

Company Presentation

November 2021



agi

Our Mission

“ Democratize the access to sustainable financial and non-financial products and services to millions of individuals through a customer-centric tech-enabled omni-channel relationship ”

Agi at a Glance



Figures as of 1H21, Except Otherwise Noted



Large and Growing Asset Base

R\$4.9bn

*total assets
+79% YoY*

R\$3.7bn

*loan portfolio
+126% YoY*

7.1%

*NPL > 90 days
vs 16.7% in 2H20*

Strong Economics

R\$1.6bn

*total revenue LTM
+25% 2Q21 vs 1Q21*

+135%

core portfolio revenue
growth vs 1H20*

Best-in-Class Operating Model and Engagement

1.8mm+

*active clients
2.8 products per client*

846 Sep/21

*smart hubs
+208 vs 3Q20*

70+

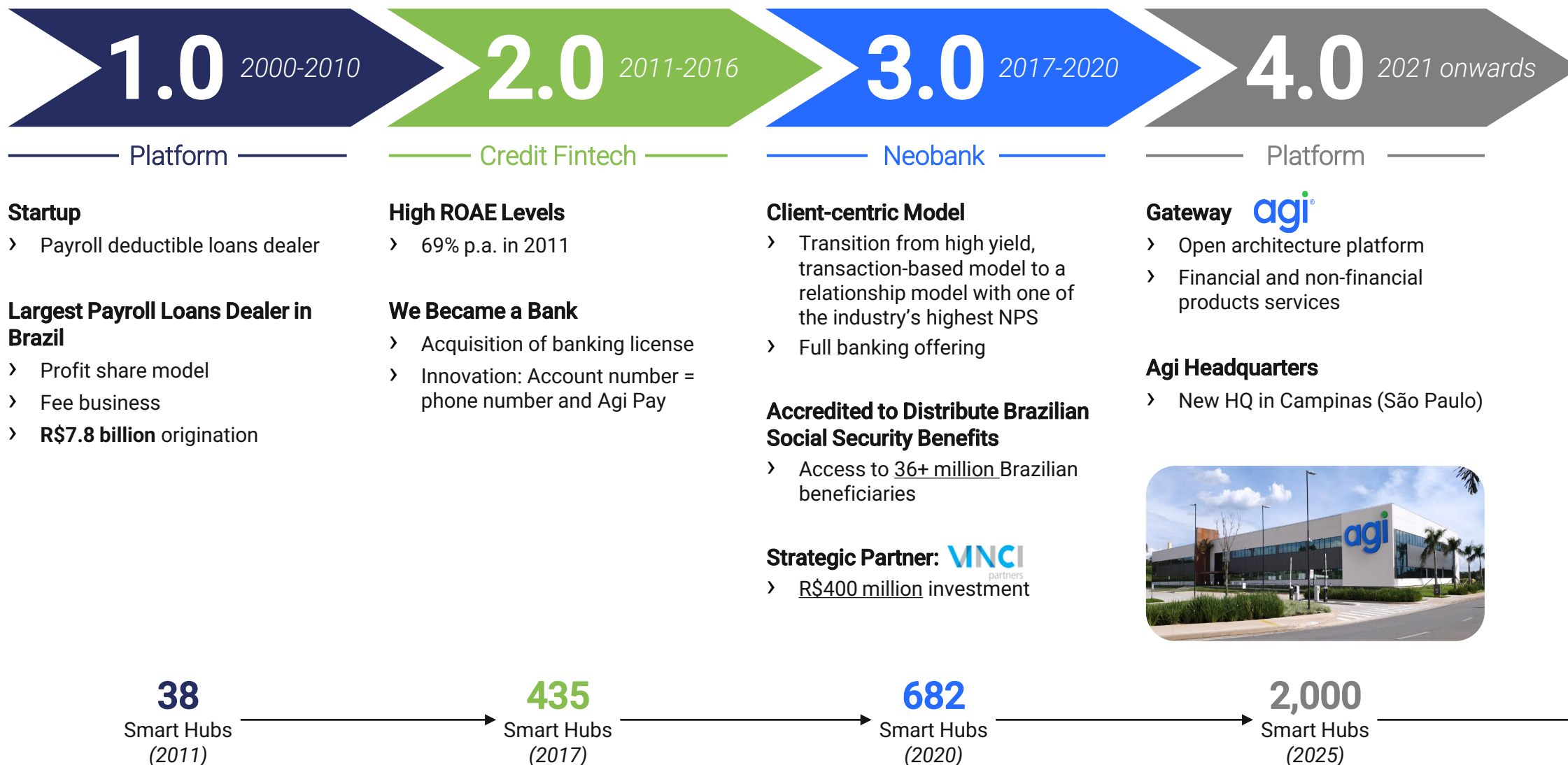
NPS (clients)

70+

eNPS (employees)

* Core Portfolios: Account Holder Personal Credit, Payroll Loans and Credit Card Linked to Payroll.

How We Got Here



Key Highlights



Well-positioned in a massive and low-risk R\$477 billion payroll credit market, with captive access to 36mm+ beneficiaries who generate an R\$11 billion total cash-in opportunity from public payroll payments in 2021¹



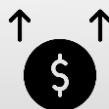
Major neobank with strong unit economics and monetization levels, empowering Brazilians to go digital



Founded 20+ years ago by a visionary, led by solid and experienced team and supported by top-tier financial sponsor



Differentiated go-to-market strategy with strong moats, powered by 840+ smart hubs, 70+ NPS in high-touch customer service and high-quality technology infrastructure allowing for a 3-minute account opening and 100% digital payroll loan borrowing



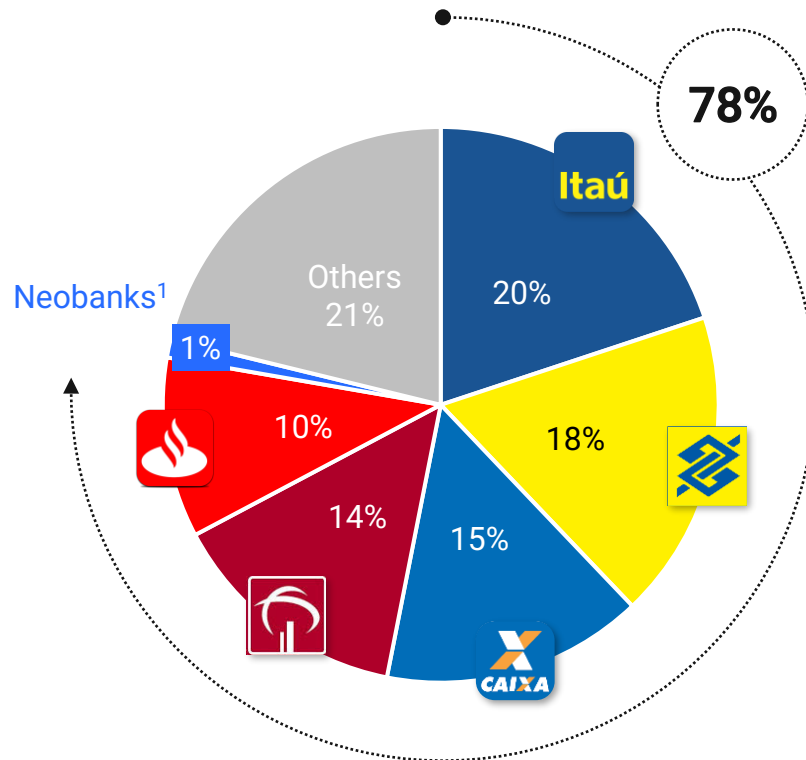
Superior financial profile with a very capital efficient strategy, strong profitability and outsized growth, with 126% YoY credit portfolio growth and 79% YoY total assets growth



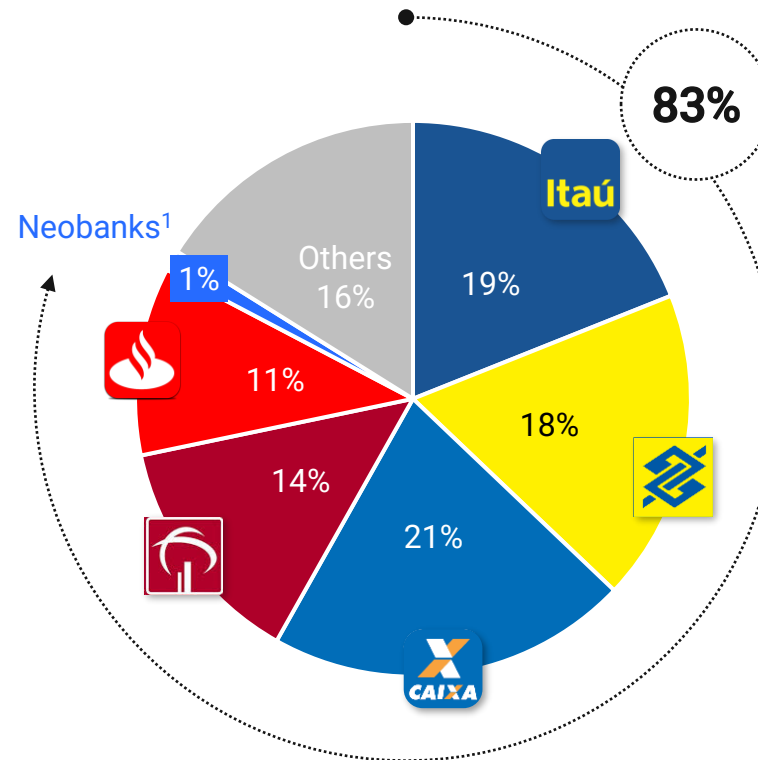
Complete platform positioned to capitalize on flywheel effects to explore a R\$645 billion revenue pool opportunity across insurance, investments and marketplace

The Brazilian Banking Industry is a Highly Concentrated Market...

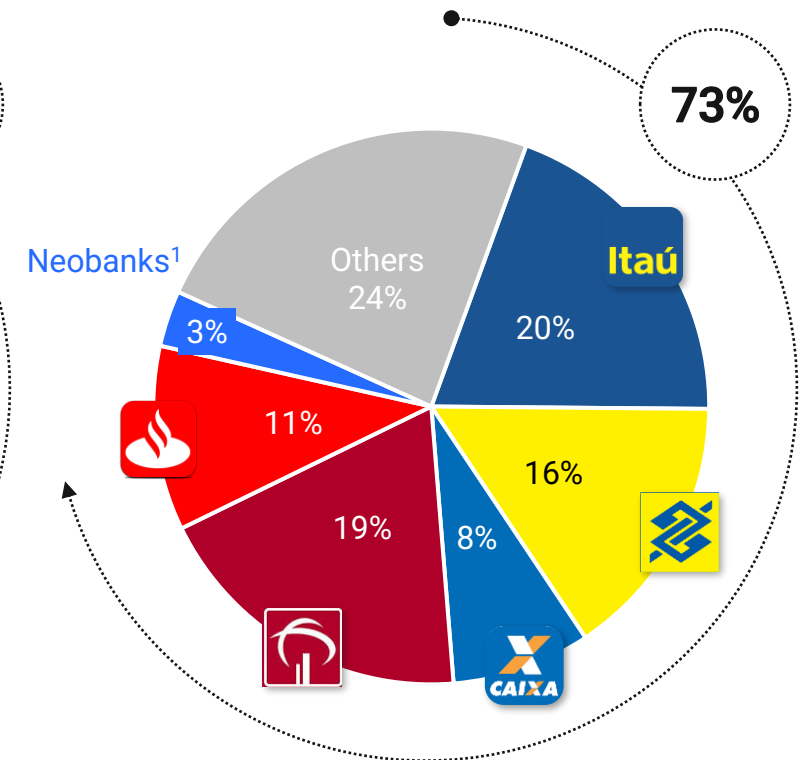
Total Assets Breakdown (%)



Total Loan Portfolio Breakdown (%)



Total Book Value Breakdown (%)



Source: Brazilian Central Bank

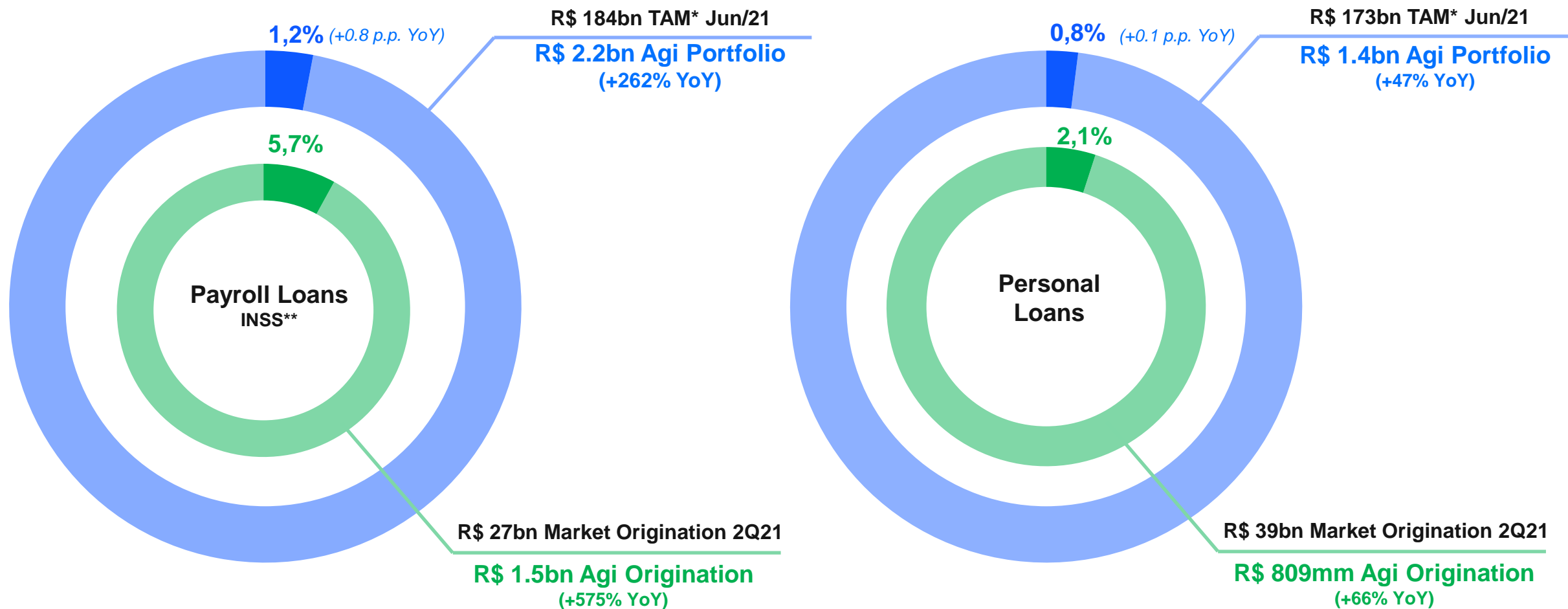
Note: Data as of 2020.

¹ Neobanks include Agi, Nubank, C6 Bank, Banco Inter, Banco Original, Pagbank, Stone and Digio.

Credit Market Share

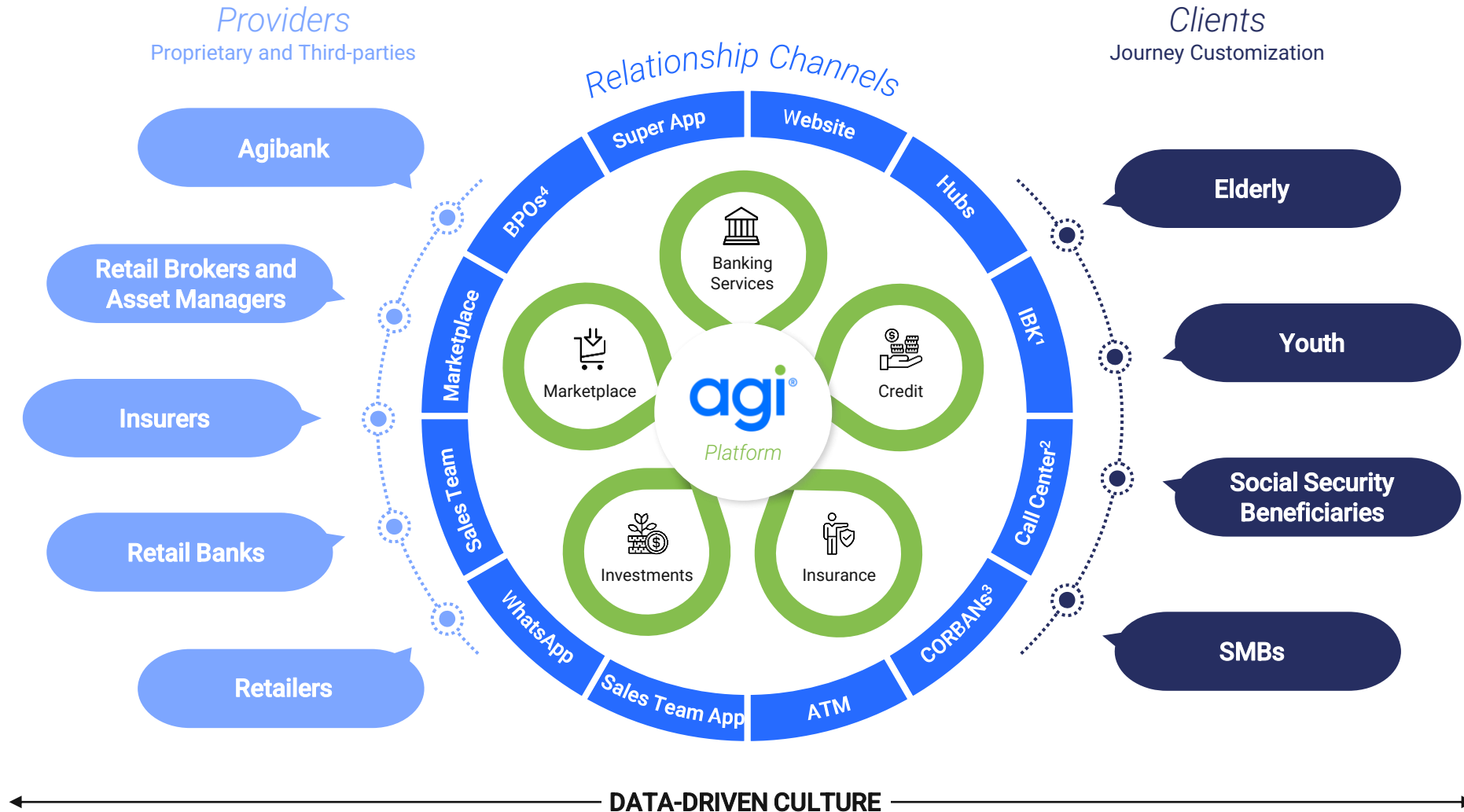


Agi is Trending Towards a Higher Credit Market Share Following Higher Share of Origination



*TAM: Total Addressable Market. ** INSS: Brazilian Social Security Institute. If we consider the total payroll loans market in Brazil, the Total Addressable Market would be R\$ 477bn.

We Have Created a Complete Platform to Explore Opportunities Beyond Credit



¹ Internet Banking. ² Service provided by CNA, one of Agi's subsidiaries. ³ Banking Correspondents. ⁴ Business Process Outsourcing.

How do we Stand Out from Incumbents and Other Neobanks?



THE AGI WAY



Asset-light Model

- ✓ *Smart Hubs' reduced capex*
- ✓ *Paperless, cashless*
- ✓ *Efficient alternative for client acquisition vs online ads*
- ✓ *API-based technology stack*



Tailor-made Offerings

- ✓ *Focus on low to mid-income retirees*
- ✓ *End-to-end high-touch tailored customer experience*



Gateway to Digital

- ✓ *Smart hub network represents relevant barrier to entry*
- ✓ *Clients can choose relationship channel*



Strong Monetization

- ✓ *Strong cross-sell around payroll loans*
- ✓ *Trusted support to help clients go digital*

Our Highly Efficient Go-to-Market Strategy



Customer Acquisition and Relationship Channel

Smart Hubs: Gateway to Digital



Customer
Digitalization

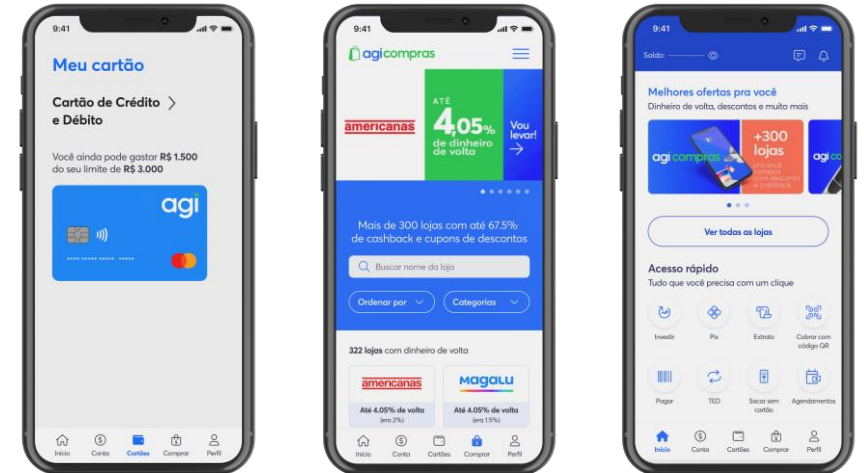
**Personalized
Contact**
840+
smart hubs Sep/21

Solid Economics
9-month
breakeven

Asset-light
US\$21k
*capex per
smart hub*

Digital Retention Model

Agi App: One-Stop Super App



2.8
*products per
active client*

70+
NPS

4.4
*app store
star rating*



users
+13 tb of data in
341 dashboards

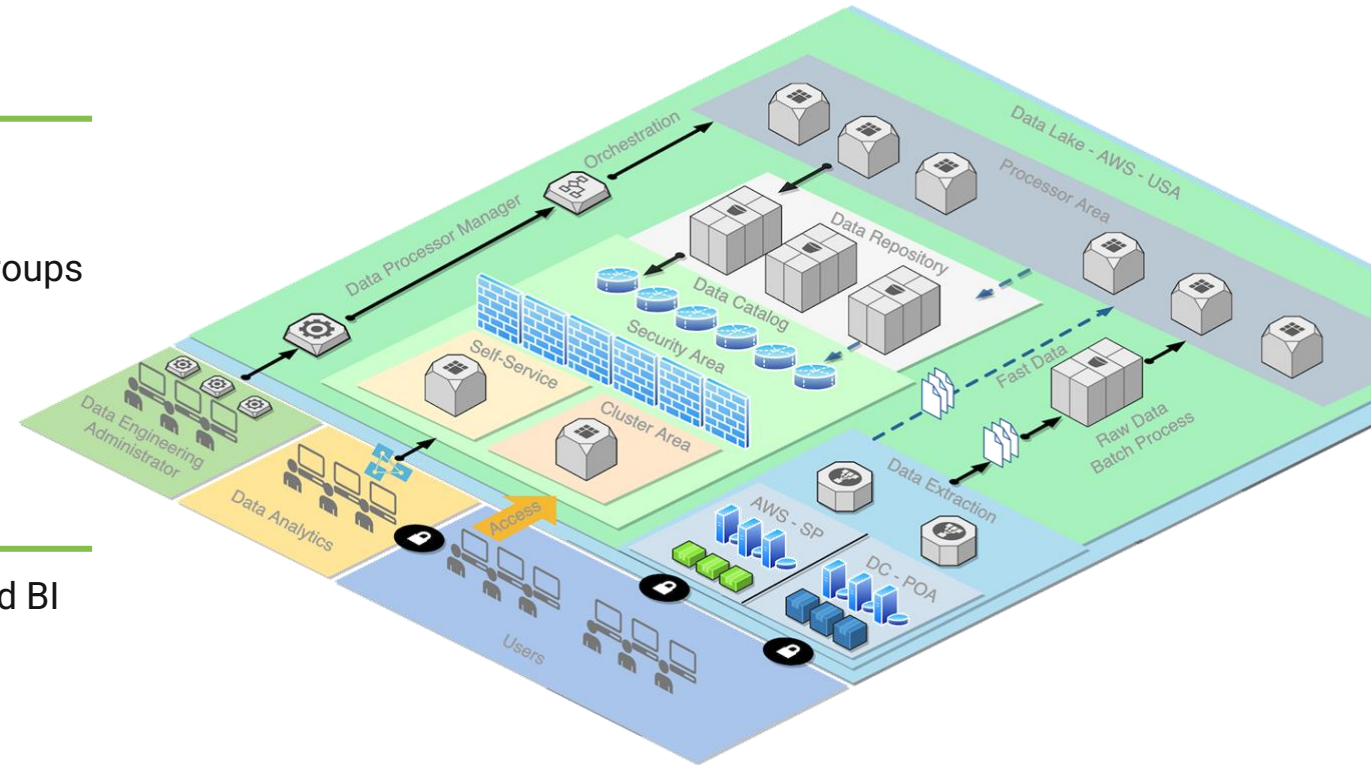
data scientists

risk models groups
segmentation

tech professionals
45% total HQ
employees¹

Performance benchmarks

Fully-dedicated BI team



Our Technology is Differentiated



**WE ARE
THE FIRST
BANK TO...**

*... Open
accounts under
Central Bank's
new regulation*

*... Be 100%
digitally-plugged
to Dataprev¹ via
APIs*

*... Obtain the
OpenID security
certificate for
Open Banking
(Phase 3)*

TECHNOLOGY-DRIVEN RESULTS

3-minute

account opening
through the app
*vs 1-10 days from
competitors*

100% digital and **5-minute**

payroll credit borrowing, from
application to money transfer
vs paper-based at competitors

+53%

productivity increase after
smart hubs digitalization
and paperless journey

¹ Social Security Technology and Information Company responsible for the Brazilian social database.

Entrepreneurship-oriented Management Team...



Marciano Testa

Founder and CEO



Thiago Silva

CFO & IRO



Lucas Aguiar

Chief Strategy and

People Officer

XP inc.



Glauber Correa

Chief Business Officer



Marcelo Oliveira

Chief Technology Officer



Vinicius Aloe

Chief Product Officer



... Backed by Leading Sponsor and Solid Governance Standards



Board of Directors

Marciano Testa



CEO and Chairman



Gabriel Felzenszwalb



Partner



Ademir Cossielo



Former Executive Director



Aod Cunha



Former Partner



Former Chairman

JPMORGAN

Former Managing Director



Rosie Rios

Advisory Board



Former Treasurer of
the United States



Lucas Aguiar

Agi Inc. Board



Former Partner



Shareholders

**Marciano
Testa**

Founder and CEO



**Executive
Partnership
Program**

- › Founded in 2009, Vinci Partners is a **leading alternative investments platform** in Brazil
- › 230+ full-time employees in 4 offices and a **global LP footprint**
- › Proven fundraising track record with **R\$57 billion AUM** across 8 business strategies and 297 funds/vehicles
- › Nasdaq-listed since January 2021, with a **US\$807 million market cap** as of September 2021

Committees

Products, ALCO, Clients, IT, Credit and Ethics & Conduct

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 m² 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."

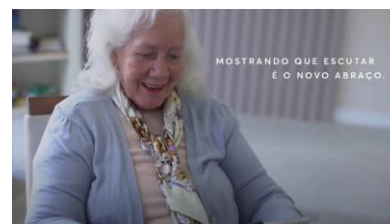
Marciano Testa, Agibank's CEO

"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.

Culture Oriented to Our Clients, Our People and Appreciation of Entrepreneurship



the
agi
way

Think as a customer

Always begin with the customer's problems

Always act in ways that make the customer prosper

Act as an Entrepreneur

Find simple solutions to any type of problem

Challenge anything you don't agree with constructively

Enjoy the Journey

Reverberate with the growth and achievements of Agi's people

Consider the impact of your actions in the lives of other people from Agi

Financials

1H21

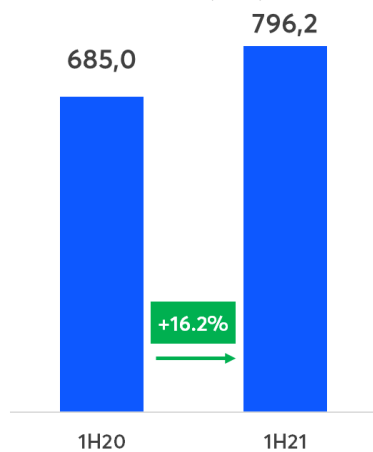


agi

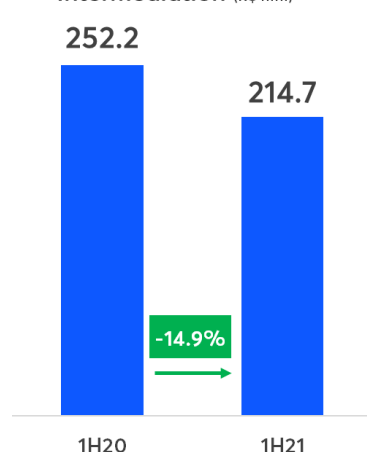
Key Indicators



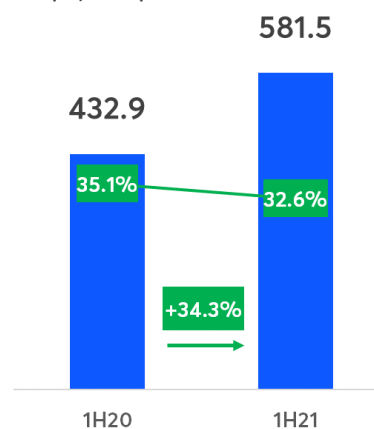
Revenue from Financial Intermediation (R\$ mm)



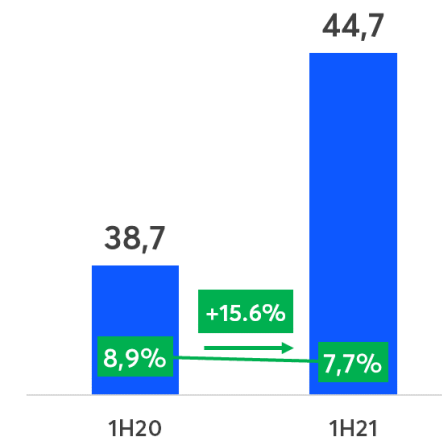
Expenses from Financial Intermediation (R\$ mm)



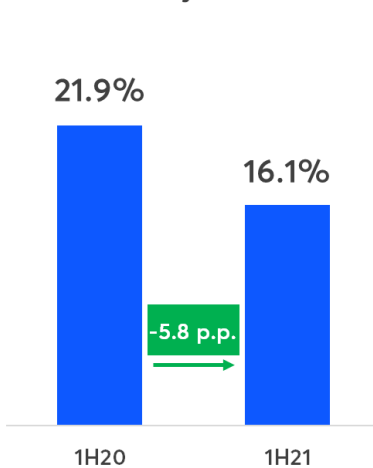
Gross Profit from Financial Intermediation and NIM (R\$ mm)



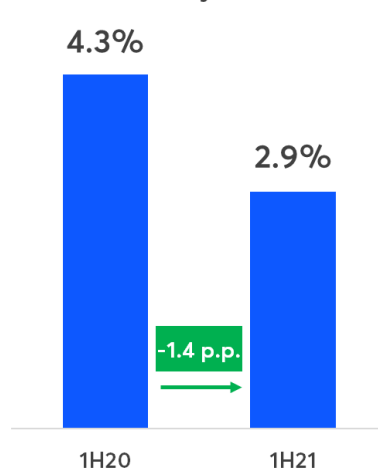
Net Income Adjusted* and Net Margin (R\$ mm)



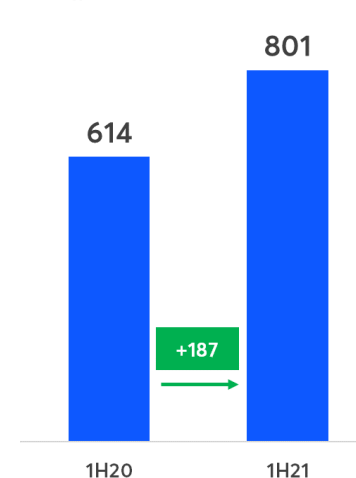
ROAE Adjusted*



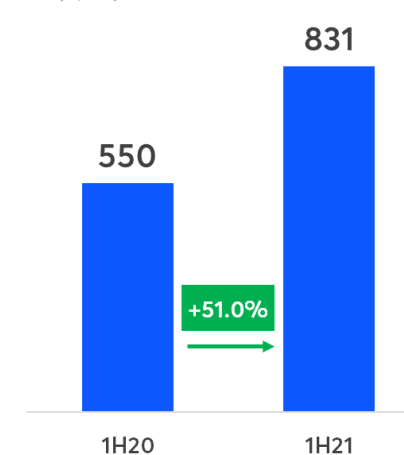
ROAA Adjusted*



of Hubs



Net Equity (R\$ mm)

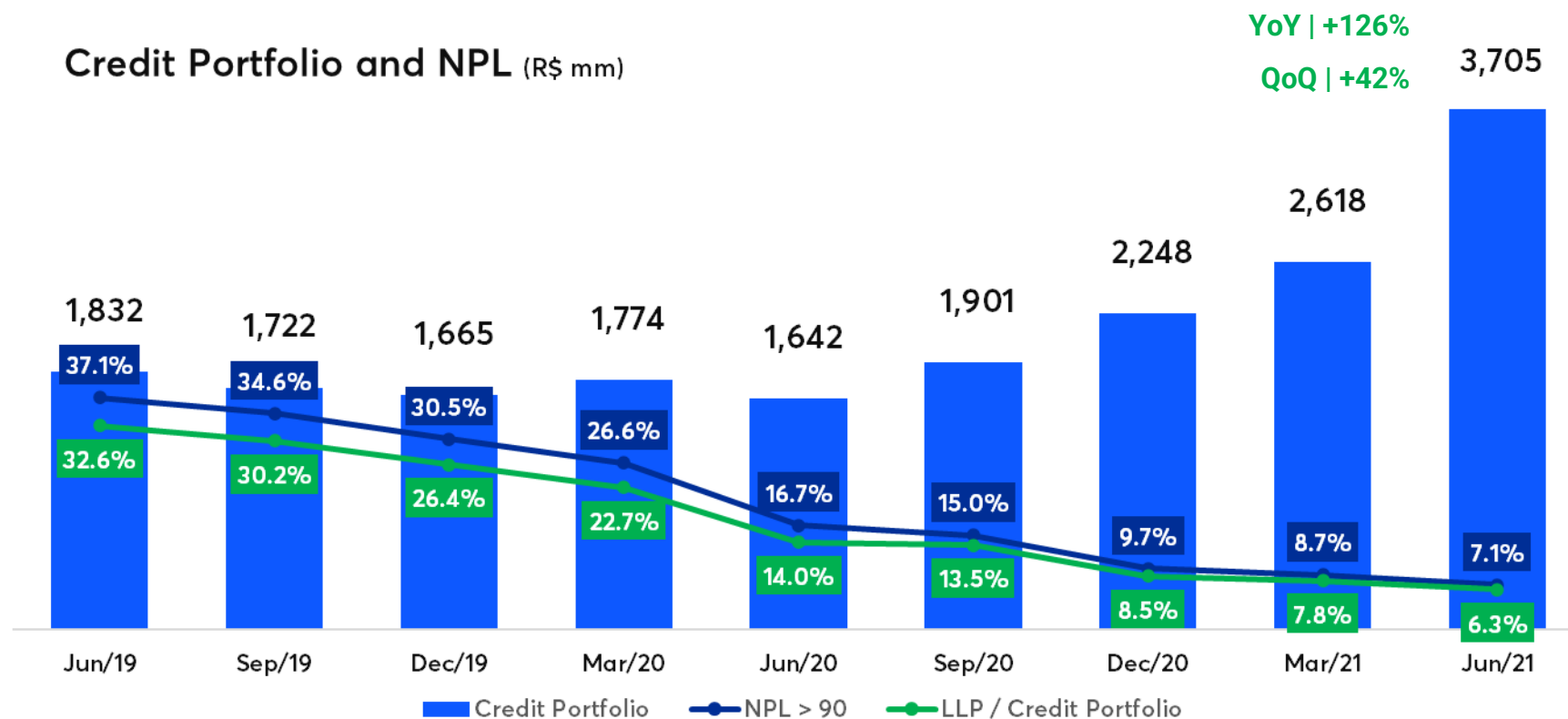


* Excludes the non-recurring effects of the acceleration of payroll loan origination in the second quarter of 2021.

Credit Portfolio Evolution

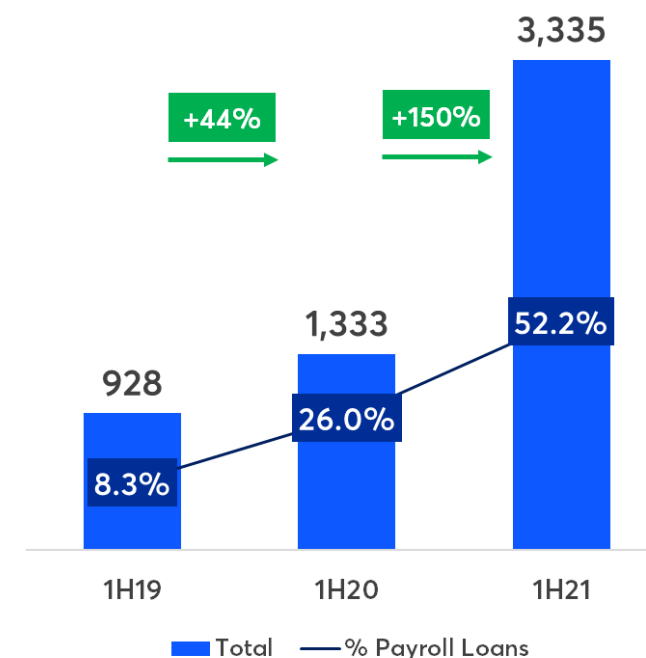


Credit Portfolio and NPL (R\$ mm)



Credit Origination

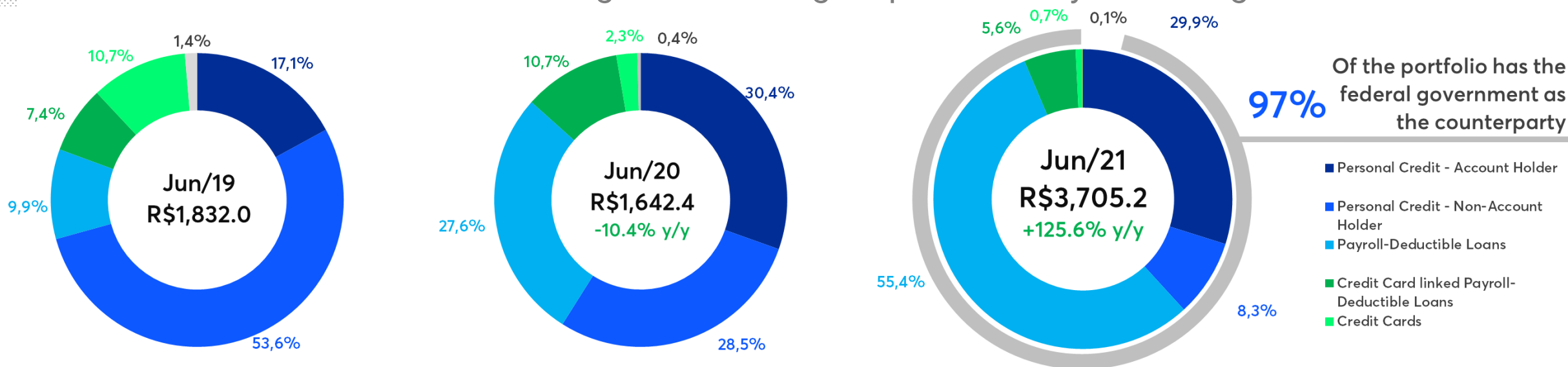
(R\$ million)



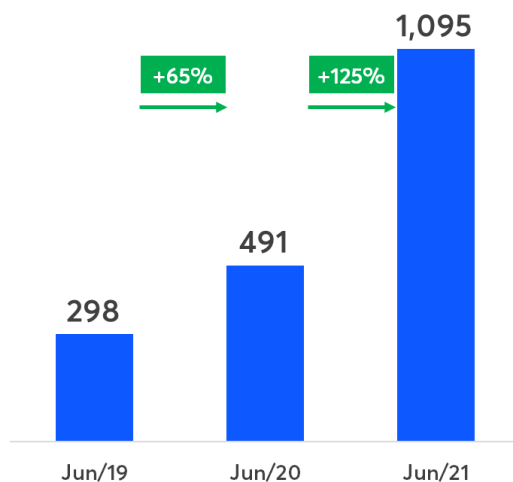
Breakdown and Core Portfolios



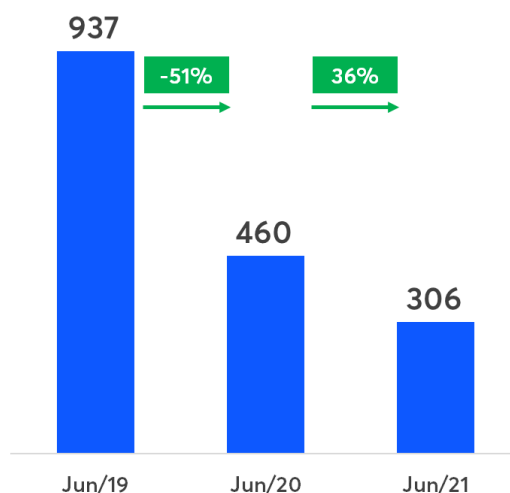
Better mix results in better defaulting ratios and higher predictability of earnings



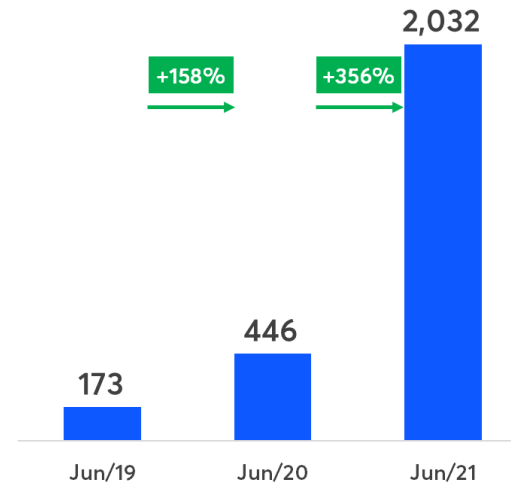
Personal Credit - Account Holder (R\$ mm)



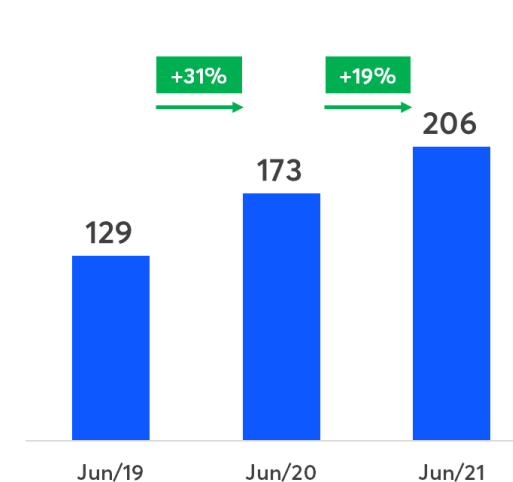
Personal Credit - Non-Account Holder (R\$ mm)



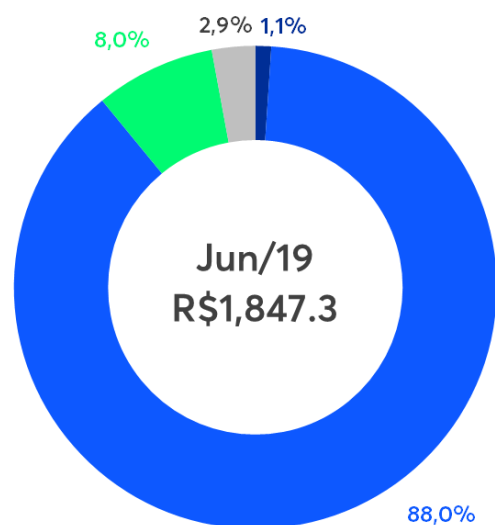
Payroll-Deductible Loans (R\$ mm)



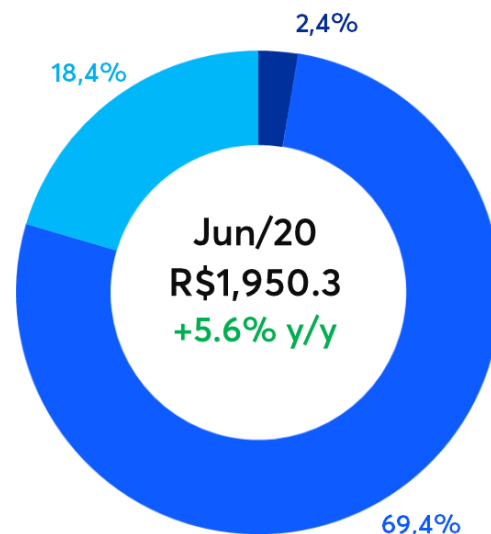
Credit Card Payroll-Deductible (R\$ mm)



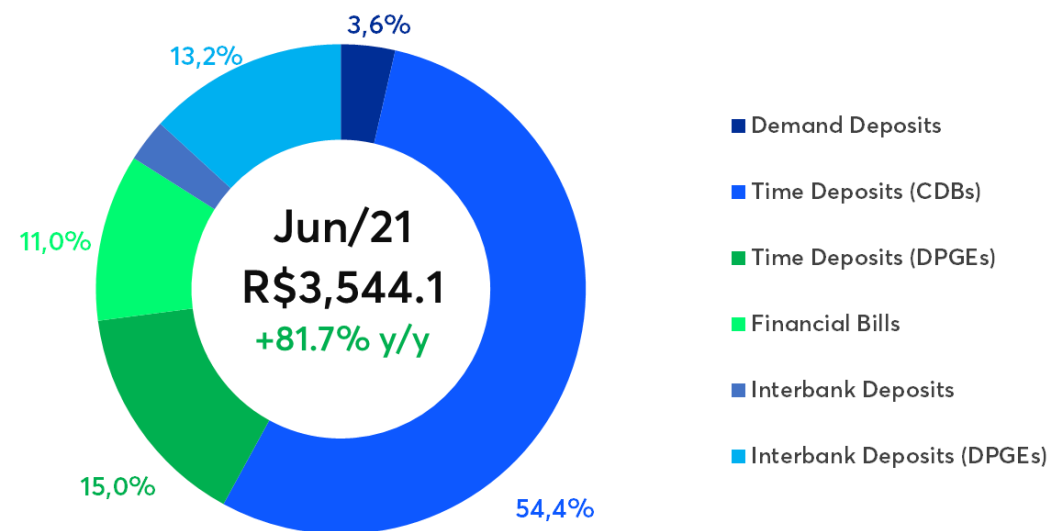
Funding Evolution



612 days
Average Term
Time Deposits
Jun/21



99%
No Liquidity
Time Deposits
Jun/21

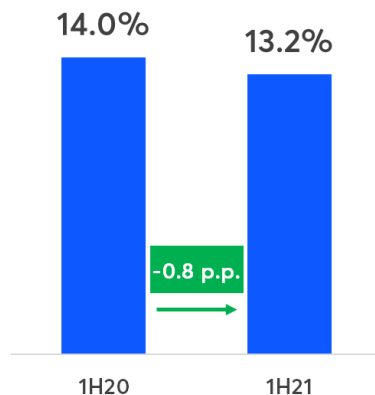


Distribution of **CDBs** (bank deposits)
through +40 brokers and highly
diversified.

Capital Adequacy and LCR

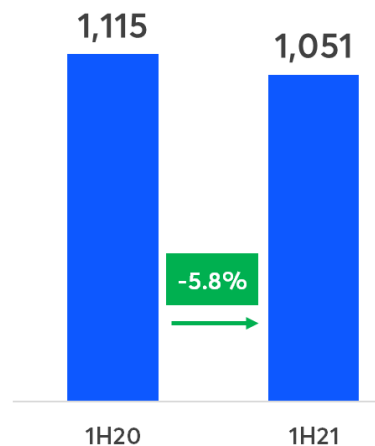


Capital Adequacy Ratio (%)



Cash Position

(R\$ mm)



In millions of Reais, unless otherwise stated	Jun/21	Dec/20	Jun/20
Referential Equity - Tier I	667.1	501.9	480.4
Core Capital	667.1	501.9	480.4
Referential Equity	707.8	552.0	527.8
Referential Equity - Tier II	40.7	50.0	47.4
Credit Risk-weighted Assets	2,510.5	1,684.6	1,235.5
Market Risk-weighted Assets	9.6	26.8	0.7
Operational Risk-weighted Assets	2,741.2	2,696.7	2,515.1
Risk-weighted Assets	5,261.3	4,408.1	3,751.3
RBAN	103.7	42.1	12.1
Capital Adequacy Ratio (RE/RWA)	13.5%	12.5%	14.1%
Expanded Capital Adequacy Ratio (RE/(RWA+RBAN))	13.2%	12.4%	14.0%
In millions of Reais, unless otherwise stated	Jun/21	Dec/21	Jun/20
High Quality Liquid Assets	556.8	924.7	829.9
Potential Cash Outflows	18.6	12.9	11.8
LCR (%)	2989.9%	7189.5%	7040.1%
Cash Position	1,050.5	1,499.5	1,115.4

Key Takeaways



**Rapidly Achieved
Scale...**

R\$ 3.7 billion
Total Credit Portfolio
(Jun/21)

+1.8 mi
Active Clients
(Jun/21)

846
Hubs
(Sep/21)



**... Accelerating
Growth...**

+106.0%
of Account holders
with paycheck
(Jun/21 versus Jun/20)

+34.3%
Net Interest Income
(1H21 versus 1H20)

+174.9%
Demand
Deposits
(Jun/21 versus Jun/20)



**... While Keeping High
and Sustainable
Returns**

16.1%
Adjusted ROAE
(-5.8 p.p. versus 1H21)

-18.8%
Personal Loans
Interest Rate Reduction
(Jun/21 versus Jun/20)

2.9%
Adjusted ROAA
(-1.4 p.p. versus 1H20)

ESG

Investor Relations Team

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