

Institutional Presentation

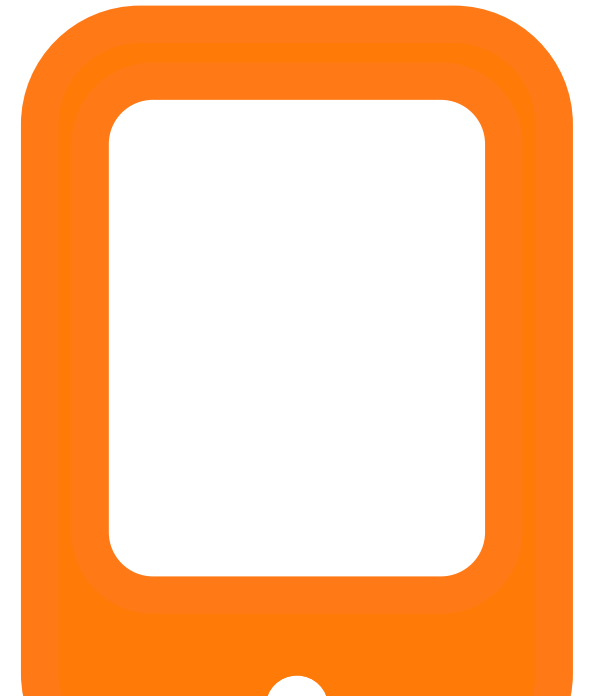
1Q21

inter



Agenda

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

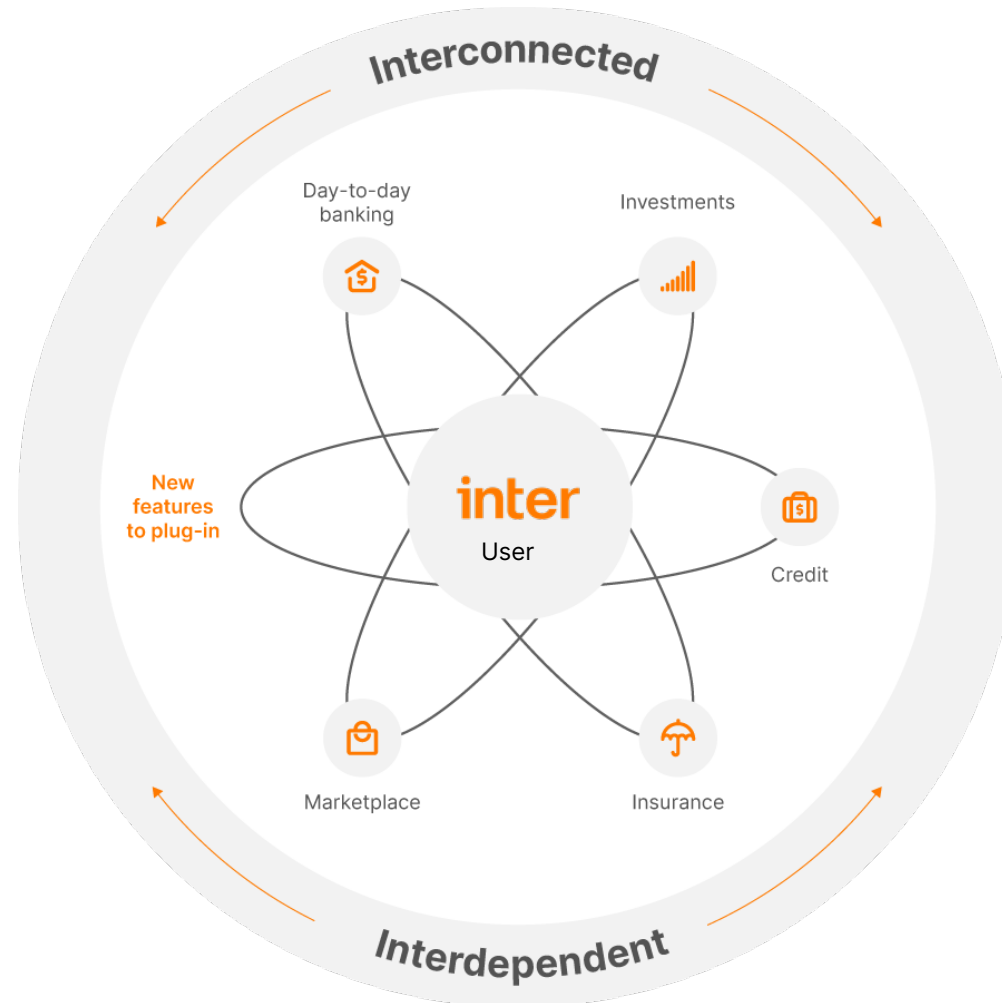


Inter: a complete digital platform to users' daily needs

Evolution of Inter from a digital retail banking platform

Interconnected and **Inter**dependent avenues of growth and monetization

- Digital platform to facilitate people's routine with a **complete portfolio of solutions**
- Strategy focused on **user experience**
- **Symbiotic** relationship among areas
- **Network effect** drives engagement and a virtuous cycle of organic client flow
- **Cross-sell and up-sell** opportunities



Data
+
Recurrence
+
Payments
+
Credit
=
Strong digital platform

The only Super App in
the western world

Main Highlights

Growth and engagement

- We reached 10.2 million customers in 1Q21, a growth of 106% YoY;
- BRL 541.8 million in total revenues¹ in 1Q21, a growth of 95.0% YoY;
- Over BRL 207,211 million in revenues from services² in the 1Q21, an annual growth of 113%;
- Average revenue per client (ARPU) of BRL 190.80, a 8.5% increase YoY;
- Decrease of 16.5% in Service cost per client³ compared to the 1Q20, totaling BRL 122.30 in 1Q21;
- Net profits of BRL 20.8 million;
- We signed two deals in April, the acquisition of a controlling interest in the Duo Gourmet operation, which will strengthen Inter Shop's food vertical and IM Designs, as part of the strategy of investing in new technologies capable of transforming our customers' experience.

— We firmed a new partnership with Sompo Seguros for 15 years. The base value of the operation is BRL 165 million.

— We launched a key to give the option of "Cashback or Credit Limit" at Inter Shop – a Consumer Finance 2.0 initiative in our platform



Main Highlights 1Q21

inter

10.2^{mm} Digital checking accounts Mar/221
+106% vs. 1Q20

BRL 541.8^{mm} Total revenues 1Q21
+95% vs. 1Q20

Day to day banking



BRL 7 bn
Demand deposits 1Q21
+174% YoY

BRL 7.6 bn
Card transactions 1Q21
+174% YoY

Credit



BRL 11 bn
Extended credit portfolio 1Q21
97% YoY

BRL 3.7 bn
Credit Underwriting 1Q21
174% YoY

Insurance



367 k
Active customers 1Q21
+385% YoY

BRL 19.6 mm
Revenues 1Q21
+193.4% YoY

Investments



1.5 mm
Active customers 1Q21
+149% YoY

BRL 52 bn
AuC 1Q21
+154% YoY

Inter Shop



+41.2 mm
Inter Shop's Revenue 1Q21
685% YoY

BRL 1.8 bn
GMV in the last 12 months
+50% YoY

Evolution of Our Strategy



Inter: a new brand, for a new purpose

Inter is doing the new, solving and simplifying people's lives.

inter



We believe

We believe that a truly complete platform only exists when customers can solve all their needs in one place

Our purpose

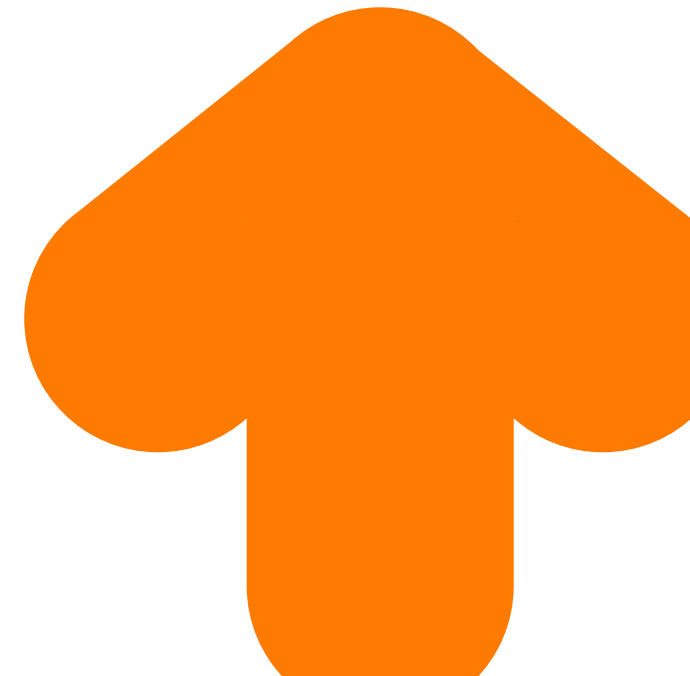
Create what simplifies people's lives.

What we do

We are an innovation platform that makes life easier in the most different ways

Agenda

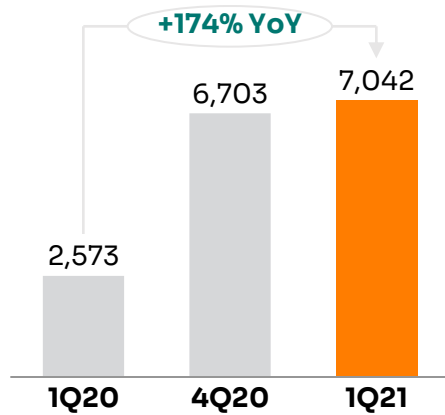
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Best offer of current account, payments, transfers, withdrawals and cards

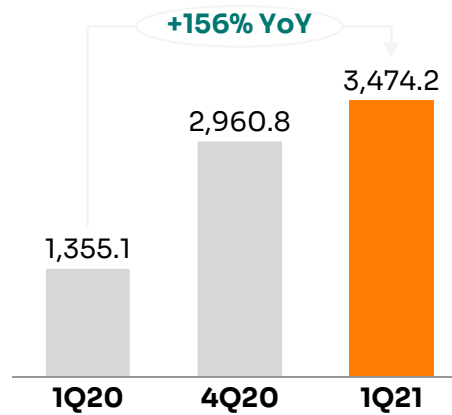
Demand deposits

In BRL million



Number of used cards

In thousand

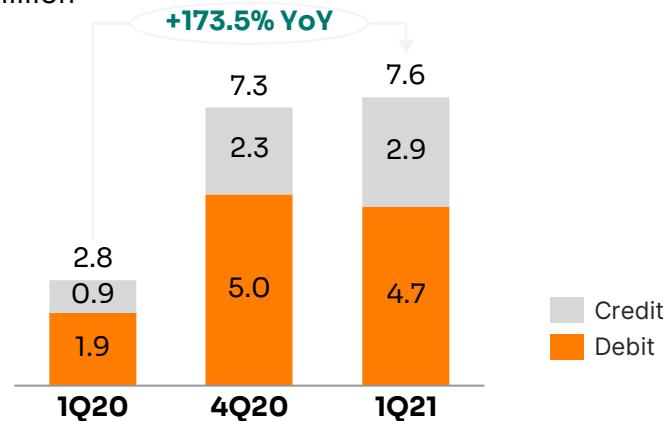


Strengths

- High recurrence and engagement
- 100% digital

Transacted volume





In BRL million



Credit

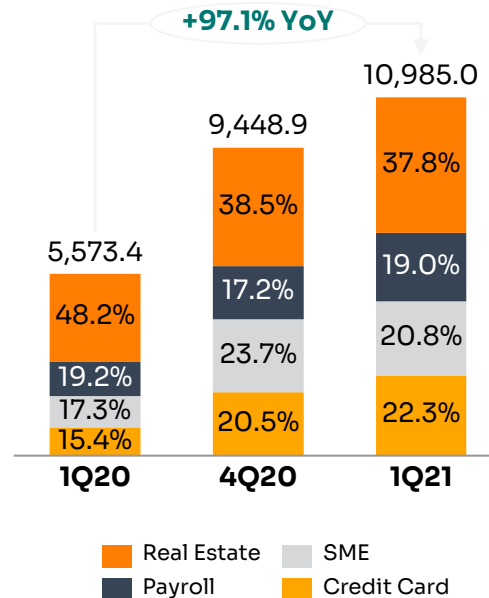
Focus on collateralized products

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

-  Real estate credit
-  Payroll loans
-  Collateralized SME credit
-  Credit card

Extended Credit Portfolio

In BRL million



Strengths

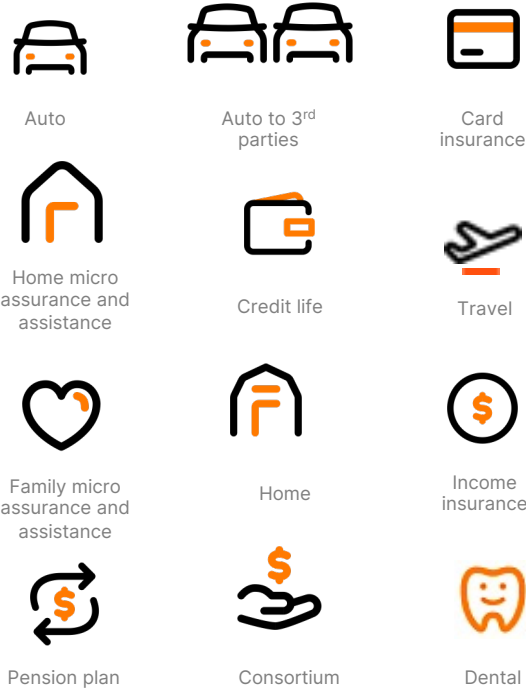
- Highly collateralized loan book
- Low cost of funding driven by retail funding base
- Large retail customer base
- Long term experience and know-how

Growth levers

- Collateralize credit cards
- Low penetration on customer base
- Increase share of wallet
- Lowest level of Selic rate

The largest digital insurance platform in Brazil

Multiple products on the platform:
appassurance and bancassurance



367k Active customers¹ 1Q21
+385% vs. 1Q20

Partners:



Exclusivity agreement renewed in Aug/20

Term: 15 years

Upfront payment: BRL 60 mm

Earn out payments: BRL 308 mm



Exclusivity agreement firmed in May/21

Term: 15 years

Upfront payment: BRL 12.0 mm

Earn out payments: BRL 152.5 mm



Strengths

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

Growth levers

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

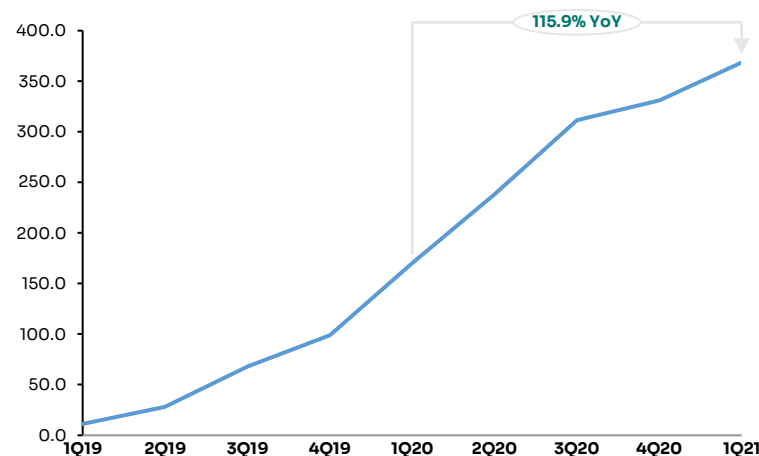
Unique B2C digital investment platform in Brazil, set to build customer loyalty in the financial deepening phenomenon

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

1.5mm Active customers 1Q21
+149% vs. 1Q20

BRL52 billion AuC Q21
+154% vs. 1Q20

Customers with custodied shares
(‘000)



Strengths

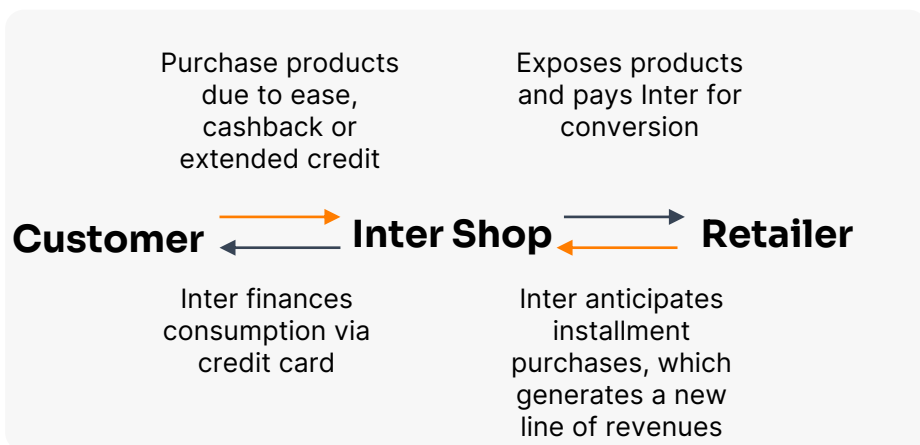
- Last-mile ownership
- Retail funding
- Free online stock trading platform
- Cashback on invest funds
- Segmented customer service
- Research team
- Inter Wealth Management - WIN

Growth levers

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

Interconnected shopping platform that combines e-commerce, payments and credit

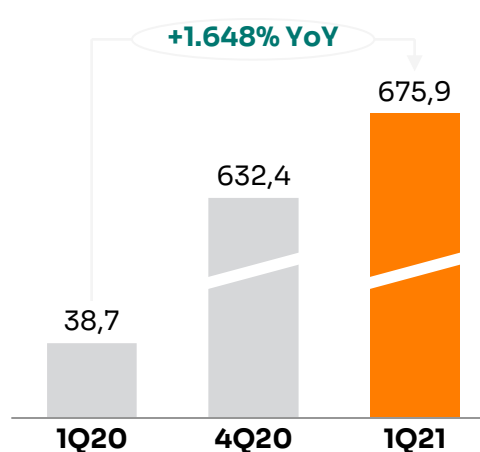
315 partner sellers, of which 58 operating in end-to-end partnerships, where the purchase journey happens **100% inside our App**



BRL 41.2 million Inter Shop's commission revenues, increase of 3,611% over 1Q20

Inter Shop Gross Merchandise Volume (GMV)

In BRL million



BRL 676 million GMV
March 2021



Strengths

- Cashback on purchases
- Convenience
- Seamless UX in payments
- Extended credit for platform purchases
- Payment flexibility
- Recurrence driven by banking platform
- Cross-selling
- Inter Day (7/7)

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ESG Progress

2020 Annual Report

After we launched our first official document on sustainability in early 2020, the Report on the Sustainable Revolution, we started working on the internal development of a new reporting model, the Annual Report.

In our first Annual Report, we were able to zoom in on the interfaces of our business model with the FASG (Financial, Environmental, Social and Governance) pillars – our adaptation of the acronym ESG (Environmental, Social and Governance).

Besides describing how we generate value in each of these pillars, we provided further information on our Risk Management and how the Technology sustains our exponential growth.



We follow the reporting standards of the **Global Reporting Initiative (GRI)**, an international organization that, through its indicators, helps institutions to report with transparency the information they deem most relevant to their business, society and the environment. We reported the GRI Standards' Essential option and were subject to external auditing. Moreover, we seek to correlate the content with the **17 Sustainable Development Goals (ODS)** of the 2030 Agenda and their respective goals, keeping our ongoing commitment to the **Global Pact**, to which we became a signatory in 2020.

The 2020 Annual Report may be accessed [here](#).

Materiality Assessment 2021

We understand that Inter is a digital ecosystem under constant evolution and, as such, it is necessary to make possible adaptations in our methodology of listening to stakeholders, in order to reflect the changes in our business lines.

In this context, **we are developing a new listening process**, where we include the materiality of our diverse business avenues, not restricted to the banking market's standard material themes so that we are able to better direct our engagement plans and improve the quality of our relationship with all stakeholders. We have the intention of renewing our materiality annually, to capture the updated perception of our business model.

Be part of our Listening to Stakeholders 2021 [here](#).

Hub ODS Minas Gerais

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

For its launch, an online event was held on 11/11, with the presence of several CEOs and representatives of the companies that are part of the network, including our CFO and DRI Helena Lopes Caldeira. In this opportunity, it was possible to observe how individual and networked business models are related to the ODS and can contribute to minimizing negative impacts and potentiating positive impacts towards sustainable development.

With the implementation of this hub, we intend to further increase our scope of action by access to global compact expertise and strength of collective intelligence and capacity.



Em parceria com



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Engagement KPIs

Continuous growth on activation rate and cross-selling

Active customers¹ per quarter

In %

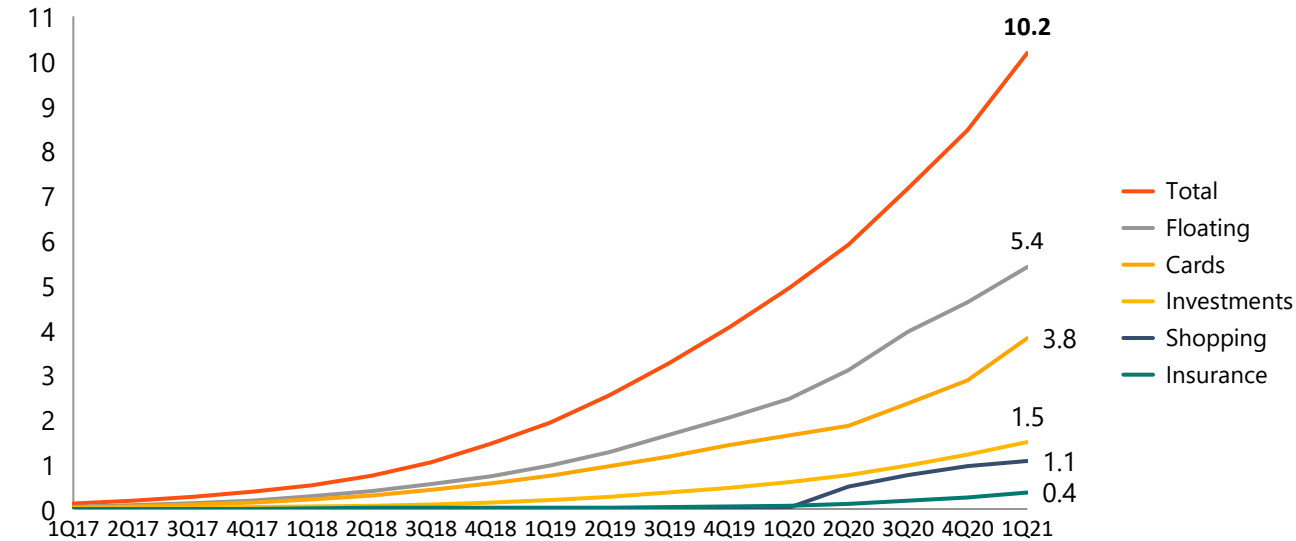
QAU	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Until 4Q16	58.6%	61.2%	62.3%	63.2%	63.6%	63.9%	64.0%	64.6%	64.7%	64.4%	64.5%	64.4%	63.6%	63.9%	61.0%	61.1%	62.8%
1Q17	43.1%	63.4%	65.9%	67.9%	69.4%	70.1%	70.4%	70.5%	70.9%	71.0%	71.2%	71.2%	70.3%	70.6%	67.6%	67.5%	69.5%
2Q17		46.4%	66.3%	68.8%	70.6%	71.7%	72.3%	72.4%	72.8%	72.9%	72.9%	72.3%	70.0%	69.9%	69.9%	72.2%	
3Q17			44.5%	65.3%	67.8%	69.1%	69.9%	70.2%	70.6%	71.0%	71.1%	71.2%	70.2%	70.7%	68.0%	67.9%	69.8%
4Q17				45.4%	67.9%	70.1%	70.8%	71.4%	71.9%	72.3%	72.6%	72.7%	71.7%	72.2%	69.8%	69.8%	71.9%
1Q18					49.6%	69.0%	70.4%	70.8%	71.4%	71.9%	72.2%	72.3%	71.4%	71.9%	69.9%	69.8%	71.9%
2Q18						47.4%	65.9%	67.0%	67.7%	68.4%	68.8%	69.0%	68.1%	68.8%	66.5%	66.5%	68.3%
3Q18							61.6%	62.8%	63.8%	64.6%	64.9%	64.9%	62.5%	62.6%	62.6%	64.4%	
4Q18							36.3%	52.3%	54.4%	55.4%	56.1%	55.7%	57.0%	56.6%	56.9%	58.7%	
1Q19								41.8%	59.2%	60.9%	61.5%	60.9%	62.2%	62.3%	62.6%	64.5%	
2Q19									40.4%	57.4%	58.7%	58.0%	59.9%	60.9%	61.3%	63.2%	
3Q19										58.1%	57.8%	60.2%	61.9%	62.4%	64.4%		
4Q19											36.0%	49.5%	52.7%	55.4%	56.4%	58.5%	
1Q20													36.6%	52.7%	56.2%	57.3%	59.4%
2Q20														44.7%	61.1%	61.7%	63.3%
3Q20															46.7%	60.7%	62.6%
4Q20																37.9%	53.3%
1Q21																	43.1%
Quarter CSI	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21

Cross-selling index

Quarter CSI	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Until 4Q16	1.26	1.31	1.34	1.36	1.38	1.39	1.41	1.43	1.47	1.50	1.51	1.53	1.54	1.55	1.59	1.73	1.74
1Q17	2.18	2.50	2.61	2.64	2.70	2.72	2.76	2.80	2.99	3.01	3.00	3.02	3.05	3.05	3.24	3.50	3.65
2Q17		2.74	2.32	2.72	2.74	2.78	2.82	2.85	3.04	3.06	3.06	3.09	3.09	3.10	3.28	3.54	3.67
3Q17			2.39	2.75	2.71	2.72	2.77	2.81	3.00	3.02	3.01	3.03	3.04	3.04	3.24	3.49	3.65
4Q17				2.37	2.77	2.73	2.77	2.81	2.99	3.02	3.01	3.04	3.04	3.05	3.26	3.50	3.65
1Q18					2.42	2.75	2.74	2.77	2.96	2.98	2.96	3.00	3.00	3.00	3.20	3.42	3.57
2Q18						2.37	2.71	2.67	2.84	2.86	2.84	2.87	2.87	2.89	3.11	3.31	3.45
3Q18							2.36	2.67	2.77	2.77	2.76	2.78	2.78	2.80	3.04	3.23	3.37
4Q18								2.42	2.86	2.80	2.76	2.77	2.79	3.01	3.20	3.33	
1Q19									2.55	2.92	2.83	2.83	2.83	2.85	3.05	3.23	3.38
2Q19										2.57	2.89	2.83	2.81	2.82	3.03	3.20	3.35
3Q19											2.59	2.89	2.82	2.82	3.02	3.18	3.34
4Q19												2.54	2.84	2.80	2.97	3.13	3.28
1Q20													2.54	2.83	3.00	3.13	3.29
2Q20														2.50	3.04	3.10	3.25
3Q20															2.62	3.05	3.19
4Q20																2.56	3.22
1Q21																	2.88
Total	1.32	1.51	1.72	1.9	2.08	2.2	2.31	2.41	2.59	2.66	2.68	2.72	2.73	2.75	2.94	3.06	3.21

Active customers per quarter (Breakdown by avenue)¹

'000



3.21 Cross-selling Index 1Q21

+115% active customers 1Q21 vs 1Q20

84 NPS as of Mar.2021

7.8 score on Reclame Aqui

4.8 at Apple Store rating



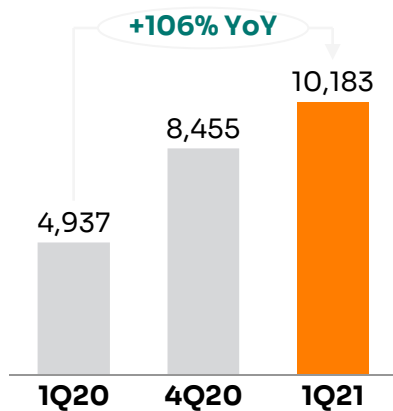
4.7 at Google Play Store rating



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

Digital Checking Accounts

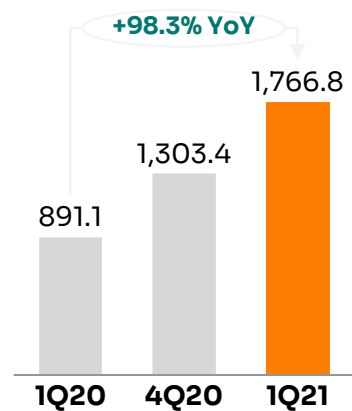
In Thousand



With **29 thousand** accounts opened per business day¹

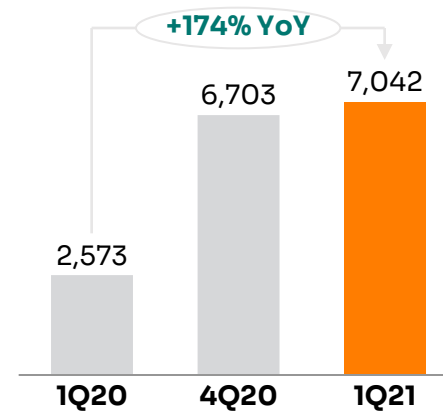
Accounts Opened

In Thousand



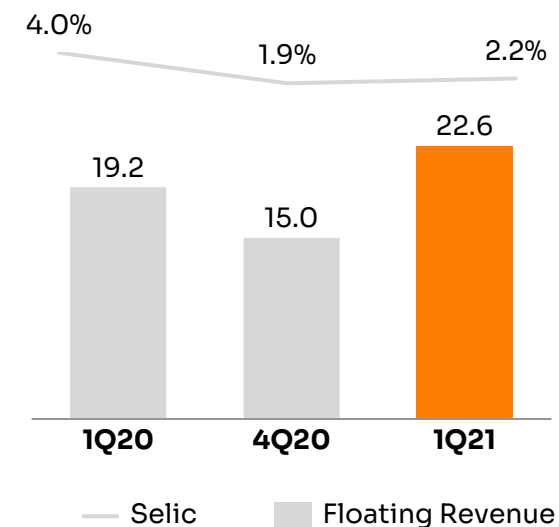
Demand Deposits

In BRL million



Floating Revenue

In BRL Thousand / %

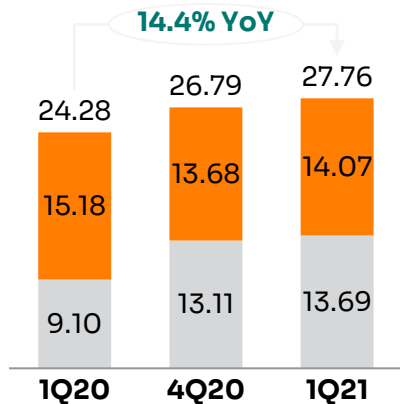


The deposit volume was higher than the evolution of the number of customers a strong indication of gain of share of wallet



Customer Acquisition Cost

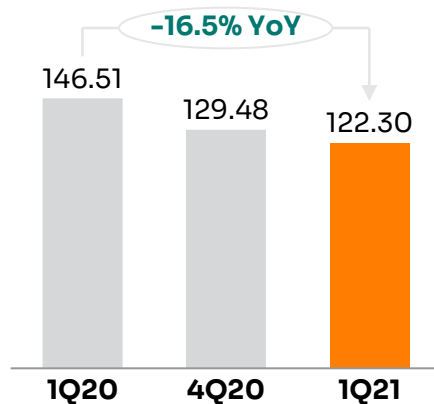
In BRL



Operational costs Marketing Costs

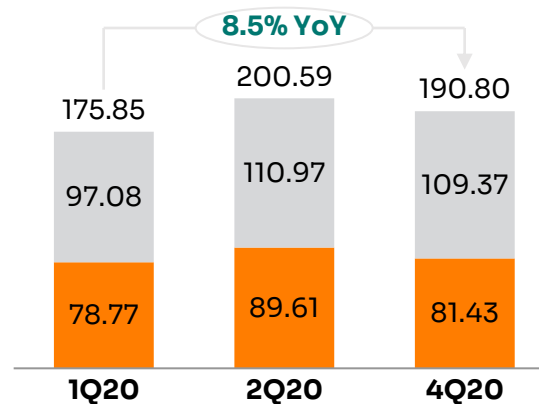
Cost to Serve¹

BRL mm



ARPU²

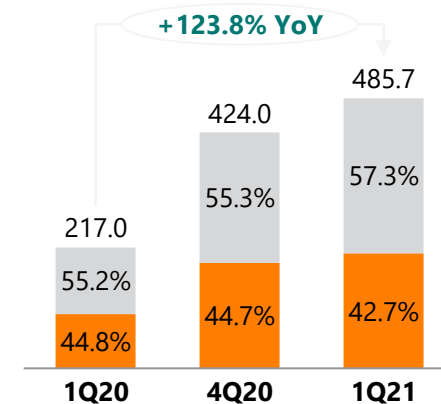
BRL mm



Credit Services

Total Net Revenues

BRL mm



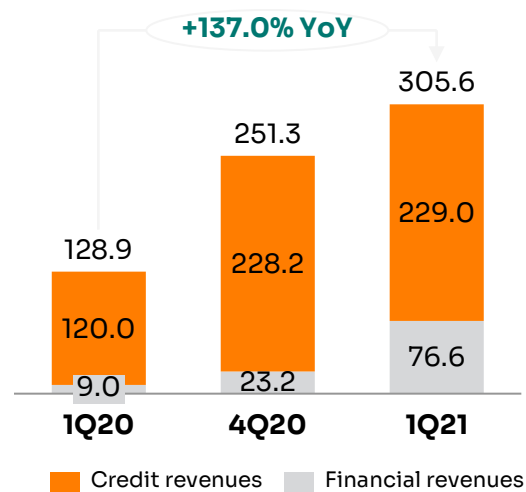
Adjusted NII Service Revenues



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

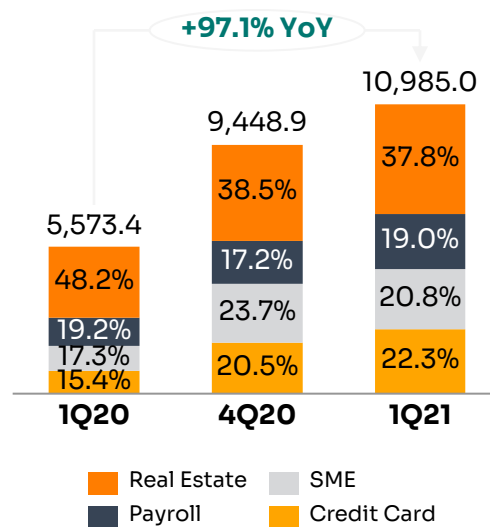
NII

BRL mm



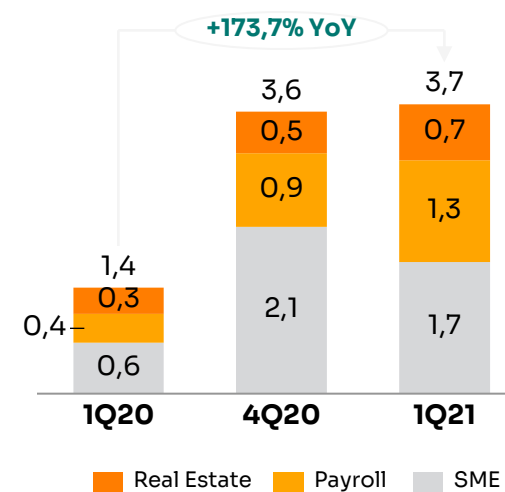
Extended Credit Portfolio¹

BRL mm



Credit Underwriting

BRL mm

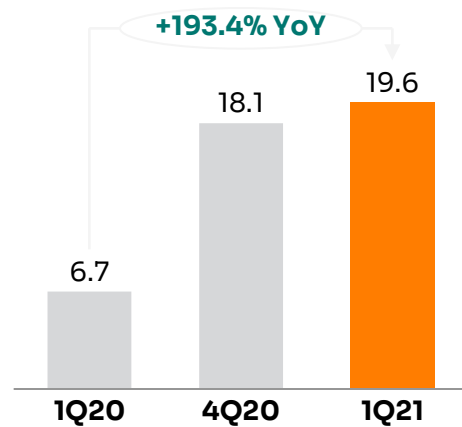


(1) Including Debentures and Certificates of Real Estate Receivables (CRI).

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

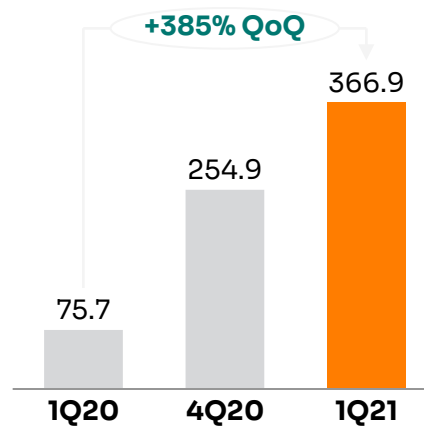
Insurance Revenues

BRL mm



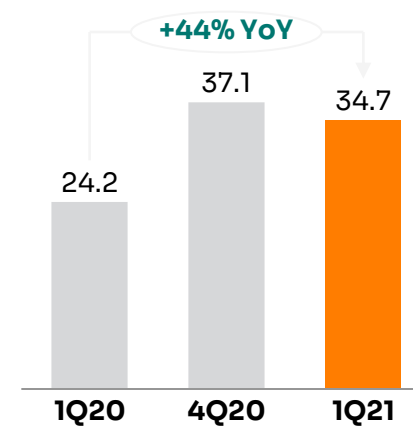
Active Customers¹

In Thousand



Net Premium

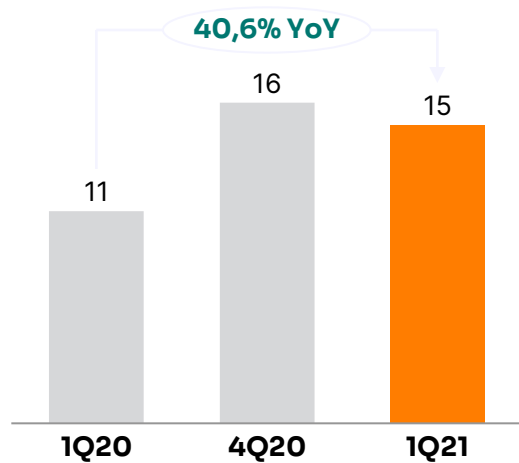
BRL mm



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

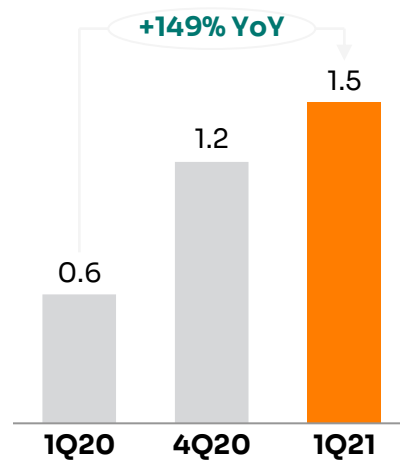
Investment Revenues

BRL mm



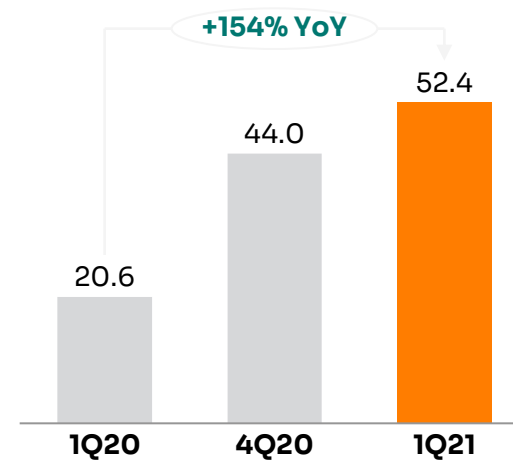
Inter Investment Active Users

In Thousand



Assets Under Custody¹

BRL bn

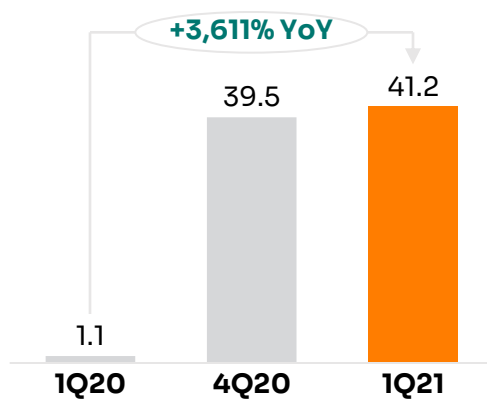


Inter Invest gives full autonomy to our clients with a hybrid offer of open platform (broker with specialized service) and other banking services

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

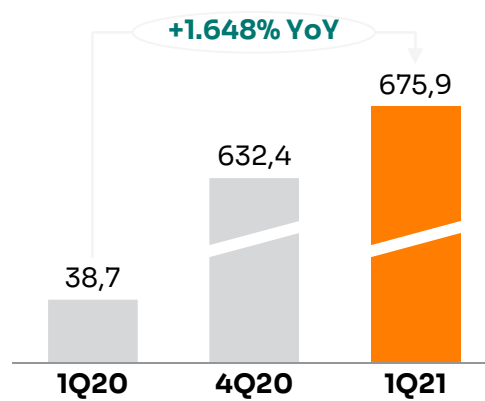
Inter Shop's Revenue

In BRL million



Inter Shop Gross Merchandise Volume (GMV)

In BRL million



Take-rate

%

2.9%

1Q20

6.1%

1Q21

+3.2 pp



_We launched three new fronts in 2021:

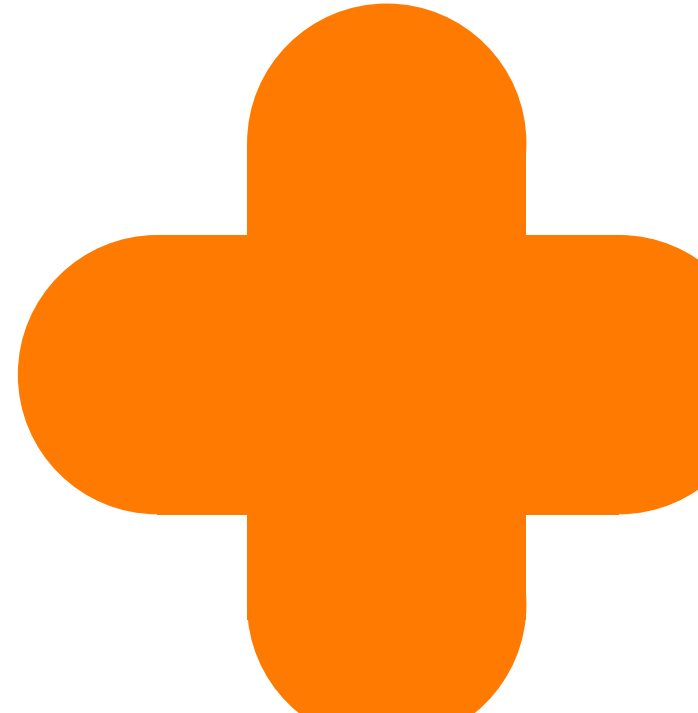
- Learning Platform (a platform with more than 3,000 online courses integrated to the App);
- Inter Pass (a toll tag, with access to more than 420 road tolls in Brazil);
- Start of operations in the US by offering cashback through the [Go Inter](#) website.

_We continue to rapidly expand our portfolio of partners:

- More than 3,000 partners in more than 10 services (recharge, gift cards, parking, short-term parking, end-to-end shopping, affiliate shopping, travel, toll booths, courses, fuel)
- 315 partnerships in Shopping, adding 65 new stores in Brazil and the US in 1Q21;
- 58 stores 100% integrated into the app (end-to-end);
- Over 200,000 SKUs available via the end-to-end.

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Top-notch c-level team reinforcing strong innovative culture



João Vitor Menin
CEO



Alexandre Riccio
Vice president



Marco Túlio Guimarães
Vice president



Helena Lopes Caldeira
IRO and CFO



Ray Tarick Chalub
COO



Priscila Salles
CMO



Guilherme Ximenes
CTO



Ricardo Vescovi
Organizational Development
Offic



Ana Luiza Forattini
Governance, Corporate Operations
and Compliance Officer



Sebastião Luiz da Silva
Commercial Officer



Lucas Bernardes
Security, Data Governance and
Operational Risks Officer



Thiago Garrides
CRO



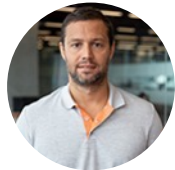
André Jacques
Legal Officer and Ombudsman



Rodrigo Gouveia
Inter Marketplace CEO



Paulo Padilha
Inter Seguros CEO



Felipe Bottino
Chief Investment Officer

High standards of corporate governance

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



“Orange blood”

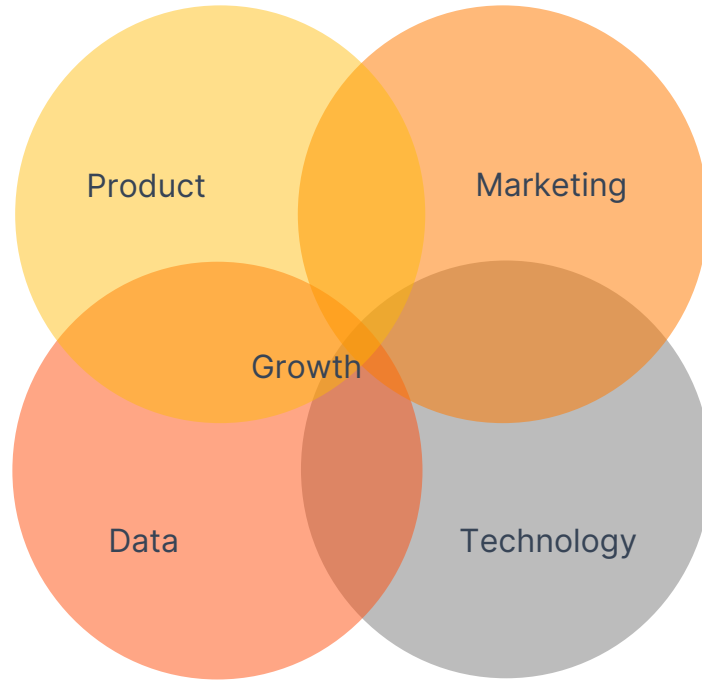
Creative environment

Growth marketing strategy

A holistic approach focused on performance

Growth Marketing

Growth as a linchpin for business



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

How growth team scale

End-to-end dimension funnel



- Agile marketing methodology
- Accumulate learnings

The Growth Squad

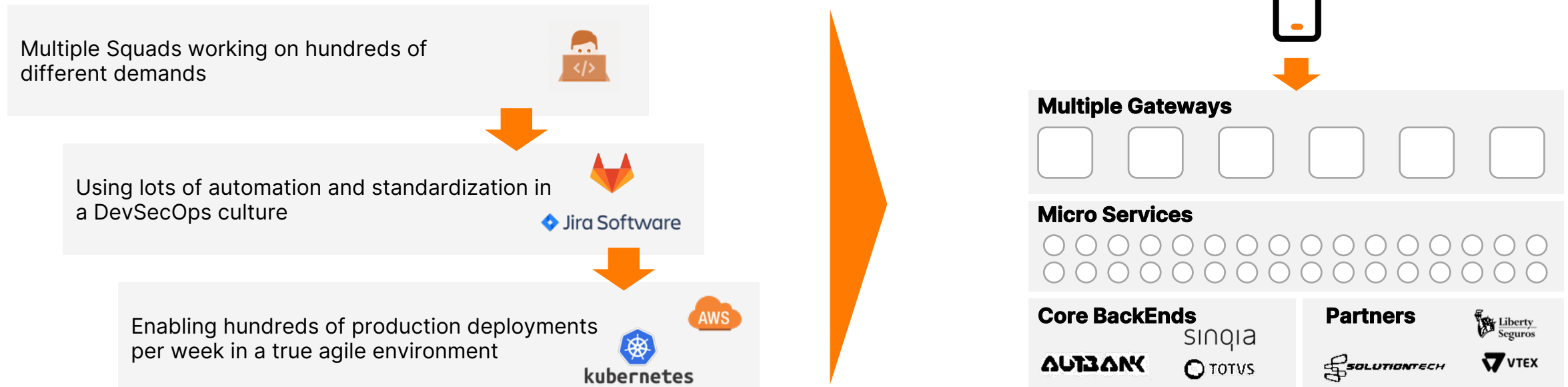
Multidisciplinary team oriented by product



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

Digital business capabilities unleashed by modern technology processes and architecture

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



Fully digital backbone

Complete payments integration and flexibility to optimize our capabilities

Efficient App Onboarding on Deposit Account



JARVIS & TARS

Robots on Proprietary Tech and
AI analyze prospects
with human supervision



Account & Card

Every account has a Combo
(Debit and Credit) Card



Complete Digital Platform with AI and Human Support

Full-Service Banking Platform

AI and Human Support

Security

Flexible Integrations



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



VisionPLUS®

inter



Modern and Highly Scalable Systems

Hybrid Authorization Gateway

FIS IST

Checking Accounts

Autobank

Credit Cards

First Data Vision Plus 10.2

Marketplace Merchants

Proprietary Tech

New national instant payments gateway

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Disclaimer

This presentation may contain forward-looking statements regarding Banco Inter, anticipated synergies, growth plans, projected results and future strategies. Although these forward-looking statements reflect management's good faith beliefs, they involve known and unknown risks and uncertainties that may cause the Company's actual results or outcomes to be materially different from those anticipated and discussed herein. These statements are not guarantees of future performance. These risks and uncertainties include, but are not limited to our ability to realize the amount of the projected synergies and the timetable projected, as well as economic, competitive, governmental and technological factors affecting the Company, markets, products and prices, and other factors. Commission which readers are urged to read carefully in assessing the forward-looking statements contained herein. This presentation contains managerial numbers that may be different from those presented in our financial statements. The calculation methodology for those managerial numbers is presented in Banco Inter quarterly earnings release.

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

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