

# 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



#### 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 plataform



#### **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



NPL (90-Day)

We Are Winning

Compounding

High Growth,

Profitability &

**ROAE** to **Increase** 

Shareholder Value

With Momentum





**Our Large & Attractive Market Opportunity** 

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

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

# Our Massive & Underpenetrated

Market Opportunity with Very Low Credit Risk



R\$ 12
Trillion GDP



R\$4.4 trillion

agi

In this payflow

R\$ 1.1 trillion

INSS Benefitiaries

R\$1.7 trillion

Public Servants

**-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

**\$667** 

Billion Market



1 Beneficiários do INSS

+41

R\$271

Million

Billion

2 Trabalhadores do Setor Privado

**+52** 

R\$40

Million

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...



#### Grant Recipients Are Often Ignored

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

#### **×** Customer Experiences Are Terrible

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





### Physical Presence is Required to Payout Benefits

 Brazil Government Mandates that Any Benefit Payer Have a Physical Presence

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

Because a Physical Footprint with Trained Staff Are Required



#### 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







**Key Advantages** 

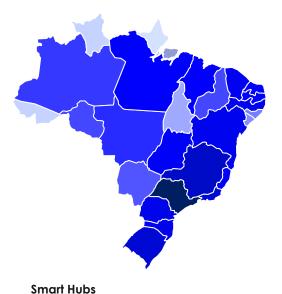
Combines Competitive **Advantages** with a **Unique Value Proposition** for its Customers



#### Agi's Smart Hub

# Our **Smart Hubs** Network

+1.100 Hubs



Concentration





### Physical locations conveniently situated near out customers so they can:

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

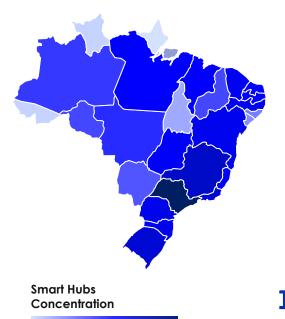
#### Smart Hubs are not bank branches

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

# Vantagens para o cliente e para o Agi

# Our **Smart Hubs** Network

+1.100 Hubs



- ✓ Low-Cost & High-Quality Customer
  Acquisition
  driven by a Strong brand
- ✓ Asset-LightCAPEX of ~USD 15k per smart hub
- √ 90% More Operational costs compared with traditional bank branches
- Regulatory Barrier-to-Entry

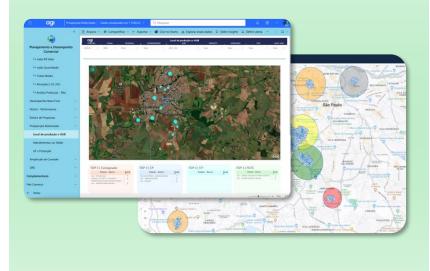
  A Local Physical Presence is Required to Pay
  Benefits to Retirees & Pensioners



Minutes

# Expansão baseada em Dados

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



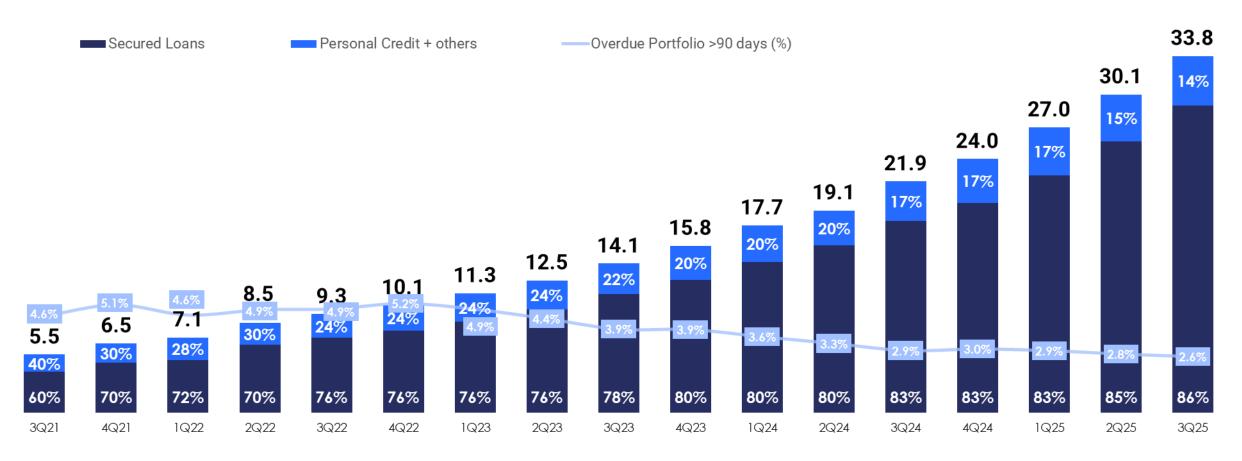




Financial Performance 3Q'25

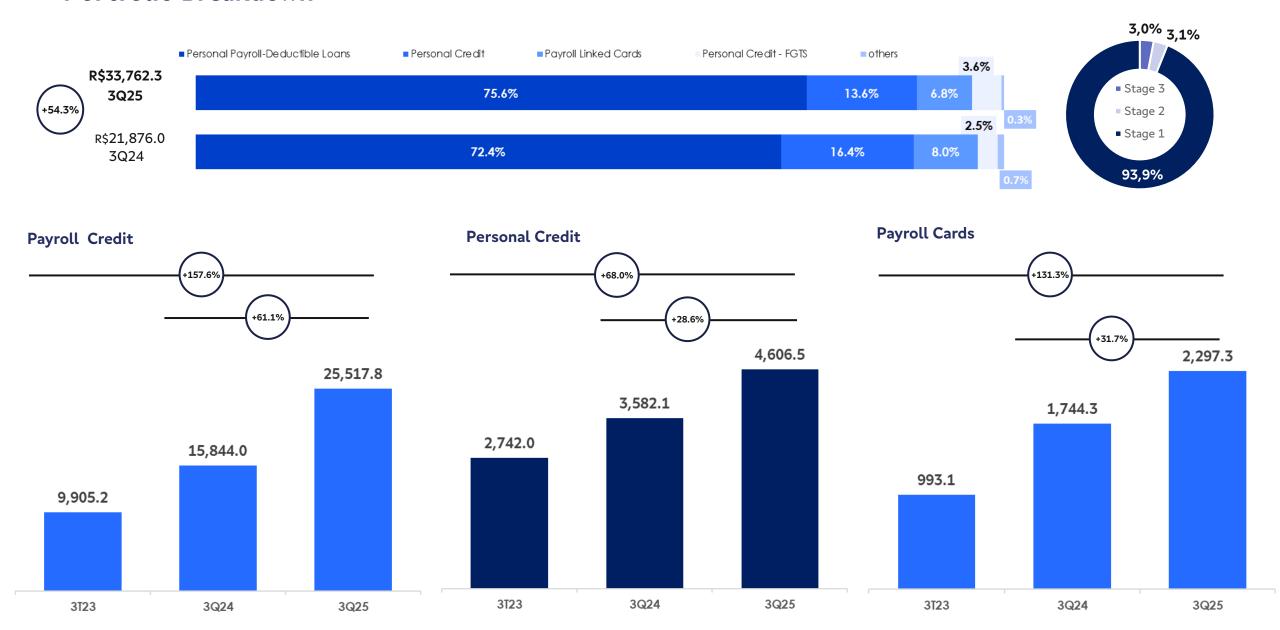
#### Credit Portfolio Evolution (R\$ Bn)

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

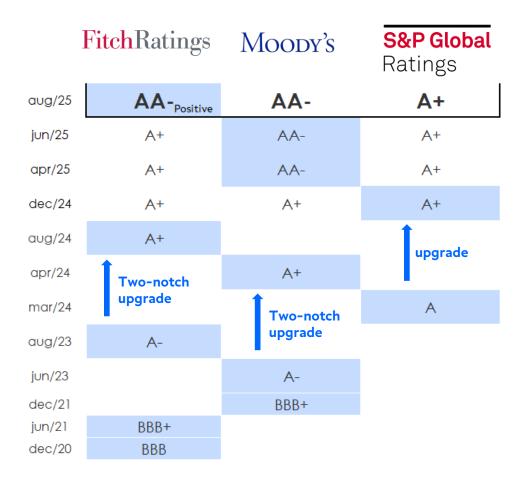


<sup>\*</sup>Secured credit: Personal Payroll Loans, Payroll Credit Cards, Payroll Benefit Cards and Personal Credit - FGTS (saque aniversário).

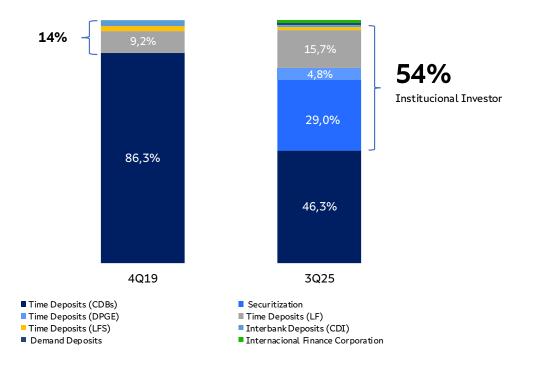
#### Portfolio Breakdown



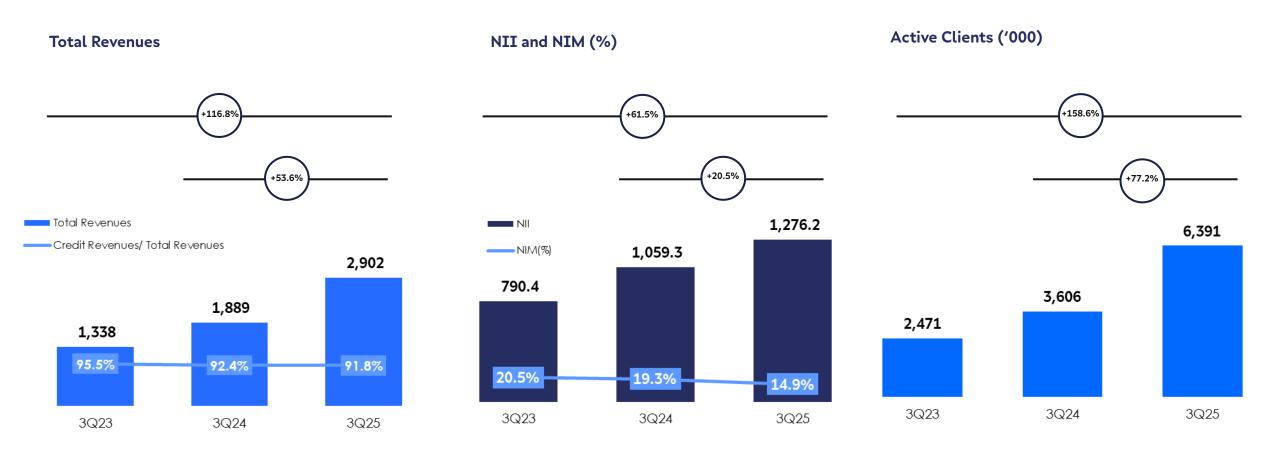
# Upgrade of ratings as a recognition of the strengths built in recent years



#### **Funding Breakdown**

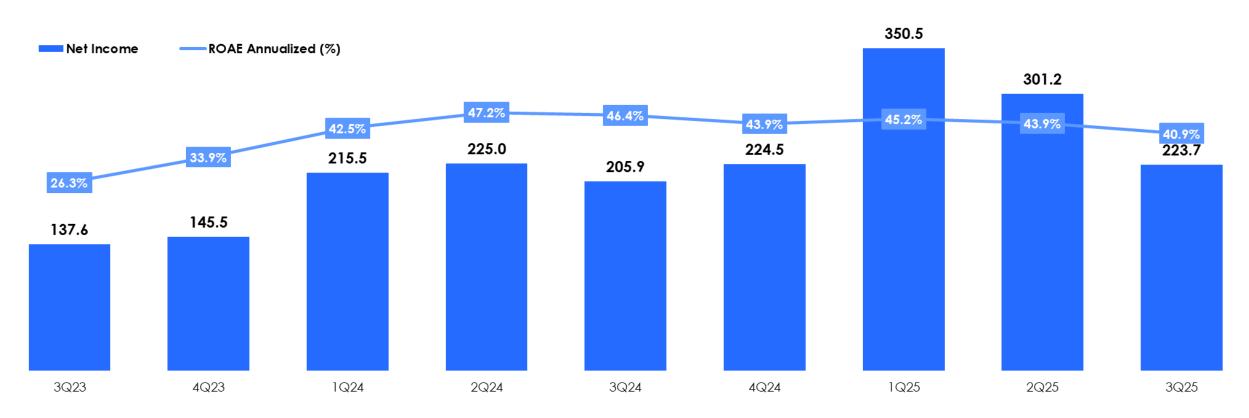


#### **Key Indicators**

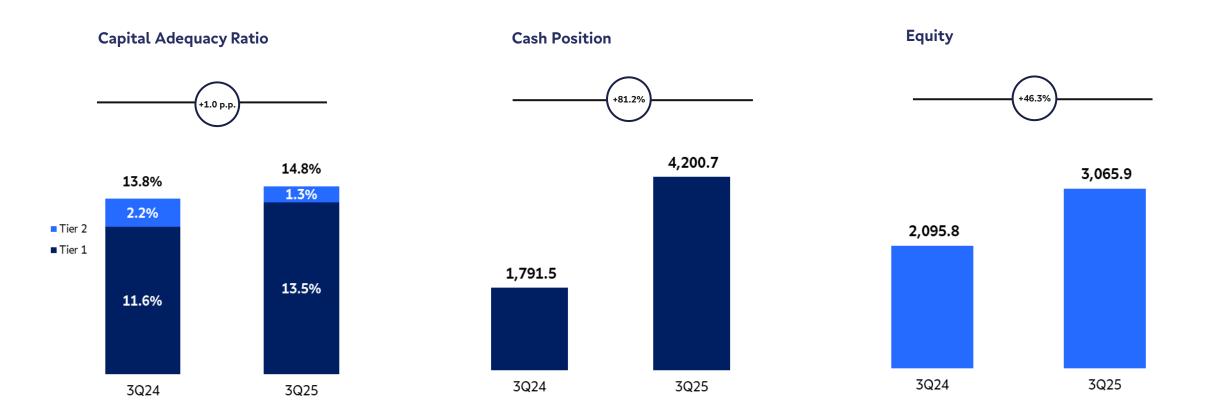


#### **Profitability Growth**

Net Income and ROAE increasing over the quarters



#### **Capital and Liquidity**



#### **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



UFmG



Matheus Girardi **Chief Client Officer** 







**Rafael Morais** Chief Risk & **Controllership Officer** 

université BORDEAUX





**Vinicius Aloe Chief Technology Officer** 

Insper



#### **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



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