



**1Q24**

Earnings Presentation

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Market data and industry information used throughout this presentation are based on management’s knowledge of the industry and the good faith estimates of management. The Company also relied, to the extent available, upon management’s review of industry surveys and publications and other publicly available information prepared by a number of third party sources. All of the market data and industry information used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Although the Company believes that these sources are reliable, there can be no assurance as to the accuracy or completeness of this information, and the Company has not independently verified this information.

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This presentation also includes certain non-GAAP financial information. We believe that such information is meaningful and useful in understanding the activities and business metrics of the Company’s operations. We also believe that these non-GAAP financial measures reflect an additional way of viewing aspects of the Company’s business that, when viewed with our International Financial Reporting Standards (“IFRS”) results, as issued by the International Accounting Standards Board, provide a more complete understanding of factors and trends affecting the Company’s business. Further, investors regularly rely on non-GAAP financial measures to assess operating performance and such measures may highlight trends in the Company’s business that may not otherwise be apparent when relying on financial measures calculated in accordance with IFRS. We also believe that certain non-GAAP financial measures are frequently used by securities analysts, investors and other interested parties in the evaluation of public companies in the Company’s industry, many of which present these measures when reporting their results. The non-GAAP financial information is presented for informational purposes and to enhance understanding of the IFRS financial statements. The non-GAAP measures should be considered in addition to results prepared in accordance with IFRS, but not as a substitute for, or superior to, IFRS results. As other companies may determine or calculate this non-GAAP financial information differently, the usefulness of these measures for comparative purposes is limited. A reconciliation of such non-GAAP financial measures to the nearest GAAP measure is included in this presentation.

For purposes of this presentation:

“Active Clients” means the total number of retail clients served through our XP Investimentos, Rico, Clear, XP Investments and XP Private (Europe) brands, with Client Assets above R\$100.00 or that have transacted at least once in the last thirty days. For purposes of calculating this metric, if a client holds an account in more than one of the aforementioned entities, such client will be counted as one “active client” for each such account. For example, if a client holds an account in each of XP Investimentos and Rico, such client will count as two “active clients” for purposes of this metric.

“Client Assets” means the market value of all client assets invested through XP’s platform, including equities, fixed income securities, mutual funds (including those managed by XP Gestão de Recursos Ltda., XP Advisory Gestão Recursos Ltda. and XP Vista Asset Management Ltda., as well as by third-party asset managers), pension funds (including those from XP Vida e Previdência S.A., as well as by third-party insurance companies), exchange traded funds, COEs (Structured Notes), REITs, and uninvested cash balances (Floating Balances), among others.

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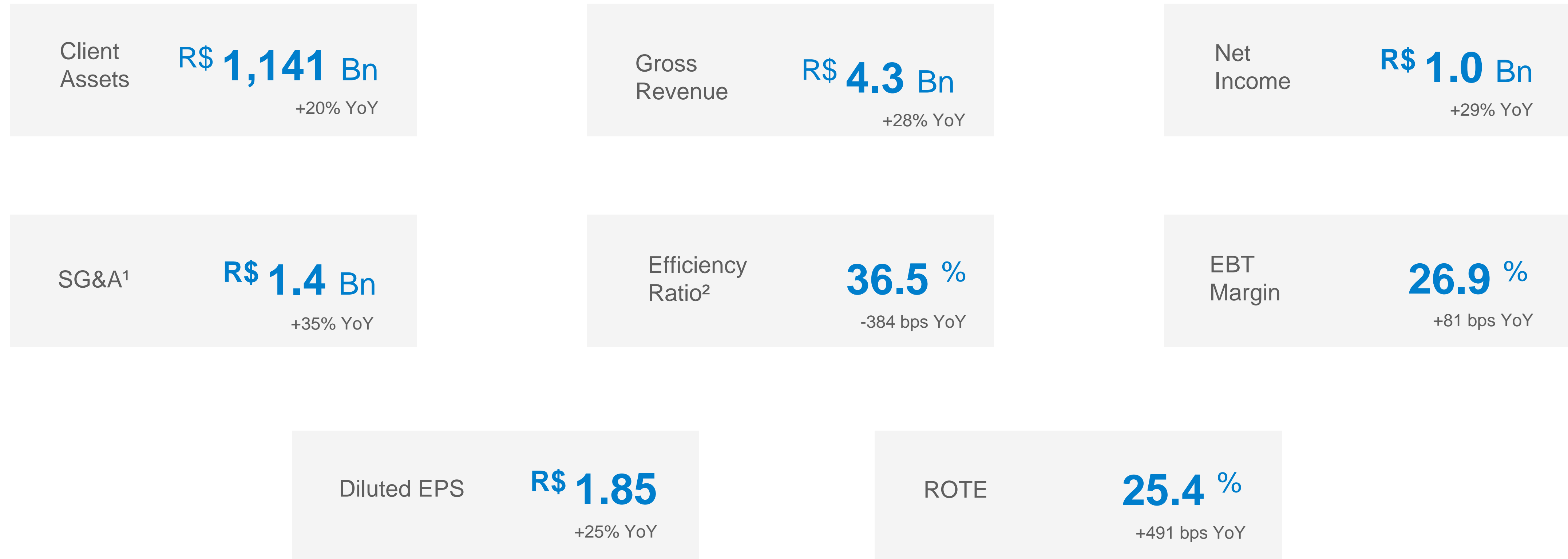
**05** Appendix



# **1 Key Highlights**

# 1Q24 Highlights

## Continuous Revenue Growth with Expenses Under Control



# Strategy Tracker

## Highlights

### Retail Investments

Absolute Leadership in Core Business

- ✓ New Private Banking CEO
- ✓ Six years in a Row Best Advisory Platform (Folha)
- ✓ **Enhancement of our Financial Planning Platform**

### Retail Cross-Sell

Grow with Our Clients' Needs

- ✓ Top 2 ranking *Estadão Melhores Serviços* 2024
- ✓ New Verticals<sup>1</sup> Already Represent **13%** of Gross Revenue

### Corporate & SMB

Premier Service with Unique Value

- ✓ Better Solutions by Leveraging on Our Synergetic Ecosystem
- ✓ Go-to Provider for Corporates & SMBs
- ✓ Corporate & SMB Already Represent **5%** of Gross Revenue

### Quality

- ✓ Over 2.5k Active Advisors in Two Weeks
- ✓ Centralized CIO
- ✓ Revised Risk Profiles Allocation Across Different Segments
- ✓ Open Investment As a Catalyst

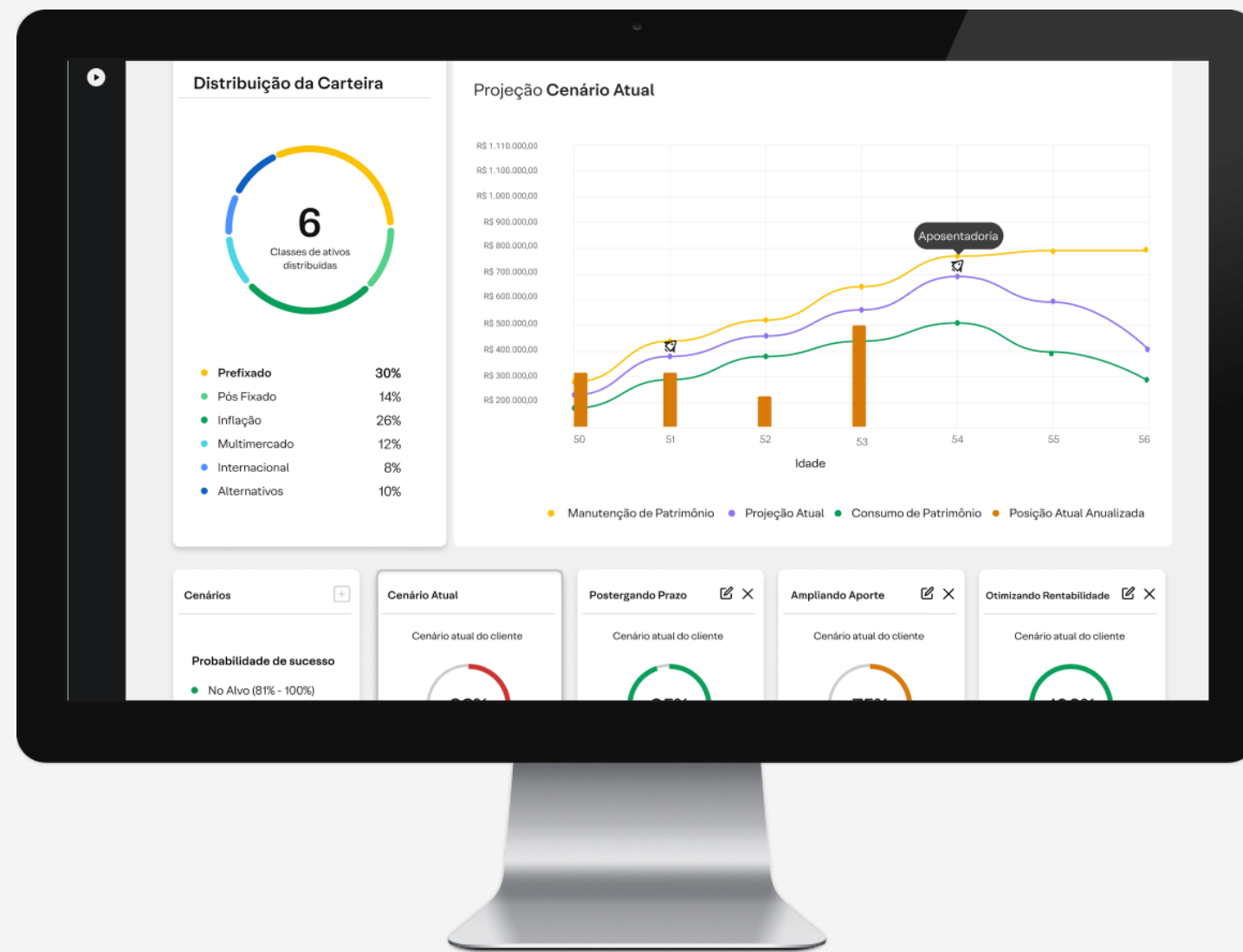


Notes: 1 – This number includes Retirement Plans, Cards, Insurance, Credit, FX, digital account, and global investments for individuals, as presented in our Investor Day.



# Financial Planning & Open Investments

## Financial Planning

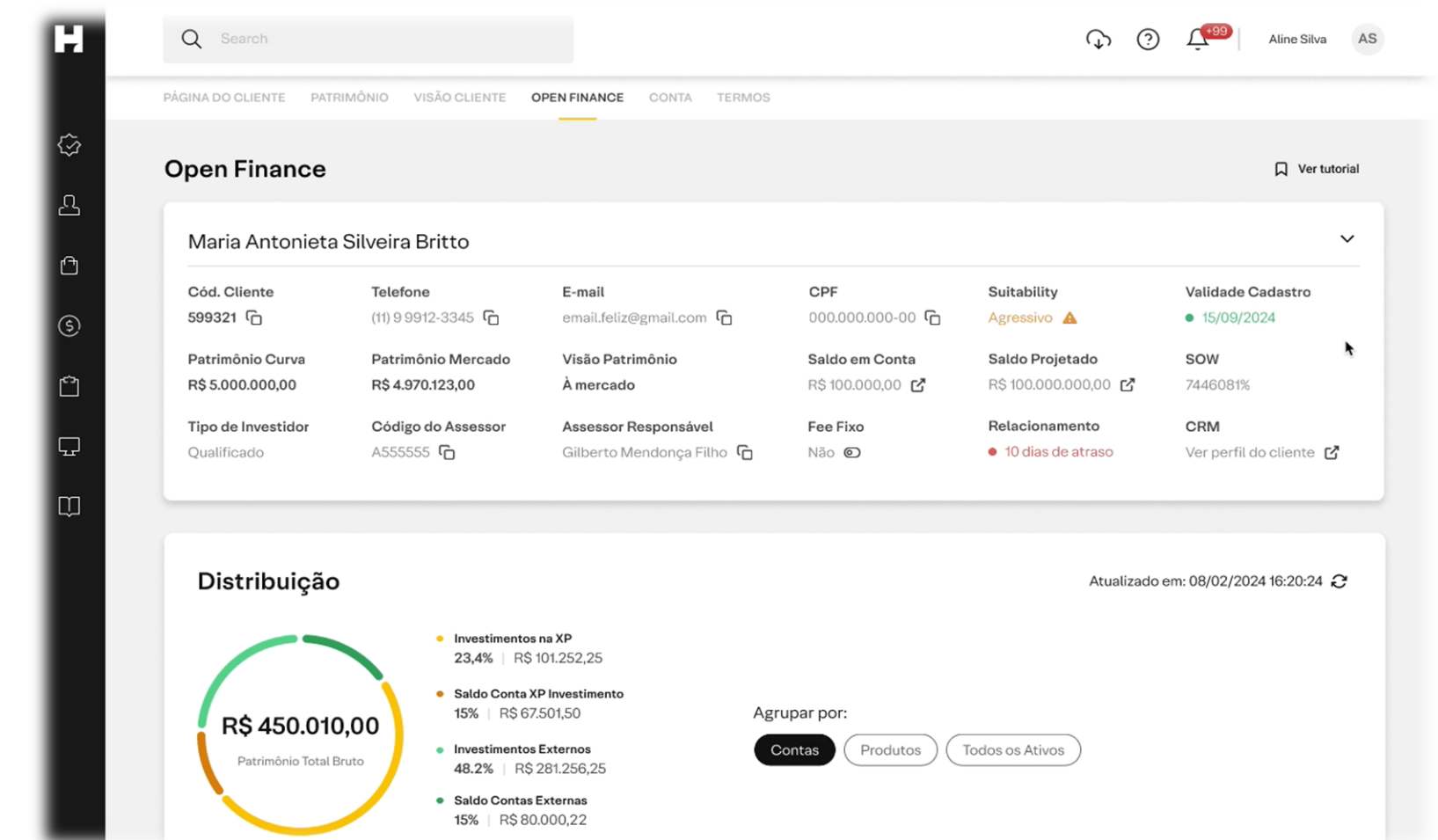


**Opened Platform With More Than a 1,000 Possibilities**

**Largest and Best Trained Sales Force, almost 18,000 Advisors**

**Anticipation of Client Needs and Better Pricing**

## Open Investments

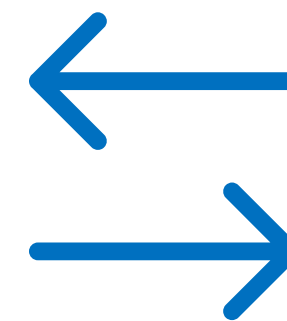


**Clients can Easily Share Data with Open Investments Regulation**

**Complete View of the Client Portfolio in and out XP**

**Better Service and Diverse Investment and Credit Options at Competitive Rates and Lower Costs**

Improves the Financial Planning Service



Increases Likelihood of Client's Consent

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# **2 1Q24 Financials**

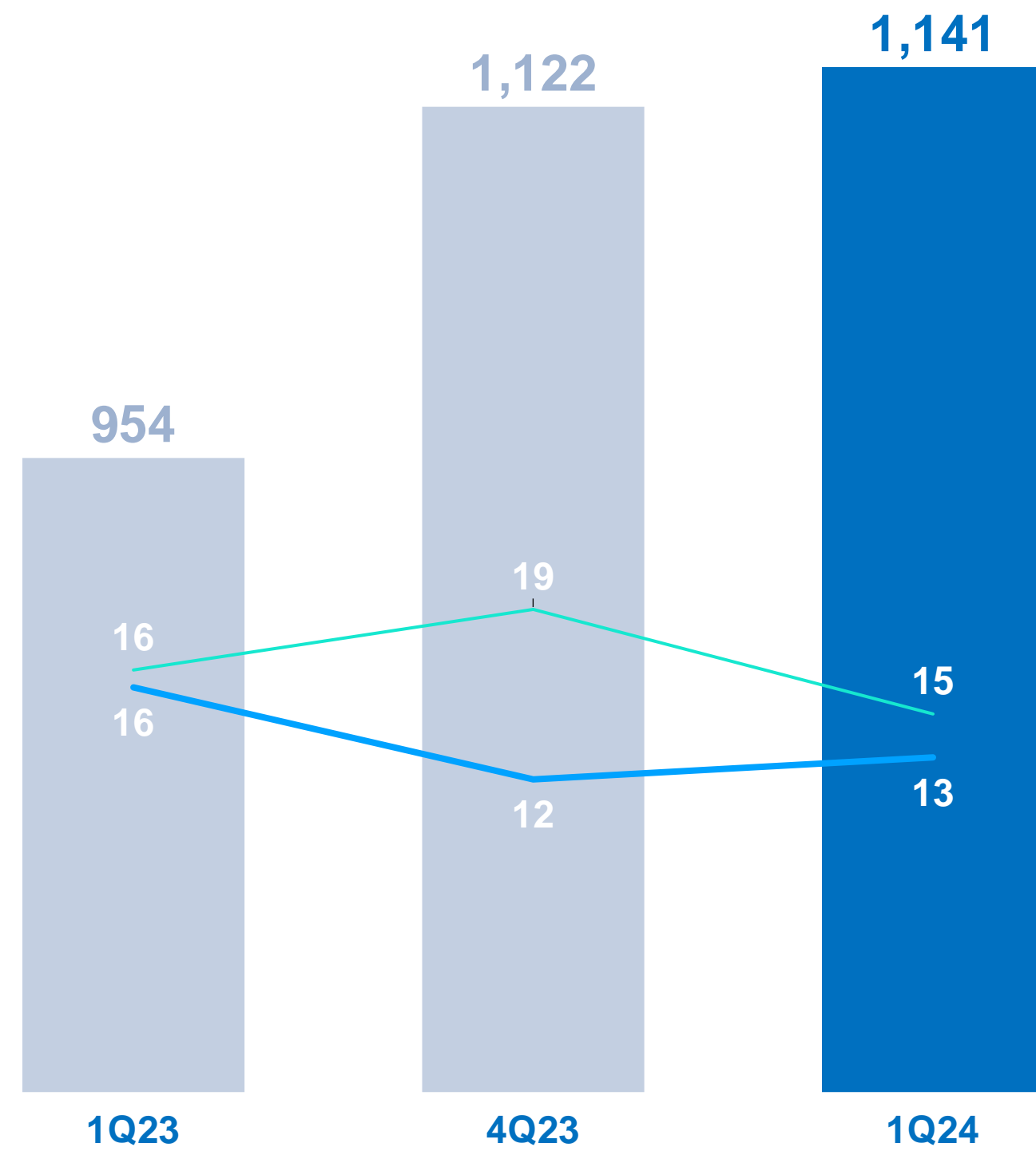


# Core Operating KPIs

## Client Assets

R\$ Billion

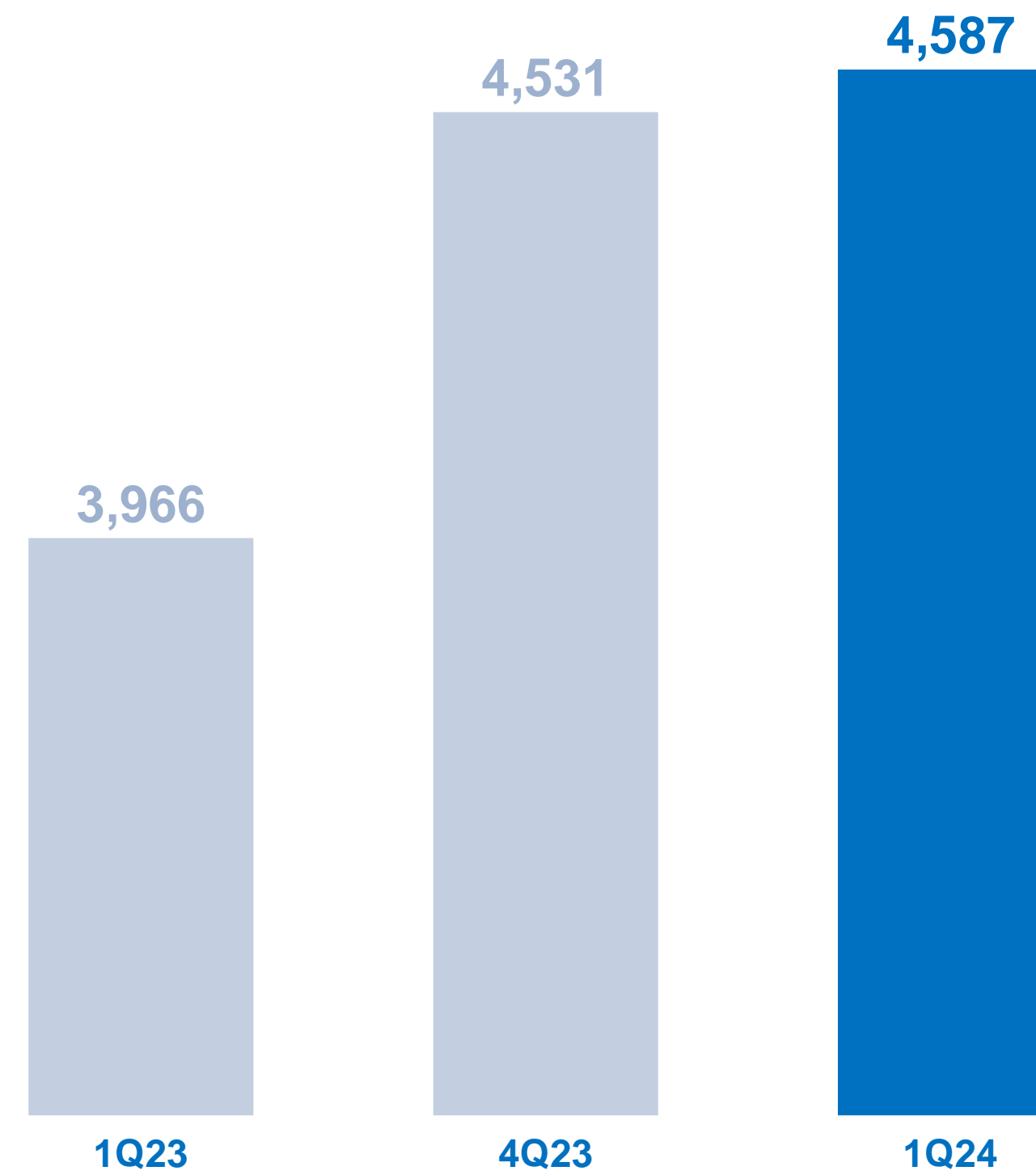
Client Assets Retail Net Inflow Net Inflow



**+20%** YoY Growth

## Active Clients

('000s)

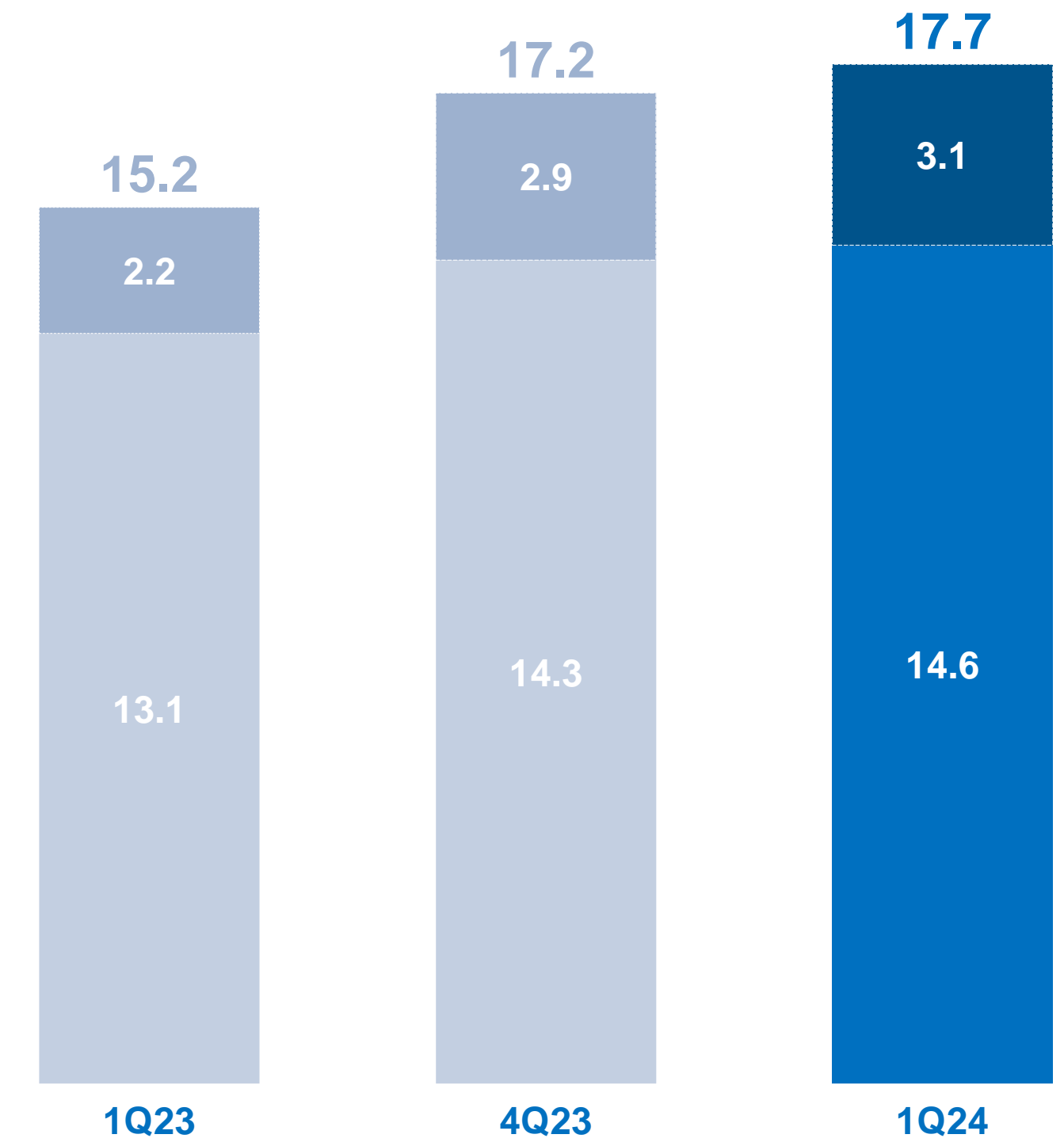


**+16%** YoY Growth

## Total Advisors<sup>1</sup>

('000s)

IFAs Other Advisors



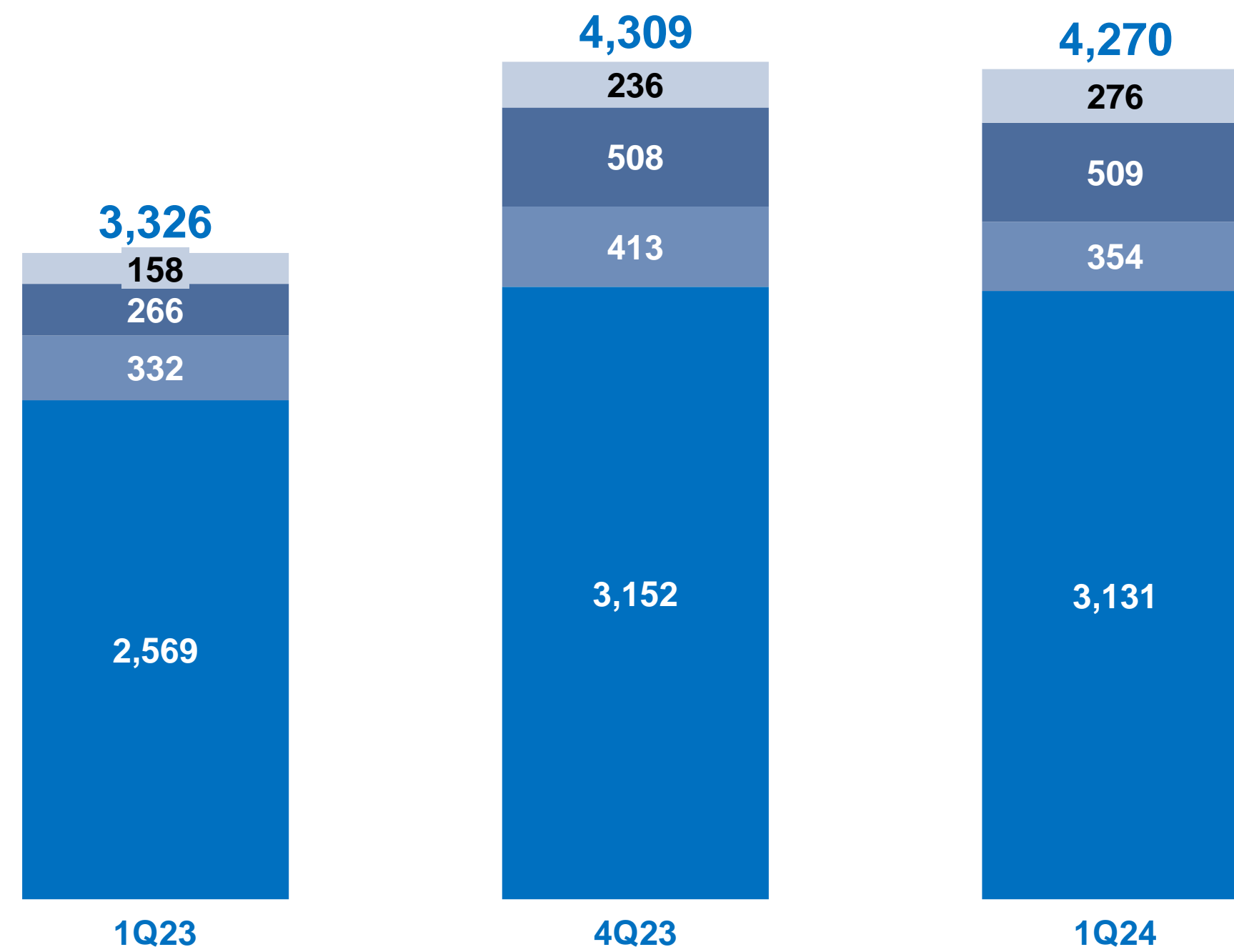
**+16%** YoY Growth

Notes: 1 - includes (1) IFAs, as previously, (2) XP employees who offer advisory services, (3) Registered Investment Advisors and (4) Product Specialists.

# Gross Revenue

Gross Revenue Breakdown

R\$ Million

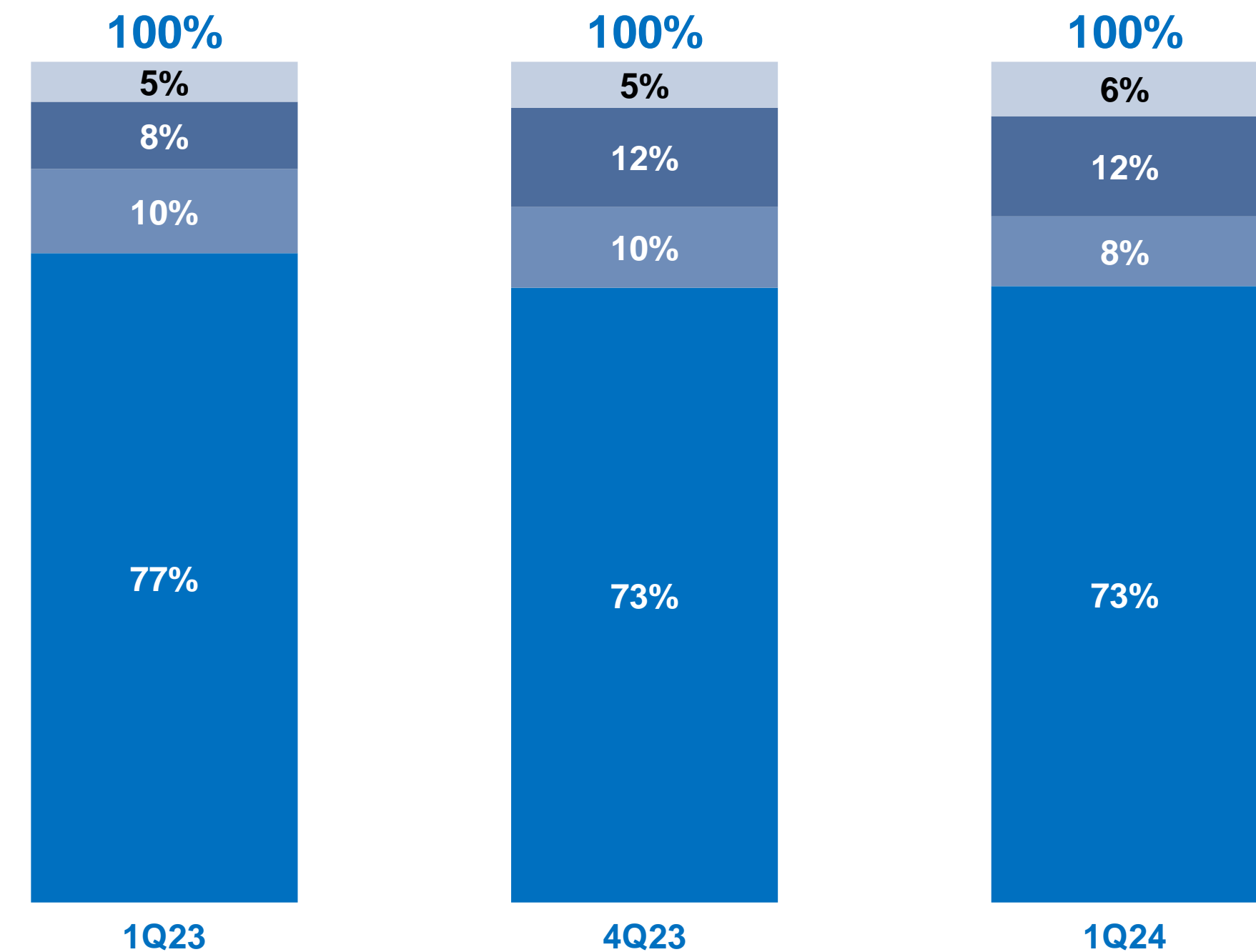


**+28%** YoY Growth in Gross Revenue

Gross Revenue Breakdown

%

Retail Institutional Corporate & Issuer Services Other

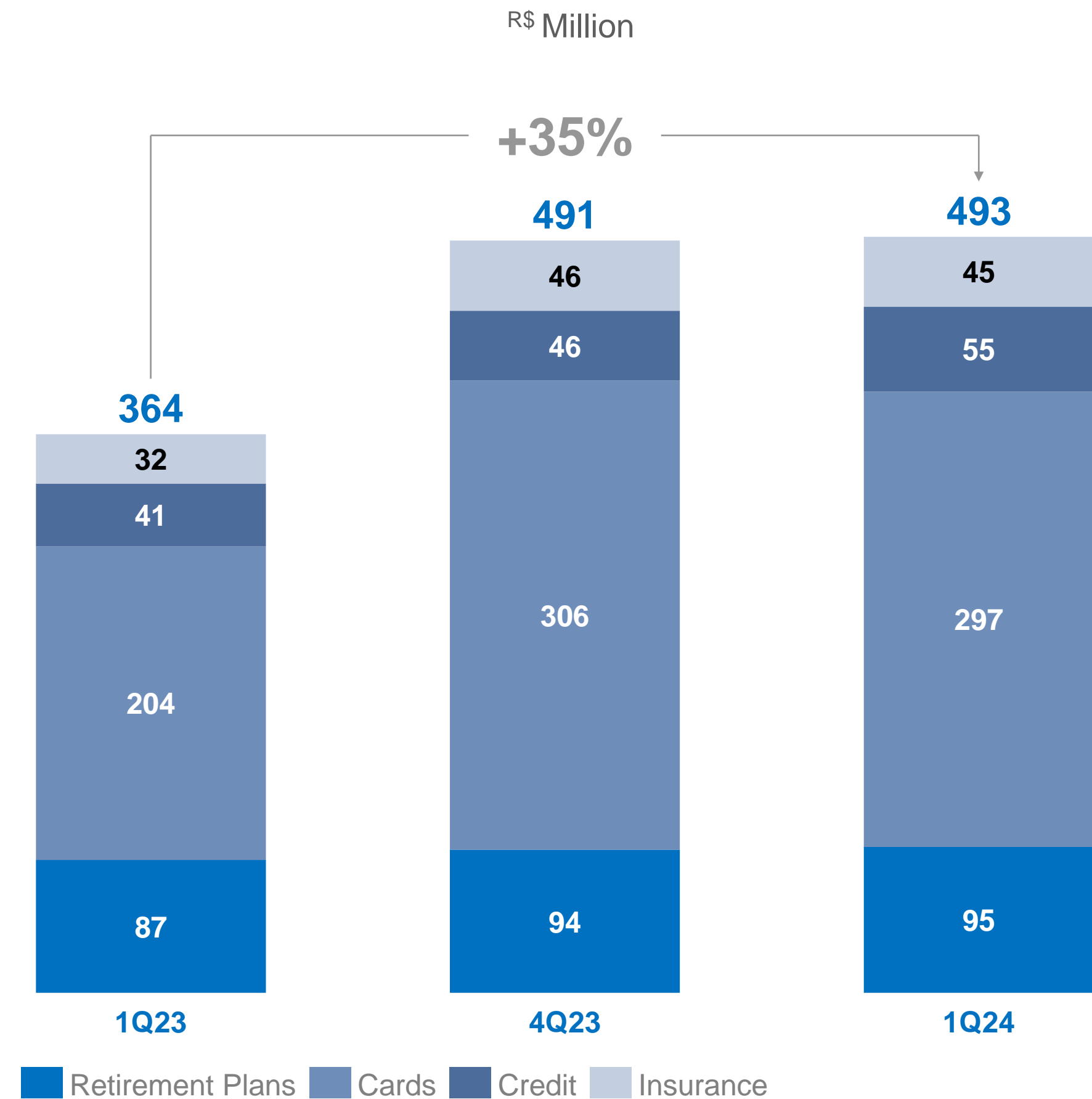


Corporate & Issuer Services as a Highlight in YoY

# Retail Revenue – New Verticals<sup>1</sup>

New Verticals<sup>1</sup> Growth of **35%** YoY

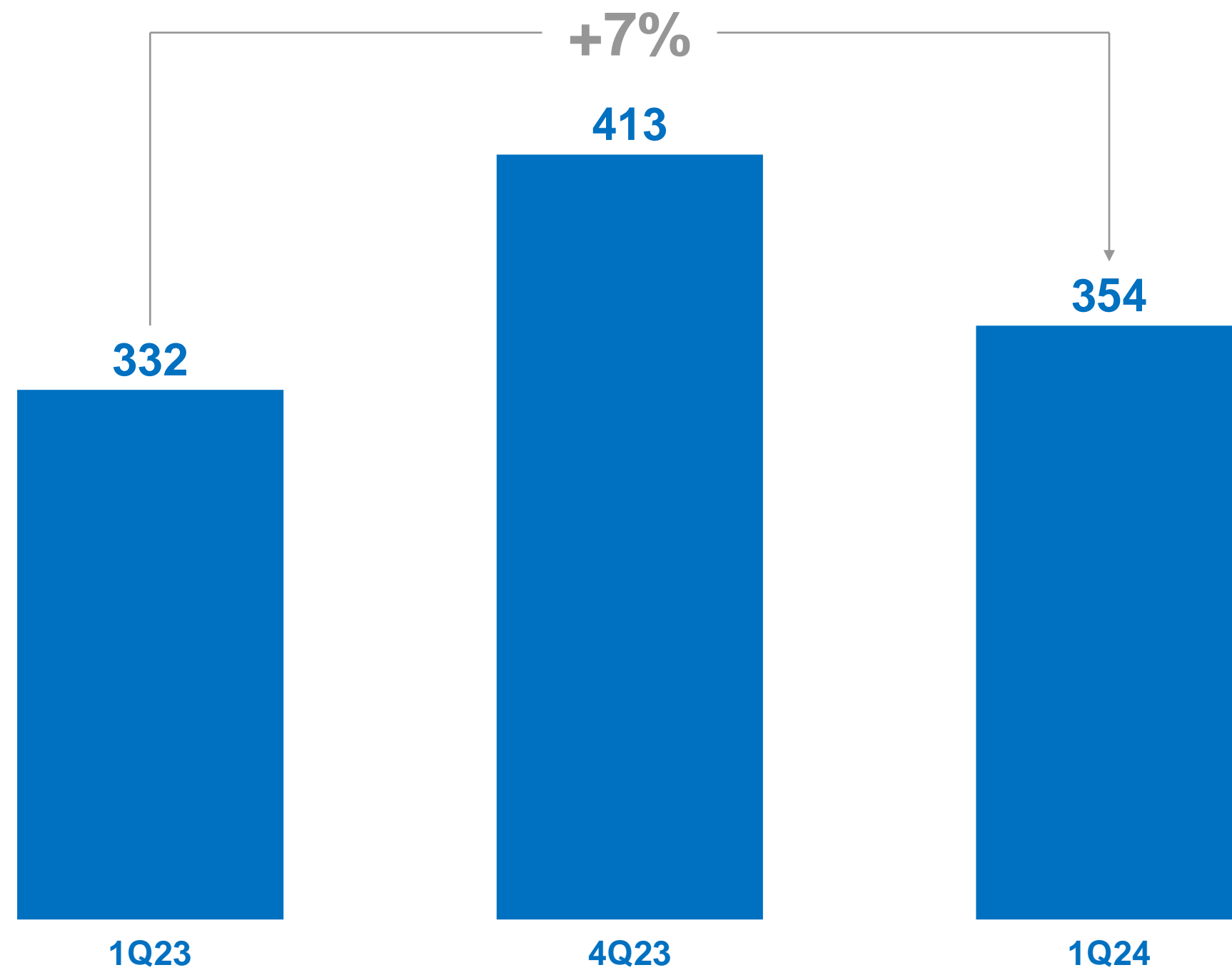
Retail Revenue Breakdown – New Verticals<sup>1</sup>



Notes: 1 – This number is consistent with our previous disclosure of New Verticals within Retail. It includes Retirement Plans, Cards, Insurance and Credit. Does not include SMB & Corporate ex-investments, FX, digital account, and global investments, as presented in our Investor Day.

# Institutional and Corporate & Issuer Services Revenue

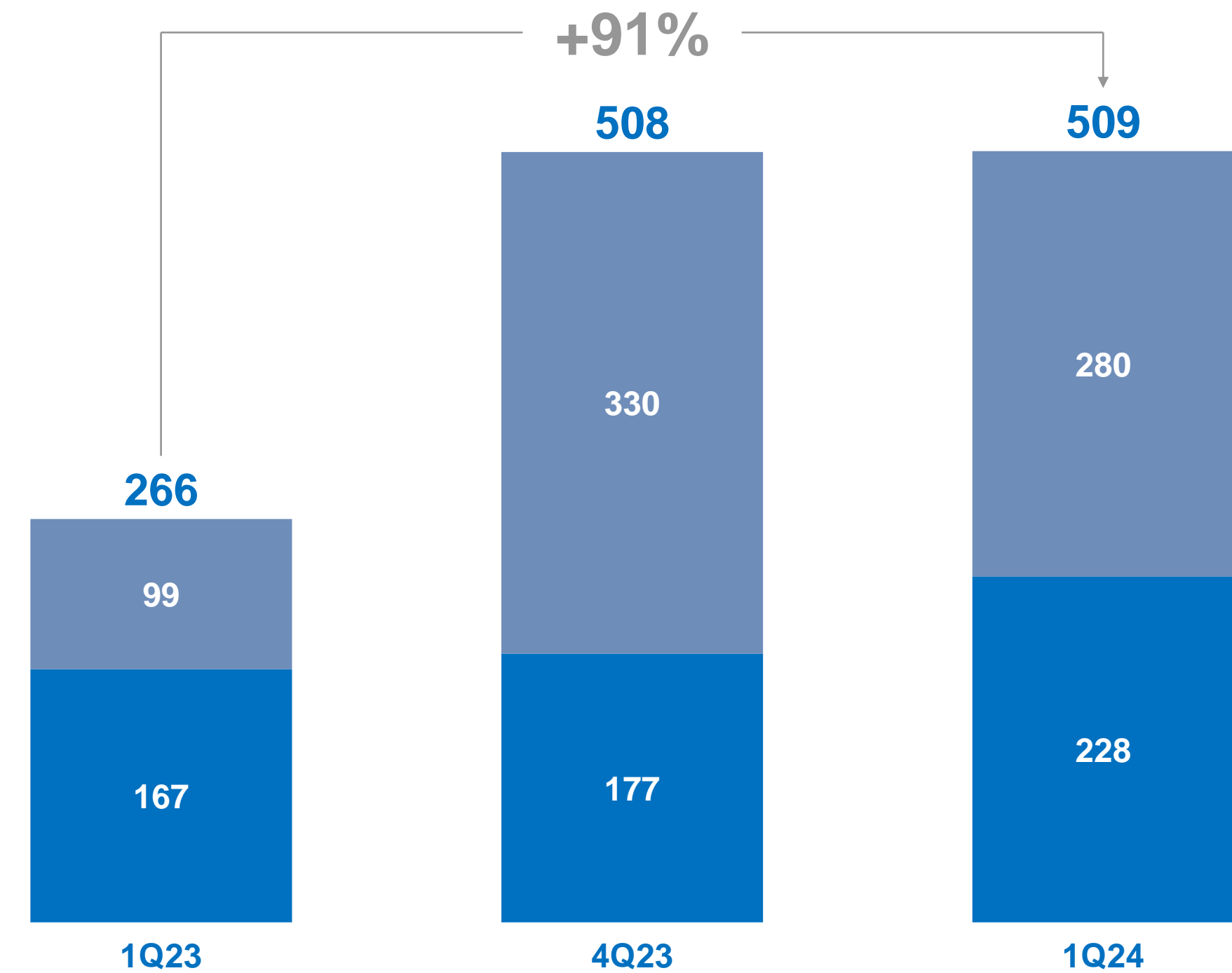
**Institutional**  
R\$ Million



- Lower Market Volumes Sequentially

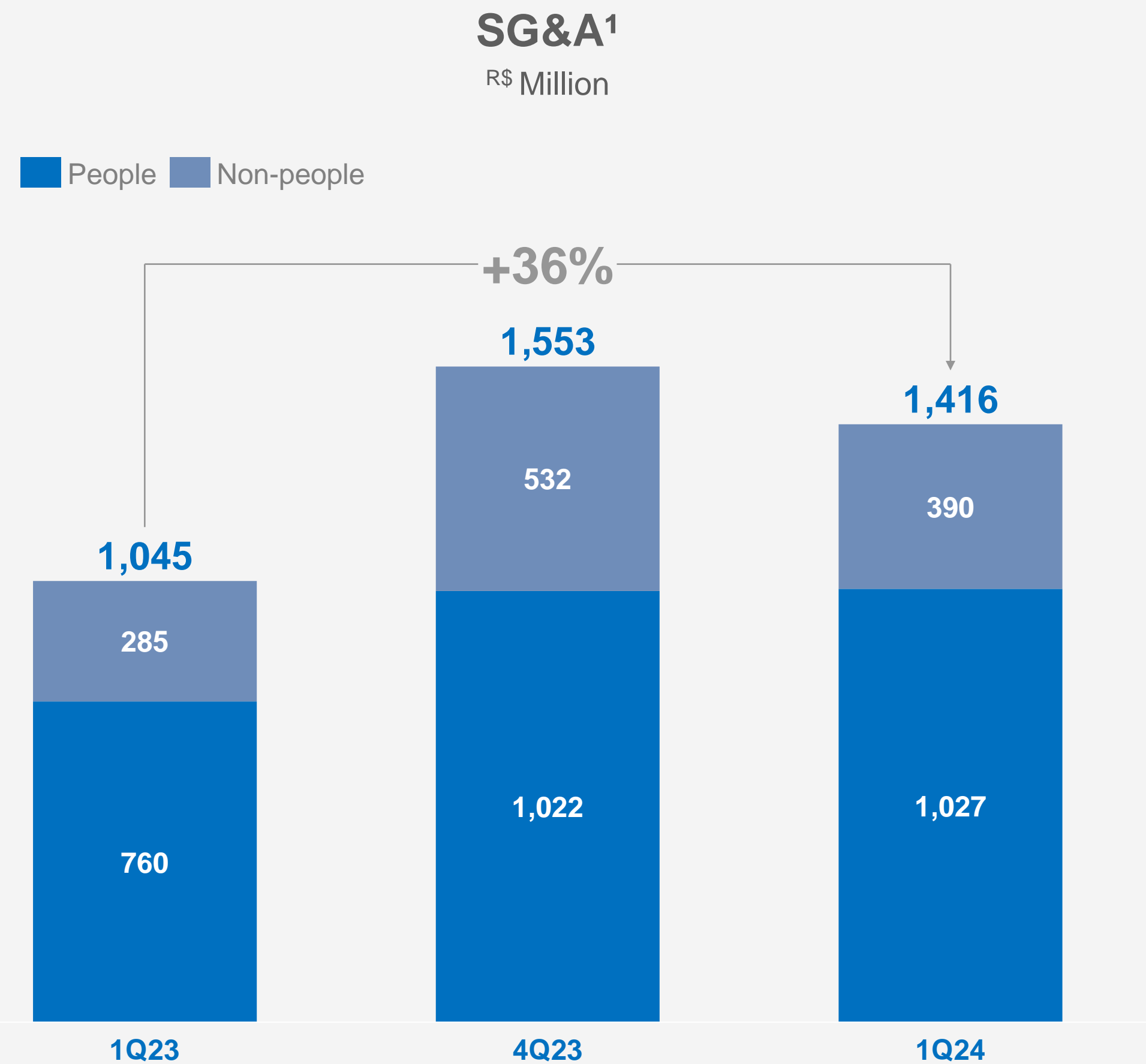
**Corporate & Issuer Services Breakdown**  
R\$ Million

■ Corporate ■ Issuer Services

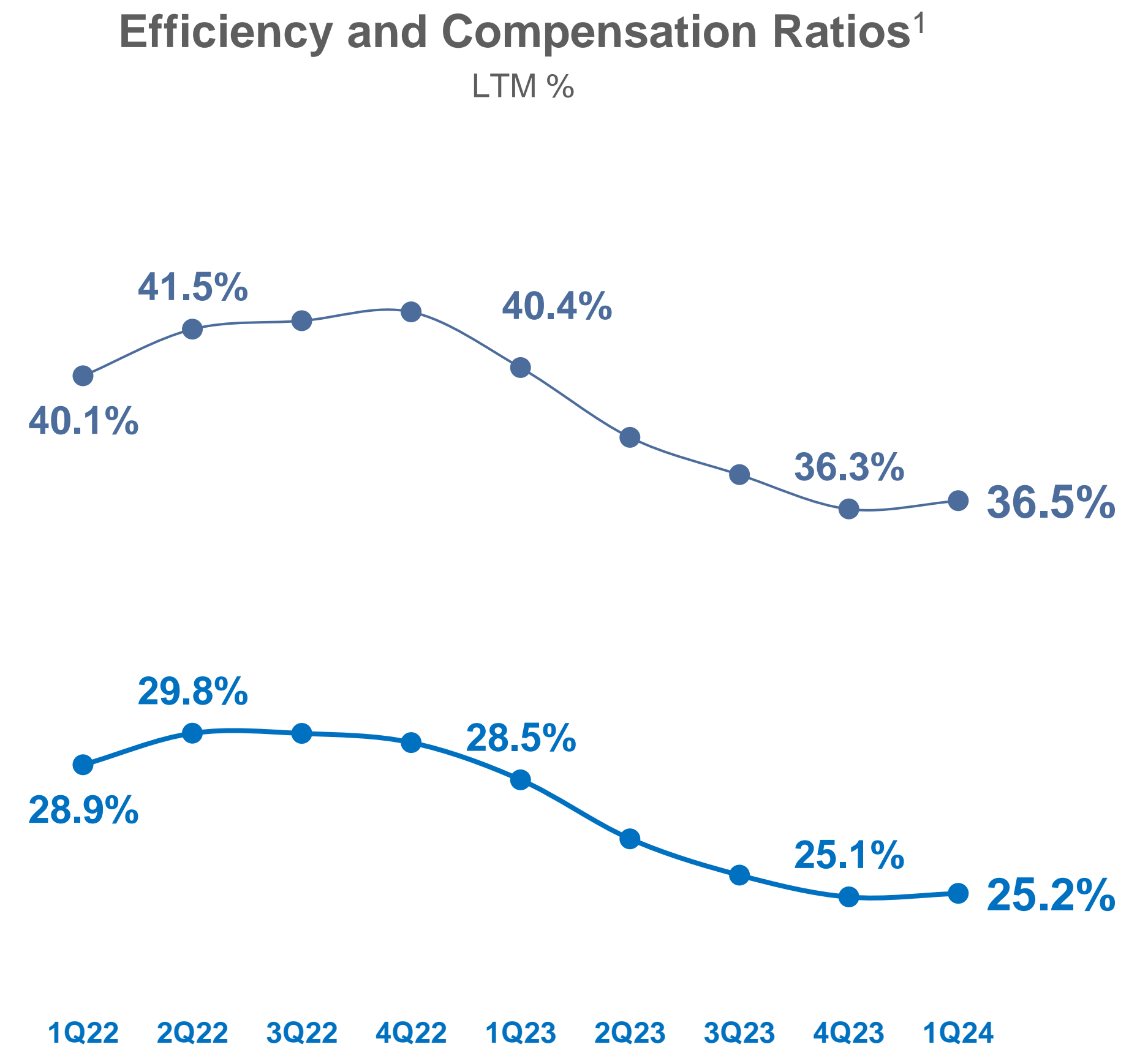


- Corporate Posting Continuous Growth
- Strong DCM Activity

# Sales, General & Administrative Expenses (SG&A)<sup>1</sup> and Ratios



Efficient Expenses Management

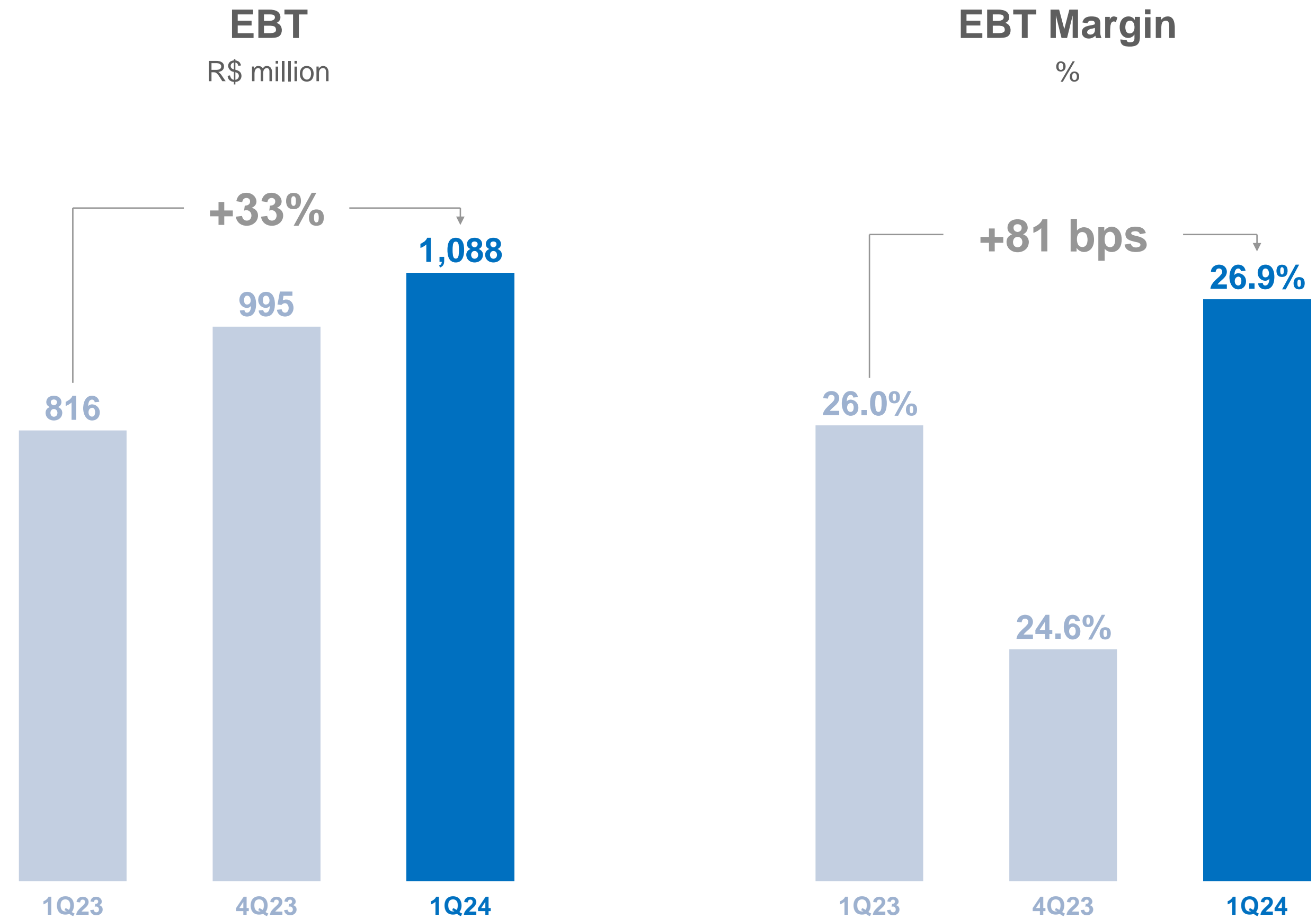


Efficiency Ratio Close to Lowest Level Since IPO

Notes: 1 – Calculated as SG&A ex-revenue from incentives from Tesouro Direto, B3, and others divided by Net Revenue. 2 – Calculated as People SG&A (Salary and Taxes, Bonuses and Share Based Compensation) divided by Net Revenue;

# Earning Before Taxes (EBT)

Ability to expand EBT Margin in a Challenging Scenario, Highlighting Business Resilience...

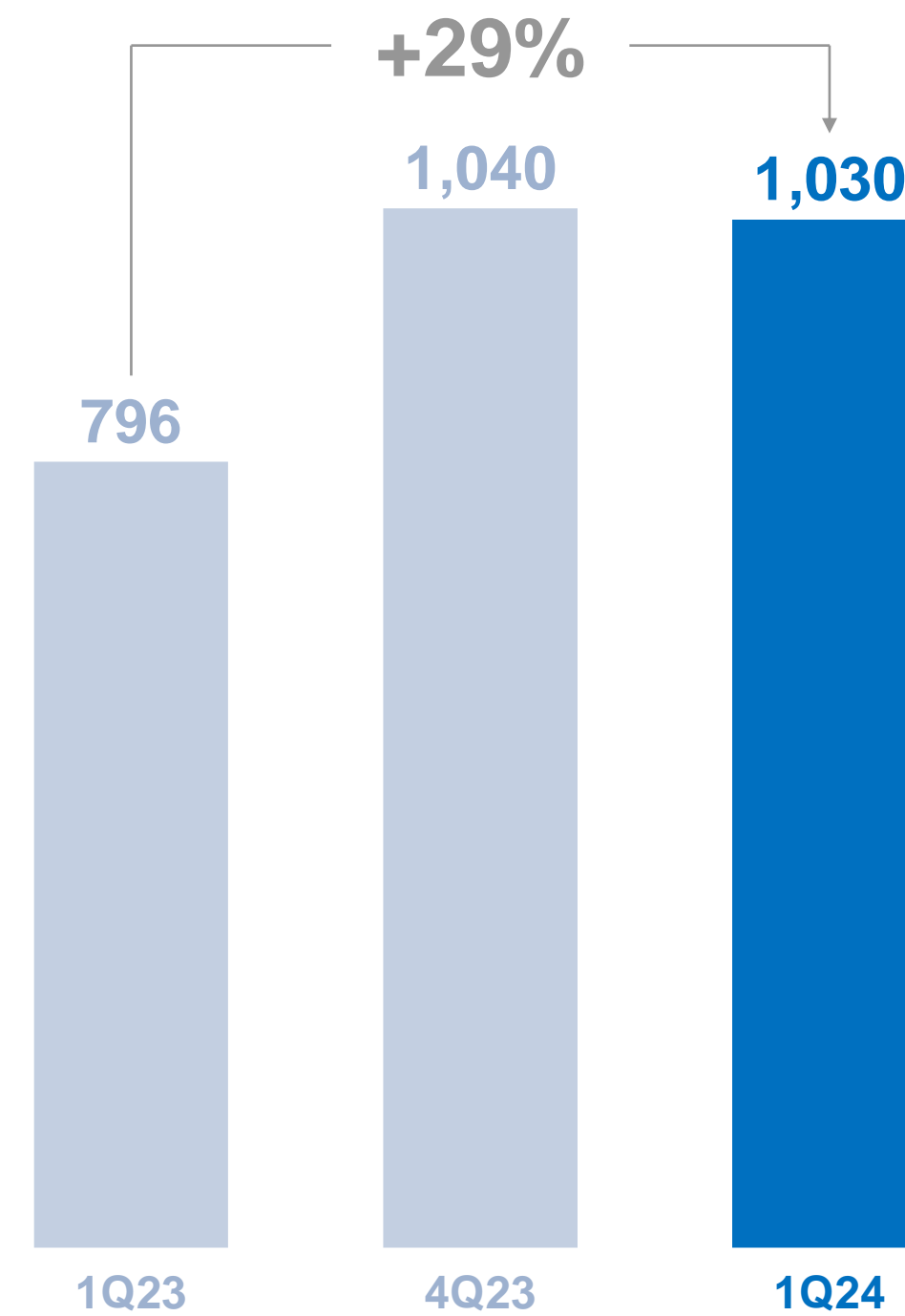




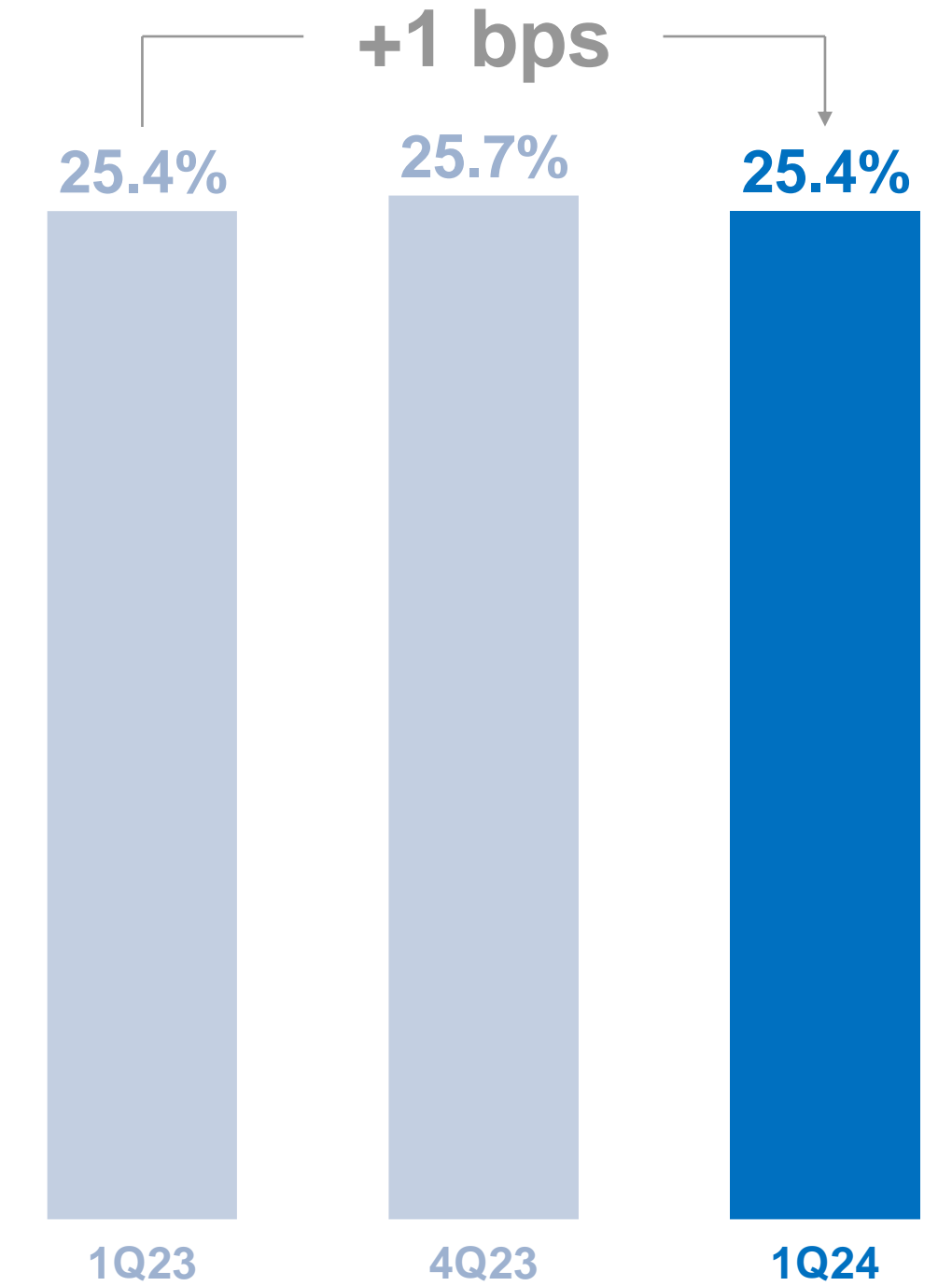
# Net Income

...Flattish Net Margin YoY and Slightly Lower QoQ Due to Higher Effective Tax Rate

Net Income  
R\$ million

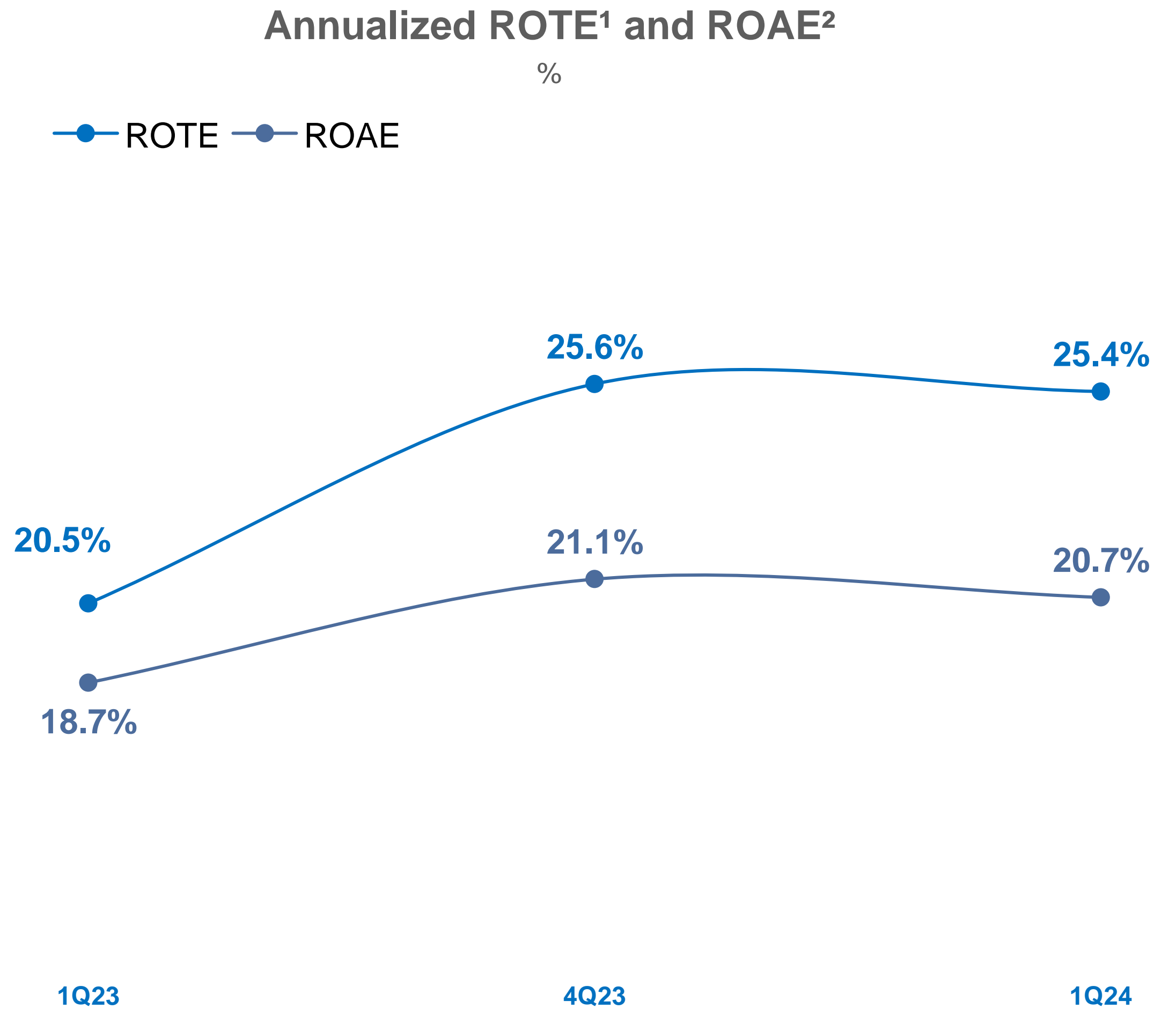


Net Margin  
%



# Return on Tangible Equity

We Believe ROTE<sup>1</sup> Is A More Accurate Reflection Of Our Core Operations



Notes: 1 – Annualized Return on Average Tangible Equity. Tangible Equity excludes Intangibles and Goodwill; 2 – Annualized Return on Average Equity.



# **3 Final Remarks**

# Final Remarks

- 1 Strong Quarter  
✓ Best EBT for a 1<sup>st</sup> Quarter
- 2 Expenses  
✓ Under Control, Healthy Efficiency Ratios
- 3 Quality  
✓ Financial Planning at Scale



# 4 Q&A

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# **5 Appendix**



# Total Loan Portfolio<sup>1</sup>

R\$ billion	Secured	Unsecured	Total	
Loans	20.7	1.8	22.5	
Credit Card	4.9	2.5	7.4	
Corporate Securities	2.5	13.1	15.6	<b>Main Activities</b> <ul style="list-style-type: none"> <li>• Investment Banking</li> <li>• Fixed Income Distribution</li> <li>• Corporate Credit</li> </ul>
<b>Credit Portfolio</b>	<b>28.1</b>	<b>17.4</b>	<b>45.5</b>	

Note: 1 – Gross of Expected Credit Losses.

# Non-GAAP Financial Information

Adjusted Assets (from the factors listed below) reflects our business more realistically

## Simplified Balance Sheet (in R\$ mn)

Assets	[A]	[B] Retirement Plans	[C] Float	Adjusted Assets [A-B-C]
<b>Total</b>	<b>278,922</b>	<b>58,654</b>	<b>16,395</b>	<b>203,872</b>
Securities - Fair Value through P&L	112,185	58,654	-	53,531
Securities - Repos	30,291	-	-	30,291
Securities - Fair Value through OCI	40,310	-	13,883	26,428
Securities - Trading & Intermediation	2,512	-	2,512	-
Other Financial Instruments	37,161	-	-	37,161
Other Assets	56,462	-	-	56,462
<b>Liabilities + Equity</b>	<b>[A]</b>	<b>[B] Retirement Plans</b>	<b>[C] Float</b>	<b>Adjusted Assets [A-B-C]</b>
<b>Total</b>	<b>278,922</b>	<b>58,654</b>	<b>16,395</b>	<b>203,872</b>
Securities - Repos	49,054	-	-	49,054
Other Finan. Liab.	47,134	-	-	47,134
Pension Funds	58,654	58,654	-	-
Securities - Trading & Intermediation	16,395	-	16,395	-
Other Liabilities & Equity	107,684	-	-	107,684

## Key factors inflating our balance sheet

### [B] Retirement Plans

- AUM from XP Vida & Previdência is accounted in both assets and liabilities

### [C] Float

- Uninvested cash from clients allocated in sovereign bonds

# Net Asset Value

(in R\$ mn)

	1Q24	4Q23
<b>Financial Assets</b>	<b>261,880</b>	<b>231,903</b>
Securities & Derivatives	189,656	177,934
Loans	29,542	28,552
Repos	30,291	14,889
Other	12,391	10,528
<b>(-) Financial Liabilities</b>	<b>(227,665)</b>	<b>(198,386)</b>
(-) Retirement Plans Liabilities	(58,654)	(56,409)
(-) Market Funding Operations	(57,107)	(54,529)
(-) Repos	(49,054)	(33,341)
(-) Securities & Derivatives	(51,917)	(45,208)
(-) Other	(10,932)	(8,899)
<b>(-) Float</b>	<b>(13,883)</b>	<b>(14,011)</b>
<b>(=) Adjusted Gross Financial Assets</b>	<b>20,332</b>	<b>19,506</b>

	1Q24	4Q23
<b>(=) Adjusted Gross Financial Assets</b>	<b>20,332</b>	<b>19,506</b>
<b>(-) Gross Debt</b>	<b>(10,960)</b>	<b>(9,575)</b>
(-) Bonds	(3,436)	(3,322)
(-) Debentures	(2,280)	(2,212)
(-) Borrowings	(2,267)	(2,199)
(-) Structured financing	(2,976)	(1,842)
<b>(=) Net Asset Value</b>	<b>9,372</b>	<b>9,931</b>

$$NAV = \text{Adj. Gross Financial Assets} - \text{Gross Debt}$$

The logo for XP Inc. is centered on a black rectangular background. It features the letters "XP" in a bold, white, sans-serif font. A blue trapezoidal shape is positioned behind the "P", extending from the top right to the bottom left. To the right of this shape, the letters "inc." are written in a smaller, white, lowercase sans-serif font, followed by a period.

**XP inc.**

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