

Institutional Presentation

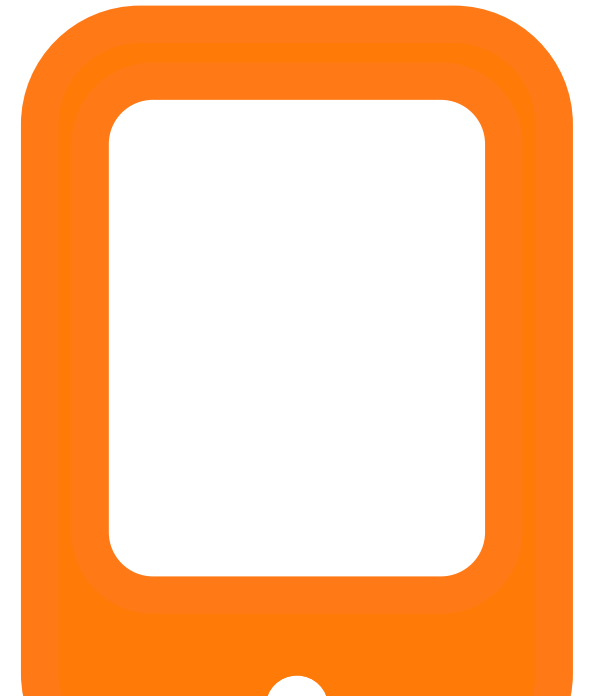
3Q21

inter



Agenda

- 1** Inter: a complete digital platform
- 2** Our growth avenues
- 3** ESG
- 4** Operational and financial highlights
- 5** Appendix



Inter: a complete digital platform for users' daily needs

Leading platform that empowers stickiness and recurrence, reinforcing our flywheel

Our purpose

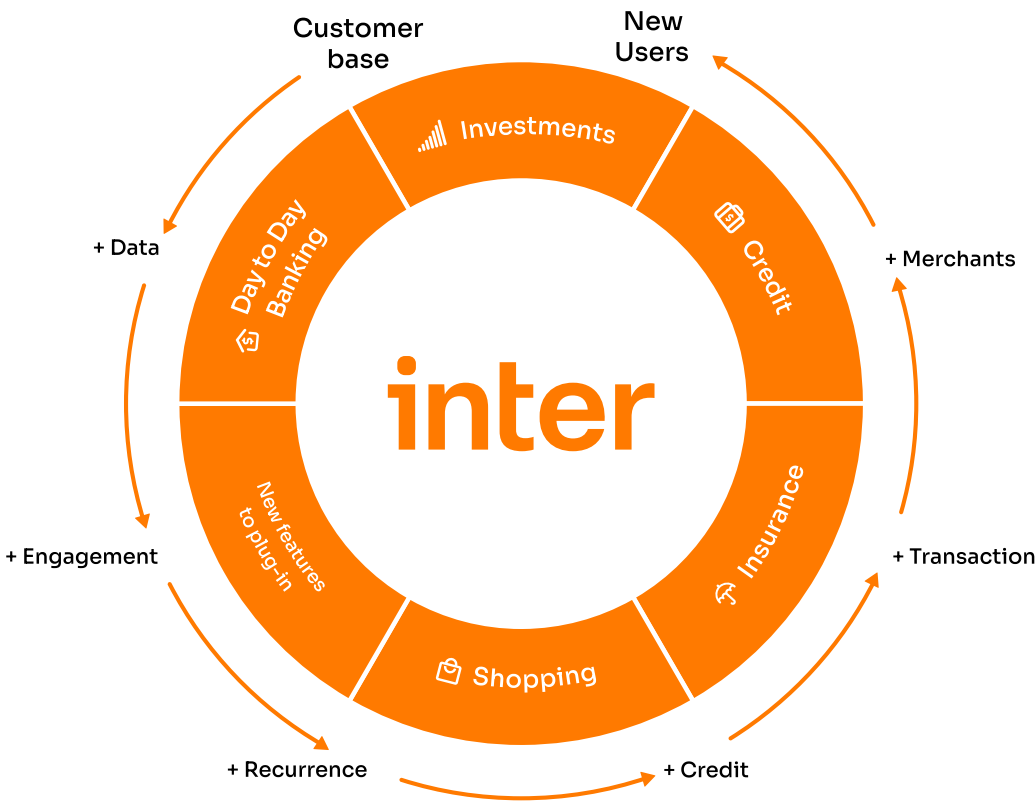
Simplify people's lives

What we do

End-to-end seamless solutions to facilitate people's routine with a **full product suite**

How we do

Unrelenting **innovation DNA**



Our platform

- ✓ **Network effect** drives engagement and a virtuous cycle of organic client flow
- ✓ **Symbiotic** relationship among credit, financial services and e-commerce
- ✓ **Cross-sell and up-sell** opportunities
- ✓ **Positive momentum:** low CAC, declining cost to serve (CTS) and several monetization avenues



14mm

Digital accounts
(Sep/21)



+R\$3.0bn
InterShop GMV
(3Q21 LTM)



R\$11.6bn
Card TPV
(3Q21)

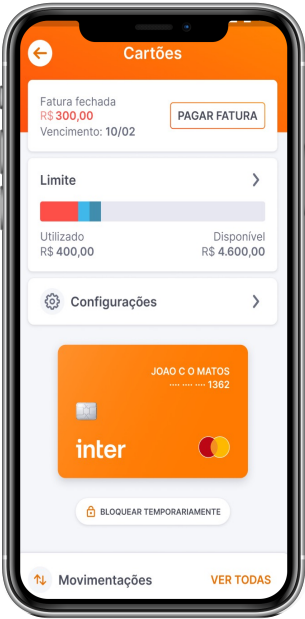


84
NPS
(Sep/21)

Super App: a full-service digital ecosystem connecting our capabilities to clients

Interconnected and Interdependent avenues of growth and monetization

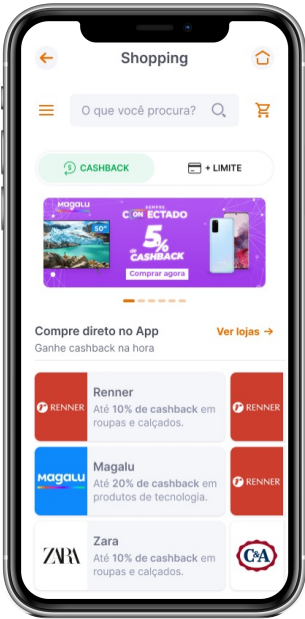
Day to Day Banking



Credit



Inter Shop



Investments



Insurance



Delivering stellar growth

Key highlights 3Q21



+14 million clients

+ 94% YoY

Growth and engagement

/ We reached 14 million clients in 3Q21, growth of 16% QoQ and 94% YoY;

/ We reached R\$ 869 million in total revenues¹ in 3Q21, a growth of 36% QoQ and 149% YoY;

/ We reached R\$345 million in service revenues² in 3Q21, a 30% QoQ and 157% YoY growth;

/ We achieved an average revenue per user (ARPU) of R\$207.19, an increase of 12% QoQ and 20%YoY;

/ We recorded an 11% drop in the Cost to Serve per client³ YoY, reaching R\$110.42 in 3Q21;

/ We reached a Cross-Selling Index of 3.43, a 17% growth compared to 3Q20;

/ We achieved a net profit of R\$19.2 million, reaching R\$ 58.3 million in the first 9 months of 2021.

¹ Total revenues = income from financial intermediation + service fee income (gross cashback) + other operating income;

² Revenues from management services include service revenues, operating revenues, floating revenues, foreign exchange revenues and Inter Shop prepayment revenues. Revenue allocation is managerial, unaudited and subject to review;

³ CTS = [(Administrative expenses + personnel expenses + other operating expenses – cashback expenses) – (CAC * account opening number) *4] ÷ number of digital accounts.

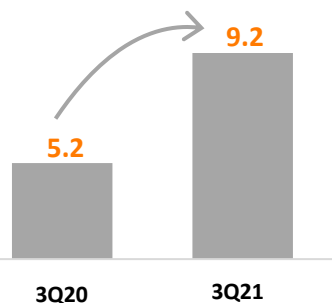
Delivering stellar growth

Key highlights 3Q21

Day to Day Banking

Demand deposits
In BRL billion

+78%
YoY

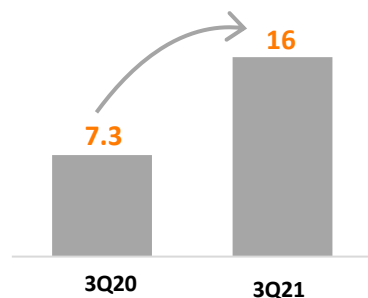


BRL76 bn
Pix TPV 3Q21
5.6% of all PIX TPV in Brazil

Credit

Credit portfolio
In BRL billion

+116%
YoY

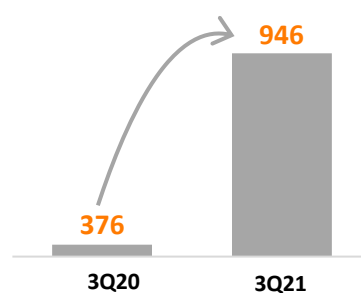


BRL5.5 bn
Credit underwriting 3Q21
121% YoY

Inter Shop

GMV Inter Shop
In BRL million

+151%
YoY

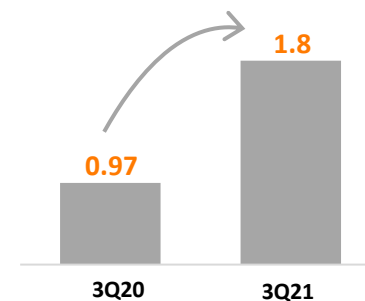


1.5 mm
Inter Shop active customers
3Q21

Investments

Active customers
In million

+83%
YoY

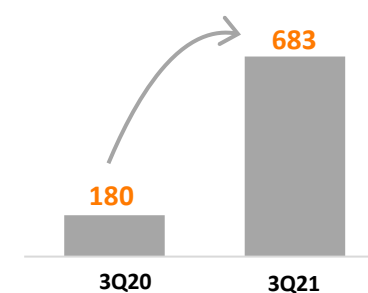


BRL60.3 bn
AuC 3Q21
+91% YoY

Insurance

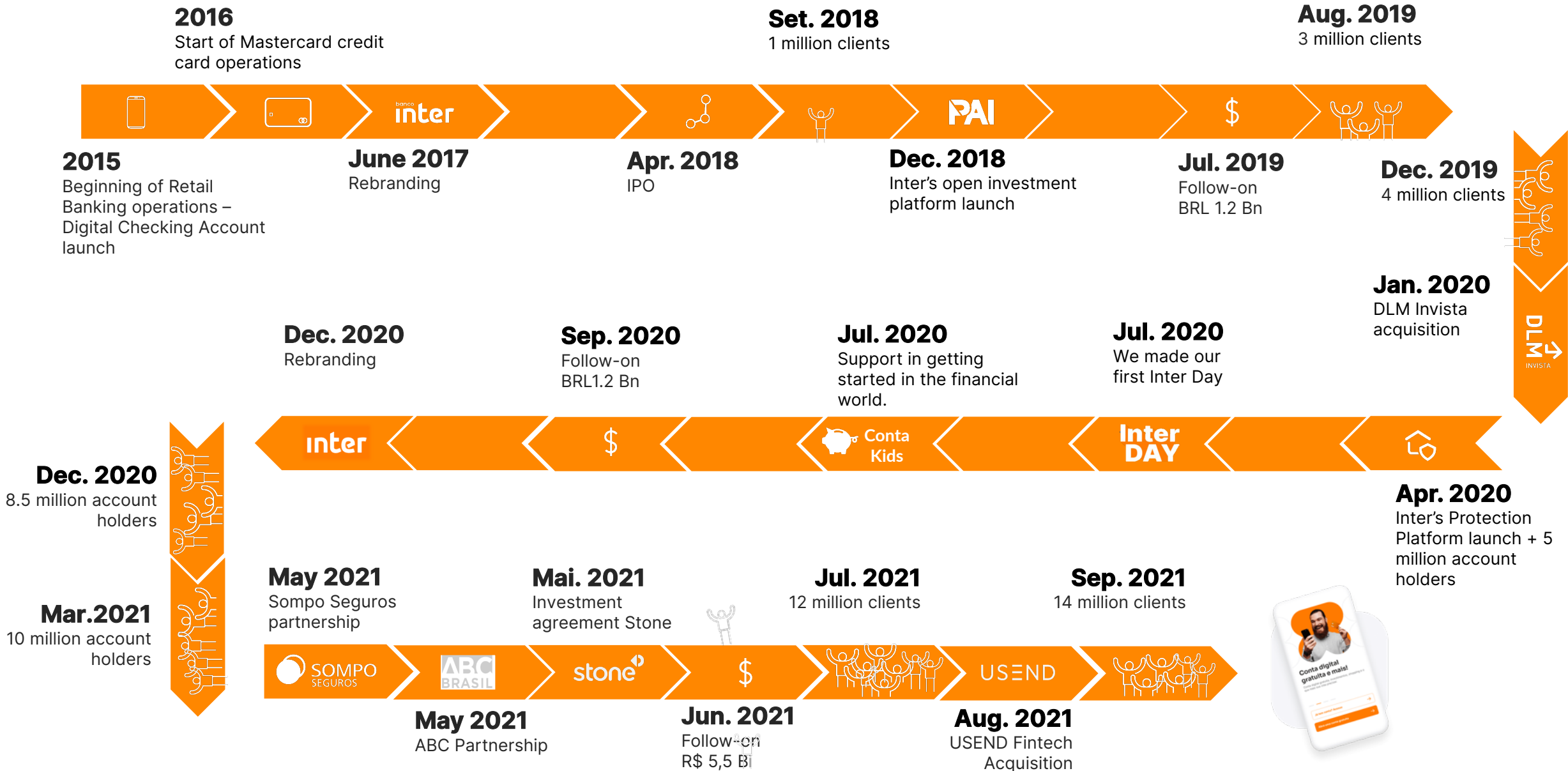
Active customers
In thousand

+279%
YoY



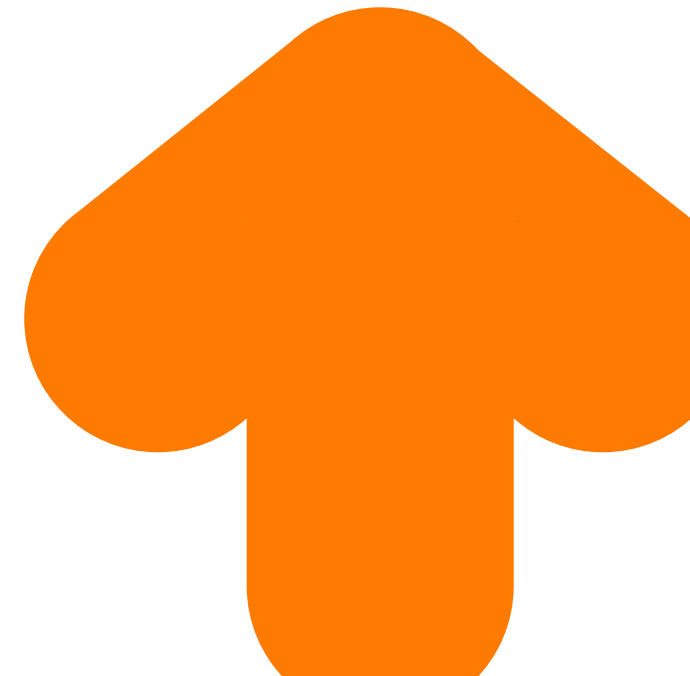
BRL22.5 mm
Revenues 3Q21
+100% YoY

Evolution of Our Strategy



Agenda

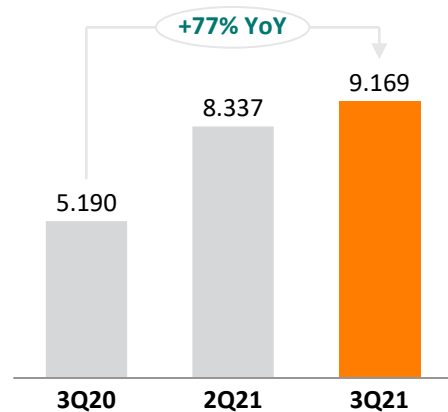
- 1** Inter: a complete and interconnected digital platform
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Best offer of current account, payments, transfers, withdrawals and cards

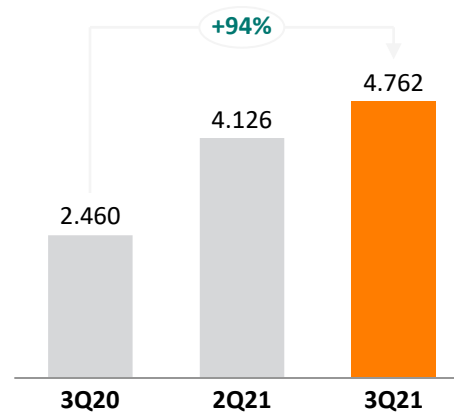
Demand deposits

In BRL million



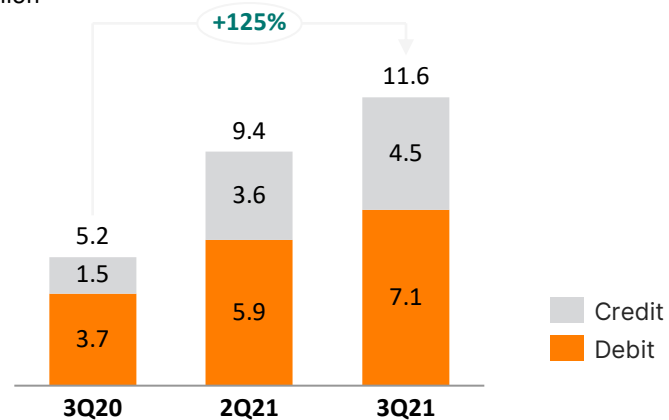
Number of used cards

In thousand



Transacted volume

In BRL million



Strengths

- High recurrence and engagement
- 100% digital

Credit

Focus on collateralized products

Low cost of funding, know-how and **products**, leading **to a reduced gap** between the market share in **checking accounts** and on **credit lines**



Real estate credit



Payroll loans



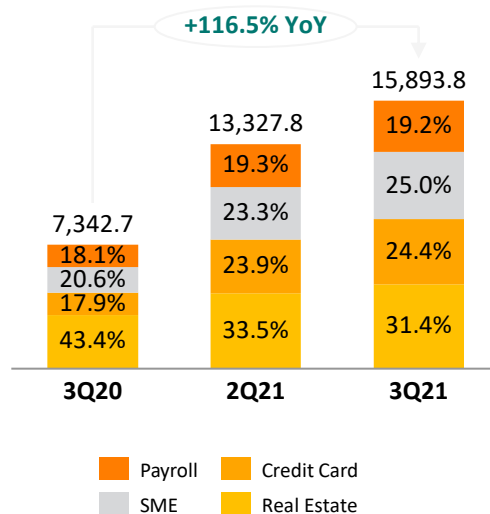
Collateralized SME credit



Credit card

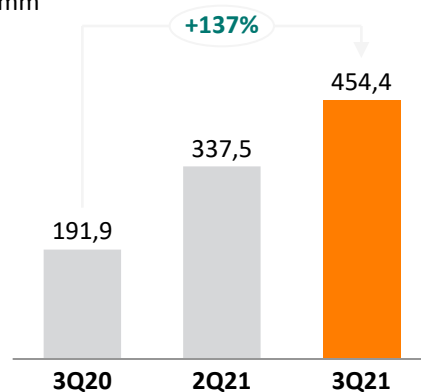
Extended Credit Portfolio

In BRL million



NII

BRL mm



Strengths

- Highly collateralized loan book
- Low cost of funding driven by retail funding base
- Sizable retail customer base
- Long term experience and know-how

Growth levers

- Collateralize credit cards
- Low penetration on customer base
- Increase share of wallet

The largest digital insurance platform in Brazil

Multiple products on the platform:
appassurance and bancassurance



Auto



Auto to 3rd
parties



Card
insurance



Home micro
assurance and
assistance



Credit



Travel



Family micro
assurance and
assistance



Home



Income
insurance



Pension plan



Consortium



Dental

683k Active customers¹ 3Q21
+279% vs. 3Q20

22,5 mm Revenues 3Q21
+100% vs. 3Q20

Partners:



Exclusivity agreement renewed in Aug/20

Term: 15 years

Upfront payment: BRL 60 mm

Earn out payments: BRL 308 mm



Exclusivity agreement firmed in May/21

Term: 15 years

Upfront payment: BRL 12.0 mm

Earn out payments: BRL 152.5 mm



² Wiz partnership: boosting insurance operations



Strengths

- In-app protection platform
- Diversified insurance and consortium offering
- Long term revenue stream
- Bancassurance platform
- Automated journeys to offer diverse and personalized products

Growth levers

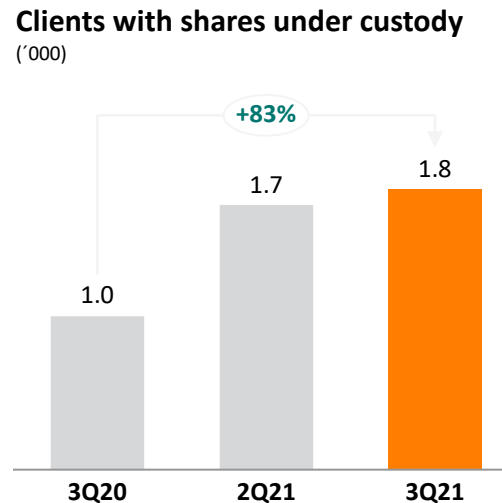
- Life Insurance
- Health insurance
- Gadget insurance
- Extended warranty

Unique B2C digital investment platform in Brazil, positioned to build customer loyalty

- Customer centric approach
- Democratize access to diversified investments
- Suite of investment products

1.8mm Active customers 3Q21
+83% vs. 3Q20

BRL 60 billion AuC 3Q21
+91% vs. 3Q20



Strengths

- Last-mile ownership
- Retail funding
- Free online stock trading platform
- Cashback on invest funds
- Segmented customer service
- Research team
- Inter Wealth Management - WIN

Growth levers

- Credit card with investments collateral
- Inter Investment communities
- New UX for Investments

InterShop has been posting outstanding results with significant upside

+300 partner sellers, of which 73 operating in end-to-end partnerships, where the purchase journey happens **100% inside our App**

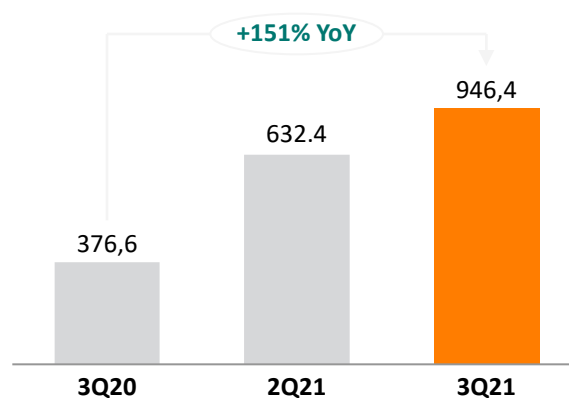
BRL 62 million Inter Shop's commission revenues, increase of 227% over 3Q20

Recent Launches (1Q21):

- Food Delivery services
- Inter Pass (toll tag)
- Go Inter

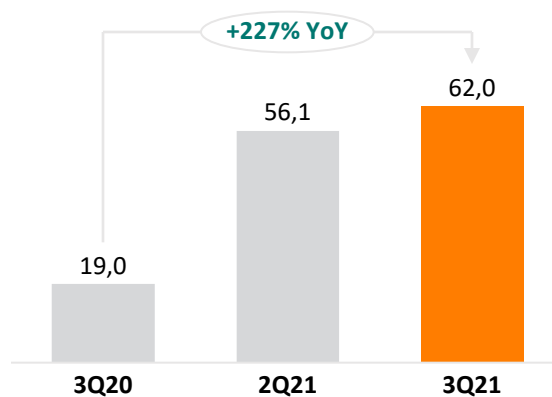
Gross Merchandise Volume (GMV)

In BRL million



Inter Shop's Revenue

In BRL million



Strengths

- Cashback on purchases
- Convenience
- Seamless UX in payments
- Extended credit for platform purchases
- Payment flexibility
- Recurrence driven by banking platform
- Cross-selling

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ESG: at the core of our value proposition

Each one of the five avenues are contributing to the economy, society and the environment.



Cornerstones for Inter



Financial

Economic performance · Financial inclusion · Innovation and business · Customer Experience



Environmental

Conscious consumption · Renewable energy



Social

Financial education



Governance

Organizational culture · Integrity · Digital security

_2020 Annual Report

We follow the reporting standards of the Global Reporting Initiative (GRI), an international organization that, through its indicators, helps institutions to report with transparency the information they deem most relevant to their business, society and the environment. We reported the GRI Standards' Essential option and were subject to external auditing.

_Materiality Assessment 2021

New listening process, where we include the materiality of our diverse business avenues, not restricted to the banking market's standard material themes so that we are able to better direct our engagement plans and improve the quality of our relationship with all stakeholders.

_Hub ODS Minas Gerais

Since 2019, we have been part of the Rede Desafio 2030, network of mining companies that aims to stimulate debates and joint actions to achieve the 17 Sustainable Development Goals of the 2030 Agenda by the state of Minas Gerais. Since its creation, we have had the support of the Brazilian Global Compact network that has now formalized this partnership with the launch of the first Hub ODS of Brazil.



Financial	Environmental	Social	Governance
R\$ 302.5 M Direct value added to the society	Energy consumption: 0.3 GWh/ mn clients -97.1% than average of traditional banks in 2019	+30,000 people impacted by private social investments and volunteering corporate	GRI Standards Stimulating transparency and good practices for disclosure of information

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Engagement KPIs

Continuous growth on activation rate and cross-selling

Active customers¹ per quarter

In %

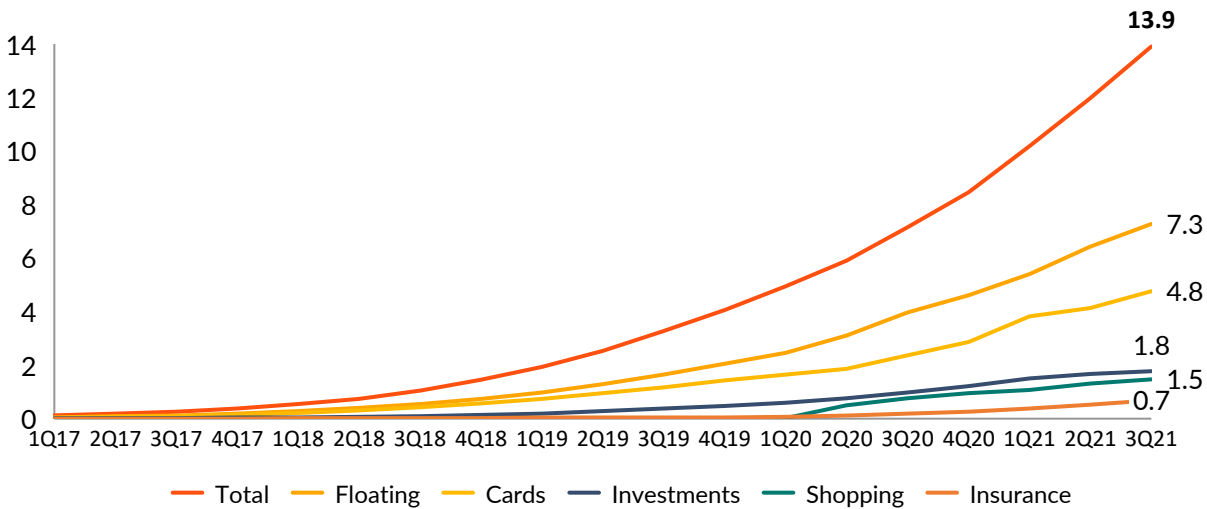
QAU	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Until 4Q16	64.7%	64.4%	64.5%	64.4%	63.6%	63.9%	61.0%	61.1%	62.8%	63.6%	63.4%
1Q17	70.9%	71.0%	71.2%	71.2%	70.3%	70.6%	67.6%	67.5%	69.5%	70.1%	69.7%
2Q17	72.8%	72.9%	72.9%	72.9%	72.1%	72.3%	70.0%	69.9%	72.2%	72.7%	72.4%
3Q17	70.6%	71.0%	71.1%	71.2%	70.2%	70.7%	68.0%	67.9%	69.8%	70.5%	70.1%
4Q17	71.9%	72.3%	72.6%	72.7%	71.7%	72.2%	69.8%	69.8%	71.9%	72.7%	72.3%
1Q18	71.4%	71.9%	72.2%	72.3%	71.4%	71.9%	69.9%	69.8%	71.9%	72.7%	72.3%
2Q18	67.7%	68.4%	68.8%	69.0%	68.1%	68.8%	66.5%	66.5%	68.3%	69.5%	69.1%
3Q18	62.8%	63.8%	64.6%	64.9%	64.1%	64.9%	62.5%	62.6%	64.4%	65.5%	65.1%
4Q18	52.3%	54.4%	55.4%	56.1%	55.7%	57.0%	56.6%	56.9%	58.7%	59.8%	59.6%
1Q19	41.8%	59.2%	60.9%	61.5%	60.9%	62.2%	62.3%	62.6%	64.5%	65.6%	65.4%
2Q19		40.4%	57.4%	58.7%	58.0%	59.9%	60.9%	61.3%	63.2%	64.4%	64.2%
3Q19			40.8%	58.1%	57.8%	60.2%	61.9%	62.4%	64.4%	65.8%	65.6%
4Q19				36.0%	49.5%	52.7%	55.4%	56.4%	58.5%	60.2%	60.1%
1Q20					36.6%	52.7%	56.2%	57.3%	59.4%	61.1%	61.1%
2Q20						44.7%	61.1%	61.7%	63.3%	65.2%	65.0%
3Q20							46.7%	60.7%	62.6%	65.0%	64.8%
4Q20								37.9%	53.3%	56.8%	56.8%
1Q21									43.1%	54.8%	55.0%
2Q21										42.0%	53.1%
3Q21											38.8%

Cross-selling index

Quarter CSI	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Until 4Q16	1.47	1.50	1.51	1.53	1.54	1.55	1.59	1.73	1.74	1.90	2.23
1Q17	2.99	3.01	3.00	3.02	3.05	3.05	3.24	3.50	3.65	3.77	4.10
2Q17	3.04	3.06	3.06	3.09	3.09	3.10	3.28	3.54	3.67	3.79	4.10
3Q17	3.00	3.02	3.01	3.03	3.04	3.04	3.24	3.49	3.65	3.76	4.03
4Q17	2.99	3.02	3.01	3.04	3.04	3.05	3.26	3.50	3.65	3.77	4.02
1Q18	2.96	2.98	2.96	3.00	3.00	3.00	3.20	3.42	3.57	3.70	3.93
2Q18	2.84	2.86	2.84	2.87	2.87	2.89	3.11	3.31	3.45	3.58	3.77
3Q18	2.77	2.77	2.76	2.78	2.78	2.80	3.04	3.23	3.37	3.50	3.66
4Q18	2.86	2.80	2.76	2.77	2.77	2.79	3.01	3.20	3.33	3.47	3.61
1Q19	2.55	2.92	2.83	2.83	2.83	2.85	3.05	3.23	3.38	3.52	3.66
2Q19		2.57	2.89	2.83	2.81	2.82	3.03	3.20	3.35	3.50	3.63
3Q19			2.59	2.89	2.82	2.82	3.02	3.18	3.34	3.49	3.62
4Q19				2.54	2.84	2.80	2.97	3.13	3.28	3.43	3.53
1Q20					2.54	2.83	3.00	3.13	3.29	3.45	3.54
2Q20						2.50	3.04	3.10	3.25	3.43	3.49
3Q20							2.62	3.05	3.19	3.39	3.43
4Q20								2.56	3.22	3.41	3.41
1Q21									2.88	3.41	3.38
2Q21										2.96	3.25
3Q21											2.71
Total	2.59	2.66	2.68	2.72	2.73	2.75	2.94	3.06	3.21	3.37	3.43

Active customers per quarter (Breakdown by avenue)¹

'000



3.43 Cross-selling Index 3Q21

+88% active customers 3Q21 vs 3Q20

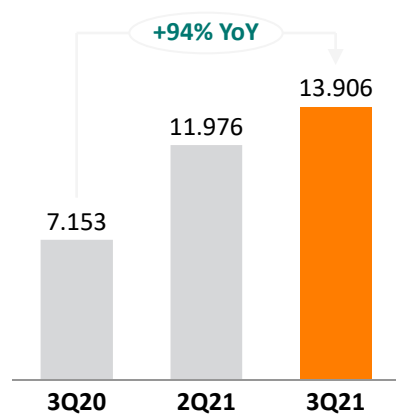
84 NPS as of Sep. 2021

7.9 score on Reclame Aqui

Note: (1) Customers who generate revenue; (2) Cross-Selling Index (CSI): average consumption per active customer of all products of the Bank, Inter Seguros, Marketplace and IDTVM in the quarter. It is calculated through the total number of products consumed in the period divided by the number of active customers in the same period.

Digital Checking Accounts

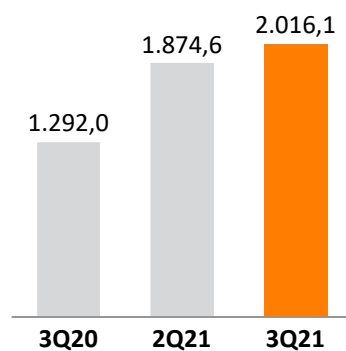
In Thousand



With **33 thousand** accounts opened per business day on September¹

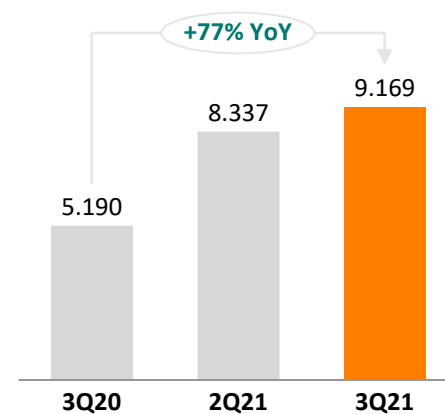
Accounts Opened

In Thousand



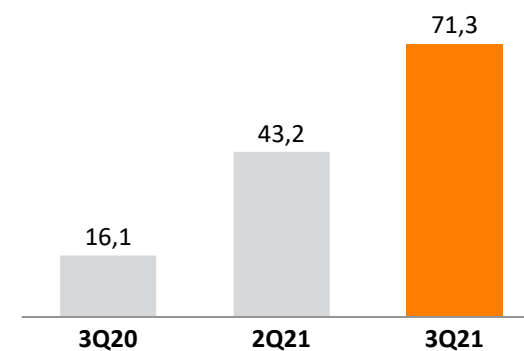
Demand Deposits

In BRL million



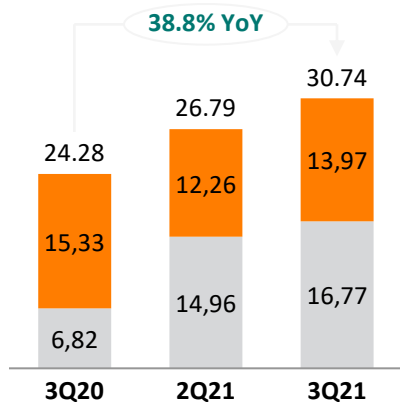
Floating Revenue

In BRL Thousand / %



Customer Acquisition Cost

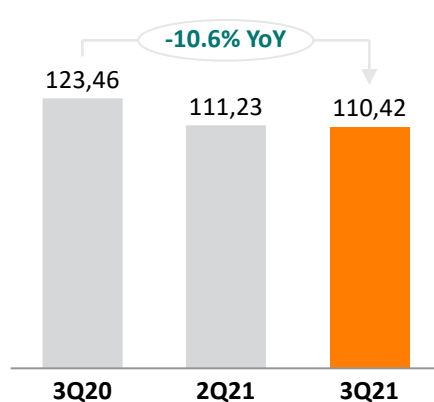
BRL



Operational costs Marketing Costs

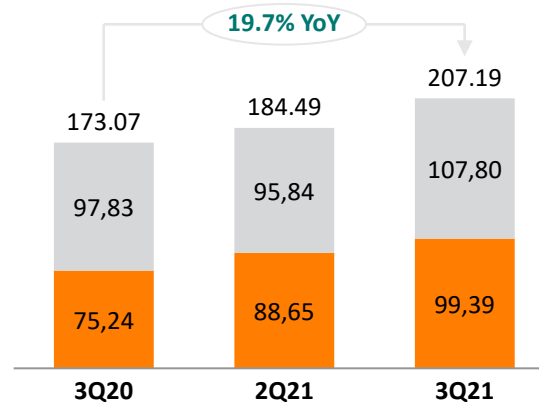
Cost to Serve¹

BRL



ARPU²

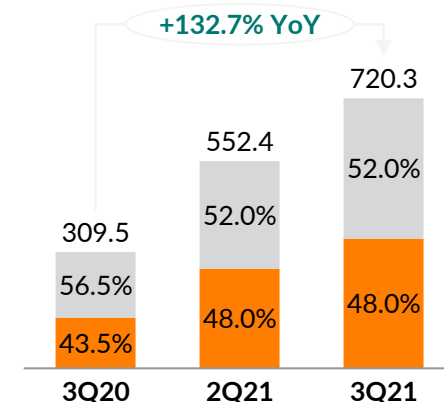
BRL mm



Credit ARPU
Services ARPU

Total Net Revenues

BRL mm



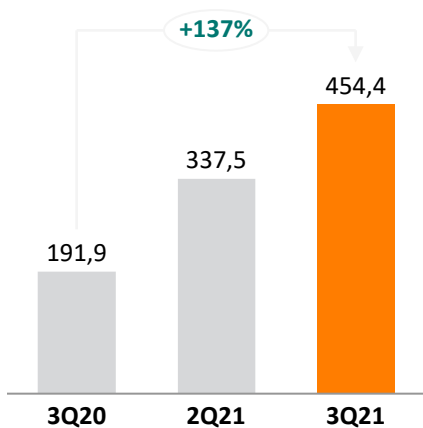
Adjusted NII Service Revenues



Low CAC, CTS and increased average revenue per customer and Total Net Revenue

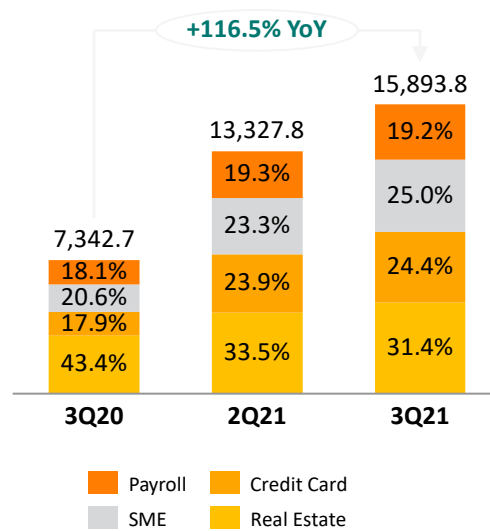
NII

BRL mm



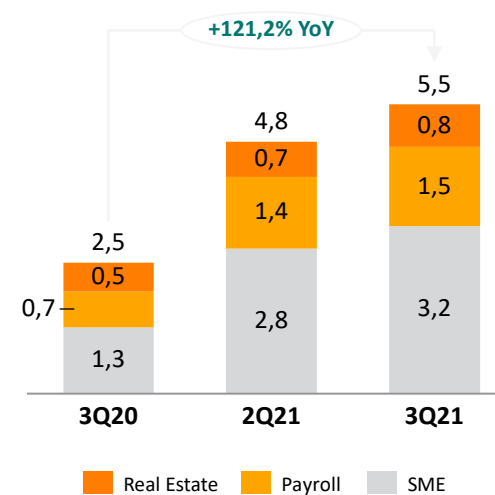
Extended Credit Portfolio¹

BRL mm



Credit Underwriting

BRL mm

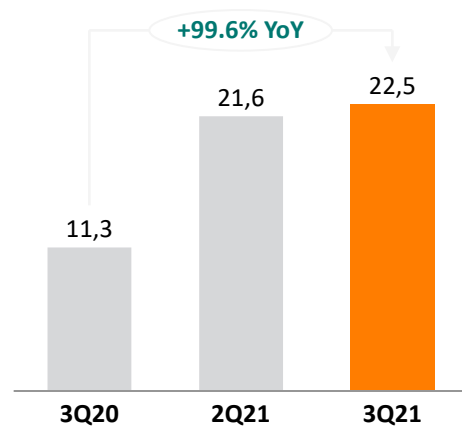


(1) Including Debentures and Certificates of Real Estate Receivables (CRI).

Inter's Protection Platform has automated journeys offering diverse and personalized products that meet different customer profiles

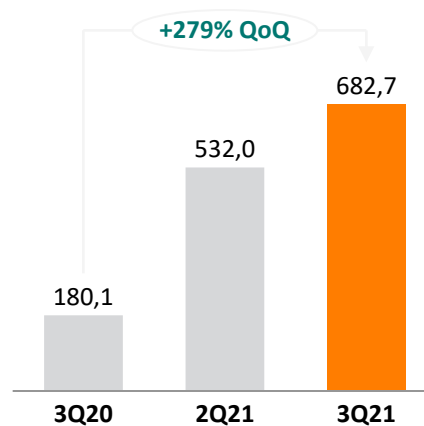
Insurance Revenues

BRL mm



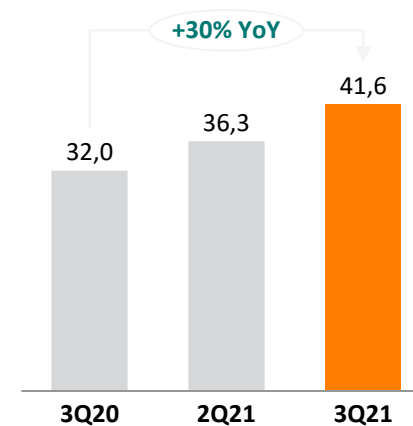
Active Customers¹

In Thousand



Net Premium

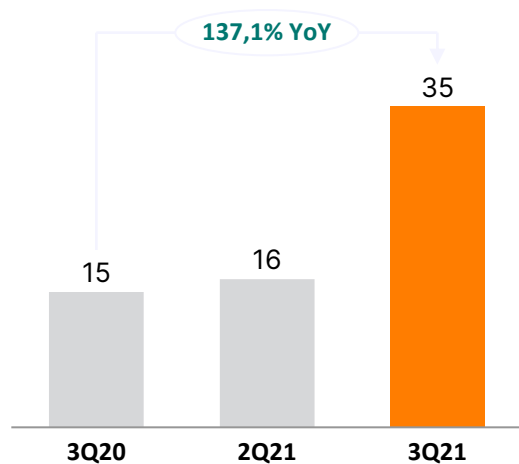
BRL mm



(1) Active customers: customers or the object of the contract (residence, auto, etc.)

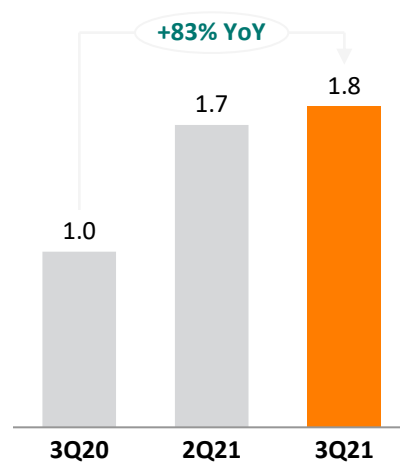
Investment Revenues

BRL mm



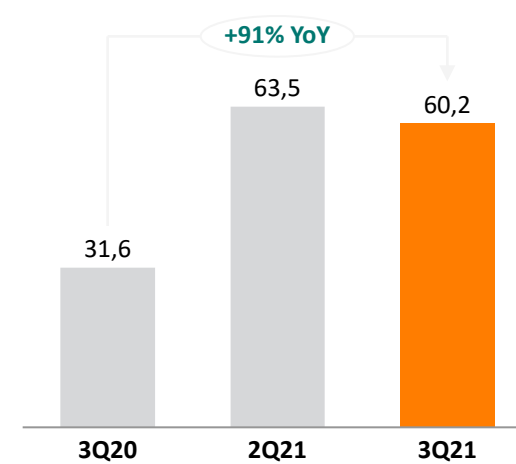
Inter Investment Active Users

In Thousand



Assets Under Custody¹

BRL bn

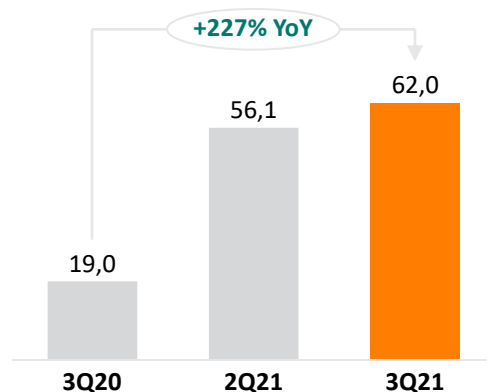


Inter Invest gives full autonomy to our clients with a hybrid offer of open platform (broker with specialized service) and other banking services

(1) Does not consider demand deposits. DLM AuC are being gradually migrated to Inter. Currently, a large part of this volume is held in custody at other banks.

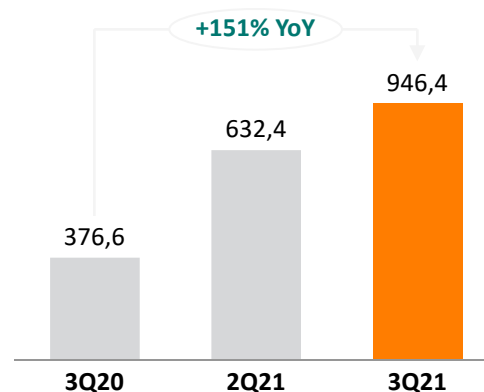
Inter Shop's Revenue

In BRL million



Inter Shop Gross Merchandise Volume (GMV)

In BRL million



Take-rate

%

5.0%

3Q20

6.6%

3Q21

+1.6 pp



_We launched three new fronts in 2021 :

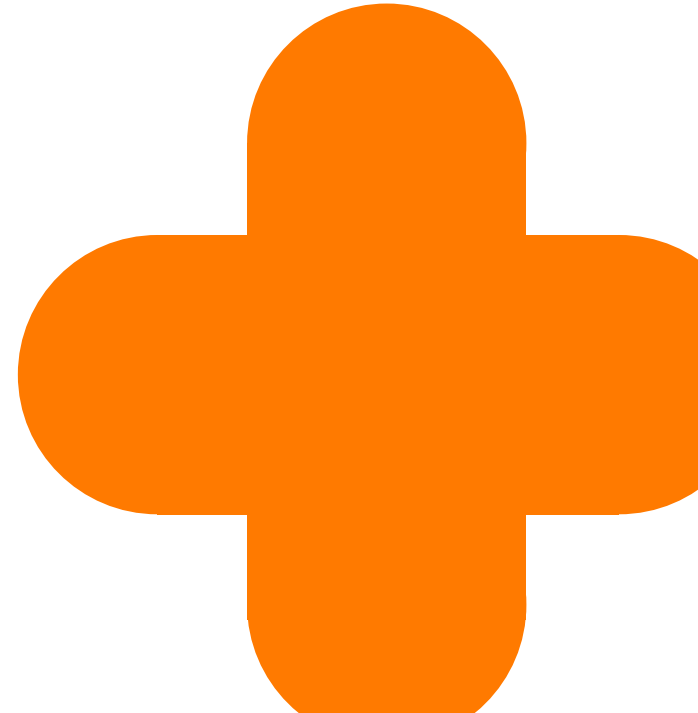
- Learning Platform (a platform with more than 3,000 online courses integrated to the App);
- Inter Pass (a toll tag, with access to more than 420 road tolls in Brazil);
- Start of operations in the US, Portugal and Spain by offering cashback through the [Go Inter](#) website.

_We continue to rapidly expand our portfolio of partners:

- More than 3,000 partners in more than 10 services (recharge, gift cards, parking, short-term parking, end-to-end shopping, affiliate shopping, travel, toll booths, courses, fuel)
- +300 partnerships in Shopping;
- 73 stores 100% integrated into the app (end-to-end);
- Over 200,000 SKUs available via the end-to-end.

Agenda

- 1** Inter: a complete and interconnected digital platform
- 2** Our growth avenues
- 3** ESG
- 4** Operational and financial highlights
- 5** Appendix



Top-notch c-level team reinforcing strong innovative culture



João Vitor Menin
CEO



Alexandre Riccio
Vice president



Marco Túlio Guimarães
Vice president



Helena Lopes Caldeira
CFO and IRO



Ray Tarick Chalub
COO



Priscila Salles
CMO



Guilherme Ximenes
CTO



Leonardo Corrêa
Treasury Director



Ricardo Vescovi
Organizational
Development
Officer



Rodrigo Gouveia
Inter Marketplace CEO



Ana Luiza Forattini
Governance, Corporate
Operations and Compliance
Officer



Sebastião Luiz da Silva
Commercial Officer



Lucas Bernardes
Security, Data Governance
and Operational Risks
Officer



Thiago Garrides
CRO



André Jacques
Legal Officer and
Ombudsman



Paulo Padilha
Inter Seguros CEO



Felipe Bottino
Chief Investment Officer



Frederico Melo
Commercial Director



Rafaela Vitoria
Chief-Economist and Head
of Research



Maria Clara Gusmão
Inter DTVM Director



Daniel Castro
Inter Asset CEO

**High standards of
corporate governance**

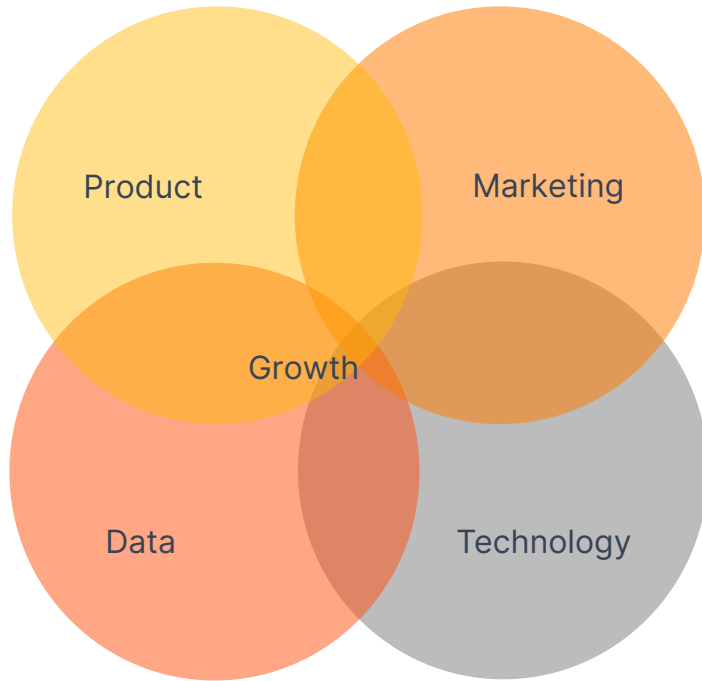
- Longstanding and diversified board members experience
- 3 independent board members
- Backed by regular evaluation of support committees

Growth marketing strategy

A holistic approach focused on performance

Growth Marketing

Growth as a linchpin for business



- Data-driven
- Culture of experimentation (A/B tests)

How growth team scale

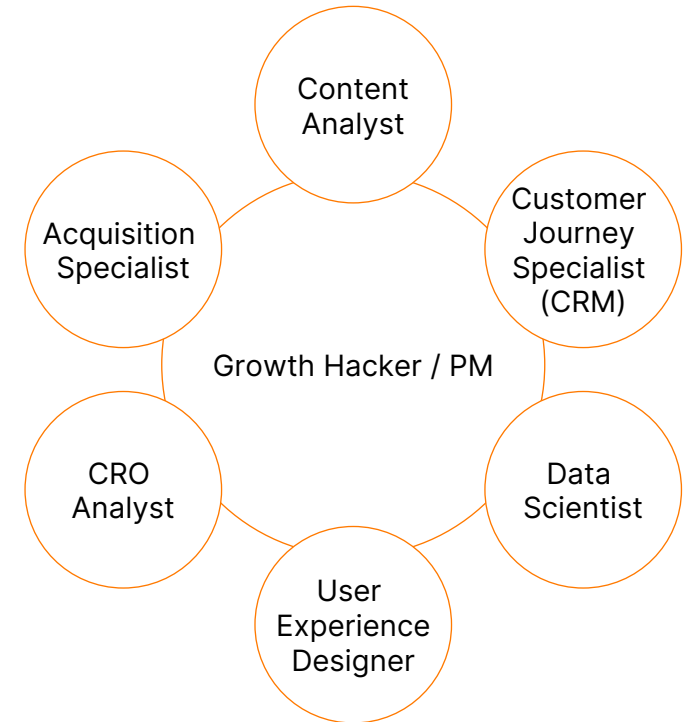
End-to-end dimension funnel



- Agile marketing methodology
- Accumulate learnings

The Growth Squad

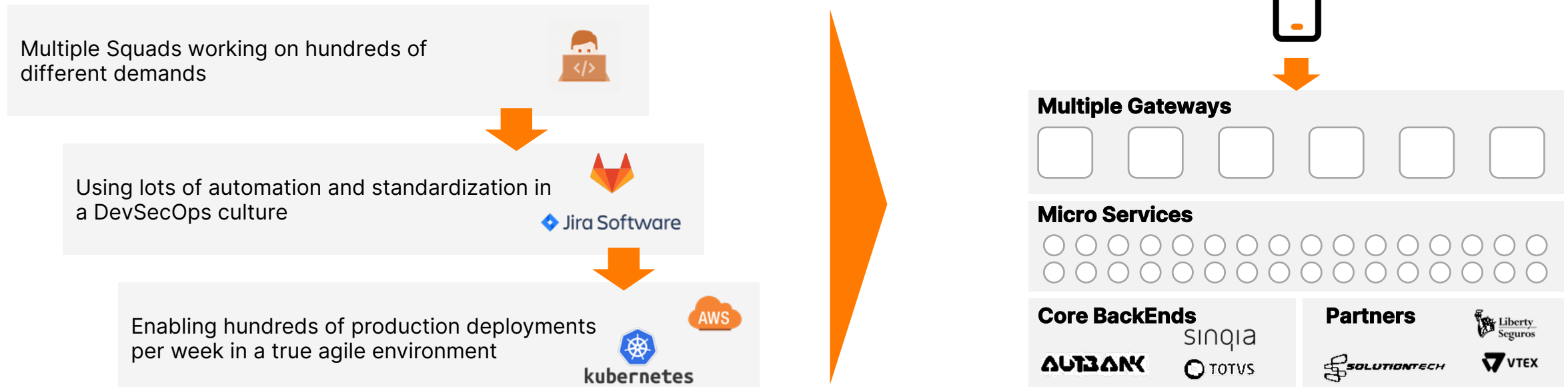
Multidisciplinary team oriented by product



- Using data to understand consumer behavior and output personalized campaigns and experiences.

Digital business capabilities unleashed by modern technology processes and architecture

- ✓ **Automation** from code to production deployments
- ✓ Different teams and ideas, using same coding framework **standard** across the board
- ✓ Micro services architecture ramping up true **agility**
- ✓ Leading to **human resources scalability** suiting Inter's business needs
- ✓ **Scalable** and reduced single point of failure infrastructure powered by cloud computing technology



Fully digital backbone

Complete payments integration and flexibility to optimize our capabilities

**Efficient App Onboarding
on Deposit Account**



JARVIS & TARS

Robots on Proprietary Tech and
AI analyze prospects
with human supervision



Account & Card

Every account has a Combo
(Debit and Credit) Card



**Complete Digital Platform
with AI and Human Support**

Full-Service Banking Platform

AI and Human Support

Security

Flexible Integrations



SPB ("Brazilian Payment System")
official Brazilian banking platform,
Clearing Houses, Market Places, Any
End-to-End and Open Banking APIs

**Modern and Highly
Scalable Systems**



**Hybrid Authorization
Gateway**
FIS IST



Checking Accounts
Autbank

VisionPLUS®

Credit Cards
First Data Vision Plus 10.2



Marketplace Merchants
Proprietary Tech



**New national instant payments
gateway**

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The numbers for our key metrics (Unit Economics), which include our monthly active users (MAU), daily active users (DAU), average revenue per user (ARPU) and cross-selling index (CSI), are calculated using internal company data. While these numbers are based on what we believe to be reasonable estimates, there are inherent challenges in measuring usage of our products. In addition, we are continually seeking to improve our estimates of our user base, and such estimates may change due to improvements or changes in our methodology. We regularly review our processes for calculating these metrics, and from time to time we may discover inaccuracies in our metrics or make adjustments to improve their accuracy, including adjustments that may result in the recalculation of our historical metrics.

For further information please check our website: ri.bancointer.com.br