

BANCO  
**MERCANTIL**

Earnings Release **4Q25**



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## MESSAGE FROM THE BOARD



2025 will stand as a landmark year in the history of Banco Mercantil. The achievement of **BRL 1 billion** in recurring net income represents more than a financial milestone, it reflects the strength of the Mercantil model, built on purpose, discipline and, above all, the people who make the Bank what it is. This achievement reinforces confidence in our strategy and in the Company's ability to consistently execute over time.

Beyond recurring earnings, the Bank reported statutory net income of **BRL 753 million** in 2025, reflecting a significant structural advancement in balance sheet management. This performance was impacted by the agreement reached with the National Treasury's Attorney General's Office (PGFN), which enabled the regularization of approximately **96%** of the Bank's **tax liabilities**. Management views this initiative as a highly strategic opportunity that enhances predictability, reduces legal and tax risks, and positions the Bank on a new level of financial strength to support growth in the coming years.

Another important milestone in 2025 was the continued expansion of our client base, which reached **10 million customers** by year-end. This realization underscores the strength of Banco Mercantil's value proposition for the **50+** segment and validates a strategy built over time that combines close customer relationships, a strong physical presence, and digital solutions specifically designed for this audience. Scaling the business while maintaining trust, proximity and service quality remains one of Banco Mercantil's key differentiators.

Operationally, 2025 was also marked by strong growth in the loan portfolio, which closed the year at **BRL 23.7 billion**, with significant expansion primarily driven by collateralized lending products. The Bank also achieved **record credit origination** totaling **BRL 17.5 billion** during the year, reflecting its ability to grow in a disciplined manner, with a focus on risk-adjusted profitability and high earnings visibility, particularly in payroll-deductible lending.

The strengthening of the Bank's services ecosystem was another highlight of the year, supported by the continued expansion of **Meu+**, which has been gaining relevance both in revenue generation and in increasing customers' primary banking relationship with the Bank. This dynamic contributes to the diversification of revenue streams and to the development of broader and more long-term customer relationships. At the same time, the Bank maintained structurally low delinquency levels, reflecting the high quality of its portfolio, the concentration in lower-risk products, and the robustness of its credit models.

# MESSAGE FROM THE BOARD



None of these achievements would have been possible without the commitment, dedication and engagement of our employees, as well as the trust of our customers, partners and shareholders. To everyone who contributed to Banco Mercantil reaching this new level, we extend our sincere appreciation and gratitude.

Looking ahead, we remain confident about the outlook for **2026** and the years to come. We will not stop here: our strategy is clear, the opportunities are significant, and we are well positioned to continue growing sustainably, generating value and strengthening our position as a leading ecosystem for the 50+ segment.

***The Management***

# HIGHLIGHTS

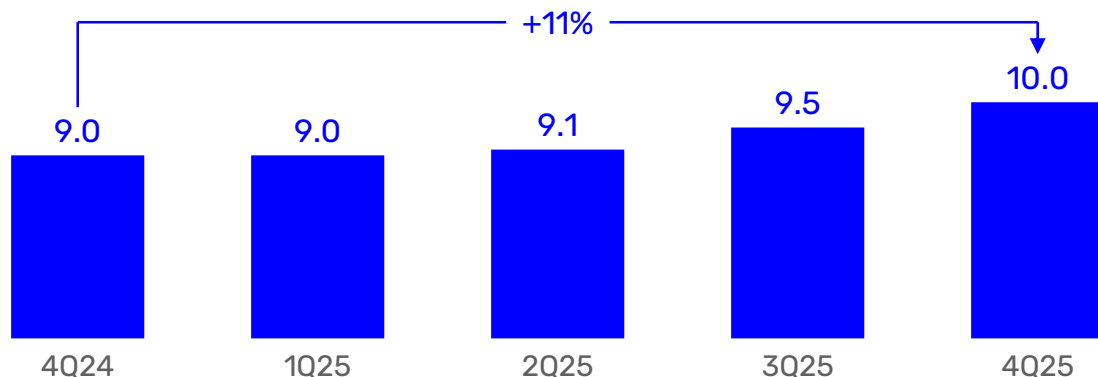


<b>Main Indicators</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
Net Interest Income (BRL M)	1,356	1,189	+14%	1,143	+19%
Service Revenue (BRL M)	311	235	+32%	180	+73%
Net Profit (BRL M)	271 <sup>1</sup>	254	+6%	205	+32%
Total Customers (M)	10,0	9,5	+5%	9,0	+11%
Number of Employees and Interns	3,842	3,646	+5%	3,430	+12%
<b>Credit Portfolio (BRL B)</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
Payroll Loan	14.7	13.5	+9%	10.8	+37%
Private Payroll	2.0	1.2	+76%	-	-
Personal Loan FGTS	2.6	2.7	-4%	3.0	-13%
Personal Loan	3.2	2.8	+15%	2.3	+37%
Others	1.2	1.4	-14%	1.0	+19%
Top 10 Debtors (%)	1.62%	1.81%	-19 bps	2.38%	-76 bps
Top 50 Debtors (%)	2.47%	2.82%	-35 bps	3.85%	-138 bps
Top 100 Debtors (%)	2.56%	2.93%	-36 bps	4.07%	-151 bps
<b>Total Portfolio</b>	<b>23.7</b>	<b>21.6</b>	<b>+10%</b>	<b>17.1</b>	<b>+39%</b>
<b>Credit Indicators</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
NPL > 90	3.10%	2.81%	+29 bps	1.68%	+142 bps
Individuals NPL > 90	3.13%	2.85%	+28 bps	1.72%	+140 bps
NPL (15 – 90)	1.57%	1.30%	+27 bps	1.37%	+19 bps
NPL Provision / Credit Portfolio	3.33%	2.15%	+118 bps	2.62%	+71 bps
<b>Profitability Indicators</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
ROAE (LTM)	43.5% <sup>1</sup>	45.0%	-146 bps	41.3%	+220 bps
ROAA (LTM)	3.3% <sup>1</sup>	3.4%	-257 bps	3.4%	-253 bps
NIM (quarter annualized)	18.4%	17.5%	+82 bps	20.8%	-239 bps
<b>Capital Indicators</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
Basel III Index (%)	13.5%	16.1%	-256 bps	18.1%	-453 bps
Tier I Capital (%)	11.2%	13.9%	-269 bps	14.8%	-360 bps
Shareholder's Equity (BRL M)	2,329	2,290	+2%	2,126	+10%
Funding Balance (BRL M)	30,499	27,218	+12%	21,982	+39%

# CLIENTS

## Clients

M

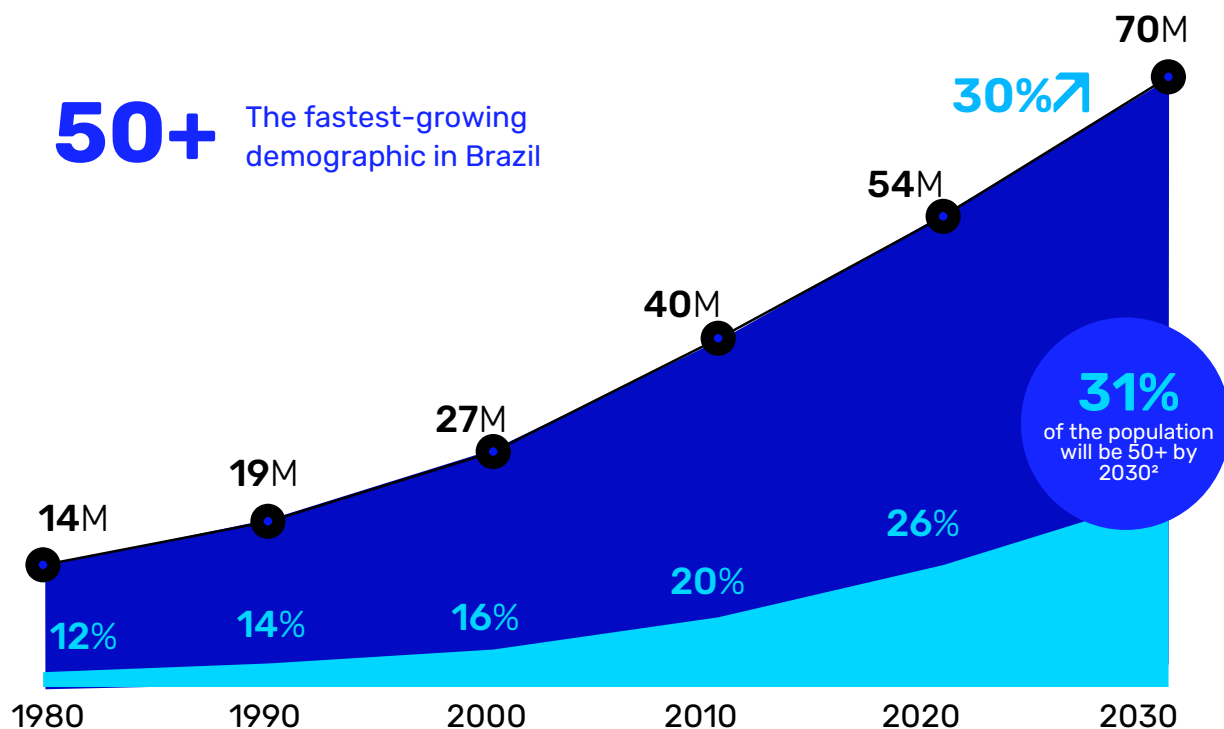


Our customer base continues to grow in a healthy manner, further supporting the expansion of our results. In 4Q25, we reached the significant milestone of 10 million customers, representing 11% growth compared to the same period of the previous year.

This expansion reflects the continued strengthening of our physical and digital footprint, enabling us to reach an increasing number of cities and deliver the best financial ecosystem for the 50+ segment. In 2025, we opened 61 new branches and further improved efficiency in credit origination. During the year, 82% of underwritten contracts were completed through our digital channels, combining greater convenience for customers with enhanced efficiency in the credit origination process.

## 50+

The fastest-growing demographic in Brazil



# CREDIT



Banco Mercantil's loan portfolio grew 39% compared to 4Q24, reaching BRL 23.7 billion in 4Q25, equivalent to 2.9x the growth of the Individuals Market (SFN<sup>1</sup>) loan portfolio over the same period. The Bank continues to reaffirm its strategy of focusing on INSS beneficiaries, while prioritizing products with collateralized characteristics, such as payroll-deductible loans and FGTS Anniversary Withdrawal advances.

During the quarter, these products accounted for 82% of the Bank's total credit portfolio, contributing to delinquency risk levels below those observed in the broader market. This portfolio profile has supported the resilience of the Bank's results and enabled continued credit expansion while maintaining strong profitability levels.

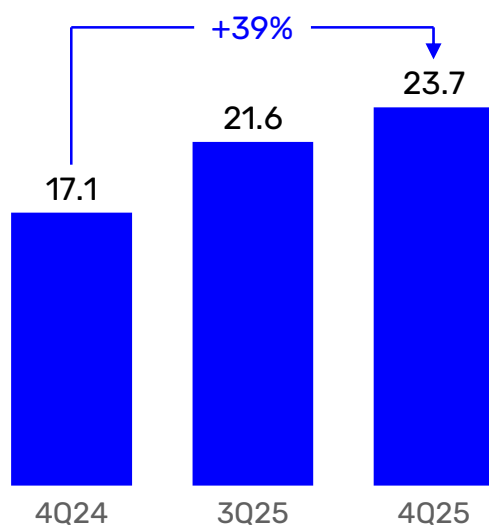
In 4Q25, Banco Mercantil achieved a record level of credit origination, surpassing BRL 5.2 billion in the quarter for the first time, exceeding the previous record set in 1Q25, even without the seasonal factors observed at that time, such as salary increases and the regulatory extension of the maximum tenor for payroll-deductible loans. Origination was primarily driven by payroll-deductible lending, which totaled BRL 4.4 billion, representing 96% growth compared to 4Q24, despite the challenges associated with the new benefit unlocking process implemented in 2Q25. Meanwhile, personal loans recorded origination 13% higher than in 4Q24, totaling BRL 724 million.

Credit Portfolio  
**BRL 23.7 B** +39% ↗

Compared to the same quarter of the previous year

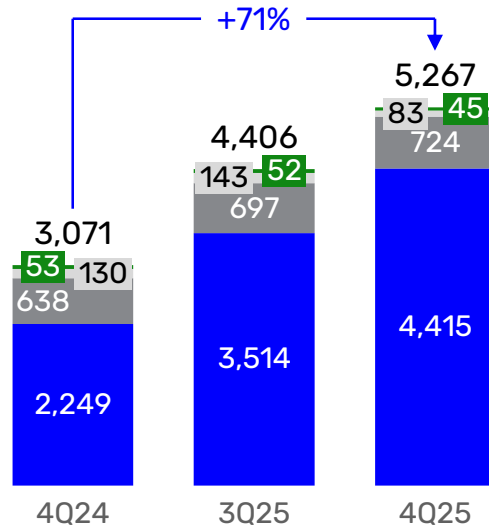
## Credit Portfolio

BRL B



## Credit Origination

BRL M

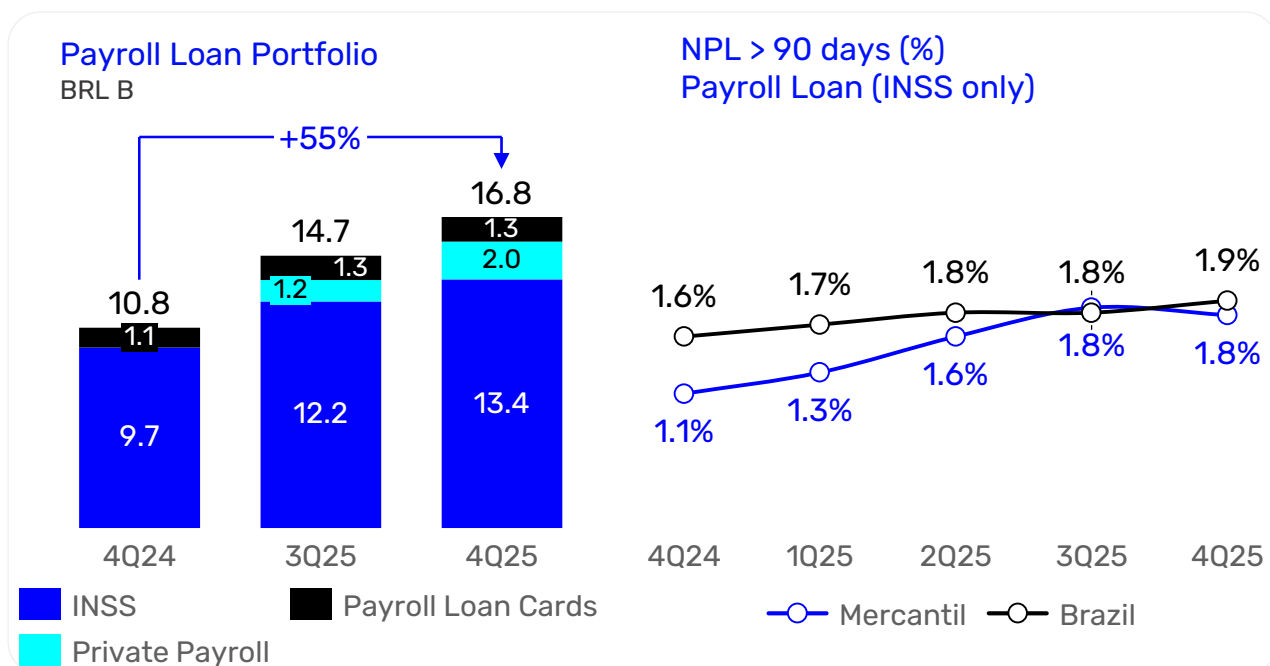


■ Payroll Loan    ■ FGTS  
■ Personal Loan    ■ Others

## Payroll Loan Portfolio

Payroll-deductible lending remains the core product within Banco Mercantil's credit portfolio, reflecting the Bank's high level of specialization and strong positioning in this market. The Bank continues to rank as the 5th largest payer of INSS benefits in Brazil, placing it in a strategic position within this segment, which represents its primary business focus.

In 4Q25, the Bank increased its exposure to the new private payroll loan product. Although this product differs in structure from traditional INSS payroll loans, within the Bank's operating context it has demonstrated a higher post-loss NIM, compensating for the inherently higher credit risk when properly executed.



As a result of the growing exposure to this product, the Bank has begun to highlight private payroll lending more prominently in its disclosures and presentations. In 4Q25, this portfolio reached BRL 2.0 billion, within a total payroll loan portfolio of BRL 16.8 billion, which recorded 55% growth compared to the same period of the previous year.

During the quarter, the share of payroll loan origination through digital channels increased by 24% compared to 4Q24, reinforcing the importance of these channels in the Bank's credit origination strategy. Meanwhile, INSS payroll loans were originated exclusively through the Bank's proprietary channels (digital platforms and branches), a strategy that continues to play a significant role in supporting and preserving the Bank's operating margins.

Origination Payroll Loan INSS

**100%**

via own Network

**84%**

Digital Channels share in 4Q25  
Total Payroll Loan Origination



## Personal Loan FGTS

The FGTS Loan continues to represent an important share of Banco Mercantil's credit portfolio. However, following the new regulations implemented in late 2025, the product has become less economically attractive. Nonetheless, it remains a relevant component of the Bank's balance sheet due to its collateralized nature, which supports low delinquency levels.

In 4Q25, the FGTS portfolio totaled BRL 2.6 billion, representing a 14% year-over-year decline and accounting for 11% of the Bank's total credit portfolio.

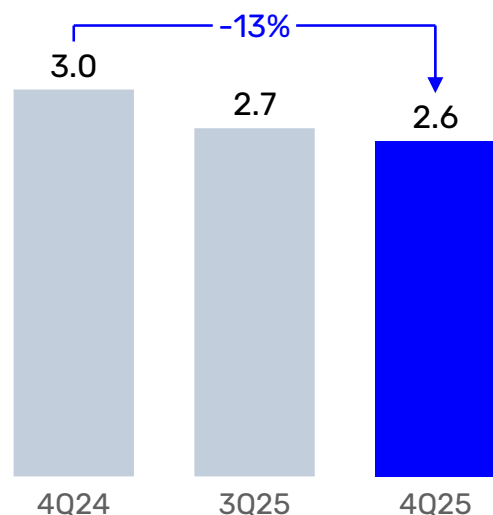
## Personal Loan Portfolio

The personal loan segment plays a relevant role in complementing other credit products, particularly the payroll loan. By offering this alternative, the Bank not only diversifies its credit solutions but also strengthens customer relationships and enhances cross-selling opportunities. Primarily targeted at clients with an existing relationship, this product provides incremental margin generation supported by more effective risk management, aided by data-driven analytics that contribute to reducing the cost of risk.

In the fourth quarter of 2025, the personal loan portfolio reached BRL 3.2 billion, representing 37% growth compared to the same period of the previous year. In 4Q25, this segment accounted for 13% of the Bank's total credit portfolio.

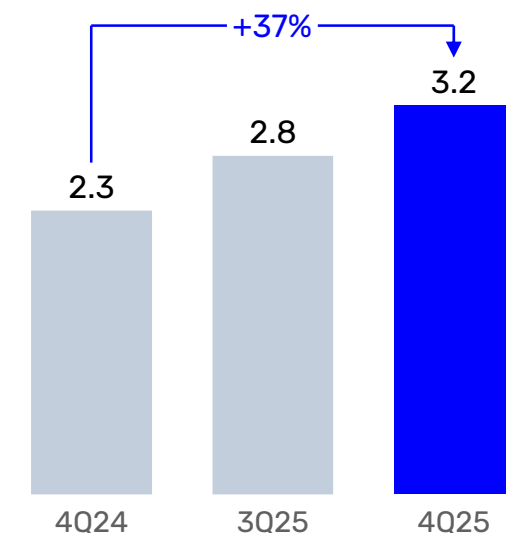
### FGTS Portfolio

BRL B



### Personal Loan Portfolio

BRL B



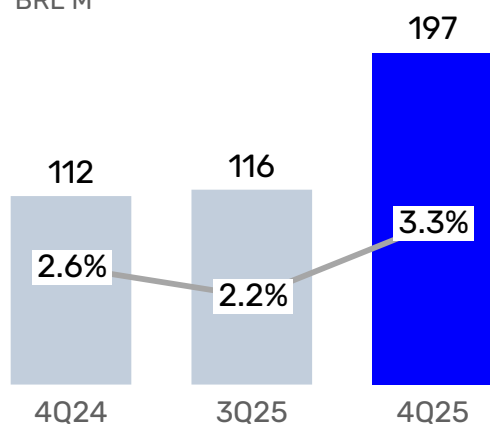
## Credit Portfolio Quality

In 4Q25, Banco Mercantil reported improvements in the credit quality indicators of its loan portfolio, with a gradual reduction in the share of exposures classified as Stage 3, which reached its lowest level at 3.7% of the Bank's total portfolio. By the end of the quarter, Stage 1 and Stage 2 exposures accounted for 96.3% of the total loan portfolio.

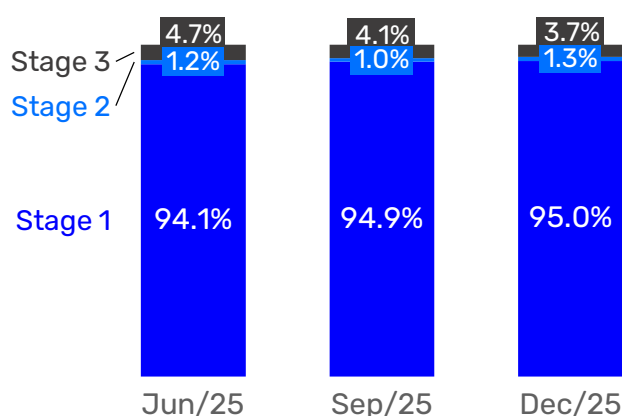
The cost of credit in the fourth quarter of 2025 totaled BRL 197 million, mainly reflecting the rapid expansion of the loan portfolio and a shift in product mix. In particular, given that private payroll loan is a relatively new product, the Bank has adopted a more conservative provisioning approach as the portfolio scales.

### NPL Provision and % Portfolio

BRL M

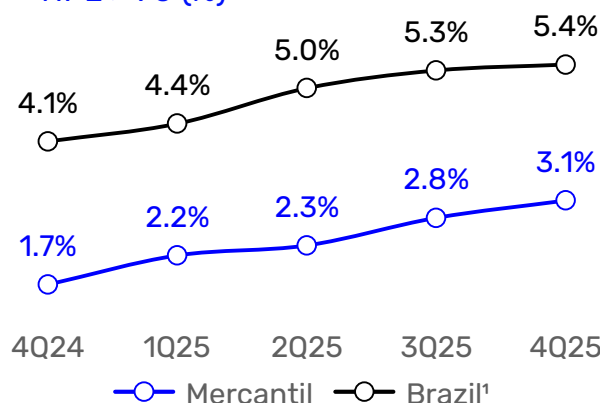


### Loan Portfolio by Stages

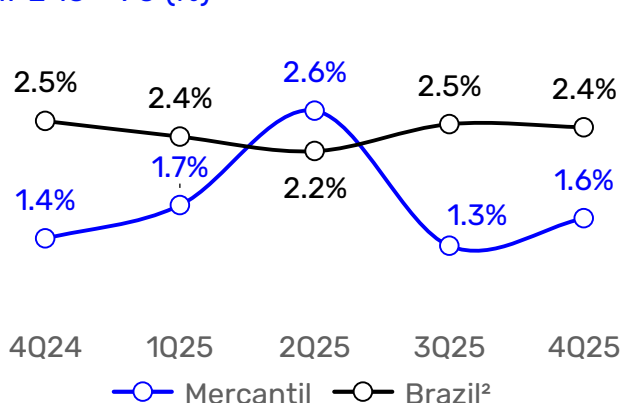


In 4Q25, NPL over 90 days reached 3.1%, representing an increase of 1.4 percentage points compared to 4Q24, but remaining in line with previous quarters and significantly below market levels. This dynamic is largely explained by the composition of the Bank's credit portfolio, although it also reflects broader market trends as household indebtedness has continued to rise.

### NPL > 90 (%)



### NPL 15 - 90 (%)



# SERVICES

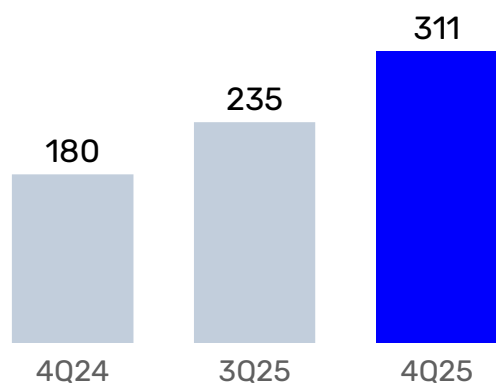


Banco Mercantil continues to expand its services portfolio through Meu+, a platform that provides exclusive assistance services and benefits to the Bank's clients, strengthening the relationship beyond credit products. The platform offers solutions across areas such as health, well-being, technology, dental care, education, and news, reinforcing the Bank's commitment to delivering services that enhance customer value perception and engagement.

As a result of this strategy, in 4Q25 the Bank reported a record level of quarterly service revenue, totaling BRL 311 million, representing 73% growth compared to the same period of the previous year, effectively aligning customer engagement with the Bank's profitability.

## Service Revenue

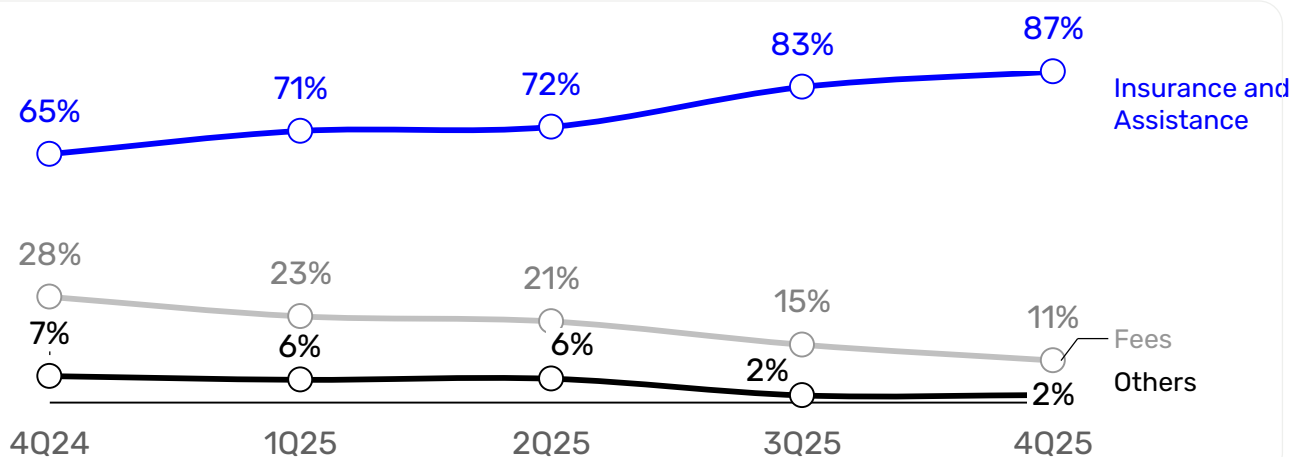
BRL M



**Hundreds of Benefits  
for our Clients**

The relevance of insurance and assistance products is particularly evident in their contribution to the Bank's service revenue. In 4Q25, revenue generated from insurance and assistance services accounted for 87% of total quarterly RPS, an increase of 22 percentage points compared to the same period in 2024.

## Segment Evolution – Service Revenue



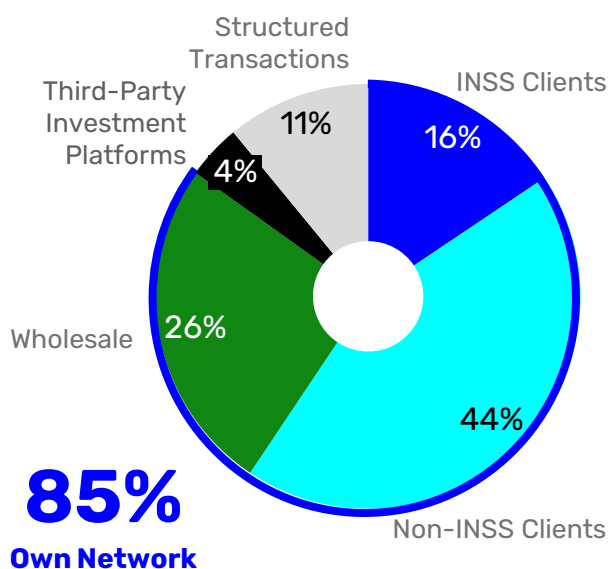
# FUNDING

As of 4Q25, Banco Mercantil's total funding balance reached BRL 30.5 billion, representing 39% growth compared to the same period of the previous year. Time deposits remained the primary funding source, totaling BRL 20.4 billion and accounting for 67% of total funding.

In 4Q25, the Bank returned to the structured operations market, executing two bilateral transactions that increased the share of this funding line to 11% of total funding. The remaining components remained broadly in line with previous quarters, with 16% derived from INSS clients, one of the Bank's key competitive advantages, while 44% originated from other retail and corporate clients (Non-INSS).

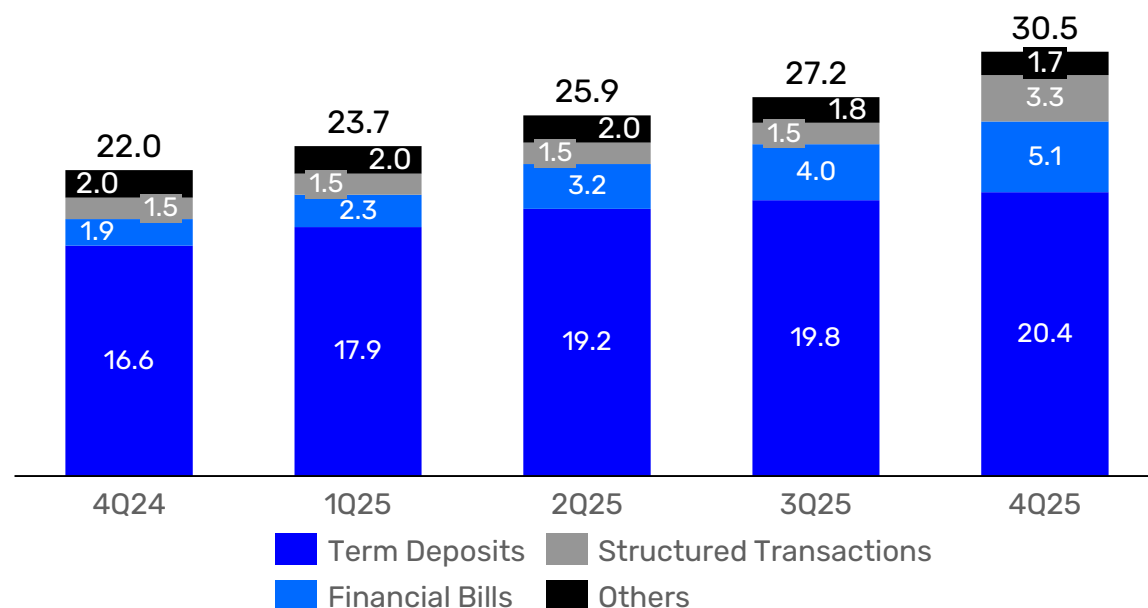
Wholesale operations accounted for 26%, and only 4% of funding originated from partner platforms, highlighting the Bank's strong independence from third-party distribution channels. Proprietary channels, which represent 85% of total funding, are a key factor supporting the Bank's competitive funding cost, averaging 100.3% of CDI.

The Bank also continues to maintain robust liquidity levels, with an LCR of 4.2x and an NSFR of 136%.



## Funding Balance

BRL B

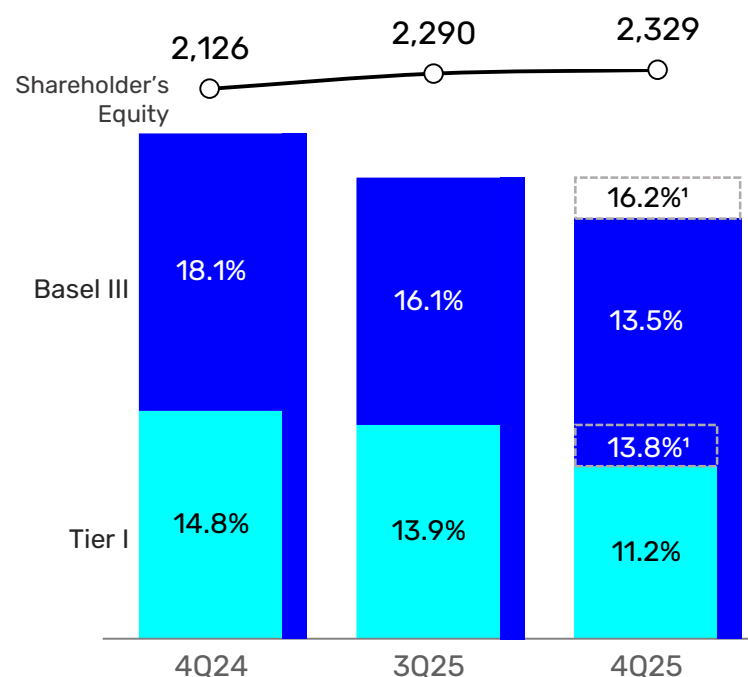


# CAPITAL

## Basel III Index (Capital Adequacy Ratio) and Shareholders' Equity

As of December 2025, Banco Mercantil's shareholders' equity totaled BRL 2.3 billion, representing 10% growth compared to 4Q24, even after the impact related to the agreement reached with the PGFN. This evolution reflects the Bank's consistent earnings performance, which has repeatedly surpassed the results recorded in previous quarters.

### Capital Adequacy Ratio and Shareholders' Equity (% e BRL M)

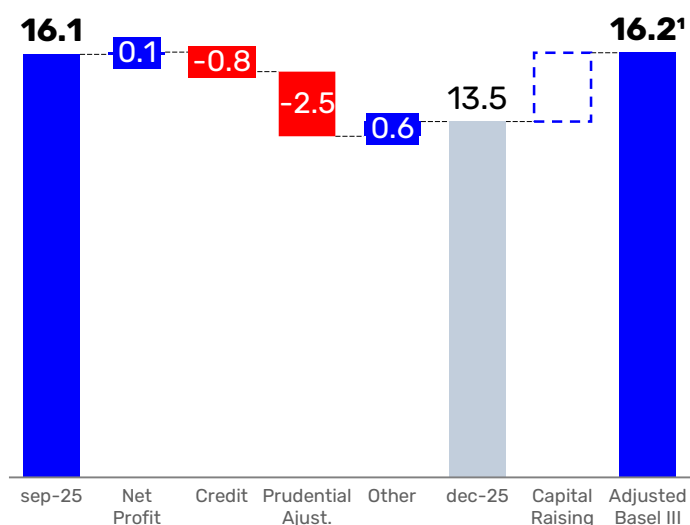


As a consequence of the agreement with the PGFN, the Basel Capital Ratio declined by 2.6 percentage points quarter-over-quarter. However, as previously announced, the capital increase disclosed on December 23, 2025 was fully sufficient to restore capital levels, bringing them back to the same range observed in the previous quarter.

The Tier 1 Capital Ratio, which remains a key focus for the Bank, was directly impacted by the agreement but was fully replenished through the capital increase, reaching 13.8%.

The approval of the capital increase also allows for a clearer view of the isolated effects on the Basel Capital Ratio. Approximately 2.5 percentage points of the variation were primarily attributable to the PGFN agreement, while the capital increase fully offset this impact. As a result, while the reported Basel Capital Ratio in 4Q25 stood at 13.5%, after reconciliation it would be equivalent to 16.2%.

### Capital Adequacy Ratio (Basel III) (%)



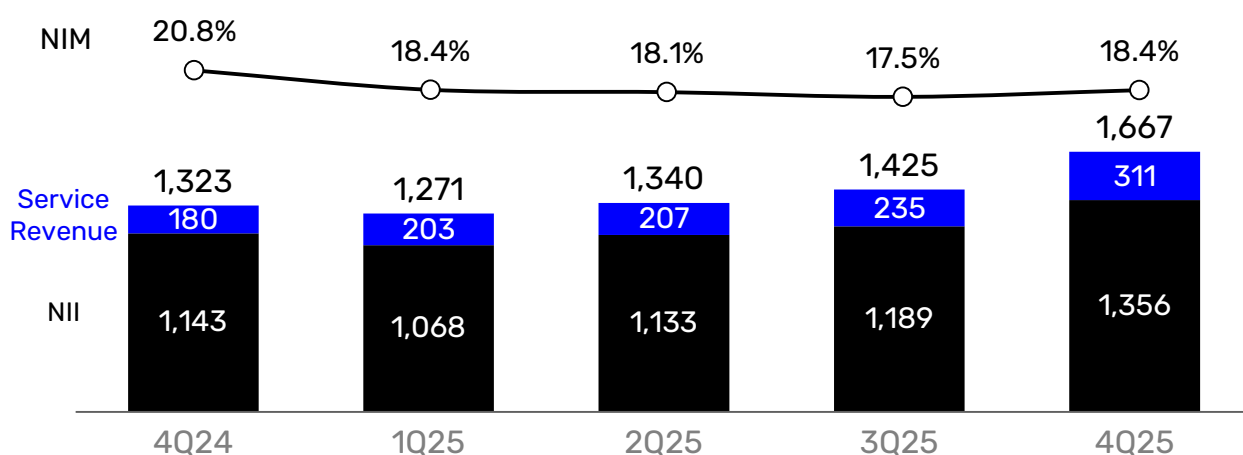
# PROFITABILITY



In the last quarter of 2025, Banco Mercantil achieved a new revenue record, surpassing BRL 1.6 billion in contribution margin for the first time. This represents 26% growth compared to the same period of the previous year. Net interest margin resumed its upward trajectory, increasing 0.8 percentage points quarter-over-quarter to reach 18.4% in the quarter. This recovery reflects the improved portfolio mix, as private payroll loan and personal loan gained greater share, while FGTS loan reduced its participation.

## Total Revenue and Net Interest Margin (NIM)

BRL M

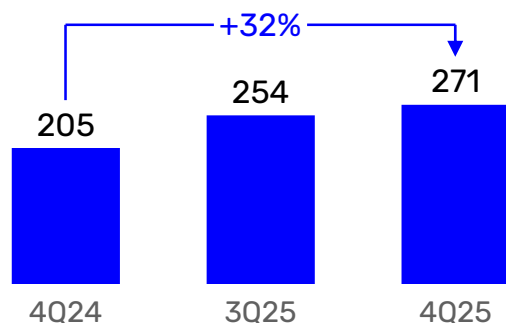


The Bank's recurring net income in 4Q25 reached BRL 271 million, marking the 13th consecutive record result. This performance closes 2025 with the historic milestone of BRL 1.0 billion in recurring net income for the year, representing 34% growth compared to the previous year.

ROAE, excluding non-recurring impacts related to the agreement with the PGFN, remained at a robust level of 43.5%, an increase of 2.2 percentage points compared to 4Q24. These results reflect Banco Mercantil's ongoing commitment to profitability and close customer relationships, which remain core pillars of its strategy and business model.

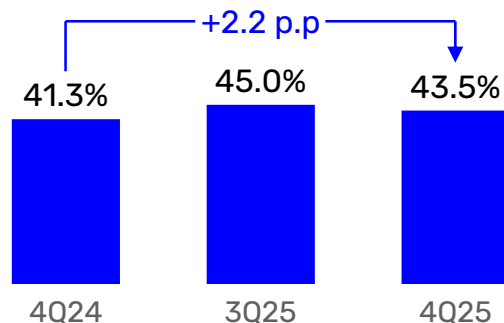
## Net Profit

BRL M



## ROAE

LTM, % p.a.



## ESG



## Commitment to Culture, Healthcare and Social Inclusion

In 2025, Banco Mercantil reinforced its role as an agent of social transformation, allocating resources and institutional support to initiatives with a direct impact on culture, healthcare, inclusion, and quality of life, with a particular focus on the 50+ population and regional development.

In the cultural sphere, the Bank supported the Instituto Cultural Filarmônica and the Orquestra Filarmonica de Minas Gerais, in addition to participating in the 51st Campaign for the Popularization of Theater and Dance and the 5th edition of the Sabiá Festival. These initiatives promote broader access to the arts, strengthen the creative economy, and contribute to the valorization of regional identity.



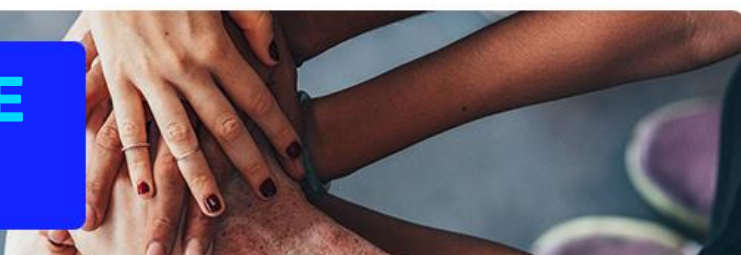
In healthcare, the Bank supported the Instituto Mario Penna, helping expand access to high-complexity medical technology, and contributed to the Mais Saúde APAE project, aimed at broadening specialized care for people with disabilities and their families. Within the inclusion and active longevity agenda, the Bank sponsored initiatives such as the Itapevi Elderly Fund, focused on sociocultural and sports activities for the 50+ population, as well as Minas Summit, Minas 50+, and Vida 60+ Expo—all aligned with the institution's strategy of valuing and empowering the 50+ demographic, which represents the core audience of its business model.

Additionally, the Bank supported the Programadores do Amanhã program, an initiative focused on technology education for young people, contributing to the expansion of opportunities and productive inclusion.



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# Balance Sheet

BRL M

<b>Assets</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
<b>Total Assets</b>	<b>35,563</b>	<b>31,509</b>	<b>+13%</b>	<b>25,421</b>	<b>+40%</b>
Loan Operations and Other Credits	23,722	21,552	+10%	16,547	+43%
Short-term Interbank Investments	5,237	4,560	+15%	2,675	+96%
Marketable securities	2,142	2,088	+3%	2,567	-17%
Provision for Expected Losses	(1,007)	(1,005)	-	(377)	+167%
Tax Assets	1,665	918	+81%	661	+152%
Property and Equipment	625	614	+2%	150	+318%
Intangible	213	195	+9%	165	+29%
Other Assets	2,967	2,587	+15%	3,034	-2%
<b>Liabilities</b>	<b>4Q25</b>	<b>3Q25</b>	<b>Δ</b>	<b>4Q24</b>	<b>Δ</b>
<b>Liabilities</b>	<b>33,234</b>	<b>29,219</b>	<b>14%</b>	<b>23,295</b>	<b>43%</b>
Deposits	21,122	20,690	2%	17,659	20%
Funds from Acceptance and Issue of Securities	7,198	5,529	30%	3,397	112%
Debt Instruments Eligible to Capital	950	850	12%	781	22%
Provisions	323	326	-1%	299	8%
Tax Liabilities	837	152	450%	114	636%
Other Liabilities	2,805	1,671	68%	1,045	169%
<b>Equity</b>	<b>2,329</b>	<b>2,290</b>	<b>2%</b>	<b>2,126</b>	<b>10%</b>
Capital	807	807	0%	807	-
Capital Reserves	43	43	0%	43	-
Retained Earnings	-185	524	-135%	0	-
Revenue Reserves	1,630	876	86%	1,235	32%
Others	34	39	-12%	41	-16%

# Income Statement

BRL M

	4Q25	3Q25	Δ	4Q24	Δ
<b>Financial Intermediation Revenue</b>	<b>2,381</b>	<b>2,160</b>	<b>+10%</b>	<b>1,711</b>	<b>+39%</b>
Revenue from Credit Operations	2,079	1,861	+12%	1,537	+35%
Income from Securities and Bond Transactions	271	275	-1%	155	+75%
<b>Financial Intermediation Expenses</b>	<b>(1,024)</b>	<b>(971)</b>	<b>+6%</b>	<b>(568)</b>	<b>+80%</b>
Market Funding Operations	(1,020)	(967)	+6%	(564)	+81%
Operations for Sale or Transfer of Financial Assets	(4)	(4)	-2%	(4)	+13%
<b>Income from Financial Intermediation</b>	<b>1,356</b>	<b>1,189</b>	<b>+14%</b>	<b>1,143</b>	<b>+19%</b>
<b>NPL Provision</b>	<b>(197)</b>	<b>(116)</b>	<b>+70%</b>	<b>(112)</b>	<b>+76%</b>
<b>Operating Revenues and Expenses</b>	<b>(1,870)</b>	<b>(759)</b>	<b>+146%</b>	<b>(760)</b>	<b>+146%</b>
Service Revenue	311	235	+32%	180	+73%
Personnel Expenses	(256)	(208)	+23%	(194)	+32%
Administrative Expenses	(423)	(357)	+19%	(313)	+35%
Tax Expenses	(830)	(81)	+926%	(74)	+1,019%
Other Operating Revenues / Expenses	(605)	(277)	+118%	(288)	+110%
Reversals / Expenses of Provisions	(67)	(72)	-7%	(71)	-6%
<b>Earnings Before Taxation on Profit</b>	<b>(711)</b>	<b>314</b>	<b>-326%</b>	<b>269</b>	<b>-365%</b>
Income Tax and Social Contribution	731	(54)	-1,461%	(60)	-1,310%
Non-Controlling Interests	(5)	(6)	-24%	(3)	+48%
<b>Net Profit</b>	<b>16</b>	<b>254</b>	<b>-94%</b>	<b>205</b>	<b>-92%</b>

## Shareholding Structure

As of December 31, 2025, the company's share capital was BRL 807,203 thousand. According to the most recent information disclosed to the market, **Mercantil's share capital consists of 65,155,744 common shares**, of which 33.15% are in circulation, **and 39,675,836 preferred shares**, of which 67.57% are in circulation. Therefore, out of the total of 104,831,580 company shares, 46.18% are in circulation

## Ratings

	NOTE	PERSPECTIVE	DATE
S&P Global Ratings	brAA-	Stable	sep/25
Fitch Ratings	AA-(bra)	Positive	aug/25
RiskBank <sup>1</sup>	BRMP 2	Stable	aug/23

## Ombudsman

Banco Mercantil has an Ombudsman's Office, whose purpose is to ensure strict compliance with legal and regulatory norms regarding consumer rights, as well as to act as a communication channel with customers and users, seeking solutions to any problems arising from the relationship with the bank, by registering complaints, reports, and suggestions.

## DISCLAIMER



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Banco Mercantil is not responsible for investment decisions based on the information disclosed and cannot guarantee future results or events. We recommend that investors seek independent financial advice, considering their personal circumstances, before making any investment decisions.

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.



**BANCO**  
**MERCANTIL**

## Talk to IR

Investor Relations

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