## MERCANTIL 1

**INSTITUTIONAL PRESENTATION** 



#### 82 YEARS

Founded in 1943, Mercantil has strength and longevity in its DNA, which demonstrates its stability and growth in the banking sector

#### INNOVATION

Through our people and technology, we can change, reinvent ourselves and continue to grow.

**BRL 21.6B** 

Credit Portfolio

**45.0**%

ROAE LTM

9.5Mn

Clients

2.8%

NPL > 90 days

**16.1%** 

Basel III Ratio



+1.7x

Clients 3 years

+2.1x

Credit Portfolio 3 years

+5.3x

Net Income 3 years, LTM

+2.0x

Service Revenue 3 years, LTM

5

Largest payer of Social Security Benefits

We Combine Growth and Sustainable Profitability

## 82 YEARS

## HISTORY

1943

1953

1955 - 1974

2009 1977

2019

2021

2023

2025

Established in Curvelo, MG

Acquisition by the Araújo family

Expansion and acquisitions

- Banco Industrial de Minas Gerais
- Banco Santa Cruz e Metrópole
- Banco Industrial de Campina Grande
- Banco Mercantil do Brasil do Rio de Janeiro

**IPO** 

First victory in the INSS auction

Cultural transformation Migration to Level 1 of B3 (Brazilian stock exchange)

5th largest benefits payer in the country

New headquarters and new visual identity

to Banco

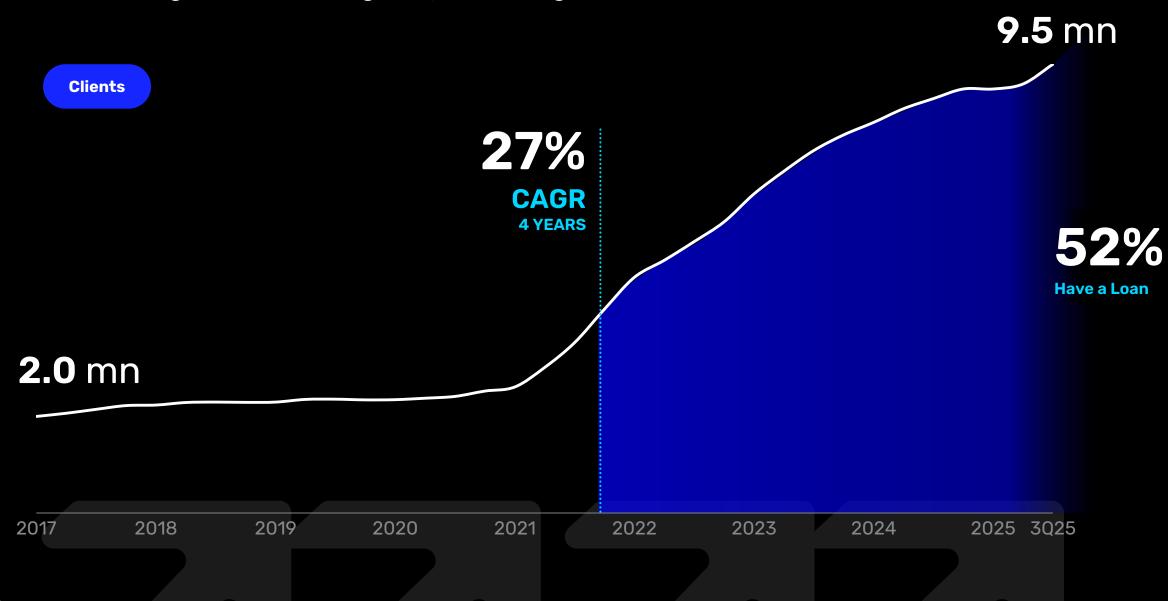
Mercantil

Name change

12° Consecutive record quarter result



Over the past few years, Banco Mercantil underwent a significant strategic repositioning.





#### **CLIENTS CHOOSE**

MERCANTIL

**FOCUS** 

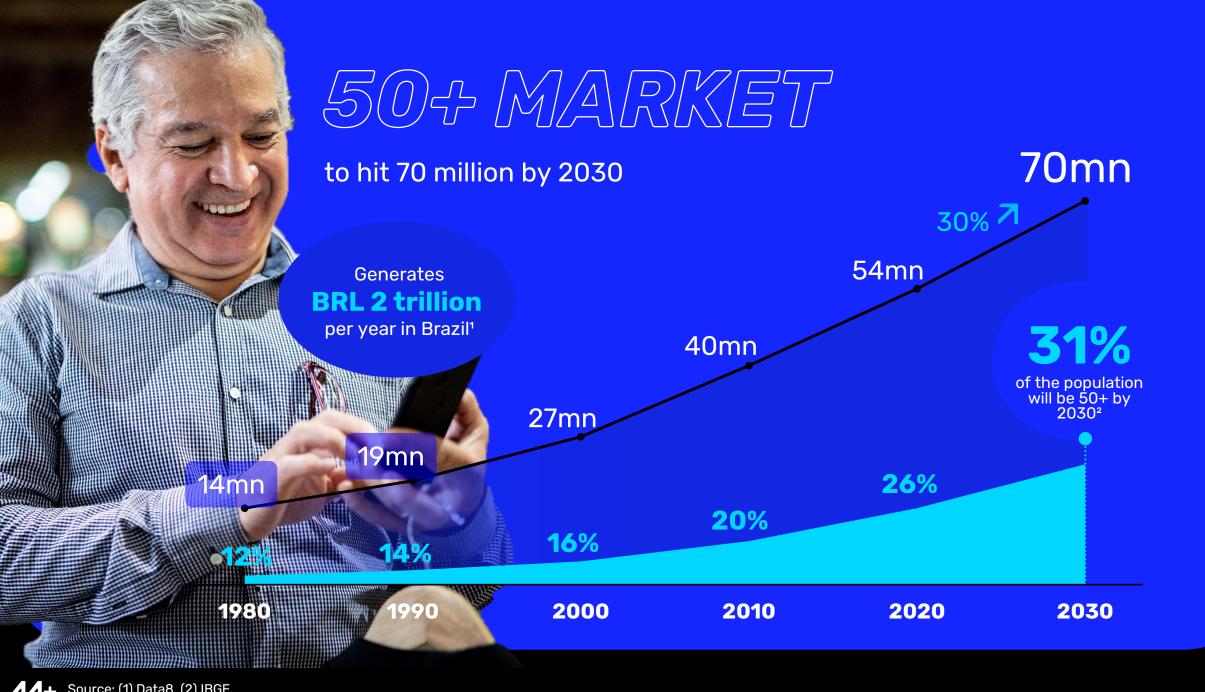


CONVENIENCE



**SIMPLICITY** 





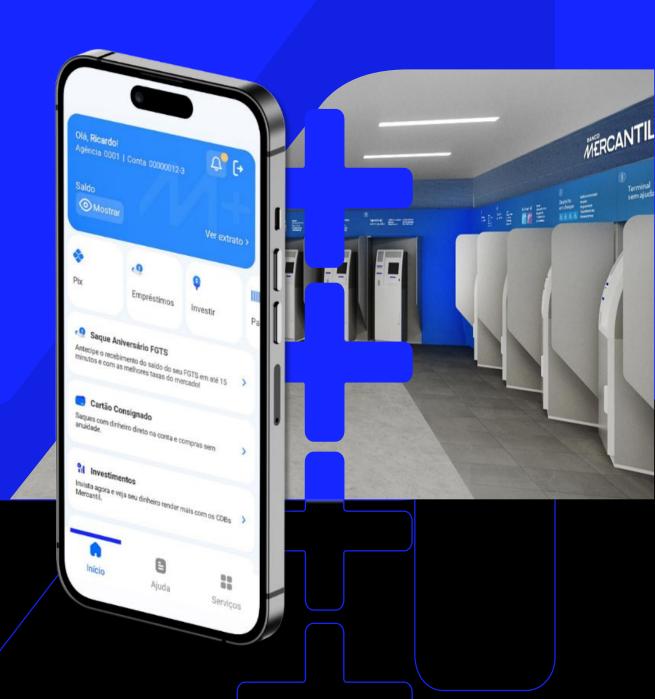
COMBINING

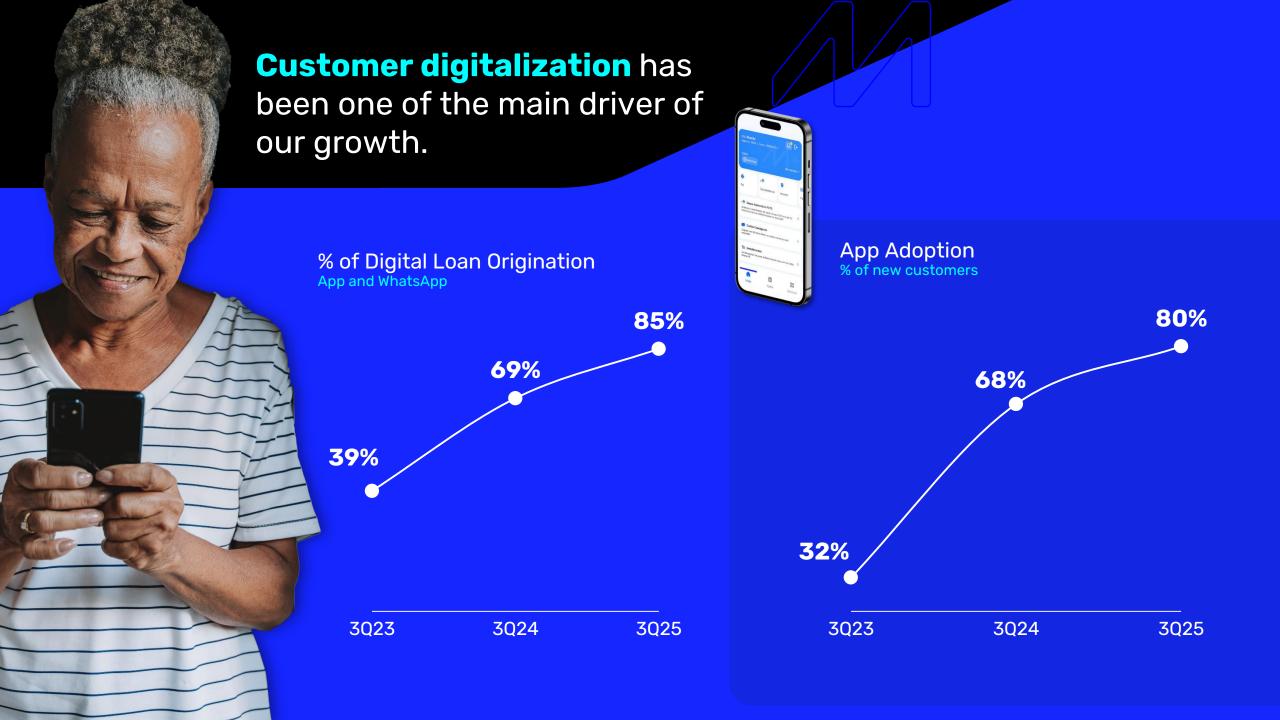
PHYSICAL

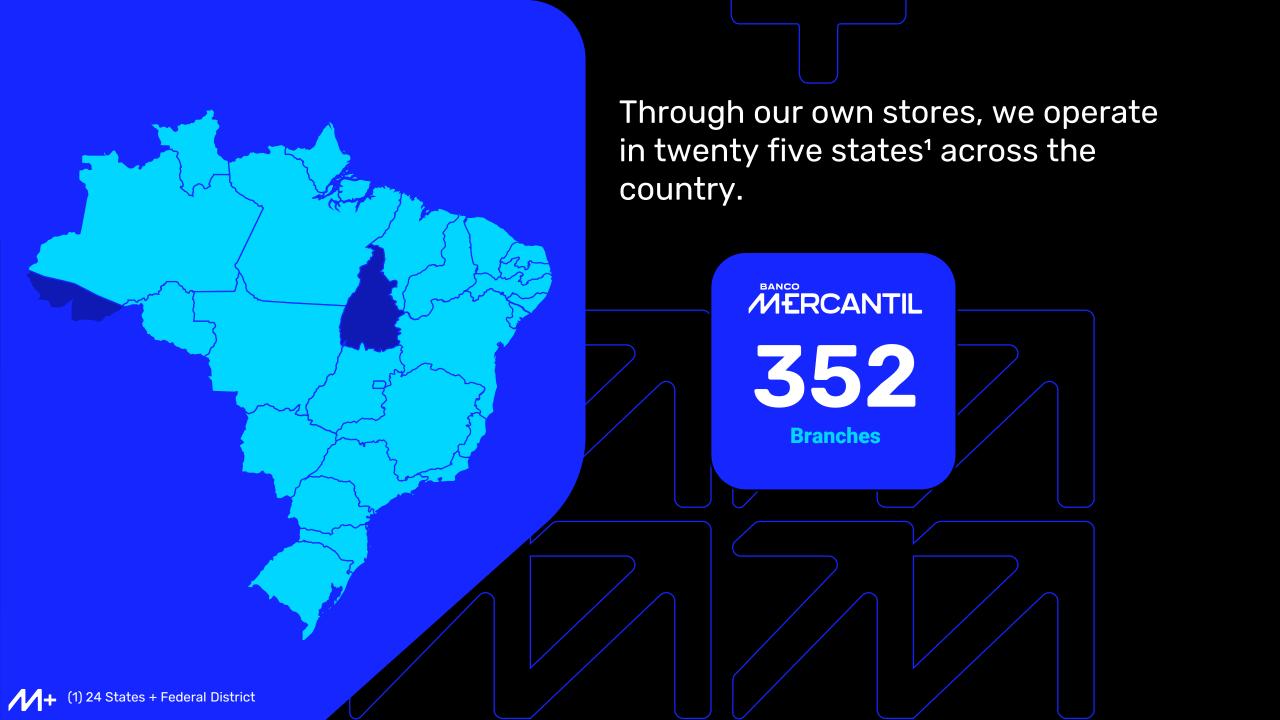
PRESENCE WITH

THE SIMPLICITY

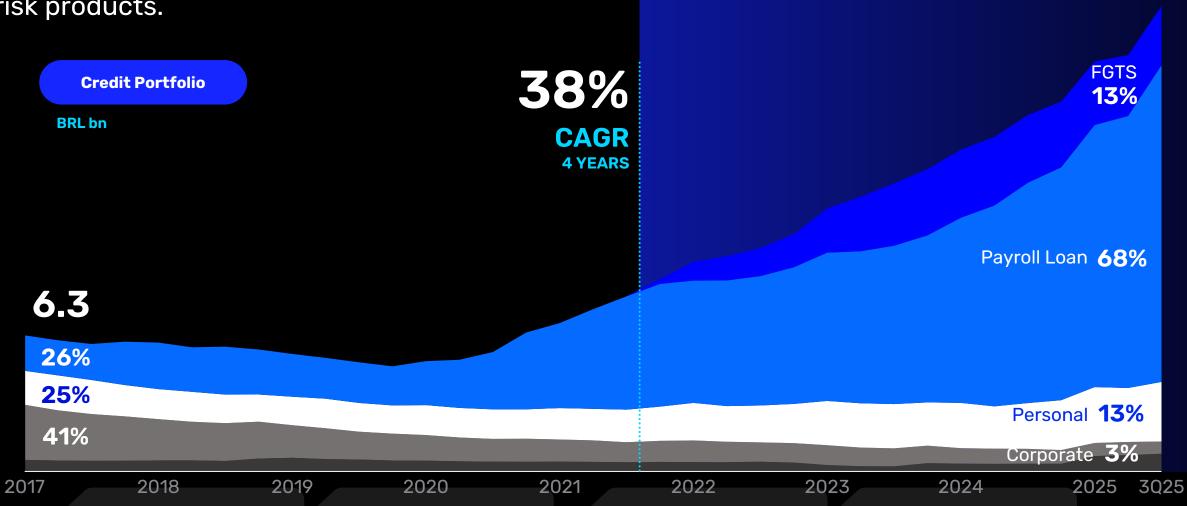
OF DIGITAL





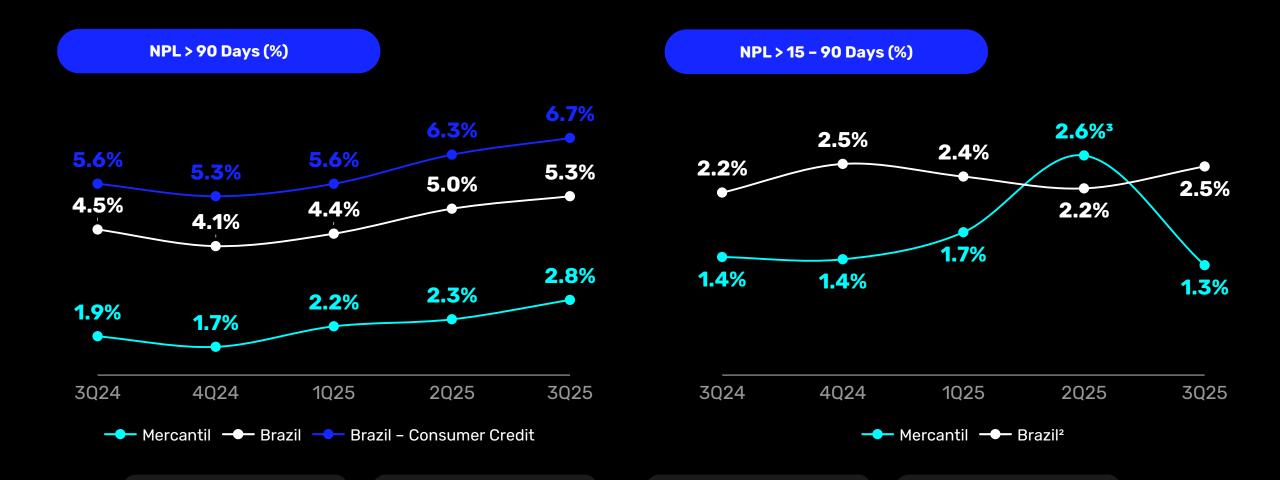


The loan portfolio has grown by over 100% in the past three years, directed toward lowrisk products.



21.6

#### Delinquency levels remain controlled and below the market average.



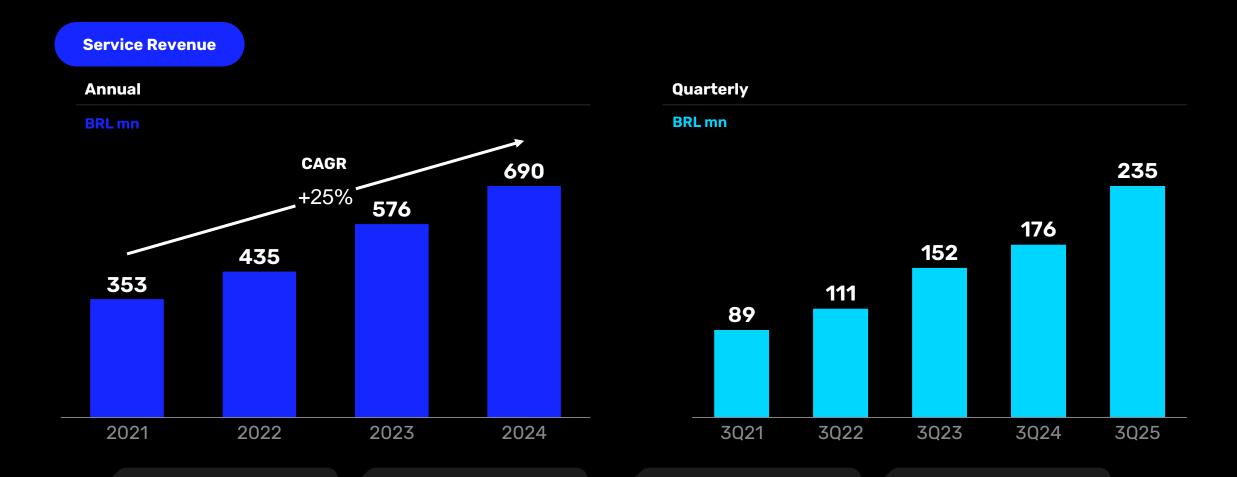
<sup>(3)</sup> The Over 15-90 delinquency rate in 2Q25 was impacted by the new INSS biometric process for payroll loan refinancing operations. These operations have since been adjusted. Excluding this operational issue, the delinquency rate would have been 1.6%.



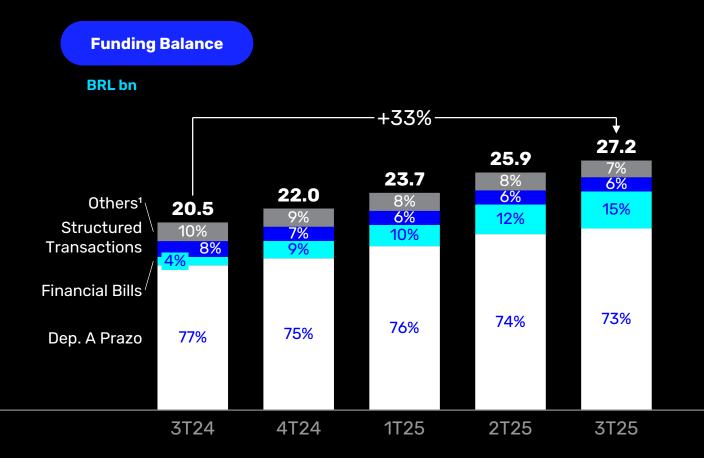
<sup>(1)</sup> Source: Central Bank of Brazil

<sup>(2)</sup> Source: Depec - Central Bank of Brazil

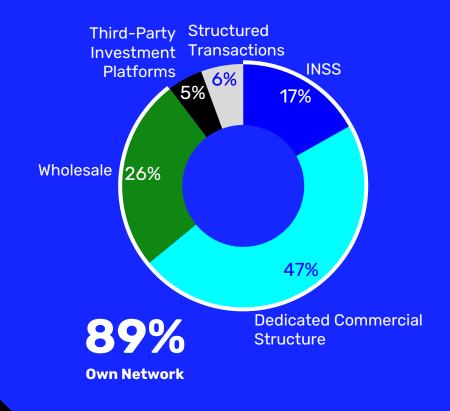
The primacy in customer relationship also contributed to the significant increase in service revenue.



Our funding lines are diversified and dispersed.



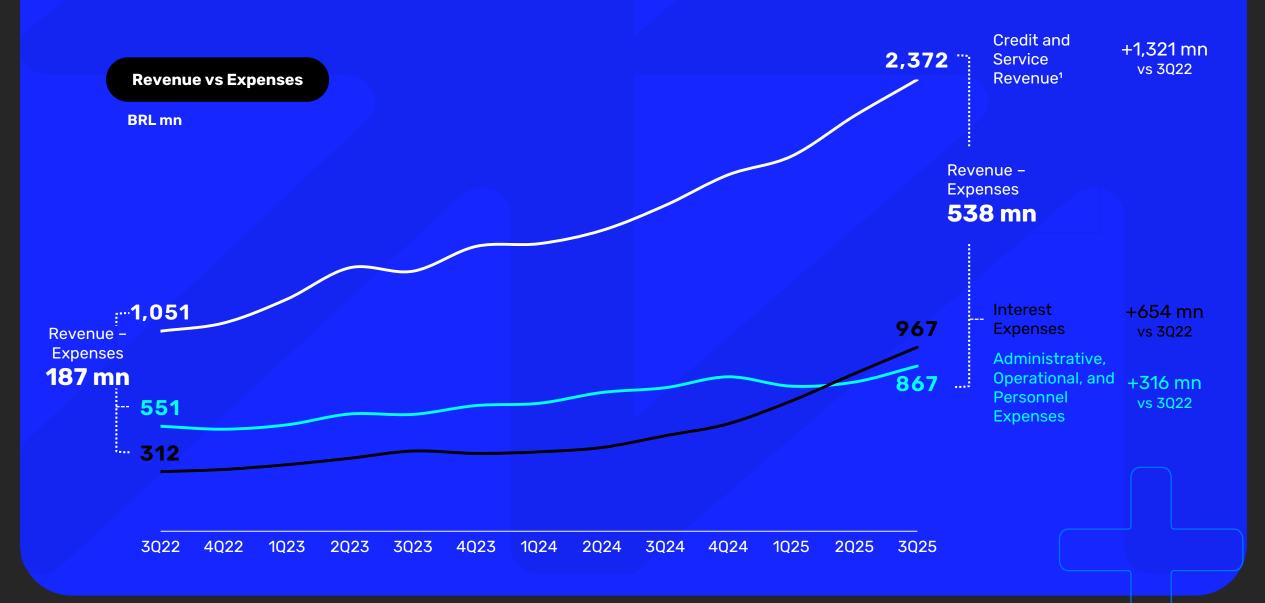
#### **Funding Sources**



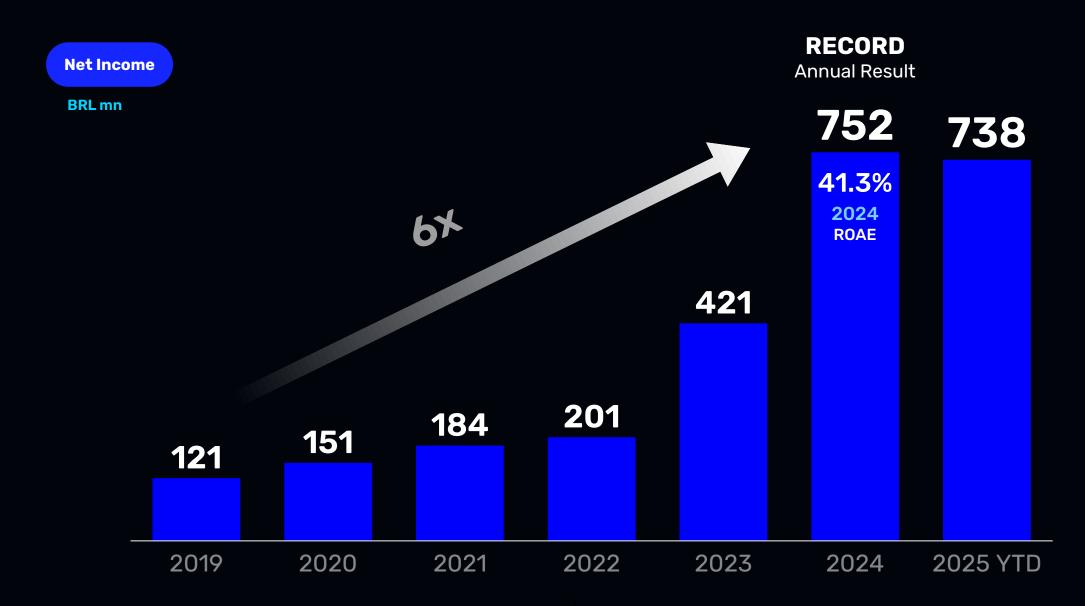


+ (1) It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

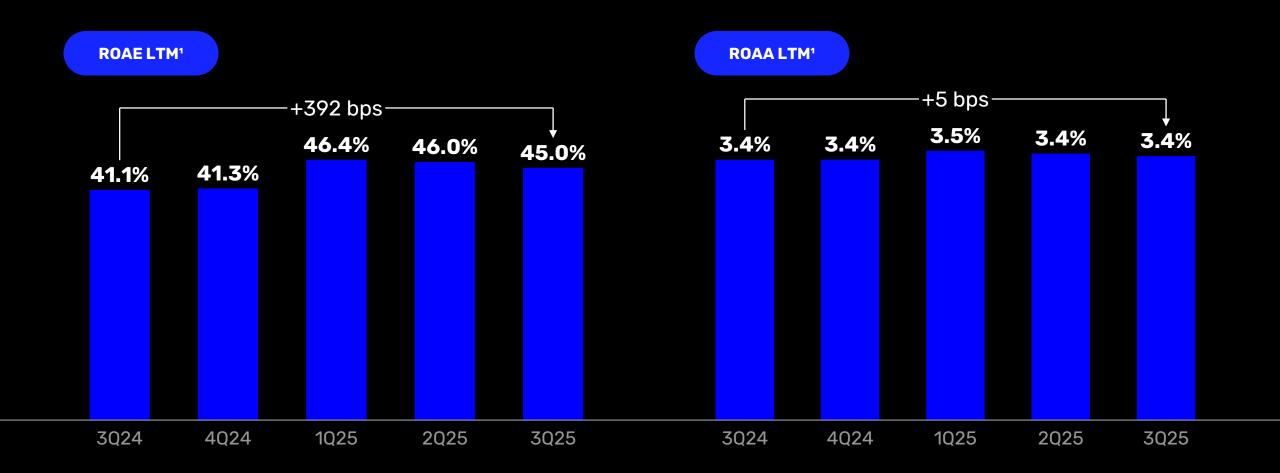
#### Credit and service revenue are growing at a faster pace than expenses.



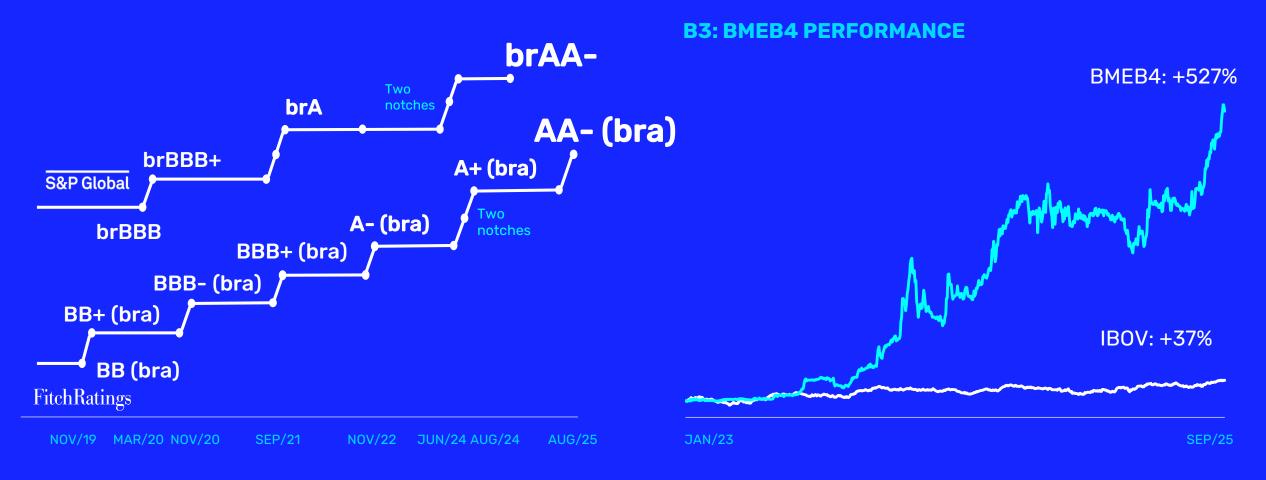
In 5 years, net income has grown by 6 times.



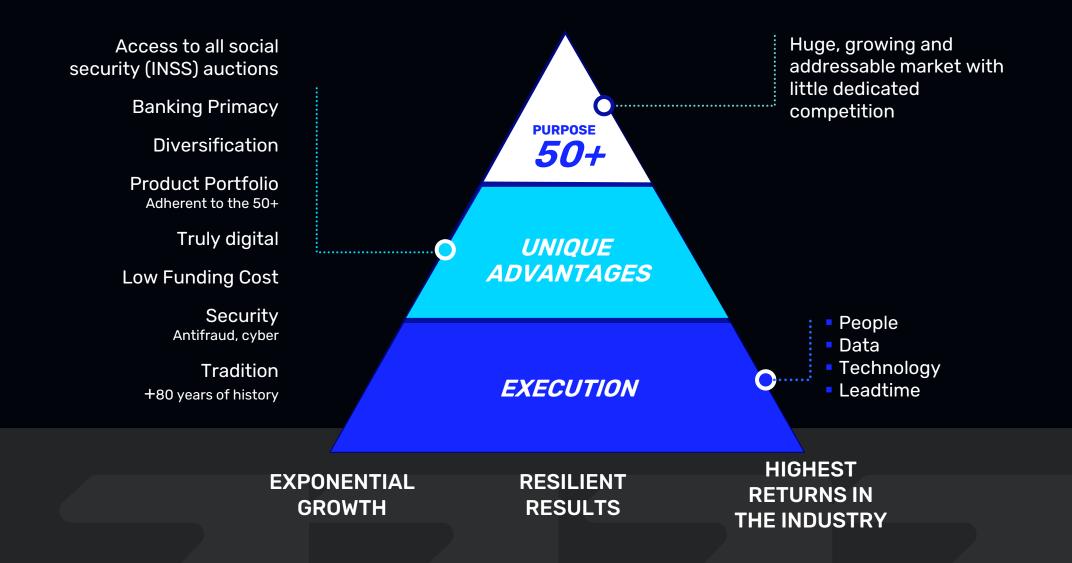
Over the past 12 months, profitability metrics also show continuous improvement.



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.



### MERCANTIL



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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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CMN Resolution 4,966, effective as of January 1, 2025, introduced changes to risk classification and provisioning criteria. Therefore, the data for the following quarters reflects a new methodological basis and may present comparability limitations with previous periods.



# ALERCANTIL 1