

**BMGB** B3 LISTED N1

# INSTITUTIONAL PRESENTATION

1Q25



# Solidity and tradition throughout 94 years

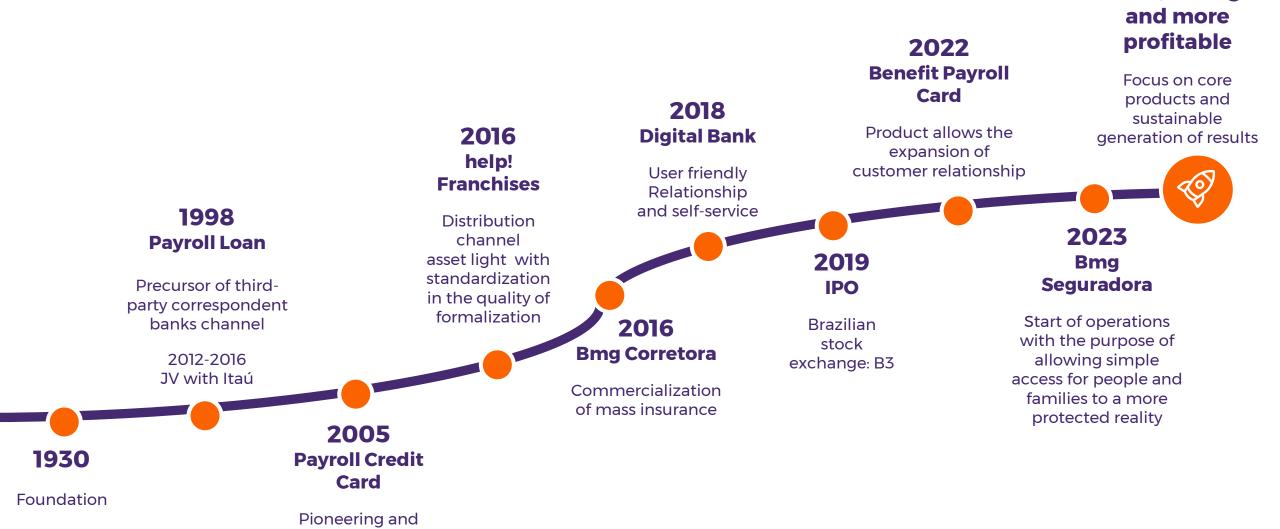


2023

**Better, stronger** 

Strong and long-lasting brand

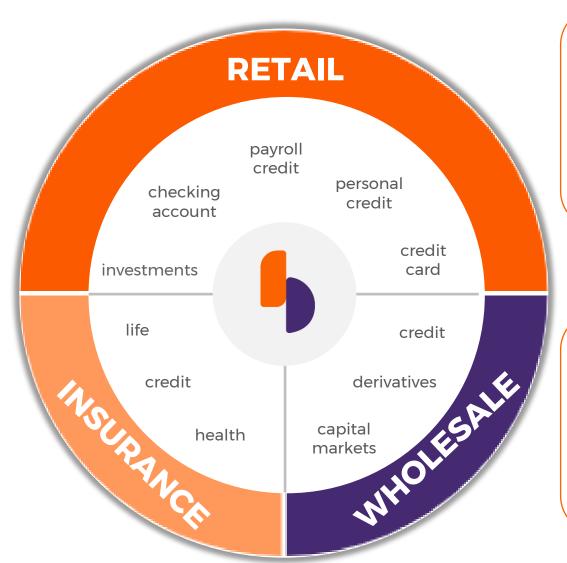
leader



# **Bmg at-a-glance**



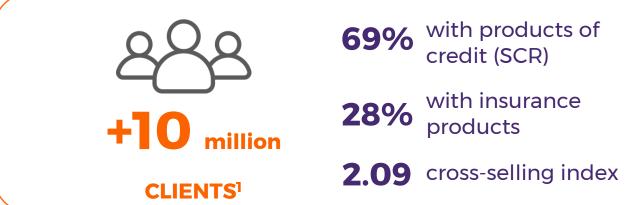
#### **Products and Services**



#### **Relationship Channels**



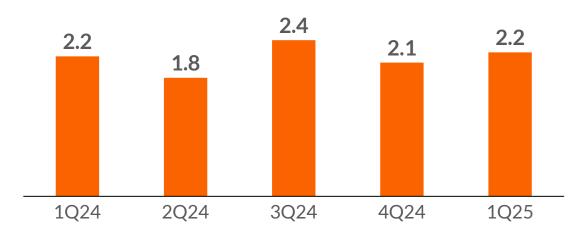
#### Clients



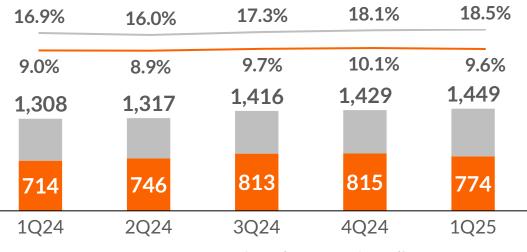
# **Operations evolution**



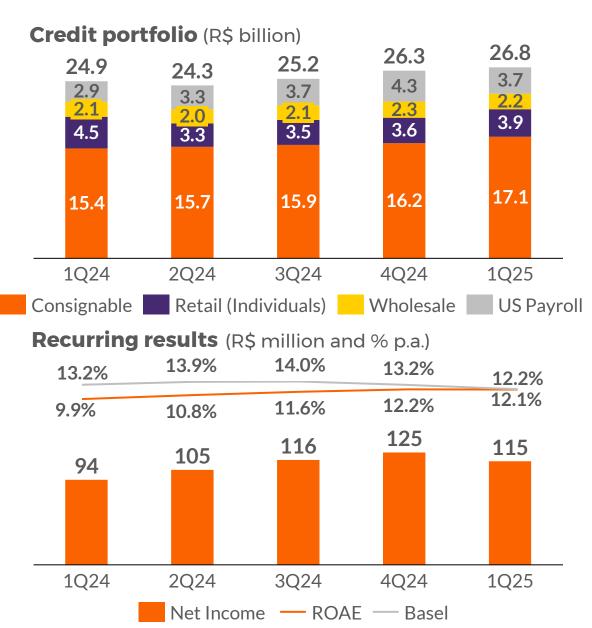




#### Net interest margin (R\$ million and % p.a.)





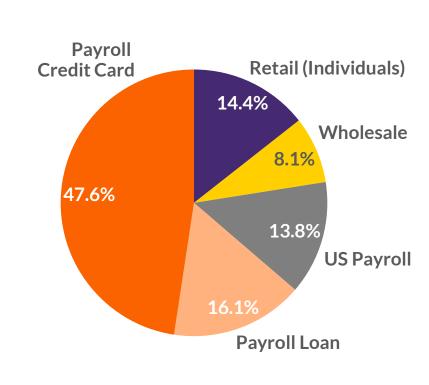


# Diversification of the credit portfolio



#### Secured loans (payroll + FGTS) represent 71% of the portfolio

Credit Portfolio (R\$ million)	1Q25	4Q24	Δ%	1Q24	Δ%
Payroll products	17,076	16,164	5.6%	15,422	10.7%
Payroll Credit Cards	12,759	12,519	1.9%	12,051	5.9%
Payroll Loan	4,316	3,644	18.4%	3,371	28.1%
Retail (Individuals)	3,860	3,588	7.6%	4,450	-13.3%
Wholesale	2,176	2,251	-3.3%	2,089	4.1%
Companies	837	857	-2.3%	643	30.0%
Structured Operations <sup>1</sup>	1,339	1,394	-4.0%	1,446	-7.4%
Brazil Credit Portfolio	23,111	22,002	5.0%	21,962	5.2%
US Payroll <sup>2</sup>	3,706	4,334	-14.5%	2,910	27.3%
Total Credit Portfolio	26,817	26,336	1.8%	24,872	7.8%



<sup>1.</sup> Refers to the anticipation of receivables from commissions paid by Bmg to banking agents and franchisees, and anticipation of TV broadcasting rights to soccer clubs. | 2. The balance of this portfolio fluctuates based on the portfolio's value in U.S. dollars and exchange rate variations during the period, however, the Bank does not bear foreign exchange exposure risk on this portfolio.

# **Quality of credit portfolio**



#### **Entry into force of Res. 4,966**

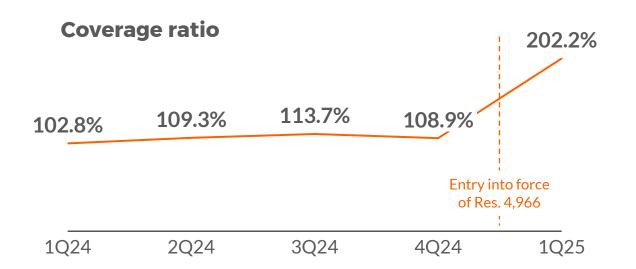
Increase in provision balance by **R\$1.2 billion** on 01/01/2025

Breakdown of the loan portfolio by stage:

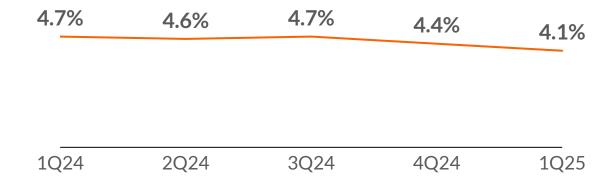
 Stage 1
 90.8%

 Stage 2
 3.2%

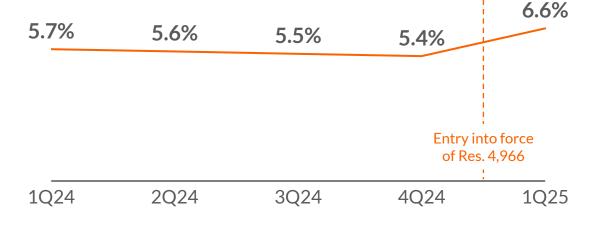
 Stage 3
 6.0%



#### NPL - Over90



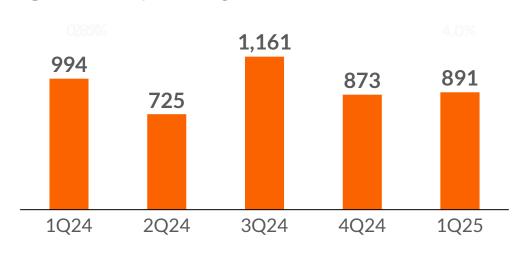
#### **Provision expenses net of recovery**<sup>1</sup>



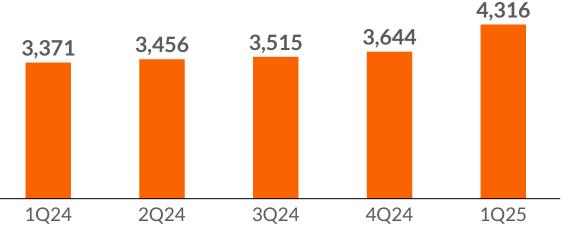
# Payroll Products payroll loan



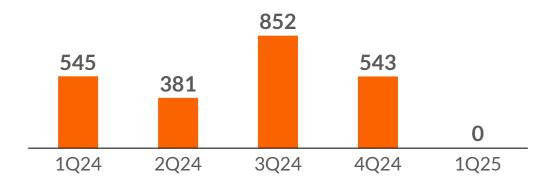
#### **Origination: Quarterly released amount<sup>1</sup>** (R\$ million)



### Credit portfolio (R\$ million)



#### **Quarterly assigned amount<sup>2</sup>** (R\$ million)



#### **Characteristics of the portfolio**

Average interest rate: 1.7% p.m.

95% of the portfolio in INSS

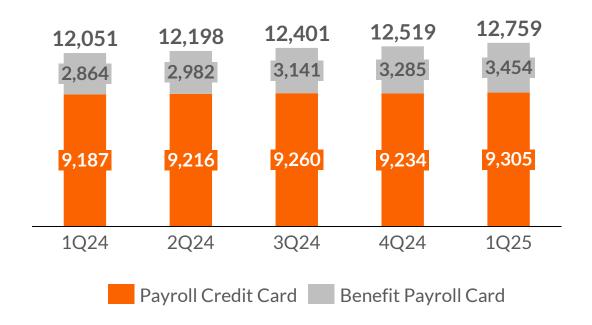
# Payroll Products payroll credit card + benefit payroll card







#### Credit portfolio<sup>2</sup> (R\$ million)



Characteristics of the portfolio

Average interest rate: 3.0% p.m.

Payroll credit cards: 4.9 million cards

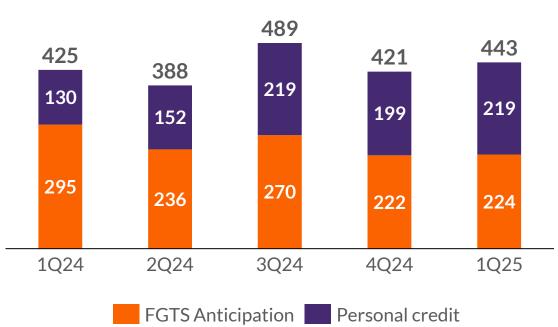
88% of the portfolio in INSS

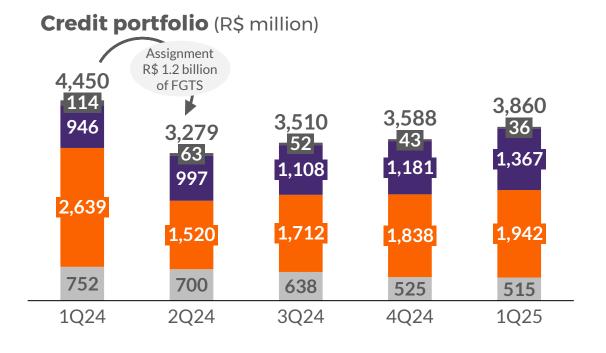
# **Retail (Individuals)**

# -

### personal credit + FGTS anticipation + credit card







Credit Card<sup>2</sup> Personal credit

FGTS Anticipation Others<sup>3</sup>

Characteristics of the portfolio

Average interest rate: 8.5% p.m.

94% of personal credit portfolio receives the benefit through Bmg

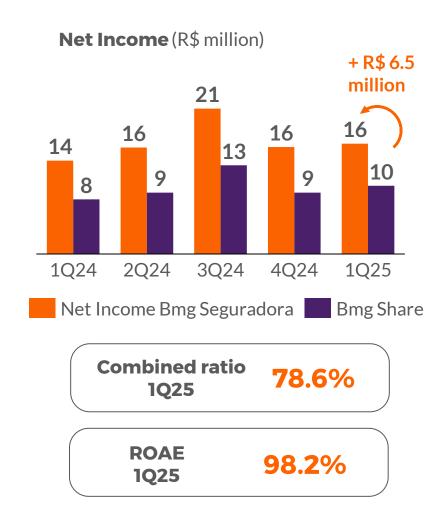
# Retail Insurance: reaching those without protection



# hbmg I SEGURADORA

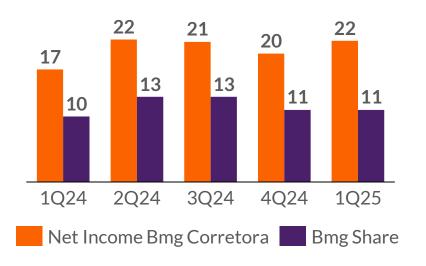
#### **Acquisition**

- Acquisition of the remaining 40% stake in Bmg
   Seguradora – Bmg will<sup>1</sup> hold 100%
- Purchase price:R\$ 64.5 million
- Impact of -10bps on Basel





**Net Income** (R\$ million)

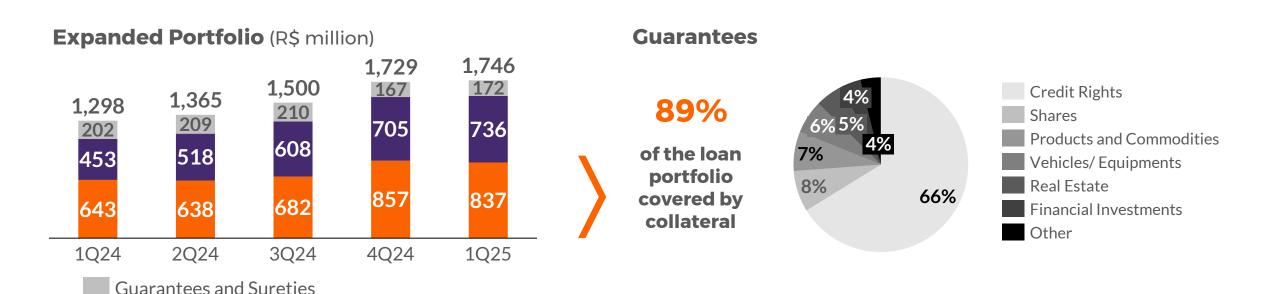


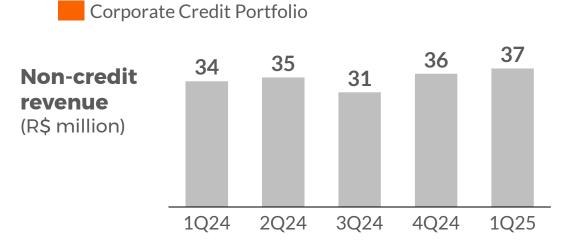
- 9.8 million of insurance policies
- **28**% of the Bank's clients with **insurance products** (+4 p.p. YoY)
- Bmg Med (telemedicine), reached 695 thousand policies (+36% QoQ)

1. Conclusion pending regulatory approvals.

# Wholesale bong + ARAÚJO FONTES







Wholesale Marketable Securities Portfolio 1

# 1Q25 | CAPITAL MARKET OPERATIONS

R\$ 100 million total amount of offers

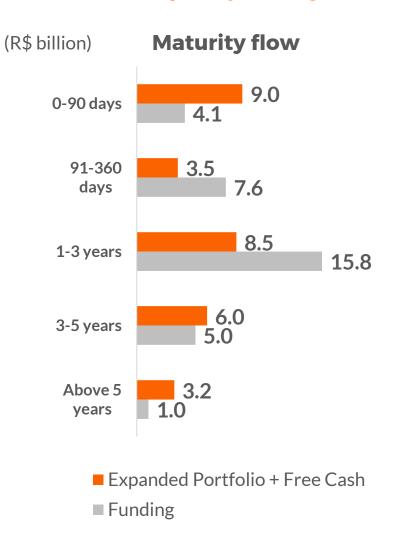


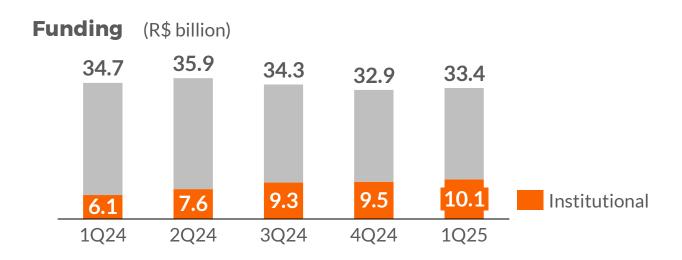
offers as lead coordinator

# Diversification of funding and reduction of the risk premium



#### **Conservative liquidity management**



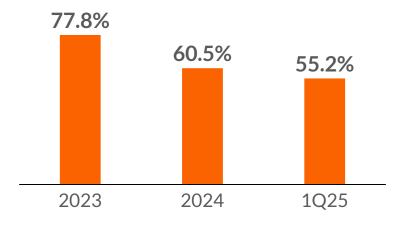


Institutional funding grew 67% YoY, accounting for 30% of the total

Reduction in the share of time deposits of 8.0 p.p.



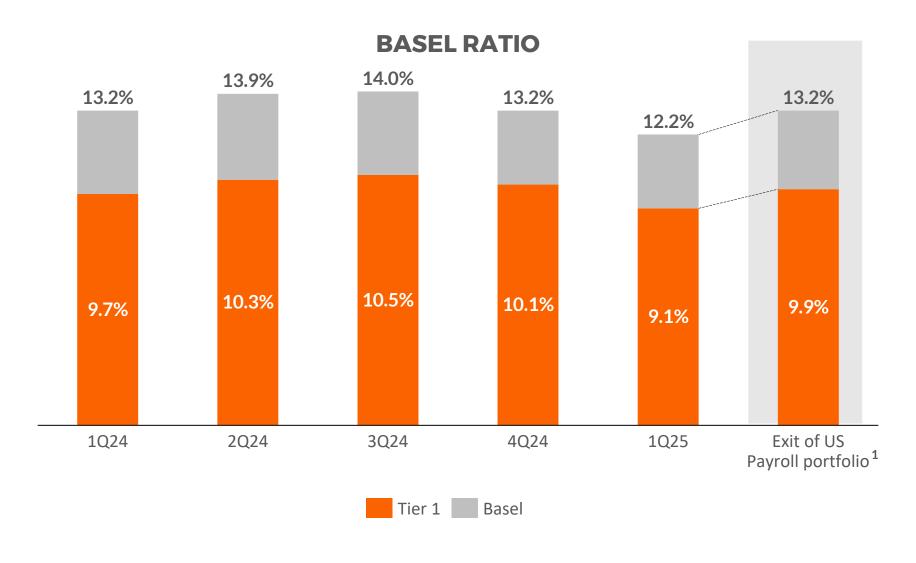
Reference Value/Reference Funding FGC trigger > 75%



1. Fundo Garantidor de Crédito

# Adequate capital level for the growth of the operations







### **Commitment to the future**

#### SOCIAL

- Publication of Bmg's Financial Education Policy.
- Marina e Flávio Guimarães Institute (IMFG): drive social transformation by promoting human development and strengthening the communities in which it operates.



Bemi Project: democratize financial education, promoting learning from childhood to old age, especially for vulnerable groups. In this quarter alone, 14,000 books were distributed.



We are the first Brazilian bank certified as an Age Friendly **Employer** 



#### Presence and recognition:











#### +Mulher 360







#### **GOVERNANCE**

• Publication of Bmg's 1st Sustainability Report (2023), based on Global Reporting Initiative (GRI) standards and Sustainability Accounting Standards Board (SASB).



Click here: 2023 Sustainability Report

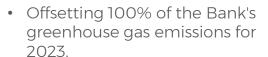
• Robust governance structure and constant evolution of the Ethics and Integrity Program. Published BMG's New Code of **Fthical Conduct.** 

Click here: New Code of Ethical Conduct

#### **ENVIRONMENT**



• Publication of Bmg's 1st Greenhouse Gas Inventory.





Standard

Verified Carbon

# Robust corporate governance structure



Shares listed on B3's Level 1 of corporate governance

- 100% of tag along for common and preferred shares
  - Board of Directors with 44% of independent members, including the president

practices beyond legal

requirements

Governance

- Permanent Fiscal Council
- Audit Committee with 33% of independent members
- ISE Quarterly Deliberation
- Publication of Annual ESG Report

#### Market cap Mar/25: R\$ 2.2 billion, +10.5% YoY

(in the same period: -2.8% IFNC and -1.4% IBOV)

Performance and Indicators	1Q25	4Q24	1Q24
Closing price (R\$) <sup>1</sup>	3.70	3.63	3.04
Average daily trading volume (R\$ million)	1.6	2.7	3.9
Price/Earnings (P/E)	5.1	5.0	6.4
Price/Book Value (P/B)	0.5	0.5	0.4

#### Dividend Yield: 10.0%

- Free float shareholder base spread out with 96k shareholders
- Market maker promoting better liquidity
- Participation in B3 Indexes: IGC Differentiated Corporate

Governance Index and ITAG - Differentiated Tag Along Stock Index

Market	
Consensus	

Buy
2

Neutral	
2	

## **Corporate governance**

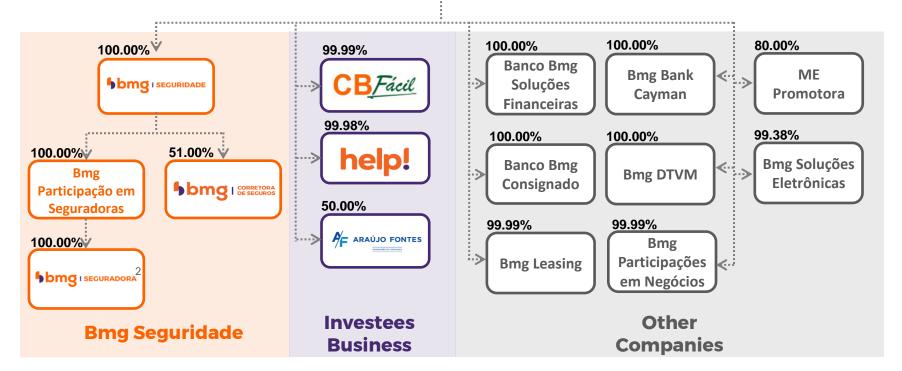


**Shareholding Composition** 

Shareholders	% Common	% Preferred	% Total
Controlling Group <sup>1</sup>	92.8%	35.8%	72.2%
Treasury stock	0.0%	0.1%	0.0%
Minority shareholders	7.2%	64.1%	27.8%
Number of shares (million)	372.7	210.5	583.2



#### **Corporate Structure**



<sup>1.</sup> The controlling block includes shareholders bound by a shareholders' agreement and other persons linked to the controlling shareholders. | 2. In April/25, Bmg announced the purchase of the remaining 40% of Bmg Seguradora. Conclusion pending regulatory approvals

## **Corporate governance**



#### Board of Directors with complementary experience & skill set

#### Olga Stankevicius Colpo



Chairwoman -**Independent Member** 

Background

pwc 🛼

#### Ricardo Annes Guimarães



Vice-Chairman

Background

4bmq

#### José Eduardo Dominicale



Vice-Chairman

Background



cîtîbank

#### **Ângela Annes Guimarães**



Member

Background



#### Antônio Mourão Guimarães Neto



Member

Background



Dorival Dourado Jr.



**Independent Member** 

Background

serasa experian

**BoaVista** 

#### **Gueitiro Matsuo Genso**



**Independent Member** 

Background



🎉 PicPay

#### Flavio Dias Fonseca da Silva



**Independent Member** 

Background





Member

Marco Antônio Antunes

Background

#### 6 committees reporting to the Board of Directors

#### **Fiscal** Council (Permanent)

**3** Sitting Members

Alternate Members

#### **Audit Committee**

3 Voting Members, of which

1 independent Monthly

Since: 2013

#### Strategy & **Innovation** Committee

9 Voting Members, of which

independent Bimonthly

Since: 2019

#### Compensation. **People and Culture** Committee

5 Voting Members, of which

1 independent Quarterly

Since: 2012

#### Risk and Capital **Management** Committee

Voting Members, of which

2 independent Bimonthly

Since: 2018

#### **ESG Committee**

7 Voting Members, of which

1 independent Quarterly

Since: 2019

#### **Technology and Operations** Committe

3 Voting Members, of which

3 independent Monthly

Since: 2023

#### **Executive Forums**

Reporting to the Board

## Organizational structure suited to the business profile





Flávio Neto **VP Business** Sustainability





LLOYDS BANK









Nov/21



Oct/18

Jun/23









Felix Cardamone

Mar/23



CEO









João Consiglio VP Products and Sales

Jun/23









Marcelo Picanço CEO Bmg Seguridade









**Carlos André** 

**Financial Officer** 



**Ricardo Takeyama** Retail Credit and









May/21



**Andréa Milan** People and ESG

Officer

Oct/23



**Bruno Capelin** 

Customer, Digital and Growth

Dec/24



Operations and **Technology Officer** 

Jan/24

Officer

**Felice Napolitano** 

**Integrated Risks** 

Oct/18



Jan/23



Officer

Oct/23



voiter

































**♥ÖRİGINAL** 







# **Ratings**



Agency	Date	Rating	Perspective	
Fitals Dating	0 -1 - 1 - 1 202/	Local Currency A (bra)	Chalala	
Fitch Rating	October 2024	Foreign Currency BB-	Stable	
	September 2024	Local Currency A-br	Stable	
Moody's	April 2025	Foreign Currency B1	Stable	
S&P	May 2024	Foreign Currency brA	Stable	
RISKbank	October 2024	Low Risk for Medium Term 2	-	

### **Main indicators**



Financial Highlights (R\$ million   % p.a.)	1Q25	4Q24	3Q24	2Q24	1Q24	2024	2023
Net Income	115	125	116	105	94	441	205
ROAE	12.1%	12.2%	11.6%	10.8%	9.9%	10.7%	5.2%
ROAA	0.9%	1.0%	1.0%	0.9%	0.8%	0.9%	0.5%
Net Interest Margin <sup>1</sup>	1,449	1,429	1,416	1,317	1,308	5,469	4,947
Net Interest Margin <sup>2</sup>	18.5%	18.1%	17.3%	16.0%	16.9%	16.2%	16.0%
Efficiency Ratio <sup>3</sup>	47.9%	51.4%	51.8%	54.3%	53.7%	52.8%	57.9%
NPL - Over90 <sup>4</sup>	4.1%	4.4%	4.7%	4.6%	4.7%	4.4%	3.5%
Basel Index	12.2%	13.2%	14.0%	13.9%	13.2%	13.2%	13.3%
Total (BACEN methodology) (million)	10.4	10.7	10.5	10.2	10.6	10.7	10.4
Balance Sheet (R\$ million)	1Q25	4Q24	4Q24	3Q24	2Q24	2023	2023
Total Credit Portfolio	26,817	26,336	26,336	25,210	24,276	26,336	23,827
Free Cash <sup>5</sup>	2,724	3,290	3,290	4,277	5,087	3,290	5,609
Total Assets	50,564	49,576	49,576	46,072	47,492	49,576	44,679
Shareholders' Equity	3,648	4,306	4,306	4,258	4,120	4,306	3,925
Total Funding	33,450	32,922	32,922	34,318	35,909	32,922	31,984

<sup>1)</sup> Income from credit operations + income from marketable securities transactions + funding expenses and derivatives + income from services rendered + insurance operations. | 2) Net interest margin / average revenue generating assets and annualized via exponentiation. | 3) (personnel expenses + other administrative expenses + other operating expenses/income) / (financial margin + commission expenses + tax expenses). | 4) (Contracts more than 90 days past due / total portfolio). The balance of the Over90 portfolio considers overdue installments plus those falling due on each contract. | 5) Available cash + interbank investments + Brazilian government securities accounted for as " free " in marketable securities.

### **Contact & Disclaimer**



#### **INVESTOR RELATIONS TEAM**

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