

agi

Earnings Call
4Q25



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Introduction

Message from the Founder



Marciano Testa
Founder, Chairman & CEO of Agi Inc.

Welcome to agi



Who

- Digital Bank + Nationwide Retail Network of Smart Hubs
- Serve Social Security Beneficiaries & Payroll Workers (~100 million people or ~50% of Brazil's Population)
- Developed & Scaled a New Approach to the Market

**Superior
Hybrid
Model**

What

- Help Consumers Access Their Benefits & Payrolls
- Provide Credit & Manage Their Finances in a Better Way
- Engagement Flywheel → Become Their Primary Bank

**Unique
Go-to-Market
Approach**

How

- Leverage AI & Advanced Technologies to Differentiate
- Bridge the Gaps & Weaknesses of Legacy & Digital Banks
- Faster + Better Targeted Service + Asset-Light + Lower Risk

**Valuable
Competitive
Advantages**

Driving Growth & Profitability

3 Core Principles

1

**Always
Prioritize
the Customer**

- Prioritize Customer Needs
- Deliver the Best Service
- Price Fairly

2

**Continuously
Enhance Our
Technology**

- Continuous Investing
- Deliver the Best Experiences
- Operate Most Efficiently

3

**Focus On
Entrepreneurial &
Long Term Decisions**

- Transparency & Communication
- Compound Growth + Profitability
- Long Term Value Creation

Deliver Long-Term Shareholder Value



2025FY & 4Q25

Financial Results



Marcello Dubeux
Chief Financial & Investor Relations Officer

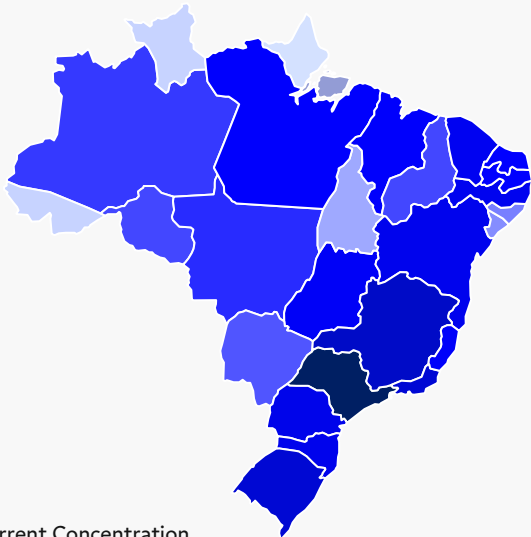
Felipe Gaspar Oliveira
Head of Investor Relations, M&A and PR



Our Strategic Positioning

Expanding into more municipalities filling the gap left by the traditional banks and digital only players...

1,111 Smart Hubs
Nationwide and Strategically Distributed



Current Concentration of Smart Hubs



... capturing the **opportunity** in the Brazilian secured credit market...

R\$ 733 Billion
Secured Lending Market
~100 million People

Social Security Beneficiaries (INSS)

41.5 Million **R\$277** Billion **9%** market share

Private Workers

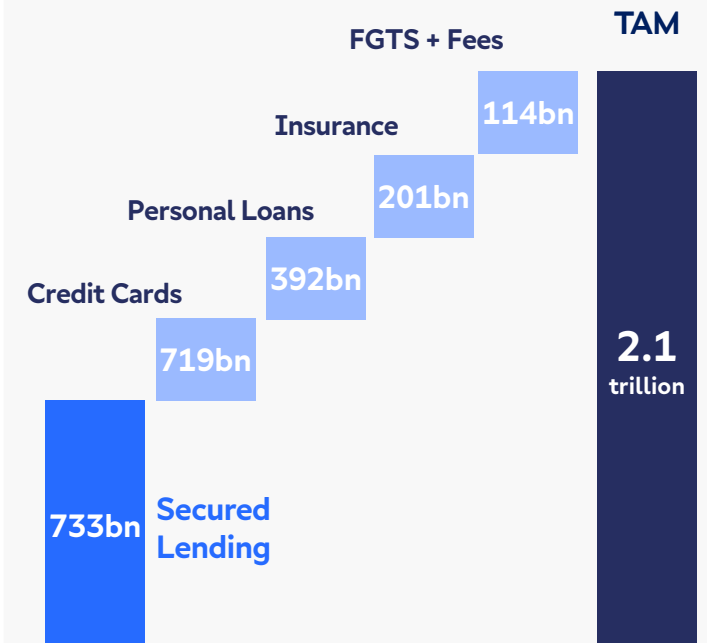
53.0 Million **R\$77** Billion **1%** market share

Public Servants

13.0 Million **R\$380** Billion **0.1%** market share

...**cross-selling** into profitable and client-centric complementary products.

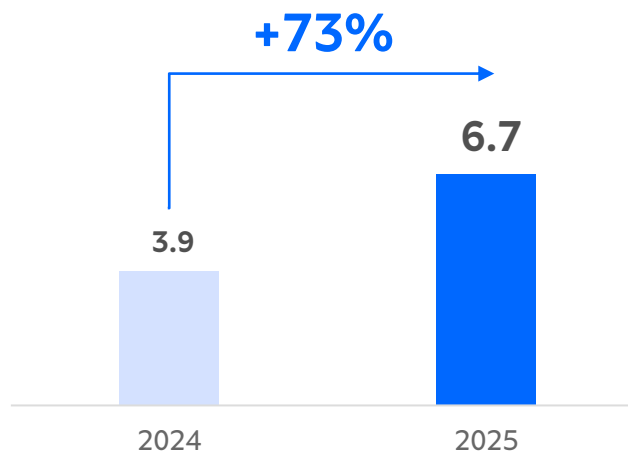
R\$ 2.1 Trillion
Total Addressable Market



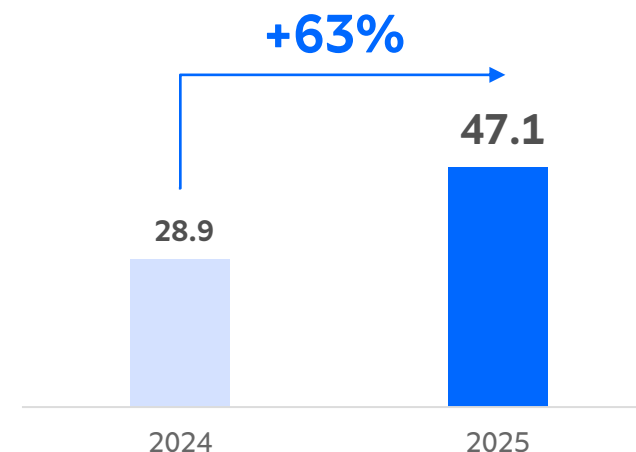
2025 At a Glance

Highlights of Yearly Growth

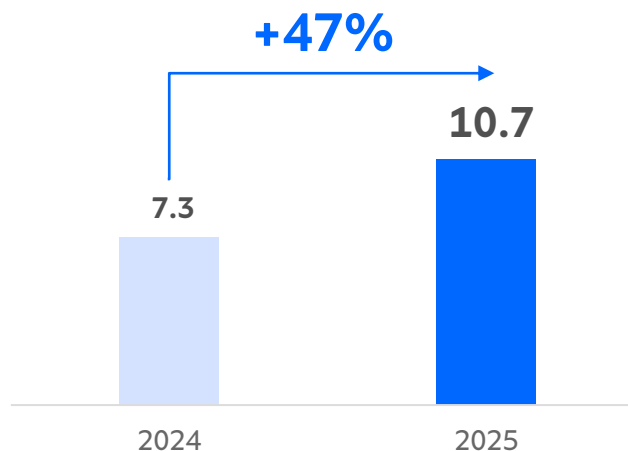
Active Clients
(# million)



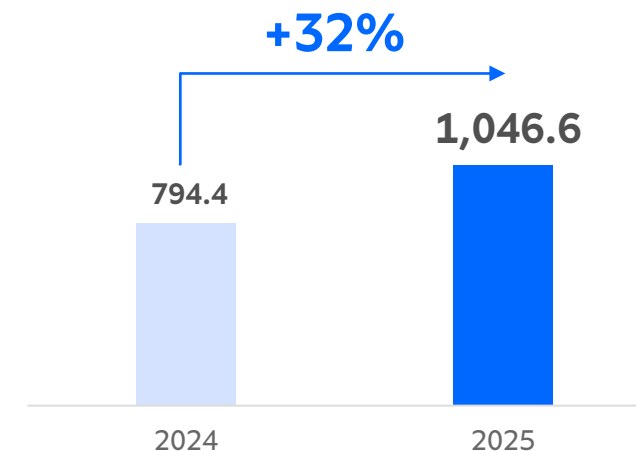
Interest Bearing Assets
(R\$ billion)



Total Revenues
(R\$ billion)



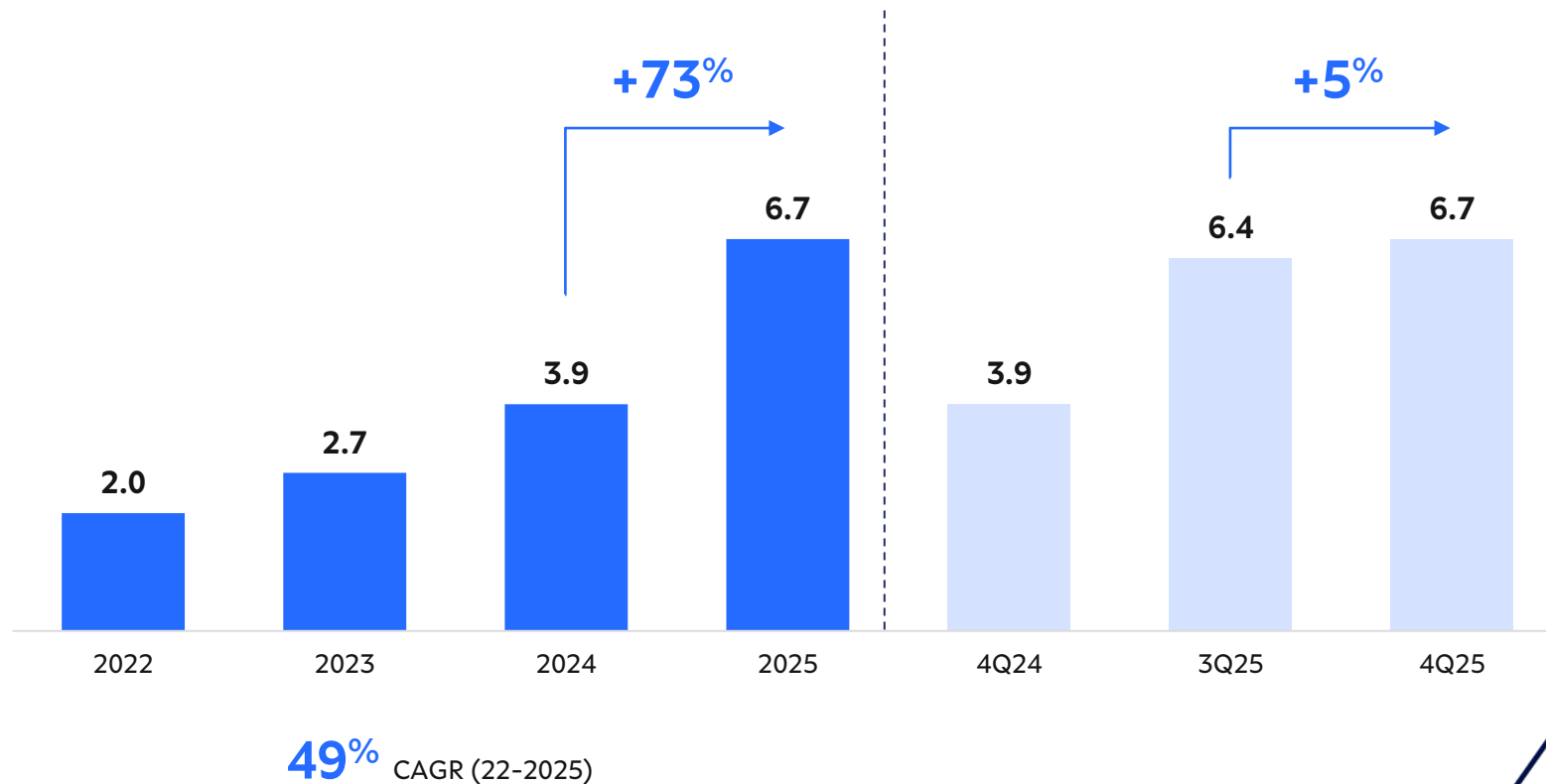
Net Income
(R\$ million)



Customers

Expansion of the Active Customer Base

Active Customers
(# million)



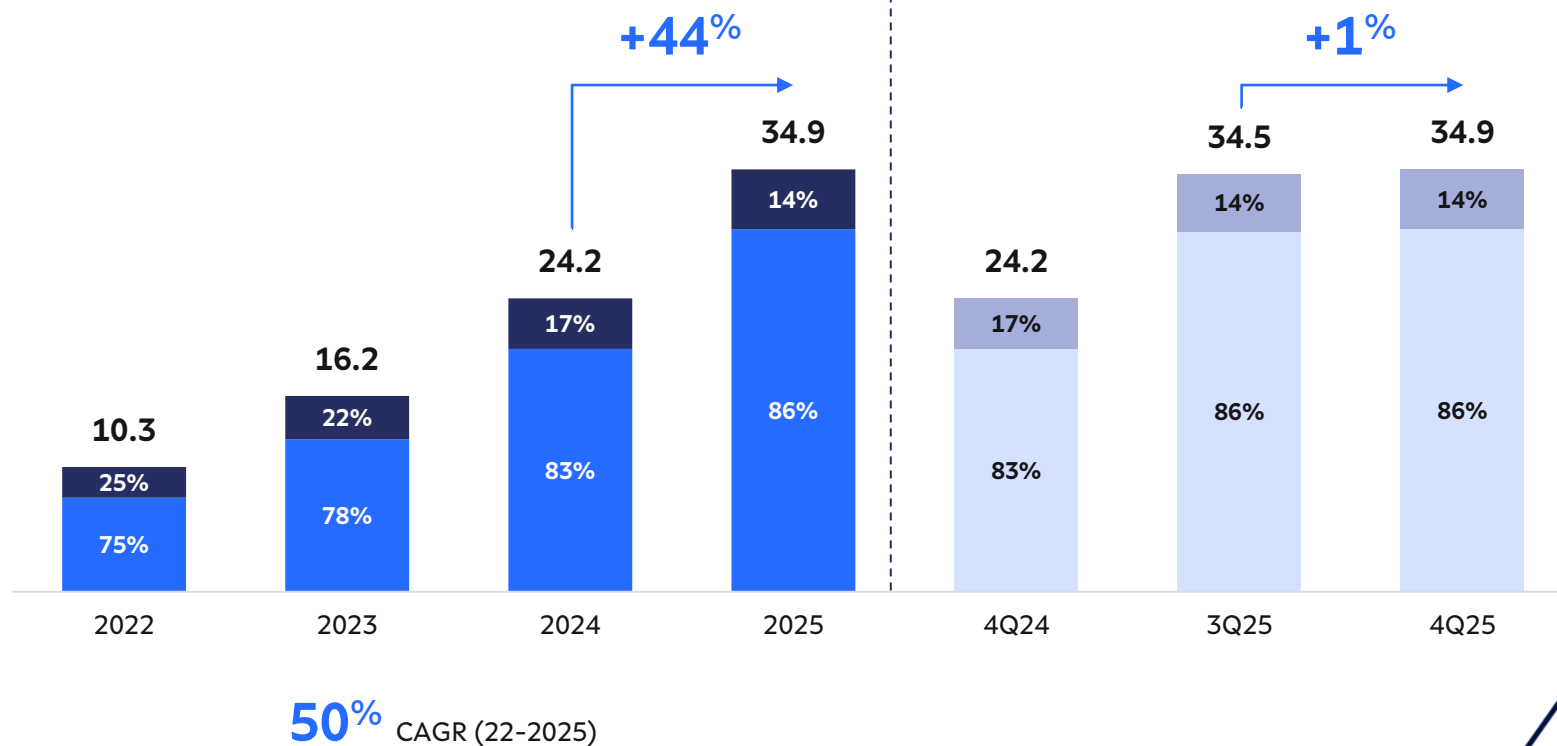
Notes: [†] Active Clients - Defined as customers who have at least one product at the end of the quarter.

Credit Portfolio

Mix of Secured and Unsecured Loans

Credit Portfolio
(R\$ bn)

■ Unsecured ■ Secured

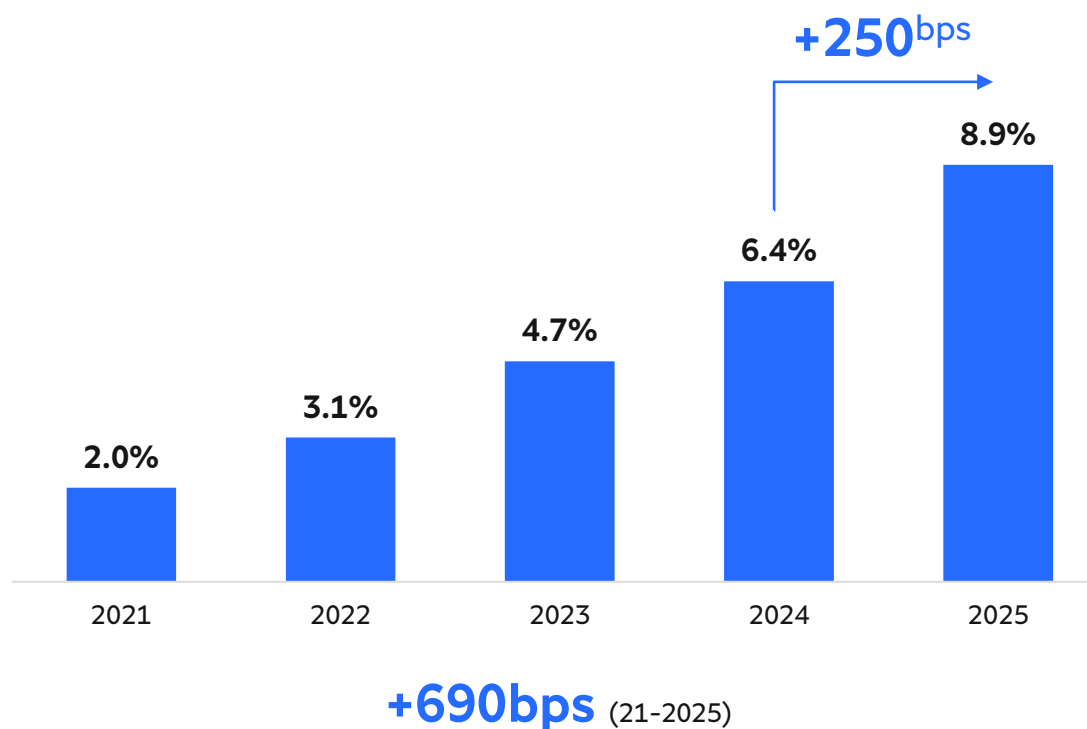


Notes: ¹ Secured Loans - Calculated as the sum of Payroll Loans, FGTS, Payroll Credit Card Loans, Premium Paid on the Acquisition of Credit Portfolios, and Adjustments of Credit Portfolios - Hedge Objects. ² Unsecured Loans - Calculated as the sum of Personal Credit Loans, Credit Card Loans, and Other Loans.

Becoming the Winner in Payroll lending

Leveraging our competitive advantages to keep growing market share

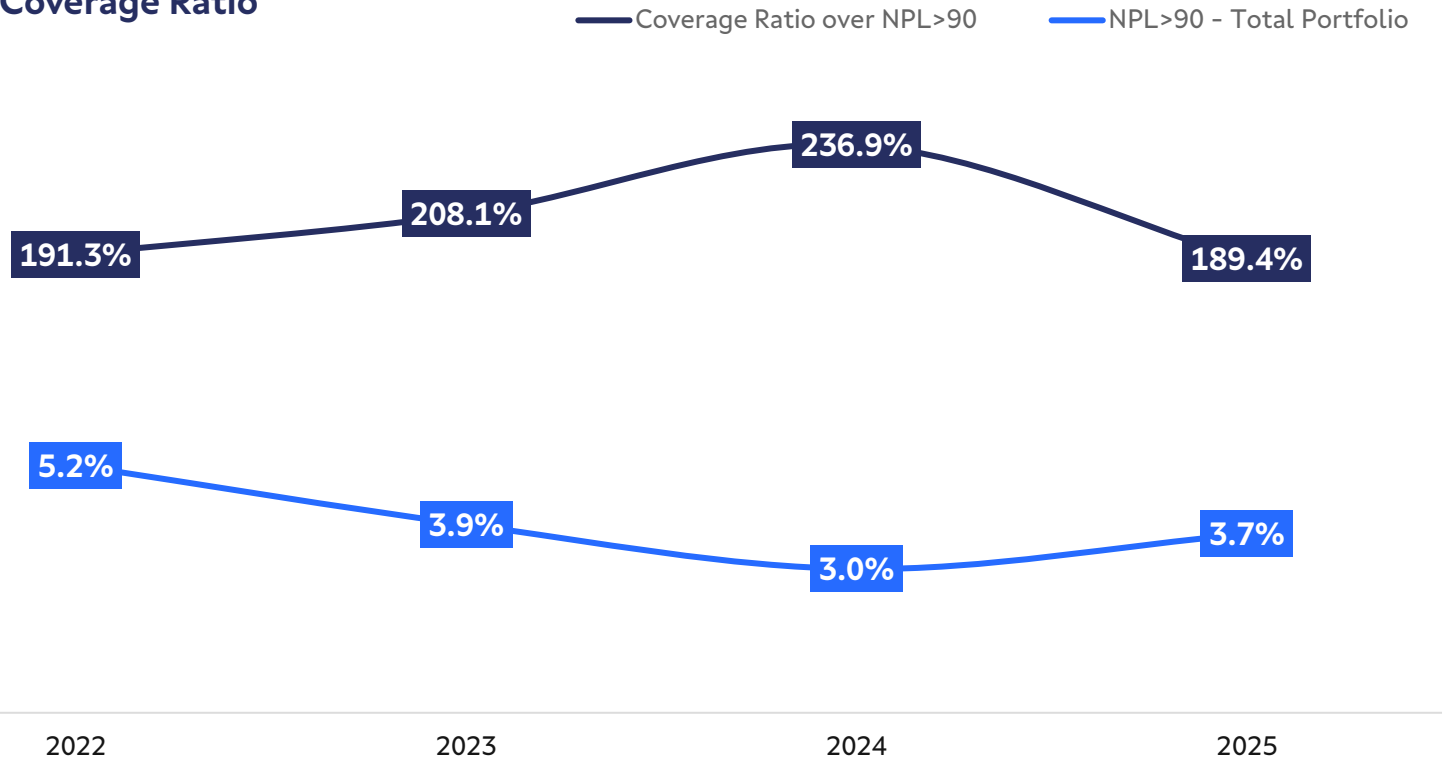
Market share - INSS Payroll Credit



Credit Quality

Low delinquency ratios
with comfortable
levels of coverage ratio

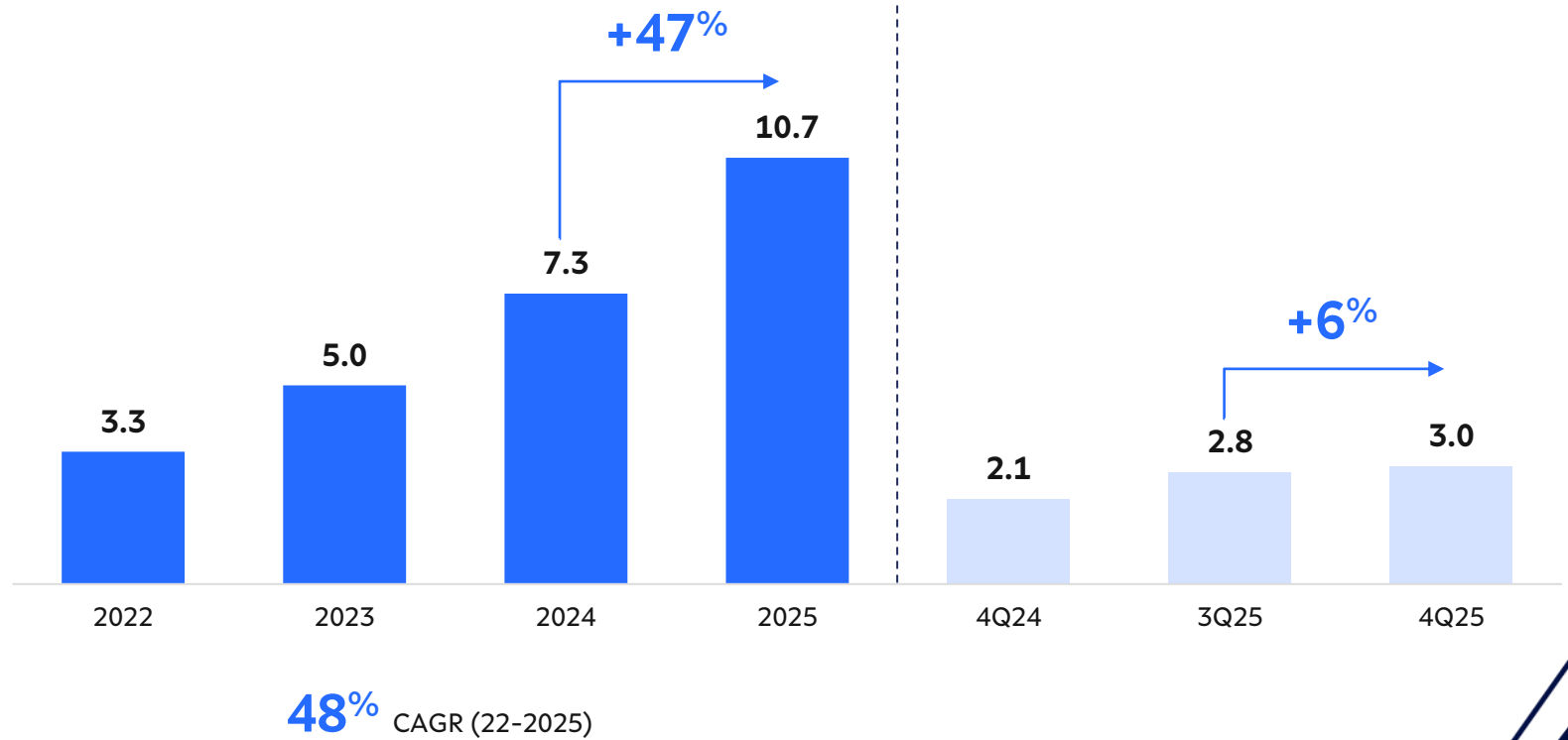
NPL and Coverage Ratio



Revenues

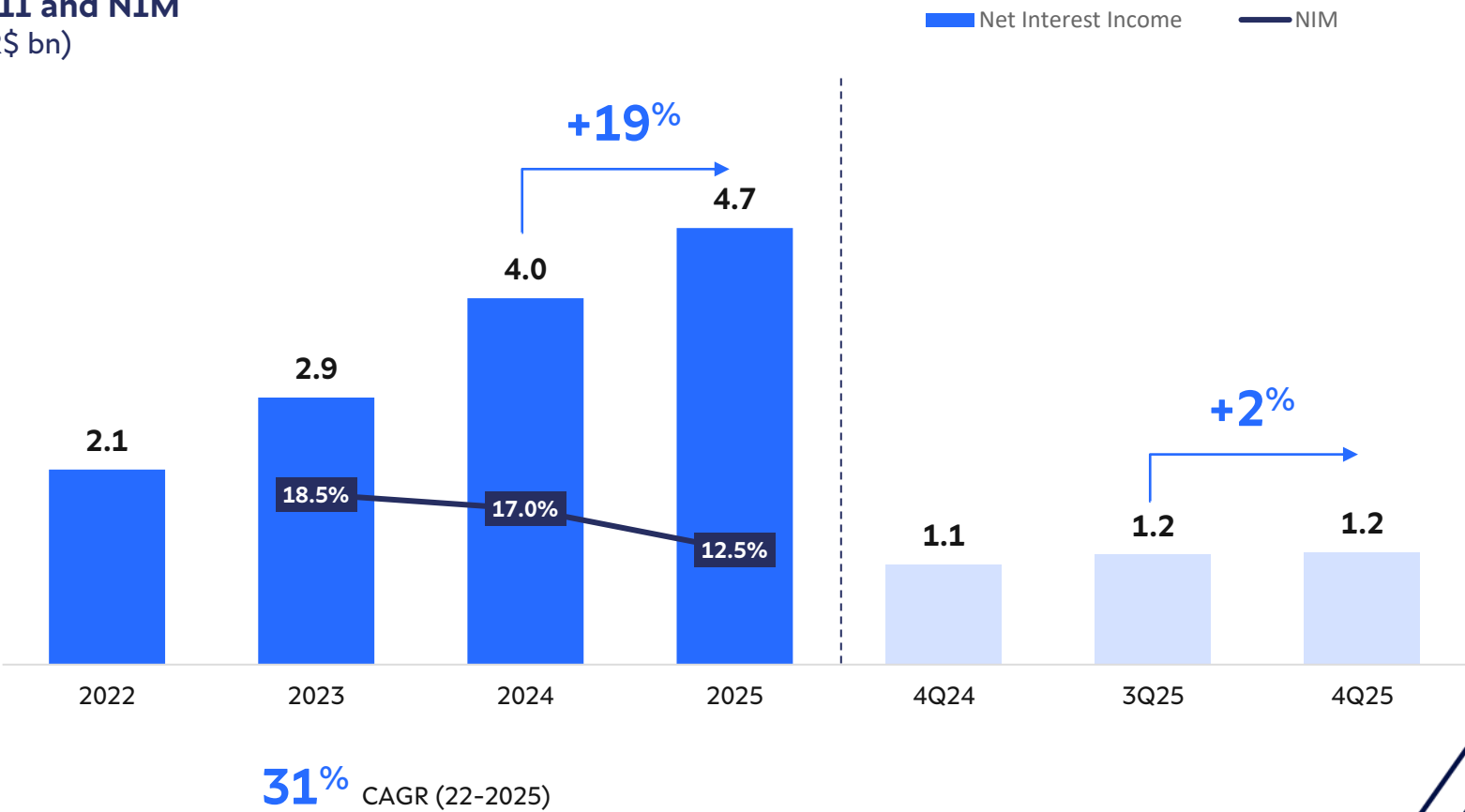
Growth in line with the evolution of assets

Total Revenues
(R\$ bn)



Net Interest Income and NIM

NII and NIM
(R\$ bn)

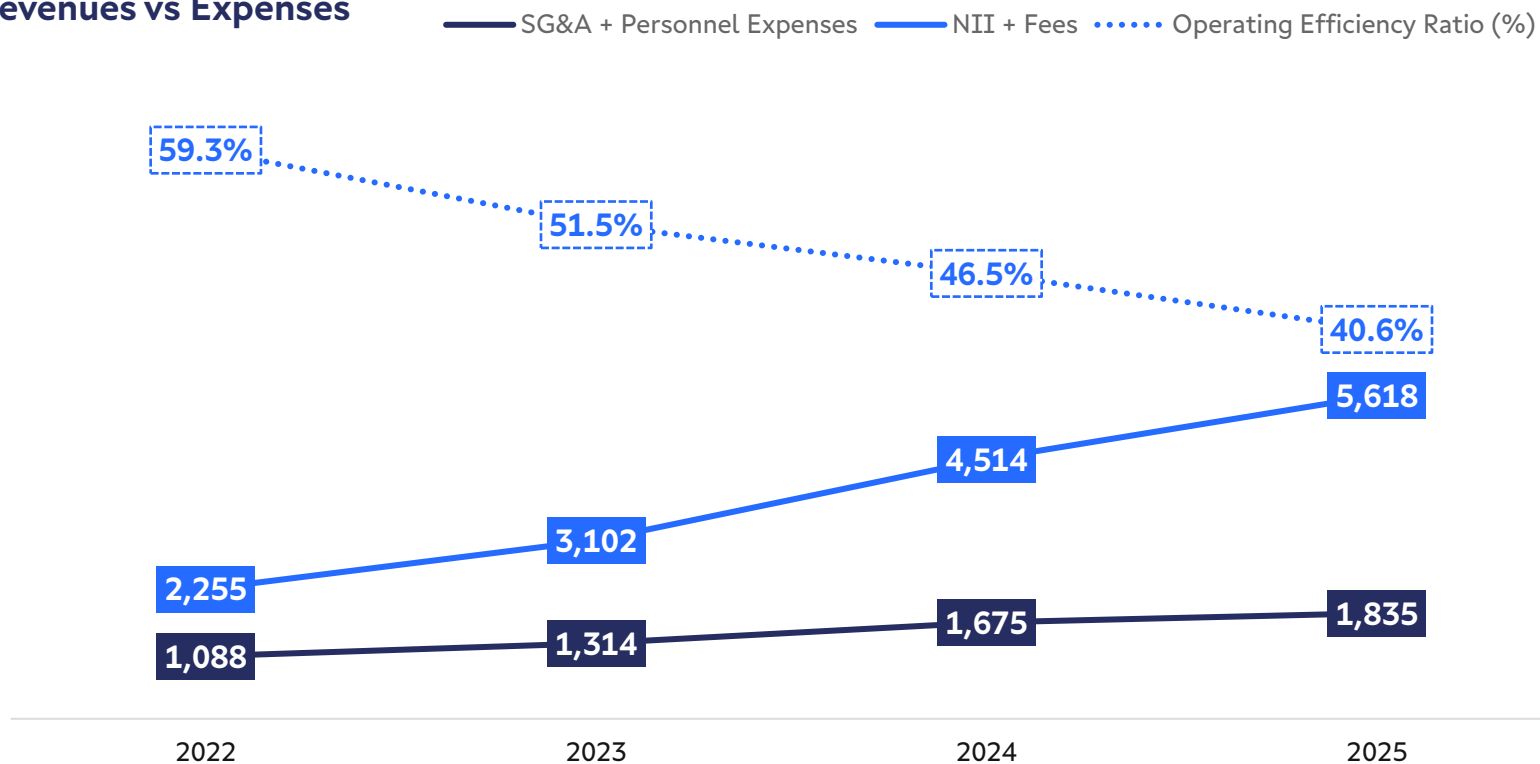


Notes: ¹Net Interest Income - Calculated as the sum of Interest Income and Gains (Losses) on Financial Assets at Fair Value through Profit or Loss, minus Interest Expenses. ²Net Interest Margin - Calculated by dividing the sum of the last four quarters' NII by the average Interest-Bearing Assets over the last five quarters.

Efficiency

We Built a Scalable Platform To Support Our Growth

Revenues vs Expenses

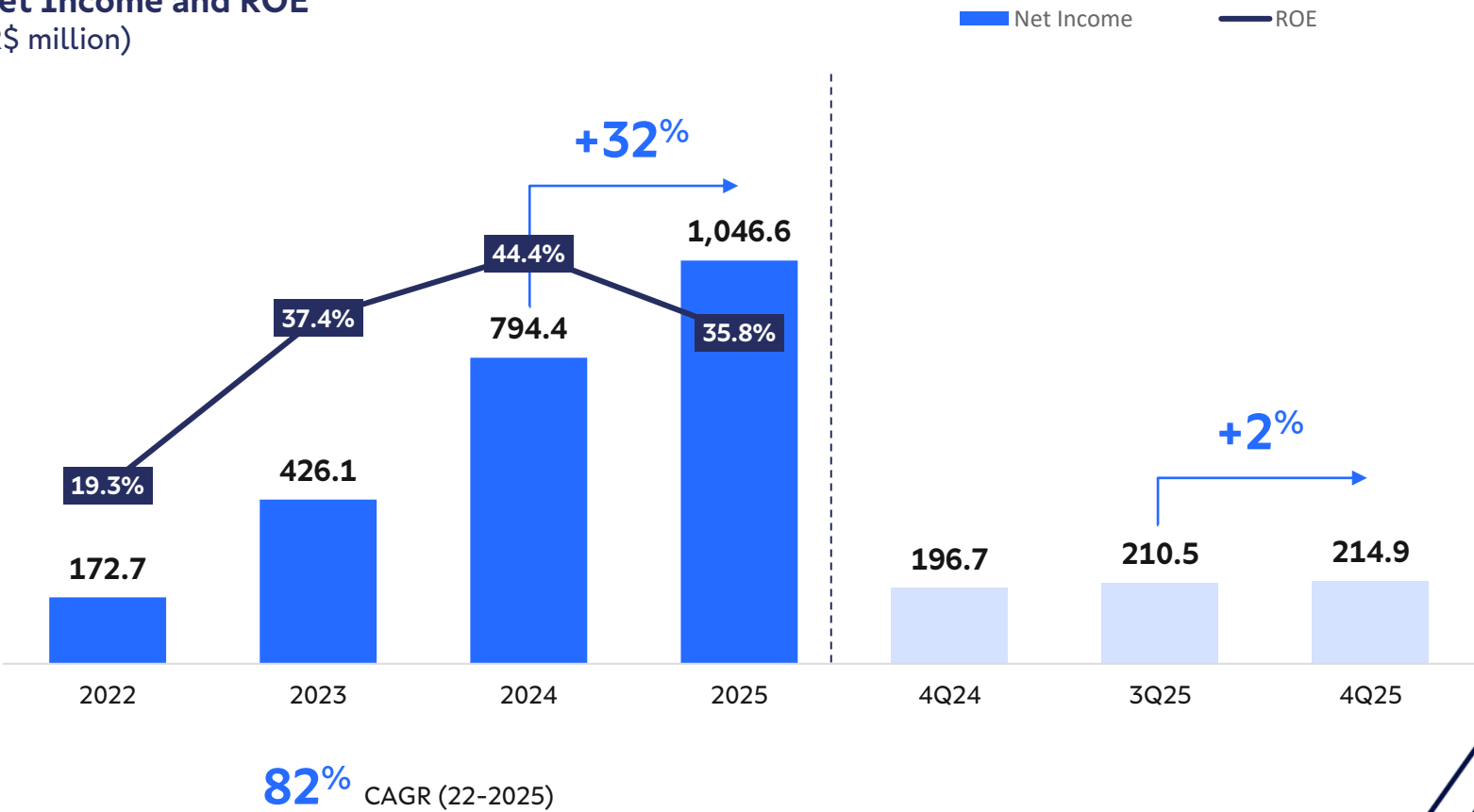


40.6%
Operating Efficiency Ratio
590bps y/y improvement

Notes: ¹Operating Efficiency Ratio - Calculated by dividing the sum of (i) personnel expenses, (ii) selling, general and administrative expenses, (iii) depreciation and amortization, and (iv) other operating income and expenses by the sum of NII and Services (Tax expenses).

Net Income
ROE above market
average

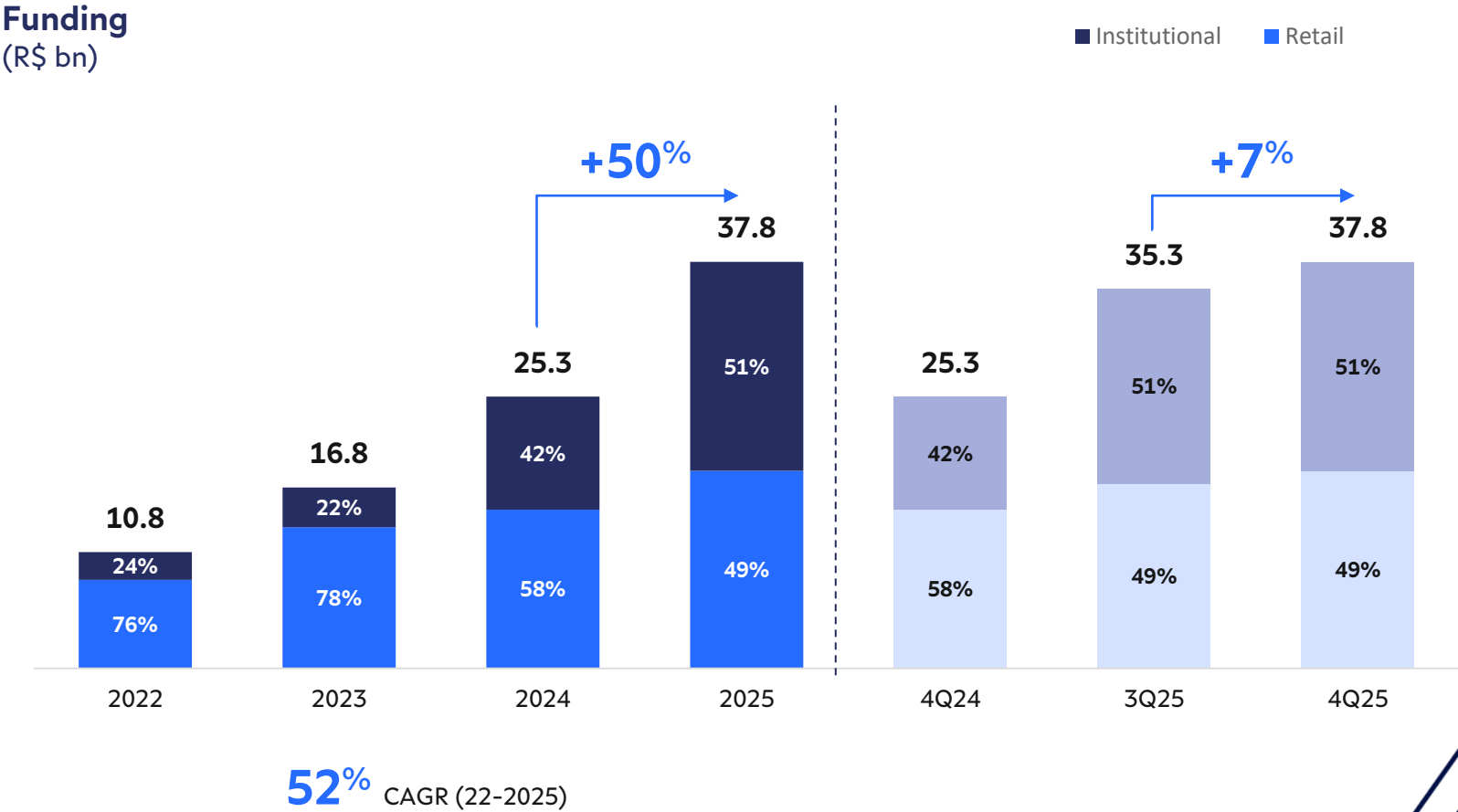
Net Income and ROE
(R\$ million)



Notes: ¹Return on Equity - Calculated by dividing the net income of the last four quarters by the average total equity of the last five quarters.

Funding

Growth and diversification



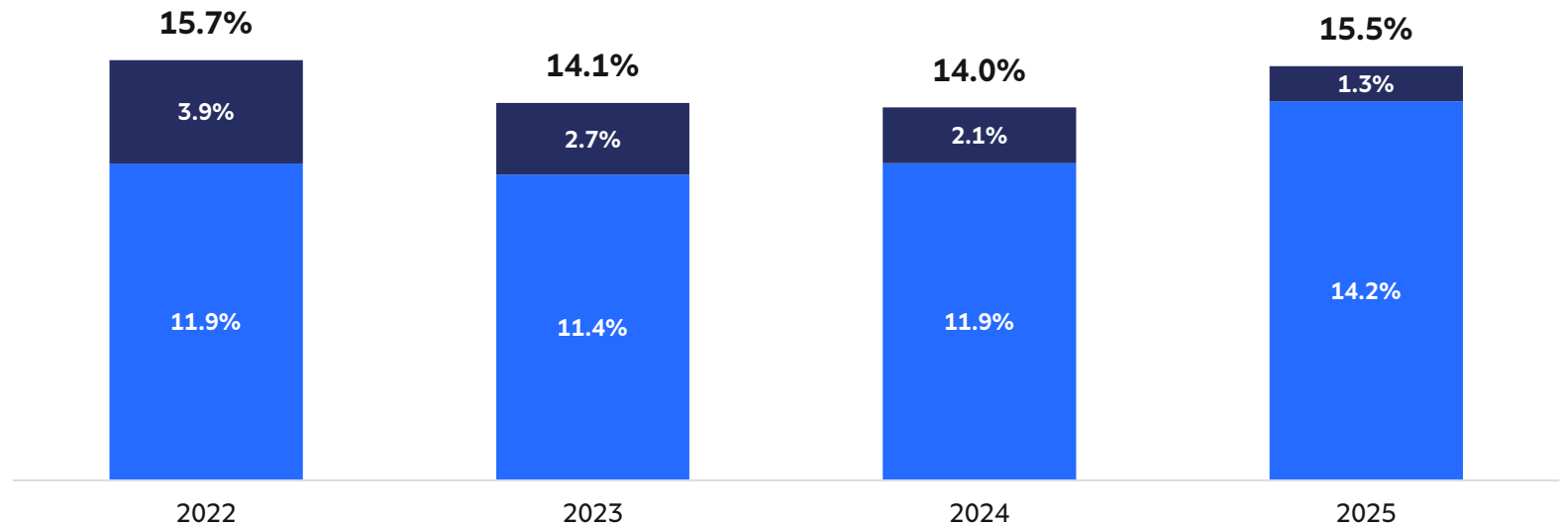
Notes: ¹Retail funding – Calculated as the sum of demand customer deposits and time customer deposits (CDB).²Institutional Funding – Calculated as the sum of DPGE, financial bills, subordinated financial bills, securitizations, and foreign loans.

Capital

Comfortable levels of capital adequacy to leverage the credit operations

Capital Adequacy Ratio - Basel III

■ Tier II Capital ■ Tier I Capital



CAR would be ~19.0% in December 2025, if considering IPO proceeds

Thank you.

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Q&A

