



Company Presentation

1H22 & 2Q22

agi



Agi at a Glance

Figures as of 1H22, Except Otherwise Noted



Large and Growing Asset Base

R\$10.6bn

total assets
+114% YoY

R\$8.5bn

loan portfolio
+128% YoY

5.9%

NPL > 90 days
vs 7.1% in 2Q21

Strong Economics

R\$2.8bn

total revenue LTM
+80% YoY

~ 20x

LTV / CAC

Best-in-Class Operating Model and Engagement

882

smart hubs

70+

NPS

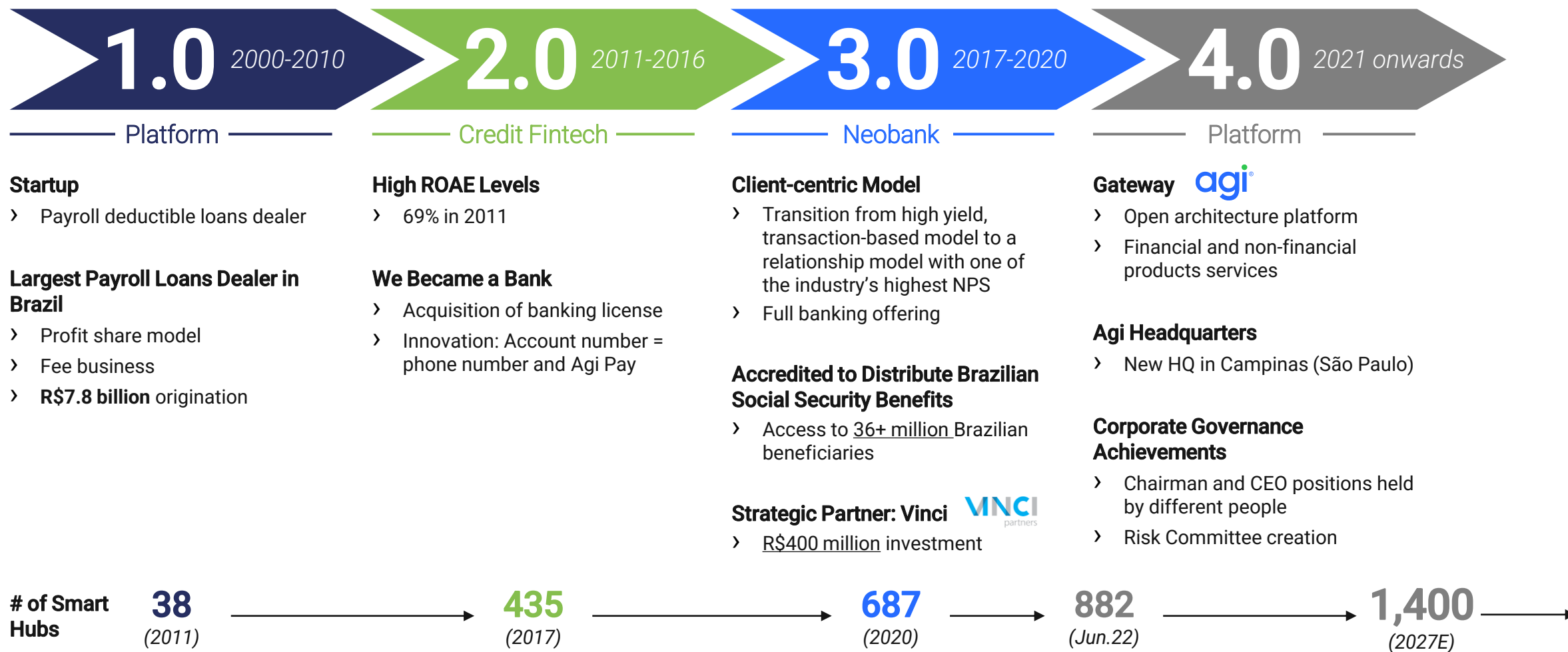
4.2mm+

total clients

1.8mm+

active clients
3.5 products per client

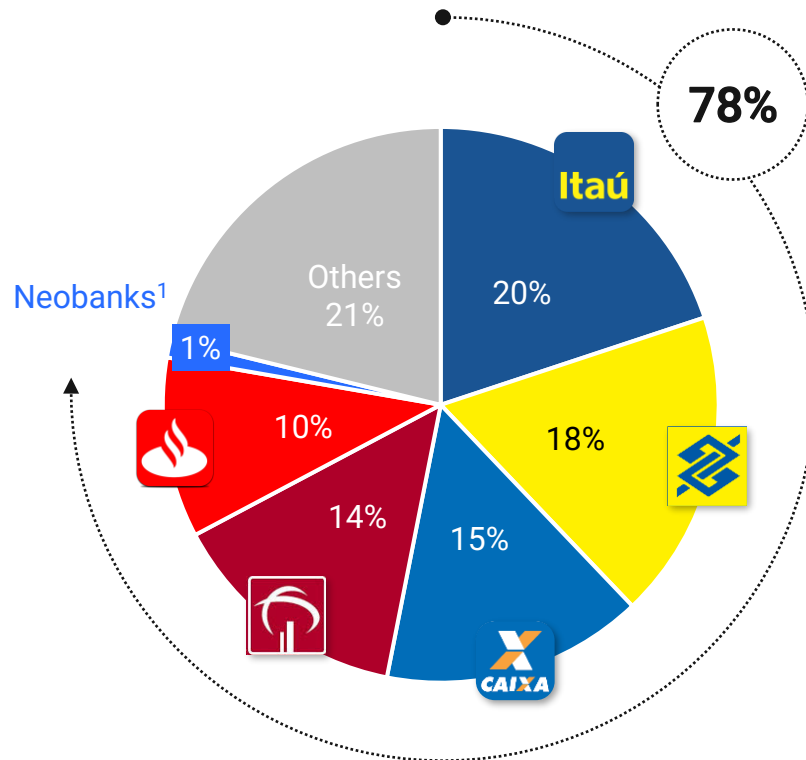
How We Got Here



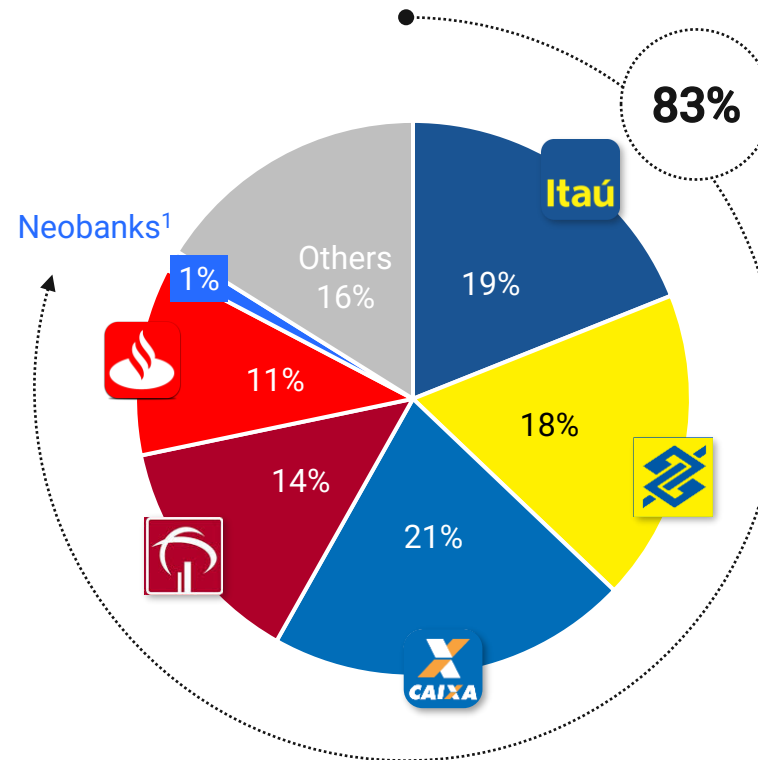
We have built a unique and scalable business from scratch without outside capital

The Brazilian Banking Industry is a Highly Concentrated Market

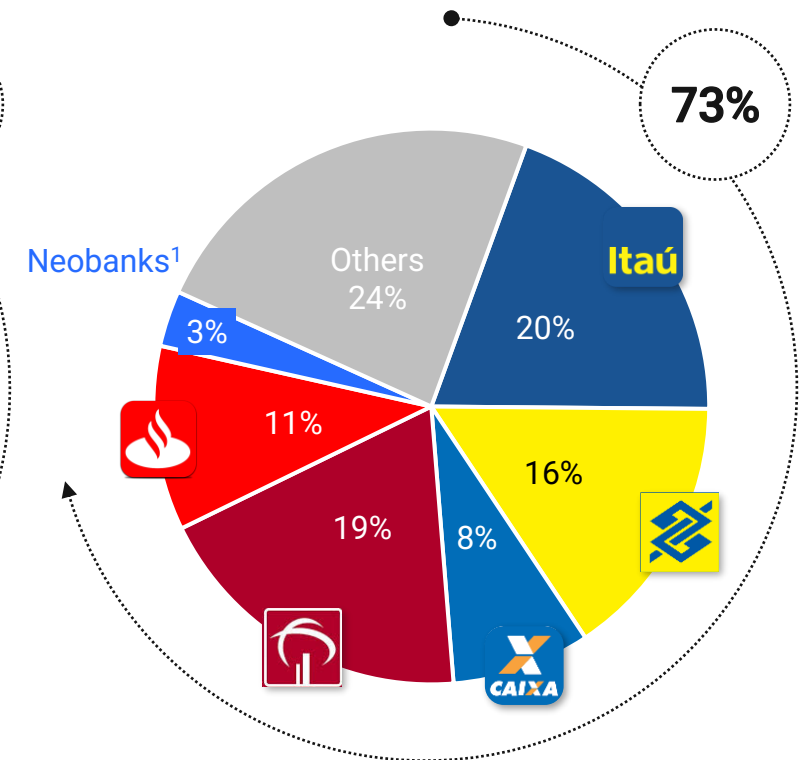
Total Assets Breakdown (%)



Total Loan Portfolio Breakdown (%)



Total Book Value Breakdown (%)



Source: Brazilian Central Bank

Note: Data as of 2020.

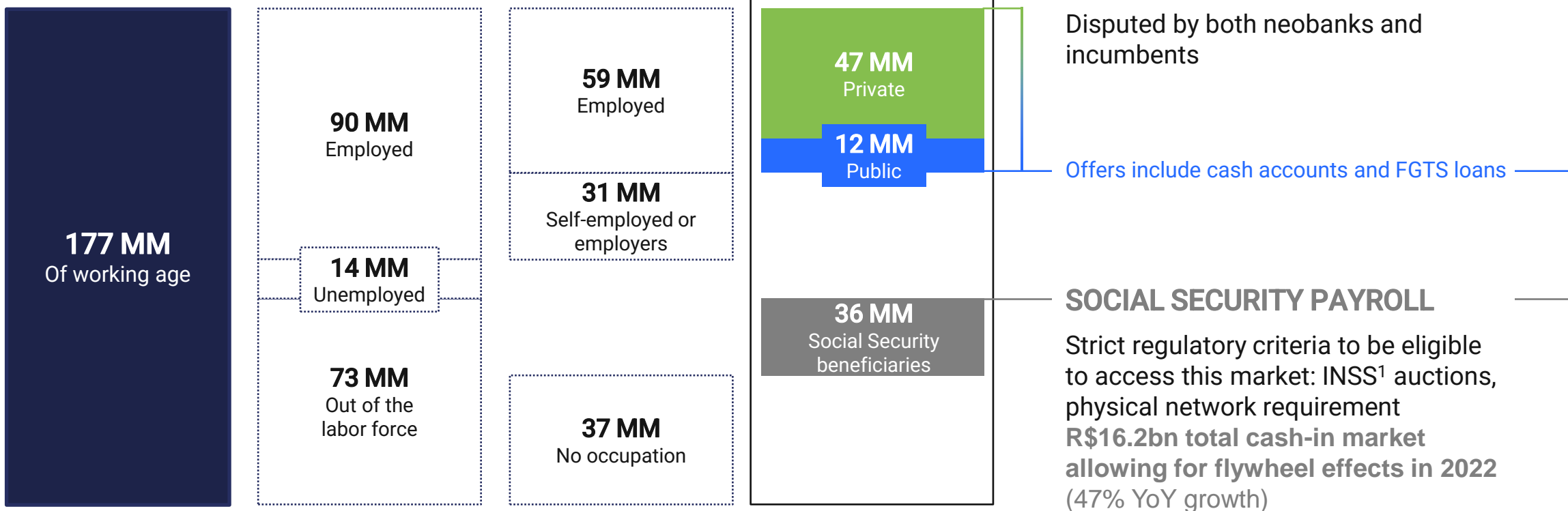
¹ Neobanks include Agi, Nubank, C6 Bank, Banco Inter, Banco Original, Pagbank, Stone and Digio.

Our Addressable Market



Access to +36mm Social Security Beneficiaries and +12mm Public Workforce

Population

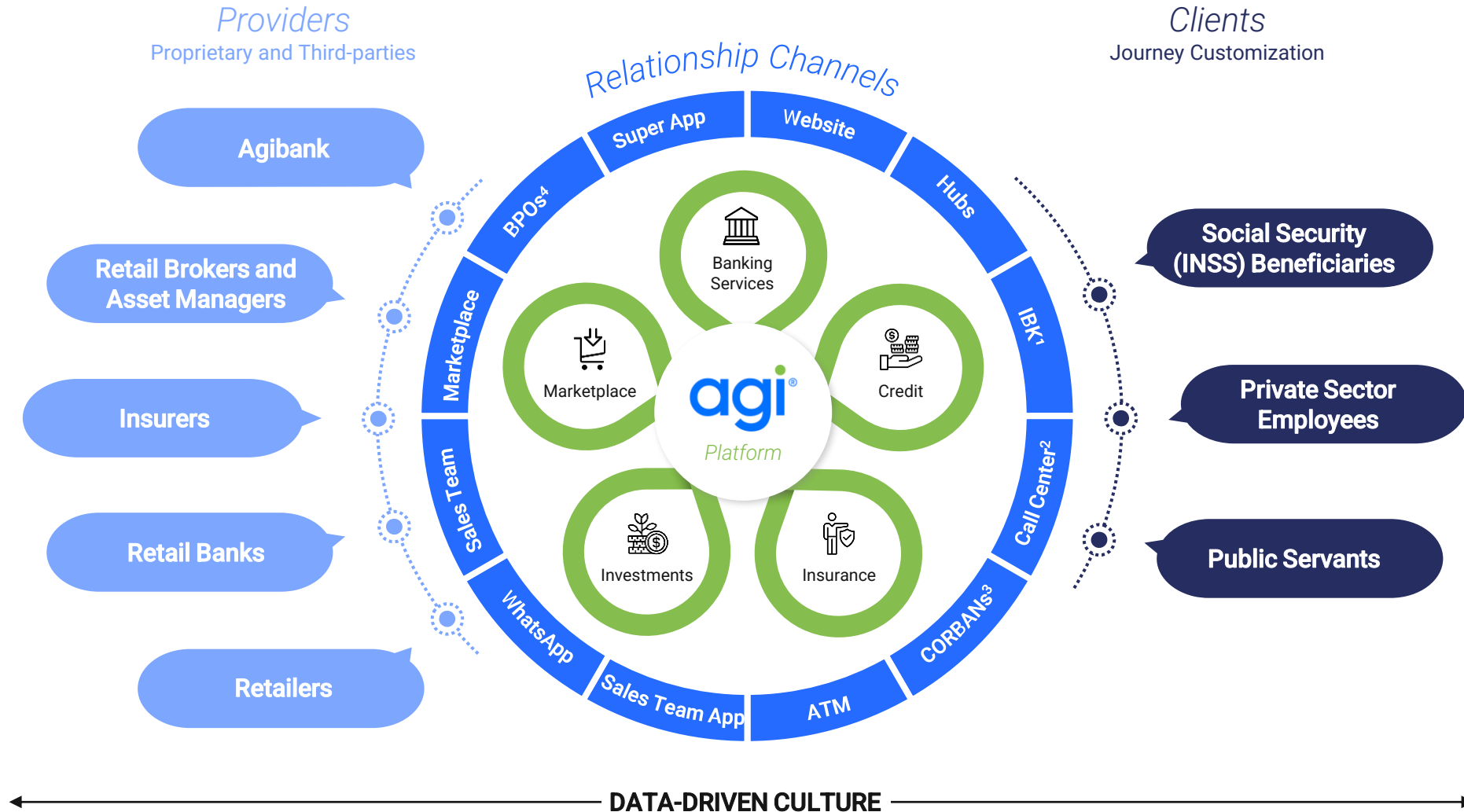


Launch of New Credit Products to a +47mm Private Workforce in 1H22

Source: PNAD/IBGE, INSS

¹ Brazilian National Institute for Social Security.

We Have Created a Complete Platform to Explore Opportunities Beyond Credit



¹ Internet Banking. ² Service provided by CNA, one of Agi's subsidiaries. ³ Banking Correspondents. ⁴ Business Process Outsourcing.

How do we Stand Out from Incumbents and Other Neobanks?

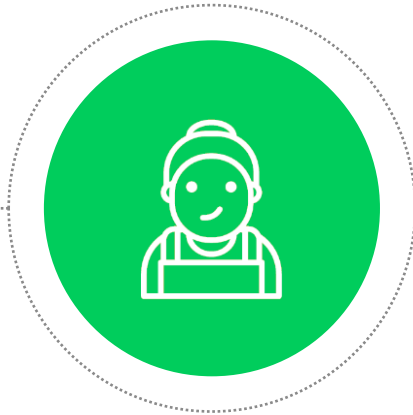


THE AGI WAY



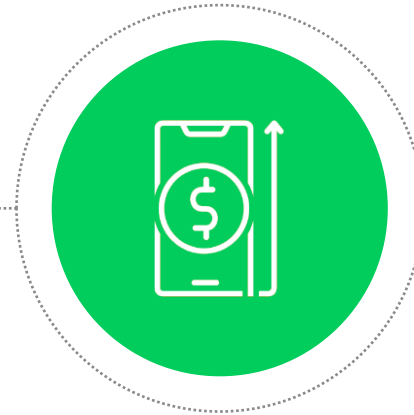
Asset-light Model

- ✓ *Smart Hubs' reduced capex*
- ✓ *Paperless, cashless*
- ✓ *Efficient alternative for client acquisition vs online ads*
- ✓ *API-based technology stack*



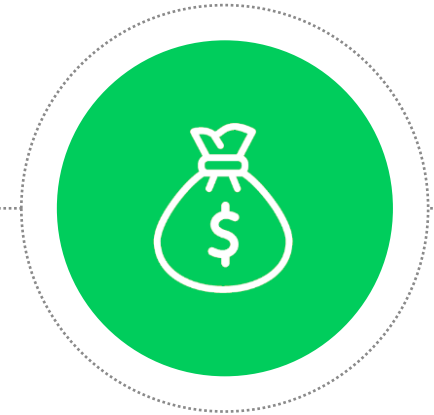
Tailor-made Offerings

- ✓ *Focus on low to mid-income retirees*
- ✓ *End-to-end high-touch tailored customer experience*



Gateway to Digital

- ✓ *Smart hub network represents relevant barrier to entry*
- ✓ *Clients can choose relationship channel*



Strong Monetization

- ✓ *Strong cross-sell around payroll loans*
- ✓ *Trusted support to help clients go digital*

Our Highly Efficient Go-to-Market Strategy

We have **12** service channels,
offering a digital Journey to our customer,
regardless of their preferred channel...



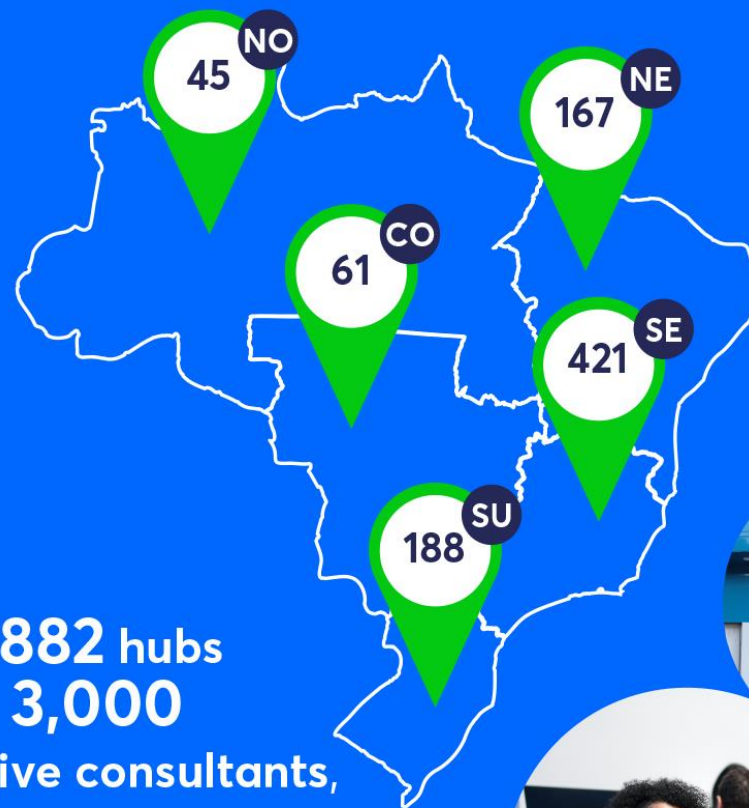
SuperApp



App dedicated to our consultants



Credit granting 100% digital via WhatsApp and social media



...with **882 hubs**
and **+ 3,000**
exclusive consultants,
service the client in a
welcoming and
humanized way.



4,5 | App Store | IOS - 4,4 | Play Store | Android

Unique and efficient strategy results in LTV / CAC close to 20x



Our Technology is Differentiated



**WE ARE
THE FIRST
BANK TO...**

*... Open
accounts under
Central Bank's
new regulation*

*... Be 100%
digitally-plugged
to Dataprev¹ via
APIs*

*... Obtain the
OpenID security
certificate for
Open Banking
(Phase 3)*

TECHNOLOGY-DRIVEN RESULTS

3-minute

account opening
through the app
*vs 1-10 days from
competitors*

100% digital and **5-minute**

payroll credit borrowing, from
application to money transfer
vs paper-based at competitors

+69%

of credit origination in 1H22
was authenticated **via
WhatsApp, consultant's
app, SMS or biometry**

¹ Social Security Technology and Information Company responsible for the Brazilian social database.

Entrepreneurship-oriented Management Team...



Glauber Correa

CEO



Thiago Silva

CFO & IRO



Lucas Aguiar

*Chief Strategy and
People Officer*



Vinicius Aloe

*Chief Credit and
Data Officer*



Marcelo Oliveira

Chief Technology Officer



Fabiano Schneider

Chief Business Officer



Matheus Girardi

*Chief Customer and
Products Officer*



... Backed by Leading Sponsor and Solid Governance Standards



Board of Directors

Marciano Testa
Executive Chairman



Gabriel Felzenszwalb
VINCI partners
Partner



Ademir Cossello
bradesco
Former Executive Director



Aod Cunha
btgpactual Banrisul
Former Partner Former Chairman
JPMORGAN
Former Managing Director



Rosie Rios
Advisory Board
Former Treasurer of
the United States



Alan de Genaro
Advisory Board
[B]³



Committees

Products, ALCO, Clients, IT, Credit, Ethics & Conduct and Risk

Shareholders

Marciano Testa
Founder and Chairman



Executive Partnership Program

370 employees
participating in the
Partnership Program

- › Founded in 2009, Vinci Partners is a **leading alternative investments platform** in Brazil
- › 230+ full-time employees in 4 offices and a **global LP footprint**
- › Proven fundraising track record with **R\$57 billion AUM** across 8 business strategies and 297 funds/vehicles
- › Nasdaq-listed since January 2021, with a **US\$807 million market cap** as of September 2021

Environmental

Since 2021, we have recycled more than 1.5 tons of electronic materials in partnership with RSRecicla.



Social

Ageless Friendship, helping elders who live in long-stay homes to keep in touch with friends and family, uniting technology and receptiveness.



Corporate Governance

Founder and current CEO, Marciano Testa, becomes Executive Chairman of the Board of Directors and Glauber Correa take on as CEO



Photovoltaic panels producing 324 KW/h | Charging stations for electric vehicles | Treatment of reusable water | Linear park with 247 mil m² of native area





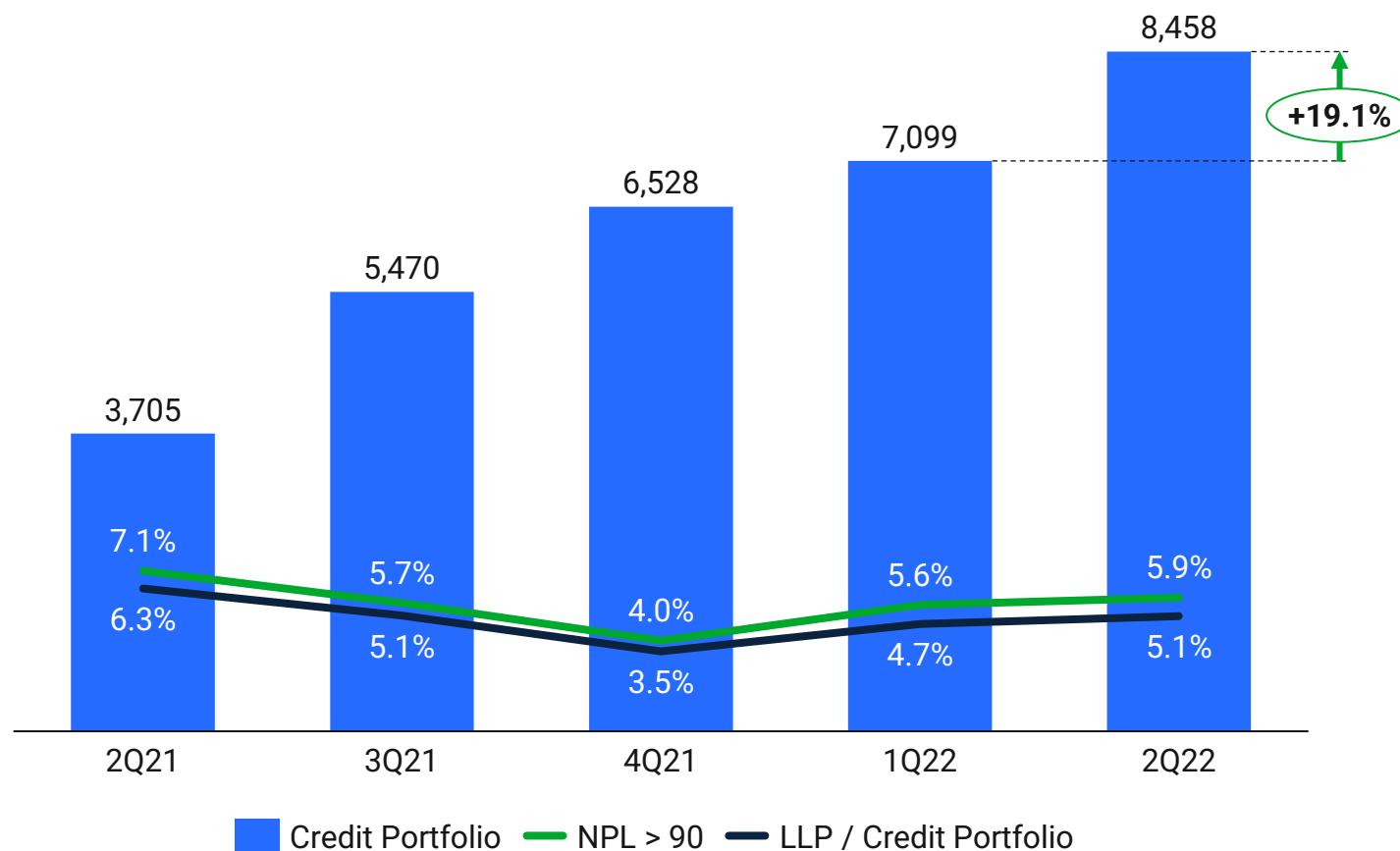
Financials 1H22 & 2Q22



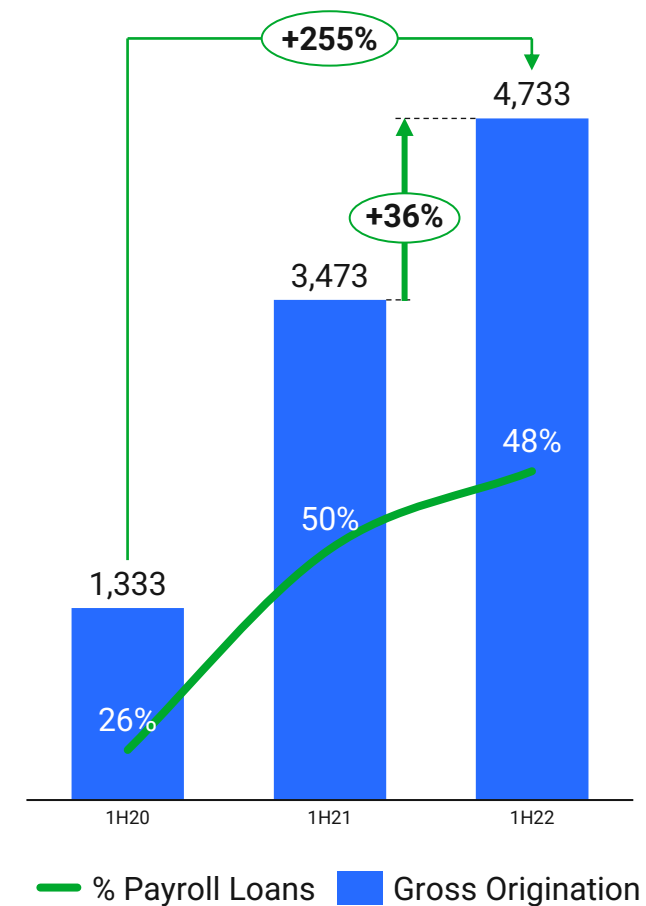
Credit Portfolio Evolution



Credit Portfolio and NPL (R\$ MM)



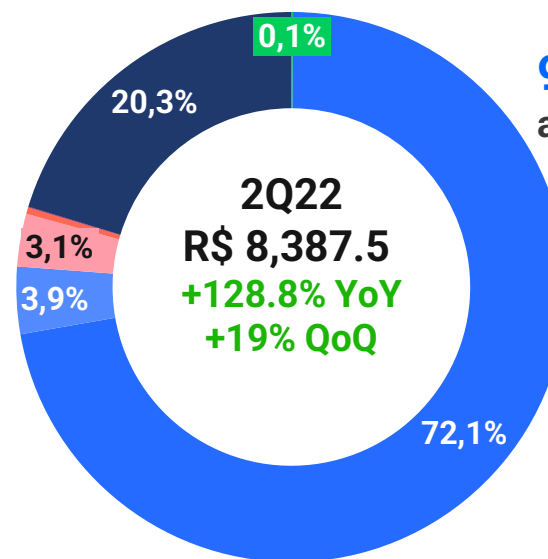
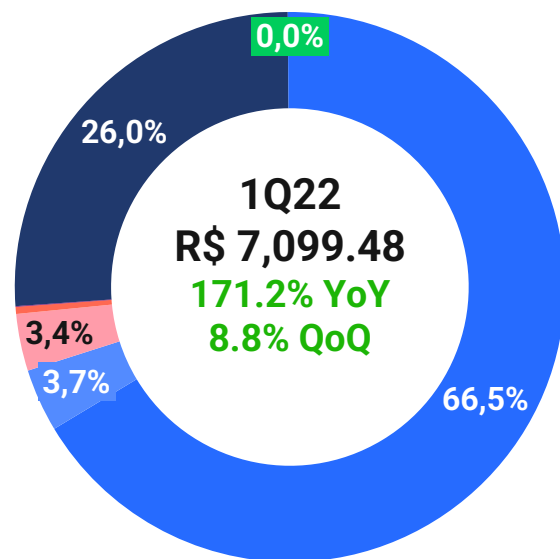
Credit Origination (R\$ MM)



Breakdown and Core Portfolios



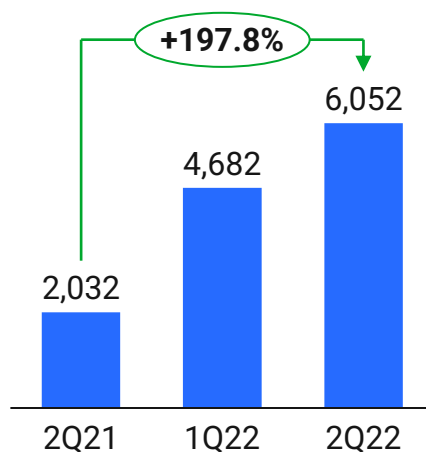
Better mix results in better defaulting ratios and higher predictability of earnings



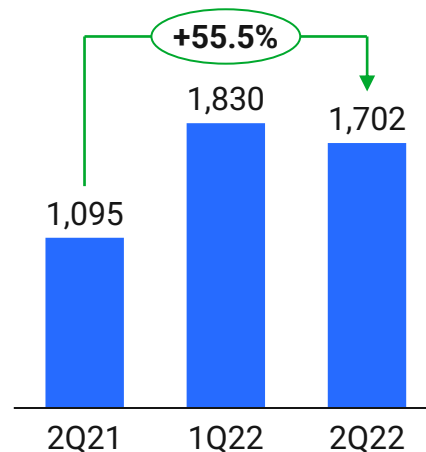
99% with the federal government as counterparty

- Personal Credit - Account Holder
- Personal Credit - FGTS
- Payroll-Deductible Loans
- Credit Card linked Payroll-Deductible Loans
- Personal Credit - Non-Account Holder
- Digital Credit Cards
- Digital Overdraft Accounts

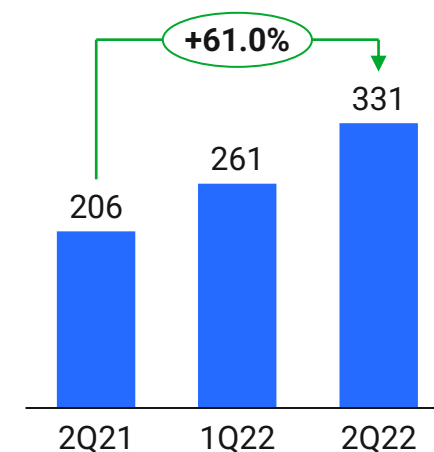
Payroll-Deductible Loans (R\$ mm)



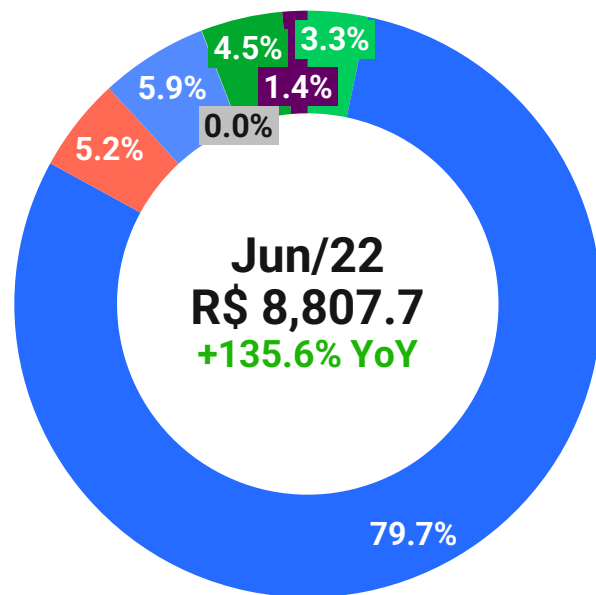
Personal Credit Account Holder (R\$ mm)



Credit Card linked Payroll-Deductible Loans (R\$ mm)



Funding Evolution



- Demand Deposits
- Time Deposits (CDBs)
- Time Deposits (DPGEs)
- Financial Bills (LF)
- Interbank Deposits
- Interbank Deposits (DPGEs)
- Credit Assignment

834 days
Average Term
Time Deposits
Jun/22

94%
No Liquidity
Time Deposits
Jun/22



BBB+(bra), Outlook: Stable
National Long-Term Rating



BBB+(bra), Outlook: Positive
National Long-Term Rating

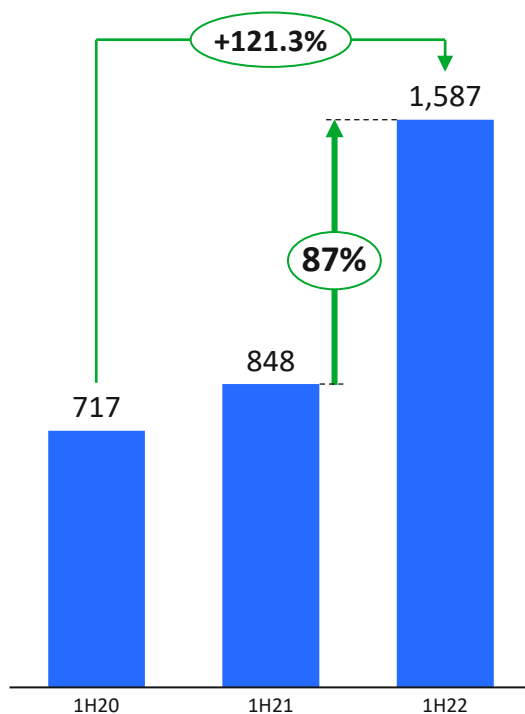


BRCP 1, Excellent Disclosure
Risk Rating

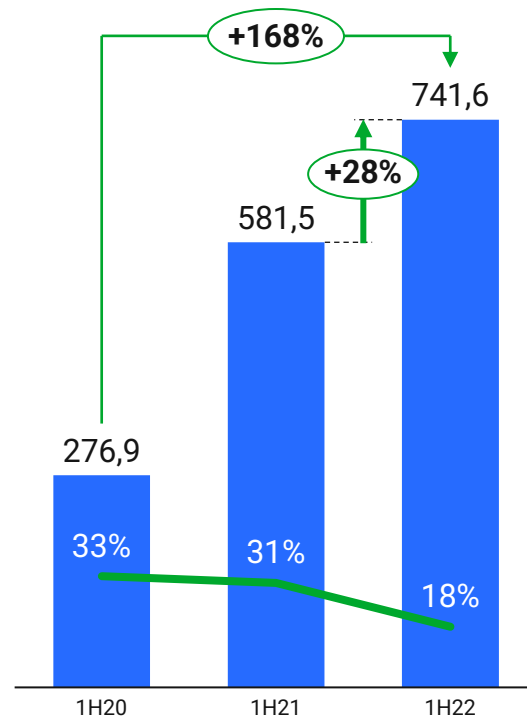
Key Indicators



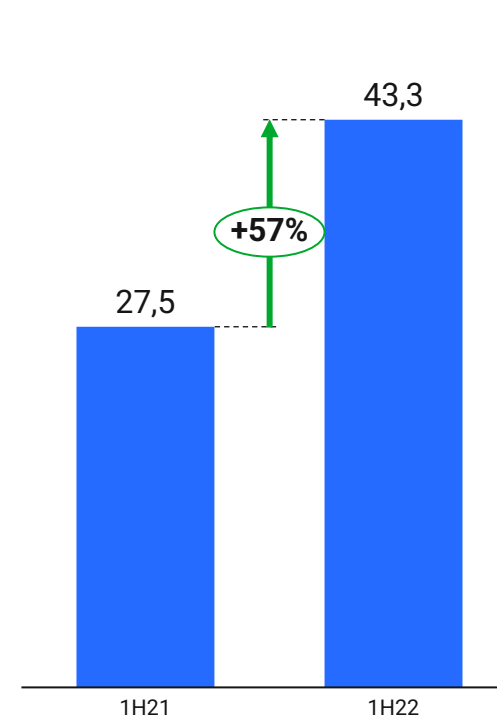
Total Revenues (R\$ mm)



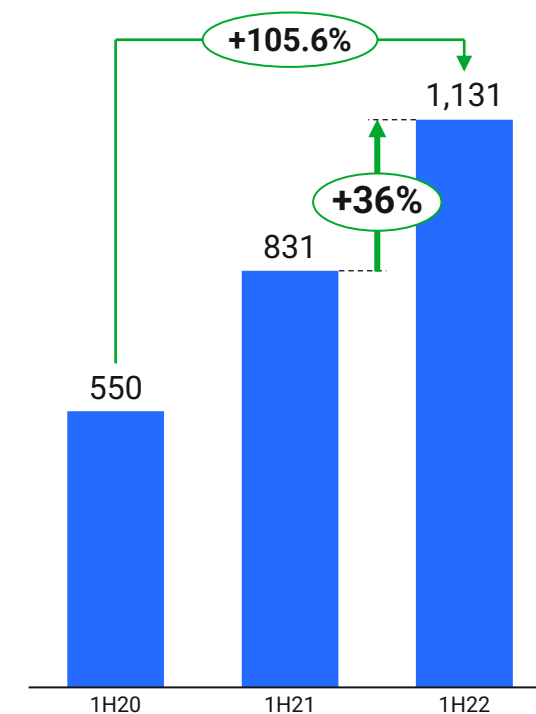
NII and NIM (R\$ mm)



Net Income (R\$ mm)



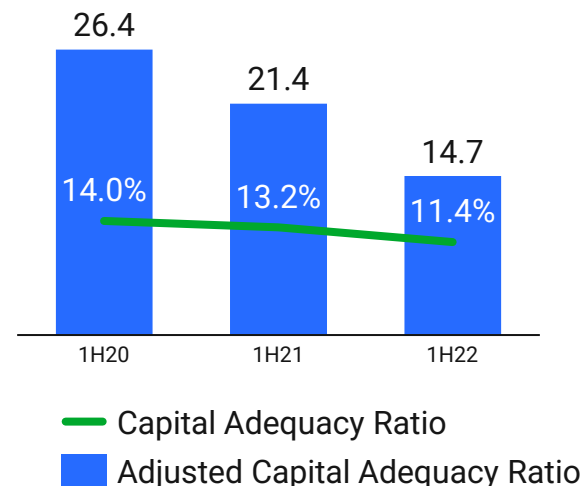
Net Equity (R\$ mm)



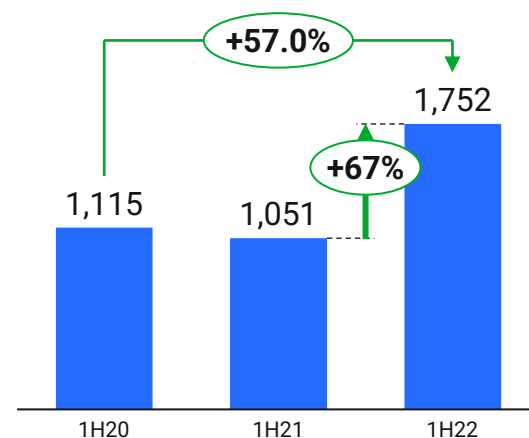
Capital Adequacy and LCR



Capital Adequacy Ratio %



Cash Position (R\$ mm)



In millions of Reais, unless otherwise stated

	Jun/22	Mar/22	Jun/22
Referential Equity - Tier I	816,0	811,2	667,1
Core Capital	816,0	811,2	667,1
Referential Equity	920,5	870,9	707,8
Referential Equity - Tier II	104,6	59,8	40,7
Credit Risk-weighted Assets	5.248,7	4.624,8	2.510,5
Market Risk-weighted Assets	50,4	40,1	9,6
Operational Risk-weighted Assets	2.740,3	2.740,3	2.741,2
Risk-weighted Assets	8.039,5	7.405,2	5.261,3
RBAN	65,5	45,1	103,7
Capital Adequacy Ratio (RE/RWA)	11,5%	11,8%	13,5%
Expanded Capital Adequacy Ratio (RE/(RWA+RBAN))	11,4%	11,7%	13,2%
Adjusted Operational Risk-weighted Assets	980,1	980,1	786,7
Adjusted Risk-weighted Assets	6.279,2	5.645,0	3.306,9
Adjusted Capital Adequacy Ratio	14,7%	15,4%	21,4%

As result from the progress of Agi's business model, the Brazilian Central Bank authorized the methodology change for the capital allocation to operational risks exposure (RWAopad) from July 2022 onwards.

Key Takeaways



Well-positioned in a massive and low-risk +R\$500 billion payroll credit market, with captive access to 36mm+ beneficiaries who generate an R\$16 billion total cash-in opportunity from public payroll payments in 2021¹



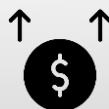
Major neobank with strong unit economics and monetization levels (~20x LTV/CAC), empowering Brazilians to go digital



Founded 20+ years ago by a visionary, led by solid and experienced team and supported by top-tier financial sponsor



Differentiated go-to-market strategy with strong moats, powered by 882 smart hubs, 70+ NPS in high-touch customer service and high-quality technology infrastructure allowing for a 3-minute account opening and 100% digital payroll loan borrowing



Superior financial profile with a very capital efficient strategy, strong profitability and outsized growth, with 128% YoY credit portfolio growth and 114% YoY total assets growth



Complete platform positioned to capitalize on flywheel effects to explore a R\$645 billion revenue pool opportunity across insurance, investments and marketplace



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