

BANCO  
**MERCANTIL**

INSTITUTIONAL PRESENTATION



# 83 YEARS

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

**BRL 25.2B** Credit Portfolio

**42.7%** ROAE<sup>1</sup> LTM

**10.0M** Clients

**3.3%** NPL > 90 days

**16.0%** Basel III Ratio

# INNOVATION

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

**+1.5x** Clients 3 years

**+2.1x** Credit Portfolio 3 years

**+2.4x** Service Revenue 3 years, LTM

**+4.7x** Net Income<sup>1</sup> 3 years, LTM

**5<sup>o</sup>** Largest payer of Social Security Benefits



We Combine Growth and Sustainable Profitability

# 83 YEARS

# OF ↗ HISTORY

1943

Established in  
Curvelo, MG

1953

Acquisition by  
the Araújo  
family

1955 - 1974

Expansion and acquisitions

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

1977

IPO

2009

First victory  
in the INSS  
auction

2019

Cultural  
transformation

2021

Migration to  
Level 1 of B3  
(Brazilian stock  
exchange)

5th largest  
benefits payer in  
the country

2023

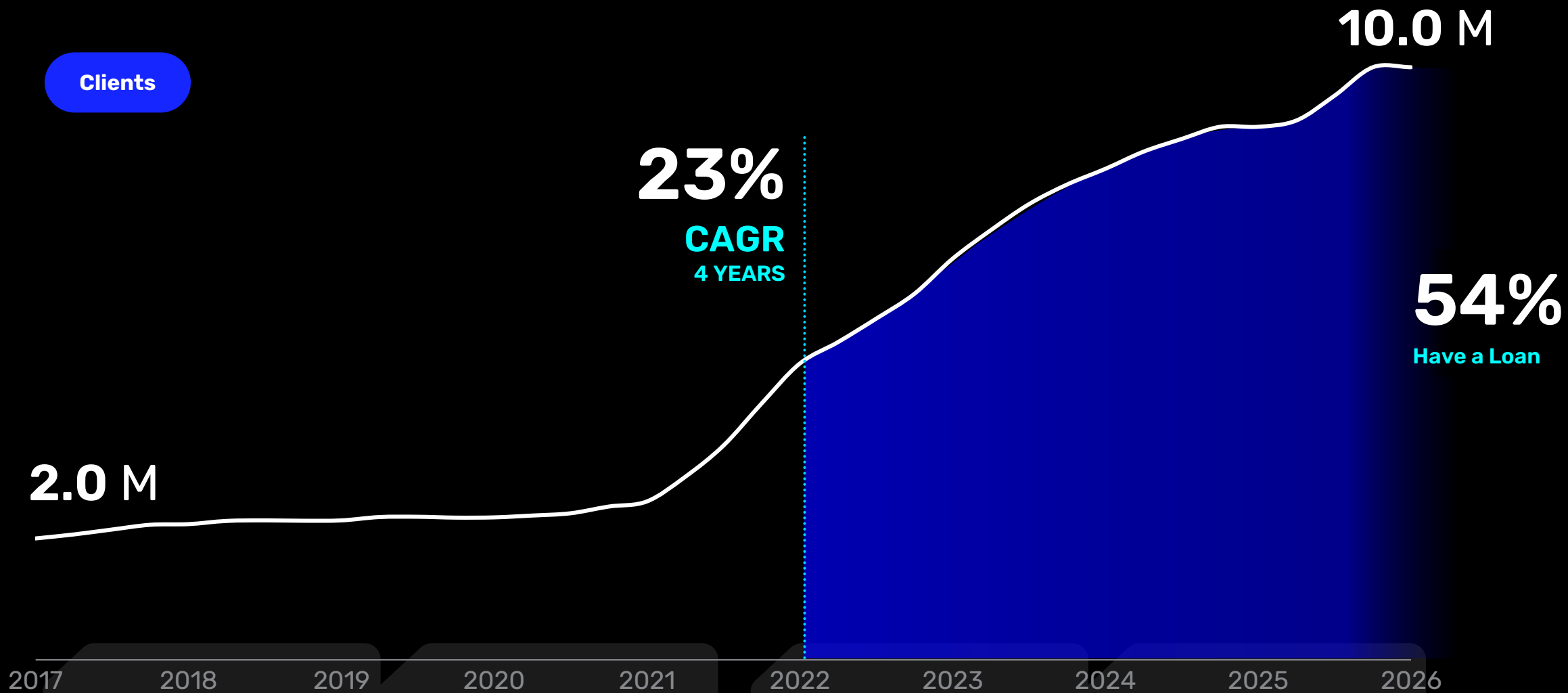
New  
headquarters  
and new visual  
identity

Name change  
to Banco  
Mercantil

2026

**14°**  
Consecutive  
record  
quarter result

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



# 50+

CLIENTS CHOOSE  
BANCO  
MERCANTIL

FOCUS



CONVENIENCE



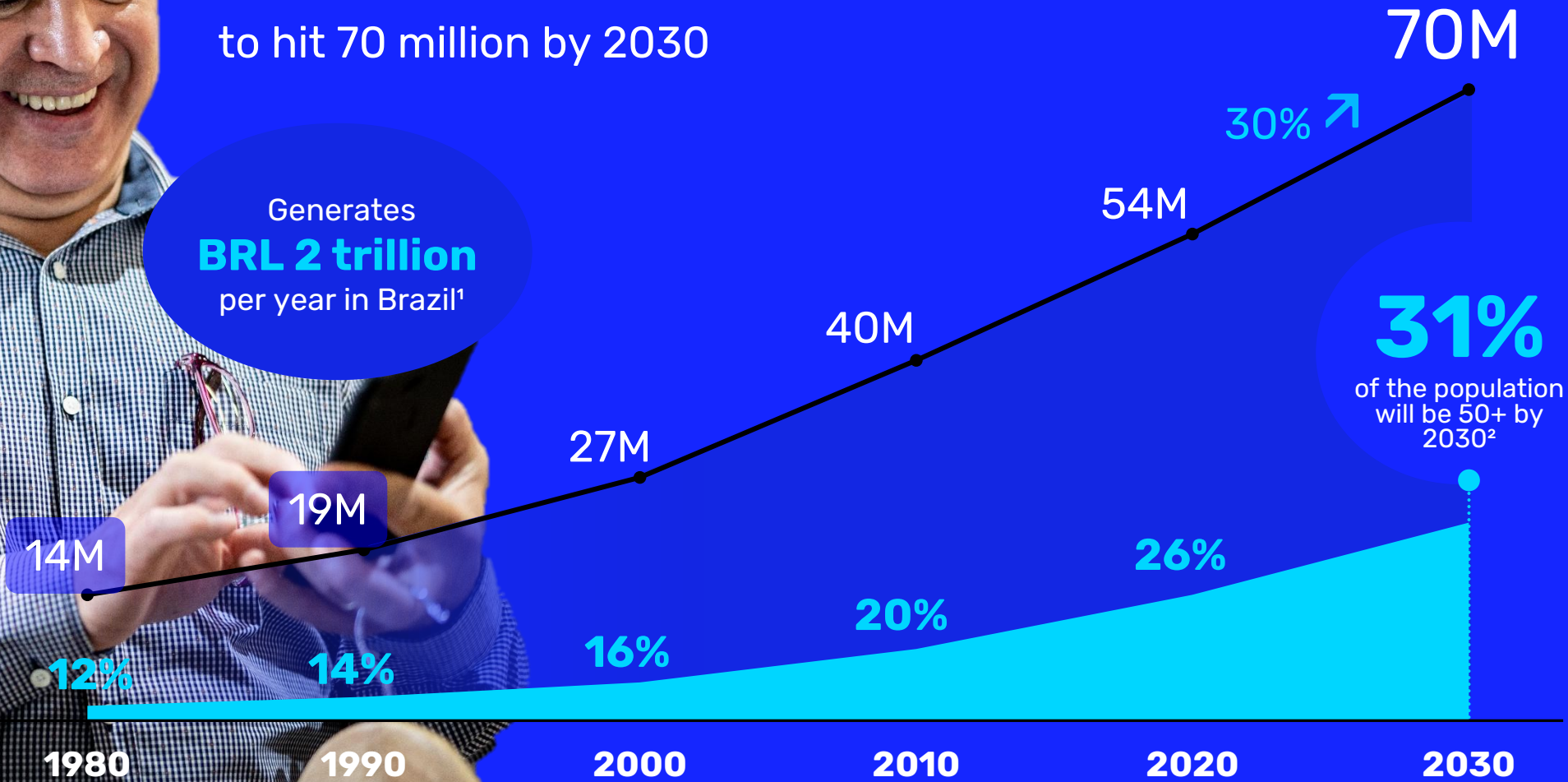
SIMPLICITY



# 50+ MARKET

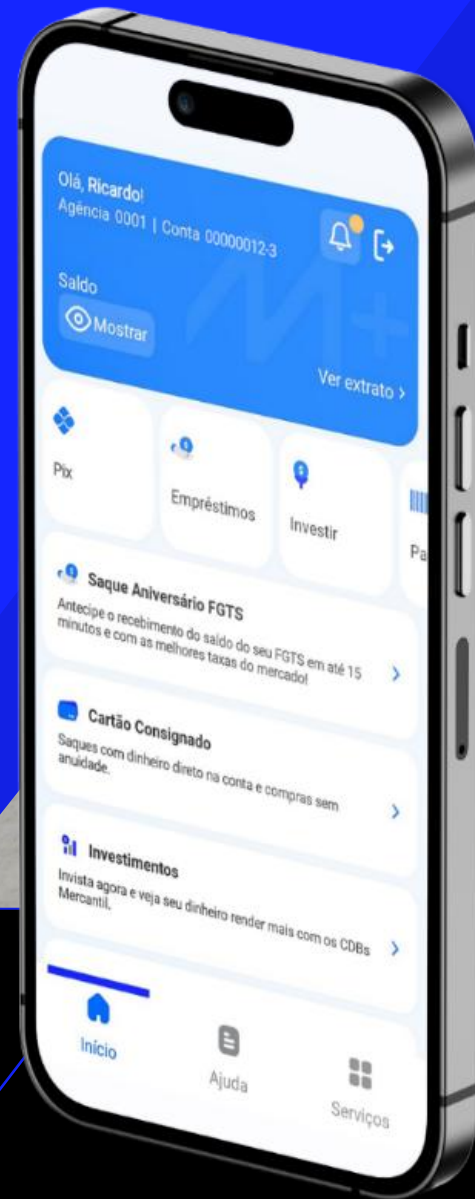
to hit 70 million by 2030

Generates  
**BRL 2 trillion**  
per year in Brazil<sup>1</sup>

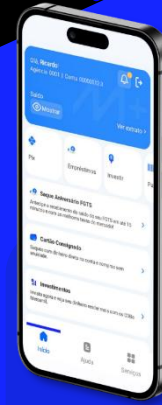


**31%**  
of the population  
will be 50+ by  
2030<sup>2</sup>

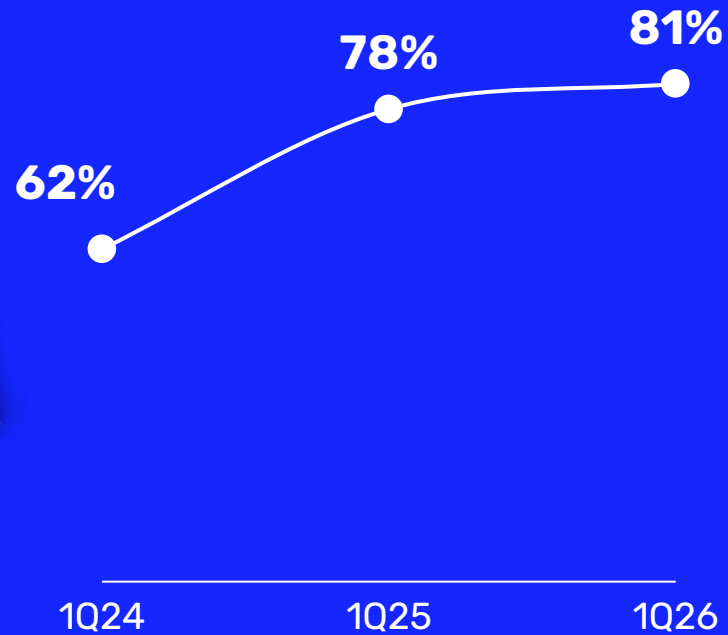
COMBINING  
*PHYSICAL*  
PRESENCE WITH  
THE SIMPLICITY  
OF *DIGITAL*



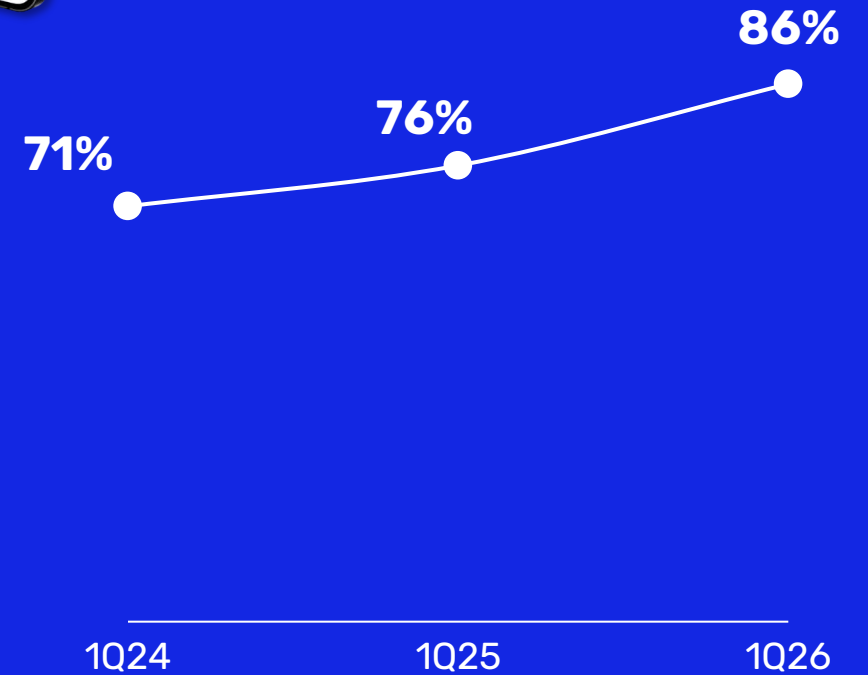
**Customer digitalization** has been one of the main driver of our growth



**% of Digital Loan Origination**  
App and WhatsApp



**App Adoption**  
% of new customers



Through our own stores, we operate in twenty five states<sup>1</sup> across the country

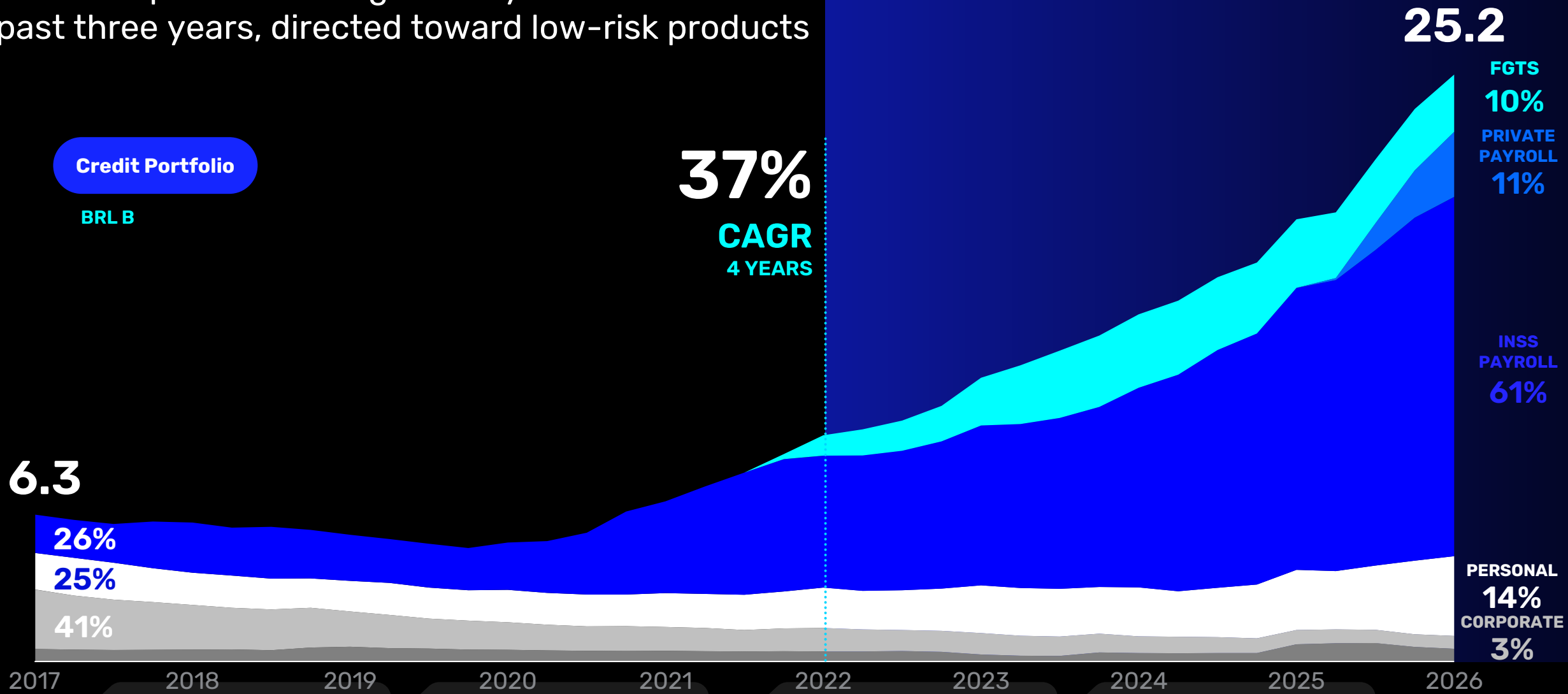


BANCO  
**MERCANTIL**

**352**

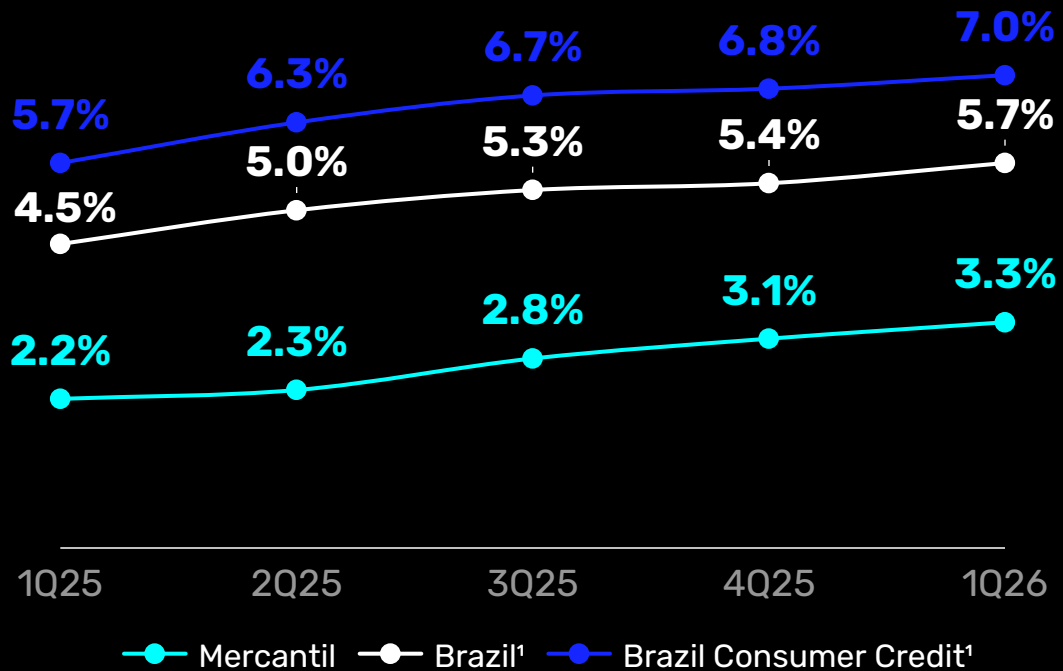
Branches

The loan portfolio has grown by over 100% in the past three years, directed toward low-risk products

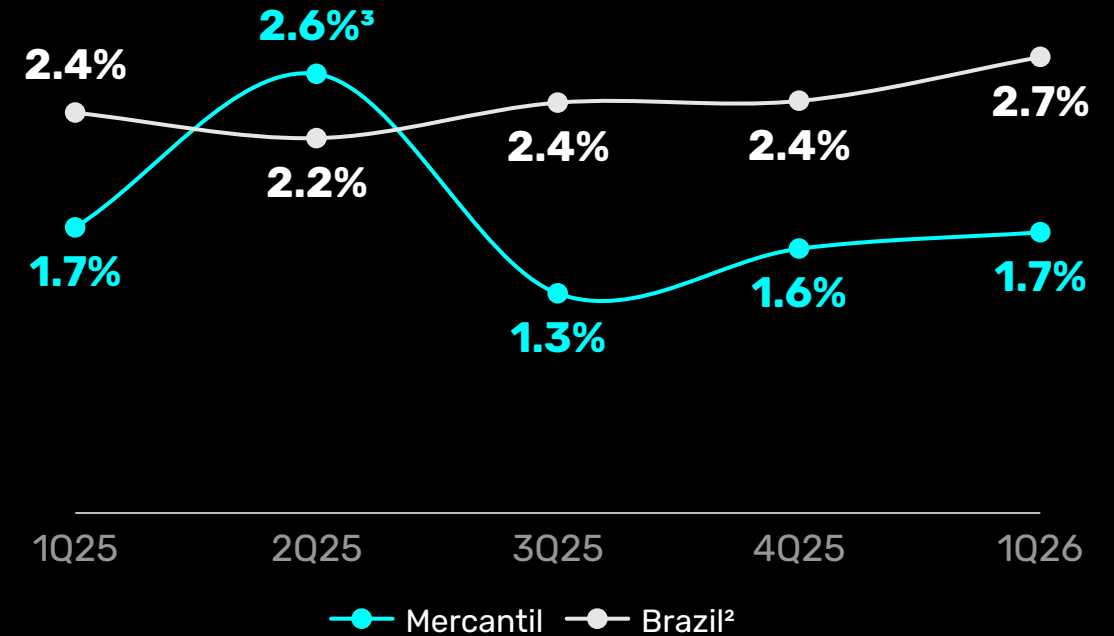


# Delinquency levels remain controlled and below the market average

NPL > 90 Days (%)



NPL > 15 - 90 Days (%)



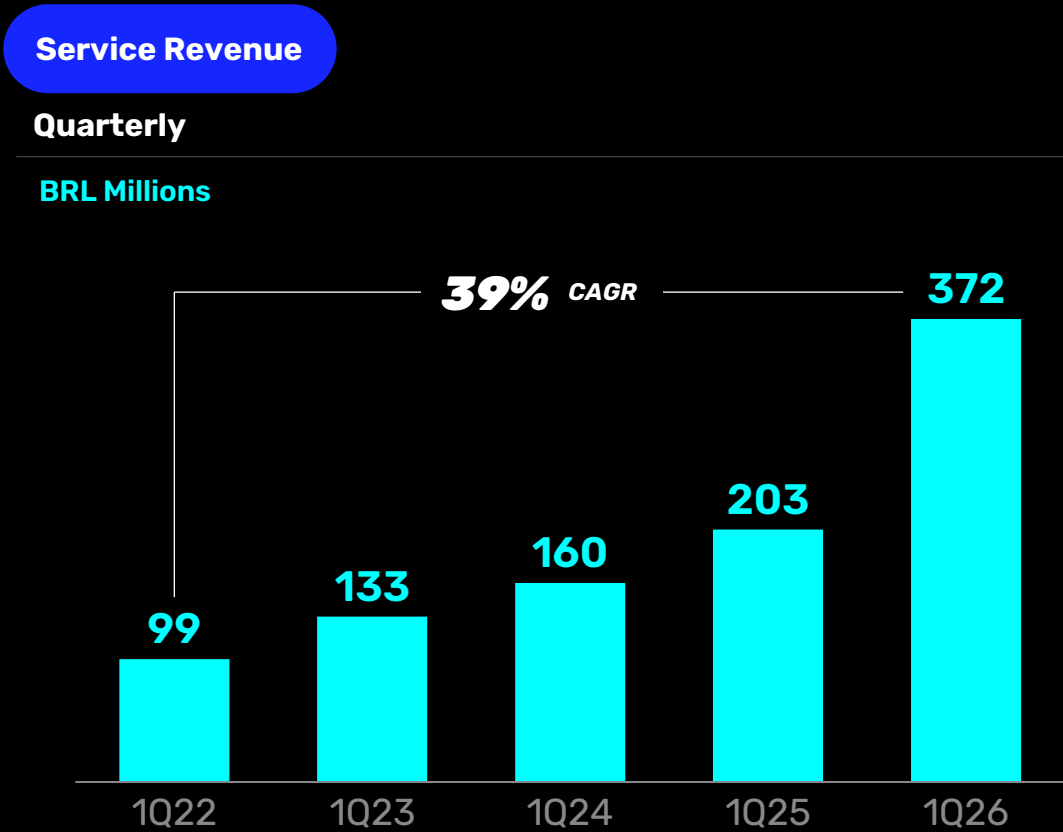
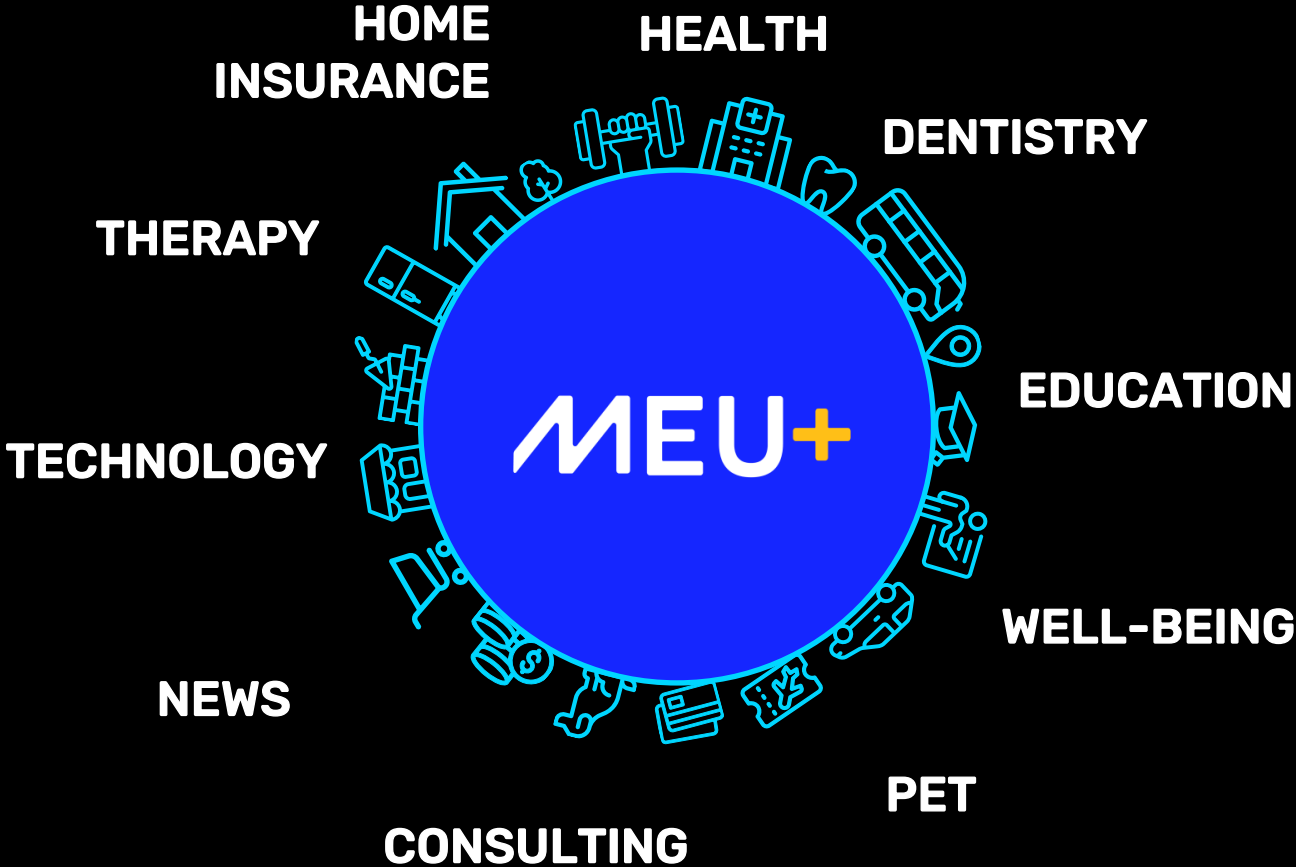
<sup>1</sup> Source: Central Bank of Brazil

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

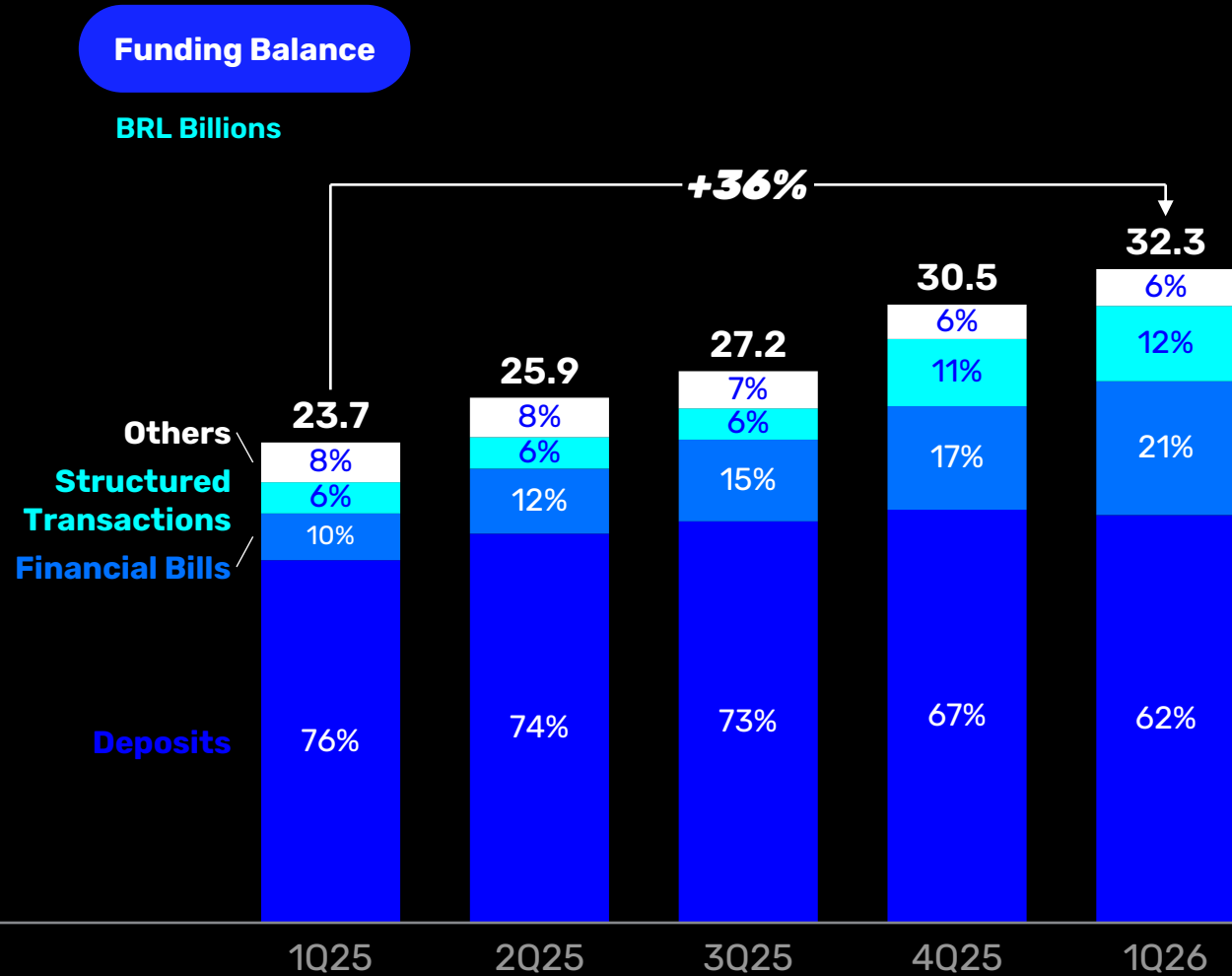
<sup>3</sup> The NPL 15-90 rate in 2Q25 was impacted by the new INSS biometric process for payroll loan refinancing operations. These operations have since been adjusted. Excluding this operational issue, the delinquency rate would have been 1.6%.



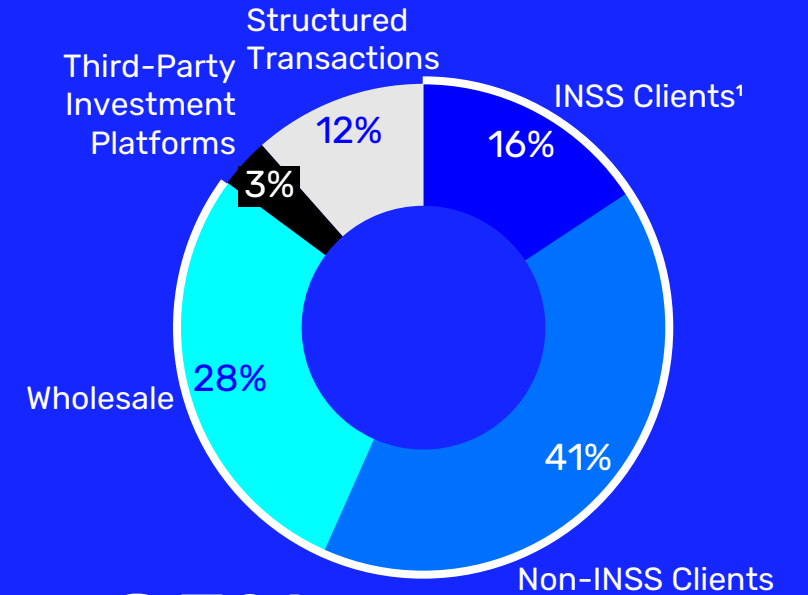
The primacy in customer relationship also contributed to the significant increase in service revenue



# Our funding lines are diversified and dispersed



## Funding Sources

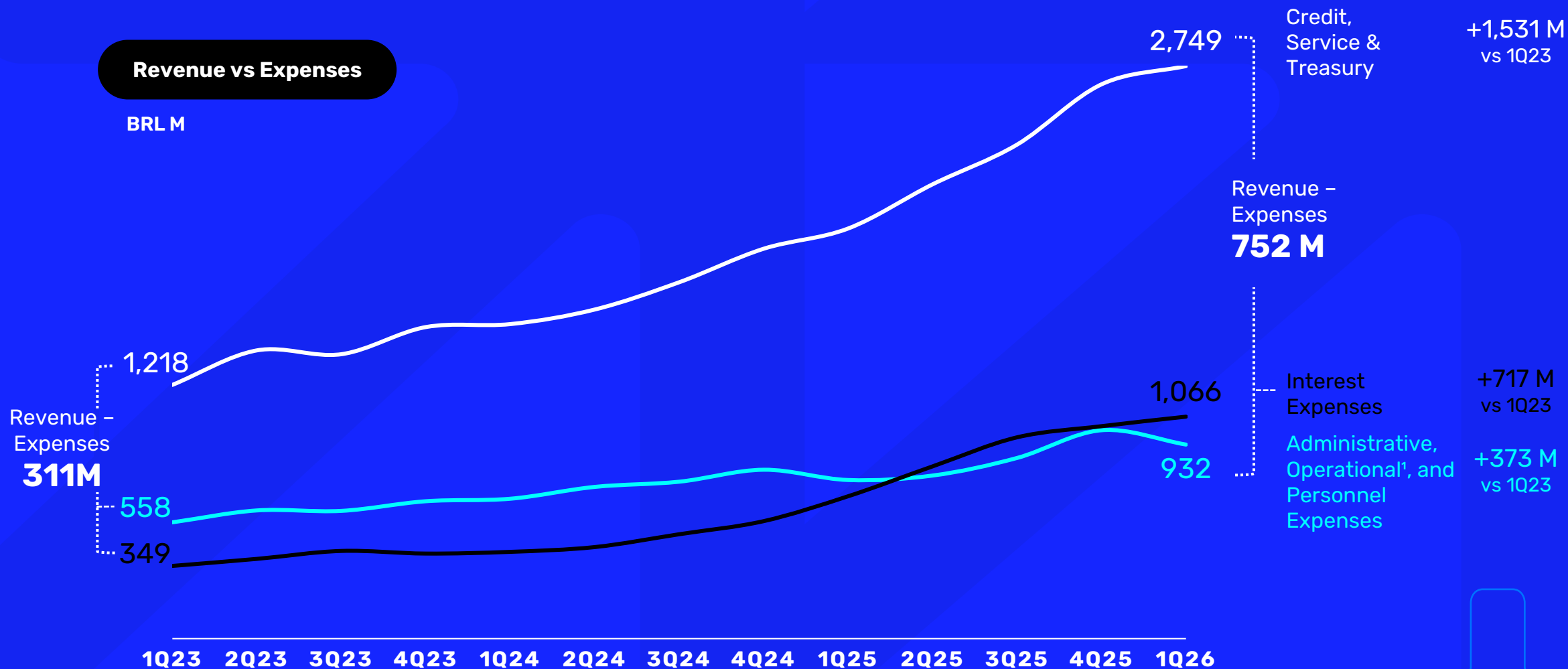


**85%**  
Own Network

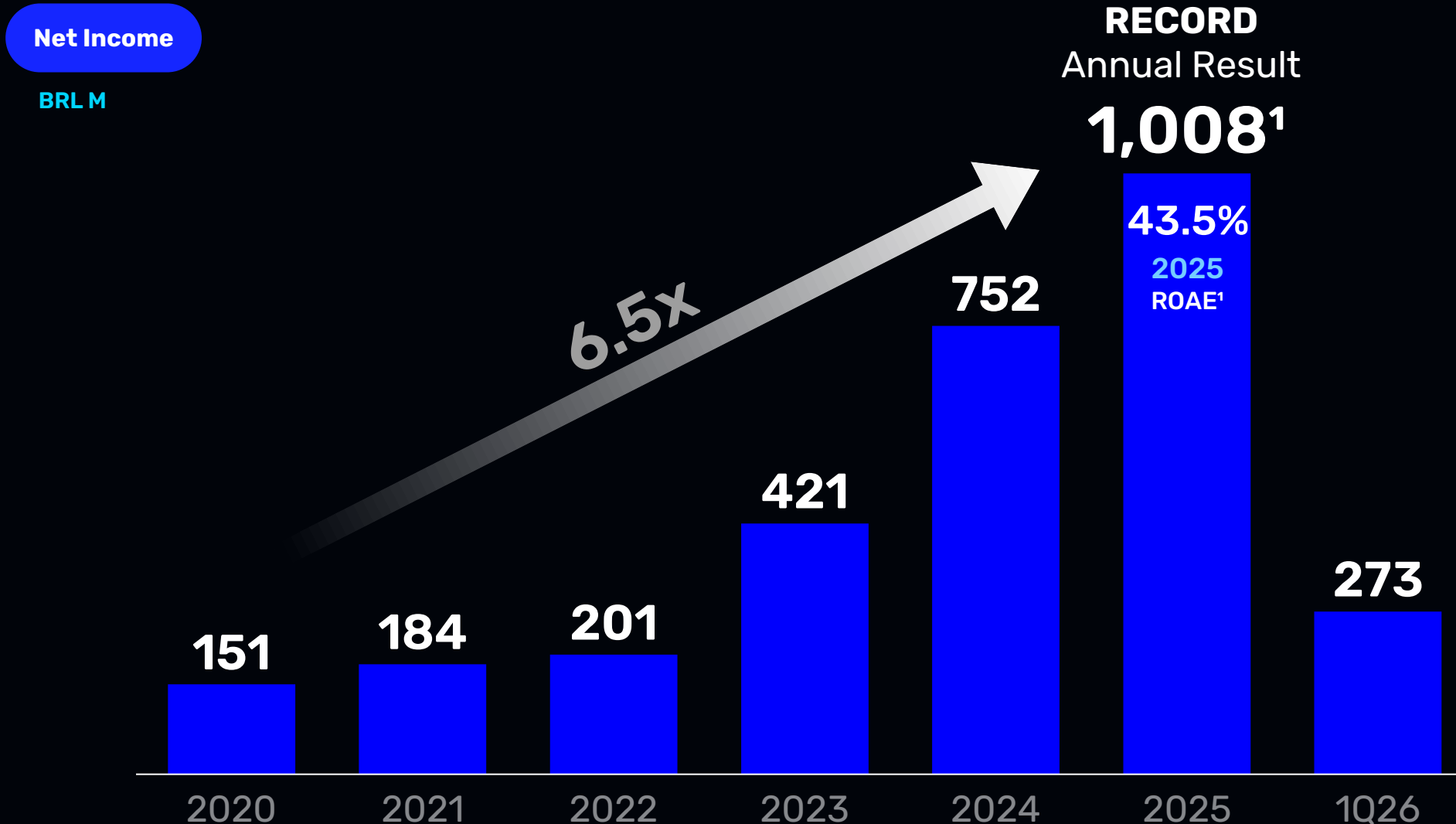


<sup>1</sup> It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

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

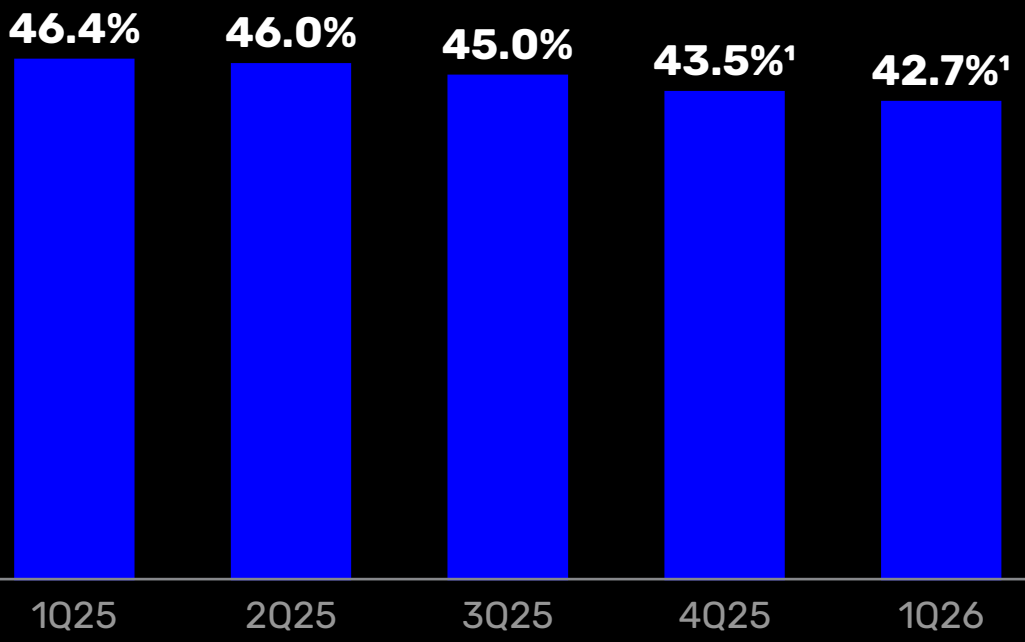


In 5 years, net income has grown by 6.5 times

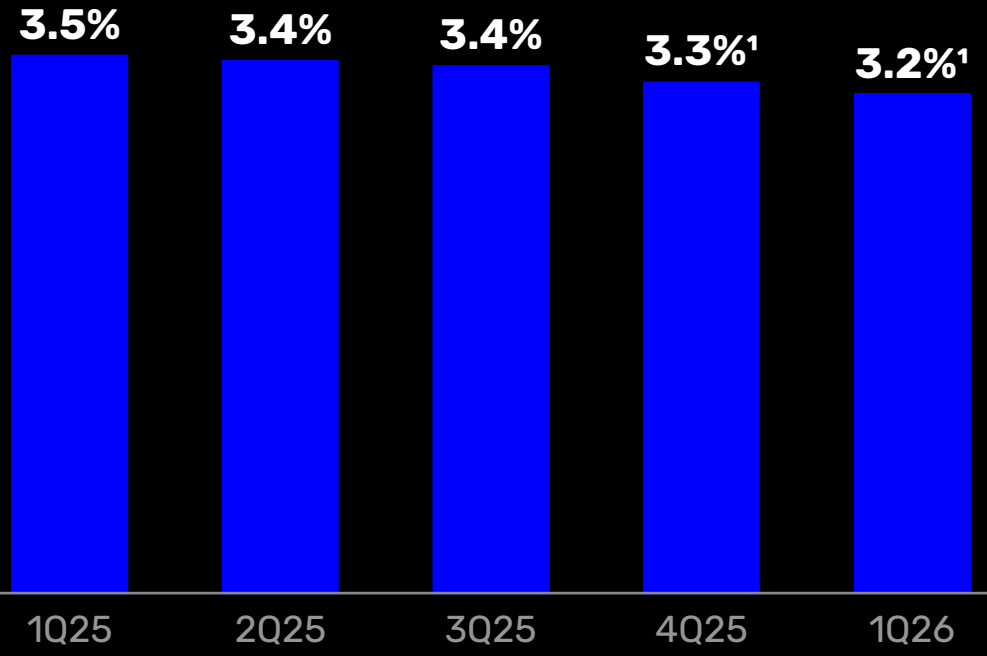


Over the past 12 months, profitability metrics also show continuous improvement

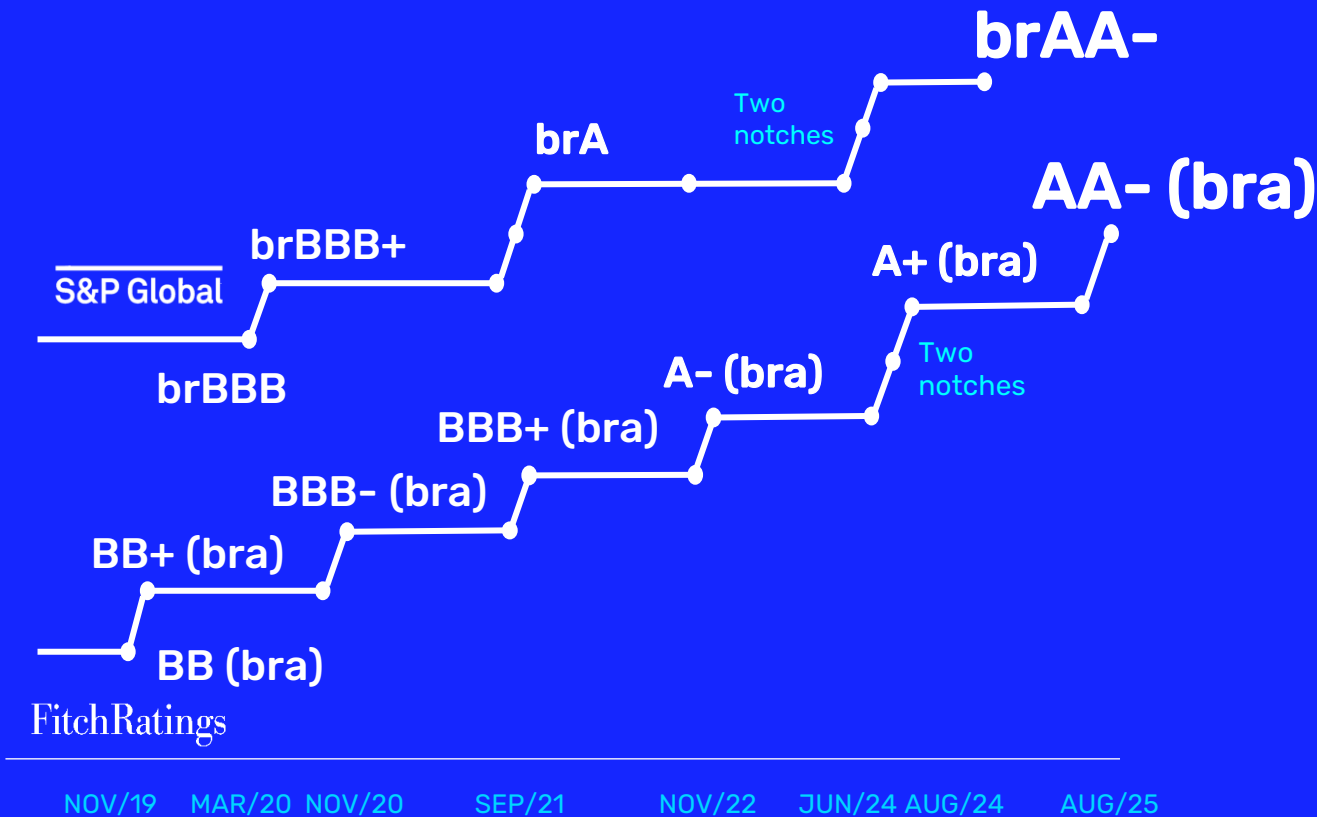
ROAE LTM



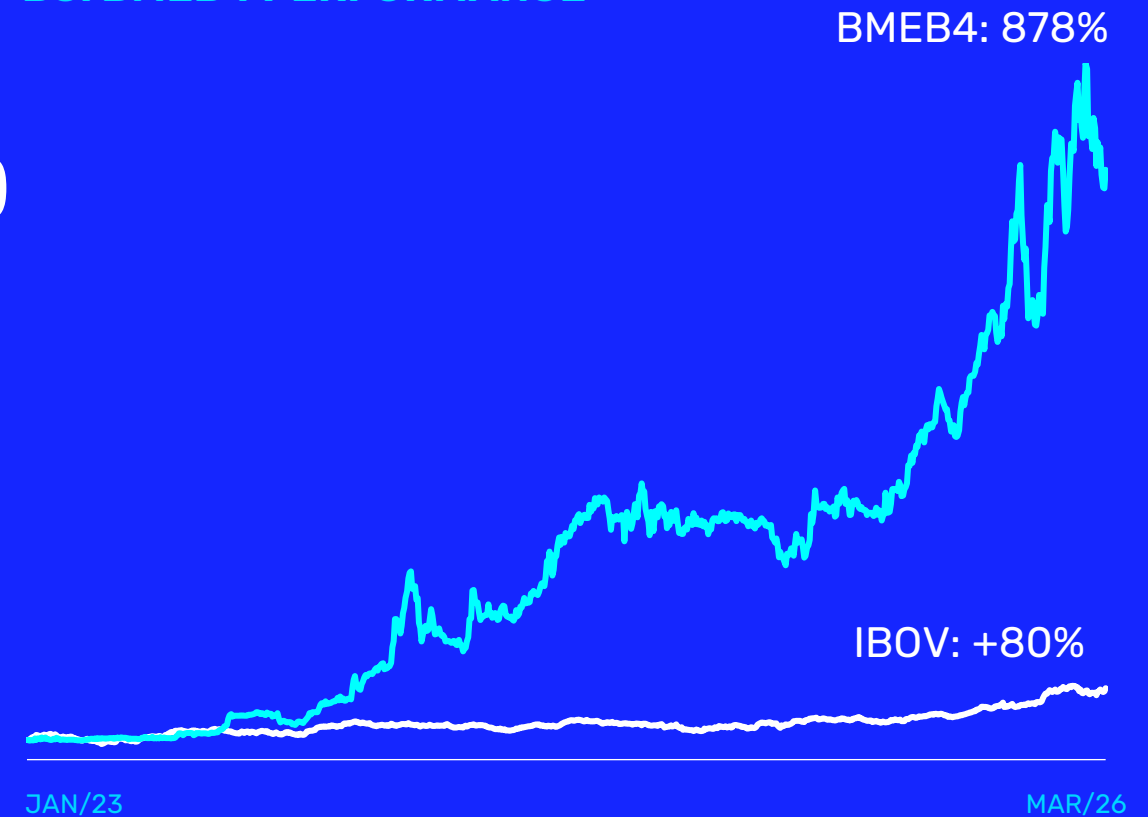
ROAA LTM



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**

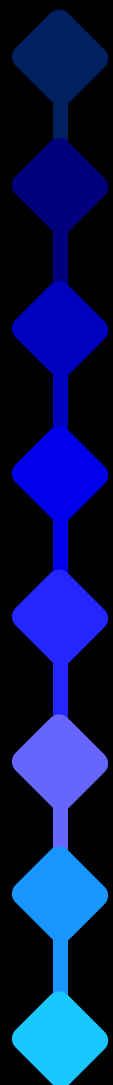
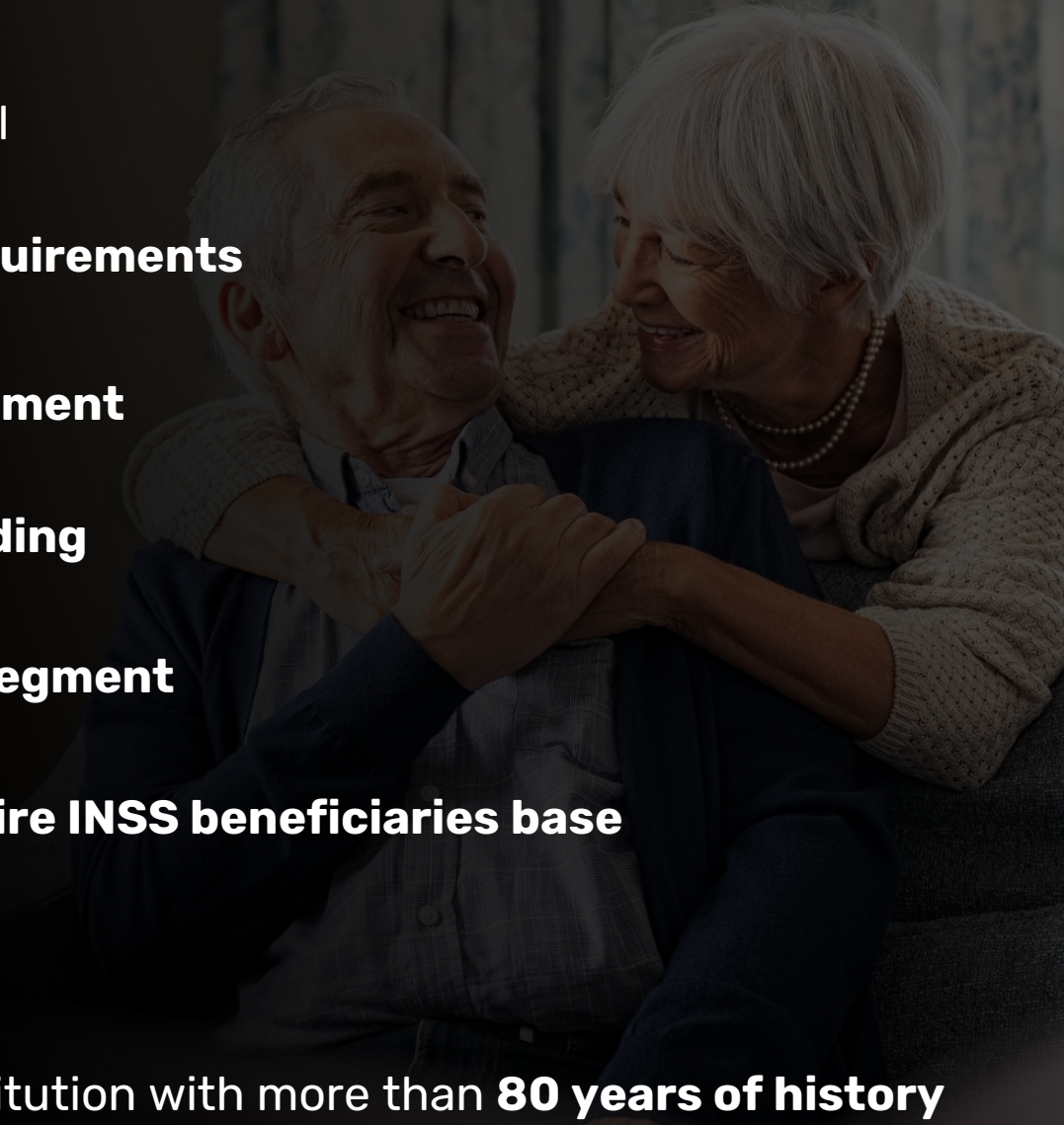


### B3: BMEB4 PERFORMANCE



# The **best choice** for an **aging population investment thesis**

BANCO  
**MERCANTIL**

- 
- ◆ The **most digital payroll loan operation** in Brazil
  - ◆ A branch network **fully compliant** with **INSS requirements**
  - ◆ **The most complete ecosystem** for the **50+ segment**
  - ◆ Unique retail distribution, ensuring **cheaper funding**
  - ◆ **Strong and recognized brand** among the **50+ segment**
  - ◆ The **only mid-sized bank** with access to the **entire INSS beneficiaries base**
  - ◆ **Consistent** results with **low volatility**
  - ◆ Execution aligned with the **reputation** of an institution with more than **80 years of history**
- 

# Disclaimer

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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.

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