

Investor Day 2023

inter&co

INTR | Nasdaq Listed



Disclaimer

This presentation may contain forward-looking statements regarding Inter, anticipated synergies, growth plans, projected results and future strategies.

These statements are based on current expectations and assumptions made by our management. Although our management believes that the expectations and assumptions on which such forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking statements. We can give no assurance that they will prove to be correct. Additionally, forward-looking statements are subject to various risks and uncertainties which could cause actual results and experience to differ materially from the anticipated results or expectations. These risks and uncertainties include, but are not limited to, our ability to realize the projected synergies and our projected schedule, in addition to economic, competitive, governmental and technological factors affecting Inter, the markets, products and prices and other factors.

Statements contained in this presentation 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. Any forward-looking statement made by us in this presentation 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.

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 available at: <https://ri.bancointer.com.br/en/investor-updates/financial-information/>. The numbers for our key metrics (Unit Economics), which include active users, average revenue per active client (ARPAC), cost to serve (CTS) 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.

About Non-IFRS Financial Measures

To supplement the financial measures of this presentation, Inter&Co also presents non-IFRS measures of financial performance. The non-IFRS Financial Measures include, among others: EBITDA Margin, Floating Revenue, Cards revenue, Credit Underwriting, Inter Shop Gross and Net revenue, Inter Invest Gross and Net revenue, Insurance revenue, Cross Border TPV, Cards TPV, Cross Border Average balance, ARPAC, ARPAC net of interest expense, CTS, NIM, Interest Earning Assets, Interest bearing liabilities, Cost to Income, ROE, ROA, Cost of funding, Net take rate, Gross Take rate, NPL >90 days, Coverage ratio, Funding, Total Gross revenue, Gross Revenue Yield, Adjusted ARPAC, Adjusted ARPAC net of interest expense, Adjusted NIM, Adjusted Cost to Income, Adjusted Total Gross revenue, Adjusted Total Net revenue, Adjusted Gross Revenue Yield, Adjusted Net Income. A “non-IFRS financial measure” refers to a numerical measure of Inter&Co’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&Co’s financial statements.

Inter&Co 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 together 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&Co’s performance to that of other companies. For a reconciliation of our non-IFRS measures, see our earnings release available at: <https://ri.bancointer.com.br/en/investor-updates/financial-information/>.

Agenda For Today

1. Welcome to Inter

- Strategic Review
- 2022 Achievements
- Inter...And Beyond

2. Deep Dive Into Our Business

- Our Solutions
- Our Marketing & Distribution
- Our Credit Underwriting
- Our Technology & Data
- Q&A

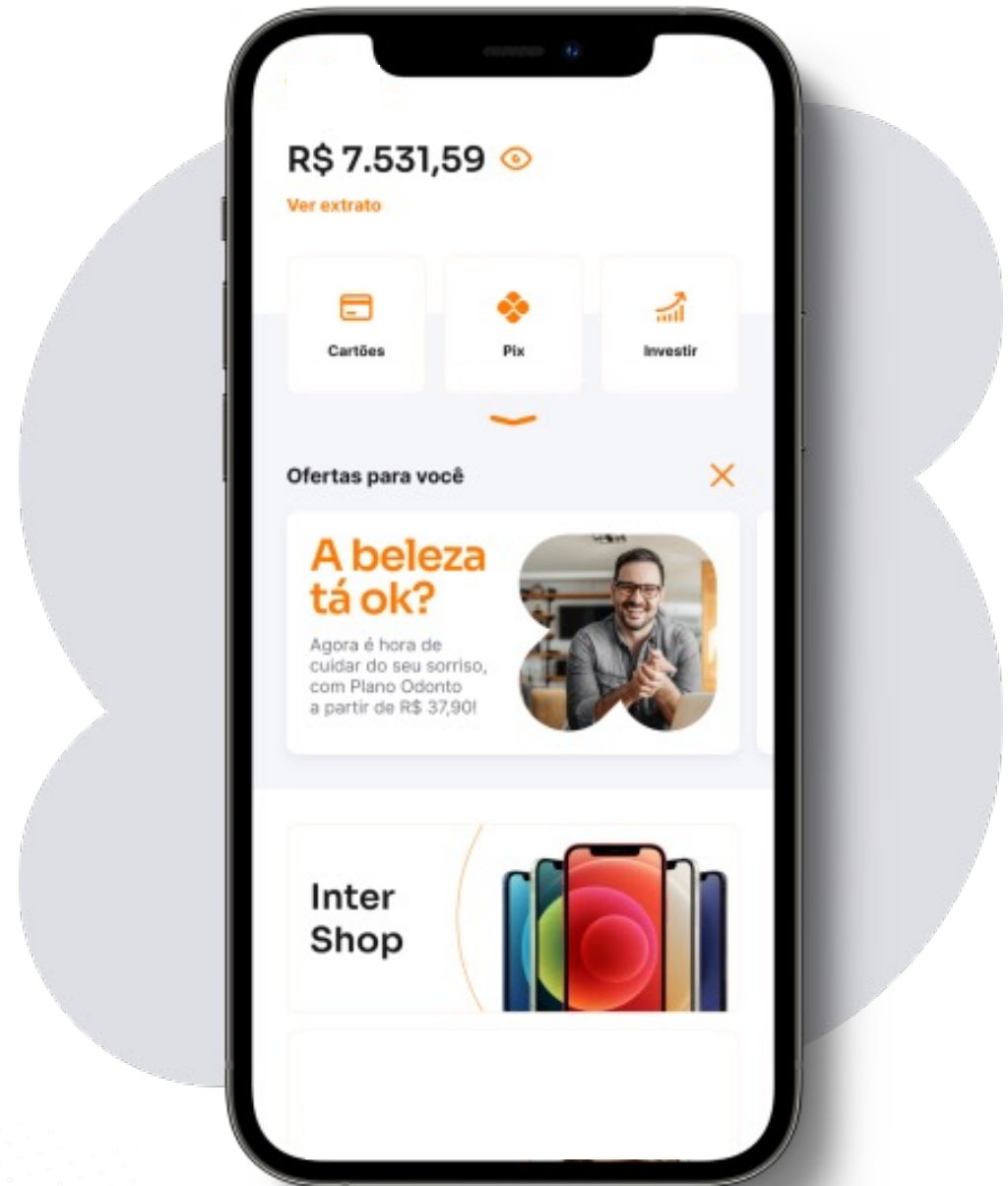
3. Financial Overview

- Business Trends
- Unit Economics Performance
- Profit Generation
- Q&A

Welcome to inter



Strategic Review of inter



Topics
to Discuss
Today

- 1. Who** Are We ?
- 2. What** is Our Strategy ?
- 3. Why** Do We Win ?
- 4. What** Did We Accomplish in 2022 ?
- 5. Where** Are We Heading in the Future ?

1. Who Are We ?

inter&co
Mission

**Empower People to Manage
Their Finances & Daily Activities**

Through a Simple & Seamlessly
Integrated Digital Experience

inter&CO Revolution



We **Started** a
Revolution
in Brazilian
Banking...

Digital. Free. Full
Service



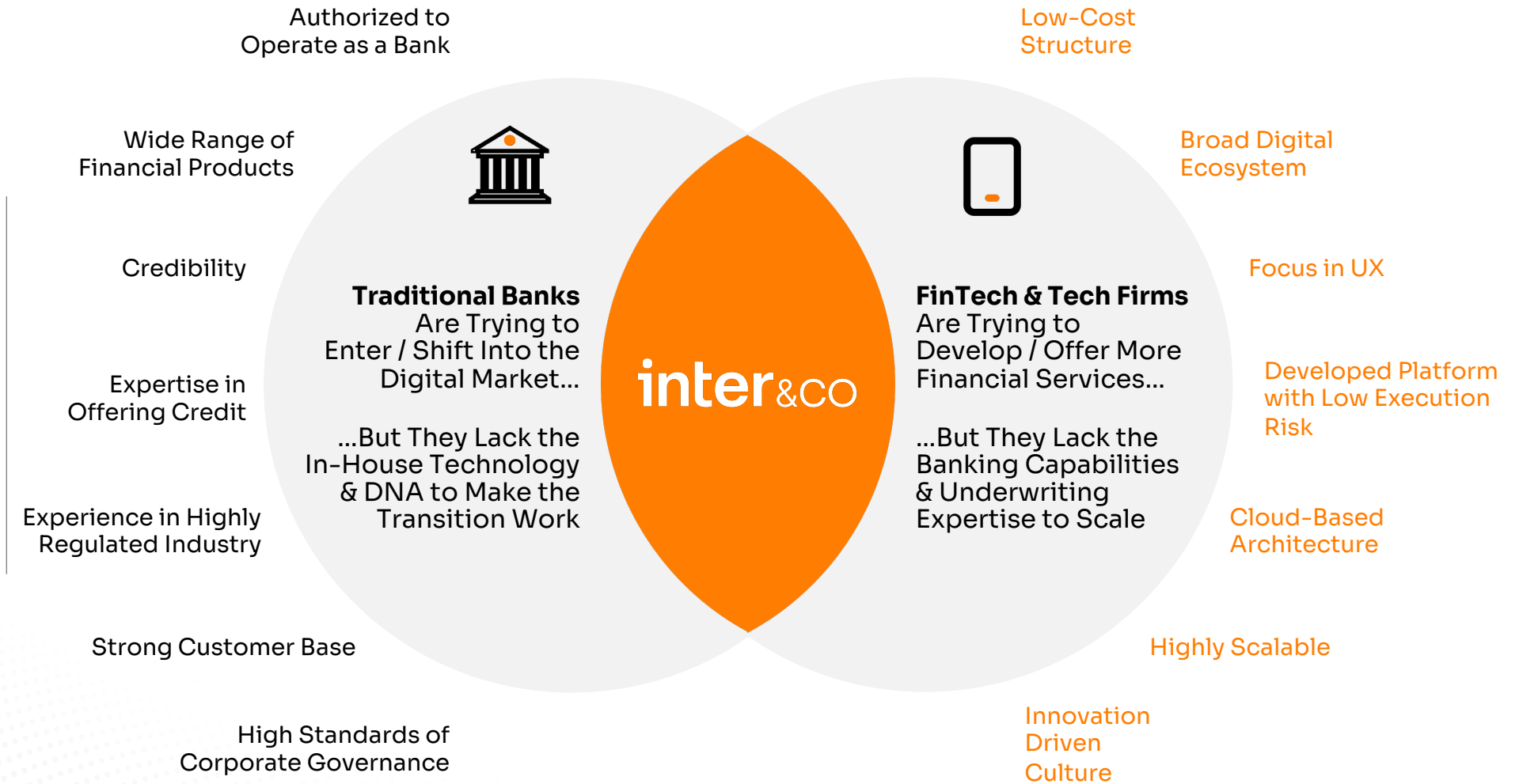
...and Many Have
Tried to Follow
Our Footsteps
& Innovations

Expanding the Gap

...But We Keep Pushing the
Frontier...Beyond Banking

Uniquely Positioned in the Market

inter&CO
Innovation

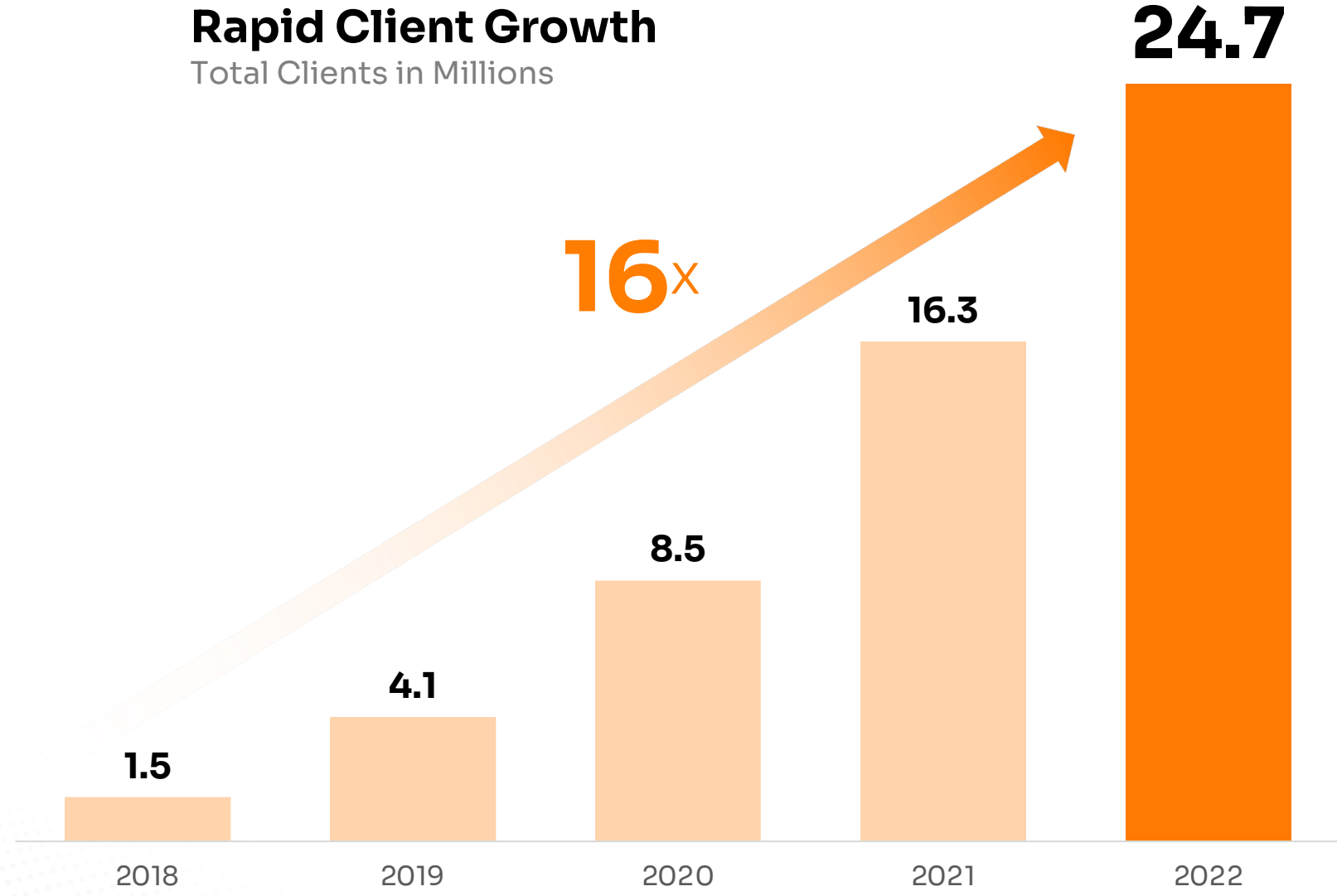


A Powerful Platform
With the Power of a Full Bank Inside

inter&CO
Evolution

Rapid Client Growth

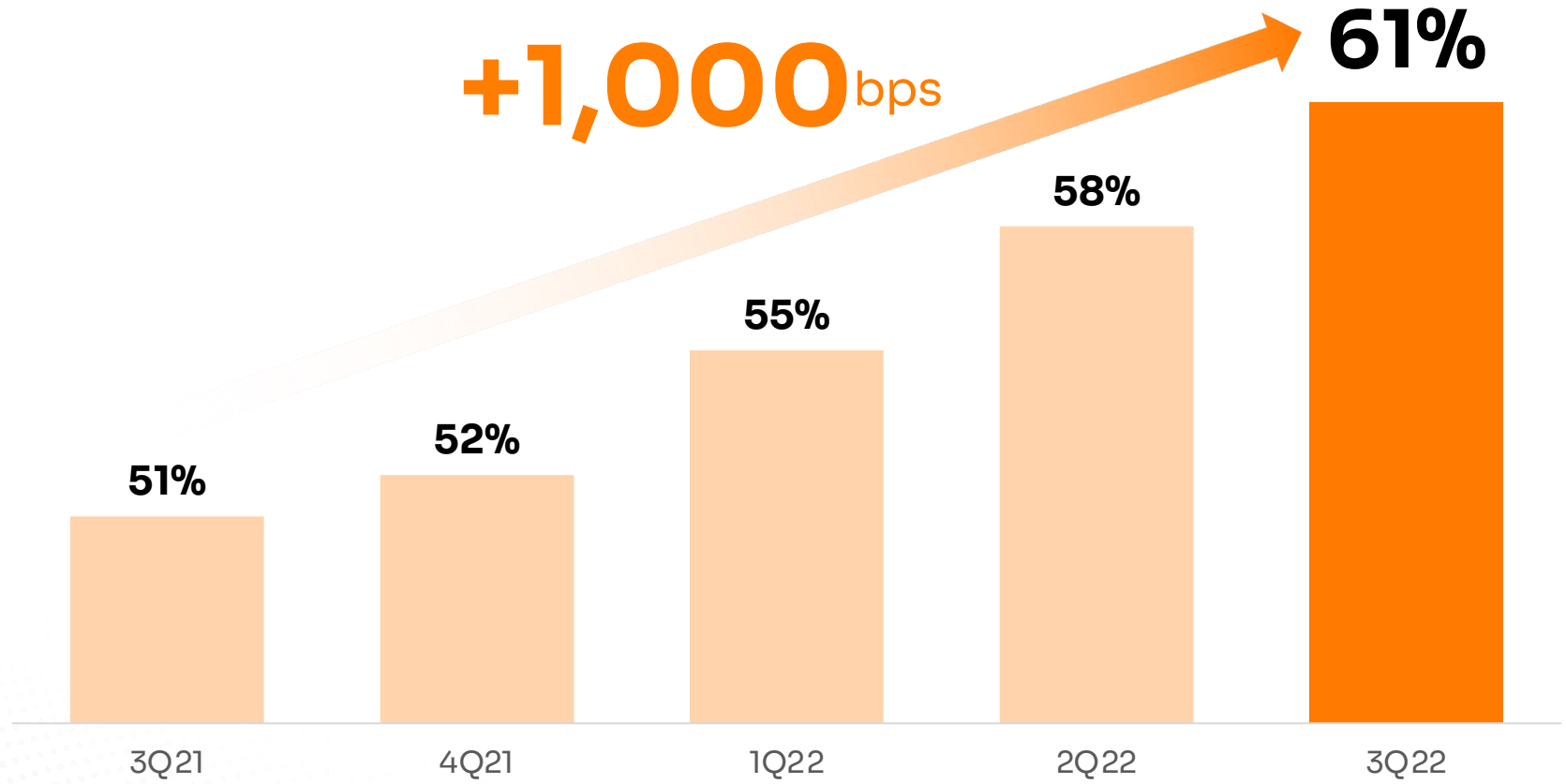
Total Clients in Millions



inter&CO
Evolution

Client Longevity

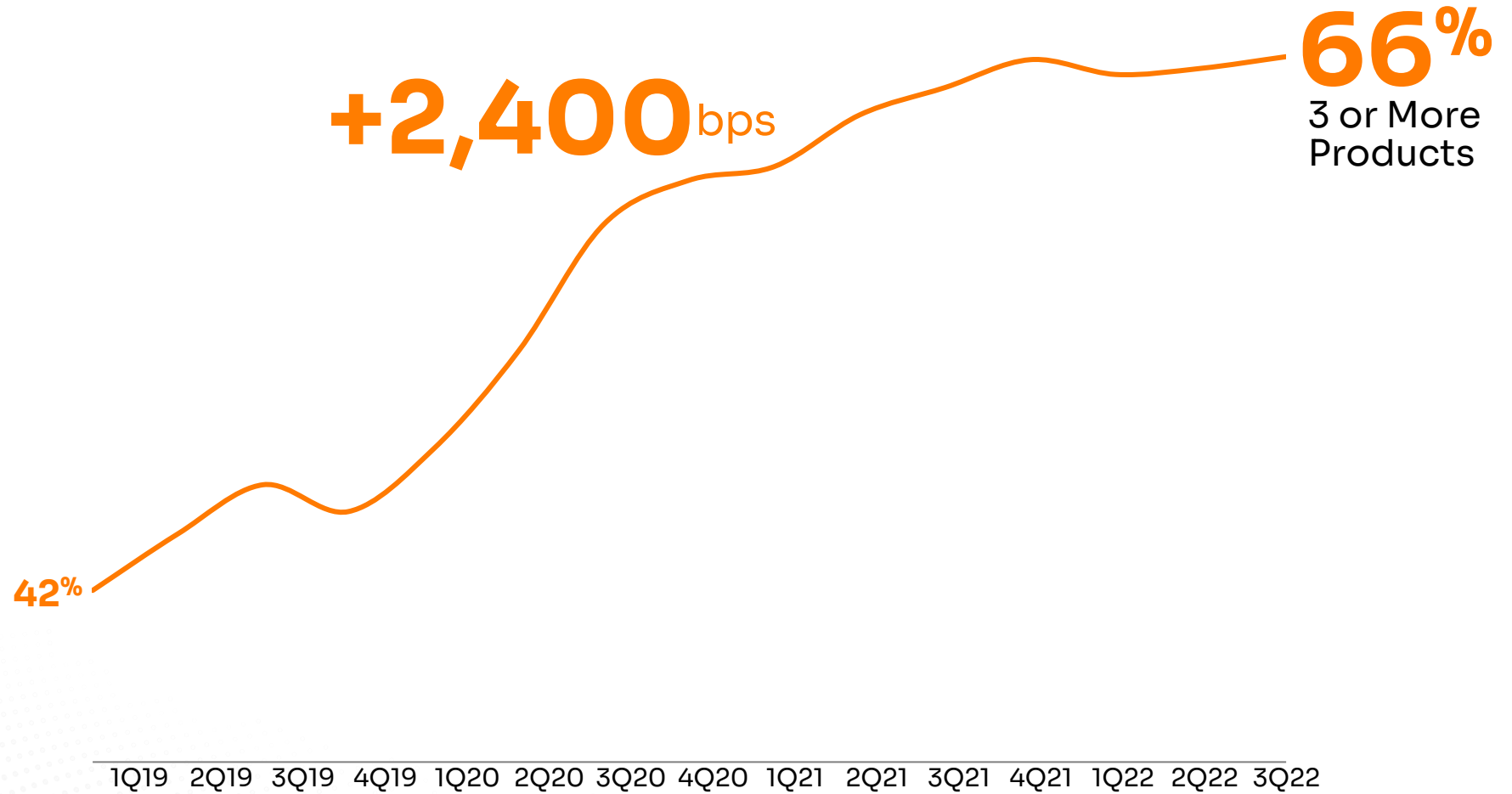
% of Clients with >1 year of Activity at Inter



Active Clients with 3 or More Products

% of Total Active Clients

inter&CO
Evolution



Note 1: % of active clients that consumes three or more products in the end of the quarters. Were considered 73 products or group of features, such as transactional banking services (PIX + wire transfers + withdrawl), shopping purchases, credit card transactions, etc.

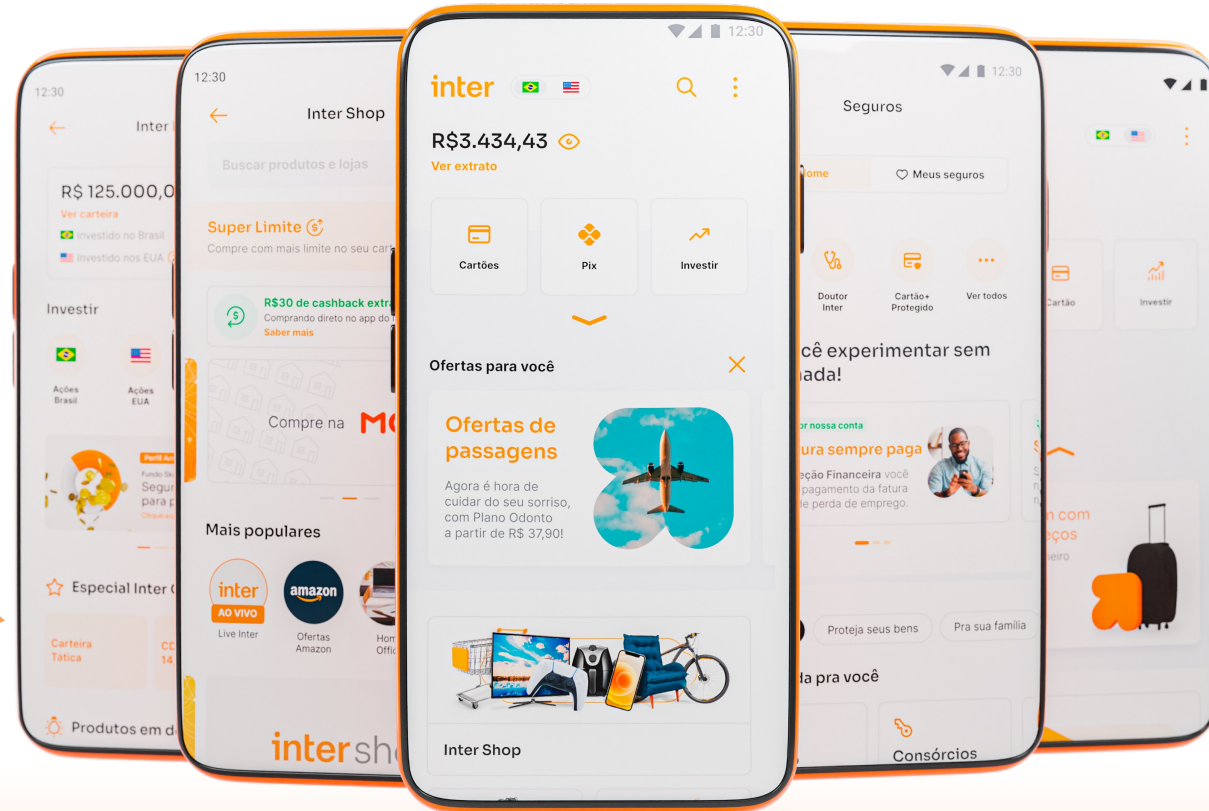
Inter Today

Leading SuperApp for Consumers & SMBs

inter&CO
Today

INTR | Nasdaq Listed

1
Complete
Financial
Power



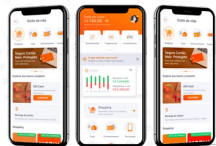
2
Everyday
Commercial
Activities

Amazing Seamlessly-Integrated Experience

3

inter&CO Today

INTR | Nasdaq Listed



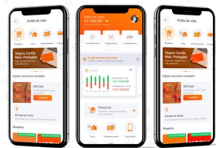
Purchase
in Store

Shop
Online



inter&CO Today

INTR | Nasdaq Listed



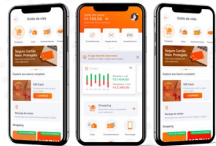
Order a Car
or Taxi

Order Food
for Delivery



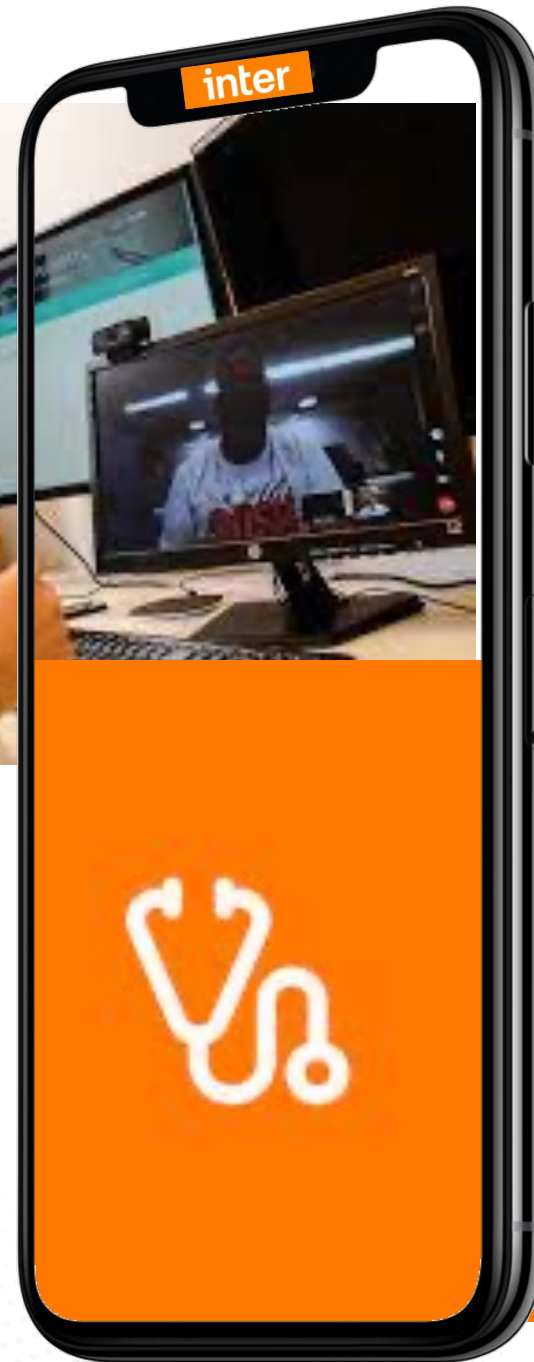
inter&CO Today

INTR | Nasdaq Listed



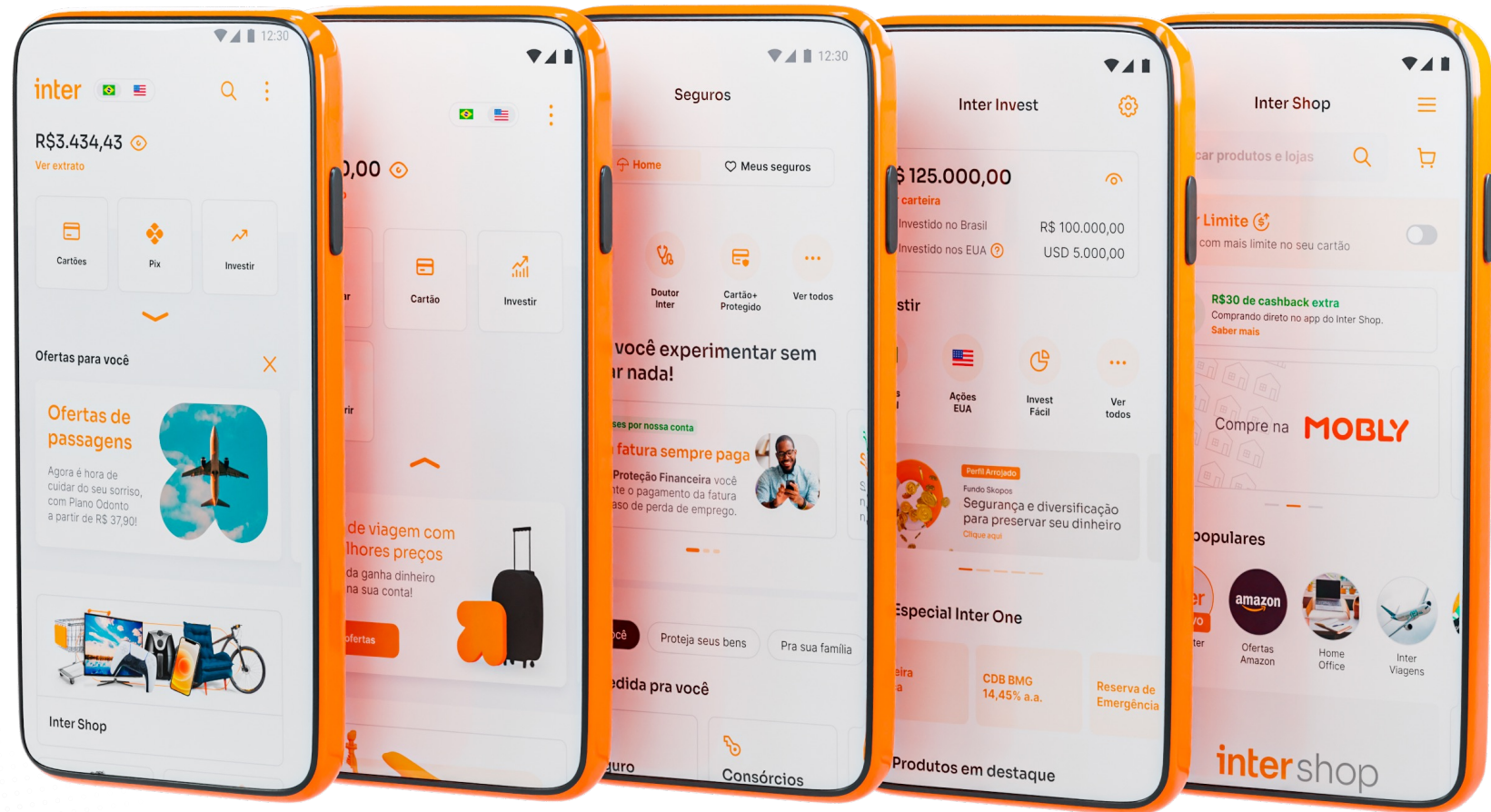
...and Consult
a Doctor

Search for...



inter&CO Today

INTR | Nasdaq Listed



inter&CO
Results

Winning
In the Market

24.7 ⁺ Million

Total
Clients¹

R\$ **28** ⁺ Billion

Customer Deposits
Attracted⁴

8%

Market Share
PIX Transactions⁷

Operating
Efficiently

R\$ **28**

Cost to Acquire
a New Client²

R\$ **17**

Cost to Serve
per Month⁵

3.8%

NPL
90 Days³

Producing
Strong Results

R\$ **22** Billion

Loan Portfolio³
↑ 47% Year-over-Year

R\$ **50**

Adjusted ARPAC
Per Month⁶

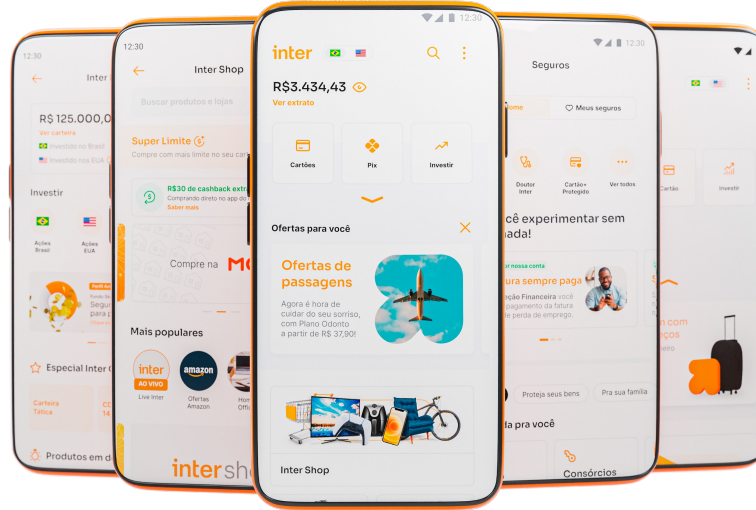
R\$ **1.5** Billion

Gross Revenue⁸
↑ 84% Year-over-Year

Note 1: As of December 31st, 2022. **Note 2:** CAC = average cost to add a client to the platform, considering operating expenses for opening an account - such as onboarding personnel, embossing and sending cards and digital marketing expenses with a focus on client acquisition, divided by the number of accounts opened in the quarter. As of September 30th, 2022. **Note 3:** Loan portfolio and NPL days includes Anticipation of Credit Card Receivables. As of September 30th, 2022. **Note 4:** As of September 30th, 2022. **Note 5:** CTS = [(Personnel Expenses + Other Administrative Expenses - Client Acquisition Cost) ÷ 3] ÷ Average Active Clients. As of September 30th, 2022. **Note 6:** Gross RPAC = (interest income calculated using the effective interest method + revenues from services and commissions + income from securities + net gains (losses) from derivatives + other revenues) / average active clients of the quarter. Adjusted ARPAC excludes the non-recurring effects of deflation in 3Q22 and assumes the inflation projected for 2023 from the Focus Report of Brazilian Central Bank, divided by four. As of September 30th, 2022. Non-IFRS measure. Non-Adjusted ARPAC for the 3Q22 was R\$ 47, as disclosed in Company Filings. release. **Note 7:** As of December 31st, 2022. **Note 8:** Gross Revenue = Interest income calculated using the effective interest method + (Revenue from services and commissions - Cashback Expenses) + Income from securities + Net gains / (losses) from derivatives + Other revenue.

2. What Is Our **Strategy** ?

Simple
Strategy



Powerful
Approach

1

Complete
Banking

Build
Client Base
& Funding

2

Integrated
Commerce

Grow
Engagement
& Monetization

3

Global
Capabilities

Expand
Across
Borders



1

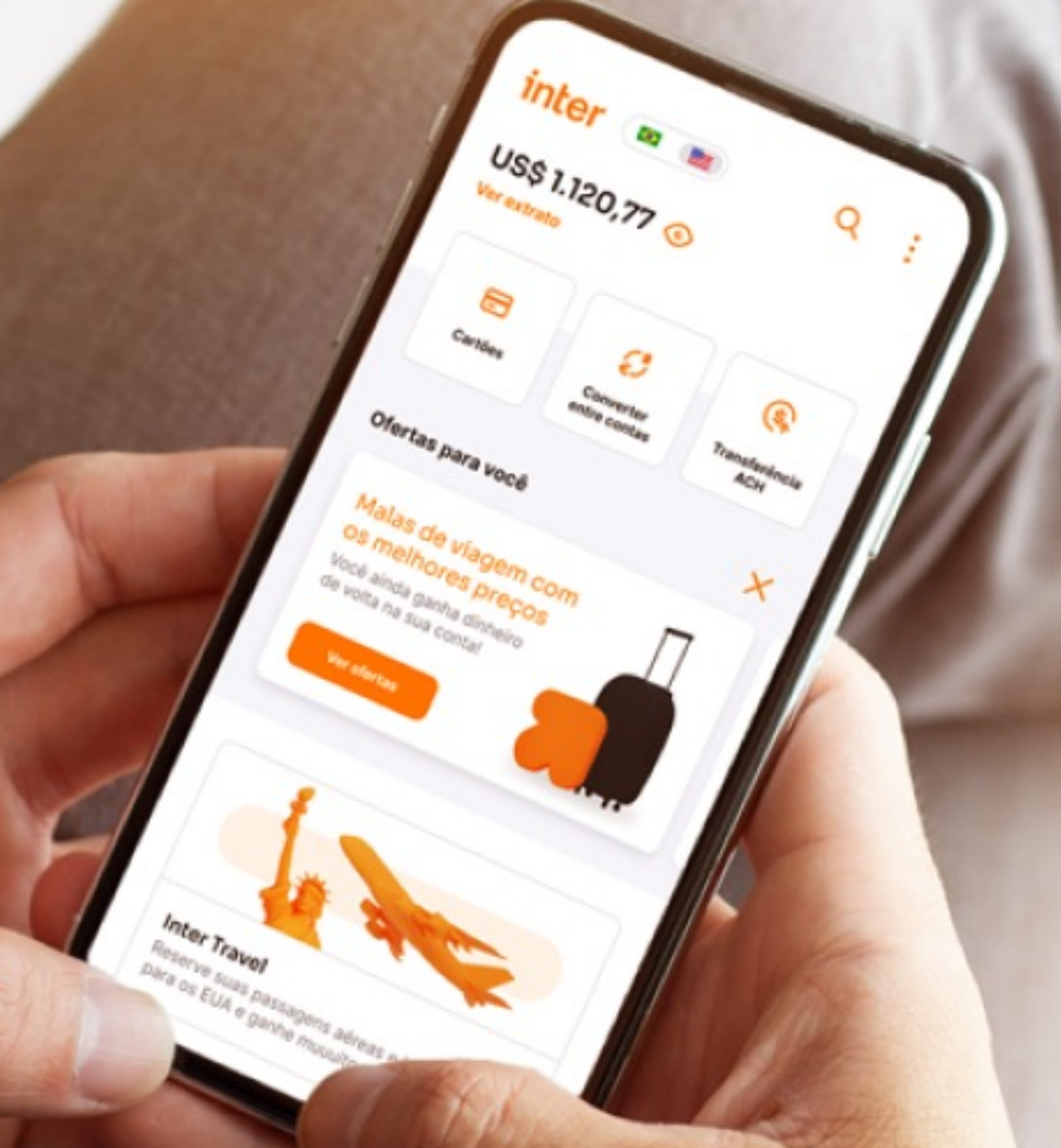
Complete Banking

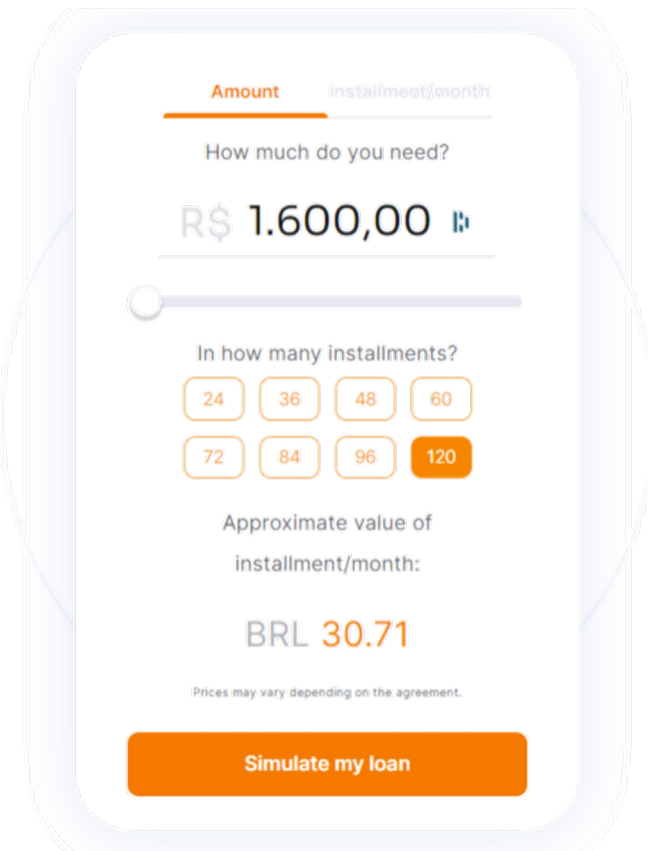
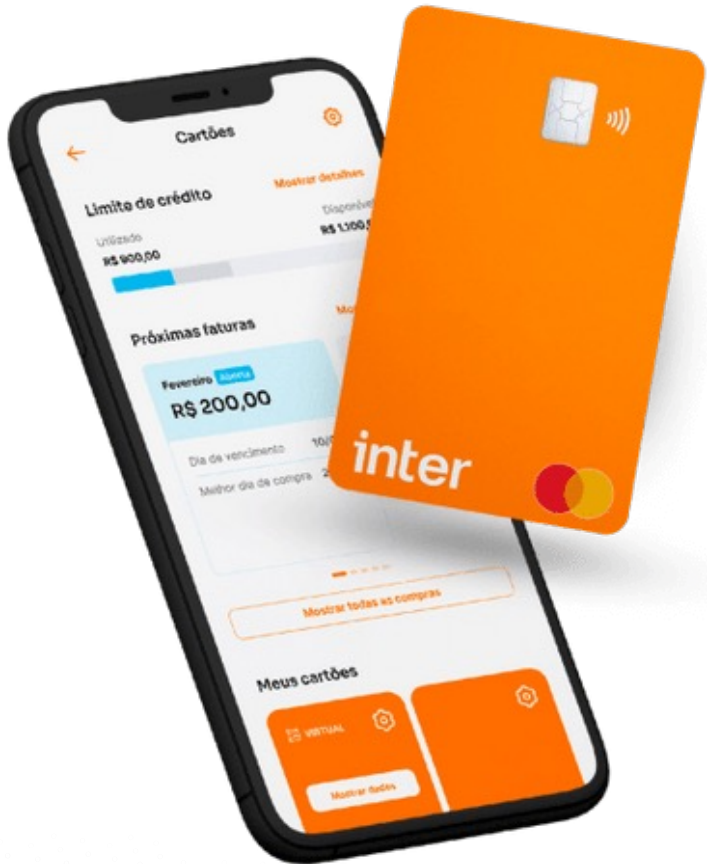
Build
Client Base,
Trust & Funding

We Want to
Help Our Clients
**Manage
Their Money**
In a Better Way...



Inter
Digital Account
& Relationship
for Everything





inter&co
**Product
Strategy**

High **VALUE** → **ARPAC**

High **VOLUME** → **Engagement**

High **VARIETY** → **Wallet Share**

3 Phases
of Product
Monetization

Penetration

Innovation

Expansion

3 Phases of Product Monetization



Penetration

Innovation

Expansion

Create
Functionality

Drive
Volumes

Learn
& Adapt

Increase
Engagement

Grow
Base

Core
Solutions

Customer
Experience

Customer
Insights

Recurring
Utilization

More
Clients

Complementary
Services

Offers &
Incentives

Data &
Underwriting

Cross-Sell
New Services

Larger
Portfolio

We
Grow

We
Promote

We
Measure

Phase 1

Penetration

1. Convert Existing Clients
2. Attract More Deposits
3. Originate New Loans
4. Grow TPV

Attractive Combination of:

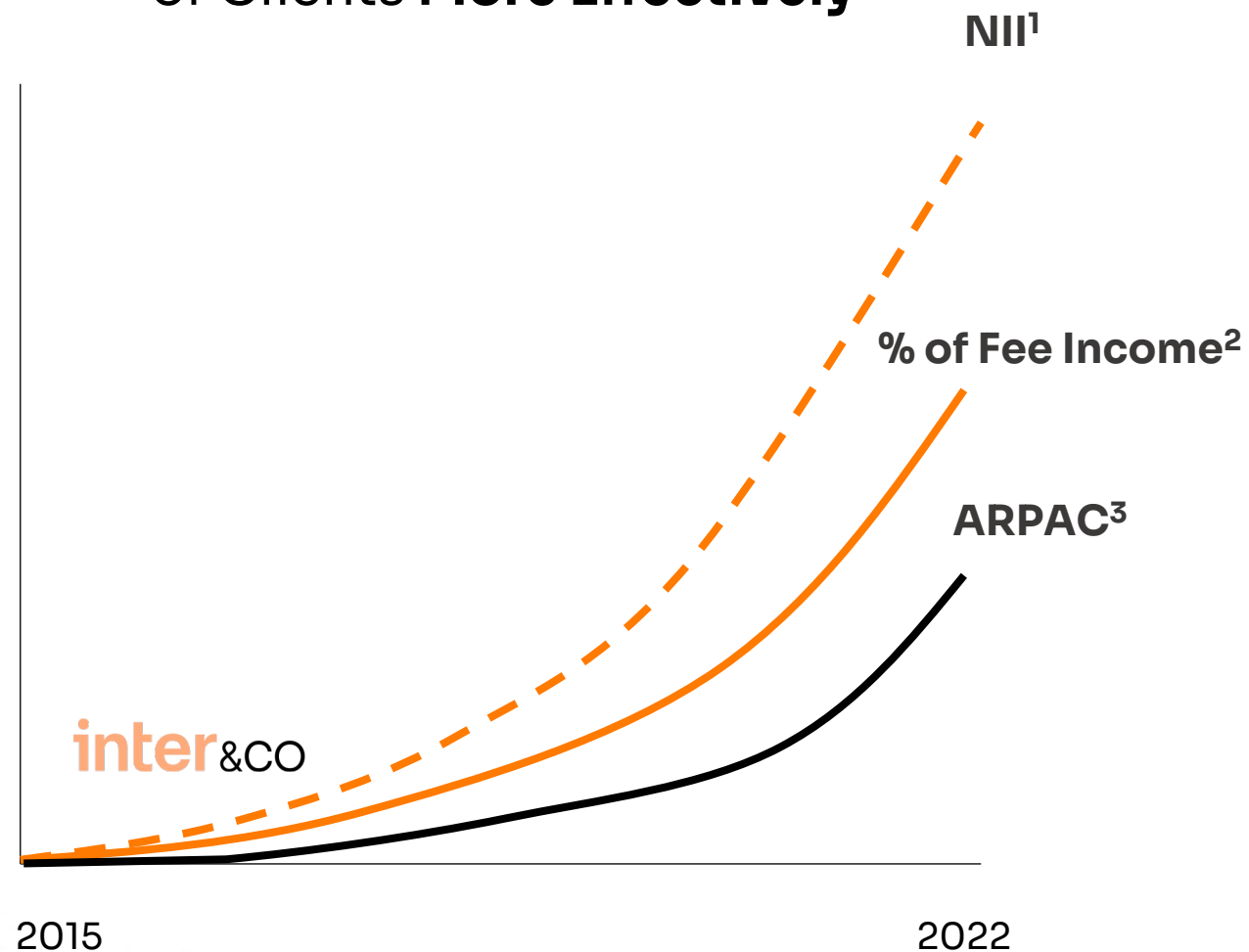
1. Competitive Pricing
2. Differentiated Features
3. Good Quality Service

↑ NII

↑ % of Fee Income

↑ ARPAC

Monetizing Our Installed Base of Clients More Effectively



Note 1: As of September 30th, 2022. **Note 2:** Fee Income Ratio = (Net result from services and commissions + Other Revenues) / Total Net Revenues. As of September 30th, 2022. **Note 3:** ARPAC = (interest income calculated using the effective interest method + revenues from services and commissions + income from securities + net gains (losses) from derivatives + other revenues) / average active clients of the quarter. Adjusted Gross ARPAC excludes the non-recurring effects of deflation in 3Q22 and assumes the inflation projected for 2023 from the Focus Report of Brazilian Central Bank, divided by four. As of September 30th, 2022. Non-Adjusted ARPAC for the 3Q22 was R\$ 47, as disclosed in Company Filings.

We Leverage
Our Digital
Account

...To Learn
**Valuable
Insights**

... About
Our Clients'
Financial Lives



**Income
Patterns**

**Spending
Trends**

**Repayment
Behaviors**

**Credit
Worthiness**

**Planning
Preferences**

**We
Grow**

Phase 2

Innovation

1. **Improve** App Solutions
2. **Deploy** New Solutions
3. **Cross-Sell** Via InterApp

Attractive Combination of:

1. Superior Functionality & Experience in App
2. Benefit of Additional Convenience Features

- ↑ **Cross-Sell Index**
- ↑ **Revenue Diversification**

**We
Promote**

**We
Measure**

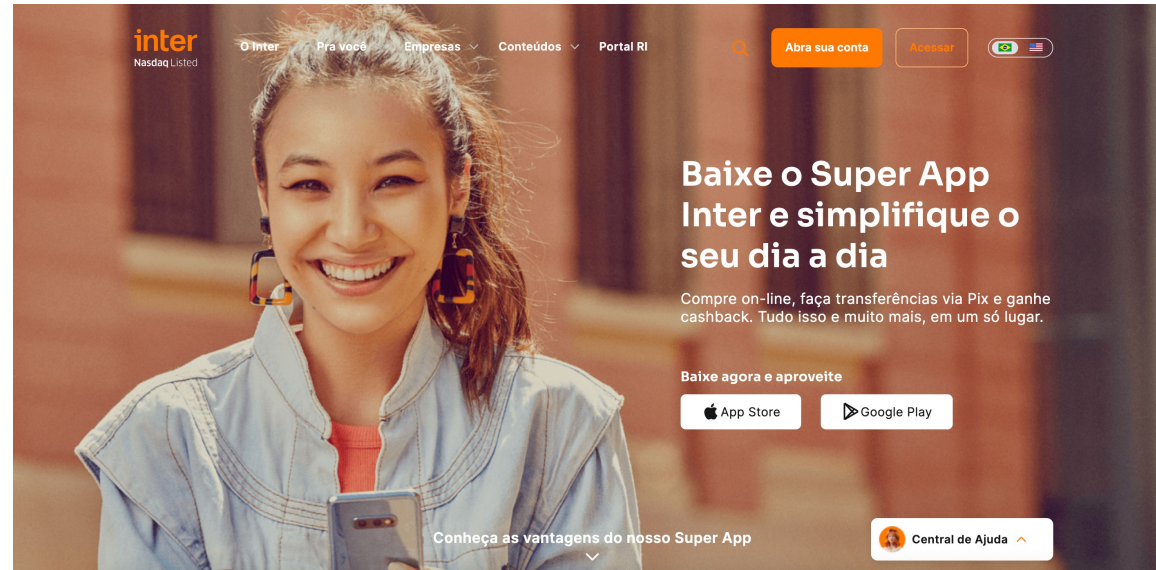
Active Clients with 3 or More Products¹
% of Total Active Clients



Note 1: % of active clients that consumes three or more products in the end of the quarters. Were considered 73 products or group of features, such as transactional banking services (PIX + wire transfers + withdrawal), shopping purchases, credit card transactions, etc.

We Sell the Advantages of The Inter Super App

...to Win New Customers Deposits & Loans



Powerful Capabilities

Simple Interface

Easy to Use Features

Convenient Solutions

Attractive Pricing

We
Grow

We
Promote

We
Measure

Phase 3

Expansion

1. Win New Clients
2. Enter New Sectors
3. Expand to New Markets

Attractive Combination of:

1. Our Brand Trust
2. Our Value Proposition
3. Extensibility

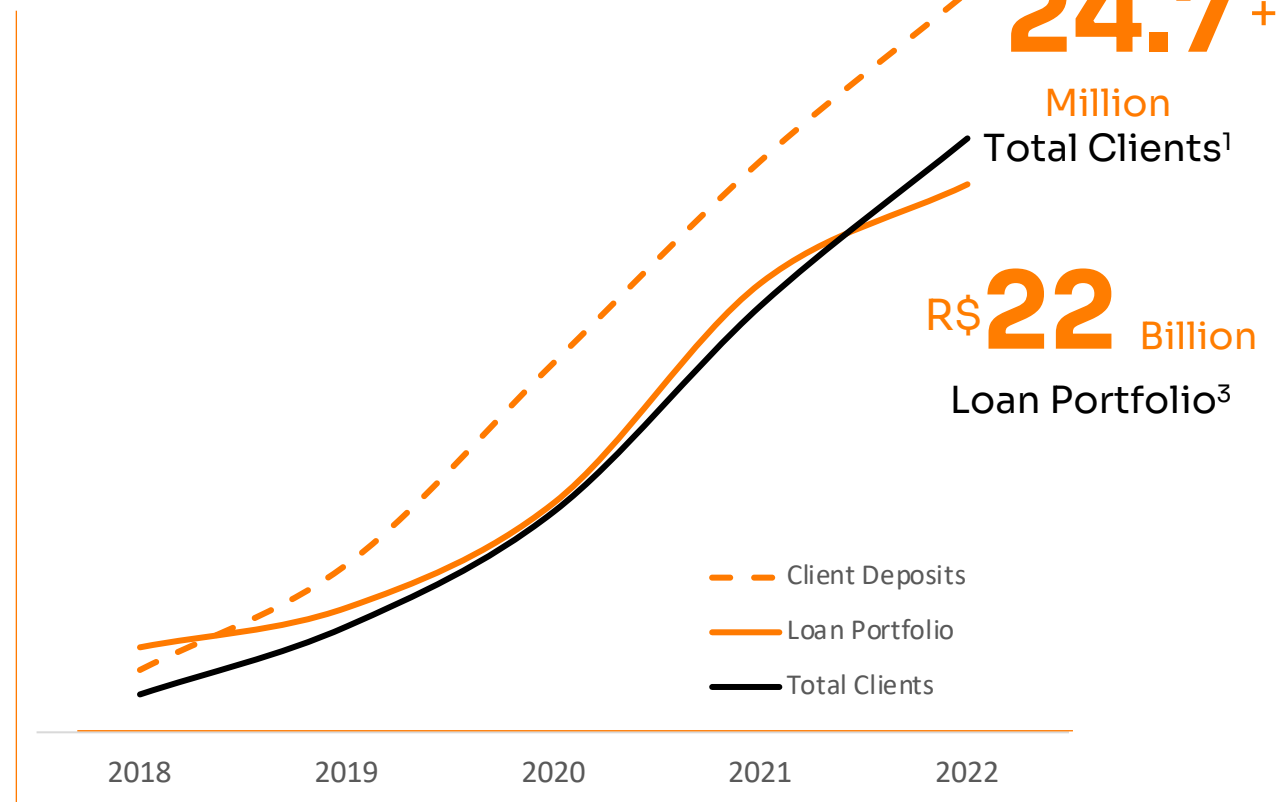
- ↑ Client Growth
- ↑ Deposit Growth
- ↑ Portfolio Growth

Expanding Our Reach & Footprint to Grow the Base

R\$ **28** Billion
Client Deposits²

24.7 +
Million
Total Clients¹

R\$ **22** Billion
Loan Portfolio³





2 Integrated Commerce

Grow
Engagement
& Monetization

We Want to Help Clients Engage in Commerce More Effectively...



inter shop

gointer

Log in Sign up Country/region: United States EN

Categories

- All (150)
- Beauty & Personal Care (19)
- Computer & IT Services (12)
- Department Stores (13)

150 Stores

Search for the store

Best Buy 8% cashback	Booking.com 8% cashback	Macy's 8% cashback	Walgreens 8% cashback	JCPenney 8% cashback
Carter's 8% cashback	FOREVER 21 8% cashback	bloomingdale's 8% cashback	Walmart 8% cashback	Levi's 8% cashback
AMERICAN EAGLE 8% cashback	shopDisney 8% cashback	Neiman Marcus 8% cashback	verizon 8% cashback	AliExpress 8% cashback
CAMELBAK 8% cashback	KÉRASTASE PARIS 8% cashback	Alibaba.com 8% cashback	Hilton 8% cashback	crocs 8% cashback
Lenovo 8% cashback	Michaels 8% cashback	LEGO 8% cashback	wish 8% cashback	FLEET FEET 8% cashback
hp 8% cashback	VILEBREQUIN 8% cashback	NYX PROFESSIONAL MAKEUP 8% cashback	Alamo 8% cashback	Milano 8% cashback

Underwriting & Funding Their Purchases **Seamlessly**

We Are Also
Developing
& Embedding
a Suite of
“Everyday”
Activities
in Our App



eCommerce

Shop for
Everything

Travel

Reserve & Pay
for Plane Flight

Communication

Get Mobile
Phone & Data

Healthcare

Find & Consult
with a Doctor

Food

Order & Pay
for Meal Delivery

Insurance

Access 20 Different
Insurance Products

Transportation

Order a
Car or Taxi

Investments

Invest in Brail or
US Securities

...and More

Leveraging Transaction Activity...

...To Learn **Valuable Insights**

... About Our Clients' **Commercial Lives**



Shopping Behaviors

Selection Patterns

Payment Preferences

Recurring Trends

Related Tastes

Vem pra **Orange Friday**, a Black Friday do Inter

As melhores ofertas da Black Friday 2022 em um só lugar e com muito cashback. Inscreva-se e receba cupons com descontos exclusivos.

[Entrar na Lista VIP](#)



CASAS BAHIA

Casas Bahia
2.1% cashback

amazon

Amazon
7% cashback

americanas

Americanas
4% cashback

shoptime

Shoptime
4% cashback

magalu

Magazine Luiza
3% cashback

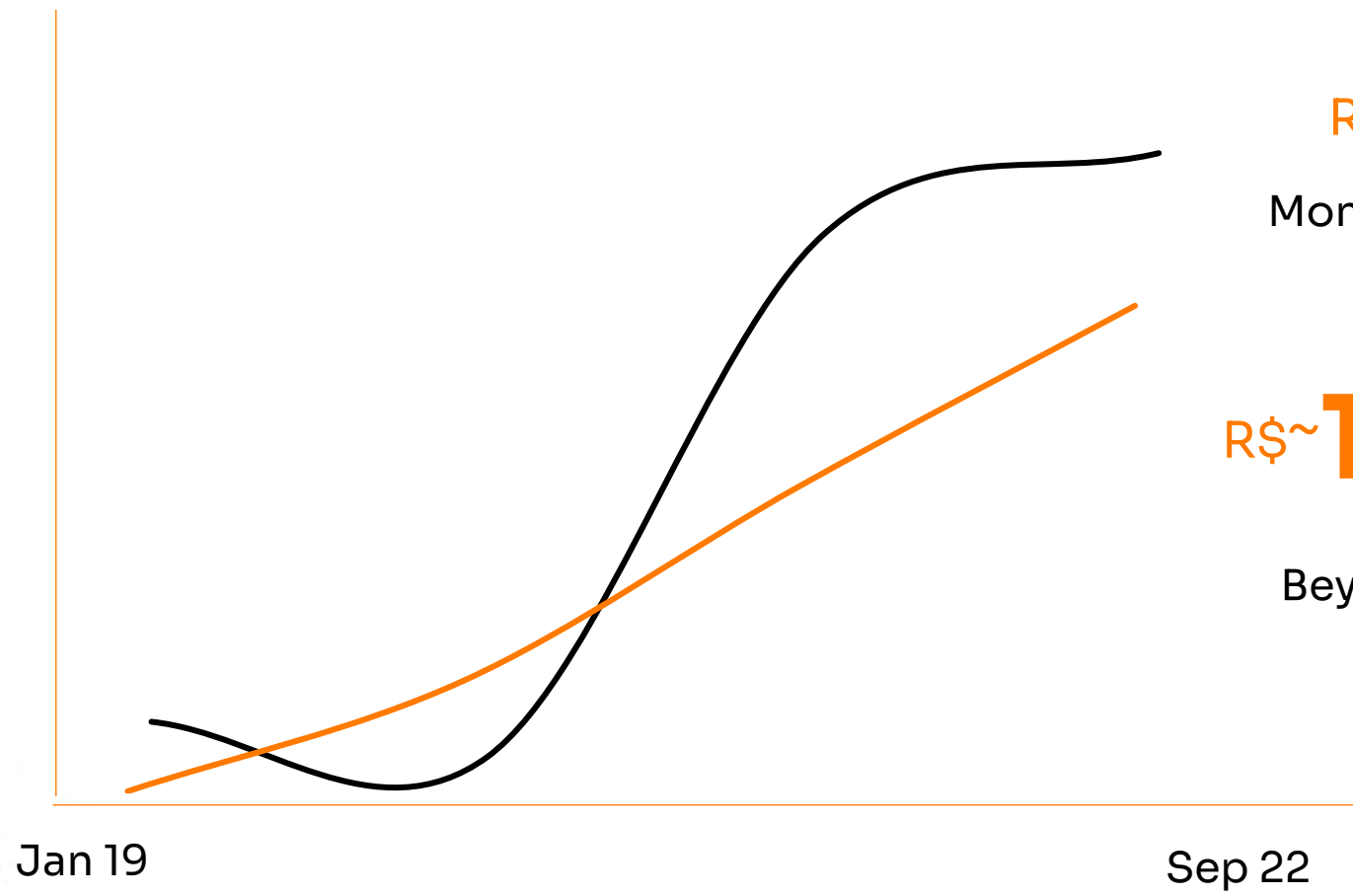
Submarino

Submarino
4% cashback

Compounding Our Growth & ROE

We Create
**Seamlessly
Integrated
Commerce
Activity**

...To Increase
**Engagement &
Monetization**



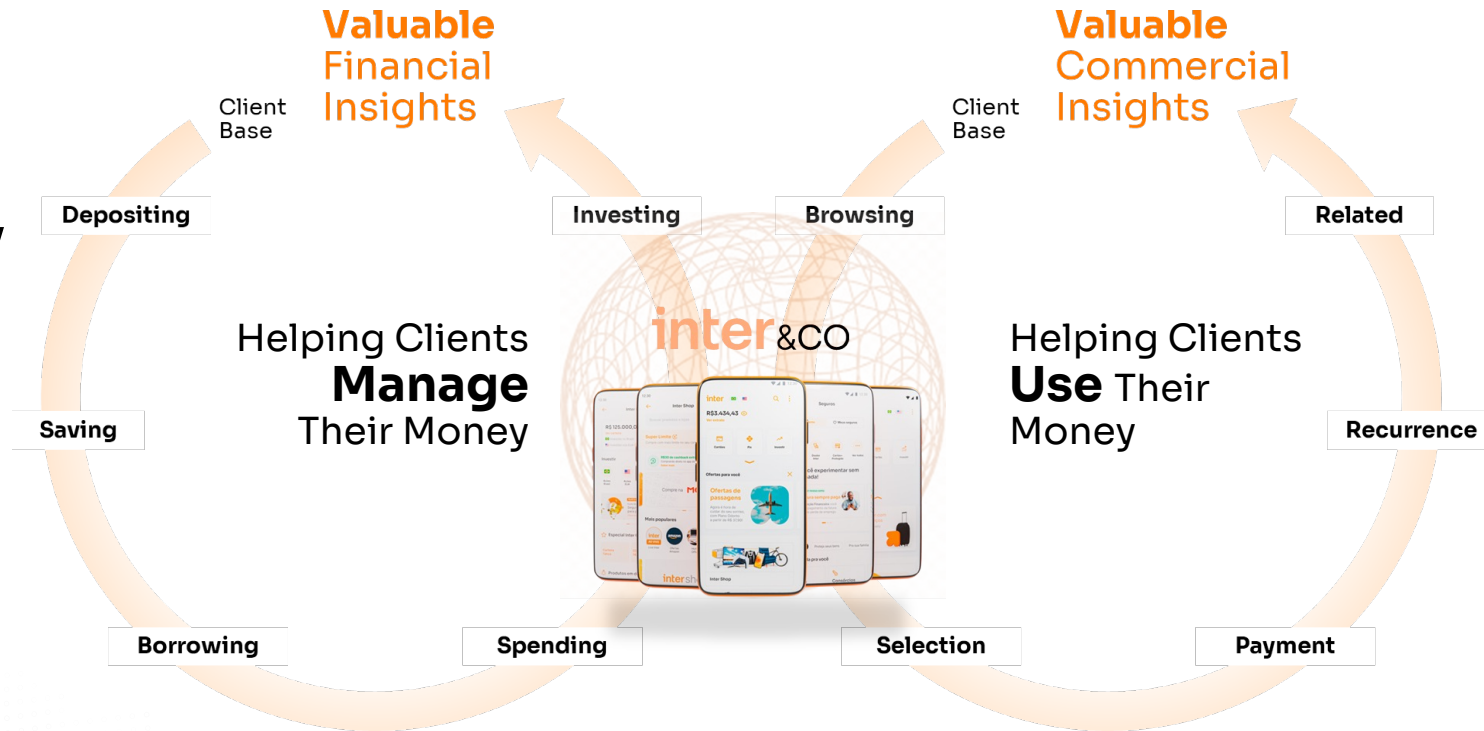
R\$50
Monthly ARPAC¹

R\$~175 Million
Revenue²
Beyond Banking

Note 1: ARPAC = (interest income calculated using the effective interest method + revenues from services and commissions + income from securities + net gains (losses) from derivatives + other revenues) / average active clients of the quarter. Adjusted ARPAC excludes the non-recurring effects of deflation in 3Q22 and assumes the inflation projected for 2023 from the Focus Report of Brazilian Central Bank, divided by four. As of September 30th, 2022. Non-IFRS measure. **Note 2:** Gross revenues from Inter Shop, Inter Seguros and Inter Invest. As of September 30th, 2022. Non-IFRS measure.

Superior Engine for Growth & Long-Term ROE for Shareholders

Compounding
Our Proprietary
Insights Into
Monetization
Opportunities



Better Control

Greater Flexibility

More Convenience

More Behavior Data

Better Information & Insights

Superior Underwriting & Service

↓ **NPL**

↑ **ROE**



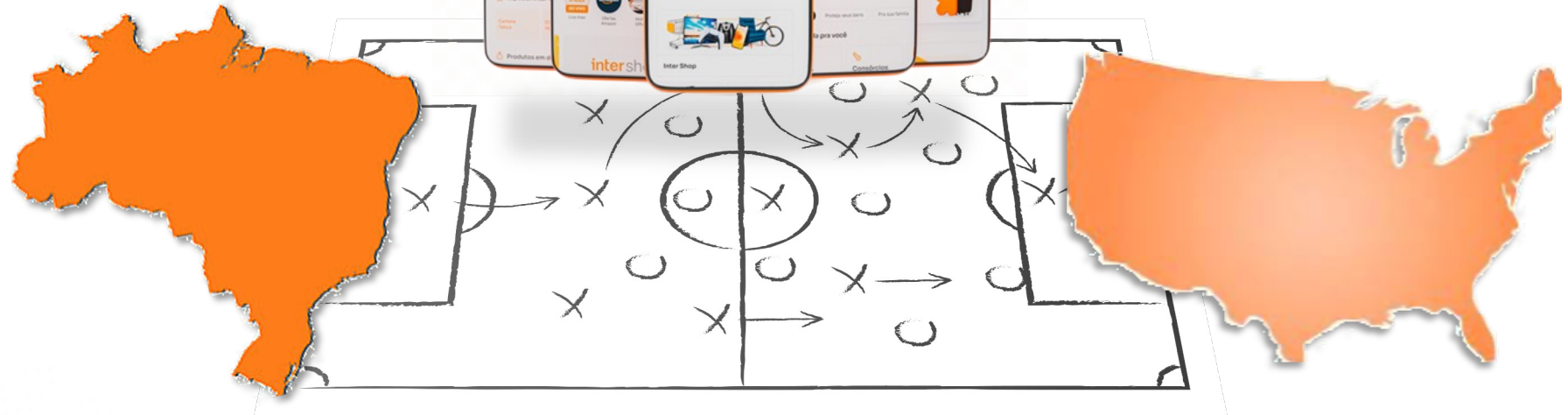
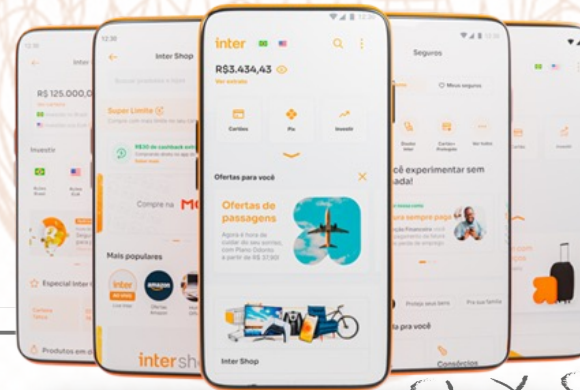
3 **Global**
Capabilities

Extend
Across
Borders

Local
Coding



Global
Monetization



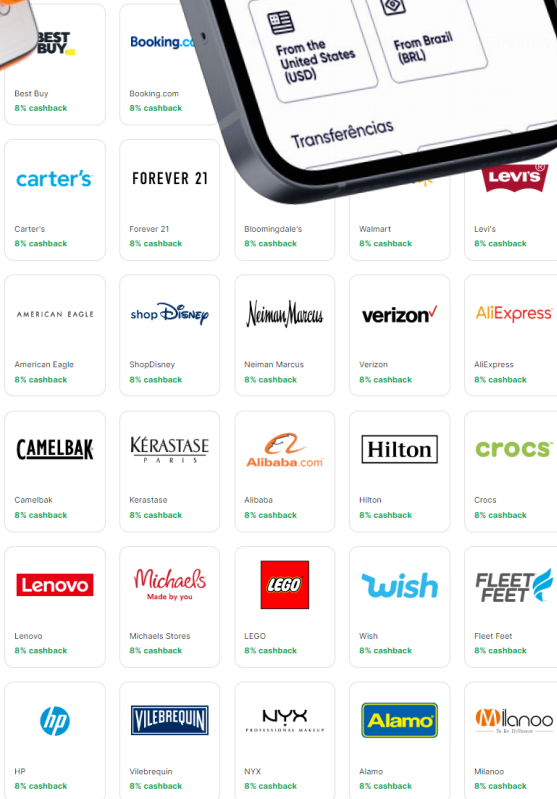
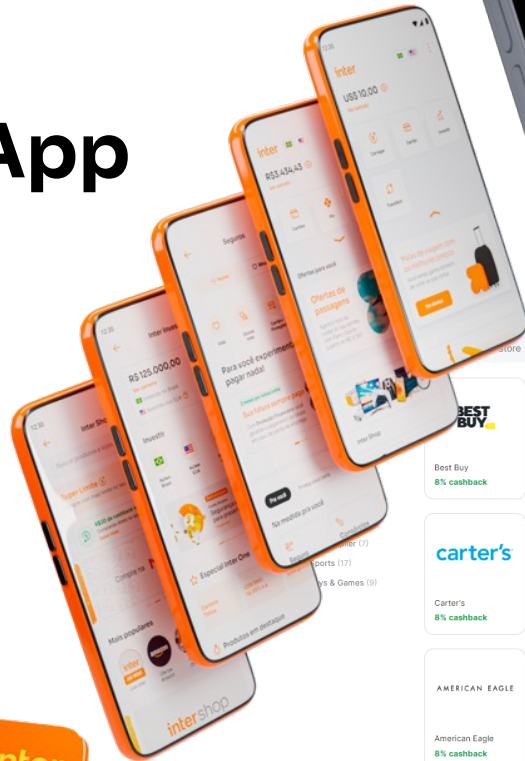
Leveraging
Our Experience,
Proprietary
Insights &
Capabilities

...To Execute
Our Playbook
in New Markets

Growing Our Addressable Market

Expanding Our SuperApp to the USA

...And Beyond?



Global Account

Cross-Border Remittances

U.S.A Expansion

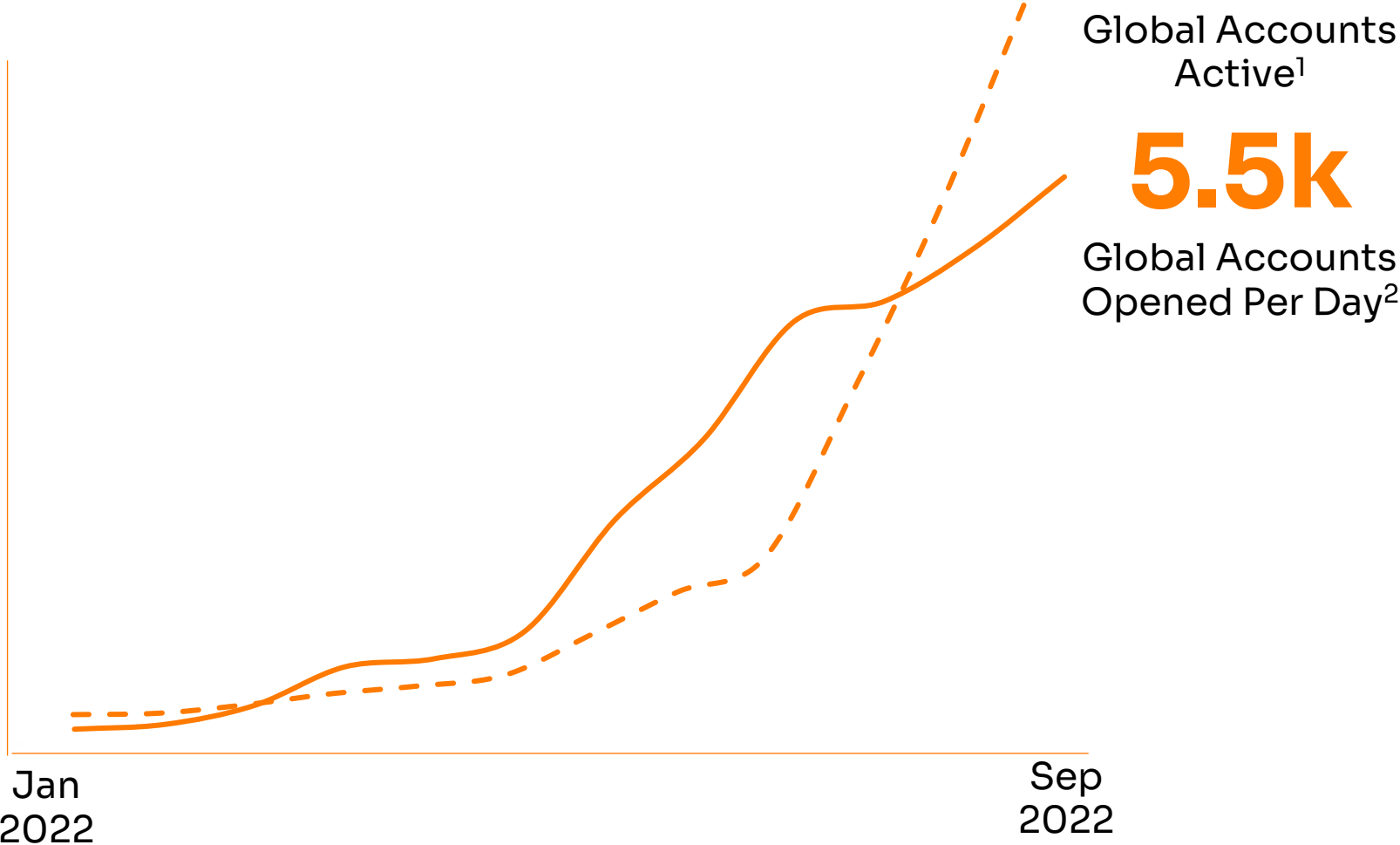
U.S. Issued Card to Help Brazilians Spend Abroad

Leveraging #1 Position to Convert New Bank Clients

Target Brazilians First...Then Everyone Else

Monetizing Our Existing Platform Further

...To Increase
Shareholder
Returns



501k

Global Accounts
Active¹

5.5k

Global Accounts
Opened Per Day²

Note 1: As of September 30th, 2022. Note 2: During the 3Q22.

3. Why Do We **Win** ?

4 Pillars of
Our Winning
Formula





1

Full Bank

Depository
Capabilities

Create Differentiated Benefits

- ✓ **More Stability**
- ✓ **Attractive Source of Deposits**
- ✓ **Lower Cost of Funding**
- ✓ **More Financial Products**
- ✓ **On-Us Payment Processing**
- ✓ **Higher Transaction Limits**



2

Consistent

Culture of
Innovation

Proven Track Record of Disruption

✓ Prioritize Innovation

Focusing Our Daily Conversations on Challenging the Status Quo Across the Organization

✓ Hire Creativity

Proactively Looking “Beyond the Resume” to Search for People That Demonstrate Creativity

✓ Promote “Orange Blood”

Building a Culture that is Passionate and Enthusiastic About Our Mission and Long Term Careers versus “*just another job*”

✓ Engineer “Super-Powers”

Develop technology tools that “free” our employees from repeated redundant tasks and make it easier to try new solutions

**Our
(Still Growing)
List of:**

2

Consistent

Culture of
Innovation



...Plus a few more but
we ran out of room

First...

- 🏆 100% Digital Bank
- 🏆 100% Cloud-Based Environment
- 🏆 Free Bank Account
- 🏆 Digitized Account Opening Process
- 🏆 Integrated Banking & Shopping
- 🏆 Integrated Telecom
- 🏆 Deposits with Boletos
- 🏆 Collateralized Credit Card
- 🏆 SuperLimit Credit
- 🏆 Invest-Now-Pay-Later
- 🏆 True Global Account



3

Powerful
Technology
Platform

Significant Investments in Proprietary Technologies



1 InterApp

2 InterGateway

3 InterMicroServices

4 InterCore

5 InterCloud

Provide
Operating Efficiencies



4

Proprietary

Data & Analytics

inter

Unique & Proprietary Dataset



Advanced Analytical Capabilities

inter**Brain**

Insights Machine

360° Vision

A.I. R&D

More Tailored Marketplace Offerings

More Personalized Digital Experience

More Intelligent Product Development

Better Offers & Promotions

More Effective Cross-Sell

Superior Fraud Protection

550+

Proprietary Data Points Per Client

7,000+

Business Intelligence Dashboards

Market

Attract &
Win Clients

**More
Productively**

**Powerful
Competitive
Advantages**

Operating

Run Our
Business

**More
Efficiently**

Financial

Convert &
Monetize

**More
Profitably**

Market Advantages

1

Breadth
of Solutions

Large Suite of Banking,
Commerce & Global
Solutions

More
Choice &
Functionality

2

Seamless
Integration

All Delivered
in 1
SuperApp

Superior
Client
Experience

3

Attractive
Characteristics

- ✓ Simple & Easy to Use
- ✓ Convenient & Reliable
- ✓ Attractively Priced

Better
Value
Proposition

Operating Advantages

1

Asset-Light
Business Model

No Expensive
Branches or Legacy
Infrastructure

No
Heavy
Burdens

2

100% Cloud
Infrastructure

Highly Scalable
and Extensible
Deployment

More
Efficient
Scalability

3

Efficient
Processes

Digital Automation
for Client Acquisition,
Onboarding & Service

Lower
Operating
Costs

Financial Advantages

1

Embedded Growth

Banking & Commerce Solutions Feed Each Other

More Growth Opportunities

2

Better Economics

Increasing ARPACs Across all Cohorts

Higher Revenue Yield

3

Lower Costs

- ✓ Low Cost to Acquire
- ✓ Low Cost to Serve
- ✓ Low Cost of Funding
- ✓ Low Cost of Risk

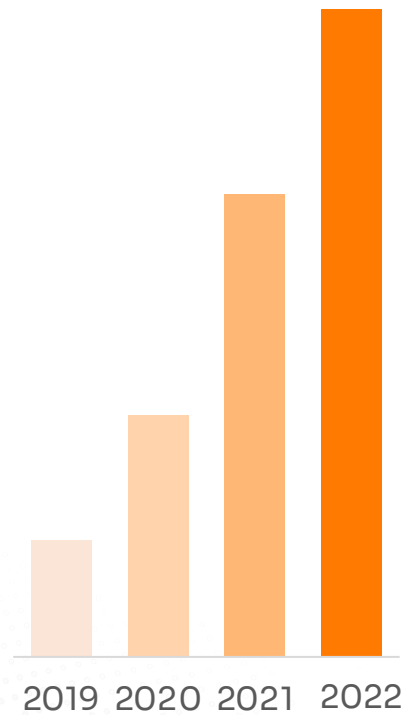
Better Path to Profitability

4. What Did We Accomplish in **2022** ?

2022 Gained Scale

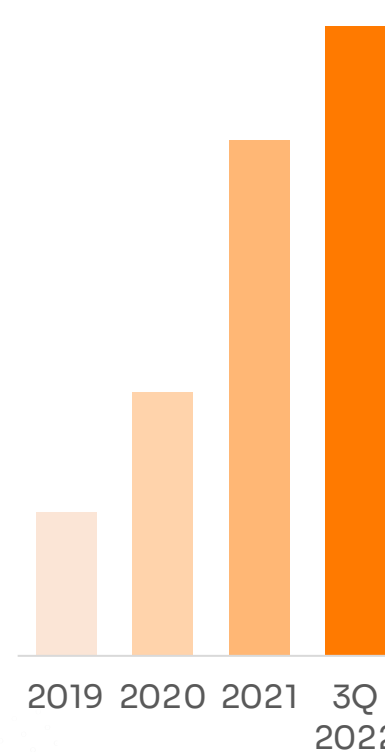
24.7⁺ Million

Total
Clients¹



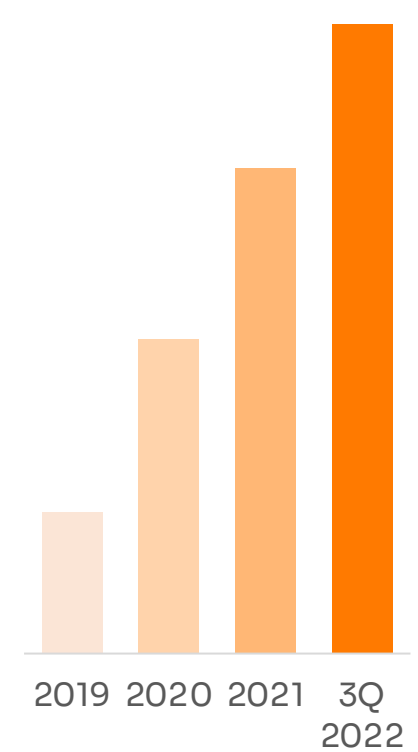
R\$**28⁺** Billion

Customer Deposits
Attracted²



R\$**22** Billion

Loan Portfolio³
↑ 47% Year-over-Year⁴



2022
Enhanced
Our Team

Flavio Queijo

Head of Real Estate Business

Danilo Coelho

Head of Credit underwriting

Santiago Stel

Head of Strategy & IR

2022 Market Achievements

#1 Super App
Digital Bank
Digital Broker

By iBest Best of Brazil Awards

Forbes
World's Best Banks
#2 in Brazil

#1 Consumer-
Centric Bank

By The Global Economics

#1 Bank
Services

By Estadao

#2 Best
Customer
Service

By Instituto MESC for Digital Banks

Best ESG
for Brazil Award
By Humanizadas

2022 New Solutions Launched

More Functionality

Dr. Inter

Telehealth Providing Consumers with Digital Health Consultations

FGTS

Clients Can Borrow Funds Collateralized by their Unemployment Fund (FGTS)

Open Banking

Clients Can Deposit Funds from Another Bank to Inter within the Inter App

Better Ways to Invest

InvestNowPayLater

Enabling Customers to Invest More Easily

InterCash

Automatically Invest Cashback into Our Investment Vehicles

Global Access

Global Account

Enabling Brazilians to Purchase & Transact Efficiently in the U.S.

U.S. Investments

Access for Brazilian Clients to Invest in U.S. Securities

2022
Operating
Achievements

Enhanced
Technology Platform

Launched
U.S. Operations

1st to Migrate
from **B3** to the Nasdaq

Achieved
Highest NPS Ever

84

Net Promoter Score
3Q22

5. Where Are We Heading in the Future ?

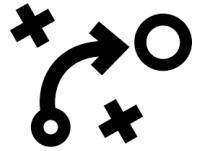


**Our Future
Priorities**

**Drive
Growth**

**Keep
Innovating**

**Increase
Our Returns**



Tactical Decisions

Our Future Priorities

Marketing Initiatives

- New Mix in Spend to Product & Brand
- New Football Sponsorships

Drive
Account
Openings

Product Development

- Account Overdraft
- BNPL

Drive
Revenue
& ARPAC

Operating Decisions

- Headcount Flat Until 2024

Drive
Operating
Margin



Strategic Moves

Our Future Priorities

Sector Adjacencies

- Expansion in Healthcare
- Entry in 2-3 New Sectors

Grow Revenue Pools

Strategic Investments

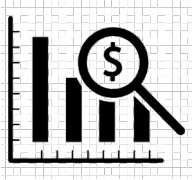
- Launch of InterVentures for Investments in Fintech
- Strategic Acquisitions

Build Channel Opportunities

Geographic Expansion

- U.S. Penetration
- 1-2 Countries in Americas
- 1-2 Countries in Europe

Expand Addressable Market



Long-Term Targets for 2027

60_{MM}

Clients

More Than Doubling
Our Client Base in
Current Markets

30[%]

**Efficiency
Ratio**

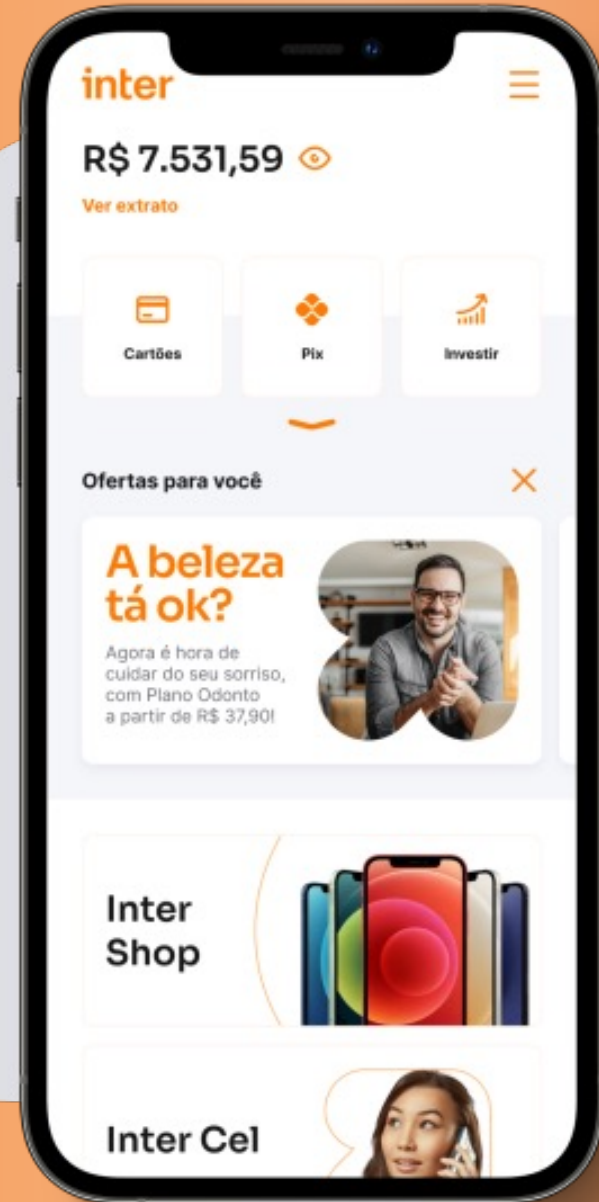
Generating
Operating Leverage
to Increase Our
Profitability

30[%]

**Return on Equity
(ROE)**

Producing
Higher Profits
More Efficiently

Deep Dive into Our Businesses



Our Product Strategy

Deepen

Client Relationships

Improve

Unit Economics

Strengthen

Market Position

Creating Differentiated Products that Are...

High Value Products

Credit
Deposits

More
ARPAC

High Volume Products

Cards
PIX
Commerce

More
Engagement

High Variety of Products

Investments
Insurance
...& Beyond

More
Wallet Share

Best-in-Class
Products Across

2 Ecosystems

...in...

1 Super App



1

inter**Financial**

Helping Clients
Manage
Their Money

Day-to-Day Banking
Credit & Debit Card
Credit

2

inter**Commerce**

Helping Clients
Use
Their Money

Marketplace
Insurance
Investments
...& Beyond

With +100 Products...



Invest

- Brazilian Stock Trading Platform
- US Stock Trading Platform
- Investments Funds
- Atom
- Investor Compass
- Pro Stock Trading Platform
- Inter Trends
- Invest Pro
- IR Trade
- Profit Pro
- SmartBot
- Tryd
- Savings deposits
- Structured products
- CBD + limit
- LCA
- LIC
- LIC
- CCDB
- LIG
- CDB (3rd party)
- CRA
- CRI
- Bonds
- Letter of credit (3rd party)
- LCA (3rd party)
- LCI (3rd party)
- Financial letter (3rd party)
- RDB
- BMF
- Bovespa
- Public Bonds

Commerce Plus

- Courses
- Parking lot
- Brazilian Gift Cards
- US Gift Cards
- Inter Cel
- Delivery
- Duo Gourmet
- Hotels
- Inter Arcade

Commerce

- Shellbox
- Affiliates stores
- End-to-End Stores
- Top-ups
- Business accounts
- marketplace

Credit

- Receivables
- Credit Card Receivables
- Capital de giro
- Working Capital
- Supply Chain Finance
- Real Estate Financing
- Home Equity
- Plano Empresário
- Credit bonds
- Payroll loans
- FGTS
- CRP

Insurance

- Personal
- Auto insurance
- Business
- Guarantees
- Dental care
- Engineering risks
- Agribusiness
- Health
- Capitalization bond
- International
- Transportation
- Travel
- Life in Group
- Super Housing
- Life

Day to day Banking & Spending

- Checking Account
- Demand Deposits
- Collection platform for business clients
- Acquiring
- Credit Card
- Debit Card
- US Debit Card
- POS
- Withdraw
- Check Deposits
- Deposits
- Payments
- Pix
- Pix Withdraw e Pix change
- Wire Transfer
- Digital Wallets

Global

- Online Remittance
- Agents
- Standby letter of credit
- ACC/ACE
- IB Business
- Global Account FX
- Brazilian account FX
- Payment aggregator
- Global Account

...to Serve the Daily Needs of All Clients

...Across **8** Product Categories

Inter
Finance

1 Day-to-Day
Banking

2 Spending

3 Credit

4 Shop

5 Investments

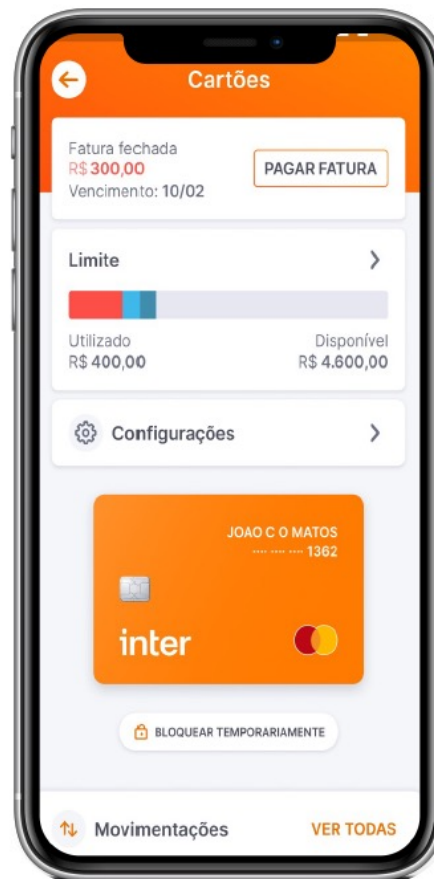
6 Insurance

Inter
Commerce

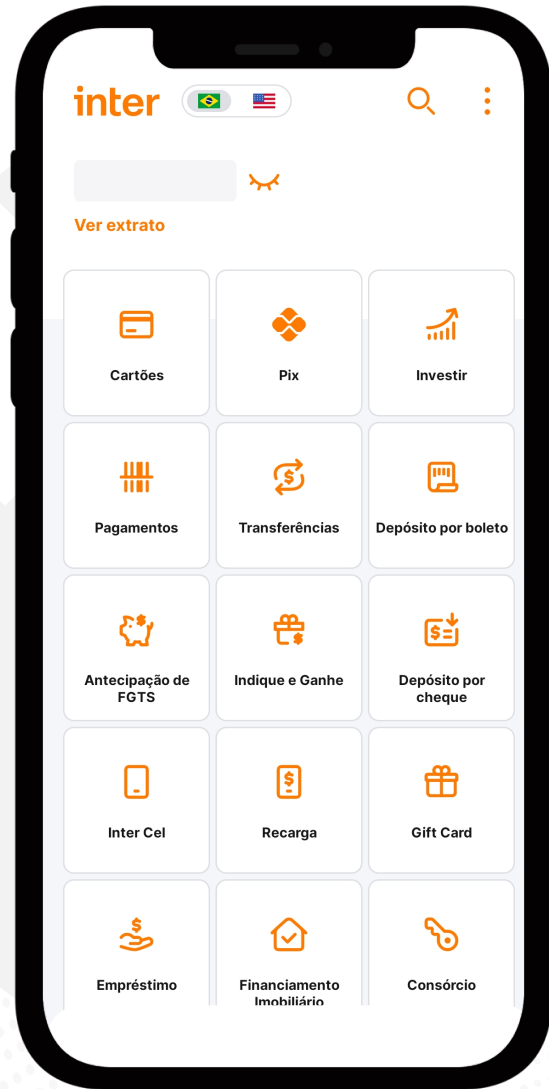
7 Commerce
Plus

8 Global
Account

Inter Day-to-Day Banking



Day- to-Day Banking



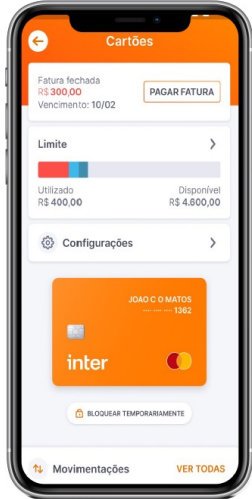
World Class Experience

Present in
every moment
of our client's
daily life



- Buys coffee → ✓ PIX
- Gets salary paid → ✓ Digital account
- Pays bills → ✓ Payments
- Take out a Home Equity → ✓ Credit products
- Gives money to their children → ✓ Kids Account
- Shopping → ✓ Credit card
- Manages its company payroll → ✓ Business Account

Day-to-Day Banking **Overview of Solutions**



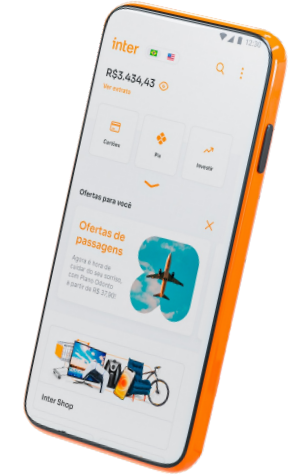
Digital Account

- Checking (Demand)
- Savings
- Time Deposits
- Banking APIs



Cards

- Debit
- Credit
- Virtual
- VIP
- Credit Paid Instantly



Payments

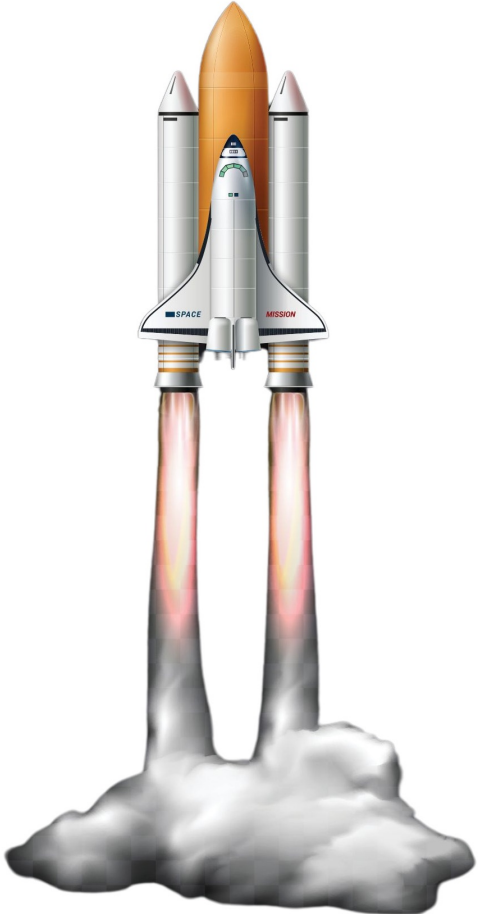
- PIX
- Boleto
- QR Code
- Wire Transfers
- Bill Payments
- AutoPay
- Business Payroll

Banking **Our Differentiation**

We're a Full
Licensed Bank...



...With the Speed of
a **FinTech Disruptor**



Banking **Our Performance**

+ 24.7mm

Total Clients¹

+28bn

Customer Deposits²

+500bn

TPV³ LTM (including PIX)

60%

Primary Banking
Relationship⁴

~8%

PIX Market Share⁵

Inter Credit



Credit **Overview of Solutions**

70% Collateralized Secured¹

Unsecured

Only 15% of credit card balances are interest bearing



Payroll

- Public
- Private
- INSS



FGTS

- Retirement Booked Loan



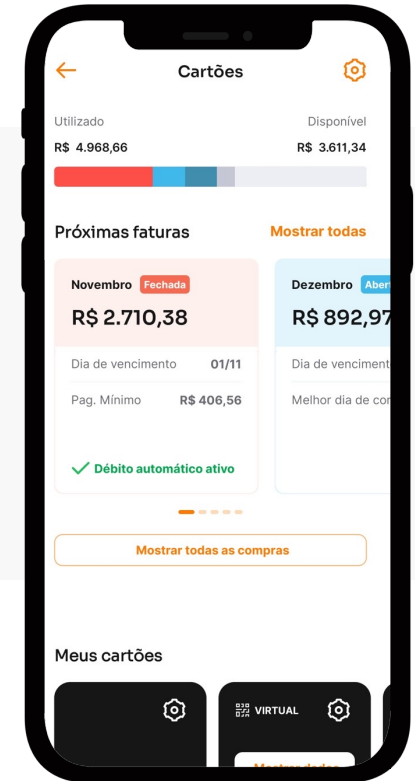
Real Estate

- Mortgages
- Home Equity
- Construction financing



Businesses

- Factoring Receivables
- Corporate Loans
- Collateralized Loans
- Agri Loans

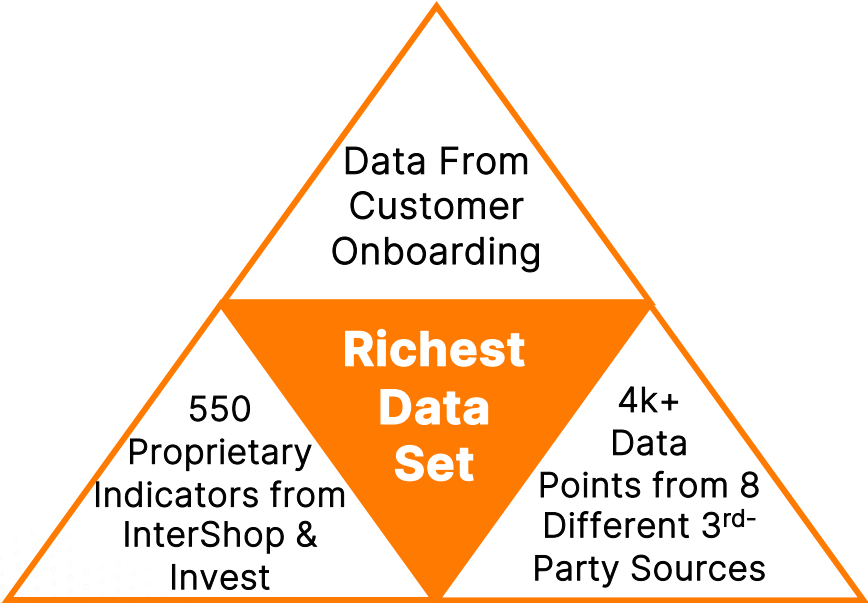


Credit Card

- Revolving
- Installments
- CDB + Limite

Credit **Our Differentiation**

We Have a Superior **Digital Underwriting Engine**¹



Augmented by **Data Science**

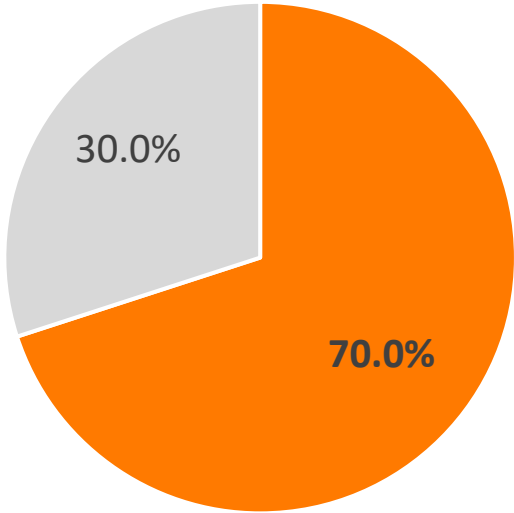


ML-Based
Credit Models



Experienced
Credit Team

Coupled with a **Low-Risk Portfolio**¹



■ Collateralized ■ Uncollateralized

¹Note 1: As of September 30, 2022.

Credit **Our Loan Portfolio Composition**

2018

Today

Since 2018

60% CAGR
Portfolio Growth

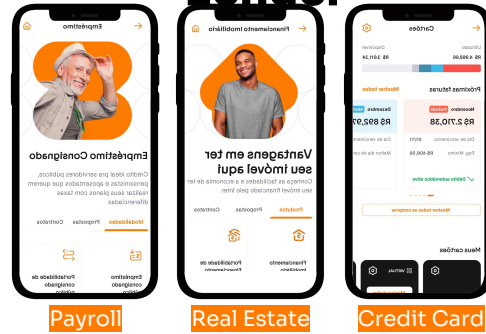
Regional bank



Payroll

Real Estate

Fully diversified Lender



Payroll

Real Estate

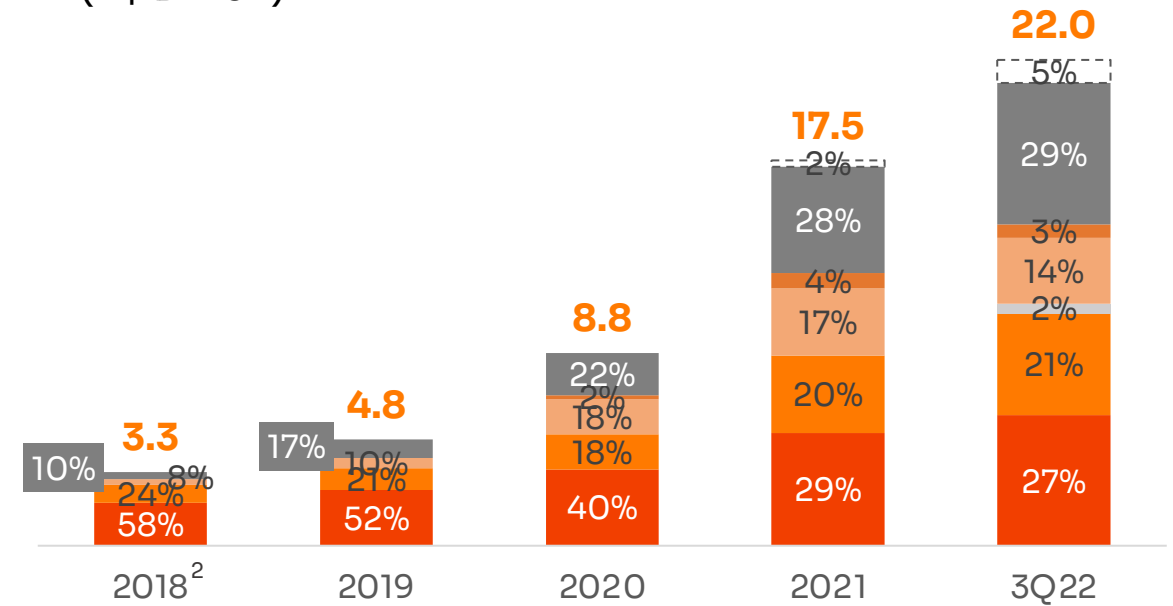
Credit Card



SME Lending

FGTS

Gross Loan Portfolio¹ (R\$ Billion)



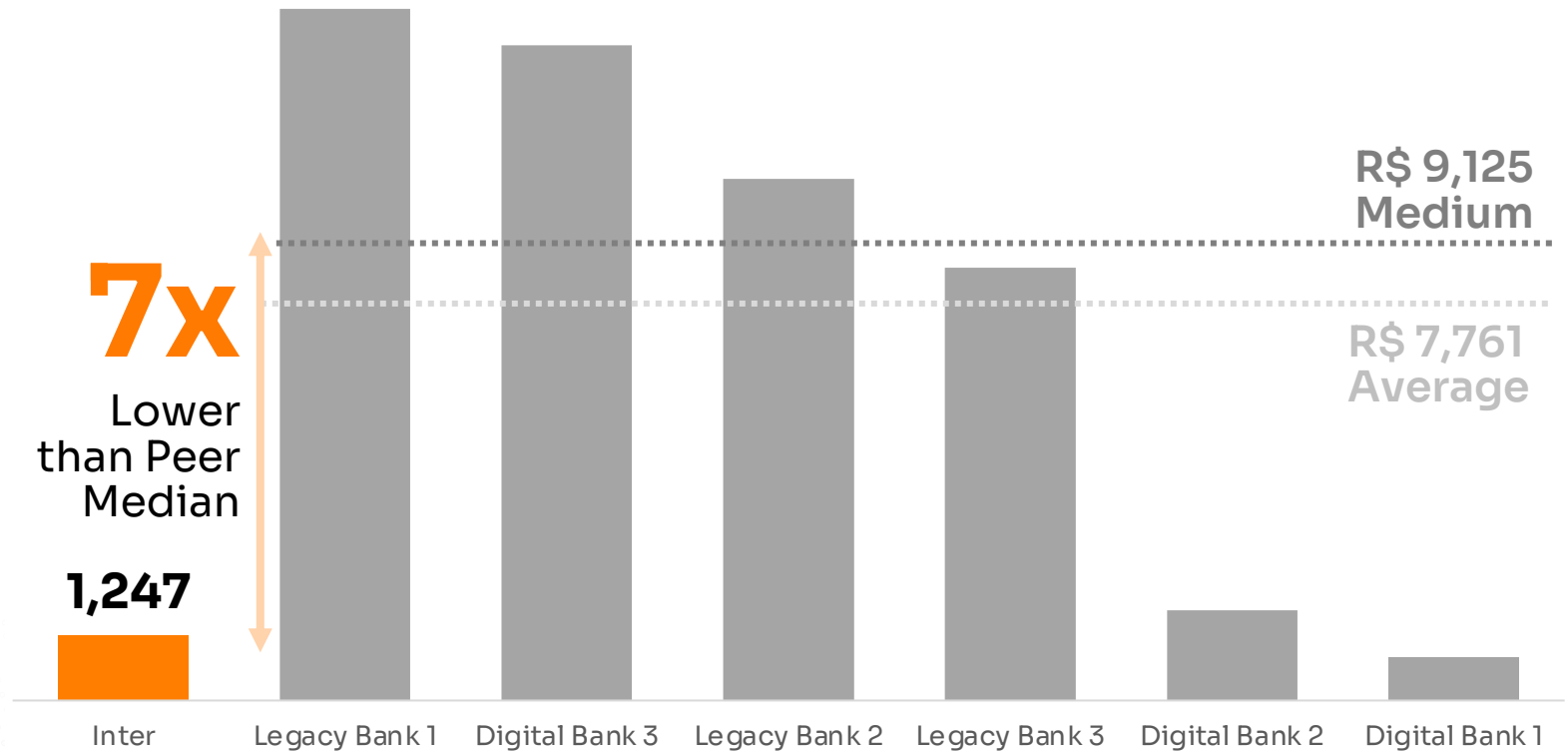
■ Real Estate Loans ■ Payroll ■ SMB ■ Rural Loans ■ Credit Card ■ Anticipation of C.C. Receivables

Note 1: Loan Portfolio = Loans and advances to customers + Anticipation of Credit Card Receivables, disclosed in note 9.a of the Financial Statements, line "Loans to financial institutions".
Note 2: 2018 loan portfolio are BACEN GAAP metrics.

Huge
Opportunity
to Increase
Credit
Penetration¹

Loan balance per client¹

In R\$, per client



Note 1: Average loan balance per total client according to the competitor's financial statements as of September 30th, 2022.

Inter Insurance



Insurance **Overview of Solutions**

We protect all the important assets and aspects of our clients' lives

Delivered via an asset-light brokerage model with ZERO balance sheet risk

Full range of insurance products

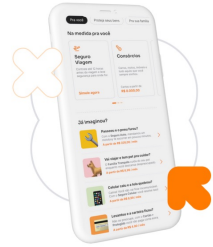
Life 	 Auto	 Auto to 3 rd parties	 Card insurance
Property 	 Home micro assurance and assistance	 Credit	 Travel
Health 	 Family micro assurance and assistance	 Home	 Income insurance
Pet 	 Pension plan	 Consortium	 Dental
Pix 			



Underwritten by our partners



Insurance **We Continue to Expand Our Offerings**



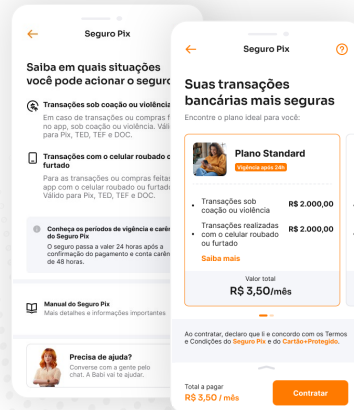
Unique execution speed
and time to market

+20 products in
just **3** years

And we continue to launch new products

PIX

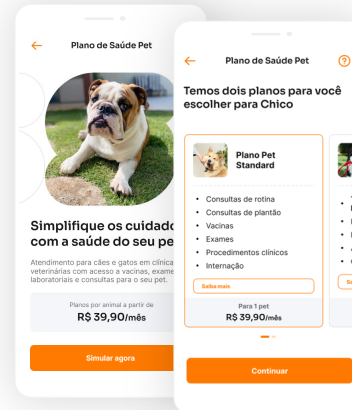
Launched in 4Q 2022



Protection against
unauthorized transfers
due to hacks, robbery or
forced coercion

Pet

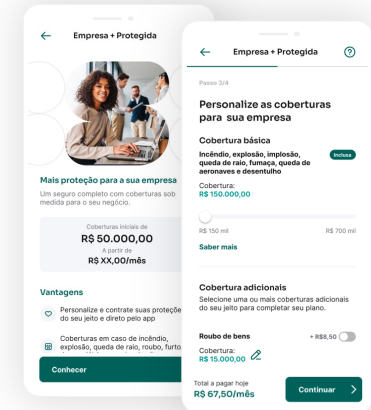
Launched in 4Q 2022



Protection for your pets,
including vaccines,
surgeries, treatments
and more

SME

Launched in 4Q 2022



General liability,
professional liability,
corporate credit card
insurance and more

Insurance **Our Differentiation**

Best-in-Class Experience

Complete spectrum of coverage for **ALL** consumer needs

100% ONLINE – the only digital player offering insurance at scale

Buy with **ONE** click

Ability to Grow Quickly

Fully **DIGITAL** streamlined operations

BROKERAGE model enables rapid expansion and new product launches

Highly **SCALABLE** infrastructure and team drives attractive margins

Leverage Data to Drive Conversion and Cross Selling

Customer **SEGMENTATION** to provide targeted policies

Leverage **BEHAVIORAL** data to preempt customer needs

CROSS-SELL insurance based on other Inter product purchased and usage

- Credit cards → ✓ Protected card
- Inter Shop → ✓ Cellphone insurance
- Inter Travel → ✓ Travel insurance
- Pix → ✓ Pix insurance
- Investment → ✓ Pension plans
- Credit → ✓ Financial protection

Insurance **Our Client Engagement & Performance**

Advantaged Monetization Across 3 Revenue Streams

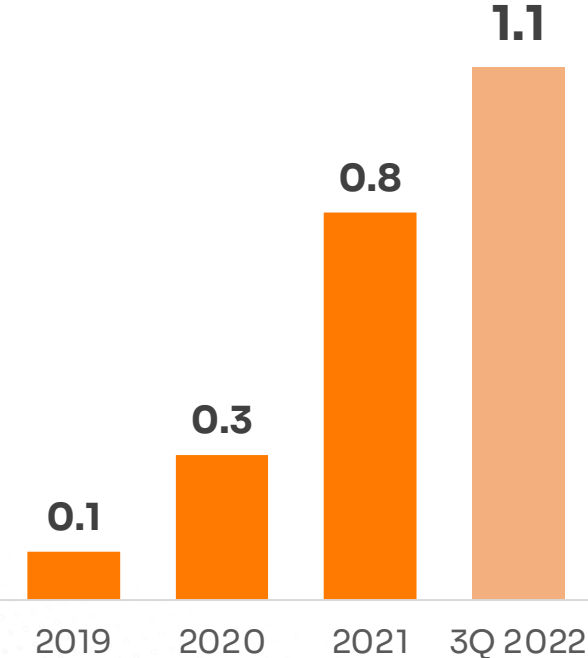
Multi-year **COMMISSIONS** earned on brokered policies

UPFRONT PAYMENTS negotiated with underwriters

PERFORMANCE fees linked to origination volume

+ 1.1 million

Active contracts¹
More than 10x in just 3 years



Diversified revenues
Recurring, Resilient and Growing

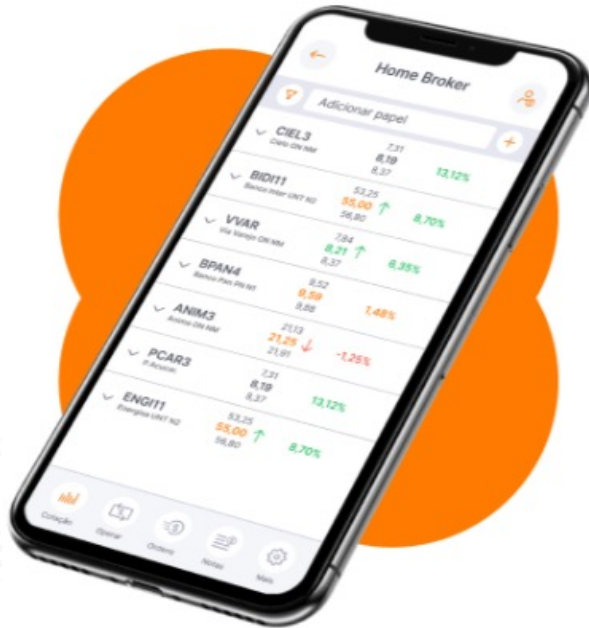
Note 1: Active insurance contracts at the end of the period.

Inter Invest



A **Leading Investment Platform** Providing

A **Digital Experience**



Focused on **Retail** and **SME Clients**

Delivered 100%
Via **B2C...**

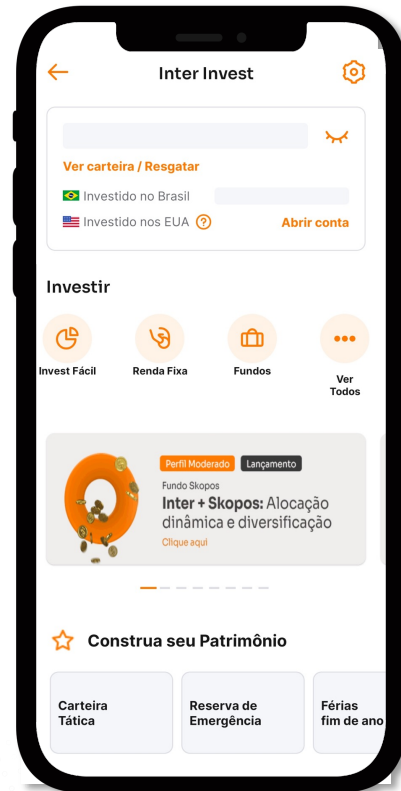
...and **Bypassing**
the FA Channel



Tailored Advisory Service Levels for Each Client Type...



...While Offering
the **Same**
Investment Products
For All Clients
Regardless of Service
Level...



Digital Brokerage

US Equities

Brazilian Equities

Inter Fixed Income

3rd Party Fixed Income

Inter Funds

3rd Party Investment Funds

Structured Products

Retirement

...and
**Unique
Content &
Tools**
for All
Investors

Beginners

**Advanced
Investors**

Education

Learn to Invest
Step-by-Step Videos,
Blog, news, etc.

Invest Teach
Paid Online Courses

Research
By Inter

Tools

Robo-Advisory
Virtual Investment
Assistant

Communities
By Inter

Invest Shop
Trading tools, tax
filing, etc.

Our Success in Brokerage has Enabled Us to Expand Our Offerings

Inter Asset Management For Retail & SME

Customized Solutions

Managed Accounts

Inter-Exclusive
Funds

Inter Funds

Across All Asset
Classes

Distributed
internally and
externally

Capital Markets Solutions For Corporates

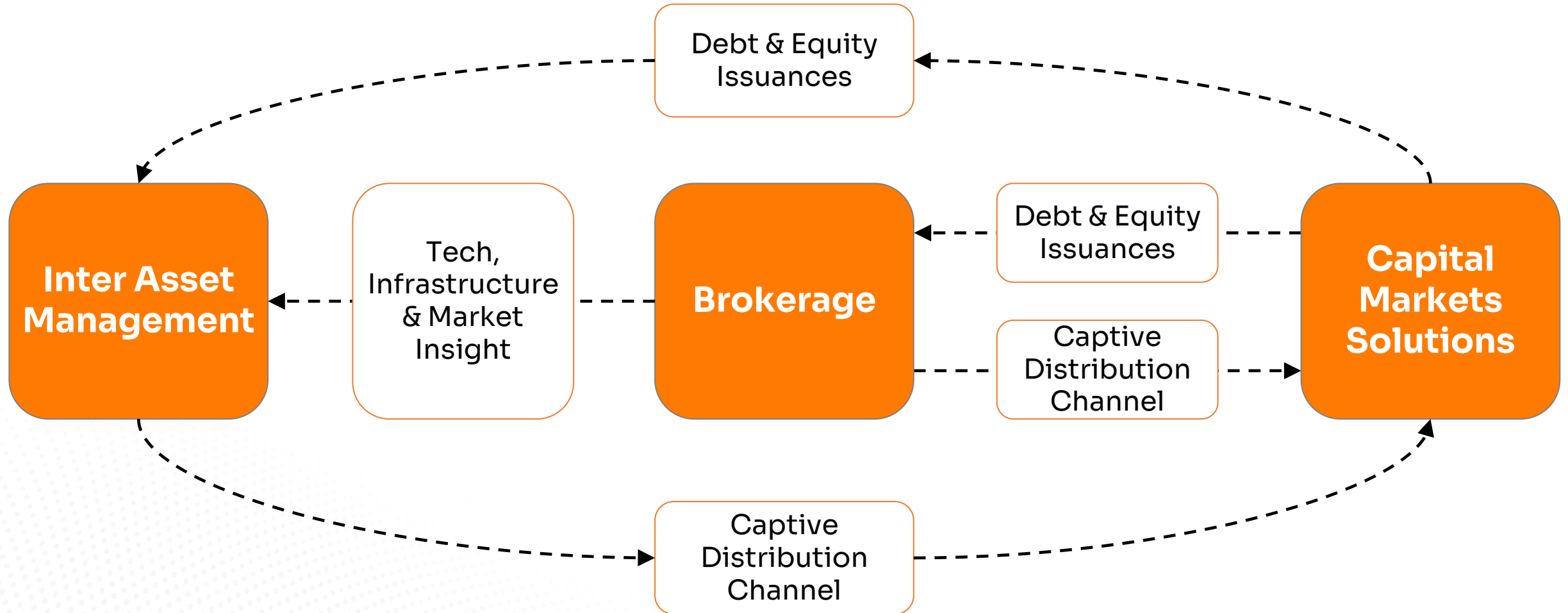
Debt Capital
Markets

Institutional
Trading desk

Equity Capital
Markets

Custody & Other
Funds Services

Creating a Unique **Self-Reinforcing Ecosystem**



All of Which Provides Us With **Competitive Differentiation**

Invest **Our Differentiation**

Attractive Pricing

Low-Cost Model

- × **No** intermediaries
- × **No** physical overhead



Savings for our Customers

- ✓ Cashback rewards
- ✓ Commission free trading, low-cost funds

Customer-Centric Model

Simple

Buy with **one** click all
in **one** app

Democratized

All products for **all**
customers

No Conflicts of Interest

As is inherent to the financial
advisor model

Product Innovation

Invest With Your Community



- ✓ Better yields & pricing
- ✓ Share best practices
- ✓ Higher engagement
- ✓ Member get Member

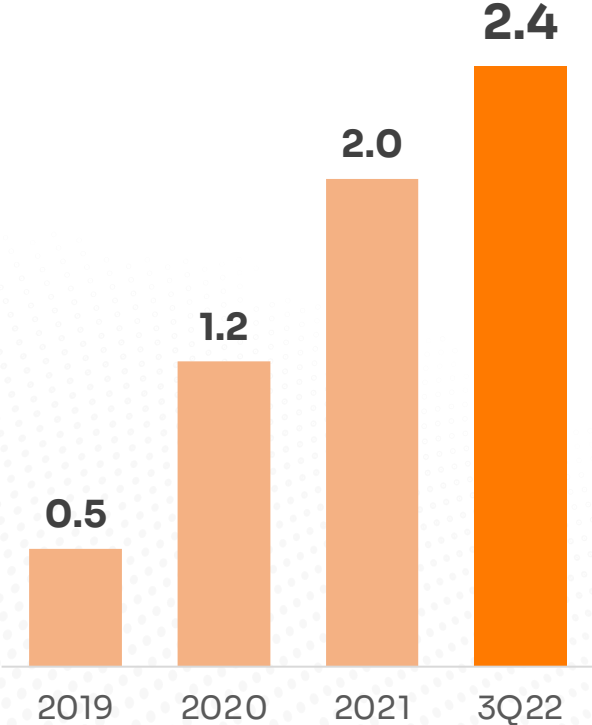
Invest Now Pay Later



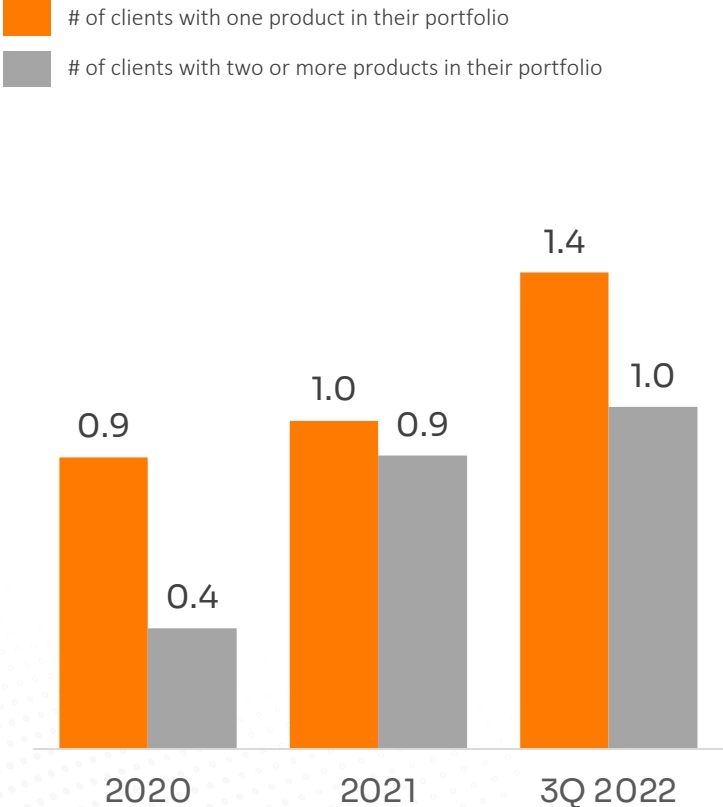
- Buy an investment today
- Pay one month later with your credit card

Invest **Our Client Engagement & Performance**

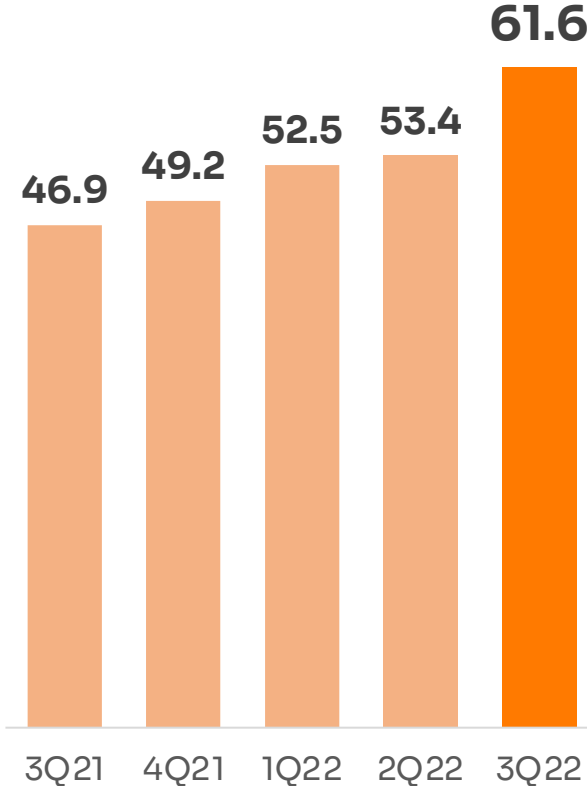
+2.4 million¹
Active clients
 +36% YoY



+1 million clients¹
With Multiple Inter Products
 +21% YoY



R\$ 61.6 billion¹
Assets under Custody
 +31% YoY



Note 1: As of September 30th, 2022.

Inter Shop



Our Most **Impactful Innovation**

1. Broad **Variety** of Retail Products
2. The Best **Cashback** Rewards
3. Unique **Discounts & Promotions**



 Amazon 7% de cashback	 Shoptime 4% de cashback	 Centouro 5.6% de cashback	 AliExpress 3.5% de cashback	 Magazine Luiza 3% de cashback	 Diesel 10% de cashback	 Beleza na Web 12% de cashback	 Sephora 3.5% de cashback	 Okulos 3.5% de cashback	 Dafiti 4.2% de cashback	 Dudalina 6.3% de cashback	 Chico rei 3% de cashback	 Petz 5% de cashback	 Telhanorte 5.95% de cashback	 World Tennis 5% de cashback
 Americanas 4% de cashback	 Submarino 4% de cashback	 Compra Certa 4.5% de cashback	 Girafa 2% de cashback	 Carrefour 2.1% de cashback	 Samsung 5% de cashback	 The Bar 6.5% de cashback	 L'Occitane Au Bresil 5.6% de cashback	 O Boticário 4.2% de cashback	 GOL 1.5% de cashback	 Avon 8% de cashback	 Le Lis Blanc 6.3% de cashback	 Natura 7% de cashback	 Vaio 3.5% de cashback	 Netshoes 3.5% de cashback
 Renner 14% de cashback	 Fastshop 1.4% de cashback	 Casas Bahia 2.1% de cashback	 KaBum 1% de cashback	 iPlace 0.7% de cashback	 FotoRegistro 5.6% de cashback	 Lenovo 4.5% de cashback	 Belong Be 5.5% de cashback	 Zattini 3.5% de cashback	 HP 2.8% de cashback	 Eudora 11.2% de cashback	 L'Occitane en prove... 5.6% de cashback	 Rosa Chá 6.3% de cashback	 Estoque 6.3% de cashback	 Bo.Bô 6.3% de cashback

We Partner with the Best Brands and Retailers in Brazil and Across the World...

 Nike 7% de cashback	 Drogaria Pacheco 5% de cashback	 Droga Raia 5% de cashback	 Shopee 7% de cashback	 Oceane 8.4% de cashback	 Gocase 2.8% de cashback	 Pandora 3.92% de cashback	 Café Pilão 3.5% de cashback	 Evino 12% de cashback	 Fila 10% de cashback	 Clinique 4.9% de cashback	 NARS Cosmetics 7% de cashback	 Pura Vida 4.1% de cashback	 Eleve Life 7% de cashback	 Cobasi 6% de cashback
 Ponto 2.1% de cashback	 Drogaria São Paulo 5% de cashback	 Extra 2% de cashback	 Adidas 3% de cashback	 Época Cosméticos 3.99% de cashback	 Kanui 4.2% de cashback	 OQVestir 6.3% de cashback	 MAC Cosmetics 5.6% de cashback	 Amaro 4.55% de cashback	 Café L'OR 3.5% de cashback	 C&A 12% de cashback	 Forever Liss 1.7% de cashback	 Udemy 5.3% de cashback	 Booking 5% de cashback	 Lightinthebox 3.9% de cashback
 The Body Shop 4.2% de cashback	 Studio Z 12% de cashback	 Shop2gether 6.5% de cashback	 Vivara 1.7% de cashback	 Hering 8% de cashback	 Beautybox 10% de cashback	 Positivo 6% de cashback	 Decathlon 2.8% de cashback	 Iguatemi 365 4.9% de cashback	 Drogasil 5% de cashback	 Alibaba 2.9% de cashback	 Banggood 3.9% de cashback	 DolceGusto 3.85% de cashback	 ZZ Mall 7% de cashback	 Electrolux 1% de cashback

Inter Shop **Our Differentiation**

...to Provide Our Customers with a Highly Differentiated Product Experience

Broad Product Suite

~1 million SKUs¹

Across >900
merchants¹

Superior Personalization

Customized offers & promotions

Time-saving automation at
checkout

Safe & Reliable Experience

Transact online safely

100% payment approval

Attractive Incentives

We provide the
highest cashback in
the market

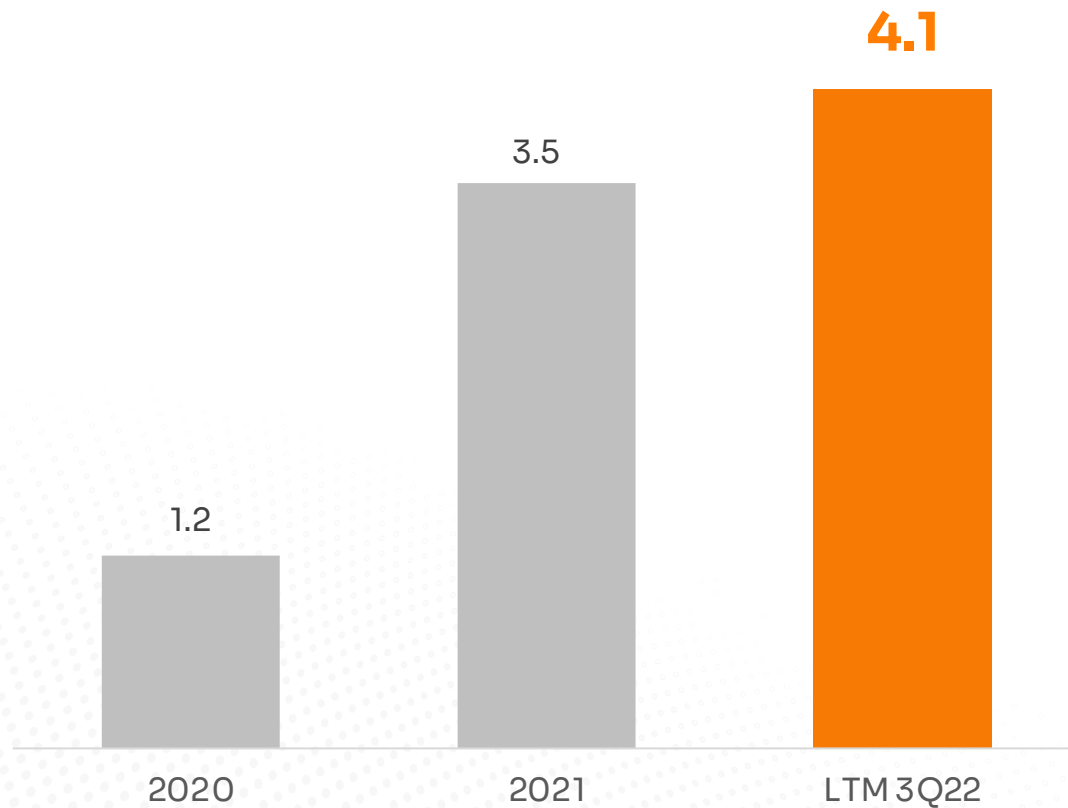
Innovative SuperLimit

Additional credit capacity to finance
transactions on the platform

Accelerate your credit building

Inter Shop **Our Client Engagement & Performance**

Gross merchandise volume¹
(R\$ Billion)



Take-Rate Evolution¹
(%)

10.9%
Take-rate
+4.5 p.p. YoY

5.5%
Net Take-rate
+5. p.p. YoY

Inter Commerce Plus



Inter Commerce Plus **Strategy**

What Do We Do?

We help customers manage all their **spending activity**

From the most quotidian **day-to-day transactions** – like ordering food or paying electric bills...

...to the most **important pursuits** – such as caring for your health...

Inter will help you achieve it

Why Do We Do It?

To drive **engagement** with our SuperApp

Which fosters **loyalty** to the Inter Brand

And creates “**stickier**” customers

Who will **adopt more products** within our ecosystem

Which **feeds our data engine** and enables us to

Better serve the consumer

Inter Commerce Plus **Overview of Solutions**

Dr. **Inter**



TeleHealth platform:
Scheduling and online consultations

Inter **Cel**



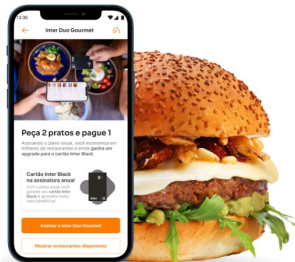
Mobile Virtual Network
Operator for Vivo

Travel



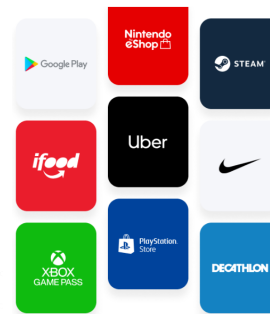
Book flights and hotels
conveniently in-app

Duo **Gourmet**



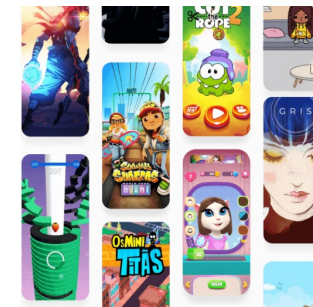
Subscription service for restaurant
discounts and promotions

Gift Card



Easy to use, save and gift
+ cashback rewards

Inter **Arcade**



Gaming subscription
program with >1,000 games

Inter Commerce Plus **Dr. Inter** – A Unique TeleHealth Platform



Convenient

- Schedule appointments in one click
- Virtual consultations from home

Fast & Simple

- Intuitive user interface
- ~7 minute average wait times

Complete

- General practitioners and specialists
- Pscycologists, nutritionists, and more



Monthly membership plans

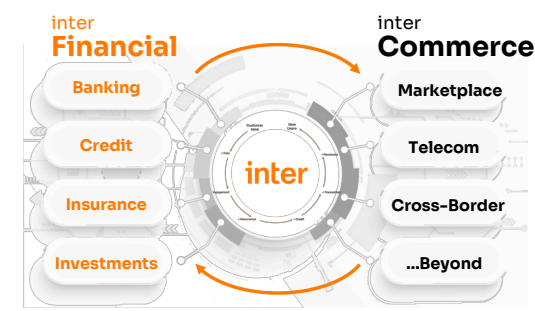


Tiered pricing based on consultation needs

Inter Global



We're Taking Our SuperApp **Global**



For **Brazilians**

Global Account

U.S. Issued Card

Global Investing

U.S. Investments

“FX as a Service”

Including Mass Payouts

For **US Residents**

Local Banking

Day-to-Day Banking

Local Investing

Via Partnerships

Global Remittances

Sending Money Abroad

Gift Cards

For Online Spending

Inter **Global**

Our Differentiation

For Brazilians

Inter **Financial**

Global Account

U.S. Issued Card

Global Investing

U.S. Investments

inter **Commerce**

“FX as a Service”

Including Mass Payouts



- ✓ **Simple**
Swipe from Brazilian account to the Global Account with one click
- ✓ **Cost Savings**
Save on taxes and expensive FX conversion fees when traveling or
- ✓ **Democratized Access**
Enabling Brazilians to have a U.S. local account and receive payments
- ✓ **Diversify Portfolios**
Provide access to securities listed on U.S. exchanges

Inter **Global**

Our Differentiation

For US Residents

Inter **Financial**

Local Banking

Day-to-Day Banking

Local Investing

Via Partnerships

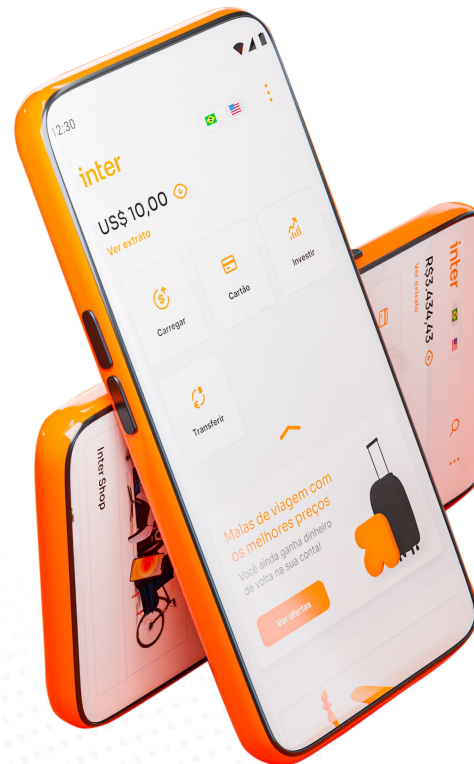
inter **Commerce**

Global Remittances

Sending Money Abroad

Gift Cards

For Online Spending



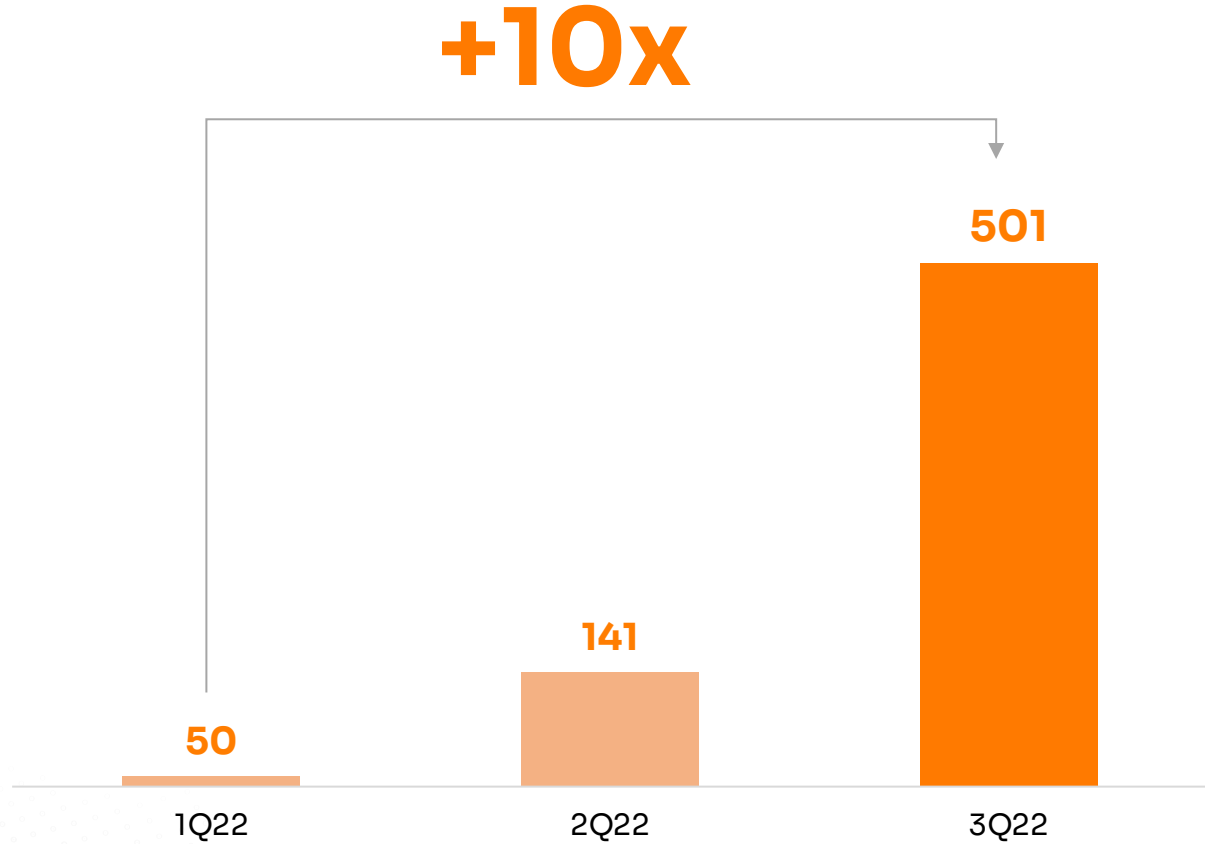
- ✓ **Expertise**
In the Brazilian diaspora
- ✓ **Experienced**
+16 years in the U.S. market via our acquisition of USEND
- ✓ **Local Team**
Operating from LA, Miami, and other US cities
- ✓ **Fully Licensed**
To provide financial services in 40 U.S. states

Global Account **Our Client Engagement & Performance**

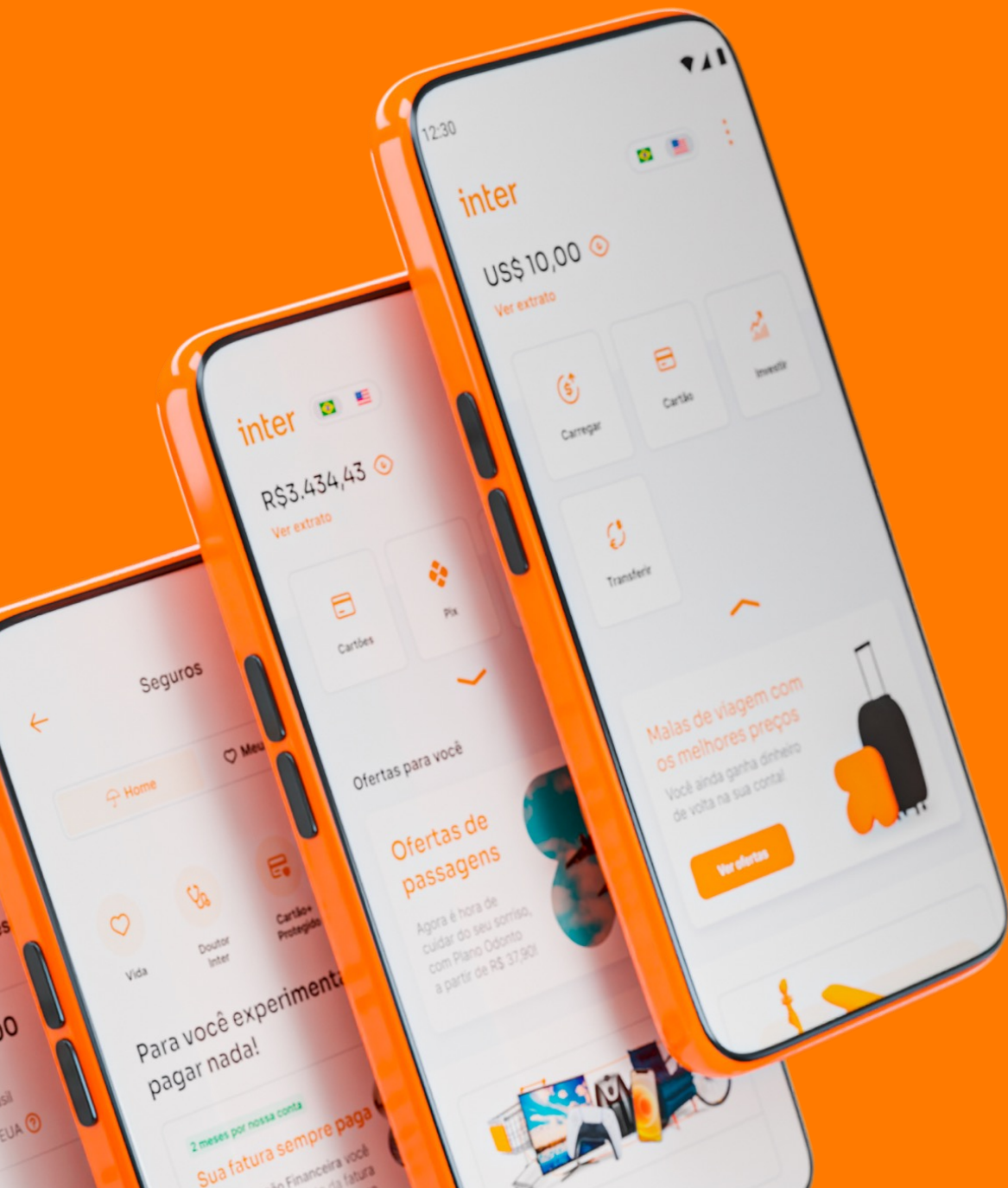
+500k
Global accounts¹

+5,500
New Global Accounts
Opened per Business Day²

Global Accounts
In Thousands



Note 1: As of September 30th, 2022.
Note 2: During the 3Q22.

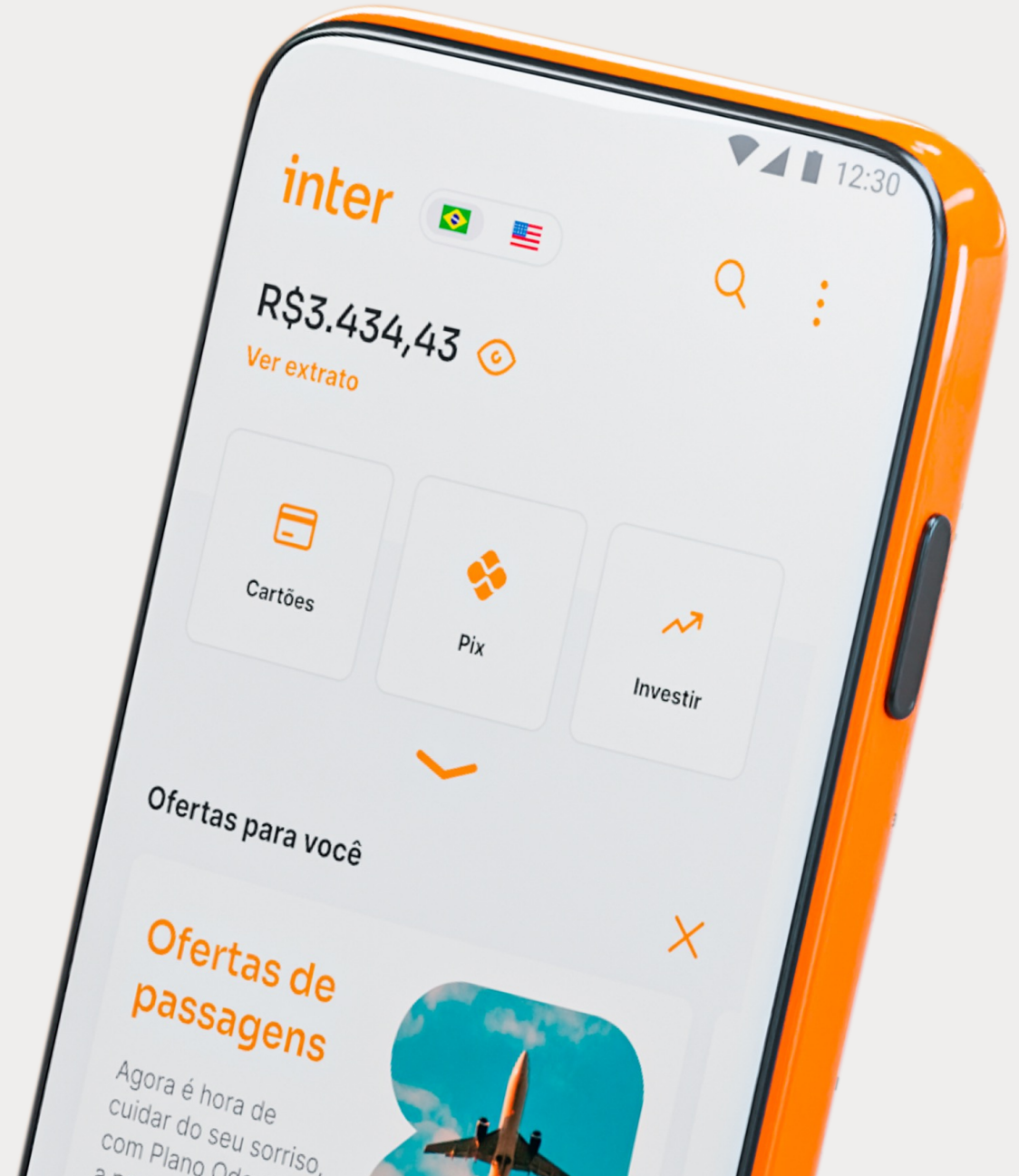


inter

Our Marketing & Distribution

Responsible for leading
the **bank revolution in
Brazil,** we now deliver the most
disruptive solution to enhance
our customers' **lives.**

- Launched Brazil's first digital account
- The first bank to offer a complete marketplace
- Launched first super app.





Solve your **banking** life?

Shopping for your home?

Book the next family
vacation?

Purchase **insurance** to
protect your family?

Order food **delivery?**

And **invest** for the future?

Whatever our consumers desire,
we deliver.

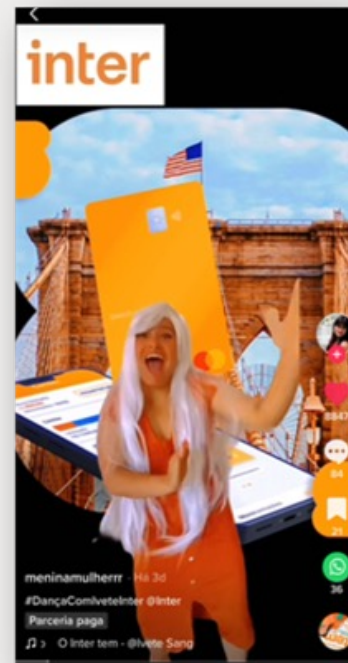
THE RESULT?

So many customers
passionate about **inter.**

Negato  **@fbgoms**

Por quê eu amo o Banco Inter? 
 Resolvo tudo pelo app, e se eu precisar de algo mais específico ligo e sou atendido em 1min.
 As atendentes são super legais, educadas e simpáticas, e te fazem, por incrível que pareça, ter um ótima experiência no SAC.
 Tudo muito humano e natural.

5:29 PM · 24 de out de 2022 · Twitter for Android



Wendy  **@Wendy**

Faço tanto do Inter que a surpresa de aniversário no trabalho (Progepe-Univasf) foi com tema @Bancointer 

Gratidão!

#interlove

Leandro Guedes  **@leandrastico**

Cara acho que atualmente o APP do @Bancointer é o mais completo e ao mesmo tempo o mais fácil de usar. 

8:43 PM · 17 de set de 2022 · Twitter for Android

Marcos Mendes  **@MendisMarcos**

Prontinho pra acompanhar o @Bancointer na Nasdaq com meu cobertor laranja 

(Faltou só o meu @interpig pra combinar. Agiliza aí pra nós  )



9:32 AM · 22 de jun de 2022 · Twitter for iPhone



Ge.  **@Alohage**

Eu tenho conta em 9 bancos e dos 9 o banco Inter consegue ganhar meu coração e ser meu xodózin, como podes ser tão perfeito? @Bancointer

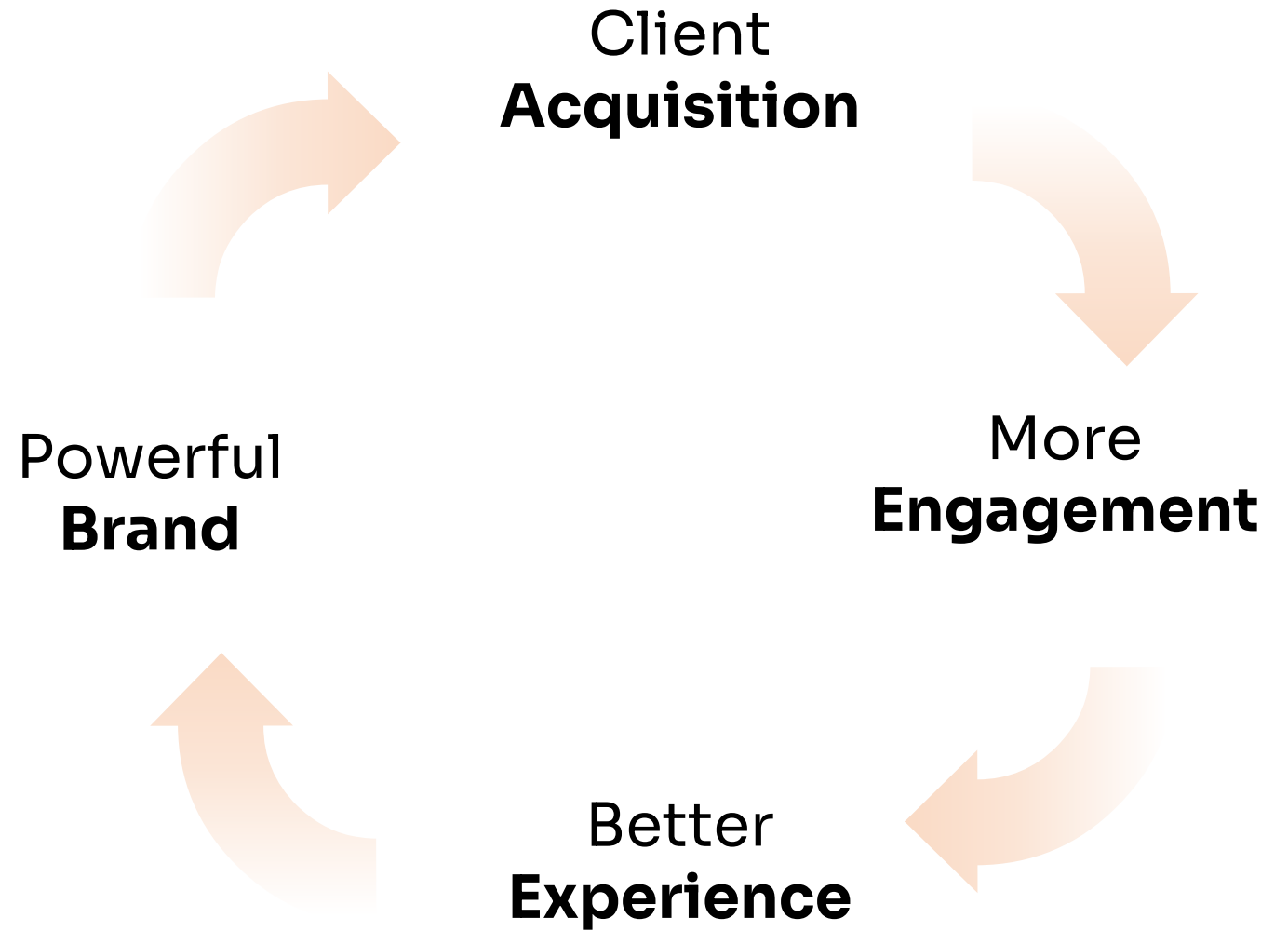
7:15 AM · 16 de set de 2022 · Twitter for iPhone

60 Curtidas



Love for **Inter** Knows No Bounds

The Self-Fulfilling
inter&CO **Flywheel**



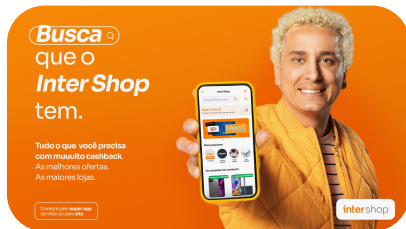
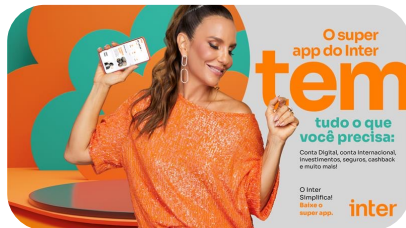
1. Brand Power

Brand Strategy Driven Through High Impact & Consistent communication

332MM

views on our last awareness campaigns

Voice to the brand



36MM

searches on Google for Inter¹

+80%

more engagement of our audience vs LY in Social Media

InterLovers on our Social channels



+R\$ 1.3 Billions

Advertising Value Equivalency* w/ 70% positive mentions

* The value to quantify the success of PR efforts as a monetary value

Press interest across Brazil

Inter & Co. CEO: Staying Outside the 'Comfort Zone' Key to Super App's Success



Como o Inter pretende crescer de forma sustentável após resultado positivo no 2º tri



Expansão Estratégia global

Inter quer ser o 'banco dos imigrantes' nos EUA

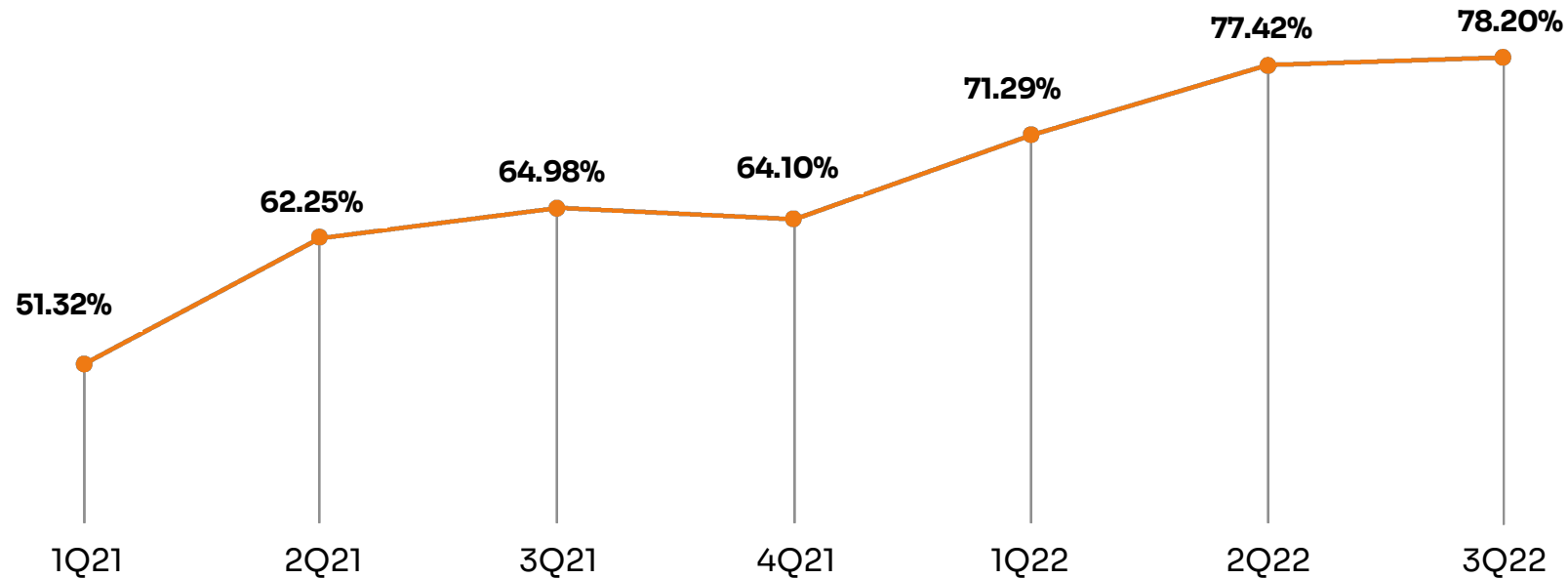


Após comprar fintech e garantir 200 mil clientes, banco quer chegar a 1 milhão ainda em 2022, com foco em público que costuma pagar taxas mais altas no país

Novo relatório com desempenho do 1º trimestre: Julia Vitor 'traz resultados 'muito bons'

2. Organic Client Acquisition

Rapidly Increasing Organic Acquisition Organic App Installs as % of all installs¹



+3/4

of total installs happen
Organically¹

6%

reduction of our client
acquisition cost YoY²

+7%

increase of account
requests YoY²

3. Client Engagement

Social Media Engagement

10+MM
followers¹



+83%

positive comments of our audience vs LY in Social Media

+80%

more engagement of our audience vs LY in Social Media

Content Leadership

Keep clients informed to **more effectively** manage investments

 Inter Research

Economic strategy and research reports

 Spotify

Weekly podcast about financial markets

 twitter

Daily investment publications

Helping entrepreneurs grow business at “entrepreneur week”



CRM Segment Targeting

+600bps

on Inter's average engagement

+39x

Conversion²

+23x

Return on Investment²

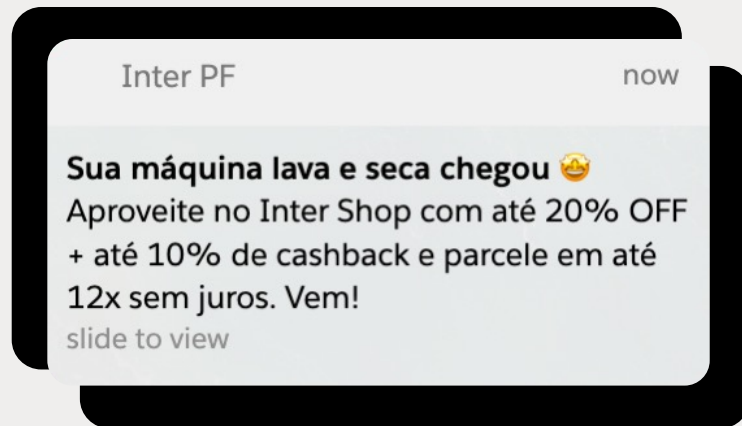
Email tests run for our Investment business unit (treasure engagement campaigns) enabled us to reach such amazing marks:

Note 1: As of September 30th, 2022.

Note 2: Comparison made between two different segmentation approaches, one more manual and the other based on machine learning algorithms.

Case Study

InterShop Campaign: Washing Machine Promotion



Shift from Manual to Algorithm
driven recommendations

Massive Impact on ROI¹

+15x

Increase in
conversion

35%

Greater GMV

1/10

Submissions

Case Study

Investment Campaign: Brazilian Treasury Bonds

- Promote Brazilian Treasury Bonds through Automated recommendation engine
- Same number of submissions across the promotion.

**Massive Impact
on ROI¹**

+39x

Increase in
conversion

+23x

Asset allocation

Case Study

Credit Campaign: Paycheck Loans

Result from shift in Paycheck Loan Strategy¹

+8x

Increase in lead
generation

+7x

Loan origination

4. Better Experience

App Store

4.8 ★

Nº 4 em Finanças

★★★★★ 4,8 • 395,9 mil avaliações

Google Play

4.7 ★

#3 top free finance

Prêmio iBest

- > Best Super App
- > Best Digital Bank
- > Best Digital Broker (Investments)



NPS¹

84

Proven Track Record of Success

+24.7MM
clients²

Powerful
Brand

~80%
organic
installs¹

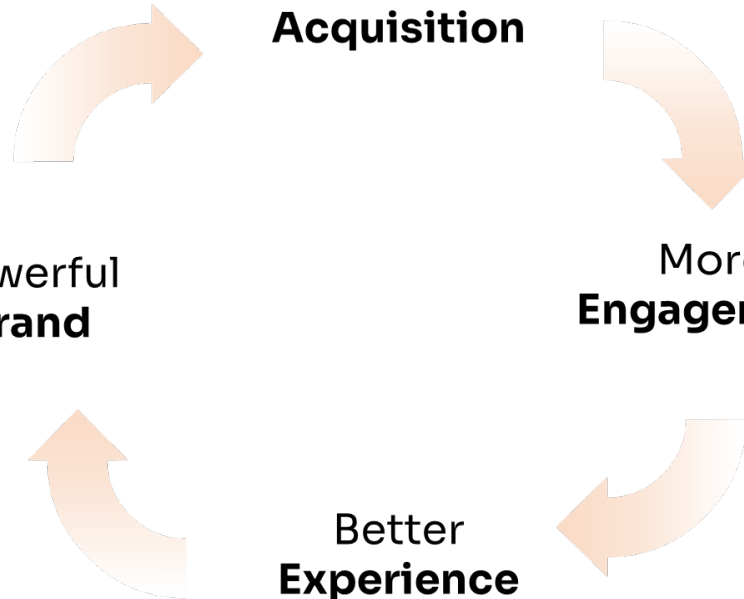
Client
Acquisition

More
Engagement

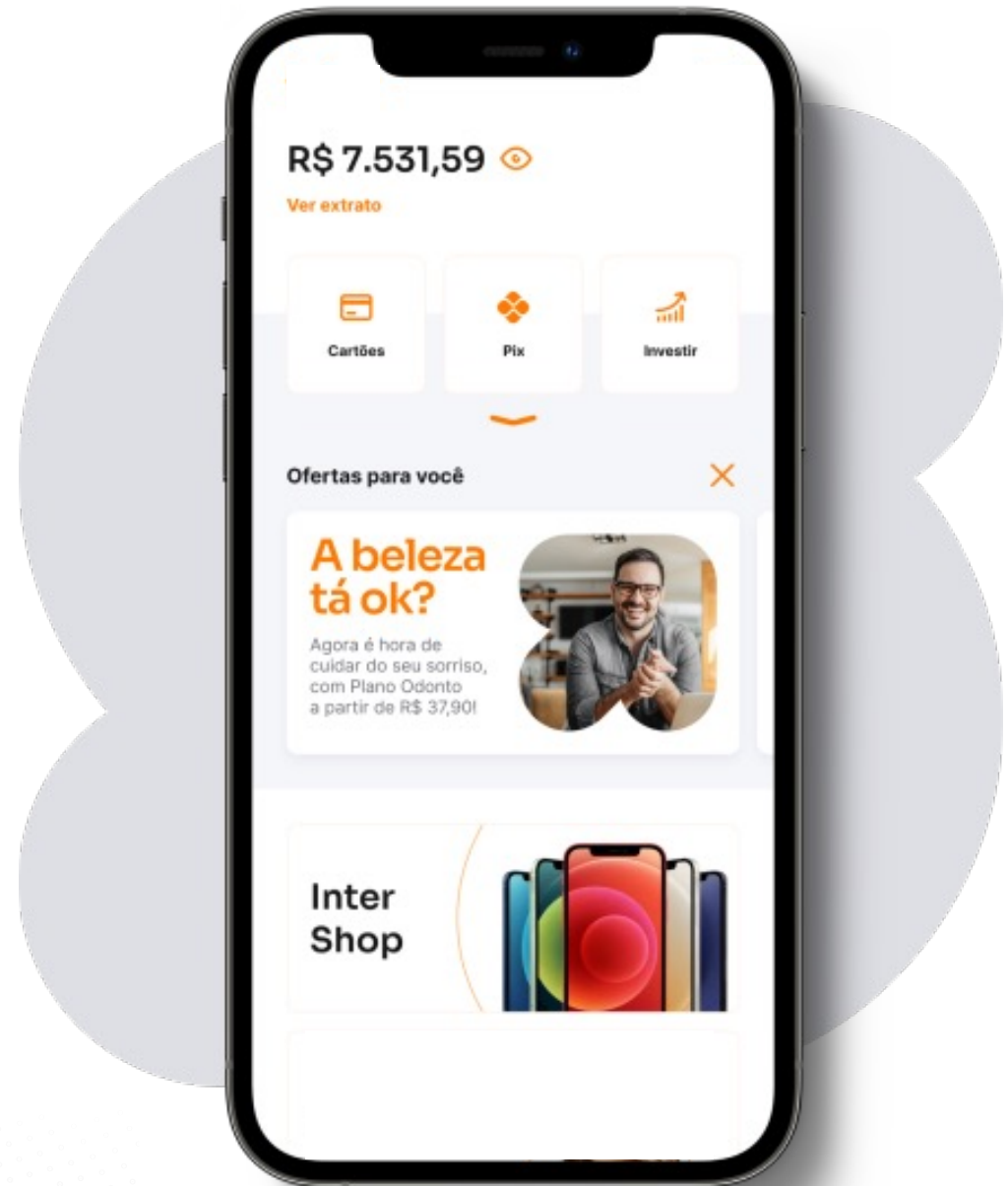
+66%
active clients
have 3 or more
products¹

Better
Experience

84
NPS¹



Our Credit Underwriting



We've **Enhanced** Our Credit Underwriting Engine

Smarter
Credit Decisioning

More Resilient
Loan Portfolio

Positive
Financial Results

By Taking an **Improved Approach**

- ✓ Strengthened underwriting and credit team
- ✓ More sophisticated strategies leveraging cloud-based tools
- ✓ Data-driven decision-making
- ✓ Constantly improving processes

Resulting in **Better Credit Performance**

- ✓ Lower first payment default (FPD) and better NPL performance
- ✓ Better NCO performance
- ✓ More accurate ECL estimates
- ✓ Higher profits

4 Steps to
Enhance
Our Credit
Approach

- 1 Strengthened Our Credit Team**
- 2 Added Sophisticated Tools & Strategies**
- 3 Increased Our Data-Driven Decision Making**
- 4 Constantly Improving Our Processes**

4 Steps to
Enhance
Our Credit
Approach

1 Strengthened Our Credit Team

- We expanded credit & underwriting teams
- We added experienced execs & data scientists to improve our credit processes

4 Steps to
Enhance
Our Credit
Approach

2 Added Sophisticated Tools & Strategies

- We increased the use of data & cloud-based tools and technology to drive accuracy & responsiveness
- We are constantly adding data and evolving models & algorithms to add prediction precision
- We strengthened our dynamic approach to refining models and policies with new data and insights

4 Steps to Enhance Our Credit Approach

3 Increased Our Data-Driven Decision Making

- We leverage our proprietary InterLake data repository, a key competitive advantage to feed our machine learning models
- Our multiproduct customer relationships provide greater insight & improve credit outcomes

4 Steps to Enhance Our Credit Approach

4 Constantly Improving Our Processes

- We will continue to add critical expertise to our team
- We will continue to build even better tools – data, models, algorithms, and digital solutions
- We will continually improve our strategies for underwriting, approval, and recovery

Producing
**Superior
Credit
Performance**

- 1 High Credit Approval Rates**
- 2 Lower FPD & NPL Experience**
- 3 Superior NCO Results**
- 4 Enhanced Profitability and Capital Preservation**

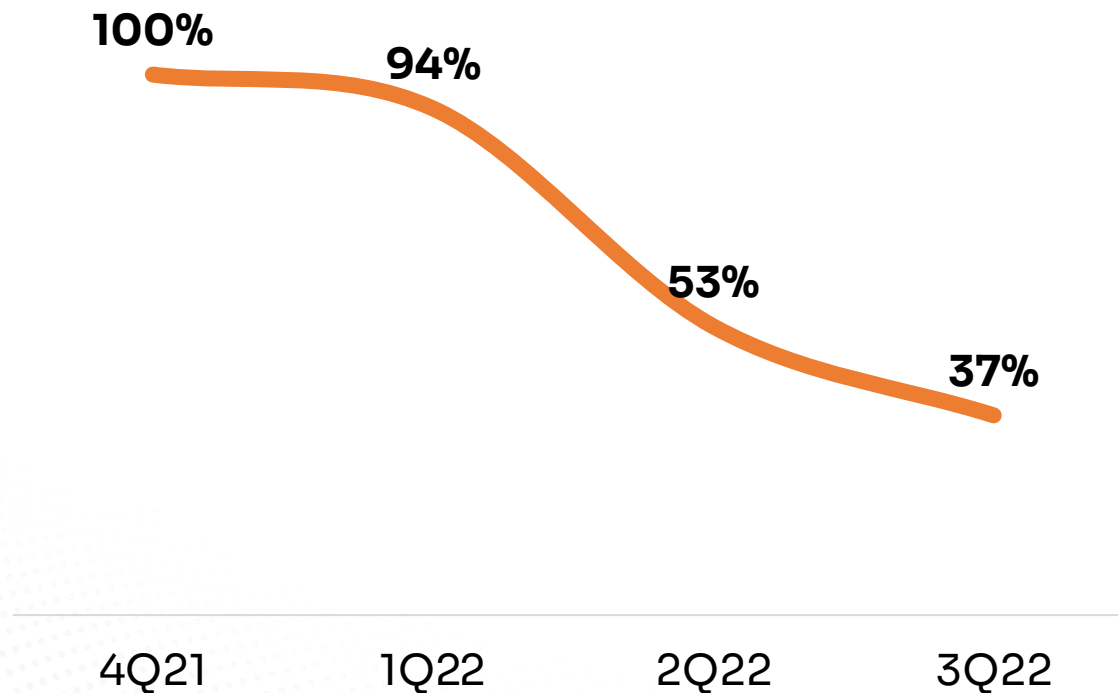
Our Credit
Engine
Allows Us to
Maintain
**High Credit
Approval
Rates**

Our Approach

- We leverage our sophisticated underwriting engine to...
- Identify more attractive, creditworthy customers while...
- Minimizing risk and delinquencies – first payment defaults, past due accounts, and charge-offs

Deeper
Customer
Insights
Driving
**Lower First
Payment
Defaults**

Credit Card First Payment Default Experience – 100 Basis



Key Drivers

- Improved customer insights from data and broader customer relationships
- More accurate models, algorithms and strategies
- More effective customer targeting

Increased Customer Engagement Produces **Superior Credit Outcomes**

# Products	Products	% of Clients with Credit Card	Avg. Card Limit	Past Due (15 – 90 Days)
1	D2D Banking	13%	3,010	5.7%
2	D2D Banking, Inter Invest	30%	3,914	2.2%
3	D2D Banking, Inter Invest, Cellular Top-Up	42%	4,657	1.4%
4-5	D2D Banking, Inter Invest, Cellular Top-Up, Shopping, Inter Seguros	6,517	603	0.9%
6-7	D2D Banking, Inter Invest, Cellular Top-Up, Shopping, Inter Seguros, Interpass, Intercel	82%	10,603	0.6%
8+	D2D Banking, Inter Invest, Cellular Top-Up, Shopping, Inter Seguros, Interpass, Intercel, Travel, Cross Border Services	90%	18,706	0.2%

Benefits:

- Broader customer relationships produce better credit outcomes
- As product uptake increases, default rates and credit experiences improve
 - More new credit-related accounts & extensions of credit
 - Higher credit limits & loan amounts
 - Lower delinquency and NCO rates

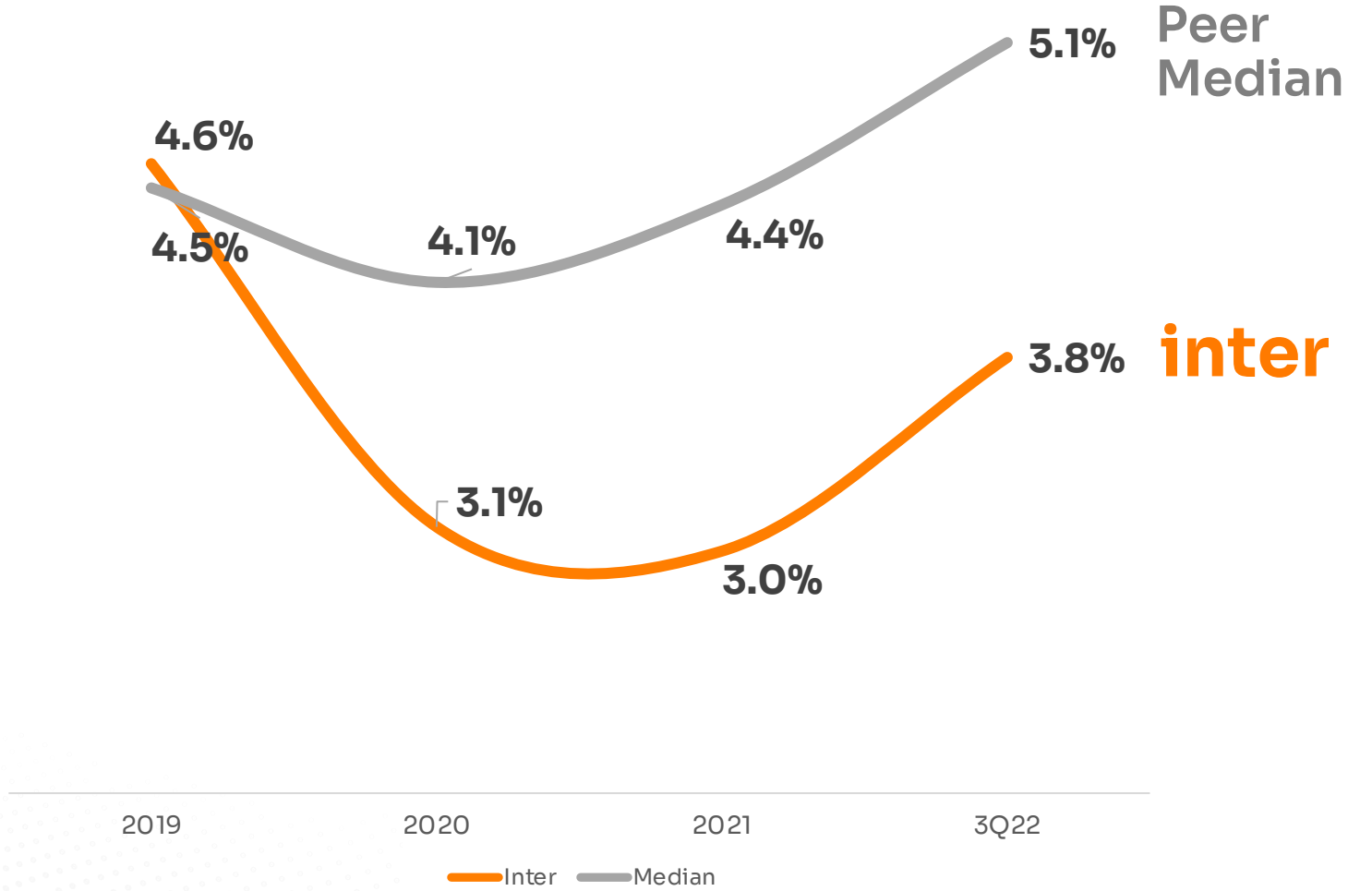
As of October 2022

Superior NPL Experience vs. Our Peers

Supported by our sophisticated, data-driven approach to:

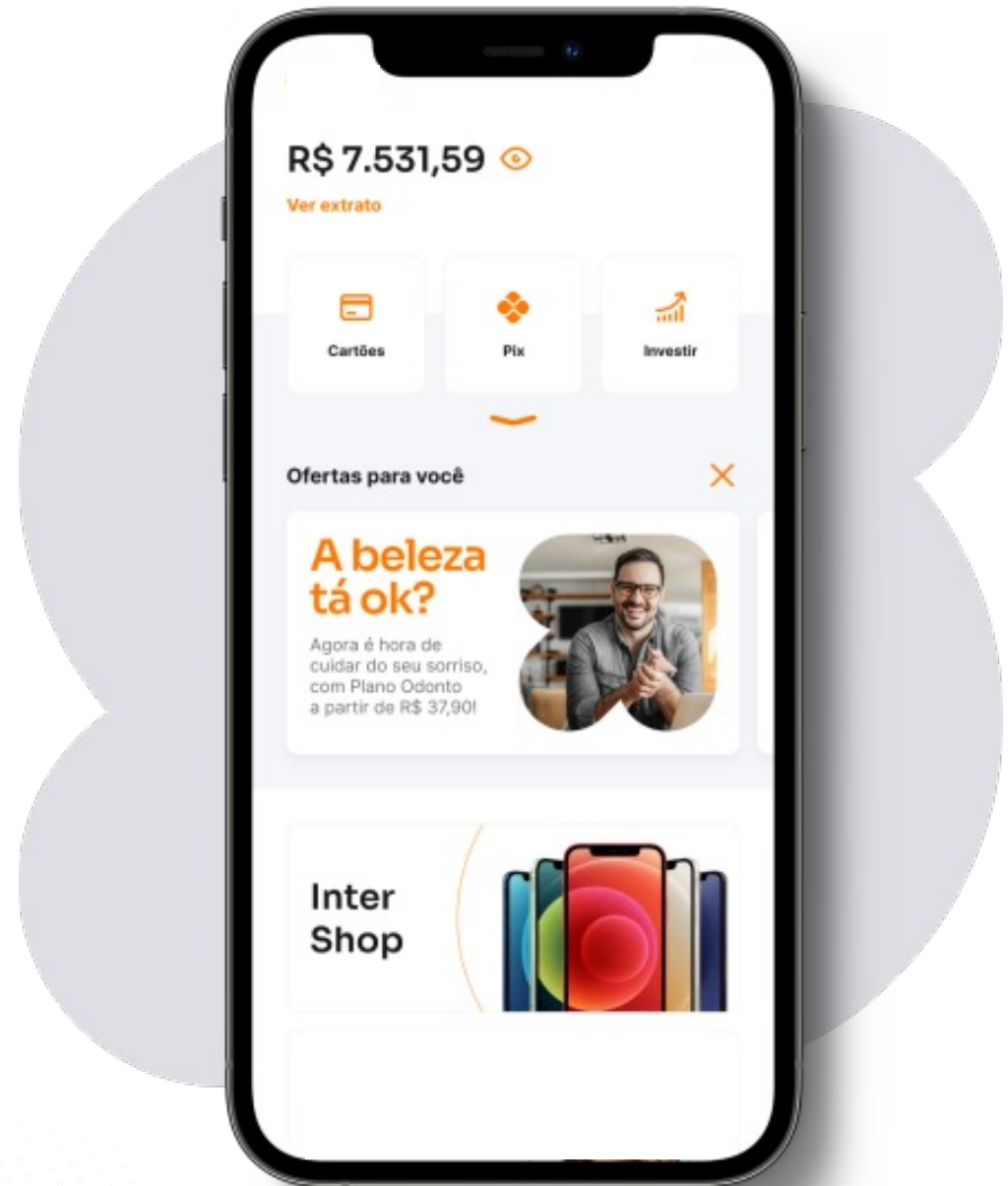
- Customer targeting
- Underwriting
- Loan management

Inter NPL vs Peers

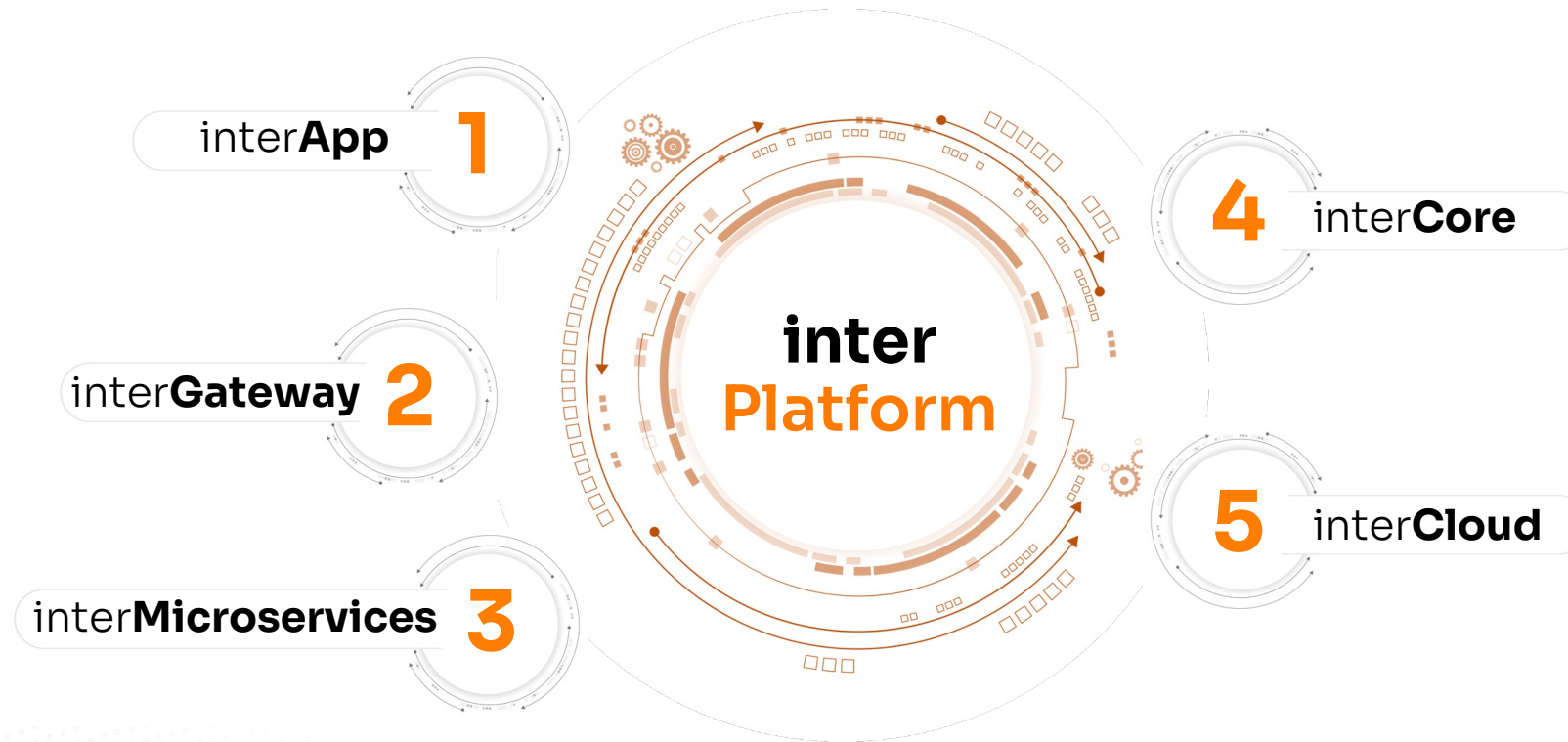


Note 1: NPL over Loans and advances to customers (Over 90 days past due) according to competitor's financial statements for 2nd and 3rd quarter of 2022.
Note 2: Legacy Bank 2 and Legacy Bank 3 do not disclose NPL numbers on IFRS Standards.
Note 3: Gross Loan Portfolio including the Anticipation of Credit Card Receivables, disclosed in note 9.a of September 30, 2022, Financial Statements, line "Loans to financial institutions".

Our Technology



The Powerful **interPlatform** Powers Our Entire Organization...



...Making Our Operations

Efficient

Scalable

Secure

1 The Inter Super App 1.0

...with
Powerful
Attributes &
Advantages

Single
Application

Modern
Architecture

Native
Mobile Development

Strong
Security



Integrated
Experience

Easier to
Test & Deploy

Fluid & Fast
Application

Active
Fraud Detection

The First Smart **SuperApp**

1 The Inter **Super App** 2.0

Banners present
personalized
offers...

...attracting
more
engagement &
spending across
our ecosystem



Homepage
adjusts based
on context...

...taking into
account client
preferences,
behavior &
location

Our **Execution Plan** to Launch

1

The Inter
Super App
2.0

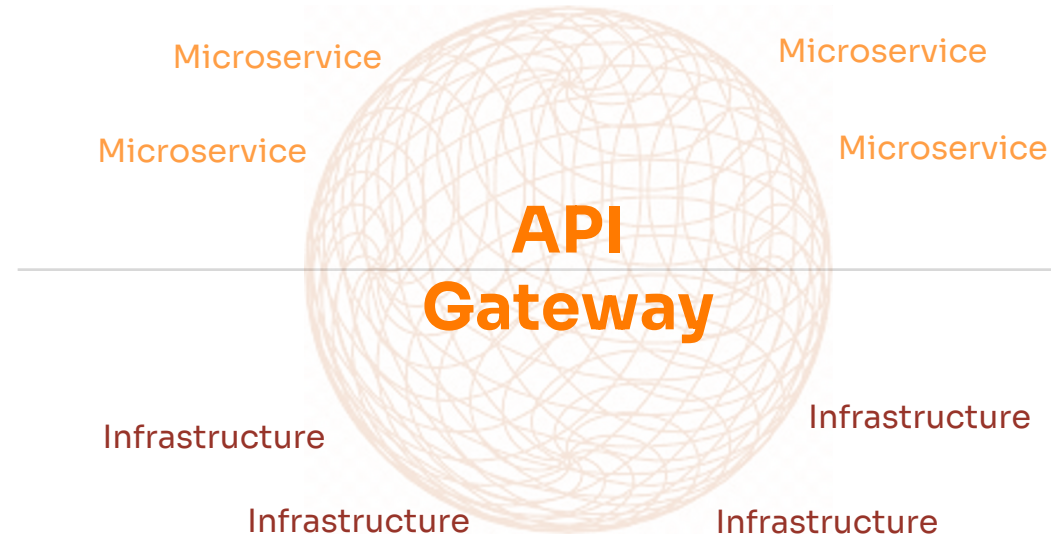
Phased Launch
Throughout 2023

Status	Initiative
✓	Integrated Data Lake
✓	Customized Offers via Banners
⦿	Personas & Recommendation Engine
⦿	Contextualized Experiences
⦿	Hyper-Personalization 2.0

Efficiently Connecting All Microservices & Infrastructure

2 Inter API Gateway

“Super Powers”
for our
Developers



Enabling Product **Developers** to Focus on Building Business Applications

...and **Engineers** to focus on Managing & Enhancing Our Infrastructure

Inspire
More
Creativity

Improve
Developer
Productivity

Reduce
Costs
to Serve

3

Modular **Microservices** Approach

2,500 **Microservices** for
All Business Applications



All coded in the
most popular
programming
languages

Autonomy
for our
Developers

Agility
in Reacting to
Market Changes

Governance
Robust & Protects
Autonomy & Agility

Next-Gen Proprietary Core Banking System

4

Powerful
Core Banking
System



Automate
More Banking
Processes

Integrity
More Traceable
Transactional Data

Speed
Faster Processing
Capabilities

Portability
Integrate New
Countries Faster

1st Latin American Bank with ALL Systems in the Cloud

5

Scalable
Cloud-Based
Architecture

interCloud

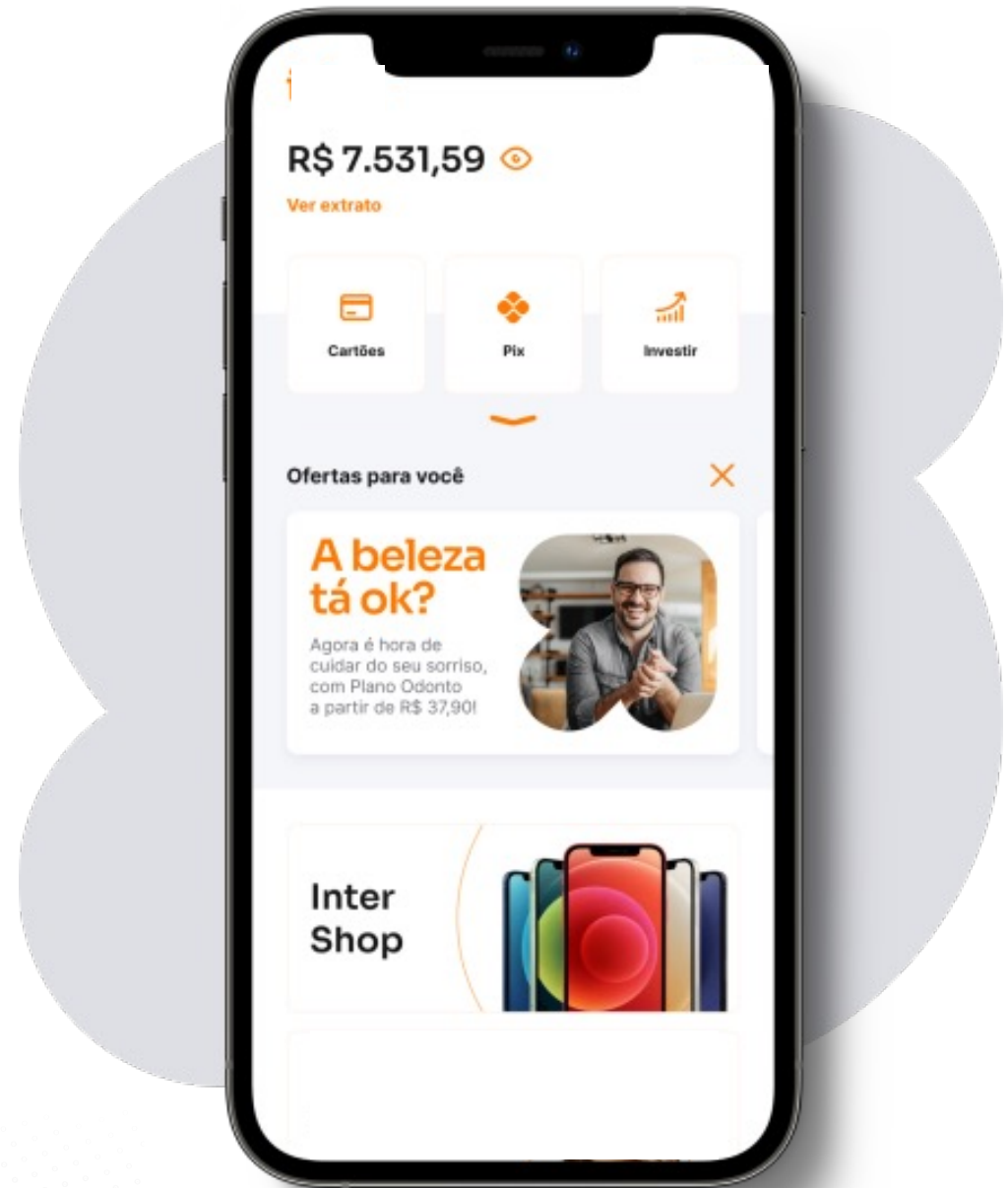
100% Cloud-Based
Infrastructure as Code
Big Data Lake

Scalable
with Easy Access
to Capacity

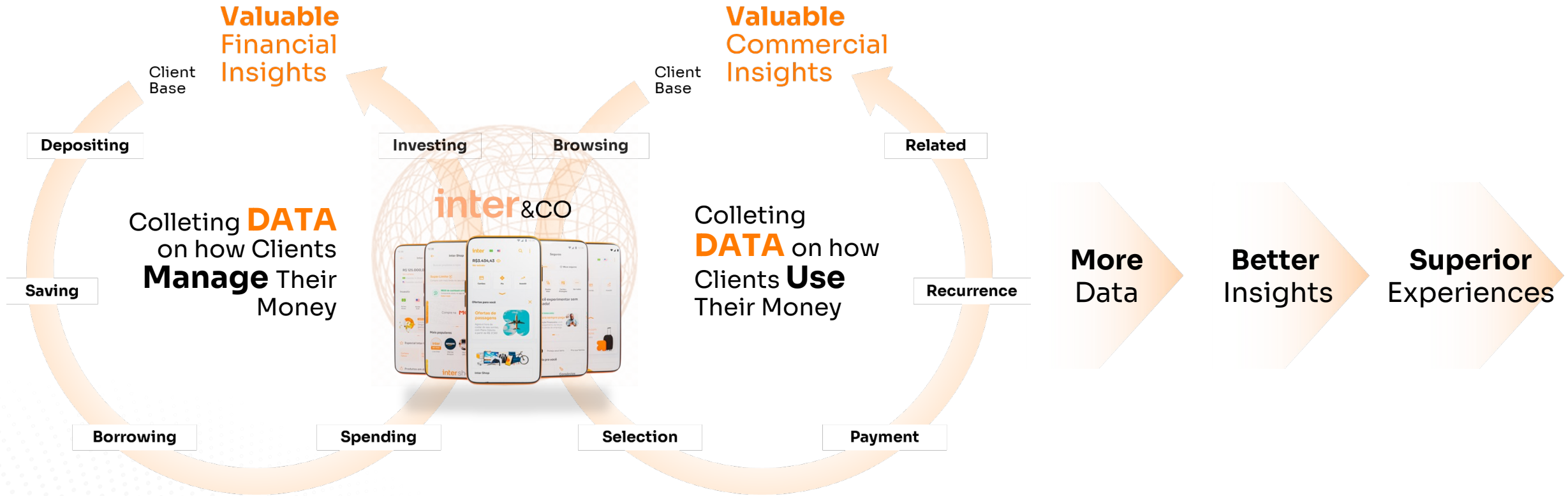
Reliable
with Built in
Redundancies

Best-in-Class
99,999
Uptime

Our Data & Analytics



DATA is core to **EVERYTHING** we do at **Inter**



We Have Amassed **+7 Petabytes** of Structured, Diversified Data...

...Organized So It's Just **1 Click** Away



InterMind

Insights 360° A.I.

The Power of Data Is Only
as Good As Your Ability to
Extract Value

Our **Data**
Strategy

Accuracy

Our Single Source of Truth: **Interlake**

Speed

Accelerated Time-to-Insights by **3x**

Usability

+7k BI dashboards | **+1.5k** Users | Center of **Excellence**

Privacy

For **EVERY. SINGLE. CLIENT.**



interMind

InterMind

Our Powerful Intelligence and Analytics Engine

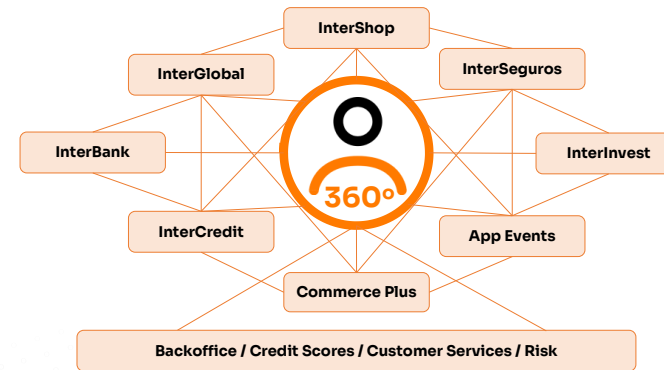
+200
Data Analytics
Professionals

+50
Data
Models

Insights Machine

360 Vision

A.I. R&D



DELATOR: Money Laundering Detection via Multi-Task Learning on Large Transaction Graphs

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Woracore Analytics Institute
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Abstract—Money laundering has become one of the most relevant criminal activities in modern societies, as it causes massive financial losses for governments, banks and other institutions. Detecting such activities is among the priorities, with a focus on financial analysis, but modern approaches are often overly complex, require heavy data, and are a prohibitive cost for automated systems for detecting money laundering activities. In this work, we propose DELATOR, a novel framework for detecting money laundering activities based on graph neural networks. We learn from large-scale temporal graphs (billions of nodes and edges) and obtain results for several tasks. Starting in order to obtain rich node embeddings for individual classification, DELATOR outperforms all considered baselines, including an off-the-shelf solution from Amazon AWS by 10% with respect to AUC. We also conducted node classification that led to discovery of new suspicious cases among the 10 analyzed ones, which have been reported to the authorities. **Index Terms**—Money laundering detection, Graph Neural Networks, Transaction Graphs

I. INTRODUCTION

Money laundering is a general term referring to a myriad of different criminal activities that seek to legitimize illicit financial gains or to conceal the origin of money transferred [1]. Although varied in nature, money laundering activities can be categorized into three well-defined stages that represent the full process of legitimizing a series of illegal monetary activities: (i) placement, (ii) layering, and (iii) integration [2]. Placement refers to the initial process of introducing the illicitly gained assets into the legitimate financial system, by means of various means of disguise. Layering is one of the most important and complex stages of money laundering. It consists of a series of transactions with no purpose other than to conceal the illicit origin of the money. Finally, integration aims to integrate these assets into the legal economy.

Most recent countries implement a risk-based regulation that all banks must follow in order to comply with legislation [1], [3]. Such rules apply to systems, but can often describe

numerical thresholds for flagging suspicious transactions, e.g., receiving or transferring an amount that surpasses a times the client's income. Traditionally, flagged clients are manually analyzed by an anti-money laundering (AML) team of experts, who try to determine the existence of extraordinary circumstances that could justify the threshold violation (e.g., client could be property they own). Based on that analysis and on the current legislation, the team decides whether to report the client to the authorities or not. The manual inspection of the graphs of activities and obtain results for several tasks. Starting in order to obtain rich node embeddings for individual classification, DELATOR outperforms all considered baselines, including an off-the-shelf solution from Amazon AWS by 10% with respect to AUC. We also conducted node classification that led to discovery of new suspicious cases among the 10 analyzed ones, which have been reported to the authorities.

Such risk-based AML systems have three main limitations. First, it is hard to prioritize flagged clients, except by ranking them according to the number of rule violations¹. A good prioritization scheme could significantly expedite the reporting of clients, and could provide rich information to help experts those cases unlikely to be reported. Second, there is potentially a large number of clients “just below” thresholds for being flagged that will never be analyzed. Despite not violating any given rule, altogether, the set of transactions made by a client could provide evidence of crime. Potential issues for a flag system are discussed since the financial institution could face significant legal backlash. Last, the fact that more complex transaction patterns (e.g., benefiting factor in money laundering activities, underlies the limitations of rules that apply to clients individually, in which they do not account for structural information in the network formed by all transactions.

Therefore, there is a notable demand for new data-driven tools for money laundering detection that escape the rule-based approaches. In this paper, we will focus on building a robust data-driven framework for detecting money laundering activity in the layering stage by adapting different machine learning models and building novel approaches for graph-structured

¹Although a violation score could be computed for each rule, it is not clear how numbers can be single score.

Insights Machine

Tracks Consolidated Spending to Drive Business Insights



Classify all client spending across credit, debit & PIX



Identify most relevant products to add to InterShop



Negotiate better take rates

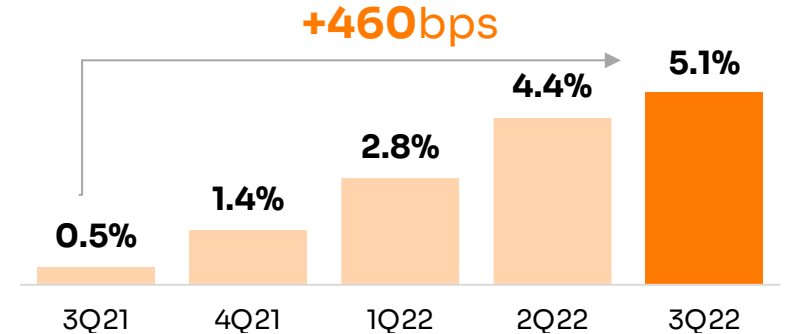
inter Insights Machine
Análise de consumo das empresas via movimentações de Débito, Cr

Segmento: **farmacia** Meio de pagamento: (Tudo)

Consumo total	Cientes	Quantidade
169,1 M ▲ 5,87% (outubro vs setembro)	1,9 M ▲ 5,31% (outubro vs setembro)	3,1 ▲ 6,43% (outubro vs setembro)

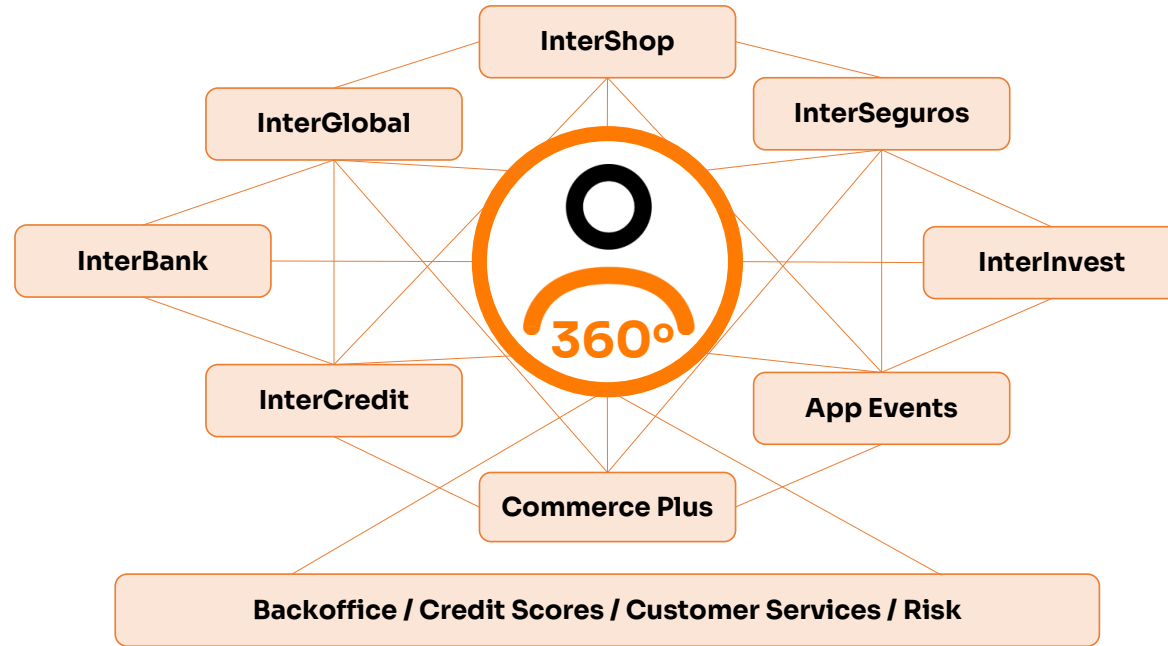
Quick Insights

Maior número de clientes: Maior consumo total:



360 Vision

Of every
Customer
Profile



+550

Proprietary
Data Points

+4,000

External Data
Sources

Provide

**Hyper
Personalized
Experiences**

Recommend

**Products
Based on
Client Profile**

Underwrite

**Credit
Effectively
with
Customized
Pricing**

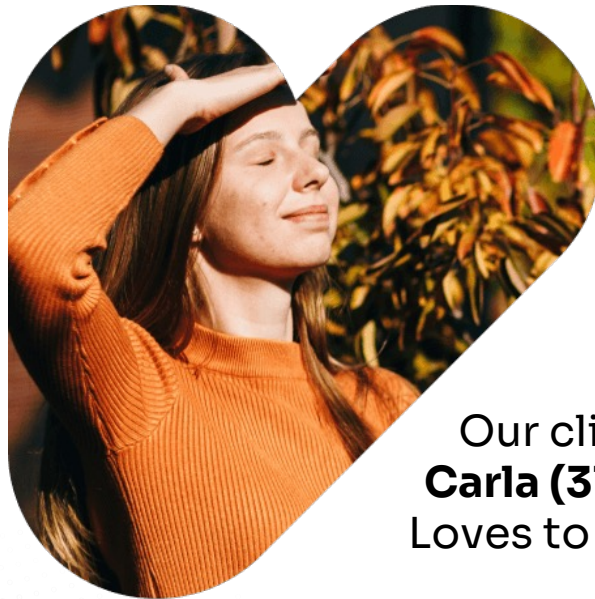
Maximize

**Client
Satisfaction
& Retention**

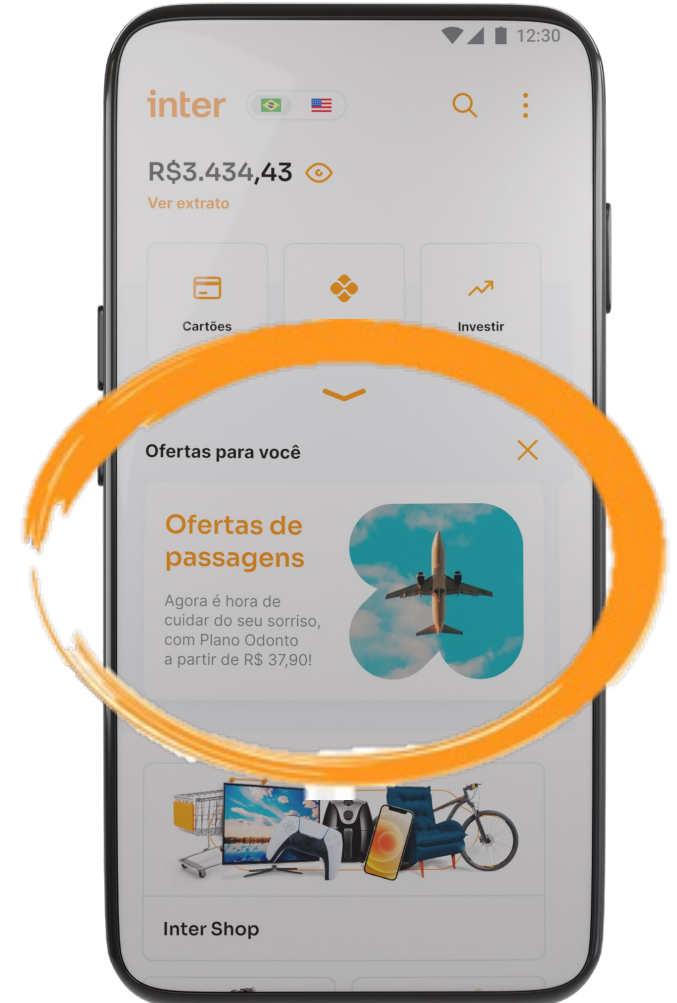
Hyper Personalized Experiences

Case Study: Personalization

Customized homepage
highlighting what each clients
cares about most



Our client
Carla (31, RJ)
Loves to travel



Customized Product Recs Based on Client Profile

Case Studies: **Cross-Sell & Up-Sell**



Inter Rent-to-Mortgage Heat Map

High-rent-paying clients within 5km of “new build” for sale units

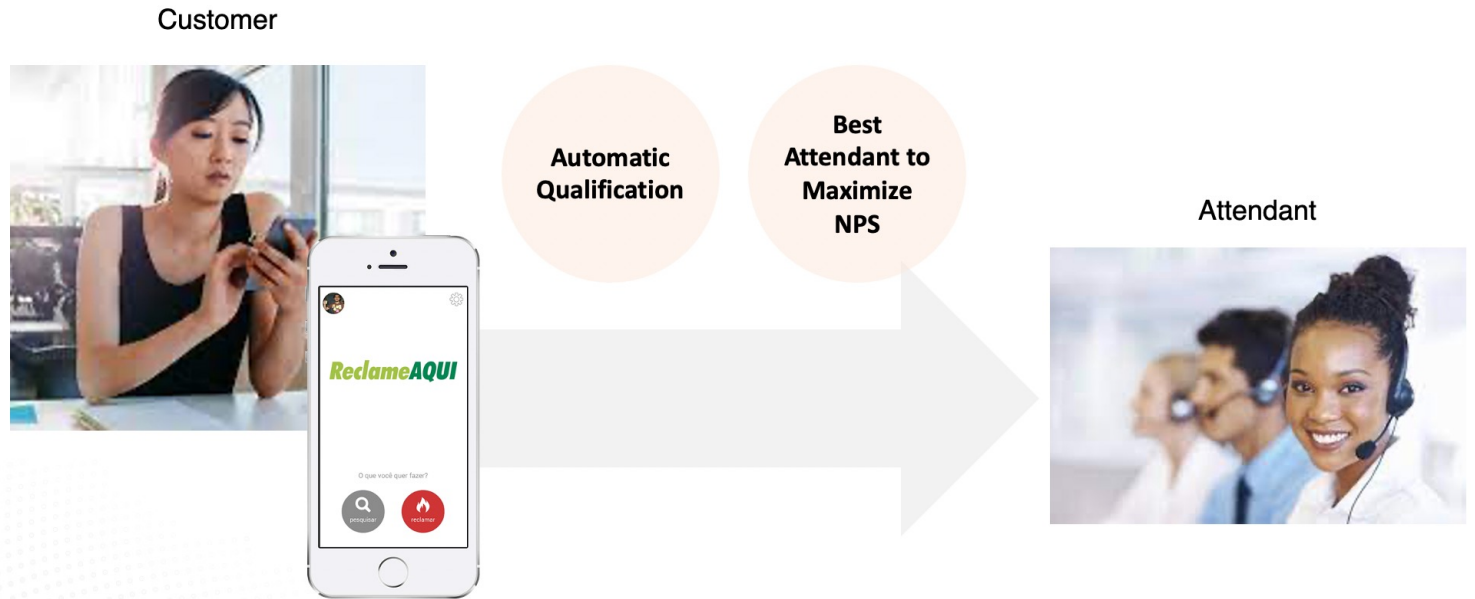


Best Fit Recommendations Via Chat Bot

Offering high-probability purchase opportunities in a personalized manner

Case Study: Customer Service Prioritization

Client Satisfaction & Retention

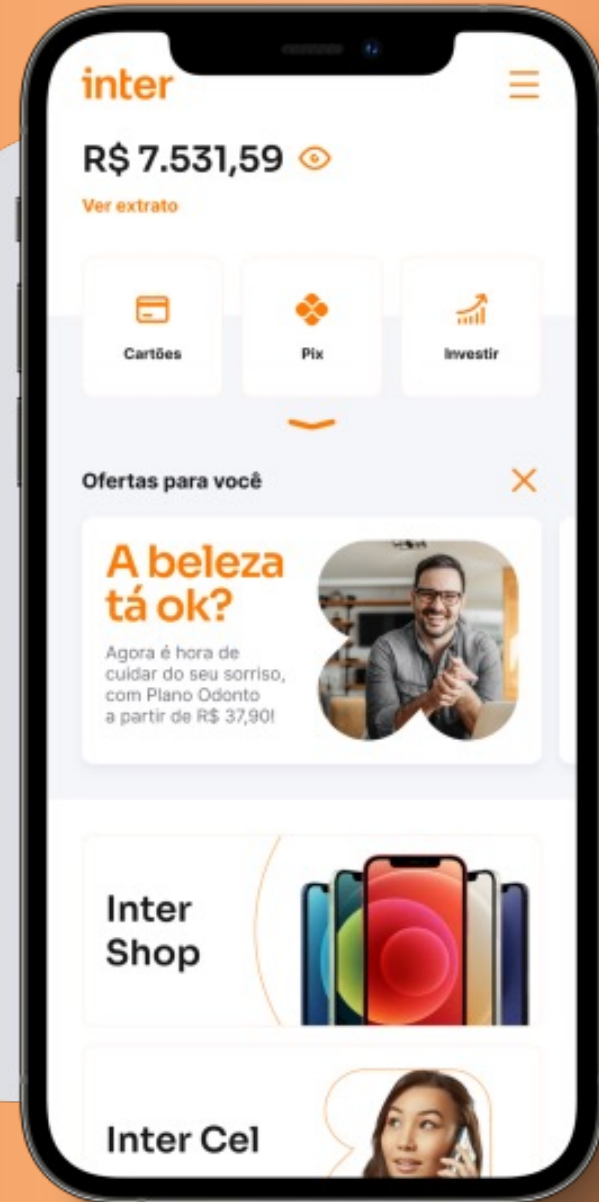


81 NPS
(2019)¹

84 NPS
(2022)²

Note 1: As of December, 2019.
Note 2: As of September, 2022.

Overview of Our Financials

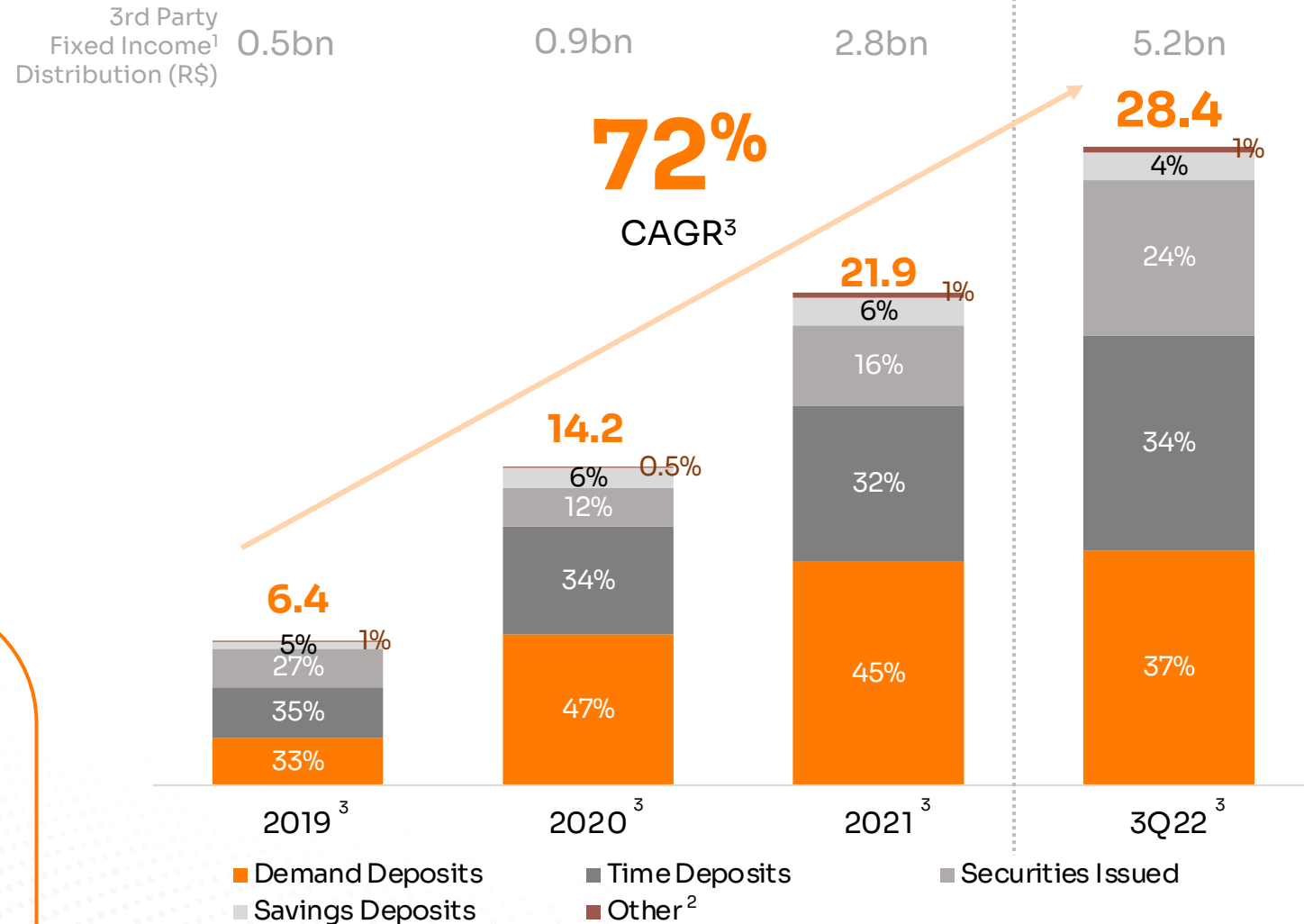


Topics
to Discuss
Today

1. Business **Trends**
2. Unit Economics **Performance**
3. Profit **Generation**

1 Business Trends

Deposits In R\$ Billion



Scaling Our Attractive **Retail Deposit Base**

Stable Deposits

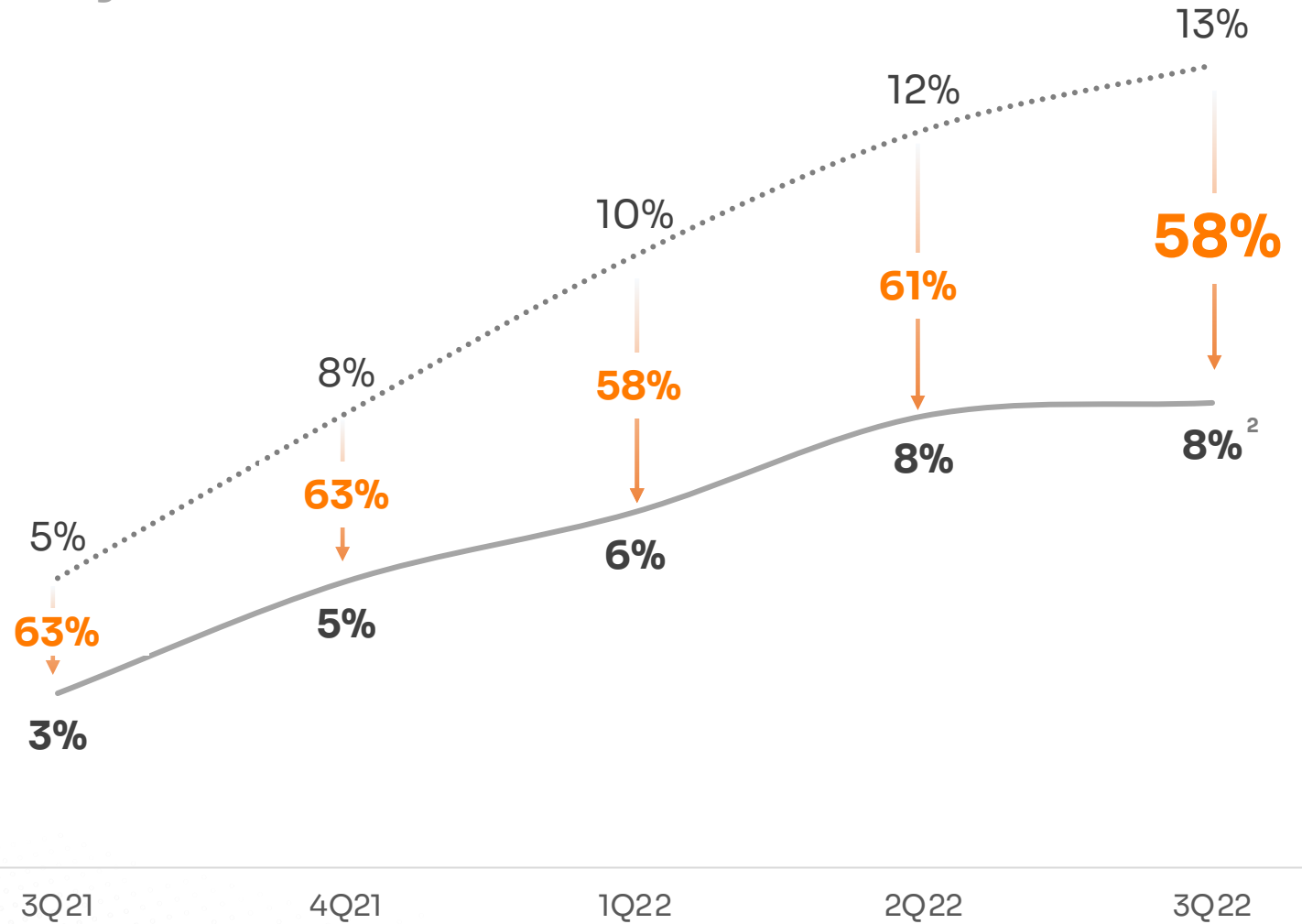
Despite **6x** Increase in CDI Rate (1Q21 to 3Q22)

Note 1: Fixed income distribution includes Fixed Income products and Treasury Direct (Tesouro Direto). **Note 2:** Other = Creditors by resources to release. **Note 3:** Compound annual growth rate between December 31st, 2019 to September 30th, 2022. **Note 3:** Values of the last day of the period.

All-in Cost of Funding¹

Percentage Rate

...Which Enables us to Operate with a **Low Cost of Funding**



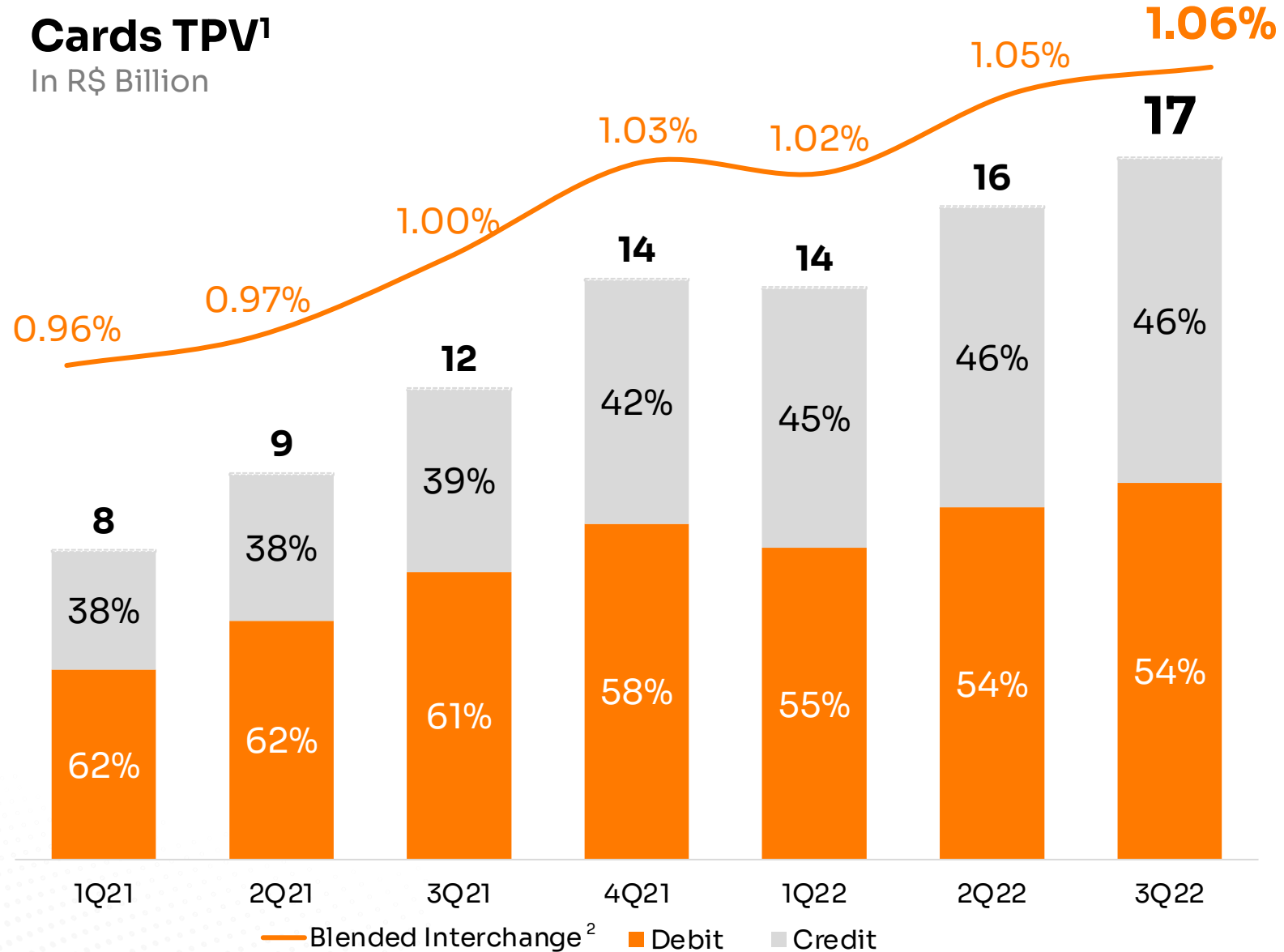
..... Avg. CDI of Quarter — All-in Cost of Funding as % of CDI — Annualized All-in Cost of Funding

Note 1: All-in Cost of Funding = (Interest expenses x 4) ÷ (Average of last 2 quarters Interest bearing liabilities).
Note 2: 3Q22 Cost of Funding excluding Inter Holding Financeira R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost). The unadjusted cost of funding for 3Q22 was 8.6%, resulting in a cost of funding as % of CDI of 63.5%, as disclosed in the Company filings.

Expanding
Blended Interchange by
 Shifting TPV Mix
 to Credit Card

Cards TPV¹

In R\$ Billion



Note 1: Non-IFRS measure.
 Note 2: Blended Interchange Rate = (Interchange Revenue / Total Cards TPV)x100.

PIX TPV² In R\$ Billion

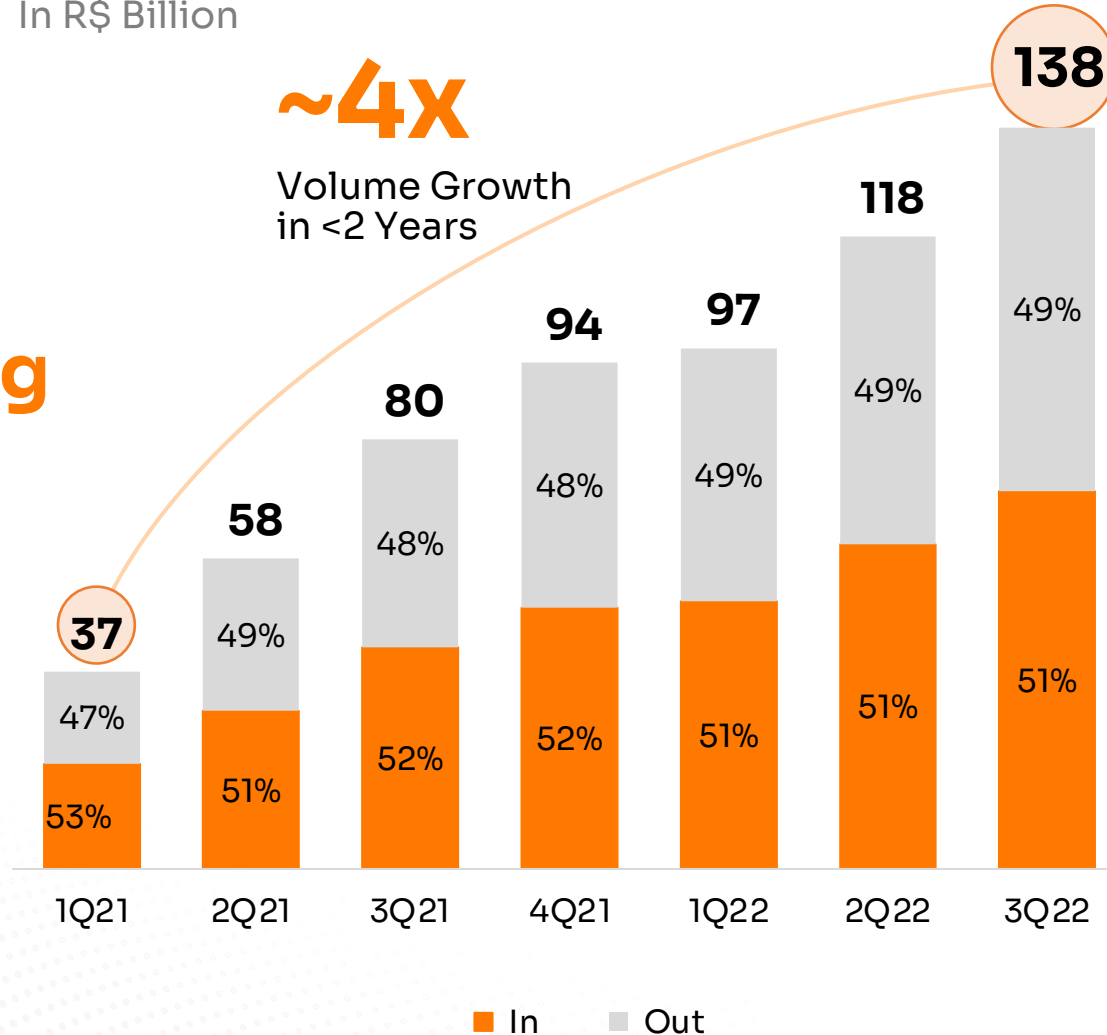
~4x

Volume Growth
in <2 Years

Rapidly Growing PIX Volume & Market Share

~8%

Market Share¹
(Transactions)



Monetization Strategy

Recurrence
in our clients' daily
transactions

Floating revenues
by increasing demand
deposit volumes

**Reducing
operational costs**
PIX is cheaper than
traditional wire transfers or
withdrawals

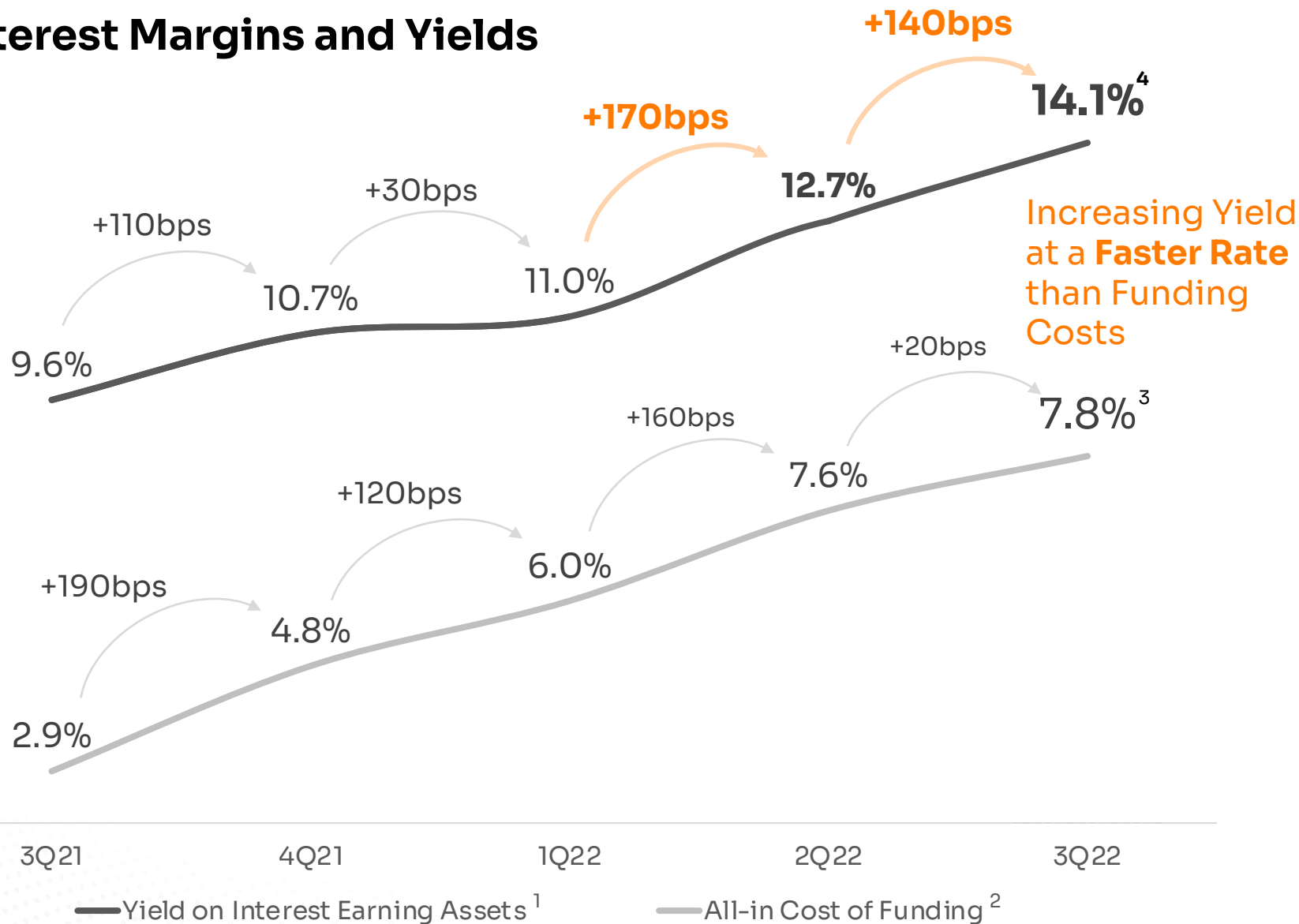
More than Halfway Through **Repricing** Our Loan Portfolio

~55%
of portfolio
already repriced

Credit Product	% of Portfolio (Cumulative)	Repricing Status	Duration
Credit Card	29%	✓	Short-Term
Agribusiness	+3% → 32%	✓	Short-Term
SMBs	+14% → 46%	✓	Short-Term
Prepayment of CC Receivables	+5% → 51%	✓	Short-Term
FGTS	+2% → 53%	✓	Medium-Term
Payroll	+21% → 74%	⦿	Medium-Term
Real Estate	+26% → 100%	⦿	Long-Term

Expanding Yield as the Portfolio Reprices

Interest Margins and Yields



Note 1: Non-IFRS measure. Yield on Interest Earning Assets = ((Interest Income + Income from Securities) * 4) + (Average of 2 Last Quarters Interest Earning Assets).

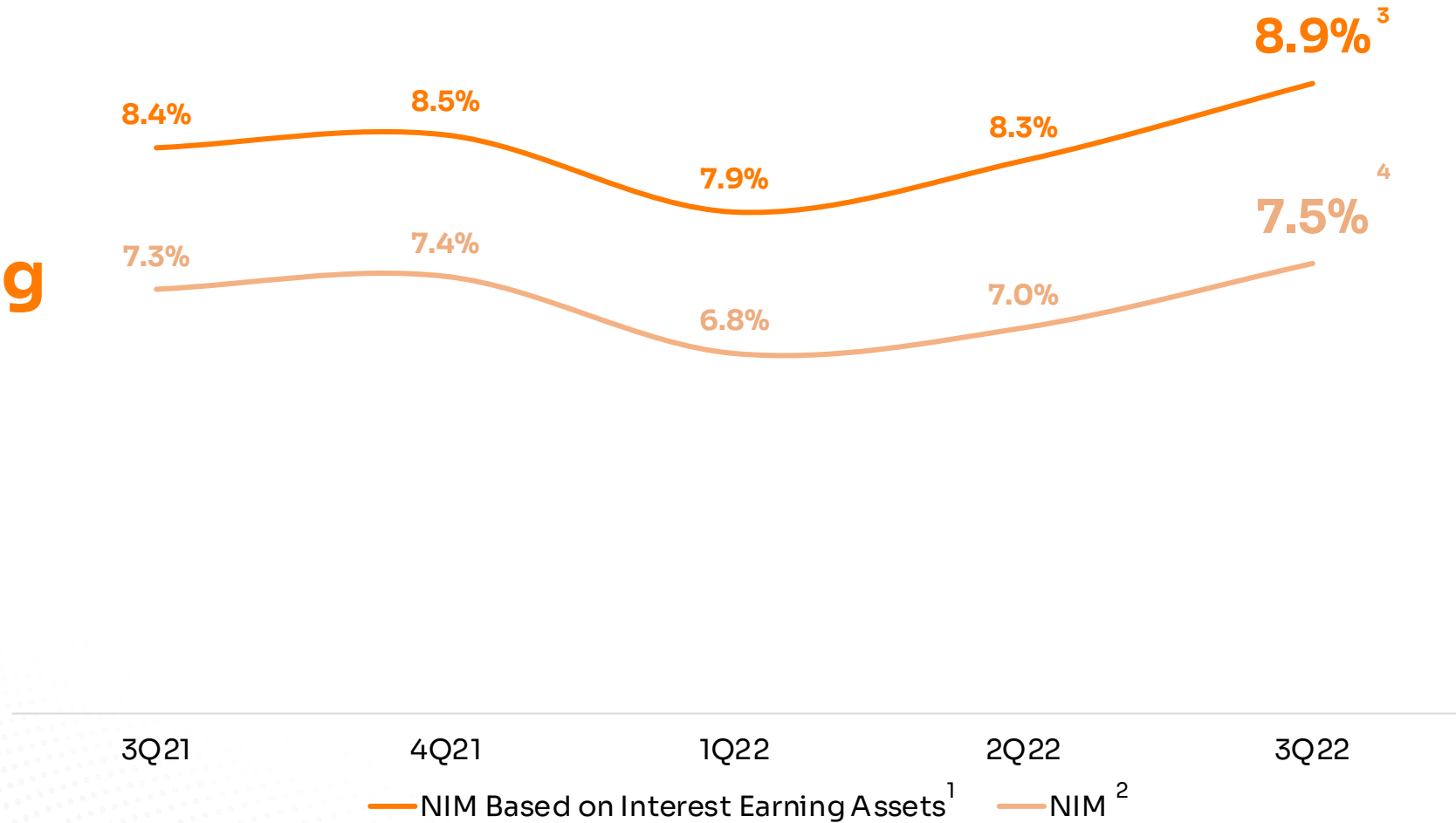
Note 2: Non-IFRS measure. All-in Cost of Funding = (Interest expenses x 4) + (Average of last 2 quarters Interest bearing liabilities).

Note 3: The Cost of Funding excludes then Inter Holding Financeira R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost). The unadjusted cost of funding for 3Q22 was 8.6%, as disclosed in the Company filings.

Note 4: 3Q22 Adjusted' replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023 - see deflation adjustment slide. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. The unadjusted Yield on Interest Earning Assets was 13.0%, as disclosed in the Company filings.

Net Interest Margin

...And Expanding
Net Interest
Margin



Note 1: Non-IFRS measure. NIM Based on Interest Earning Assets = (Net Interest Income * 4) ÷ (Average of 2 Last Quarters Interest Earning Assets - Average of 2 Last Quarters Credit Cards Receivables).

Note 2: Non-IFRS measure. NIM = (Net Interest Income * 4) ÷ (Average of 2 Last Quarters Interest Earning Assets).

Note 3: 3Q22 Adjusted replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. The unadjusted figure for the 3Q22 was 7.5%

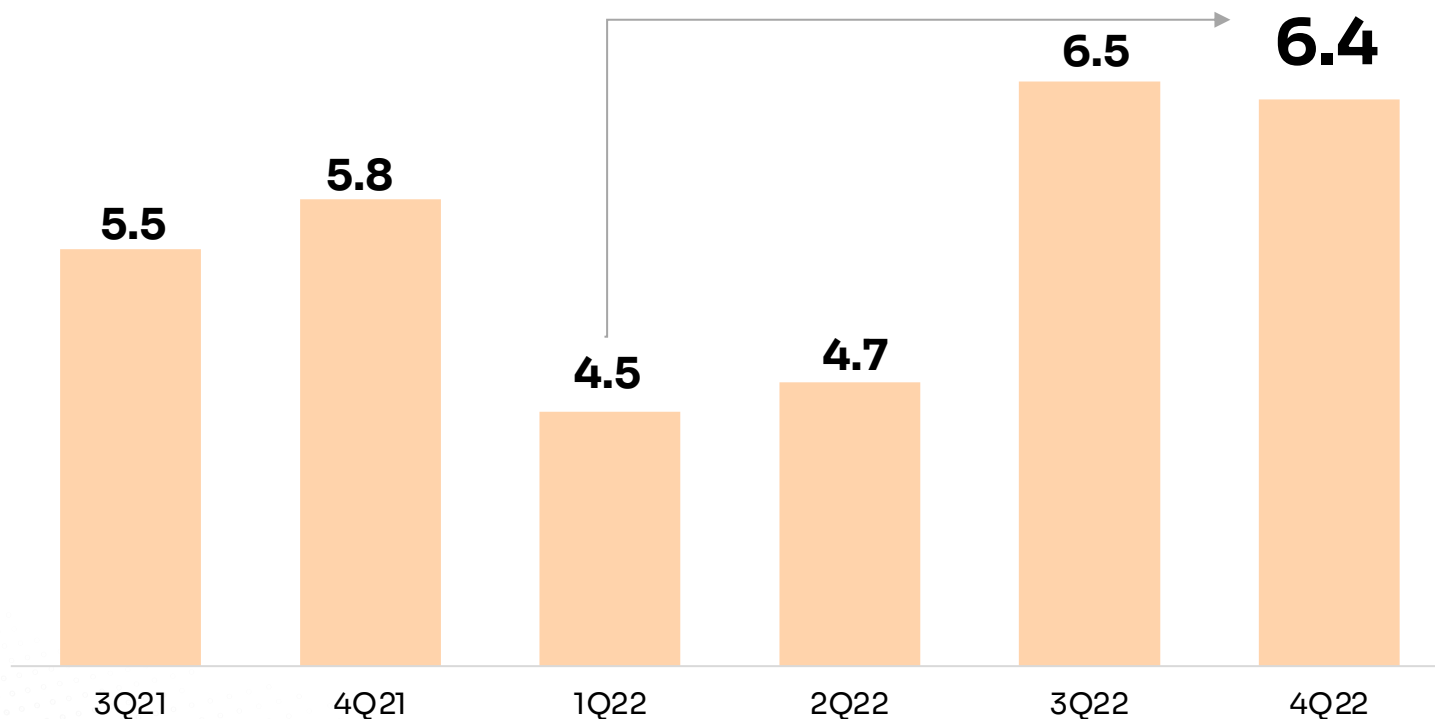
Note 4: 3Q22 Adjusted replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. The unadjusted figure for the 3Q22 was 6.3%

Reaccelerating Credit Originations

- ✓ **Dynamic** underwriting
- ✓ **New Products** (FGTS & Prepayment of CC Receivables)

Originations In R\$ Billion

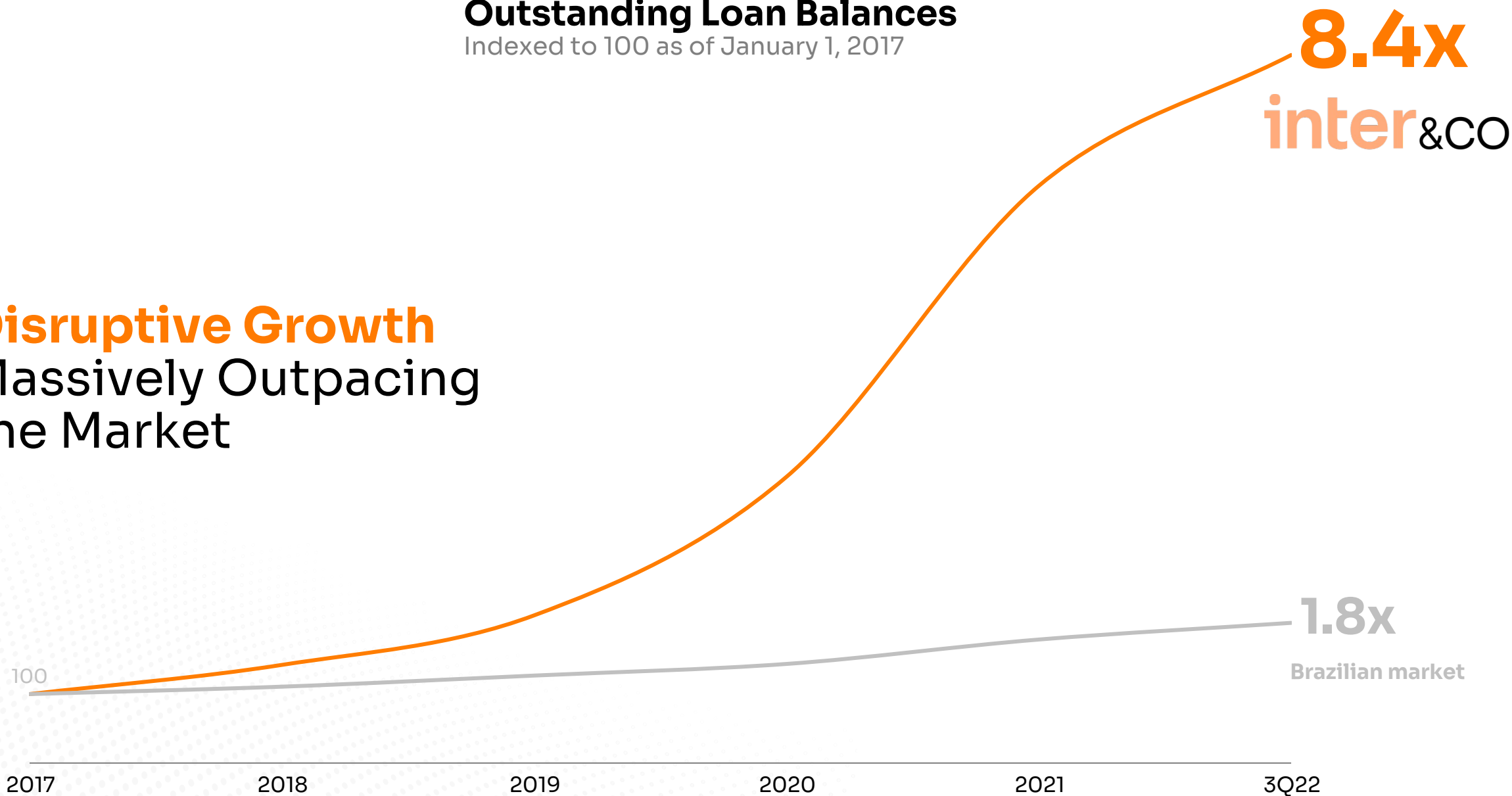
1.4x
Growth



Outstanding Loan Balances

Indexed to 100 as of January 1, 2017

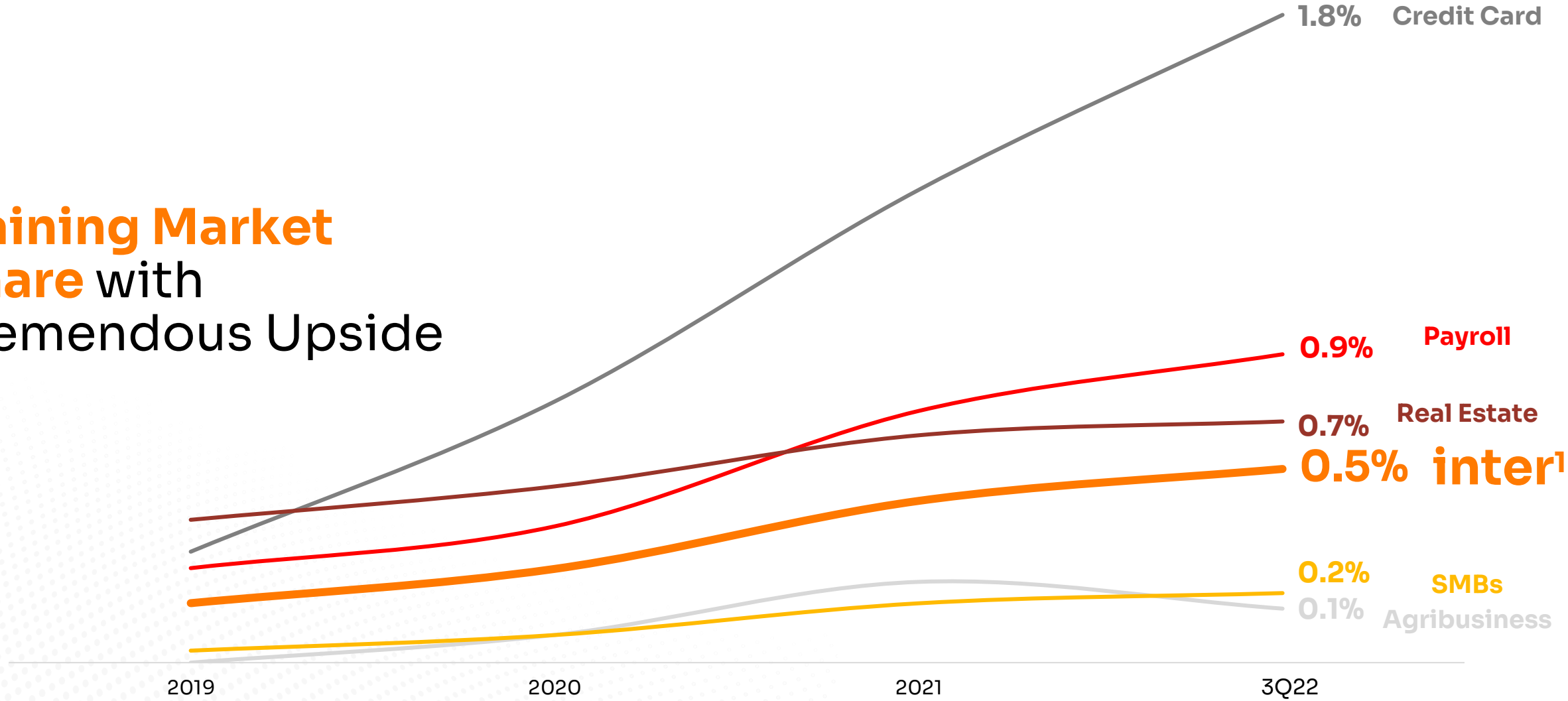
Disruptive Growth
Massively Outpacing
the Market



Credit Market Share

% of Outstanding Credit Balances in Brazil

Gaining Market Share with Tremendous Upside

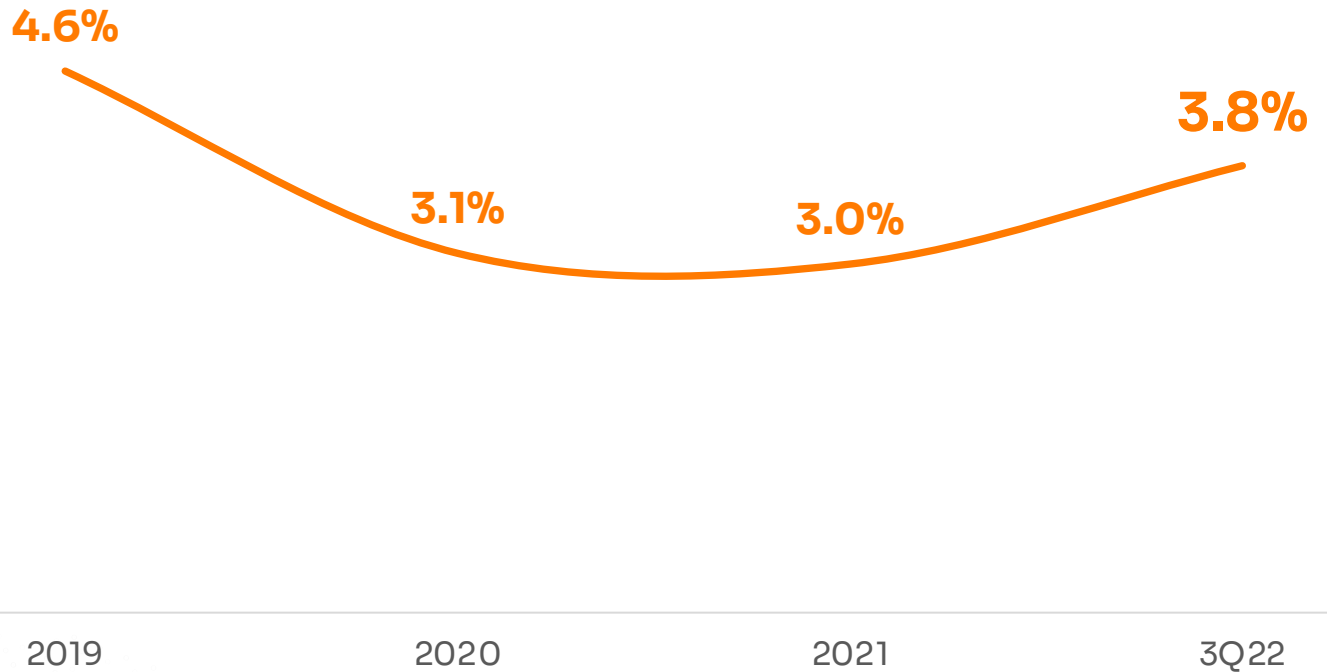


Sources: Brazilian Central Bank.
Note 1: Inter consolidation considers credit card, SMBs, payroll, real estate and agribusiness portfolios.

NPL >90 Days (%)

In R\$ Billion

...And
Consistent
Asset Quality

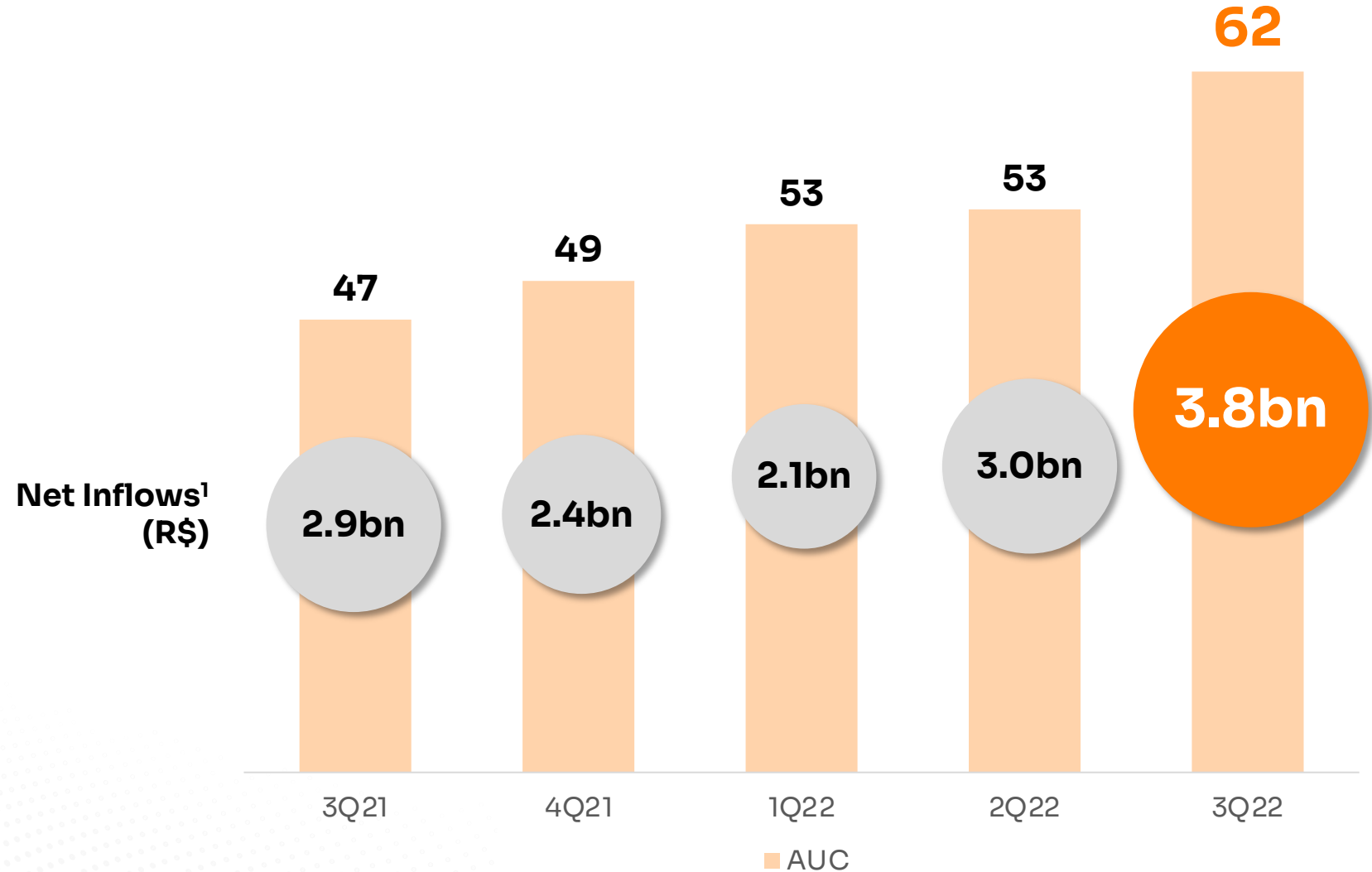


— NPL>90 Days (including Anticip. of Credit Cards Receivables)¹

Record Inflows
& AUC Despite
Volatile Markets

Assets Under Custody

In R\$ Billions

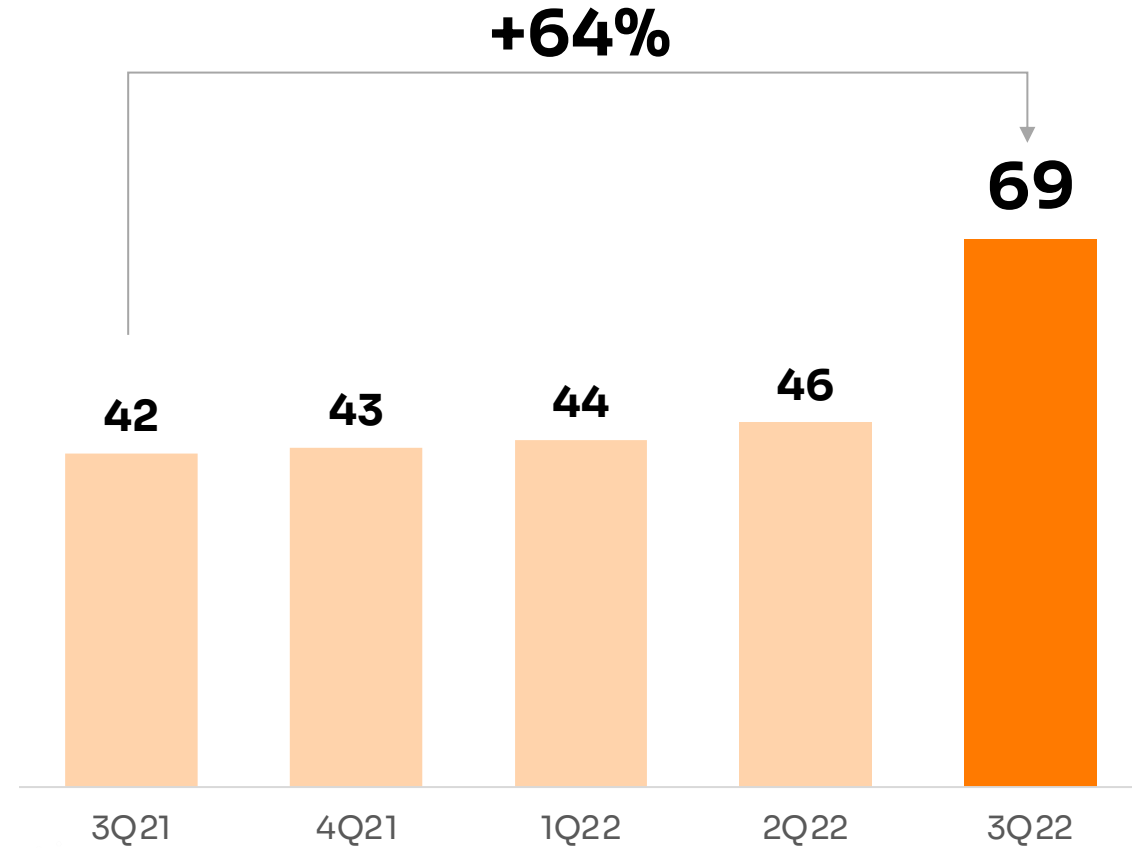


Highly Successful
Digital Sales
Channel

~100%
Digital Sales¹

Insurance Net Premiums

In R\$ Million



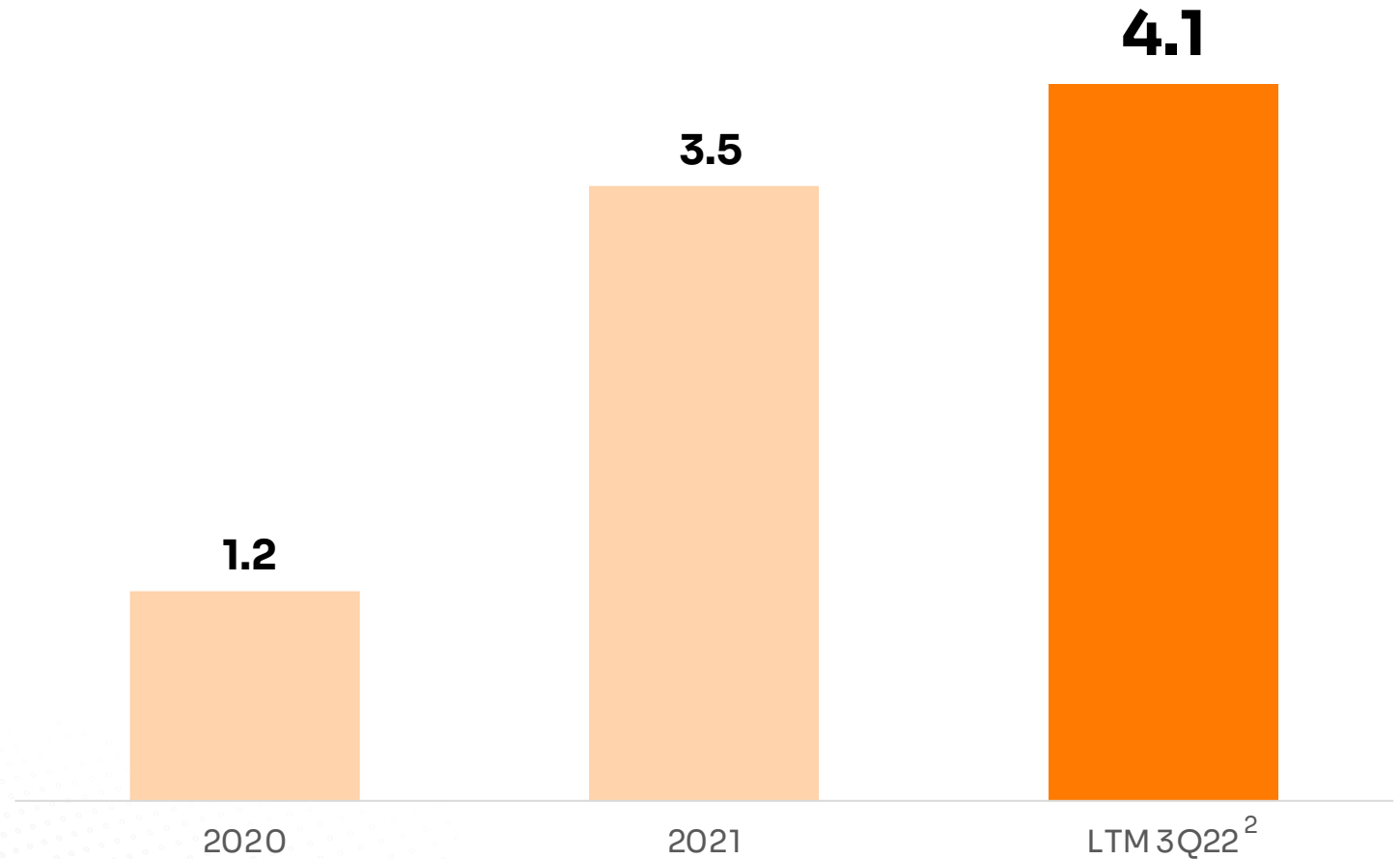
InterShop
Gaining
Market Share

1.8%

GMV Market Share
in Brazil¹

InterShop GMV

In R\$ Billion

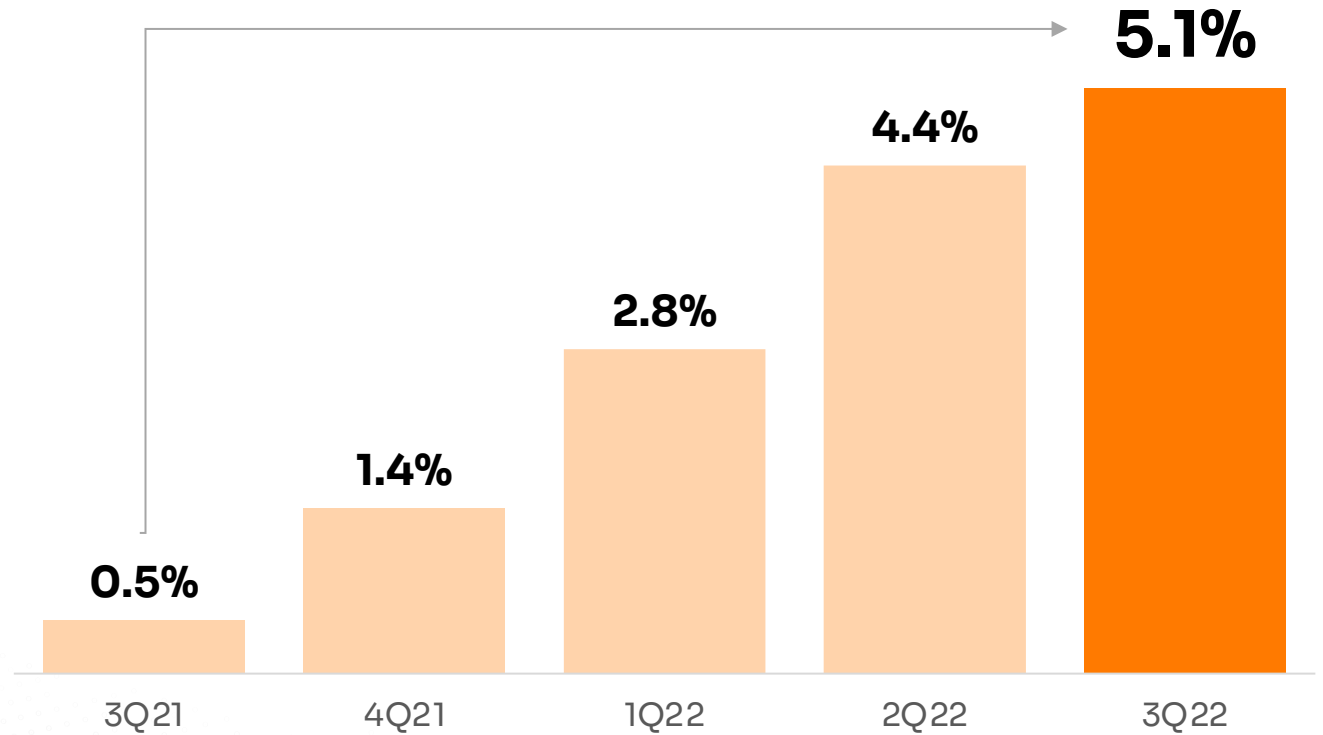


Expanding Take Rates by Delivering a Stronger Seller Value Proposition

Net Take Rate

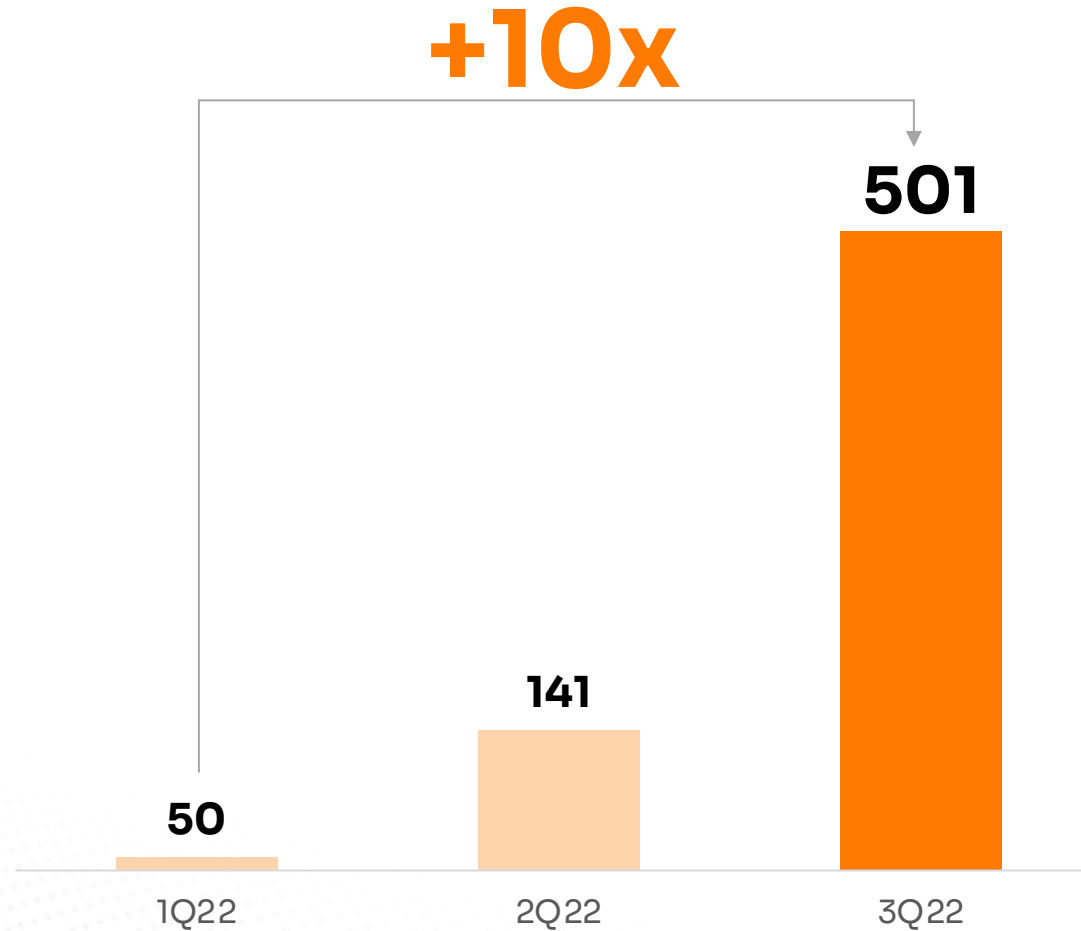
% of TPV

+460bps



Global Accounts

In Thousands



Early Success in Ramping Our New Global Account Product

+5,500

New Global Accounts Opened per Business Day¹

How do we monetize?

- ✓ Interchange
- ✓ Marketplace Take Rate
- ✓ FX Fees
- ✓ Interest on Float

2 Unit Economics Performance

Value Creation Formula

1 Revenue Growth

More Clients

x

More Engagement

x

More Products

x

More ARPAC

+

2 Cost Efficiencies

Low Cost to Acquire

x

Low Cost to Serve

x

Low Cost of Funding

x

Low Cost of Risk

=

3 Profit Generation

All While Having a Low-Risk Credit Profile

1 Revenue Growth



More
Clients

x

More
Engagement

x

More
Products

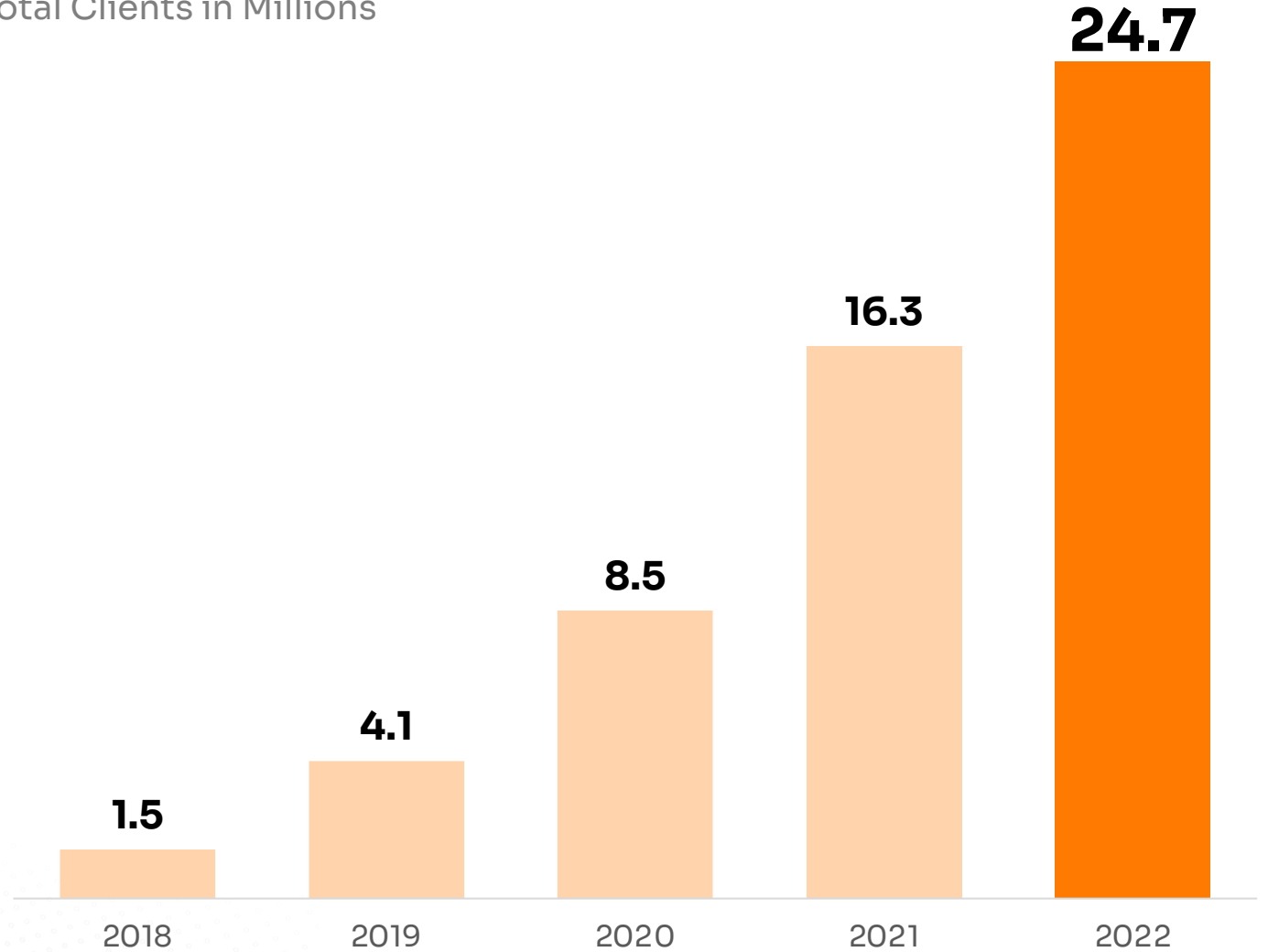
x

More
ARPAC

16x
Client Growth
in <5 Years

Rapid Client Growth

Total Clients in Millions



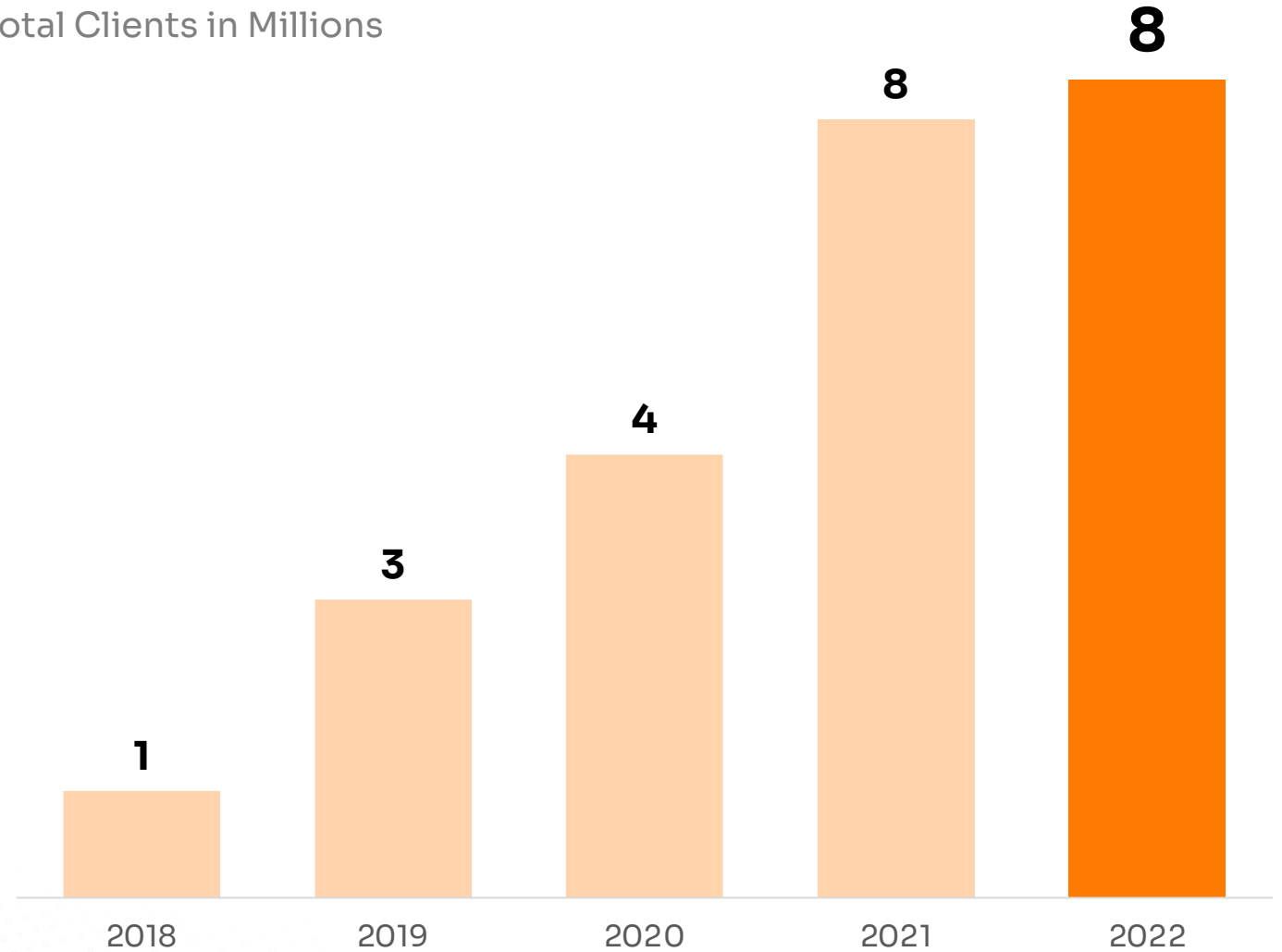
Accelerating Net New Client Growth

~8 million

Net New Clients
2 Consecutive Years

Net New Clients

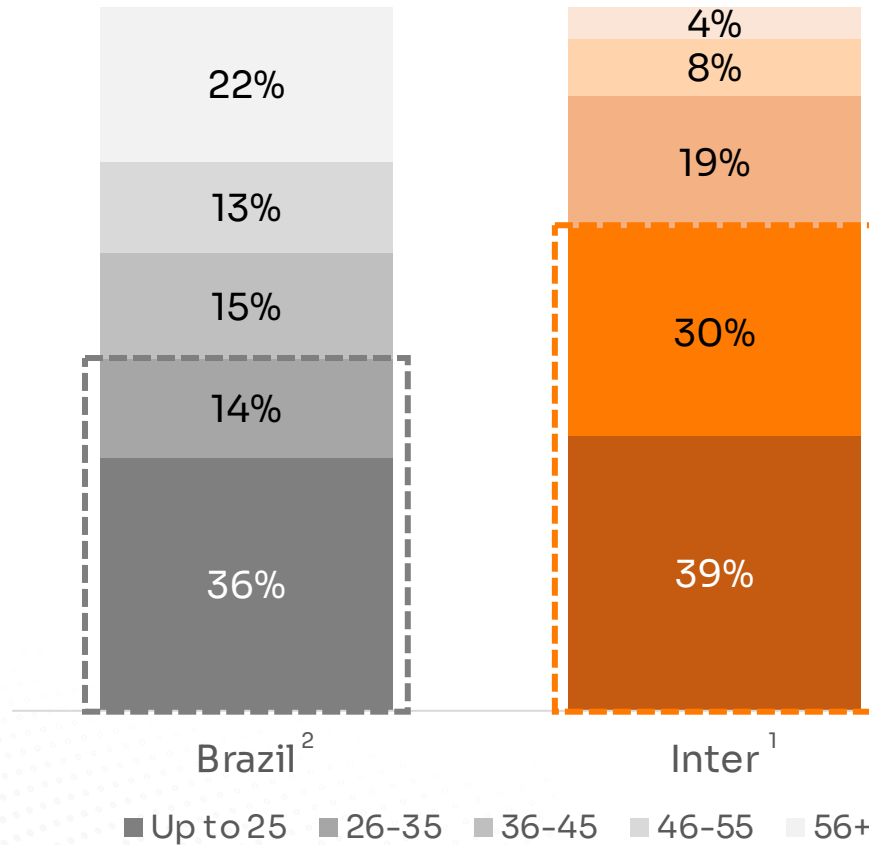
Total Clients in Millions



Diversified Client Base

% of Population & Inter Active Clients

...with a Focus on a **Younger Demographic**



~70%

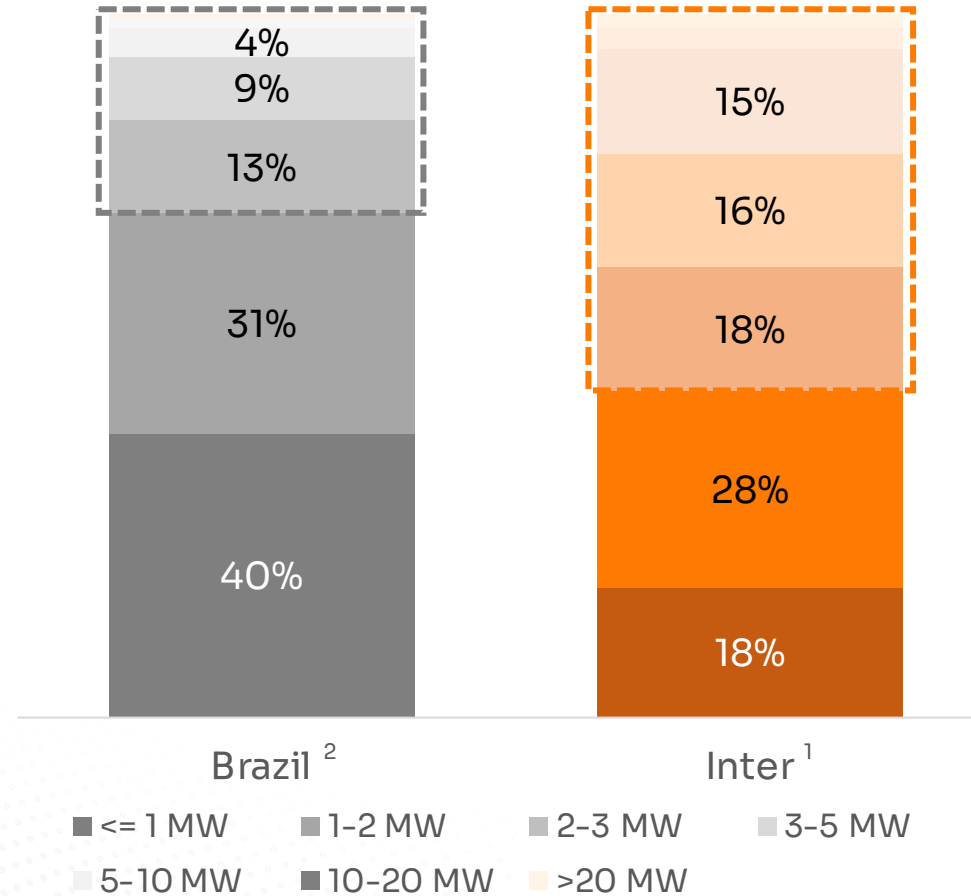
Clients <35 Years Old

Opportunity to Grow with Clients Throughout their Financial Lives

...and Balanced
Across All
Income Ranges

Current Average Declared Income

% of Population & Inter Active Clients



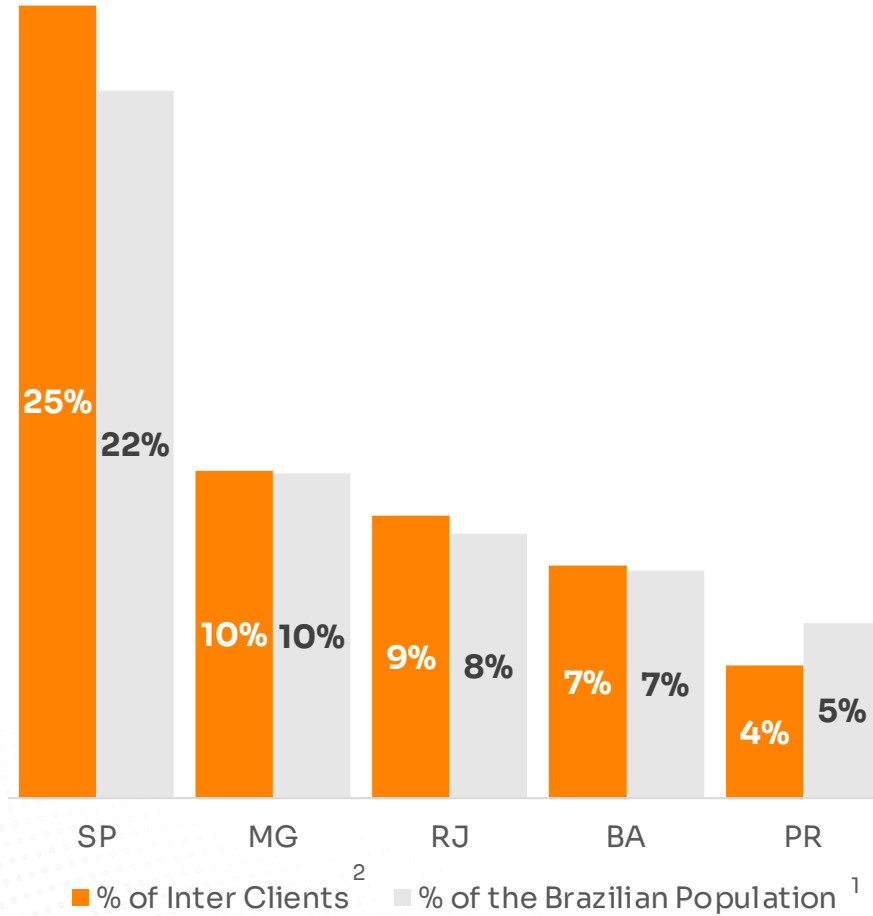
54%

Clients earn more than 2 minimum wages

...Diversified
Across
Brazil

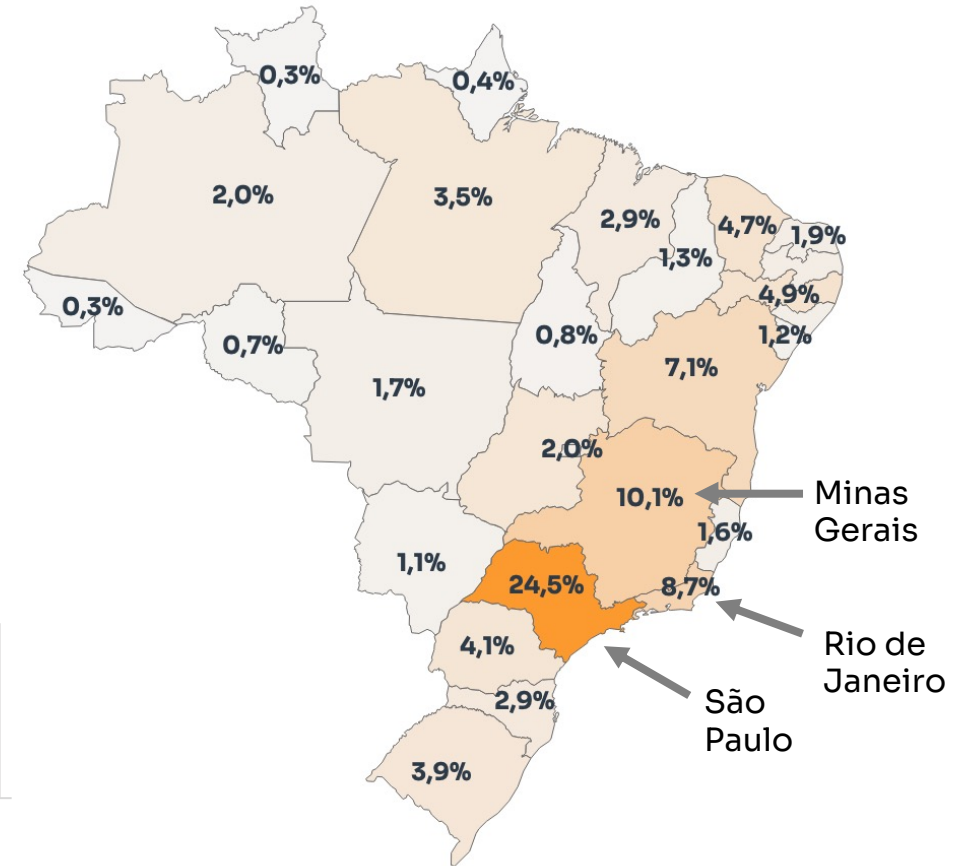
Geo Split Mirrors Population

% of Population & Inter Active Clients



Active Clients by States

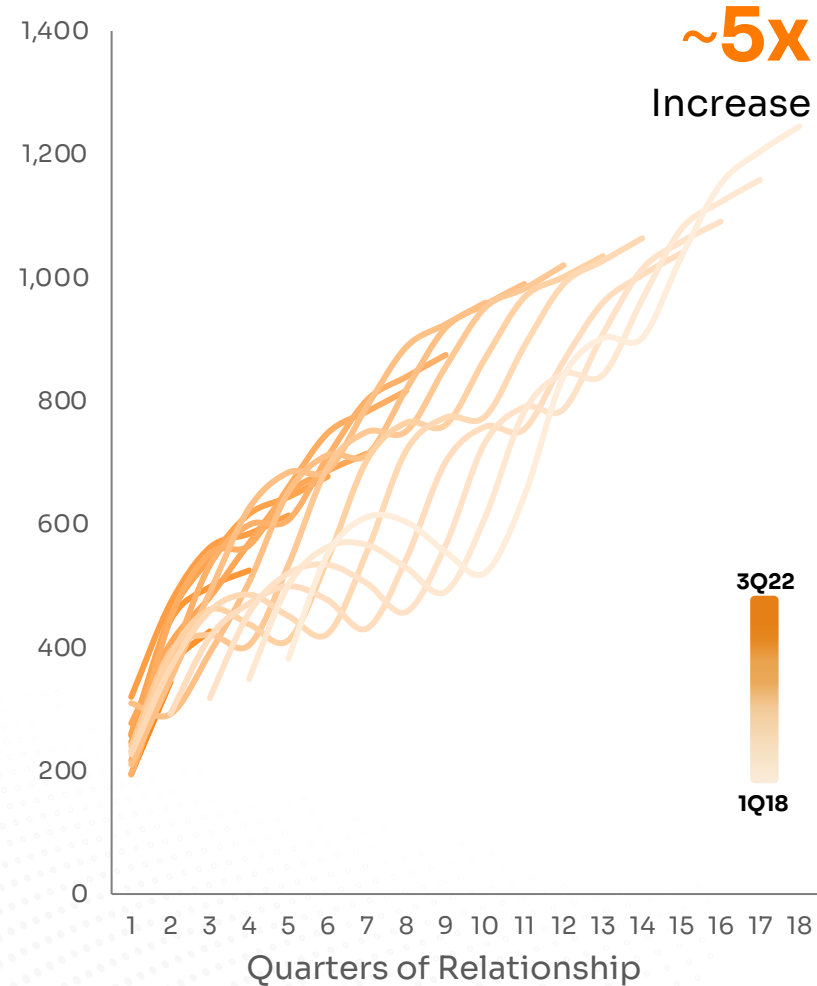
% of Total, as of 3Q22



Increasing Volumes as Cohorts Mature

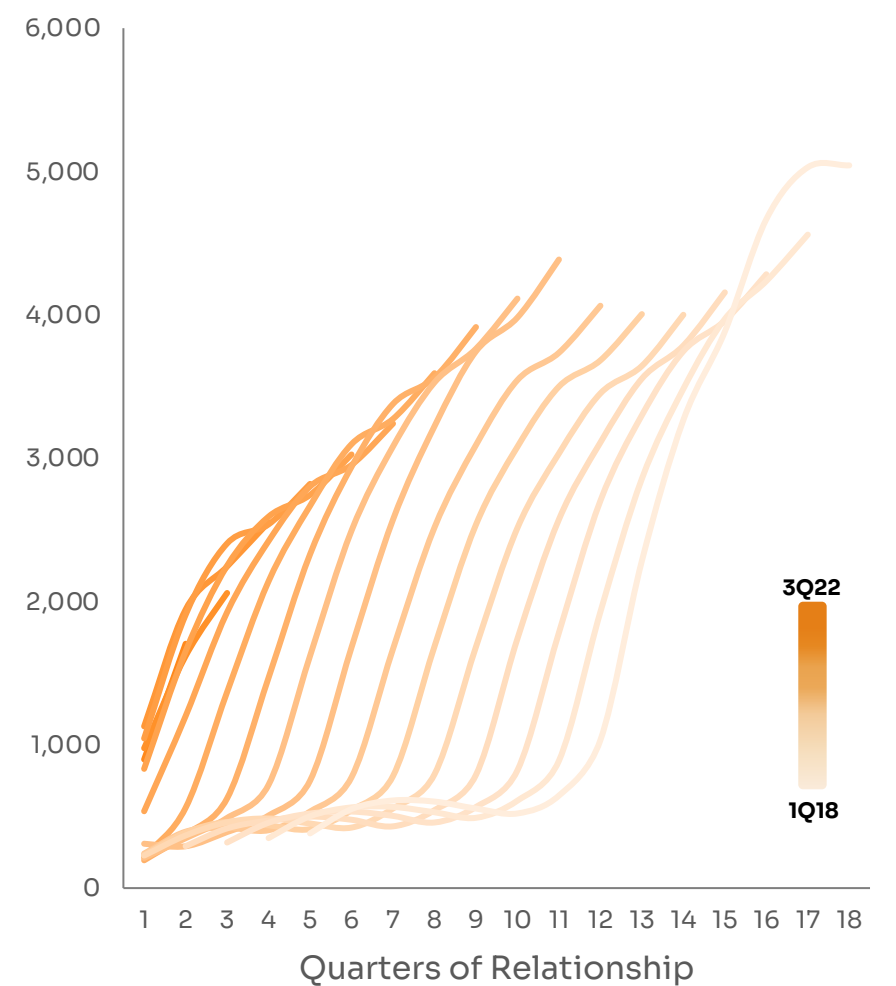
Card TPV per Active Client¹

Credit & Debit Card Volume
In R\$



Monthly TPV per Active Client²

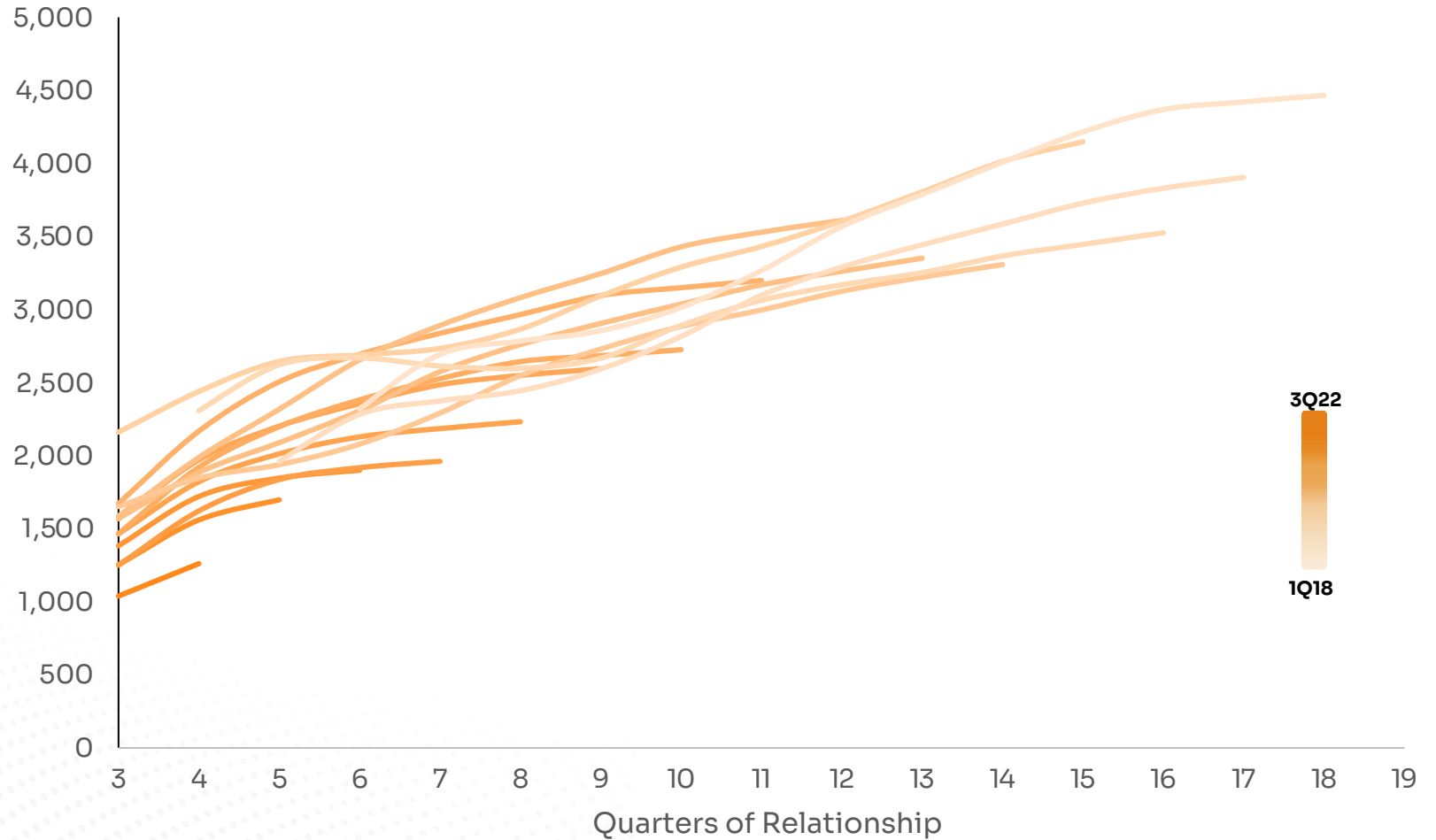
PIX, Credit & Debit Card Volume
In R\$



Note 1: Considers all account holders credit and debit transactions per cohort.
Note 2: Considers all account holders PIX, credit and debit transactions per cohort.

Average Client Deposits by Cohort

In R\$



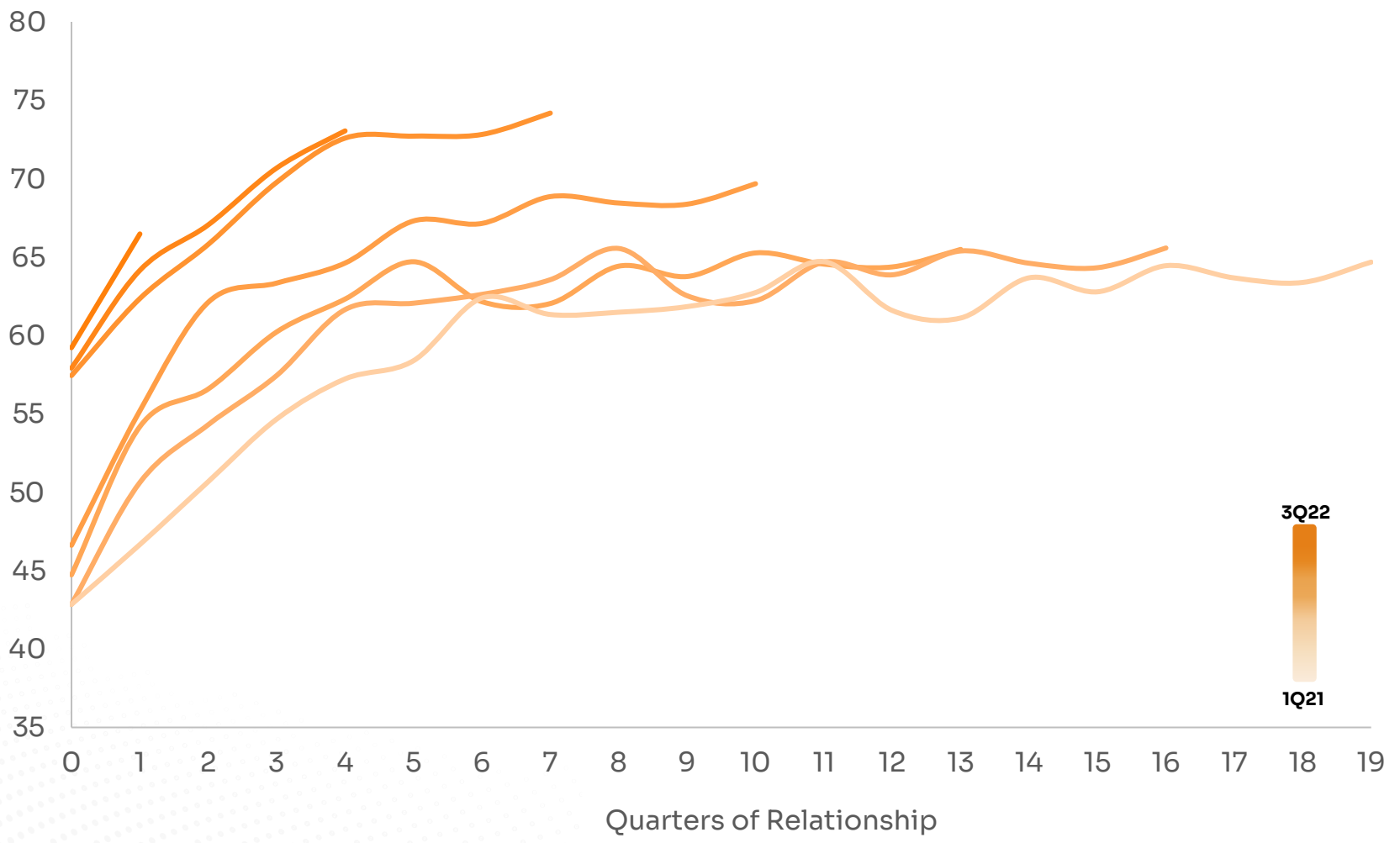
Clients
Consistently
**Grow Their
Deposits**

Clients Choose Inter as their **Primary Bank Account**

+60%
Primary Banking Relationships

Primary Bank Relationship¹

% of Clients

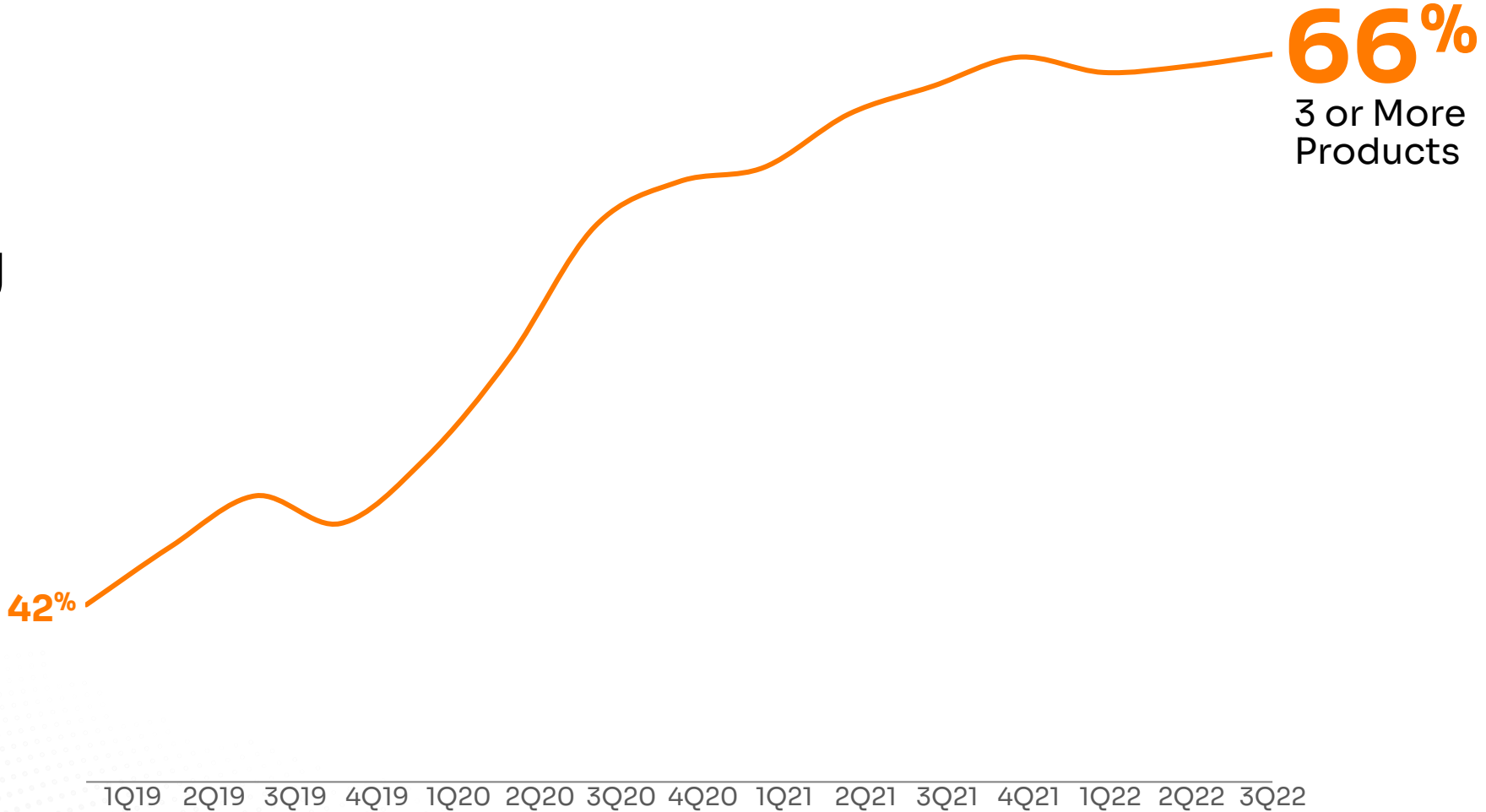


Note 1: Customers who had 50% or more of their monthly income after tax flowing in their Inter account during the month.

Active Clients with 3 or More Products

% of Total Active Clients

...While Adopting
More Products
Across Our
Ecosystem

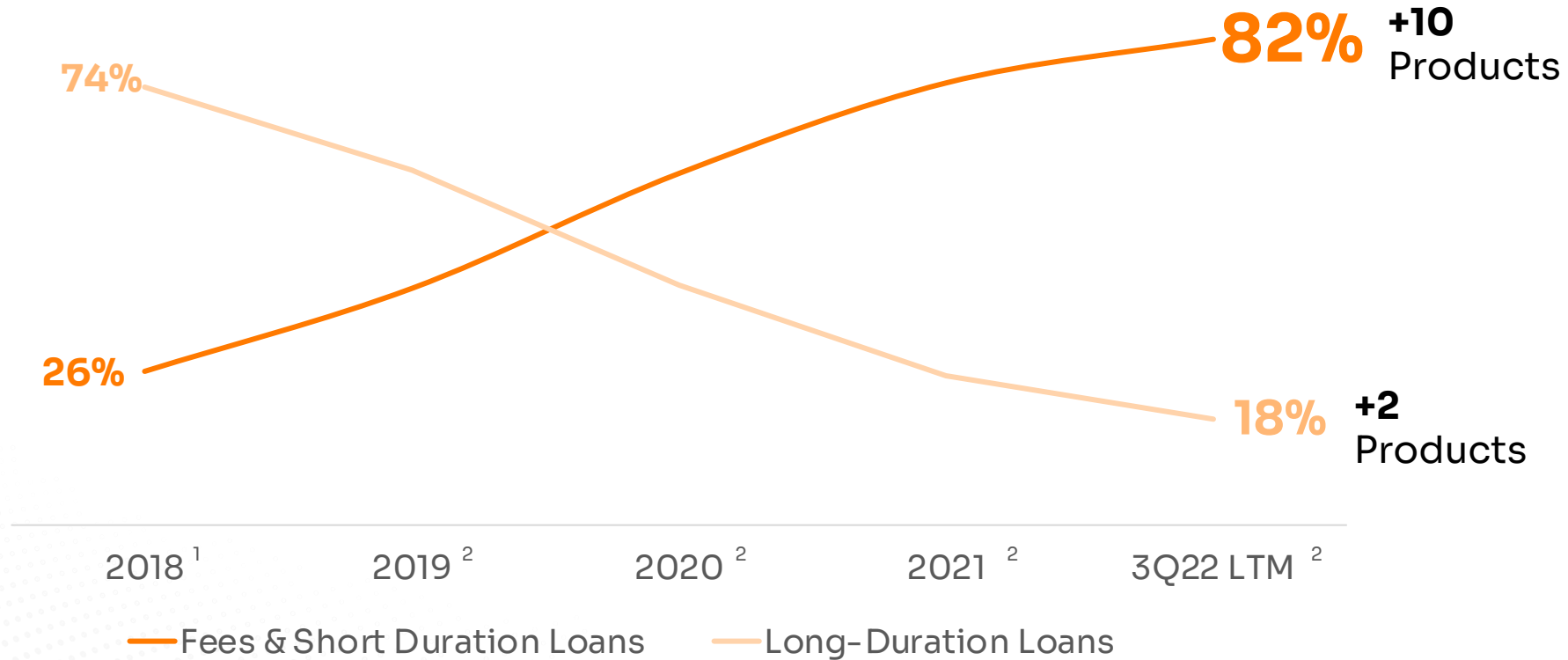


Note 1: % of active clients that consumes three or more products in the end of the quarters. Were considered 73 products or group of features, such as transactional banking services (PIX + wire transfers + withdraws), shopping purchases, credit card transactions, etc.

Revenue Mix Shifting to Fee Income & Short Duration Loans

% of Total Gross Revenue

Increasing Revenue
Diversification



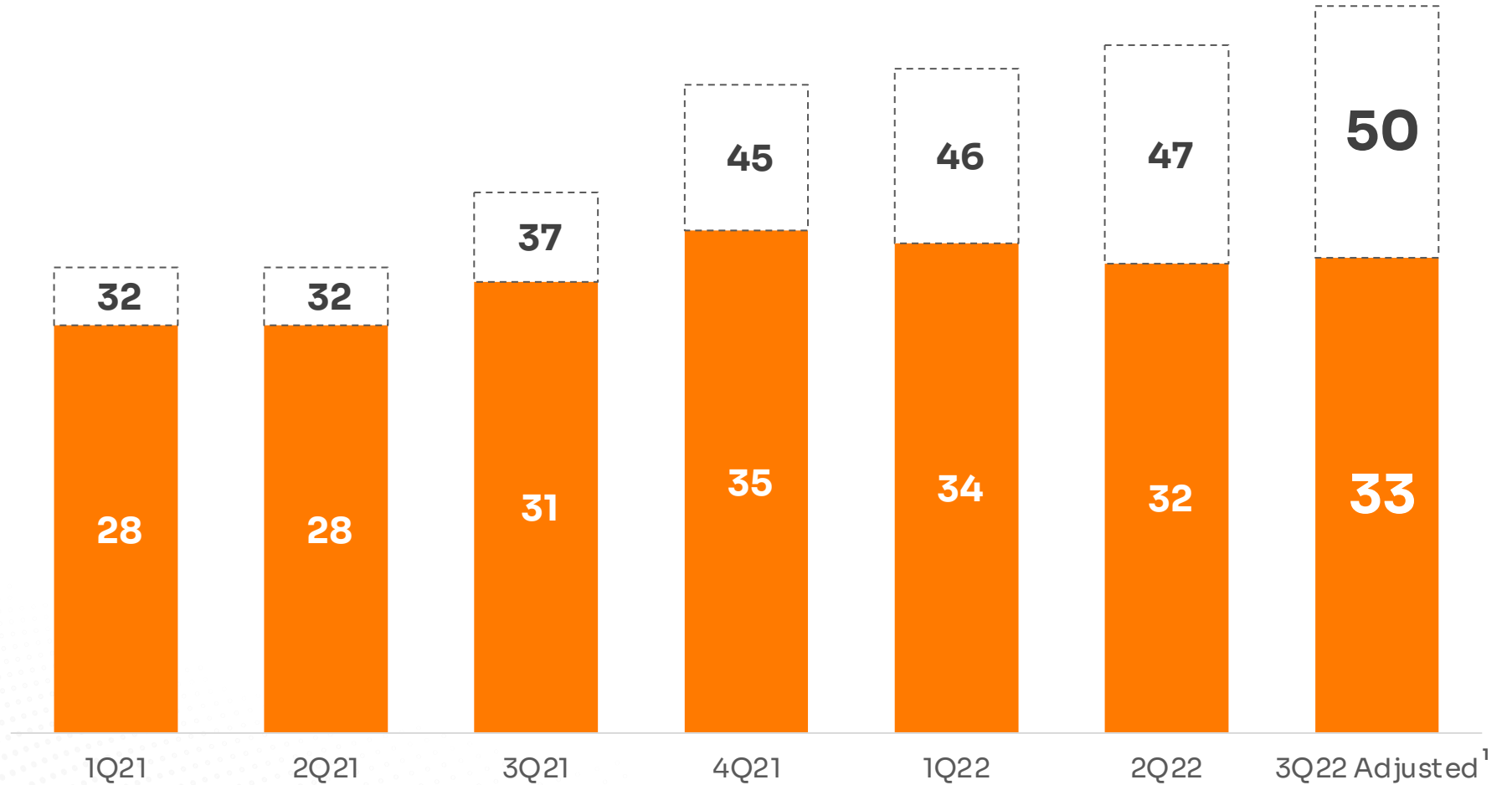
ARPAC

In R\$, Monthly

■ ARPAC Net of Interest Expenses

□ ARPAC Gross of Interest Expenses

Positive
ARPAC
Trends

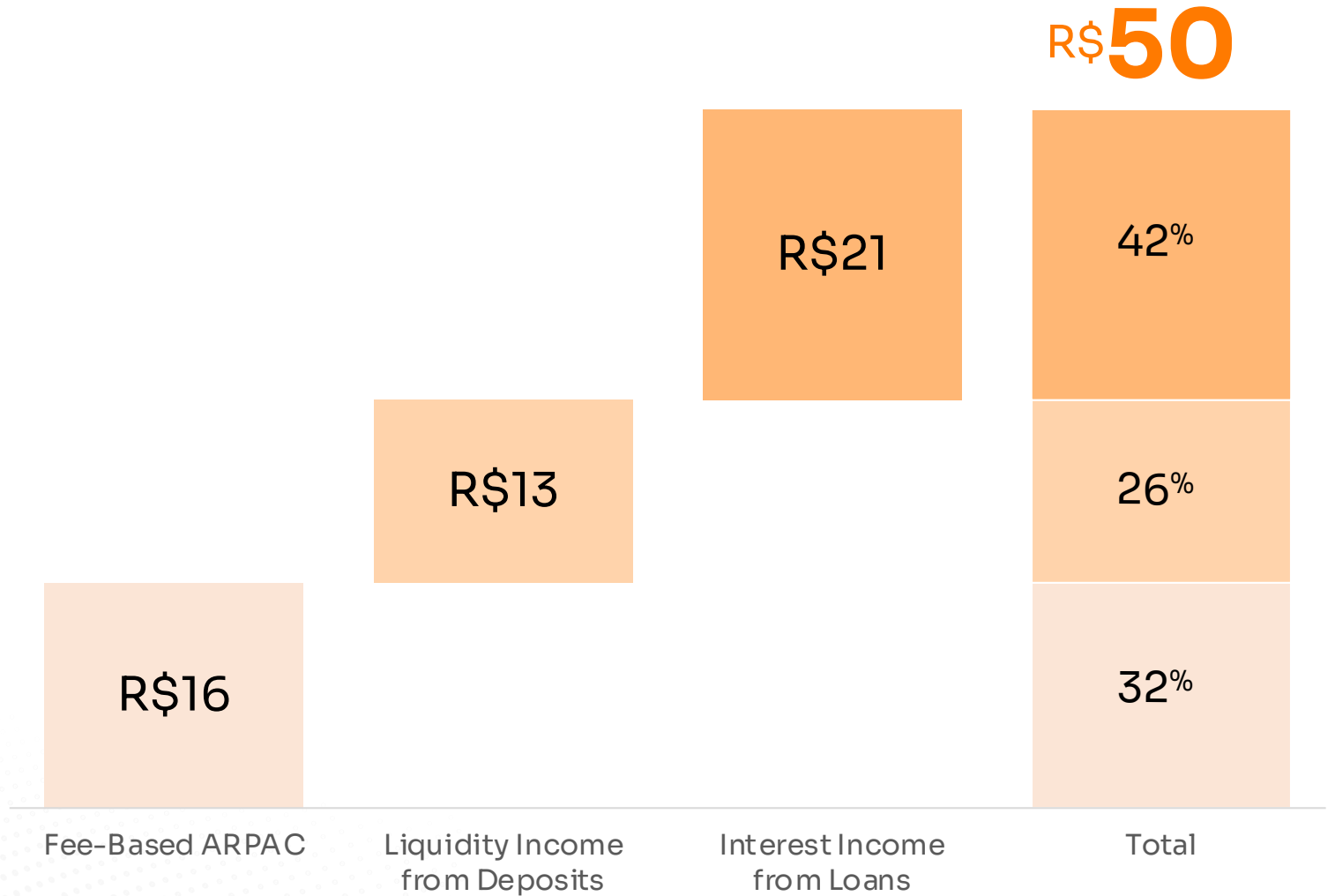


Note 1: 3Q22 Adjusted¹ replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. The unadjusted figures for ARPAC Gross and ARPAC Net was R\$ 46 and R\$ 29, respectively, as disclosed in the Company Filings.

3Q22 Gross ARPAC Composition¹

In R\$, Monthly

ARPAC Benefits
from **Diverse**
Product Mix



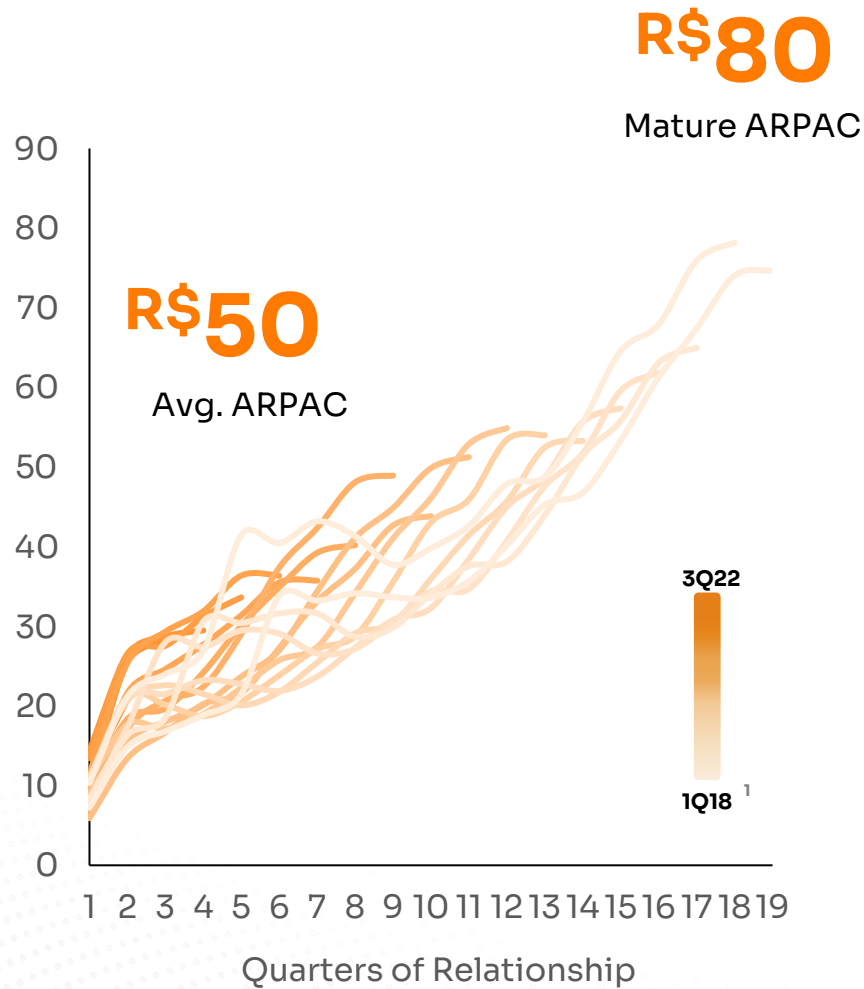
Note 1: Non-IFRS measures. "3Q22 Adjusted" replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. The unadjusted figures for ARPAC Gross and ARPAC Net was R\$ 46 and R\$ 29, respectively, as disclosed in the Company Filings.

More ARPAC

ARPAC
Rapidly
Growing
Across All
Cohorts

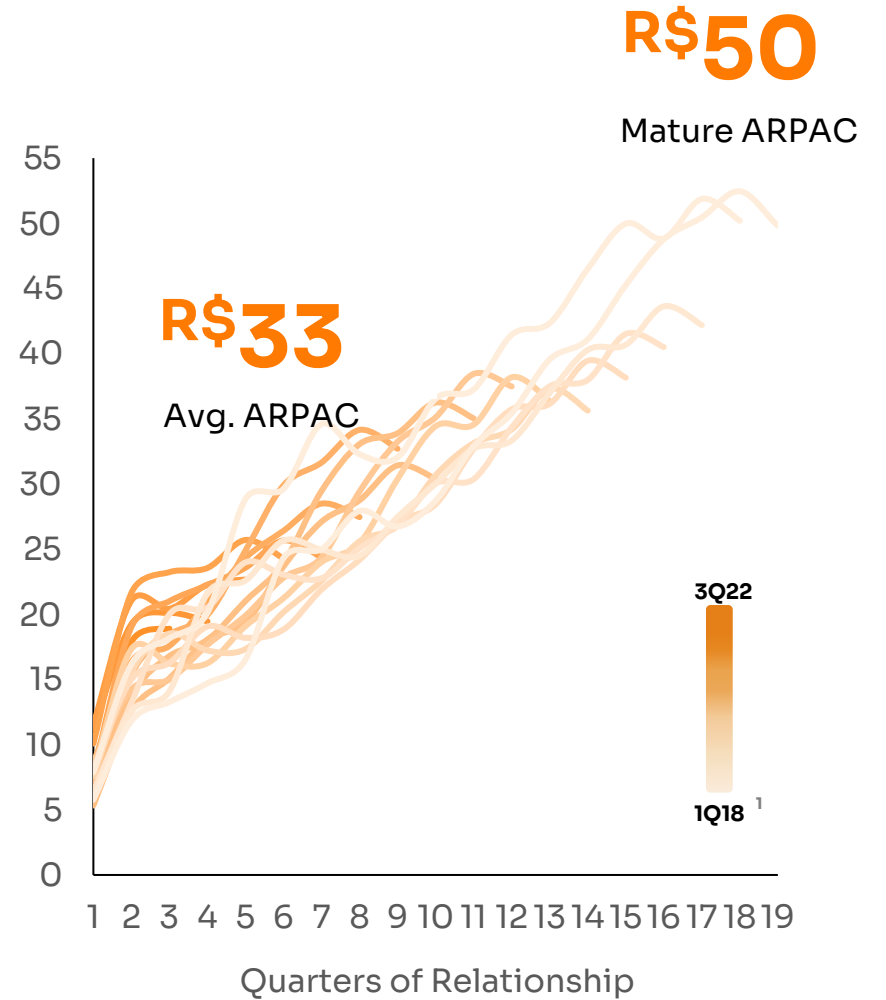
Monthly Gross ARPAC by Cohort

In R\$



Monthly Net ARPAC by Cohort

In R\$



Note 1: Values for first quarters of relationship for 2018 cohorts are approximations.

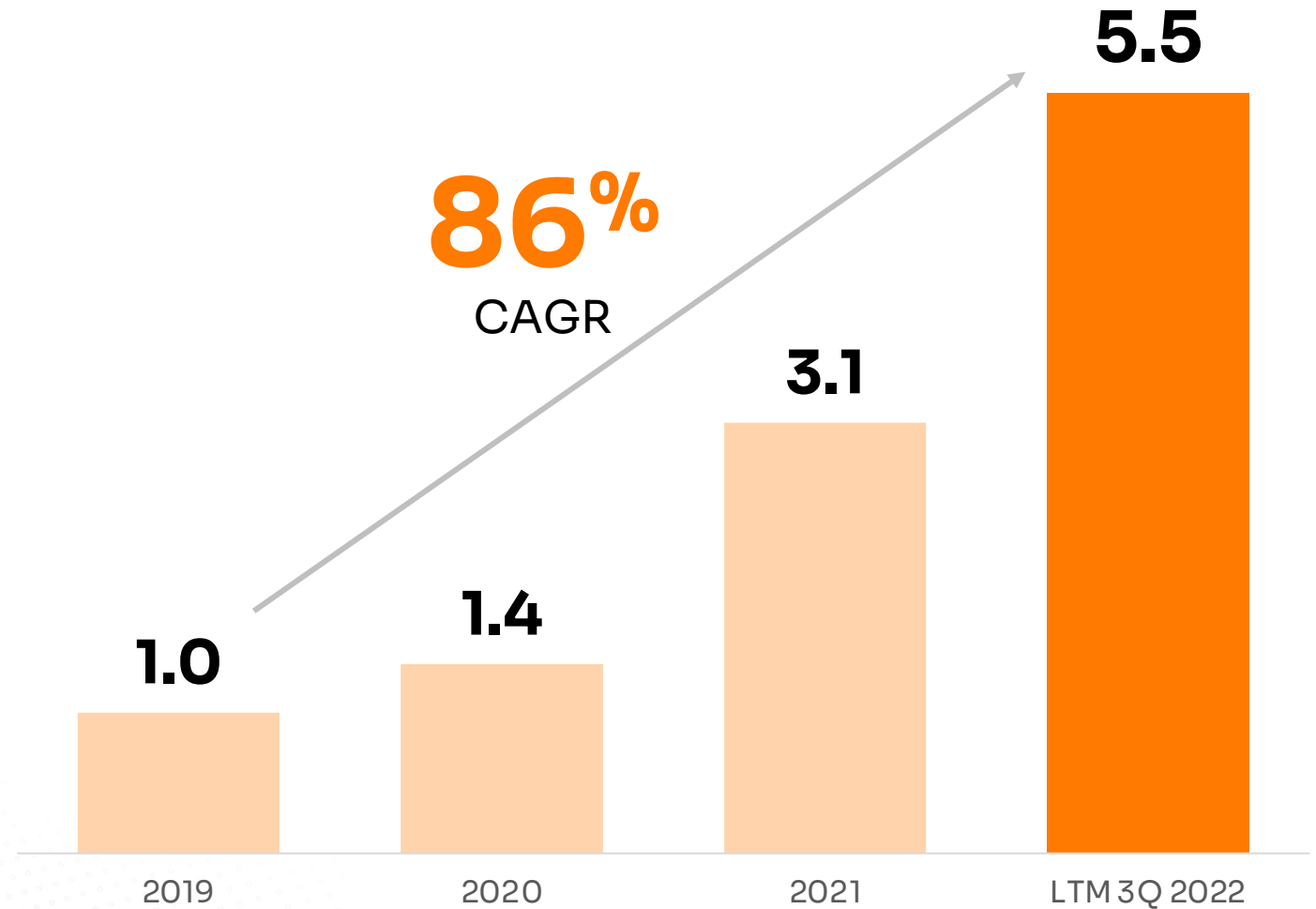
More Revenue

More **Clients**
x More **Engagement**
x More **Products**
x More **ARPAC**

= Rapid Revenue Growth

Gross Revenue¹

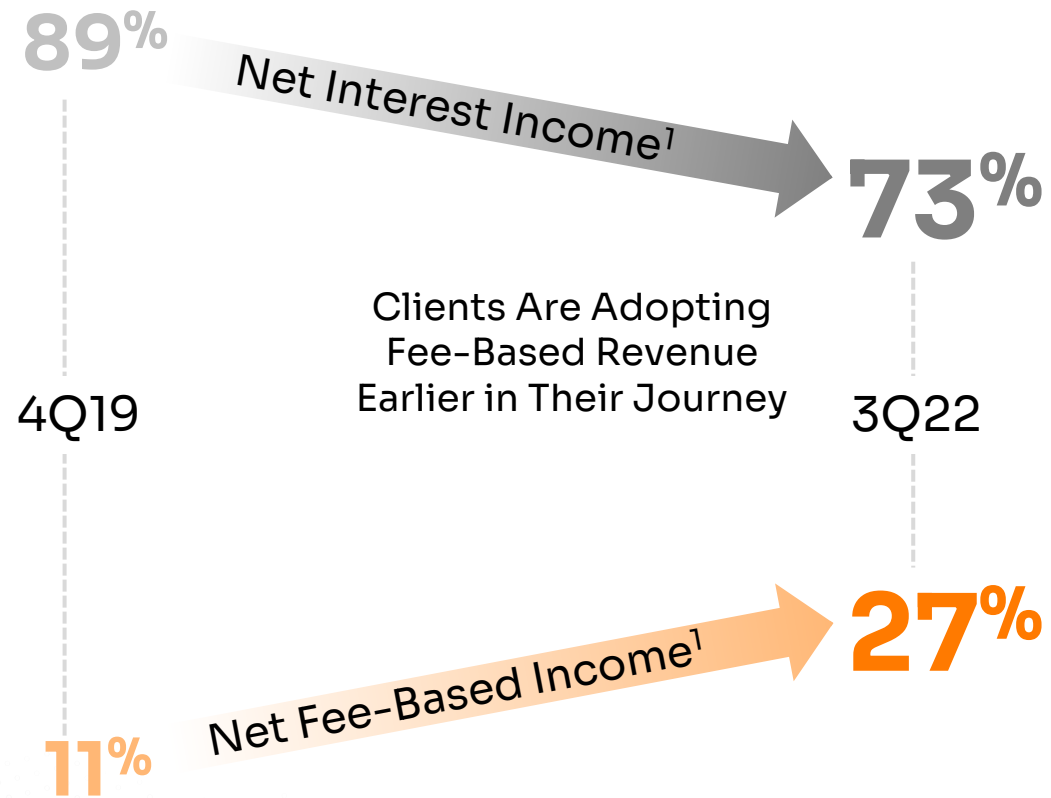
in R\$ Billions



More Clients Are Starting Their Journey with **Fee-Based Income**

Revenue Mix in the First Quarter of Each Cohort¹

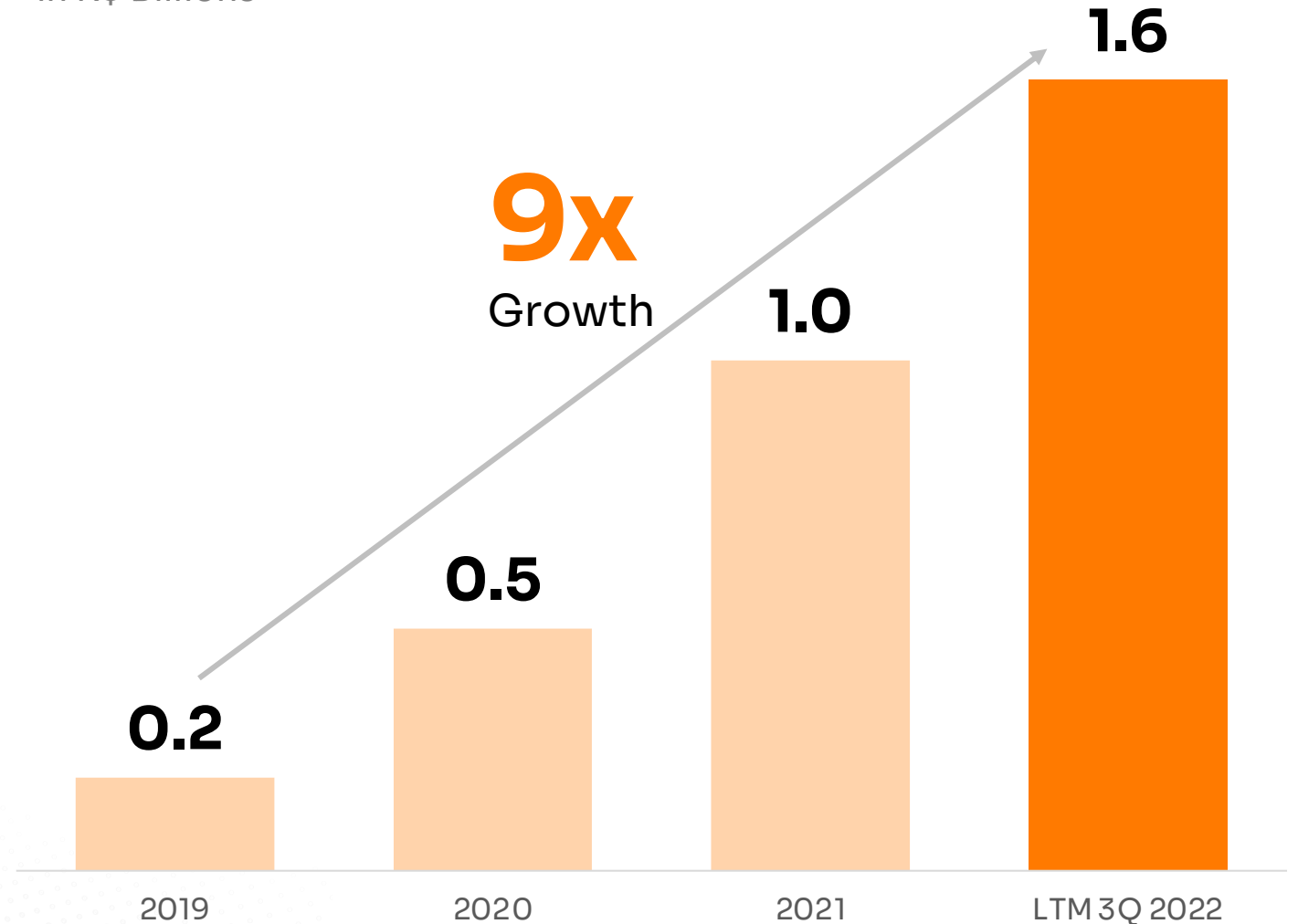
% of Net Revenue



Clients Are Adopting Fee-Based Revenue Earlier in Their Journey

Exponential Fee-Based Income Growth

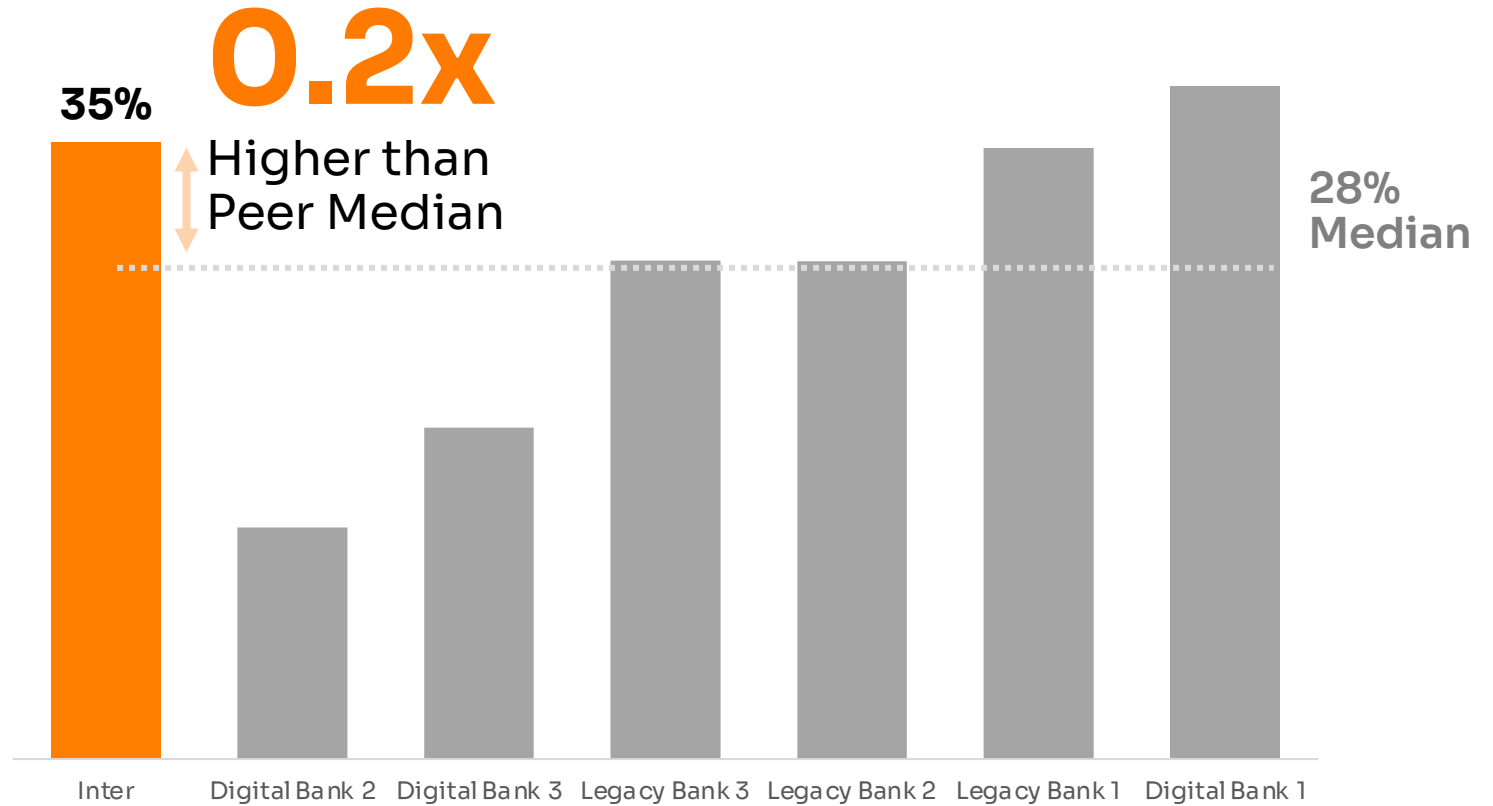
Gross Fee Income¹ in R\$ Billions



Fee Income Ratio
Far Exceeding
Banking Peers

Net Fee Income Ratio¹

% of Total Net Revenue



¹Note 1: Net Fee Income Ratio = (Revenue from services and commissions + Other revenue) / Revenue. Fee income ratio according to competitor's financial statements as the 3rd quarter of 2022.

2 Cost Efficiencies

Low Cost
to Acquire

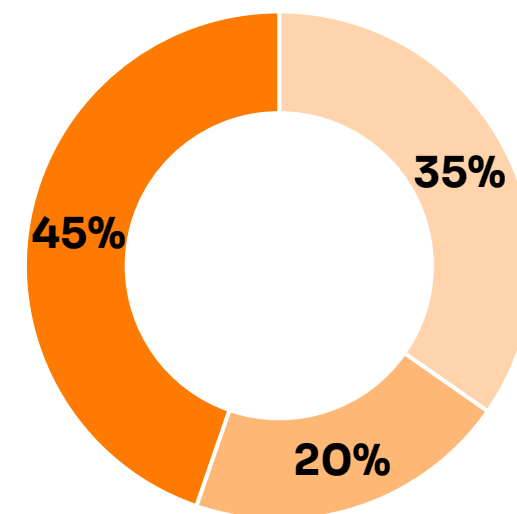
Low Cost
to Serve

Low Cost
of Funding

Low Cost
of Risk

Mapping Key Economic Indicators Across the Income Statement

		INCOME STATEMENT	
		9M22	
Cost of Funding	Interest income calculated using the effective interest method		1,932
	Interest expenses		(1,381)
	Net interest income		550
	Revenues from services and commissions		694
	Expenses from services and commissions		(94)
	Net result from services and commissions		599
	Income from securities		1,096
	Net gains / (losses) from derivatives		14
	Other revenues		301
	Revenues		2,561
Cost of Risk	Impairment losses on financial assets		(819)
Cost to Serve + Cost to Acquire	Personal expense		(494)
	Depreciation and amortization		(108)
	Other administrative expenses		(1,285)
	Income from equity interests in affiliates		(14)
	Profit / (loss) before income tax		(158)
	Current income tax and social contribution		(96)
	Deferred income tax and social contribution		212
	Income tax benefit		115
	Profit / (loss) for the quarter		(43)



- Cost of Funding
- Cost of Risk
- Cost to Serve + Cost to Acquire

Client Acquisition Cost (CAC)¹

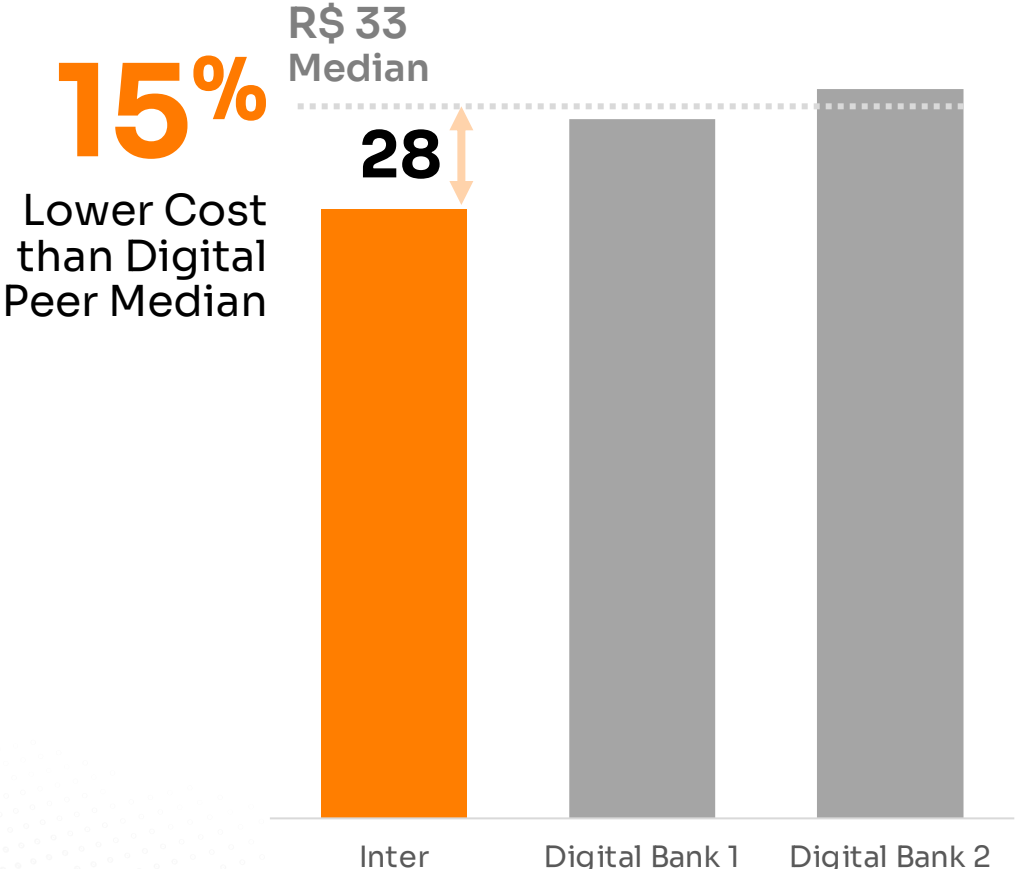
In R\$

Low Cost to **Acquire**

Supported by Word-of-Mouth Referrals & Strong Brand

~80%

Organic Client Acquisitions³



Note 1: CAC according to competitors' releases as the 3rd quarter of 2022. CAC for Inter is the average cost to add a client to the platform, considering operating expenses for opening an account - such as onboarding personnel, embossing and sending cards and digital marketing expenses - divided by the number of accounts opened. CAC for competitors may be differently calculated and measures might not be comparable.

Note 2: Digital Bank 3 and Legacy Banks 1, 2 and 3 do not disclose the Cost to acquire.

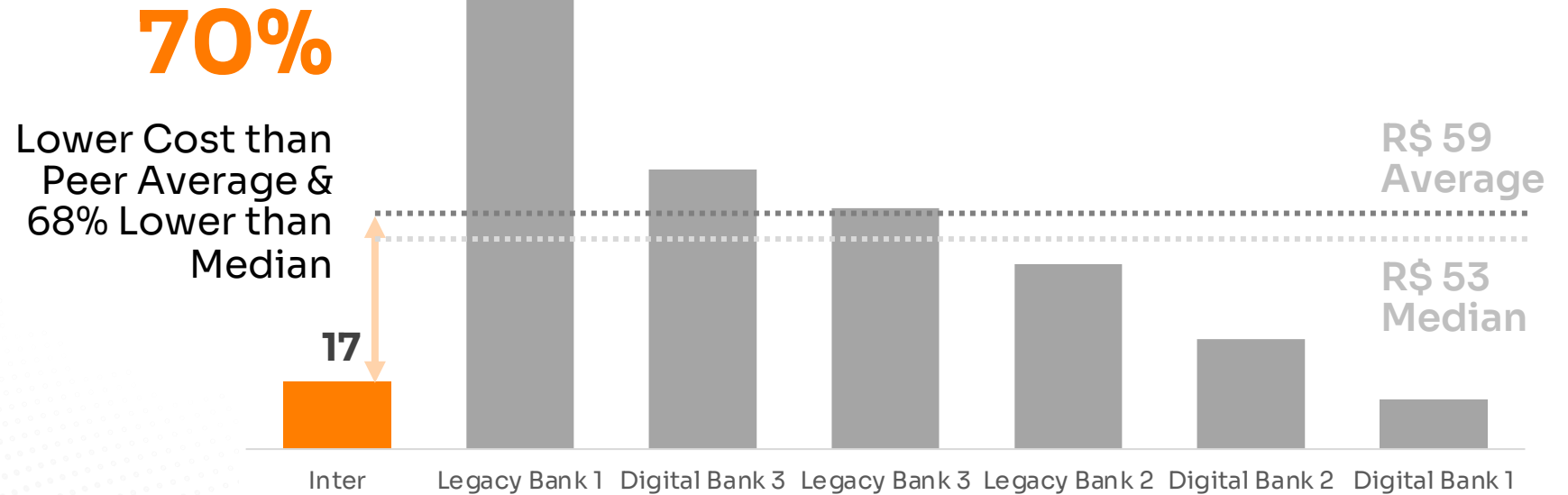
Note 3: Source: Google Play and Apple Store. number of App Installs from Search, Navigation and Referrals. Does not include installs coming from paid media sources

Cost to Serve¹

In R\$, Monthly

Low Cost to **Serve**

Superior Cost to Serve Despite Being Earlier in Our Client Acquisition Journey



Note 1: ((Personnel Expenses+ Other Administrative Expenses - Cashback Expenses -Total CAC) ÷3) / Average of the last 2 quarters Active Clients. Cost-to-Serve according to the competitors' financial statements as the 3rd quarter of 2022 and other public documents.

Demand Deposits¹

% of Total Funding

Low Cost
of **Funding**

Supported by Our
Growing Base of
Retail Deposits

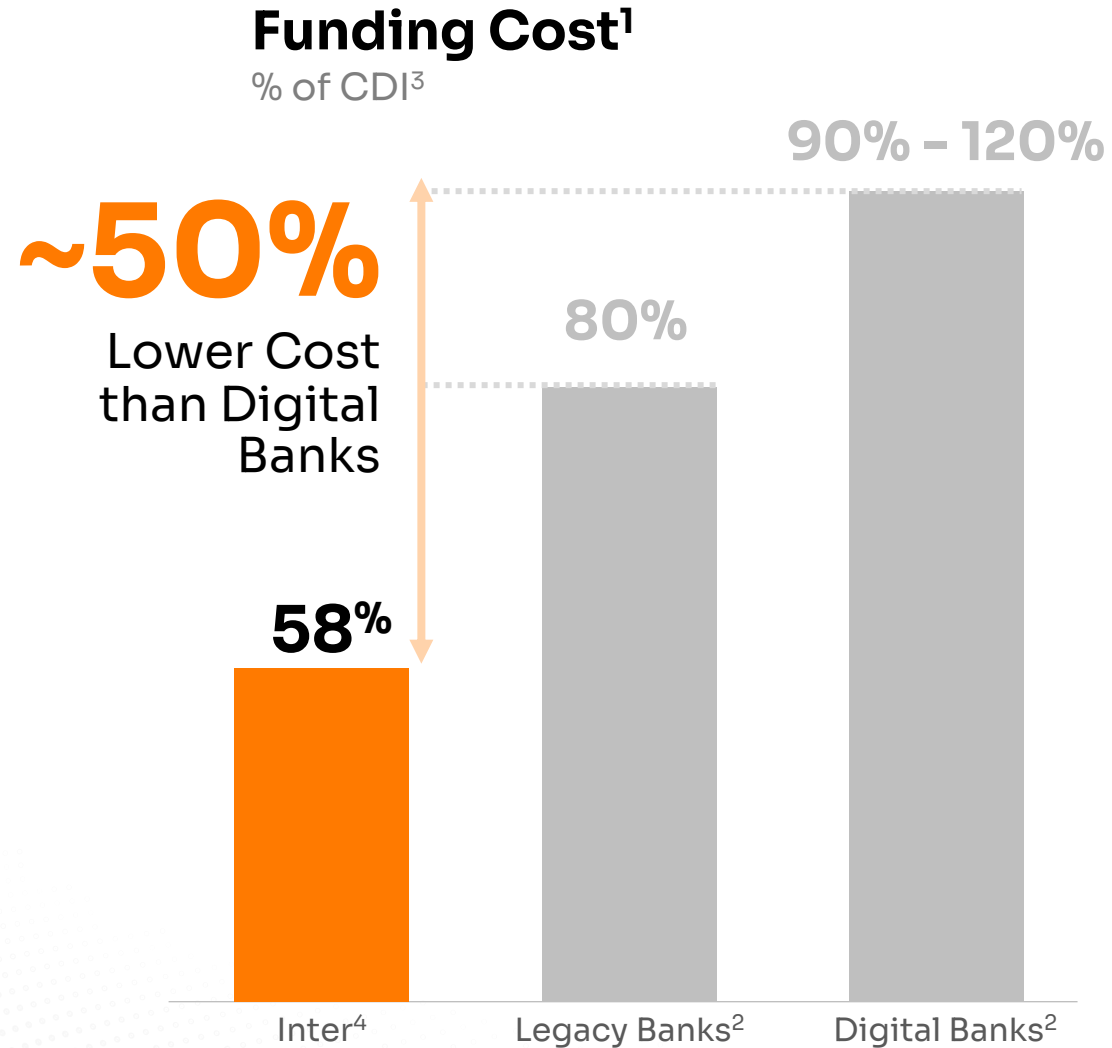
Far Exceeding
Our Digital Banking &
Traditional Banking Peers



Note 1: Peers and Inter figures in IFRS. Peers figures according to the competitors' financial statements as the 3rd quarter of 2022 and other public documents. Average total funding over Demand Deposits. Digital Bank 1 does not have Demand Deposits.

Low Cost of Funding

Significantly Lower Cost than Both Legacy & Digital Banks



Note 1: Cost of funding = (Interest Expenses x 4) + (Last 2 Quarters Average of Total Funding). For Inter the rate excludes holding debt, R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost).

Note 2: Peers figures according to the competitors' financial statements as the 3rd quarter of 2022 and other public documents.

Note 3: For the quarter ending in Sept 30th, 2022, the CDI rate considered was 13.5%.

Note 4: 3Q22 Cost of Funding excluding Inter Holding Financeira R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost). The unadjusted cost of funding for 3Q22 was 8.6%, resulting in a cost of funding as % of CDI of 63.5%, as disclosed in the Company filings.

Non-Performing Loans²

Lower 3Q22
**Non-Performing
 Loans**

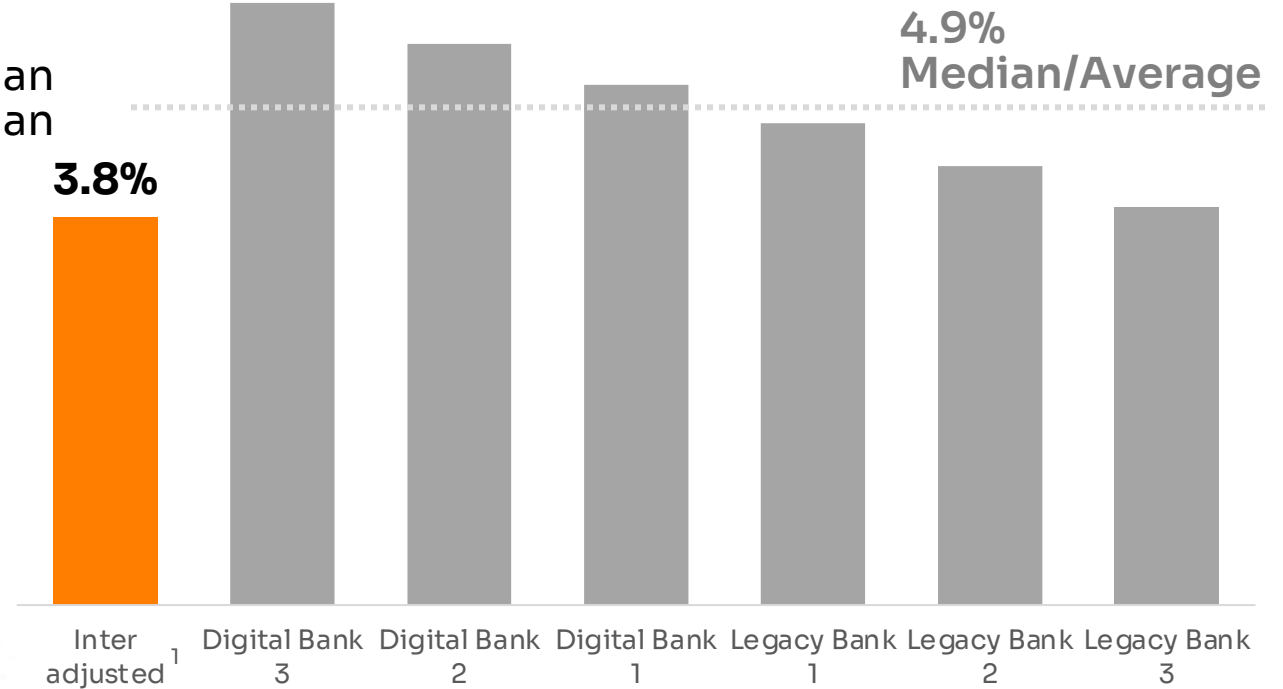
Supported by Our
 Structurally Low-
 Risk Portfolio

+70%

**Collateralized
 Loan Portfolio**

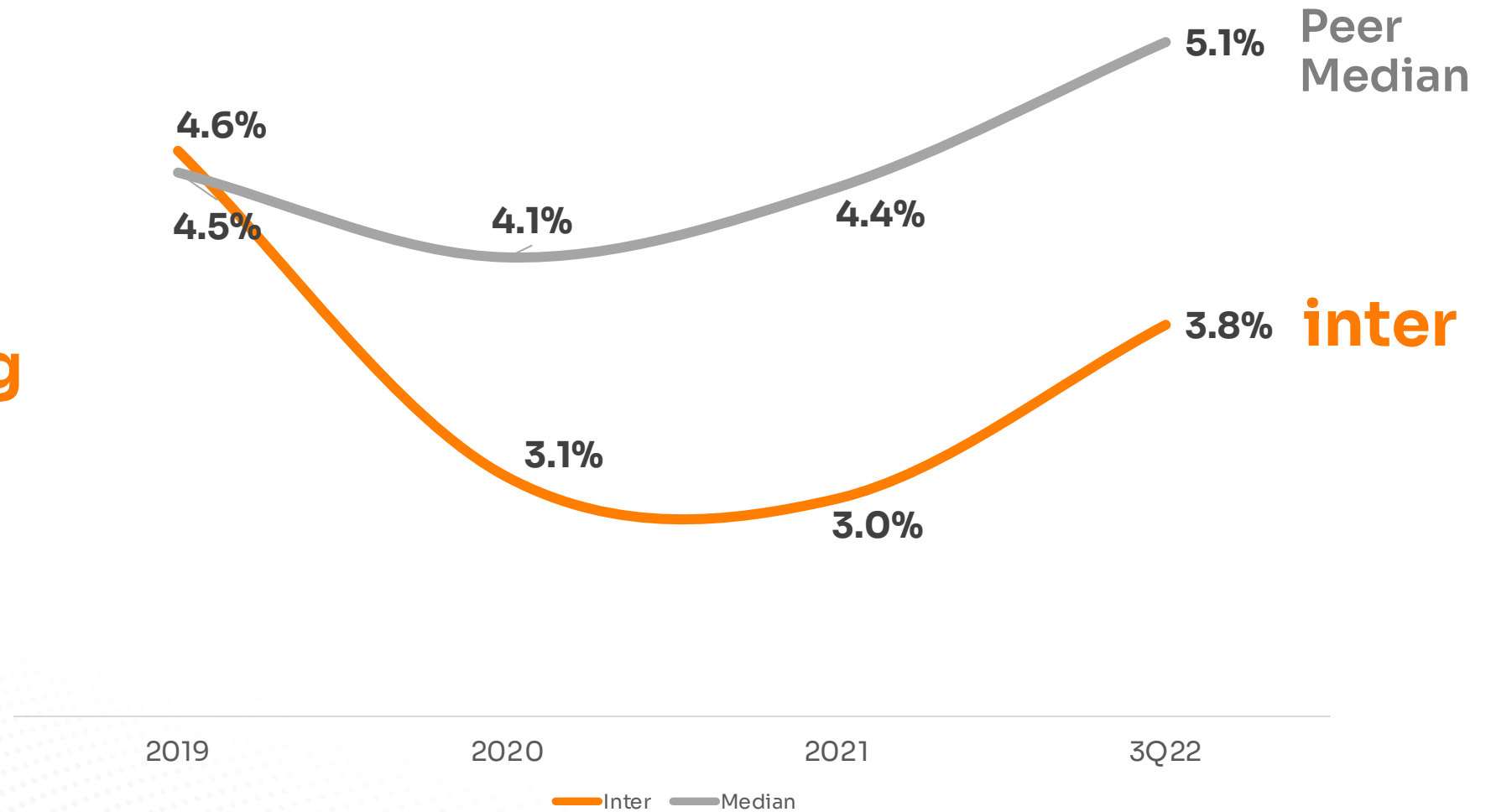
30%

Lower than
 Peer Median



Note 1: Gross Loan Portfolio including the Anticipation of Credit Card Receivables, disclosed in note 9.a of September 30, 2022, Financial Statements, line "Loans to financial institutions".
Note 2: Peers figures according to the competitors' financial statements as the 3rd quarter of 2022 and other public documents. For the peers the NPL ratio for Retail was considered. In case the number was not disclosed, the overall ratio was considered.

Consistently Lower Non-Performing Loans¹



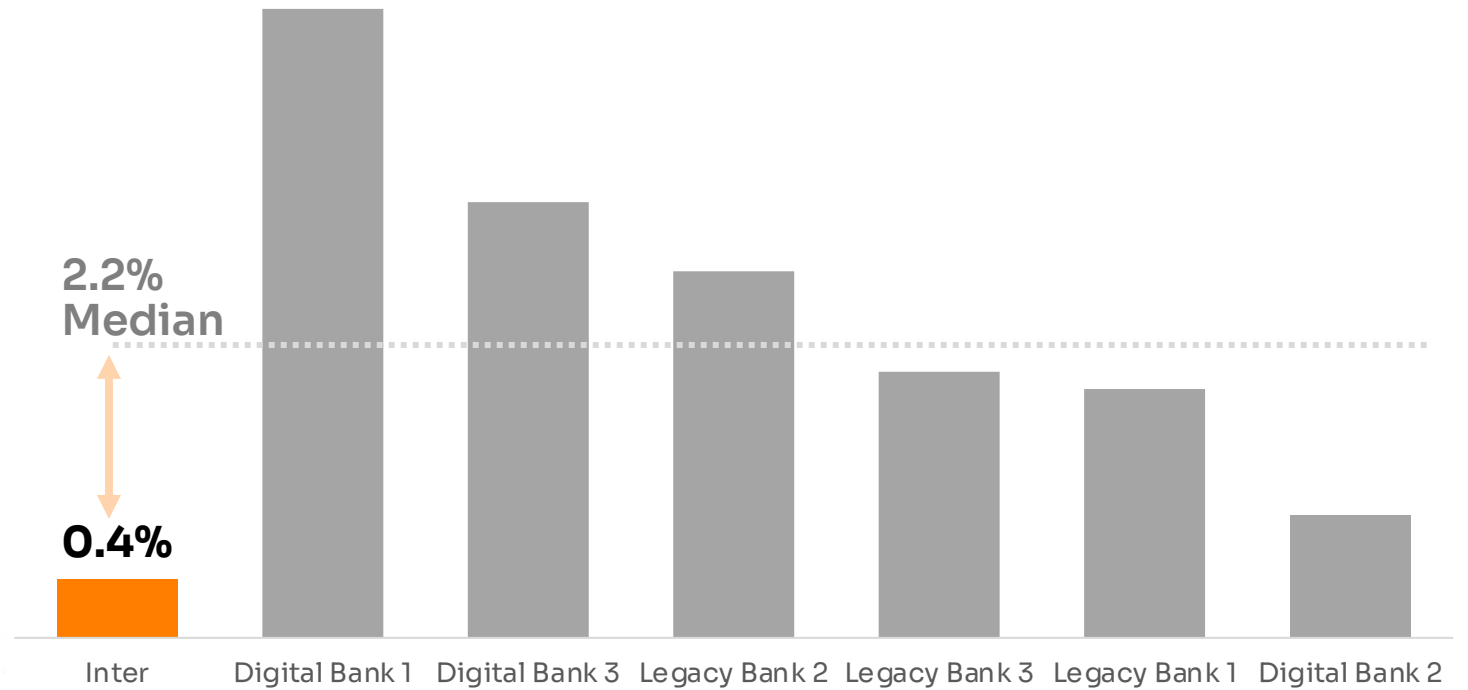
Note 1: Gross Loan Portfolio including the Anticipation of Credit Card Receivables, disclosed in note 9.a of September 30, 2022, Financial Statements, line "Loans to financial institutions". Peers figures according to the competitors' financial statements as the 3rd quarter of 2022 and other public documents. For the peers the NPL ratio for Retail was considered. In case the number was not disclosed, the overall ratio was considered.

Lower Net Charge Offs

5x
Lower than
Peer Median

Net Charge Offs

% Write-offs Net of Recoveries Divided by Average Loan Balance¹



Note 1: Total of write-offs over total average loan balance of the last two quarters according to competitor's financial statements for 2nd and 3rd quarter of 2022. For the ratio the write-off balance considers the annualized for 12 months.

Cumulative Contribution³ Margin Less CAC

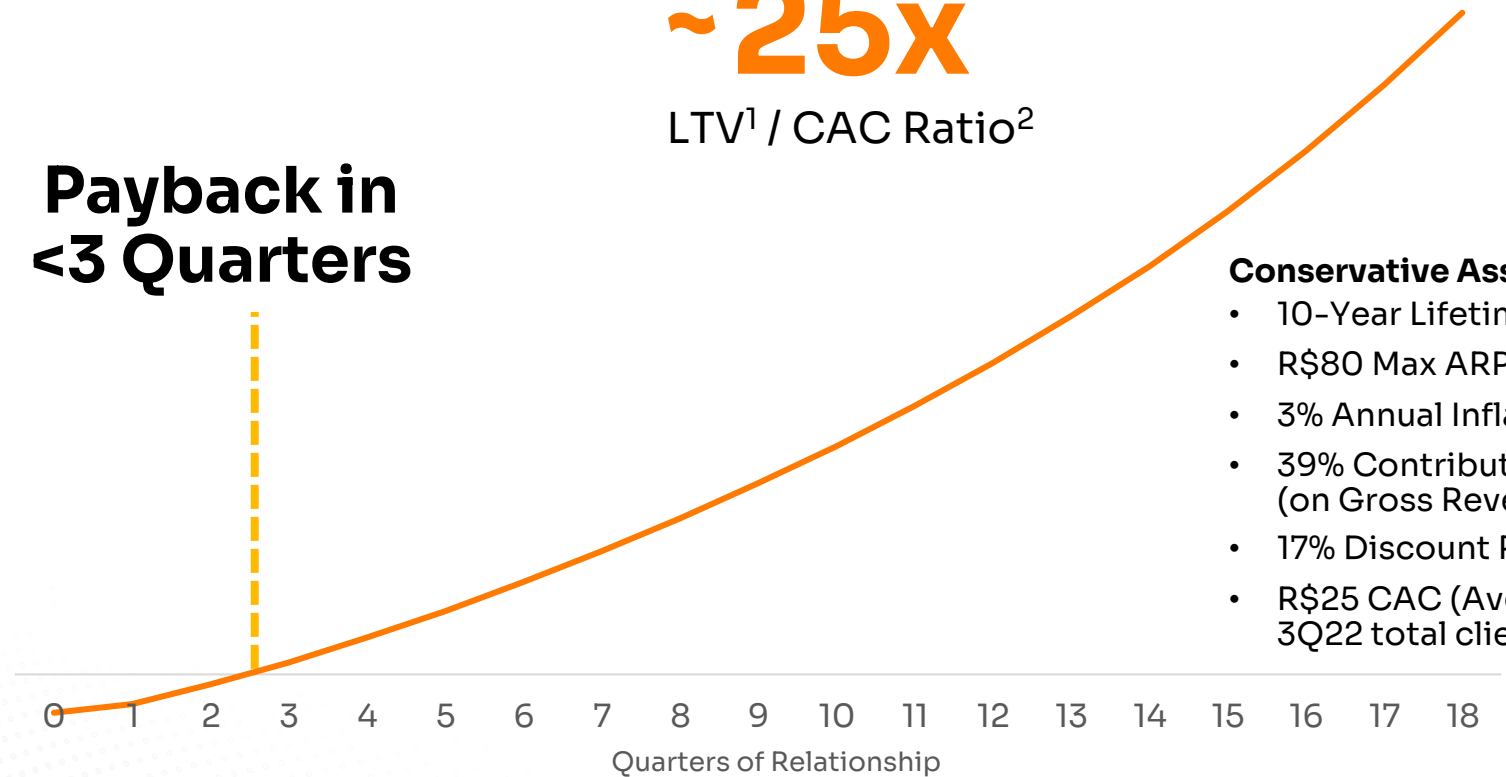
Average of Quarterly Cohorts (1Q18 – 3Q22)

Highly
Profitable
on a Unit Basis

Payback in
<3 Quarters

~25x

LTV¹ / CAC Ratio²



Conservative Assumptions

- 10-Year Lifetime
- R\$80 Max ARPAC
- 3% Annual Inflation
- 39% Contribution Margin³ (on Gross Revenue)
- 17% Discount Rate
- R\$25 CAC (Avg. 1Q18 – 3Q22 total clients)

Note 1: LTV= Sum of the estimate average revenue per client throughout his lifespan as as customer, discounted by 17% and adjusted for inflation.

Note 2: The average cost to add a client to the platform considers operating expenses for opening an account - such as onboarding personnel, embossing and sending cards and digital marketing expenses with a focus on client acquisition, divided by the number of accounts opened in the quarter.

Note 3: Contribution Margin = (Total Gross Revenues - Variable Expenses) / Total Gross Revenues

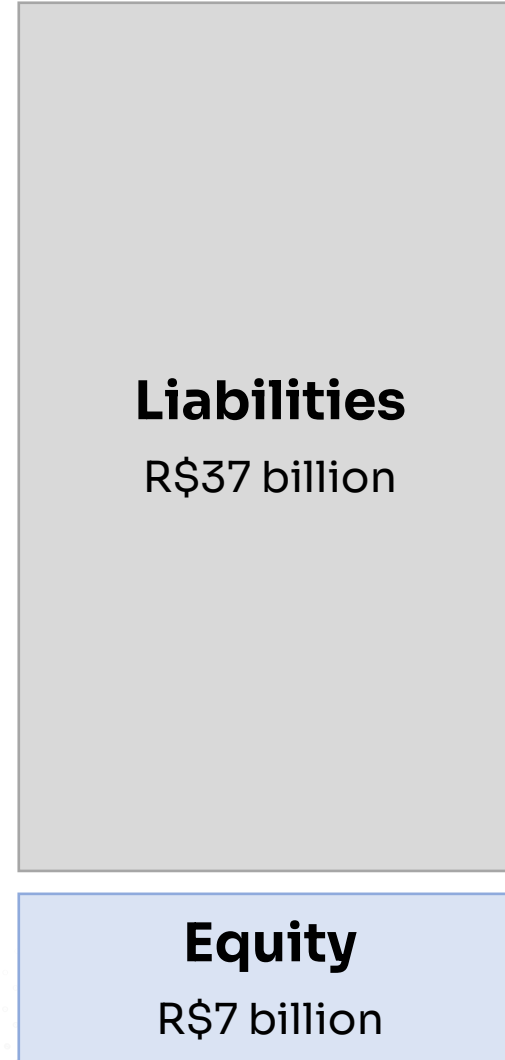
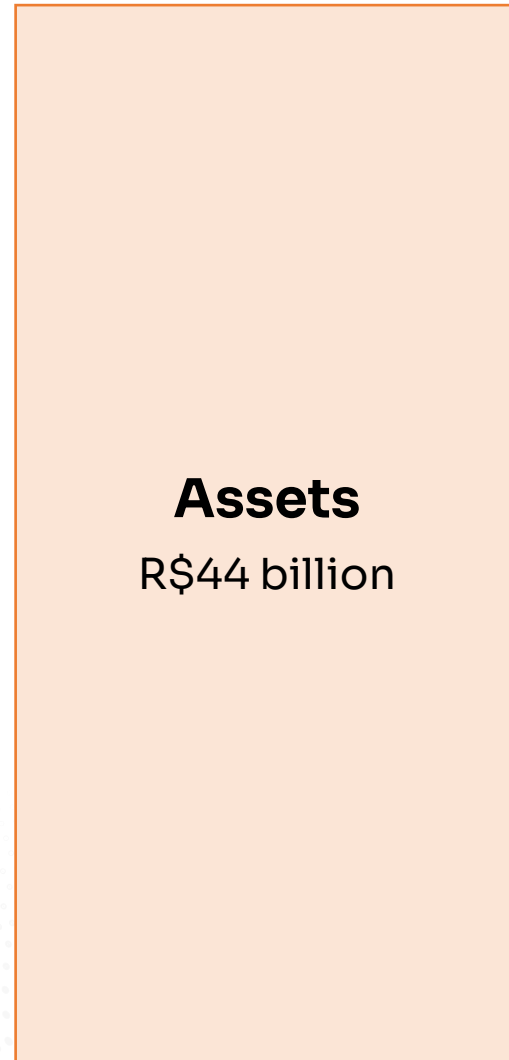
3 Profit Generation

All While Maintaining a Fortress Balance Sheet

Balance Sheet As of 9/30/2022

38%
Liquidity /
Assets¹

141%
Coverage
Ratio²



58%
Cost of
Funding (% of CDI)³

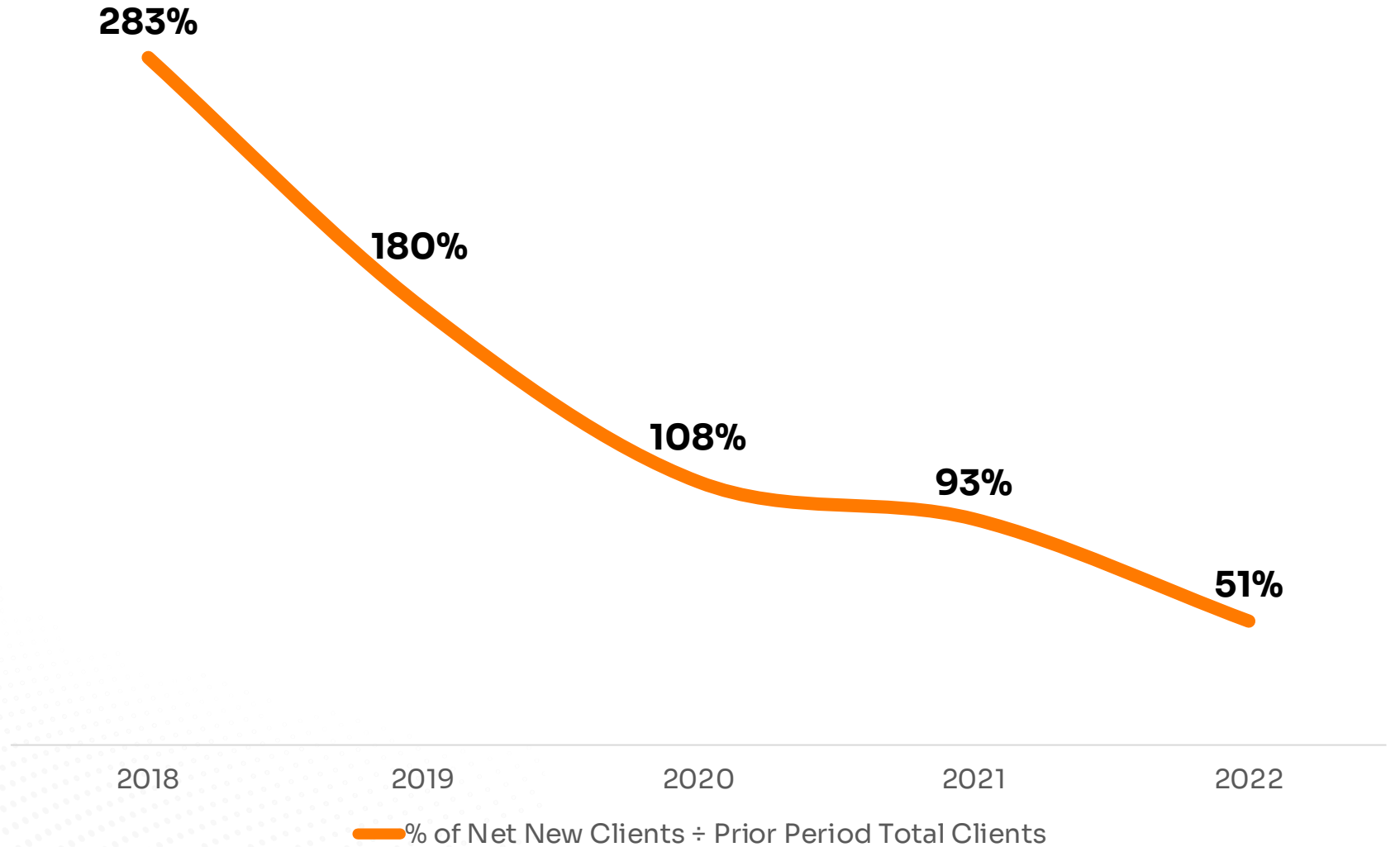
29.8%
Tier 1
Capital⁴

Note 1: Cash & Cash Equivalents + Securities + Other Assets + Provision for Expected Loss) + Total Assets. As of September 30th, 2022. **Note 2:** Provision for expected loss ÷ (NPL > 90 days). **Note 3:** Adjusted Cost of Funding % of CDI excludes the non-recurring effects of deflation in 3Q22 and assumes the inflation projected for 2023 from the Focus Report of Brazilian Central Bank, divided by four. As of September 30th, 2022. 3Q22 Cost of Funding excluding Inter Holding Financeira R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost). The unadjusted cost of funding for 3Q22 was 8.6%, resulting in a cost of funding as % of CDI of 63.5%, as disclosed in the Company filings. **Note 4:** As of September 30th, 2022.

Net New Clients

% of Prior Period Total Clients

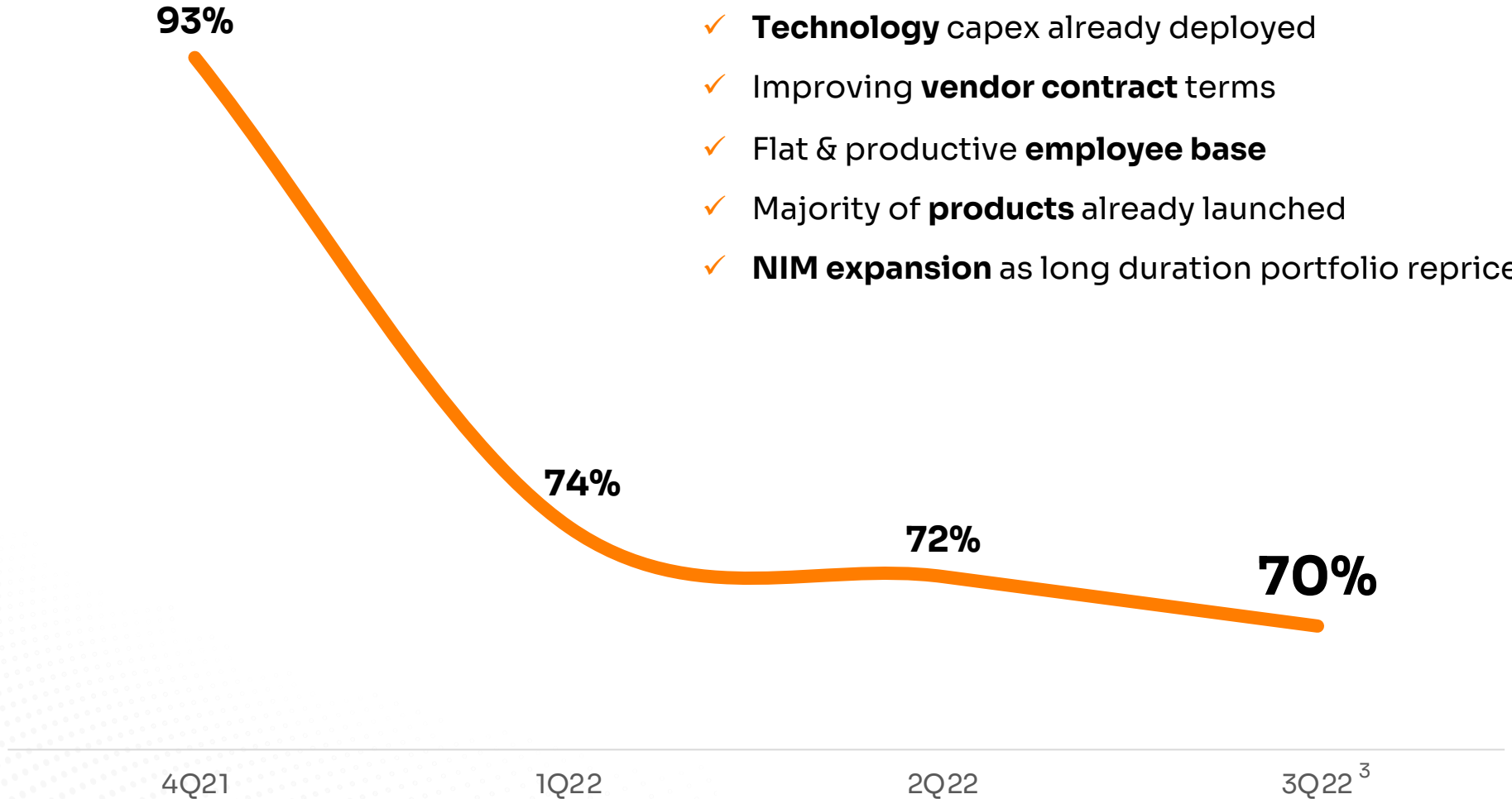
Lower Growth
Impact



Efficiency Ratio

% Expenses¹ Divided by Net Revenue²

Strong
Operating
Leverage



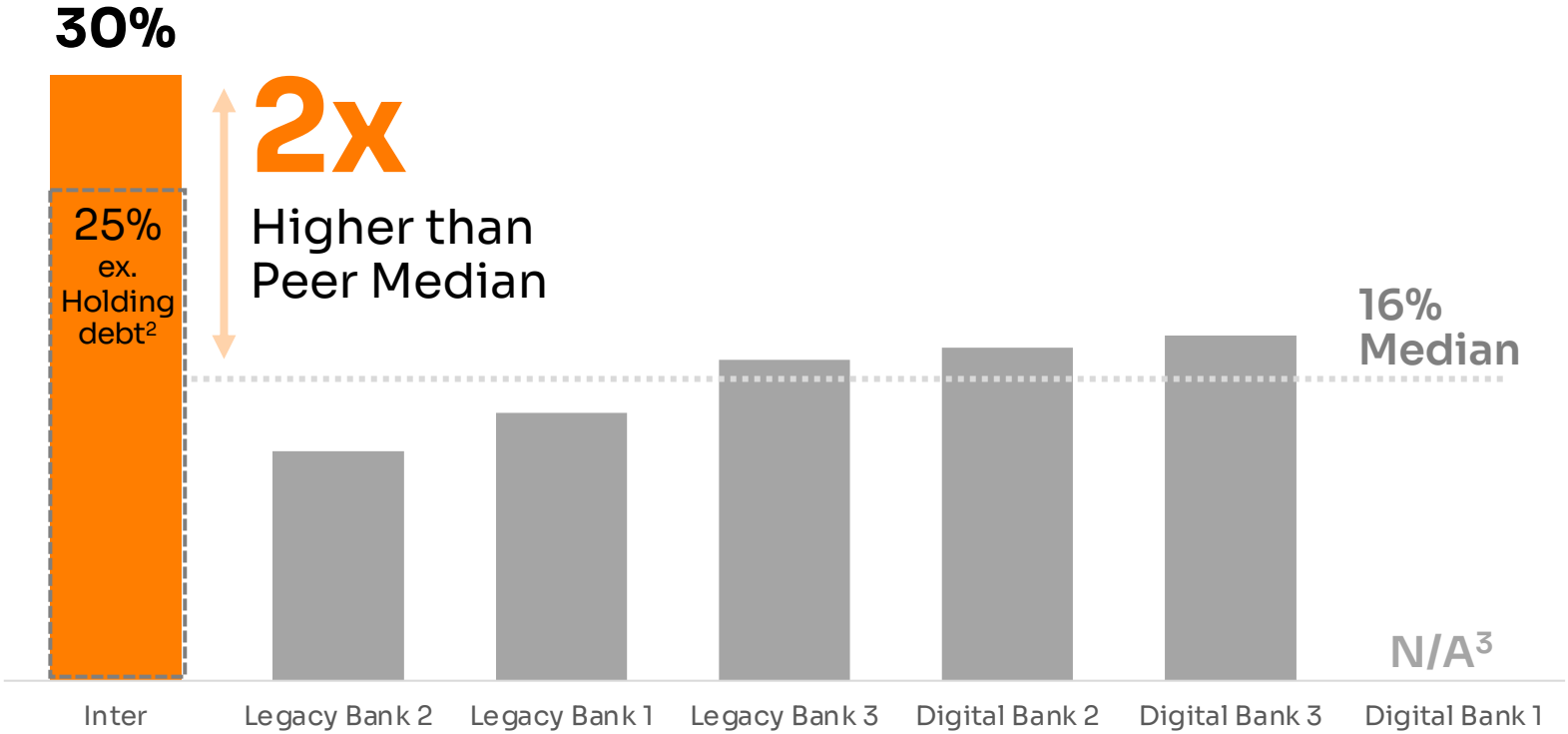
Note 1: Expenses = (Personnel Expenses + Other Administrative Expenses).

Note 2: Net Revenues = (NII + Net result from Services and Commissions + Income from Securities + Net gains (or losses) from Derivatives + Other Revenue – Tax Expenses).

Note 3: '3Q22 Adjusted' excludes the non-recurring effects of deflation in 3Q22 and assumes the inflation projected for 2023 from the Focus Report of Brazilian Central Bank, divided by four. (<https://www.bcb.gov.br/publicacoes/focus>). The unadjusted value for 3Q22 was 78.3%.

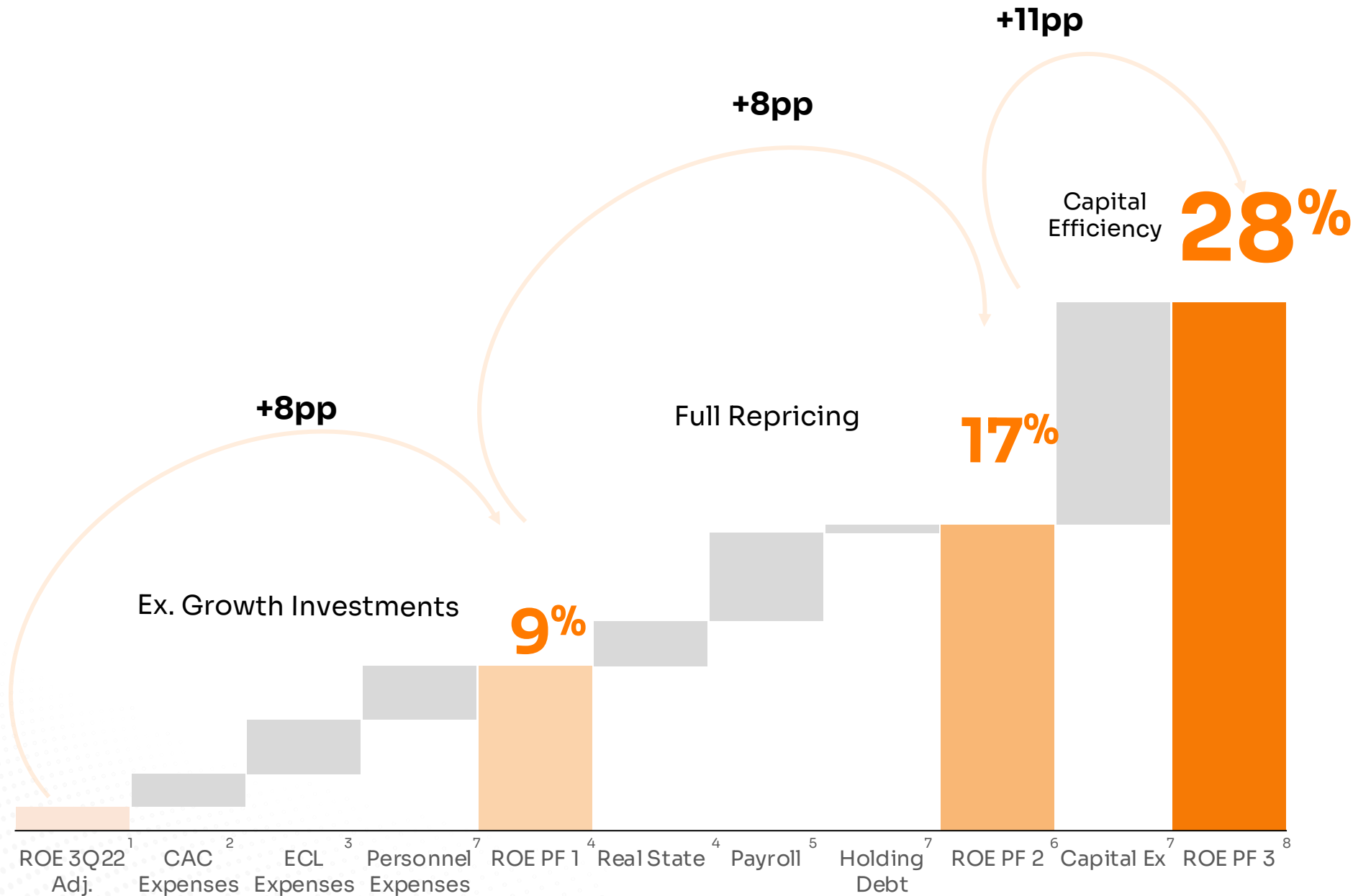
Common Equity Tier (CET) 1 Ratio¹

Strong Balance Sheet with Tier 1 Capital **Exceeding** Banking Peers



Note 1: CET1 according to competitor's financial statements as the 3rd quarter of 2022.
Note 2: Adjusted numbers do not reflect actual result. Inter Holding Financeira R\$1.2bn debt due from the cash-out paid during the Corporate Reorganization of June 2022 (CDI + 1.95% cost).
Note 3: Digital bank 1 does not disclose a CET 1 Ratio

Steady-State Path to ~30% ROE



Note 1: 3Q22 Adjusted replaces the effect of non-recurring deflation reported by IPCA in 3Q22 with the adjusted impact of inflation projected by the Focus Report of Brazilian Central Bank for 2023. Adjusted figures are non-IFRS measures, are presented for illustrative purposes only and do not reflect our actual results. **Note 2:** R\$ 28 x 3Q22 Net new clients; **Note 3:** Regarding 100% of 3Q22 new Credit Clients; **Note 4:** Considering the same market ratio (clients / employee), reducing Personnel Expenses; **Note 5:** Increase in revenues considering the whole portfolio applying the actual origination rates; **Note 6:** If we had paid the debt in June/30, would have less 34 mm of debt expenses and less 19 mm of Treasury; **Note 7:** Capital Efficiency = Decreasing the capital excess to reach Basel Ratio of 15% + decrease in treasury income regarding the cash loss; **Note 8:** ROE PF = ROE Pro Forma.

Plan to Generate **Shareholder Value**



Note 1: Total Number Clients. Products from all business verticals are considered.

Note 2: Efficiency Ratio = (Personnel Expenses + Other Administrative Expenses) / (NII + Net result from Services and Commissions + Income from Securities + Net gains (or losses) from Derivatives + Other Revenue - Tax Expenses)

Note 3: ROE = Profit / (loss) for the year ÷ Average of last 2 years Shareholders Equity.

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