BANCO MERCANTIL

INSTITUTIONAL PRESENTATION

83 YEARS

Founded in 1943, Mercantil has strength and longevity in its DNA, which demonstrates its stability and growth in the banking sector

INNOVATION

Through our people and technology, we can change, reinvent ourselves and continue to grow

Strength

- **BRL 25.3B** Credit Portfolio
- **39.4%** ROAE[1] LTM
- **10.6M** Clients
- **4.1%** NPL > 90 days
- **18.5%** Basel III Ratio

BANCO MERCANTIL

Growth

- **+1.4x** Clients 3 years
- **+1.9x** Credit Portfolio 3 years
- **+2.6x** Service Revenue 3 years, LTM
- **+3.3x** Net Income[1] 3 years, LTM
- **5°** Largest payer of Social Security Benefits

We Combine Growth and Sustainable Profitability

[1] Excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)



83 YEARS OF HISTORY

1943
Established in Curvelo, MG

1953
Acquisition by the Araújo family

1955 - 1974
Expansion and acquisitions

- Banco Industrial de Minas Gerais
- Banco Santa Cruz e Metrópole
- Banco Industrial de Campina Grande
- Banco Mercantil do Brasil do Rio de Janeiro

1977
IPO

2009
First victory in the INSS auction

2019
Cultural transformation

2021
Migration to Level 1 of B3 (Brazilian stock exchange)

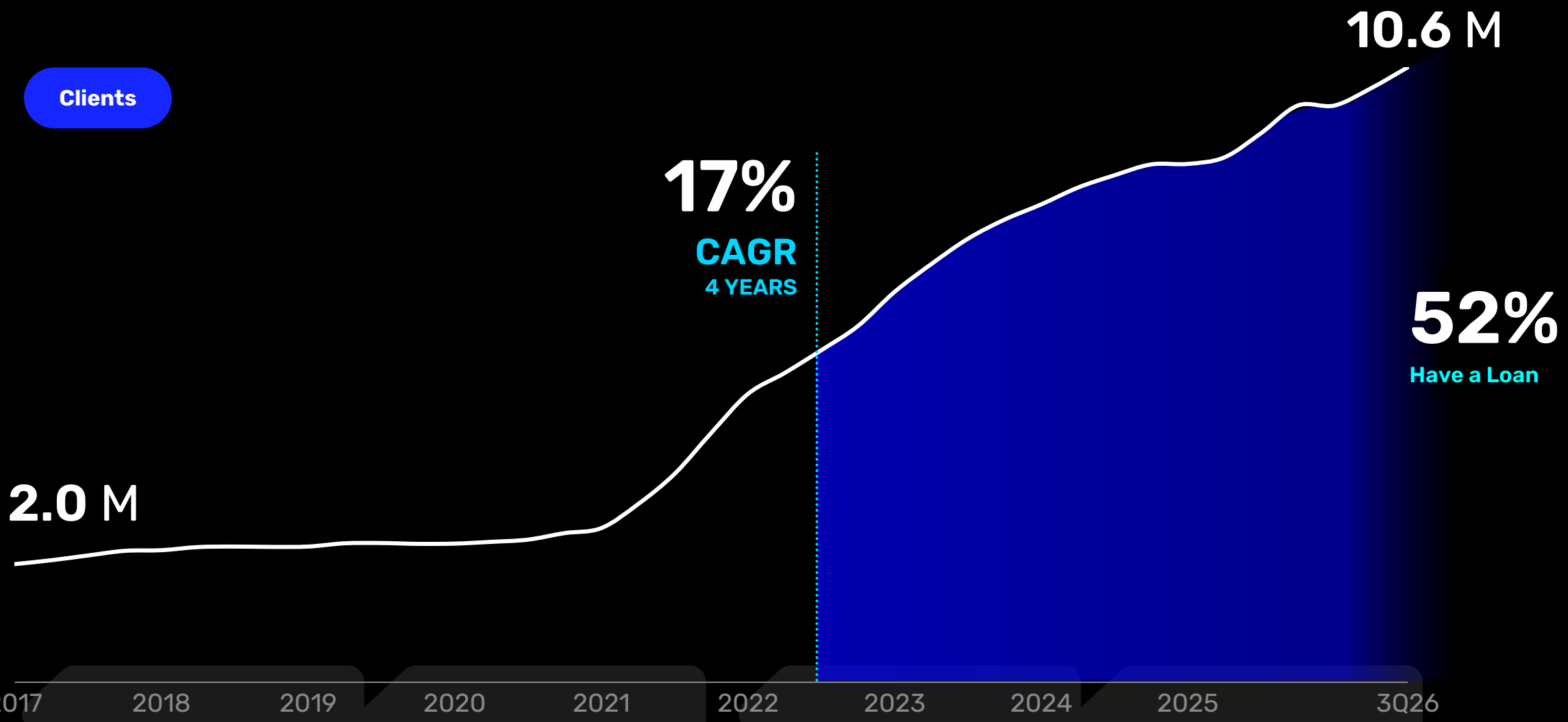
5th largest benefits payer in the country

2023
New headquarters and new visual identity

Name change to Banco Mercantil

2026
16° Consecutive record quarter result

Over the past few years, Banco Mercantil underwent a significant strategic repositioning



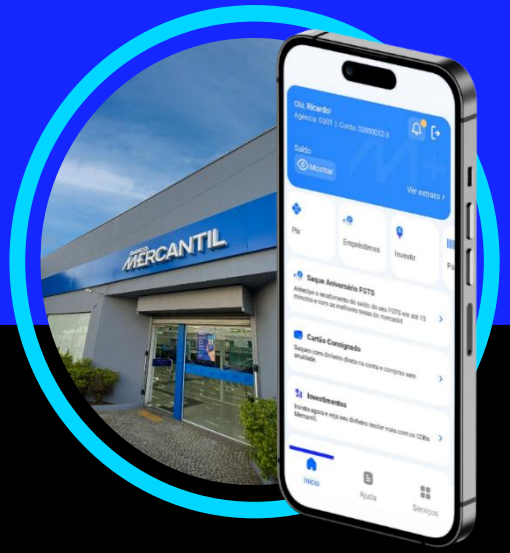
50+

CLIENTS CHOOSE BANCO MERCANTIL

FOCUS

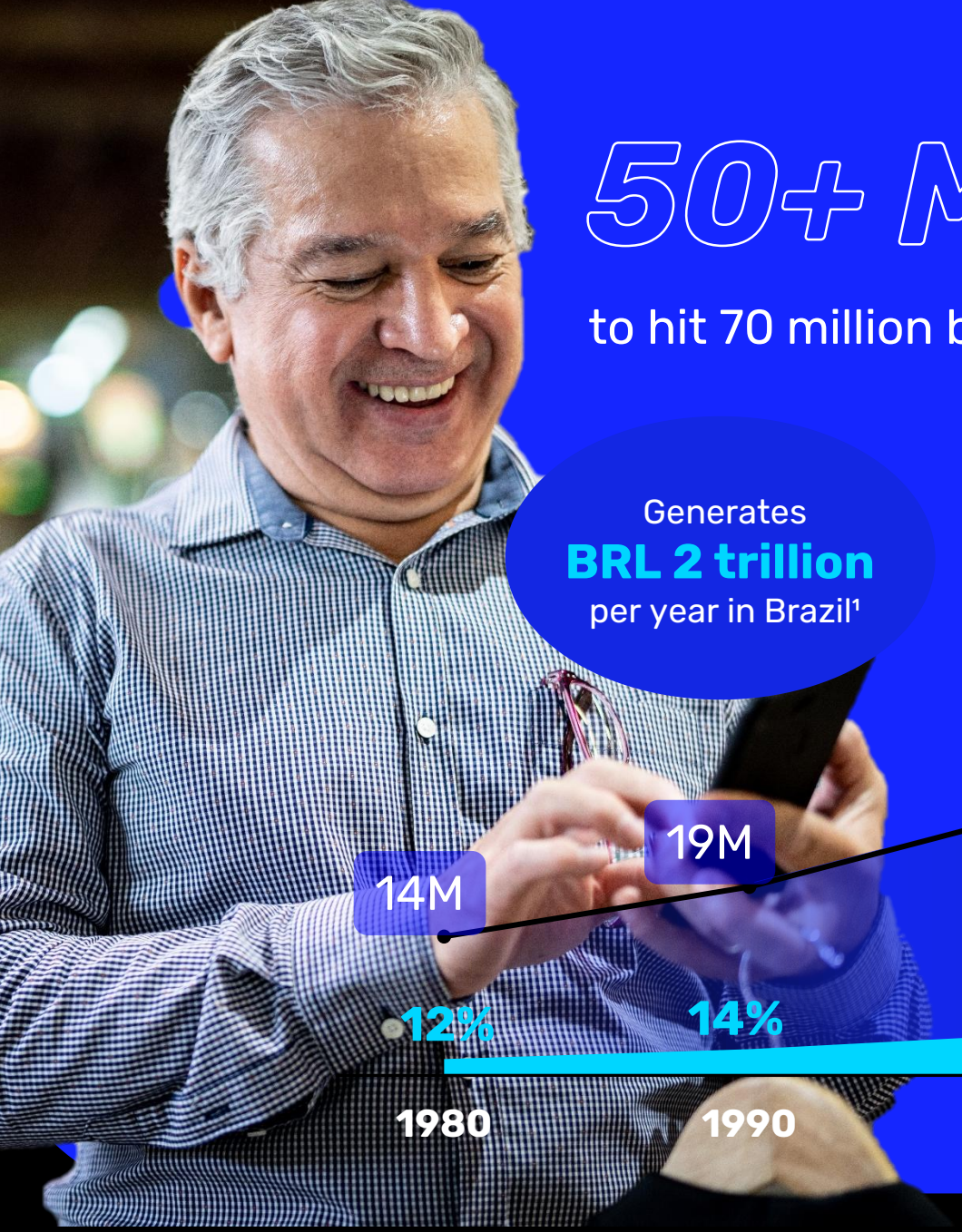


CONVENIENCE



SIMPLICITY

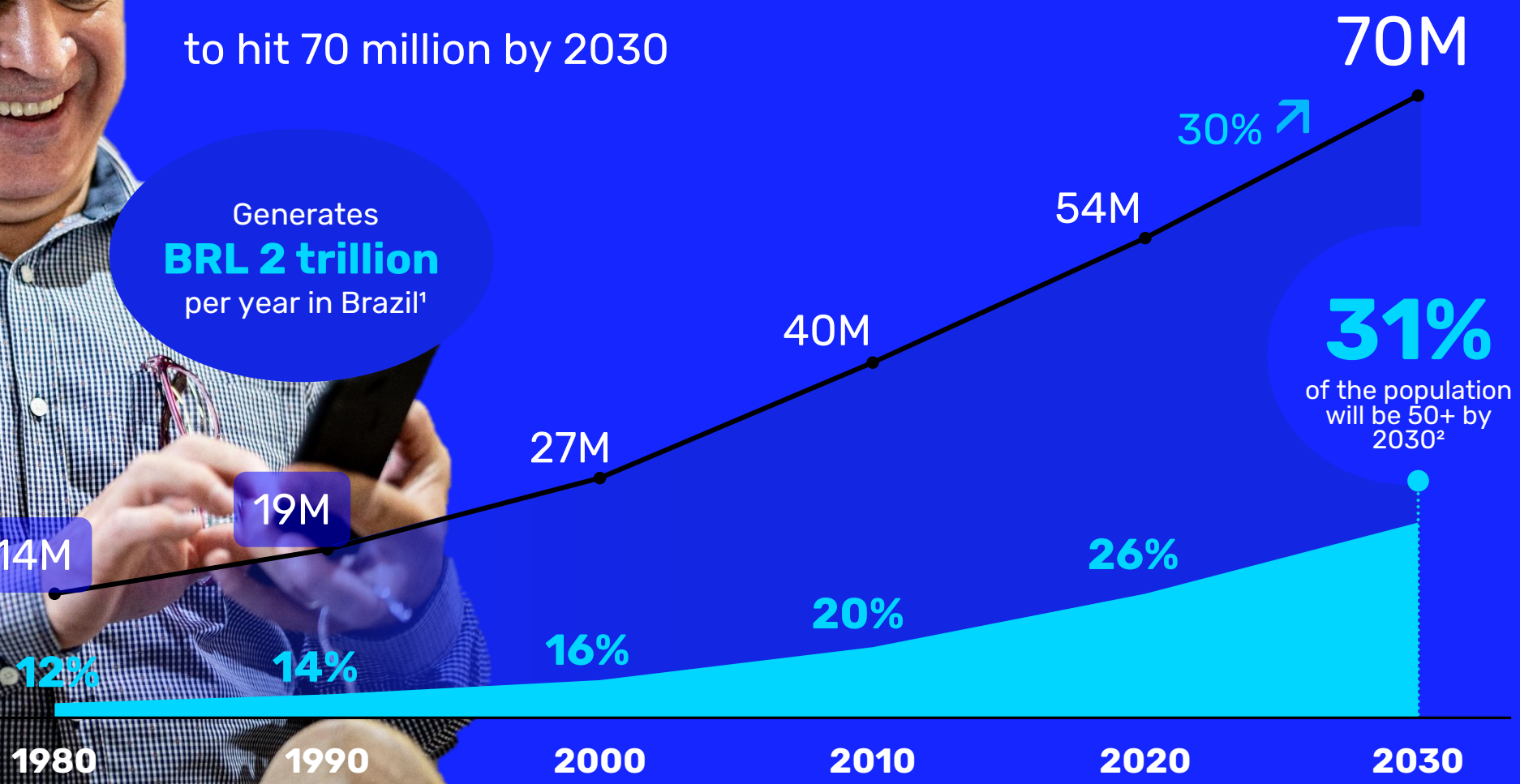




50+ MARKET

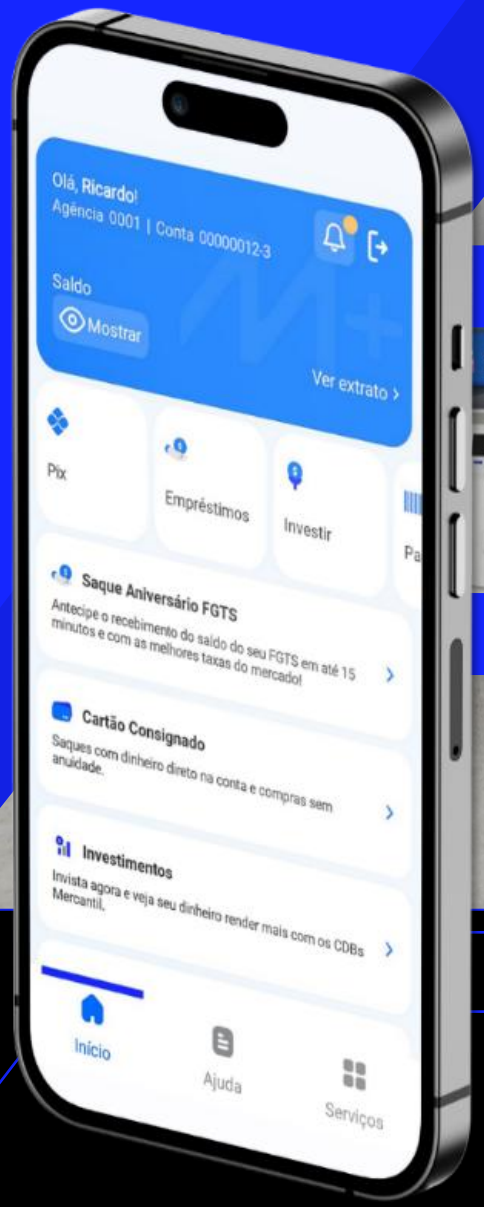
to hit 70 million by 2030

Generates
BRL 2 trillion
per year in Brazil[1]



Source: [1] Data8 [2] IBGE

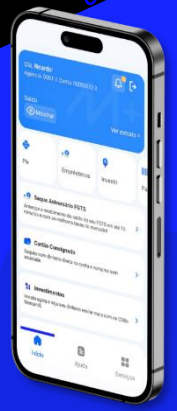
COMBINING *PHYSICAL* PRESENCE WITH THE SIMPLICITY OF *DIGITAL*



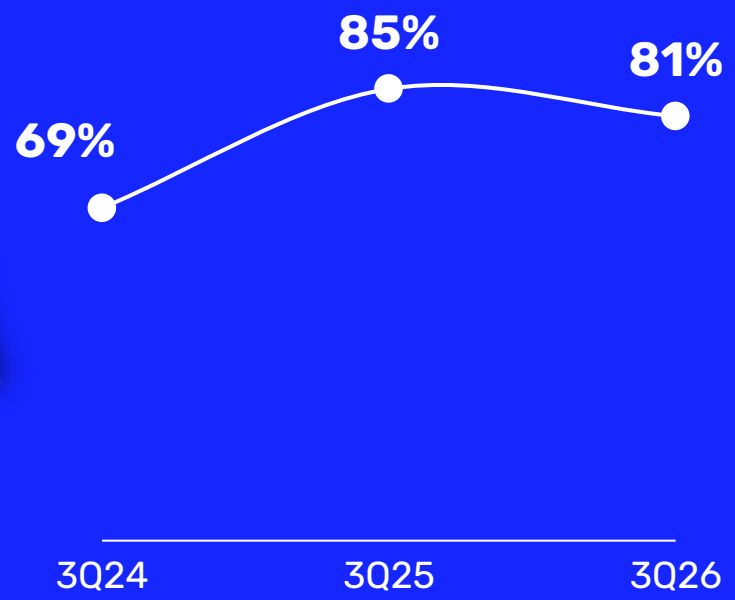


Customer digitalization has been one of the main driver of our growth

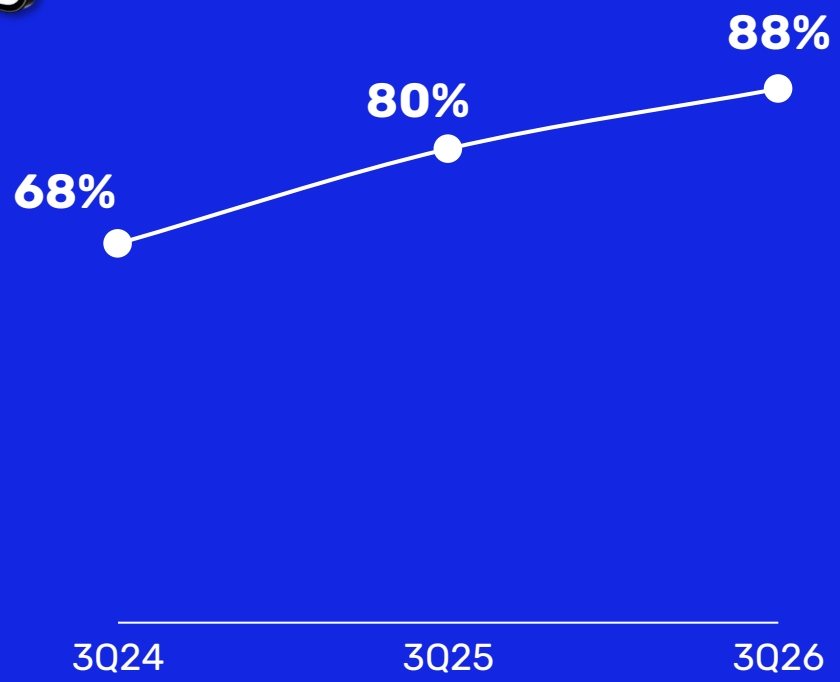




% of Digital Loan Origination
App and WhatsApp



App Adoption
% of new customers





Through our own stores, we operate in twenty five states[1] across the country

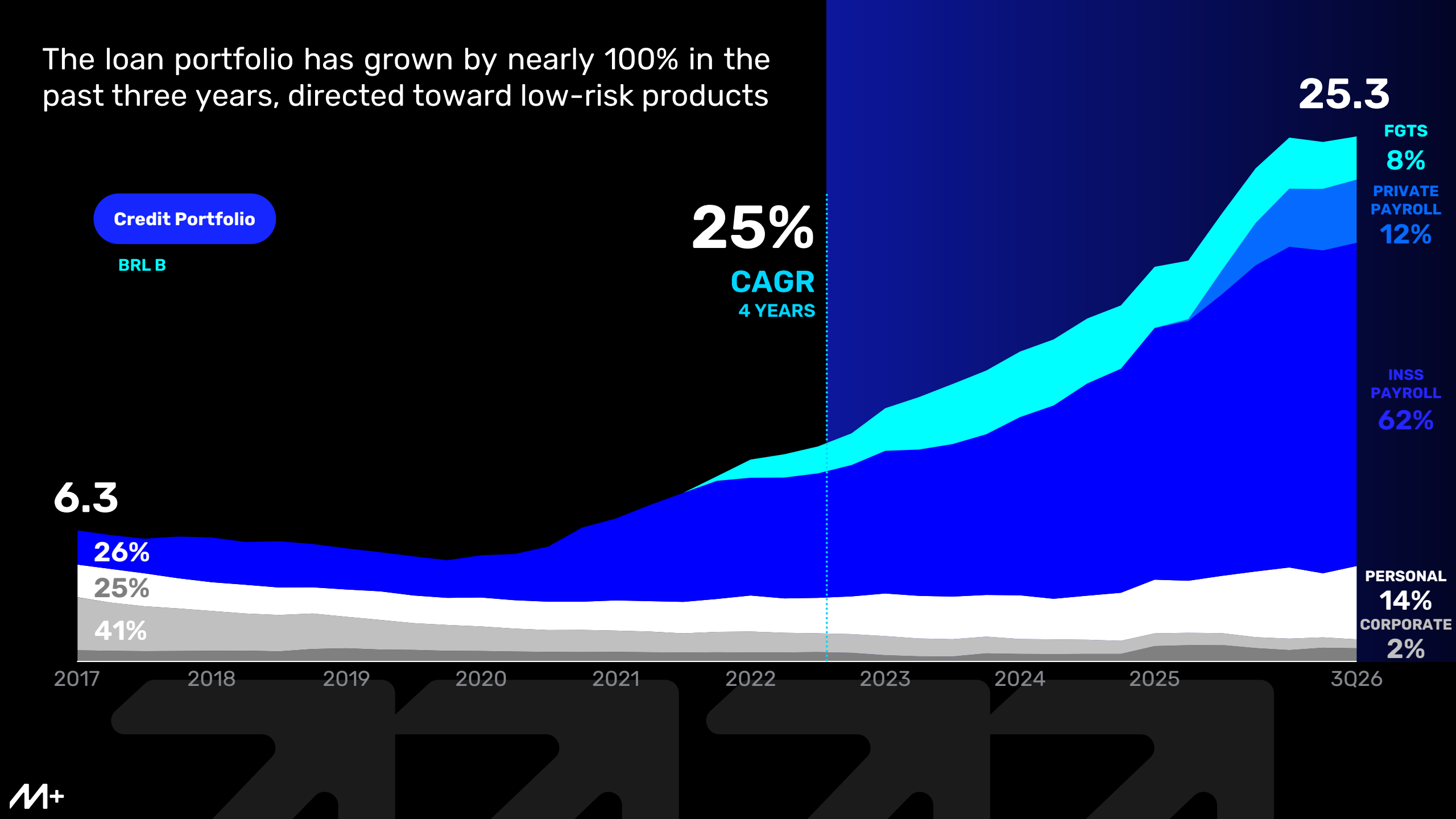
BANCO MERCANTIL

352

Branches

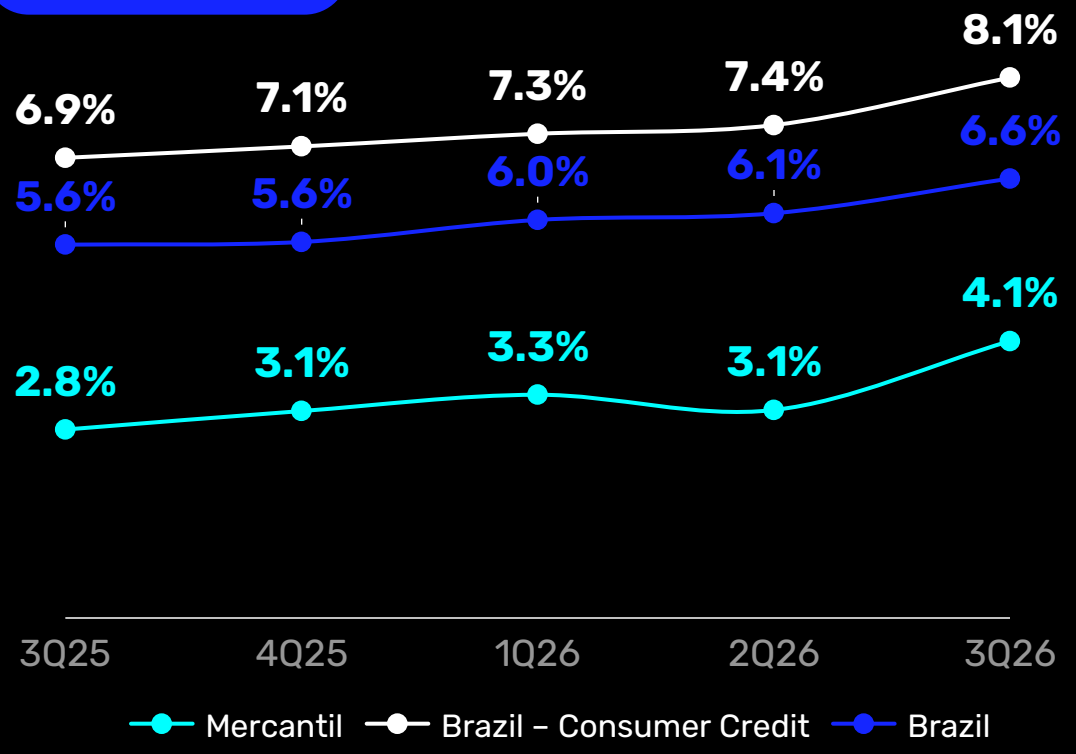
[1] 24 States + Federal District

The loan portfolio has grown by nearly 100% in the past three years, directed toward low-risk products

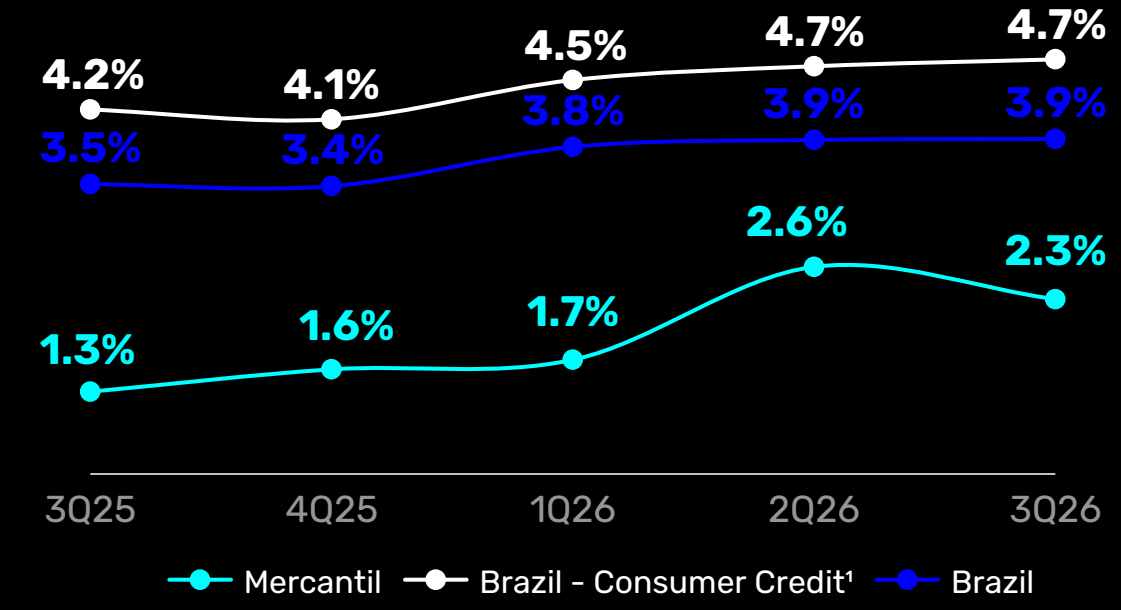


Delinquency levels remain controlled and below the market average

NPL > 90 Days (%)

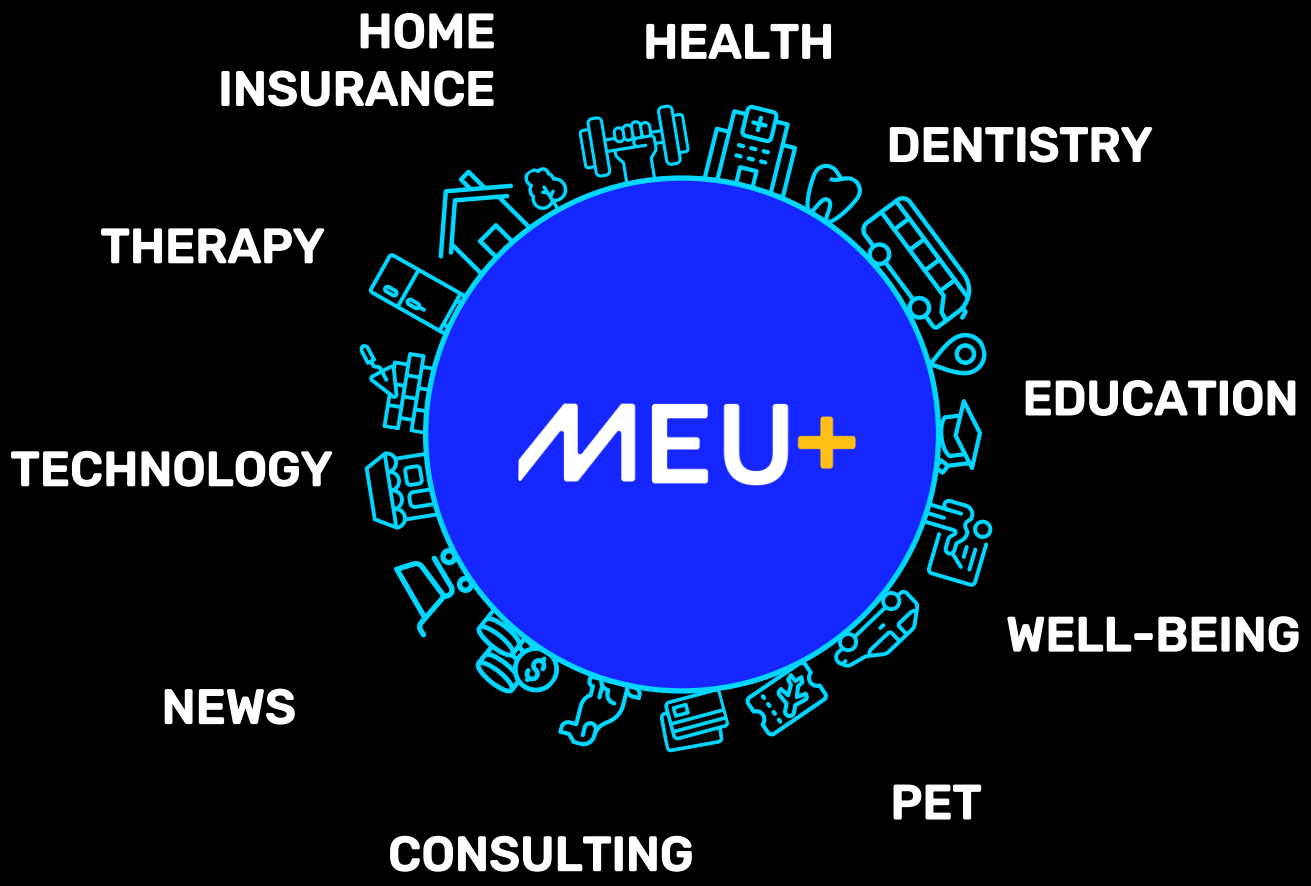


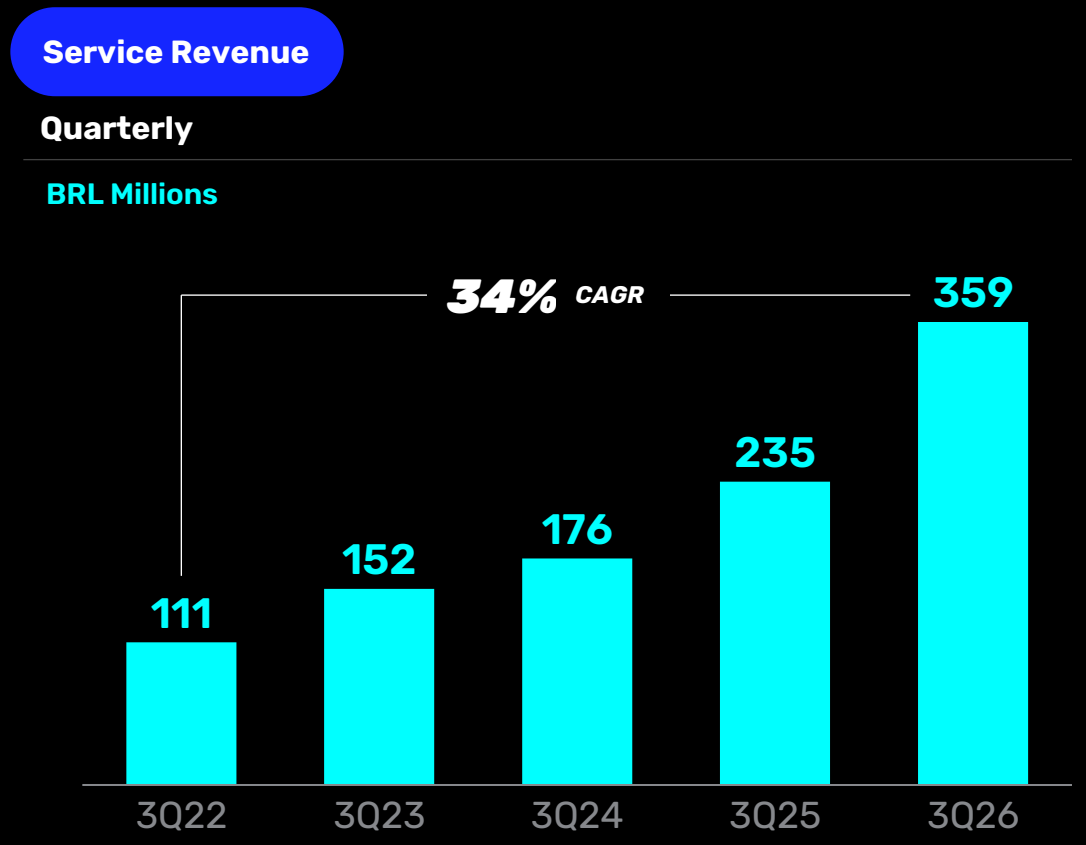
NPL > 15 – 90 Days (%)



¹ Source: Central Bank of Brazil

The primacy in customer relationship also contributed to the significant increase in service revenue

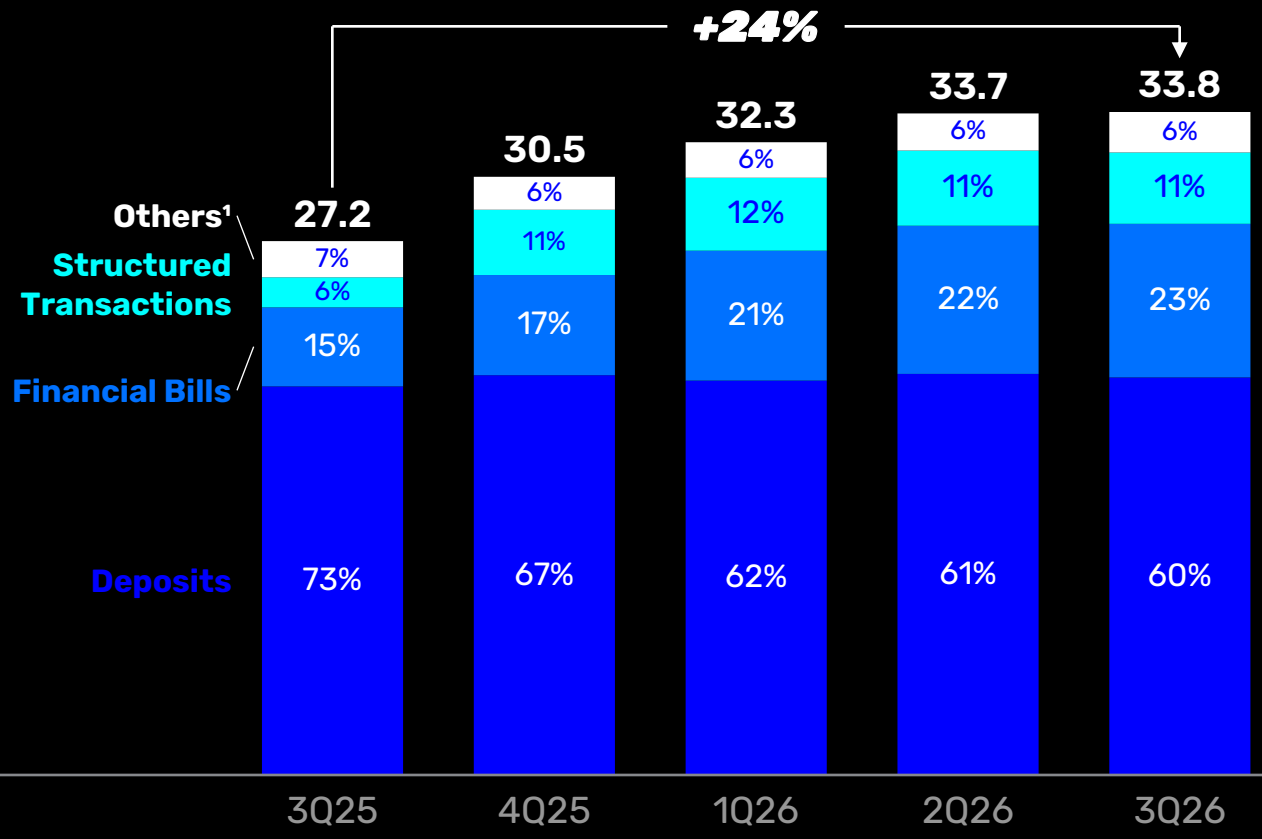




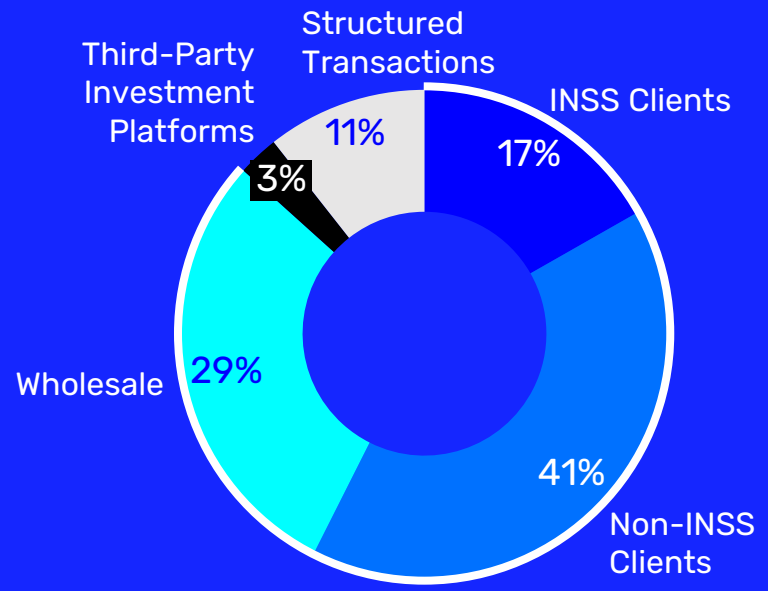
Our funding lines are diversified and dispersed

Funding Balance

BRL Billions



Funding Sources

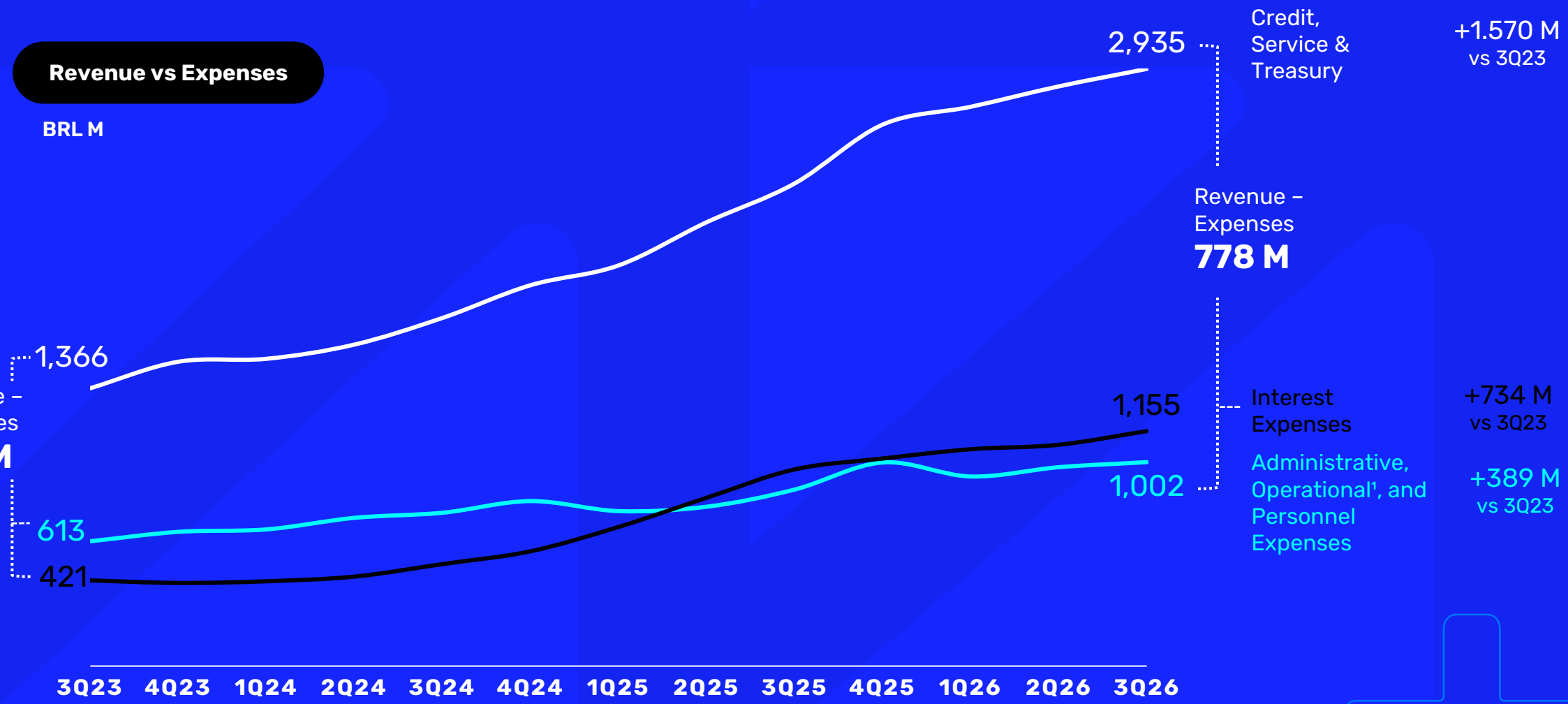


87%

Own Network

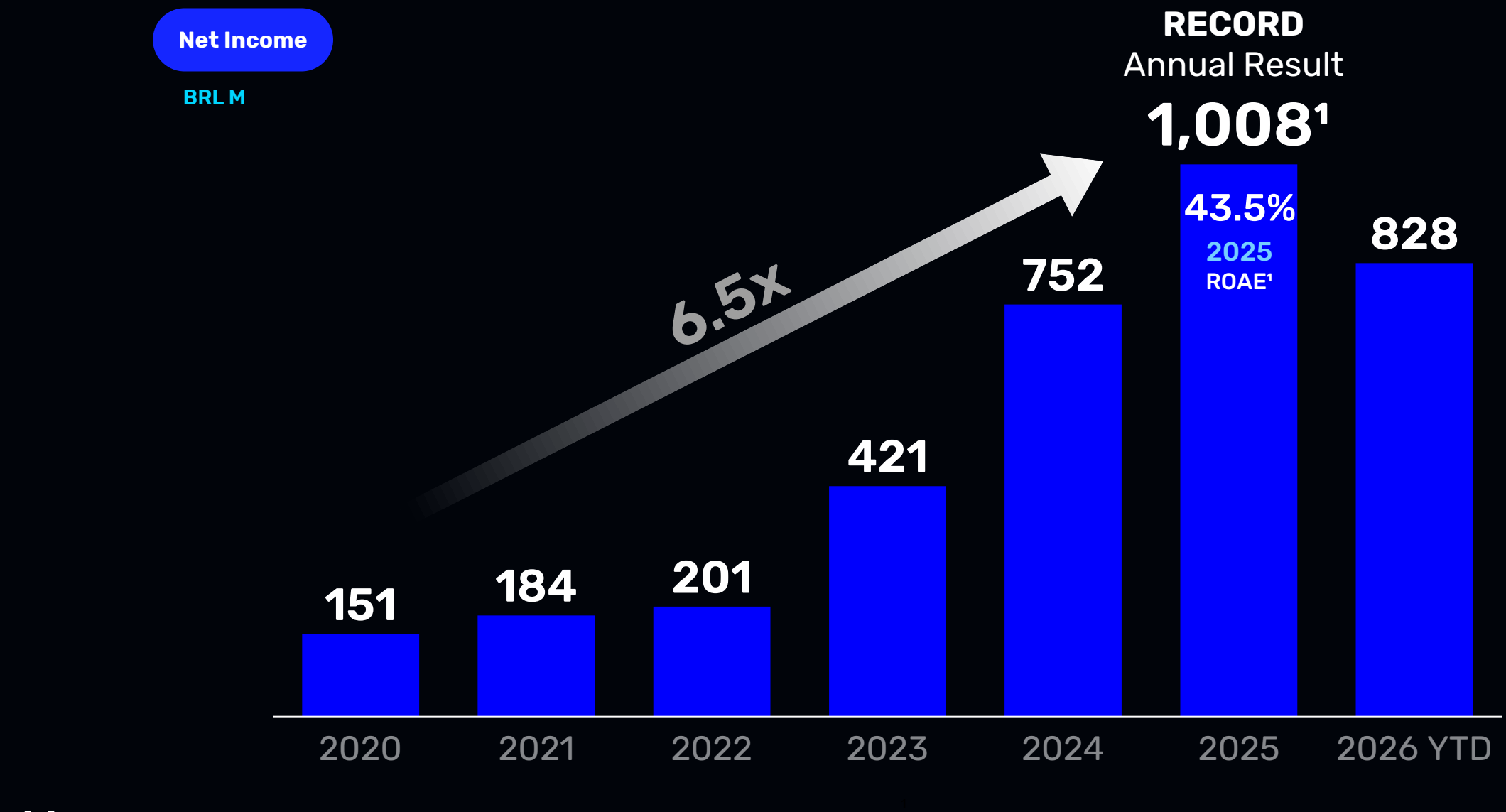
¹ Savings, Demand Deposits, Interbank Deposits, Subordinated Financial Bills (LFS).

Credit and service revenue are growing at a faster pace than expenses



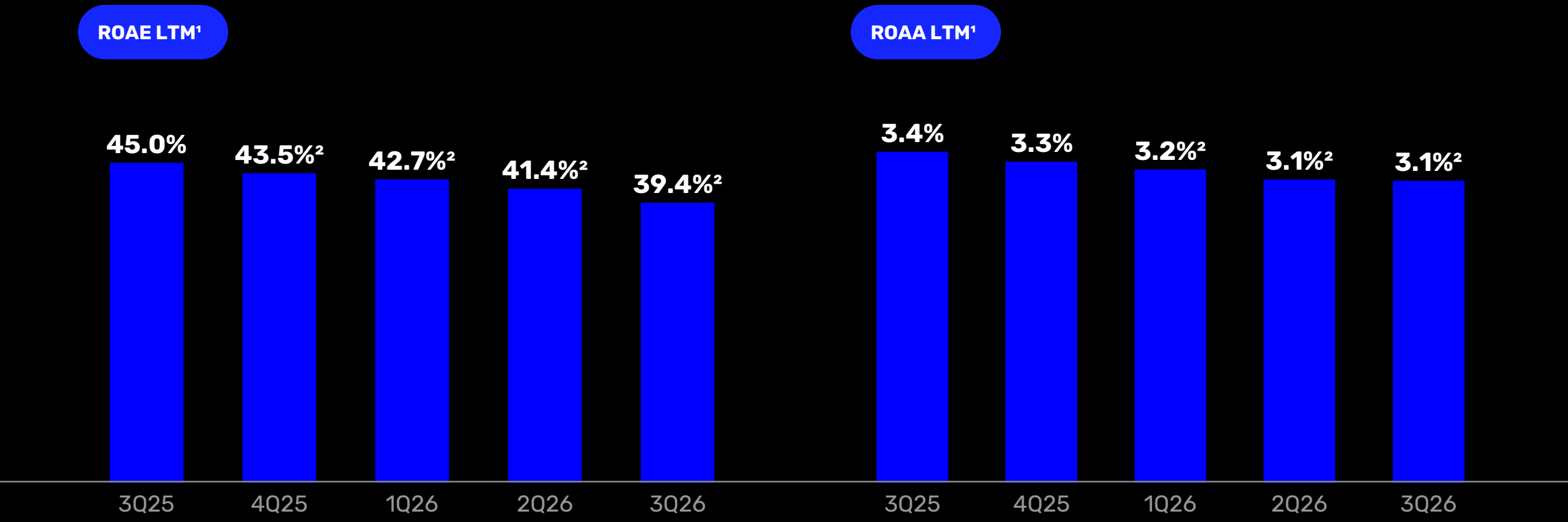
[1] Excluding impacts on the 4Q25 related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

In 5 years, net income has grown by 6.5 times



¹ Recurring earnings, excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

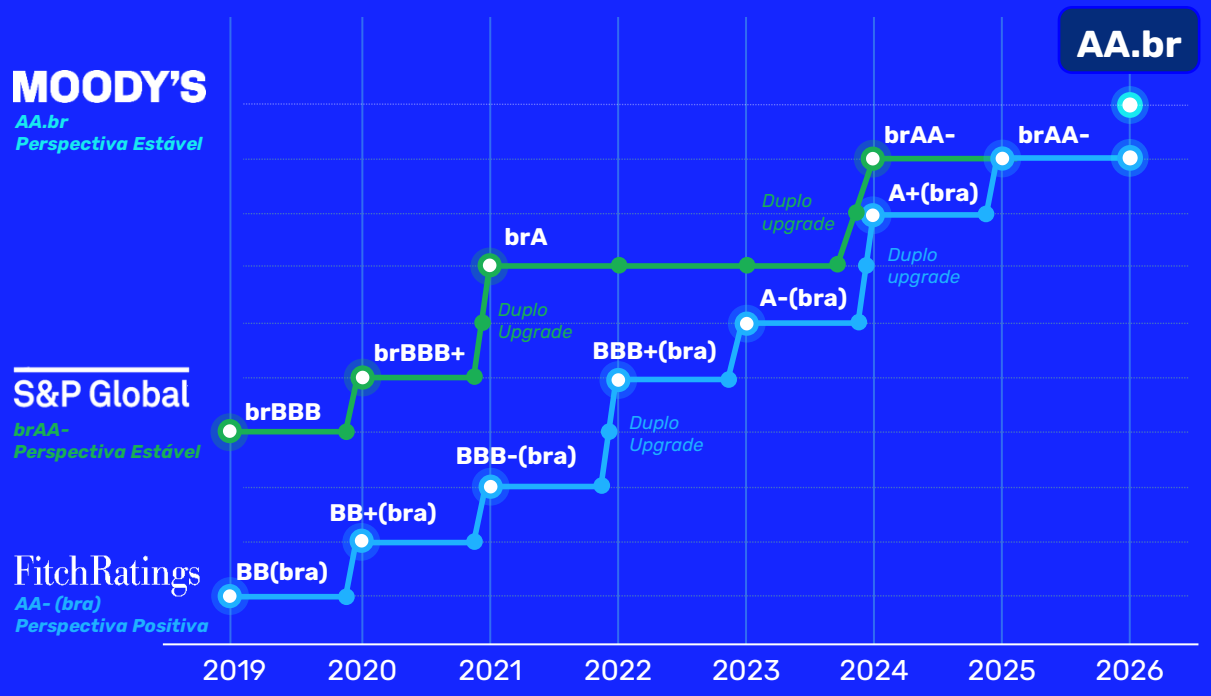
Over the past 12 months, profitability metrics also remain in excellence level



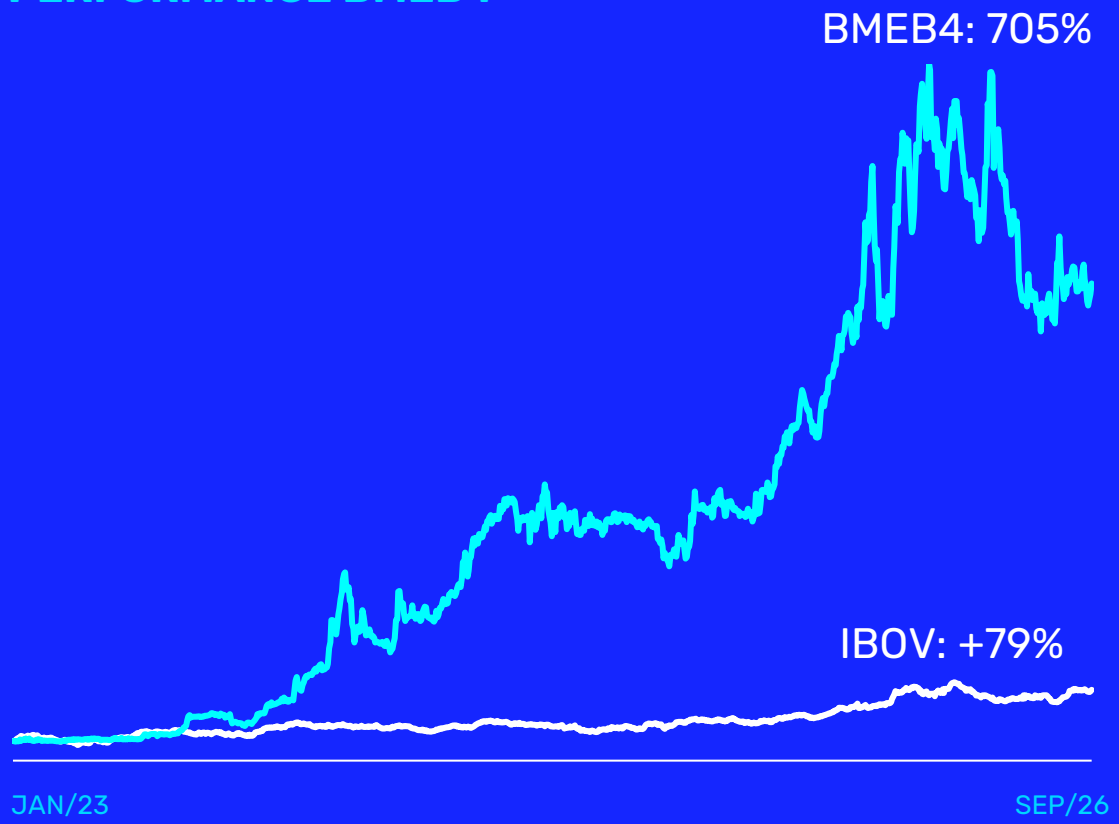
¹ LTM = *Last Twelve Months*
² Recurring earnings, excluding impacts related to the agreement executed with the Procuradoria Geral da Fazenda Nacional (PGFN)

The evolution of Mercantil's business model has been recognized through **credit rating upgrades**, as well as an appreciation in **stock price**

RATINGS



PERFORMANCE BMEB4



The **best choice** for an **aging population investment thesis**

BANCO MERCANTIL



- The **most digital payroll loan operation** in Brazil
- A branch network **fully compliant** with **INSS requirements**
- **The most complete ecosystem** for the **50+ segment**
- Unique retail distribution, ensuring **cheaper funding**
- **Strong** and **recognized brand** among the **50+ segment**
- The **only mid-sized bank** with access to the **entire INSS beneficiaries base**
- **Consistent** results with **low volatility**
- Execution aligned with the **reputation** of an institution with more than **80 years of history**

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The tables and charts in this report display balances and accounting values, as well as financial and managerial figures. Relative rate variations are calculated before the rounding procedure. Rounding is carried out according to IBGE Resolution 886/66 standards: if the decimal digit is equal to or greater than 0.5, the value is rounded up; if it is less than 0.5, the value is rounded down.

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CMN Resolution 4,966, effective as of January 1, 2025, introduced changes to risk classification and provisioning criteria. Therefore, the data for the following quarters reflects a new methodological basis and may present comparability limitations with previous periods.

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