

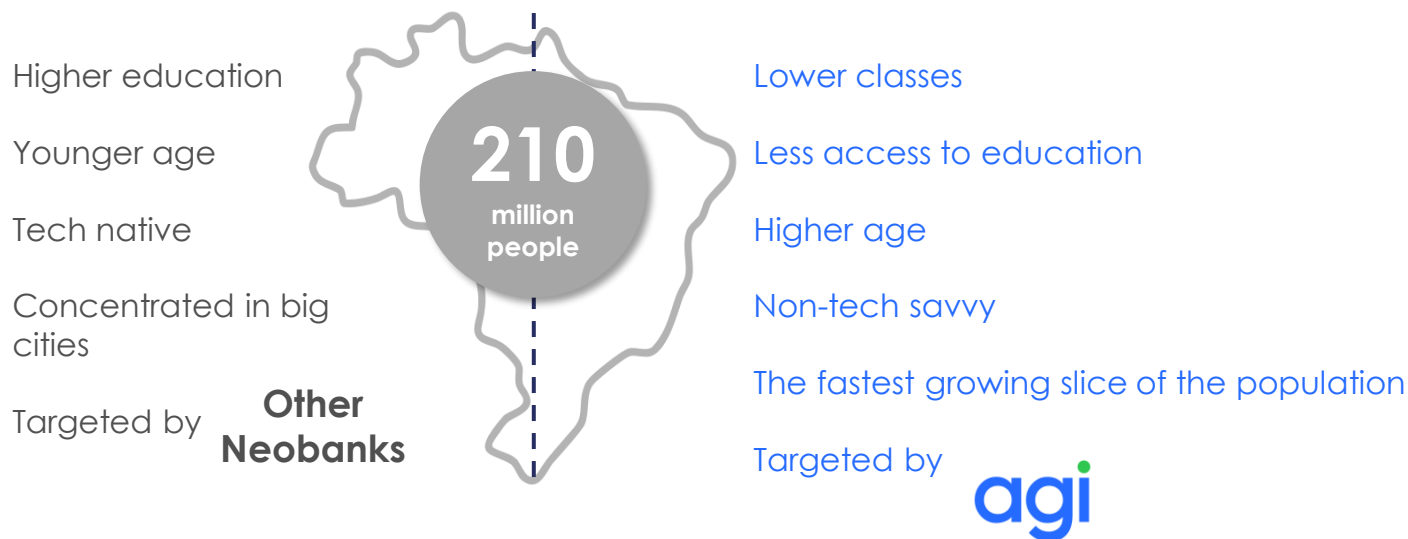
Company presentation

1Q24 **agi**



A neobank with a **unique relationship model**, with a strong, **profitable** and **sustainable** growth, focused on **low-income consumers**

The two sides of Brazil



What makes Agibank stand out

- **Harmonic combination of growth and profitability**
- **High barriers of entry, and the only neobank with an omnichannel strategy, combining 900 smart hubs and a fully digital experience**
- **ESG-by-default business, via financial and digital inclusion**
- **We are just at the beginning of our journey with this strategy**

Clients

~3.0 mm
Active Clients¹
1Q24
+35% y/y

+12.0 mm
Transactions
per month

78
NPS

80 %
Client engagement
(1Q24)

Results

R\$ 1.7 bn
Total revenue²
1Q24
+54.3% y/y

R\$ 836 mm
Gross Profit 1Q24
(49.8% gross margin)³
+71% y/y

R\$ 215 mm
Net income 1Q24
(22.4% net margin)⁴
+268% y/y

42.4 %
ROAE
(1Q24 LTM)
+30.8 p.p. y/y

~20 x
LTV/CAC

Note: 1 Active clients are all clients that have any of the following products: credit card, payroll credit card, debit card, checking account, overdraft limit, personal loans, payroll loans, investments, purchase pool, and insurance. 2 Total revenues include financial intermediation revenues, service revenues and banking fees. 3 Gross profit calculated as pre-tax risk adjusted NII financial intermediation revenues, service revenues and banking fees; gross margin calculated as gross profit divided by total revenues. 4 Net margin calculated as net income divided by NII

Recurrent, sustainable, profitable growth across cycles

MOODY'S rating upgraded to A-.br

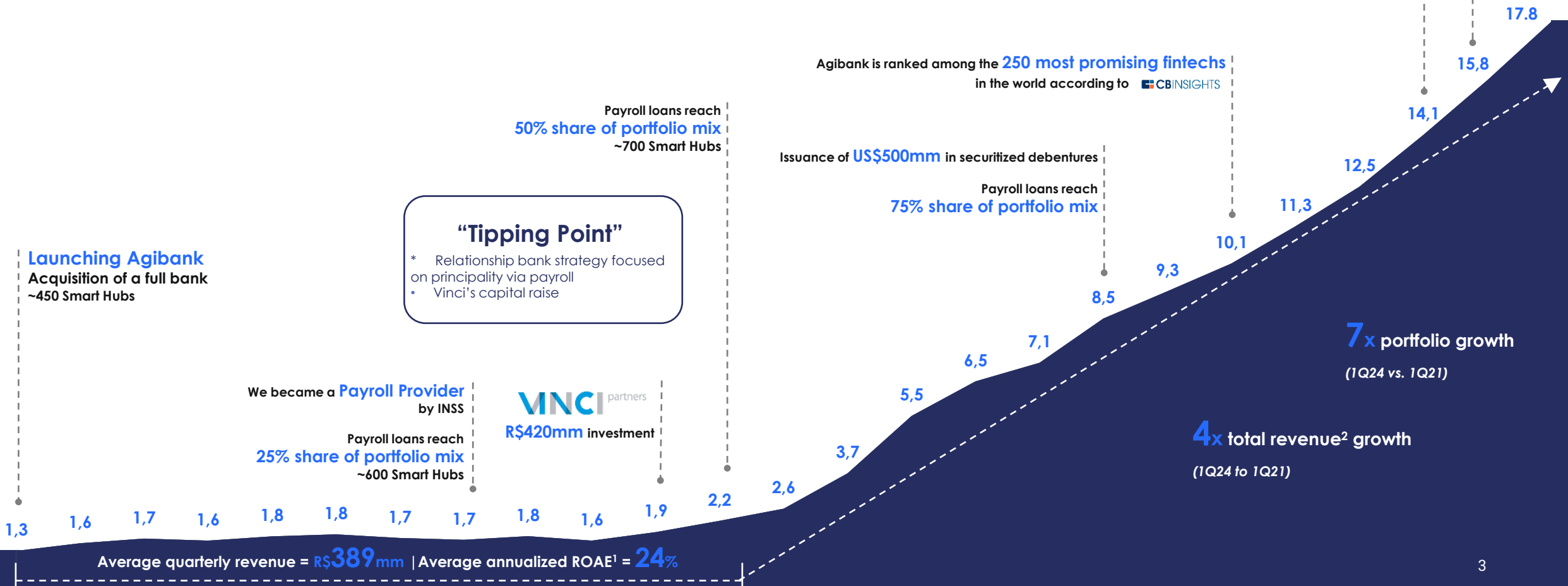
High-quality credit portfolio:
80% secured credit
NPL < 4%

FitchRatings rating upgraded to A-(bra)

~900 Smart Hubs

Historical gross loan portfolio evolution (R\$bn)

Note: ¹ ROAE calculated as net income divided by average book value on an annualized basis. ² Total revenues include financial intermediation revenues, service revenues and banking fees.



Launching Agibank
Acquisition of a full bank
~450 Smart Hubs

Payroll loans reach
50% share of portfolio mix
~700 Smart Hubs

We became a Payroll Provider
by INSS
Payroll loans reach
25% share of portfolio mix
~600 Smart Hubs

VINCI partners
R\$420mm investment

Agibank is ranked among the 250 most promising fintechs
in the world according to CBINSIGHTS

Issuance of US\$500mm in securitized debentures
Payroll loans reach
75% share of portfolio mix

Customer acquisition strategy is a key competitive advantage

Smart hubs

Main entry point to our ecosystem

Asset light, cashless and paperless

Sticky, low-cost client acquisition strategy

Strategically located hubs

High touch relationship channel



Flywheel effect



Digital channels

Gateway for solid cross-sell and up-sell opportunities

End-to-end tailored platform

Comprehensive product offering

Key client retention driver

WhatsApp

Website

Instagram

ATM

~20x

Consolidated LTV/CAC

97%

Origination via own channels



Check out a virtual
tour of our hubs

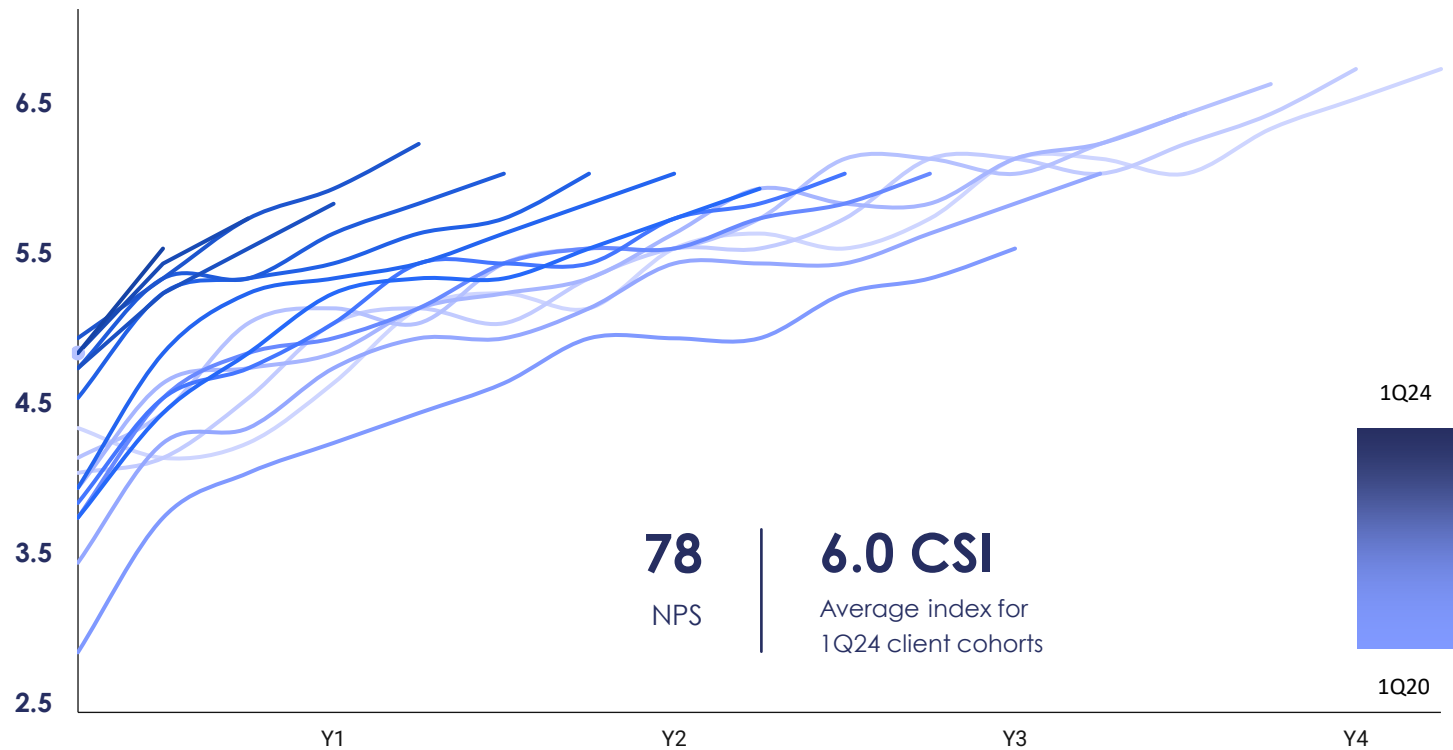


Our smart hubs are completely **digital, inviting and profitable**

- **100%**
cashless and paperless
- **Lower cost and faster**
to expand than incumbent bank branches
- **9 month**
Average breakeven
- **~US\$21 thousand**
Average Capex per hub

Client Engagement

Cross-selling index (CSI) by client 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

We serve a R\$1.1tn market

Current TAM
Agibank's market share

15% INSS share
of origination

95% Account
holders

Usage focused on
debit card
(transactional)

Focus on anticipation of
annual withdrawal
("saque aniversário")

R\$450 mm
GWP (2024 preview)



Personal
Credit

Credit
Card

Personal
Credit FGTS

Insurance
Products

INSS	INSS Payroll Credit Card	Public	Private	Personal Credit	Credit Card	Personal Credit FGTS	Insurance Products
R\$250 bn ¹	R\$36 bn ²	R\$349 bn ¹	R\$41 bn ¹	R\$280 bn ¹	R\$96 bn ³	R\$50 bn ⁴	R\$31 bn ⁵
~5%	~2%	0%	0%	~2%	0%	~1%	~2%

Source: Brazil Central Bank, SUSEP, IBGE and Caixa Econômica Federal

Note: ¹ Total portfolio for individuals as of Feb-2024, except if otherwise stated. ² Assumes 35% regulatory margin over income for payroll deductible loans and 5% regulatory margin for payroll credit card. ³ Brazilian Central Bank's reported interest-bearing credit card portfolio less estimated INSS payroll credit card portfolio. ⁴ Corresponds to the credit portfolio balance for the anticipation of FGTS's annual withdrawal ("saque-aniversário") as of Feb-2024. ⁵ Total written premiums for the following categories (per SUSEP): theft (0115), personal accidents for passengers (0520), domestic credit for individuals (0870), funeral (0929, 1329), moneylending (0977, 1377), educational (0980), personal accidents (0981, 0982), endowment (0983, 1383, 1386), serious / terminal illnesses (0984, 1384, 1387), unemployment / loss of income (0987), random events (0990, 1390), personal accidents (1381) as of Jan-2024 LTM.

Large and expanding target customer base

- **40+ mm**
social security beneficiaries

- **49 mm**
private workers

- **12 mm**
public servants

**Reaching
50+ mm**
Social security beneficiaries
by Dec-2030¹

Sources: PNAD/IBGE, Brazil Social Security Statistical Bulletin

Note: ¹ Estimated assuming same ratio between social security beneficiaries and population over 60 years old currently and in 2030E.

Experienced team of **Executive Officers**



Glauber Correa
CEO



Vinicius Aloe
Chief Technology Officer



Matheus Girardi
Chief Client Officer



Lucas Aguiar
Chief People &
Governance Officer



Daniel Farias
Chief Product Officer



Daniel Pires
Chief Data, Credit &
Risk Officer



Marcello Dubeux
Chief Financial & Investor
Relations Officer



Board of Directors



Marciano Testa
Executive Chairman



Gabriel Felzenszwalb
Board Member



Aod Cunha
Independent Member



Ademir Cossielo
Independent Member



Rosie Rios
Advisory Board



Alan de Genaro
Advisory Board



Agibank has a highly engaged board

We have recently been promoted to S3 Brazilian Central Bank

segment, which further reinforces our regulatory standards and enhanced governance levels

Our company Culture



Think like a customer

78 NPS



Act as an entrepreneur

Our **partnership program** already has the participation of **more than 600 employees**



Enjoy the journey

>60% of leadership positions are filled with promotions
>4.0 score on Glassdoor



Financials 1Q24

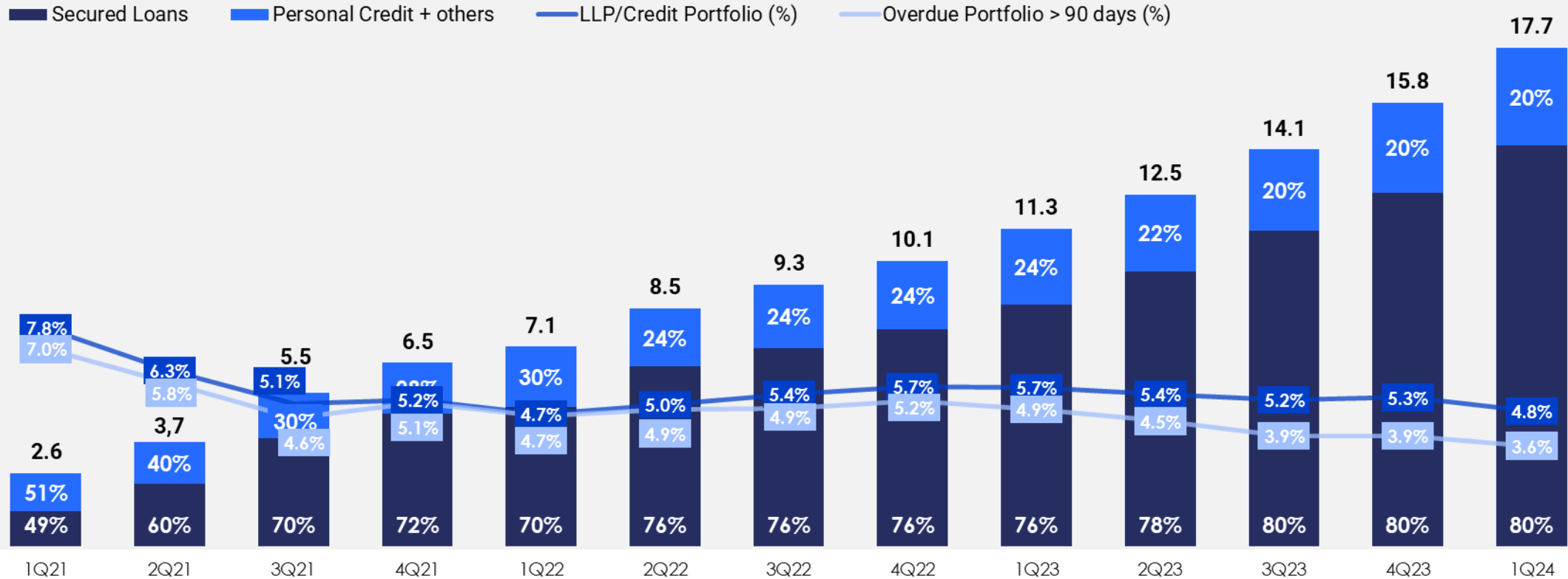
In millions of reais, unless otherwise indicated



Credit Portfolio Evolution



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



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

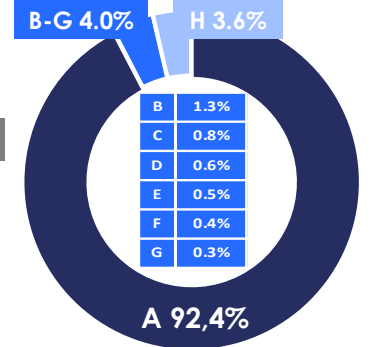
Portfolio Breakdown



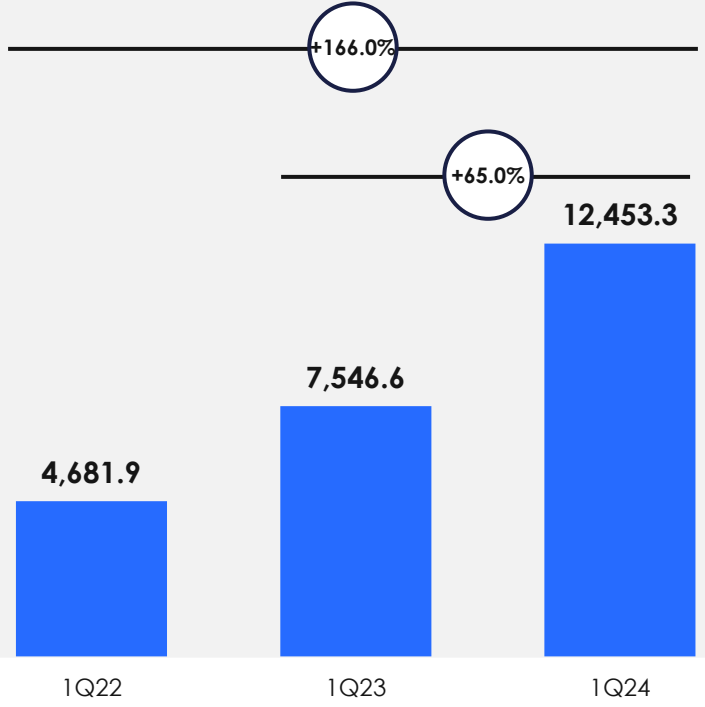
Risk level

■ Personal Payroll-Deductible Loans
 ■ Personal Credit Account Holder
 ■ Payroll Linked Cards
 ■ Personal Credit - FGTS
 ■ Personal Credit non-Account Holder
 ■ others

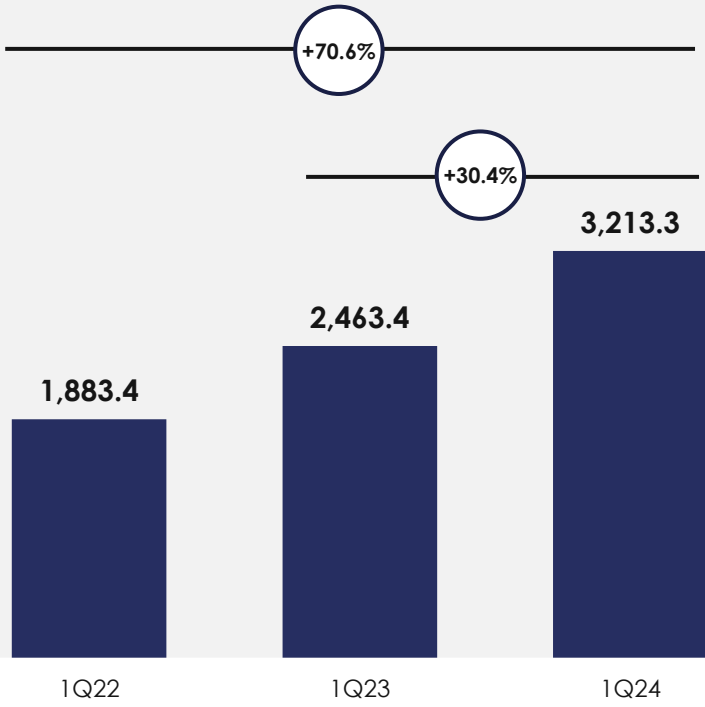
R\$17,705.5
1Q24
+56.9%
 R\$11,287.4
 1Q23



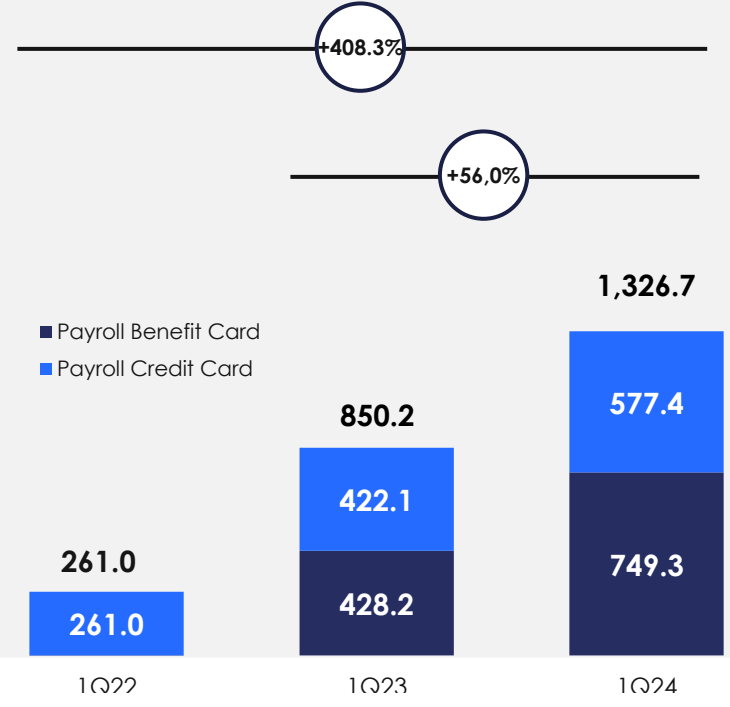
Personal Payroll-Deductible Loans



Personal Credit Account Holder



Payroll Linked Cards



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

MOODY'S

A+

STABLE

S&P Global Ratings

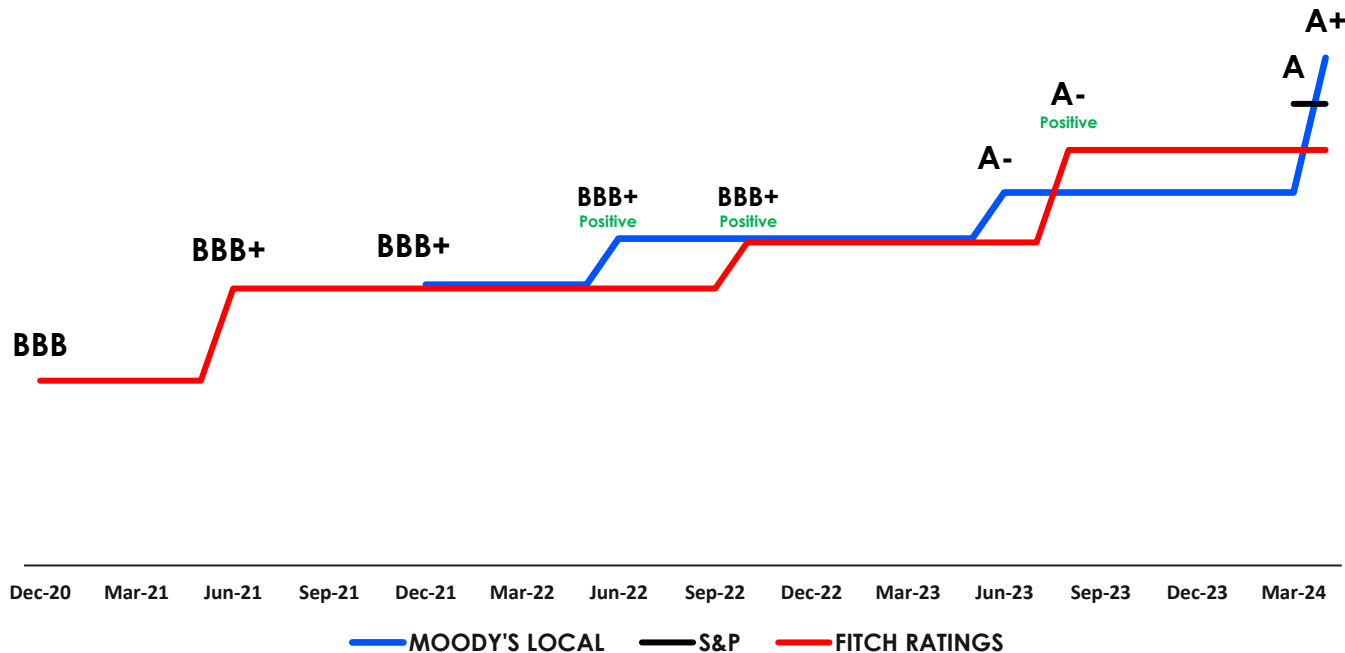
A

STABLE

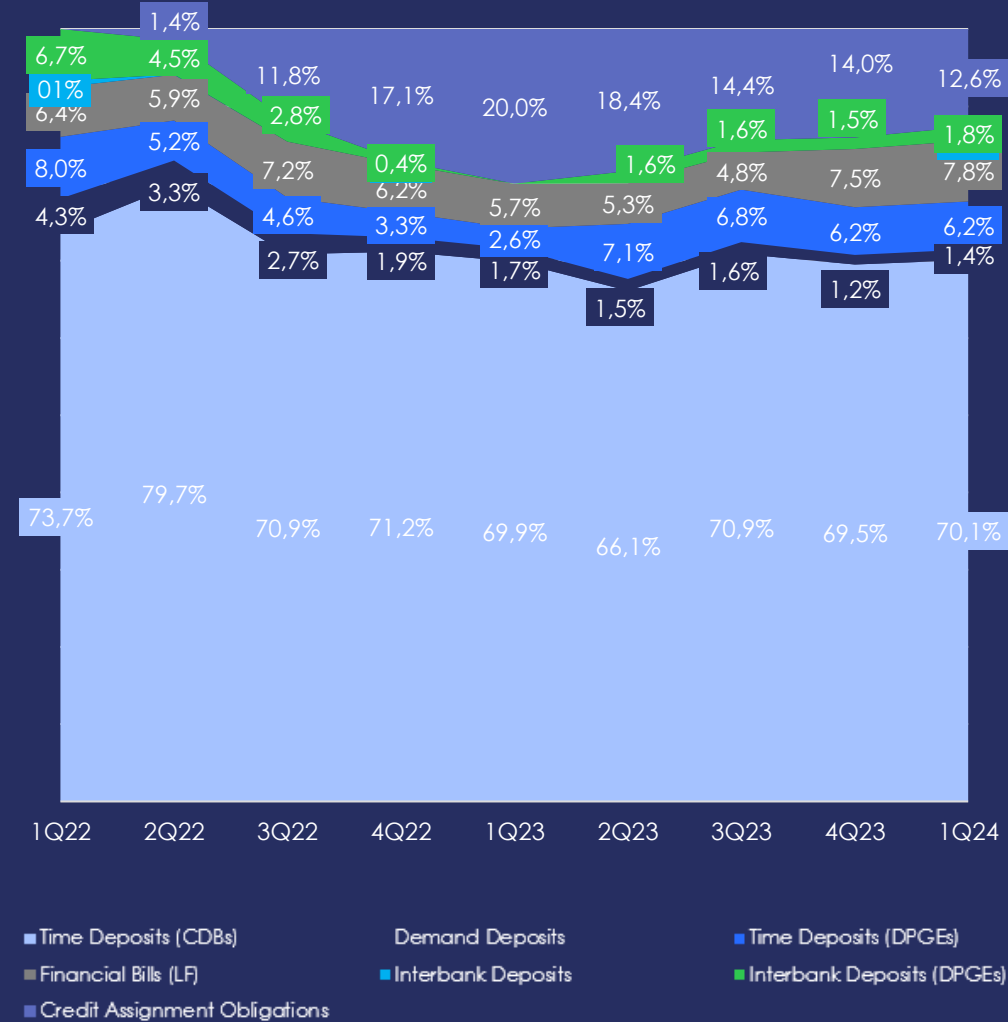
FitchRatings

A-

POSITIVE



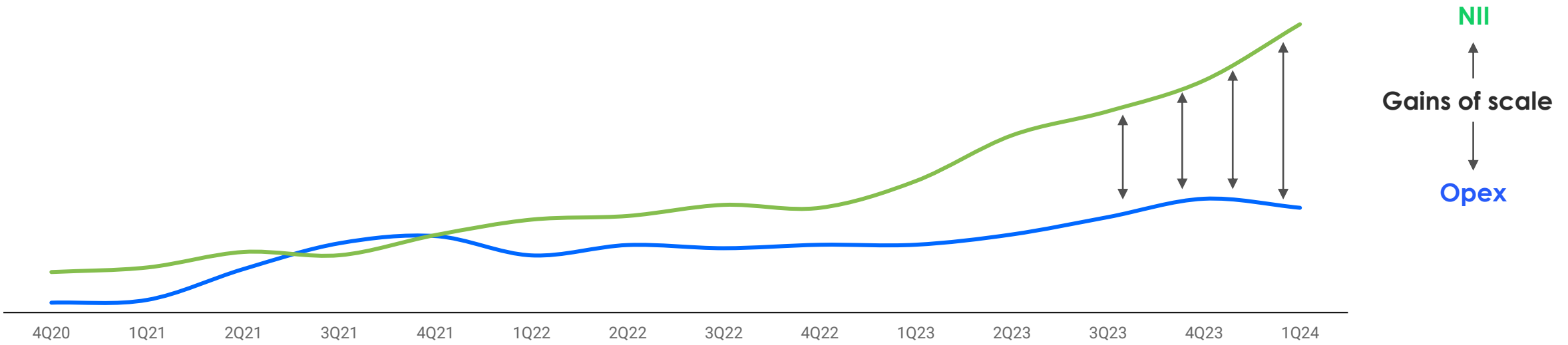
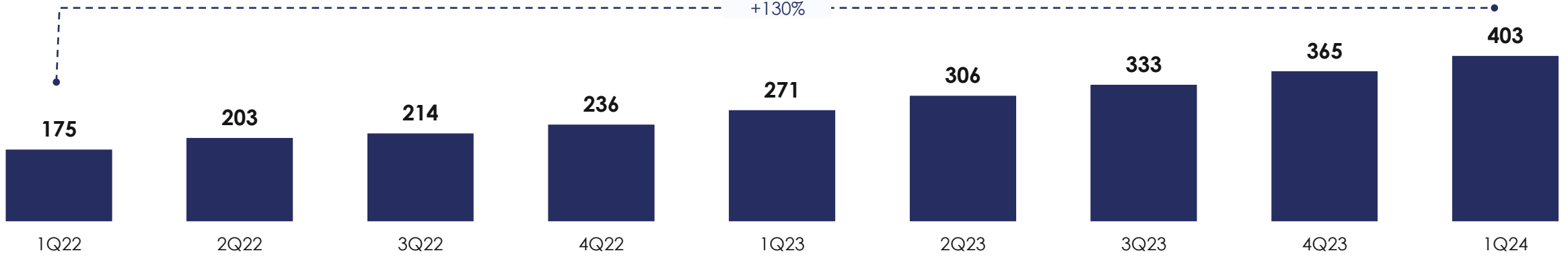
Funding Breakdown



Continuous effort to increase productivity and efficiency



Revenues per headcount

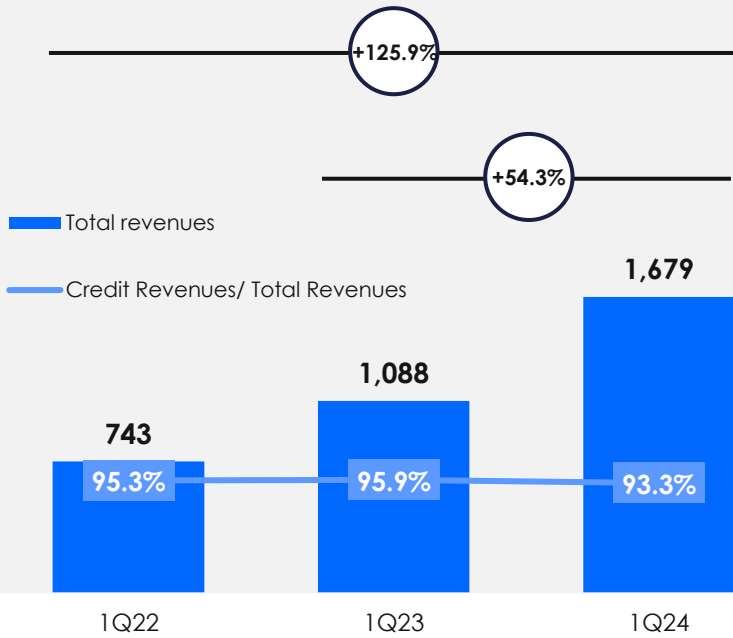


Source: Company IR
Note: 1 Operations correspond to cloud simulations, loan executions and account openings.

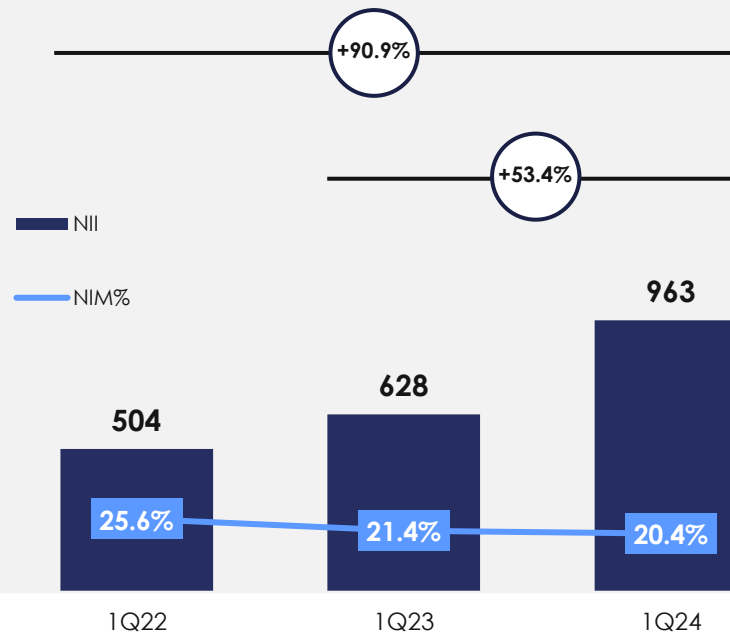
Key Indicators



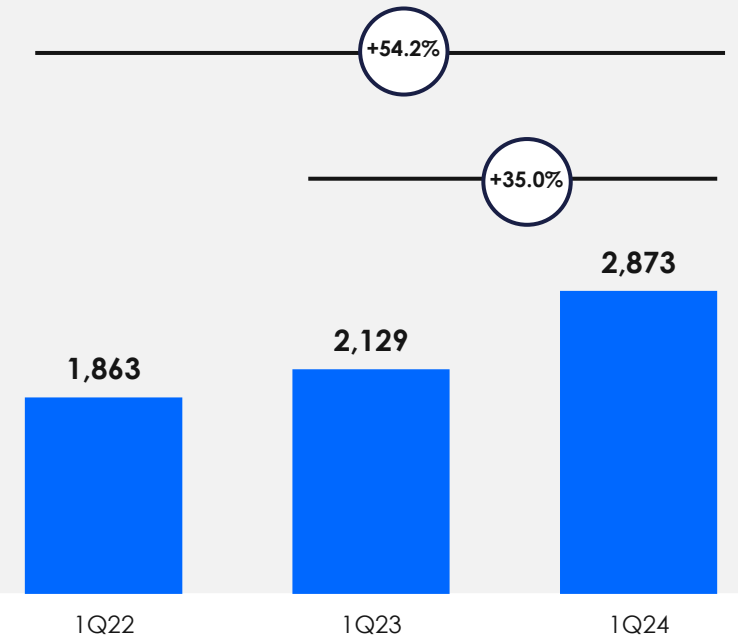
Total Revenues



NII and NIM (%)



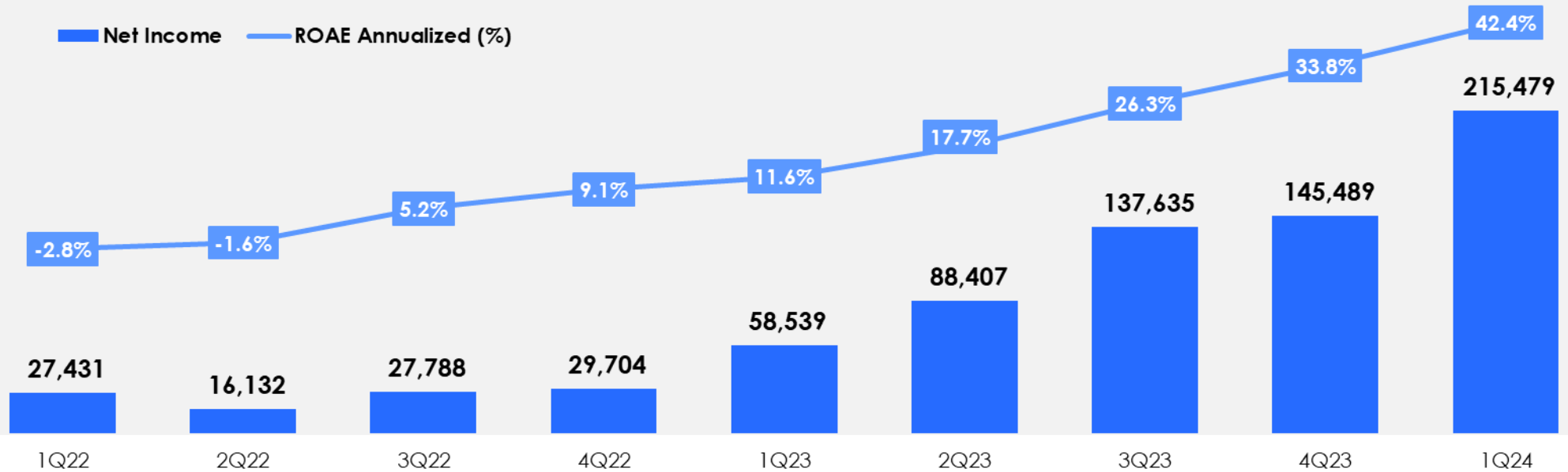
Active Clients ('000)



Profitability Growth



Net Income and ROAE increasing over the quarters



44.9%
Operating Efficiency
Ratio 1T24

Improvement of 11.6 p.p. compared to 1Q24



Opening of 197 Hubs in 2021,
accelerating Credit Granting



Hedges to Match Our Liabilities
and Assets Indexes

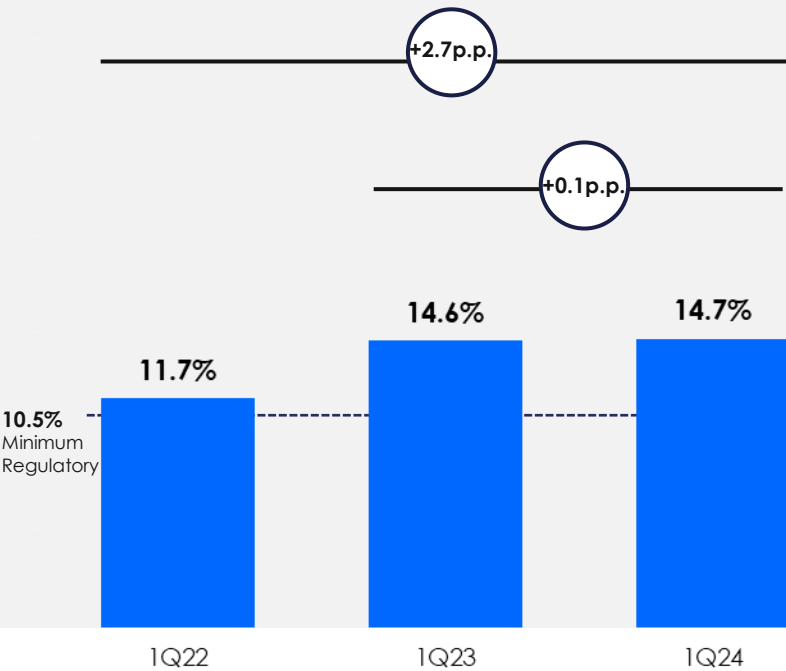


Payroll-linked Portfolio
Growth

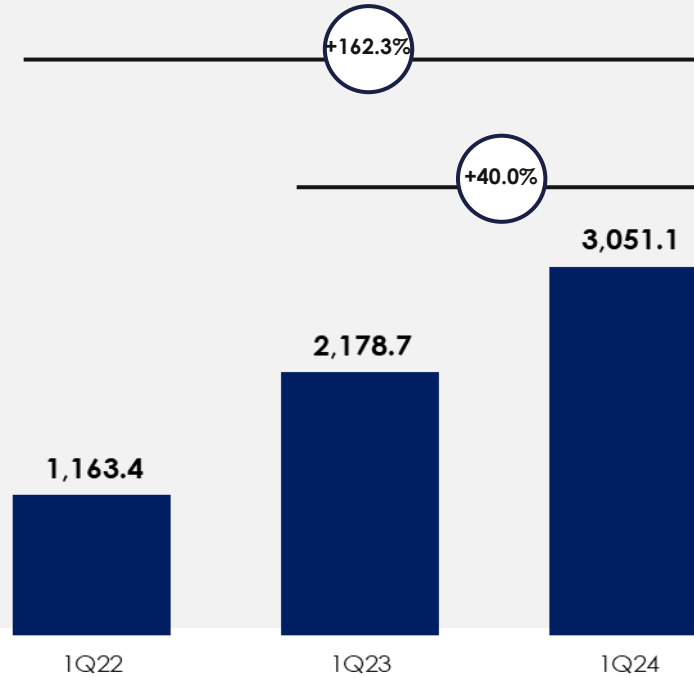
Capital and Liquidity



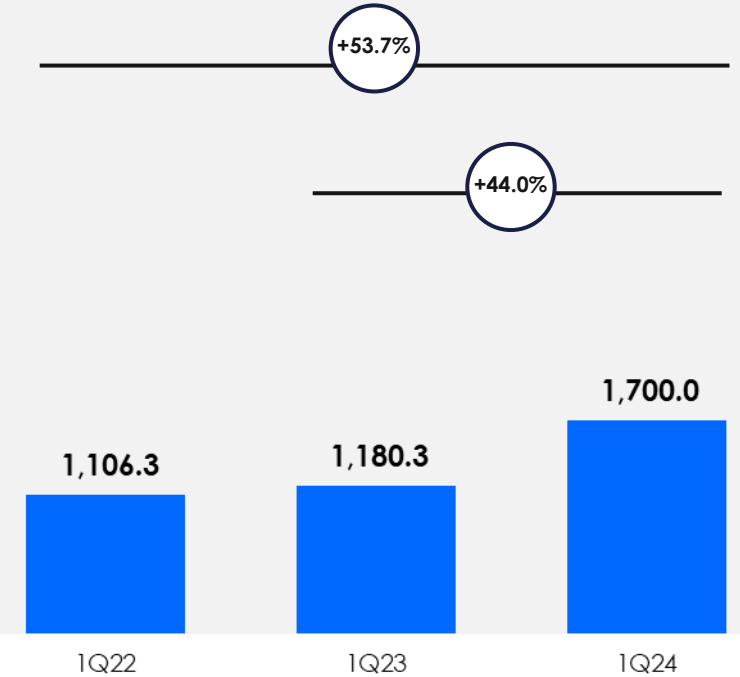
Capital Adequacy Ratio



Cash Position



Equity



*already considering the second capital contribution from Vinci Partners in 2021



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