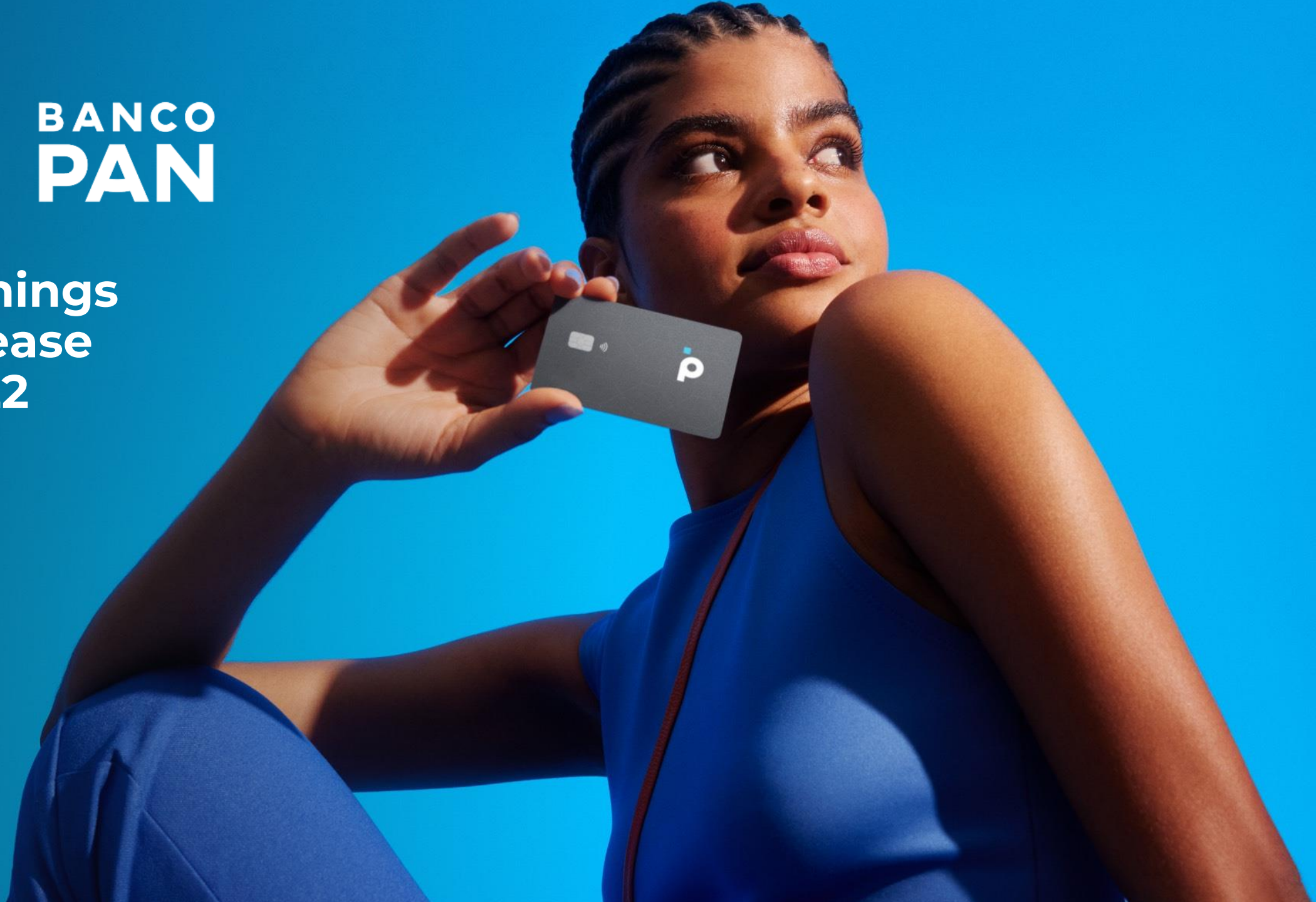




Earnings
Release
4Q22



Highlights

2022



- 1. Results:** stable profits even in a challenging scenario, diversifying revenue sources
- 2. Credit Strategy:** portfolio growth with conservative origination, focused on collateralized products, boosted by B2C channels while sustaining strong capital base
- 3. Diversification and Engagement:** marketplaces (Mosaico and Mobiauto) integration and increased products offer in the APP, improving activation and fee revenues (+40% YoY).

Highlights

4Q22



Total Clients

23.7 MM

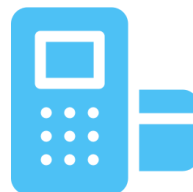
+7% vs 3Q22
+39% vs 4Q21



Credit Portfolio

R\$ 39.0 Bn

+8% vs 3Q22
+12% vs 4Q21



Transaction Volume

R\$ 22.7 Bn

+3% vs 3Q22
+21% vs 4Q21



Net Income *(goodwill adjusted)*

R\$ 191 MM

-1% vs 3Q22
+0.1% vs 4Q21



ROE *(goodwill adjusted)*

11.5% p.y

11.7% p.y. 3Q22
13.3% p.y. 4Q21

2023 Scenario Outlook



- 1. NIM after provisions:** improvement driven by product diversification and downward delinquency trend throughout 2023
- 2. Credit Origination:** B2C channels increase and improvement in B2B relationship strengthening competitive advantages with our partners
- 3. Efficiency:** growth with expenses under control, exploring operational leverage opportunities
- 4. Quality and Engagement:** complete & smooth client journey, increasing recurrency and recommendation



Business Update

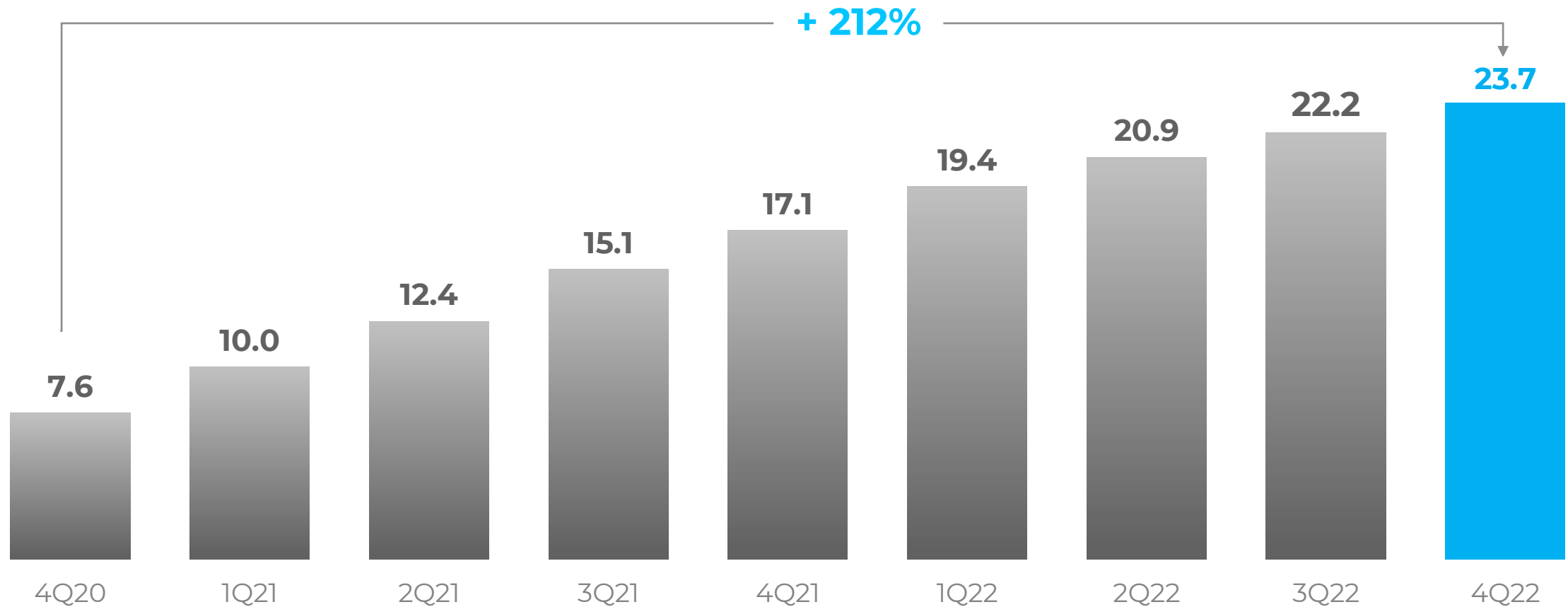
Client Base

Scaling up with cost discipline



Total Clients

MM



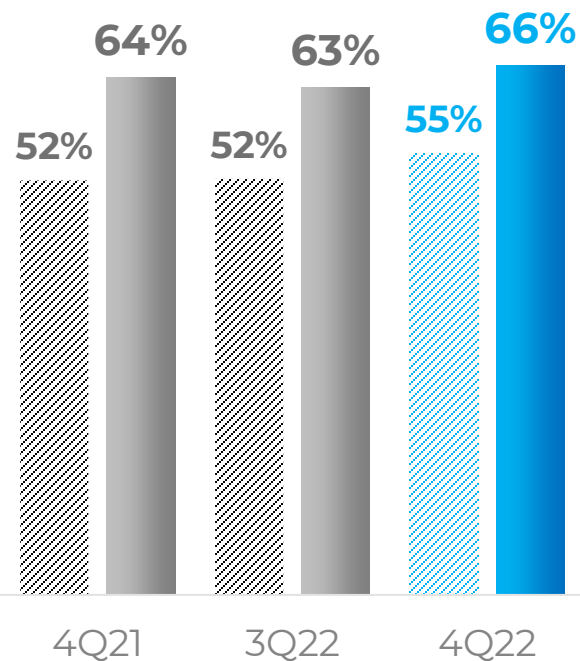
Engagement

Growing activation with UX improvements

Active Clients¹

%

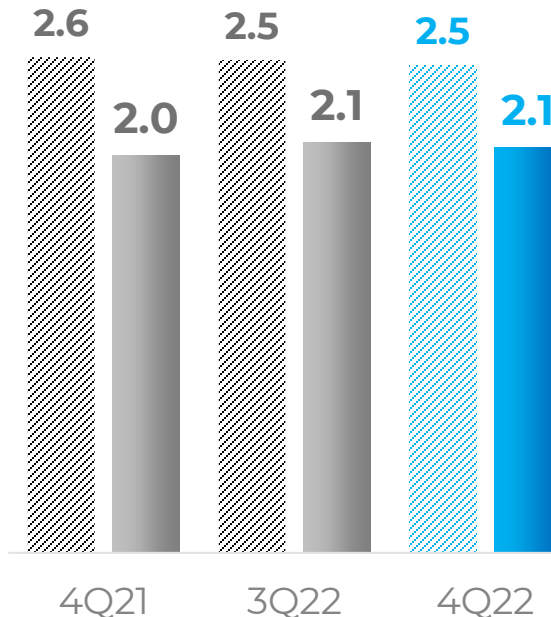
Banking Clients



Cross-Sell Index²

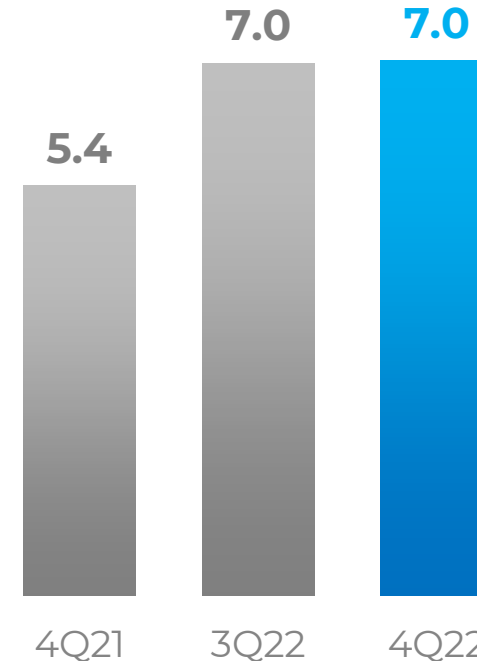
Products / Active Client

Banking Clients



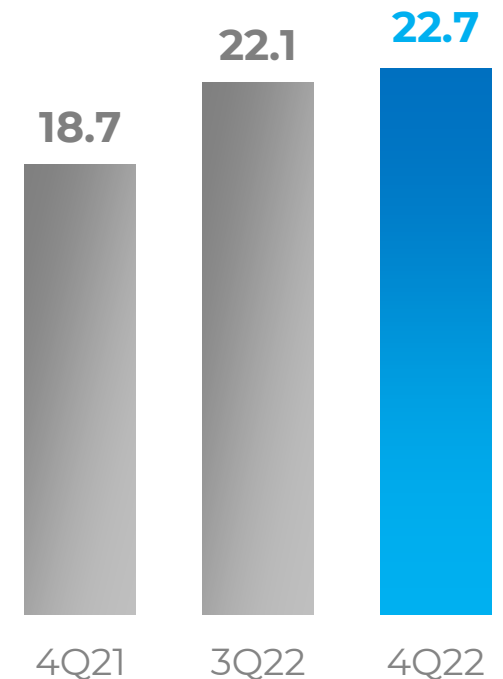
Accounts with PIX keys

MM



Transaction Volume³

R\$ Bn



¹ 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.

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

³ App, credit card and debit card.

Retail Origination

Growing with diversification



Retail-origination

R\$ Bi

Origination after checking account

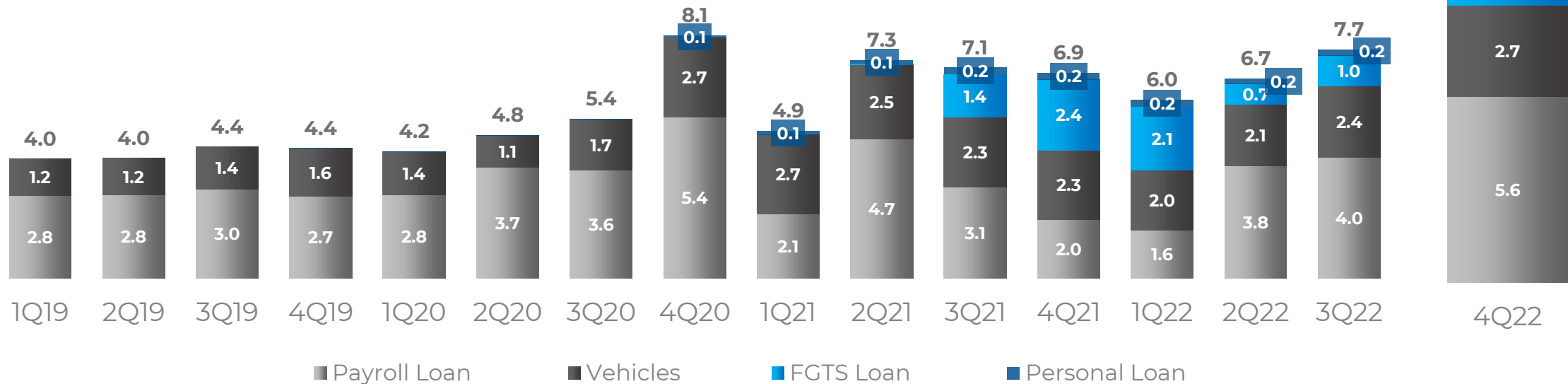
R\$ 6.7 bi

Average per quarter

Origination before checking account

R\$ 4.2 bi

Average per quarter



Credit Portfolio

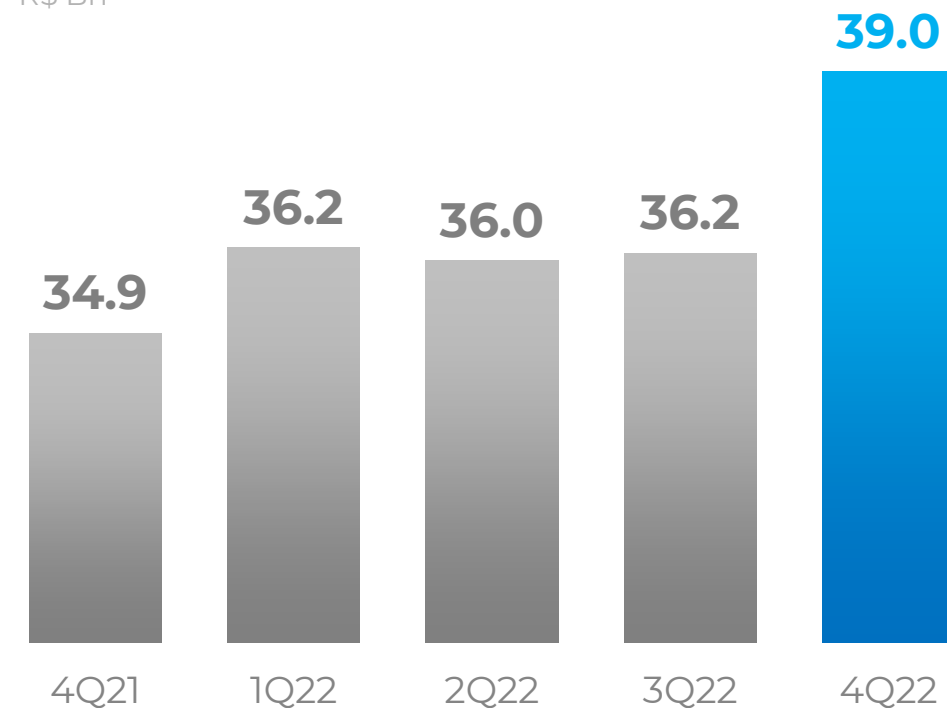
Diversified & collateralized portfolio



R\$ MM	4Q22	Part. %	Δ 4Q22/ 3Q22	Δ 4Q22/ 4Q21
Payroll loan+ FGTS	17,923	46%	15%	16%
Vehicles	16,741	43%	5%	12%
Credit cards	3,611	9%	-4%	-1%
Personal loans	429	1%	-16%	-9%
Run Off	331	1%	-8%	-12%
TOTAL	39,036	100%	8%	12%

Credit Portfolio

R\$ Bn

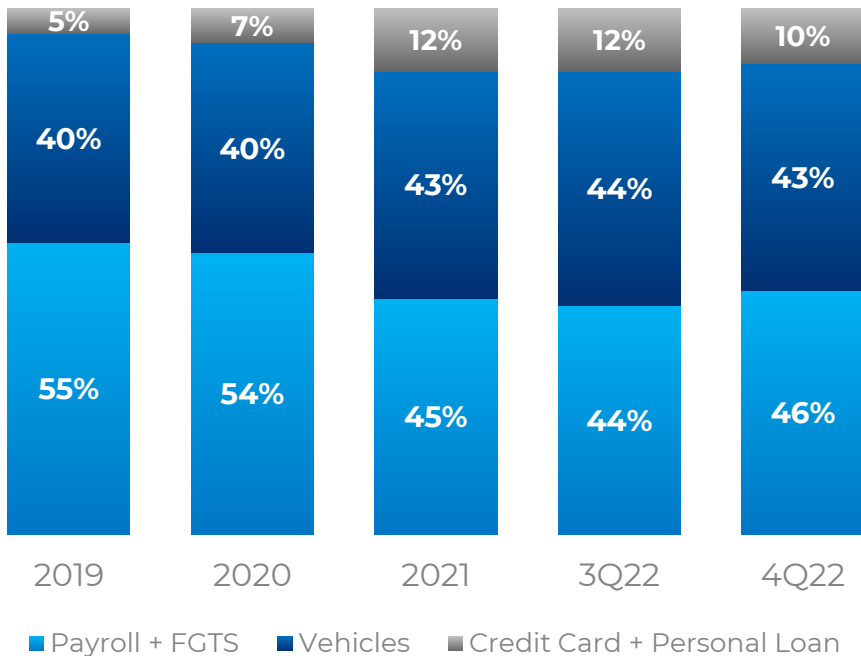


Delinquency Rates

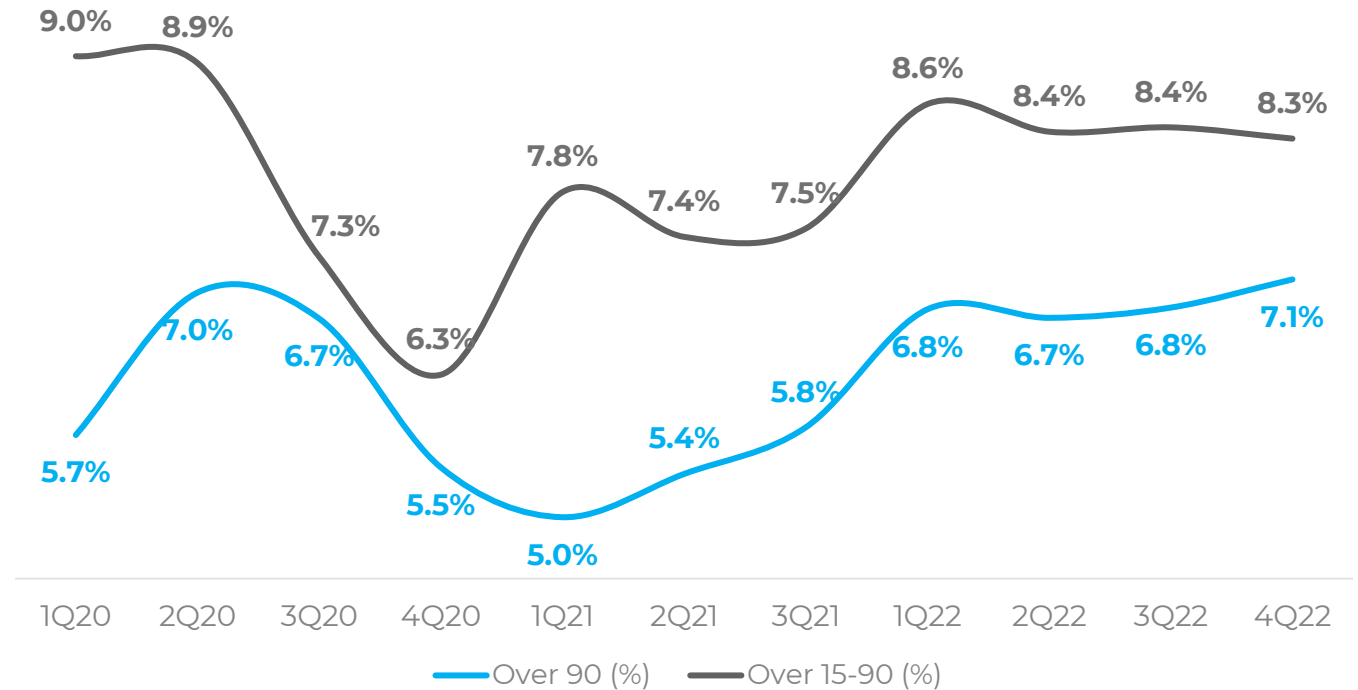
Stable metrics along the year with a defensive mix



Portfolio Breakdown
%



Delinquency Rates
%



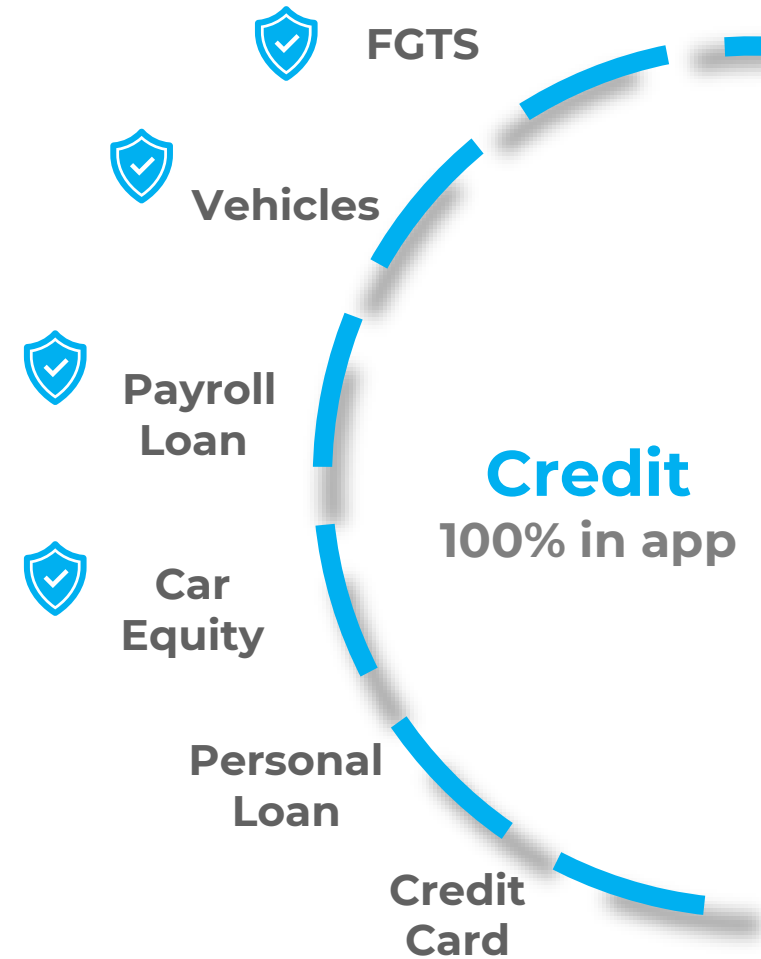
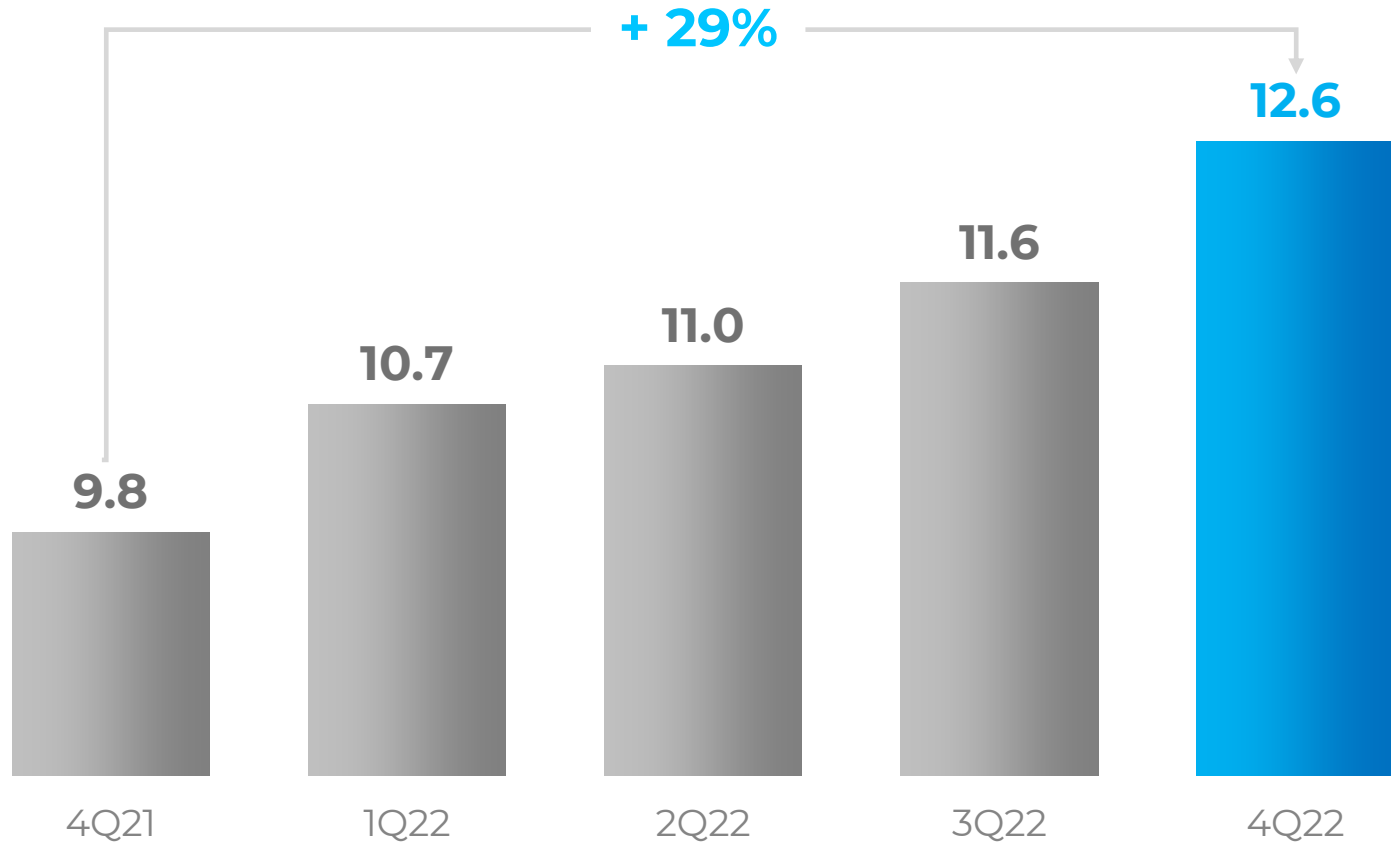
Clients with Credit

Engagement through collateralized products



Clients with credit

MM



Collateralized products

Fee Revenue

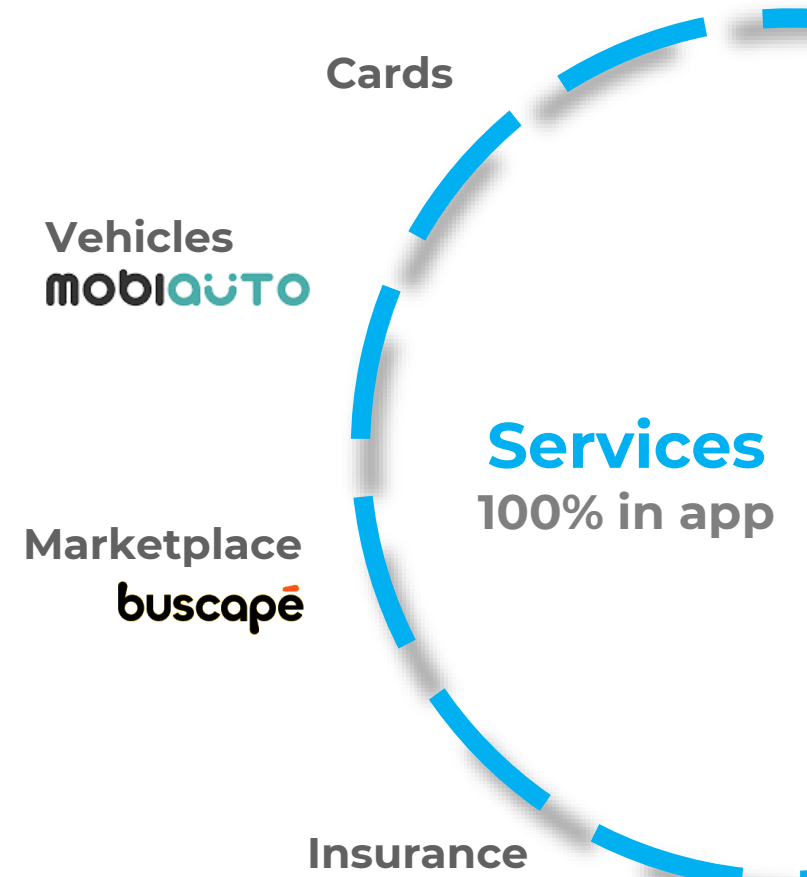
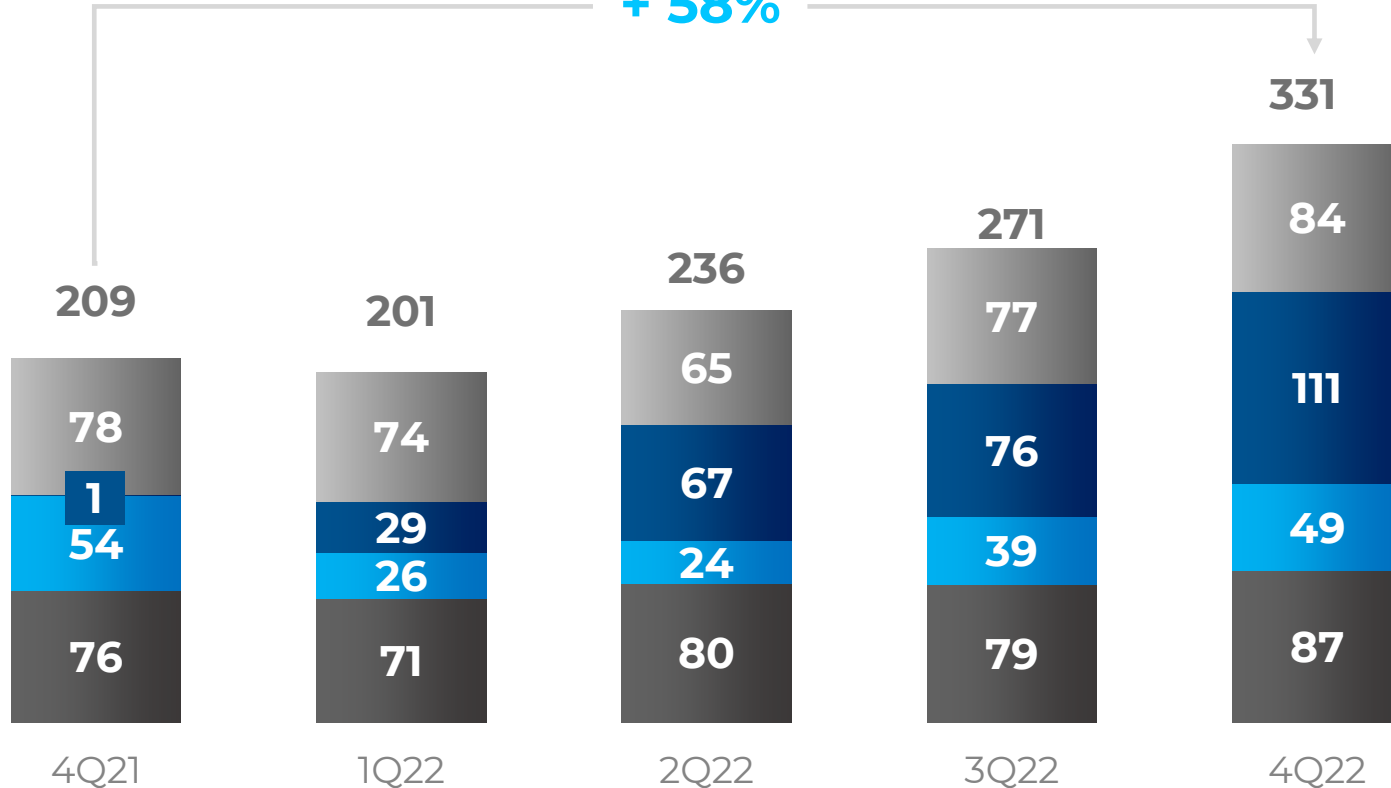
Marketplace strategy leveraging growth



Fee Revenue

R\$ MM

+ 58%



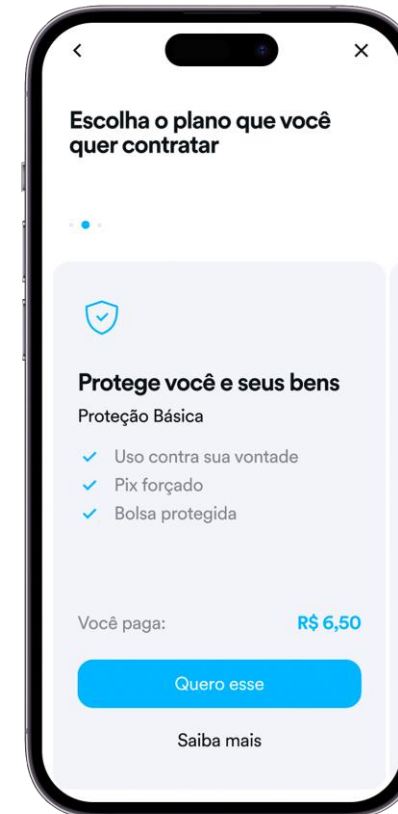
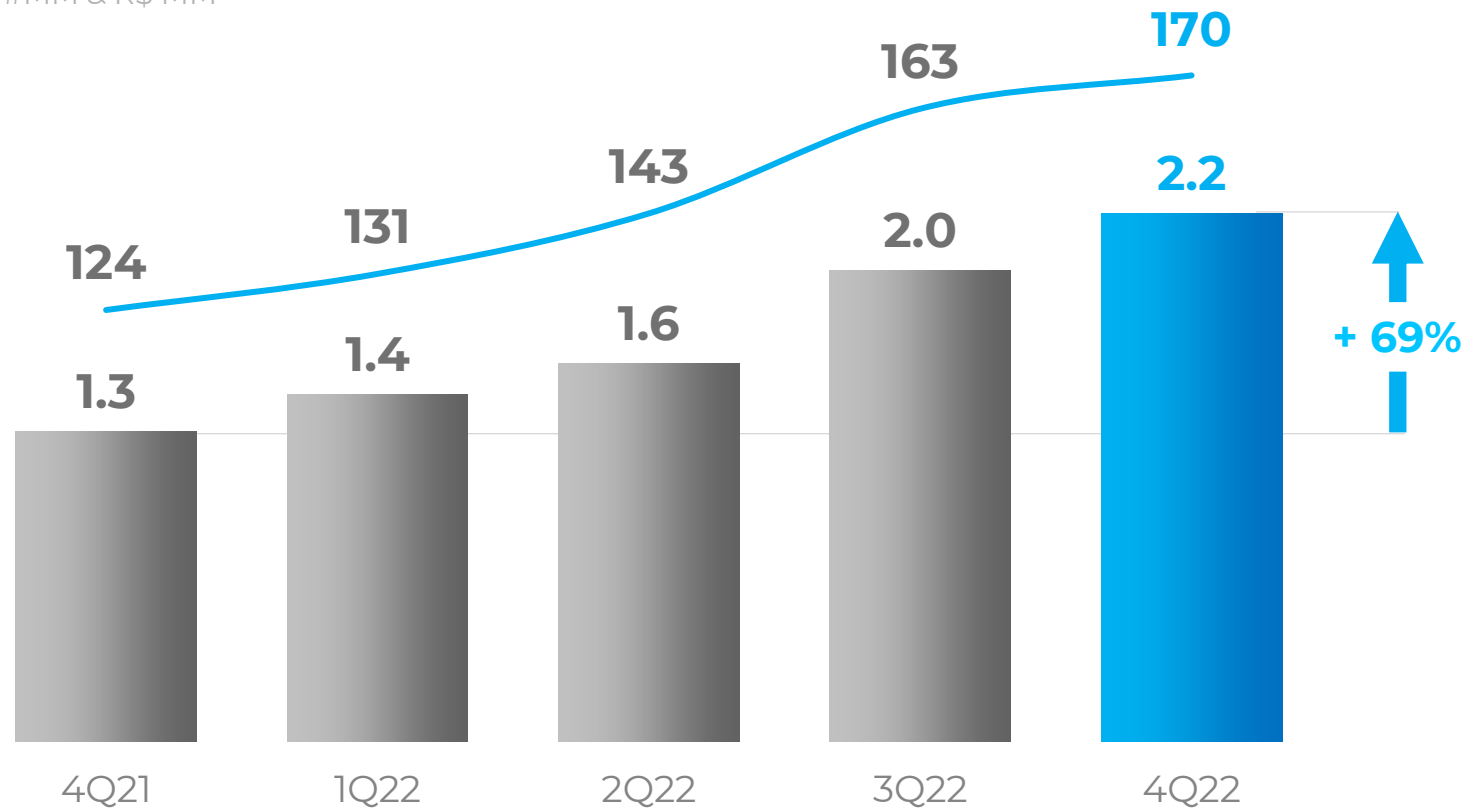
■ Credit Card ■ Insurance ■ Market Place ■ Other Fees

Insurance

Premiums increase, new products and higher penetration

Insurance – Clients and Premium

#MM & R\$ MM



■ Clients with Outstanding Insurance (#MM) — Premium (R\$ MM)

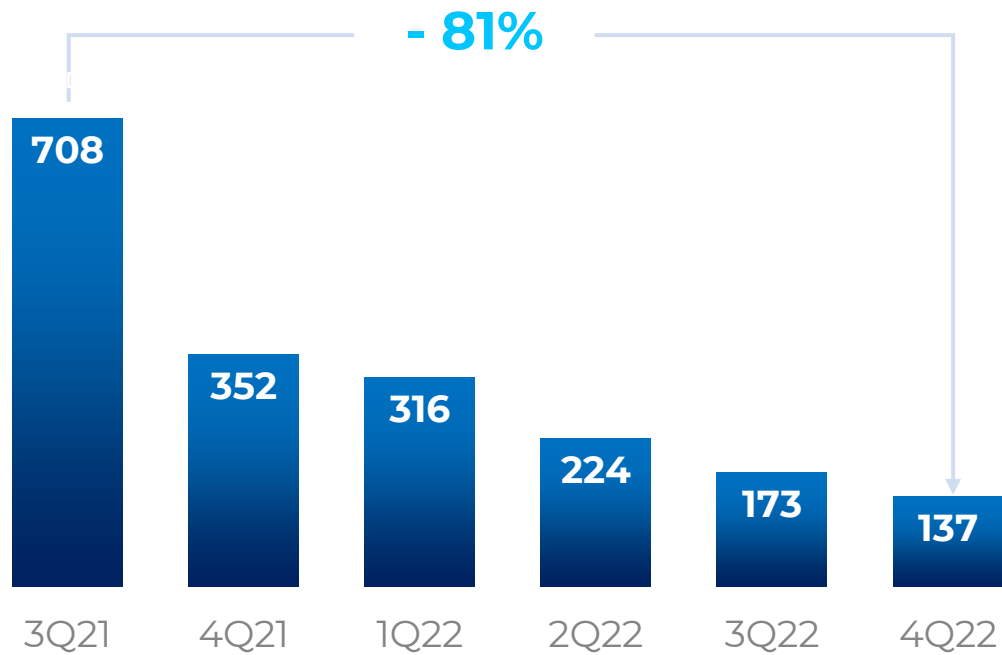
Cards

Conservative approach with stable revenues



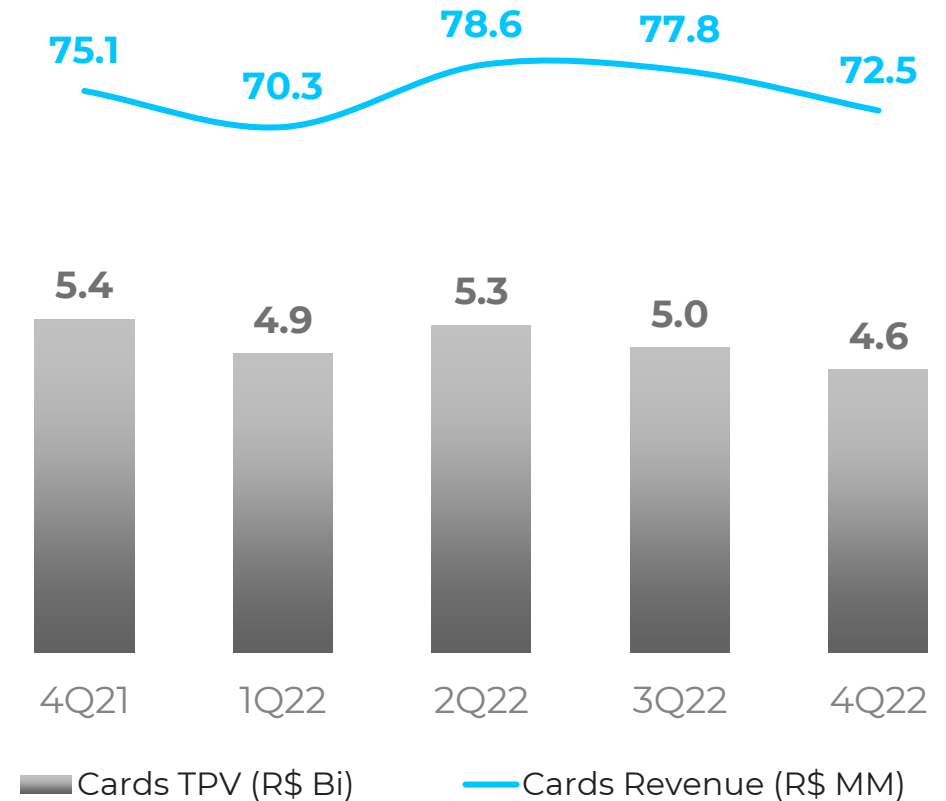
Credit Cards Issued

Thousands



TPV and cards revenue

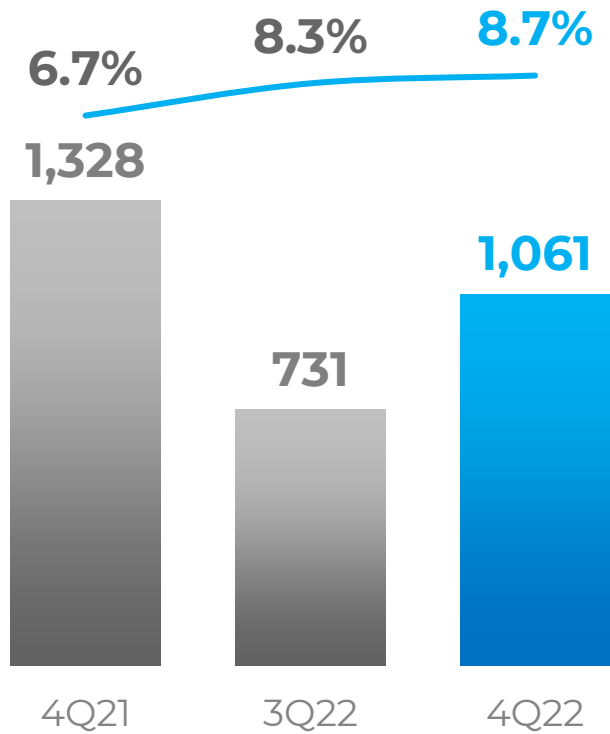
R\$ Bn & R\$ MM



Marketplace: E-commerce

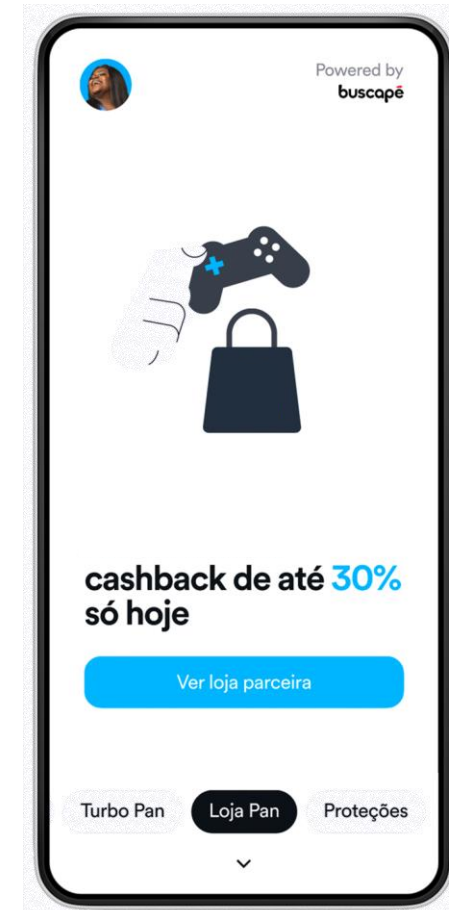
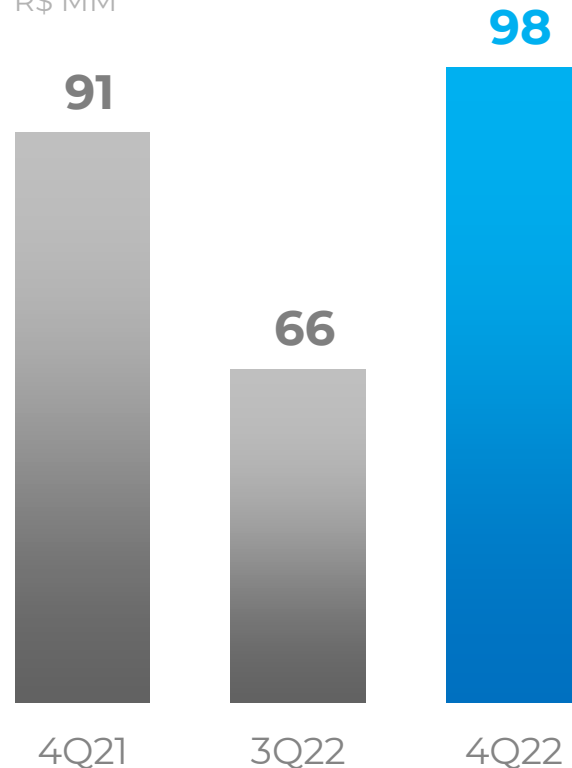
Increasing revenues with higher take rate

Take Rate / GMV
% / R\$ MM



■ GMV (R\$MM) — Take Rate (%)

Revenue
R\$ MM



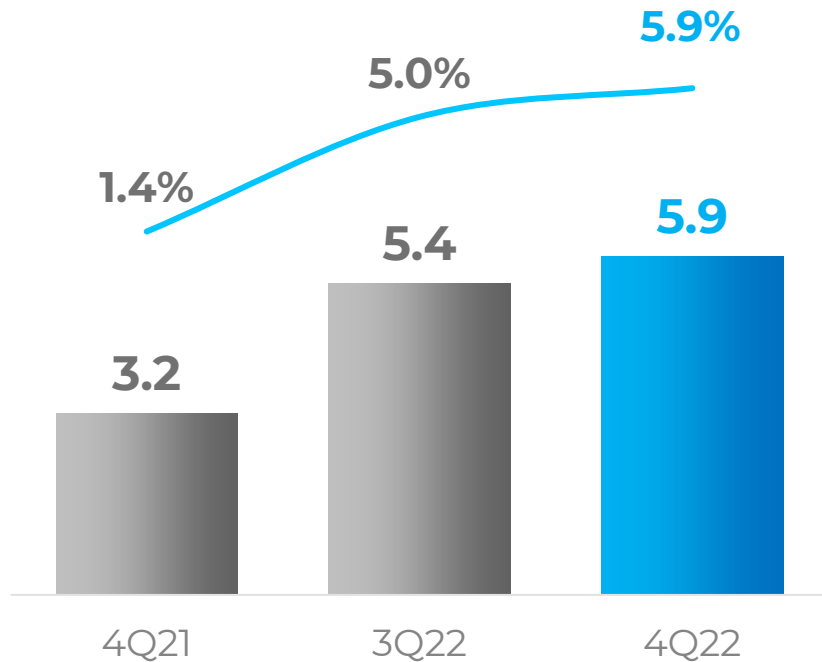
Marketplace: mobiauto

Growing platform improving credit origination



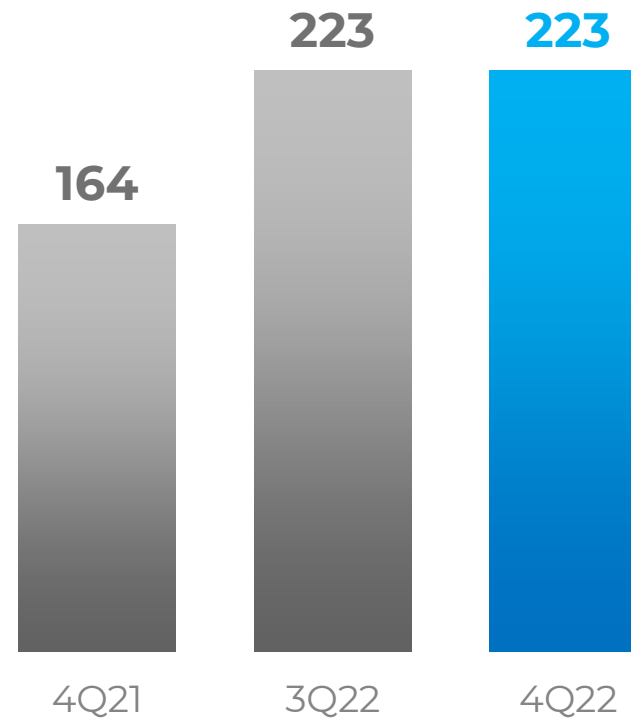
Sellers % Mobiauto Influence

Thousands & %



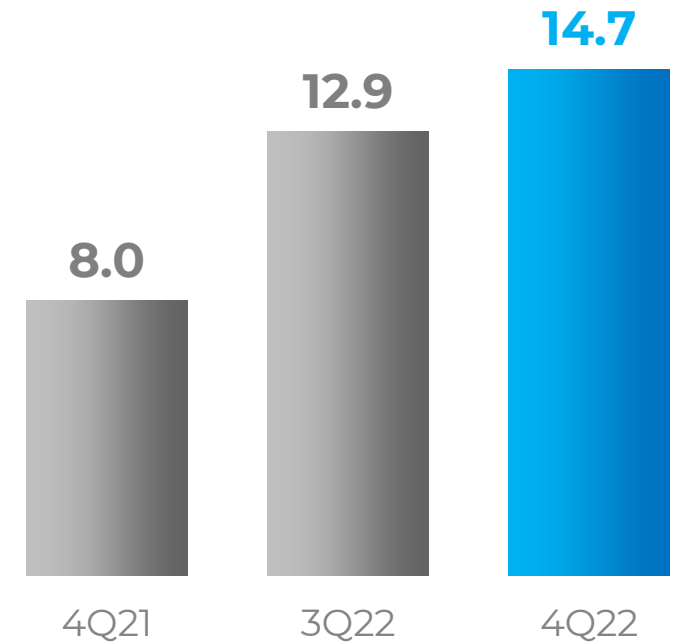
Vehicles for Sale

Thousands



Revenue

R\$ MM



■ Sellers (#Thousands) — Mobiauto Origination (%)



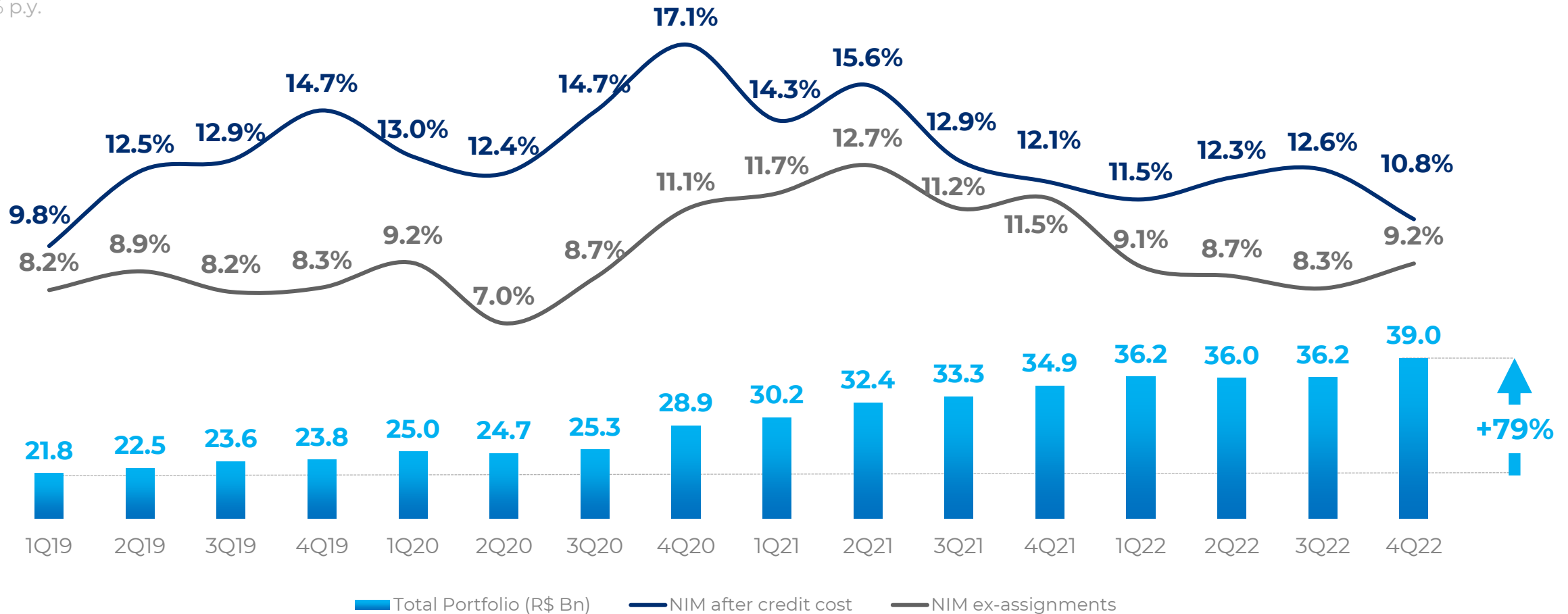
Financial Highlights

Net Interest Margin

NIM after credit cost at stable levels

NIM after credit cost¹

% p.y.



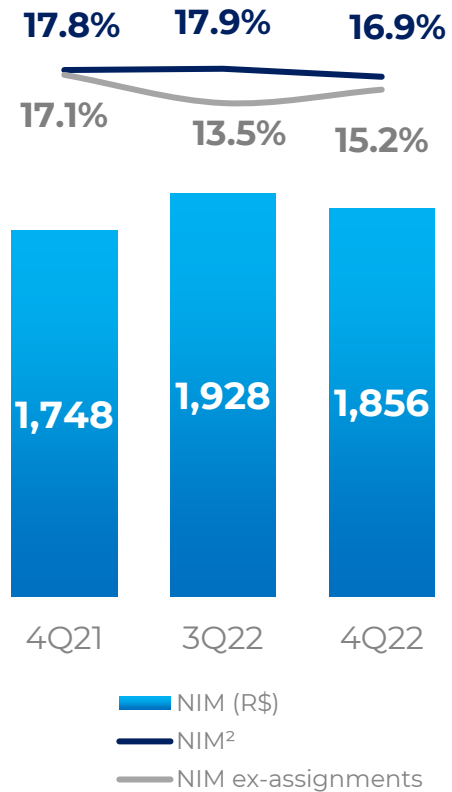
¹ Average interest earning assets excluding excess cash

Quarterly Results

Stable profitability even in a challenging scenario

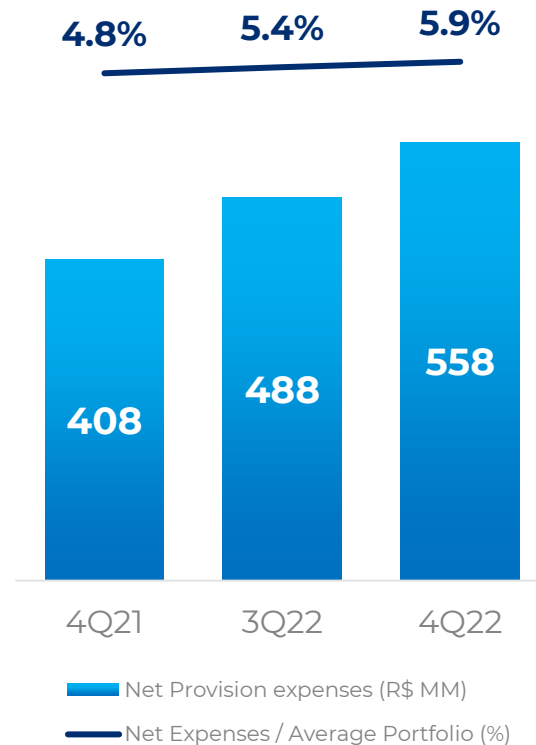
Net Interest Margin¹

R\$ MM & % p.y.



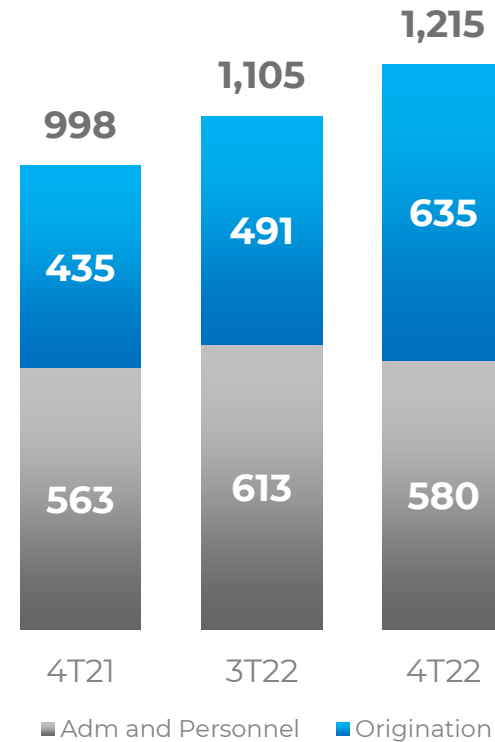
Net Provision Expenses

R\$ MM & % p.y.



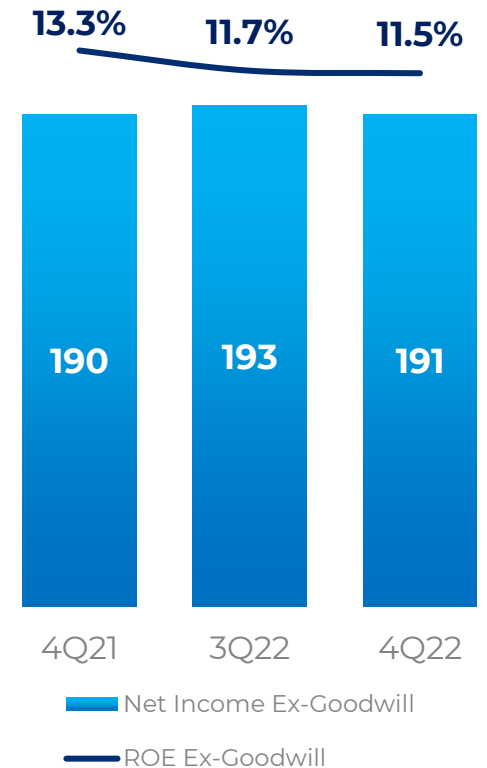
Expense

R\$ MM



Profitability

R\$ MM & % p.y.



¹ Average interest earning assets excluding excess cash

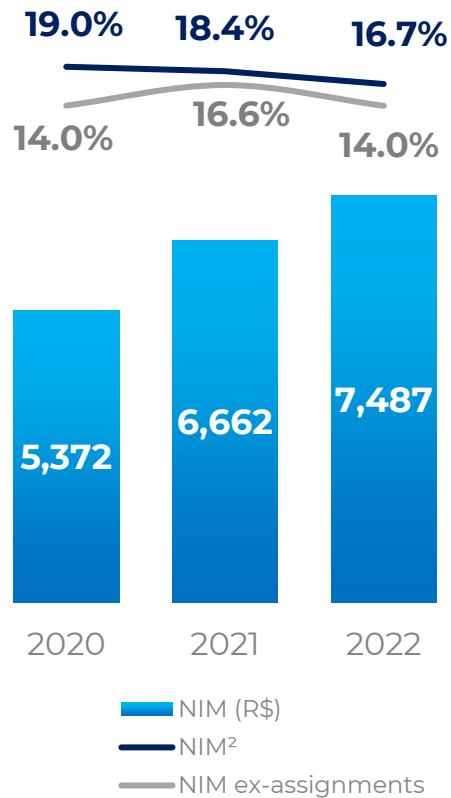
² Net Interest Margin

Annual Results

Higher net provision expenses with stable profitability

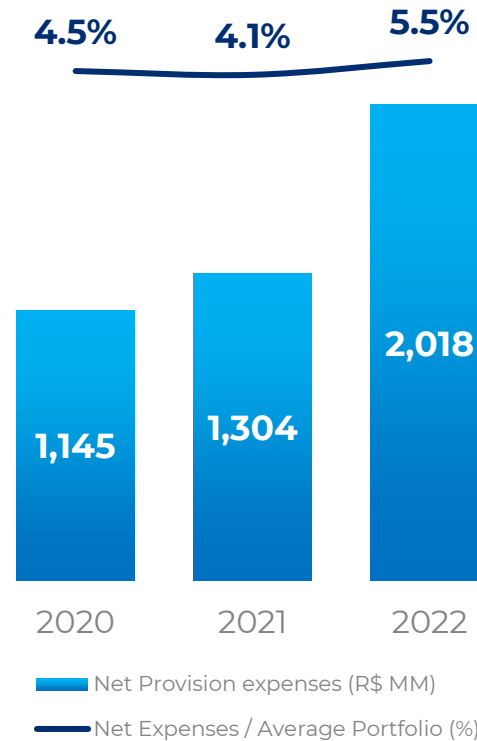
Net Interest Margin¹

R\$ MM & % p.y.



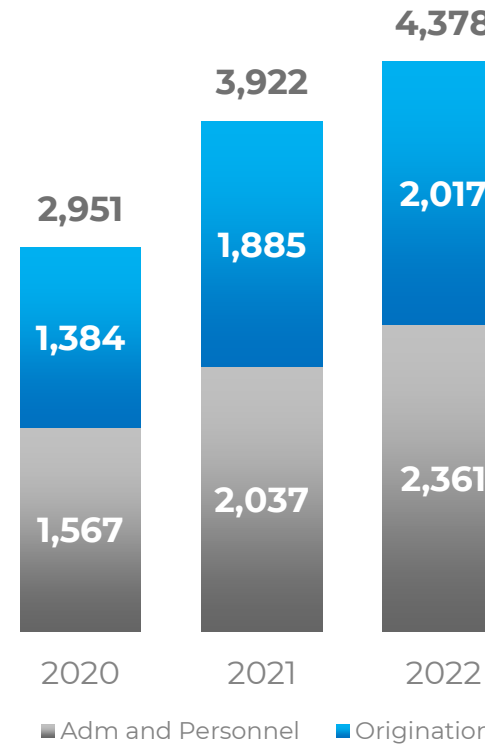
Net Provision Expenses

R\$ MM & % p.y.



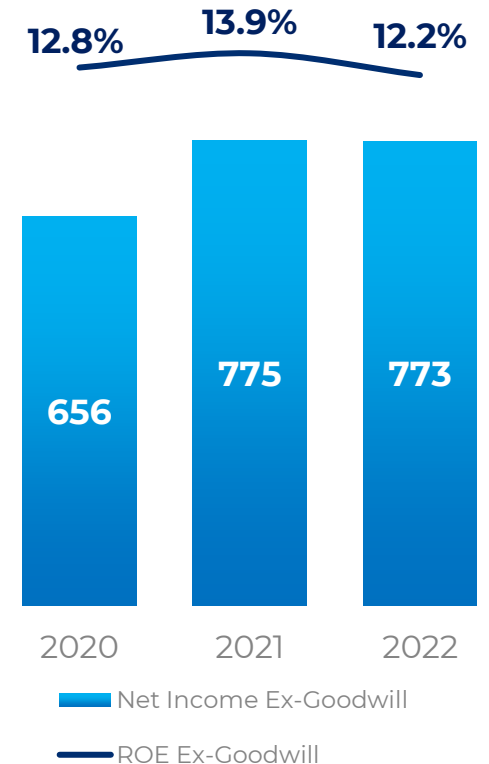
Expenses

R\$ MM



Profitability

R\$ MM & % p.y.

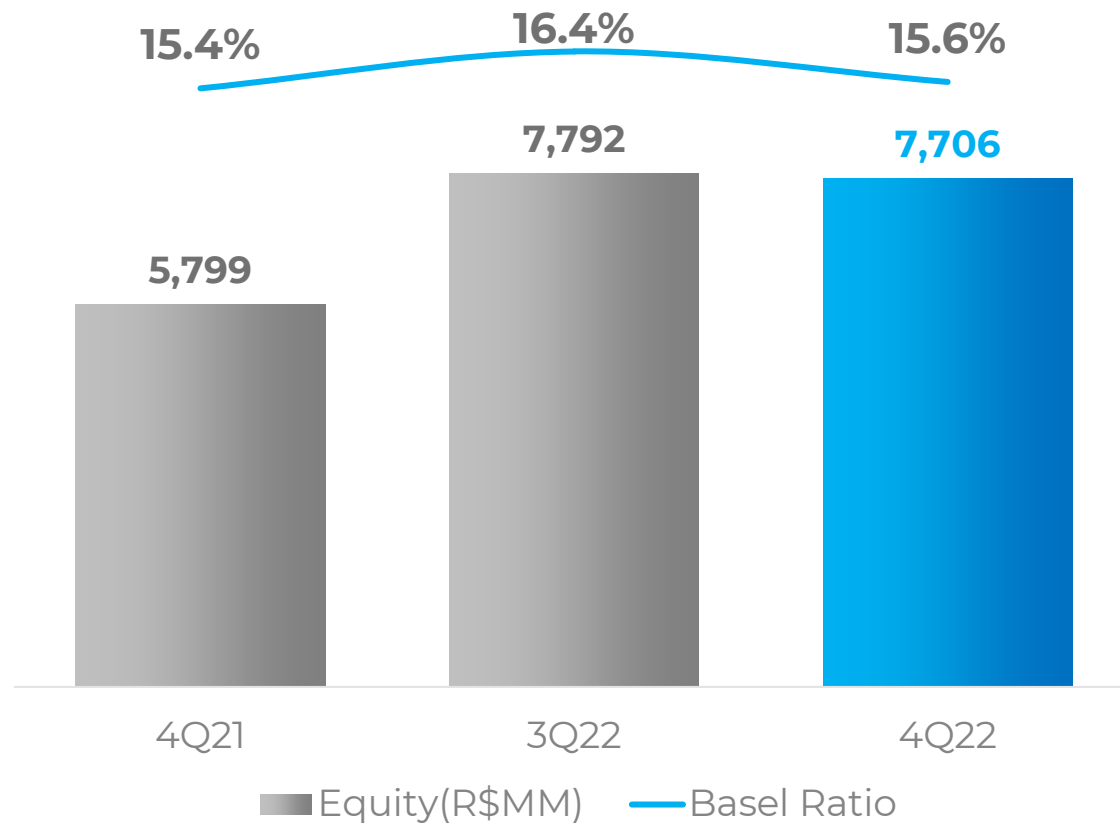


¹ Average interest earning assets excluding excess cash

² Net Interest Margin

Equity and Capital

Low leverage generating opportunities



R\$ MM	4Q22	3Q22	4Q21
Ref. Shareholders' Equity	5,180	5,218	4,524
Required Shareholders' Equity	3,489	3,346	2,934
RWA	33,226	31,867	29,340

¹ 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.

ESG Agenda

2022 Highlights



Achievements 2022

- Rating **CDP** | B Grade
- Admitted in **ISE B3**
 - Overall: 9th place
 - Financial Institutions: 2nd place
- Admitted in **ICO2 B3**
- APP review improvement



4,7



4,2



New commitments

- Adherence to ambition 2030 | UN global pact

	4Q22	2025
Women in management position	21%	30%
Black people in management position	19%	30%

- Racial Equity Promotion Pact



ISEB3 **ICO2 B3**



AMBIÇÃO 2030





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