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 25.0B | Credit Portfolio |
| 41.4% | ROAE[1] LTM |
| 10.2M | Clients |
| 3.1% | NPL > 90 days |
| 17.2% | Basel III Ratio |

# INNOVATION

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

| | |
|---|---|
| +1.4x | Clients 3 years |
| +2.0x | Credit Portfolio 3 years |
| +2.5x | Service Revenue 3 years, LTM |
| +3.9x | Net Income[1] 3 years, LTM |
| 5° | Largest payer of Social Security Benefits |

Strength

BANCO MERCANTIL

Growth

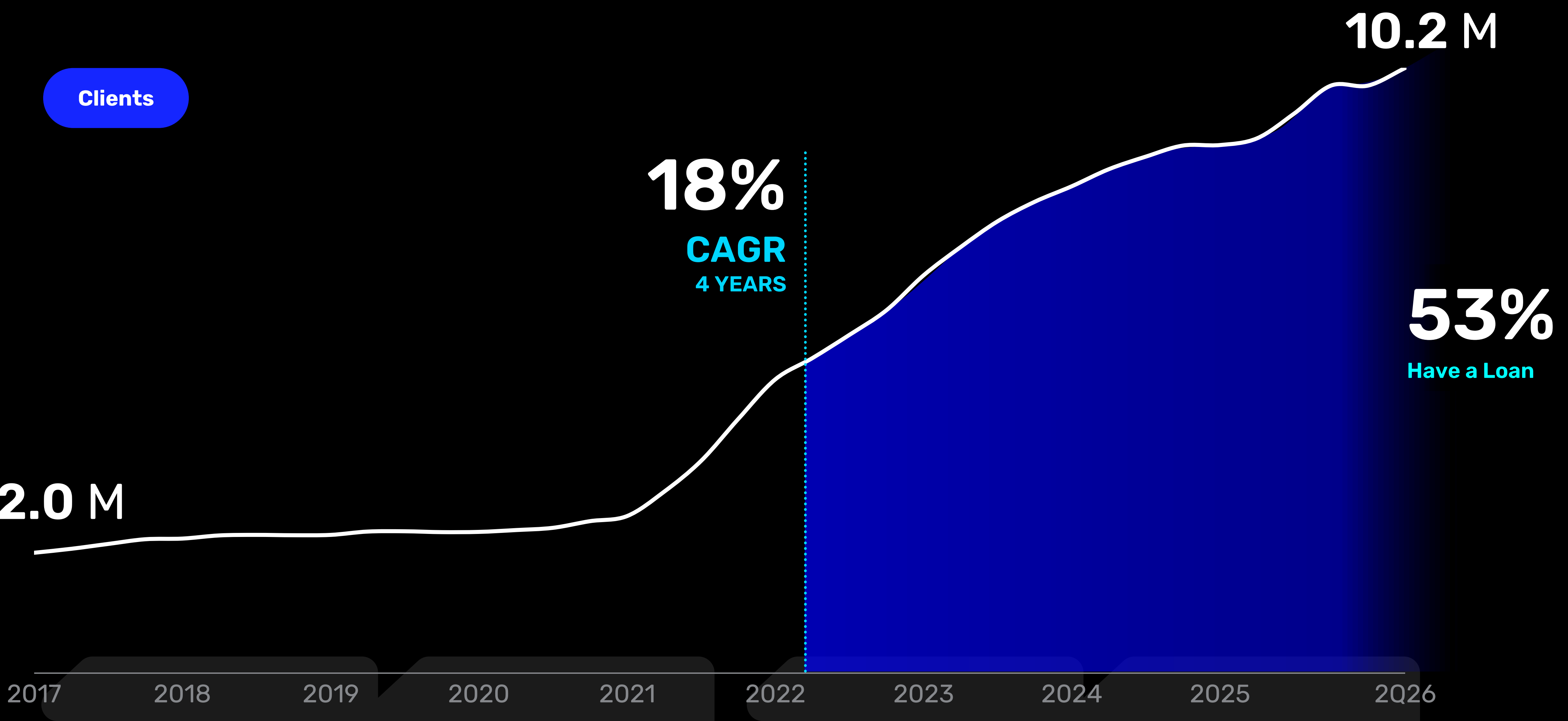
We Combine Growth and Sustainable Profitability

[1] Excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

# 83 YEARS OF ↗ HISTORY

| 1943 | 1953 | 1955 - 1974 | 1977 | 2009 | 2019 | 2021 | 2023 | 2026 |
|---|---|---|---|---|---|---|---|---|
| Established in Curvelo, MG | Acquisition by the Araújo family | Expansion and acquisitions<br>• Banco Industrial de Minas Gerais<br>• Banco Santa Cruz e Metrópole<br>• Banco Industrial de Campina Grande<br>• 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)<br><br>5th largest benefits payer in the country | New headquarters and new visual identity<br><br>Name change to Banco Mercantil | **15°** Consecutive record quarter result |

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

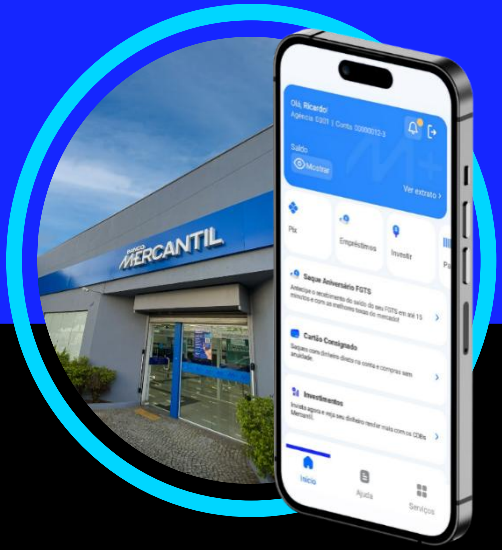


# 50+

CLIENTS CHOOSE BANCO MERCANTIL

### FOCUS


### CONVENIENCE

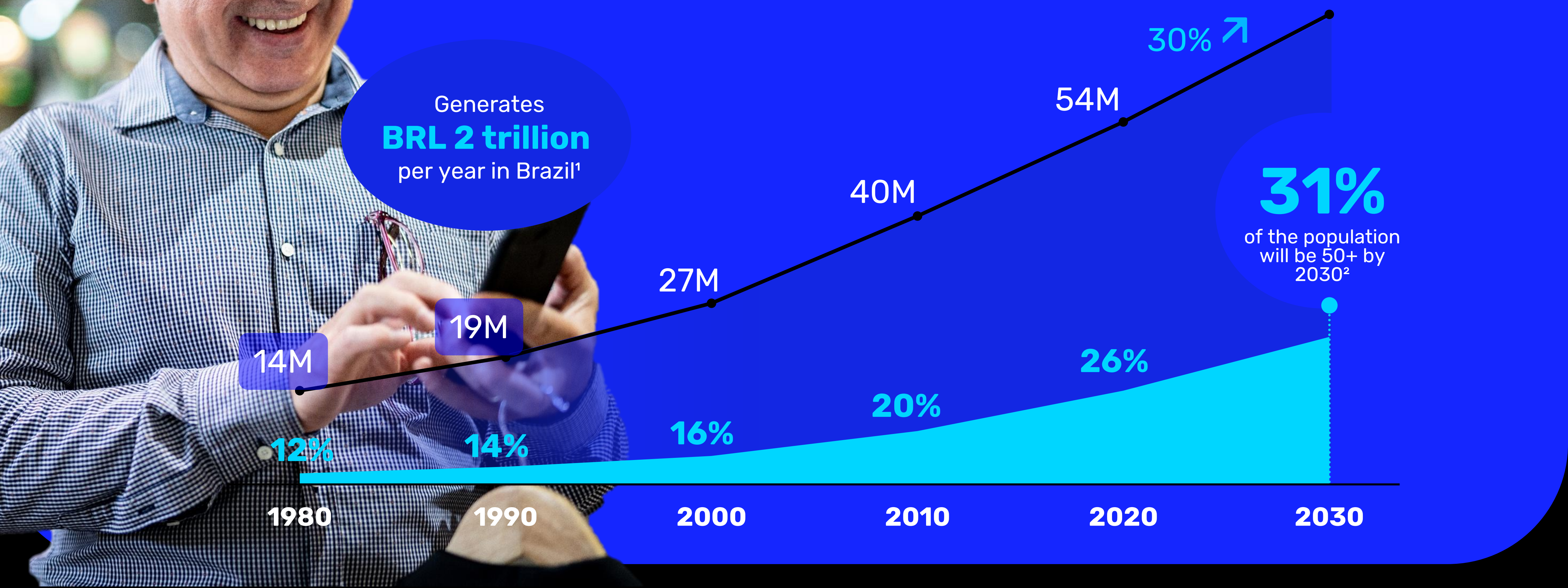



### SIMPLICITY

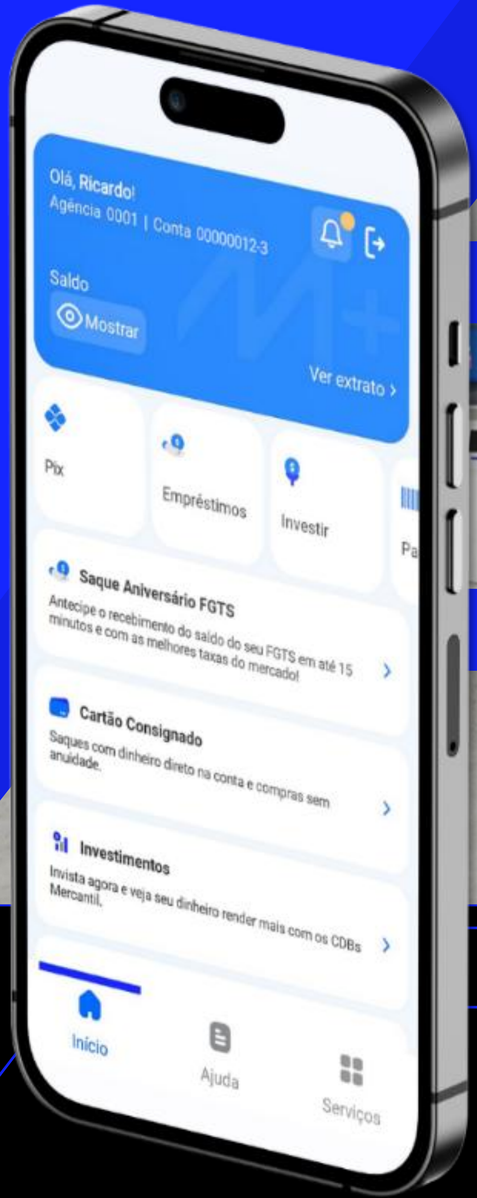
# 50+ MARKET

to hit 70 million by 2030

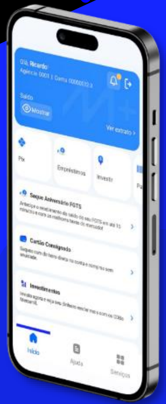
Generates **BRL 2 trillion** per year in Brazil[1]



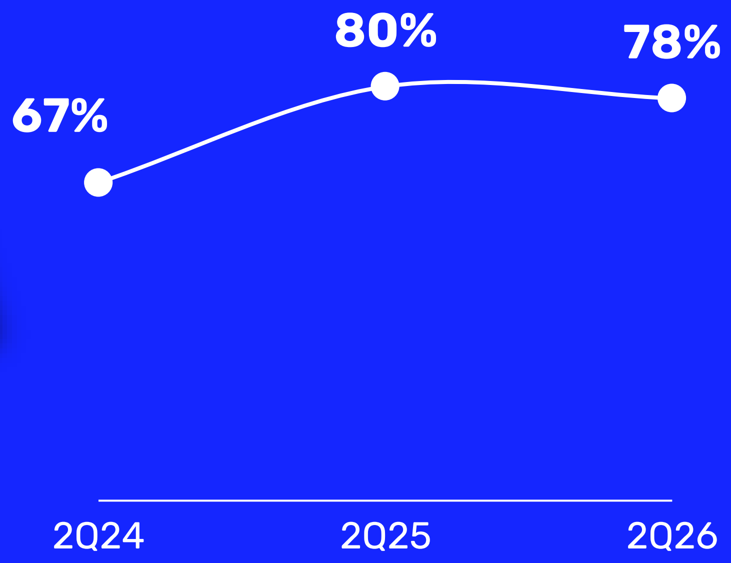
# COMBINING *PHYSICAL* PRESENCE WITH THE SIMPLICITY OF *DIGITAL*



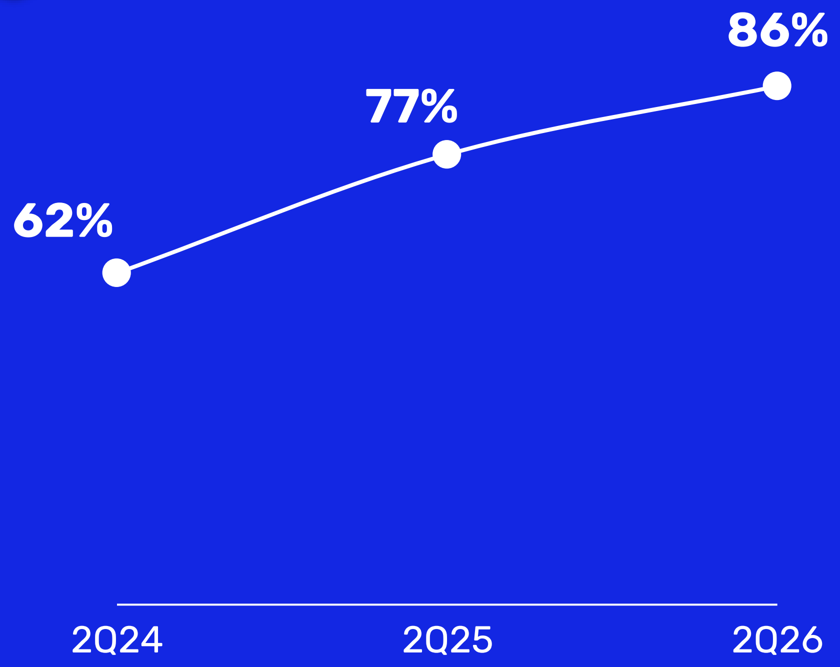

# **Customer digitalization** has been one of the main driver of our growth



% of Digital Loan Origination
App and WhatsApp




App Adoption
% of new customers



Through our own stores, we operate in twenty five states[1] across the country

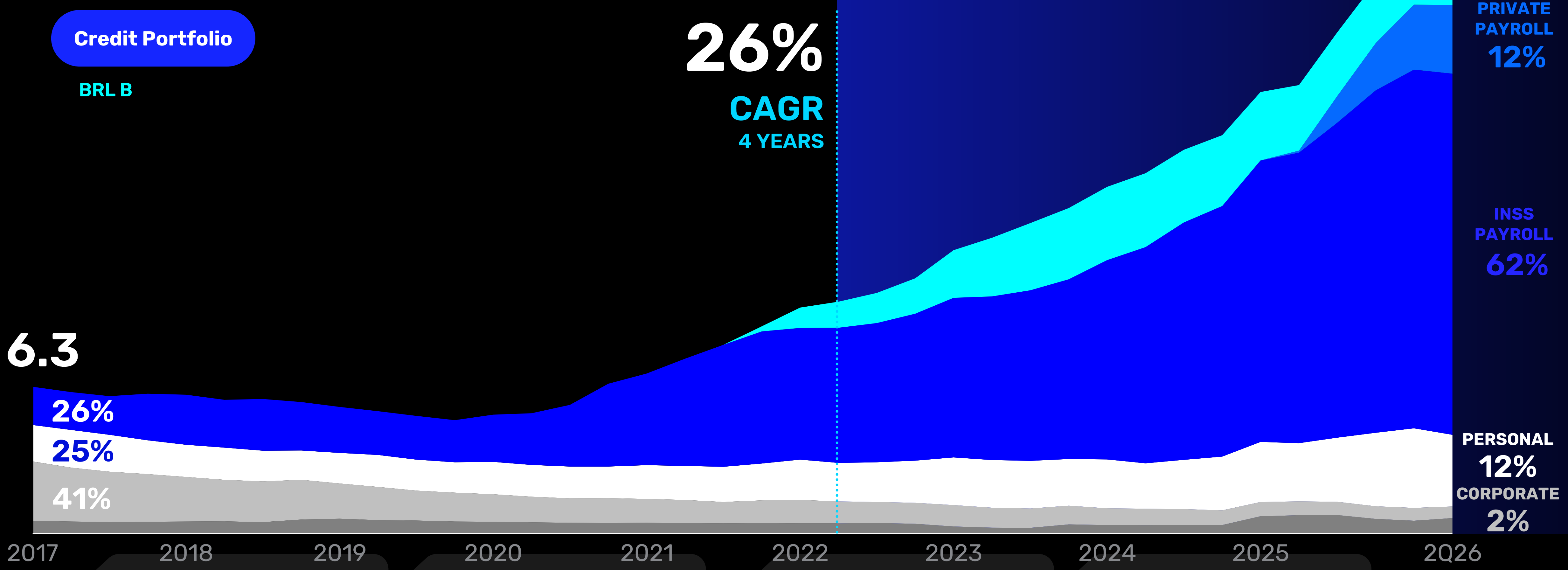
BANCO MERCANTIL

**352**

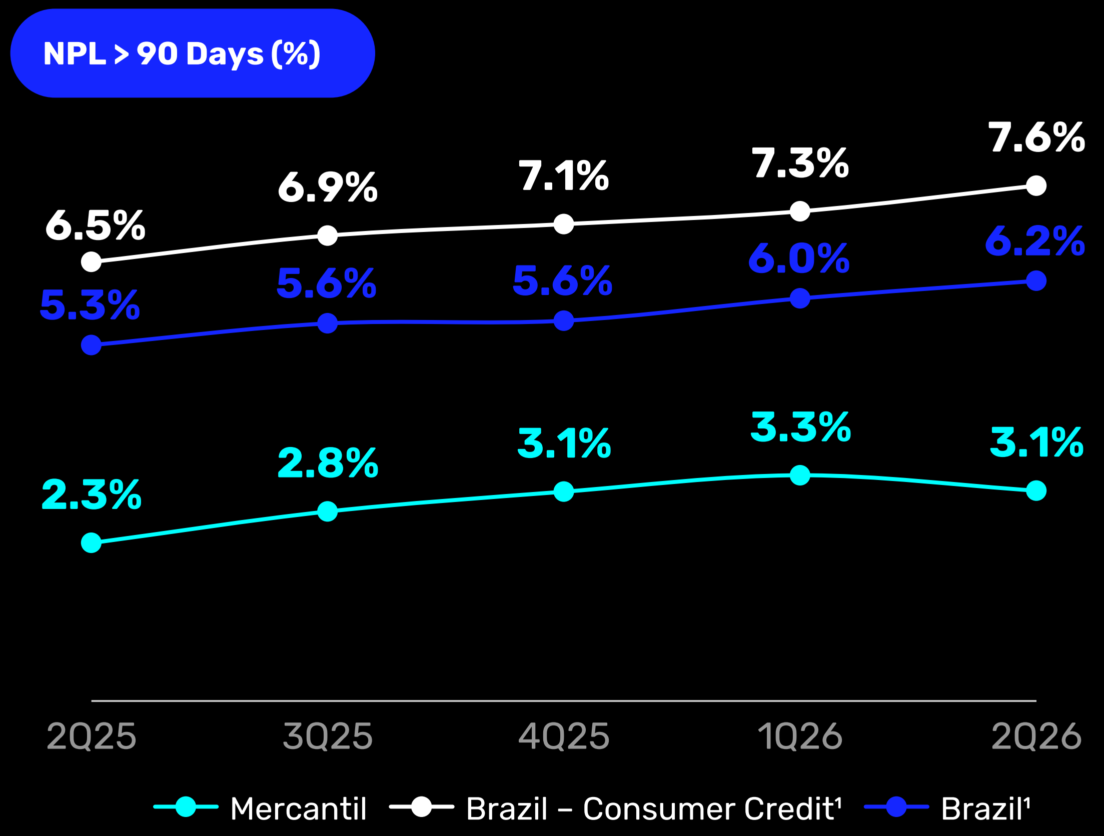
**Branches**

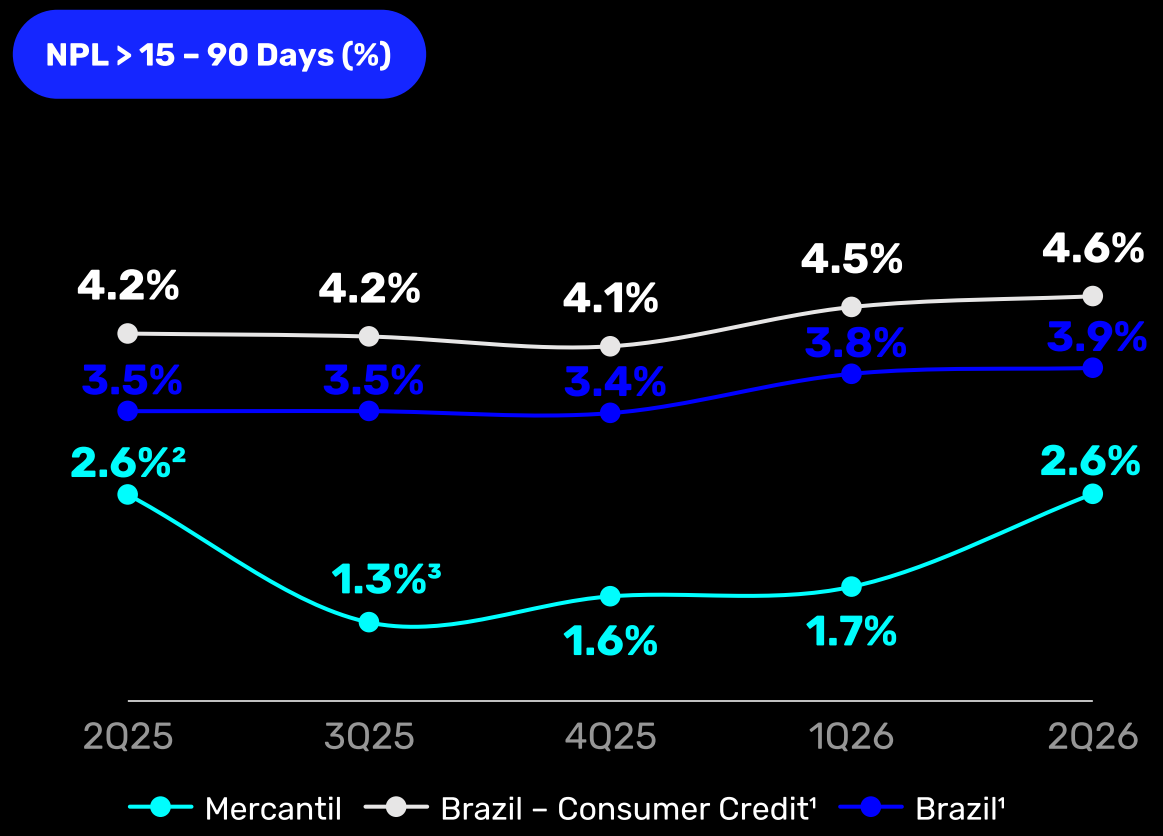
[1] 24 States + Federal District

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

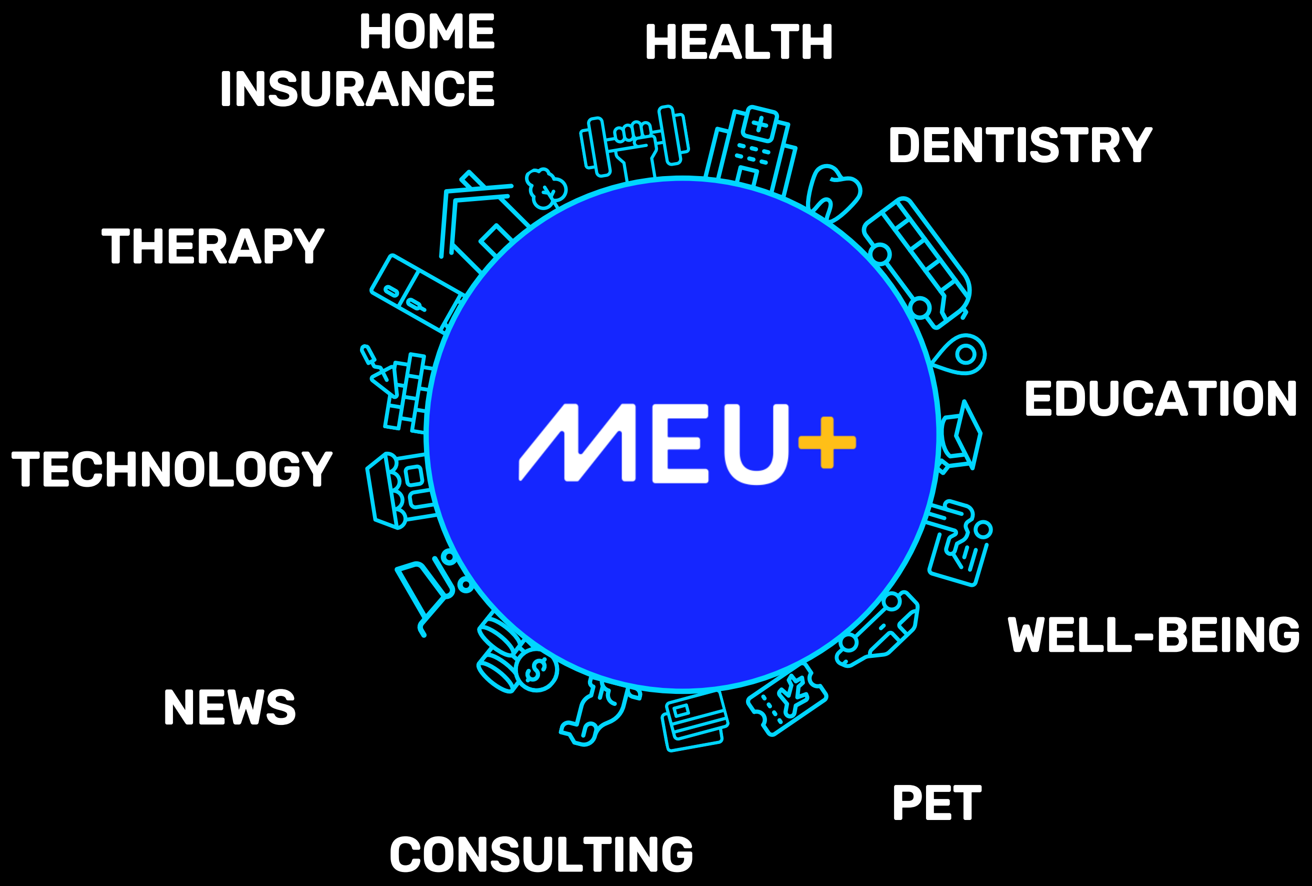


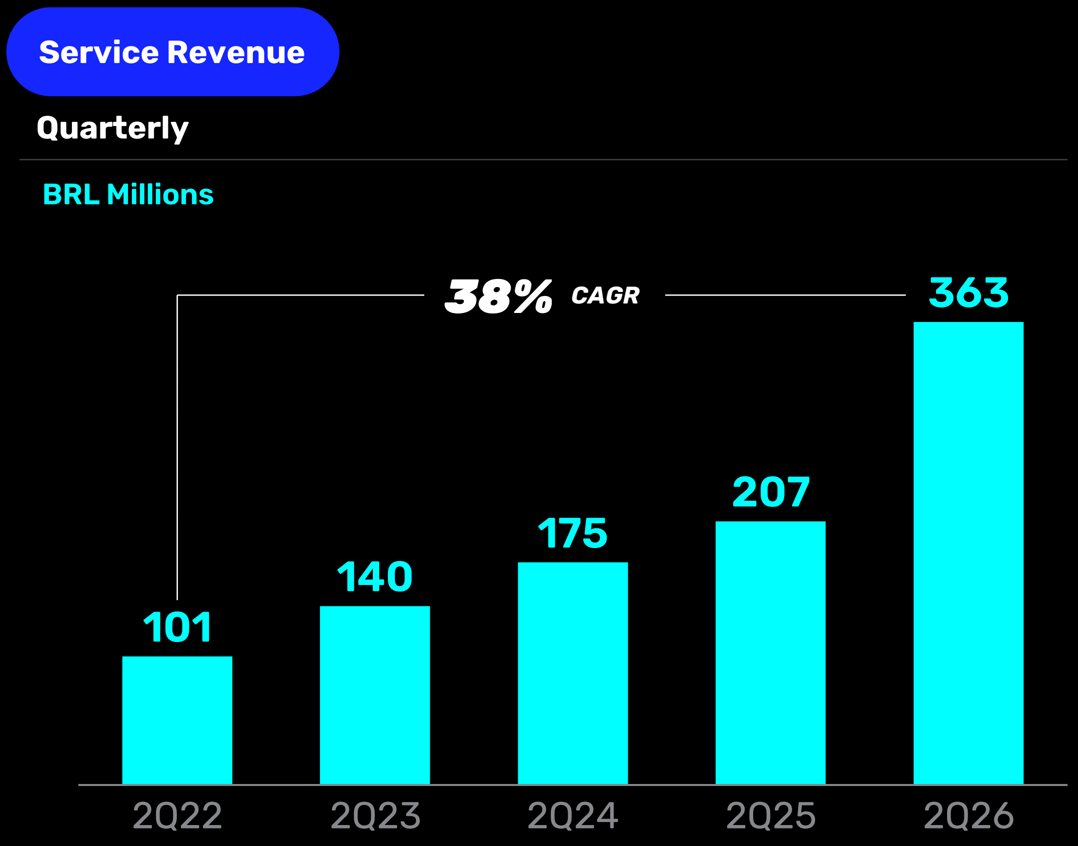




[1] Source: Central Bank of Brazil

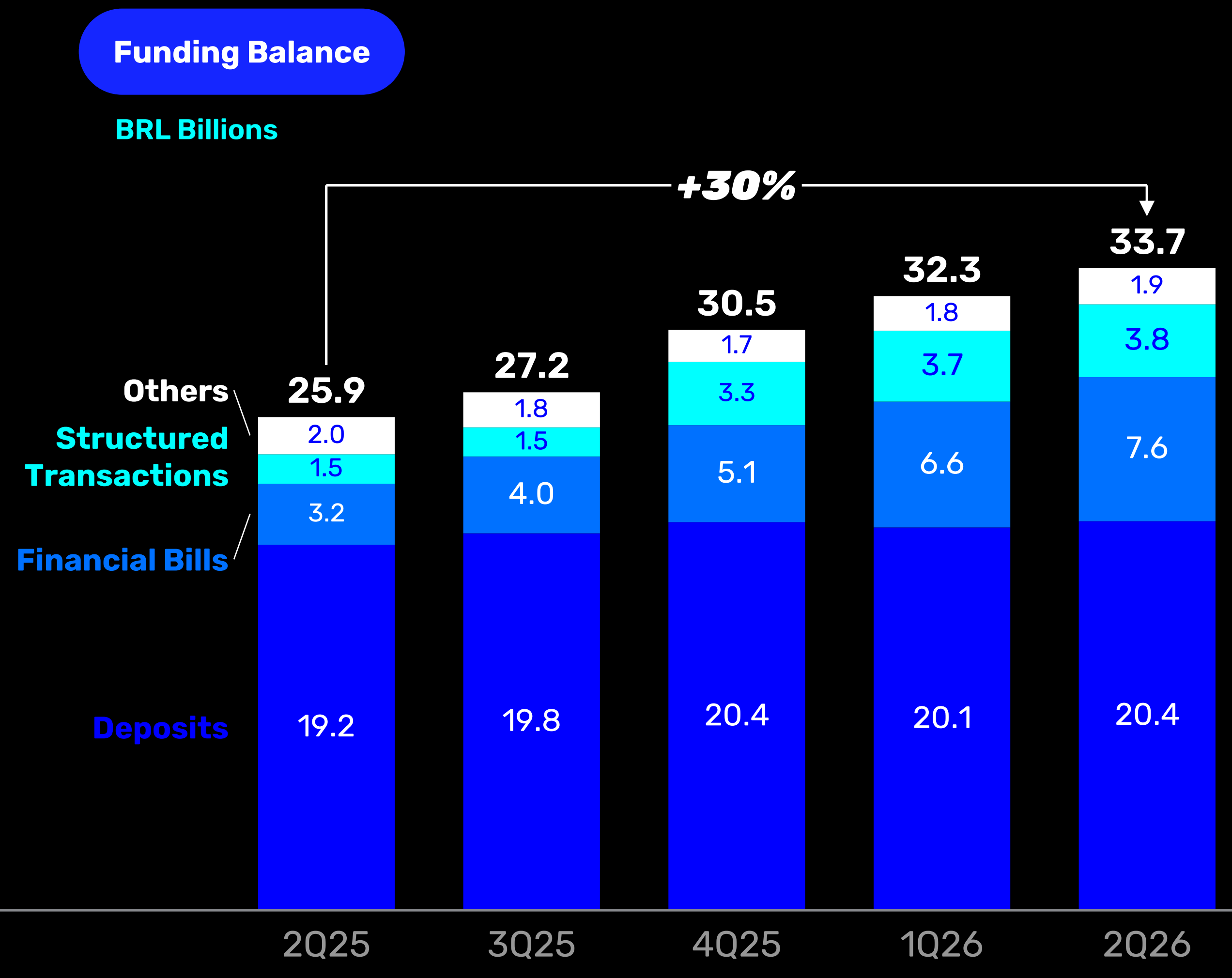
[3] The NPL 15-90 rate in 2Q25 was impacted by the new INSS biometric process for payroll loan refinancing operations. These operations have since been adjusted. Excluding this operational issue, the delinquency rate would have been 1.6%.

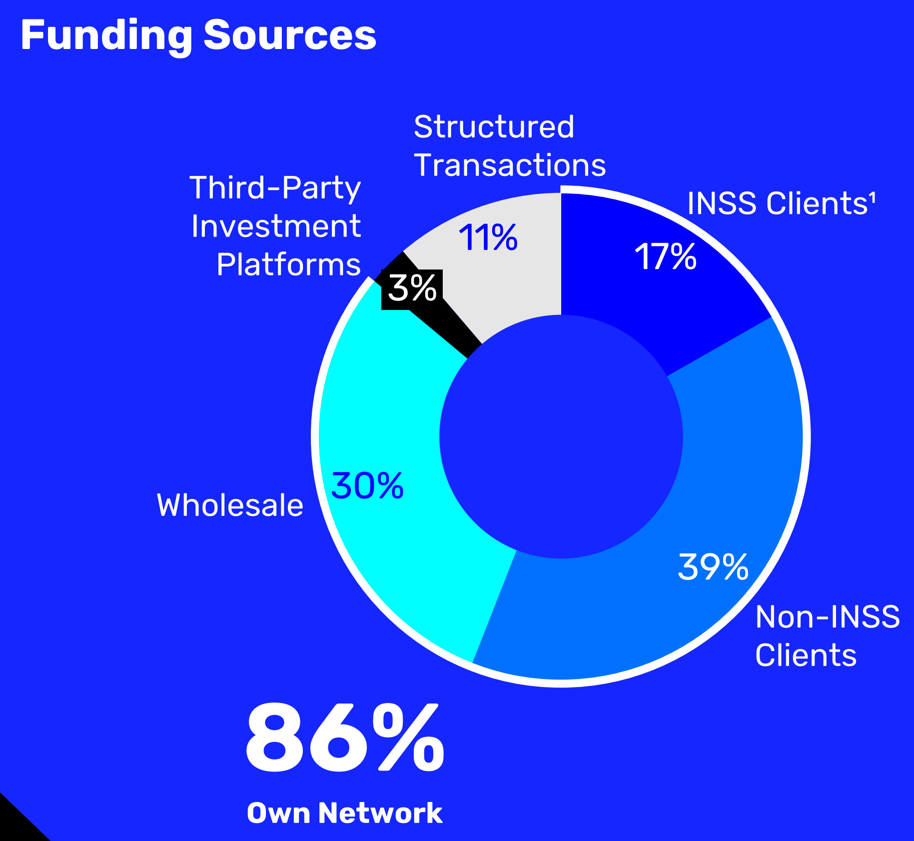
# The primacy in customer relationship also contributed to the significant increase in service revenue



# Our funding lines are diversified and dispersed

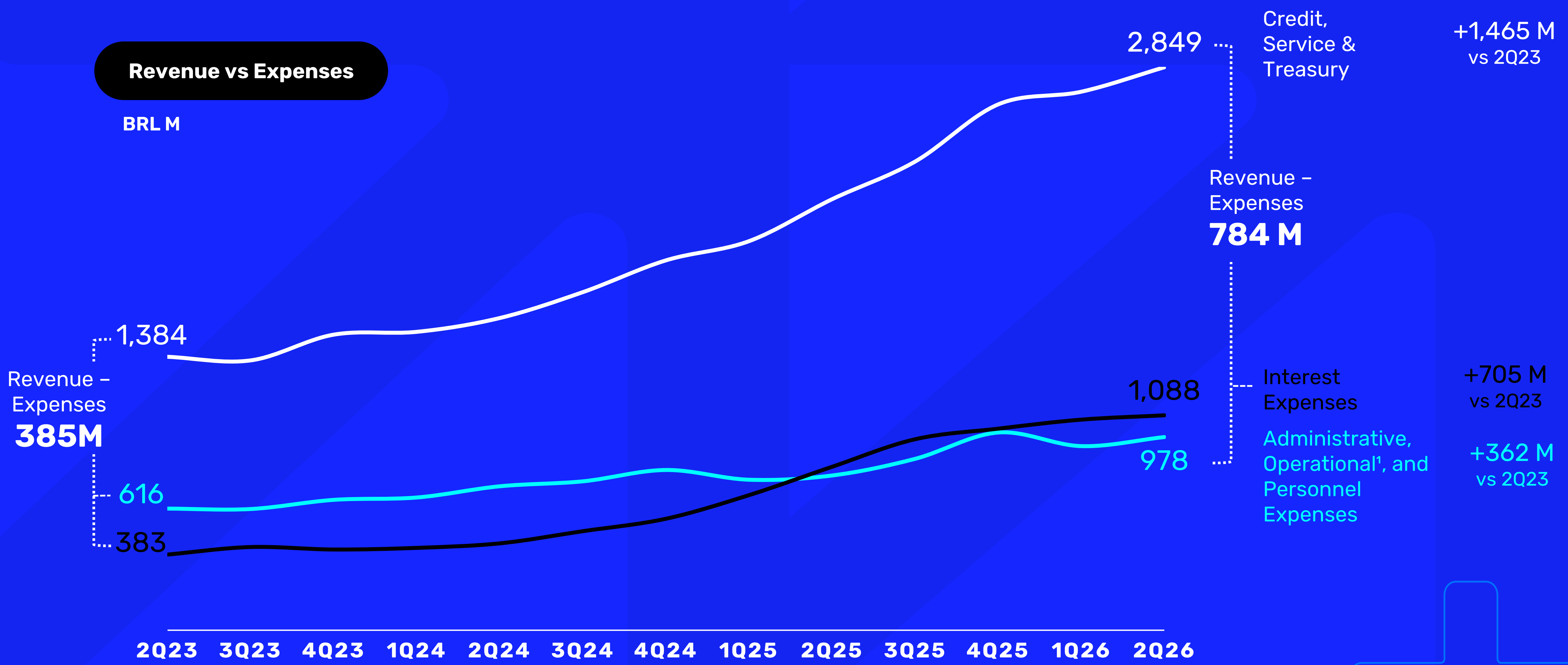




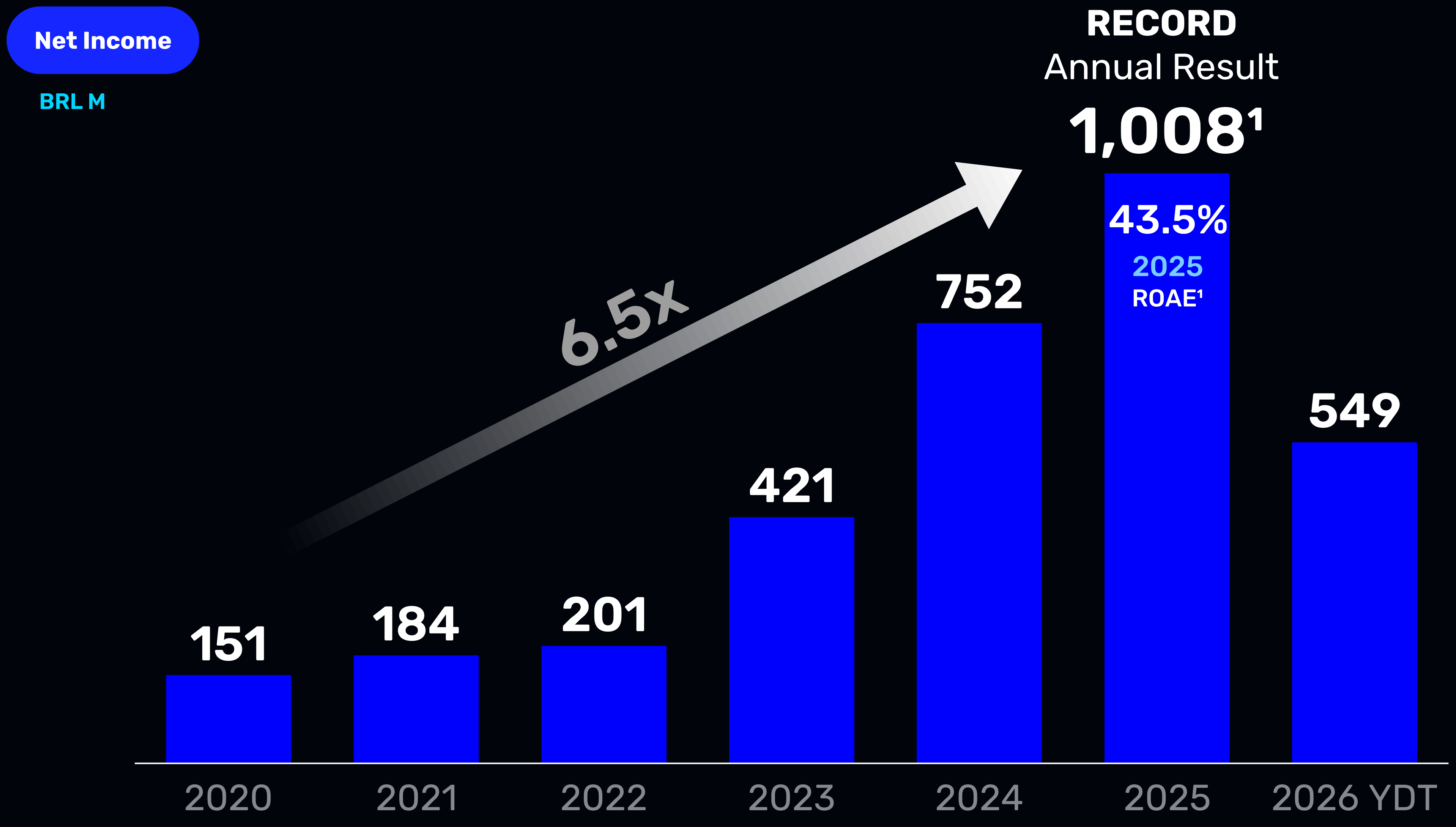

[1] It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

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



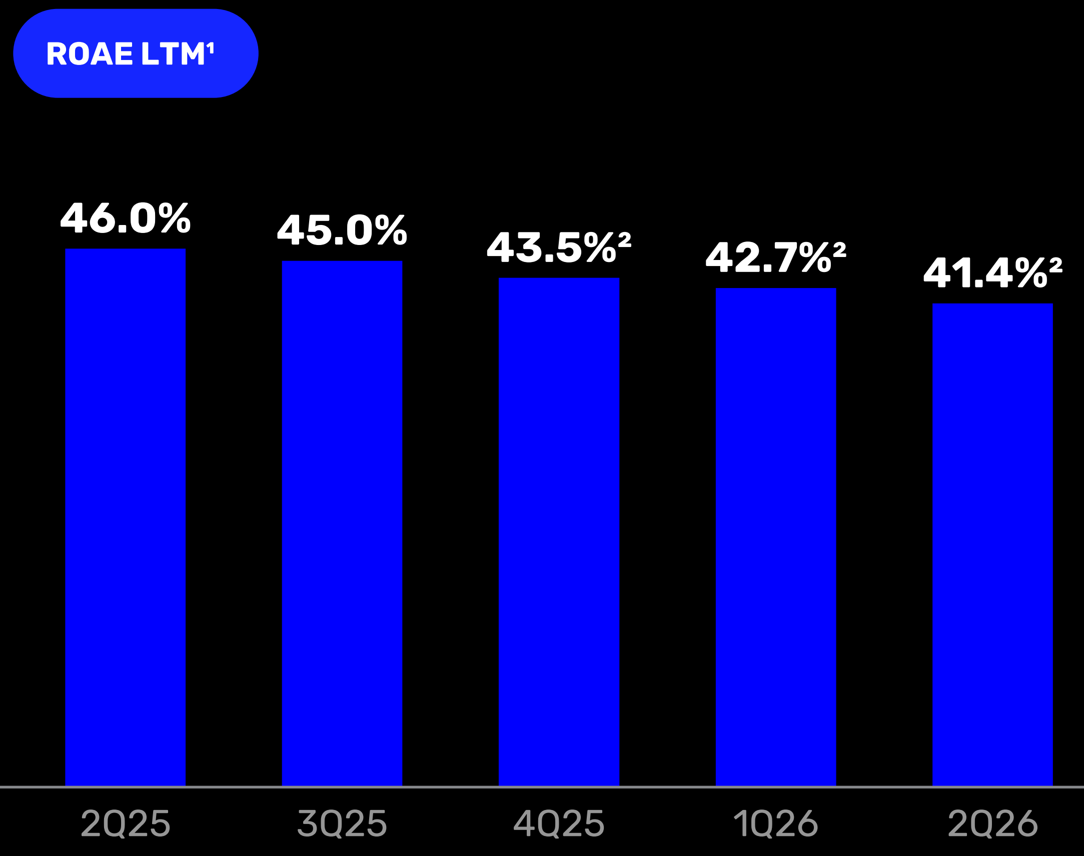

[1] Excluding impacts on the 4Q25 related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

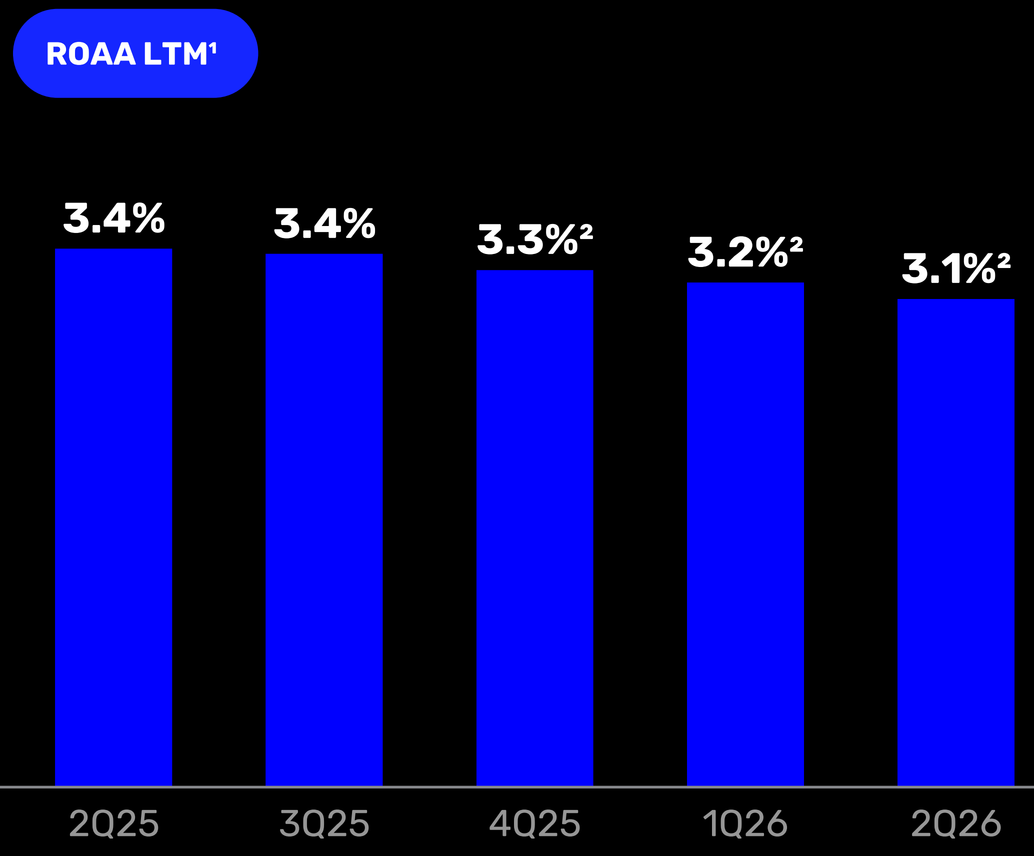
# In 5 years, net income has grown by 6.5 times




[1] Recurring earnings, excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

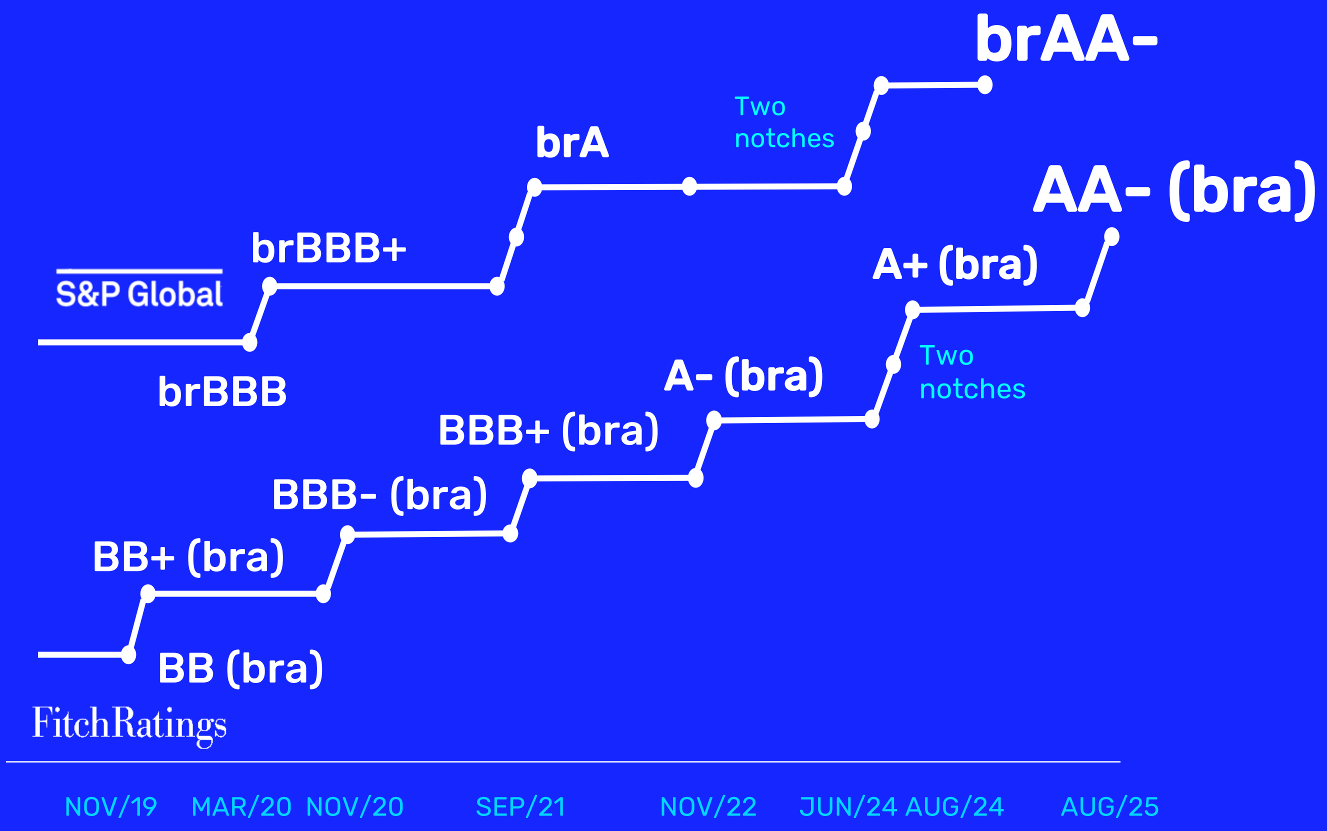
# Over the past 12 months, profitability metrics also show continuous improvement



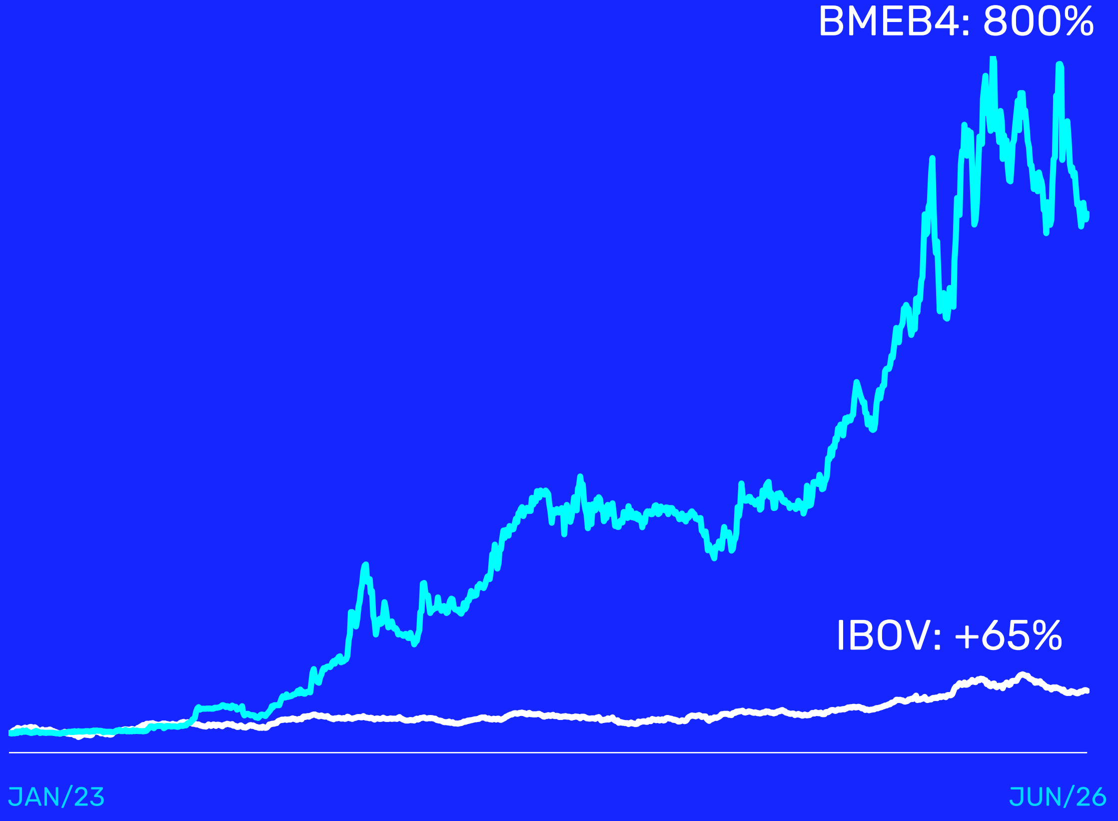




[1] LTM = Last twelve months
[2] Recurring earnings, excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

# 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**




## PERFORMANCE BMEB4



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

- 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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