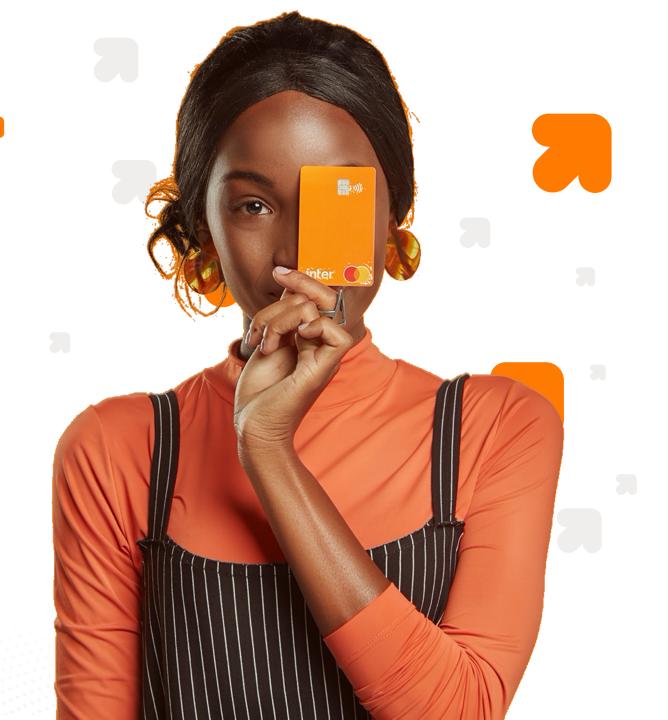
# Staying away from the comfort zone

# **Quarterly Earnings Presentation**

August 2022



Inter's Latest Milestone
Inter&Co Nasdaq
Listing

First ever conversion from Brazil to US

Inter&Co now part of the Nasdaq family

Another milestone on our history of re-defying boundaries



20.7 mm

Clients

+73% YoY growth

R\$1.5 bn

Revenues<sup>1</sup>

+130% YoY growth

R\$19.5 bn

Gross Loan Portfolio

+56% YoY growth

R\$25.9 bn

**Funding** 

+46% YoY growth

R\$32

Monthly ARPAC

+16% YoY growth

R\$14

Monthly CTSAC

-4% YoY growth

72%

Cost to income -19 p.p. YoY

R\$16 mm

Net Income

Vs. R\$-30mm in 2Q21

**Strategic Overview** 

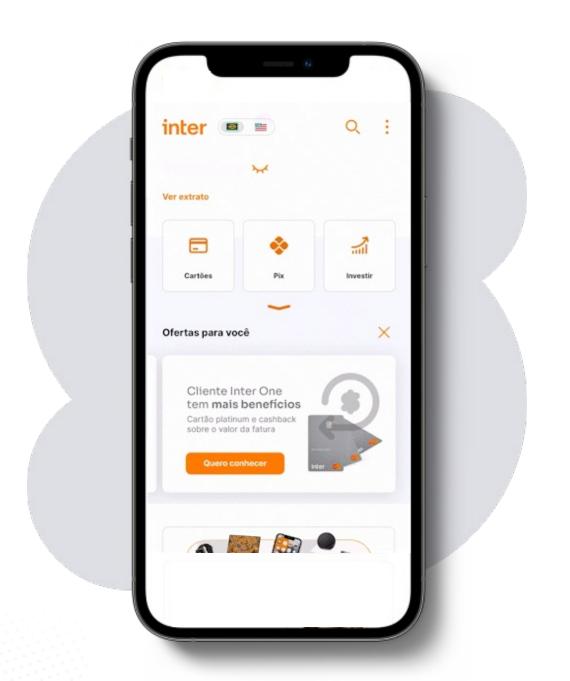
**Business Verticals** 

**Financial Performance** 

**Closing Remarks** 



Strategic Overview



### Consistently staying away from the comfort zone



#### Consistency of Leading in Innovation<sup>1</sup>

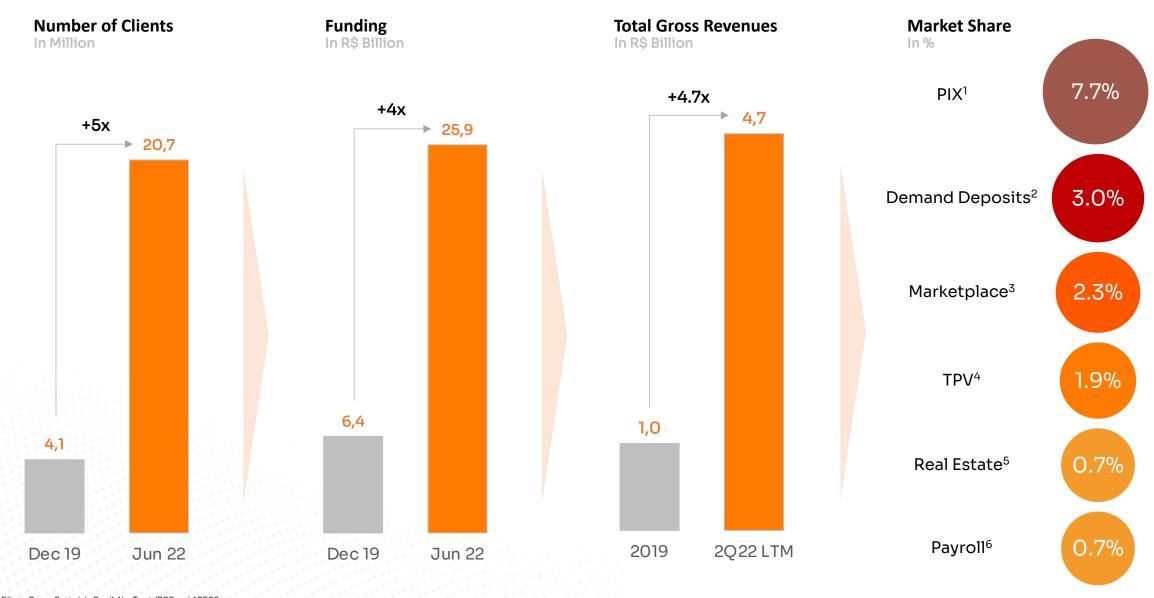
First Brazilian Entity to Migrate from B3 to US

First true global account in the Americas

First bank to launch e-commerce platform

First to launch
Free Digital Account

First to be 100% Cloud Based





Disruptive Growth

Seeking +5% Share in Core Products



**Diversified Revenue Streams** 

Balanced Across NII and Fee Income



Efficient Capital Use

Self-Funded Capital Plan



Operational leverage

Doing More with Less



**Constant Innovation** 

Mindset of exceeding client expectations



Penetration of US Market

Capitalize on Inter's capabilities

### Innovation spanning into ESG Initiatives

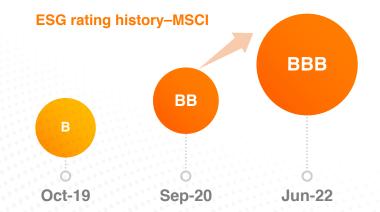
#### **Greater governance improvements**

- Two layer regulatory governance (SEC and CVM)
- Inter&Co is now registered with CVM
- Creation of Inter&Co Audit Committee
- Increase of independente members in the statutory committees of Banco Inter
- Inclusion of explicit Inter&Co Tag Along rights



#### **Upgrade on MSCI ESG Rating**

Upgraded on MSCI ESG Rating from grade B on October 2019 to BBB in June 2022



Improvements in Eco-Efficiency

of our energy matrix comes from renewable sources

**9** -57%

of Scope 2 emissions with the migration from our HQ to the Free Energy Market

Our goal is to **zero the carbon emissions** of 2022 equivalent of our Scope 2<sup>1</sup>



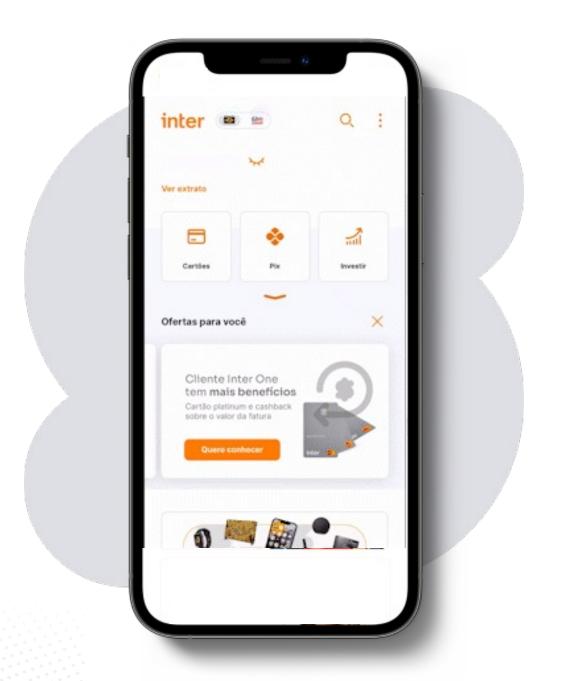
#### **Enhanced ESG disclosure framework**

In addition to the GRI and the Integrated Reporting framework, we included SASB guidelines on 2021 Annual Report



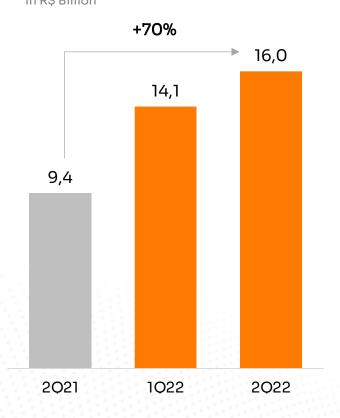
Notes: <sup>1</sup>Scope 2 is related to energy consumption.

## **Business Verticals**



## Day-to-Day Banking

#### Card TPV In R\$ Billion



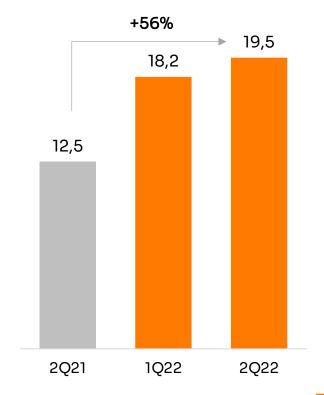


**6.4 mm**Cards used 2Q22
+56% YoY

#### Credit

#### Gross Loan Portfolio

In R\$ Billion





R\$4.7 bn

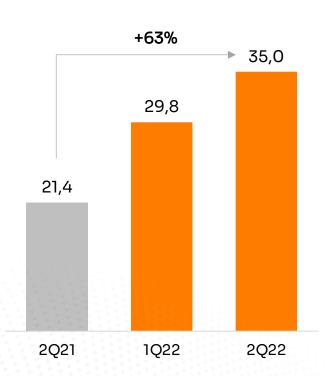
Credit underwriting 2Q22

-1% YoY

#### **Inter Seguros**

#### Revenues

In R\$ Million



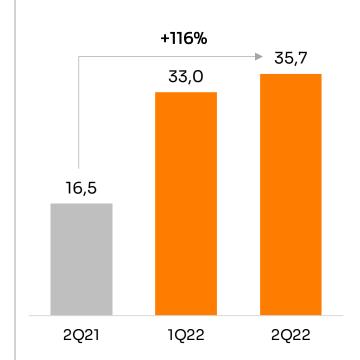


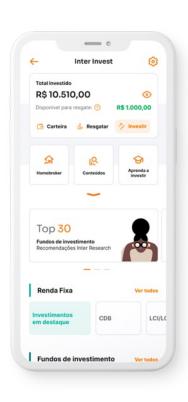
# **1,047 thousand**Active contracts<sup>1</sup> 2Q22 +97% YoY

#### **Inter Invest**

#### Revenues

In R\$ Million





R\$**53.4** bn

Assets under custody (AUC) 2Q22

### **Inter Shop Gross Revenues** In R\$ Million Gross Merchandise Volume (GMV, R\$ Billion) +101% **→** 113 99 56 2Q21 1Q22 2Q22 +4.2 p.p. 7.2% 11.4% **Gross Take-rate** Net Take-rate (%) 0.8% 4.4% +3.6 p.p. 2Q21 2Q22

#### **Cross Border Services**

Global Account + remmitances | 2Q22

#### + 464 thousand

**Transactions** 

#### + 141 thousand

Global Accounts

#### + USD 383 million

TPV

#### **+USD 322**

Average balance



#### A Self-Reinforcing Ecosystem

#### **Global Account**

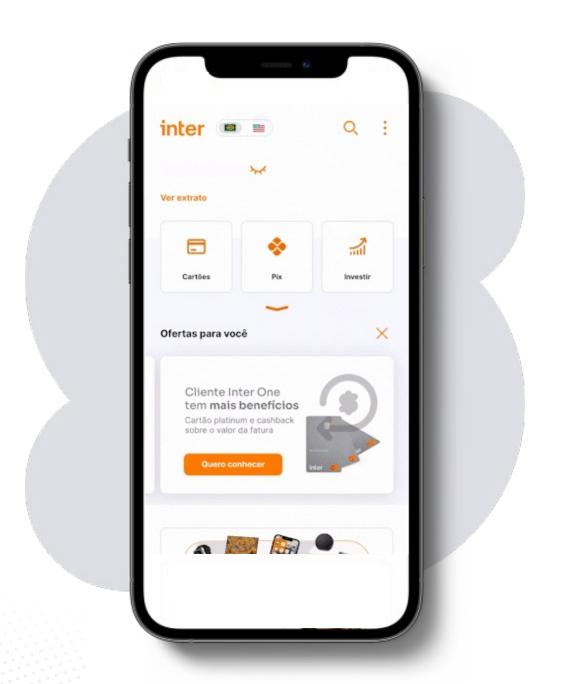
FX, Interchange, USD floating revenue streams



#### Remmitances

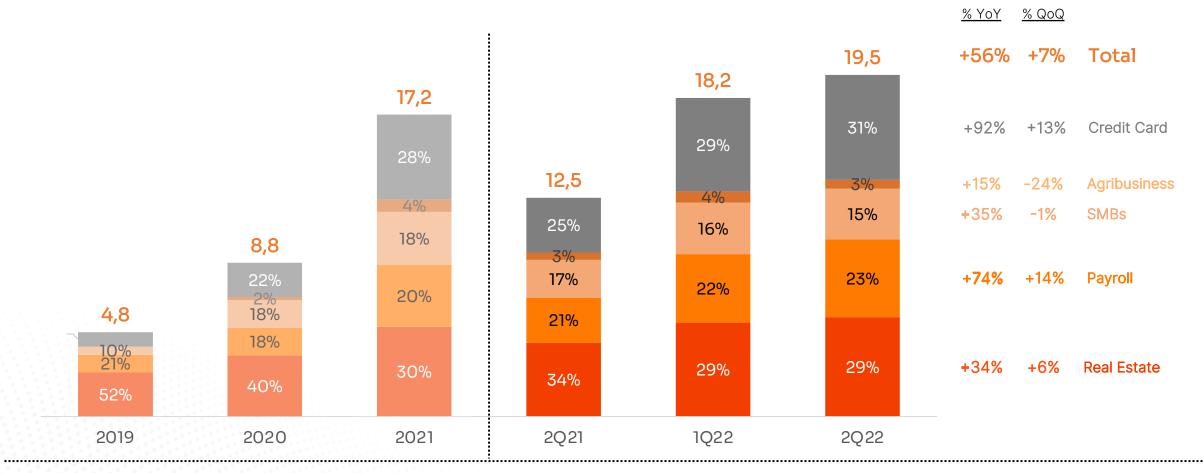
FX & fees revenue streams

**Financial** Performance

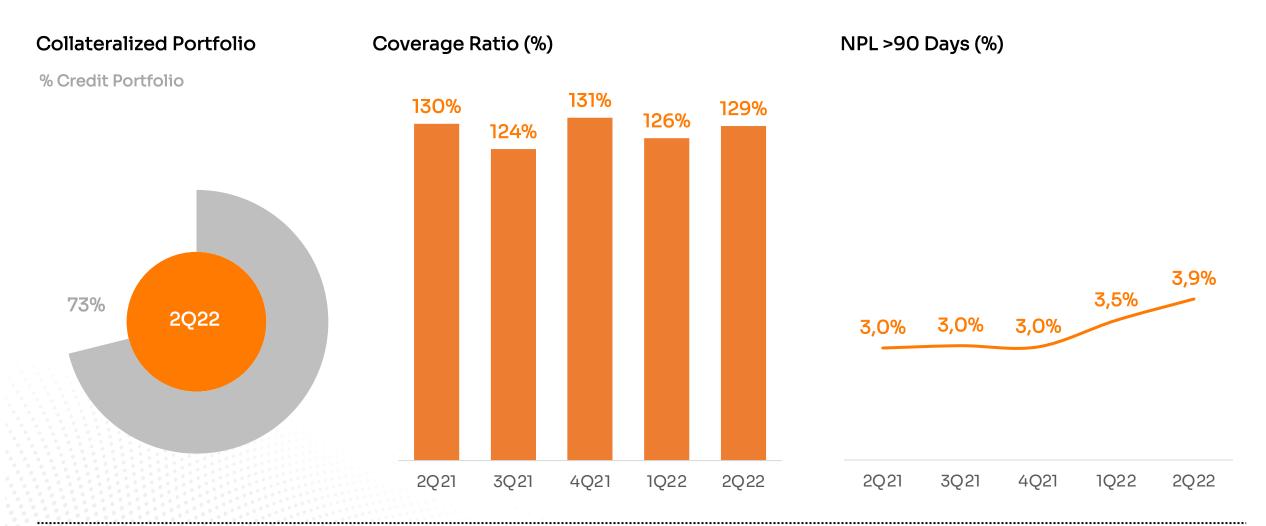


#### Inter's drivers for value creation **2Q22** Fee Service Launch of growth new products Income **Amazing** product **Expanding unit** Client Low Low economics & CAC CTS growth value creation Strong brand SIAJUI Sustainable **Low Cost** NII shop loan of Funding book growth 15

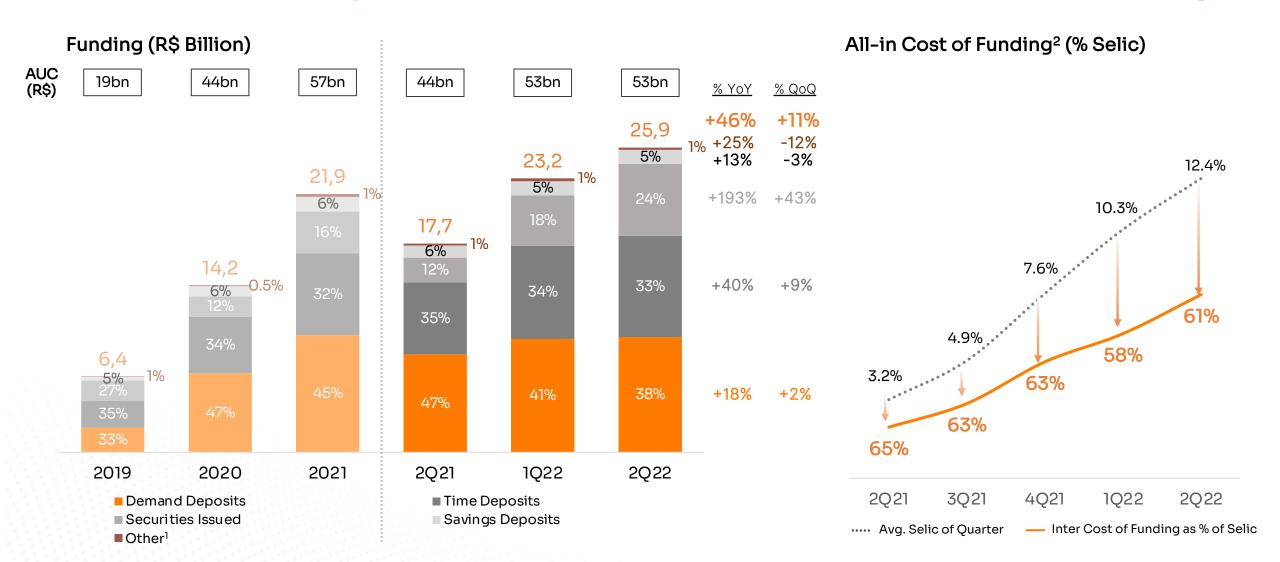




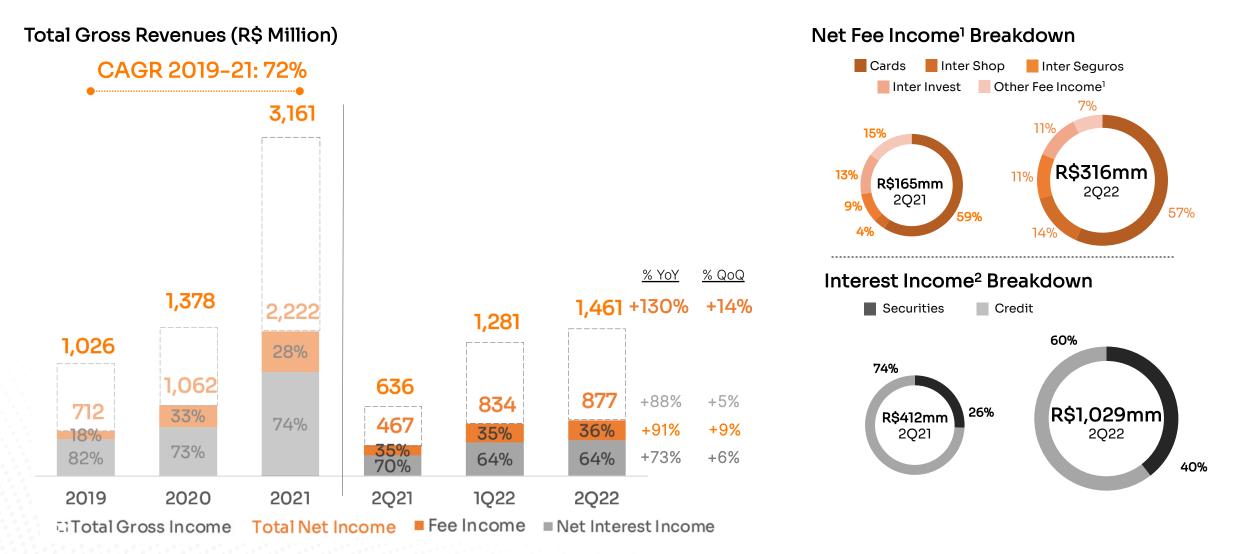
Credit growth focused on balancing profitability with diversification



Resilient portfolio with healthy provisioning and high collateralization



Stable retail funding with superior cost advantage



Highly diversified revenue base, with strong growth momentum across products

#### Longevity of the clients<sup>1</sup>

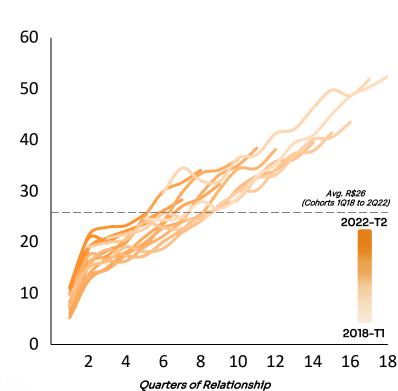
Clients (mm) and % clients with less than 1 year at Inter

#### +9p.p. 20.7 18.6 16.3 42% 13.9 45% 12.0 48% 49% 51% 55% 52% 51% 2Q21 3Q21 4Q21 1Q22 2Q22

# of the clients with > 1 year

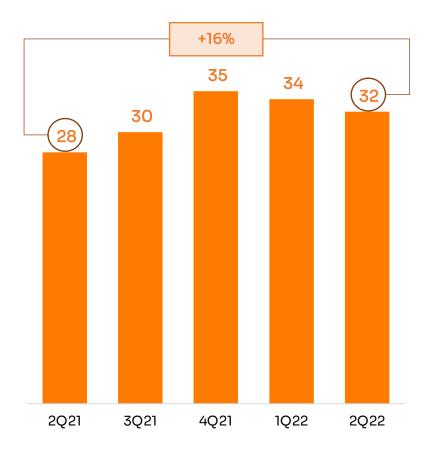
#### ARPAC net of interest expense

In R\$ (monthly, by Cohort)

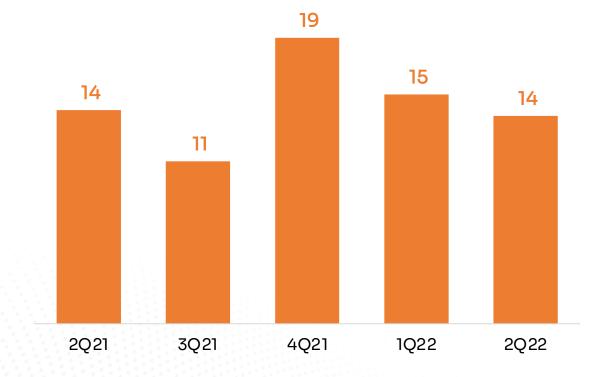


#### ARPAC net of interest expense

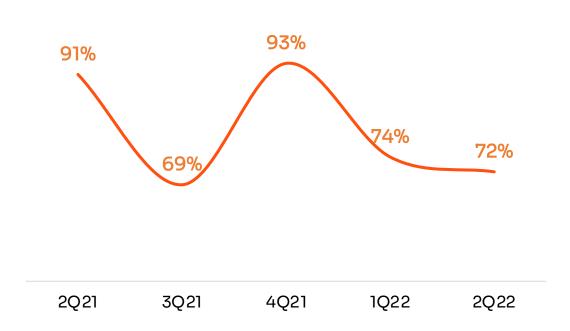
In R\$ (monthly)



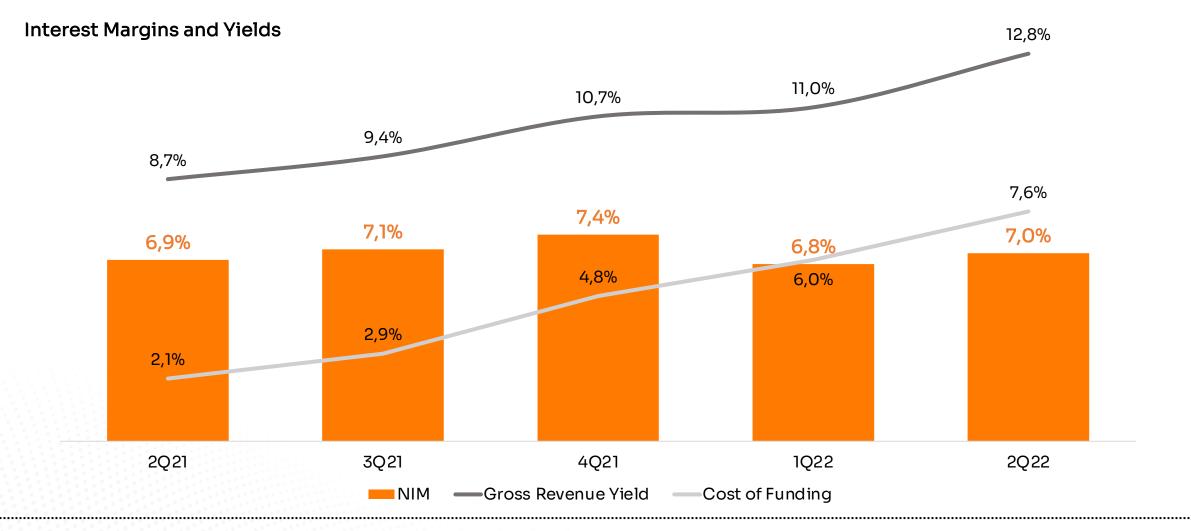
#### CTSAC<sup>3</sup> (In R\$, monthly)



#### Cost to Income Ratio (%)

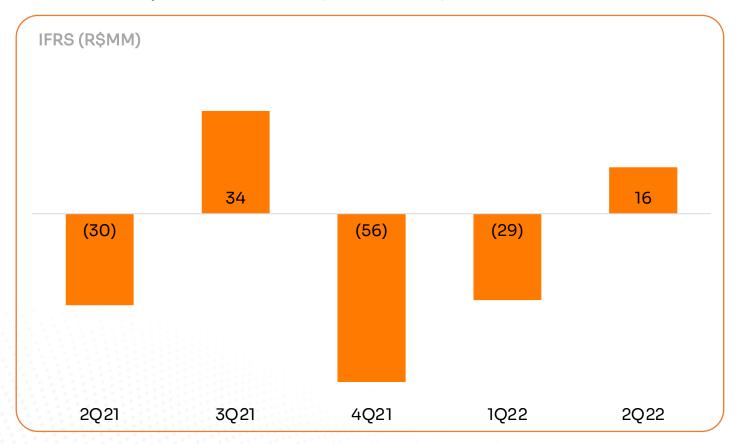


Increasing operating leverage reflecting the controlled expenses

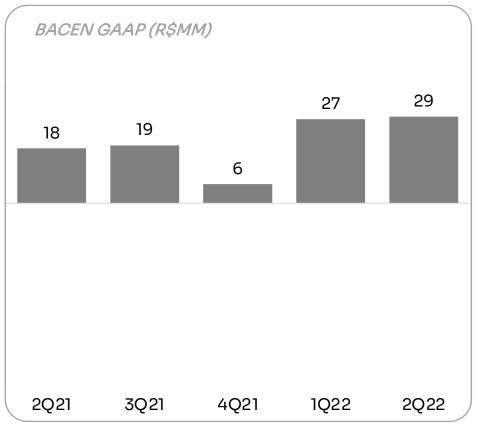


20bps NIM expansion despite increase in funding costs

#### Net Income | Inter&Co in IFRS (In R\$ Million)

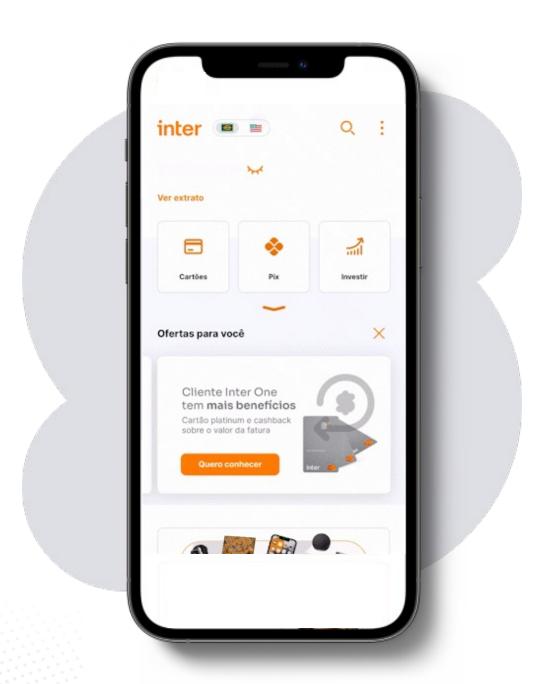


#### Reference: Net Income | Banco Inter S.A.



Remain operating profitably with strong capital base (CET1: 32.9%)

## **Closing Remarks**



### Focused on executing, leveraging on our competitive advantages

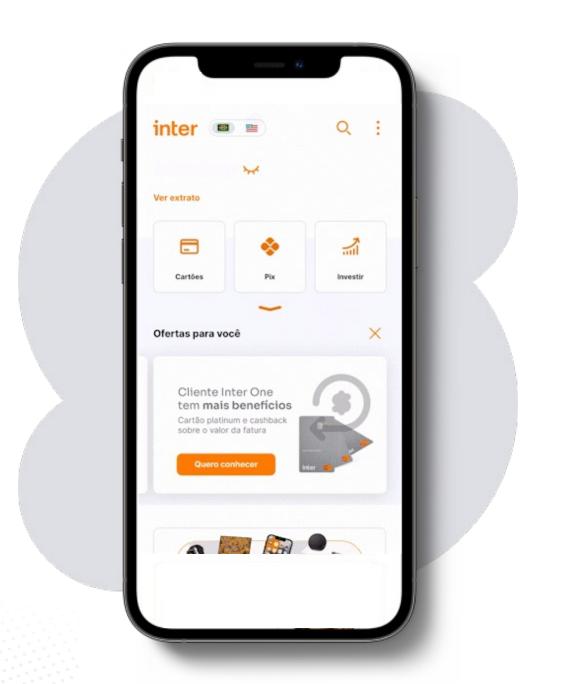






Best product for Brazilians living and traveling to the US

## **Appendix**



## Income Statement (in R\$ thousands)

INCOME STATEMENT		
<u> </u>	Inter&Co	Inter&Co
	2Q21	2Q22
Interest income calculated using the effective interest method	305.660	622.312
Interest expenses	(86.261)	(465.041)
Net interest income	219.399	157.271
Revenues from services and commissions	110.911	238.515
Expenses from services and commissions	(21.841)	(33.954)
Net result from services and commissions	89.070	204.561
Income from securities	106.662	406.846
Net gains / (losses) from derivatives	(23.765)	(3.030)
Other revenues	76.048	111.372
Revenues	467.414	877.020
Impairment losses on financial assets	(167.441)	(242.464)
Personal expense	(93.046)	(172.466)
Depreciation and amortization	(25.338)	(35.511)
Other administrative expenses	(303.134)	(410.218)
Income from equity interests in affiliates	3.893	(4.490)
Profit / (loss) before income tax	(117.652)	11.871
Current income tax and social contribution	3.563	(52.051)
Deferred income tax and social contribution	83.591	55.704
Income tax benefit	87.154	3.653
Profit / (loss) for the period	(30.498)	15.525

## Balance Sheet (in R\$ thousands) -

BALANCE SHEET		
	Inter & Co	Inter & Co
Assets	6/30/21	6/30/22
Cash and cash equivalents	5,731,007	1,549,158
Loans and advances to financial institutions	646,905	1,825,289
Compulsory deposits at Central Bank of Brazil	1,593,298	2,580,989
Loans and advance to clients	12,527,246	19,484,646
(-) Provision for expected loss	(486,763)	(974,457)
Loans and advances to customers, net of provisions for expected loss	12,040,483	18,510,189
Securities	8,230,481	12,710,051
Derivative financial instruments	11,684	3,212
Non-current assets held for sale	136,305	161,254
Deferred tax assets	95,055	80,741
Investments	158,686	200,804
Property, plant and equipment	348,745	1,189,909
Intangible assets	512,637	931,537
Other assets	804,207	1,190,646
Total assets	30,309,493	40,933,779
Liabilities		
Liabilities with financial institutions	3,003,367	6,945,236
Liabilities with clients	15,629,131	19,746,409
Securities issued	2,081,723	6,104,223
Derivative financial instruments - liabilities	78,887	65,888
Loans and onlendings	26,325	31,855
Income tax and social contribution	12,346	95,721
Other tax liabilities	30,171	67,944
Current taxes	42,517	163,665
Provisions	37,558	61,118
Deferred tax liabilities	85,656	81,915
Other liabilities	631,704	618,089
Total liabilities	21,616,867	33,818,398
Shareholder's equity		
Capital	13	13
Accumulated loss	2,744,512	7,842,630
(-) Other comprehensive income	(18,943)	(808,584)
Total shareholder's equity of controlling shareholders	2,725,582	7,028,788
Non-controlling interest	5,967,044	81,322
Total shareholder's equity	8,692,626	7,115,381
Total liabilities and shareholder's equity	30,309,493	40,933,779

#### Disclaimer

This report may contain forward-looking statements regarding Inter, anticipated synergies, growth plans, projected results and future strategies. While these forward-looking statements reflect our Management's good faith beliefs, they involve known and unknown risks and uncertainties that could cause the company's results or accrued results to differ materially from those anticipated and discussed herein. These statements are not guarantees of future performance. These risks and uncertainties include, but are not limited to, our ability to realize the amount of projected synergies and the projected schedule, in addition to economic, competitive, governmental and technological factors affecting the Bank, the markets, products and prices and other factors. In addition, this presentation contains managerial numbers that may differ from those presented in our financial statements. The calculation methodology for these managerial numbers is presented in Inter's quarterly earnings release.

Statements contained in this report that are not facts or historical information may be forward-looking statements under the terms of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may, among other things, beliefs related to the creation of value and any other statements regarding Inter. In some cases, terms such as "estimate", "project", "predict", "plan", "believe", "can", "expectation", "anticipate", "intend", "aimed", "potential", "may", "will/shall" and similar terms, or the negative of these expressions, may identify forward looking statements.

These forward-looking statements are based on Inter's expectations and beliefs about future events and involve risks and uncertainties that could cause actual results to differ materially from current ones. Any forward-looking statement made by us in this document is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise. For additional information that about factors that may lead to results that are different from our estimates, please refer to sections "Cautionary Statement Concerning Forward-Looking Statements" and "Risk Factors" of Inter&Co Annual Report on Form 20-F.

The numbers for our key metrics (Unit Economics), which include active users, average revenue per active user (ARPAC), cost to serve per active cliente (CTSAC) and cross selling index (CSI), are calculated using Inter's internal data. Whether based on what we believe to be reasonable estimates, there are challenges inherent in measuring the use of our products. In addition, we continually seek to improve estimates of our user base, which may change due to improvements or changes in methodology, in processes for calculating these metrics and, from time to time, we may discover inaccuracies and make adjustments to improve accuracy, including adjustments that may result in recalculating our historical metrics.

The financial information, unless otherwise stated, is presented in millions of reais, in accordance with the consolidated financial statements, in IFRS

#### **About Non-IFRS Financial Measures**

To supplement the financial measures presented in this press release and related conference call, presentation, or webcast in accordance with IFRS, Inter also presents non-IFRS measures of financial performance, as highlighted throughout the documents. The non-IFRS Financial Measures are: EBITDA Margin, Floating Revenue, Cards Revenues, Credit Underwriting, Inter Shop Gross and Net Revenues, Inter Invest Gross and Net Revenues, Insurance Revenues, Cross Border TPV, Cards TPV, Cross Border Average balance, ARPAC net of interest expense, CTSAC, NIM, Interest Earning Assets, Inter bearing liabilities, Cost of Income, ROE, ROA, Cost of funding, Net take rate, Gross Take rate, NPL, Coverage ratio, Funding, Total Gross Revenues.

A "non-IFRS financial measure" refers to a numerical measure of Inter's historical or financial position that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with IFRS in Inter's financial statements.

Inter provides certain non-IFRS measures as additional information relating to its operating results as a complement to results provided in accordance with IFRS. The non-IFRS financial information presented herein should be considered in conjunction with, and not as a substitute for or superior to, the financial information presented in accordance with IFRS. There are significant limitations associated with the use of non-IFRS financial measures. Further, these measures may differ from the non-IFRS information, even where similarly titled, used by other companies and therefore should not be used to compare Inter's performance to that of other companies.

# inter&co