NU

Q32024 Earnings Presentation



Nov 13, 2024

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In addition to IFRS financials, this presentation includes certain summarized, non-audited or non-IFRS financial information. These summarized, non-audited or non-IFRS financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with IFRS. References in this presentation to "R\$" refer to the Brazilian Real, the official currency of Brazil.



Continued Growth of One of the World's Largest Digital Banking Platforms



Note 1: Adult population market share is calculated as the Nu's Brazilian adult customers divided by the adult population of the country. Adult Population of the country is estimated from the 2023 Brazilian demographic census. Note 2: Adult population is defined as 18+ years for Brazil. Note 3: 'Activity Rate' is defined as monthly active customers divided by the total number of customers as of a specific date. Note 4: For additional detail on calculations of Adjusted Net Income please refer to the appendix Non-IFRS Financial measures and reconciliations. Note 6: 'ROE' stands for Return on Equity. It is annualized and a non-GAAP measure. Refer to the appendix Non-IFRS Financial measures and reconciliations. Source: IBGE, Nu.

Third Quarter 2024 Results

Compounding Growth Showcasing Robust Cohort Performance

Revenue by Yearly Cohort (US\$MM)



Profitability Momentum Continues; ROE Surpasses 30%, Despite Significant Excess Capital

Financial Performance (US\$MM)

Metrics	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24
Revenues YoY FXN	2,137 53%	2,405 57%	2,736 64%	2,849 65%	2,943 56%
Gross Profit Margin	915 43%	1,143 48%	1,182 43%	1,359 48%	1,349 46%
Net Income (Loss) Annualized ROE	303 21%	361 23%	379 23%	487 28%	553 <i>30%</i>
Adjusted Net Income (Loss) Annualized ROE	356 25%	396 26%	443 27%	563 33%	592 33%

Q3'24 Results





Strong Customer Acquisition and Sustained Growth in Activity Rate



Compounding Effect of More Engagement and More Cross-sell Driving Ongoing ARPAC Expansion



Note 1: 'Primary banking account' refers to our relationship with those of our customers who had at least 50% of their post-tax monthly income transferred out of their NuAccount in any given month, excluding self-transfers. Percentage of customers with a primary banking relationship is calculated as active customers with a primary banking relationship as a percentage of total active customers that have been with Nu for more than 12 months. Note 2: 'Number of products per active customer' refers to the number of products used by an active customer. Note 3: 'ARPAC' stands for average revenue per active customer. 'Monthly ARPAC' is calculated as the average monthly revenue (total revenue divided by the number of months in the period) divided by the average number of individual active customers at the beginning of the period measured, and the number of monthly active customers at the end of the period). Note 4: The averages are calculated for the entire user base for each metric, respectively. Note 5: 'Active Customer' are for Brazil only. Source: Nu.

Third Quarter 2024 Results

Sustained Revenue Growth Fueled by Customer Acquisition and ARPAC Expansion



Note 1: Amounts are presented in US dollars and growth rates on an FX Neutral basis. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Note 2: 'Average revenue per active customer' or 'ARPAC' is defined as the average monthly revenue (total revenue divided by the number of monthly in the period) divided by the average number of individual active customers during the period (average number of individual active customers is defined as the average of the number of monthly active customers at the beginning of the period measured, and the number of monthly active customers at the end of the period). Source: Nu.

Strong Performance for Both Credit Card and Lending Portfolios, with Lending Gaining More Relevance Over Time



Interest Earning Portfolio over Total Portfolio Consistently Outperforms the Market as Nu Expands Financial Products and Features

Credit Card IEP Evolution (% of Total Receivables – Brazil Only)

Nu Interest Earning Installments Balance
 Nu Revolving Balance
 Market Interest Earning Installments Balance
 Market Revolving Balance
 Market Non-Interest Earning Balance



Note 1: 'IEP' stands for Interest Earning Portfolio and accounts for all interest-bearing balances including all late balances. Note 2: All data presented is for Brazil only. Note 3: Nu Installments [EP includes 'boleto payments': allows customers to use their credit card for paying bills in installments; 'purchase financing': allows customers to transform existing credit card purchases in installments, directly in the app; 'PIX financing': allows customers to make PIX transactions using their credit card limit; and its respective past due balances; 'cash-in': allows customers to convert their credit card limit into cash in their account. Note 4: Revolving includes all revolving balances (i.e.: customer makes the minimum payment in monthly billing cycle) and past due balances (excluding those in Note 3). Note 5: Market balances excludes Nu. Source: Nu, Brazilian Central Bank.

Third Quarter 2024 Results

Sustained Sequential Growth in Secured and Unsecured Loan Origination



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Note 1: Amounts are presented in Brazilian Reais. Note 2: Credit Yield is the average rate of the loans originated in the last month of each quarter. Note 3: Secured Lending includes Payroll Deductible Loans, FGTS Deductible Loan and INSS Deductible Loan. Note 4: Unsecured Lending includes both individuals and Small and Medium-sized Enterprises (SMEs). Source: Nu.

Robust Deposit Franchise Fueled By Volume Growth and Cost of Deposits Aligned with Nu's Strategy in New Geos

Deposits (US\$BN) YoY: 60% Brazil **FXN** Mexico 9% 28.3 FXN Colombia 16% 5% 25.2 299% FXN 🍃 0.9 FXN 🍃 24.3 FXN 🍃 23.7 20% 3.9 0.2 FXN 61% 119% 27% Cost of 3.3 FXN 🍃 1.0 2.3 FXN 🍃 FXN 🔊 19.1 Deposits as a % 23.5 518% 22.7 FXN of Interbank 22.0 10% 21.7 0% 6% 0.2 FXN 🍃 Rate FXN 🔪 FXN 🗩 15% 18.9 FXN 🍃 89% 87% 84% 80% 80% Q3'23 Q4'23 Q2'24 Q3'24 Q1'24

Third Quarter 2024 Results

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Note 1: Amounts are presented in US dollars and growth rates on an FX Neutral basis. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Note 2: Rates presented are calculated as the ratio between the interest expenses paid to customers in the period and the interest income of the same deposits yielding 100% of the respective interbank rate: Mexico ("TIIE"), Colombia ("IBR") and Brazil ("CDI"). Source: Nu, BCB, Banxico, Banrep.

Net Interest Income Expansion Driven by Growth in Interest Earning Portfolio



Note 1: 'NII' stands for Net Interest Income and is calculated as Interest income and gains (losses) on financial instruments minus Interest and other financial expenses. Note 2: 'NII' stands for Net Interest Margin, is annualized, and is the ratio between NII in the numerator and the denominator is defined as the following average balance sheet metrics: i) Cash and cash equivalents ii) Financial assets at fair value through OCI iv) Compulsory deposits at central banks v) Credit Card Interest-earning portfolio vi) Loans to customers (gross) vii) Interbank transactions viii) Other financial assets at amortized cost x) Securities. Note 3: Amounts are presented in US dollars and growth rates on an FX Neutral basis. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Source: Nu.

Third Quarter 2024 Results

Low Cost to Serve Underscores Operating Leverage Potential



Note 1: Amounts are presented in US dollars and growth rates on an FX Neutral basis. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Note 2: 'Cost to serve' is defined as the monthly average of the sum of transactional expenses, customer support and operations expenses (sum of these expenses in the period divided by the number of months in the period) divided by the average number of individual active customers during the period (average number of individual active customers at the beginning of the period measured, and the number of monthly active customers at the end of the period). Note 3: Q3'24 one-off adjustment was related to cloud service provider retroactive fixed FX correction relocated from Customer Service to G&A. Source: Nu.

Third Quarter 2024 Results

Sustained Gross Profit Growth, Despite FX Headwinds



Strong Track Record of Driving Operating Leverage as Business Scales



Note 1: 'NII' stands for Net Interest Income and is calculated as Interest income and gains (losses) on financial instruments minus Interest and other financial expenses. Note 2: 'F&C' stands for Fee and Commission Income. Note 3: 'Costs' include transactional Expenses and operating expenses. Note 4: Efficiency Ratio is defined as Total Operating Expenses plus Transactional Expenses divided by NII and Fees and Commission Income. Note 5: Q4'22 Efficiency Ratio as defined as Total Operating Expenses plus Transactional Expenses and Commission Income. Note 5: Q4'22 Efficiency Ratio and Costs exclude the effect of the one-time non-cash recognition of the 2021 CSA termination. Unadjusted Efficiency Ratio and Save as US\$849, 6 million. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Source: Nu.

Sustained Growth in Both Net Income and Adjusted Net Income



Q3'24 Credit Underwriting





Delinquency Ratios Tracking Expectations



Third Quarter 2024 Results

NPL Ratios Over IEP Balance Imply Stable Credit Risk Through the Product Cycle



Note 1: Includes credit card revolving, credit card financing, unsecured lending and secured lending, excluding SMEs (Small and Medium-sized Enterprises). Note 2: 'IEP' stands for Interest Earning Portfolio and accounts for all interest-bearing balances including all late balances. Note 3: 'NPL' is a nonperforming loan. Note 4: In Q2'22, we reviewed and changed our write-off methodology for recovery of the contractual cash-flows of NPLs arising from unsecured lending from 360+ days to 120+ days. Figures consider this change. Our write-off methodology for credit cards remained unchanged at 360+ days. Note 5: Information presented for Brazil only. Source: Nu.

Risk-Adjusted NIM Performance Demonstrates Effective Pricing for Marginal Risk

Credit Loss Allowance & Risk Adj. NIM



Note 1: 'CLA' stands for Credit Loss Allowance Expenses. Note 2: 'Risk Adj. NIM' stands for Risk Adjusted Net Interest Margin, is annualized, and is calculated by dividing NII (Net Interest Income) net of CLA (Credit Loss Allowance) by Interest Earning Assets defined as the following average balance sheet metrics: i) Cash and cash and

Q&A







Purchase Volume Growth Remains Strong YoY



Purchase Volume per Customer (US\$)



Note 1: Amounts are presented in US dollars and growth rates and Purchase Volume per Customer on an FX Neutral basis. For additional detail on calculations please refer to the appendix Non-IFRS Financial measures and reconciliations. Note 2: The average represents the average monthly purchase volume per customer defined as the total purchase volume of the period divided by the number of months in the period and divided by the average number of individual customers during the period (average number of individual customers during the period). Note 3: Purchase volume is defined as the total value of transactions that are authorized through our credit, debit and pre-paid cards; it does not include other payment methods that we offer such as PIX, a payment system that allows real-time payments and transfers launched by the Central Bank of Brazil, or WhatApp payments. Source: Nu.

Consistent Growth and ARPAC Acceleration Across All Cohorts Adjusted By Constant Risk Mix





Comfortable Capital and Liquidity Positions



Formation Ratios Tracking Expectations



Note 1: Includes both credit card and lending, excluding SMEs (Small and Medium-sized Enterprises). Note 2: 'NPL' is a nonperforming loan. Note 3: In Q2'22, we reviewed and changed our write-off methodology for credit cards from unsecured lending from 360+ days to 120+ days. Figures consider this change. Our write-off methodology for credit cards remained unchanged at 360+ days. Note 4: Information presented for Brazil only. Note 5: Normalization used in this calculation follows similar principles of those adopted in this presentation for NPL and RAM, with the additional adjustments in this case of write-offs, which vary in methodology for credit cards (360 days) and personal loans (120 days) according to our IFRS accounting principles Source: Nu.

Coverage Ratios Reflect NPL Dynamics



Portfolio Growth Continues to be the Main Factor of Provision Balance Increase

Provisions Bridge (US\$MM, FXN)



Revenue by Yearly Cohort

Revenue by Yearly Cohort (US\$MM)



Loan Portfolio (FX Neutral) (1/2)

Steady Credit Book Expansion

Total Portfolio (FXN US\$BN) YoY: 47% Lending **FXN** Credit Card IEP Lending: 97% FXN Credit Card IEP: 67% FXN Credit Card non-IEP 20.9 Credit Card non-IEP: 21% FXN 8% FXN 19.4 8% FXN 🗩 18.0 11% 19% FXN 🗩 5.7 16.2 FXN 17% 14% 4.8 FXN FXN 🍃 24% 4.1 14.2 FXN 🔶 3.3 14% 4% FXN FXN 🍃 2.9 10% 5.5 FXN 🔪 5.3 20% 4.8 FXN 21% 4.0 X FXN 🔶 3.3 4% 2% FXN 🧩 2% FXN 🗩 FXN 🔶 11% FXN 🔶 9.7 9.3 9.1 8.9 8.0 Q3'23 Q4'23 Q1'24 Q2'24 Q3'24

Loan Portfolio (FX Neutral) (2/2)

Steady Credit Book Expansion



This presentation includes financial measures defined as "non-IFRS financial measures" by the SEC, including: Adjusted Net Income and certain FX Neutral measures and provides reconciliations to the most directly comparable IFRS financial measure. A non-IFRS financial measure is generally defined as a numerical measure of historical or future financial performance or financial position that purports to measure financial performance but excludes or includes amounts that would not be so adjusted in the most comparable IFRS measure. These non-IFRS financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with IFRS.

Adjusted Net Income is defined as profit (loss) attributable to shareholders of the parent company for the period, adjusted for the expenses and allocated tax effects on share-based compensation.

Adjusted Net Income is presented because management believes that this non-IFRS financial measure can provide useful information to investors, securities analysts and the public in their review of the operating and financial performance of the Company, although it is not calculated in accordance with IFRS or any other generally accepted accounting principles and should not be considered as a measure of performance in isolation. Nu also uses Adjusted Net Income as a key profitability measure to assess the performance of the business. Nu believes Adjusted Net Income is useful to evaluate operating and financial performance for the following reasons:

- Adjusted Net Income is widely used by investors and securities analysts to measure a company's operating performance without regard to items that can vary
 substantially from company to company and from period to period, depending on their accounting and tax methods, the book value and the market value of their
 assets and liabilities, and the method by which their assets were acquired; and
- Non-cash equity grants made to executives, employees or consultants at a certain price and point in time, and their hedge accounting effects for the corporate tax and social wages and their income tax effects, do not necessarily reflect how the business is performing at any particular time and the related expenses (and their subject impacts in the market value of assets and liabilities) are not key measures of core operating performance.

Adjusted Net Income is not a substitute for Net Income, which is the IFRS measure of earnings. Additionally, the calculation of Adjusted Net Income (Loss) may be different from the calculation used by other companies, including competitors in the technology and financial services industries, because other companies may not calculate these measures in the same manner as we do, and therefore, measure may not be comparable to those of other companies.

Adjusted Net Income

Nu Haldinga Canaalidatad	As repor	As reported		
Nu Holdings - Consolidated	For the three months ended September 30,			
Adjusted Net Income (US\$ million)	2024	2023		
Profit attributable to shareholders of the parent company	553.4	303.0		
Share-based compensation	87.2	71.2		
Allocated tax effects on share-based compensation	(30.4)	(20.5)		
Hedge of the tax effects on share-based compensation	(18.0)	1.9		
Adjusted Net Income for the period	592.2	355.6		

Q4'22 and FY22 Metrics adjusted by the CSA cancellation

Nu Holdings - Consolidated		December 31, 2022			
US\$ million	As presented in the finan statements	cial CSA termination adjustment	As presented in the earnings presentation		
Net income (loss) – for the three-month period ended	(297.6)	355.6	58.0		
Net income (loss) – for the year ended	(364.6)	355.6	(9.1)		
Costs – for the three-month period ended	(849.6)	355.6	(494.0)		
Total operating expenses – for the three-month period ended	(800.1)	355.6	(444.5)		
Total operating expenses – for the year ended	(1,972.0)	355.6	(1,616.4)		
Nu Holdings - Consolidated		December 31, 2022			
	Calculated using finance statements	ial CSA termination adjustment	As presented in the earnings presentation		
Efficiency ratio – for the three-month period ended	81.5%	(34.1)%	47.4%		

Equity and Annualized ROE/Adjusted ROE

US\$ million		Reconciliation - ROE				
Nu Holdings - Consolidated	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	
Total equity at the end of the period	5,889.3	6,406.4	6,802.7	6,923.4	7,644.3	
Net Income for the period	303.0	360.9	378,8	487.2	553.4	
Adjusted Net Income for the period	355.6	395.8	442,7	562.5	592.2	
Annualized ROE	21%	23%	23%	28%	30%	
Annualized Adjusted ROE	25%	26%	27%	33%	33%	

FX Neutral measures are prepared and presented to eliminate the effect of foreign exchange, or "FX," volatility between the comparison periods, allowing management and investors to evaluate financial performance despite variations in foreign currency exchange rates, which may not be indicative of core operating results and business outlook.

FX Neutral measures are presented because management believes that these non-IFRS financial measures can provide useful information to investors, securities analysts and the public in their review of operating and financial performance, although they are not calculated in accordance with IFRS or any other generally accepted accounting principles and should not be considered as a measure of performance in isolation.

The FX Neutral measures were calculated to present what such measures in preceding periods would have been had exchange rates remained stable from these preceding periods until the date of the Company's most recent financial information.

The FX Neutral measures for the three months ended September 30, 2023 were calculated by multiplying the as reported amounts of Adjusted Net Income and the key business metrics for such period by the average Brazilian reais / U.S. dollars exchange rate for the three months ended September 30, 2023 (R\$4.9050 to US\$1.00) and using such results to re-translate the corresponding amounts back to U.S. dollars by dividing them by the average Brazilian reais/U.S. dollars exchange rate for the three months ended September 30, 2024 (R\$5.5693 to US\$1.00), so as to present what certain of statement of profit and loss amounts and key business metrics would have been had exchange rates remained stable from this past period until the three months ended September 30, 2024.

The average Brazilian reais/U.S. dollars exchange rates were calculated as the average of the month-end rates for each month in the three months ended September 30, 2024 and 2023 as reported by Bloomberg.

FX Neutral measures for deposits and interest-earning portfolio were calculated by multiplying the as reported amounts as of each date, by the spot Brazilian reais/U.S. dollars exchange rates as of each date and using such results to re-translate the corresponding amounts back to U.S. dollars by dividing them by using the spot rate as of September 30, 2024 (R\$5.4500 to US\$1.00) so as to present what these amounts would have been had exchange rates been the same on September 30, 2023. The Brazilian reais/U.S. dollars exchange rates were calculated using rates as of such dates as reported by Bloomberg.

FX Rates - On a monthly basis, Nu translates its subsidiaries figures from their individual functional currency into Nu Holdings functional currency, the U.S. Dollars ("US\$"), following the requirements of IAS 21 "The Effects of Changes in Foreign Exchange Rates". The functional currency of the Brazilian operating entities is the Brazilian Real ("R\$"), of the Mexican entities is the Mexican Peso ("MXN"), and of the Colombian entities is the Colombian Peso ("COP").

As of January 31, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 4.9157, MXN 17.0776 and COP 3,919.7314 to US\$ 1.00) and balance sheet figures were divided by the last price FX rate of the month (R\$ 4.9554, MXN 17.2133 and COP 3,915.9800 to US\$ 1.00).

As of February 29, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 4.9632, MXN 17.0855 and COP 3,930.5262 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 4.9703, MXN 17.0542 and COP 3,926.0500 to US\$ 1.00).

As of March 31, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 4.9797, MXN 16.7634 and COP 3,901.2955 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.0145, MXN 16.5586 and COP 3,859.4300 to US\$ 1.00).

As of April 30, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.1267, MXN 16.7992 and COP 3,866.3541 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.1936, MXN 17.1402 and COP 3,921.7400 to US\$ 1.00).

As of May 31, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.1356, MXN 16.8084 and COP 3,866.1114 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.2459, MXN 17.0119 and COP 3,868.1900 to US\$ 1.00).

As of June 30, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.3968, MXN 18.2429 and COP 4,063.0875 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.5941, MXN 18.3183 and COP 4,148.6800 to US\$ 1.00).

As of July 31, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.5439, MXN 18.1169 and COP 4,034.8926 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.6505, MXN 18.6170 and COP 4,064.4600 to US\$ 1.00).

As of August 31, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.5539, MXN 19.1871 and COP 4,070.7200 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.6075, MXN 19.7282 and COP 4,177.5300 to US\$ 1.00).

As of September 30, 2024, income statement figures were divided by the average FX Rate of the month (R\$ 5.5408, MXN 19.6054 and COP 4,191.7043 to US\$ 1.00) and balance sheet figures were divided by the last price FX Rate of the month (R\$ 5.4500, MXN 19.6915 and COP 4,204.3400 to US\$ 1.00).

Equity figures are translated using the FX Rate on the date of each transaction.



www.investors.nu investors@nubank.com.br