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4Q'24

Company  
Presentation



# Agibank is a Unique Business Model

Legacy Banks



Hybrid Model

Digital-Only



- **Revolutionizing**  
Consumer Finance in Brazil

- **By Empowering**  
The Largest & Fastest Growing  
Segment of  
Brazil's Population

- **To Facilitate Access**  
To Their Salaries and Benefits  
...in a Better Way in our  
Platform



- **Key Advantages**  
vs. Legacy & Digital Banks

- **Strong Results**  
Compounding High  
Growth & Profitability to  
Drive Impressive ROAE

- **Low Risk Portfolio**  
With Financial Services in a  
Complete Relationship Bank

# We Are Winning in the Market with Strong Growth & Profitability

## Winning Clients

**~4** Million  
Active Clients

**46%**  
YoY Growth  
in Active Clients

**76**  
NPS

## Growing Balances

**R\$24.0** Billion  
Credit Portfolio

**52%**  
YoY Growth

**3.0%**  
NPL (90-Day)

## Generating Profits

**R\$871** Million  
Net Income YTD

**102%**  
YoY Growth

**43.8%**  
ROAE

Note: Figures as of 4Q'24



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**Our Large & Attractive Market Opportunity**

Brazil is One of the  
Largest Markets in the World...

...But 50% of this Market is  
Poorly Served or Ignored

**\$2.3**  
Trillion GDP

**+200**  
Million People



**100**  
Million People  
Underserved

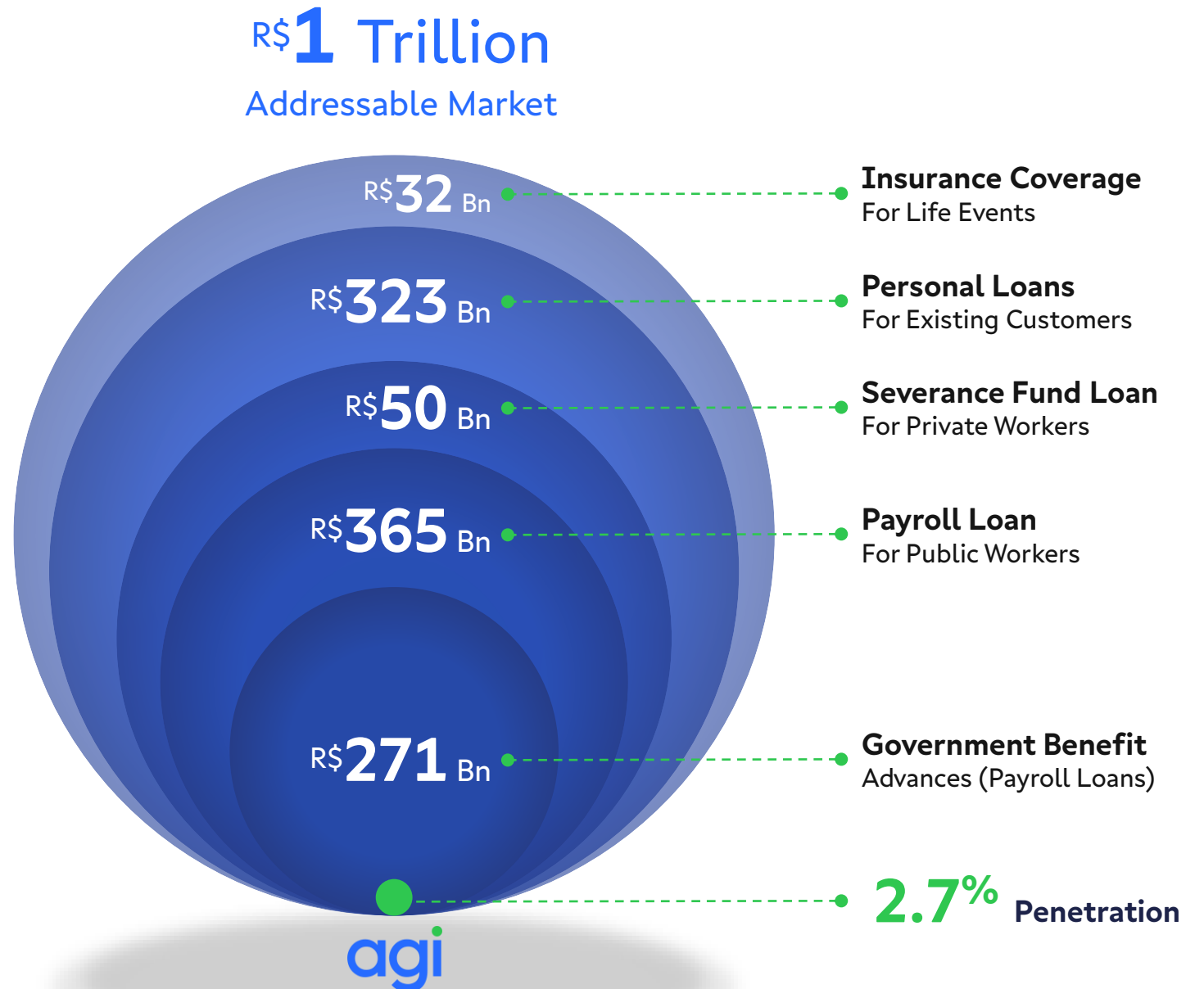
- ✓ Recipients of Government Benefits
- ✓ Lower Income Workers (<\$350 Monthly Income)

- Older (with Benefits)
- Lower Income
- Less Tech Savvy
- Less Access to Education
- Live Outside of Main Cities

...And This is the  
Fastest Growing  
Segment of the Population

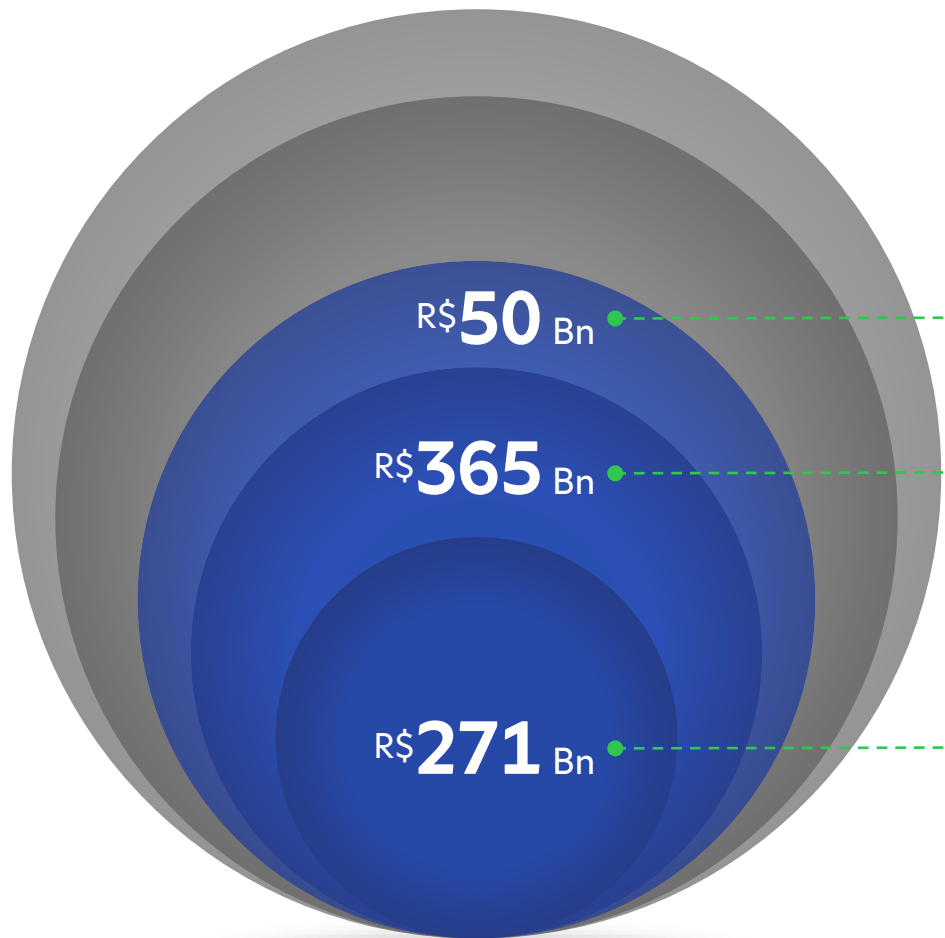
Targeting the Largest &  
Fastest Growing  
Segment

Representing a  
**Massive &  
Underpenetrated**  
Market Opportunity



R\$ **664** Billion  
Addressable Market

...Which Has  
**Very Low  
Credit Risk**



**Severance Fund Loan**  
For Private Workers

**Secured**  
by Severance  
Fund Balance

**Payroll Loan**  
For Public Workers

**Secured**  
by Payroll

**Government Benefit  
Advances (Payroll Loans)**

**Secured**  
by Government  
Benefit Balance

**6.4%** current share



## Legacy Banks Serve This Market Very Poorly...

### Long Lines to Get In...



### ...Miserable Experience for Uncaring Service



#### × Grant Recipients Are Often Ignored

- Banks Don't Care About Lower Income Consumers
- Few Products Are Designed & Offered to this Segment
- History of Bad Service
- Excessive Fees

#### × Customer Experiences Are Terrible

- Unwelcoming Locations
- Very Bureaucratic
- No Relationship
- No Education
- Unintuitive Mobile App (if any)
- No Personal Advisory

## ...And Digital Banks Can't Serve This Area of the Market



### × **Physical Presence is Required to Payout Benefits**

- Brazil Government Mandates that Any Benefit Payer Have a Physical Presence

### × **Can't Establish Trust with the Older Population**

- Who Prefer to Start Financial Relationships in Person to Establish Trust & Receive In Person Guidance

### × **Bias to Target Younger, More Tech-Savvy Consumers**

- Largely Advertising Through Digital or Social Channels
- Products Designed for Younger Consumers

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**Key Advantages**



The Agi Model Is Winning...



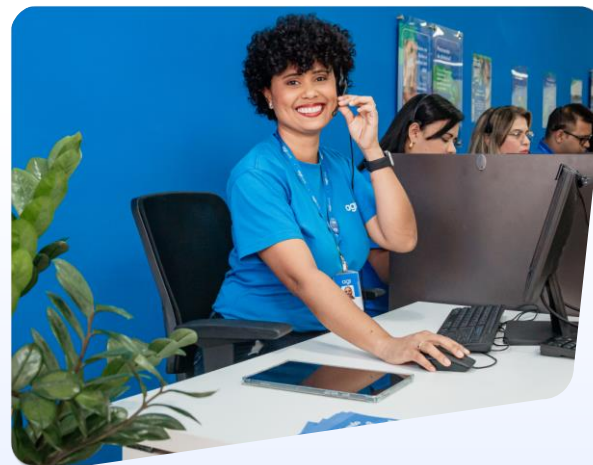
...and providing us with **Powerful Advantages**

- ✓ **Superior** Customer Acquisition
- ✓ **Differentiated** Value Proposition
- ✓ **Smarter** Customer Insights
- ✓ **More Efficient** Operations
- ✓ **Structurally Low Risk** Credit Portfolio
- ✓ **Higher** Profit Generation

# Hyper-Local Smart Hub Network



## The Agi Smart Hub



### Physical Locations Conveniently Located Near Our Customers So They Can:

- Open an Account
- Accept New Benefits
- Access Cash Securely
- Apply for a Loan
- Receive In-Person Support



### Smart Hubs Are Not Bank Branches

- No Paperwork
- No Cash Vault
- No Armed Security



# Hyper-Local Smart Hub Network

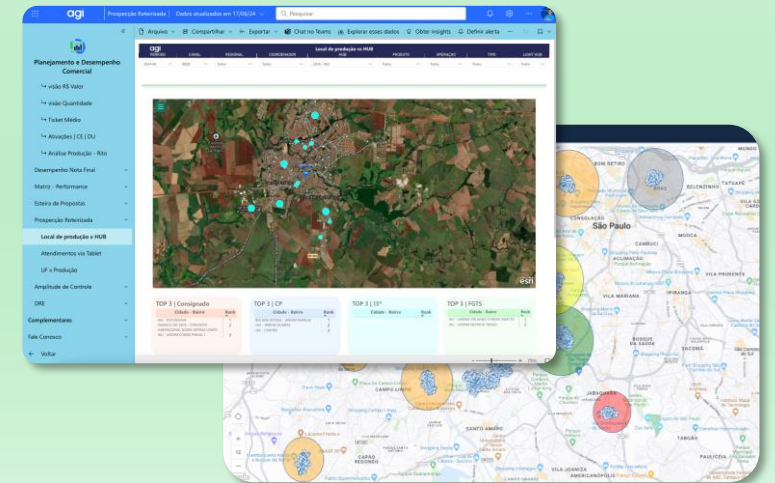


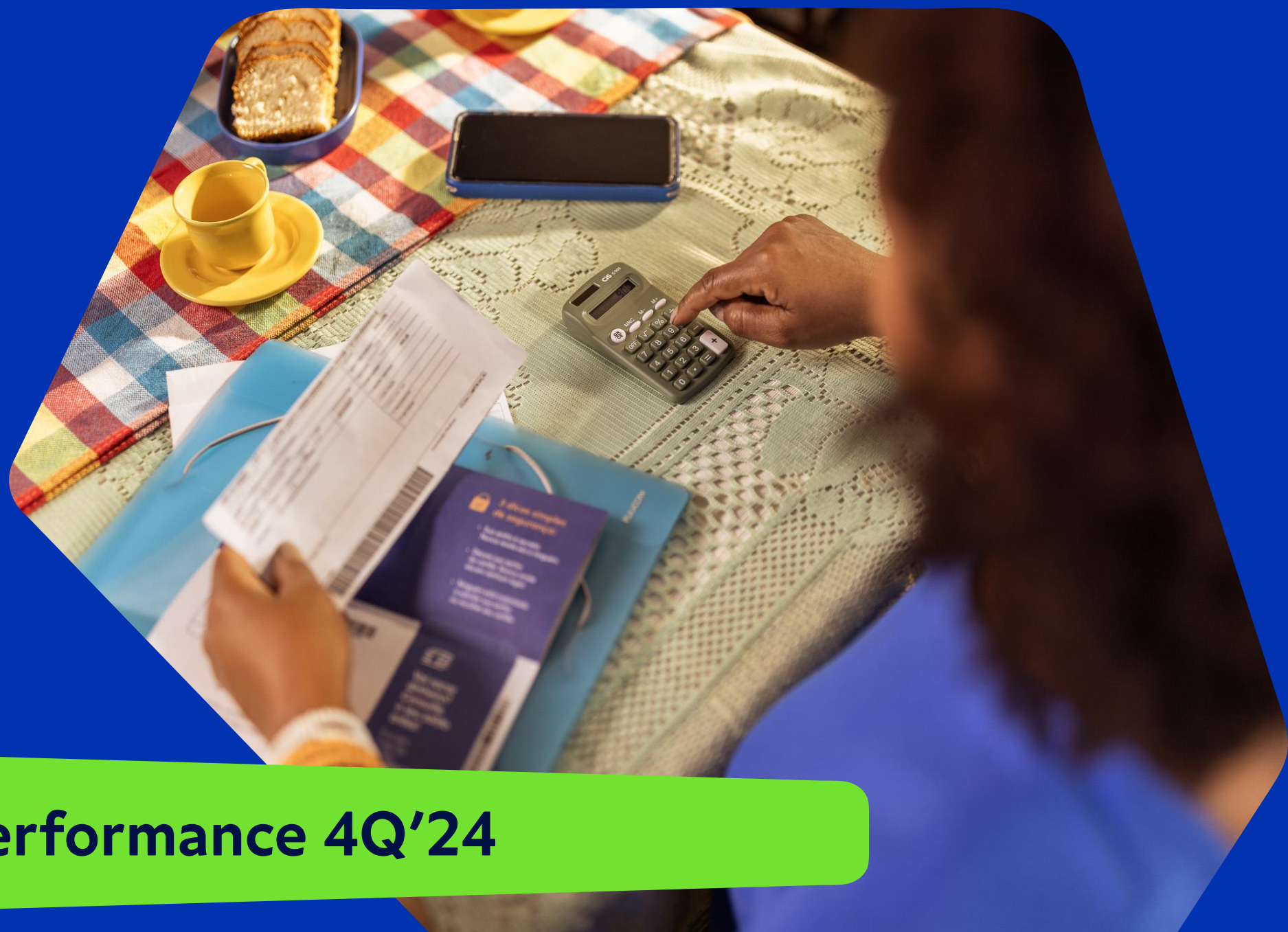
## Benefits to Our Customers and Agibank

- ✓ **Low-Cost Customer Acquisition**  
by establishing a strong brand in the community & driving inbound traffic
- ✓ **Asset-Light**  
with no vault, no security infrastructure, no paper, and a smaller footprint
- ✓ **90% More Efficient**  
lower operating costs compared to traditional bank branches
- ✓ **Attractive Unit Economics**  
new hubs become profitable in just 9-months after opening
- ✓ **Barrier-to-Entry**  
physical & local presence is required to pay government benefits to consumers

## Data-Driven Expansion

- **Data-Driven Approach to Opening New Smart Hubs**
- **By Analyzing Traffic Metrics**
  - Presence of bank branches serving lower income consumers
  - High foot-traffic city centers
  - Low-cost sites for operates



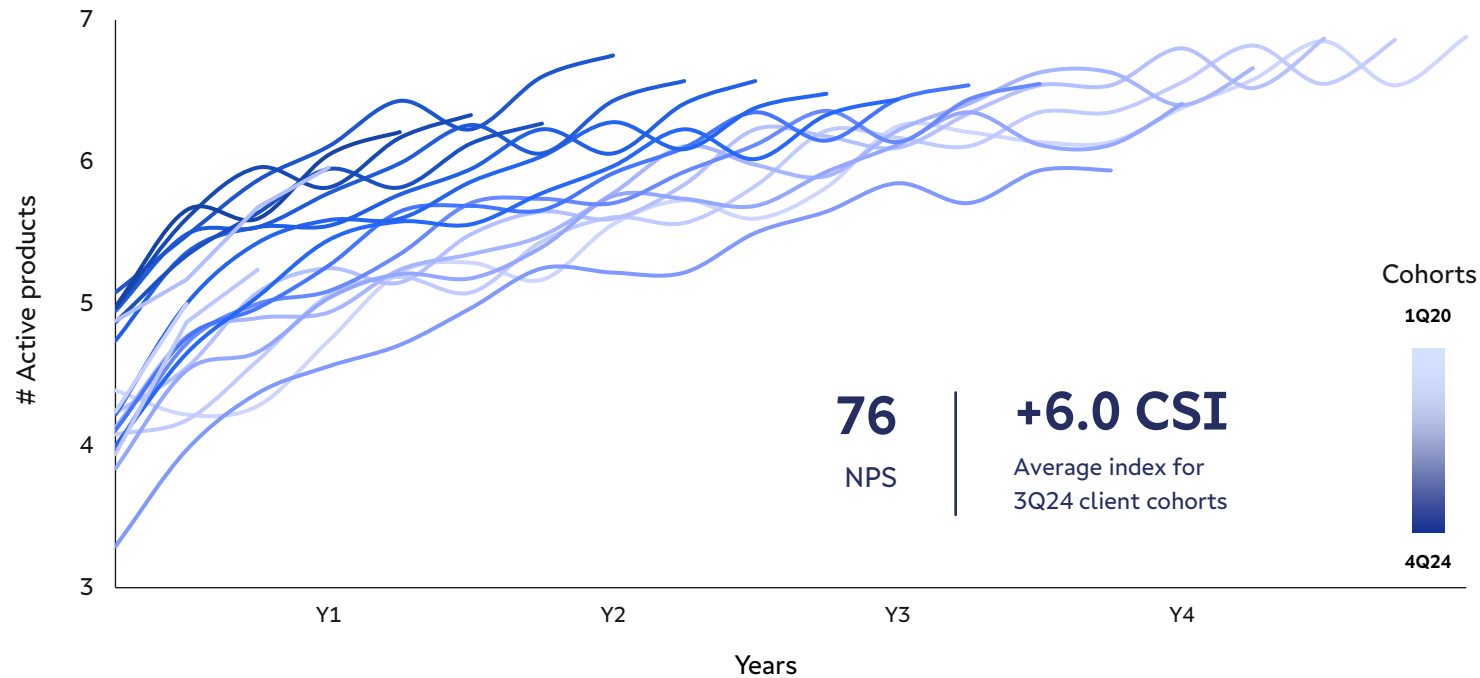


# Financial Performance 4Q'24

(Amounts expressed in millions of reais, unless otherwise stated)

# Cross-Selling Index

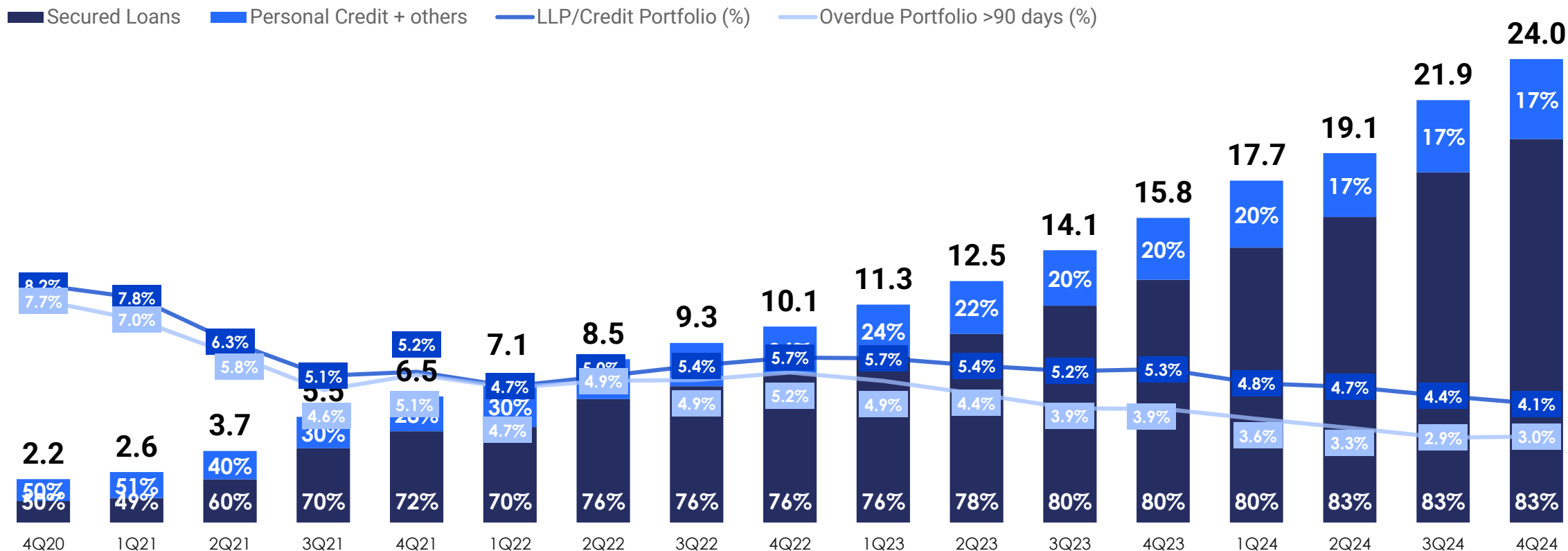
Number of clients per cohort



- **Checking Account**
- **Pix**
- **Payroll Loans**
- **Personal Loans**
- **Insurance**
- Payroll Credit Cards
- Payroll Benefit Cards
- Severance Fund Advance (FGTS)
- Credit and Debit Cards
- Overdraft
- Investments and Savings

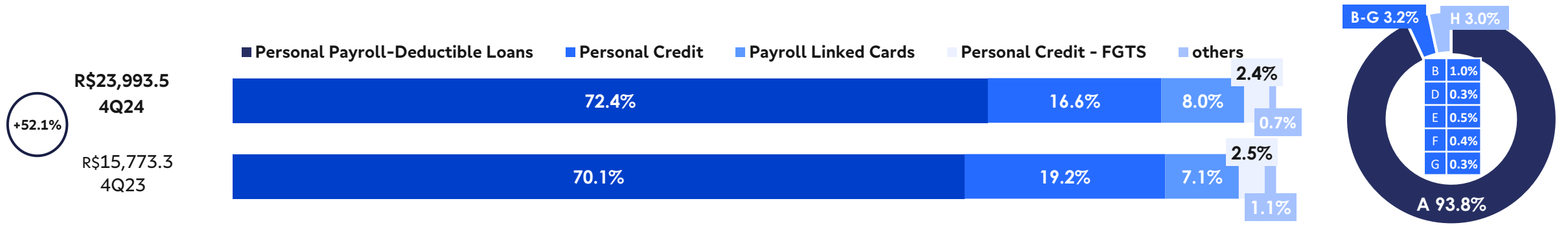
# Credit Portfolio Evolution (R\$ Bn)

The change in mix over the quarters is followed by an improvement in delinquency rates

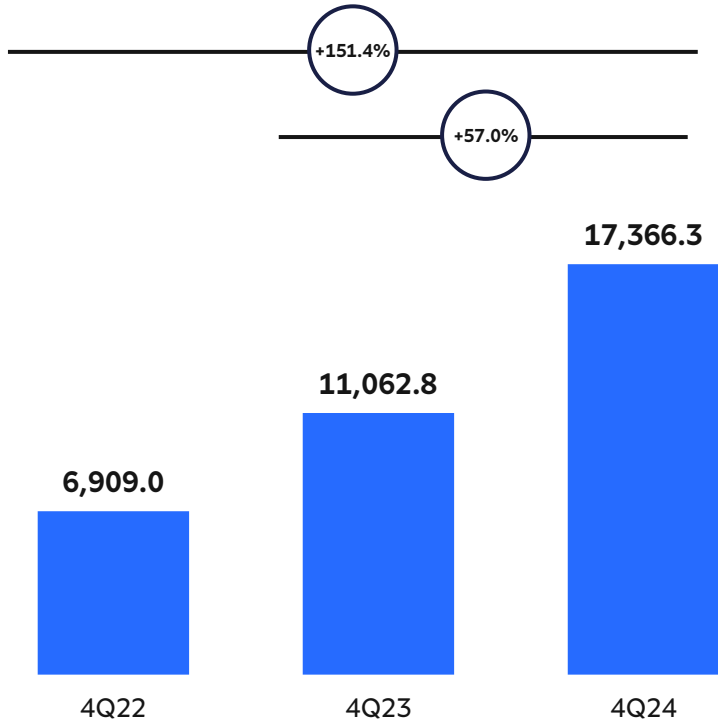


\*Secured credit: Personal Payroll Loans, Payroll Credit Cards, Payroll Benefit Cards and Personal Credit - FGTS (saque aniversário).

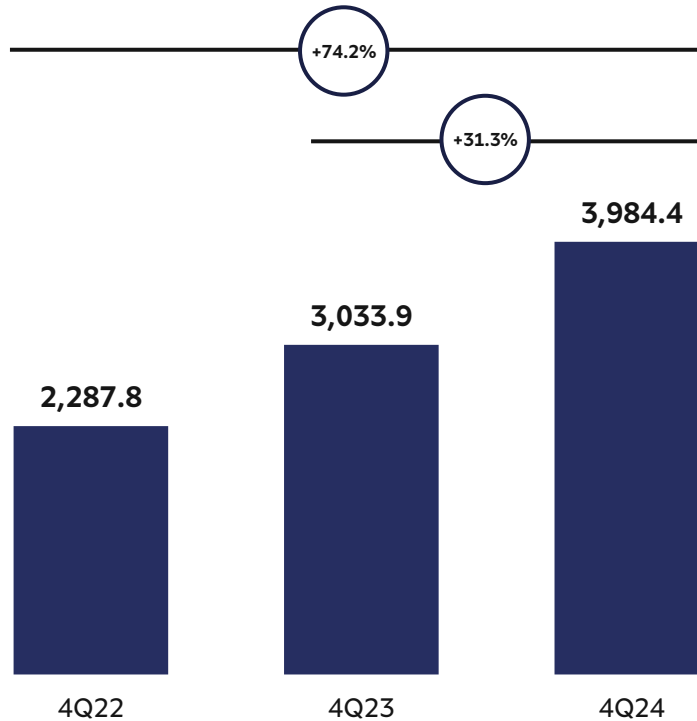
# Portfolio Breakdown



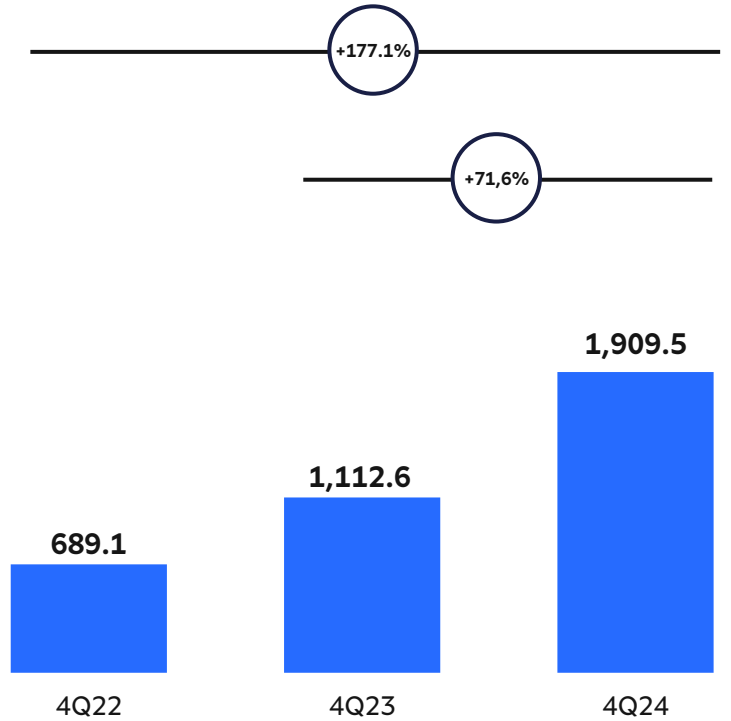
## Payroll Loans



## Personal Credit

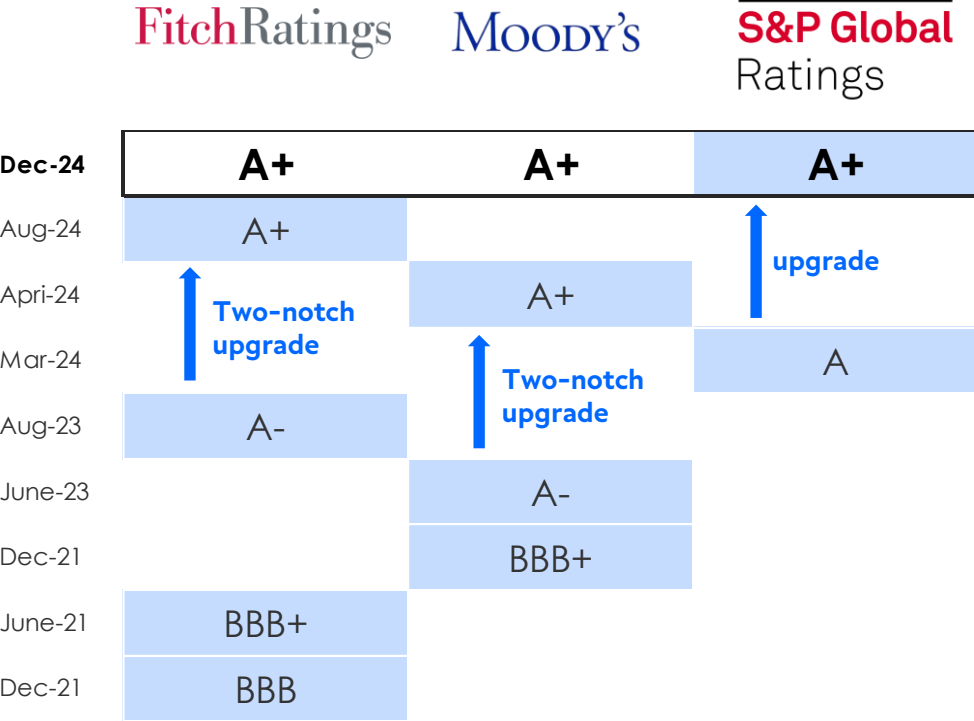


## Payroll Cards

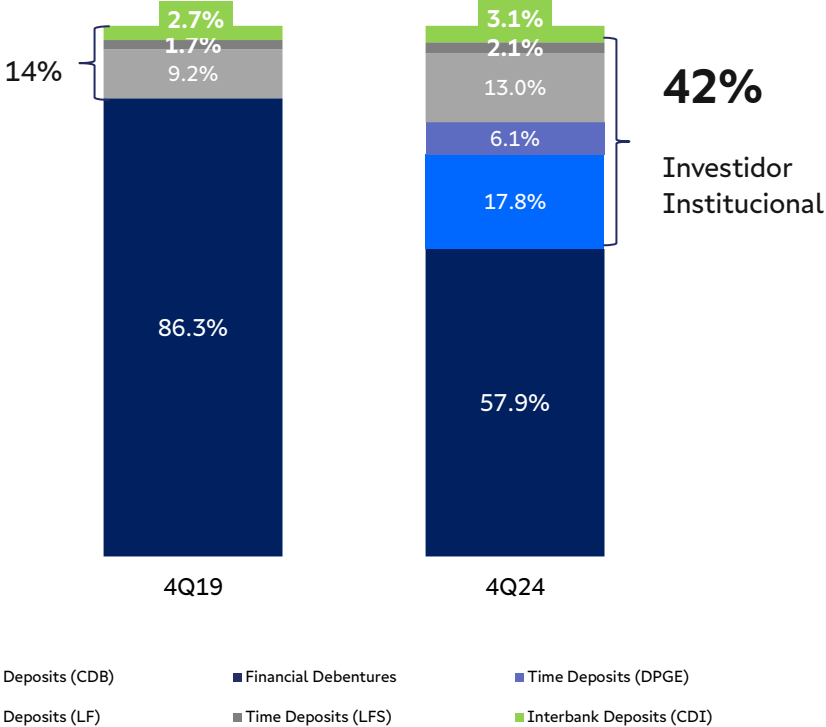




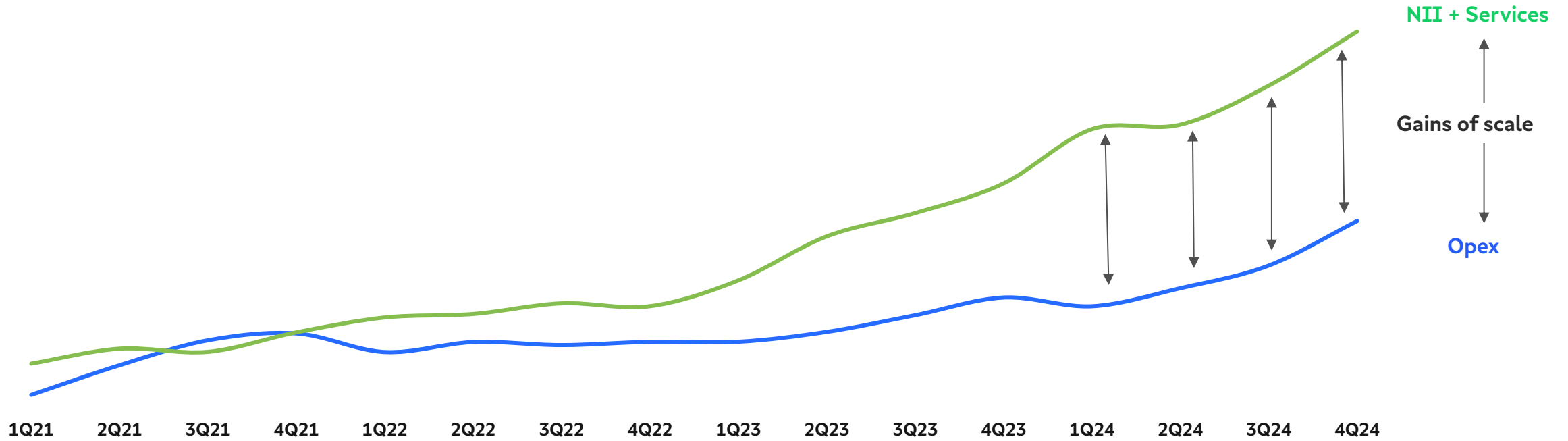
# Upgrade of ratings as a recognition of the strengths built in recent years



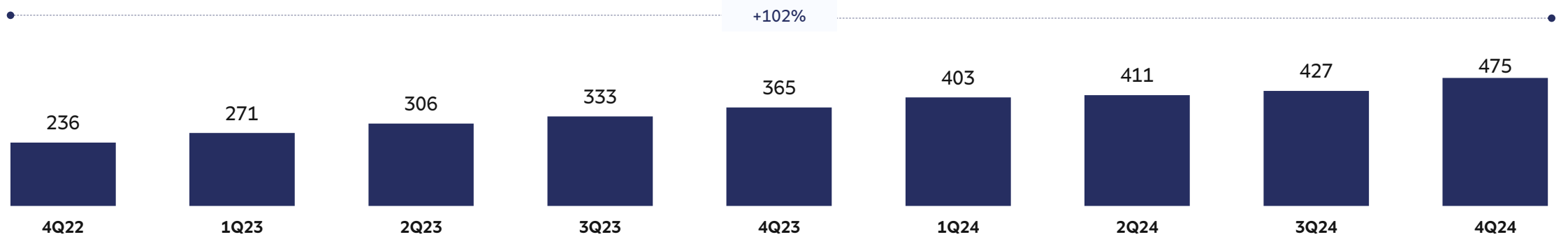
# Funding Breakdown



# Continuous effort to increase productivity and efficiency

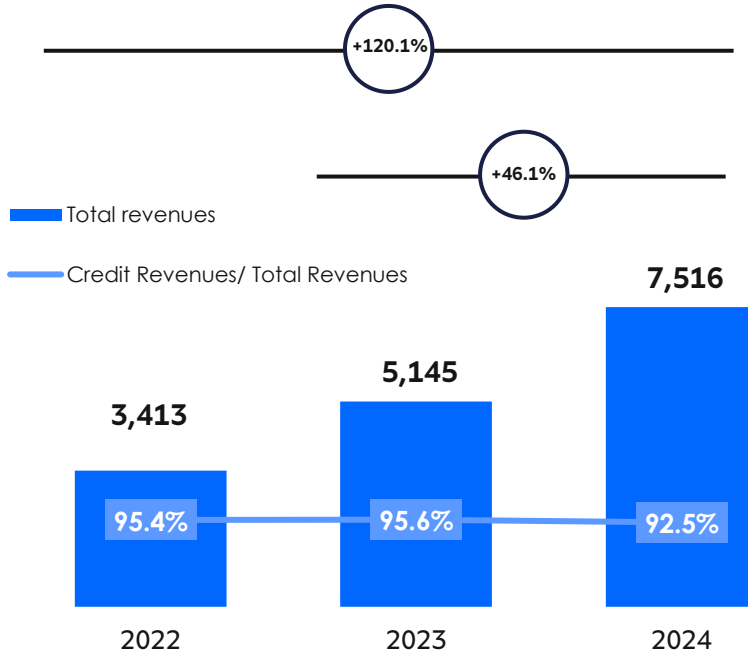


Revenues per headcount (thousands of reals per employee)

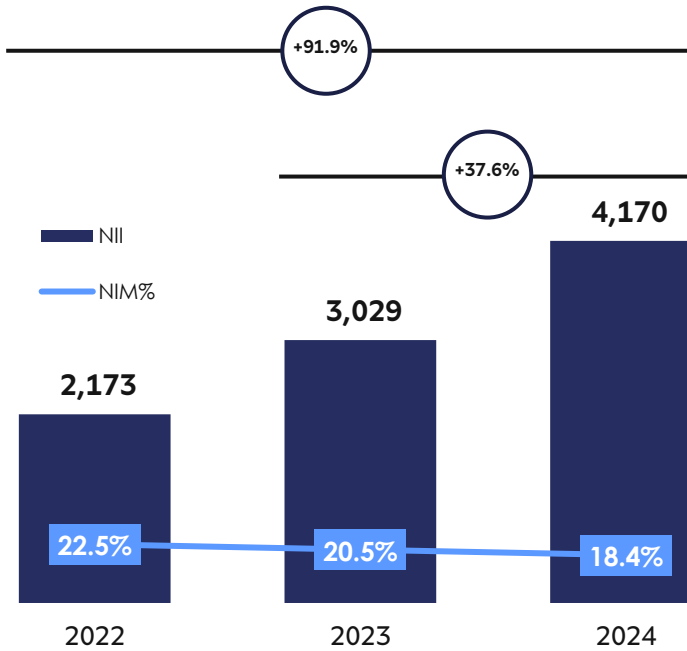


# Key Indicators

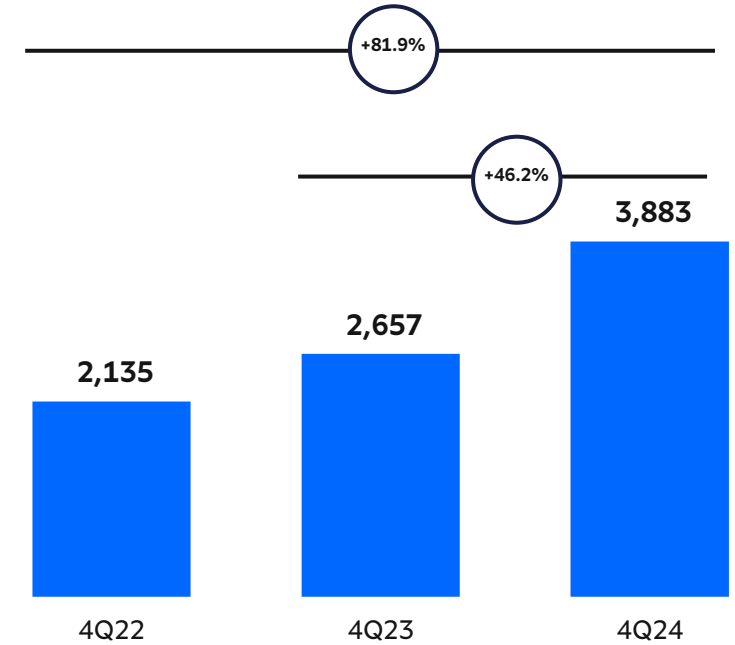
## Total Revenues



## NII and NIM (%)

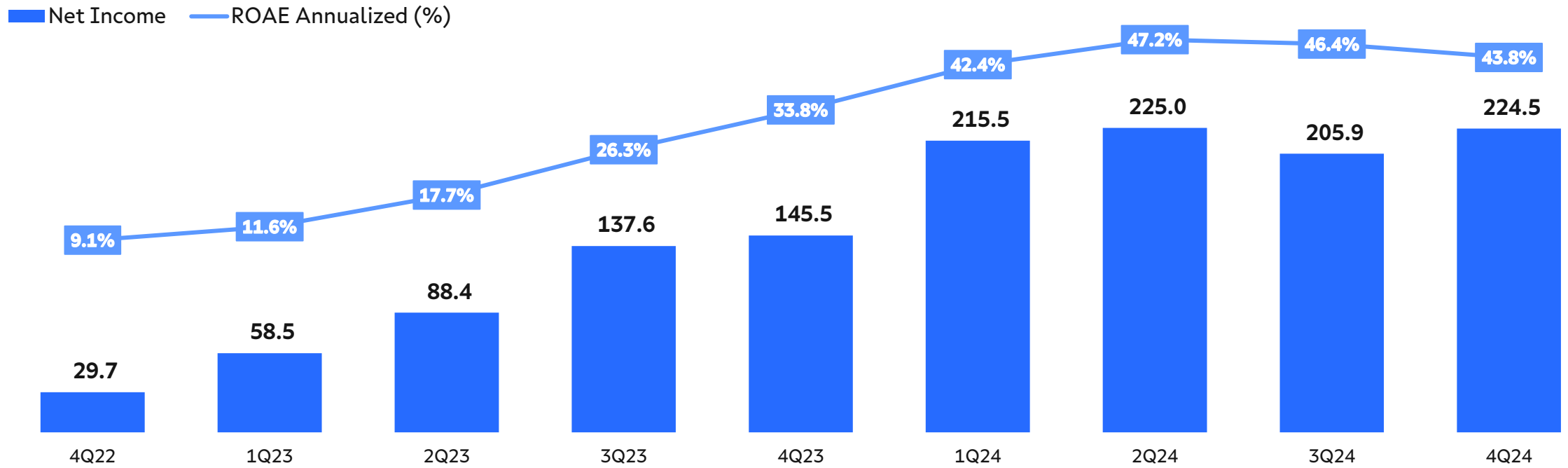


## Active Clients ('000)



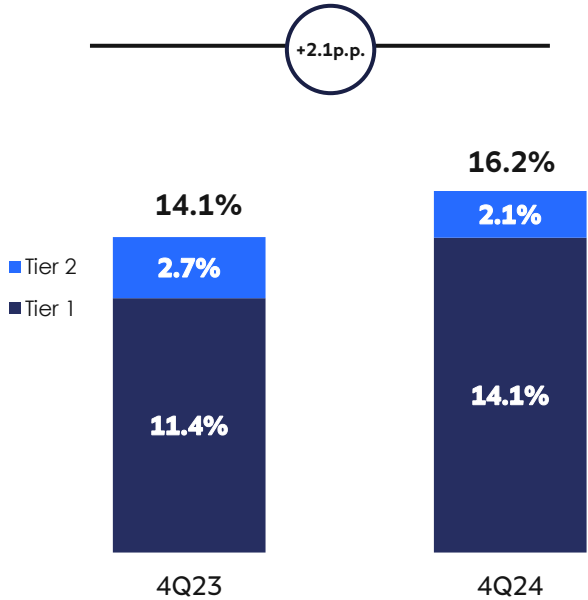
# Profitability Growth

Net Income and ROAE increasing over the quarters

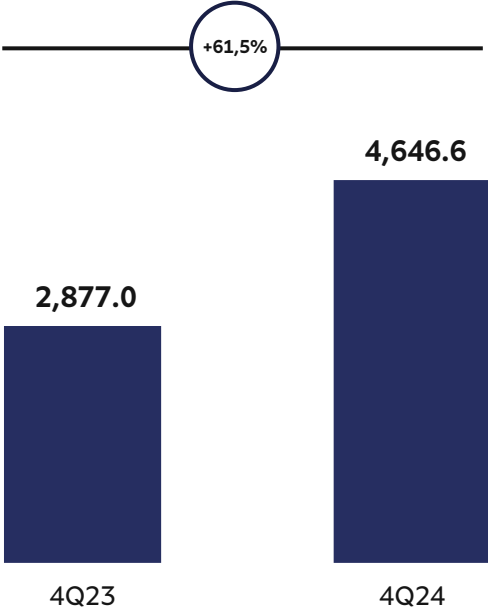


# Capital and Liquidity

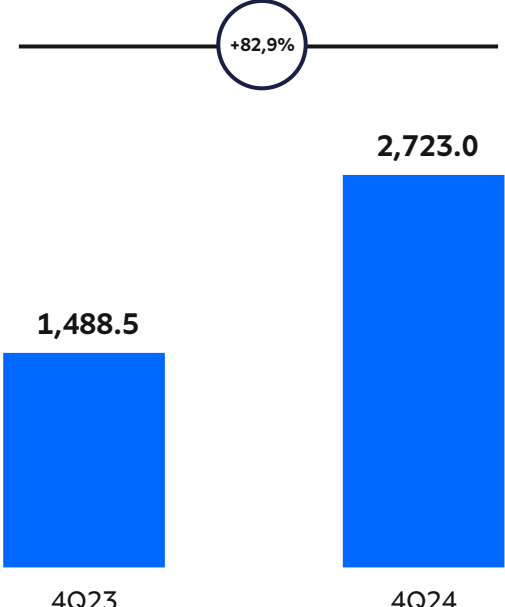
Capital Adequacy Ratio\*



Cash Position



Equity



\* The common equity already includes the contribution from Lumina Capital, approved in Jan/25.



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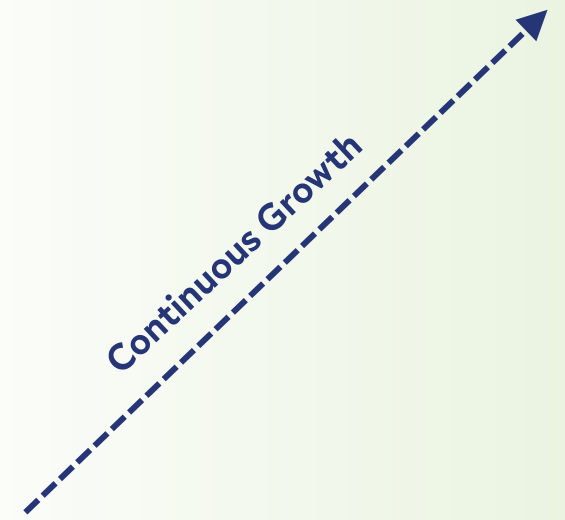
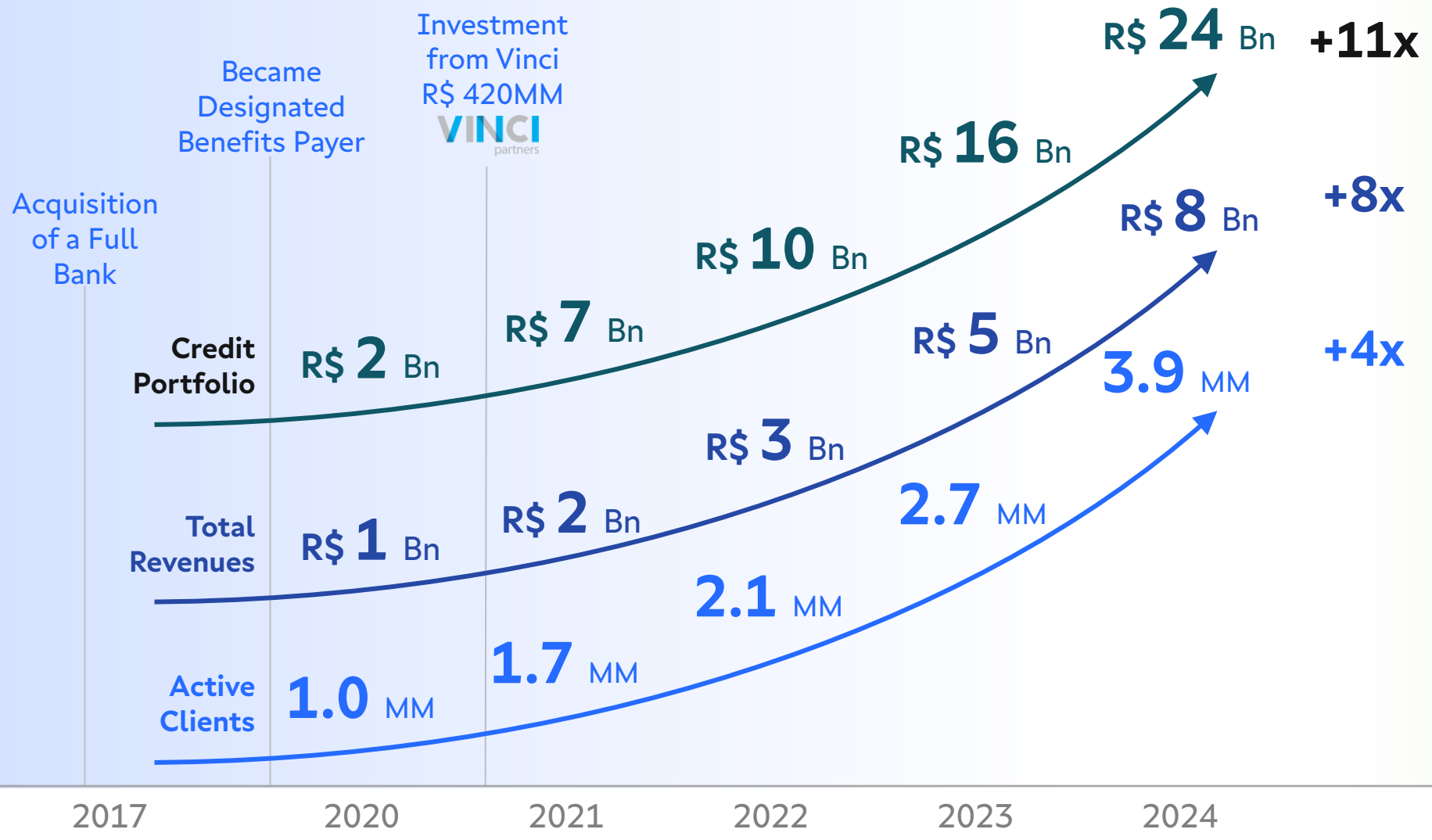


**...And We're Just Getting Started**

# Continuing Our Long Track Record of Growth



Investment from Lumina R\$ 400MM



By 2030

# C-Level



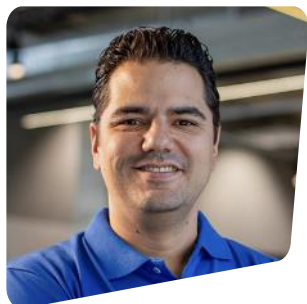
**Glauber Correa**  
CEO



**Marcello Dubeux**  
Chief Financial and Investor  
Relations Officer



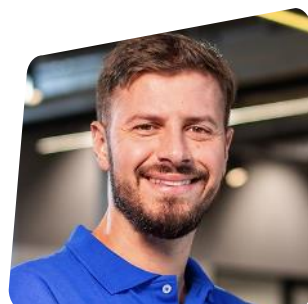
**Daniel Farias**  
Chief Product Officer



**Daniel Pires**  
Chief Data & Credit Officer



**Lucas Aguiar**  
Chief People &  
Governance Officer



**Matheus Girardi**  
Chief Client Officer



**Rafael Morais**  
Chief Risk &  
Controllershship Officer



**Vinicius Aloe**  
Chief Technology Officer



# Board of Directors



**Marciano Testa**  
Executive Chairman



**Gabriel Felzenszwalb**  
Board Member



**Aod Cunha**  
Independent Member



**Rosie Rios**  
Advisory Board



**Daniel Goldberg**  
Board Member



**Ademir Cossielo**  
Independent Member



**Alan de Genaro**  
Advisory Board



## Investor Relations

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