



Company Presentation

3Q24

Agibank is
Unique

Winning a market opportunity

That Legacy & Digital Banks
have not been able to solve
on their own

**Disrupting
BOTH**

**Hybrid
Agibank
Model**

Traditional Bank Branch
& Digital account models

Combining

1. Full Digital Bank
2. More than 1,000 Smart Hubs
3. Specialized products

**Into 1 integrated data driven
relationship**

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.

Agibank has created a **unique hybrid model** to capture this market

and we are winning with strong
growth & profitability



3.6 million

Active clients (3Q24)
45.9% vs. 3Q23

20x

LTV/CAC

R\$**5.3** billion

Total revenues (9M24)
+45.4% vs. 9M23

R\$**646** million

Net income (9M24)
+127.1% vs. 9M23
19.4% net margin

46.4%

ROAE LTM (3Q24)
+20.1 p.p. vs. 3Q23

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

9-month average breakeven



Flywheel effect



~20x
Consolidated
LTV/CAC

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, ATM

Social Media



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

Recurrent and sustainable growth of our portfolio

Historical gross loan portfolio evolution (R\$bn)

More than 1,000 Smart Hubs
83% Secured Loans
2.9% NPL > 90 days
149% Coverage Ratio

Tipping Point

Accelerated expansion unlocked by:

- Relationship bank strategy focused on principality via payroll
- We became a Payroll Provider by INSS
- Vinci's capital raise

Full bank acquired in 2017

Start building hybrid model

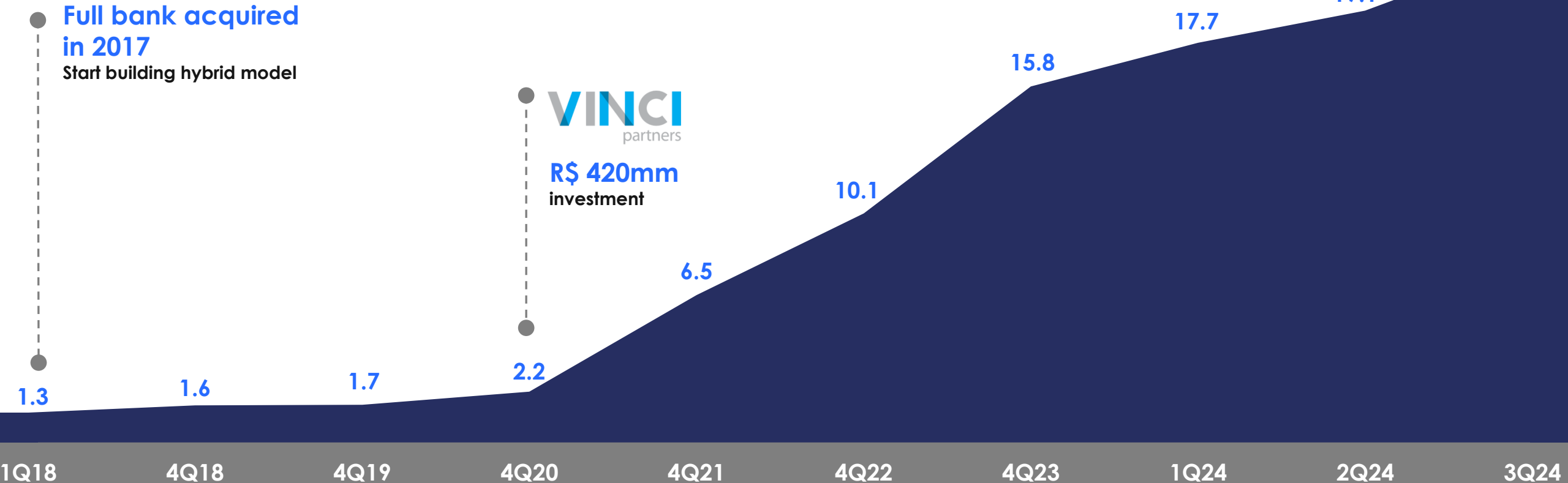
VINCI
partners

R\$ 420mm
investment

MOODY'S
rating upgraded
to A+.br

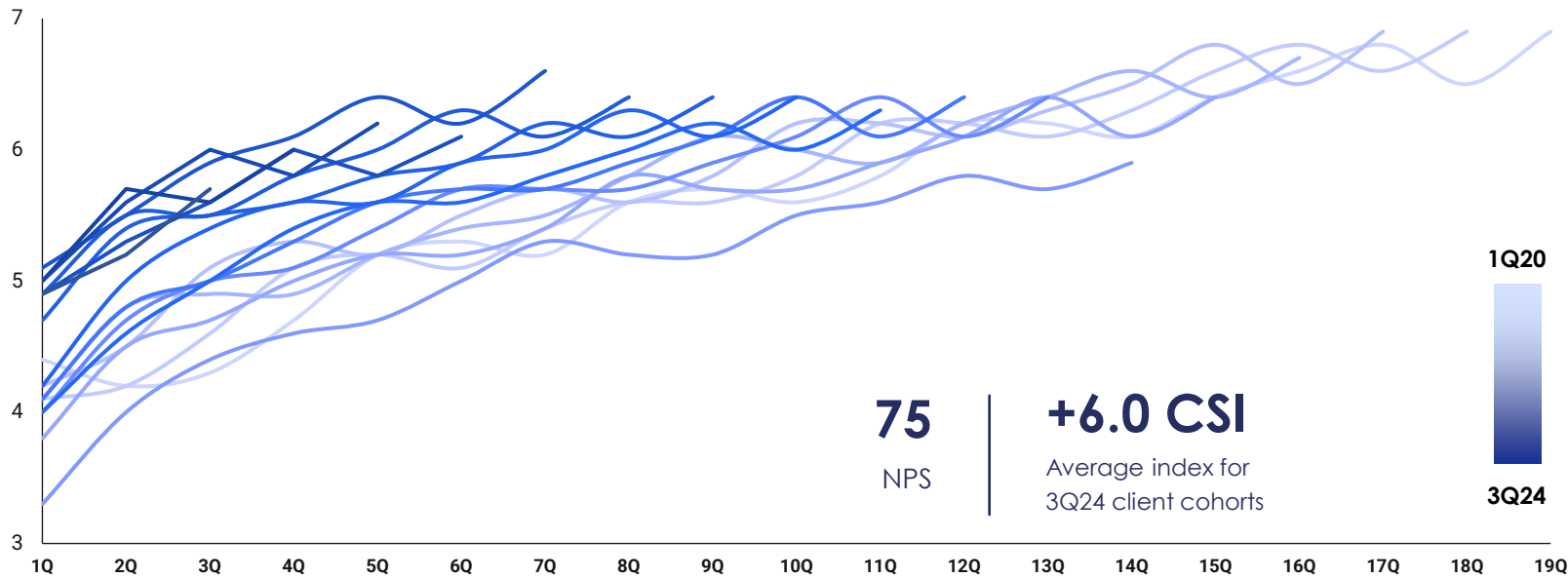
Fitch Ratings
rating upgraded
to A+(bra)

21.9



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

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)

INSS Payroll Loans 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.

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 and
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

75 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



Financials

3Q24

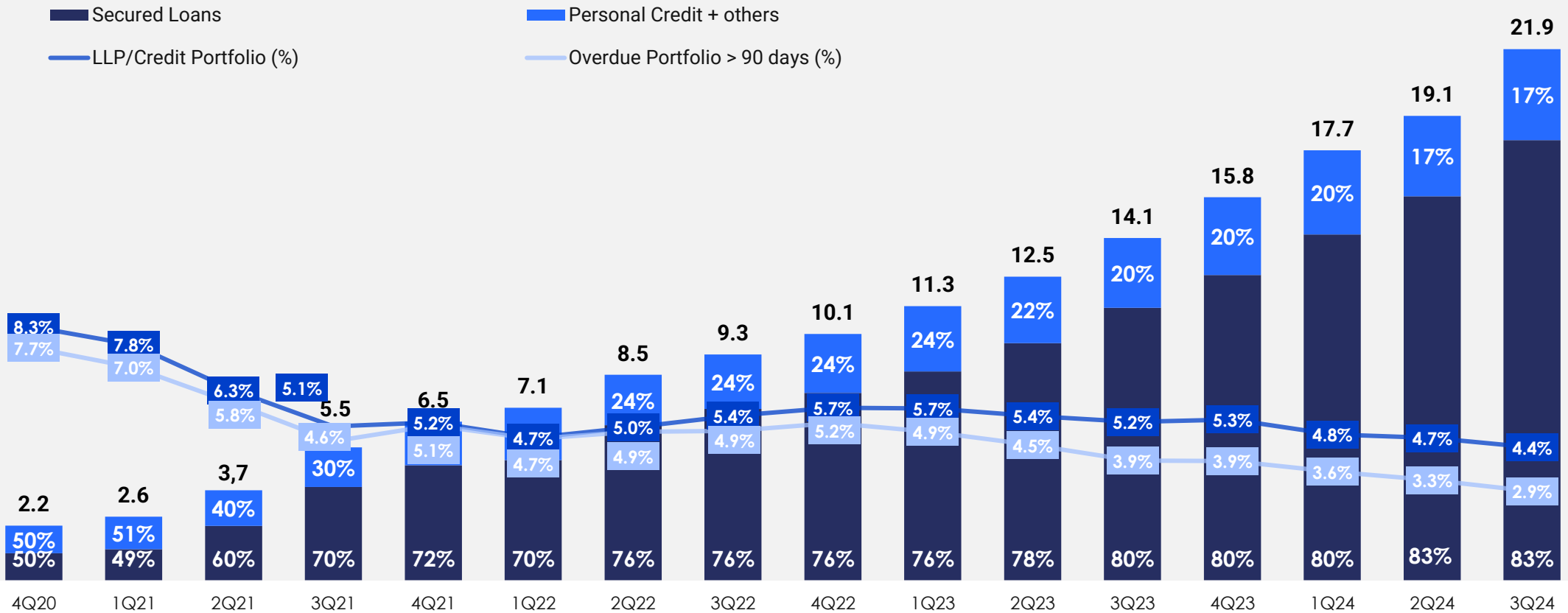
In millions of reais, unless otherwise indicated



Credit Portfolio Evolution



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

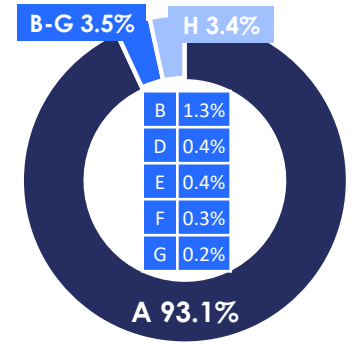
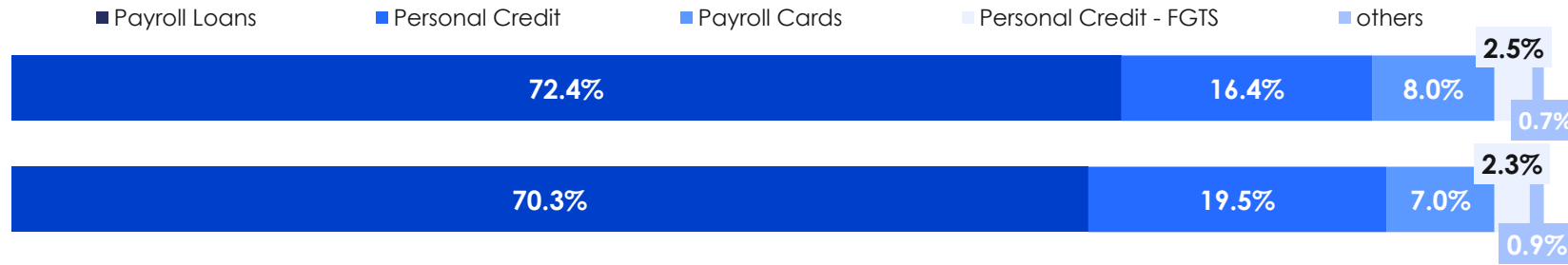


*Secured credit: Personal Payroll-Deductible Loans, Payroll-linked Credit Cards, Payroll-linked Benefit Cards and Personal Credit - FGTS (saque aniversário).

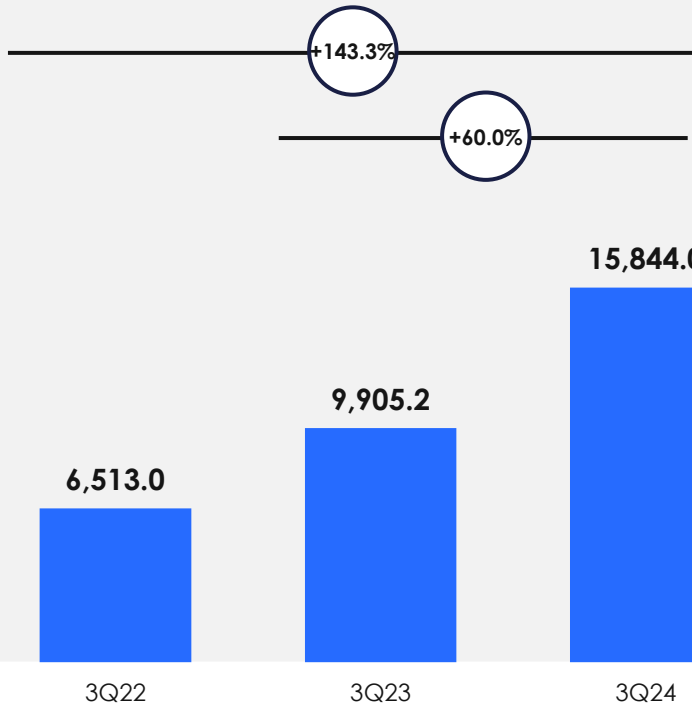
Portfolio Breakdown



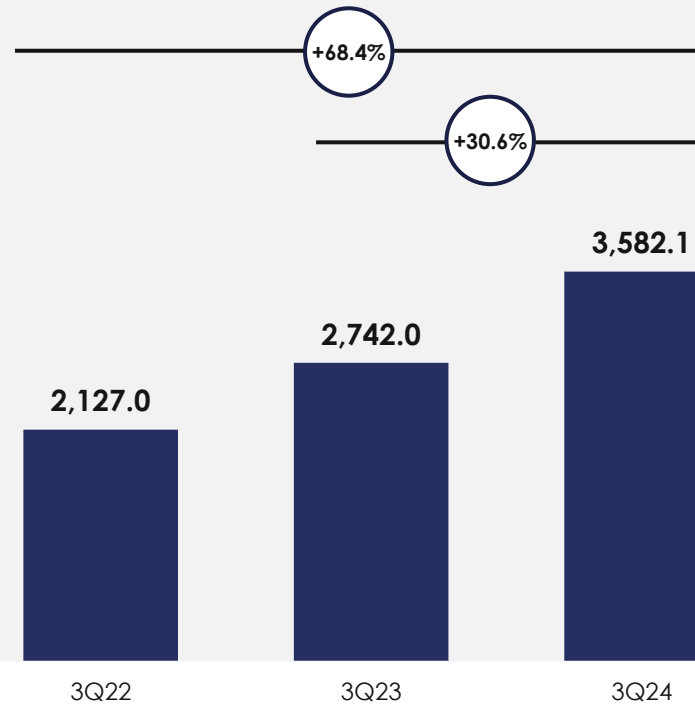
R\$21,876.0
3Q24
+55.2%
R\$14,095.0
3Q23



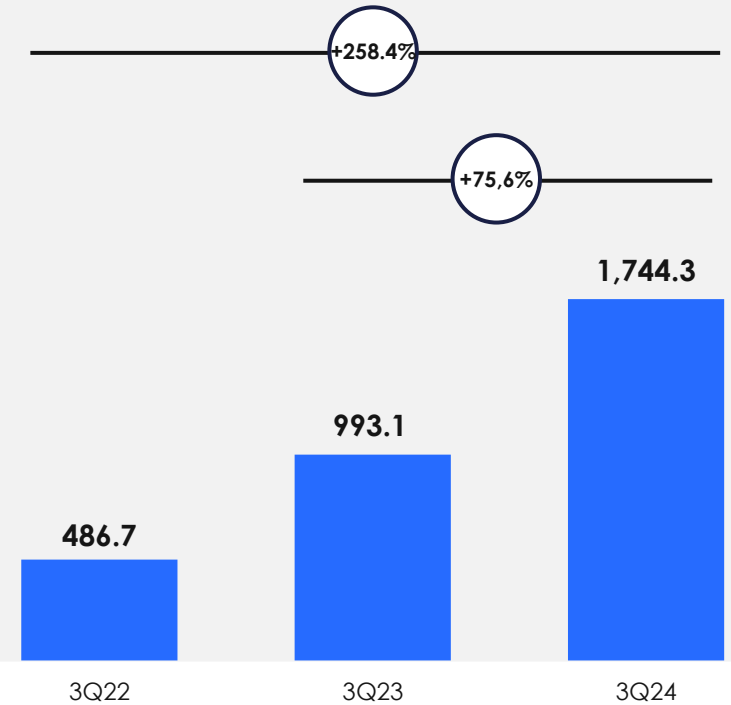
Payroll Loans



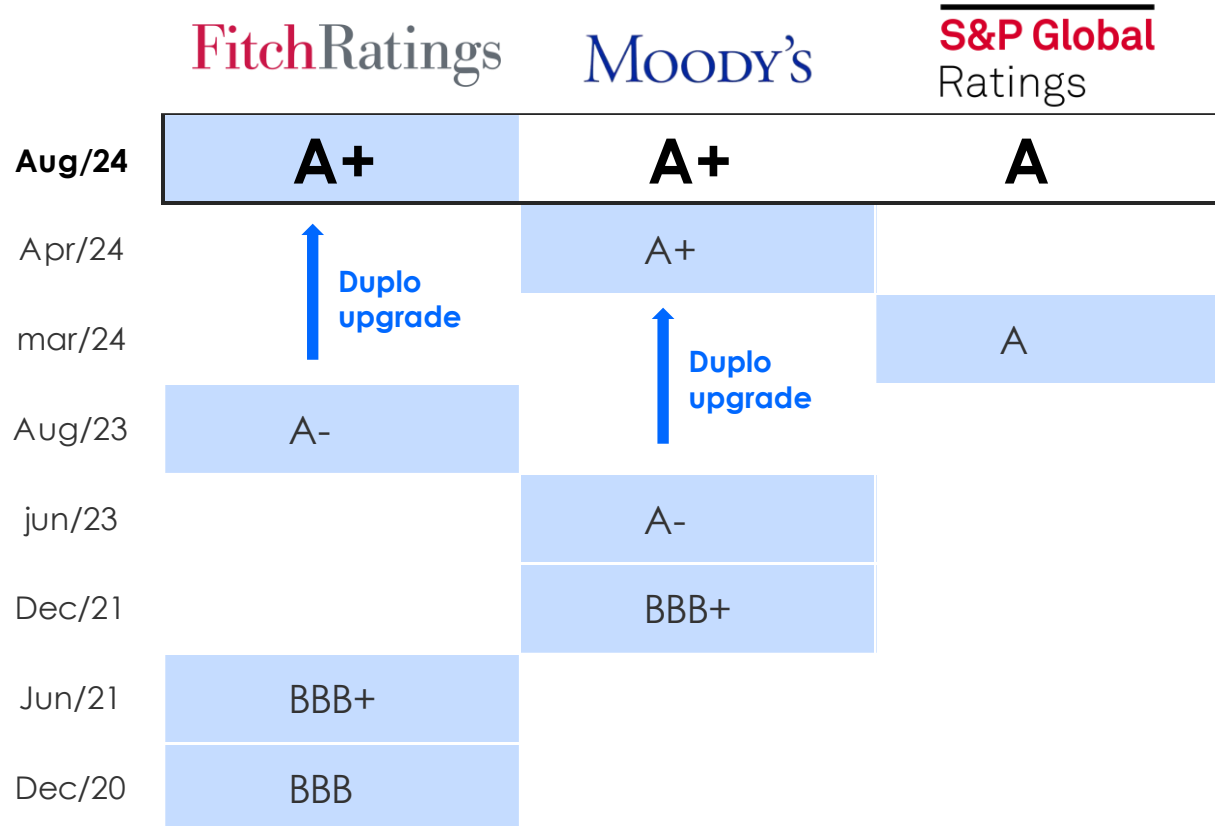
Personal Credit



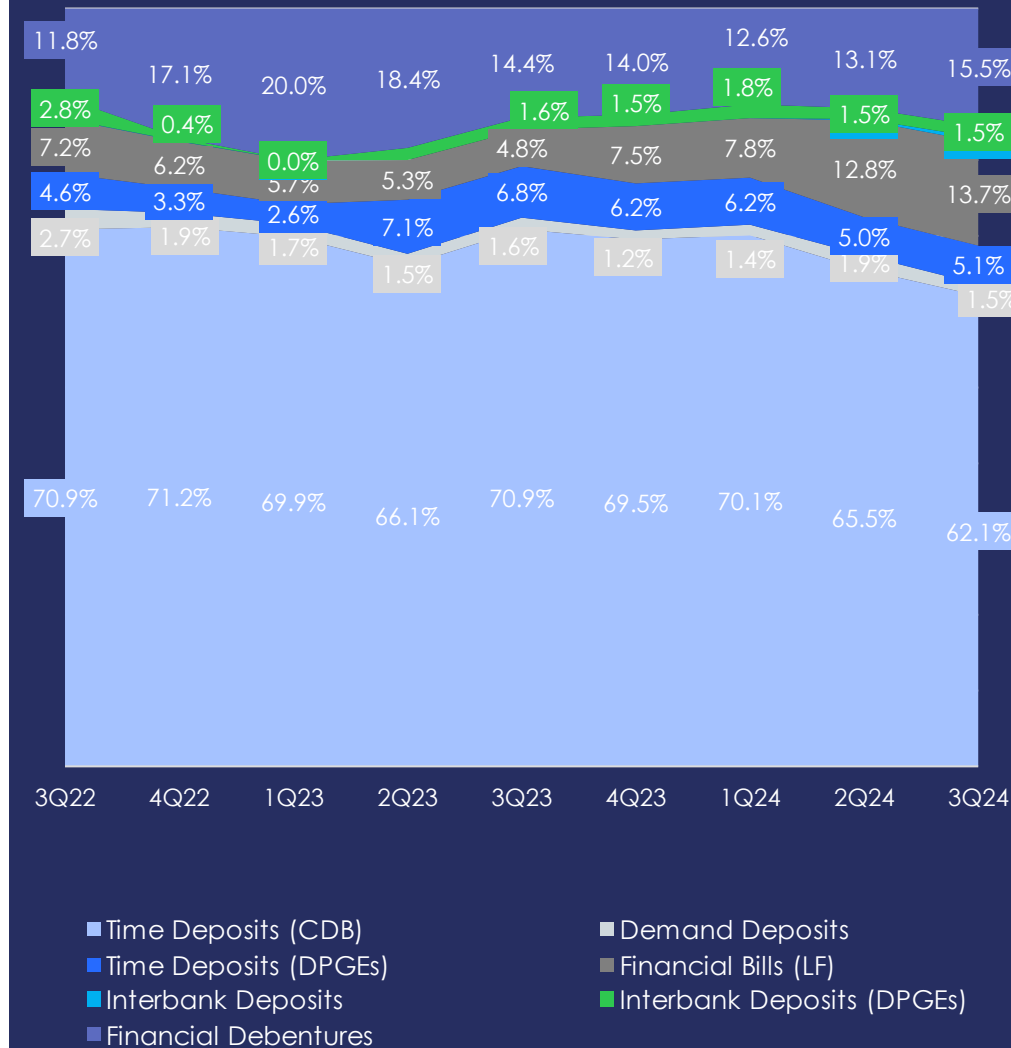
Payroll Cards



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



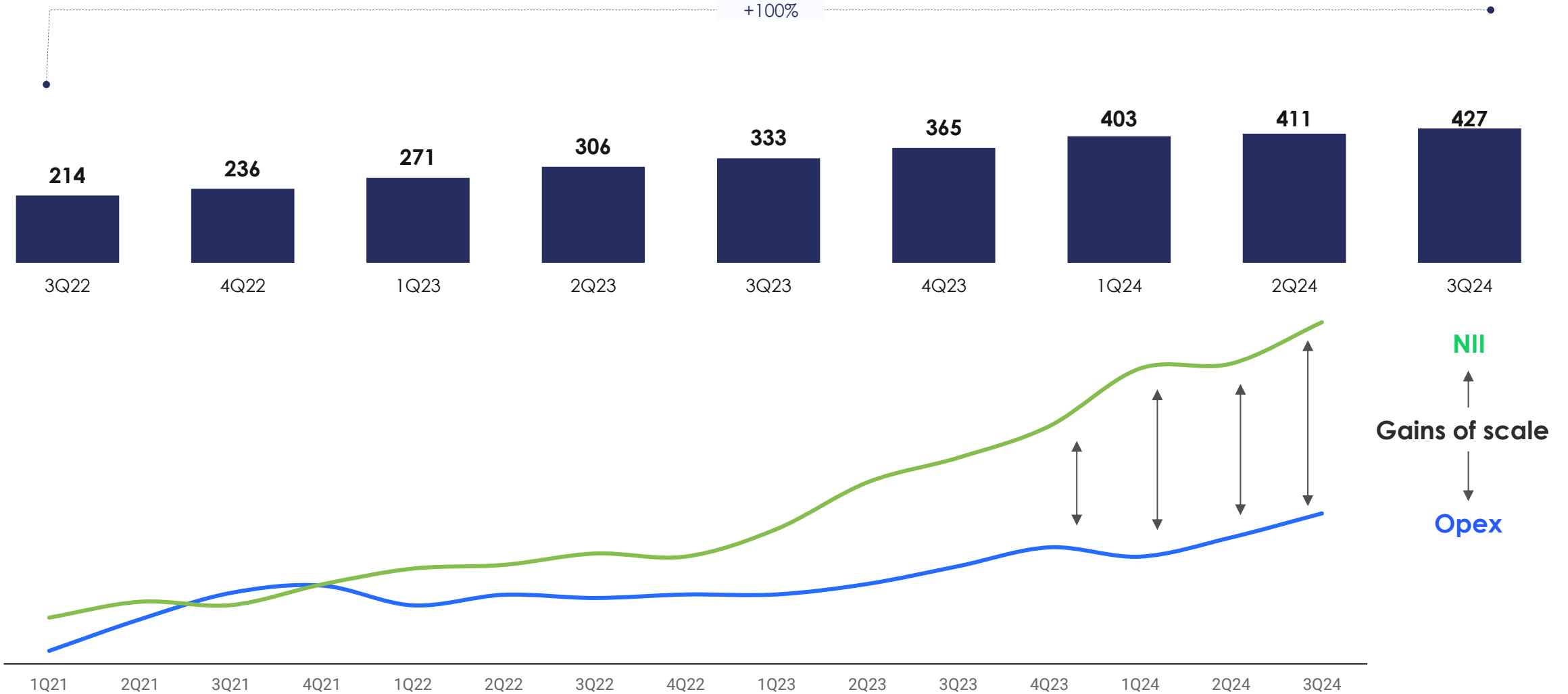
Funding Breakdown



Continuous effort to increase productivity and efficiency



Revenues per headcount

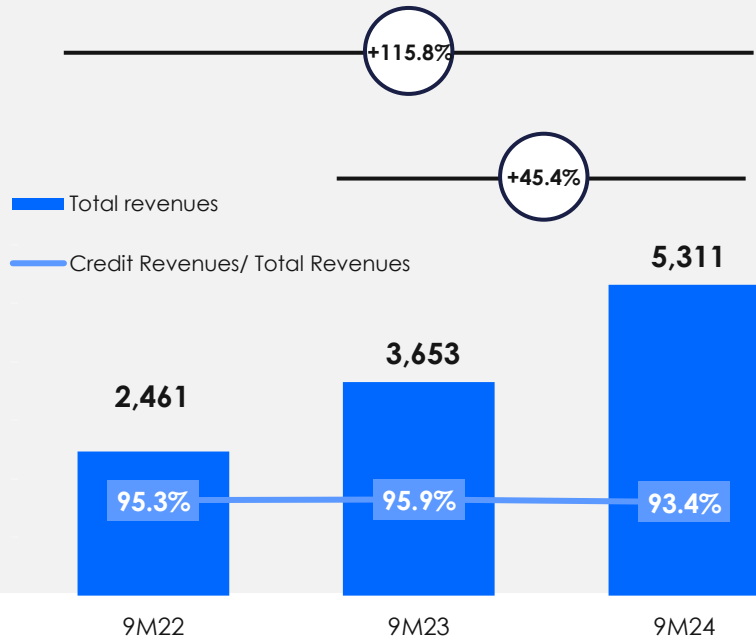


Source: Company IR

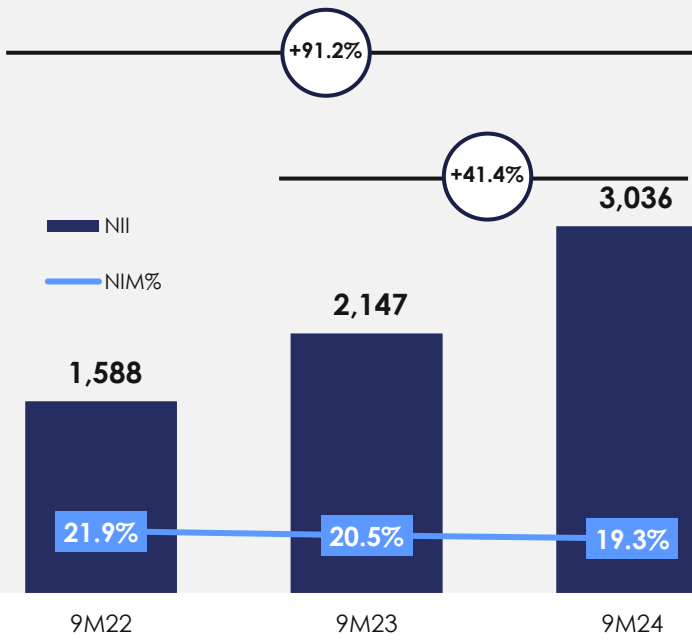
Key Indicators



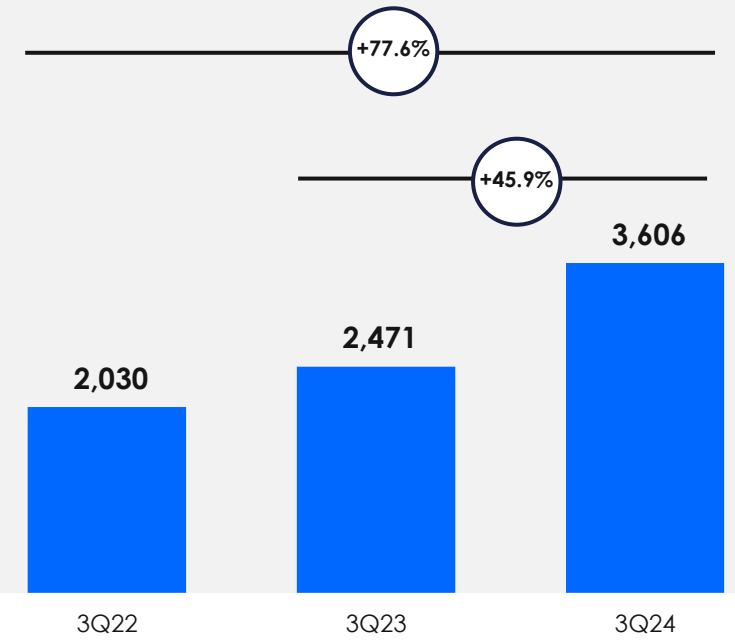
Total Revenues



NII and NIM (%)



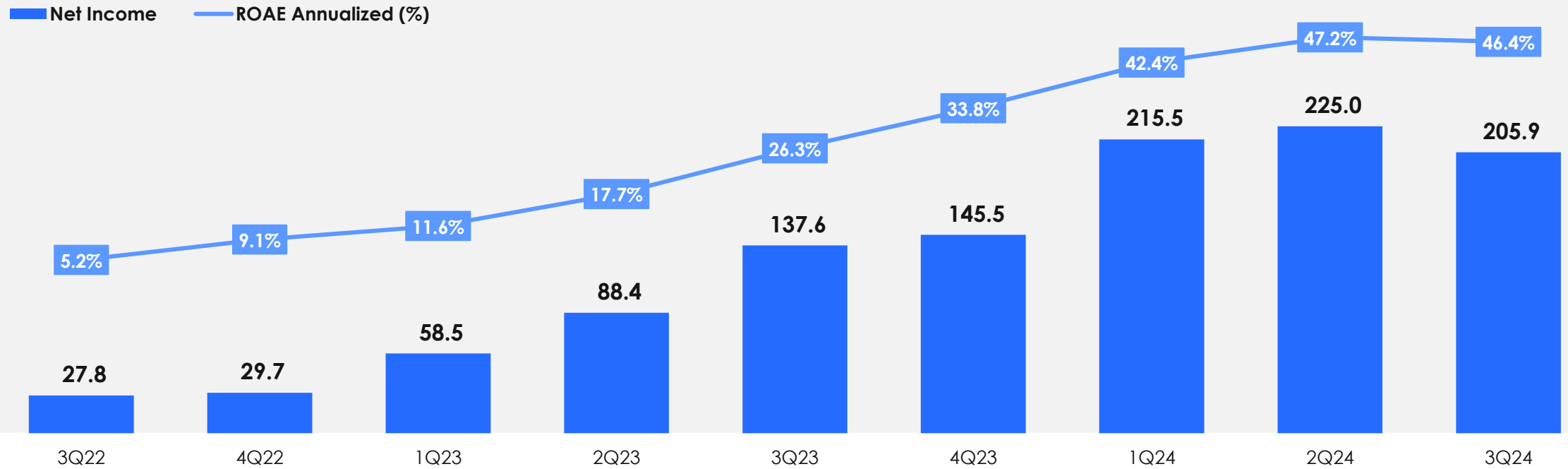
Active Clients ('000)



Profitability Growth



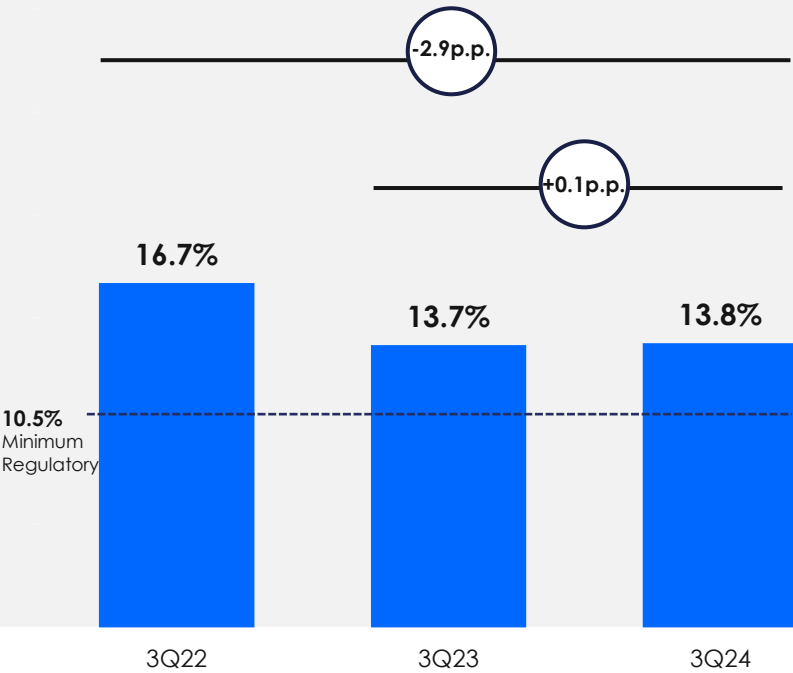
Net Income and ROAE increasing over the quarters



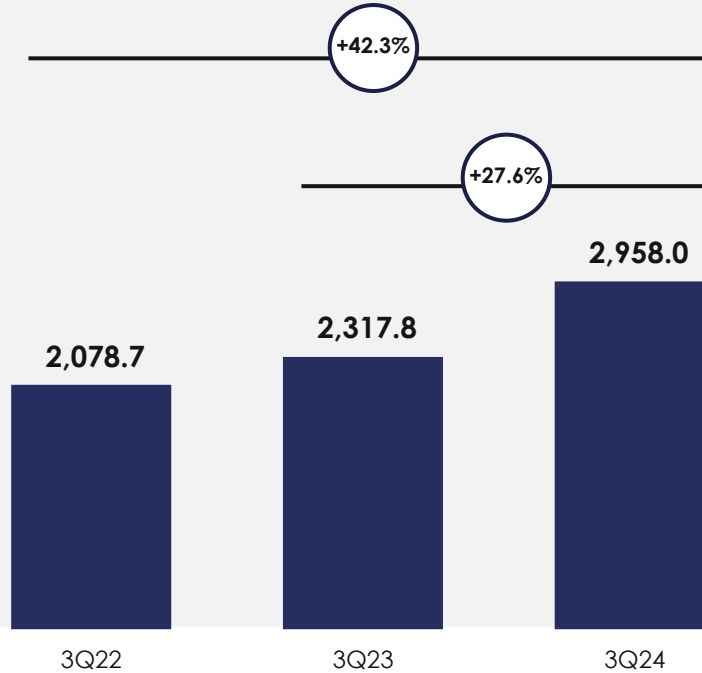
Capital and Liquidity



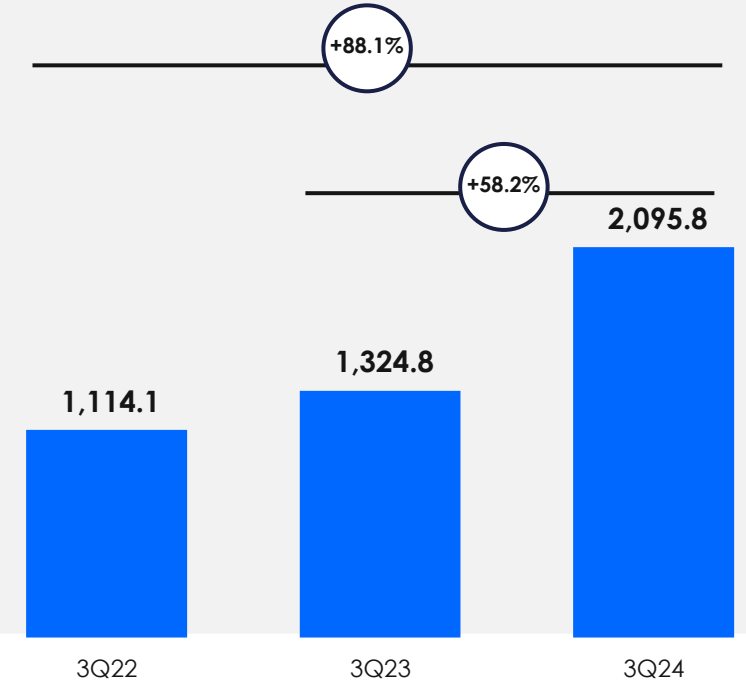
Capital Adequacy Ratio



Cash Position



Equity





Investor Relations

Marcello Dubeux, CFO & IRO

ri@agi.com.br

Felipe Gaspar Oliveira, Manager

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