



BANCO
MERCANTIL

Earnings Presentation **4Q24**

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The tables and charts in this report display balances and accounting values, as well as financial and managerial figures. Relative rate variations are calculated before the rounding procedure. Rounding is carried out according to IBGE Resolution 886/66 standards: if the decimal digit is equal to or greater than 0.5, the value is rounded up; if it is less than 0.5, the value is rounded down.

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Hosts



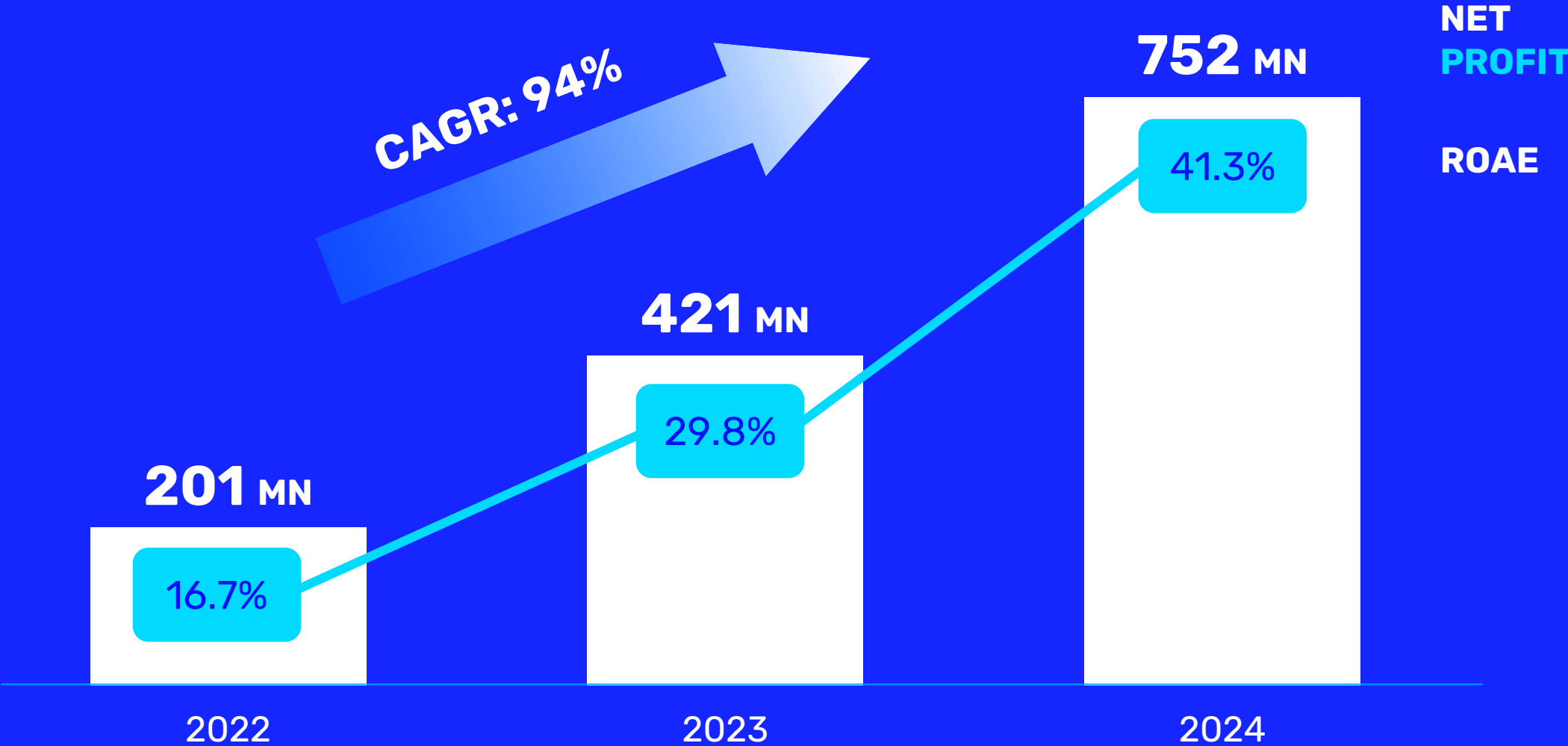
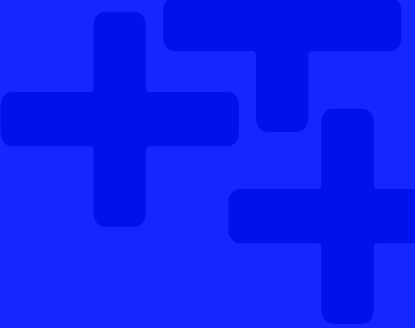
➤ **Gustavo Araújo, CFA**
CEO



➤ **Paulino Rodrigues**
Chief Financial Officer and Investor Relations

CONSECUTIVE RECORD-BREAKING RESULTS

OPERATIONAL EXCELLENCE AND PROFITABILITY COMMITMENT



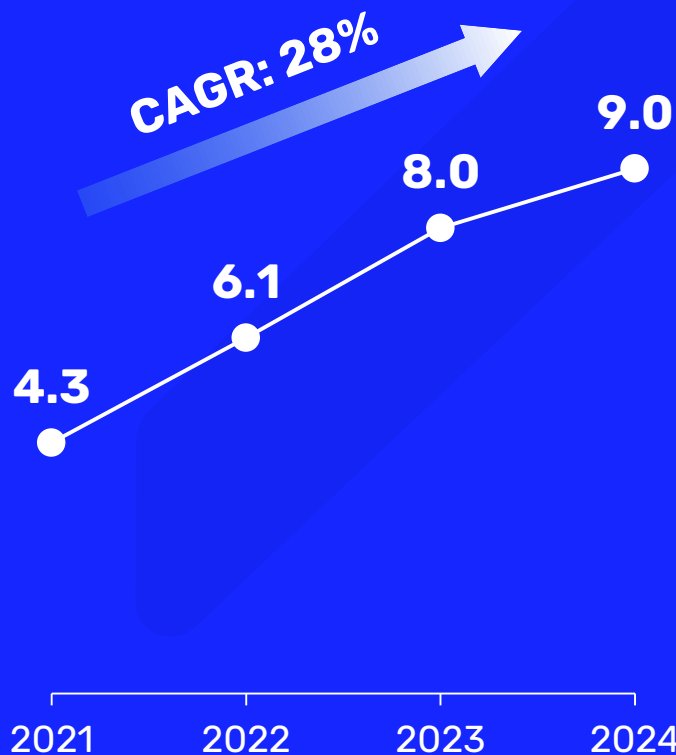
HIGHLIGHTS 2024



CLIENTS

ENGAGED WITH THE BANK

MILLIONS



CREDIT PORTFOLIO

PROFITABLE AND SOLID

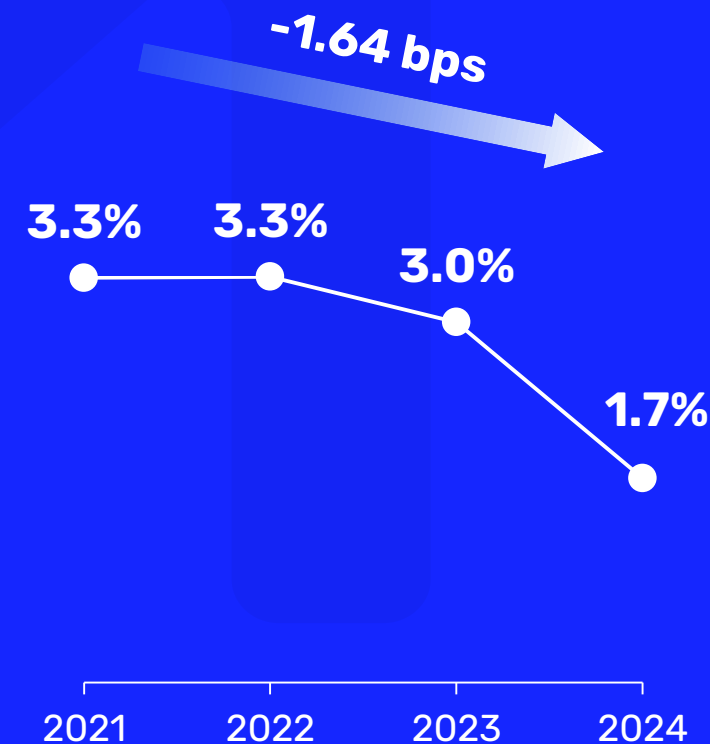
BRL MN



NPL > 90 DAYS

EXCELLENCE LEVELS

(%)



CHEGA MAIS

In 2024 we opened
new branches in

20

new cities across

13

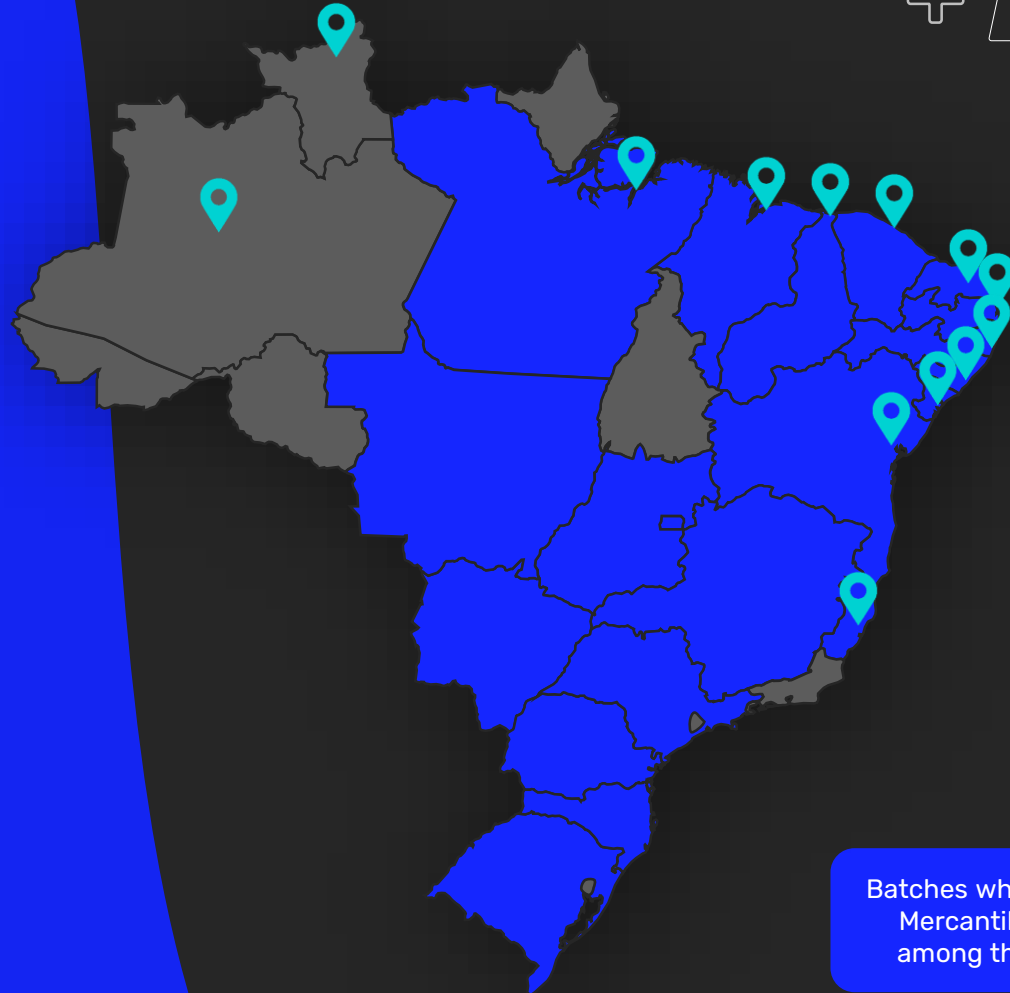
new states

2025 Expansion

+30

Inaugurating

We are the 5th biggest in the country and
EXPANDING



+ **LEILÃO**
INSS 2024

COMPLETE
BANKING
STRUCTURE



ECOSYSTEM
50+

Auction preference
opportunity
+12 estados

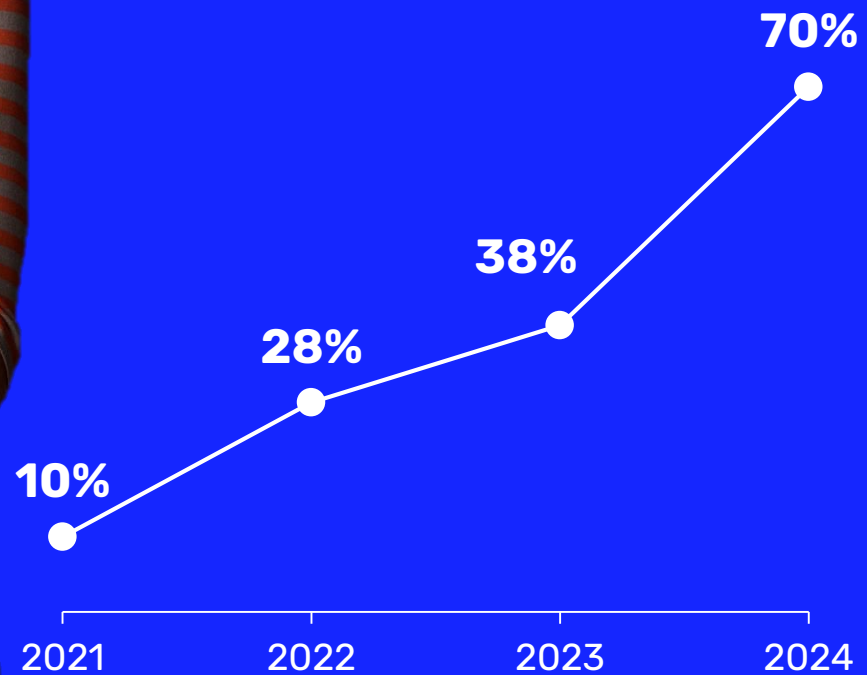
CAC
~30%
less

M+
Batches where Banco
Mercantil ranked
among the **top 3**

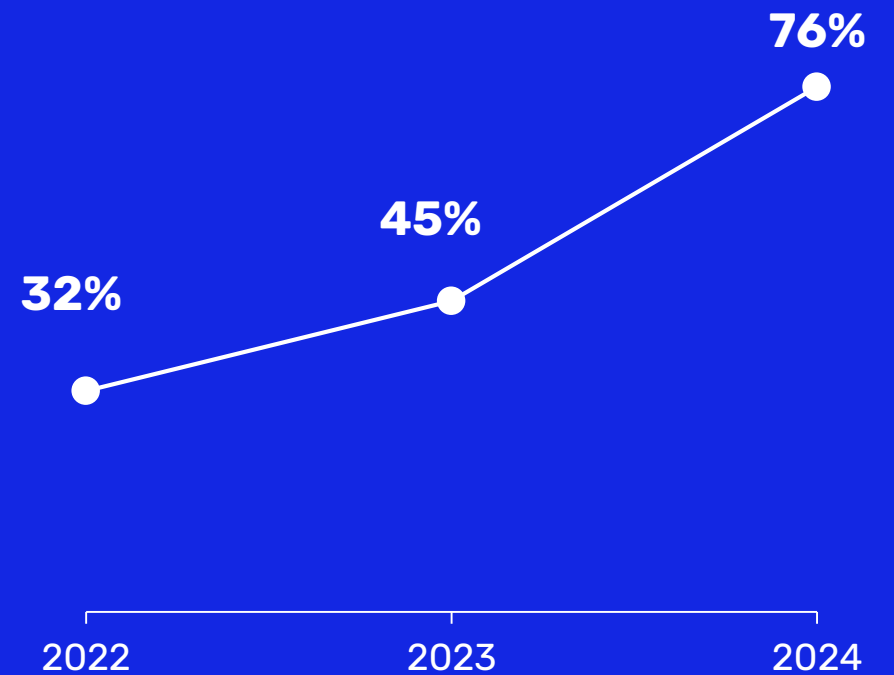
The strenght of digitalization driven by our cloud journey



% Credit Origination via Digital Channels
App and WhatsApp
#contracts



% Adoption of our App
Clients/Safra

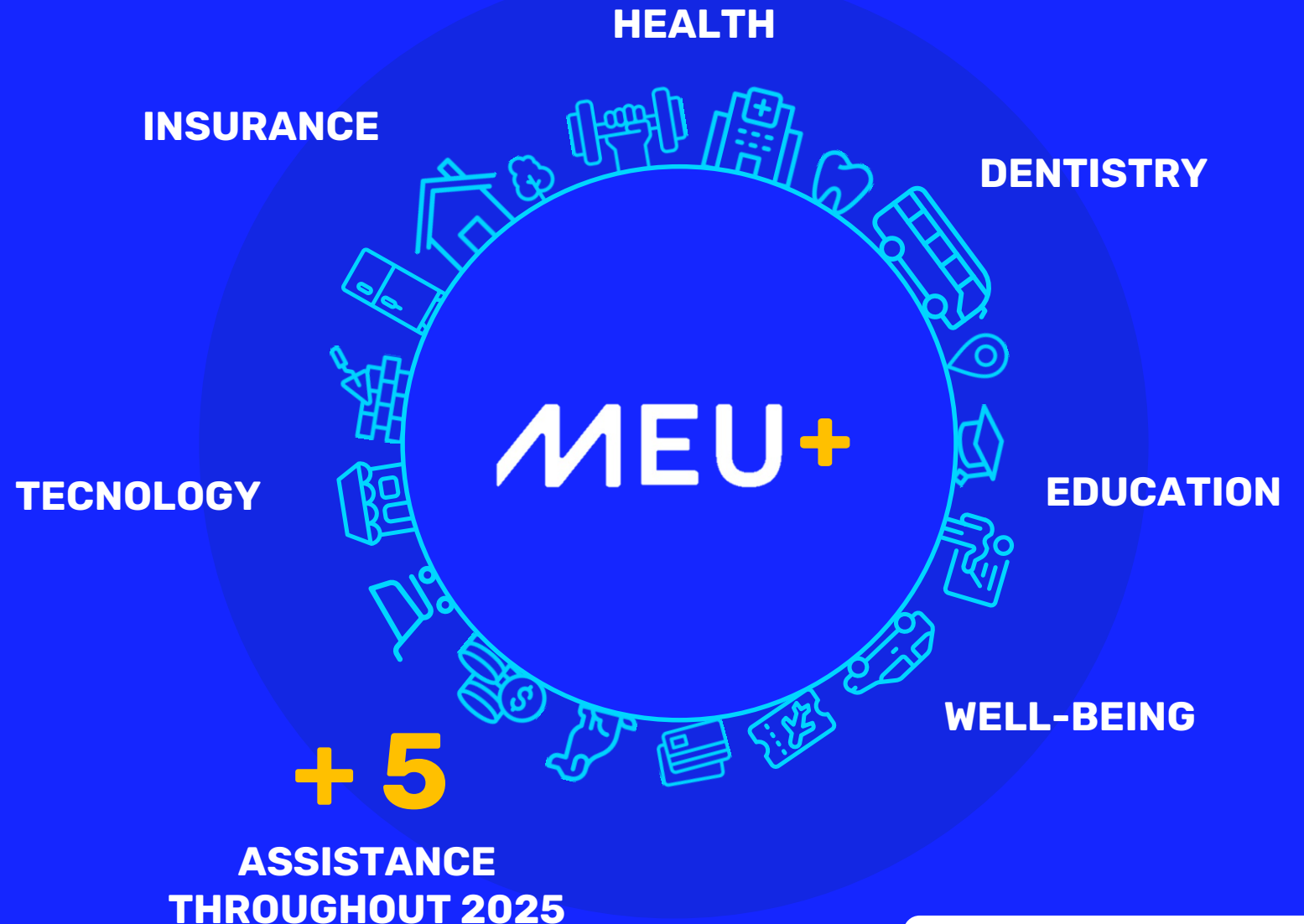


A **COMPLETE** ecosystem for the **50+** audience

+55% recurring customers in one year

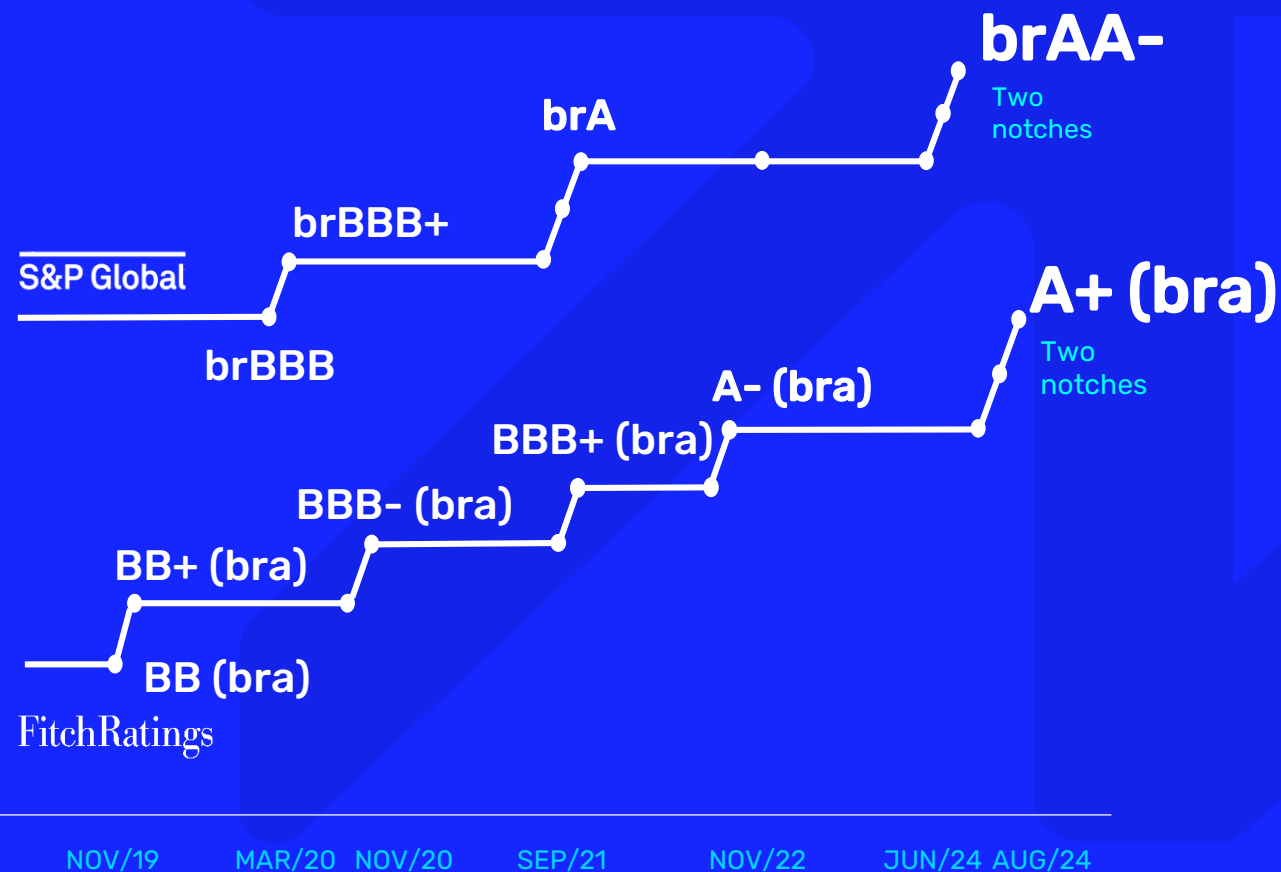
+2,2 MN active assistance

120% growth since launch (sales per month)



+ Hundreds of benefits for our customers

The evolution of our business model was recognized through a double upgrade in our **ratings by S&P and Fitch**, as well as an increase in our **stock price**.



TOP 10 STOCK MARKET GAINS IN THE LAST 3 YEARS¹

BANCO MERCANTIL +342.25%

Stock 2	+232.40%
Stock 3	+187.96%
Stock 4	+174.47%
Stock 5	+134.33%
Stock 6	+125.94%
Stock 7	+125.11%
Stock 8	+124.56%
Stock 9	+122.62%
Stock 10	+118.08%

BANCO MERCANTIL TOP 4 ON GPTW 2024!

Another Year Featured in the Best Companies Ranking – Financial Institutions

Melhores
Empresas Para
Trabalhar™
Mercado Editorial

Great
Place
To
Work.

BRASIL
2024



Para fazer
a **diferença**, é preciso ser

protagonista

da **mudança**.

BANCO
MERCANTIL



Quarter Highlights

4Q24 vs 4Q23

Clients

9.0 mn

+12% ↗

Credit Portfolio

BRL 17.1 bn

+22% ↗

NPL > 90 days

1.7 %

-128 bps ↘

Payroll Loan Portfolio

BRL 10.8 bn

+39% ↗

Quarterly Service
Revenue

BRL 180 mn

+19% ↗

Quarterly Net Profit

BRL 205 mn

+36% ↗

ROAE LTM

41.3 %

+1,153 bps ↗

Capital Adequacy Ratio
(Basel III)

18.1 %

+108 bps ↗



BANCO MERCANTIL

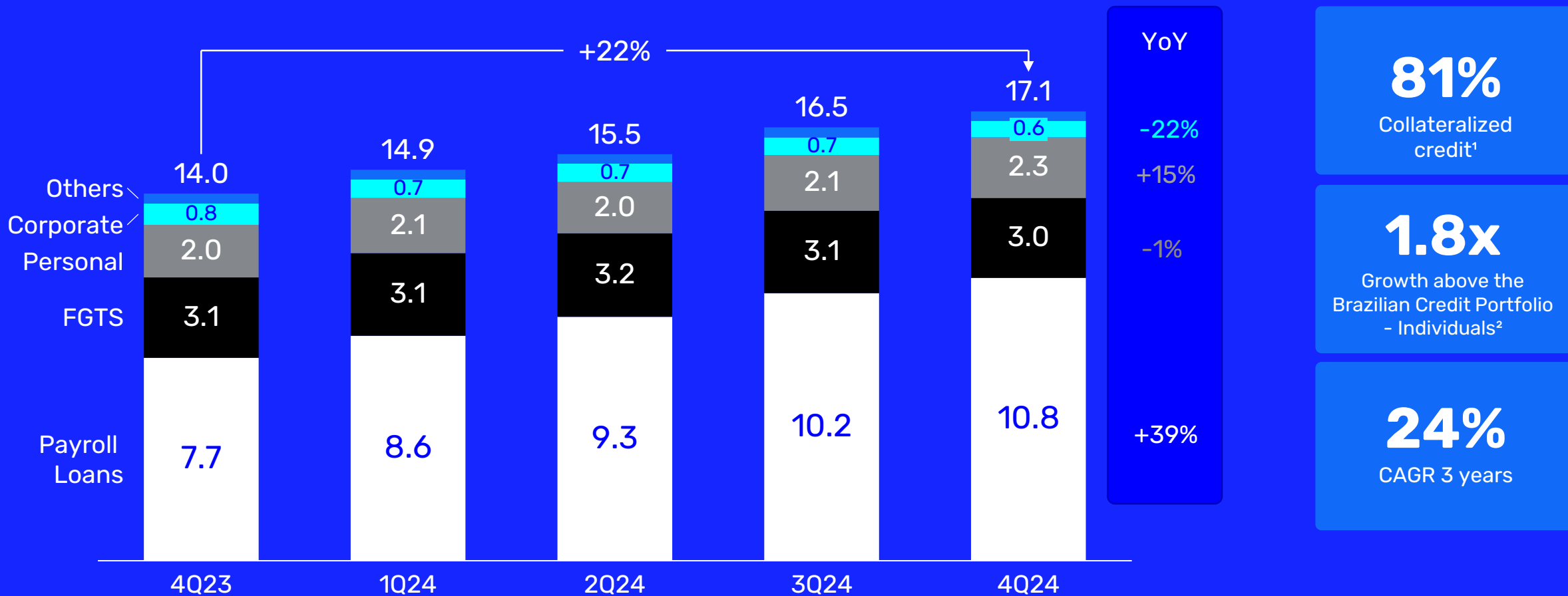
- Credit
- Services
- Funding
- Capital
- Profitability



We continue to expand our credit portfolio, focusing on high-quality assets. ↗

Credit Portfolio

BRL bn

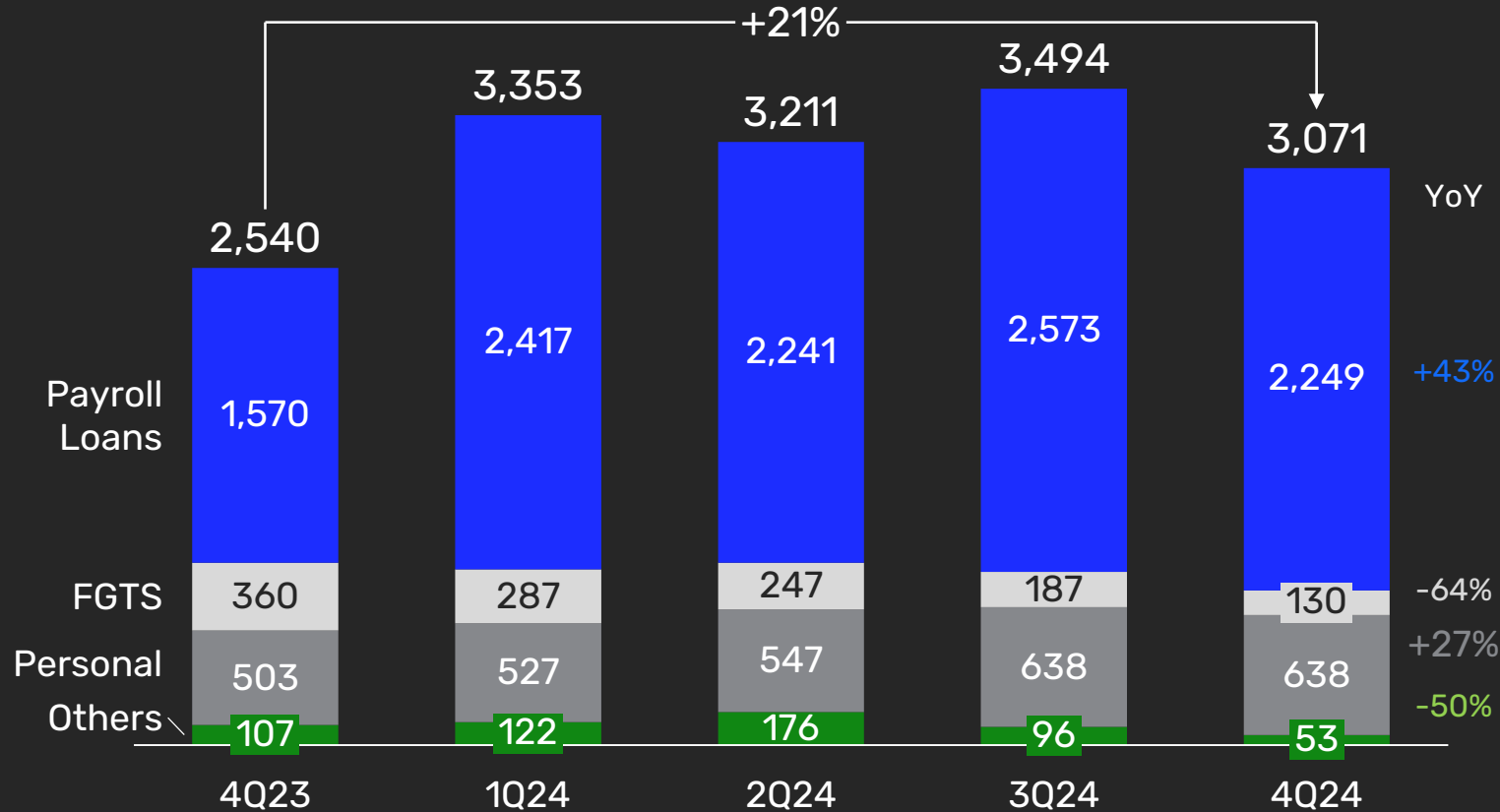


(1) Considers INSS Payroll Loans, Public Payroll Loans, Payroll Loans Cards and FGTS
 (2) Source: Central Bank of Brazil



Strong origination in the quarter, with emphasis on Payroll Loans.

Credit Origination BRL mn



11.3%

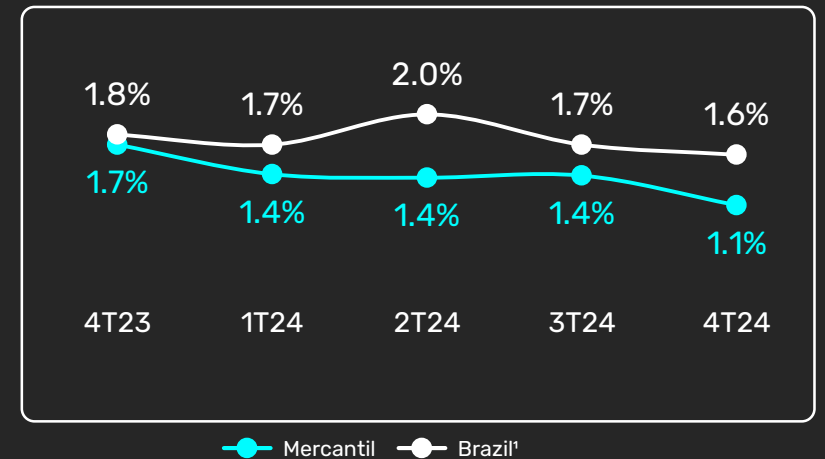
Payroll loans share in 4Q24¹

Origination Payroll Loan

100%

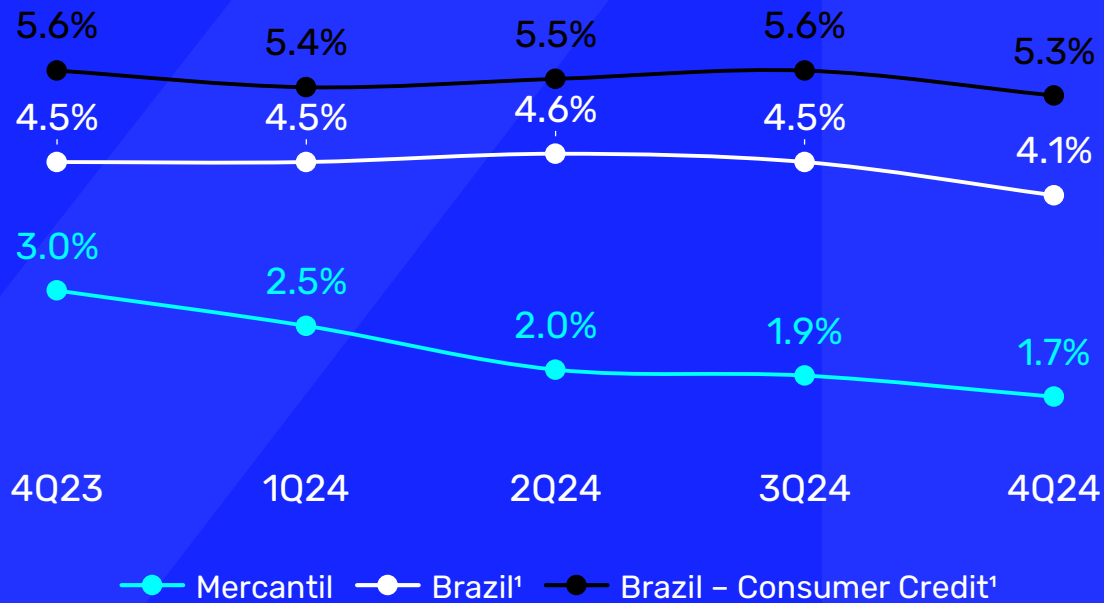
via own **Network**

NPL > 90 days (%) Payroll Loan (INSS only)

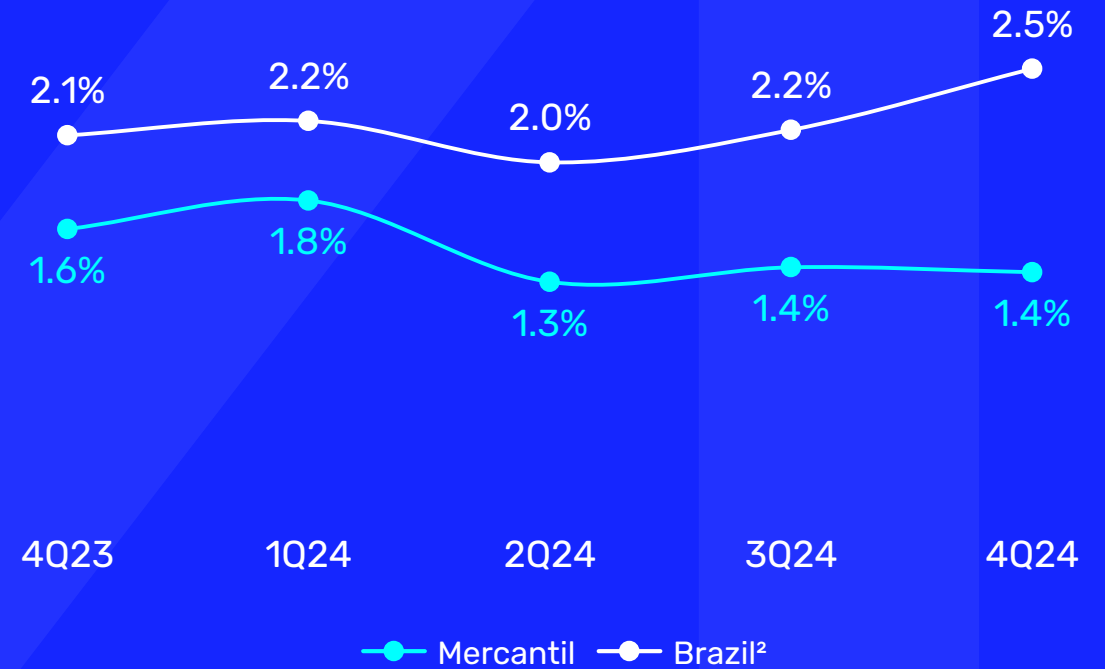


Delinquency levels are declining and below the market average.

NPL Over 90 (%)

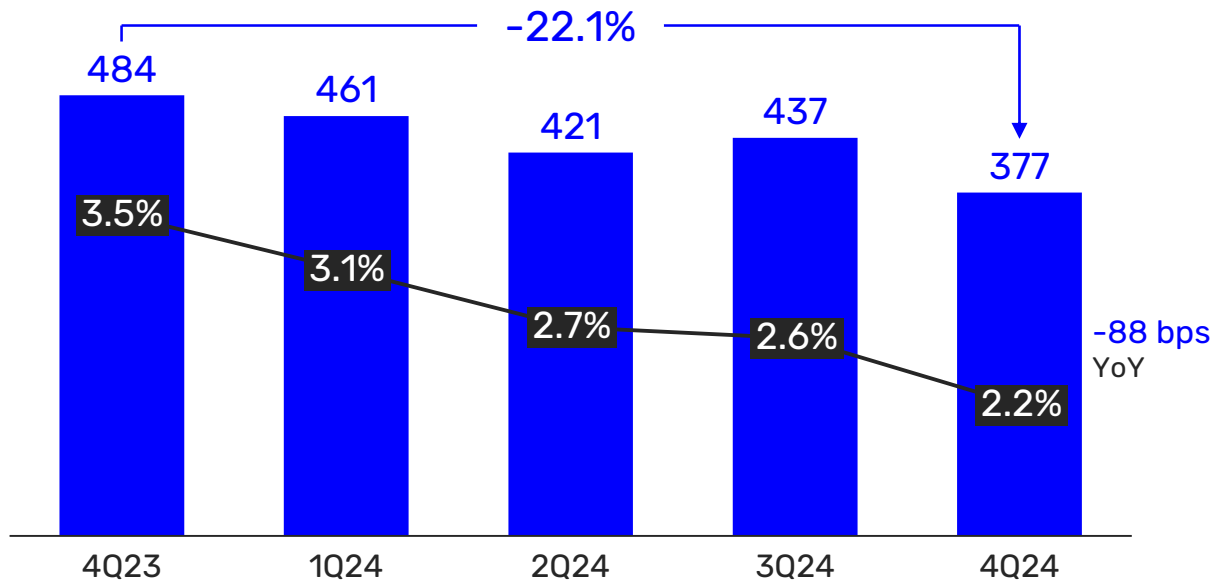


NPL Over 15 - 90 (%)

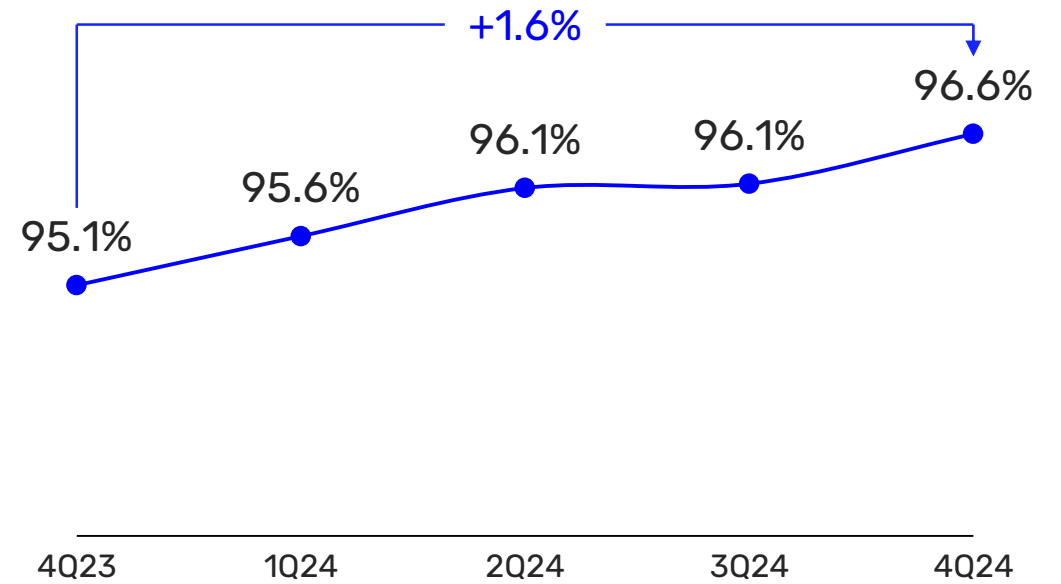


Provision expenses and portfolio quality showed improvement compared to the previous year.

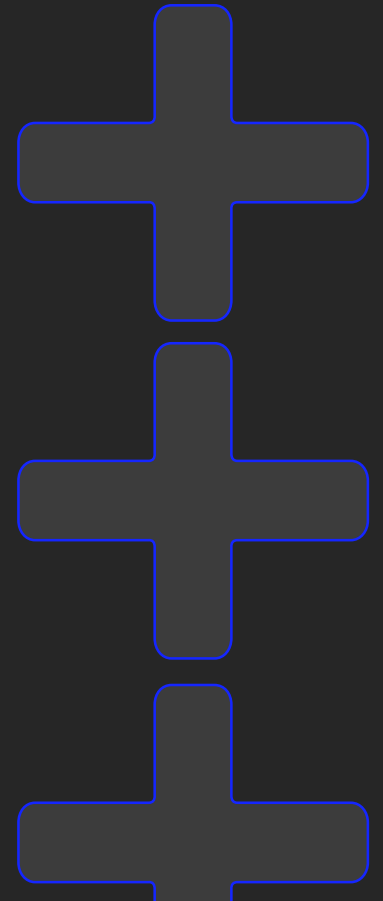
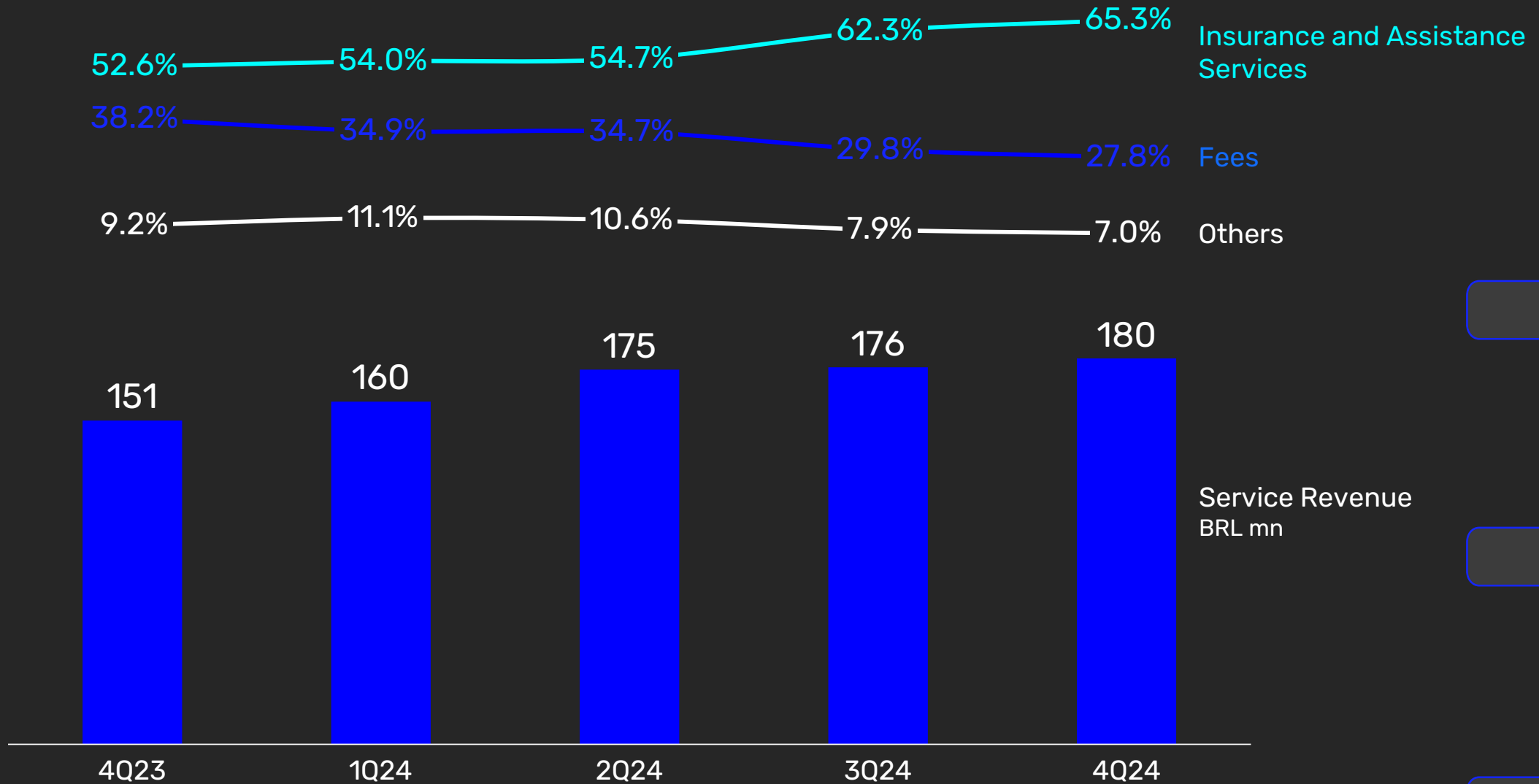
NPL Provision and % Portfolio
BRL mn



% AA - C / Portfolio



The bank focuses on high-appeal products for the 50+ demographic, such as insurance and assistance services.

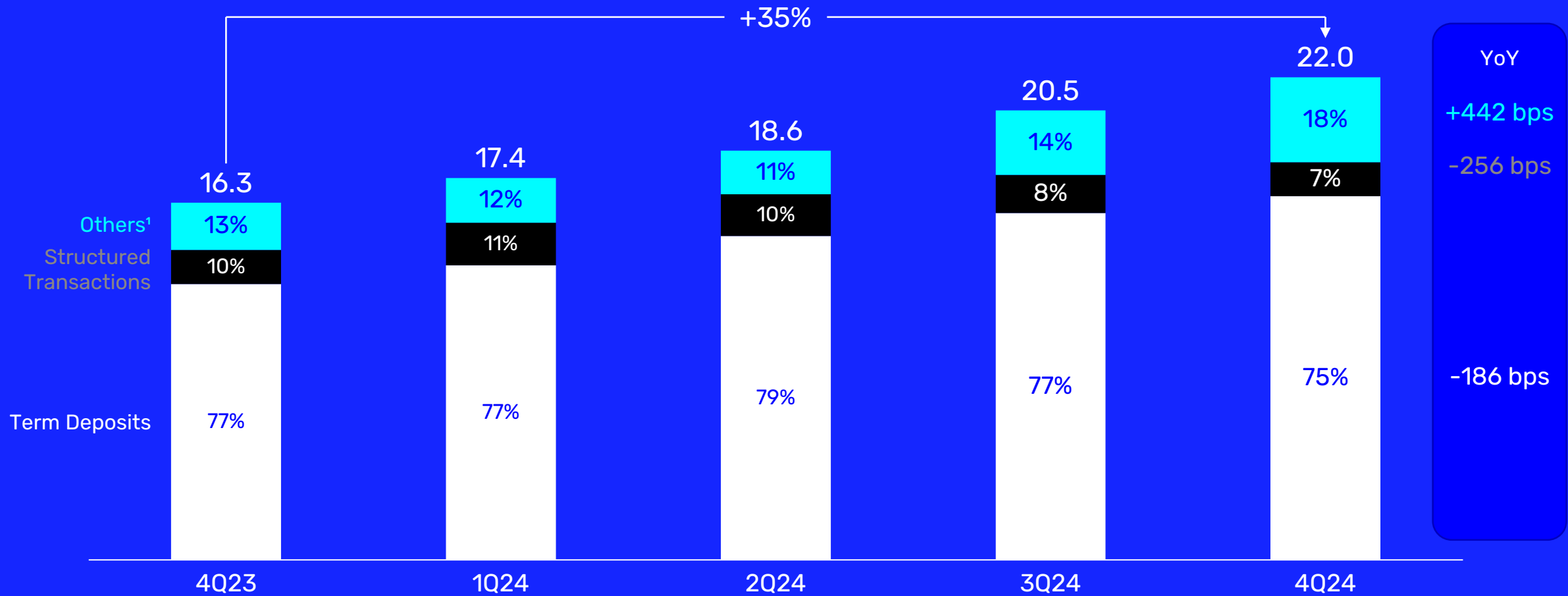


Our funding is diversified and widespread.



99.6%
Funding Cost
Last 12 months, % CDI benchmark

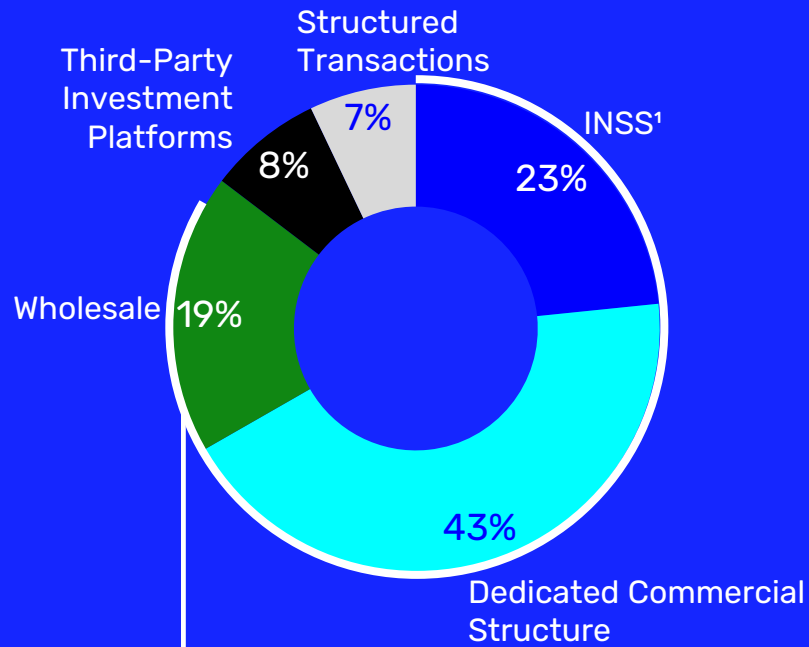
Funding Balance and Cost (%)
BRL bn



(1) Financial Bills, Agribusiness Letters of Credit (LCA), Real Estate Letters of Credit (LCI), Savings, Demand Deposits (DV), Interbank Deposits (DI).

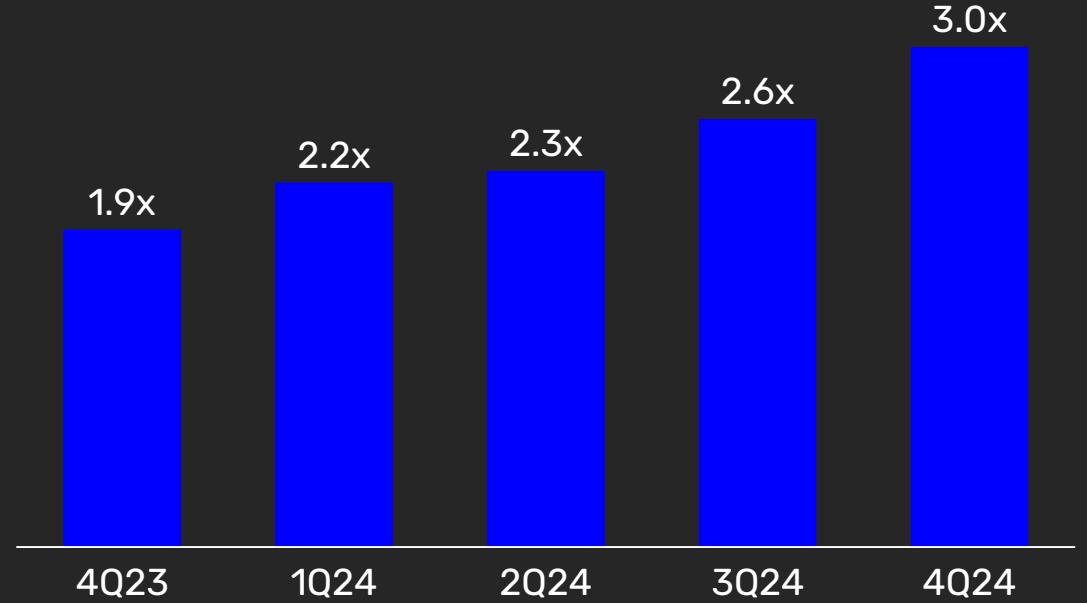
Robust structure for funding through proprietary channels.

Funding Sources



85%
Own Network

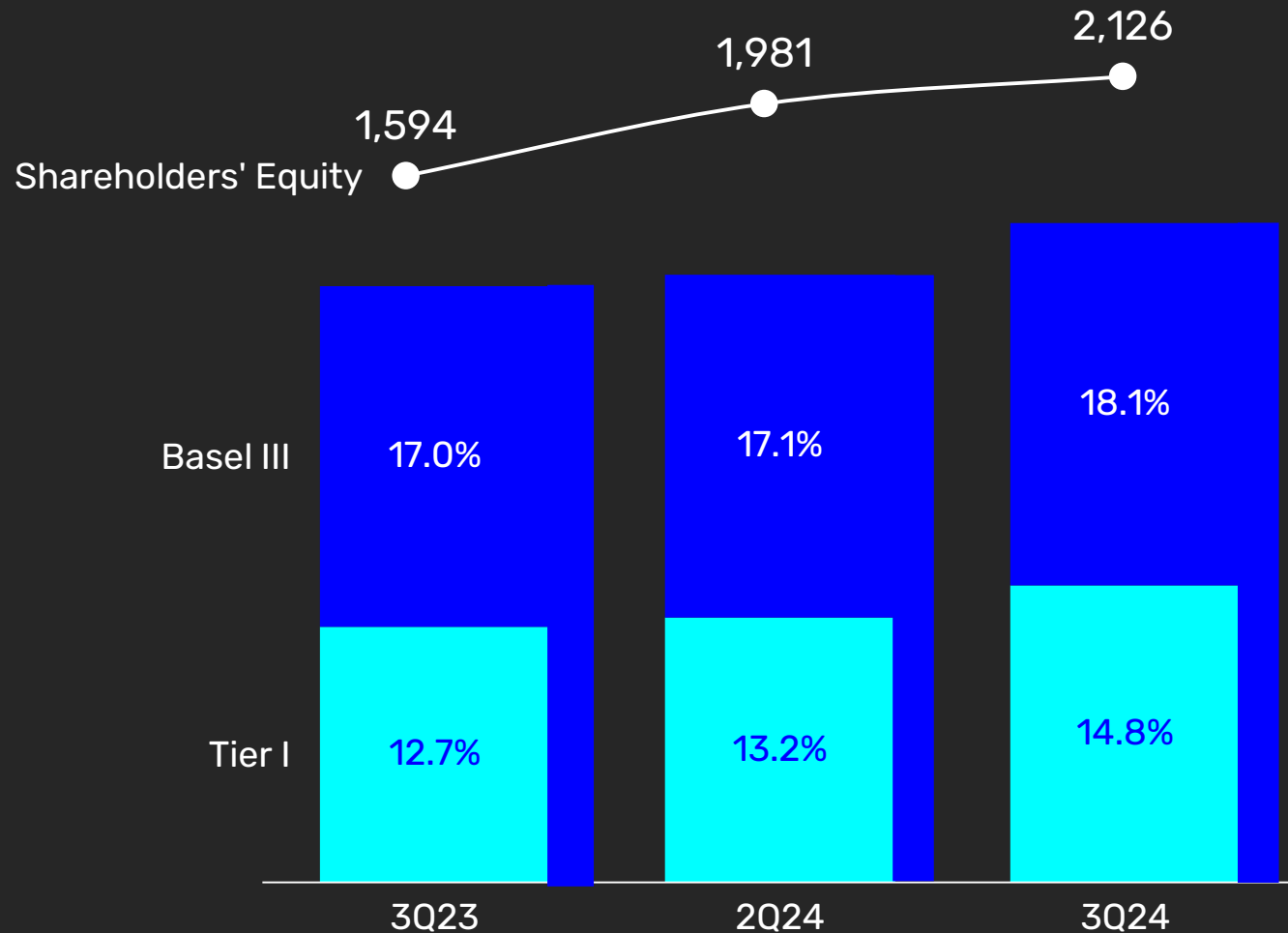
Liquidity Coverage Ratio



(1) It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

We maintain high levels of capitalization.

Capital Adequacy Ratio (Basel III) and Shareholders' Equity (%) and BRL mn



Common Equity Tier I (CET I) (%)

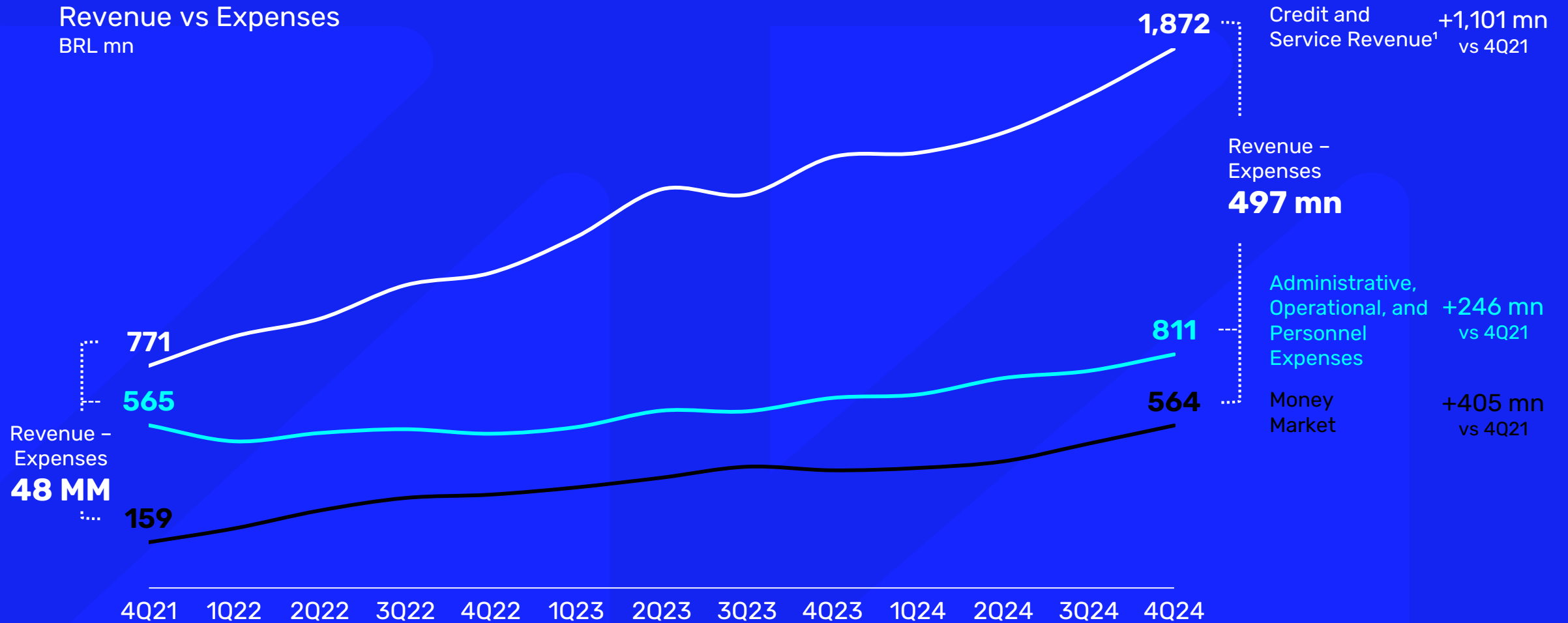


RATINGS

S&P Global Ratings **brAA-** Stable Outlook

FitchRatings **A+(bra)** Positive Outlook

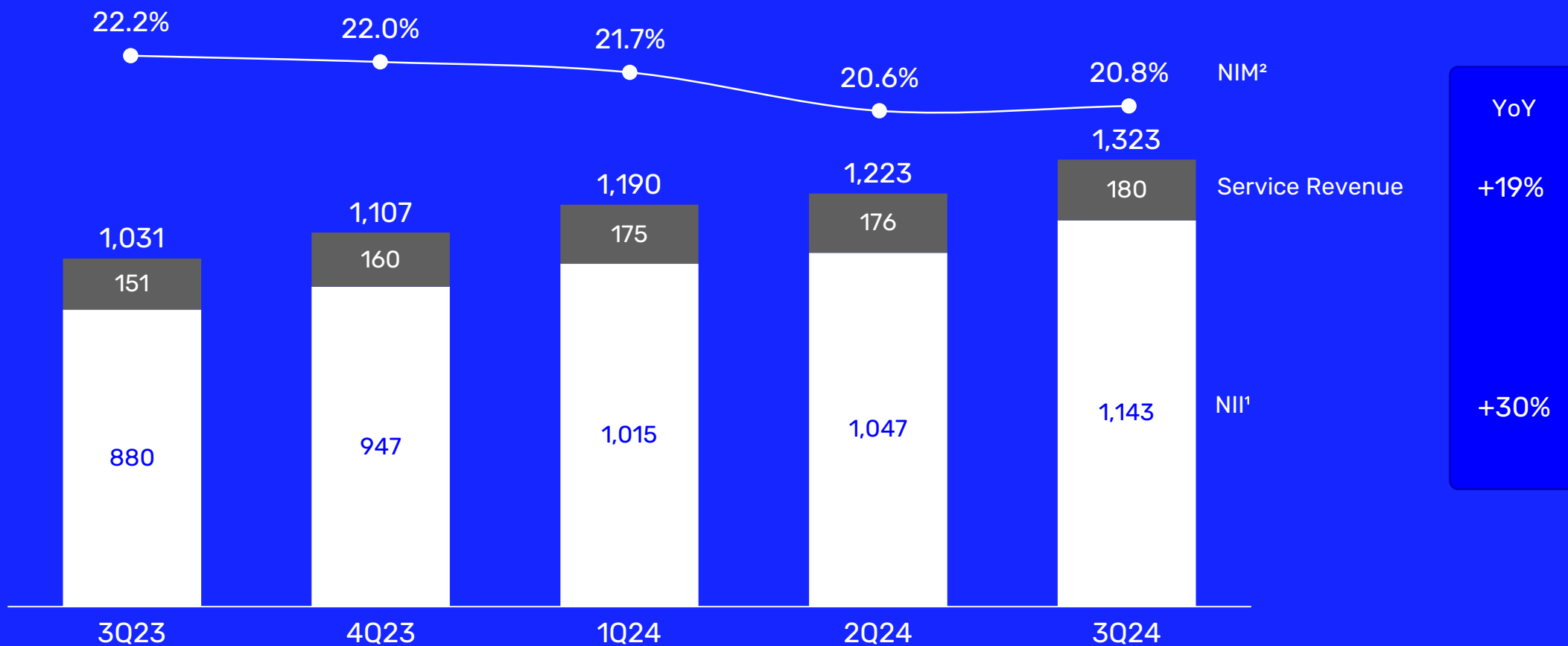
Credit and service revenue are growing at a faster pace than expenses.



Revenue growth with sustained high margin levels.

Revenues and Net Interest Margin (NIM)

BRL mn



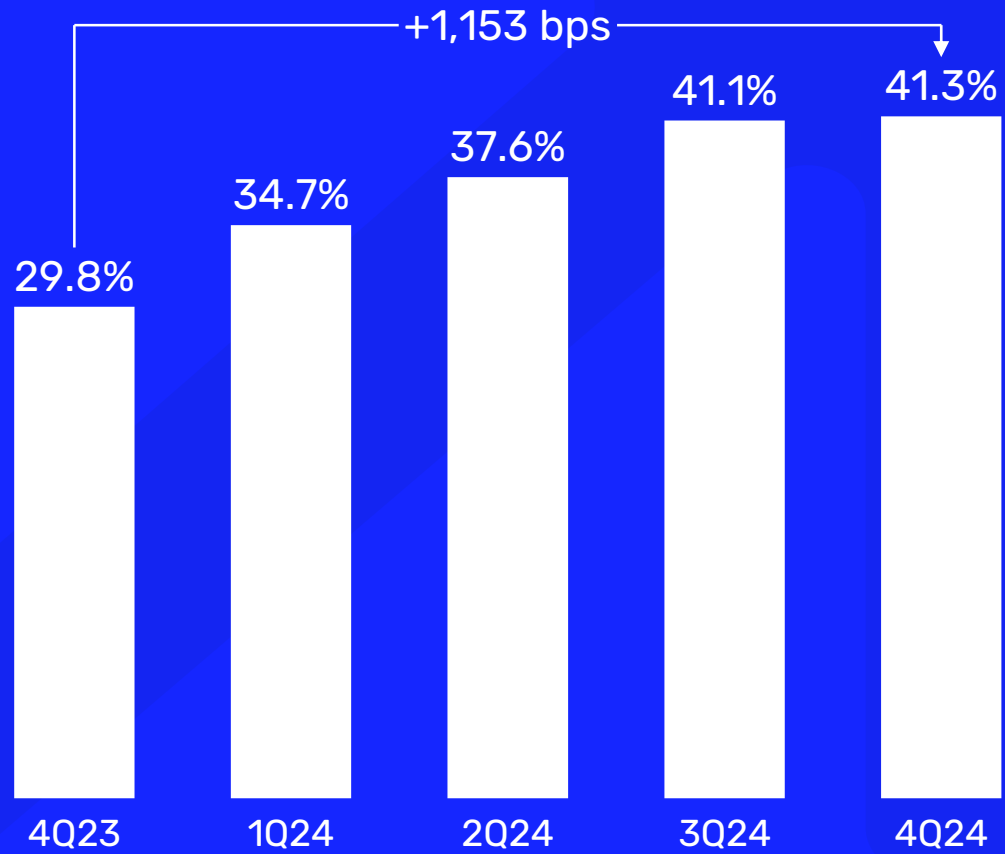
(1) Interest Income - Interest Expenses

(2) NIM = Net Interest Income for the reference quarter / Average interest-earning assets for the reference quarter and the previous one.

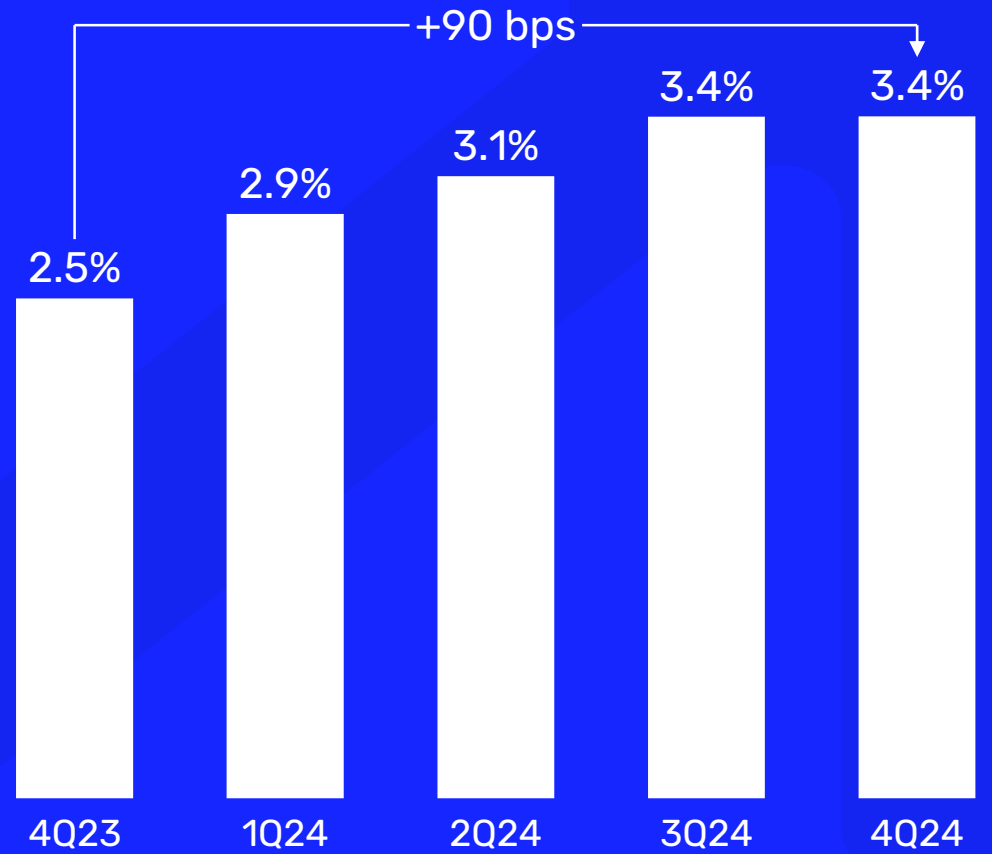


Over the past 12 months, profitability metrics also show continuous improvement.

ROAE *LTM*



ROAA *LTM*





BANCO MERCANTIL

Talk to IR

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