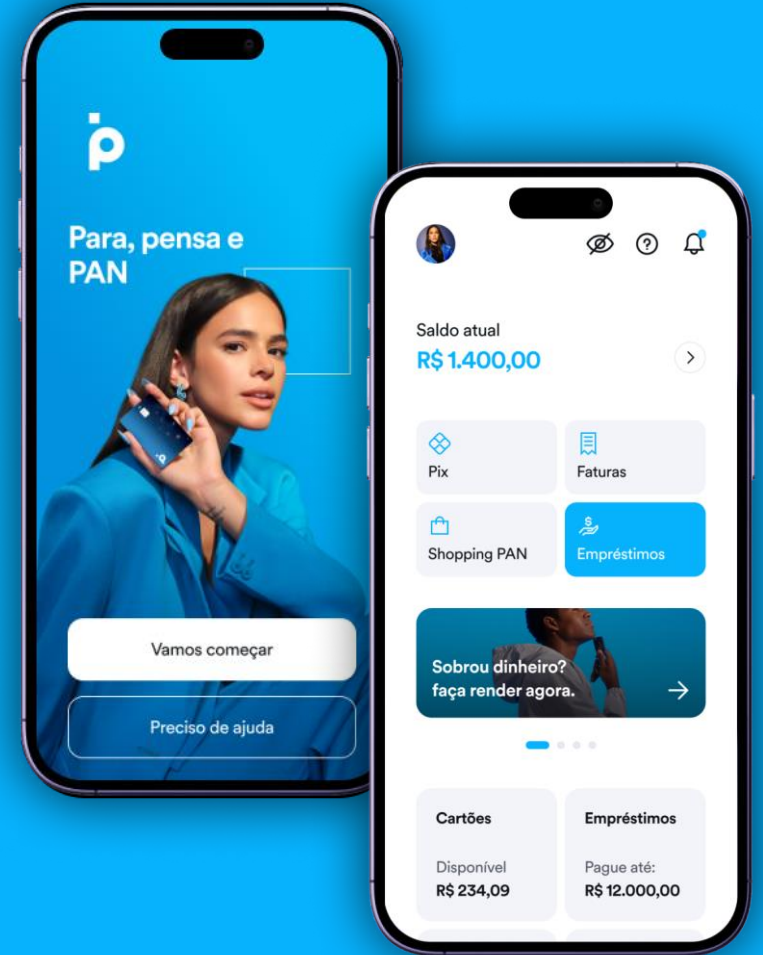
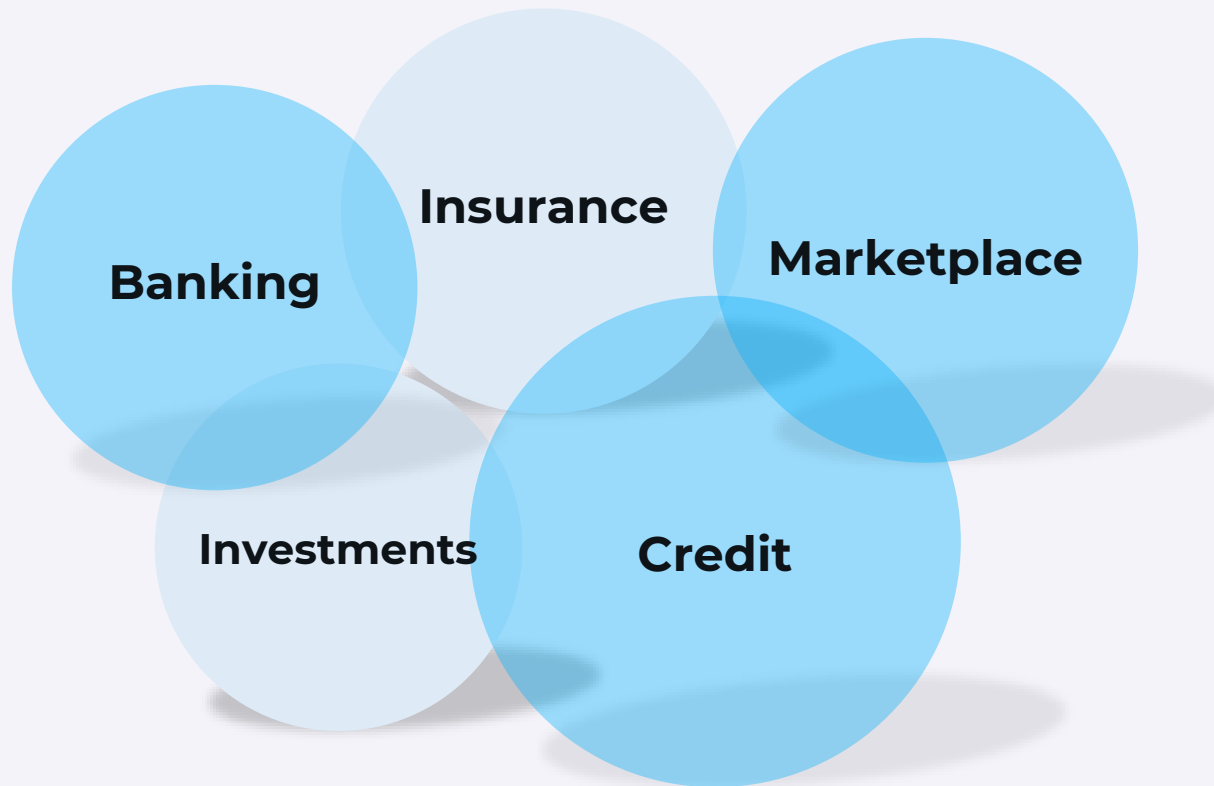




# Institutional Presentation 1Q24



# Complete and Intelligent Credit and Financial Services Platform



**2890 MM**

Clients

**R\$ 46.1 Bn**

Credit Portfolio

**R\$ 217 MM**

Net Income 1Q24  
*(goodwill adjusted)*

**12.2% p.y.**

ROE 1Q24  
*(goodwill adjusted)*

# Seasoned Management and Solid Governance



74%<sup>1</sup>

26%



**Free-float &  
Treasury**

## Board of Directors

Roberto Sallouti Chairman	Sérgio Cutolo
André Esteves	Maira Habimorad <sup>2</sup>
André Fernandes	Fábio Pinheiro <sup>2</sup>
Alexandre Camara	Marcelo Torresi <sup>2</sup>

## Board of Officers

Cadu Guimarães CEO	Diogo Ciuffo Marketing & CRM Officer
Leonardo Scutti CFO	Caio Cassano Credit
Alex Sander Gonçalves CCO	Camila Corá CLO & CHR
Leandro Marçal CTO & COO	Marco Chain Digital Officer

<sup>1</sup> Direct and indirect participation through Banco Sistema S.A. subsidiary of Banco BTG Pactual S.A.,

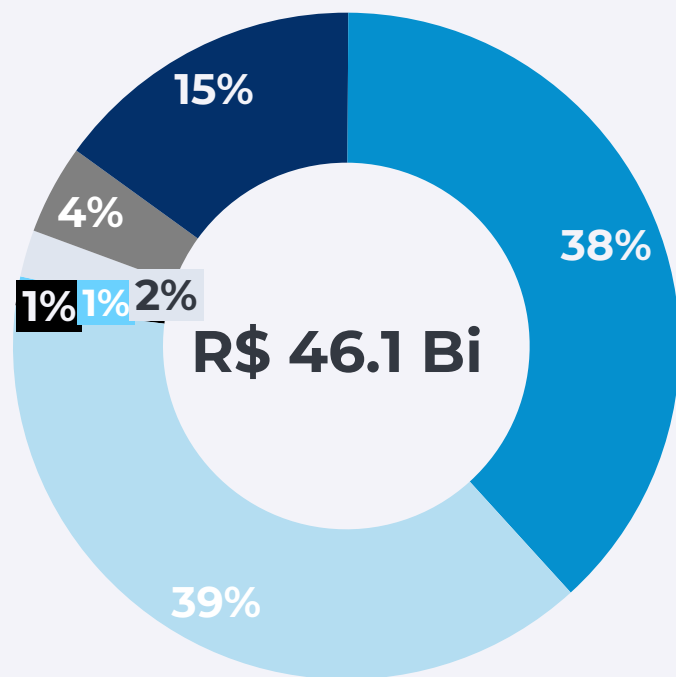
<sup>2</sup> Independent Members

# Client engagement through a complete product offering

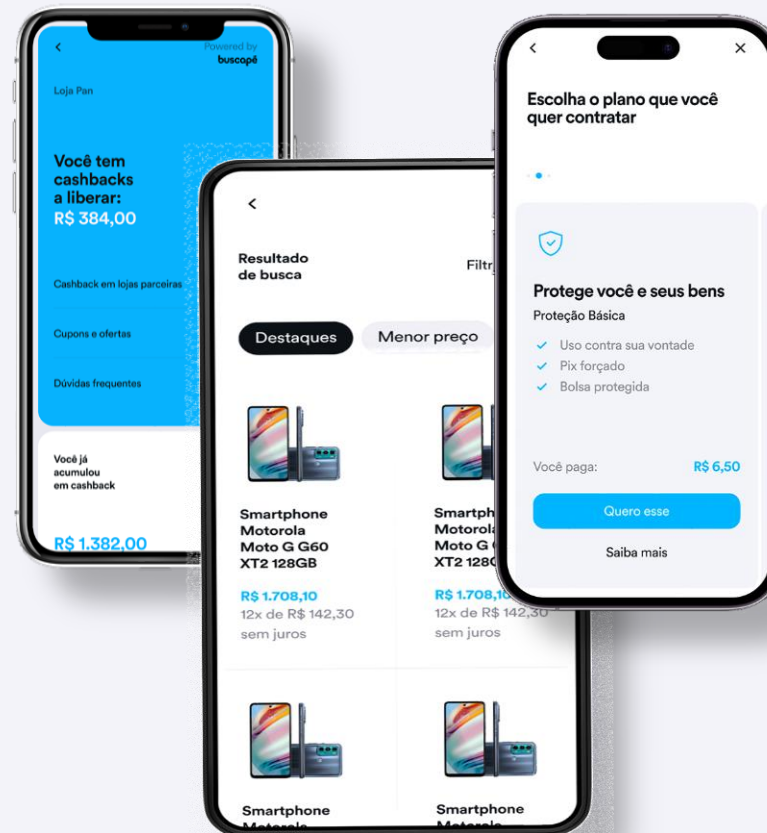
## 100% available In-App



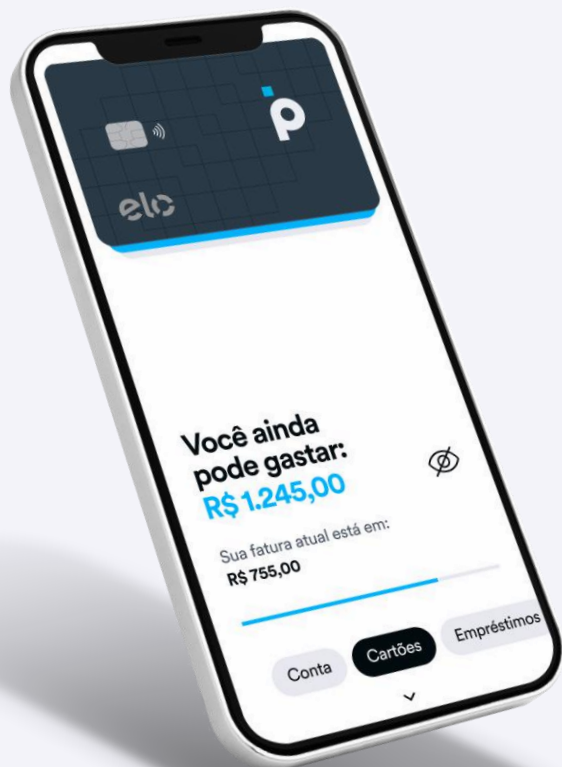
# Diversified and Collateralized Portfolio



- Payroll
- Vehicles
- Motorcycle
- Credit Card
- FGTS
- Personal Loans
- Others



# National footprint, with clients in all regions



## National Distribution

(PAN Clients | IBGE Base)

**North**

**8%**

11.1% Penetration

**Northeast**

**27%**

11.8% Penetration

**Midwest**

**8%**

11.7% Penetration

**Southeast**

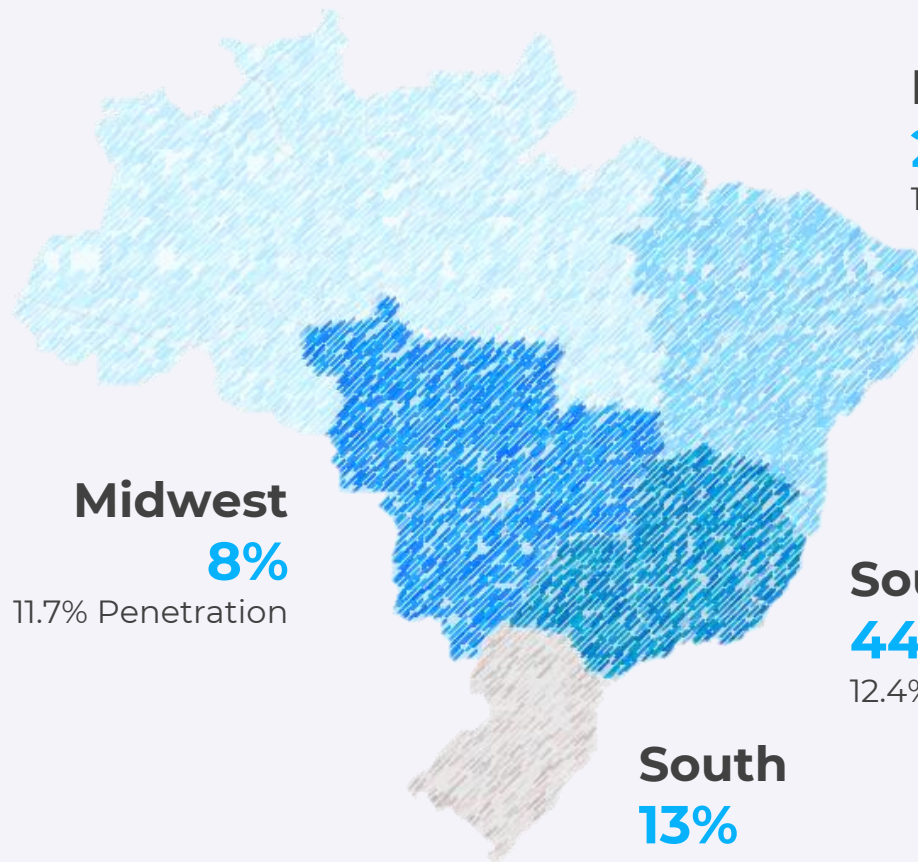
**44%**

12.4% Penetration

**South**

**13%**

10.3% Penetration



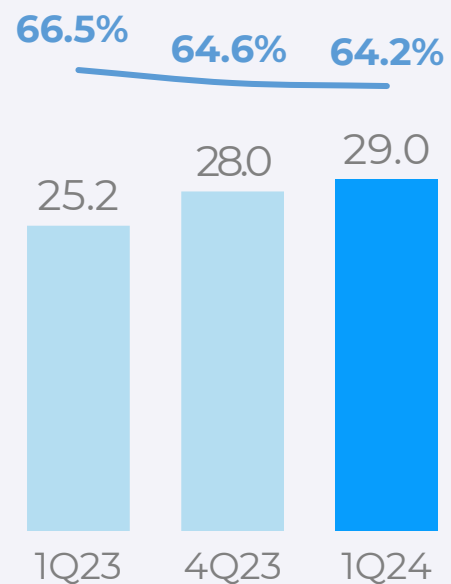
·  
p

# Business Update

# Engagement

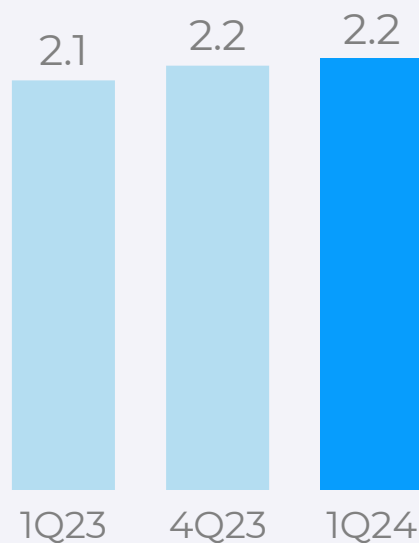
## Total and Active Clients<sup>1</sup>

# MM & %



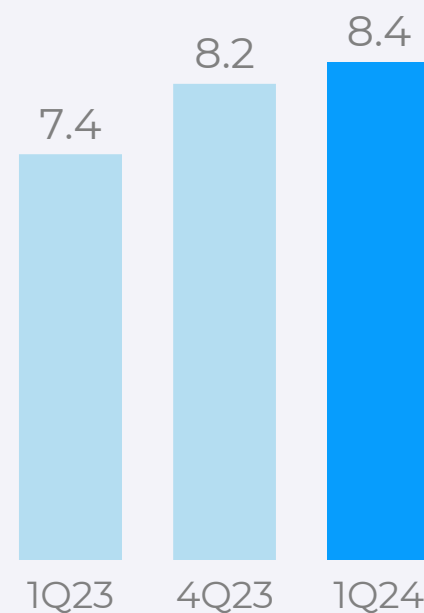
## Cross-Sell Index<sup>2</sup>

Products / Active Clients



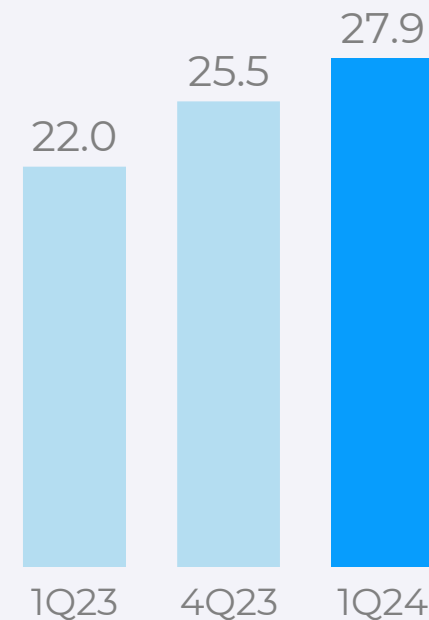
## Clients with PIX keys

# MM



## Transaction Volume<sup>3</sup>

R\$ Bn



<sup>1</sup>Clients who have credit, checking account deposits, or who have carried out any transaction in the last 90 days prior to the end of the quarter

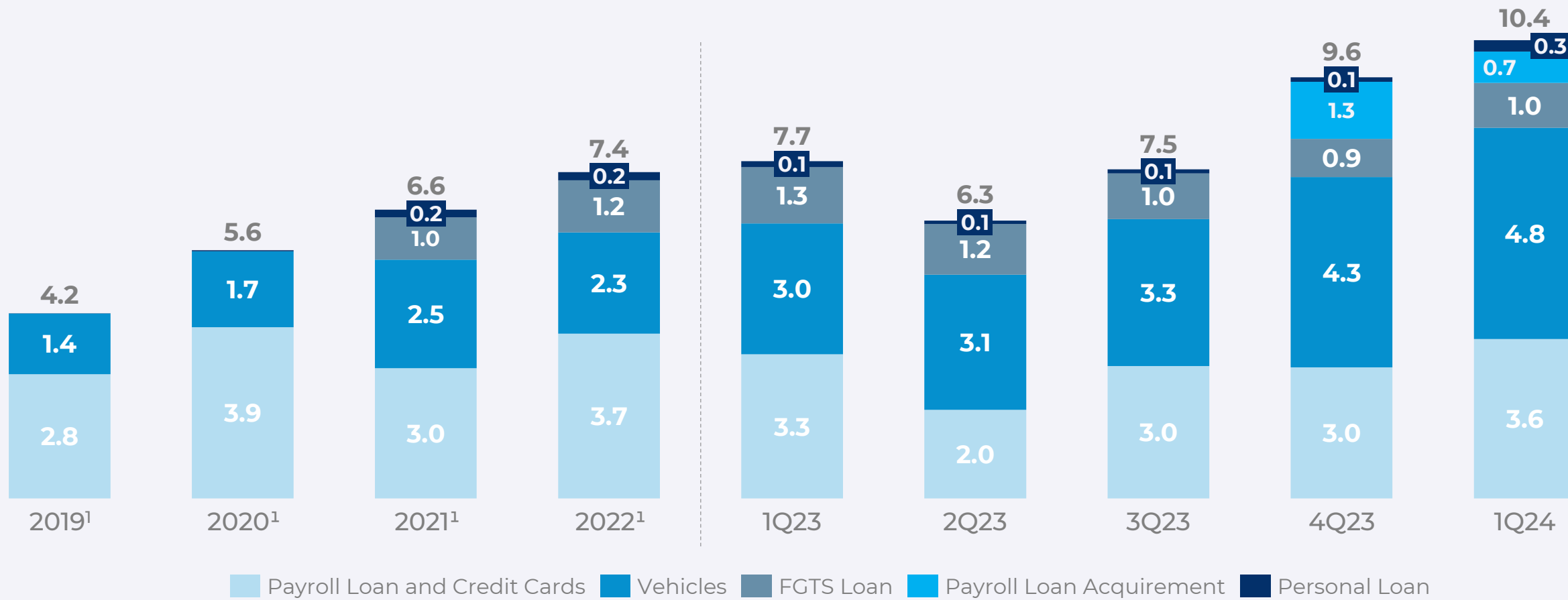
<sup>2</sup>Considers the average number of products consumed per active client in the quarter

<sup>3</sup>App, credit card and debit card



# Retail Origination

R\$ Bn per quarter

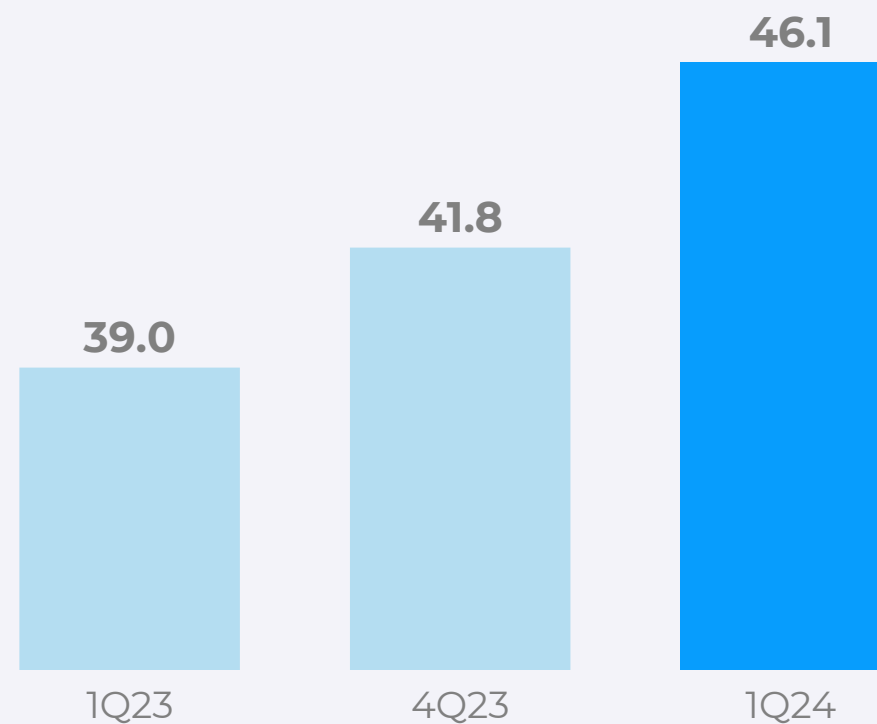


<sup>1</sup> Average origination per quarter

# Credit Portfolio

R\$ MM	1Q24	Part. %	Δ 1Q24/ 4Q23	Δ 1Q24/ 1Q23
Vehicles	24,576	53%	11%	38%
Payroll + FGTS	18,901	41%	10%	7%
Credit Cards	2,005	4%	-2%	-36%
Personal Loan	367	1%	69%	7%
Run Off	281	1%	-7%	-15%
<b>Total</b>	<b>46,130</b>	<b>100%</b>	<b>10%</b>	<b>17%</b>

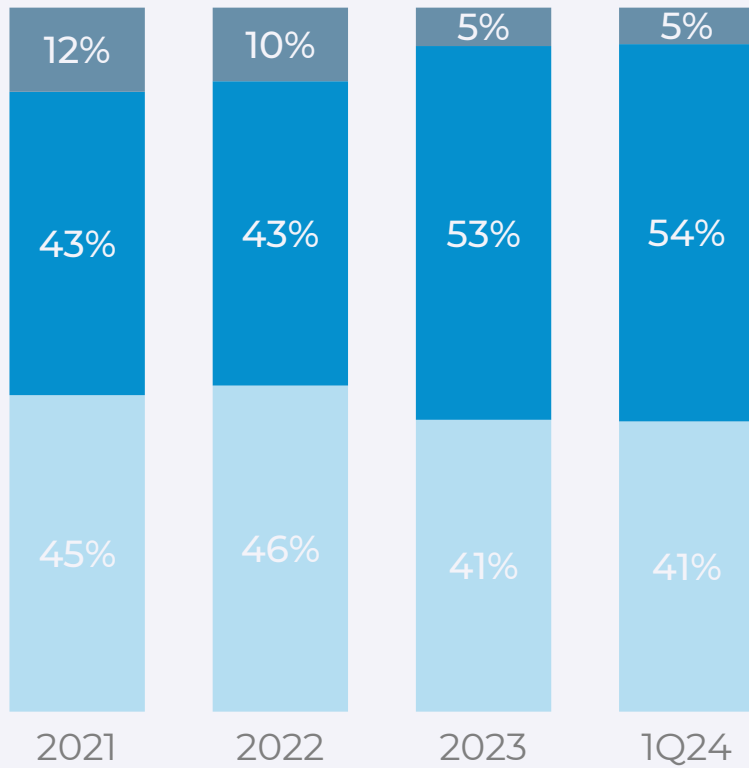
R\$ Bn



# Retail Delinquency Rates

## Portfolio Breakdown

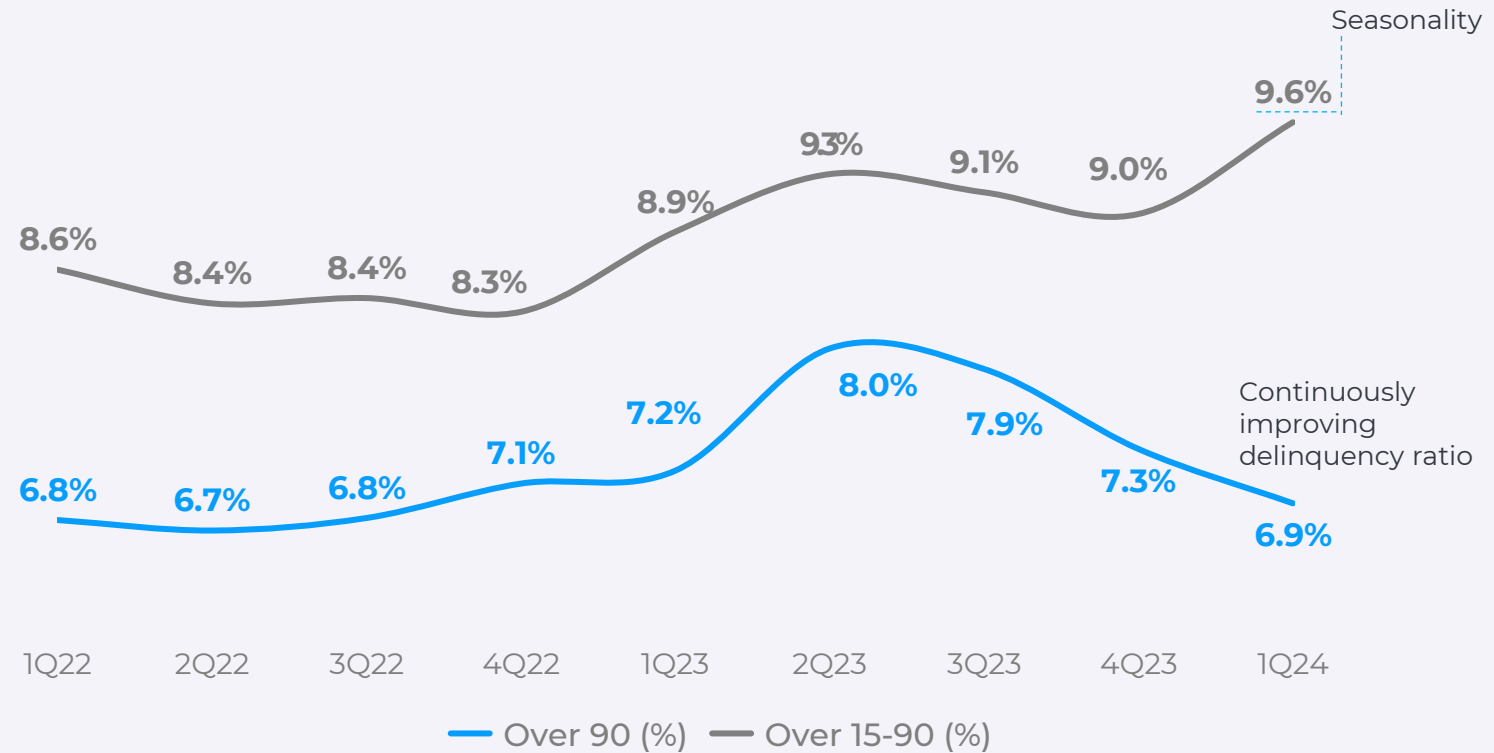
%



Payroll + FGTS Vehicles Credit Card + Personal Loan

## Delinquency Rates

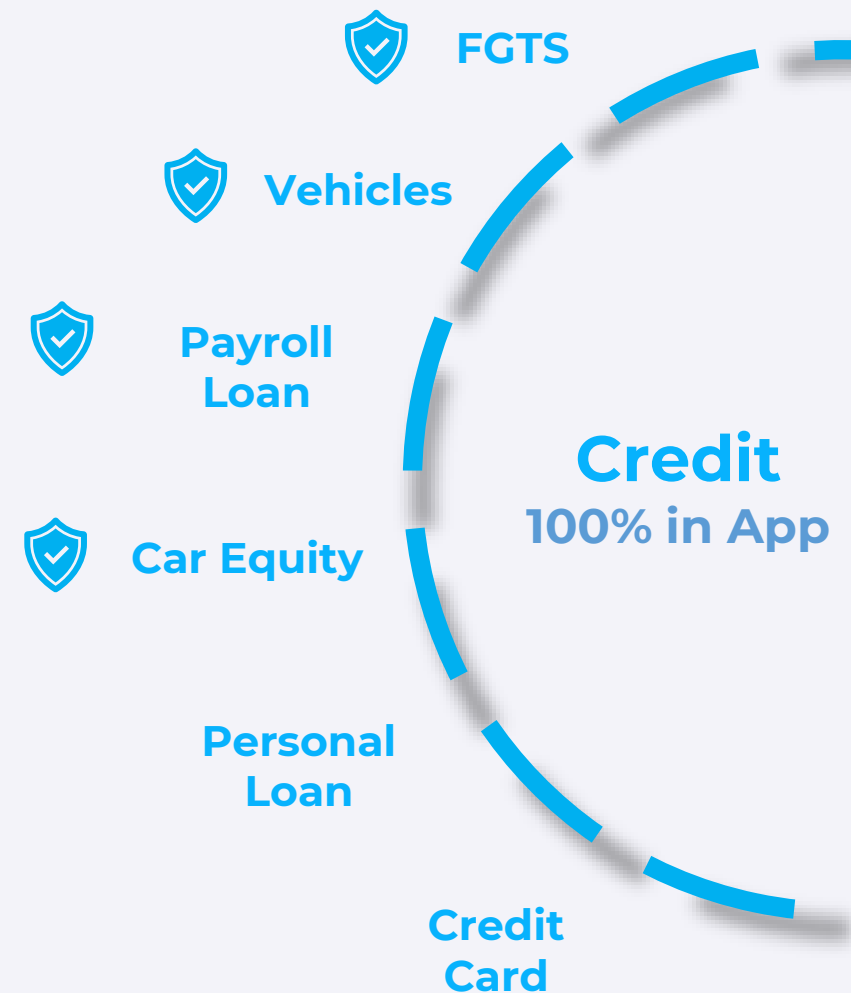
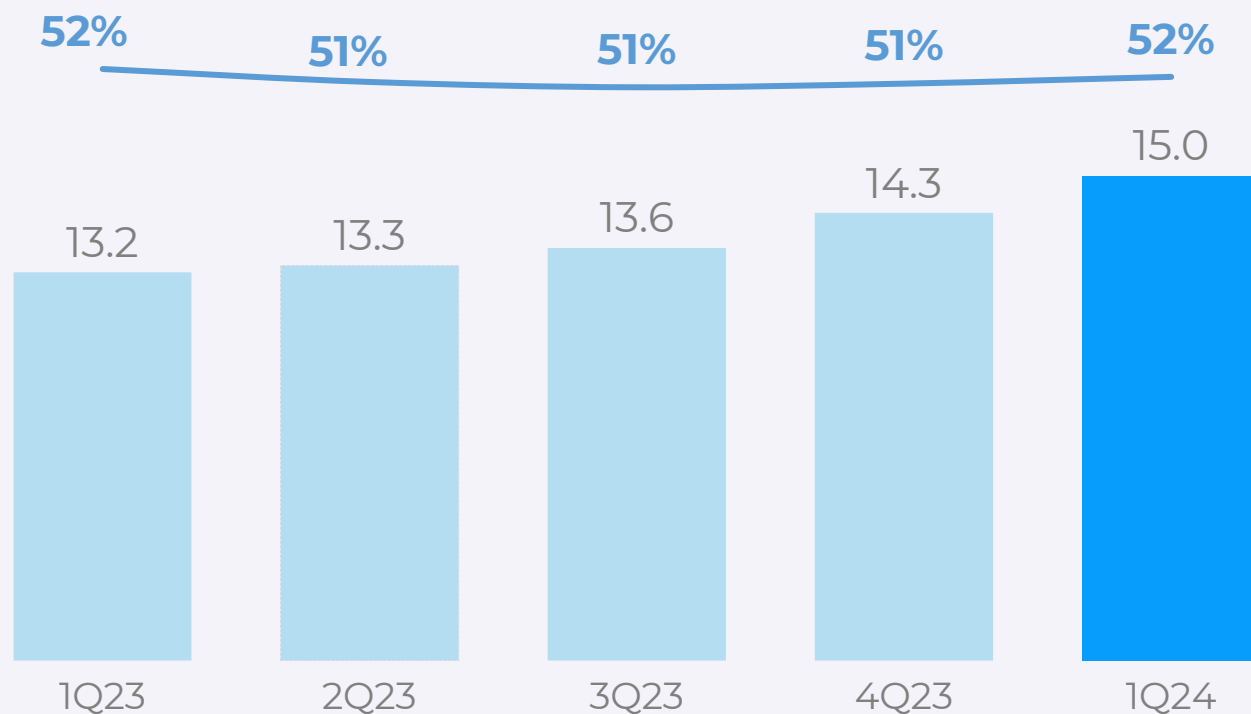
%



# Clients with Credit

## Clients with Credit

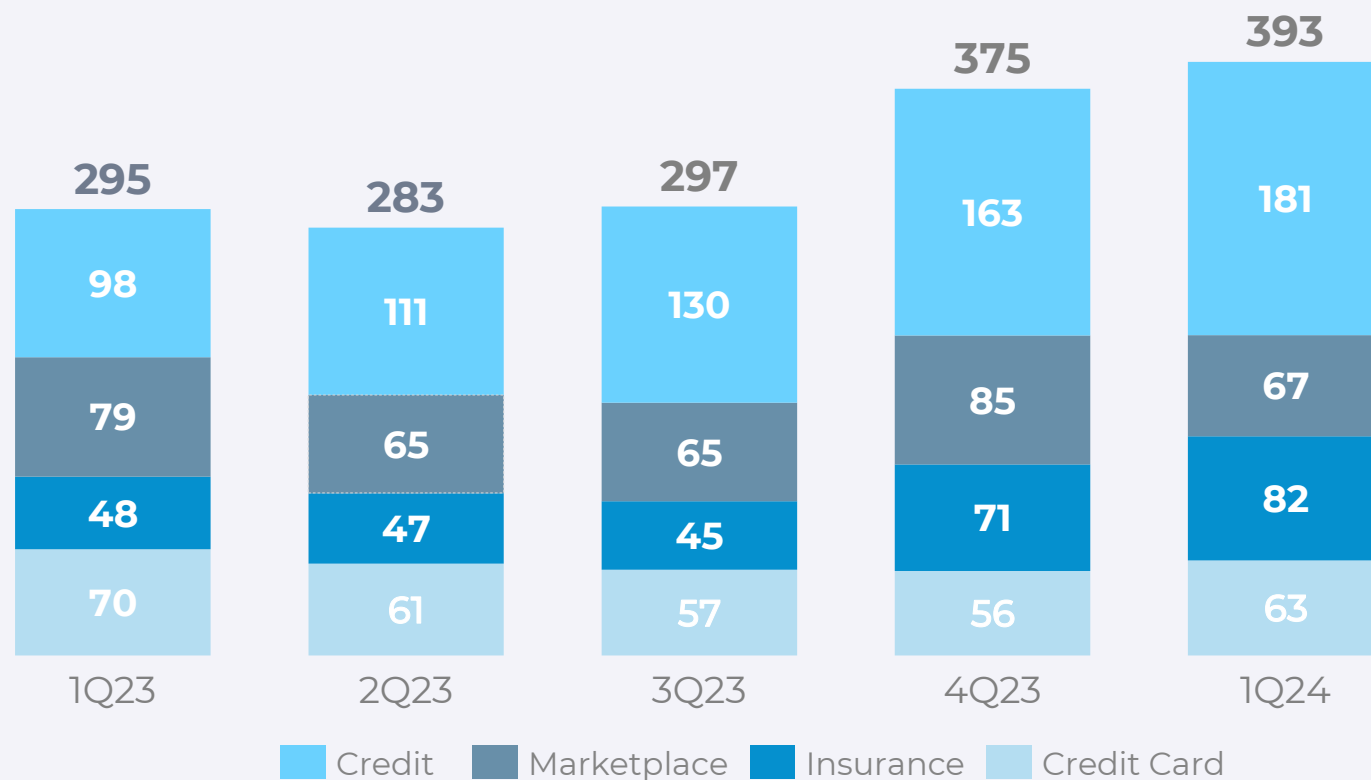
# MM & % of Total Clients



 Collateralized Products

# Fee Revenue

R\$ MM



# Cards

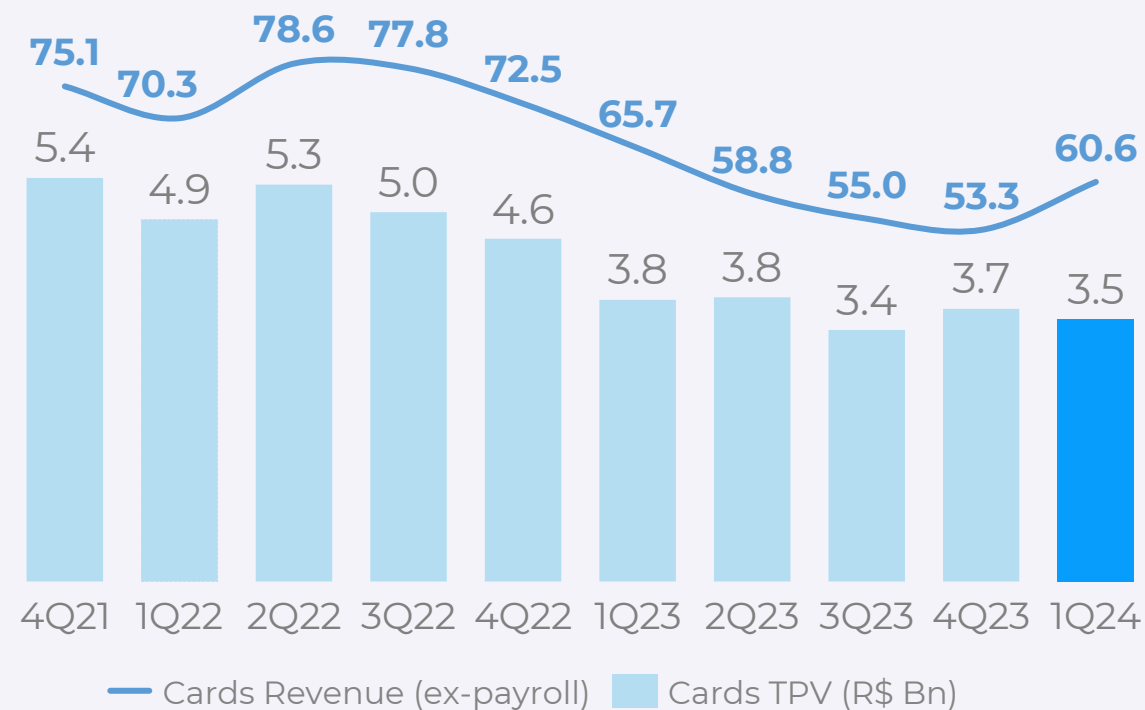
## Credit Cards Issued

# Thousands



## TPV and cards revenue

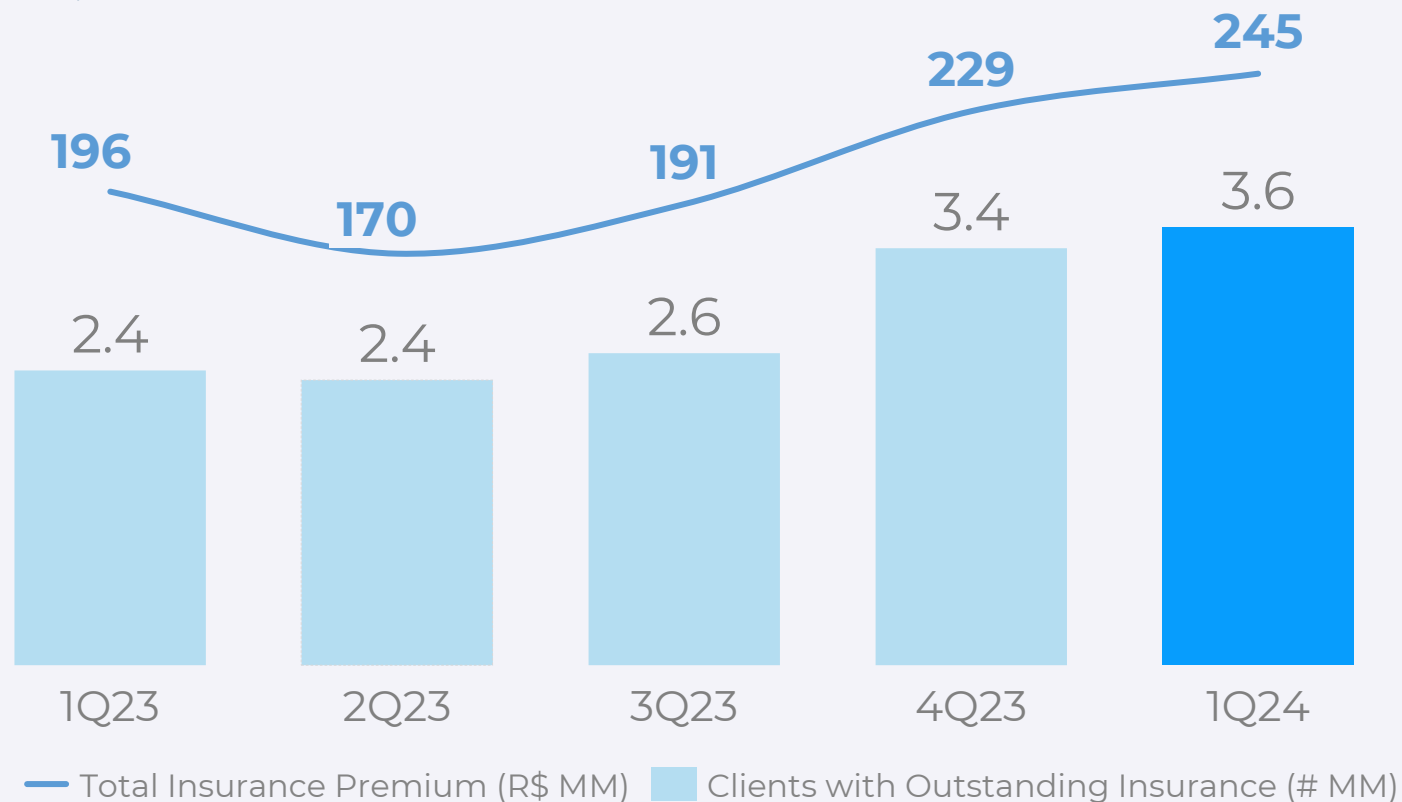
R\$ Bn & R\$ MM



# Insurance

## Clients and Premium

#MM & R\$ MM





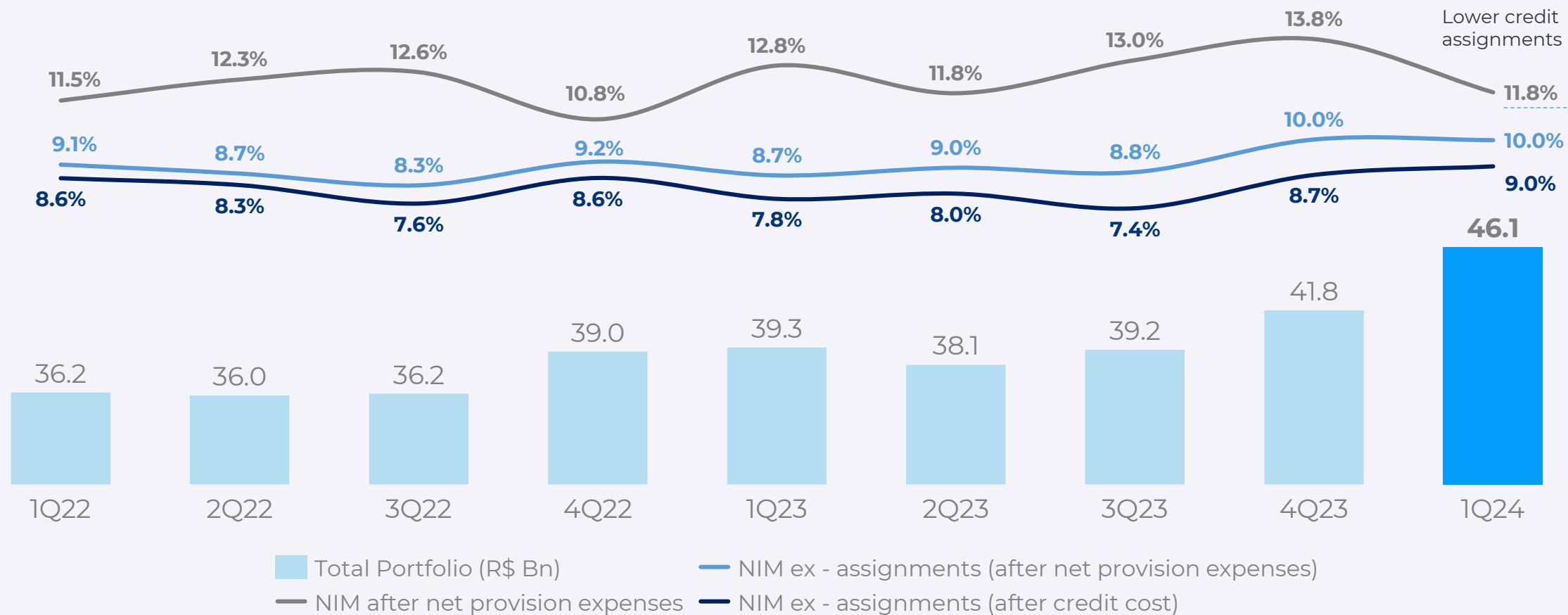
# Financial Highlights



# Net Interest Margin

## NIM after credit cost<sup>1</sup>

% p.y.

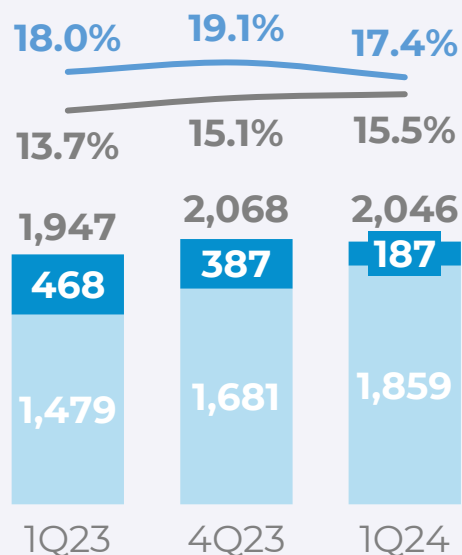


<sup>1</sup>Average Interest earning asset excluding excess cash

# Quarterly Results

## Net Interest Margin<sup>1</sup>

R\$ MM & % p.y.



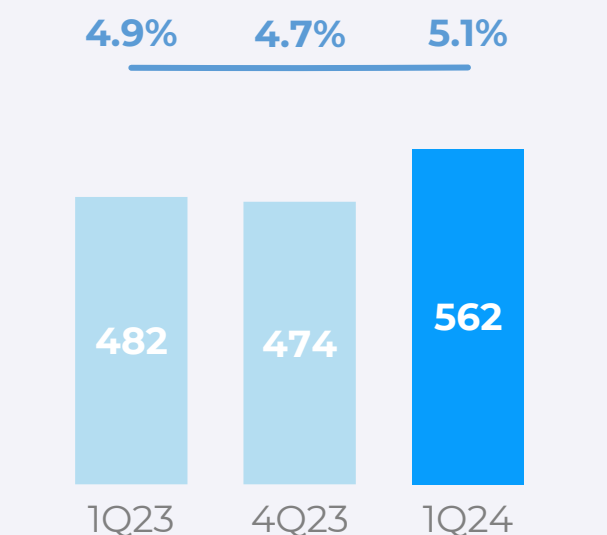
- NIM<sup>2</sup> ex assignments
- NIM<sup>2</sup>
- Assignments Result (R\$ MM)
- NIM<sup>2</sup> Portfolio Carry (R\$ MM)

<sup>1</sup> Average Interest earning asset excluding excess cash

<sup>2</sup> Managerial Net Interest Margin

## Net Provision Expenses

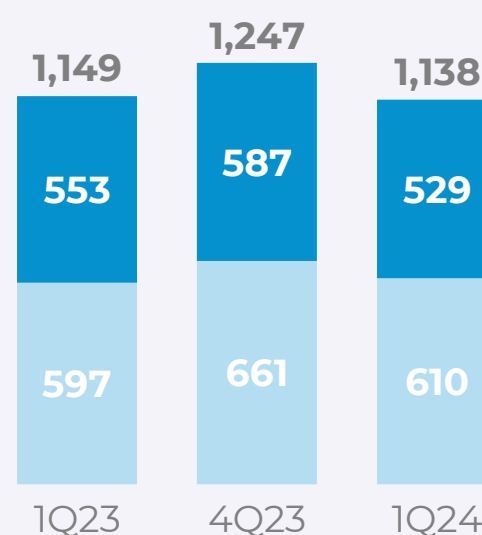
R\$ MM & % p.y.



- Net Provision expenses
- Net Provision expenses / Average Portfolio (%)

## Expenses

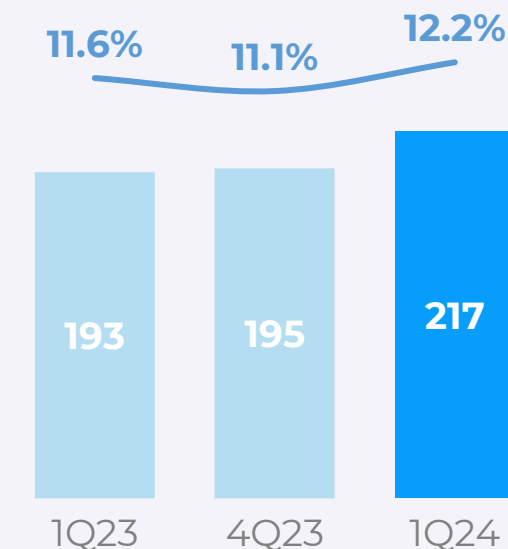
R\$ MM



- Origination expenses
- G&A expenses

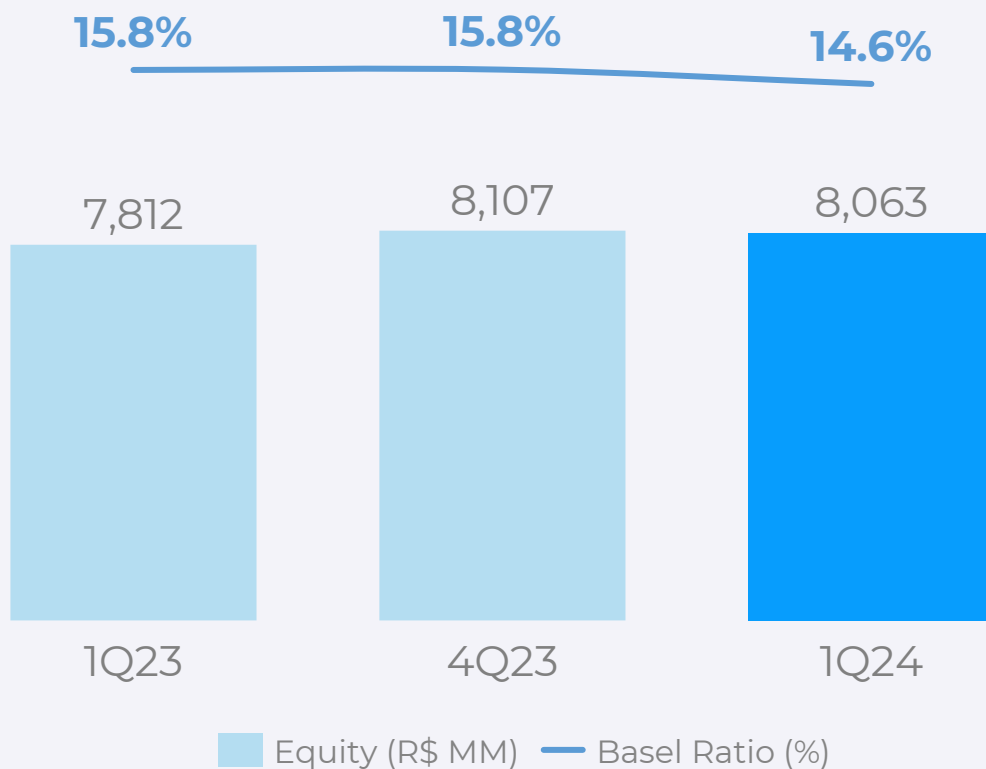
## Profitability

R\$ MM & % p.y.



- ROE (Ex-Goodwill)
- Net Income (Ex-Goodwill)

# Equity and Capital<sup>1</sup>



R\$ MM	1Q23	4Q23	1Q24
<b>Ref. Shareholders' s Equity</b>	<b>5,349</b>	<b>5,755</b>	<b>5,792</b>
<b>Required Shareholders' s Equity</b>	<b>3,559</b>	<b>3,823</b>	<b>4,160</b>
<b>RWA</b>	<b>33,898</b>	<b>36,412</b>	<b>39,621</b>

<sup>1</sup>Due to the consolidation of Banco PAN in the prudential conglomerate of BTG Pactual the individual Basel ratio is no longer formally disclosed. However, we continue to release a managerial ratio to demonstrate our capitalization



# Investors Relations

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