



# Company Presentation

3Q'25

# Agi's Unique Market Model

## Incumbents



- High Overhead Costs
- Inefficient Processes
- Limited Client Prioritization
- Poor Customer Support
- Bad Client Experiences for Most of the Population



## Hybrid Model

## Digital-only



- No Local Presence
- No Personal Relationships
- No Ability to Process Government Benefits
- Limited 1x1 Education
- Limited Customer Support

- **Revolutionizing** the Consumer Credit Market in Brazil
- **Empowering** the largest and fastest-growing segment of the Brazilian Population
- **Facilitating access** to benefits and financial services through our specialized platform



**Competitive advantages**  
over Incumbents and Digital Only Banks

**Consistent results**  
combining Strong growth and profitability, with a sector-leading ROAE

**Low-risk portfolio**  
within a Full-Relationship Banking model



### Winning Clients

**~6.4** Million  
Active Clients

**77%**  
YoY Growth

**71**  
NPS

### Growing Balances

**R\$34** Billion  
Credit Portfolio

**54%**  
YoY Growth

**2.6%**  
NPL (90-Day)

### Compounding Profits

**R\$1.1** Billion  
Net Income LTM

**57%**  
YoY Growth  
Credit Origination

**41%**  
ROAE

**9M25**  
Results

**R\$875** Million  
Net Income

**35%**  
YoY Growth

**+1,100**  
Smart Hubs

**We Are Winning  
With Momentum**  
Compounding  
High Growth,  
Profitability &  
ROAE to Increase  
Shareholder Value



**Our Large & Attractive Market Opportunity**

## Our Massive & Underpenetrated Market Opportunity with Very Low Credit Risk



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

...With a R\$ 1 Trillion Secured Lending Market

+213

Million People

~50%  
of the population

- Poorly Served or Simply Ignored
- Lower Income Workers <\$350 Monthly Income
- Less Tech Savvy
- Less Access to Education
- Live Outside of Main Cities

+105

Million People

R\$ 667

Billion Market

① Beneficiários do INSS

+41

Million

R\$ 271

Billion

② Trabalhadores do Setor Privado

+52

Million

R\$ 40

Billion

③ Servidores Públicos

+13

Million

R\$ 366

Billion

# There Are Real Market Pain Points to Address & Solve

Because Legacy Banks Serve This Market Segment Very Poorly...



## ✗ Customer Experiences Are Terrible

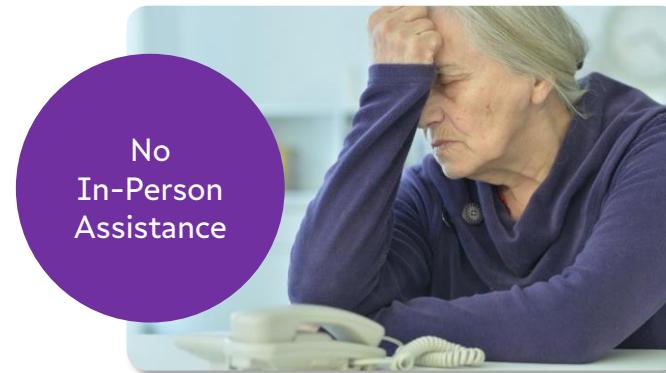
- Unwelcoming Locations
- Long Wait Times
- Very Bureaucratic
- No Relationship, rudeness
- Unintuitive Mobile App (if any)
- No Personal Advisory



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

## ...And Digital Banks Can't Serve This Market

Because a Physical  
Footprint with Trained  
Staff Are Required



- ✖ **Physical Presence is Required to Payout Benefits**

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

- ✖ **Difficult to 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**

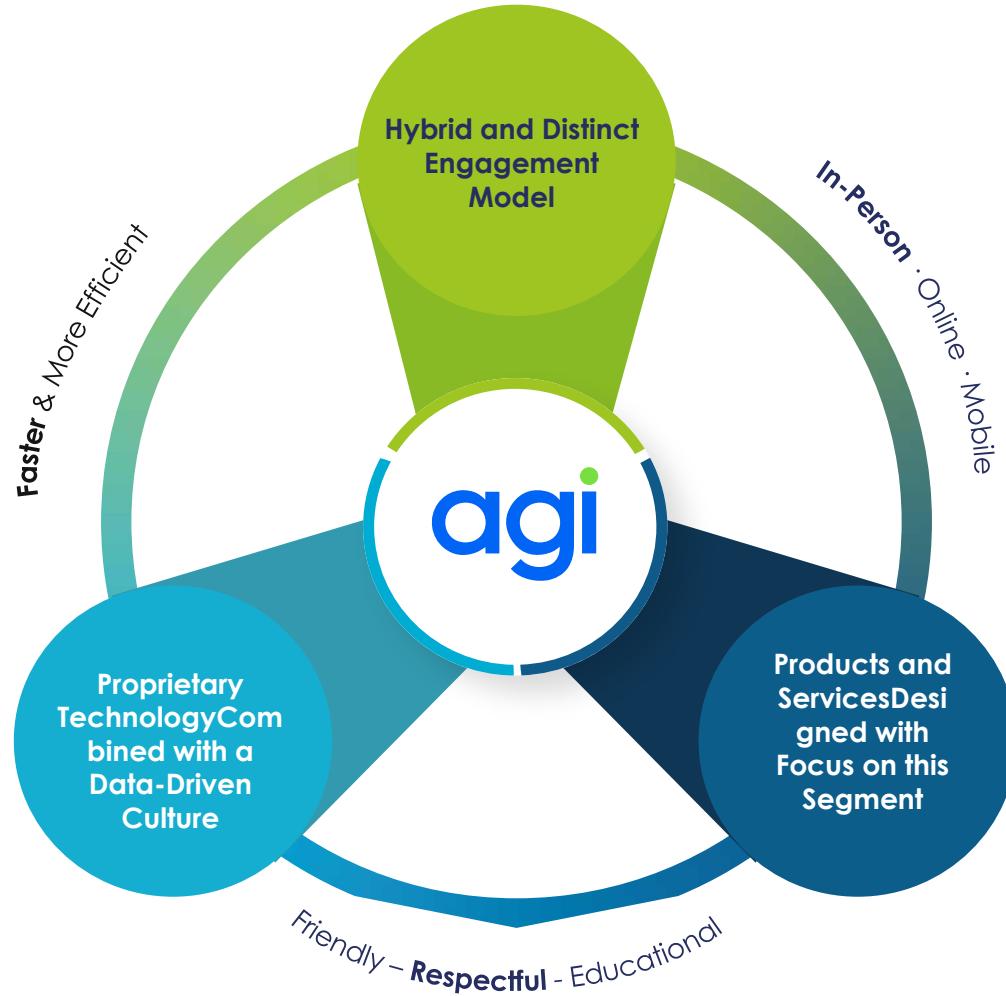
- Largely Advertising Through Digital or Social Channels
  - Products Designed for Younger Consumers

agi



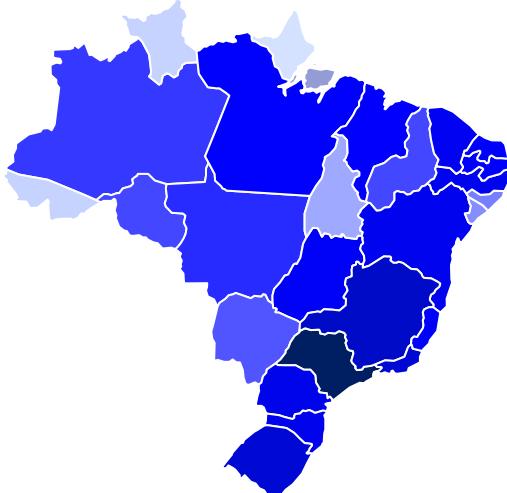
**Key Advantages**

Combines  
**Competitive  
Advantages**  
with a **Unique  
Value  
Proposition**  
for its  
Customers



# Our Smart Hubs Network

+1.100 Hubs



## Agi's Smart Hub

Physical locations conveniently situated near our customers so they can:

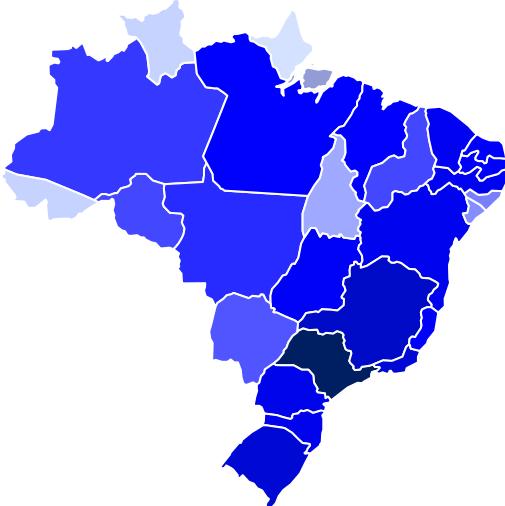
- Open an Account
- Accept New Benefits
- Access Cash Securely via ATM
- Receive In-Person Support

Smart Hubs are not bank branches

- Paperless and Cashless
- Low Overhead Costs
- No Armed Security

# Our Smart Hubs Network

+1.100 Hubs



Smart Hubs Concentration



In-person



15  
Minutes

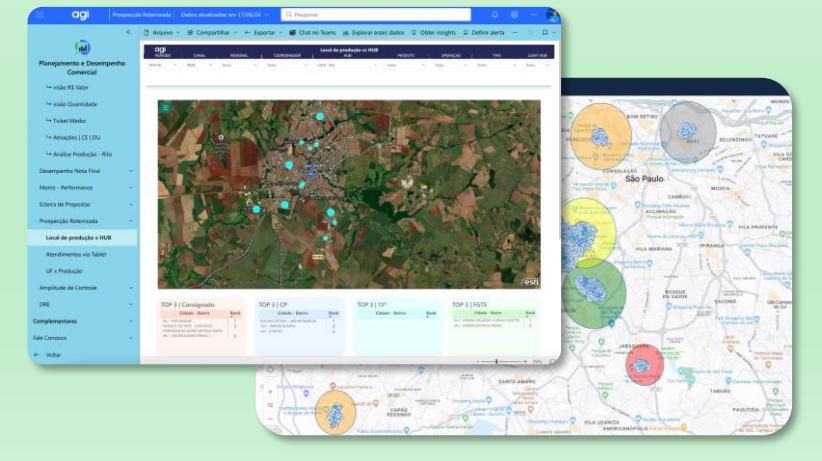
Digital

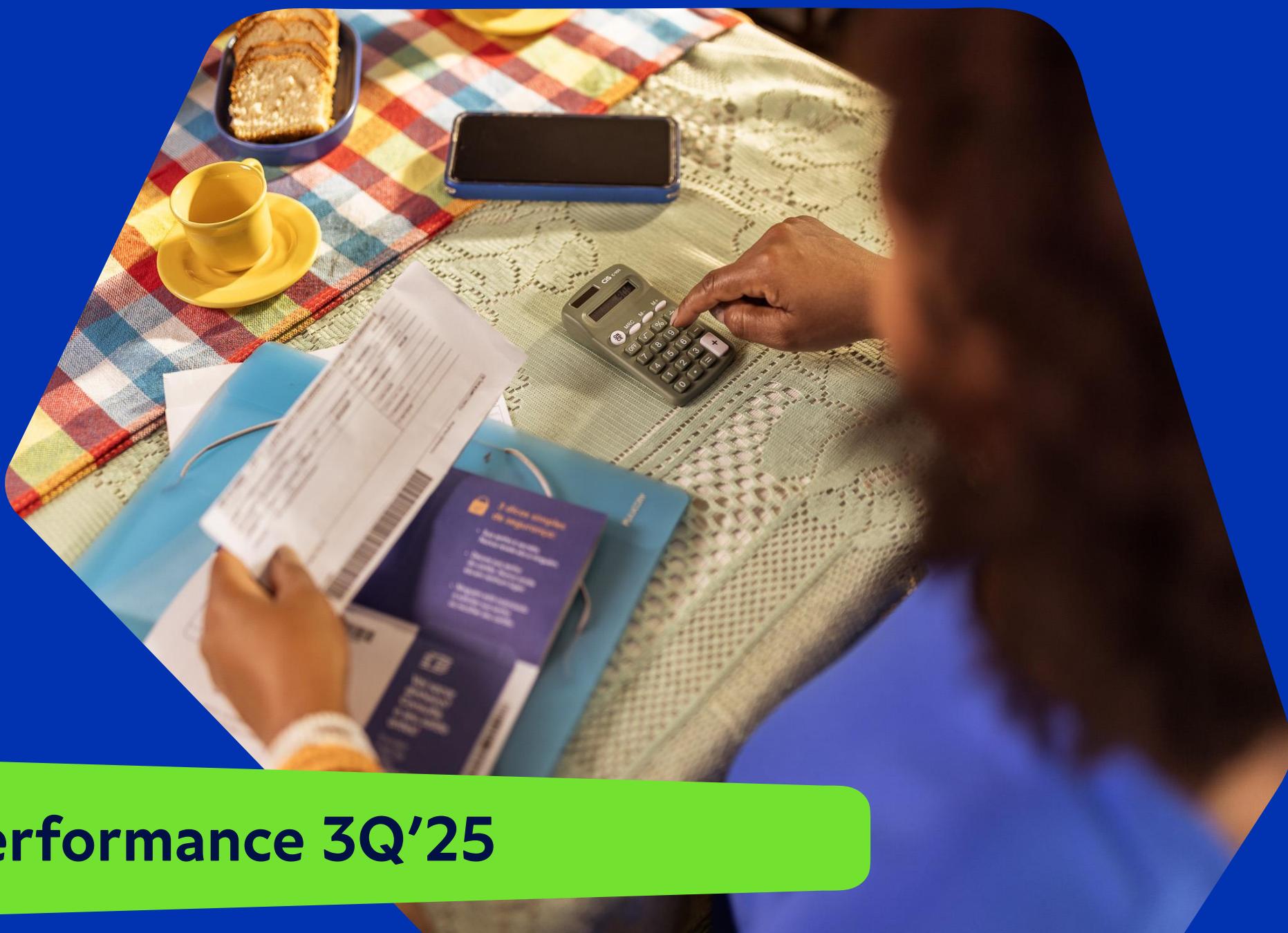
## Vantagens para o cliente e para o Agi

- ✓ **Low-Cost & High-Quality Customer Acquisition**  
driven by a Strong brand
- ✓ **Asset-Light**  
CAPEX of ~USD 15k per smart hub
- ✓ **90% More Operational**  
costs compared with traditional bank branches
- ✓ **Regulatory Barrier-to-Entry**  
A Local Physical Presence is Required to Pay Benefits to Retirees & Pensioners

## Expansão baseada em Dados

- Data-guided approach for opening new hubs
- Consider traffic metrics:
  - Competitor locations
  - High foot-traffic flows
  - Operating cost



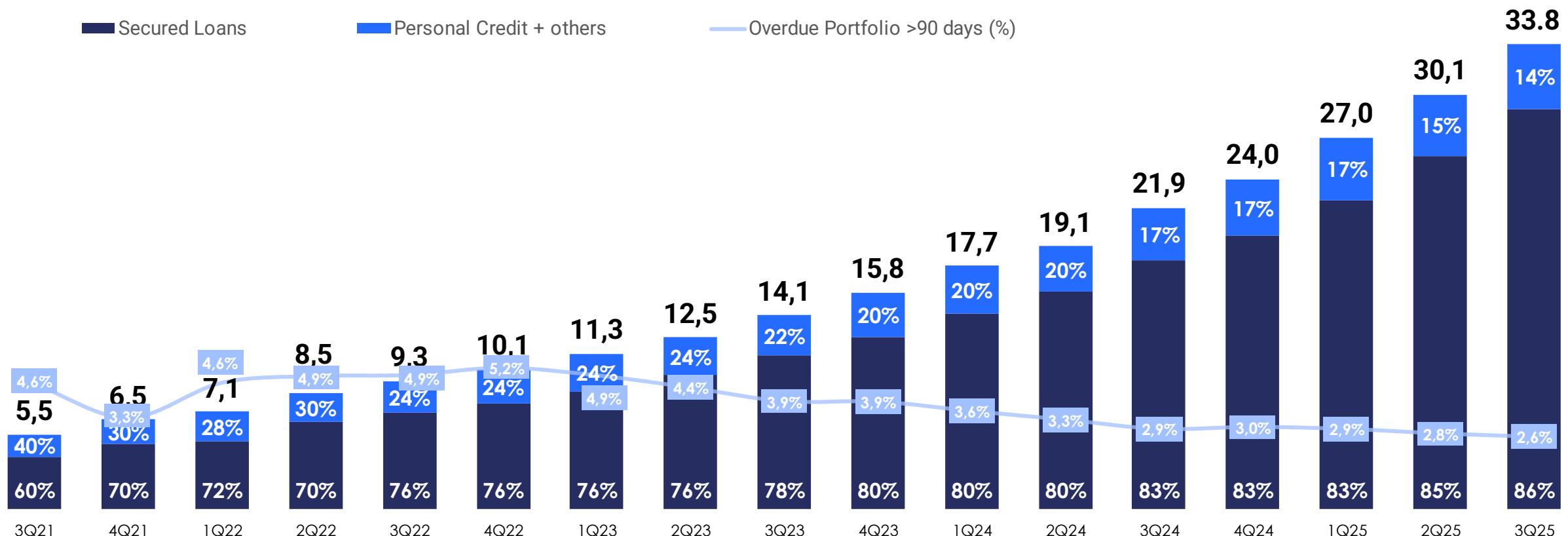


## Financial Performance 3Q'25

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

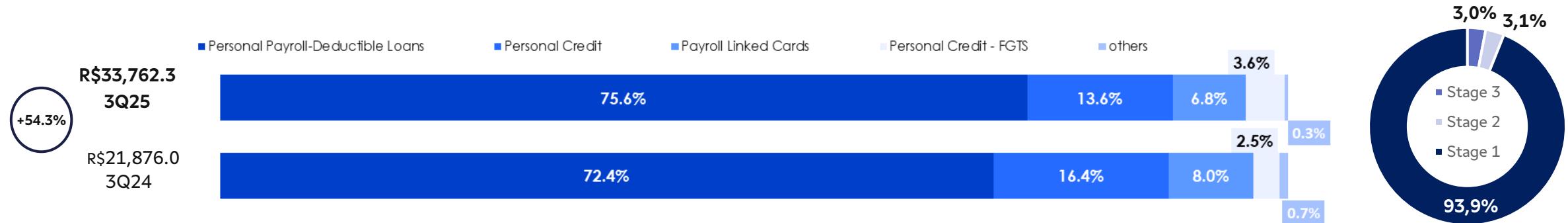
# Credit Portfolio Evolution (R\$ Bn)

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

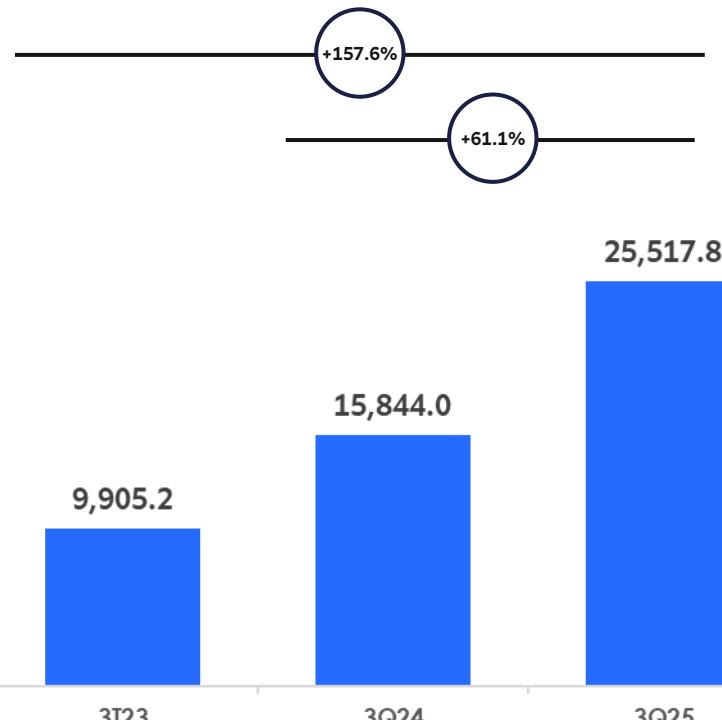


\*Secured credit: Personal Payroll Loans, Payroll Credit Cards, Payroll Benefit Cards and Personal Credit - saque aniversário.

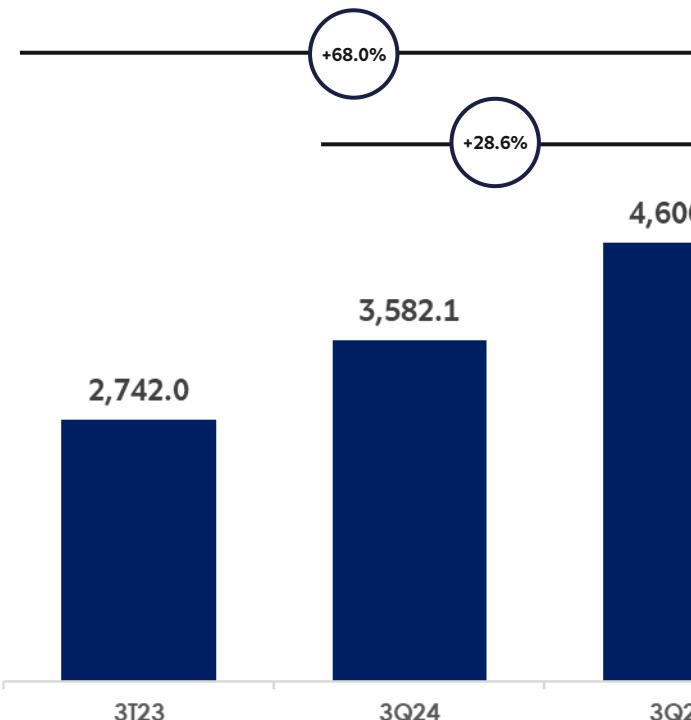
# Portfolio Breakdown



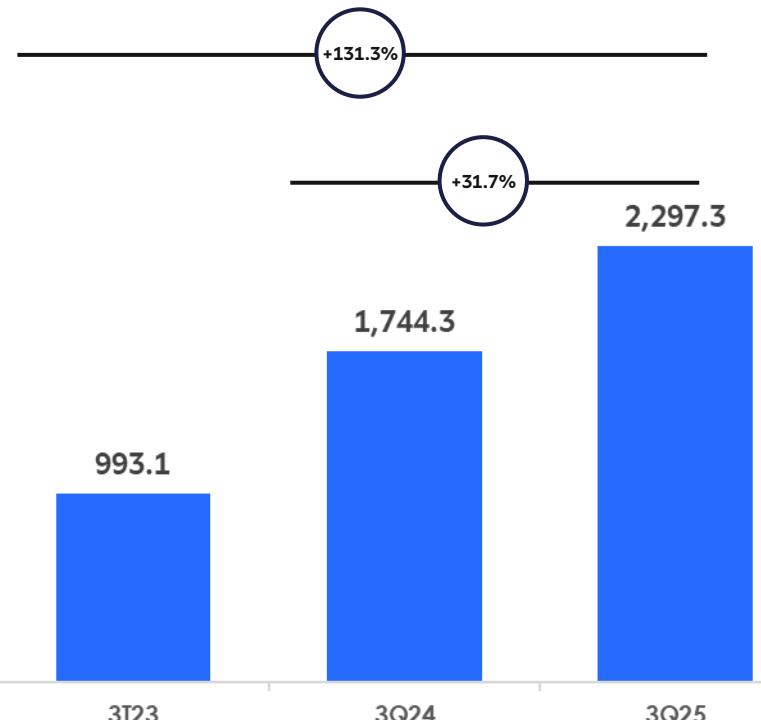
## Payroll Credit



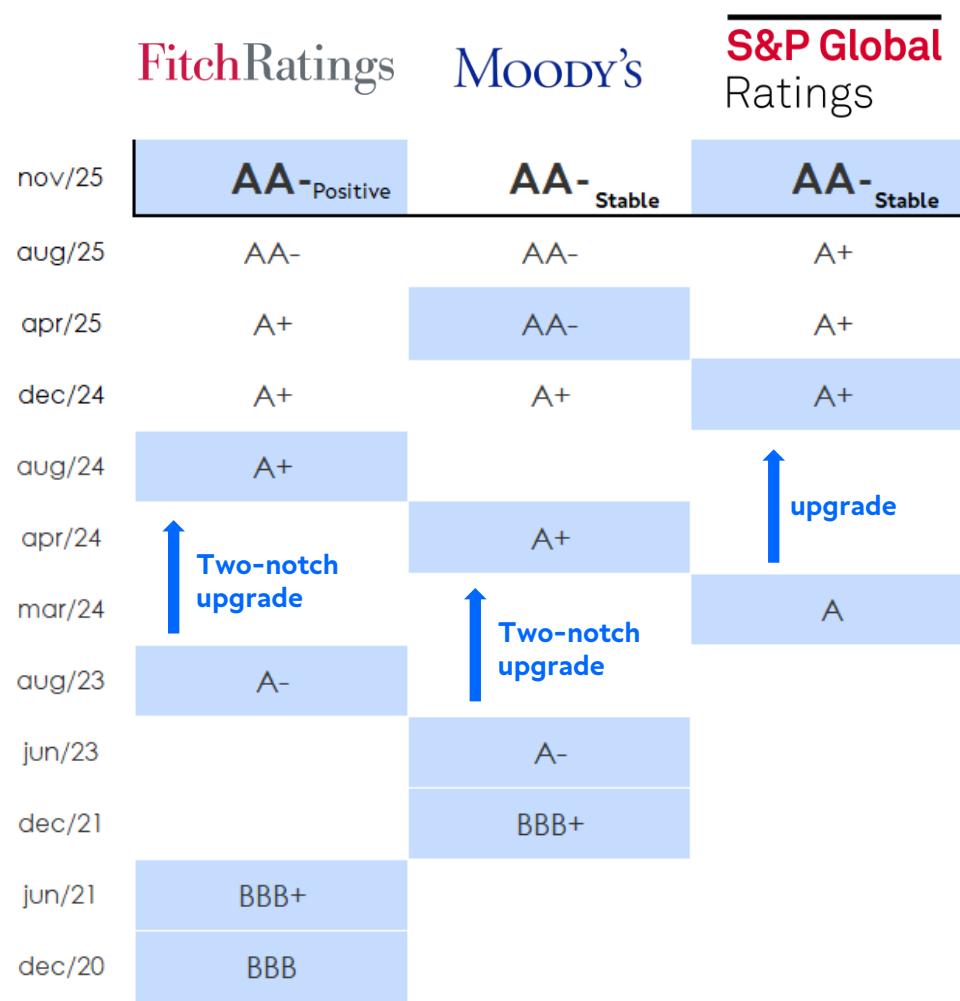
## Personal Credit



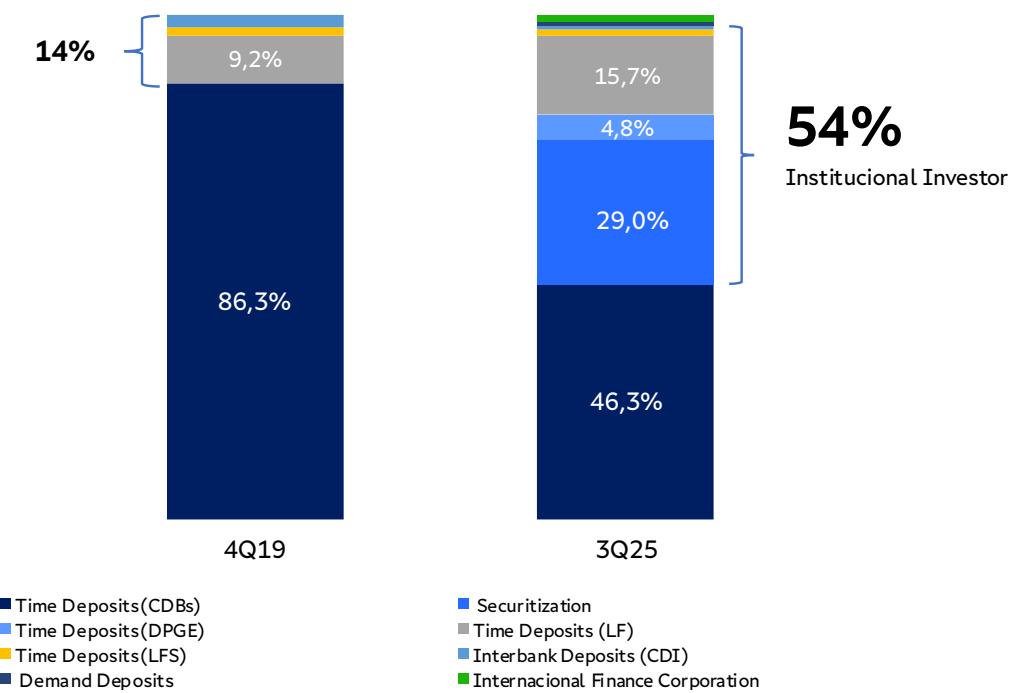
## Payroll Cards



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

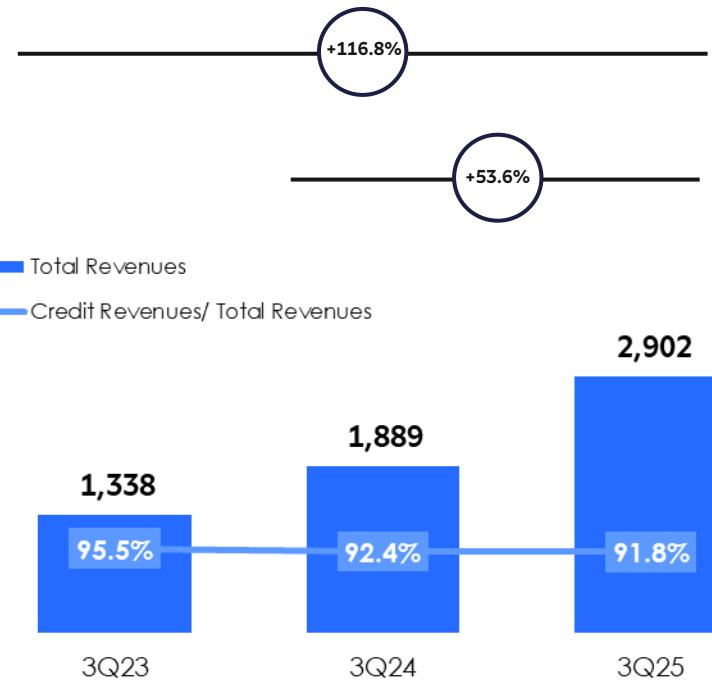


## Funding Breakdown

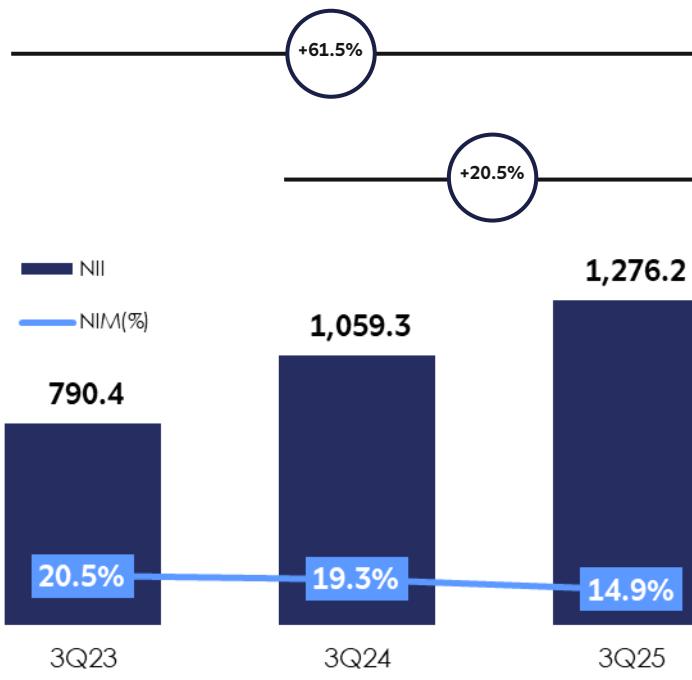


## Key Indicators

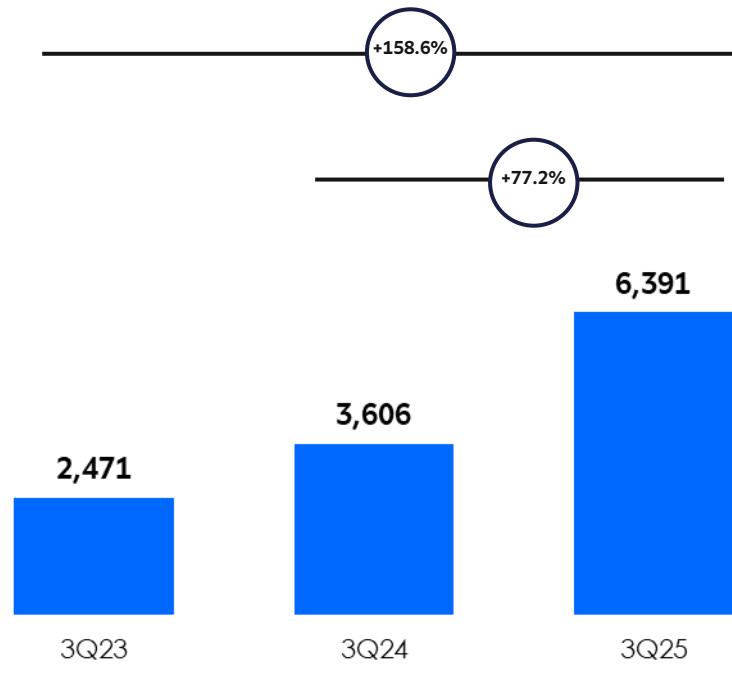
### Total Revenues



### NII and NIM (%)

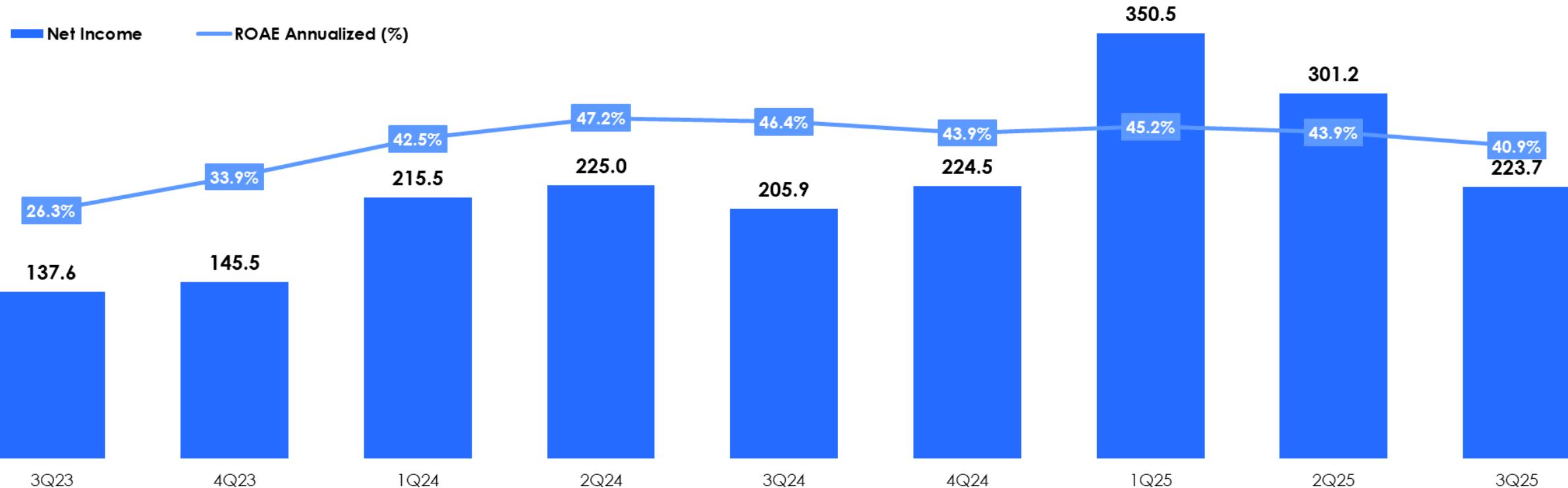


### Active Clients ('000)



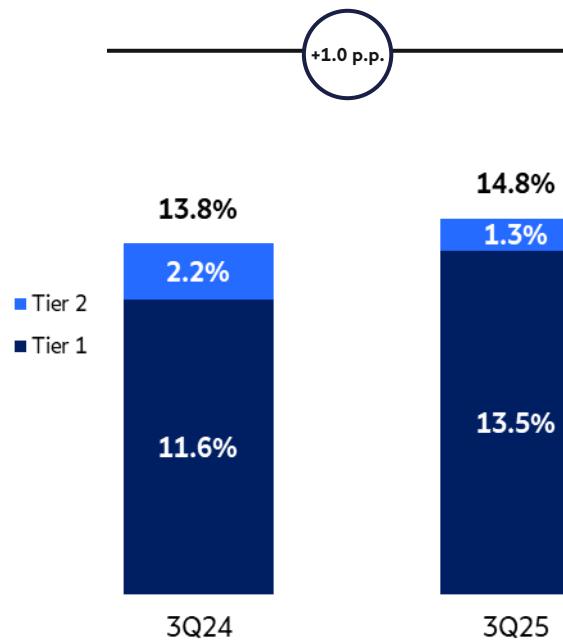
## Profitability Growth

Net Income and ROAE increasing over the quarters

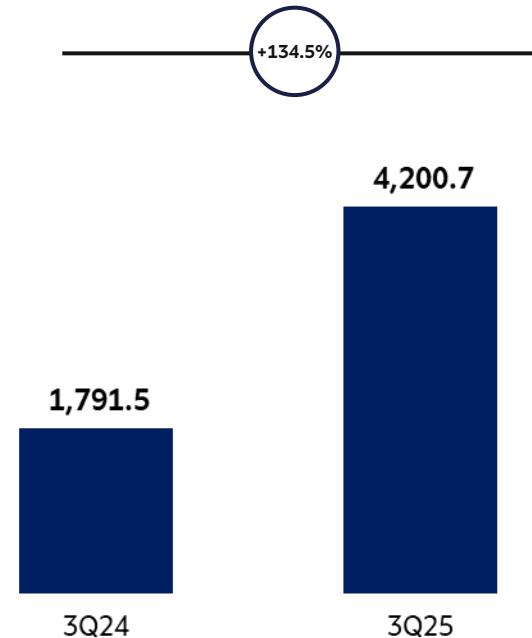


# Capital and Liquidity

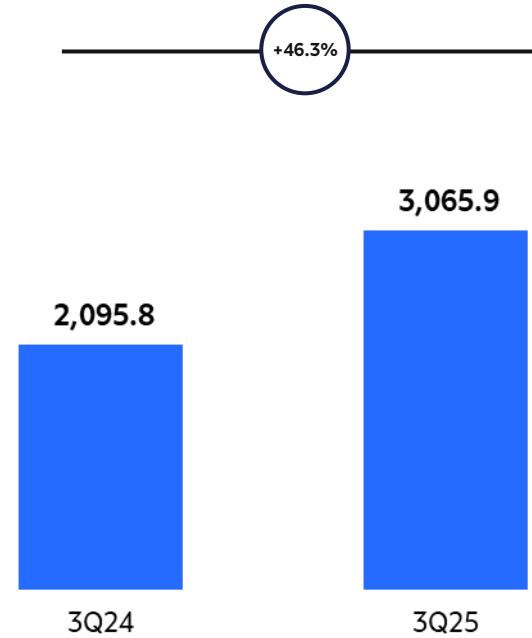
## Capital Adequacy Ratio



## Cash Position



## Equity



Considers Subsequent events from October 2025: (1) Issuance of a R\$ 200 million Perpetual Subordinated Financial Bill, adding to Tier Capital as Complementary Capital; (2) Recapitalization os JCP into shareholder's equity.

# C-Level



**Daniel Farias**

Chief Product Officer



**Daniel Pires**

Chief Data & Credit Officer



**Matheus Girardi**

Chief Client Officer



**Rafael Morais**

Chief Risk & Controllership Officer



**Marcello Dubeux**

Chief Financial and Investor Relations Officer



**Lucas Aguiar**

Chief People & Governance 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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