

**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 19.0bn**

Credit  
Portfolio

**46.4%**

ROAE  
LTM

**9.0Mn**

Clients

**2.2%**

NPL > 90 Days

**16.4%**

Basel III Ratio

**Strength**

BANCO  
**MERCANTIL**

**Growth**

**+1.8x**

Clients  
3 years

**+2.0x**

Credit  
Portfolio  
3 years

**+4.6x**

Net Income  
3 years, LTM

**+2.0x**

Service  
Revenue  
3 years, LTM

**5<sup>th</sup>**

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)

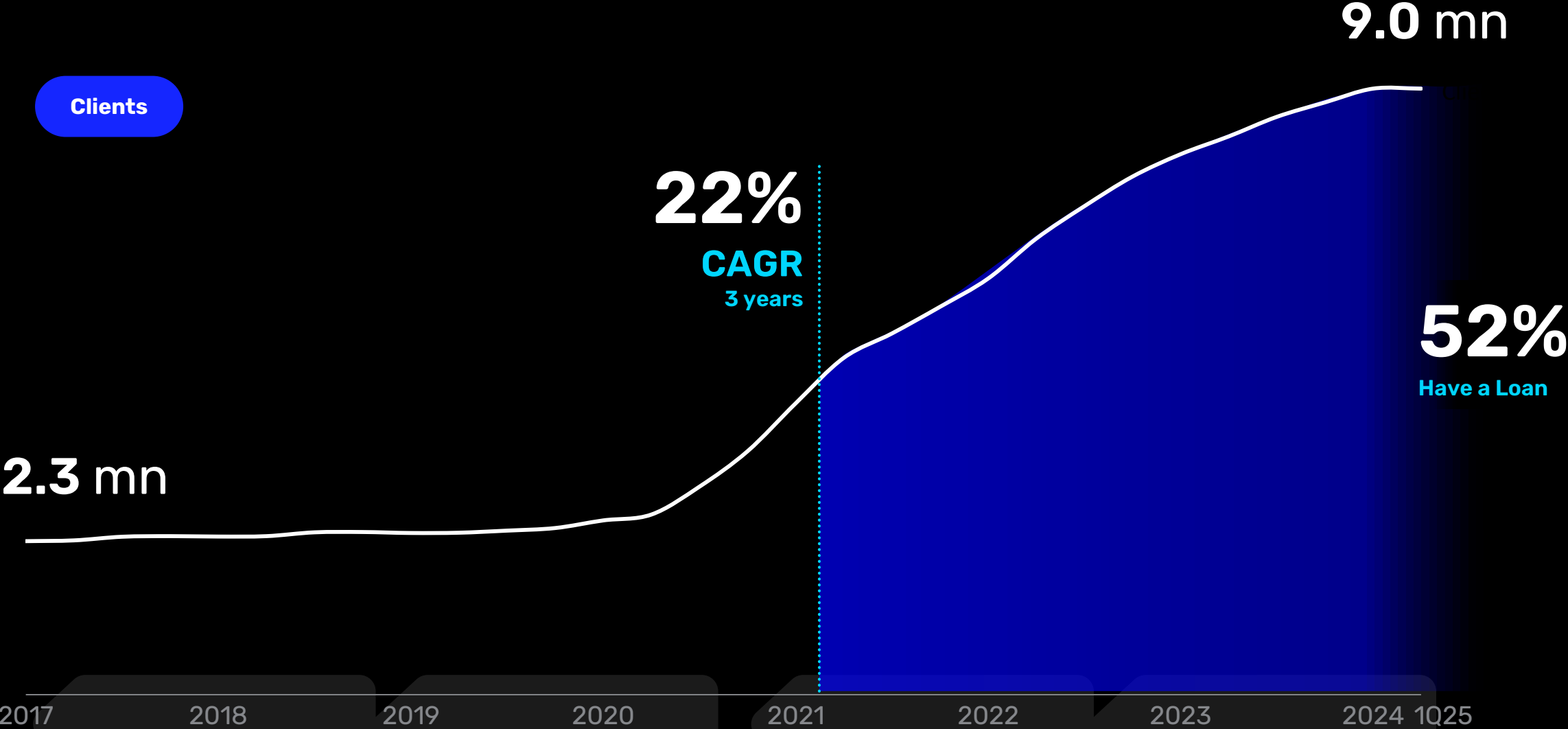
5th largest  
benefits payer in  
the country

2023

New  
headquarters  
and new visual  
identity

Name change  
to Banco  
Mercantil

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



# 50+

CLIENTS CHOOSE  
BANCO  
**MERCANTIL**

FOCUS



CONVENIENCE



SIMPLICITY

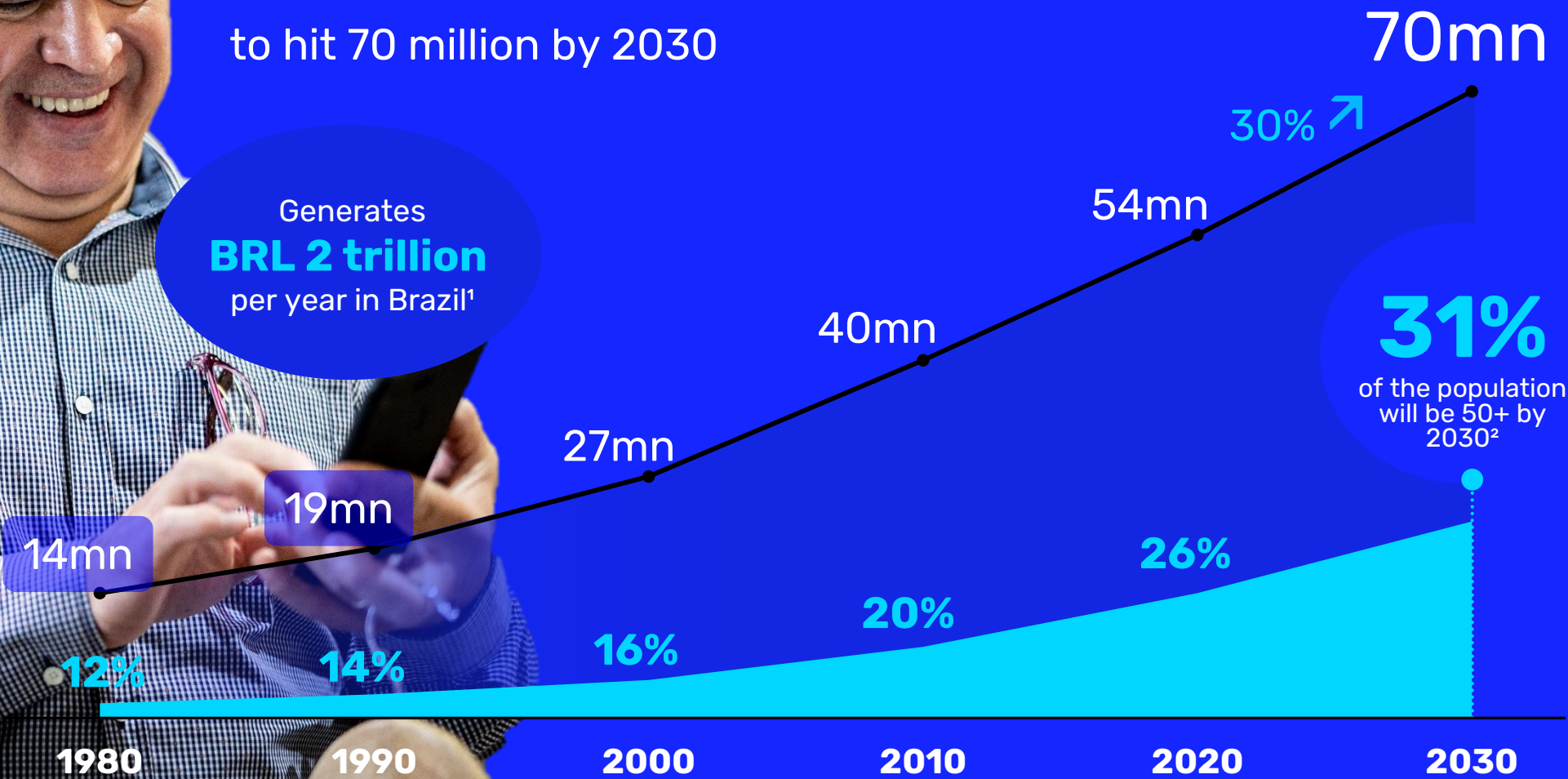




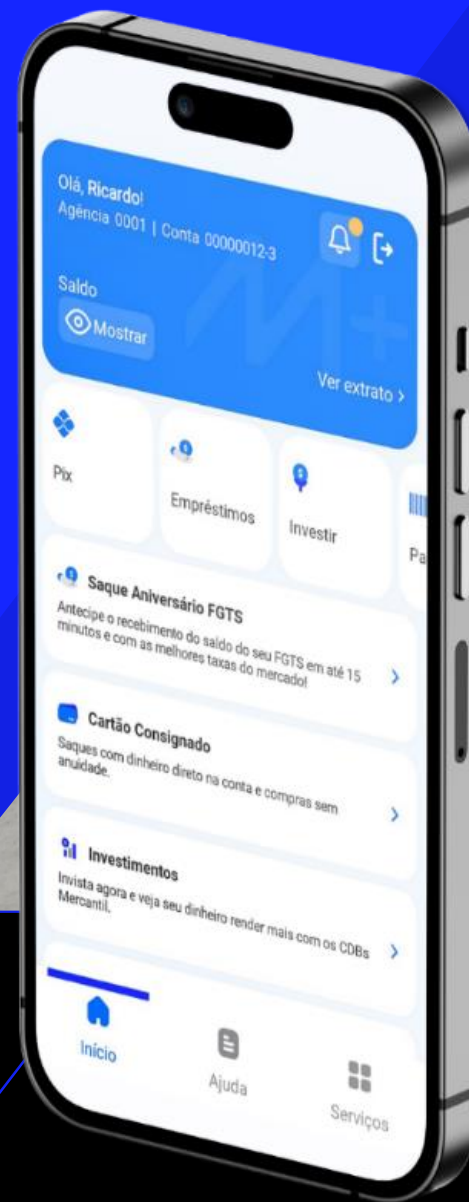
# 50+ MARKET

to hit 70 million by 2030

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

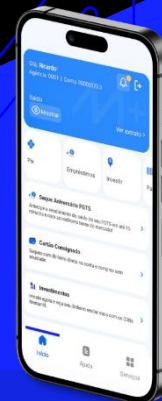


# COMBINING *PHYSICAL* PRESENCE WITH THE SIMPLICITY OF *DIGITAL*





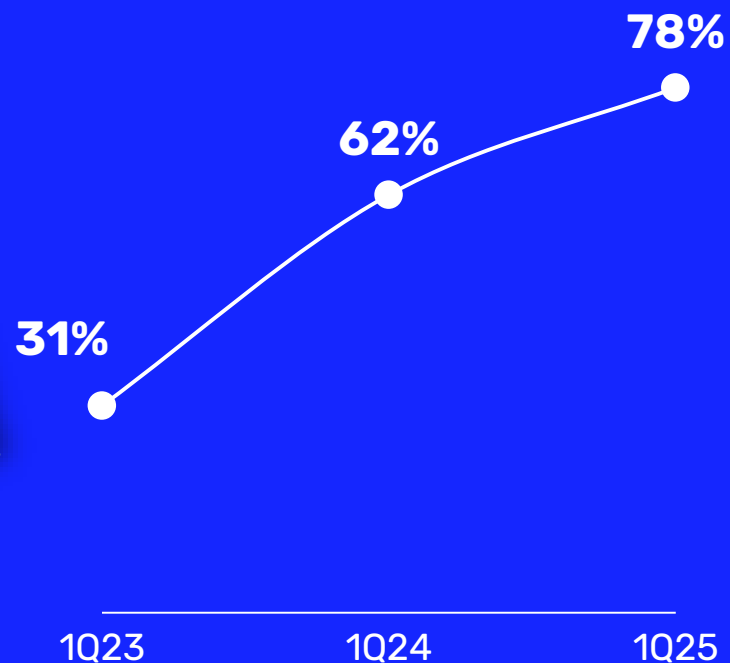
**Customer digitalization**  
has been the key driver  
of our growth.



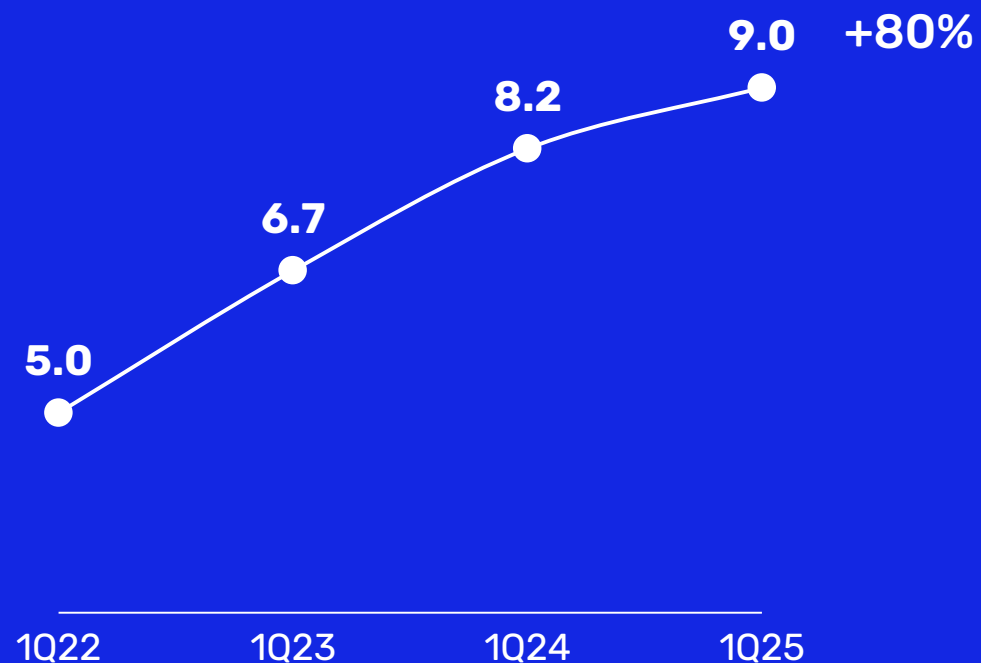
**76%** of clients

opted to **enroll in the app** at the  
time of account opening in 1Q25

% Credit Origination via Digital Channels  
App and WhatsApp



Clients (Mn)





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

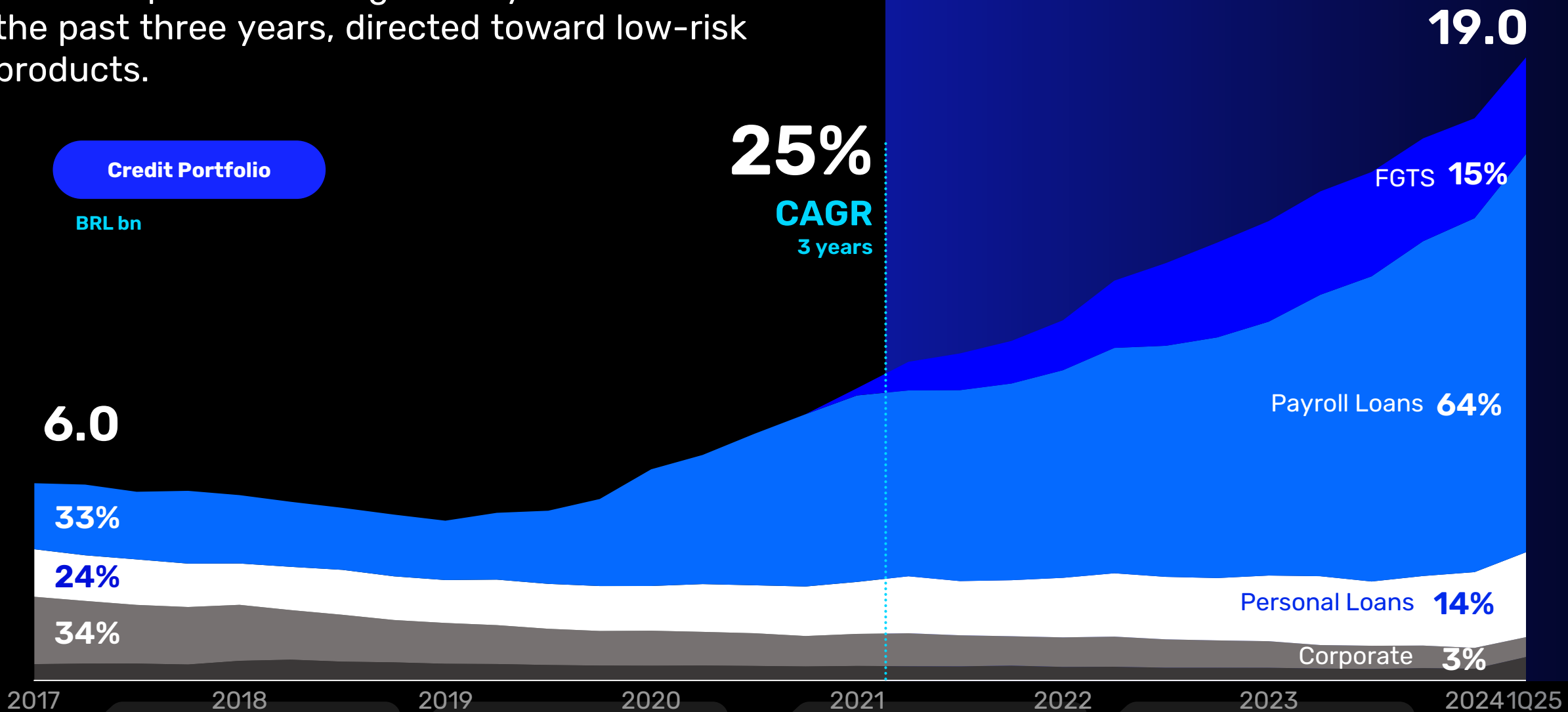


BANCO  
**MERCANTIL**

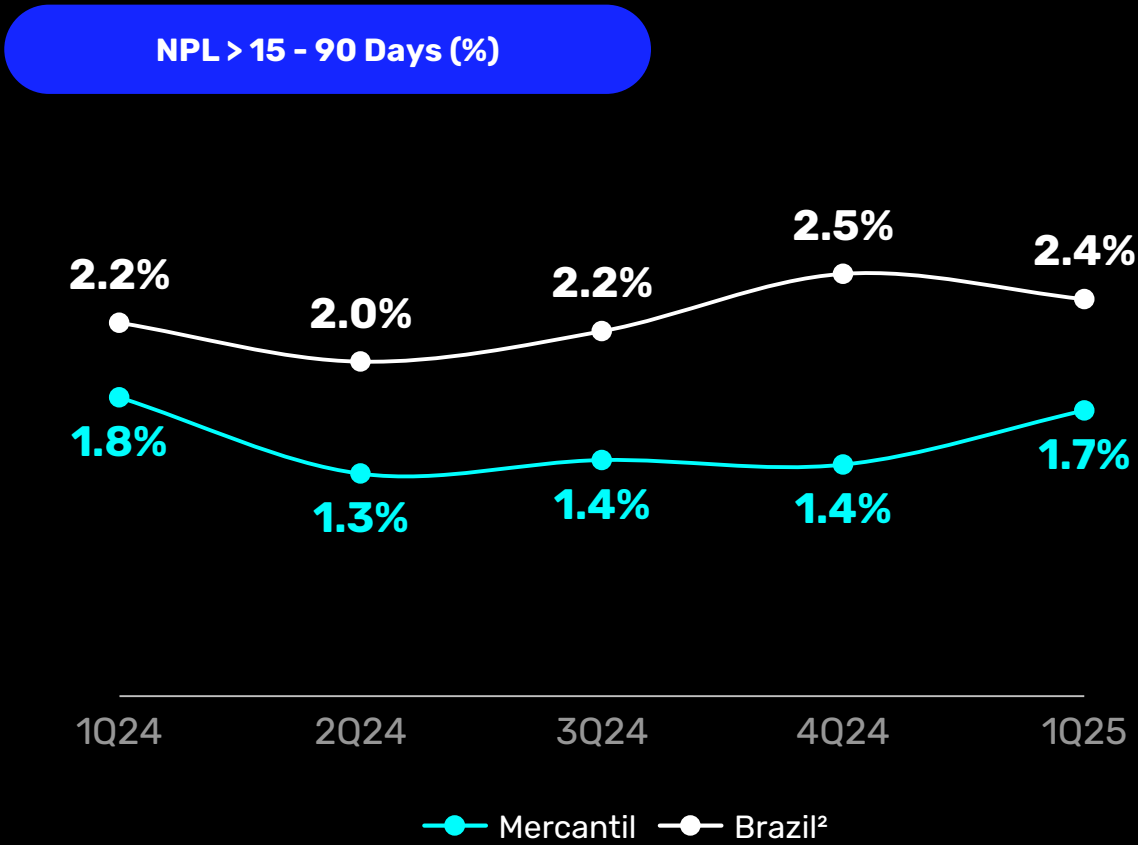
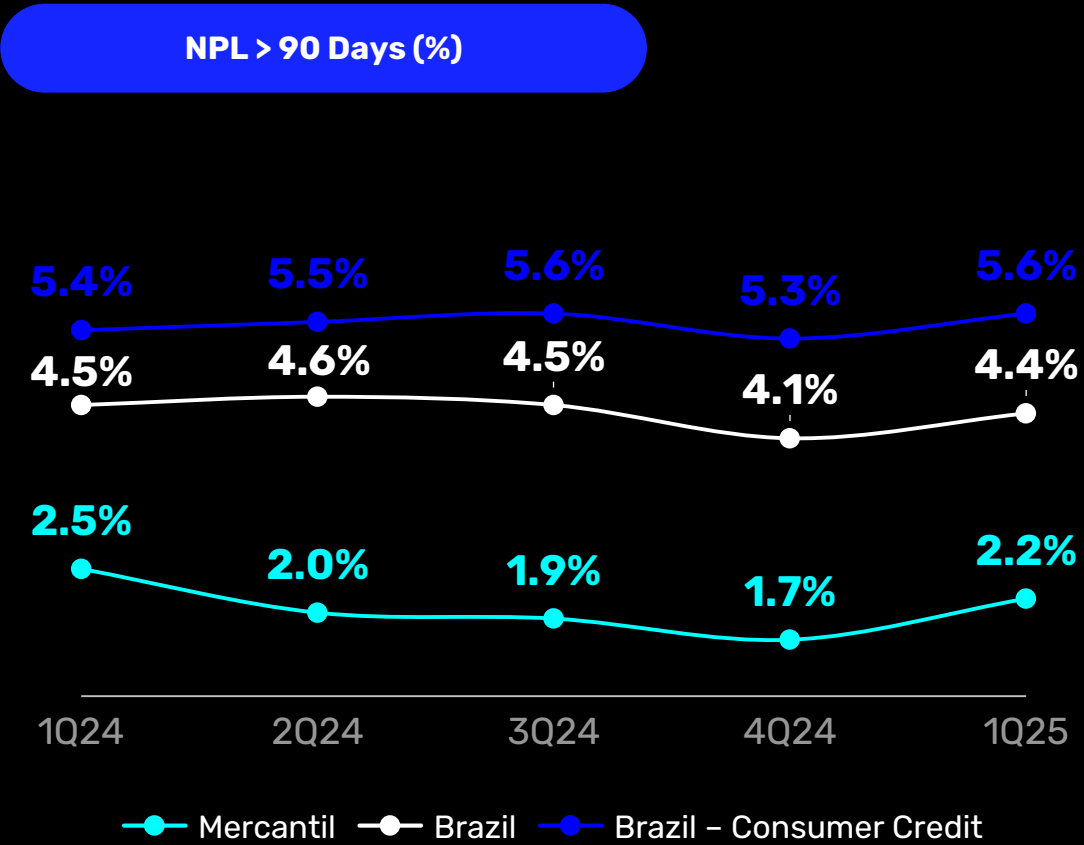
**313**

Branches

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

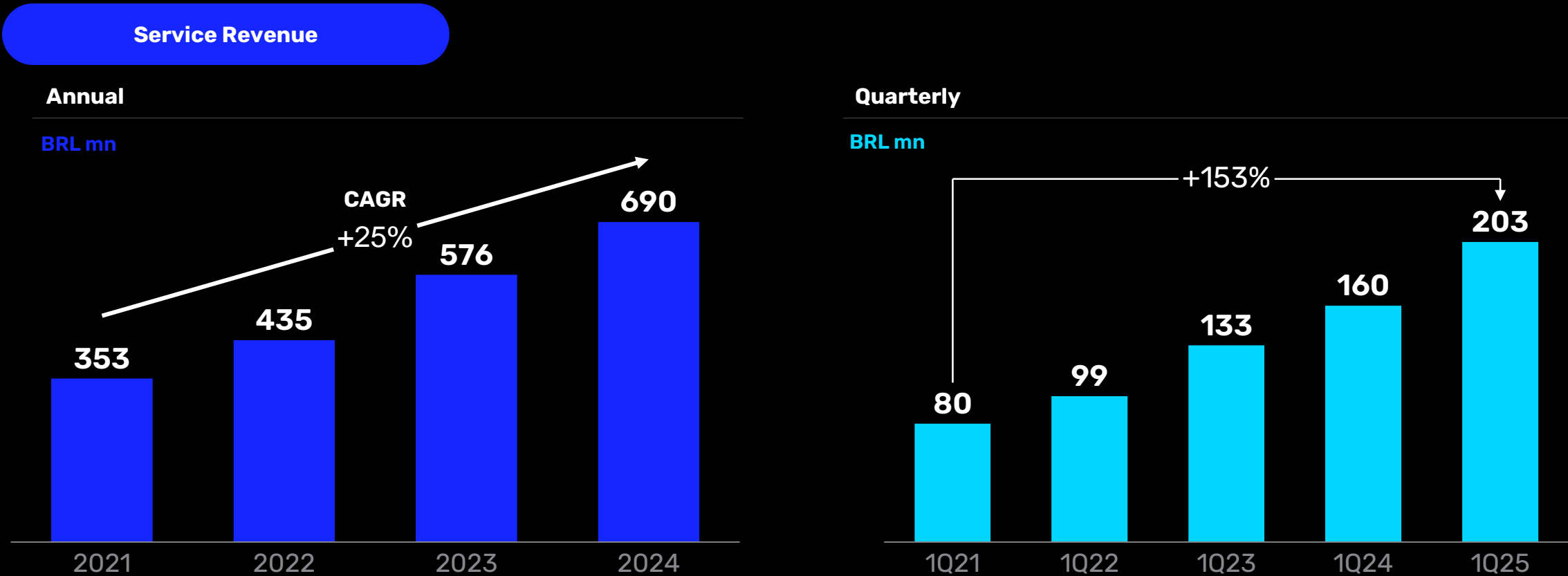


Delinquency levels remain controlled and below the market average.



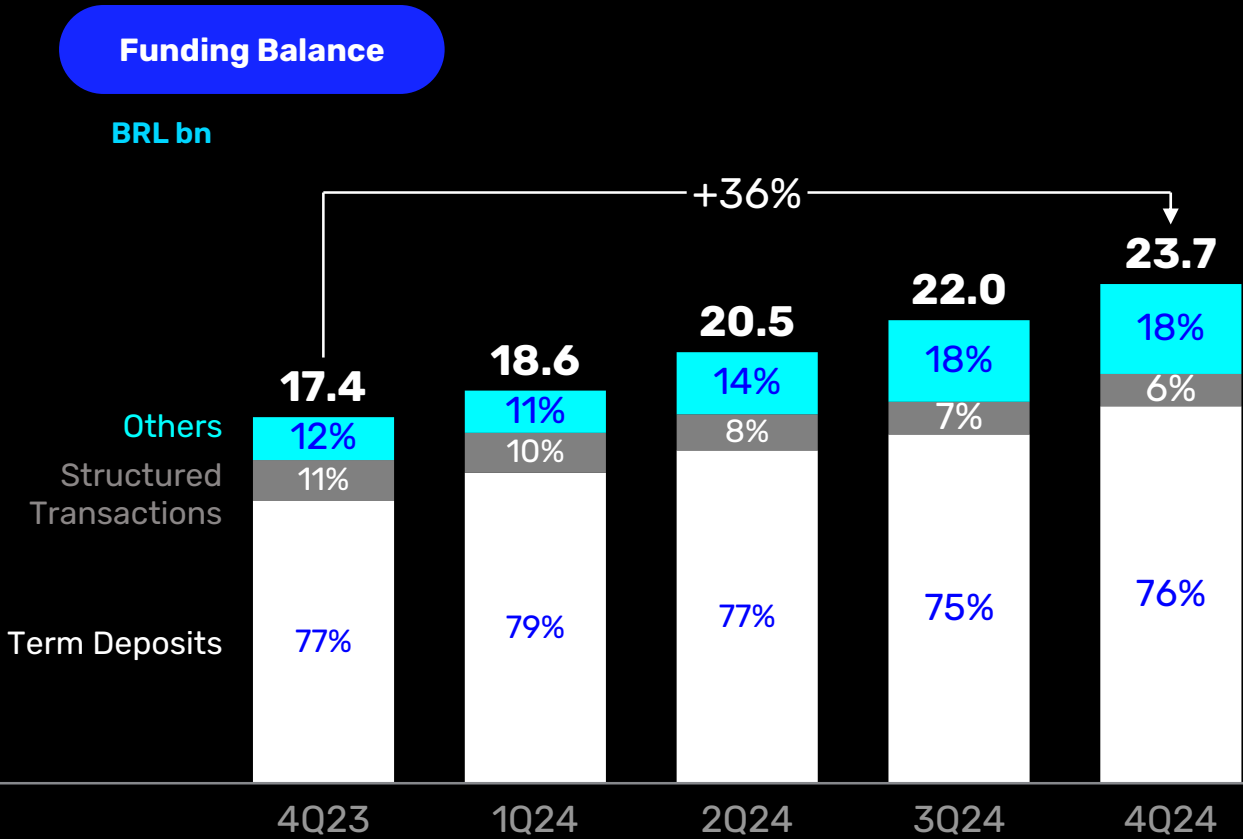
(1) Source: Central Bank of Brazil  
(2) Source: Depec - Central Bank of Brazil

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

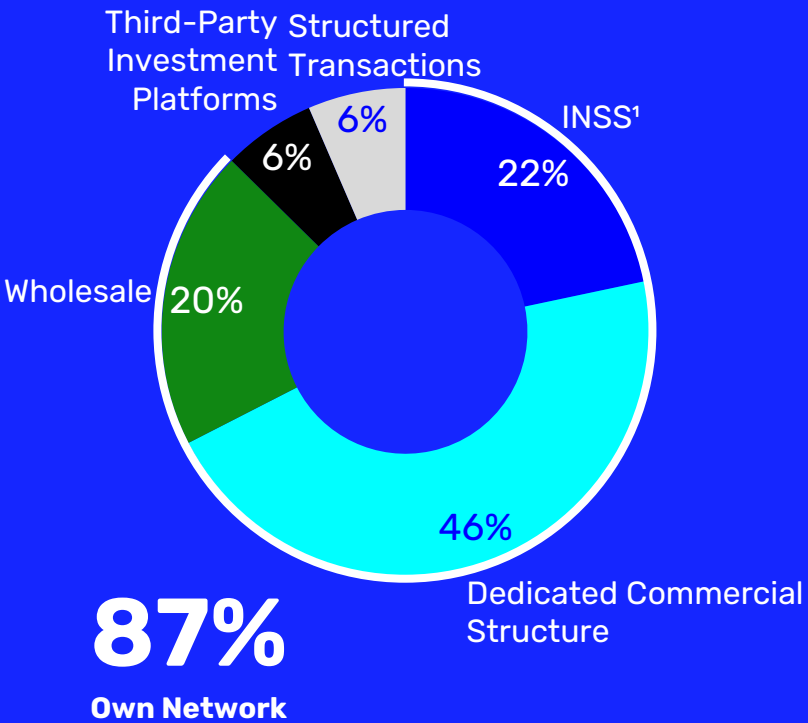




Our funding lines are diversified and dispersed.

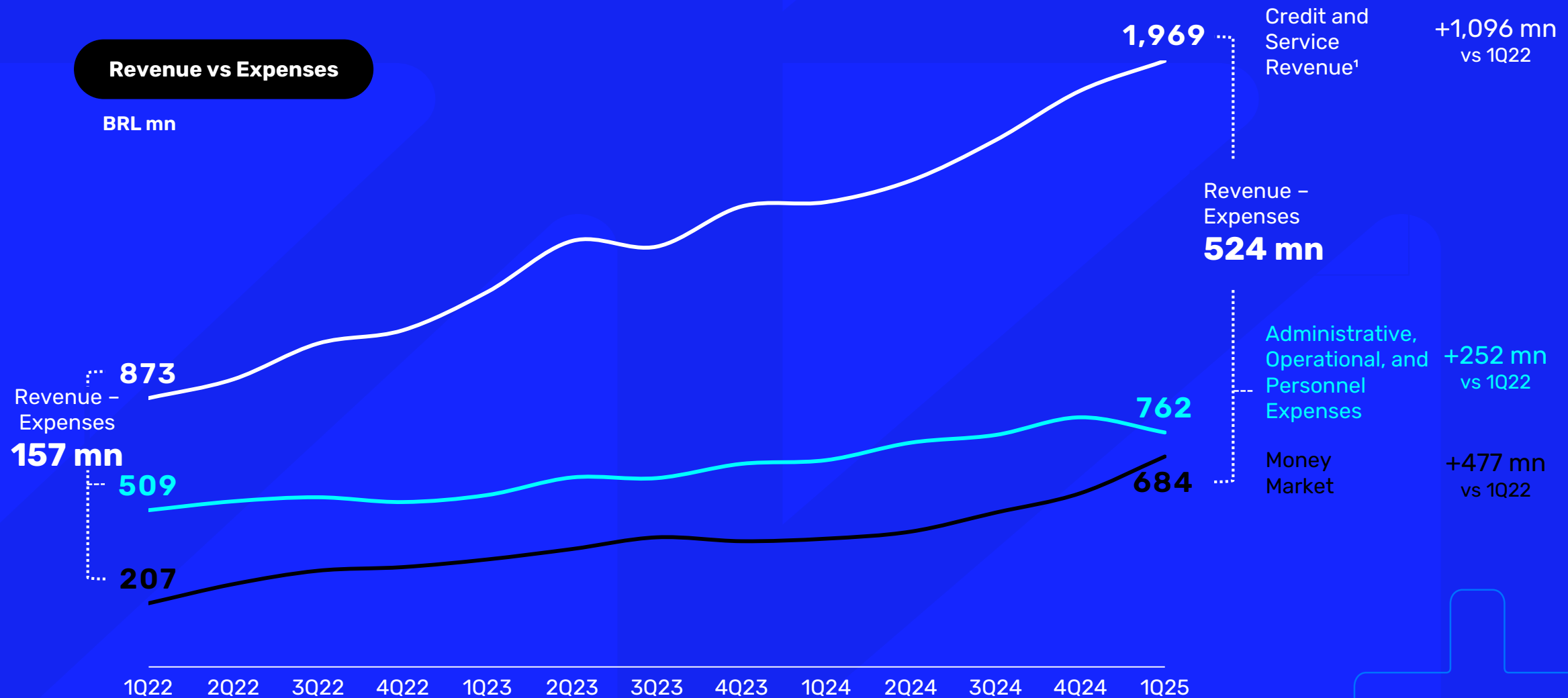


Funding Sources

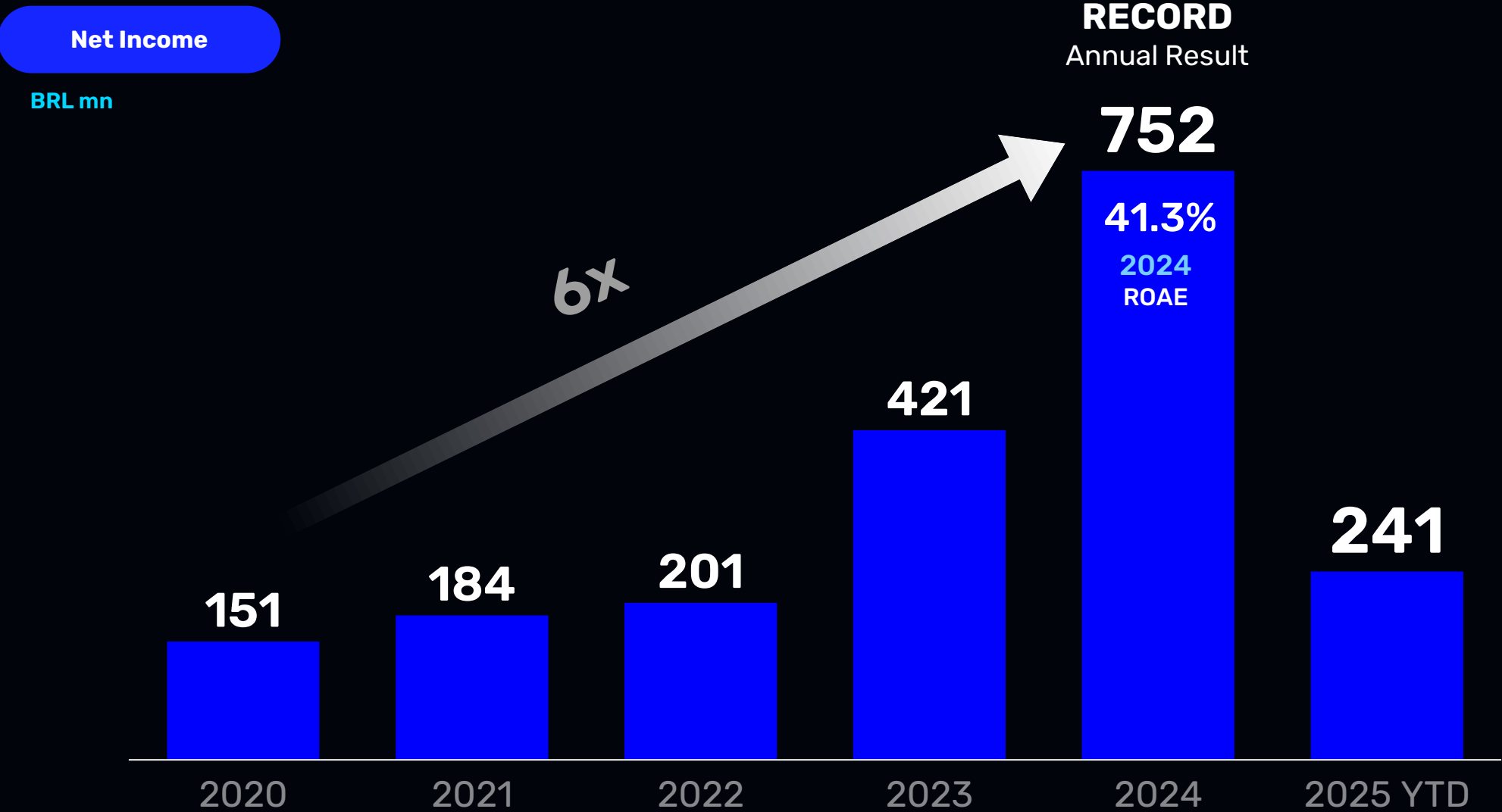


**M+** (1) It refers to our customer base that receives their pensions and other benefits (INSS) at the bank, and that are simultaneously responsible for a significant part of our funding.

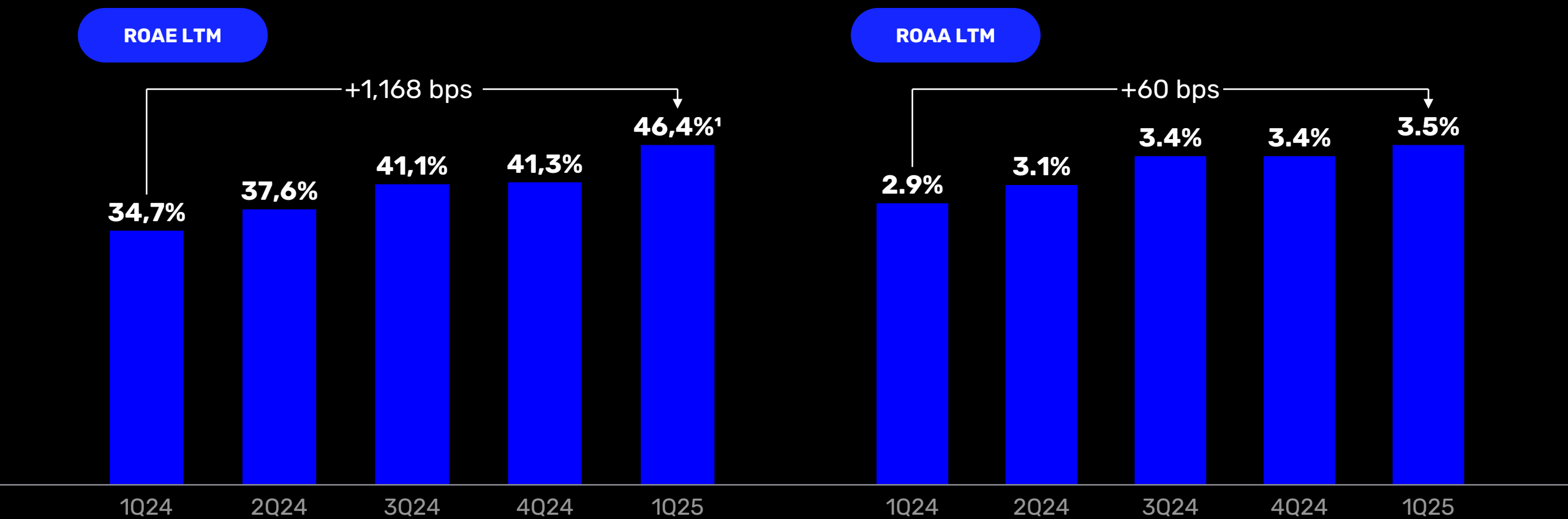
Credit and service revenue are growing at a faster pace than expenses.



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

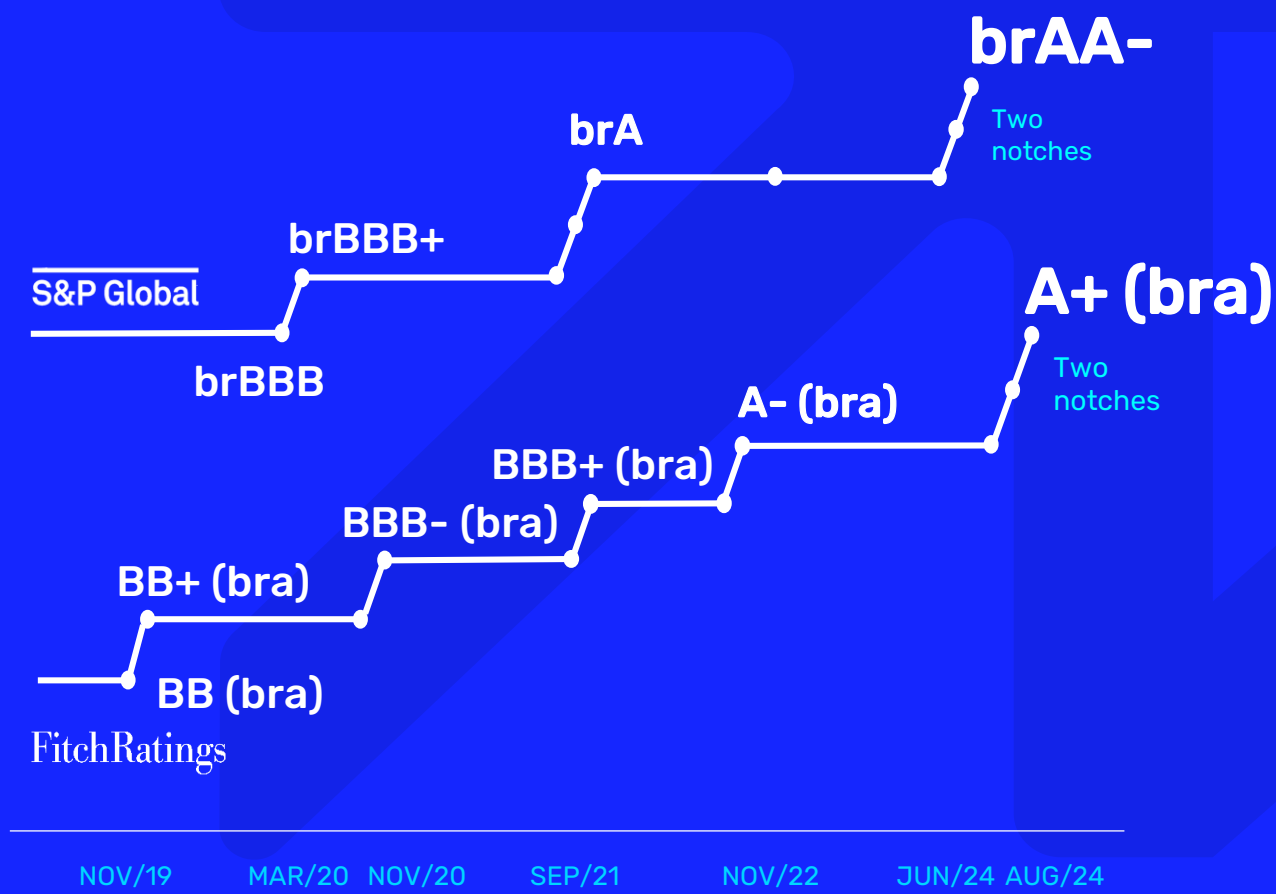


Over the past 12 months, profitability metrics also show continuous improvement.

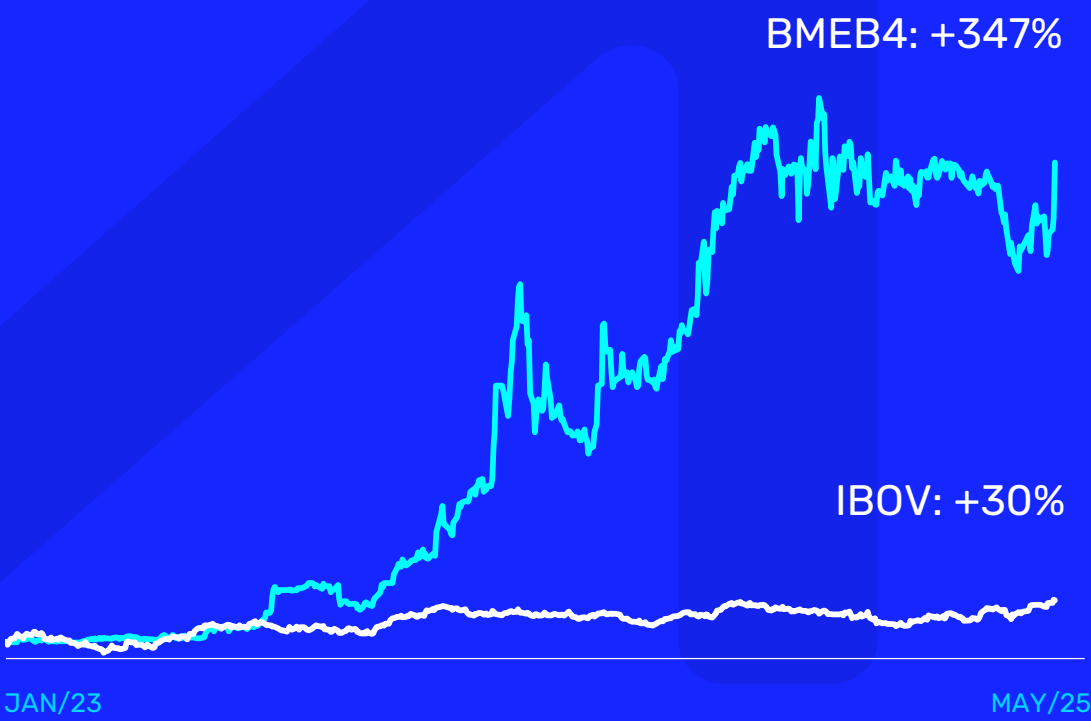




The evolution of our business model was recognized through a double upgrade in our **ratings by S&P and Fitch**, as well as an increase in our **stock price**.



**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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