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# Company Presentation

February 2021



2020 Results Teaser



C-Level Comments



# Agibank at a Glance



Agibank Campus, located in a 19,000 m<sup>2</sup> self sustainable innovation hub in Campinas, state of São Paulo.

**R\$ 3.9 bi**

Total Assets (FY20e)

**2.8 mi**

Clients

**R\$ 2.2 bi**

Credit Portfolio (FY20e)

**R\$ 104.7 mi**

Net Income

**+700**

Outlets

Jan/21

**32.2%**

Net Interest Margin

**+111.9%**

Digital Transactions

versus 2019

**18.4%**

ROAE

**FitchRatings**

-- National Long-Term Rating 'BBB(bra)'

-- National Short-Term Rating 'F3(bra)'



# Strategic Evolution

Business shifts as evidence of our innovative and transformative DNA



2000 - 2012

## Dealer / Marketplace

### Startup

Founding of Agiplan in 2000, as a dealer of credit, and adoption of marketplace for the beginning of payroll-linked-loans operations.

### Channel Expansions

Exclusivity with Bradesco for distribution of payroll loans until 2012, with development of digital solutions and credit analysis technologies.

2013 - 2017

## Credit Oriented

### Repositioning

Central Bank authorization to operate in the consumer finance business and partnership with Mastercard for credit cards.

### Substantial Growth

Acquisition of Banco Gerador (banking license), Omnichannel platform and creations of an innovative payments solution – Agibank Pay (QR code).

2018 onwards

## Relationship Bank

### Digital Revolution

Consolidation as a relationship Bank, multi-product and a complete digital experience utilizing artificial intelligence.

### Agibank 2.0

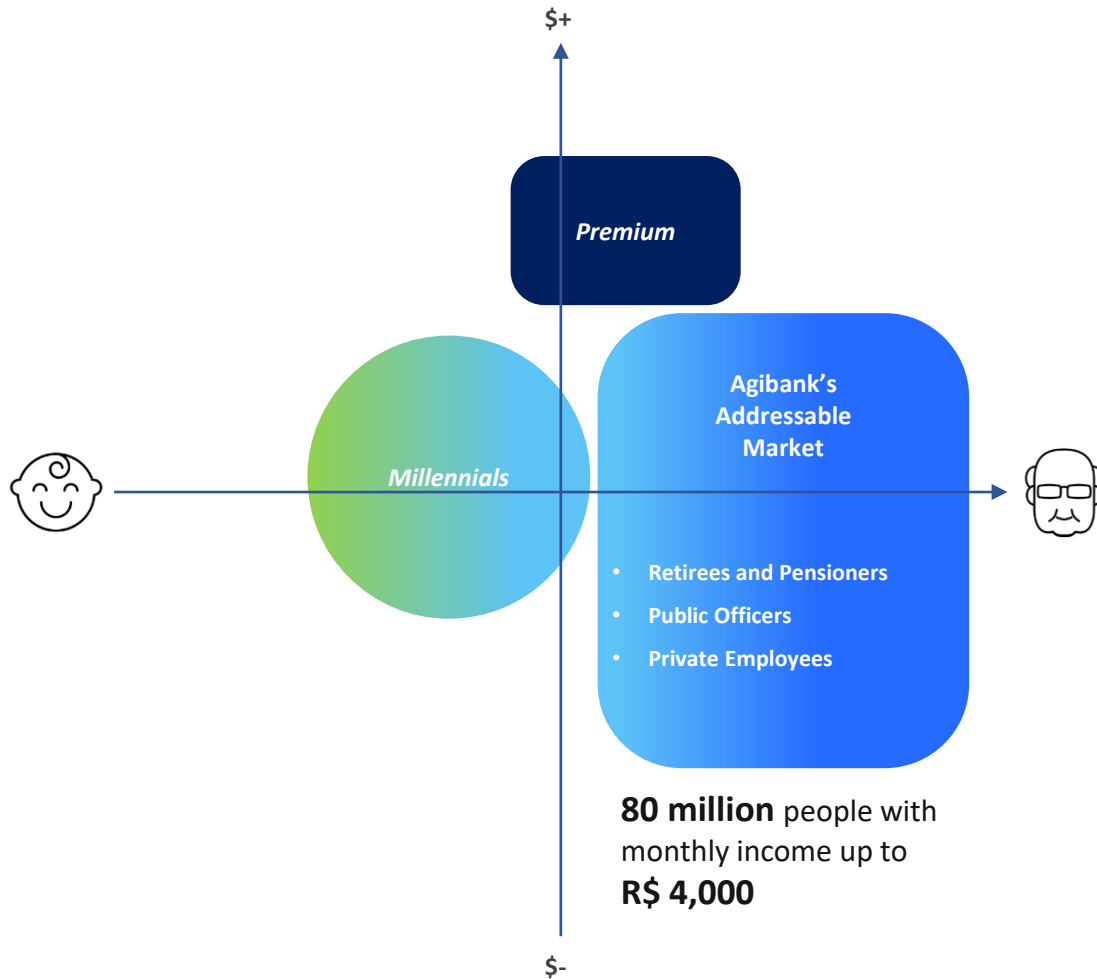
Enabled as paying bank for social security benefits (INSS). Redesigned customer experience.

### Private Placement – Vinci Partners

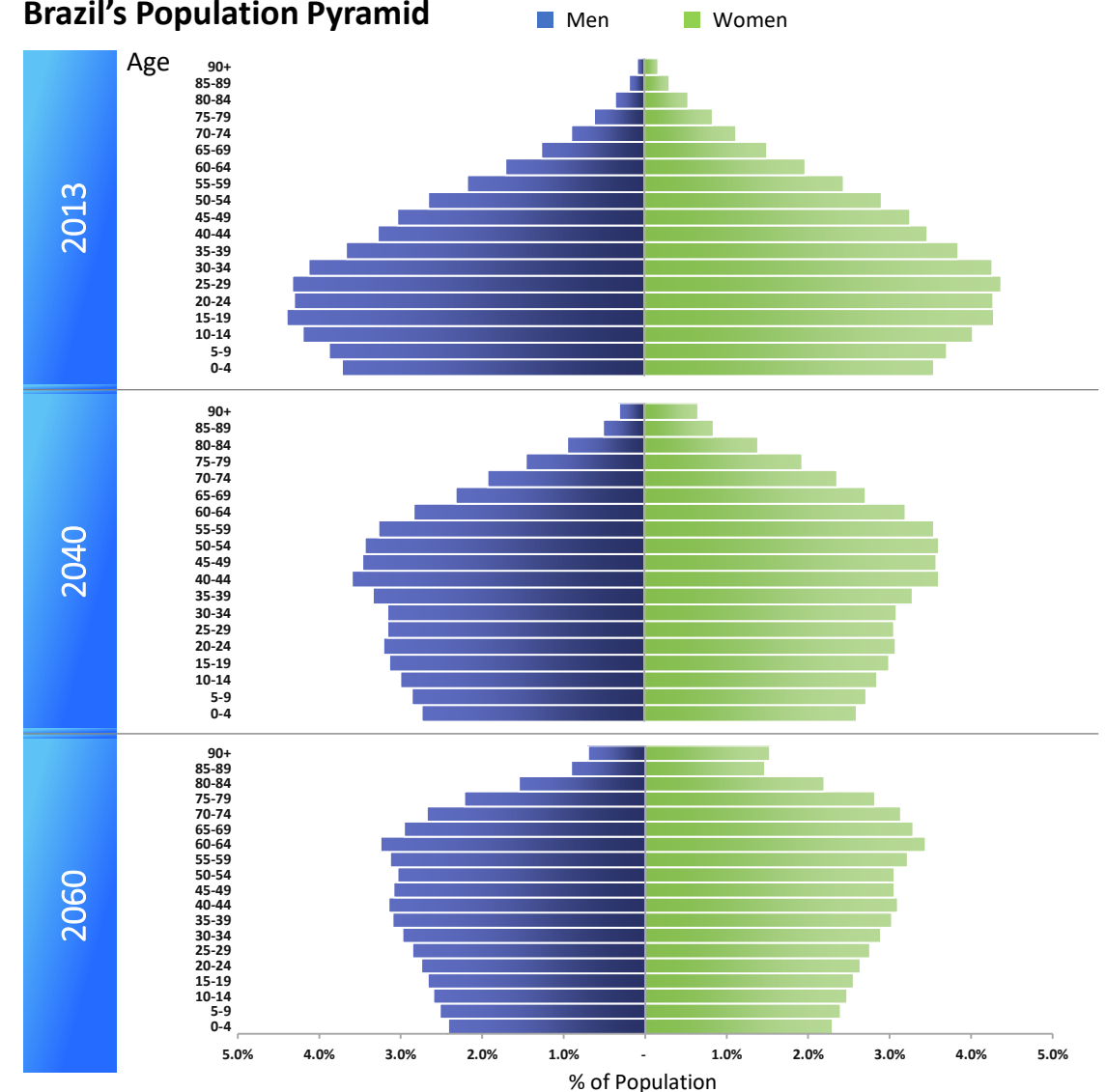
Entry of a new strategic shareholder, to boost growth and bolster Corporate Governance.



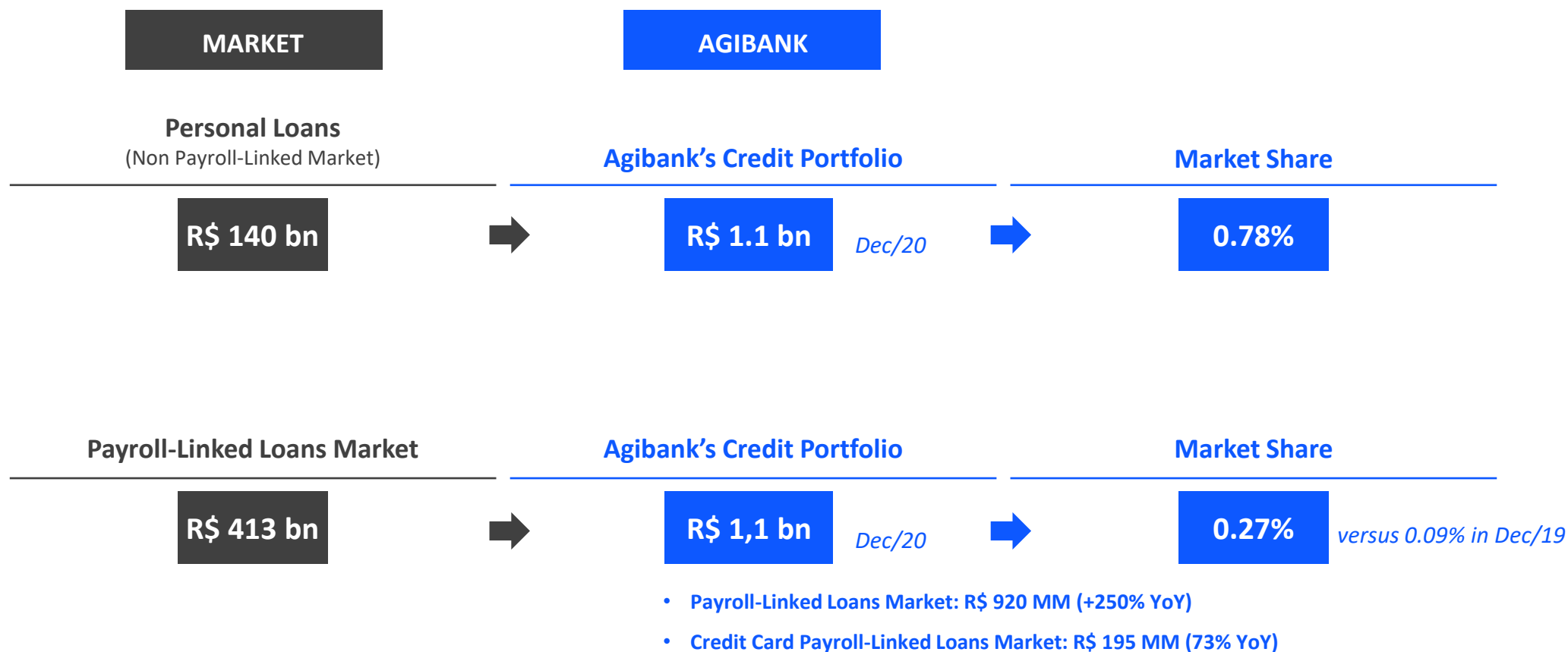
# Broad and Expanding Addressable Market...



Brazil's Population Pyramid



# ...With Significant Room to Expand



# Competitive Advantages



## 1 GROWTH COMBINED TO PROFITABILITY

**+160%**  
**# Account Holders  
with Salary**  
*(2020 versus 2019)*

**18.3%**  
**ROAE**

**3.3%**  
**ROAA**

## 2 OMNICHANNEL ACTIVITY



App 2.0



IBK 2.0



700+  
Outlets



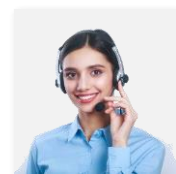
30,000+  
ATMs



16,000+  
Lottery Houses



2,000+  
Consultants



CALL  
CENTER



CHATBOT

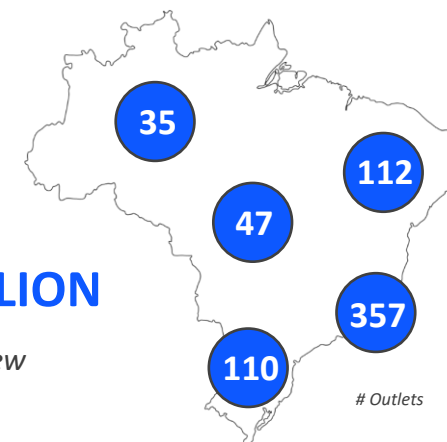


+2 mi Cielo  
POS

## 3 ENABLED BY INSS\* AS BENEFITS PAYER IN BRAZIL

**1 MILLION**

*Potential of new  
benefits/year*



Access to the historic pool of 35 million INSS beneficiaries.

Priority in the states of Rio Grande do Sul (South), Maranhão (Northeast), city of São Paulo and North region.

Asset light outlets with 6 months breakeven.

85% cross-selling of life insurance

\*National Social Security Service.

# Competitive Advantages



## 4 KNOW HOW IN CREDIT MODELING

**+20** years

*credit modeling experience*

Segmentation of clients by risk groups

Integrated Data Science resulting in high use of data and controlled levels of defaulting

## 5 ADVISORY WITH QUALIFIED CONSULTANTS

**+800h** of training

*+5 thousand trained and qualified in 2020*

Coupled with variable income incentives:

- **Origination** (volume)
- **Quality** (churn, EPD)

Assist clients in transitioning to digital channels

## 6 NPS AND DIGITALIZATION LEVELS

**75 NPS**

*(above the average of 23 NPS for the Brazilian banking sector)*

**45% of Digitalization**

*Utilization of digital channels by 50+ y.o. clients (global average of 8% for this demographic)*

**RA 1000**

*RA 1000 seal of quality since June 2019*





# Monetization of Clients by Business Models

Data Science to identify and address the most profitable clients

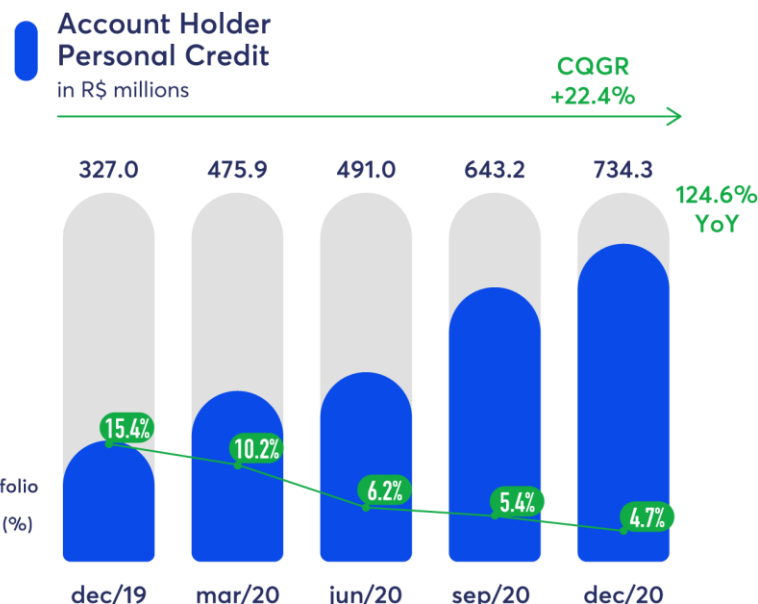
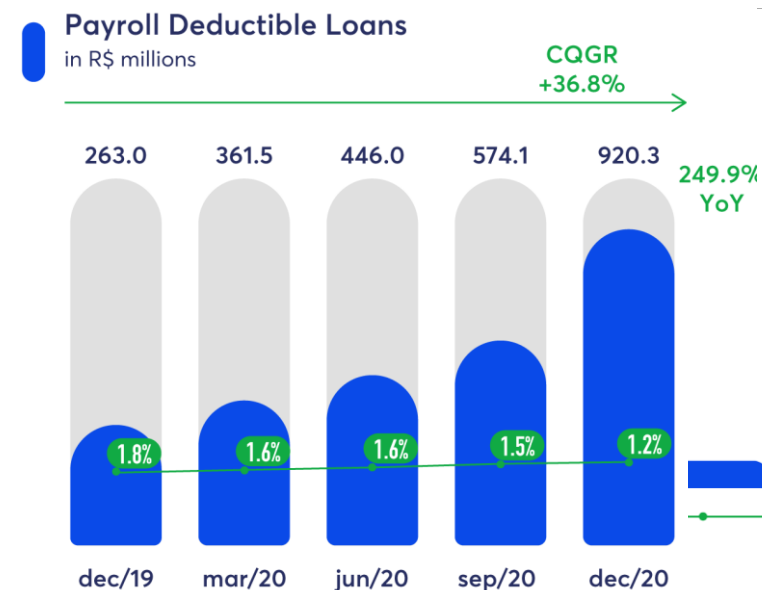
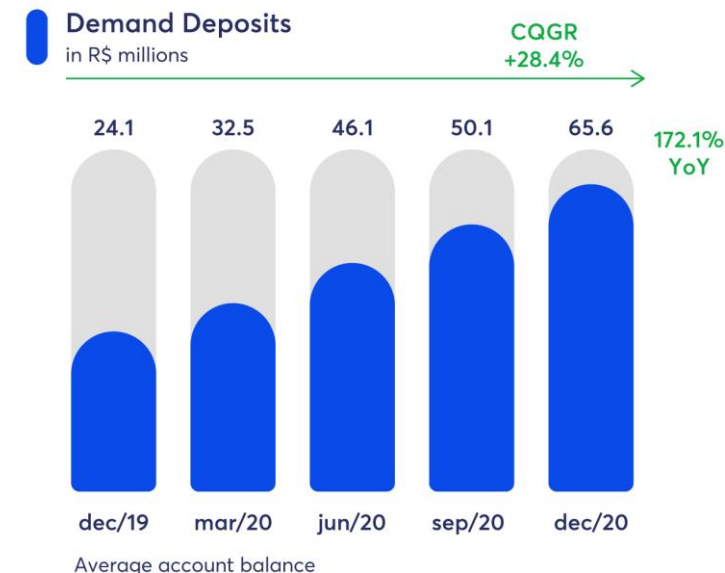
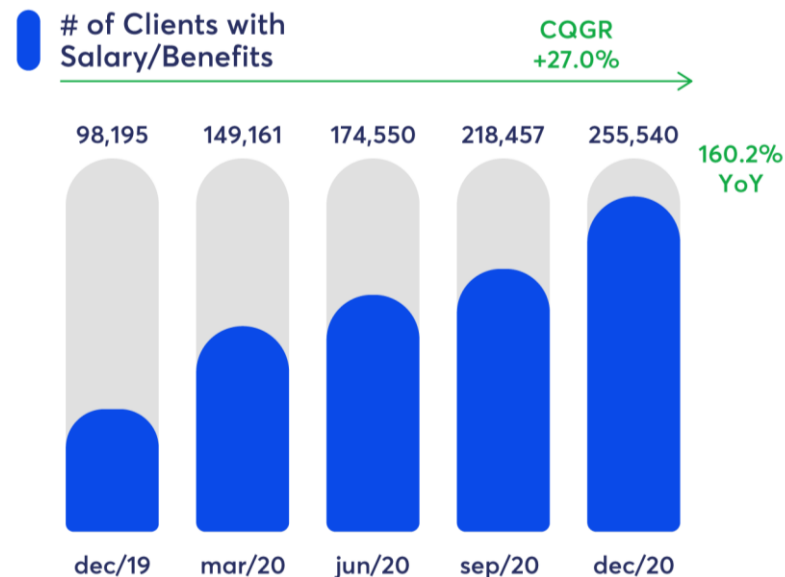


## Account Holder

Relationship clients originated through our omnichannel strategy and complete portfolio of products and services

We are Top 10  
Paying Bank

in # of benefits



Credit Portfolio  
NPL (> 90) (%)





# Sustainability - ESG

Highlighting our commitment to our clients, our people, our planet and our business



## Environmental

Responsibility and consciousness

Self sustainable HQ

Asset light structure

Paperless journey



*Photovoltaic panels producing 324 KW/h*

*Charging stations for electric vehicles*

*Treatment of reusable water*

*Linear park with 247 mil m<sup>2</sup> of native area*

## Governance

Committed to our shareholders and the best practices



*"We are happy to announce the result of this primary round of private placement, which was **successful from the strategic point of view and also for establishing Vinci as our partner**, sharing the same understanding of the business and its long-term vision."*

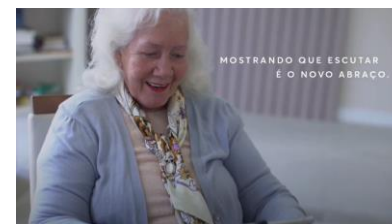
*Marciano Testa, Agibank's CEO*

*"Vinci is very excited in supporting the **next stage of Agibank's growth**. We identified a **unique strategic vision**, a strong **customer centered culture** and a very consistent results history. We expect to contribute in the construction of an **unparalleled bank**."*

*Gabriel Felzenszwalb, from Vinci Partners*

## Social

Digital and financial literacy for the 50+ public



*Ageless Friendship, helping elders who live in long-stay homes to keep in touch with friends and family, uniting technology and receptiveness.*



*Actions promoted for LGBTQI+ Pride Day*



*Sponsoring MaturiDay 2020, Networking event focused on entrepreneurship and business for 50+ year old people*



*Partnership with Mama Jobs, startup that assists mothers in reentering the job market.*

# Corporate Governance



## Shareholders

**Marciano Testa**  
(Controlling shareholder)

## Vinci Partners

**Partnership Program**  
(Agibank Executives)

## Board of Directors



**Marciano Testa**  
agibank



**Ademir Cossielo**



**Aod Cunha**  
J.P.Morgan



**Gabriel Felzenszwalb**  
VINCI partners

## Executive Officers

CEO



**Marciano Testa**  
agibank



CDO



**Beatriz Bernardi**  
Santander



CBO



**Glauber Correa**  
CAIXA



HypeFlame CEO



**Fernando Castro**  
Sicredi



CFO & IRO



**Thiago Silva**  
CAIXA



CPO



**Marcelo Oliveira**  
cielo



## Committees

PRODUCTS

ALCO

CLIENTS

INFORMATION  
TECHNOLOGY

CREDIT

ETHIC AND  
CONDUCT

ESG

# Work From Anywhere

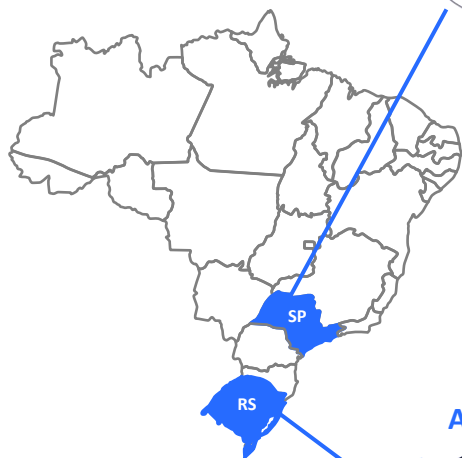
Our dreams become too big for a single place



## Agibank Campus



- Innovative space located in Campinas/SP (Smart Cities)
- Integrates a technology and innovation hub
- Premises fully adherent to ESG practices



## Agibank Lab



- Situated in *Instituto Caldeira* in Porto Alegre/RJ
- Aligned to our DNA of innovation
- Connects startups and other relevant players

We are almost **4000**

Agibankers spread throughout Brazil (and the world)

## Global Experience



- Opportunity of working abroad
- Acquire knowledge
- Unique experiences

## Home Office



- Option for permanent home office
- Experience during 1H20 proved its viability
- Allows ours employees to work from wherever suits them best

# ... Culture oriented to our clients, people and appreciation of entrepreneurship

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**Clients**

Our obstinacy for making each customer's day to day life better is legitimate and unyielding.

+

**People**

We believe in our people's potentials and cheer their accomplishments and happiness.

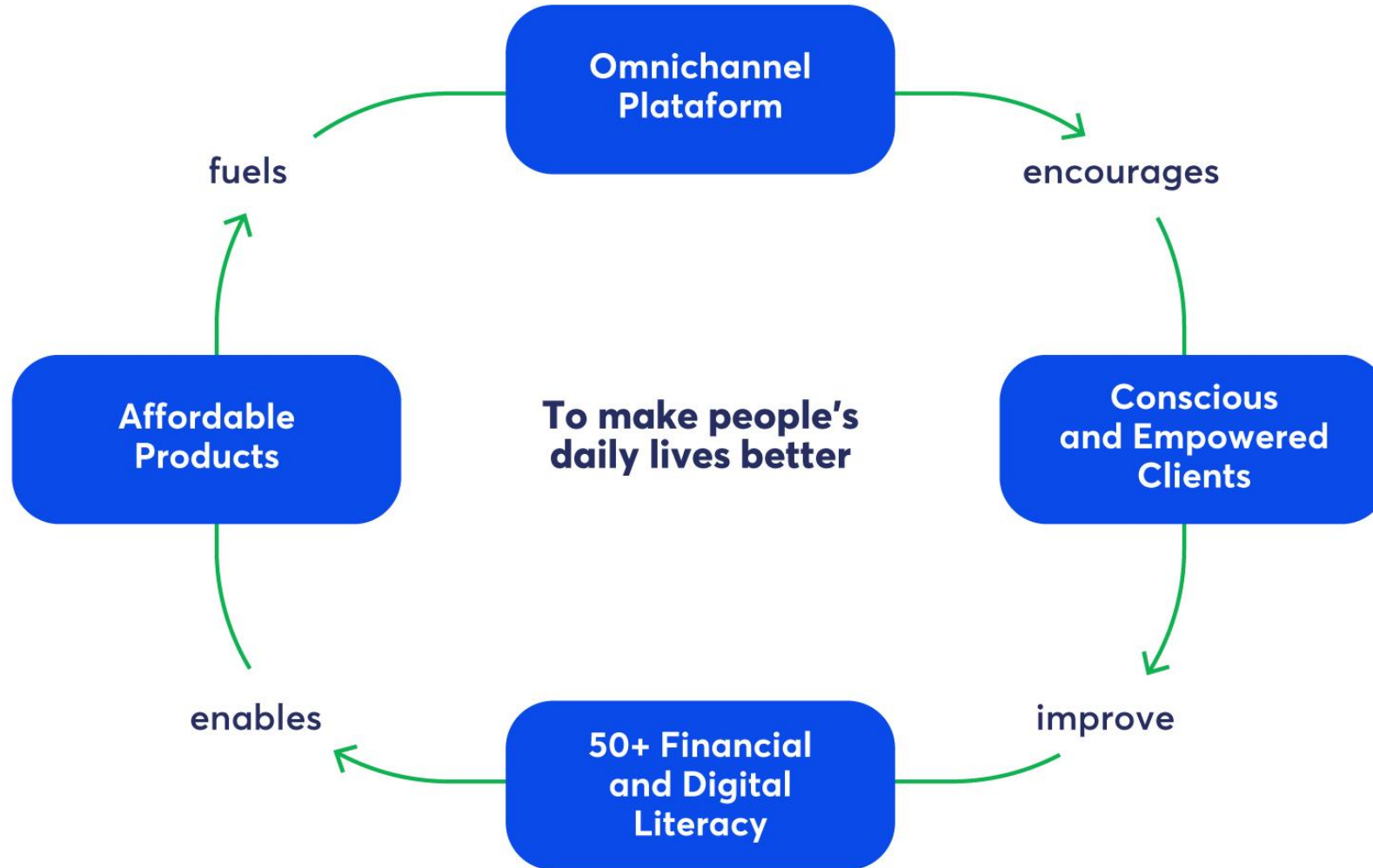
+

**Entrepreneuership**

We are almost 4,000 CEOs: we appreciate and seek ownership attitude clients from everyone.



# Our Business's Virtuous Circle





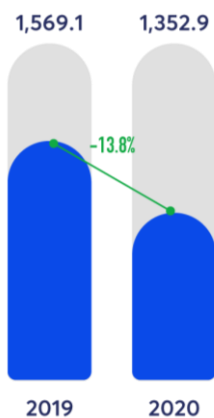
• • • 2020  
• • •  
• • • Results

# Key Indicators

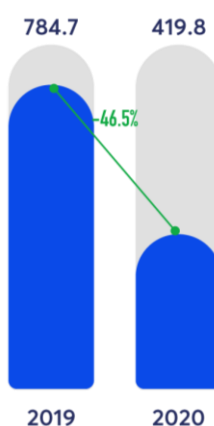


## RESULTS & BALANCE SHEET

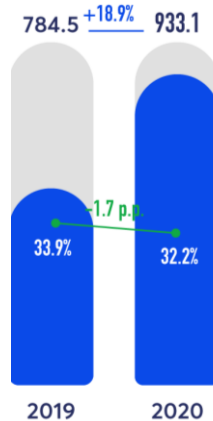
Revenue from Financial Intermediation



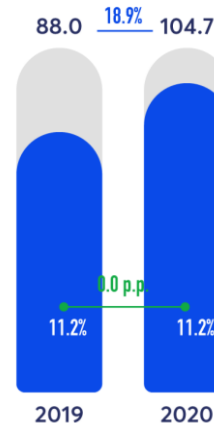
Expenses from Financial Intermediation



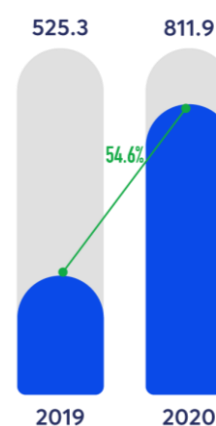
Gross Profit from Financial Intermediation



Net Income

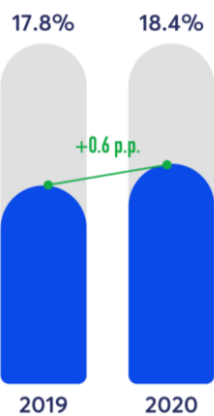


Net Equity

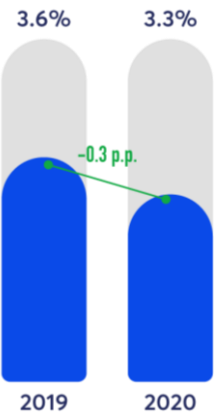


## PERFORMANCE & OPERATIONS

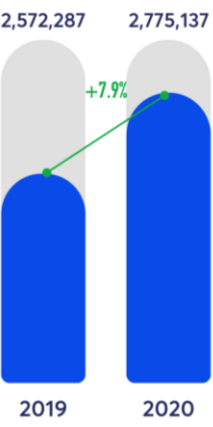
ROAE (Adjusted)



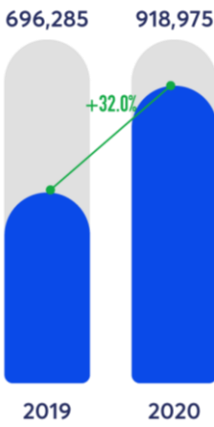
ROAA (Adjusted)



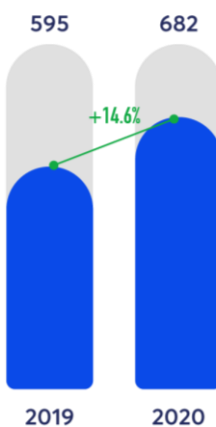
Total Number of Clients



Total Number of Accounts



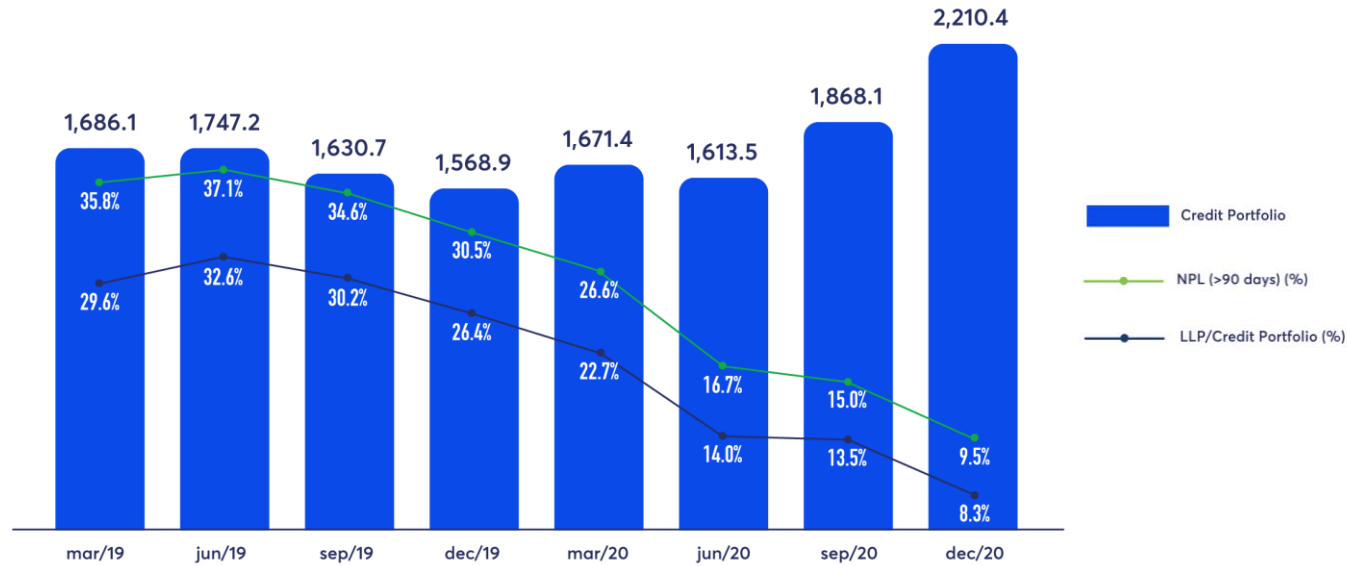
Total Number of Outlets



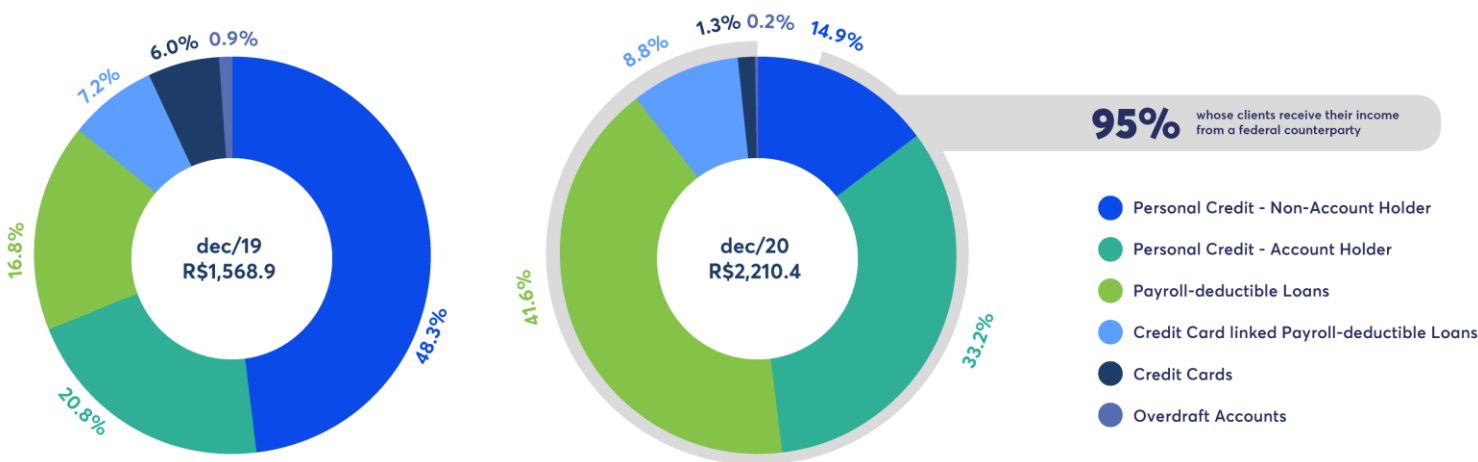
# ..... Better credit portfolio mix drives to improve delinquency ratios and predictability results



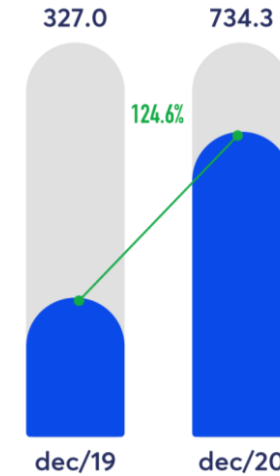
## Credit Portfolio and Delinquency Ratios



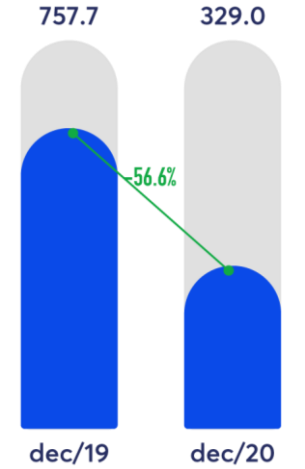
## Portfolio Breakdown



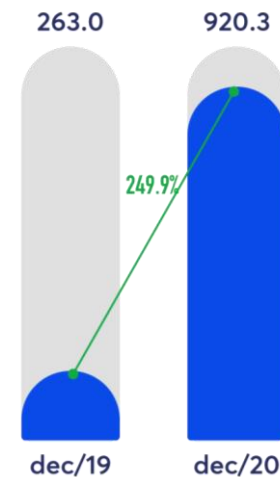
## Personal Credit Account Holder



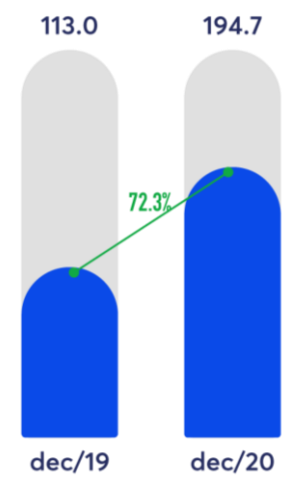
## Personal Credit Non-Account Holder



## Payroll-Deductible Loans



## Credit Card linked Payroll-Deductible Loans



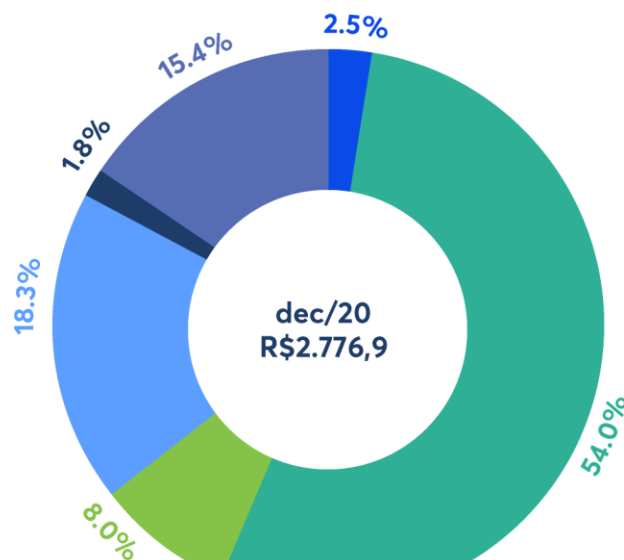
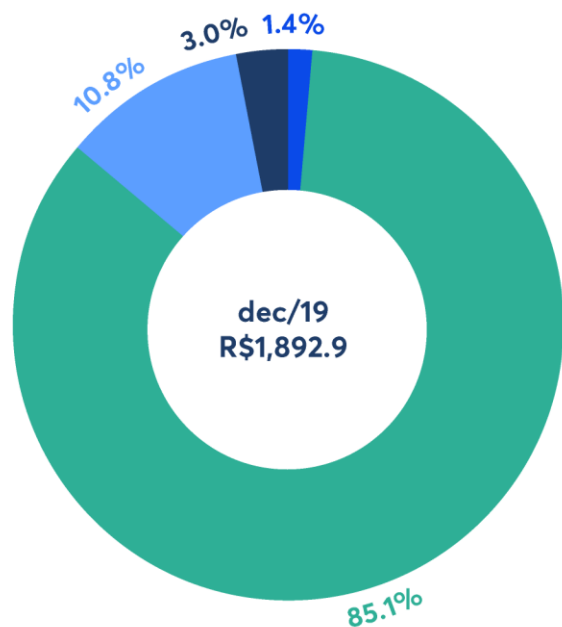




# Diversification of Funding Base



## Funding Breakdown



- Demand Deposits
- Time Deposits (CDBs)
- Time Deposits (DPGEs)
- Financial Bills
- Interbank Deposits
- Interbank Deposits (DPGEs)

Dec/20

**600 days**  
Average term

**98%**  
No liquidity

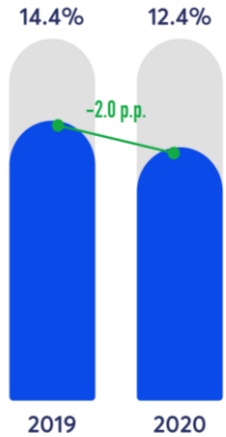
**40 platforms**  
**#1 representing**  
**38% amongst**  
**brokers**



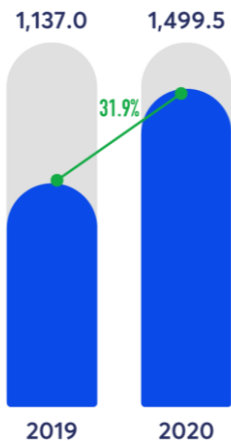
# Capital Adequacy Ratio & Liquidity Coverage Ratio



## Capital Adequacy Ratio (%)



## Cash



In millions of Reals, unless otherwise stated

	Dec/20	Jun/20	Dec/19
Referential Equity - Tier I	501.9	480.4	467.2
Core Capital	501.9	480.4	467.2
<b>Referential Equity</b>	<b>552.0</b>	<b>527.8</b>	<b>499.3</b>
Referential Equity - Tier II	50.0	47.4	32.1
Credit Risk-weighted Assets	1,684.6	1,235.5	1,221.1
Market Risk-weighted Assets	26.8	0.7	11.0
Operational Risk-weighted Assets	2,696.7	2,515.1	2,236.4
<b>Risk-weighted Assets</b>	<b>4,408.1</b>	<b>3,751.3</b>	<b>3,468.5</b>
RBAN	42.1	12.1	152.9
<b>Capital Adequacy Ratio (RE/RWA)</b>	<b>12.5%</b>	<b>14.1%</b>	<b>14.4%</b>
<b>Expanded Capital Adequacy Ratio (RE/(RWA+RBAN))</b>	<b>12.4%</b>	<b>14.0%</b>	<b>13.8%</b>

In millions of Reals, unless otherwise stated	Dec/20	Jun/20	Dec/19
High Quality Liquid Assets	924.7	829.9	748.8
Potential Cash Outflows	12.9	11.8	19.1
<b>LCR (%)</b>	<b>7189.5%</b>	<b>7040.1%</b>	<b>3919.1%</b>
<b>Cash Position</b>	<b>1,499.5</b>	<b>1,115.4</b>	<b>1,137.0</b>



# Key Takeaways



Rapidly Achieved Scale...

**R\$ 2.2 bi**  
Total Credit Portfolio  
*(December 2020)*

**+2.8M**  
# Clients  
*(December 2020)*

**701**  
# Outlets  
*(January 2021)*



... Accelerating  
Growth...

**+160.0%**  
# of Account holders  
with paycheck  
*(2020 versus 2019)*

**+18.9%**  
Net Interest Income  
*(2020 versus 2019)*

**+260.0%**  
Demand Deposits  
*(2020 versus 2019)*



... While Keeping High  
and Sustainable Returns

**18.4%**  
ROAE  
*(+0.6 p.p. versus 2019)*

**3.3%**  
ROAA  
*(-0.4 p.p. versus 2019)*

**-19.9%**  
Personal Loans  
Interest Rate Reduction  
*(Dec/20 versus Dec/19)*

**ESG**  
Initiatives



## **IR Team**

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## **Thiago Souza Silva**

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Investor Relations Analyst

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# **Company Presentation**