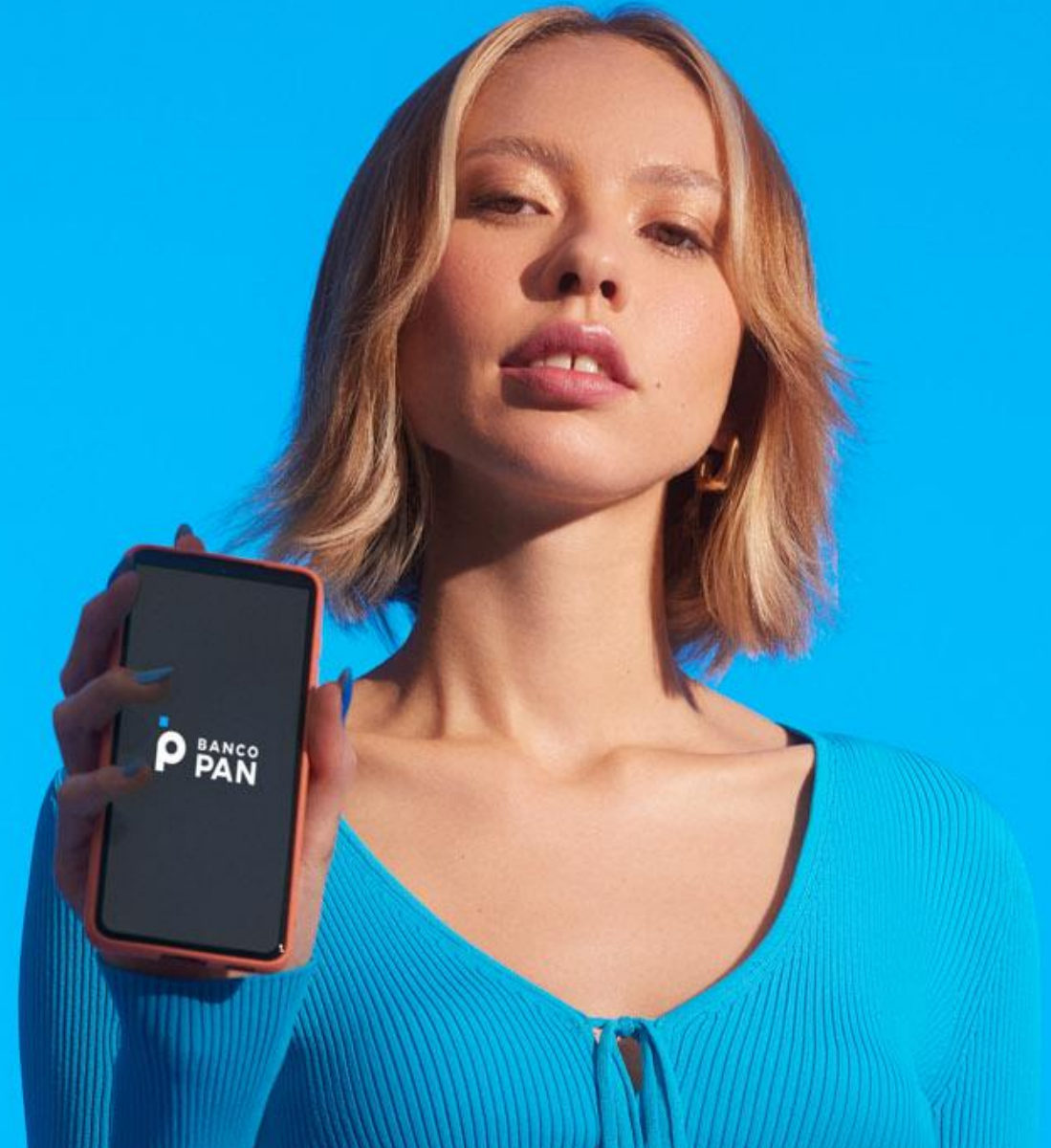




Earnings Release 2Q23



Highlights 2Q23

1

Better NIM after credit cost, with conservative approach in credit cards and higher vehicles' margins

2

Regulatory impacts led to a temporary decrease in payroll loans market, changing the portfolio mix

3

Increased delinquency rates due to higher vehicles share on portfolio mix and lower payroll loans origination in 2Q23

4

Important improvements in UX, specially in transactional products: Credit Card and Checking Account

Total Clients

26.0 MM

+24% vs 2Q22

+3% vs 1Q23



Credit Portfolio

R\$ 38.1 Bn

+6% vs 2Q22

-3% vs 1Q23



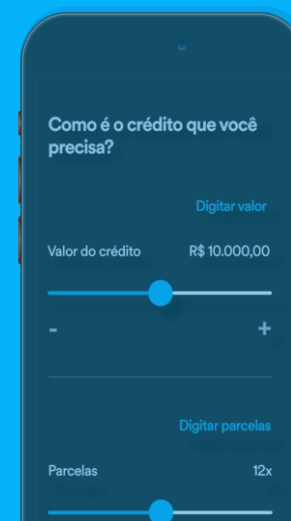
Net Income

(goodwill adjusted)

R\$ 191 MM

-1.6% vs 2Q22

-1.4% vs 1Q23



ROE

(goodwill adjusted)

11.2%

11.9% 2Q22

11.6% 1Q23



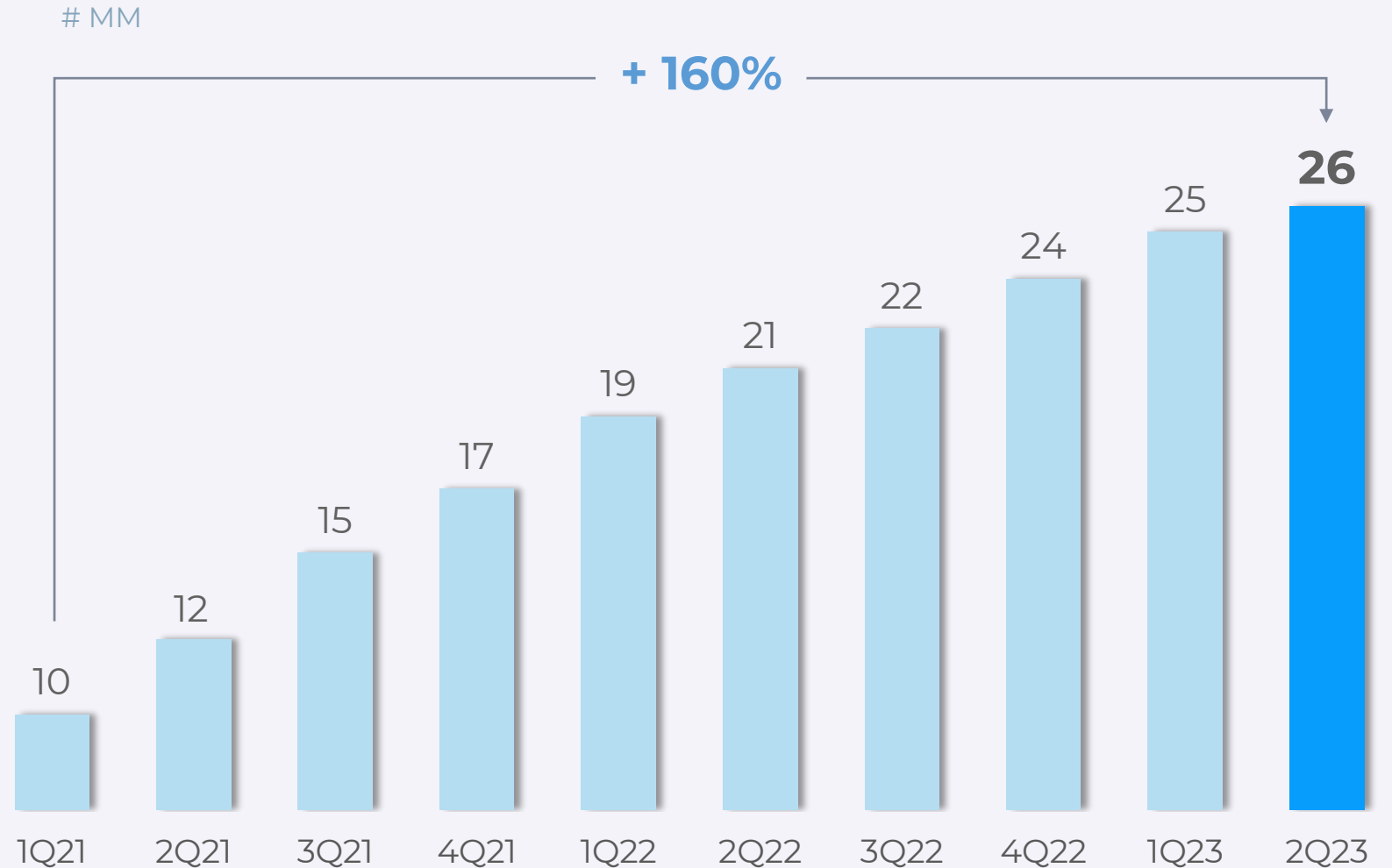


Business Update



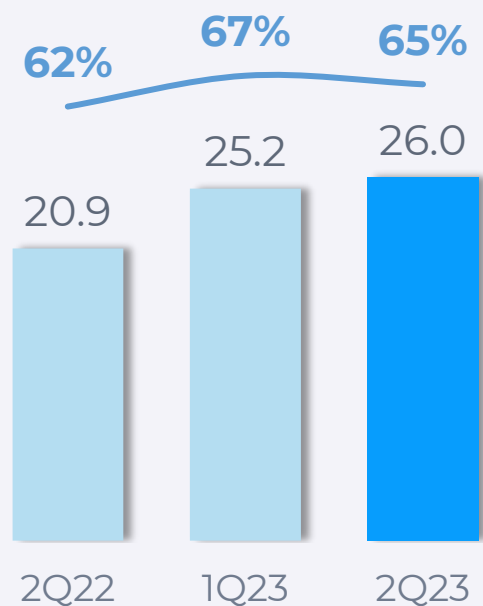
Clients Base

Constant growth, with higher penetration in Mosaico's customer base and focus on engagement

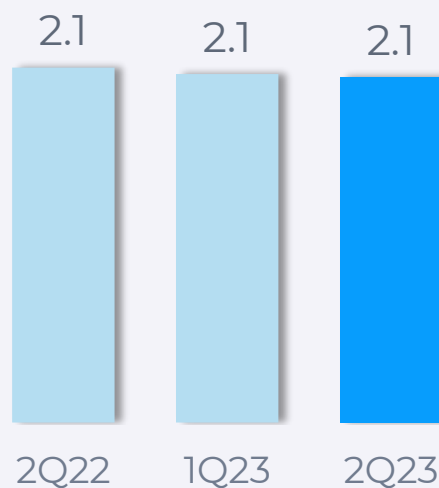


Engagement

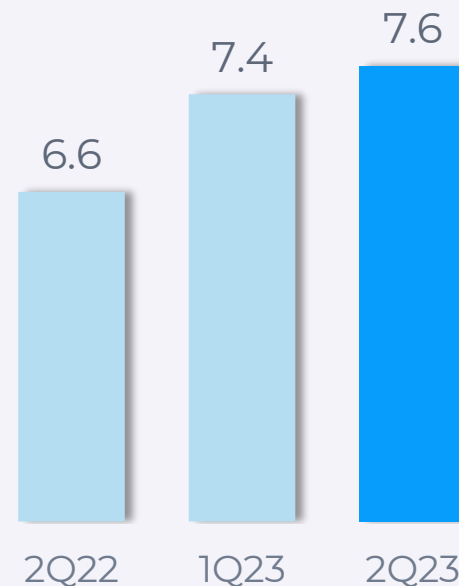
Total and Active Clients¹
MM & %



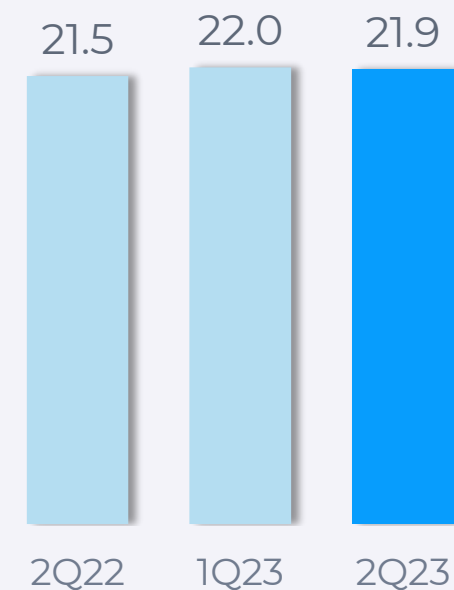
Cross-Sell Index²
Products / Active Clients



Clients with PIX keys³
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

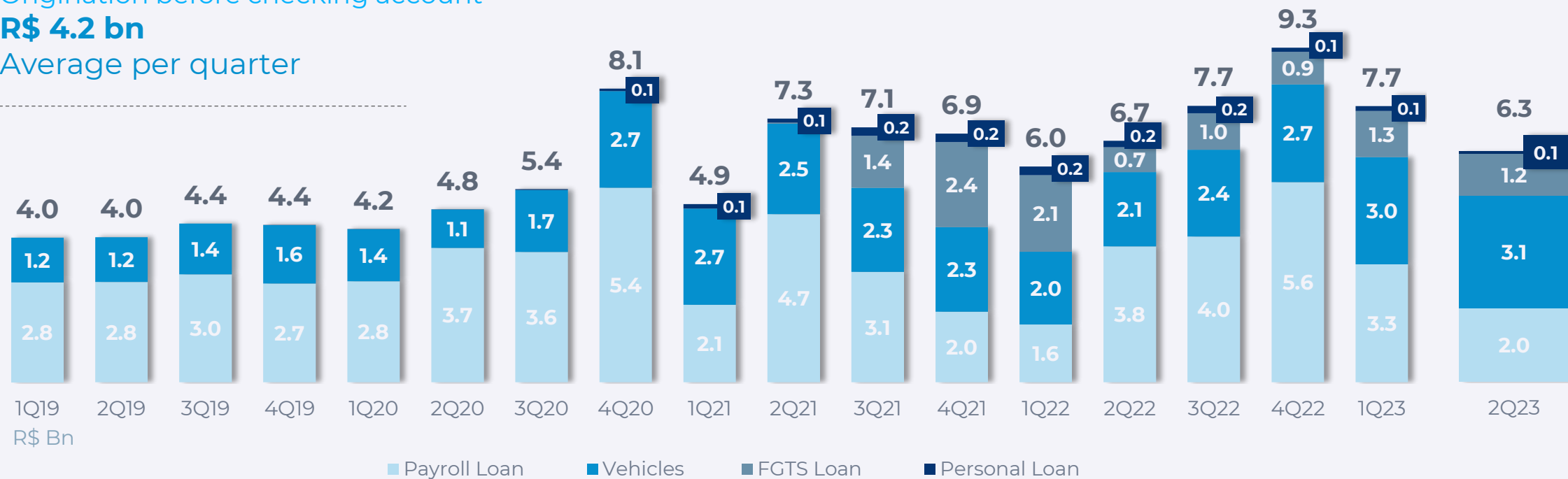
²Considers the average number of products consumed per active client in the quarter.

³App, credit card and debit card.

Retail Origination

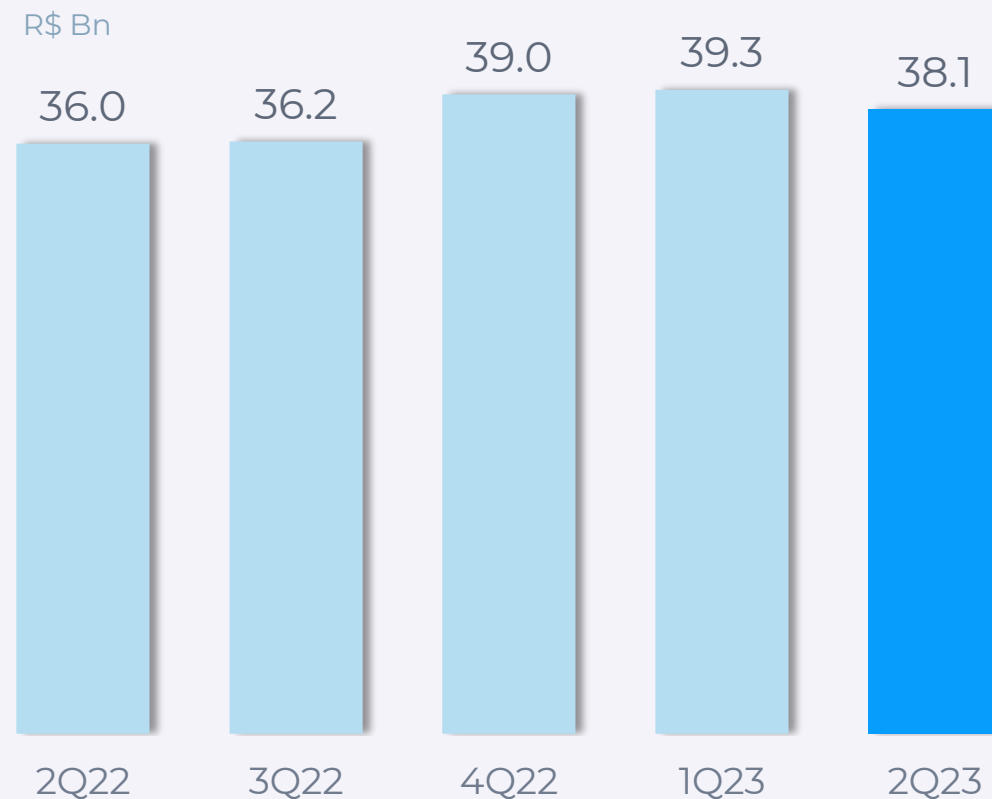
Origination after checking account
R\$ 6.8 Bn
 Average per quarter

Origination before checking account
R\$ 4.2 bn
 Average per quarter



Credit Portfolio

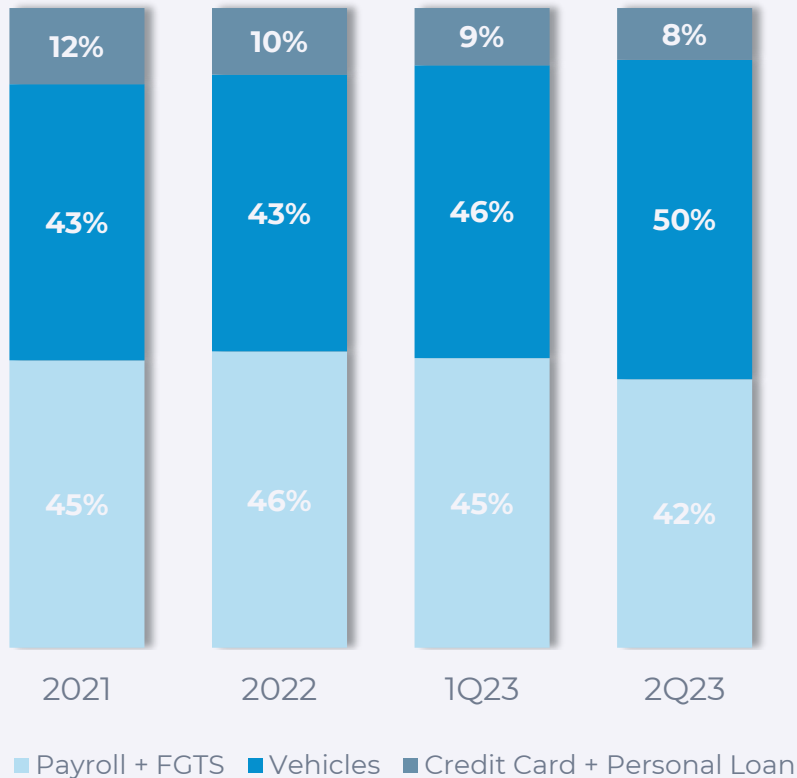
R\$ MM	2Q23	Part. %	Δ 2Q23/ 1Q23	Δ 2Q23/ 2Q22
Vehicles	18,866	49%	6%	23%
Payroll + FGTS	15,878	42%	-10%	0%
Credit Cards	2,734	7%	-13%	-31%
Personal Loan	334	1%	-3%	-35%
Run Off	321	1%	-3%	-16%
Total	38,132	100%	-3%	6%



Retail Delinquency Rates and NIM

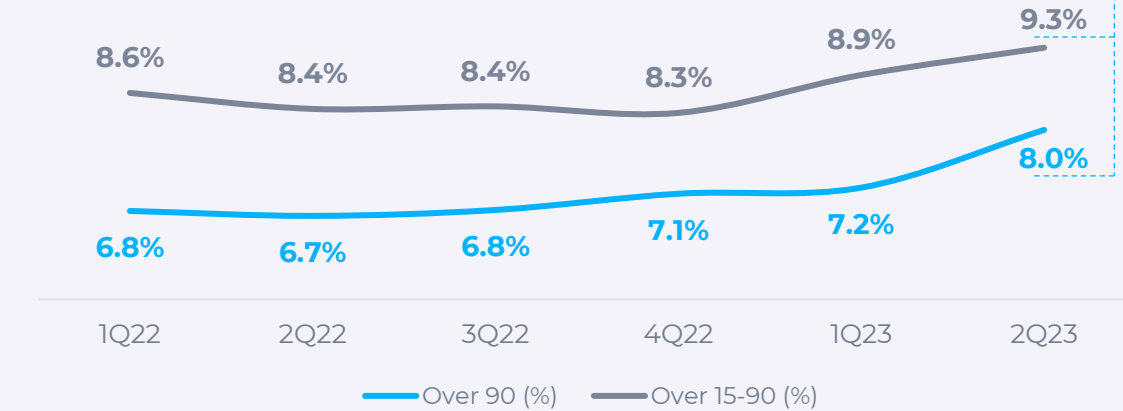
Portfolio Breakdown

%



Delinquency Rates

%



Higher vehicle financing origination changed the portfolio mix impacting delinquency rates

Low renegotiation levels with collection discipline

NIM ex assignments – After Credit Cost

%

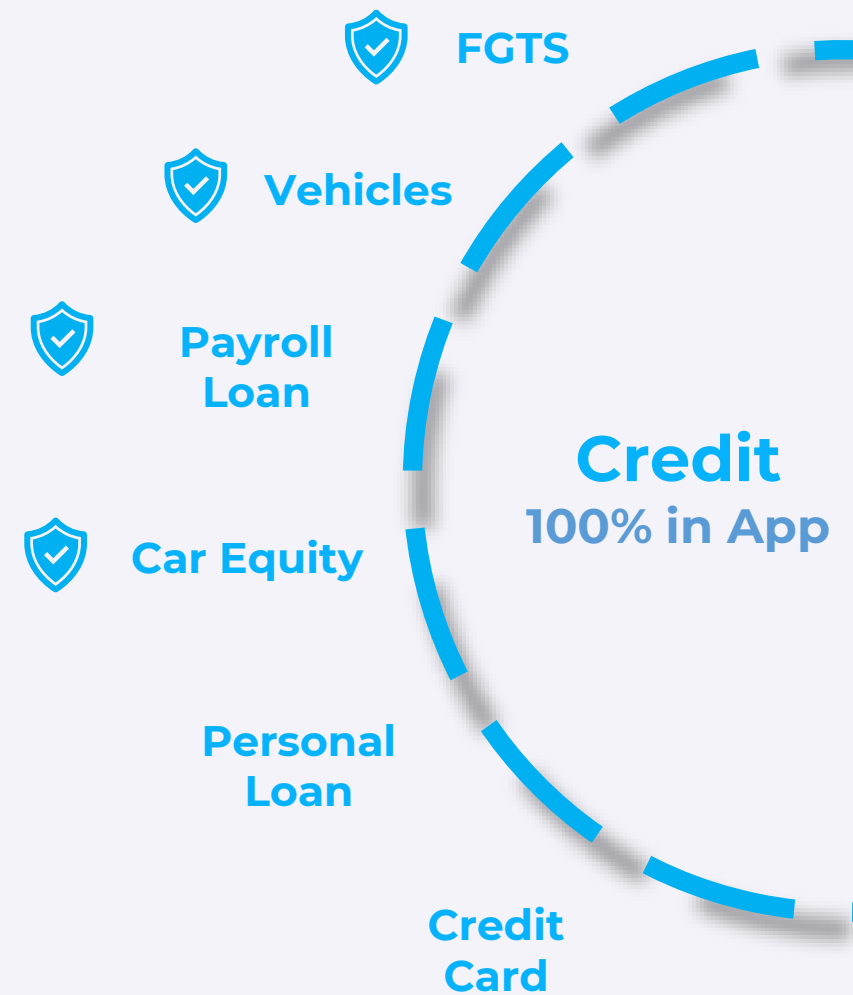
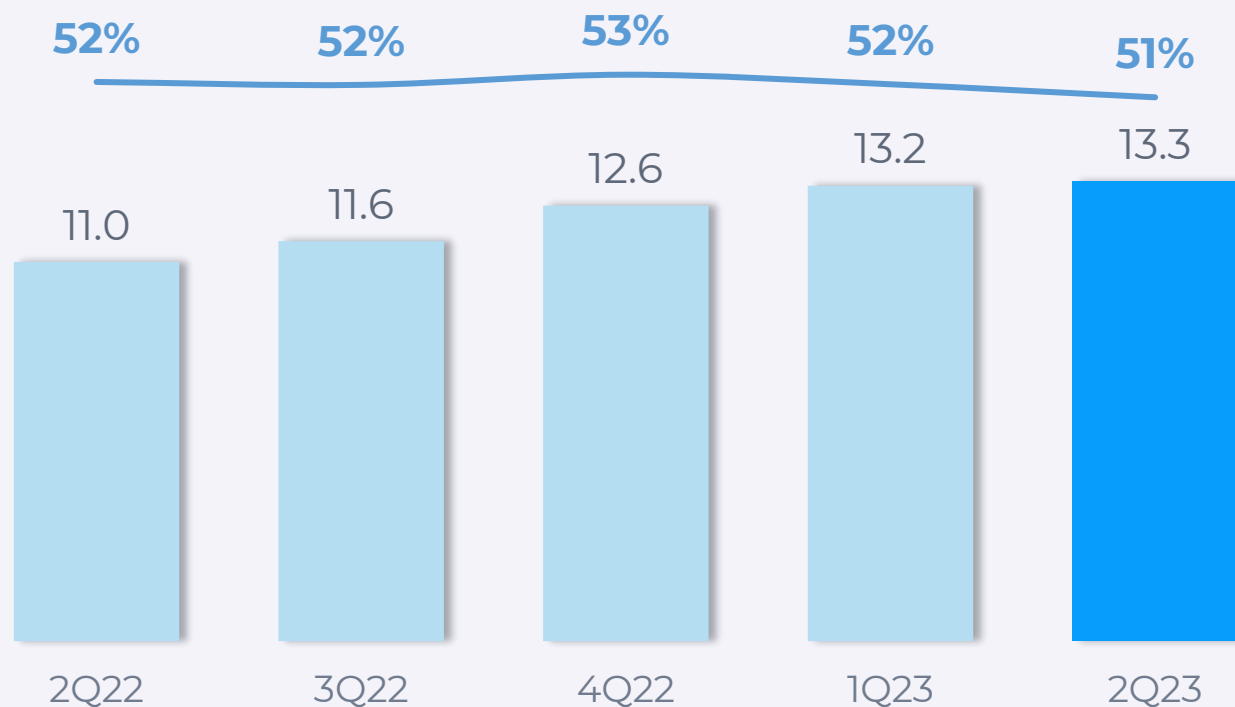


Stable margins even with higher delinquency rates, due to assertive pricing strategy

Clients with Credit

Clients with Credit

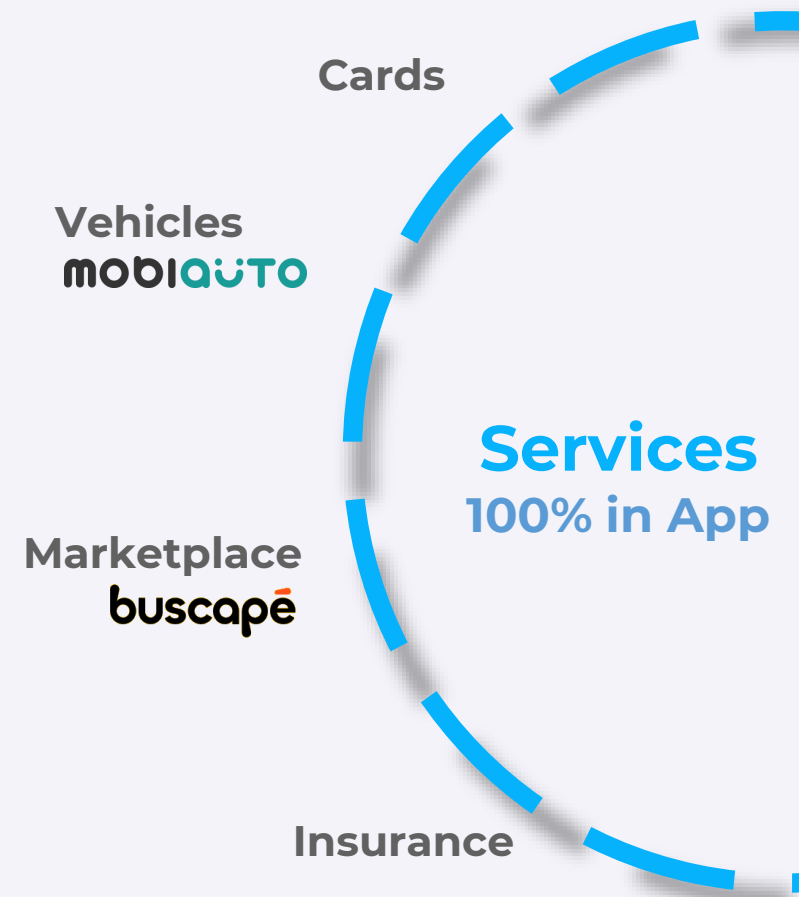
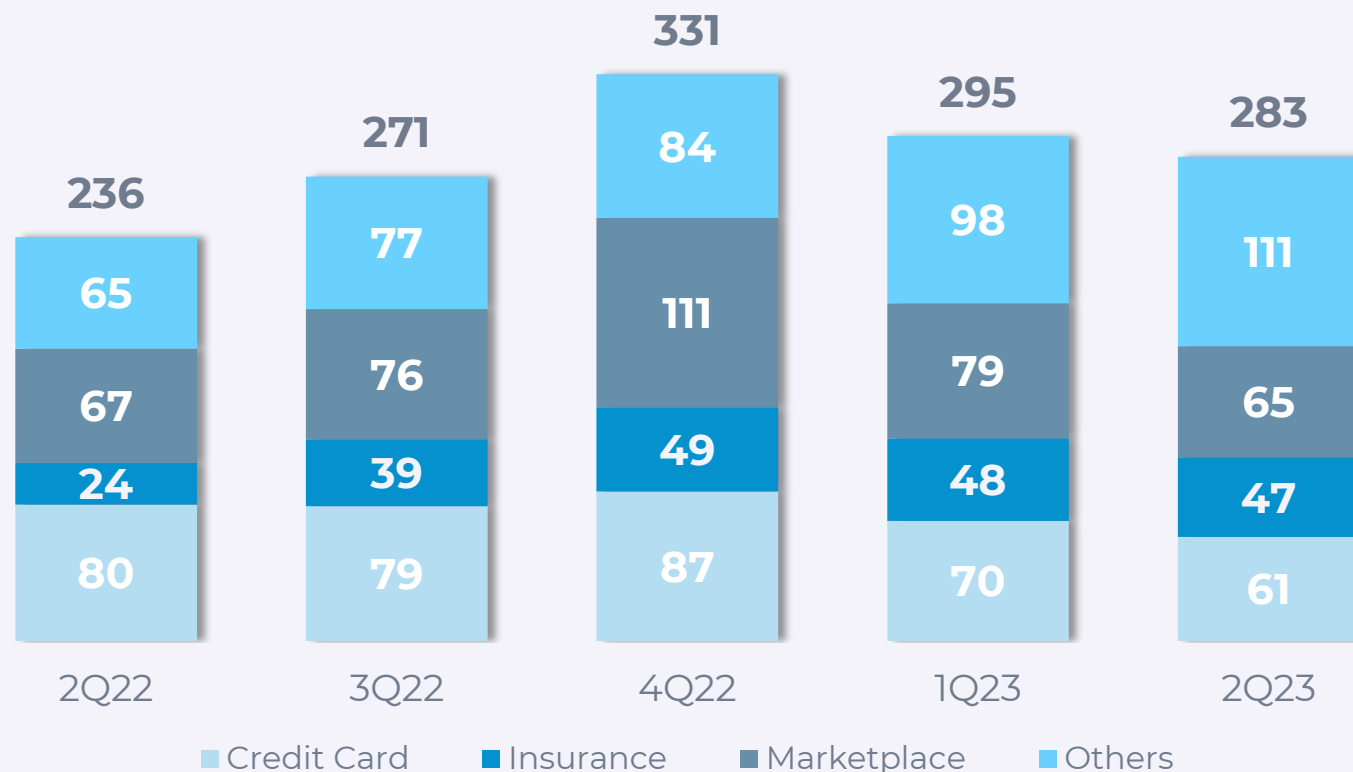
MM & % of Total Clients



 Collateralized Products

Fee Revenue

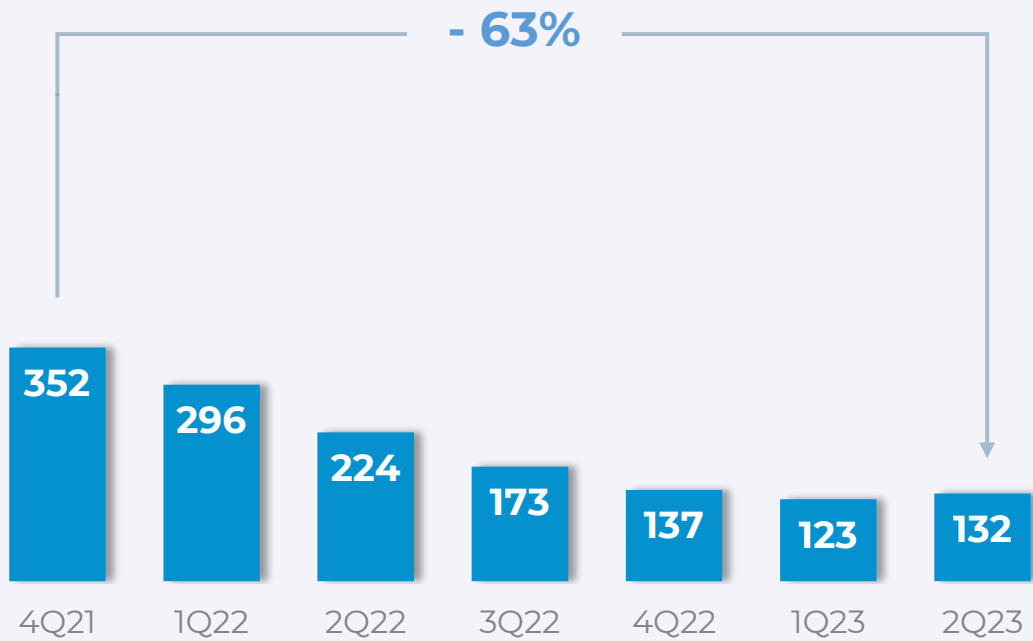
R\$ MM



Cards

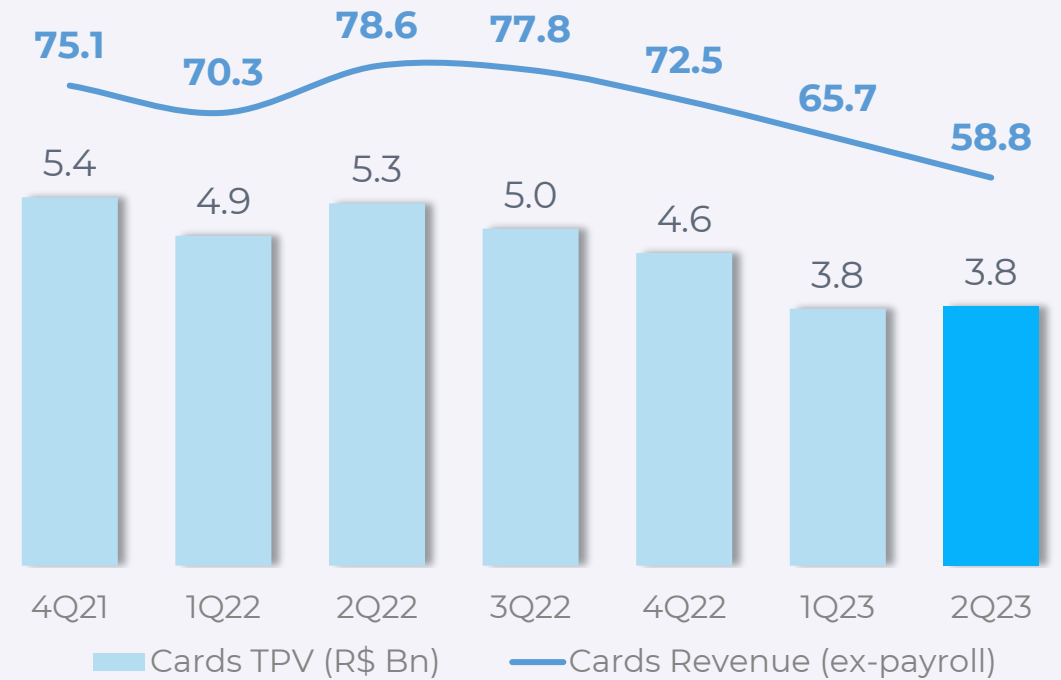
Credit Cards Issued

Thousands



TPV and cards revenue

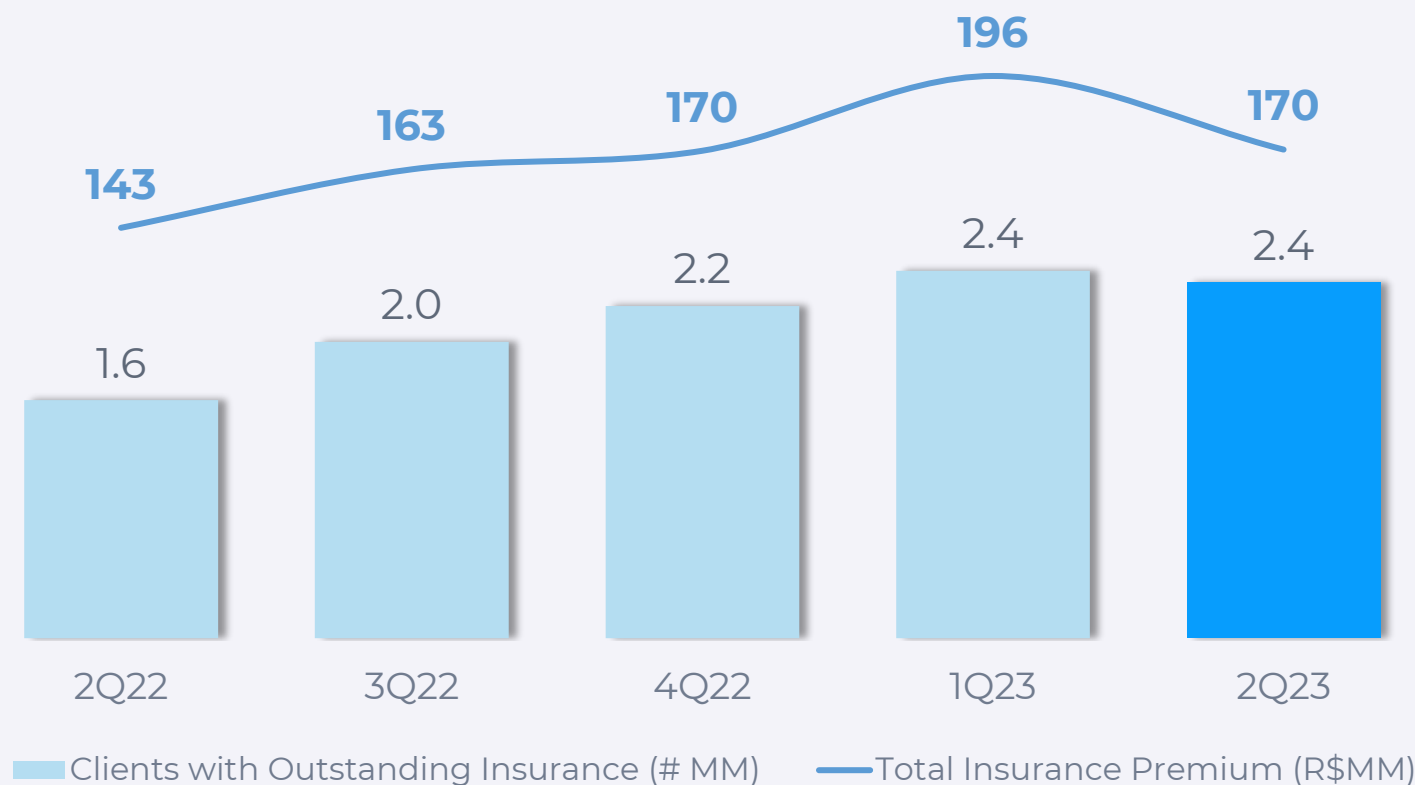
R\$ Bn & R\$ MM



Insurance

Clients and Premium

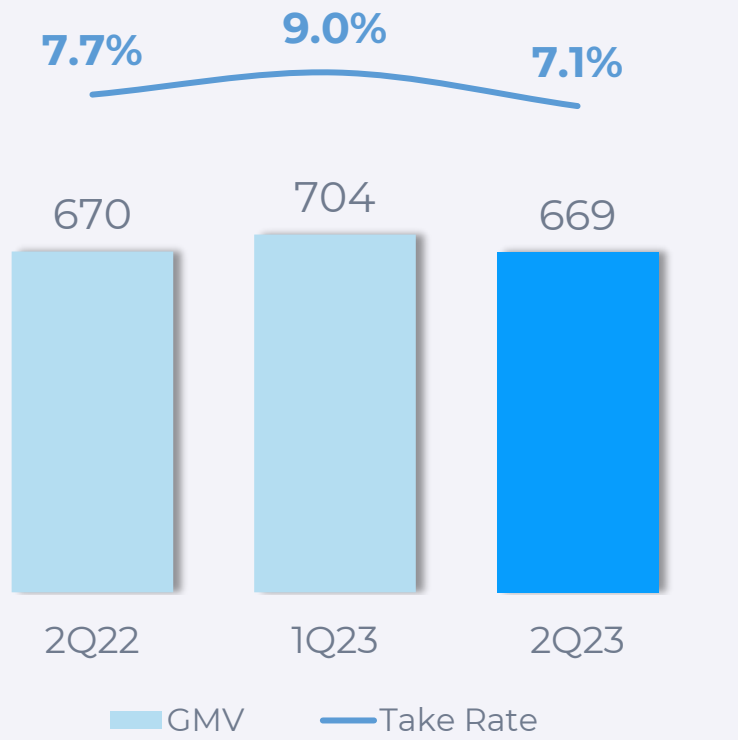
#MM & R\$ MM



Marketplace: E-commerce

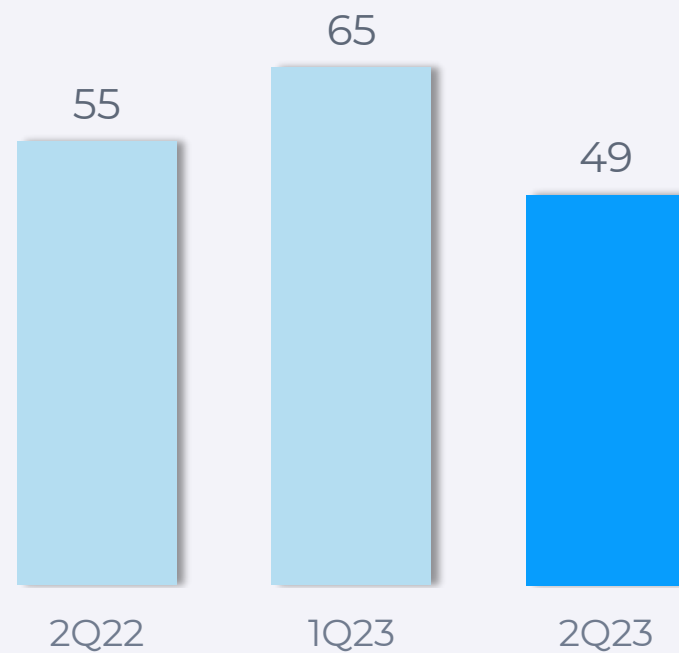
Take Rate / GMV

% & R\$ MM



Revenue

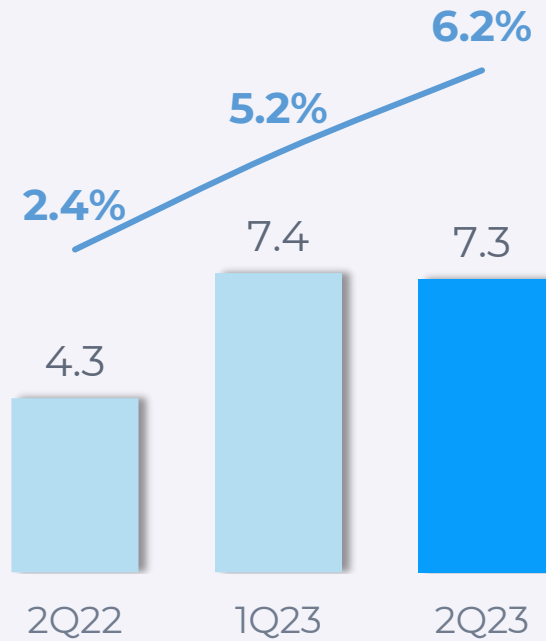
R\$ MM



Marketplace: mobiauto

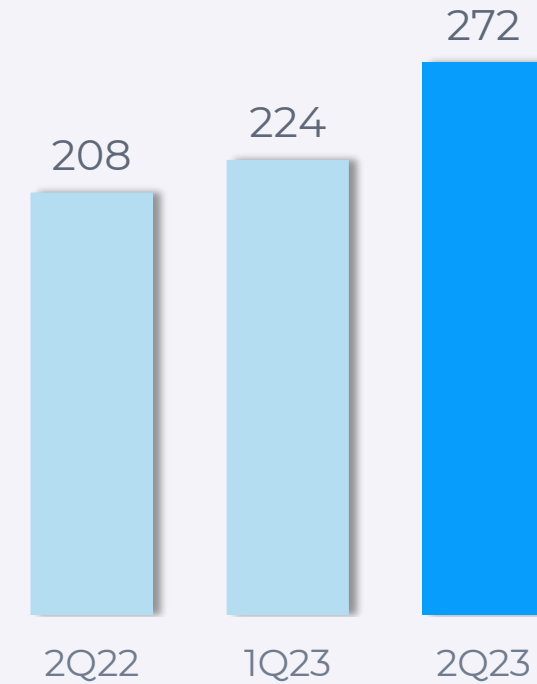
Sellers & Mobiauto Influence

Thousands & %



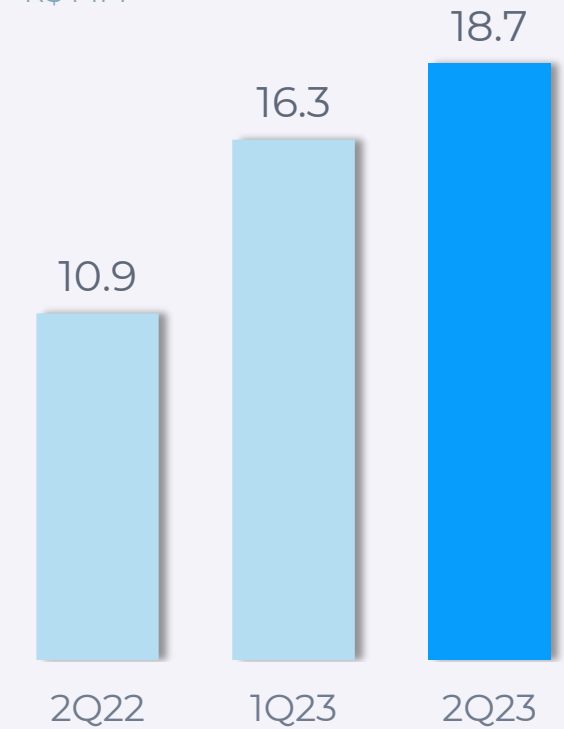
Announced Vehicles

Thousands



Revenue

R\$ MM



■ Sellers

— Mobiauto vs Total Vehicle Loans Originated by PAN



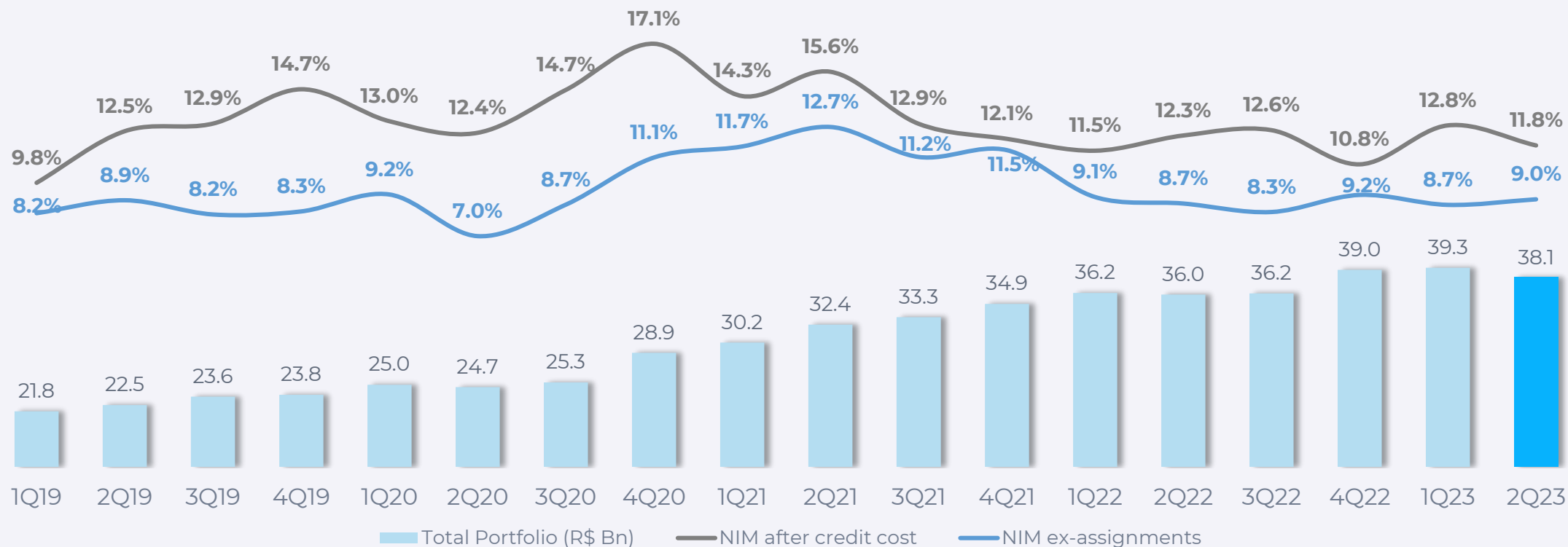
Financial Highlights



Net Interest Margin

NIM after credit cost¹

% p.y.

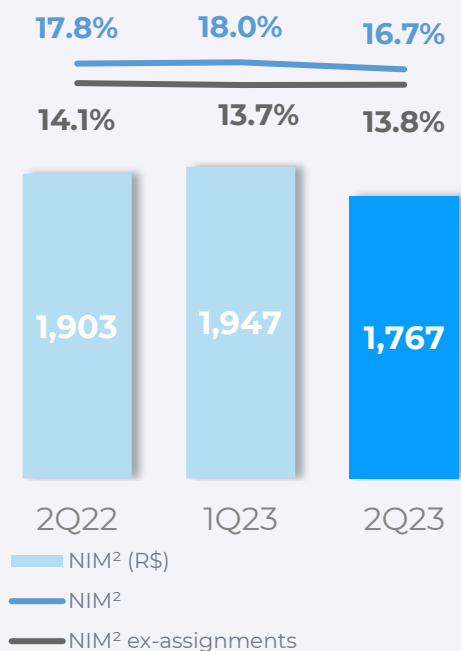


¹Average Interest earning asset excluding excess cash

Quarterly Results

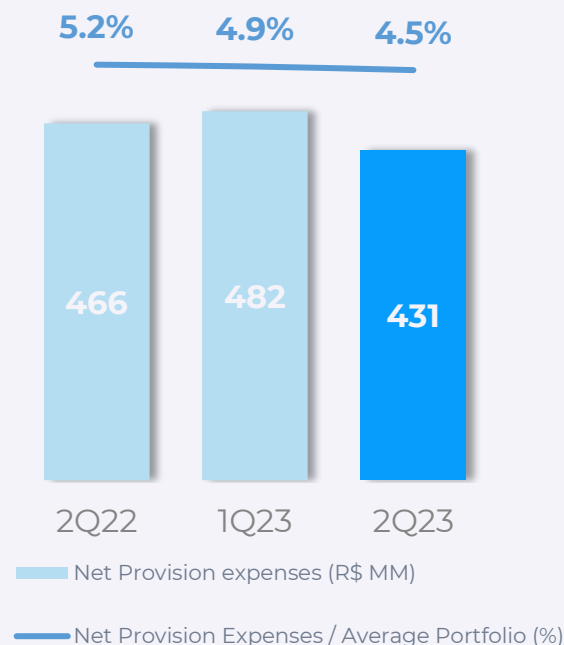
Net Interest Margin¹

R\$ MM & % p.y.



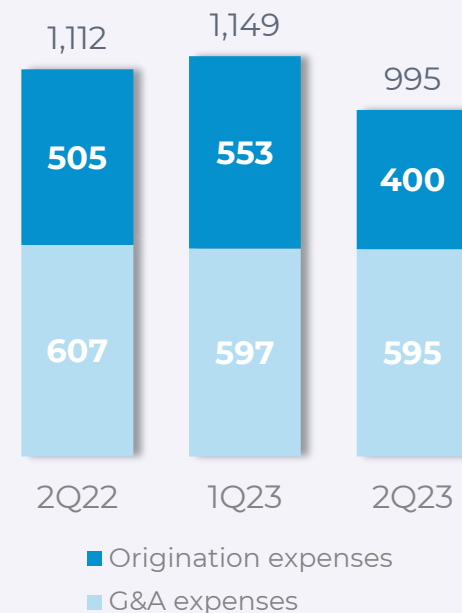
Net Provision Expenses

R\$ MM & % p.y.



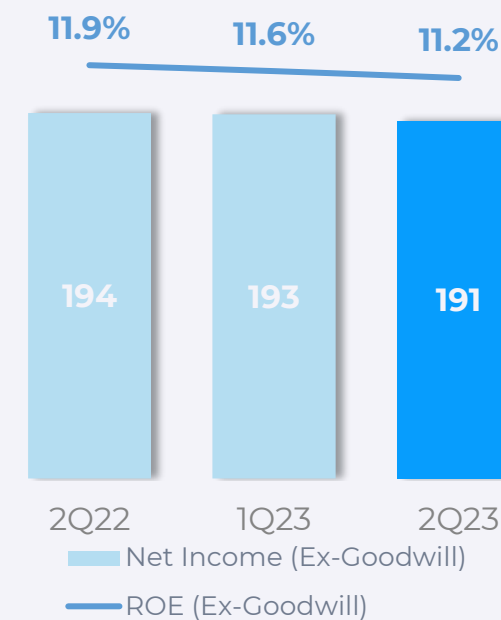
Expenses

R\$ MM



Profitability

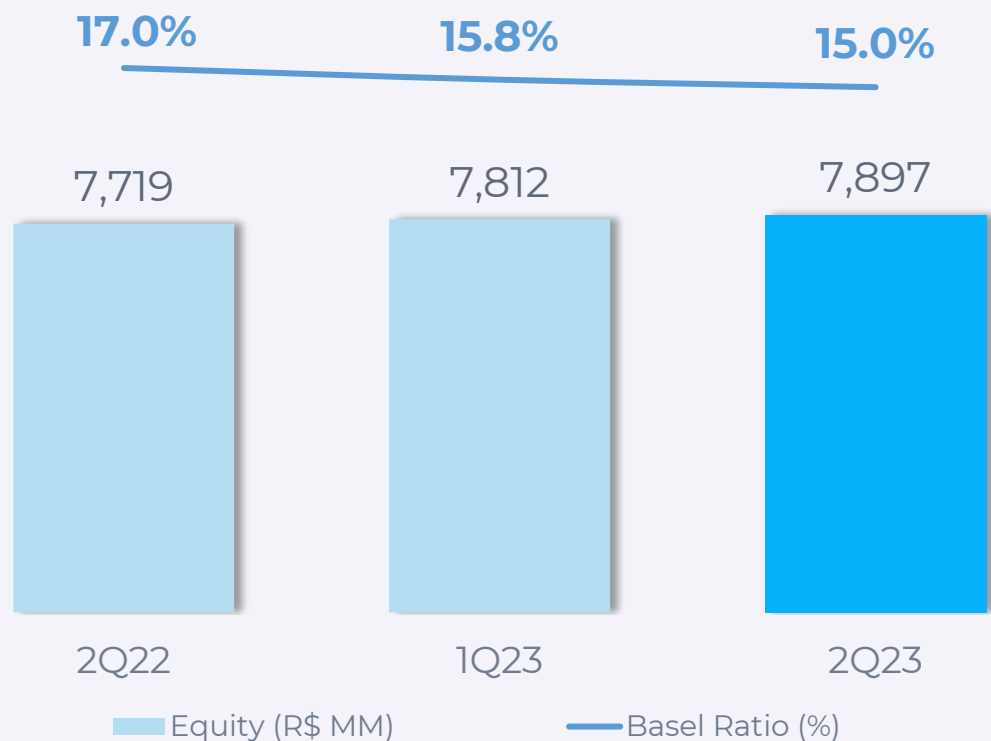
R\$ MM & % p.y.



¹ Average Interest earning asset excluding excess cash

² Managerial Net Interest Margin

Equity and Capital¹



R\$ MM	2Q23	1Q23	2Q22
Ref. Shareholders' s Equity	5,463	5,349	5,209
Required Shareholders' s Equity	3,900	3,559	3,216
RWA	36,447	33,898	30,631

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



Investor Relations

ri@grupopan.com
ri.bancopan.com.br
