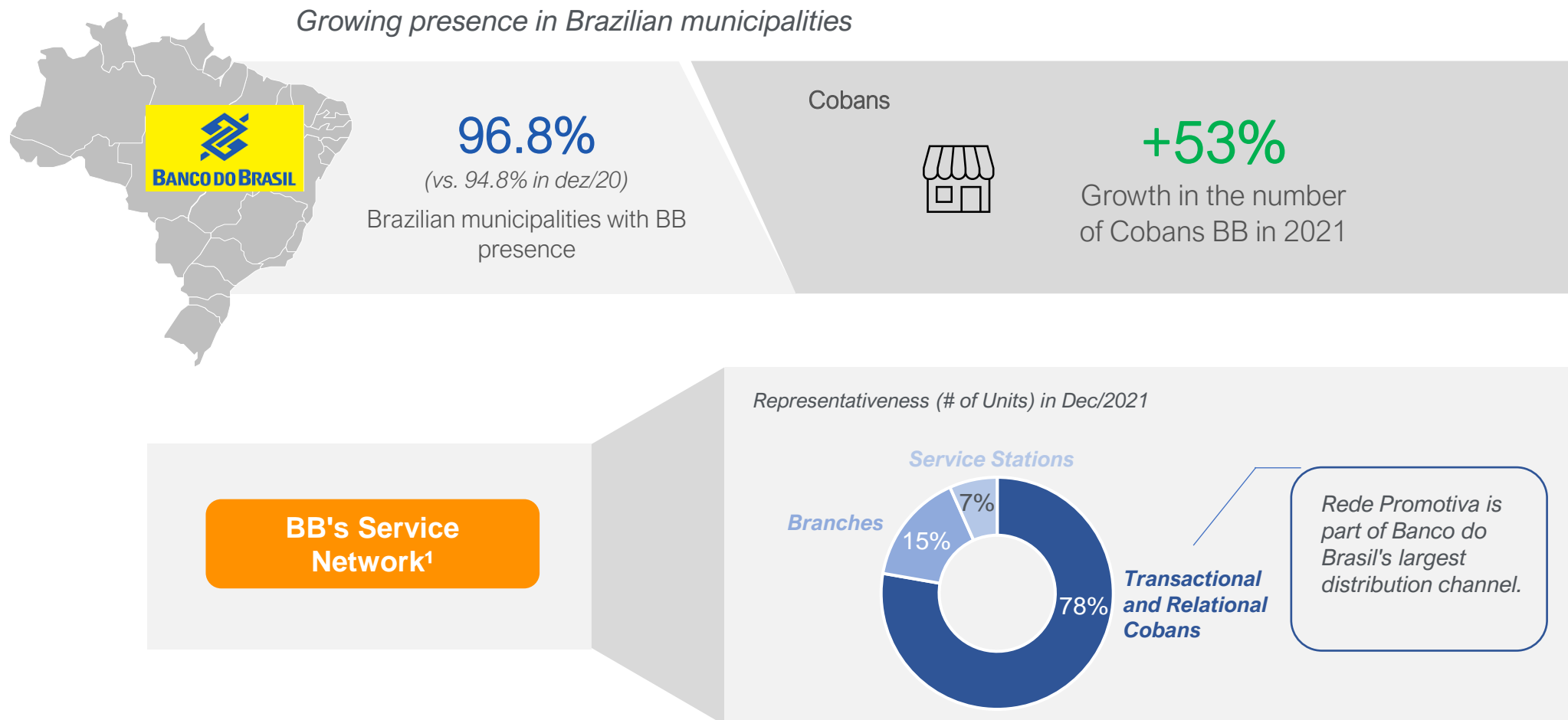
In billions of transactions, according to FEBRABAN data



Banco do Brasil's Correspondents network

Correspondents have been fundamental for the expansion of BB's client base and capillarity

Expansion of BB' Coban network



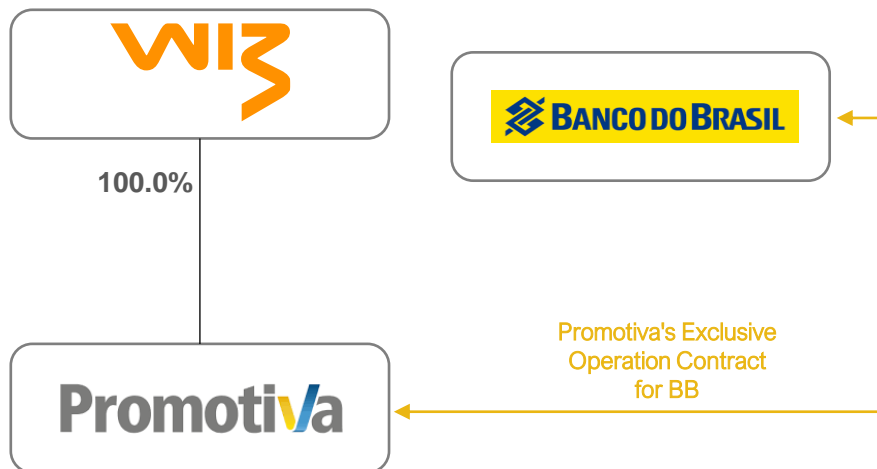
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- 3 **TRANSACTION STRUCTURE AND VALUATION**
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Transaction Structure

The operation will consist in the acquisition, by the Wiz conglomerate, of 100% of Promotiva's shares, the manager of the largest network of BB's Transactional Correspondents and specialized in credit for individuals.

OPERATION STRUCTURE

Shareholder Structure



The Transaction

- Acquisition of **100% of Promotiva** to manage Banco do Brasil's largest network of transactional correspondents.
- Promotiva must grant a **5-year exclusivity to Banco Brasil** for the management service of the banking correspondents' network.
- The Operational Agreement signed with Banco do Brasil for the management of the correspondents' network will last 5 years.
- The Acquisition will be for a total estimated price of between R\$75,000,000.00 (seventy-five million reais) and R\$85,000,000.00 (eighty-five million reais), depending on Promotiva's performance.

Main Terms of the Contract with Banco do Brasil

Promotiva's partnership with Banco do Brasil and compensation model

Validity

- Duration of 5 years, through a contract signed with Banco do Brasil simultaneously with the closing of the transaction.

Exclusivity¹

- Promotiva will provide correspondent banking services exclusively to Banco do Brasil.

Parties Involved

- Banco do Brasil S.A. ("BB") and Promotiva S.A. ("Promotiva").

Compensation Model

- Composed of (i) cash remuneration and (ii) term remuneration
 - i. **Cash remuneration:** Limit rate as per CMN² Resolution 4,935. Remuneration divided between Cobans and Promotiva through commission transfers;
 - ii. **Deferred Remuneration:** Rate in excess of the remuneration paid at sight, deferred over the term of the contract. Remuneration divided between Cobans and Promotiva through commission transfers;

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Strategic Vision for the Project

Next steps and opportunities mapped for the business

The acquisition of Promotiva aims at strengthening the indirect channel strategy of the Wiz conglomerate, scale gain, and narrowing the relationship with an important player in the credit market, combining Wiz's proven expertise in managing networks of indirect channels with the capillarity and experience of BB's current network of cobans.

Next Steps

New Business Integration Plan focused on integrating Promotiva into the Wiz Management Model

- Internalization of operational processes
- Development of business plans and roadmaps
- Ensure current commercial strategy and operation, mapping opportunities for improvement
- Ensure operational functioning, mapping opportunities for improvements that enhance operational efficiency

Business Opportunities

I Leveraging the Business on three pillars:

1 New Product Strengthening

- Leverage the credit portfolio into other credit products;
- Insurance cross-sell opportunity.

2 Partner Network Expansion

- Opportunity to continuously increase capillarity given the trend to close bank branches and the high degree of unbanking in several regions of Brazil, reinforcing the importance of sales via correspondents in the country.

3 Digitalization and Operational Efficiency

- Investment in technology to leverage performance in operations;
- CRM for managing and monitoring portfolios, and tracking KPIs.
- Digitalization seeking to optimize the cost and expense structure and increase operating margins.

Investor Relations

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Thank You!

