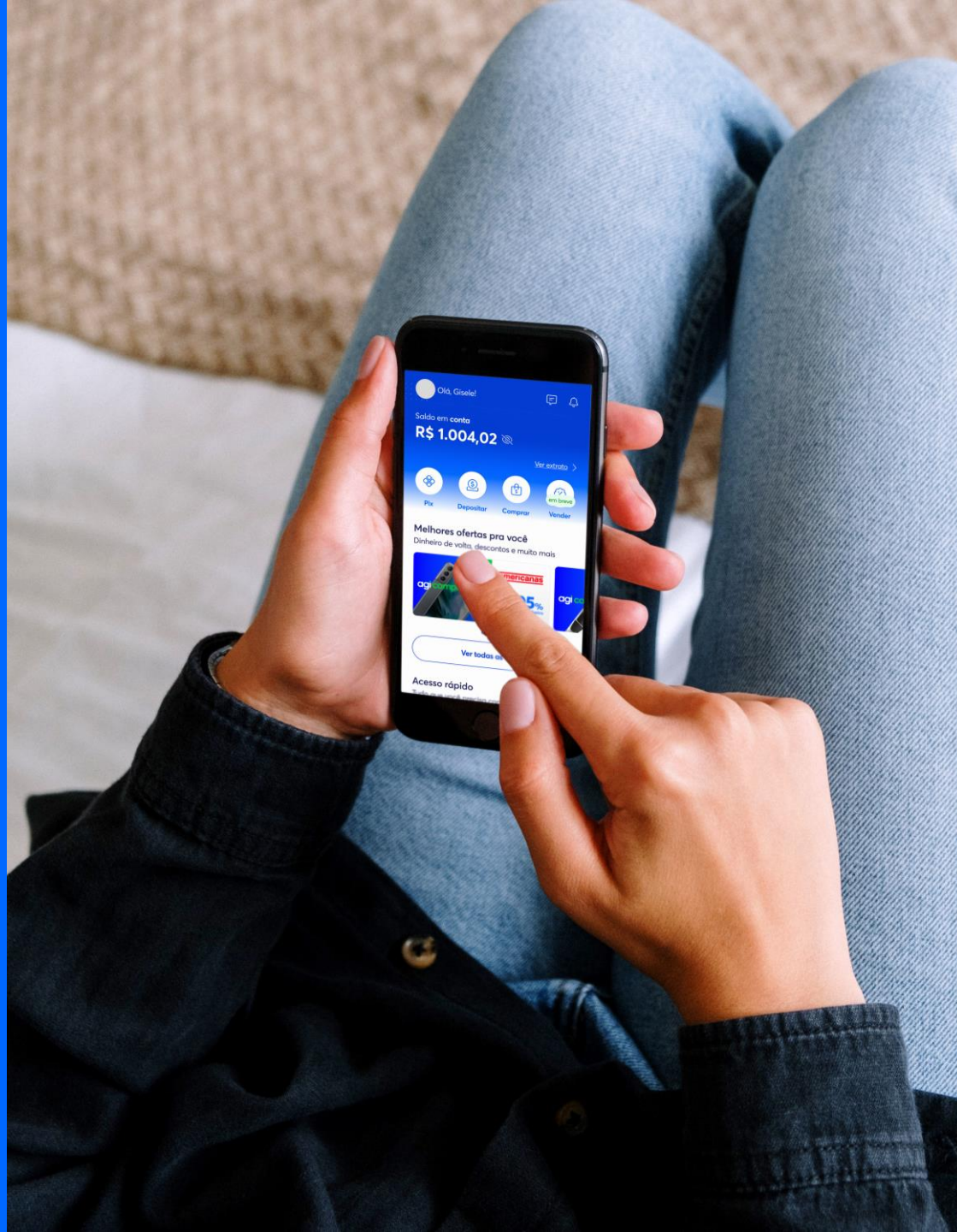


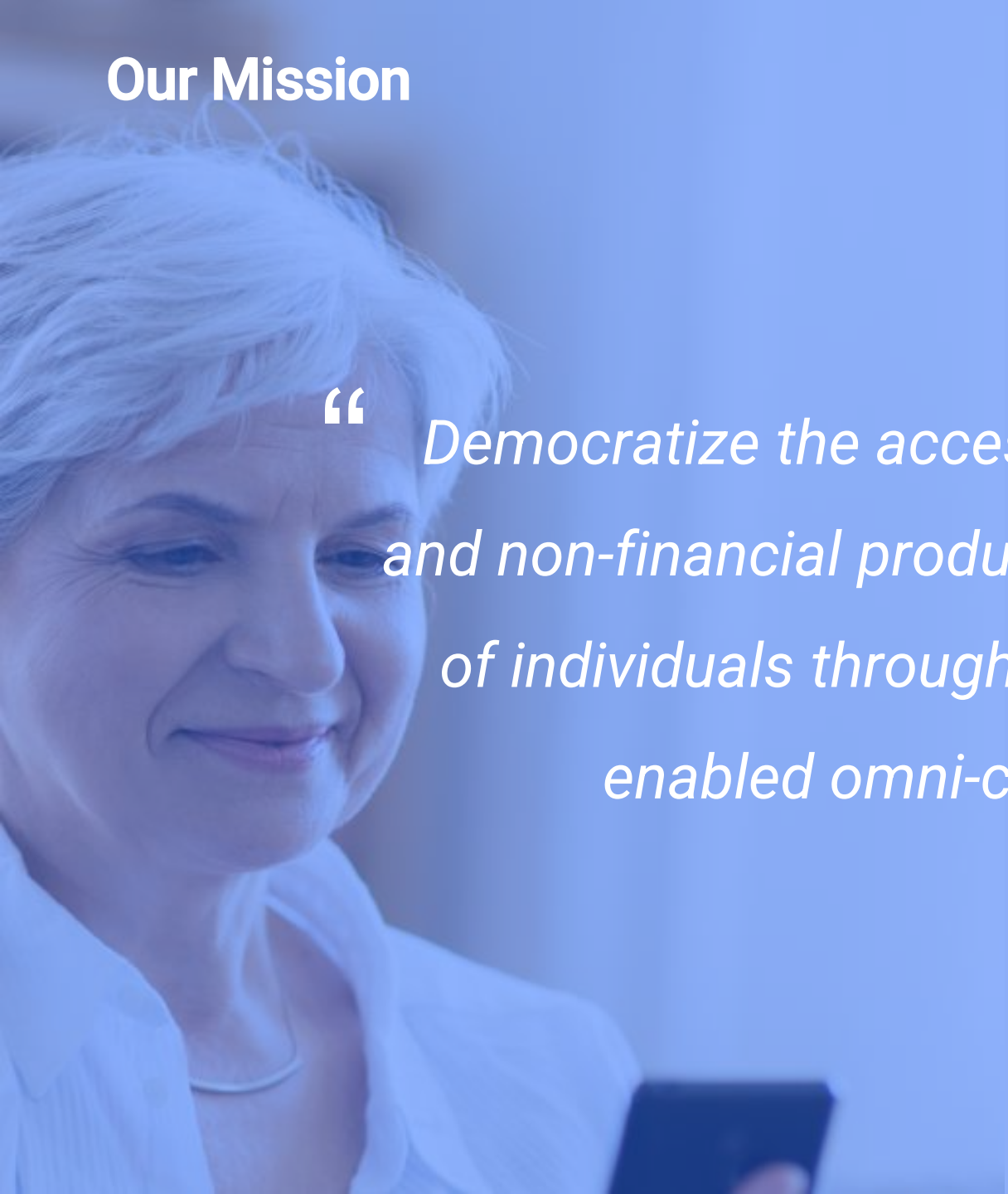


# Company Presentation

1Q22



## Our Mission

A woman with short white hair is looking down at a smartphone. The image is overlaid with a blue gradient and contains text.

*“ 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 1Q22, Except Otherwise Noted



## Large and Growing Asset Base

**R\$8.7bn**

*total assets*  
+116,4% YoY

**R\$7.1bn**

*loan portfolio*  
+171,2% YoY

**5.6%**

*NPL > 90 days*  
vs 8.7% in 1Q21

## Strong Economics

**R\$743.2mm**

*total revenue*  
+87,8% YoY

**~ 20x**  
*LTV / CAC*

## Best-in-Class Operating Model and Engagement

**3.9mm+**

*total clients*

**1.6mm+**

*active clients*  
2.8 products per client

**883**

*smart hubs*  
+160 YoY

**71+**

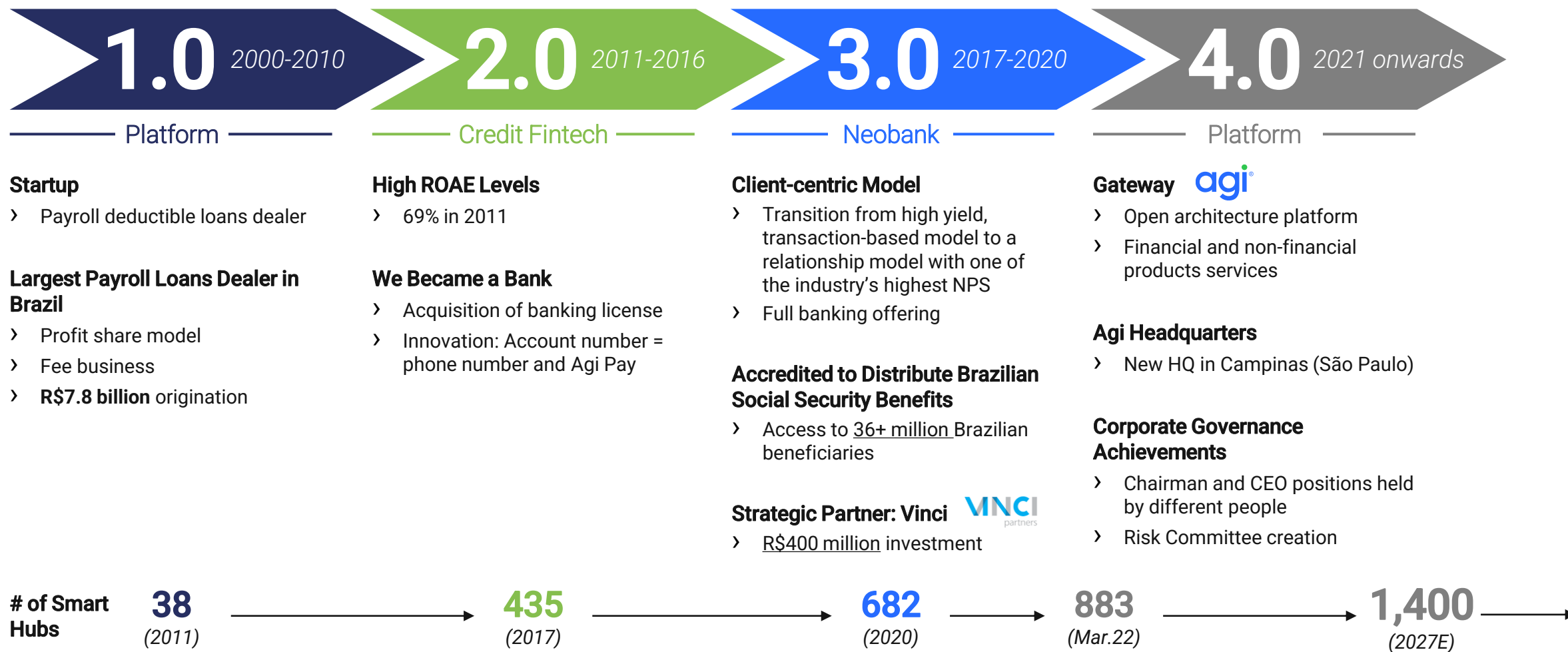
*NPS*

**+38%**

*core portfolio\* revenue growth*  
1Q22 versus 4Q21

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

# How We Got Here

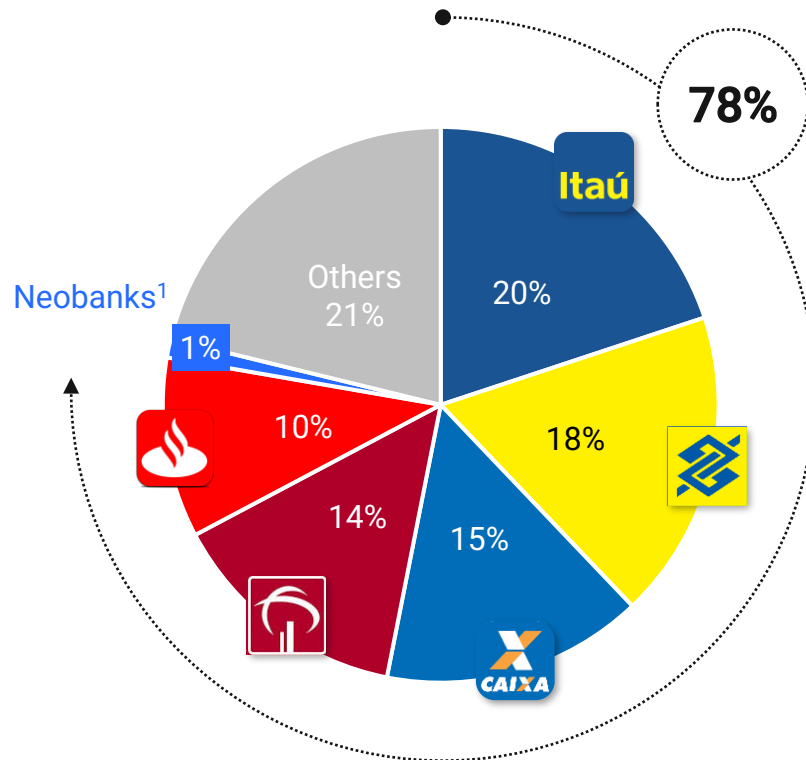


*We have built a unique and scalable business from scratch without outside capital*

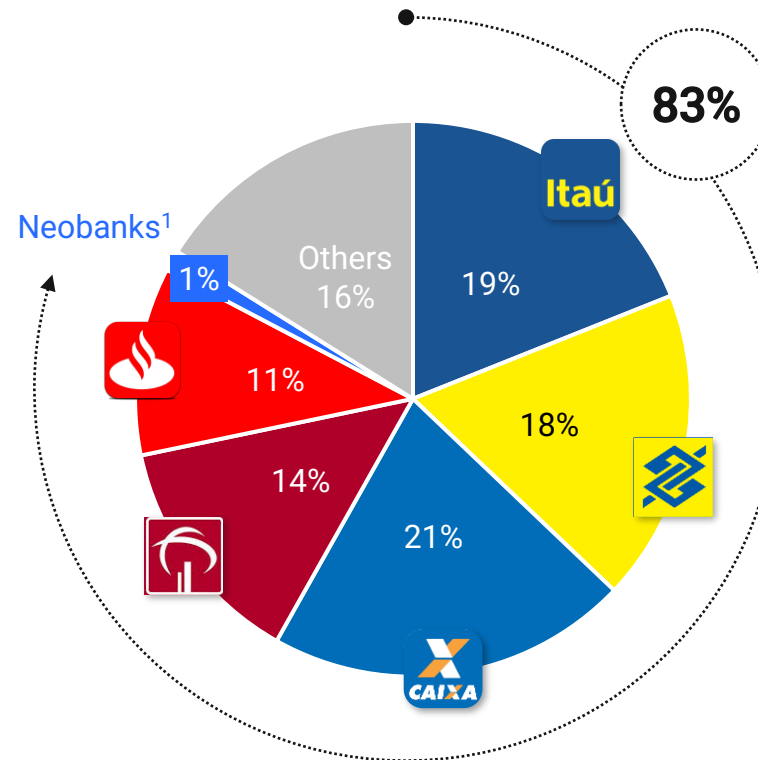


# The Brazilian Banking Industry is a Highly Concentrated Market

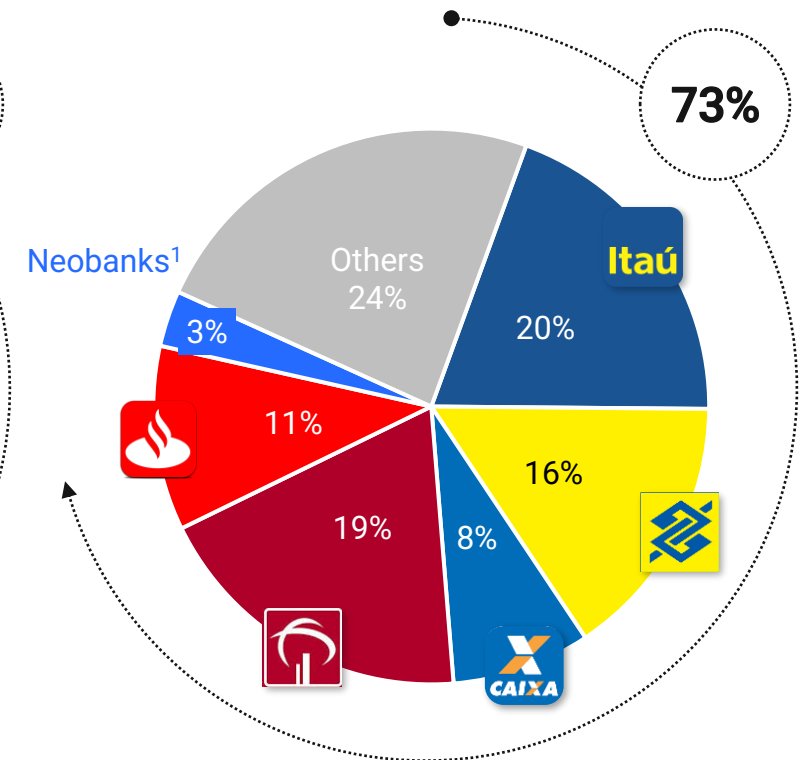
**Total Assets Breakdown (%)**



**Total Loan Portfolio Breakdown (%)**



**Total Book Value Breakdown (%)**



Source: Brazilian Central Bank

Note: Data as of 2020.

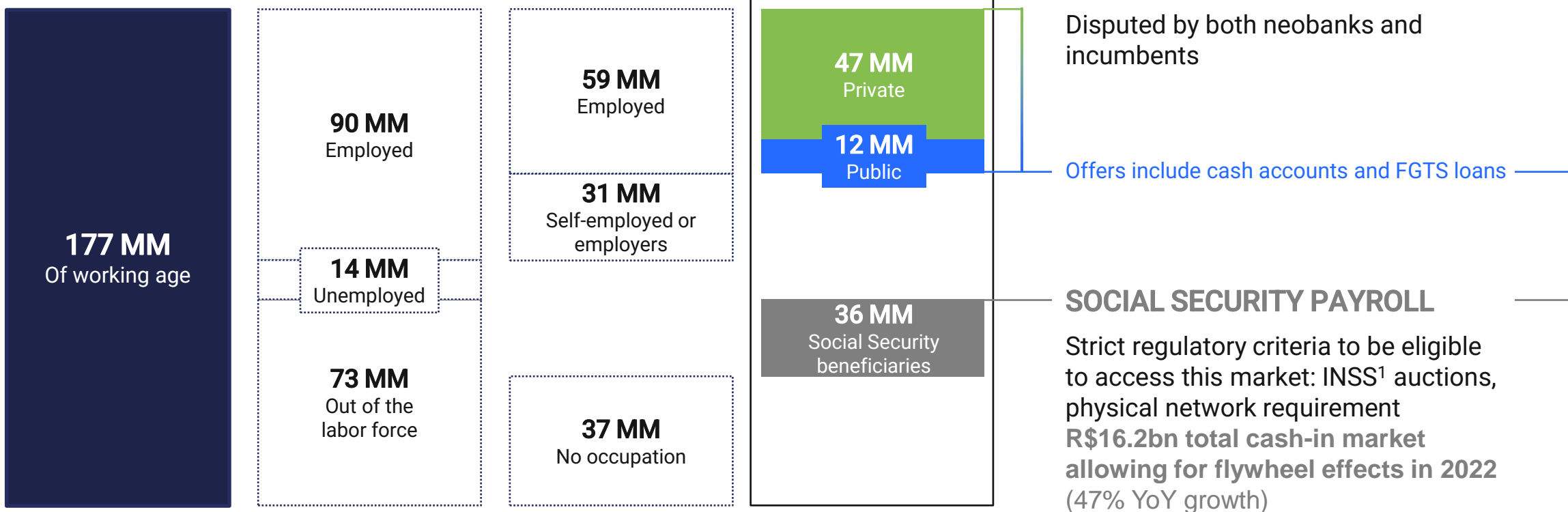
¹ Neobanks include Agi, Nubank, C6 Bank, Banco Inter, Banco Original, Pagbank, Stone and Digo.

# Our Addressable Market



## Access to +36mm Social Security Beneficiaries and +12mm Public Workforce

Population

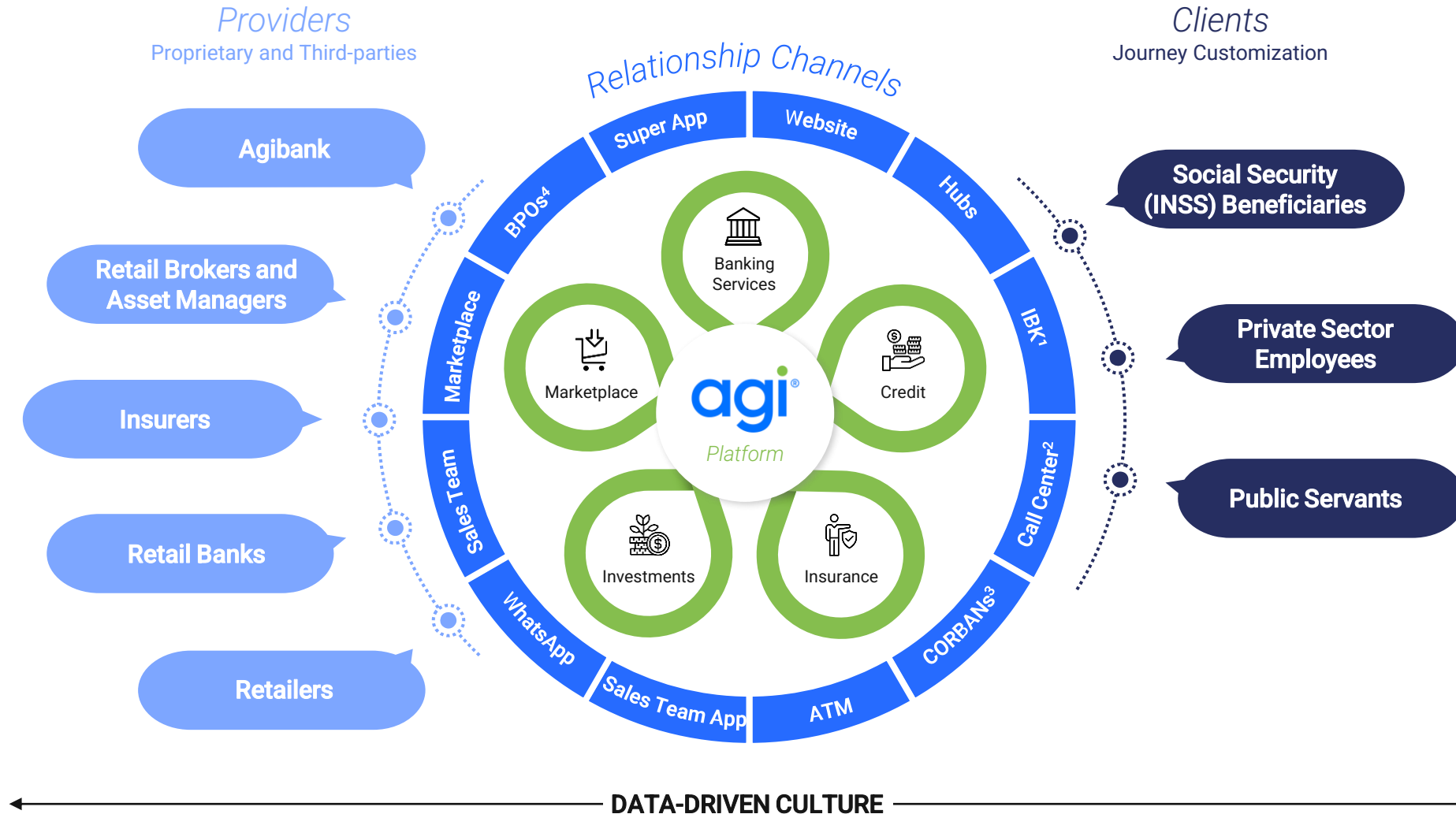


Launch of New Credit Products to a +47mm Private Workforce in 1H22

Source: PNAD/IBGE, INSS

<sup>1</sup> Brazilian National Institute for Social Security.

# We Have Created a Complete Platform to Explore Opportunities Beyond Credit



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

# How do we Stand Out from Incumbents and Other Neobanks?

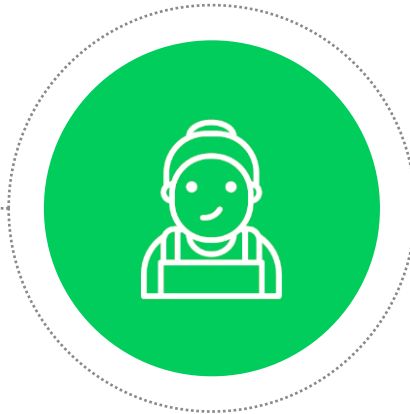


## THE AGI WAY



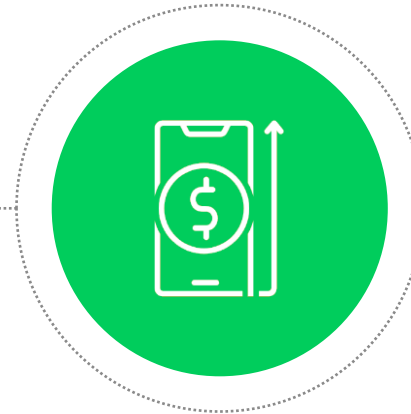
### Asset-light Model

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



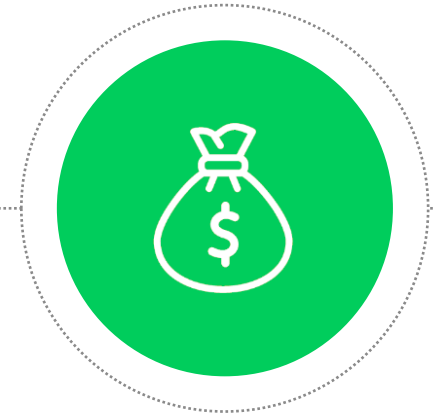
### Tailor-made Offerings

- ✓ *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

We have **12** service channels,  
**offering a digital Journey** to our costumer,  
regardless of their preferred channel...



SuperApp



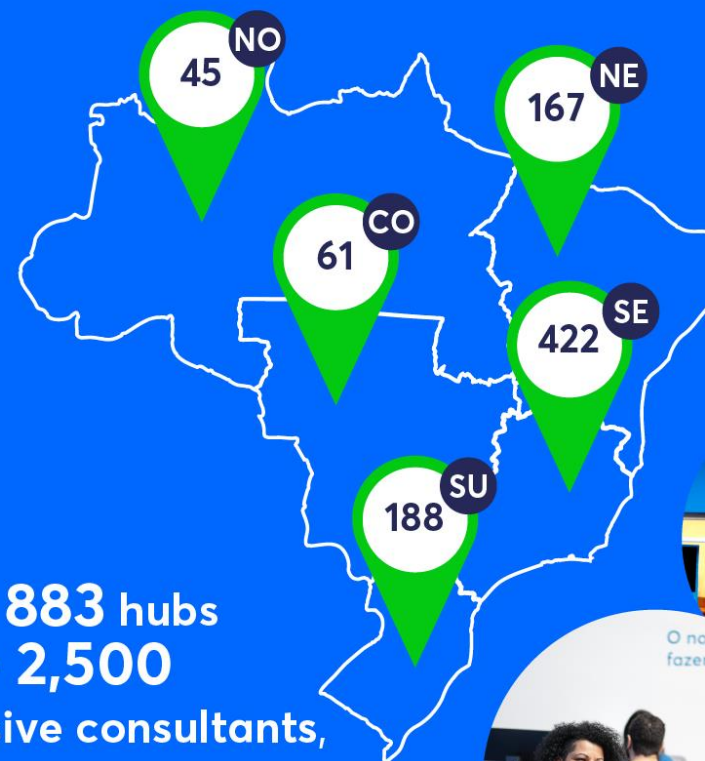
4,5 | App Store | IOS - 4,4 | Play Store | Android



App dedicated to our consultants



Credit granting 100% digital via WhatsApp and social media



...with **883 hubs**  
and **+ 2,500 exclusive consultants**,  
service the client in a  
**welcoming and humanized way.**

**Strong Rentability**  
**9 months**  
breakeven



**Asset-light**  
**US\$21 mil**  
capex for smart hub



Unique and efficient strategy results in LTV / CAC close to 50x

# Our Technology is Differentiated



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

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

*... Be 100%  
digitally-plugged  
to Dataprev<sup>1</sup> 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*

**+74%**

of credit origination was  
authenticated **via**  
**WhatsApp, consultant's  
app, sms or biometry**

<sup>1</sup> Social Security Technology and Information Company responsible for the Brazilian social database.

# Entrepreneurship-oriented Management Team...



**Glauber Correa**

*CEO*



**Thiago Silva**

*CFO & IRO*



**Lucas Aguiar**

*Chief Strategy and  
People Officer*



**Vinicius Aloe**

*Chief Credit and  
Data Officer*



**Marcelo Oliveira**

*Chief Technology Officer*



**Fabiano Schneider**

*Chief Business Officer*



**Matheus Girardi**

*Chief Customer and  
Products Officer*



# ... Backed by Leading Sponsor and Solid Governance Standards



370 employees  
participating in the  
Partnership Program

## Board of Directors

**Marciano Testa**  
*Executive Chairman*



**Gabriel Felzenszwalb**  
**VINCI** partners  
Partner



**Ademir Cossiello**  
  
Former Executive Director



**Aod Cunha**  
   
Former Partner      Former Chairman  
JPMORGAN  
Former Managing Director



**Rosie Rios**  
*Advisory Board*



Former Treasurer of  
the United States



## Committees

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

## Shareholders

**Marciano Testa**  
Founder and Chairman



**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



## Environmental

*Since 2021, we have recycled more than 1.5 tons of electronic materials in partnership with RSRecicla.*



## Social

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



## Corporate Governance

*Founder and current CEO, Marciano Testa, becomes Executive Chairman of the Board of Directors and Glauber Correa take on as CEO*



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





# Financials 1Q22

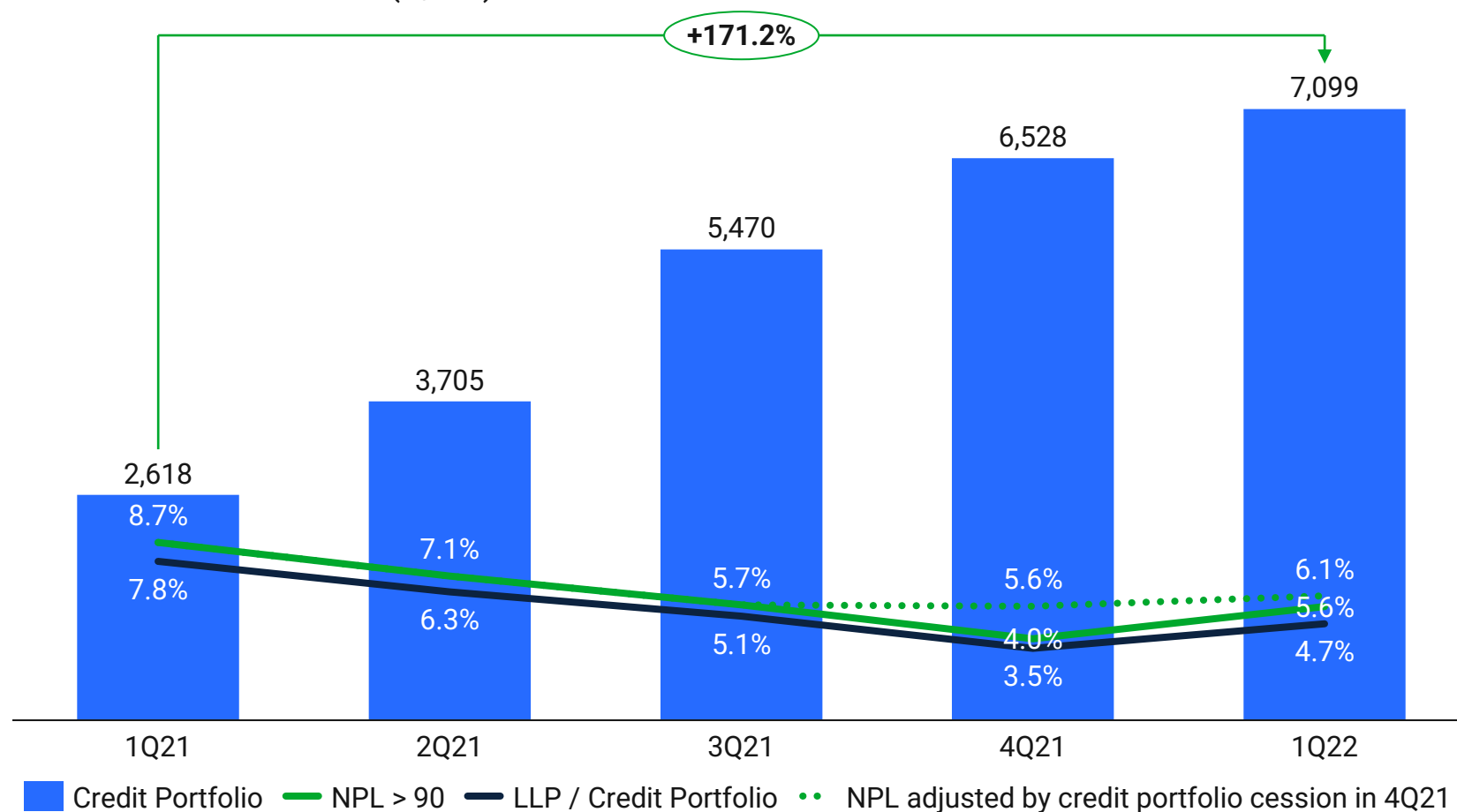




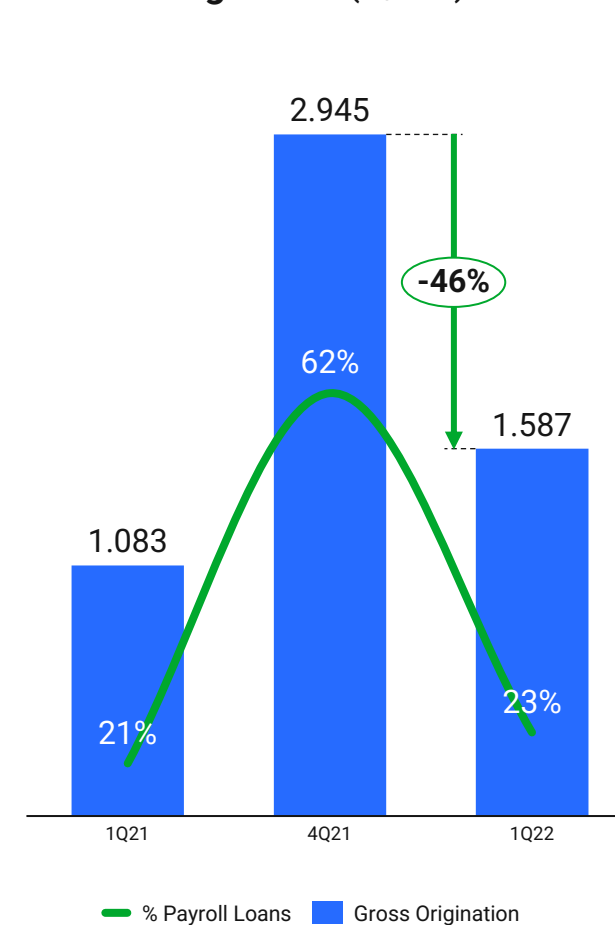
# Credit Portfolio Evolution



## Credit Portfolio and NPL (R\$ MM)



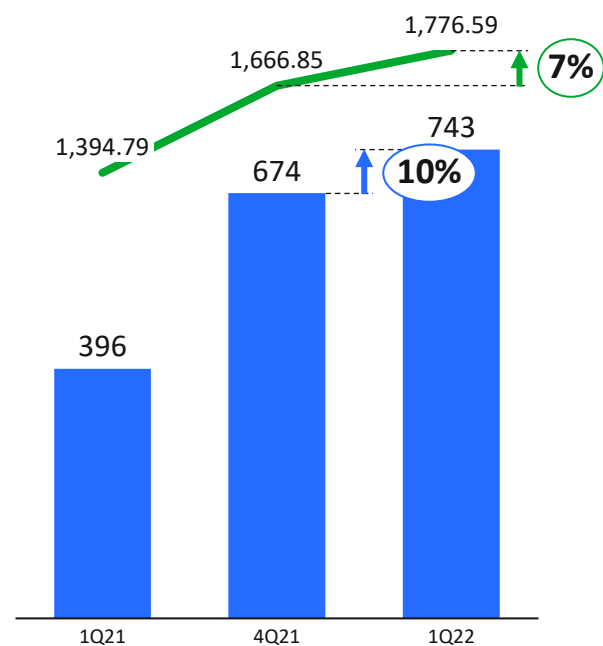
## Credit Origination (R\$ MM)



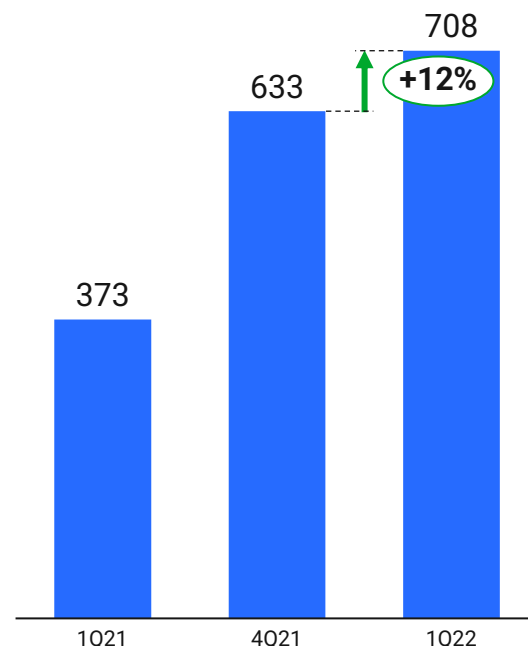
# Key Indicators



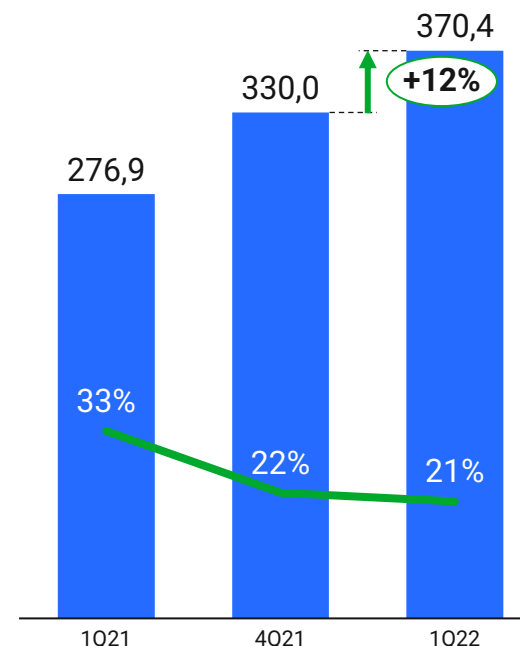
**Total Revenues (R\$ mm) and  
ARPAC (R\$)**



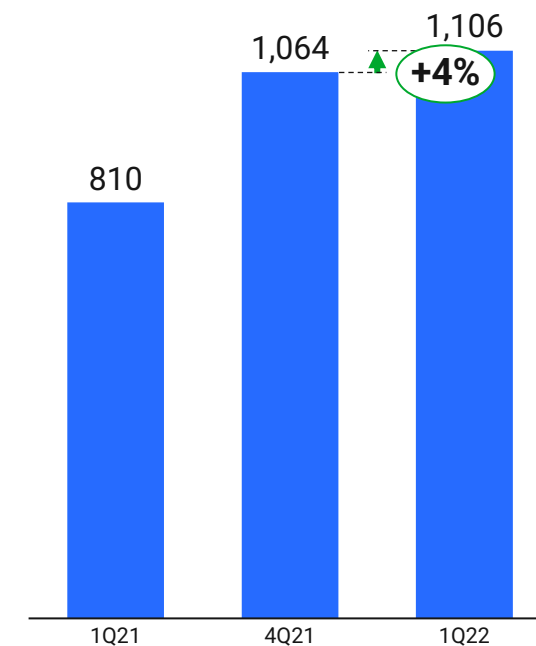
**Revenue From Financial  
Intermediation (R\$ mm)**



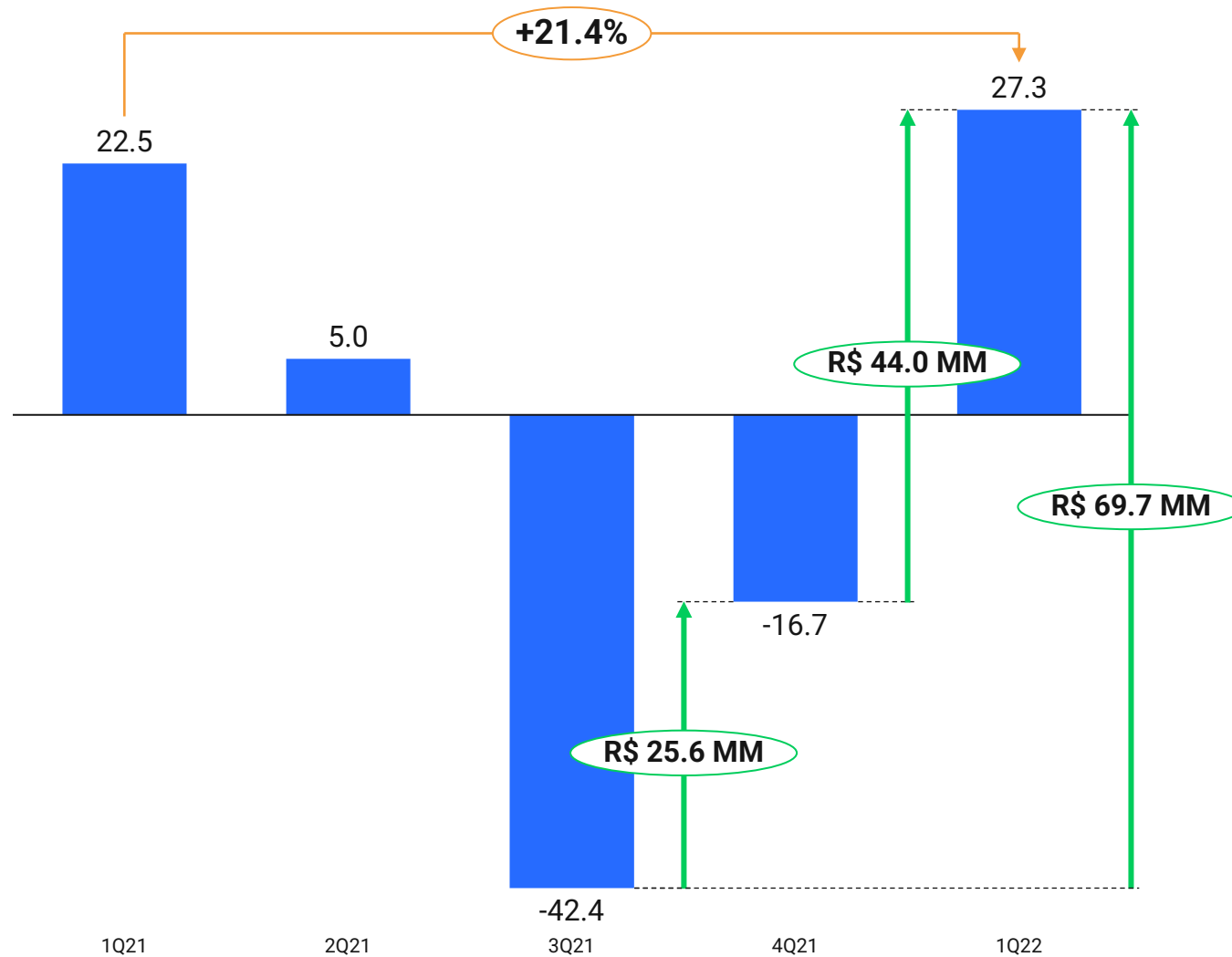
**NII and NIM (R\$ mm)**



**Net Equity (R\$ mm)**



# Net Income R\$ MM



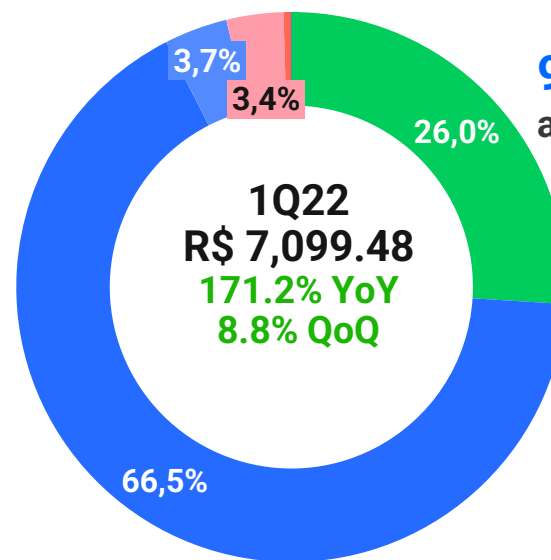
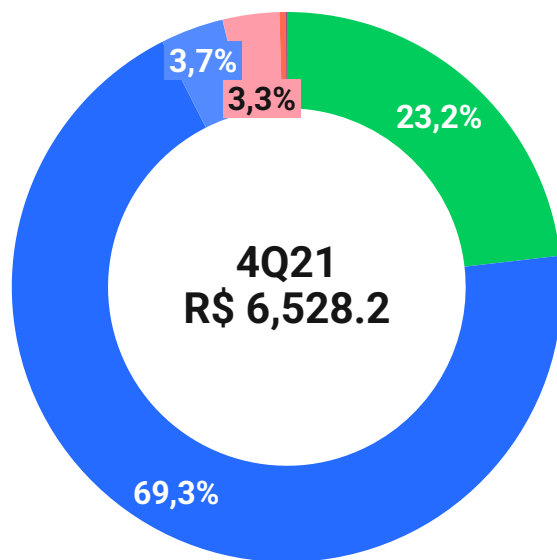
The return to profitability was expected, reflecting the **results of strategic decisions made in 2021**

- ✓ growth in resilient portfolios
- ✓ performed hedge operations to match our assets and liabilities indexers
- ✓ investing in the opening of almost 200 physical hubs to be even more present in credit concession
- ✓ great discipline in execution and austerity

# Breakdown and Core Portfolios



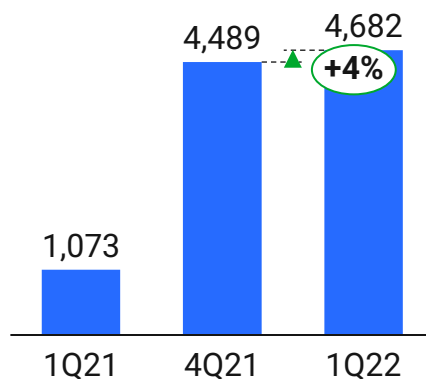
Better mix results in better defaulting ratios and higher predictability of earnings



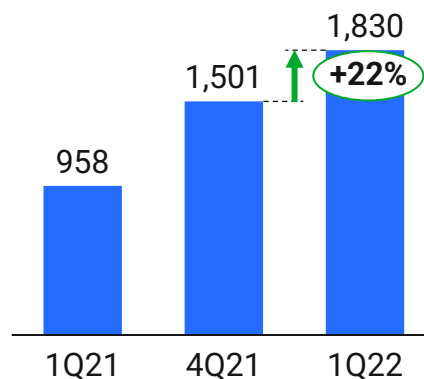
99% with the federal government as counterparty

- Personal Credit - Account Holder
- Payroll-Deductible Loans
- Credit Card linked Payroll-Deductible Loans
- Personal Credit - Non-Account Holder
- Digital Credit Cards
- Digital Overdraft Accounts

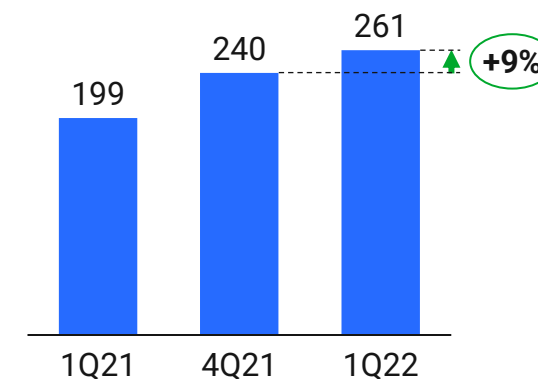
Payroll-Deductible Loans (R\$ mm)



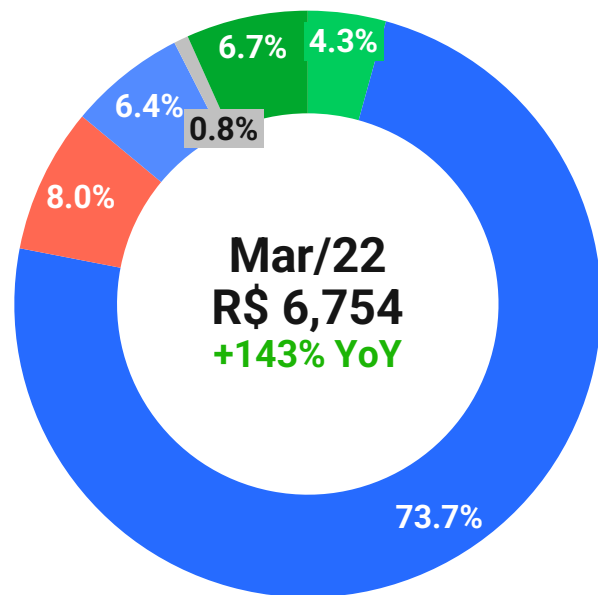
Personal Credit Account Holder (R\$ mm)



Credit Card linked Payroll-Deductible Loans (R\$ mm)



# Funding Evolution



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

**777 days**

Average Term  
Time Deposits  
Mar/22

**99%**

No Liquidity  
Time Deposits  
Mar/22

***1<sup>a</sup> issuance of financial debentures in May/22, dedicated to funding the payroll loans portfolio***

Volume: **USD 250 million**

Term: up to **9 years**

Rating: **AAA** (Fitch Ratings)

*Structured and integrally absorbed by Citibank*

**FitchRatings**

**BBB+(bra), Outlook: Stable**  
National Long-Term Rating

**MOODY'S**  
LOCAL

**BBB+(bra), Outlook: Positive**  
National Long-Term Rating

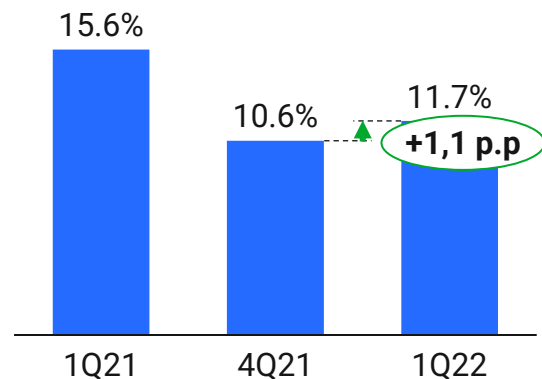
**R1SKBANK**

**BRCP 1, Excellent Disclosure**  
Risk Rating

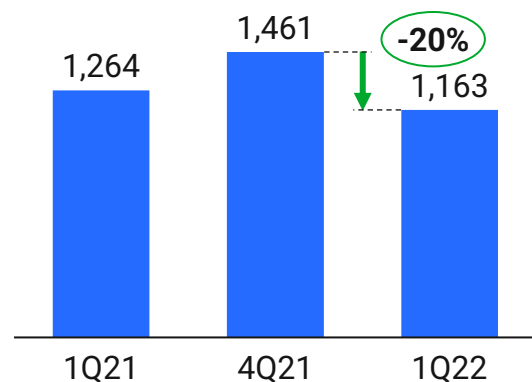
# Capital Adequacy and LCR



## Capital Adequacy Ratio – Adjusted (R\$ mm)



## Cash Position (R\$ mm)



In millions of Reais, unless otherwise stated

	Mar/22	Dec/21	Mar/21
Referential Equity - Tier I	811.2	698.4	695.3
Core Capital	811.2	698.4	695.3
Referential Equity	870.9	756.5	746.7
Referential Equity - Tier II	59.8	58.1	51.4
Credit Risk-weighted Assets	4,624.8	4,197.1	1,964.7
Market Risk-weighted Assets	40.1	122.2	41.0
Operational Risk-weighted Assets	2,740.3	2,724.8	2,741.2
Risk-weighted Assets	7,405.2	7,044.1	4,746.9
RBAN	45.1	83.6	42.6
Capital Adequacy Ratio (RE/RWA)	11.8%	10.7%	15.7%
Expanded Capital Adequacy Ratio (RE/(RWA+RBAN))	11.7%	10.6%	15.6%
Adjusted Referential Equity (capital increases awaiting BACEN's approval)	870.9	852.0	746.7
Capital Adequacy Ratio	11.7%	12.0%	15.6%

In millions of Reais, unless otherwise stated

	Mar/22	Dec/21	Mar/21
High Quality Liquid Assets	696.2	886.8	892.3
Potential Cash Outflows	58.6	22.6	16.3
LCR (%)	1187.4%	3928.1%	5487.4%
Cash Position	1,163.4	1,460.7	1,264.3



# Key Takeaways



*Well-positioned in a massive and low-risk R\$506 billion payroll credit market, with captive access to 36mm+ beneficiaries who generate an R\$16 billion total cash-in opportunity from public payroll payments in 2021<sup>1</sup>*



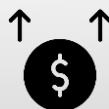
*Major neobank with strong unit economics and monetization levels (~20x LTV/CAC), empowering Brazilians to go digital*



*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 883 smart hubs, 71+ 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 170% YoY credit portfolio growth and 116% 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*



## Investor Relations Team

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