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DEAL

Bmg | Inter | Bmg Granito

November, 2020



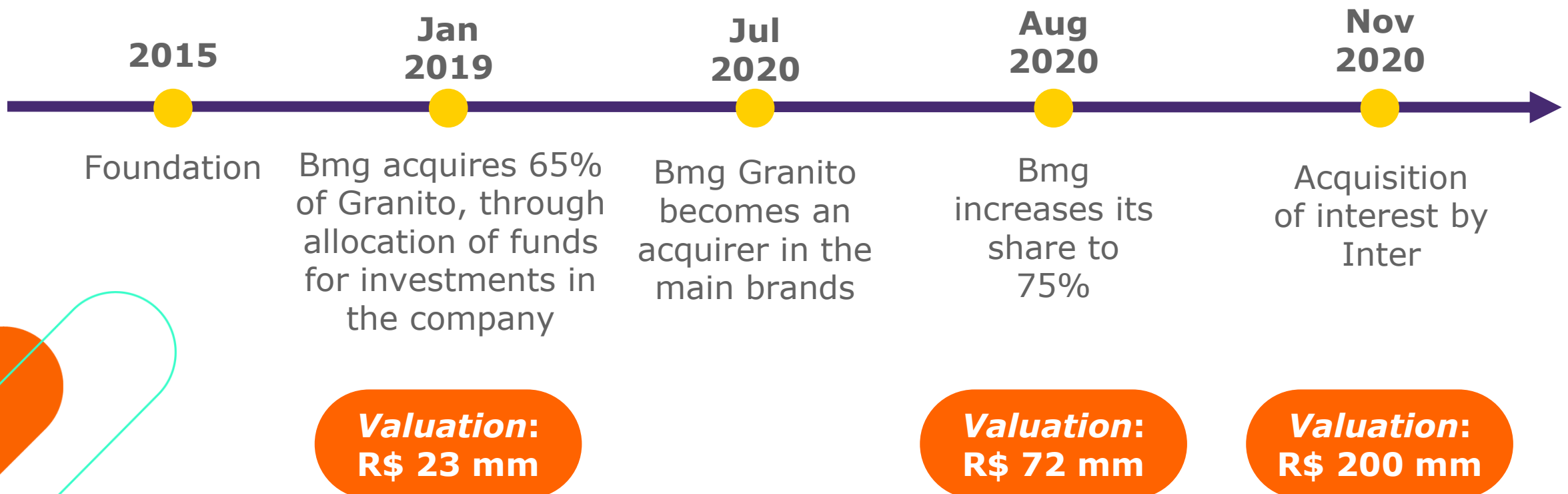


DISCLAIMER

This presentation contains information about the businesses of Bmg, Inter and Bmg Granito, their projects, their strategies and their business partners. The statements cited in the presentation reflect the managers' understanding of Bmg, which may involve risks and unpredictabilities inherent to the market. Bmg, Inter and Bmg Granito can not be held responsible for any updating of any estimates contained in this presentation.

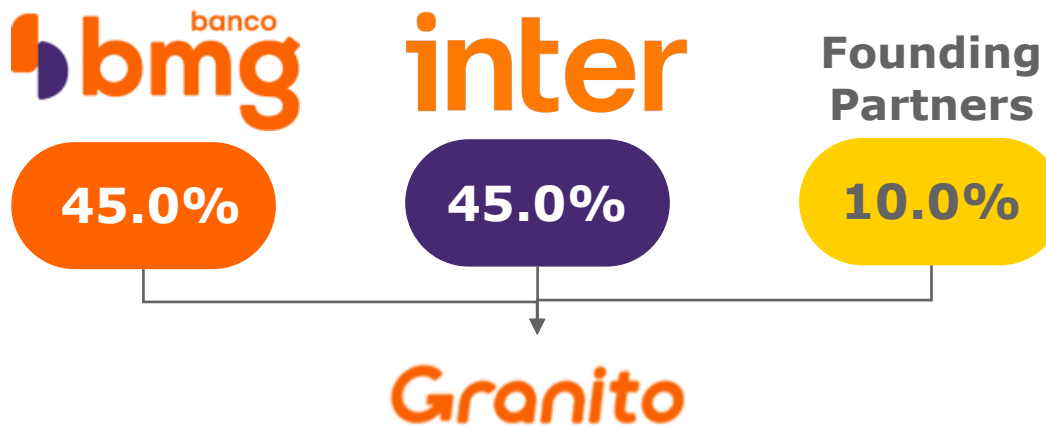
bmg Granito is an acquirer with differentiated technology focused on electronic means of payment.

It was created to respond to the needs of entrepreneurs that wanted to increase their sales and required customized means of payment solutions.



OPERATION STRUCTURE

CORPORATE STRUCTURE

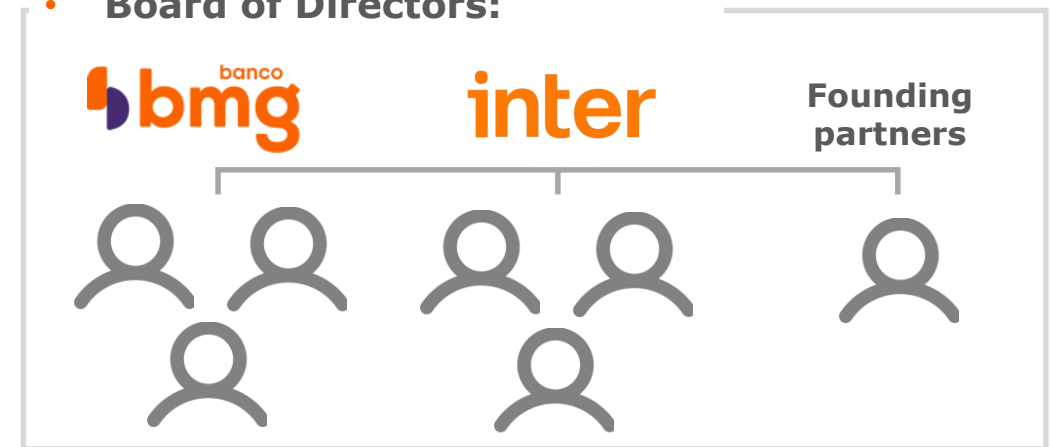


Operation stages:

- Secondary issue: Bmg acquires 6.81% stake from the Founding Partners for R\$7.5 million
- Primary issue: Inter subscribes common shares for R\$ 90 million
- Post-Money valuation: R\$ 200 million

GOVERNANCE STRUCTURE

Board of Directors:

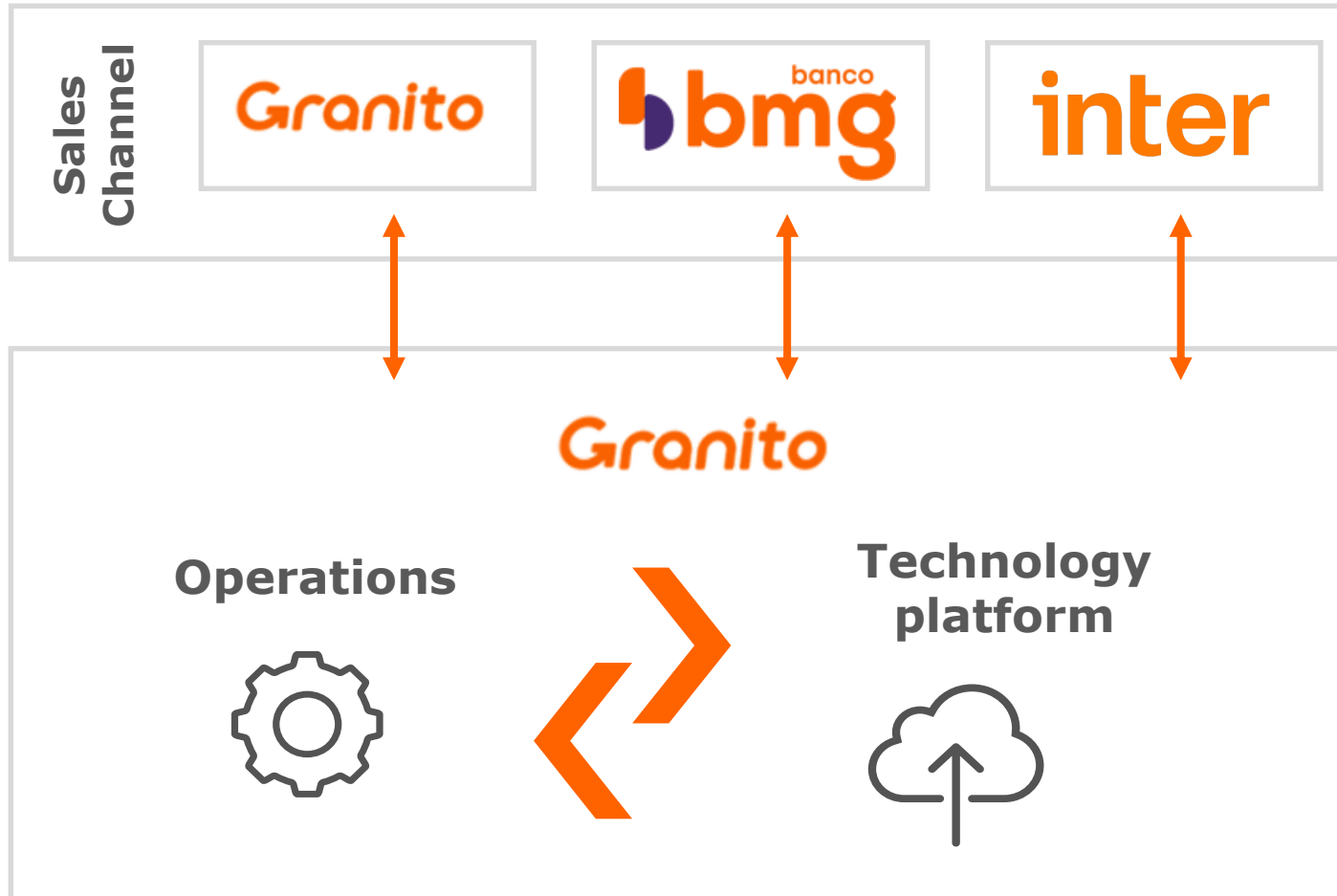


Executive Board



BUSINESS MODEL

Business model consists of 4 parts:



Granito Sales Channel

The Granito sales channel will continue to execute the face-to-face sales strategy, through hunters and farmers, with the exclusive banking domicile for Bmg.

BUSINESS STRATEGY

BUSINESS STRATEGY

Sales performance model

1

We continue to expand the current business model, with expansion via farmers and hunters.



**Face-to-face
performance**



**Phyigital model
with opening
accounts**



**Banking products
via Bmg digital
bank**

2

New not-present capture products for the Bmg Individual and Companies digital bank



**Product
development**



**Approval and
implementation**



**Creation of the new
digital channel**

The partnership aims to **maximize opportunities for digital products**. Among the not-present digital capture solutions to be developed, the most relevant are:



**Payment
link**



**Checkout
API**



**Hardwareless
Solution**



Wallet

Next steps

- Development of the operating strategy
- Construction of business plan and roadmaps
- Design of the commercial performance strategy
- The completion of the operation will be subject to regulatory approvals

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