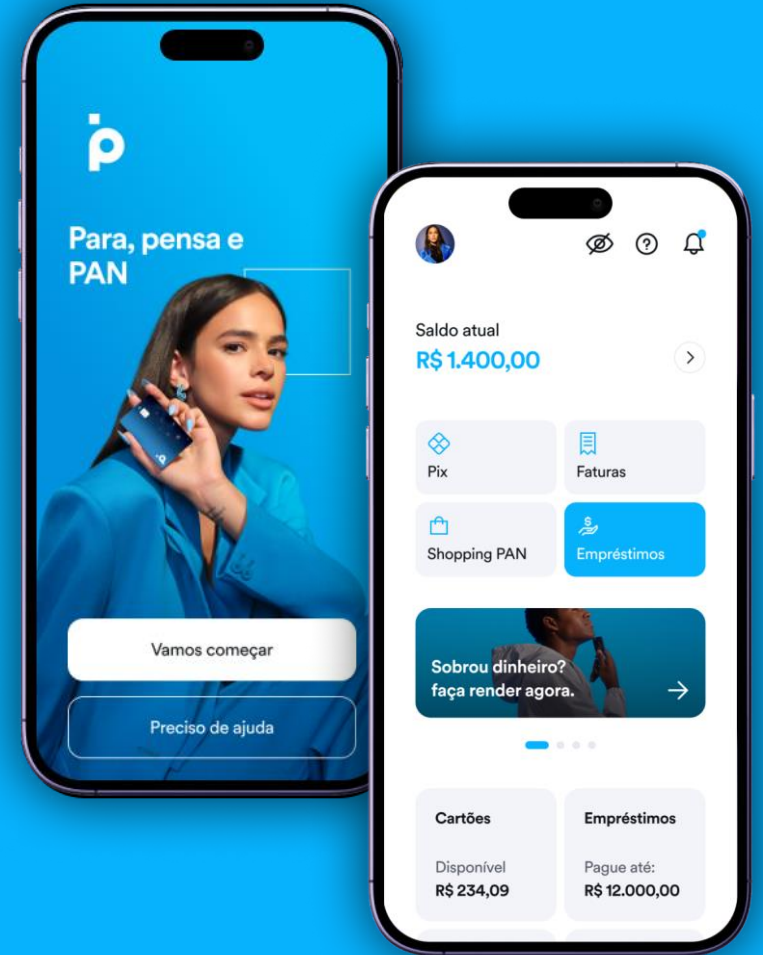




# Earnings Release 3Q24



# Highlights 3Q24

**1** Portfolio growth, maintaining strong origination levels;

**2** Better delinquency ratios, maintaining our conservative approach

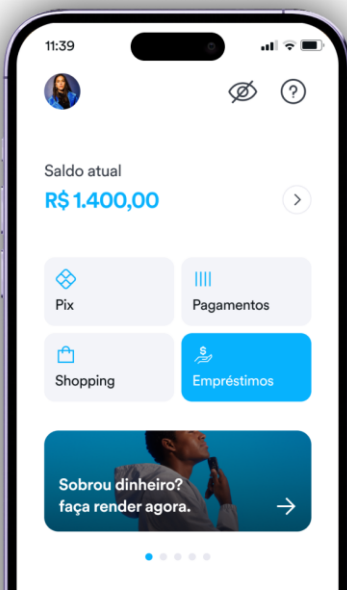
**3** Robust margins, due to assertive pricing

# Clients

**30.9 MM**

+15% vs 3Q23

+3% vs 2Q24

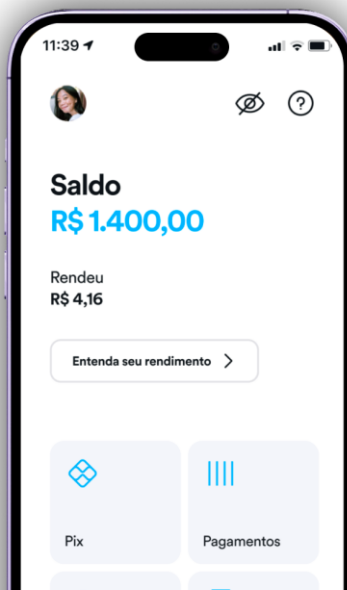


# Credit Portfolio

**R\$ 51.1 Bn**

+30% vs 3Q23

+4% vs 2Q24



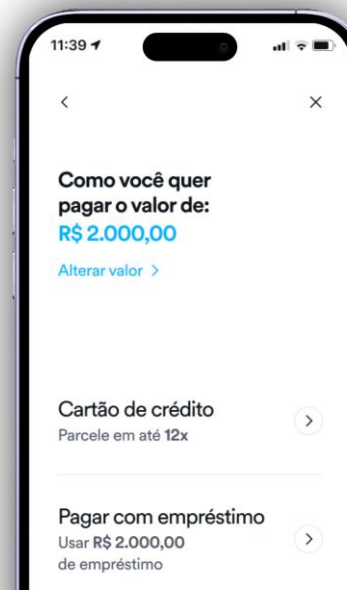
# Net Income

(goodwill adjusted)

**R\$ 216 MM**

+9% vs 3Q23

+3% vs 2Q24



# ROE

(goodwill adjusted)

**11.8%**

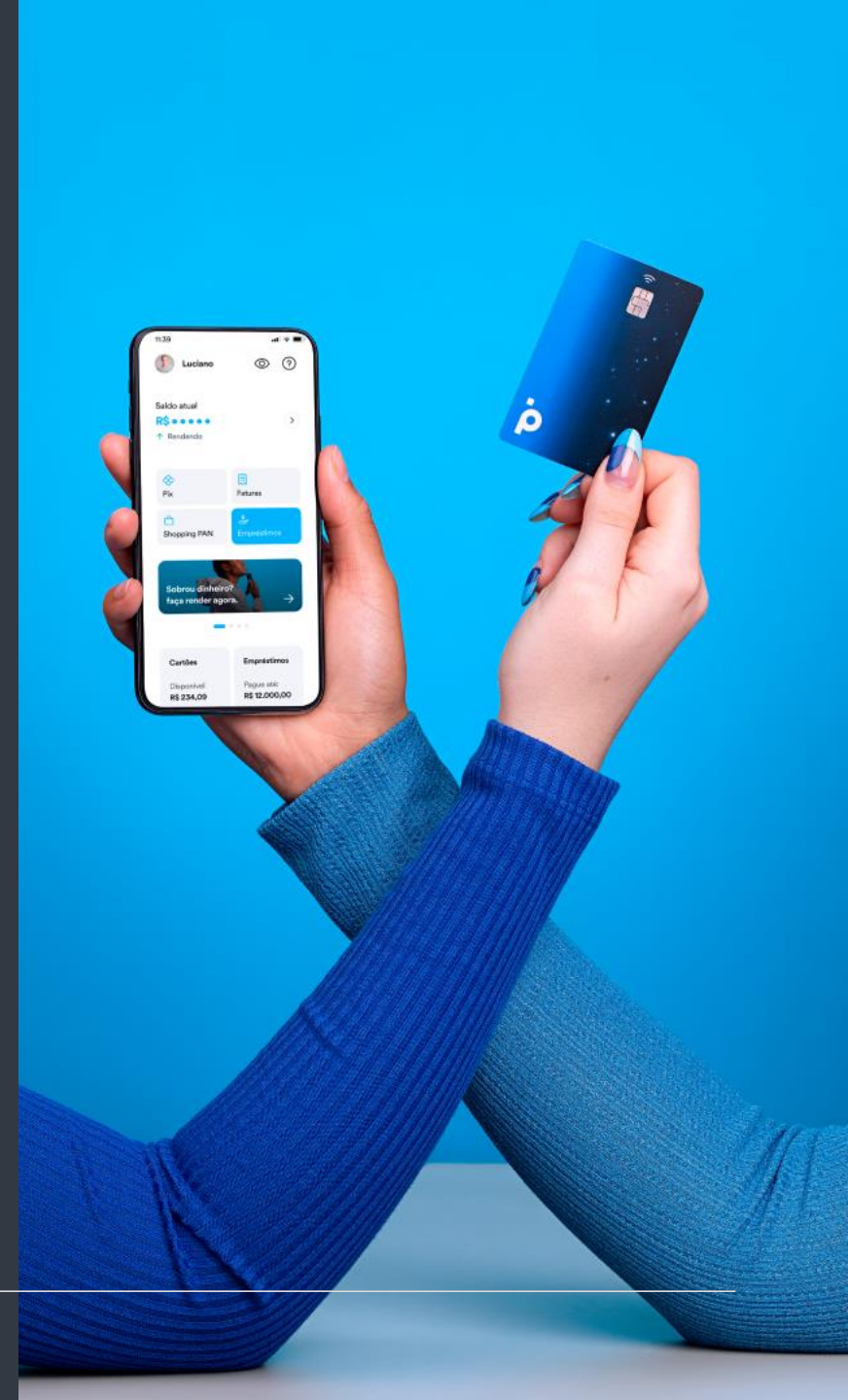
11.5% 3Q23

11.7% 2Q24





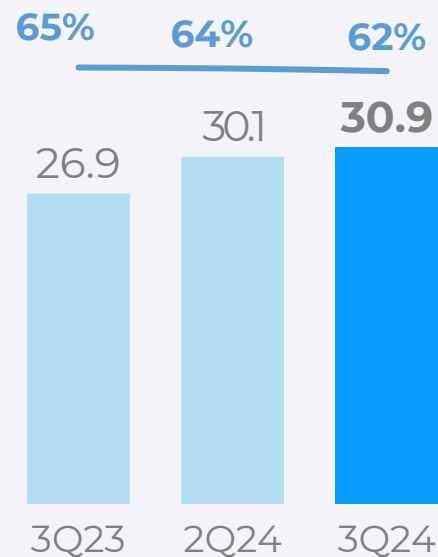
# Business Update



# Engagement

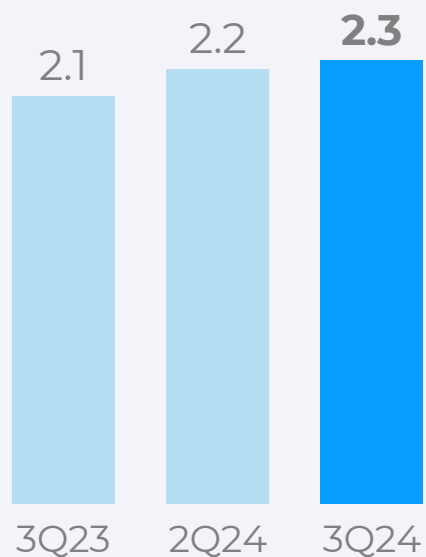
## Total and Active Clients<sup>1</sup>

# MM & %



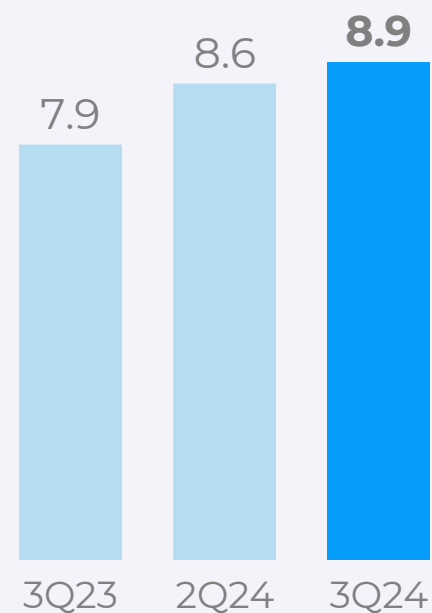
## Cross-Sell Index<sup>2</sup>

Products / Active Clients



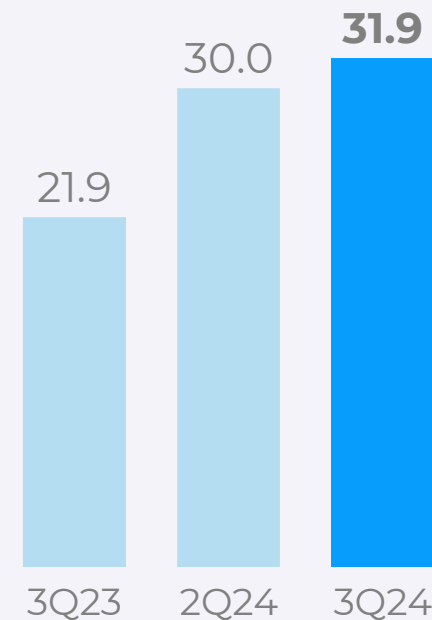
## Clients with PIX keys

# MM



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

R\$ Bn



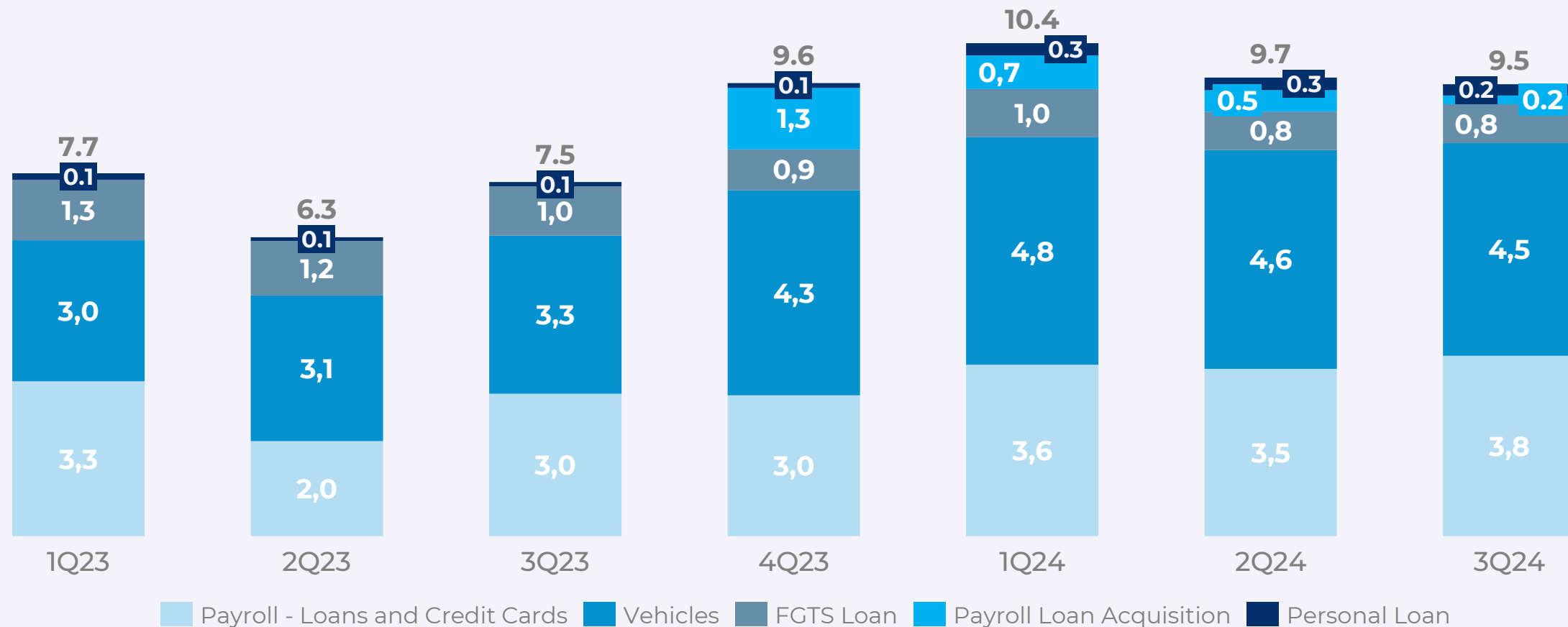
<sup>1</sup>Clients who have credit, checking account deposits, or who have carried out any transaction in the last 90 days prior to the end of the quarter

<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

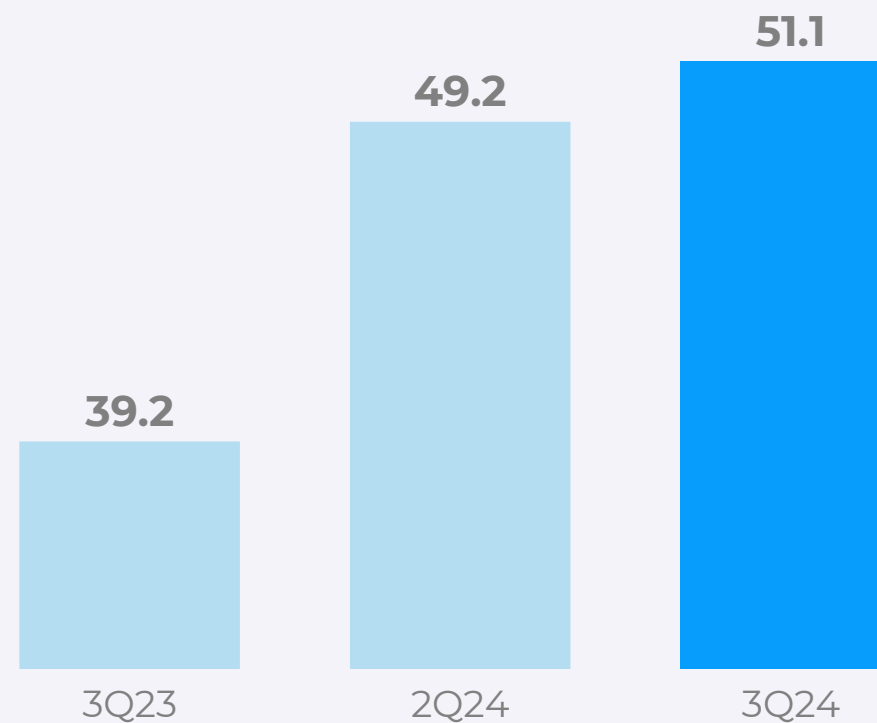
R\$ Bn per quarter



# Credit Portfolio

R\$ MM	3Q24	Part. %	$\Delta$ 3Q24/ 2Q24	$\Delta$ 3Q24/ 3Q23
Vehicles	28,080	55%	6%	40%
Payroll + FGTS	19,975	39%	1%	23%
Credit Cards	2,198	4%	2%	-2%
Personal Loan	575	1%	13%	91%
Run Off	250	0.5%	-7%	-19%
<b>Total</b>	<b>51,077</b>	<b>100%</b>	<b>4%</b>	<b>30%</b>

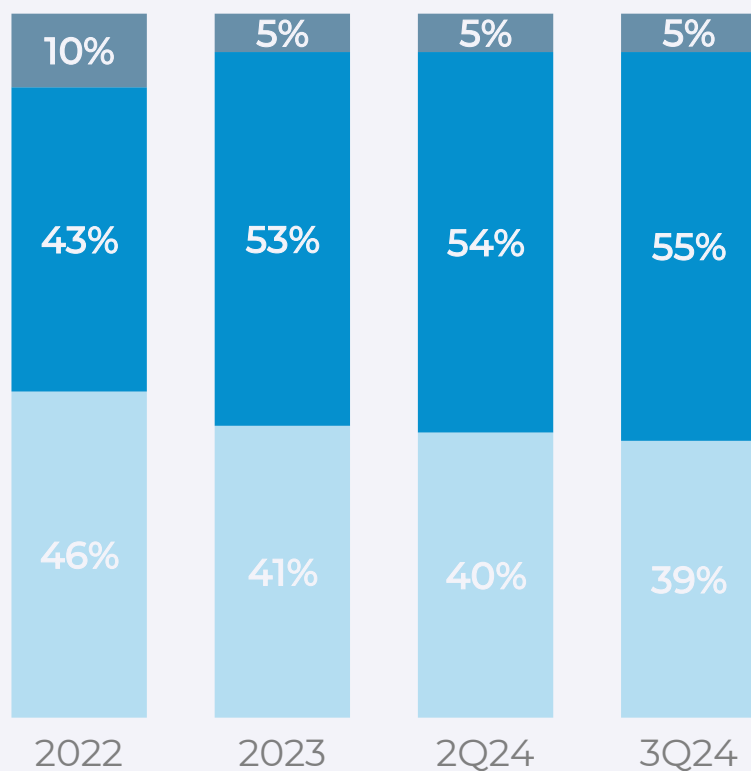
R\$ Bn



# Retail Delinquency Rates

## Portfolio Breakdown

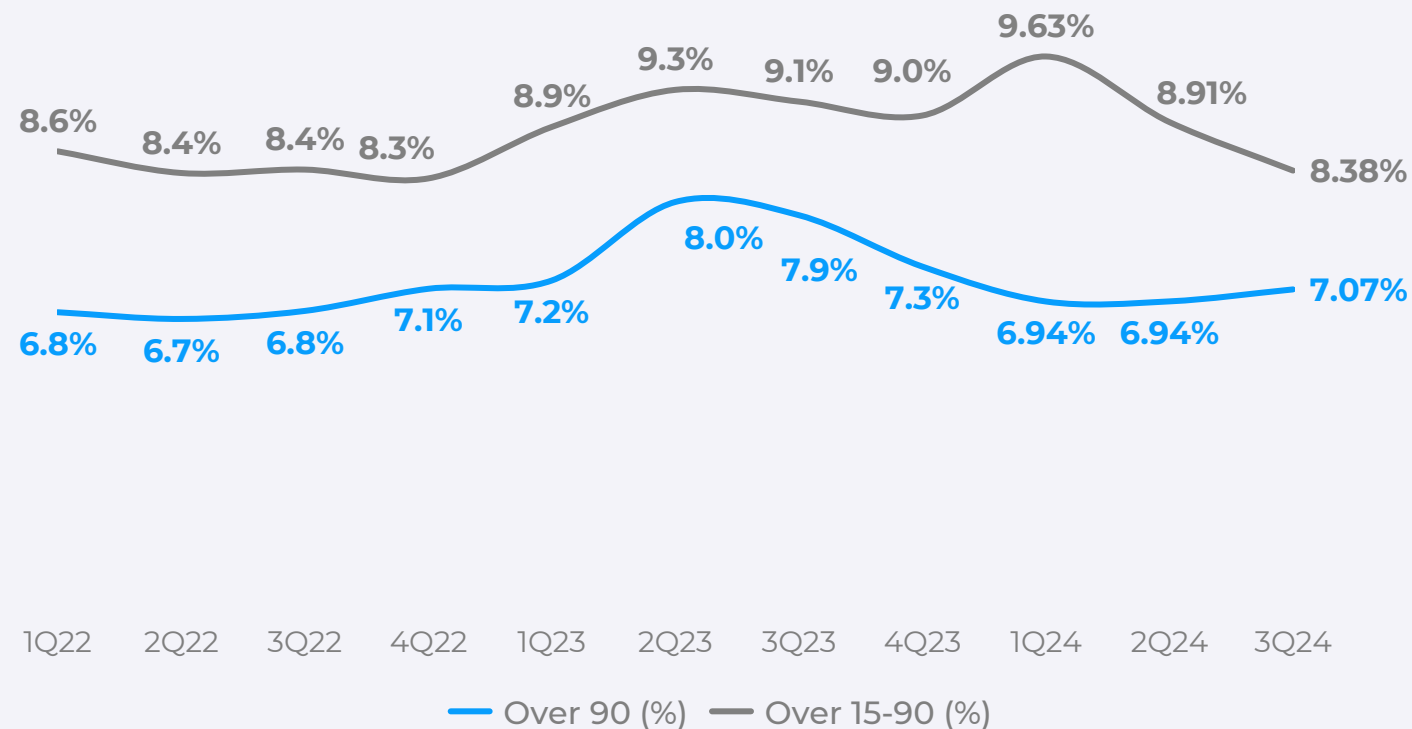
%



Payroll + FGTS Vehicles Credit Card + Personal Loan

## Delinquency Rates

%



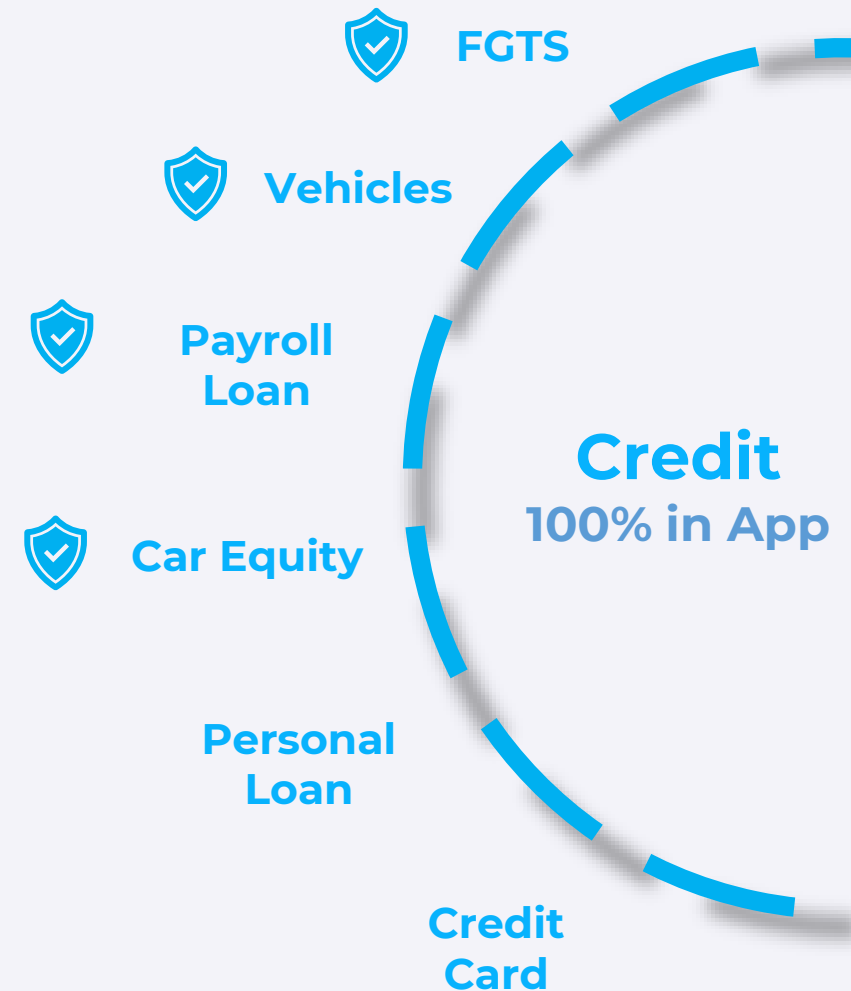
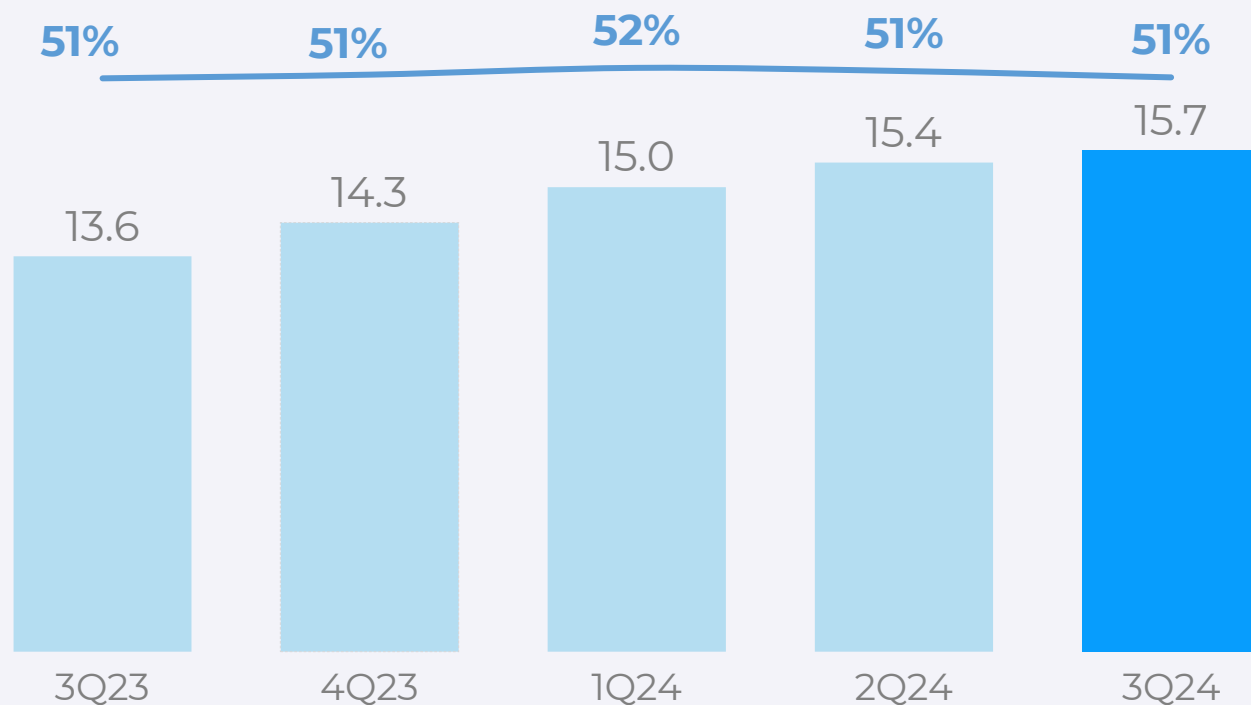
Over 90 (%) Over 15-90 (%)



# Clients with Credit

## Clients with Credit

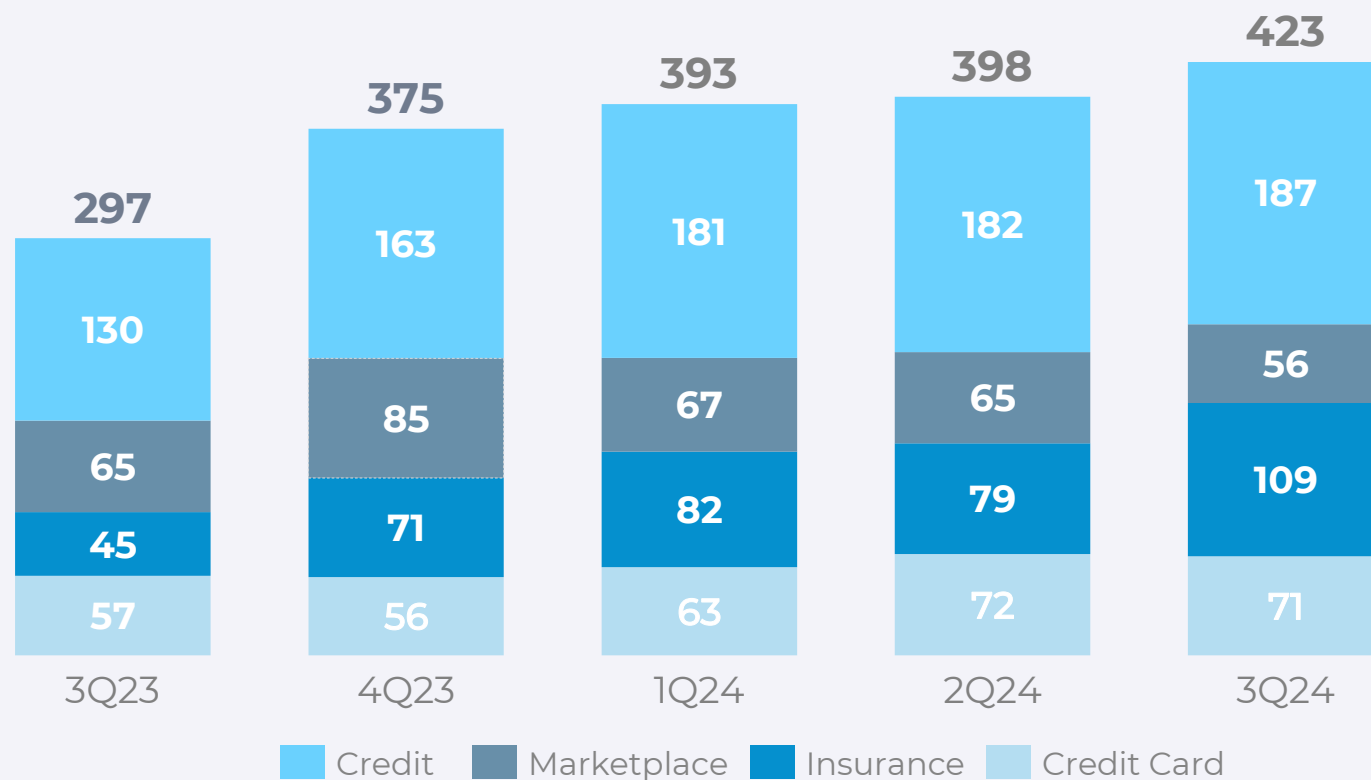
# MM & % of Total Clients



Collateralized Products

# Fee Revenue

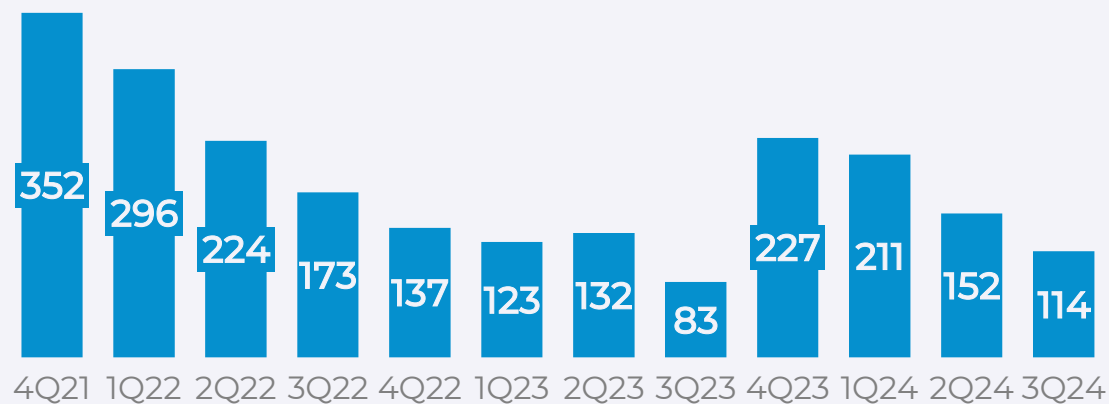
R\$ MM



# Cards

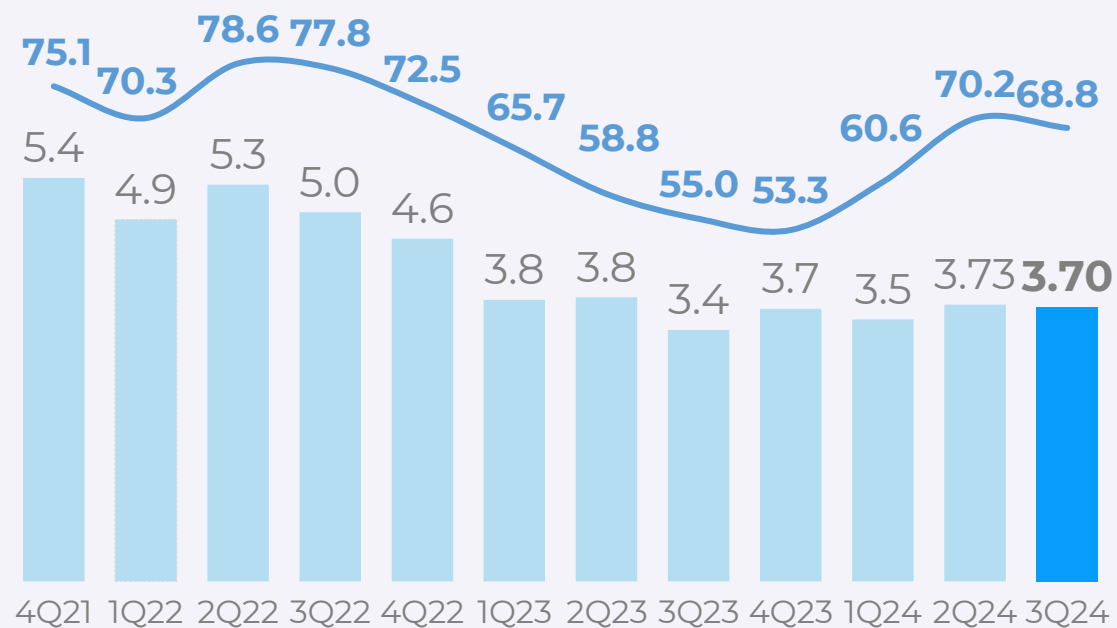
## Credit Cards Issued

# Thousands



## TPV and cards revenue

R\$ Bn & R\$ MM

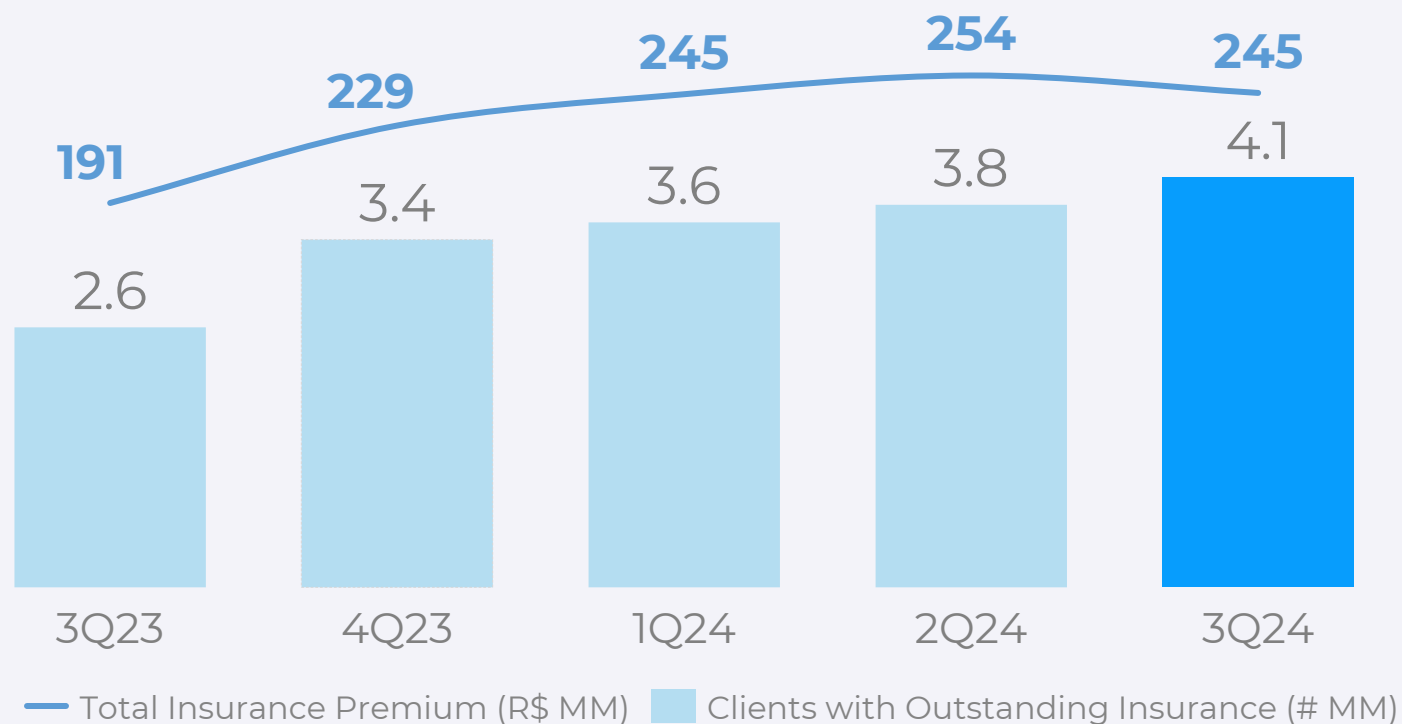


— Cards Revenue (ex-payroll)    ■ Cards TPV (R\$ Bn)

# Insurance

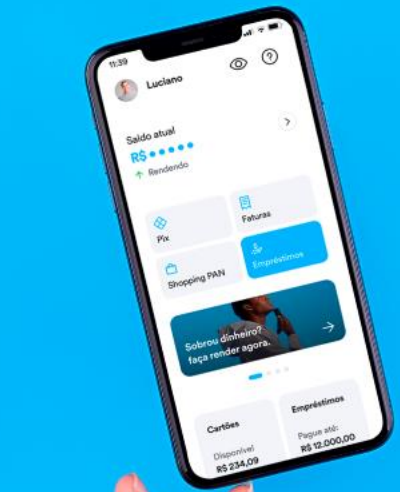
## Clients and Premium

#MM & R\$ MM





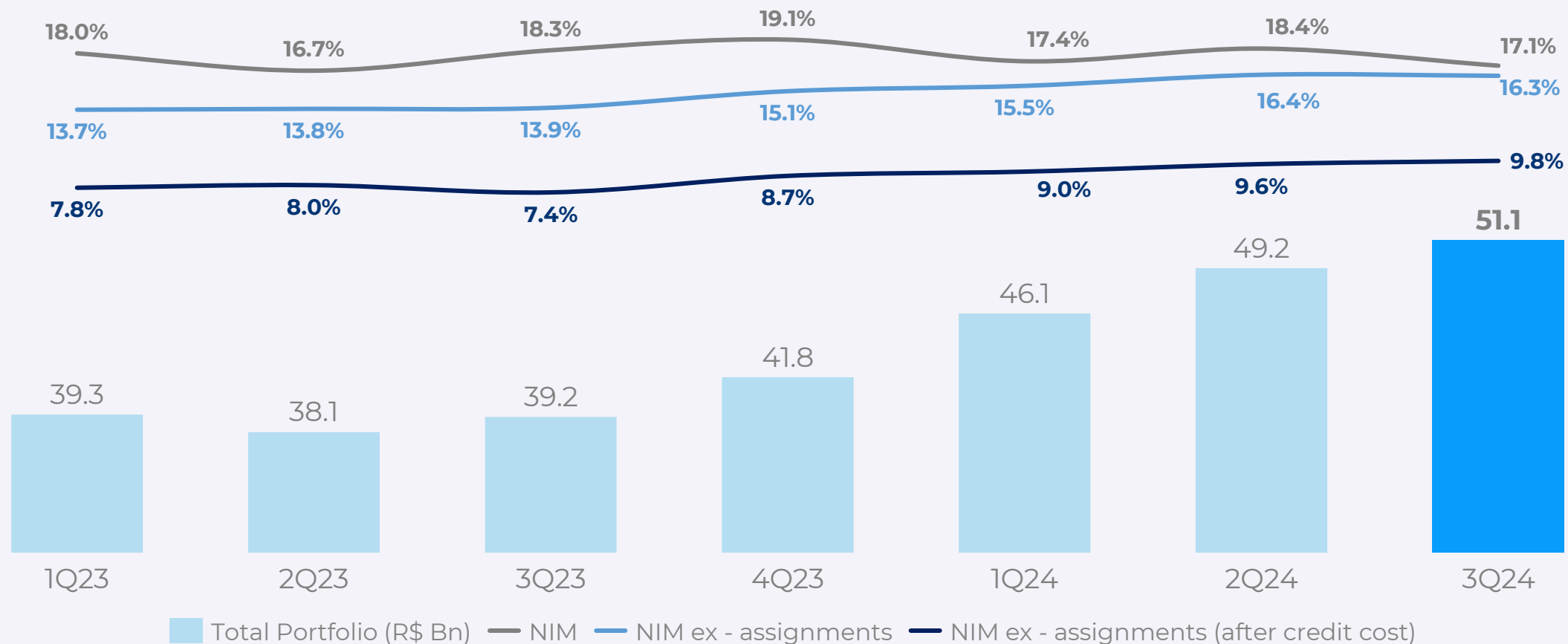
# Financial Highlights



# Net Interest Margin

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

% p.y.

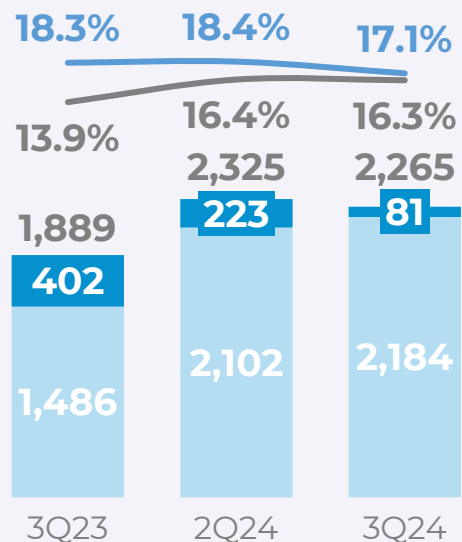


<sup>1</sup>Average Interest earning asset excluding excess cash

# Quarterly Results

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

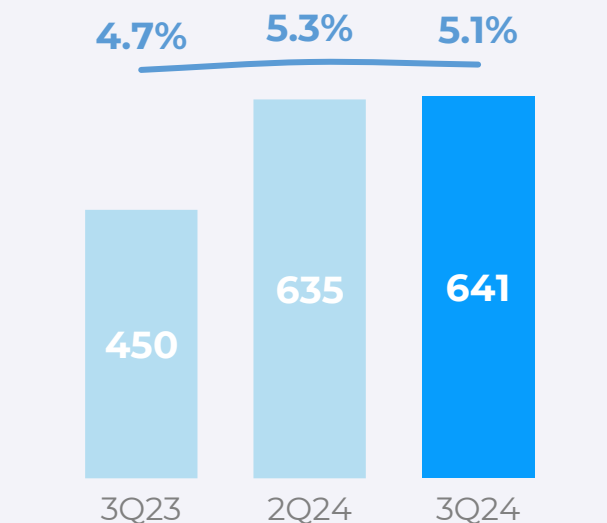
R\$ MM & % p.y.



- NIM<sup>2</sup> ex assignments
- NIM<sup>2</sup>
- NIM<sup>2</sup>- Credit Assignment
- NIM<sup>2</sup>- Carry

## Net Provision Expenses

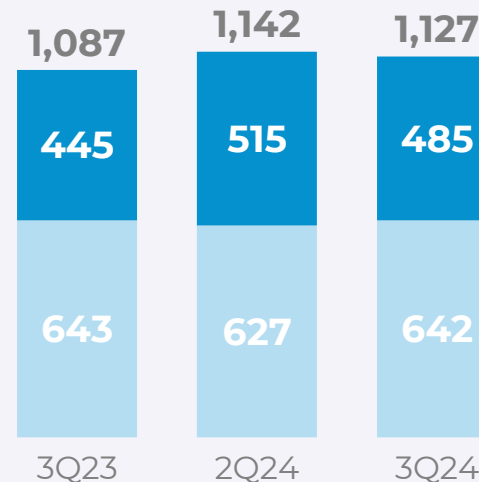
R\$ MM & % p.y.



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

## Expenses

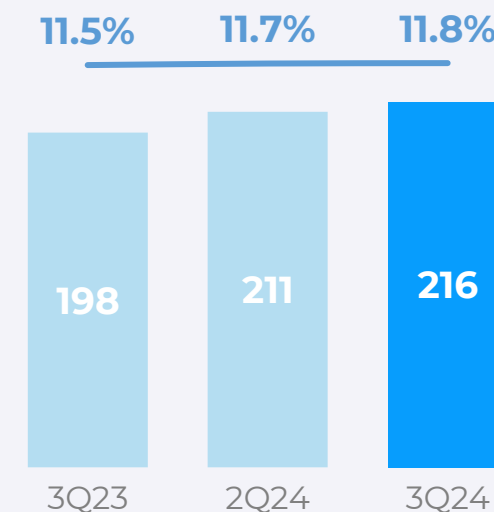
R\$ MM



- Origination expenses
- G&A expenses

## Profitability

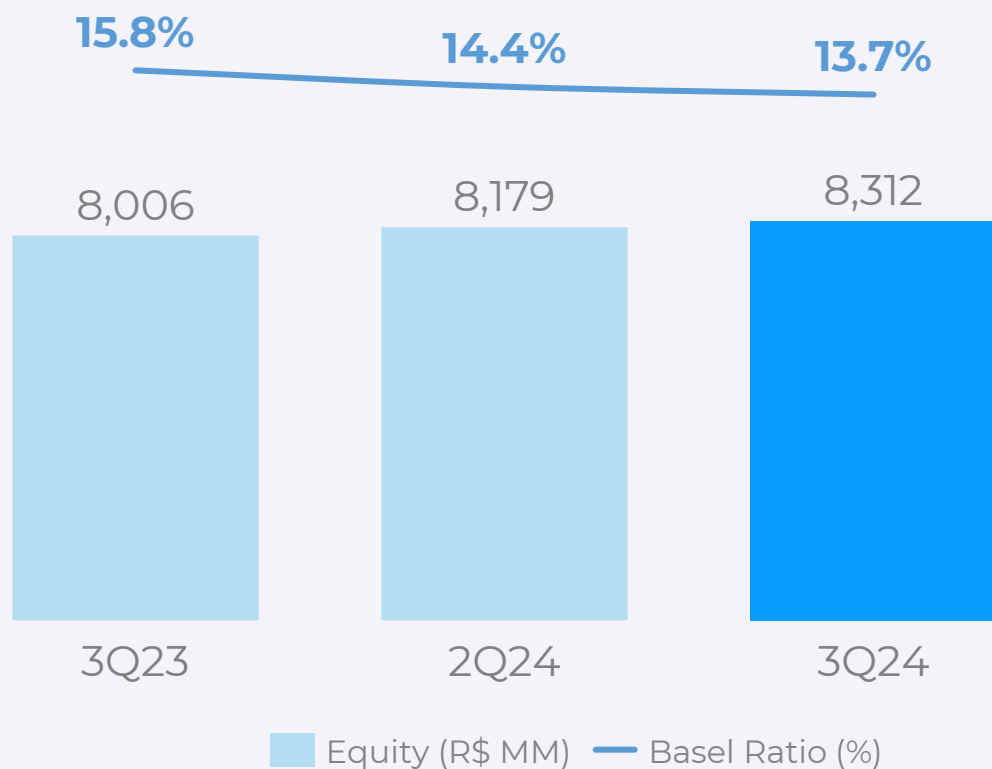
R\$ MM & % p.y.



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

<sup>1</sup> Average Interest earning asset excluding excess cash; <sup>2</sup> Managerial Net Interest Margin

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



R\$ MM	3Q23	2Q24	3Q24
<b>Ref. Shareholders' s Equity</b>	<b>5,544</b>	<b>6,031</b>	<b>6,165</b>
<b>Required Shareholders' s Equity</b>	<b>3,694</b>	<b>4,397</b>	<b>4,711</b>
<b>RWA</b>	<b>35,184</b>	<b>41,879</b>	<b>44,867</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





# Investor Relations

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