**BMGB B3 LISTED N1** 

# Institutional Presentation

2Q25



## Solidity and tradition throughout 95 years

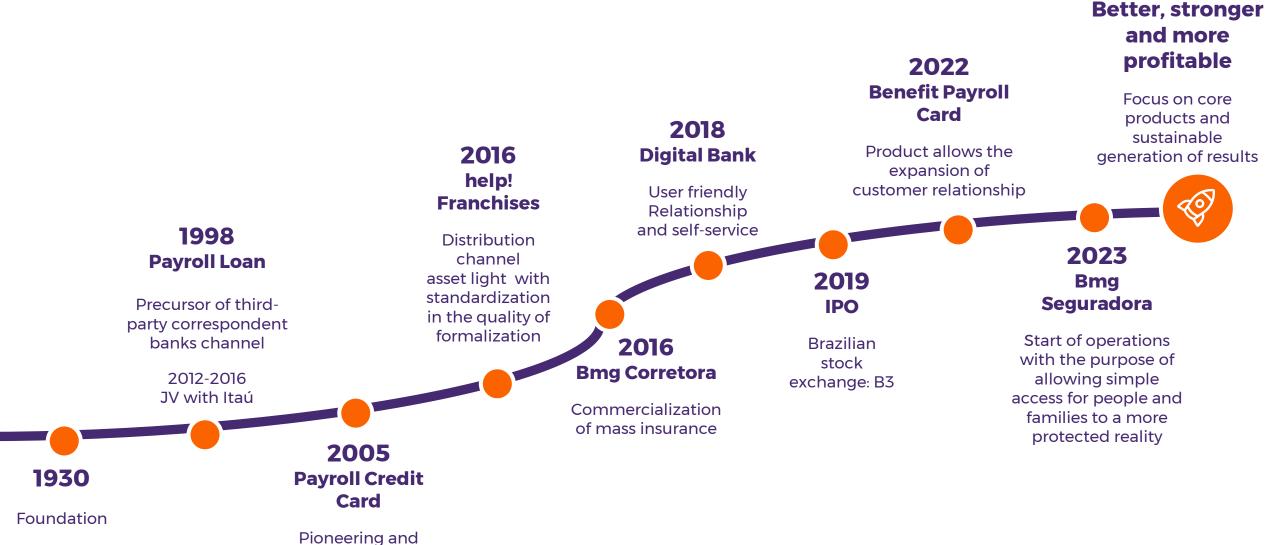




2023

Strong and long-lasting brand

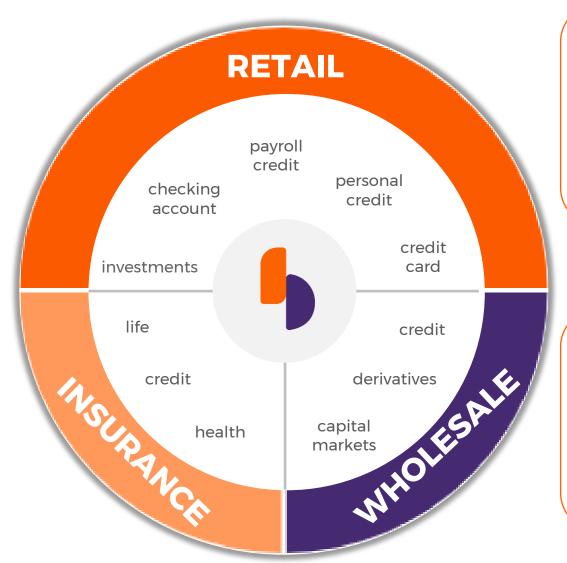
leader



## **Bmg at-a-glance**



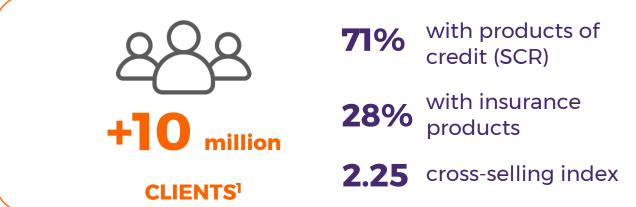
#### **Products and Services**



#### **Relationship Channels**



#### Clients



## Strong customer relationship network



## **Brazil-wide presence**

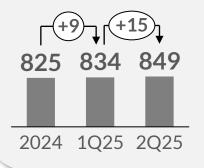
"Anytime, anywhere, any device"



#### help! stores

Asset light

Excellence in customer service



Planned expansion:

900 help! stores in 2025

around

#### **Branches**



24 branches

Eligible to pay benefits of 87% of INSS retirees and pensioners

Strategic locations for benefit portability

## Wide distributors network

+30k distributors

**Asset light** 

Easily scalable

Acess to remote regions

#### **Digital**

Relationship plataform focused on **people aged 50+** 

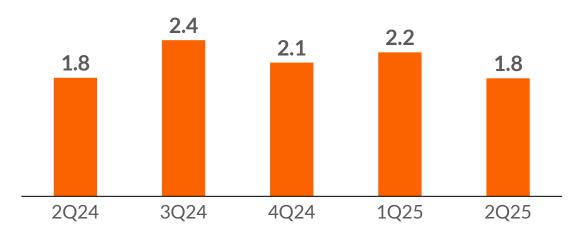
**Credit shopping:** bringing the physical channel experience to the online environment

Credit without opening an account

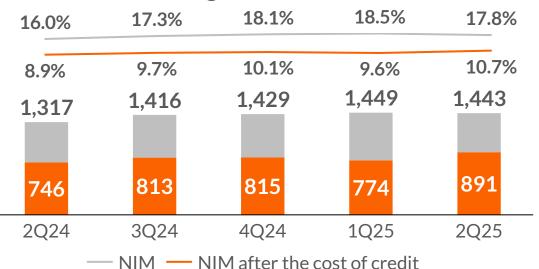
## **Operations evolution**



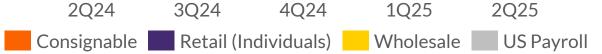




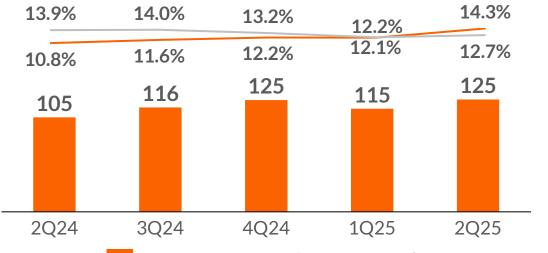
#### Net interest margin (R\$ million and % p.a.)







#### **Recurring results** (R\$ million and % p.a.)



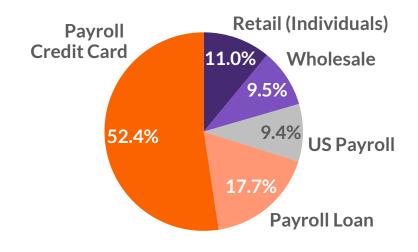
## Diversification of the credit portfolio



Credit Portfolio (R\$ million)	2Q25	1Q25	Δ%	2Q24	Δ%
Payroll products	17,306	17,076	1.3%	15,654	10.6%
Payroll Credit Cards	12,938	12,759	1.4%	12,198	6.1%
Payroll Loan	4,367	4,316	1.2%	3,456	26.4%
Retail (Individuals)	2,716	3,860	-29.6%	3,279	-17.2%
Personal Credit	1,471	1,367	7.6%	997	47.6%
FGTS Anticipation	713	1,942	-63.3%	1,520	-53.1%
Credit Card and Others	532	551	-3.5%	763	-30.3%
Wholesale	2,345	2,176	7.8%	2,033	15.3%
Companies	1,012	837	21.0%	638	58.7%
Structured Operations <sup>1</sup>	1,333	1,339	-0.4%	1,396	-4.5%
Brazil Credit Portfolio	22,367	23,111	-3.2%	20,966	6.7%
US Payroll <sup>2</sup>	2,314	3,706	-37.6%	3,310	-30.1%
Total Credit Portfolio	24,680	26,817	-8.0%	24,276	1.7%

Remix of assets increasing exposure to payroll loans and personal credit while reducing less profitable portfolios

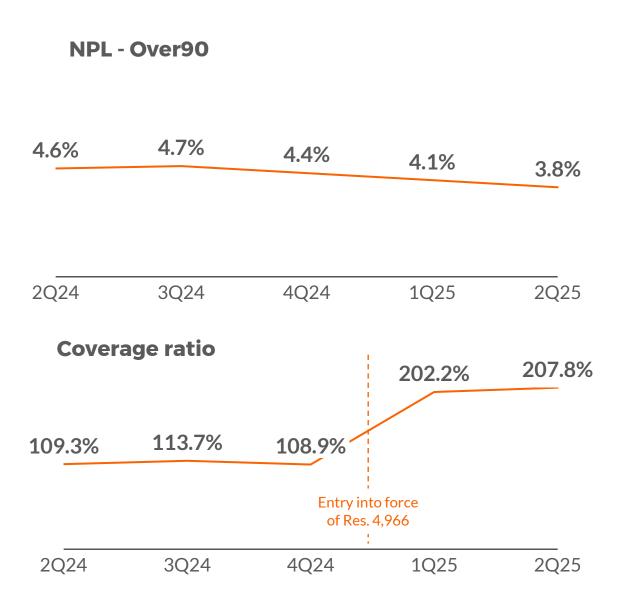
#### Distribution of the credit portfolio (%)

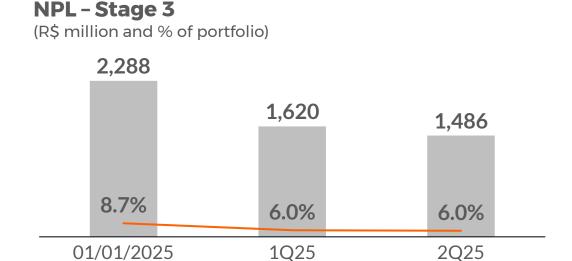


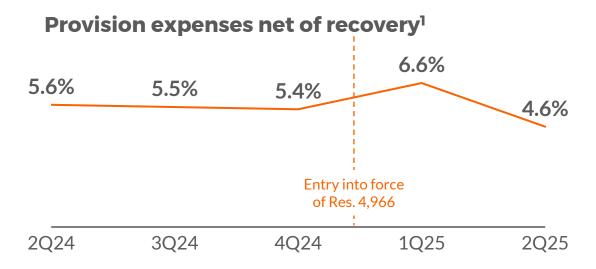
<sup>1.</sup> Refers to the anticipation of receivables from commissions paid by Bmg to banking agents and franchisees, and anticipation of TV broadcasting rights to soccer clubs. | 2. The balance of this portfolio fluctuates based on the portfolio's value in U.S. dollars and exchange rate variations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

## **Quality of credit portfolio**





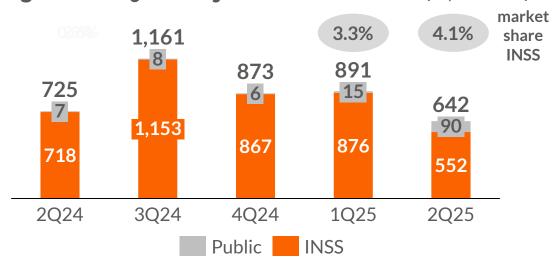




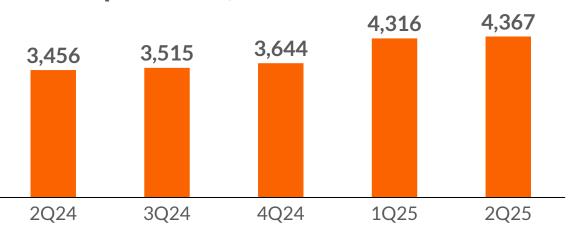
## Payroll Products payroll loan



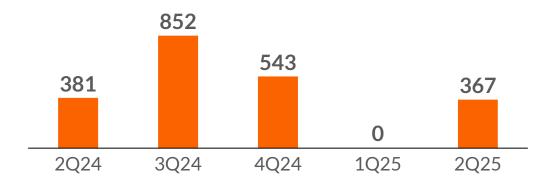
#### Origination: Quarterly released amount<sup>1</sup> (R\$ million)



#### Credit portfolio (R\$ million)



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



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

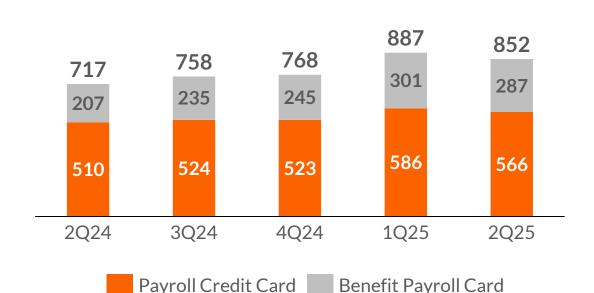
Average interest rate: 1.7% p.m.

93% of the portfolio in INSS

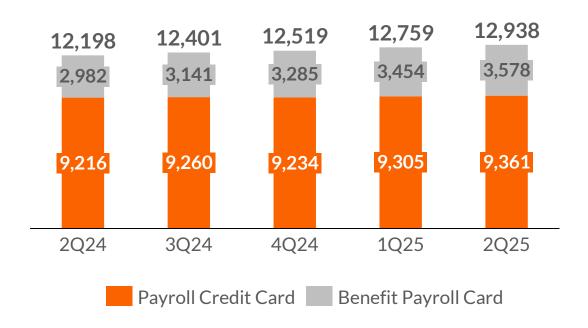
## Payroll Products payroll credit card + benefit payroll card







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



Characteristics of the portfolio

Average interest rate: 2.9% p.m.

Payroll and benefit credit cards: 4.9 million active cards

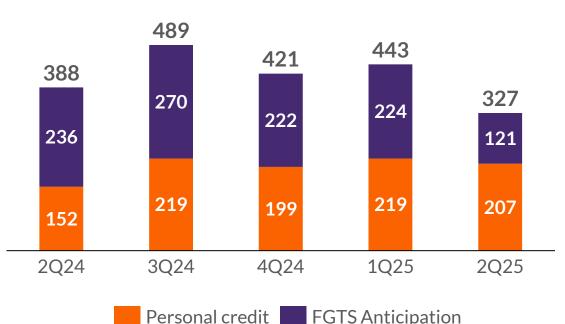
89% of the portfolio in INSS

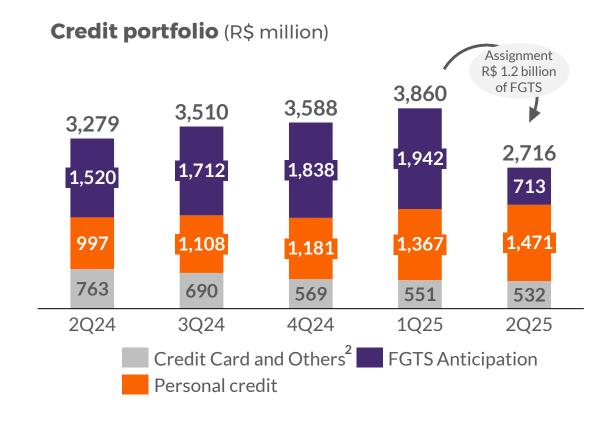
## **Retail (Individuals)**

## -

### personal credit + FGTS anticipation + credit card







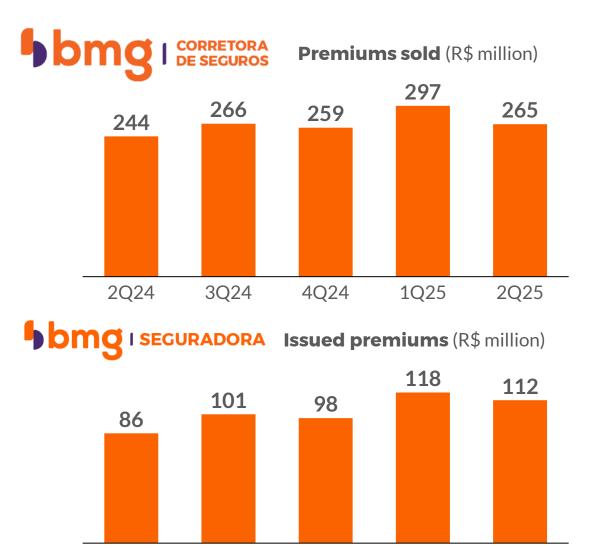
Characteristics of the portfolio

Average interest rate: 11.6% p.m.

94% of personal credit portfolio receives the benefit through Bmg

## Retail Insurance: reaching those without protection





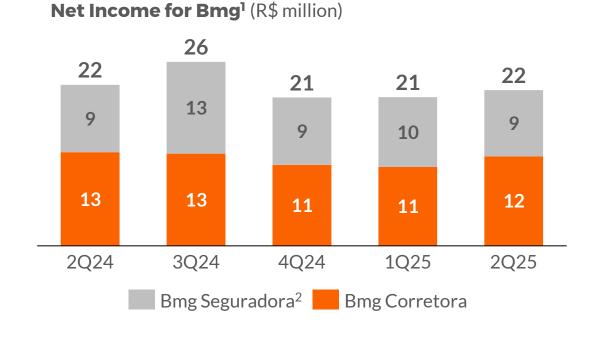
4Q24

1Q25

2Q25

2Q24

3Q24



Number of insurance policies
9.8 million
+16% YoY

Bmg Med
(telemedicine)
about 800 thousand
policies
+333% YoY

## Wholesale bong + ARAÚJO FONTES



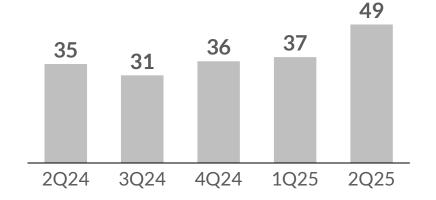




**Guarantees and Sureties** 

Corporate Credit Portfolio

Wholesale Marketable Securities Portfolio 1



#### **1H25 | CAPITAL MARKET OPERATIONS**

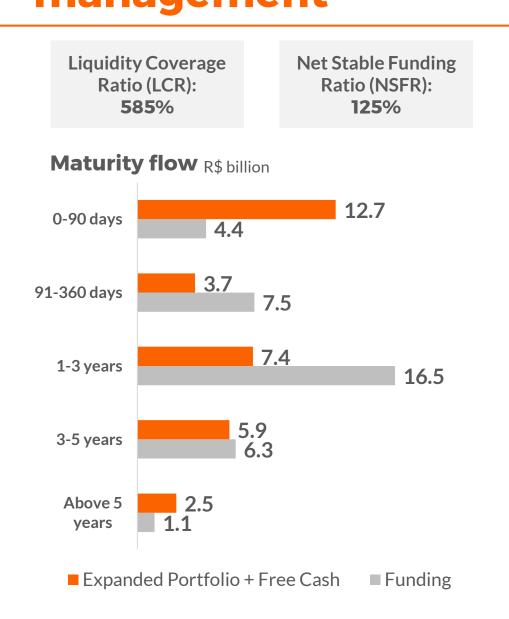
R\$ 497
million
total amount of
offers

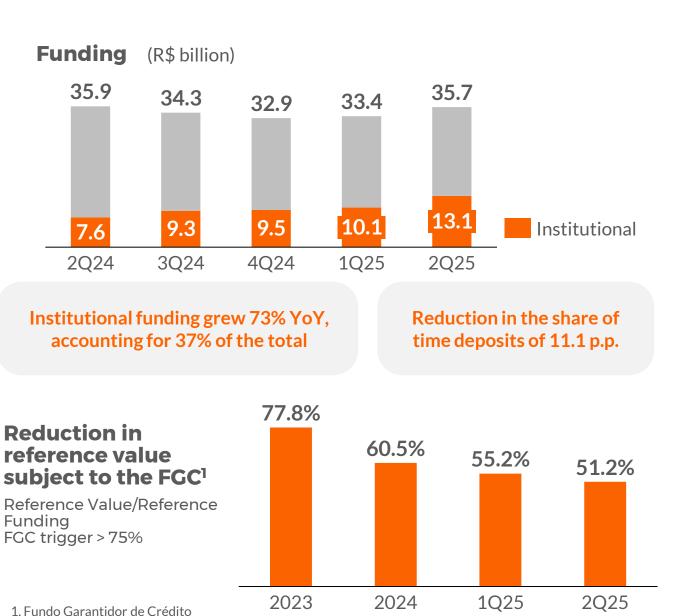
offers as coordinator (12 as leader)

Advisory on **5**M&A operations

## Diversification of funding and conservative liquidity management

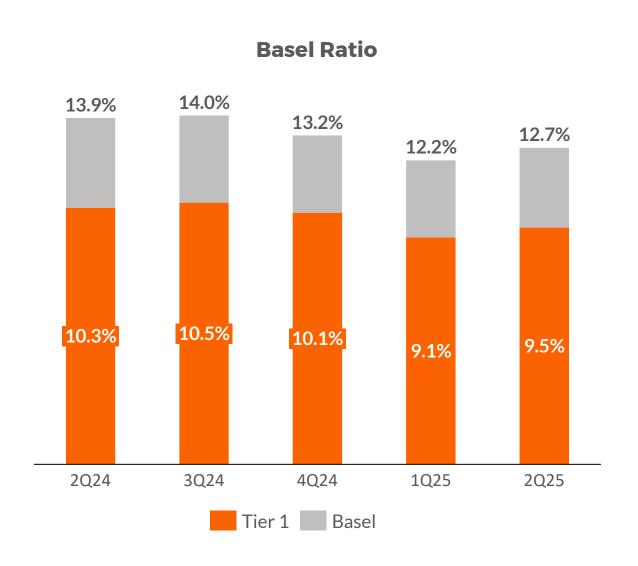






## Adequate capital level for the growth of the operations





#### **Main capital levers**

- Internal capital generation
- Consumption of tax credit
- Credit assignments
- ISE recapitalization

## Capital increase reinforcing commitment of controlling shareholders

- Concurrent with payment of ISE 2Q25
- Increase between R\$ 35.4 mm and R\$ 49.5 mm
- Subscription price R\$ 3.124
- Impact on Basel: between +0.12 p.p. and +0.17 p.p.

## **Attachments**

### **Commitment to the future**



#### **GOVERNANCE**

 Publication of the 2nd Sustainability Report in accordance with Global Reporting Initiative (GRI) and Sustainability Accounting Standards Board (SASB) standards.



Click here: 2024 Sustainability Report

#### SOCIAL

• Marina e Flávio Guimarães Institute (IMFG): drive social transformation by promoting human development and strengthening the communities in which it operates.



#### **Financial Education**

- Bemi Project: democratize financial education, promoting learning from childhood to old age, especially for vulnerable groups.
- Publication of Bmg's Financial Education Policy.



#### **ENVIRONMENT**

 Publication of the 2nd Inventory of Greenhouse Gas (GHG) Emissions, in accordance with the GHG Protocol, with the neutralization of mapped emissions.

Our seals:





To learn more about the Bank's ESG practices, click here: Governança Corporativa - ASG

Presence and recognition:



















## 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 chairwoman

Governance

practices beyond legal

requirements

Permanent Fiscal Council

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

#### Market cap Jun/25: R\$ 2.2 billion, +12.8% YoY

(in the same period: 17.2% IFNC and 4.3% IBOV)

Performance and Indicators	2Q25	1Q25	2Q24
Closing price (R\$) <sup>1</sup>	3.59	3.60	3.03
Average daily trading volume (R\$ million)	1.9	1.6	1.7
Price/Earnings (P/E)	4.7	4.8	4.4
Price/Book Value (P/B)	0.6	0.6	0.4

#### Dividend Yield: 10.8%

- Free float shareholder base spread out with 97k 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

Sell 0

## **Corporate governance**

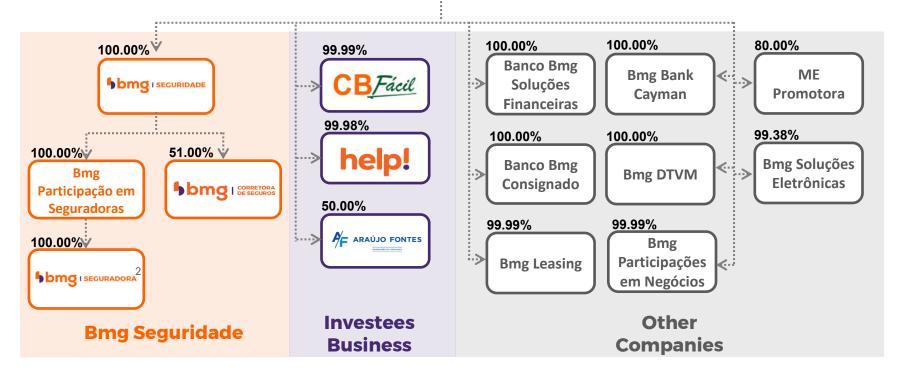


**Shareholding Composition** 

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 🛼





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



#### Flavio Dias Fonseca da Silva



**Independent Member** 

Background





Marco Antônio Antunes

Member

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



Jan/10



**Luciana Buchman Legal Officer** 

itaū

(bcp) Securities

Bmg since:



Credit and Collections Retail and Data Officer

Jun/23



**Roberto Simões** Treasury and **Funding Officer** 

May/21



Felix Cardamone CEO

Mar/23









João Consiglio VP Products and Sales

Jun/23



Marcelo Picanço CEO Bmg Seguridade

Apr/24





**Carlos André Financial Officer** 

Background:

Nov/21

Oct/18



**Ricardo Takeyama** 





Officer

Oct/23



**Bruno Capelin** 

Customer, Digital and **Growth Officer** 

Dec/24



**Eduardo Vasconcelos** 

Operations and **Technology Officer** 

Jan/24



Santander

ABN-AMRO

**GUILDER** 

**Edilson Jardim** 

Commercial Officer

**Products Officer** 

Jan/23

Oct/23

**Lauro Leite** 





voiter



































## Ratings



Agency	Date	Rating	Outlook
Fitch Rating	August 2025	Local Currency A (bra)	Positive
	Adgust 2025	Foreign Currency BB-	Stable
	September 2024	Local Currency A-br	Stable
Moody's	April 2025	Foreign Currency B1	Stable
S&P	May 2024	National Scale brA	Stable
RISKbank	October 2024	Low Risk for Medium Term 2	-

### **Main indicators**



Financial Highlights (R\$ million   % p.a.)	2Q25	1Q25	4Q24	3Q24	2Q24	1H25	1H24	2024	2023
Net Income	125	115	125	116	105	240	200	441	205
ROAE	14.3%	12.1%	12.2%	11.6%	10.8%	12.7%	10.2%	10.7%	5.2%
ROAA	1.0%	0.9%	1.0%	1.0%	0.9%	1.0%	0.9%	0.9%	0.5%
Net Interest Margin <sup>1</sup>	1,443	1,449	1,429	1,416	1,317	2,892	2,624	5,469	4,947
Net Interest Margin <sup>2</sup>	17.8%	18.5%	18.1%	17.3%	16.0%	17.7%	16.2%	16.2%	16.0%
Efficiency Ratio <sup>3</sup>	53.9%	47.9%	51.4%	51.8%	54.3%	50.8%	54.0%	52.8%	57.9%
NPL - Over90 <sup>4</sup>	3.8%	4.1%	4.4%	4.7%	4.6%	3.8%	4.6%	4.4%	3.5%
Basel Index	12.7%	12.2%	13.2%	14.0%	13.9%	12.7%	13.9%	13.2%	13.3%
Total (BACEN methodology) (million)	10.3	10.4	10.7	10.5	10.2	10.3	10.2	10.7	10.4
Balance Sheet (R\$ million)	2Q25	1Q25	4Q24	3Q24	2Q24	1H25	1H24	2023	2023
Total Credit Portfolio	24,680	26,817	26,336	25,210	24,276	24,680	24,276	26,336	23,827
Free Cash <sup>5</sup>	6,774	2,724	3,290	4,277	5,087	6,774	5,087	3,290	5,609
Total Assets	48,879	50,564	49,576	46,072	47,492	48,879	47,492	49,576	44,679
Shareholders' Equity	3,731	3,648	4,306	4,258	4,120	3,731	4,120	4,306	3,925
Total Funding	35,748	33,450	32,922	34,318	35,909	35,748	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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