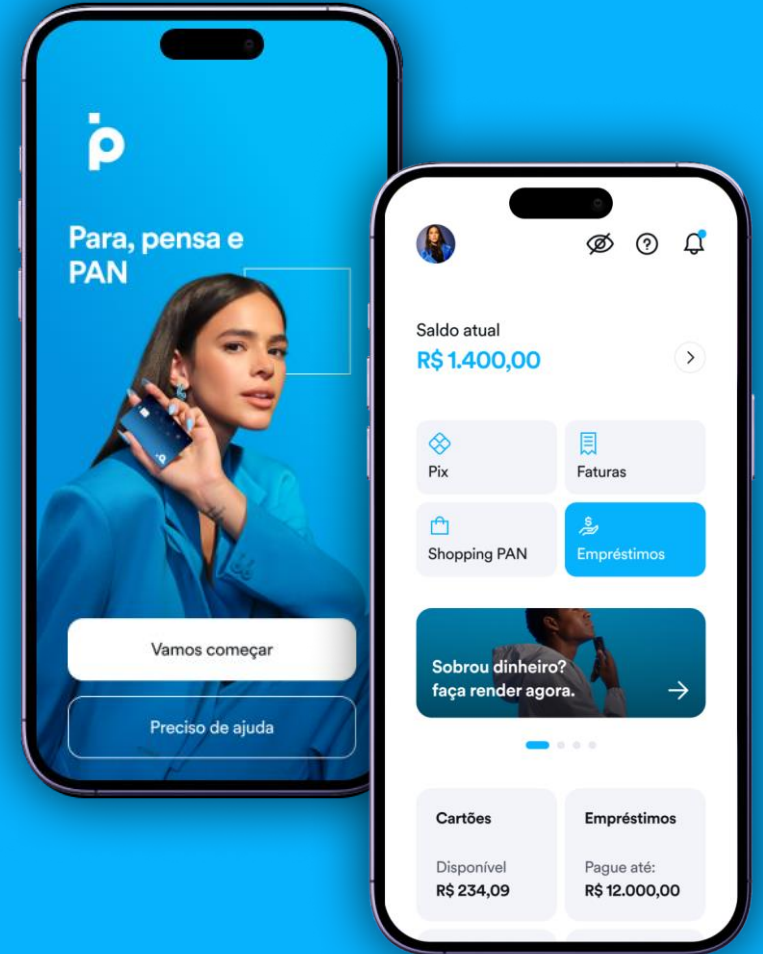




Earnings Release 4Q23



Highlights

4Q23

1

Strong origination, specially in vehicle financing segment

2

Better delinquency ratios, maintaining our conservative approach

3

Robust margins, due to higher returns on vehicles and assertive pricing

4

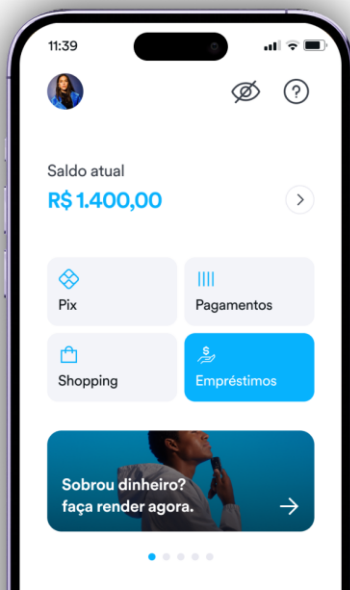
Relevant advances in customer experience, with significant improvements in the app

Clients

28.0 MM

+18% vs 4Q22

+4% vs 3Q23

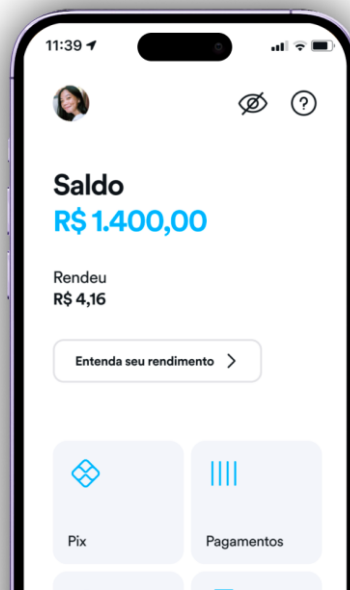


Credit Portfolio

R\$ 41.8 Bn

+7% vs 4Q22

+7% vs 3Q23

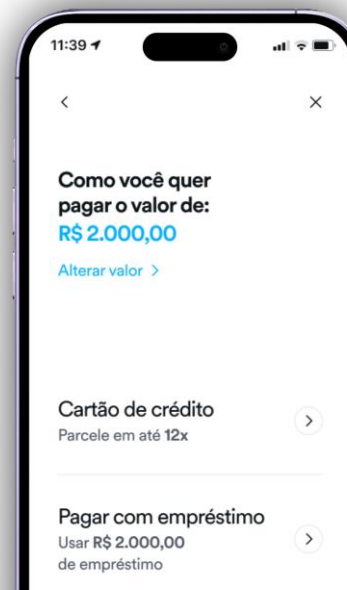


Net Income (goodwill adjusted)

R\$ 195 MM

+3% vs 4Q22

-1% vs 3Q23



ROE (goodwill adjusted)

11.1%

11.5% 4Q22

11.5% 3Q23



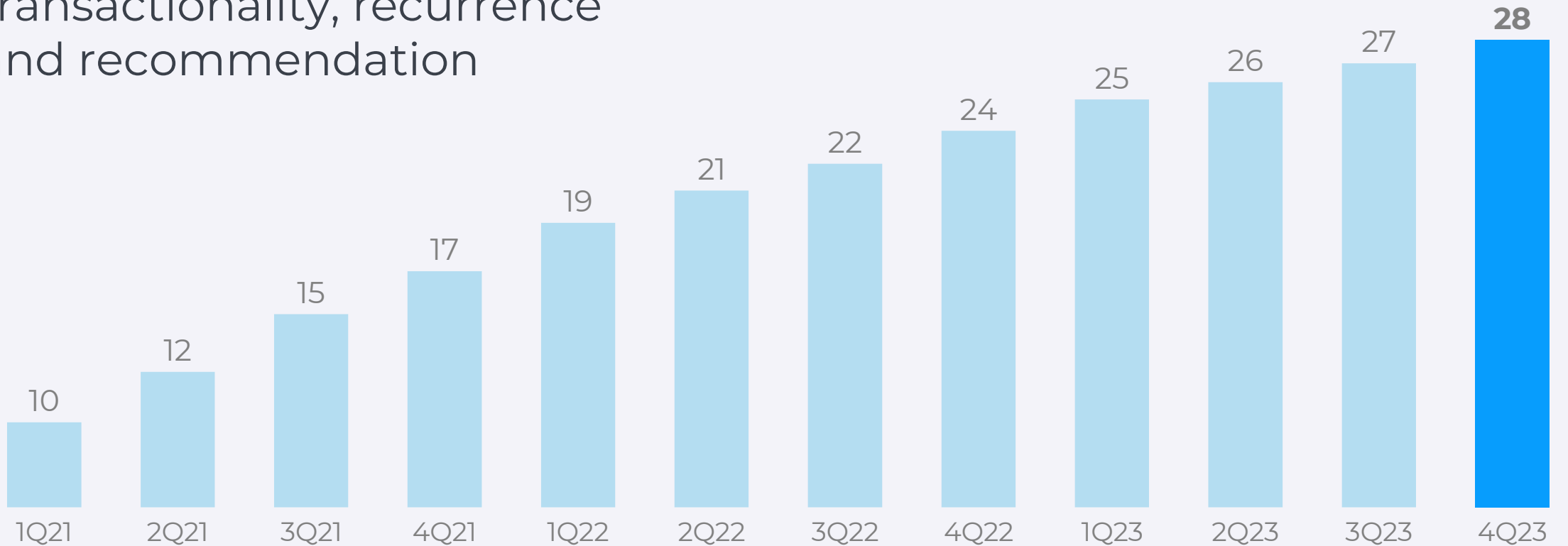
·
p

Business Update

Clients

MM

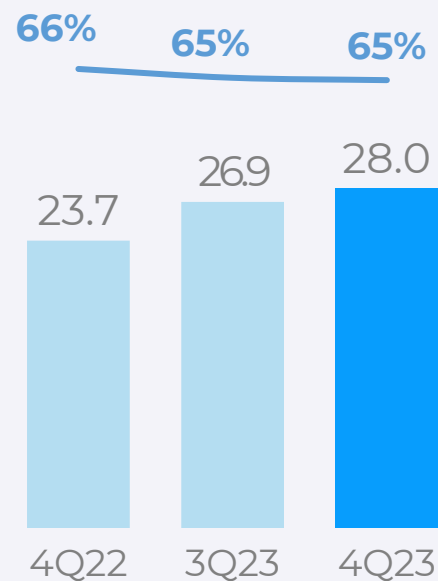
Focus on engagement,
transactionality, recurrence
and recommendation



Engagement

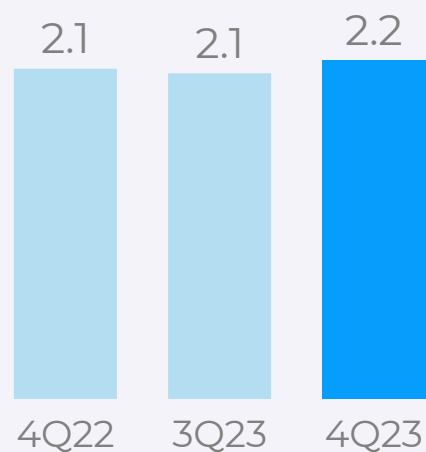
Total and Active Clients¹

MM & %



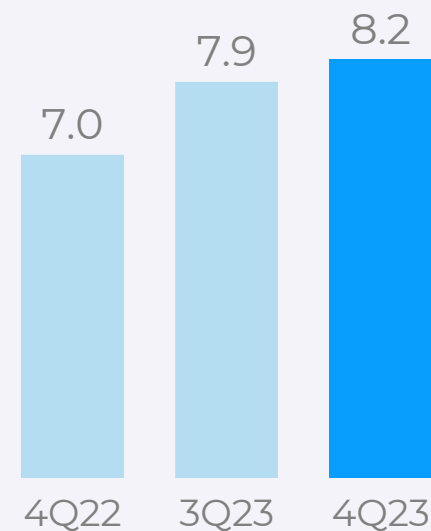
Cross-Sell Index²

Products / Active Clients



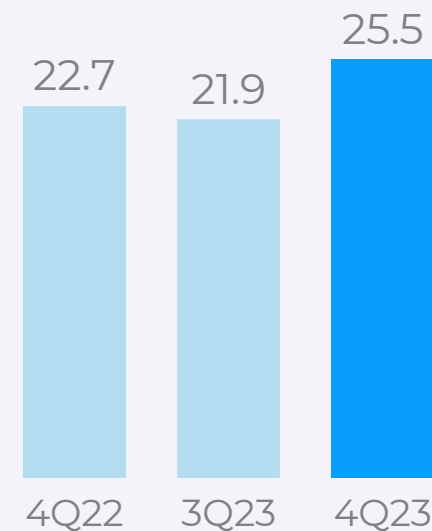
Clients with PIX keys

MM



Transaction Volume³

R\$ Bn



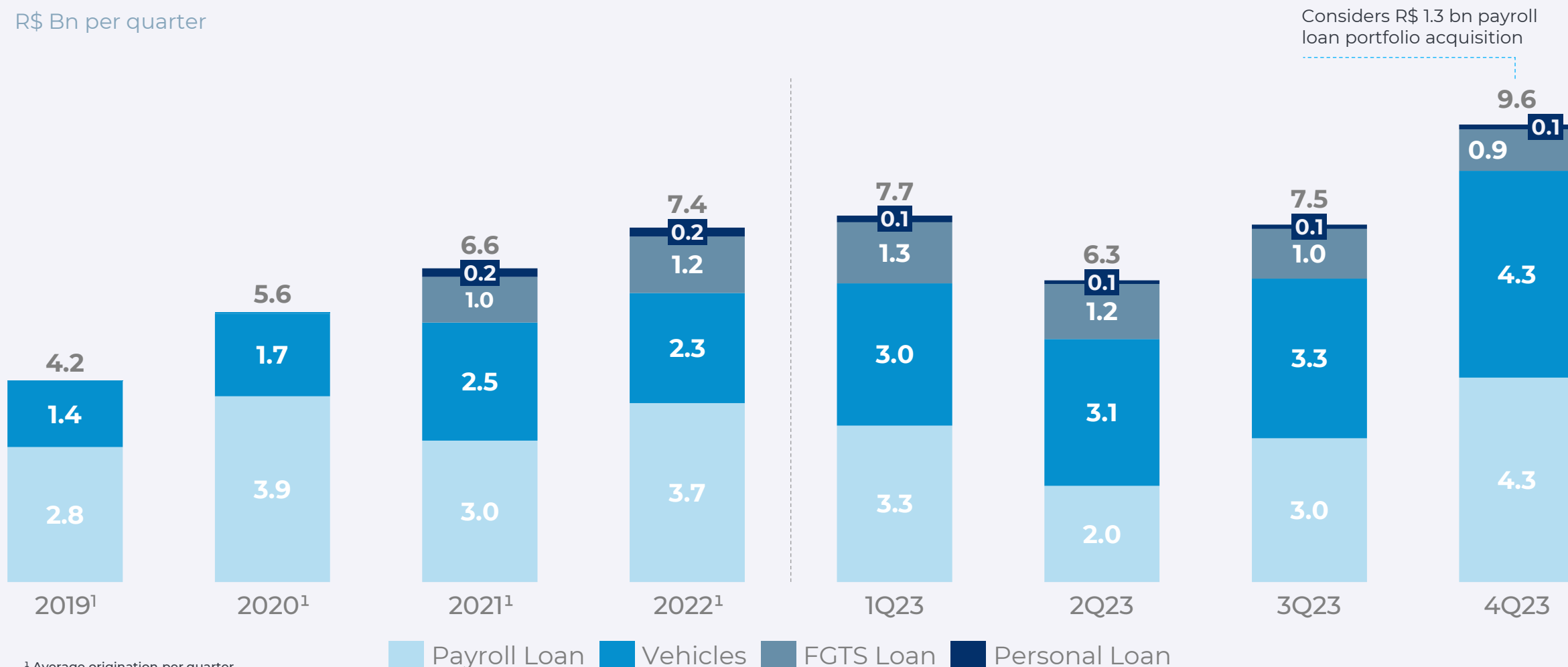
¹Clients who have credit, checking account deposits, or who have carried out any transaction in the last 90 days prior to the end of the quarter

²Considers the average number of products consumed per active client in the quarter

³App, credit card and debit card

Retail Origination

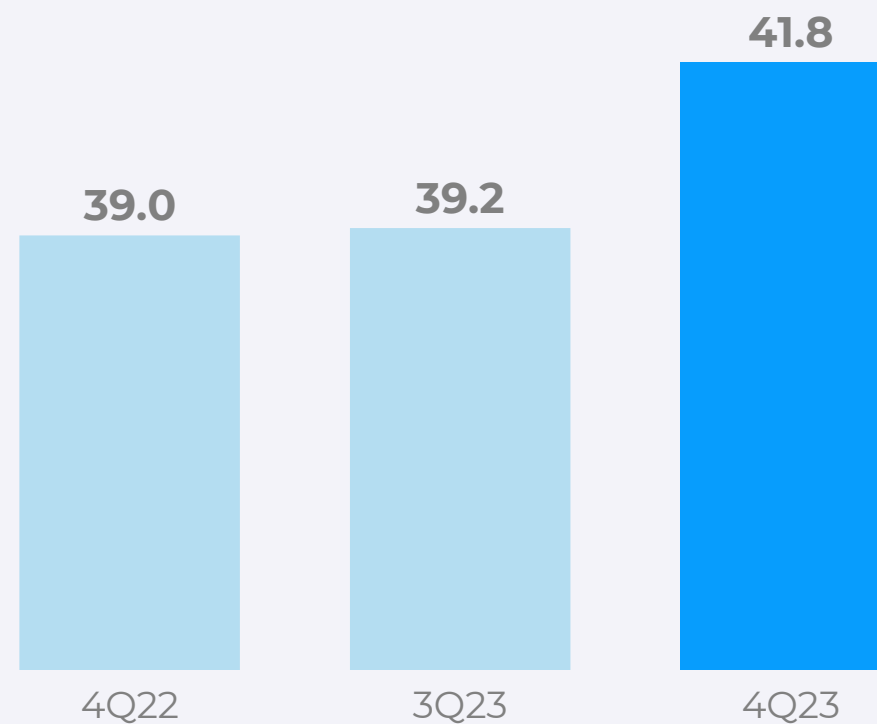
R\$ Bn per quarter



Credit Portfolio

R\$ MM	4Q23	Part. %	Δ 4Q23/ 3Q23	Δ 4Q23/ 4Q22
Vehicles	22,044	53%	10%	32%
Payroll + FGTS	17,214	41%	6%	-4%
Credit Cards	2,055	5%	-8%	-43%
Personal Loan	218	1%	-28%	-49%
Run Off	301	1%	-3%	-9%
Total	41,831	100%	7%	7%

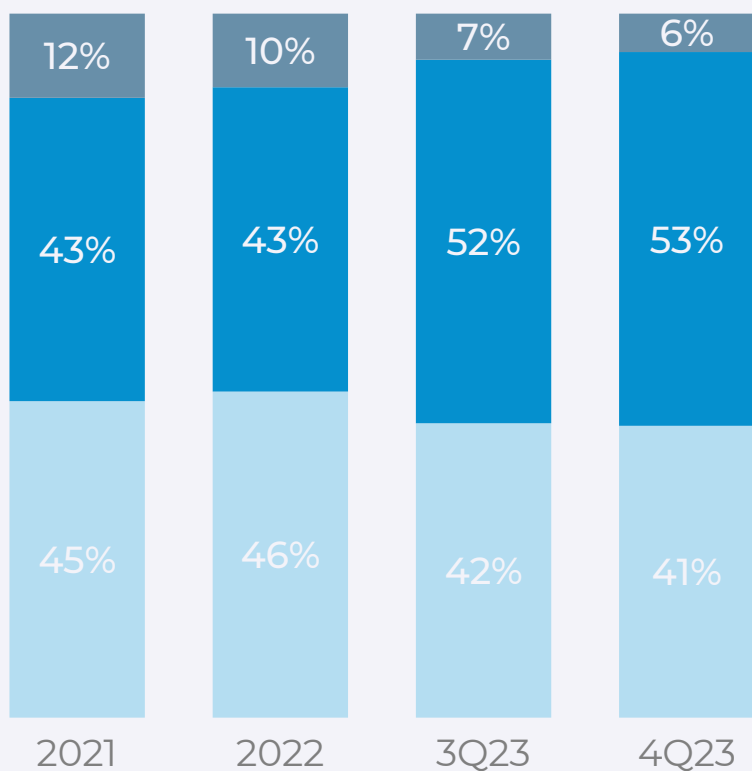
R\$ Bn



Retail Delinquency Rates and NIM

Portfolio Breakdown

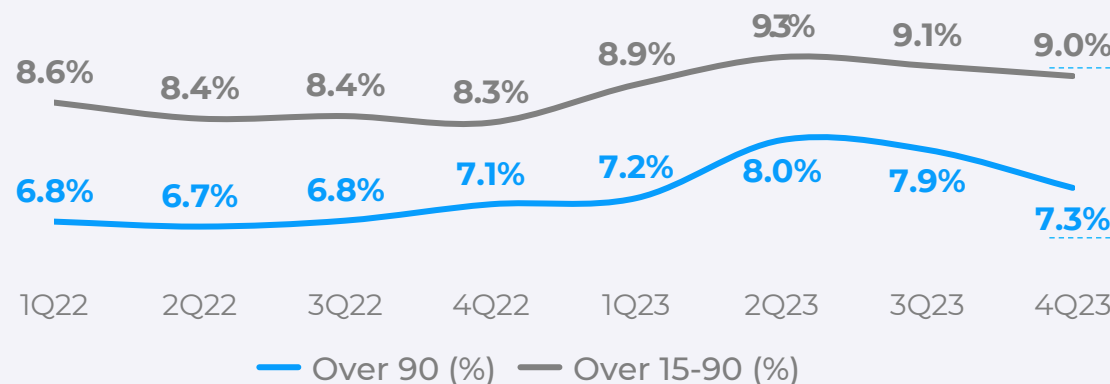
%



Payroll + FGTS Vehicles Credit Card + Personal Loan

Delinquency Rates

%



Improvement in delinquency rates, maintaining our conservative approach

NIM ex assignments – After Credit Cost

%

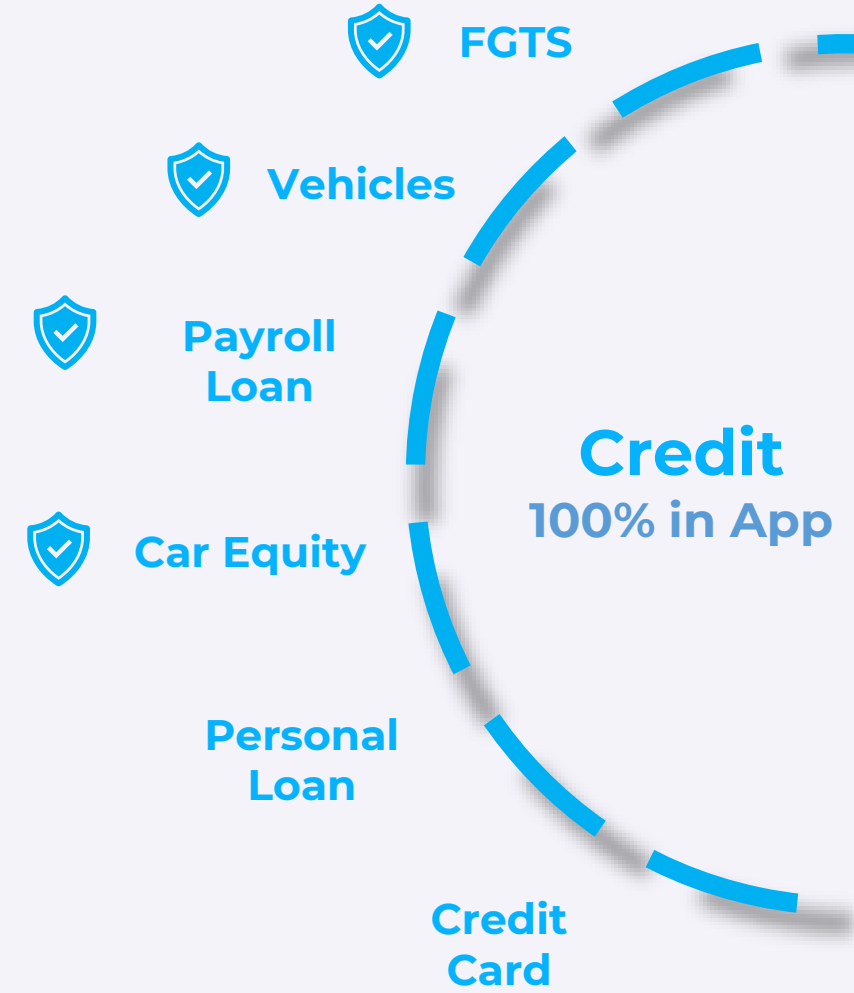
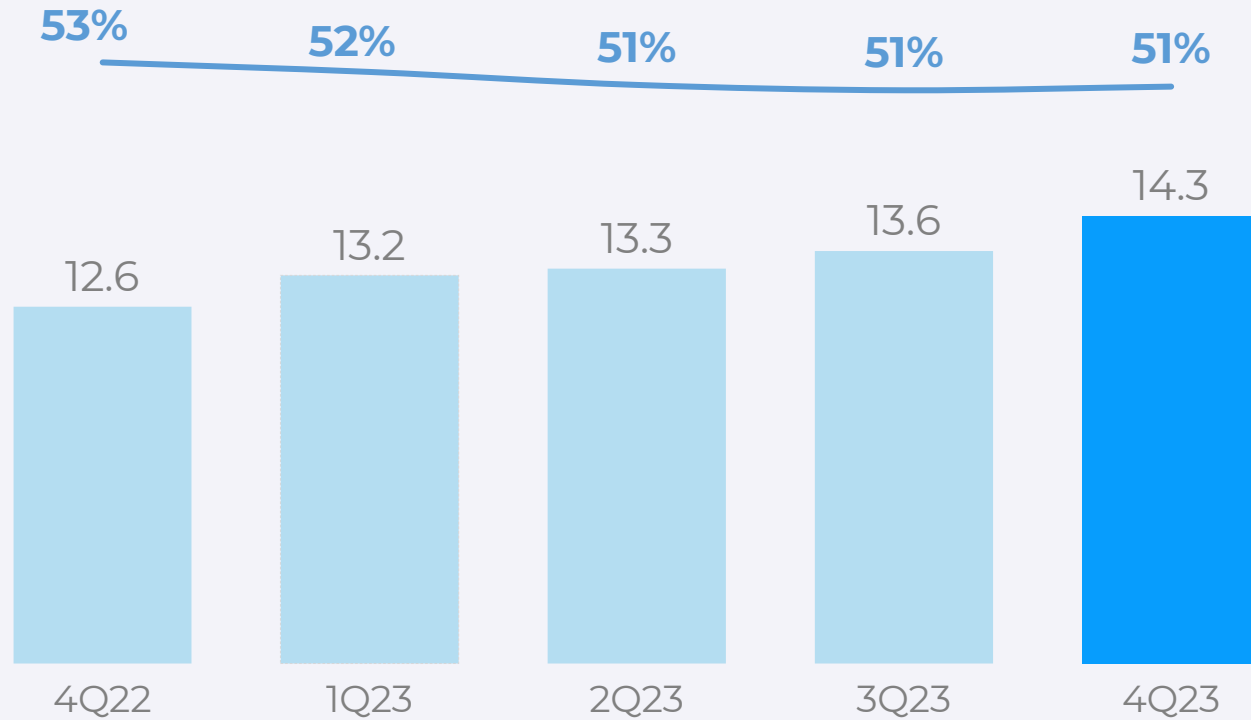


Growing margin due to assertive pricing

Clients with Credit

Clients with Credit

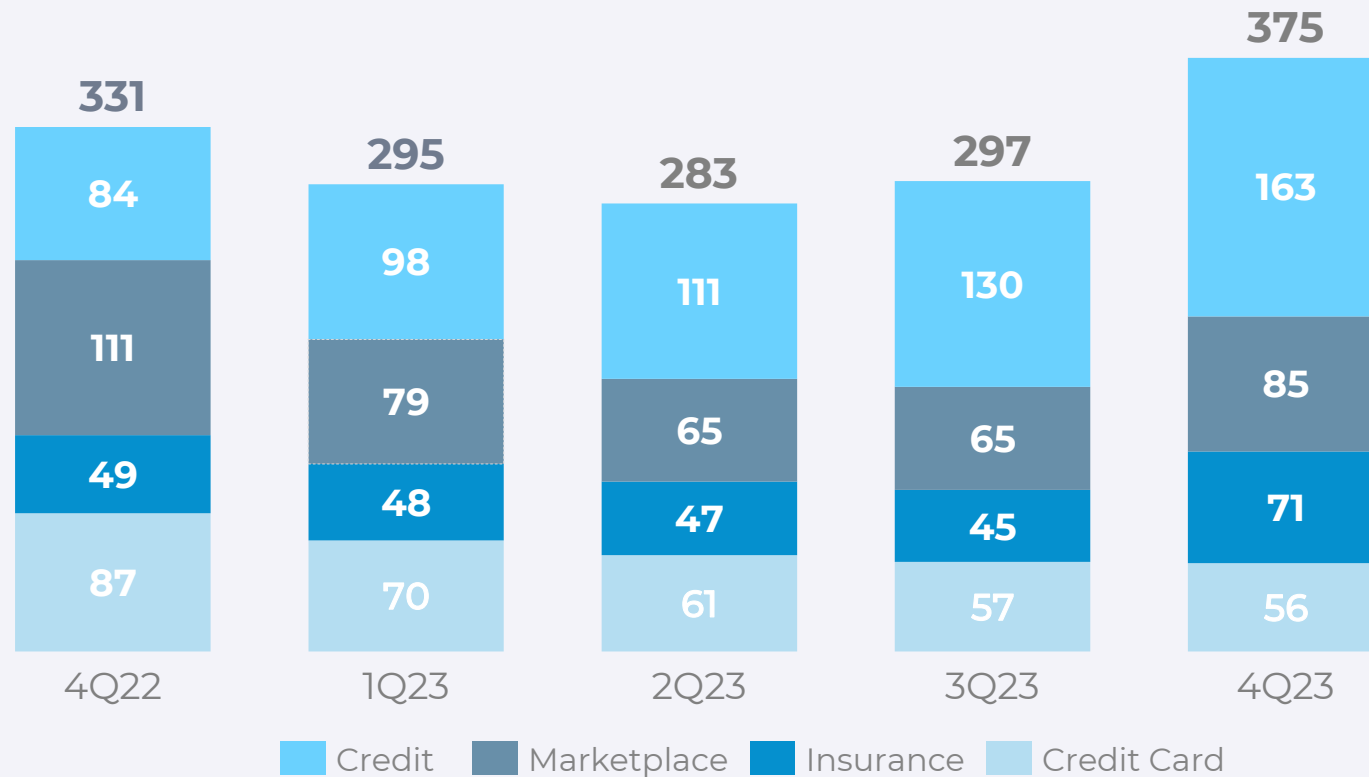
MM & % of Total Clients



 Collateralized Products

Fee Revenue

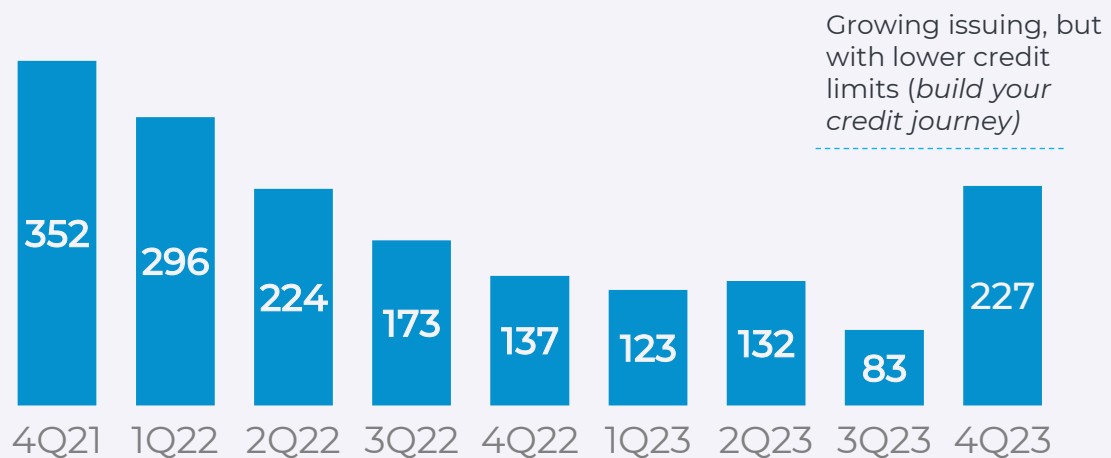
R\$ MM



Cards

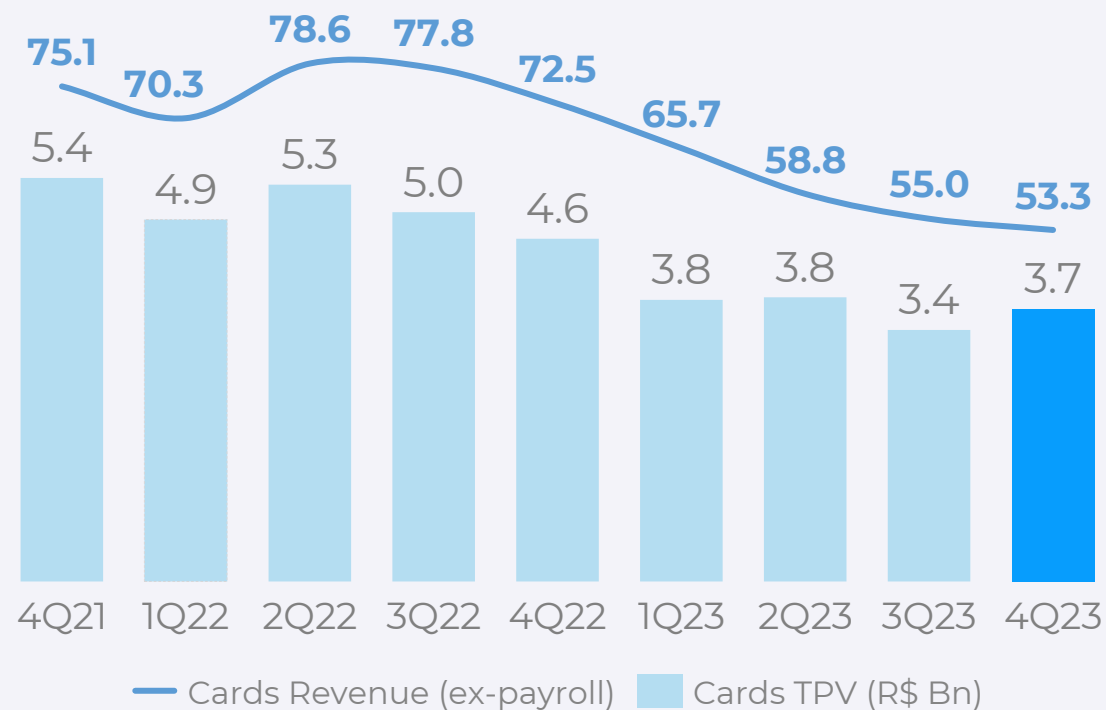
Credit Cards Issued

Thousands



TPV and cards revenue

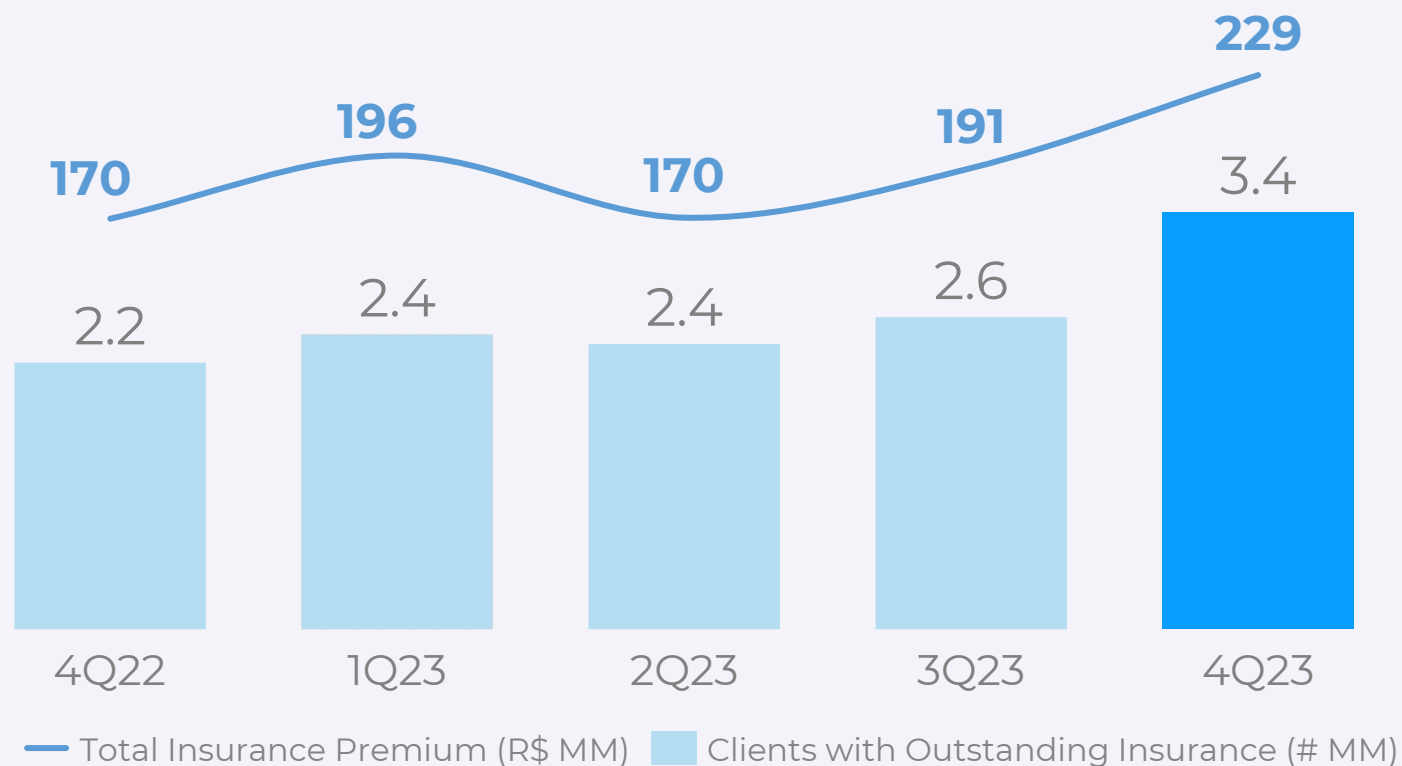
R\$ Bn & R\$ MM



Insurance

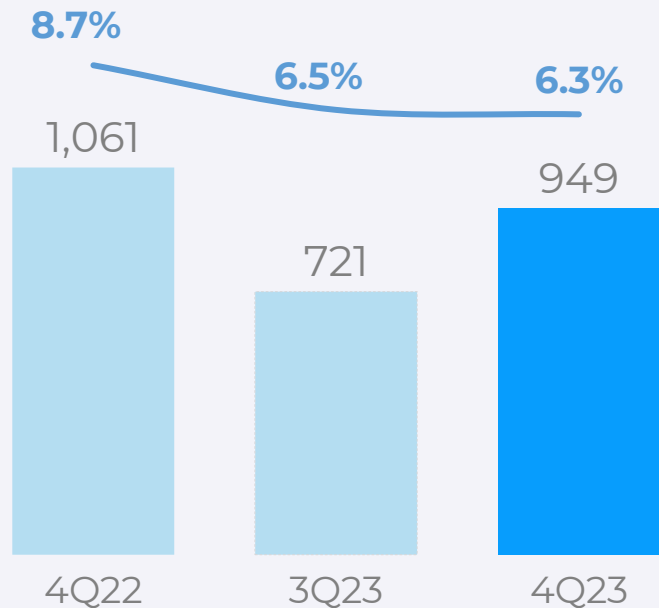
Clients and Premium

#MM & R\$ MM



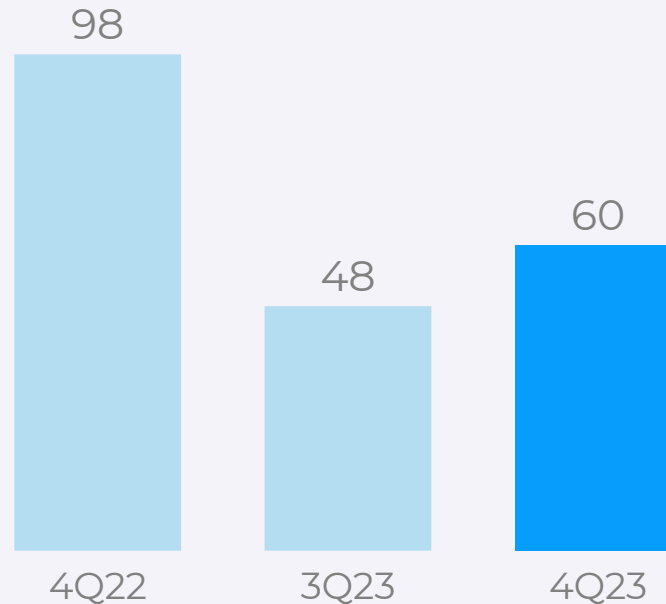
Marketplace: E-commerce

Take Rate / GMV
% & R\$ MM



— Take Rate ■ GMV

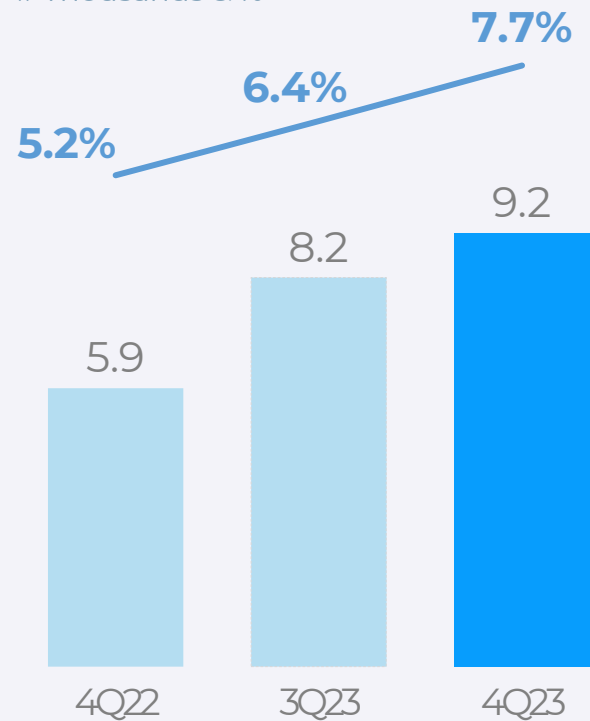
Revenue
R\$ MM



Marketplace: mobiauto

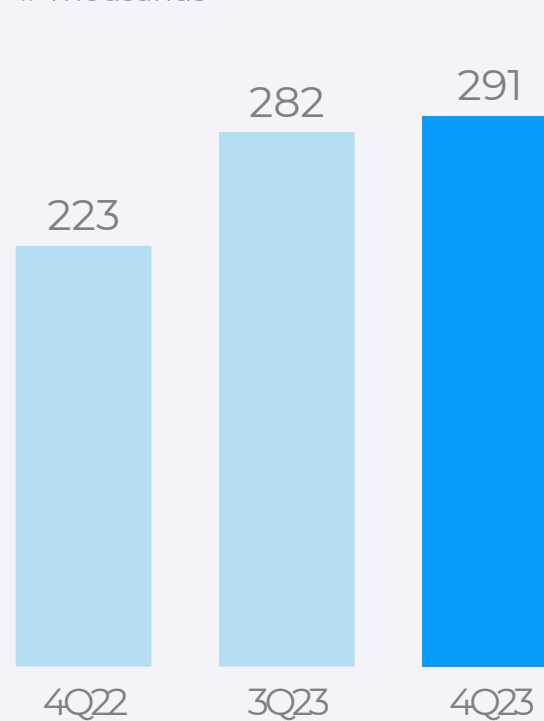
Sellers & Share on Origination

Thousands & %



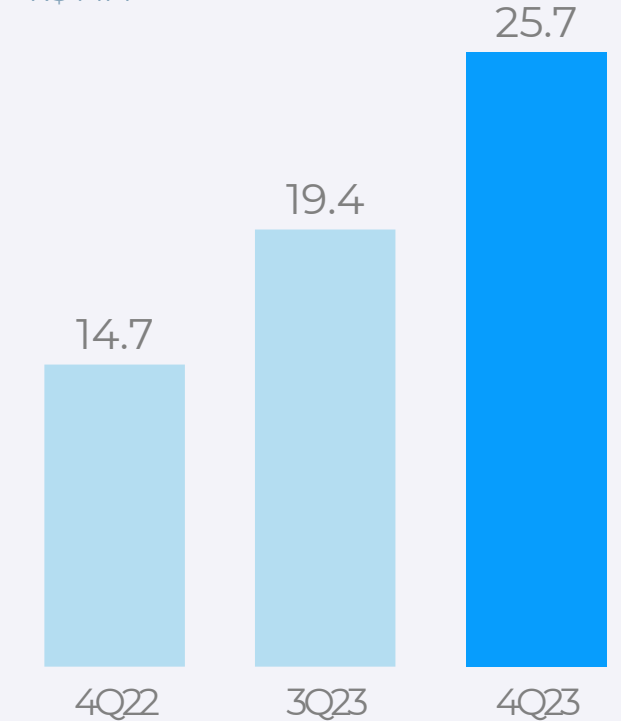
Announced Vehicles

Thousands



Revenue

R\$ MM



— Mobiauto vs Total Vehicle Loans Originated by PAN

■ Sellers

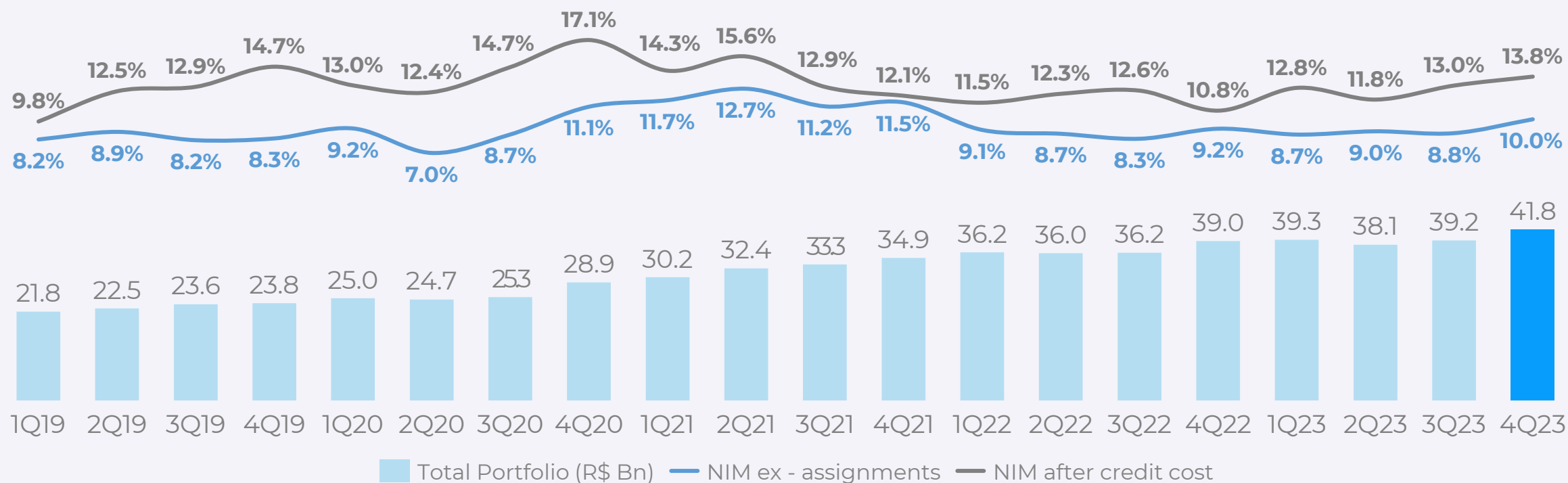
·
p

Financial Highlights

Net Interest Margin

NIM after credit cost¹

% p.y.

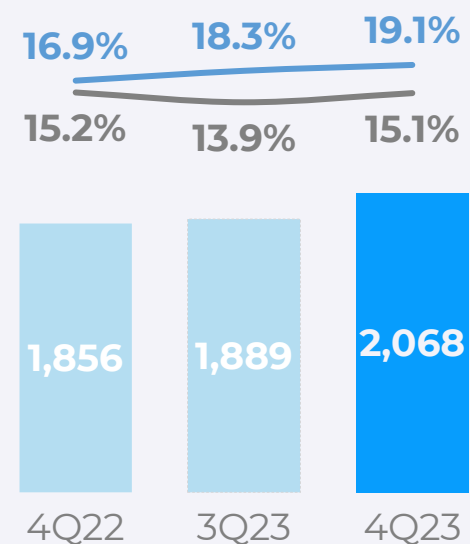


¹Average Interest earning asset excluding excess cash

Quarterly Results

Net Interest Margin¹

R\$ MM & % p.y.



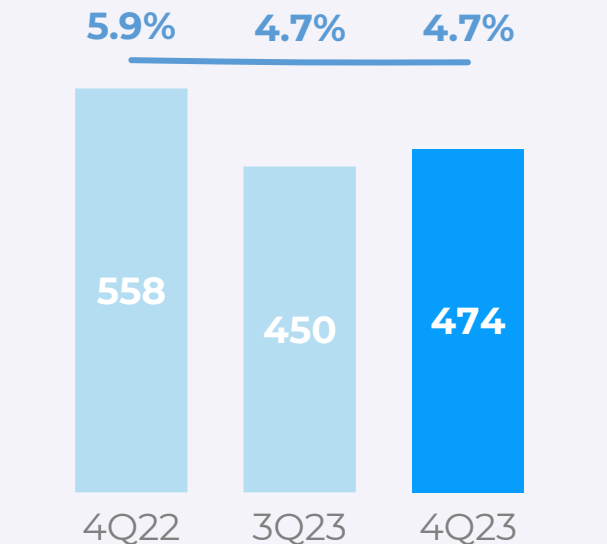
- NIM² ex assignments
- NIM²
- NIM² (R\$ MM)

¹ Average Interest earning asset excluding excess cash

² Managerial Net Interest Margin

Net Provision Expenses

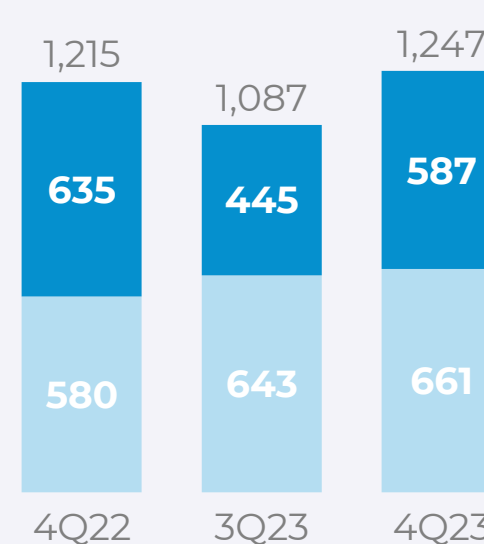
R\$ MM & % p.y.



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

Expenses

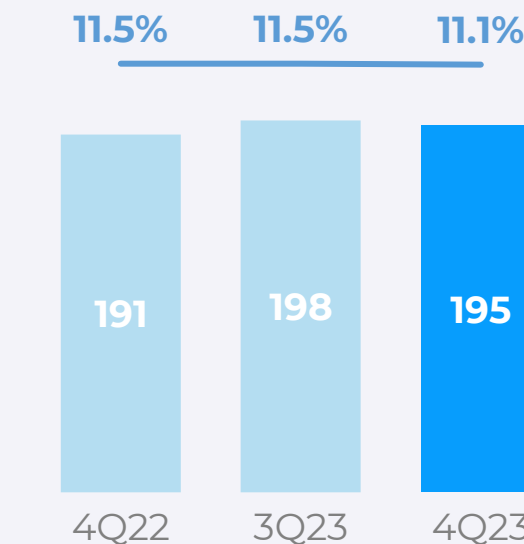
R\$ MM



- Origination expenses
- G&A expenses

Profitability

R\$ MM & % p.y.

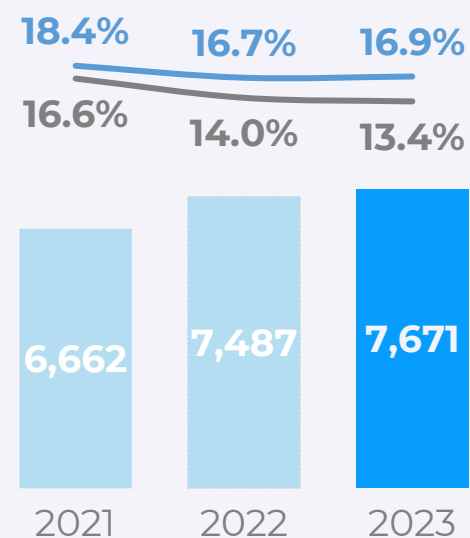


- ROE (Ex-Goodwill)
- Net Income (Ex-Goodwill)

Annual Results

Net Interest Margin¹

R\$ MM & % p.y.



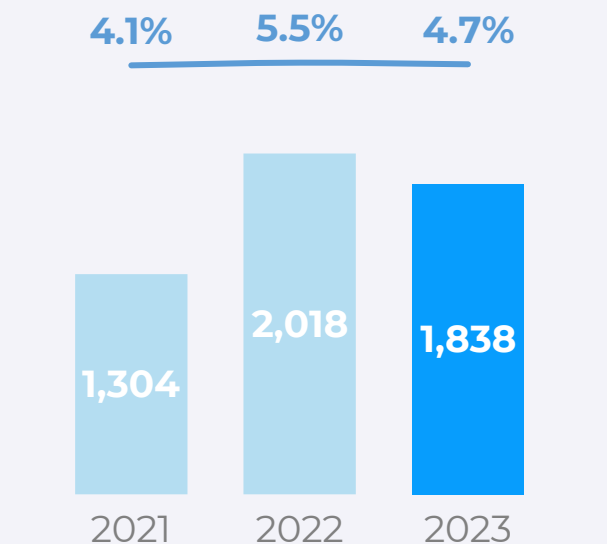
- NIM² ex assignments
- NIM²
- NIM² (R\$ MM)

¹ Average Interest earning asset excluding excess cash

² Managerial Net Interest Margin

Net Provision Expenses

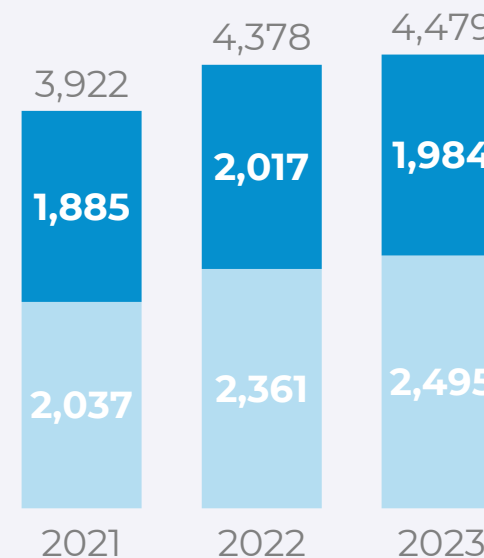
R\$ MM & % p.y.



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

Expenses

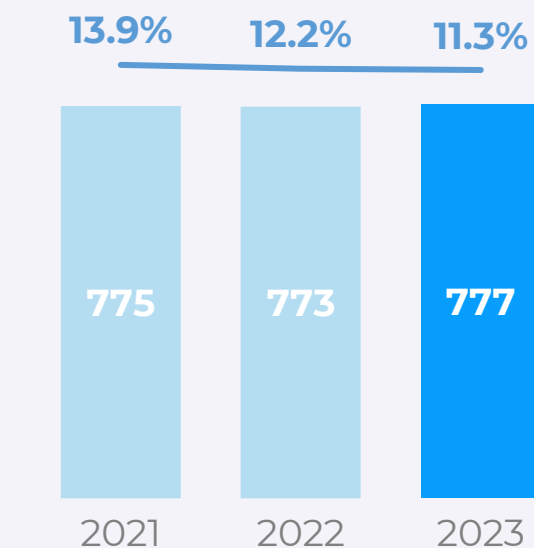
R\$ MM



- Origination expenses
- G&A expenses

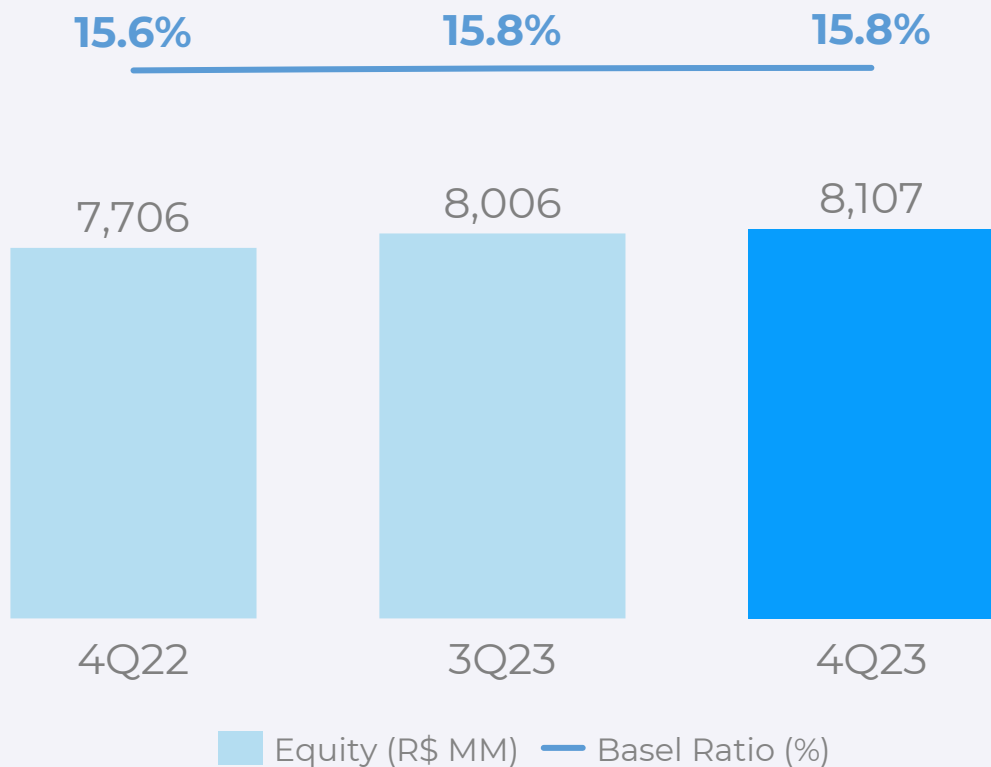
Profitability

R\$ MM & % p.y.



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

Equity and Capital¹



R\$ MM	4Q23	3Q23	4Q22
Ref. Shareholders' s Equity	5,755	5,544	5,180
Required Shareholders' s Equity	3,823	3,694	3,489
RWA	36,412	35,184	33,226

¹Due 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

2024 Outlook

1

Credit portfolio: significant growth, with focusing on B2C channels.

2

NIM after credit cost: improving due to mix expansion of more profitable credit vintages

3

Engagement levels and transactionality: strong evolution, as we move forward with our channels, products and services integration



Investor Relations

ri@grupopan.com

ri.bancopan.com.br
