

BANCO
MERCANTIL

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 19.3bn

Credit
Portfolio

46.0%

ROAE
LTM

9.1Mn

Clients

2.3%

NPL > 90 Days

17.1%

Basel III Ratio

Strength

BANCO
MERCANTIL

Growth

+1.7x

Clients
3 years

+1.9x

Credit
Portfolio
3 years

+5.0x

Net Income
3 years, LTM

+2.0x

Service
Revenue
3 years, LTM

5th

Largest payer of
Social Security
Benefits

We Combine Growth and Sustainable Profitability

82 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 Metrópole
- 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

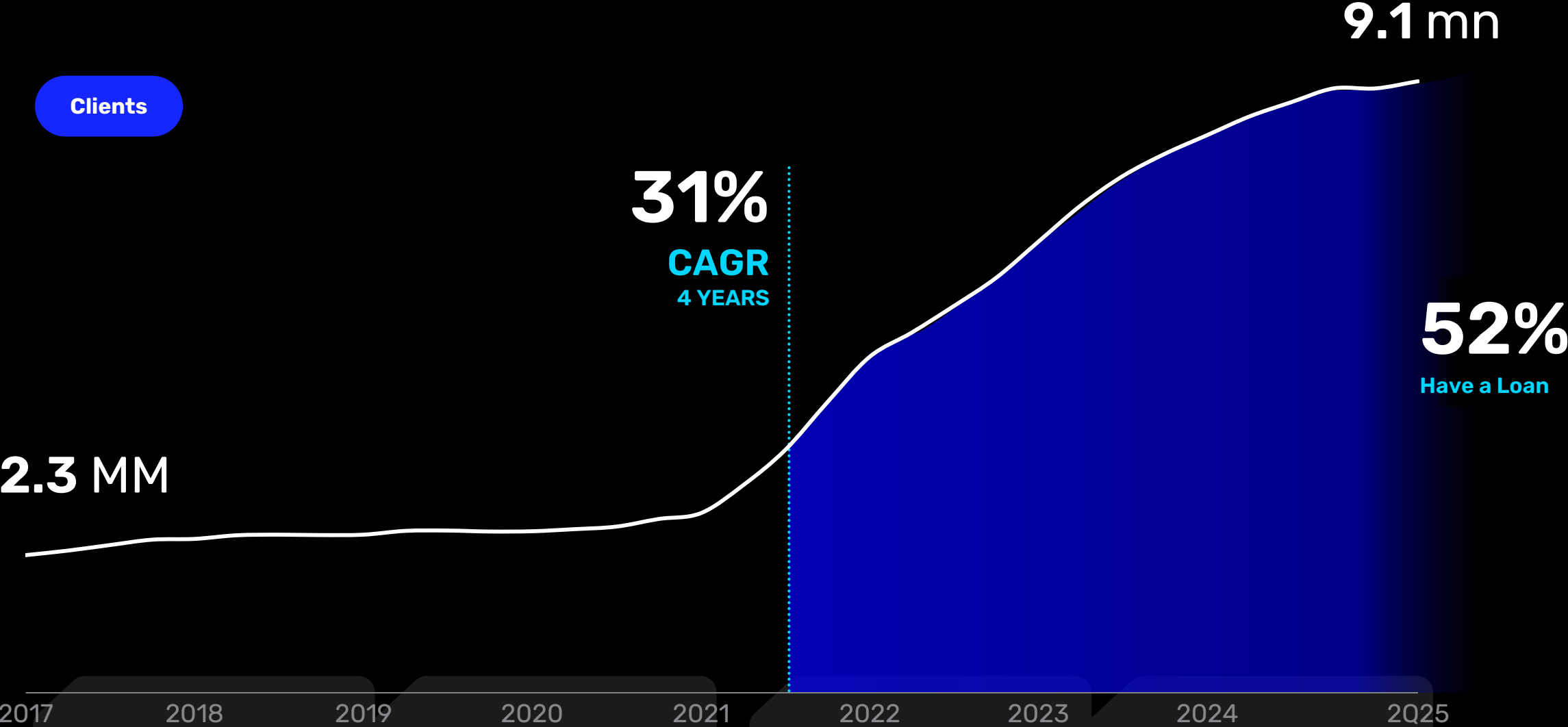
New
headquarters
and new visual
identity

Name change
to Banco
Mercantil

2025

11°
Consecutive
record
quarter result

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



50+

CLIENTS CHOOSE
BANCO
MERCANTIL

FOCUS



CONVENIENCE



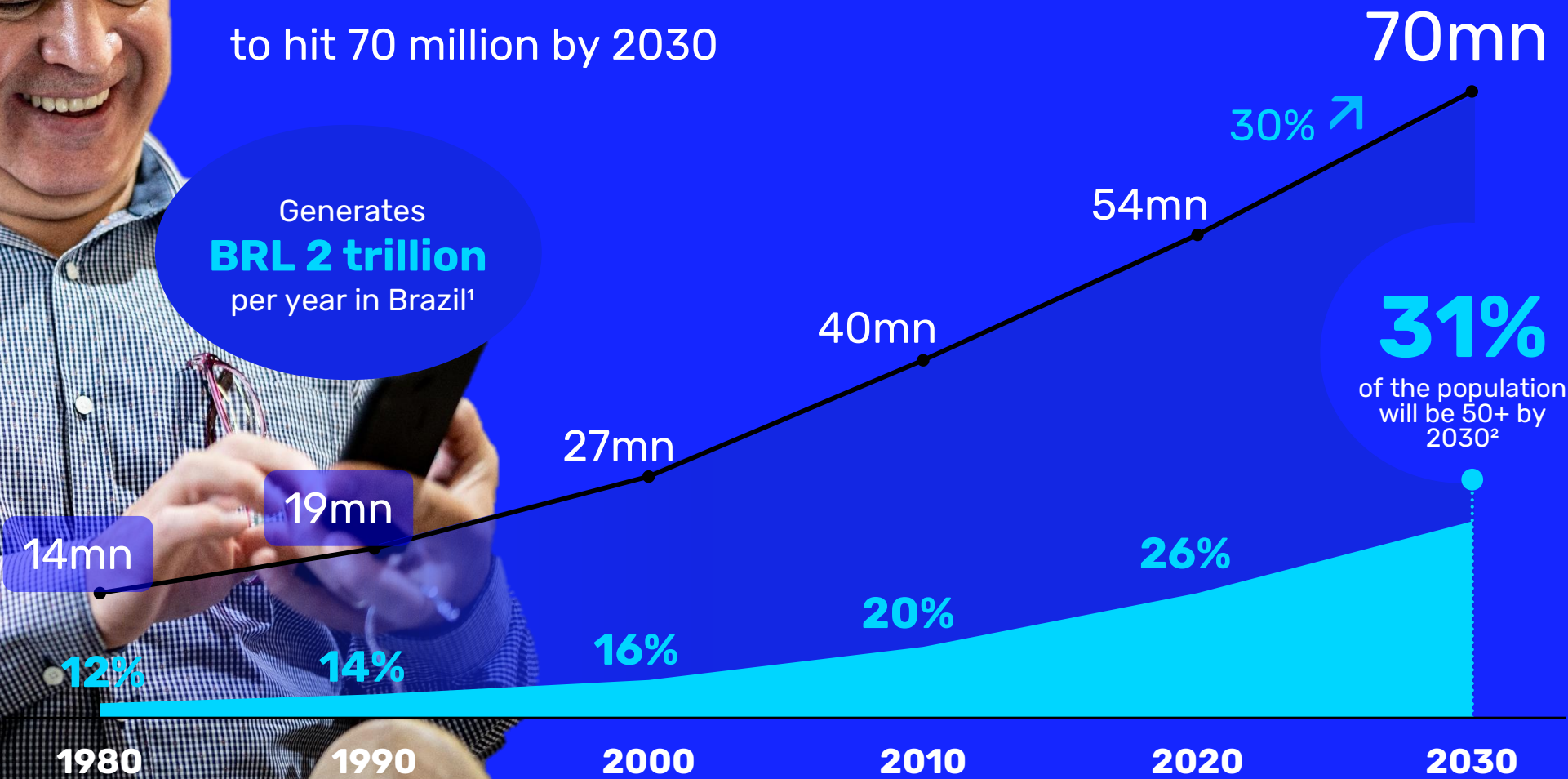
SIMPLICITY



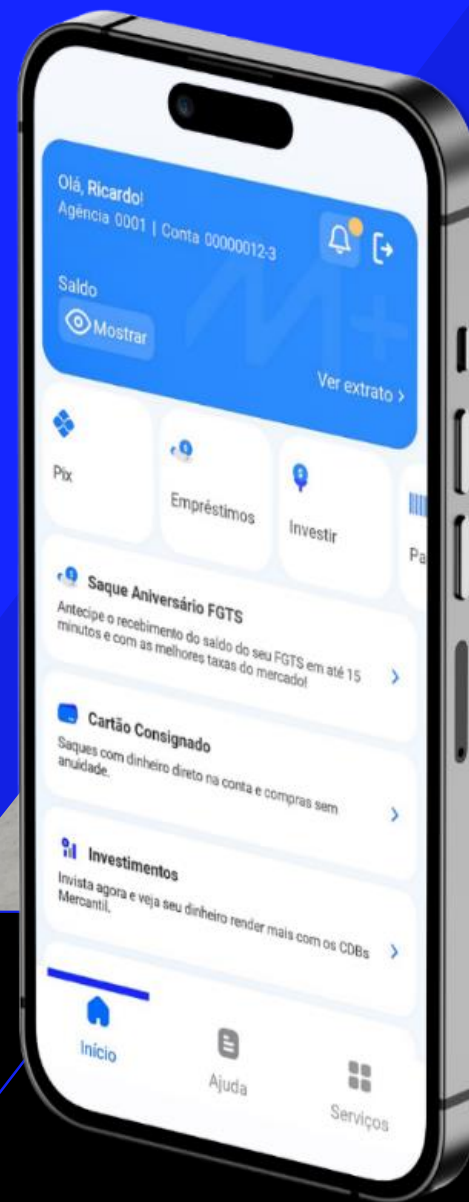
50+ MARKET

to hit 70 million by 2030

Generates
BRL 2 trillion
per year in Brazil¹

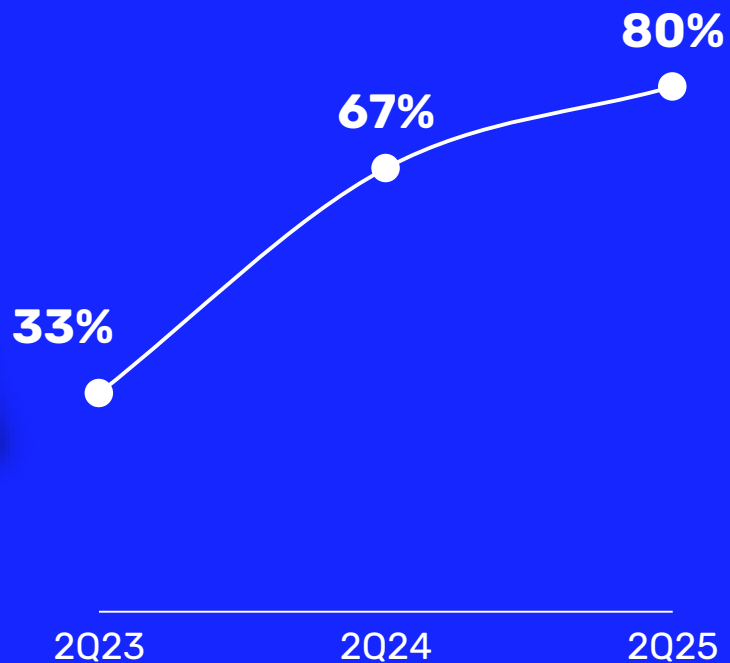


COMBINING *PHYSICAL* PRESENCE WITH THE SIMPLICITY OF *DIGITAL*

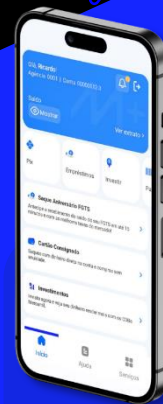
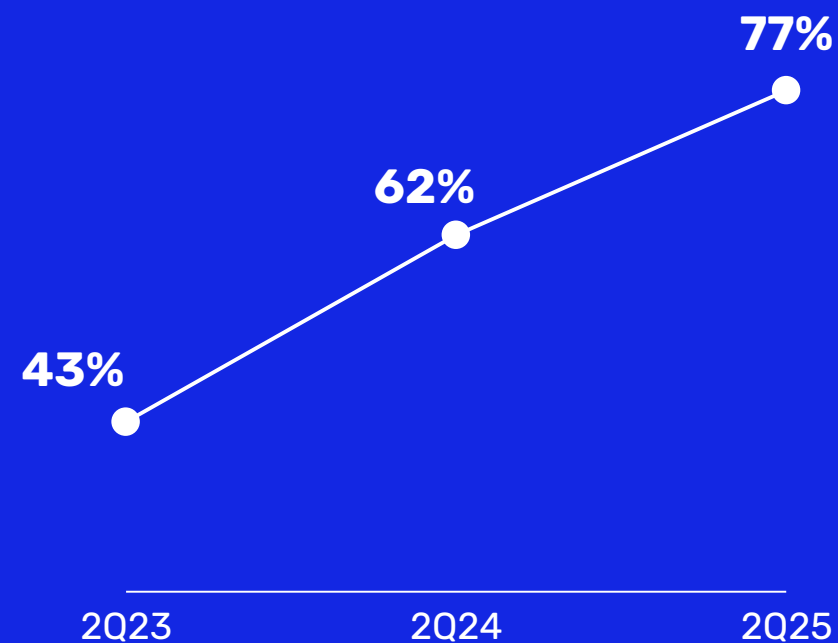


Customer digitalization has been the main driver of our growth.

% of Digital Loan Origination
App and WhatsApp



App Adoption
% of new customers



Through our own stores, we operate in twenty three states¹ across the country.

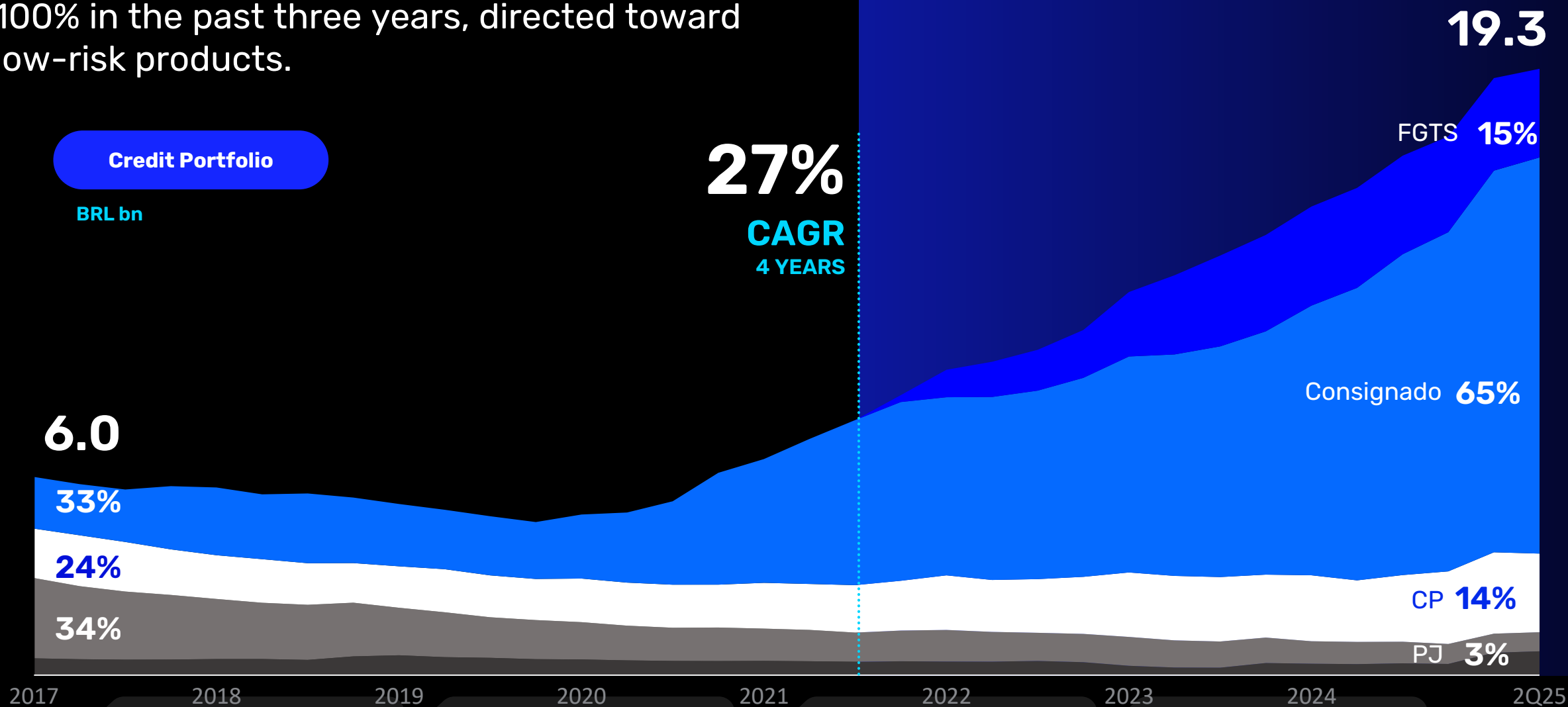


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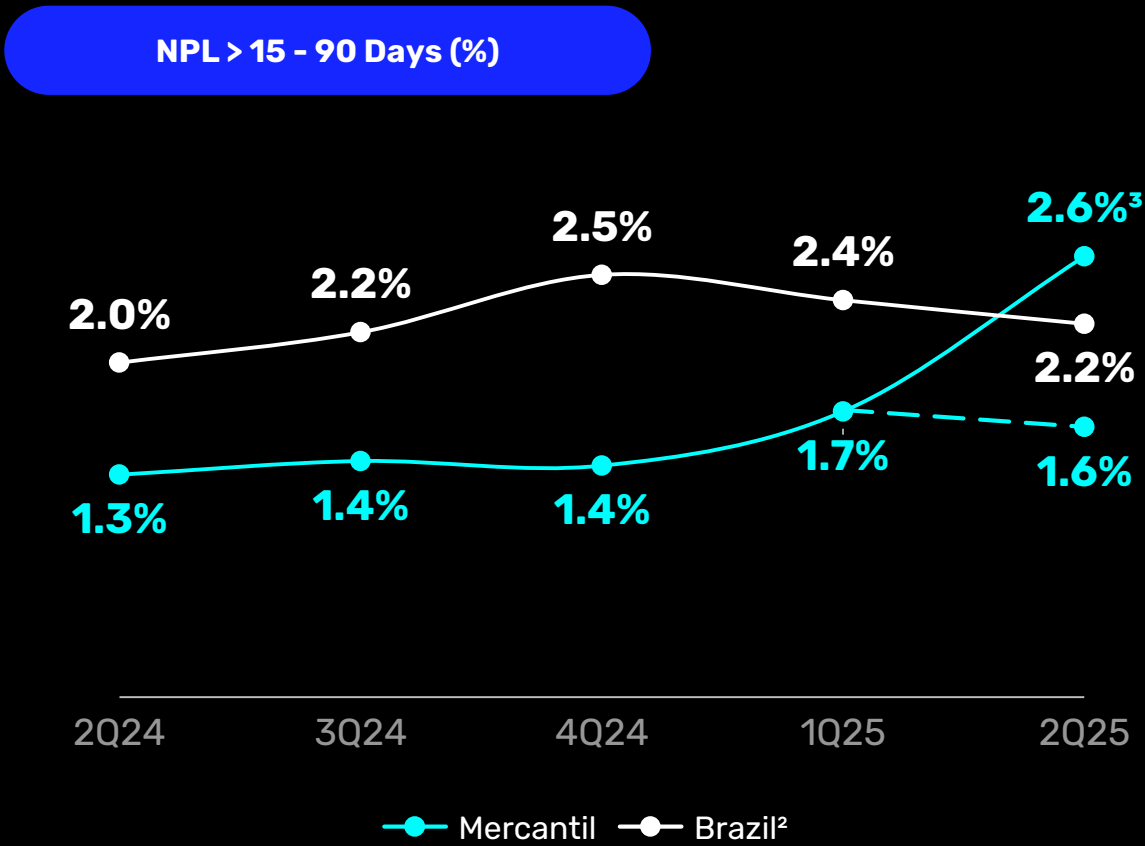
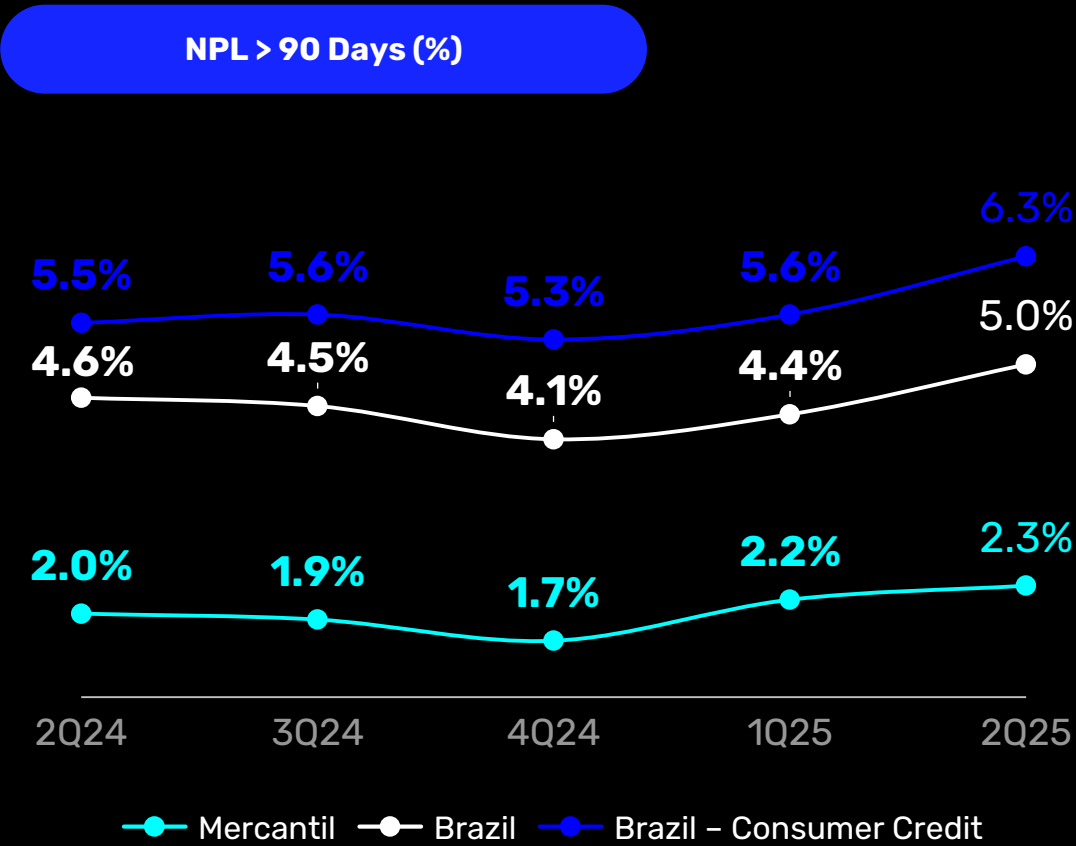
321

Branches

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



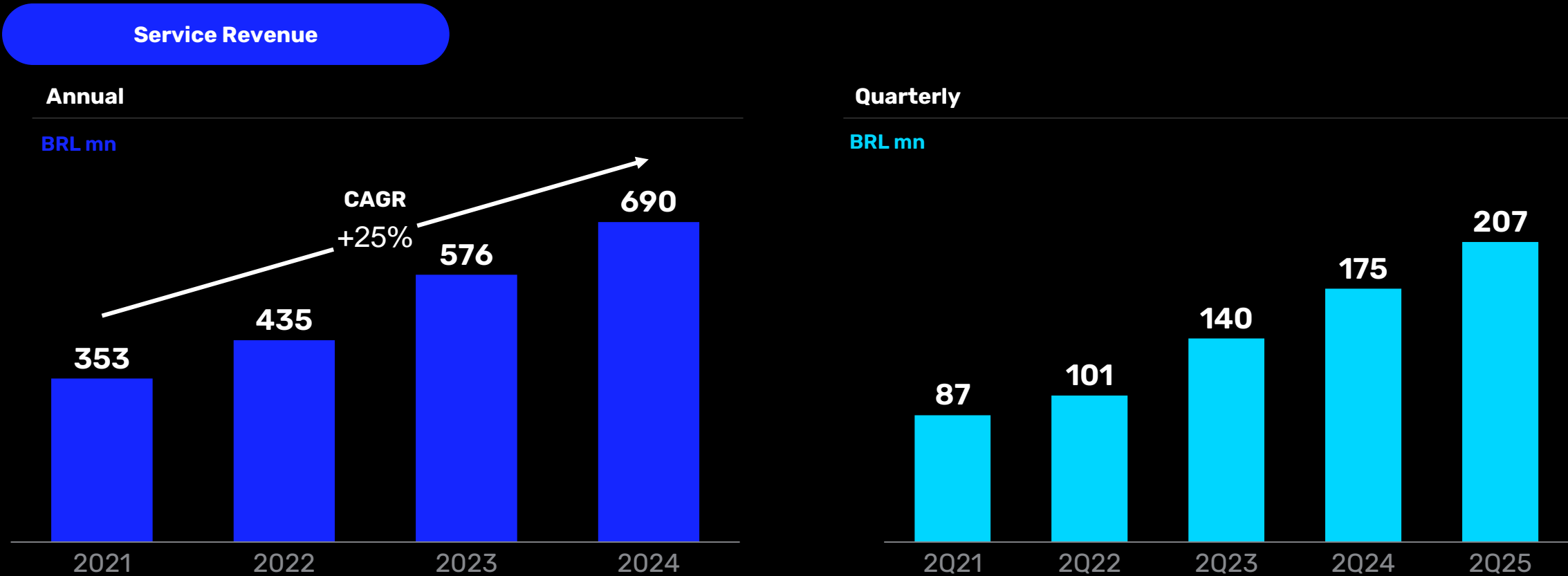
Delinquency levels remain controlled and below the market average.



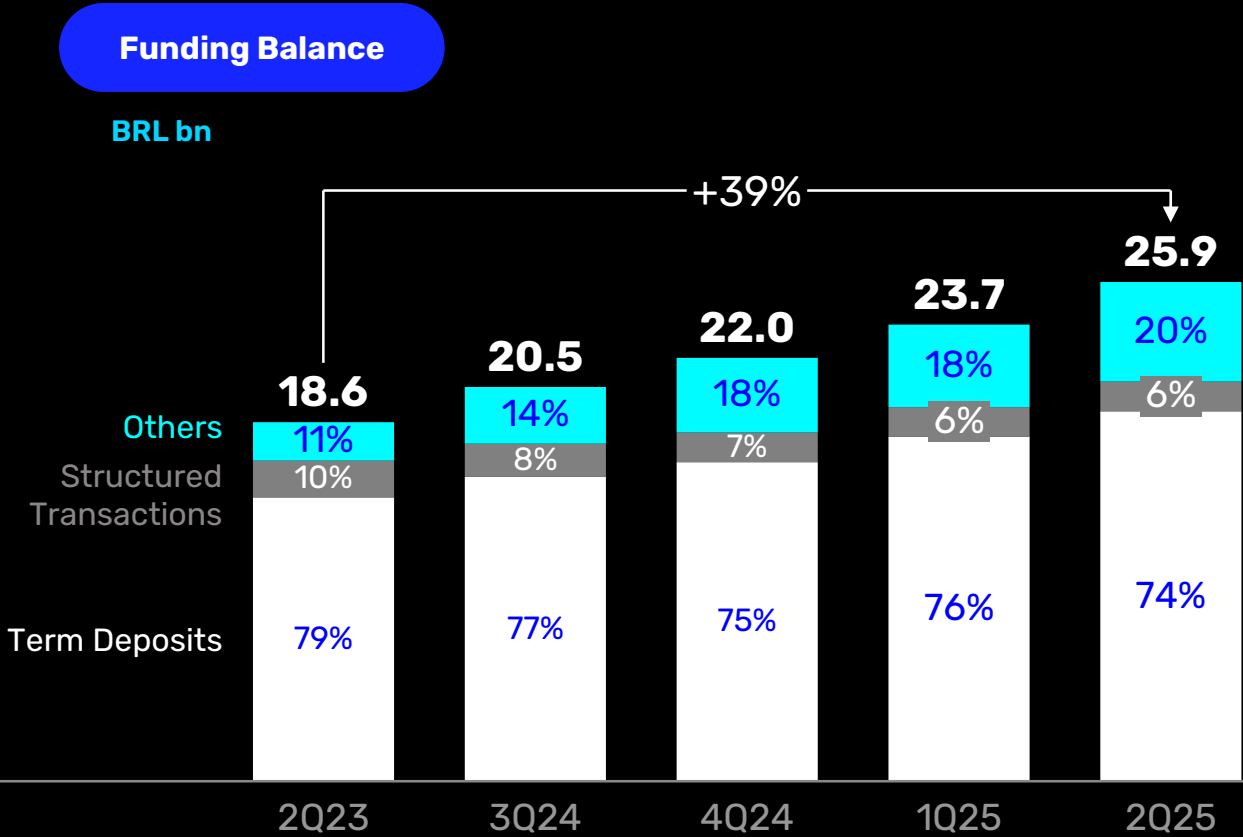
(1) Source: Central Bank of Brazil
(2) Source: Depec - Central Bank of Brazil
(3) The Over 15-90 delinquency rate in 2Q25 was impacted by the new INSS biometric process for payroll loan refinancing operations. These operations have since been adjusted. Excluding this operational issue, the delinquency rate would have been 1.6%.



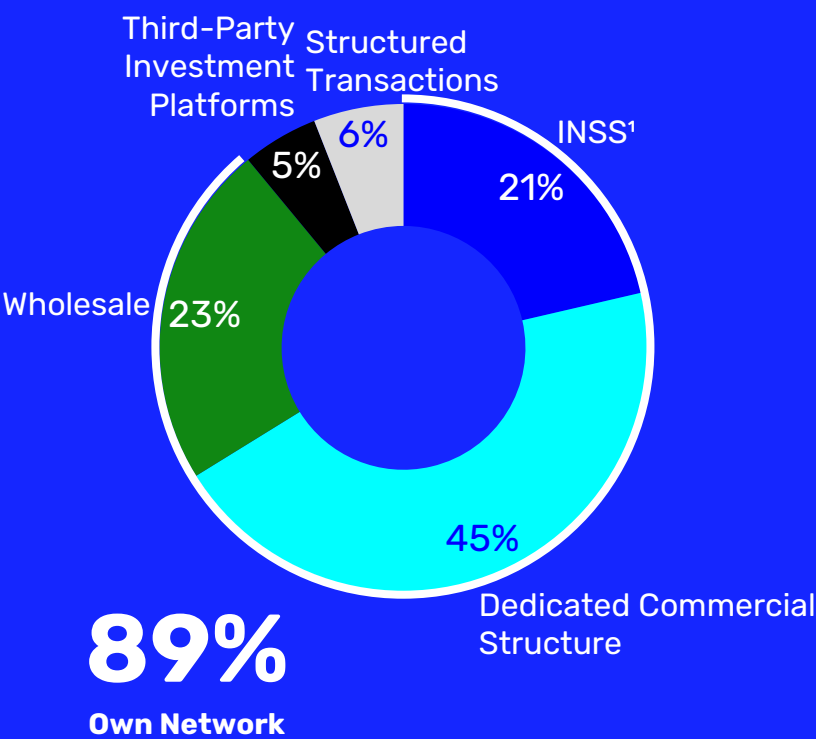
The primacy in customer relationship also contributed to the significant increase in service revenue.



Our funding lines are diversified and dispersed.

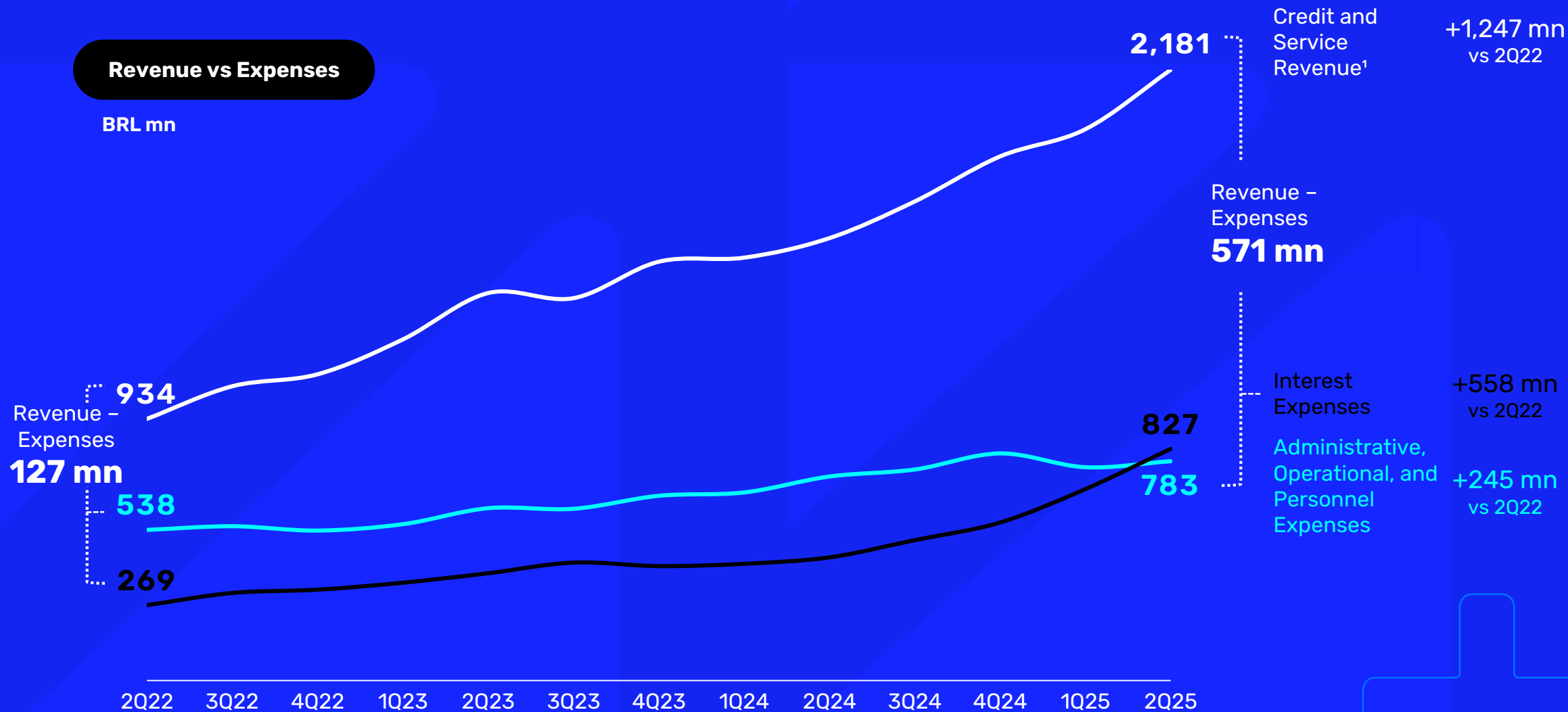


Funding Sources

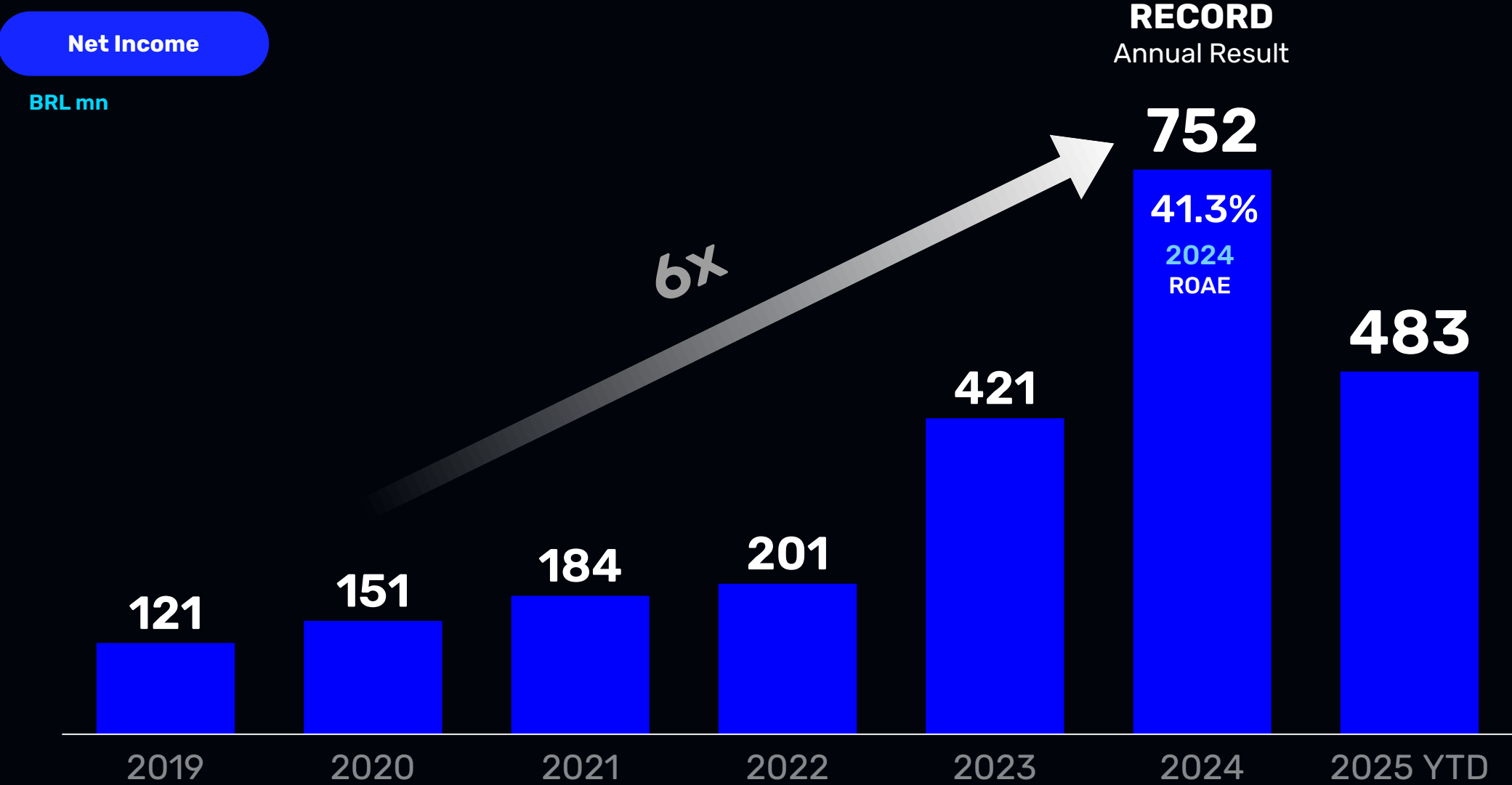


M+ (1) It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

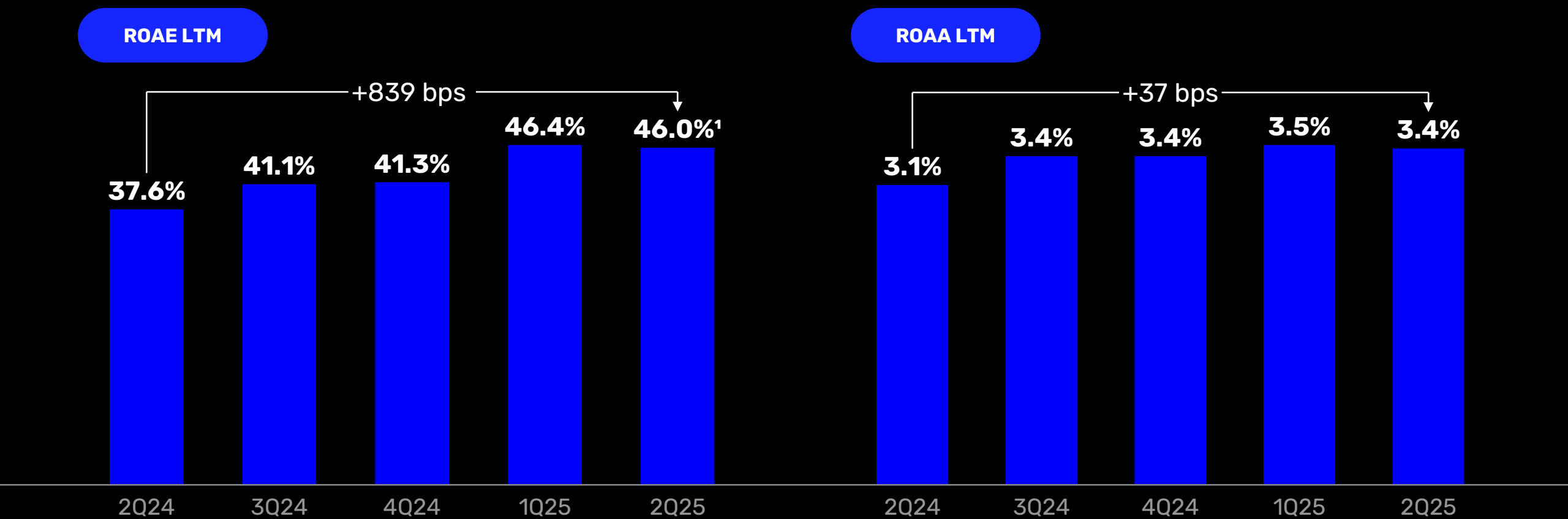
Credit and service revenue are growing at a faster pace than expenses.



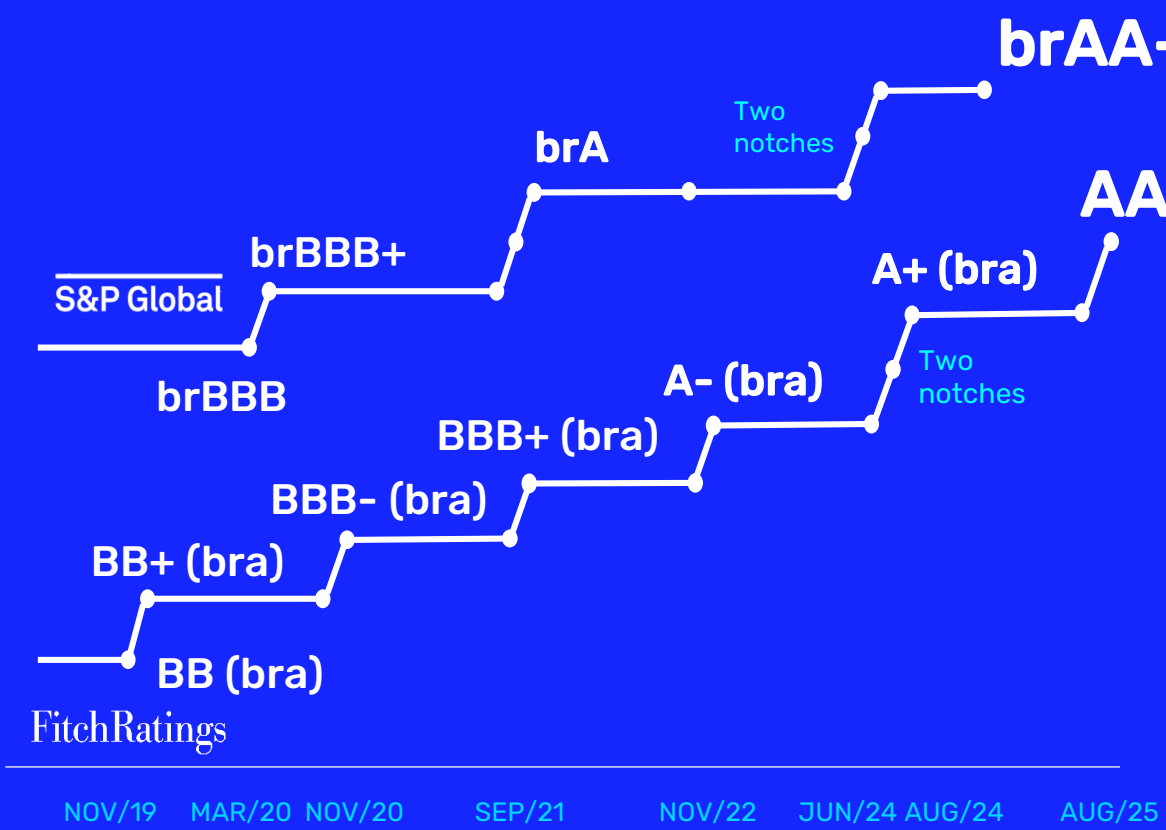
In 5 years, net income has grown by 6 times.



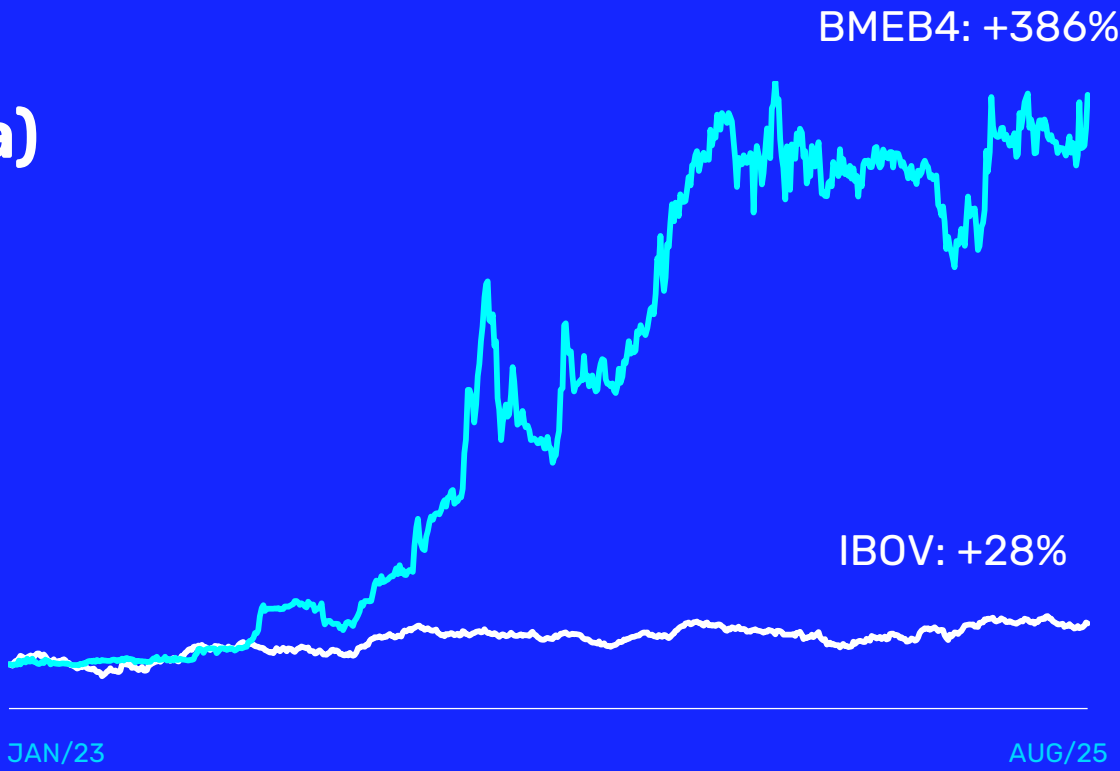
Over the past 12 months, profitability metrics also show continuous improvement.



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**.



B3: BMEB4 PERFORMANCE



BANCO MERCANTIL

Access to all social security (INSS) auctions

Banking Primacy

Diversification

Product Portfolio
Adherent to the 50+

Truly digital

Low Funding Cost

Security
Antifraud, cyber

Tradition
+80 years of history

PURPOSE

50+

**UNIQUE
ADVANTAGES**

EXECUTION

Huge, growing and addressable market with little dedicated competition

- People
- Data
- Technology
- Leadtime

**EXPONENTIAL
GROWTH**

**RESILIENT
RESULTS**

**HIGHEST
RETURNS IN
THE INDUSTRY**

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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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