

**BMGB** B3 LISTED N1

# PRESENTATION VIDEO CONFERENCE

4Q24

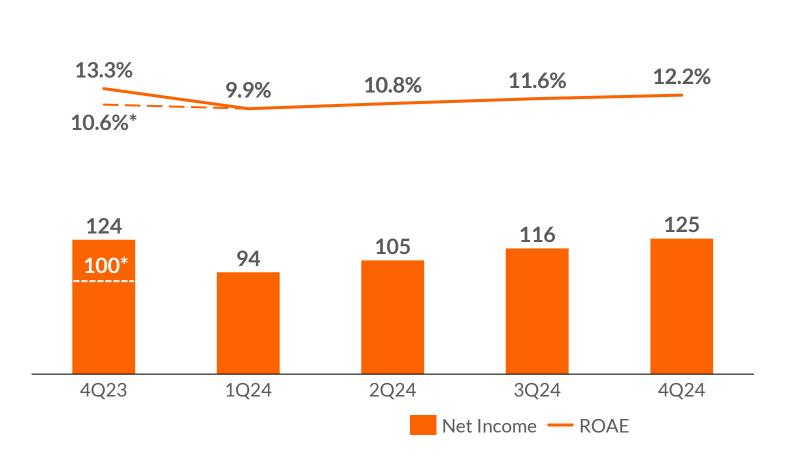


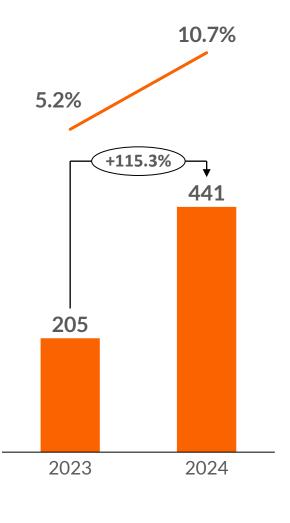
## Sustainable generation of results



## **Profitability**

Recurring Result | R\$ million and % p.a.





## 2024 strategic priorities delivered

**Production** 

**R**\$ billions





Better, stronger and more profitable.

Grow and generate sustainable results that bring value to our shareholders. clients. employees and society in general.



2023





Sustainable generation of results



ROE >10.7%

## Strengthening relationship with our customers



Bruno Capelin



New customer, digital, and growth department

10.7

million

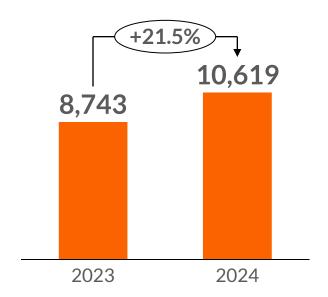
CLIENTS1

67% with credit products (SCR)

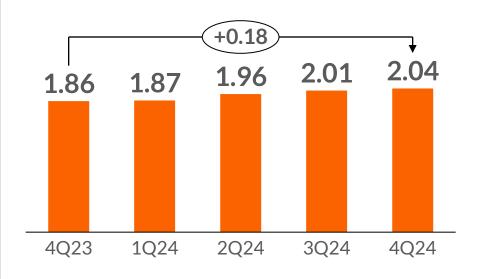
27% with insurance products

## Credit origination of payroll and retail (individuals) products<sup>2</sup>

R\$ million



## Products per client (cross-selling index)



Only considers revenue-generating products

<sup>1.</sup> Bacen methodology of total clients and clients with credit (SCR – Credit Information System). | 2. It considers only the new resource released to the client, it does not consider refinanced amounts. It considers origination via withdrawal and purchase.

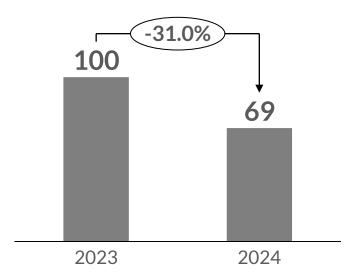
## **Ensuring quality of service**







(base 100)





NPS service
(zone of excellence)



**Recognitions** 



Reclame Aqui Award bank category

#### Fraud prevention:

 Excellence Program Mastercard Awards 2024

## Strong customer relationship network

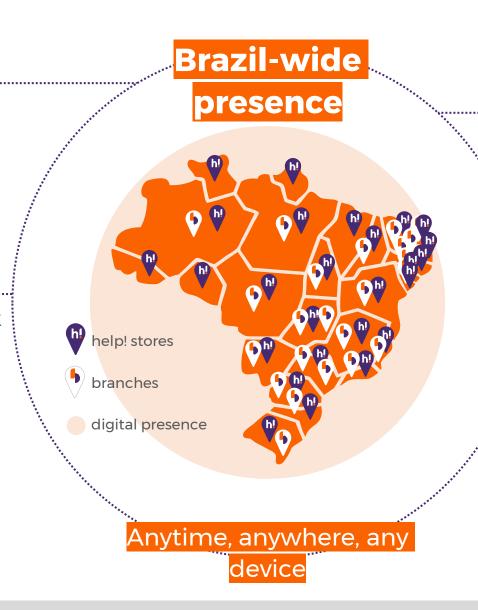


#### 23 Branches

- ✓ Priority for benefit payments
- ✓ Strategic locations for benefit portability

#### 825 help! stores

- ✓ Largest franchise network in the financial sector
- ✓ Asset light
- Excellence in customer service
- ✓ Strategically located
- Expansion: opening 75 new branches in 2025



## Wide distributors network

- √ +30k distributors
- ✓ Asset light
- ✓ Easily scalable
- √ Access to remote regions

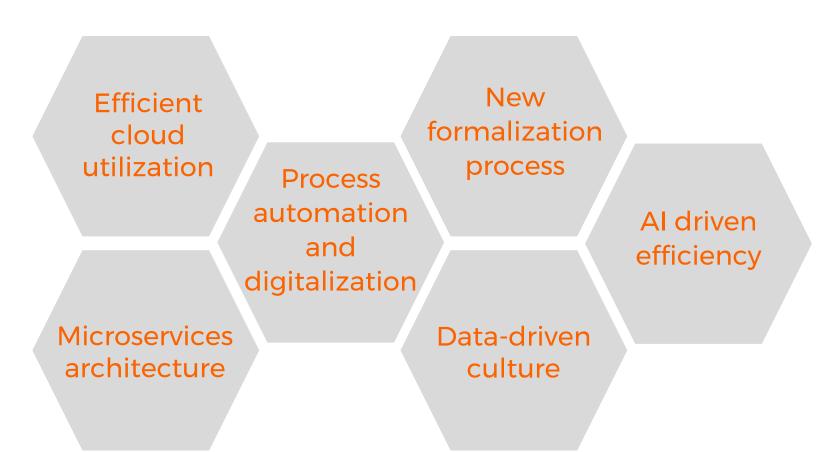
### **Digital**

- ✓ 1.8 million monthly users (MAU)
- ✓ R\$ 24 billion in PIX transactions in 2024
- Relationship platform focused on people aged 50+
- ✓ Strong adoption among FGTS beneficiaries

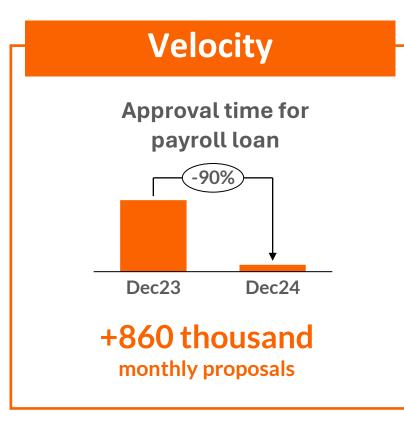
## Technological and operational efficiency



## **Key initiatives in progress**



## increased security and lower service costs



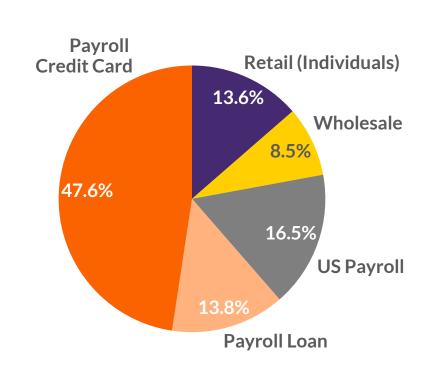
# PRODUCTS & BUSINESS

## Diversification of the credit portfolio



#### Secured loans (payroll + FGTS) represent 68% of the portfolio

Credit Portfolio (R\$ million)	4Q24	3Q24	Δ%	4Q23	Δ%
Payroll products	16,164	15,916	1.6%	14,981	7.9%
Payroll Credit Cards	12,519	12,401	1.0%	11,835	5.8%
Payroll Loan	3,644	3,515	3.7%	3,146	15.8%
Retail (Individuals) <sup>1</sup>	3,588	3,510	2.2%	4,173	-14.0%
Wholesale	2,251	2,050	9.8%	2,084	8.0%
Brazil Credit Portfolio	22,002	21,476	2.5%	21,238	3.6%
US Payroll <sup>2</sup>	4,334	3,734	16.1%	2,589	67.4%
Total Credit Portfolio	26,336	25,210	4.5%	23,827	10.5%



<sup>1.</sup> The balance of the card in partnership with retailers is no longer classified as run off and was reclassified in the Credit Card line, since the current customers who use this product have been incorporated into the Bank's base. For comparison purposes, historical data has been adjusted retroactively. | 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**





## maintaining asset quality

#### **Coverage ratio**

	08.9%
4Q23 1Q24 2Q24 3Q24	4Q24

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



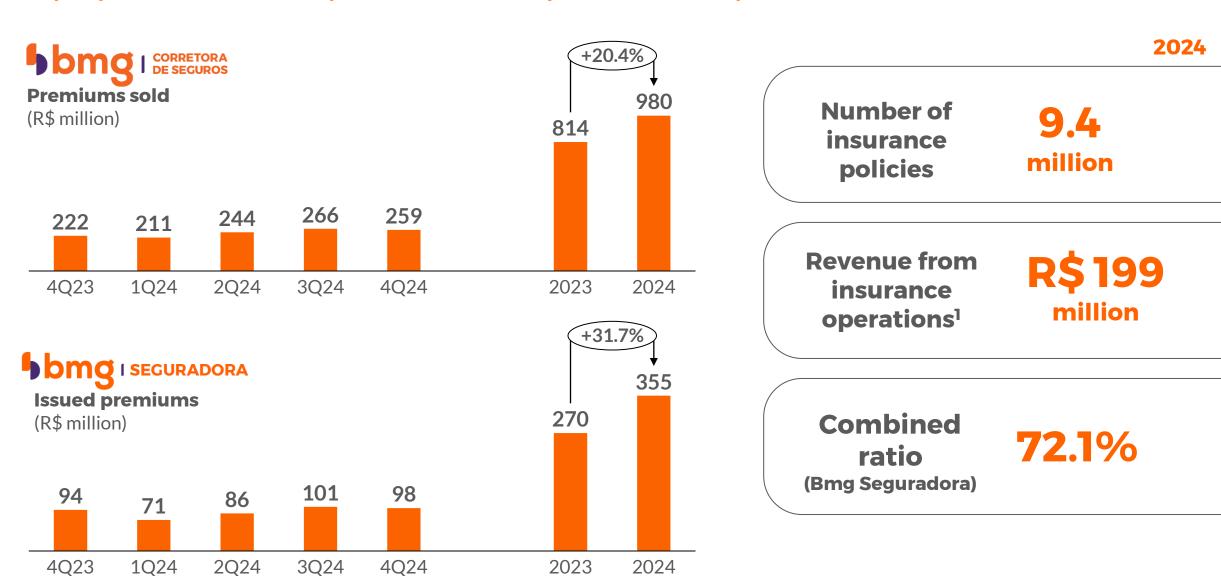
4Q23	1Q24	2Q24	3Q24	4Q24
	*	•	*	*

<sup>1.</sup> Provision expenses net of credit recovery, divided by average portfolio and annualized via multiplication.

## **Retail Insurance**



#### Allow people and families easy access to a more protected reality



<sup>1.</sup> Considers Bmg Seguradora's insurance revenues, referring to earned premiums minus claims, acquisition costs and reinsurance results (R\$ 128 million) + gross-up of Bmg Corretora's equity equivalence (R\$ 71 million).

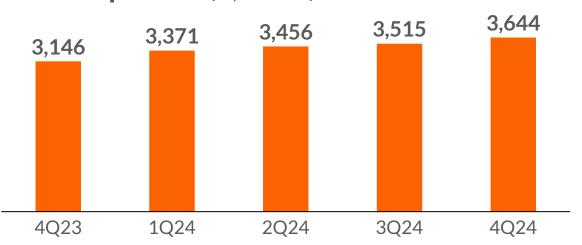
# Payroll Products payroll loan



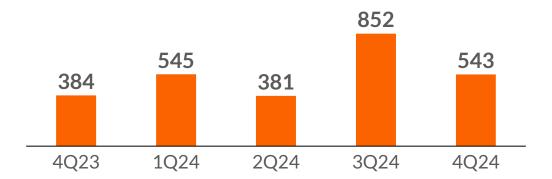
**Origination: Quarterly released amount<sup>1</sup>** (R\$ million)



Credit portfolio (R\$ million)



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



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

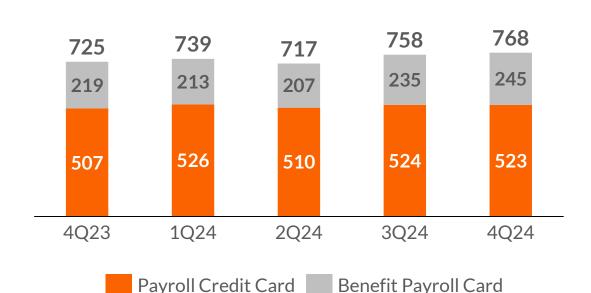
Average interest rate: 1.7% p.m.

96% of the portfolio concentrated in federal risk

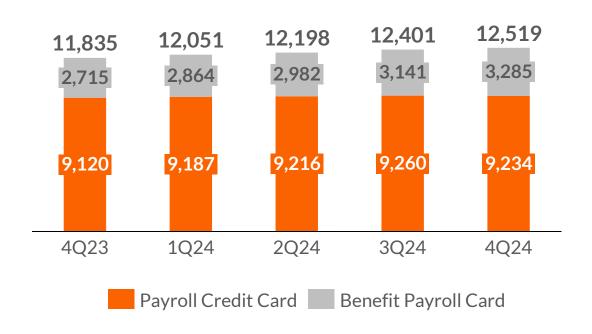
# Payroll Products payroll credit card + benefit payroll card







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



Characteristics of the portfolio

Average interest rate: 3.0% p.m.

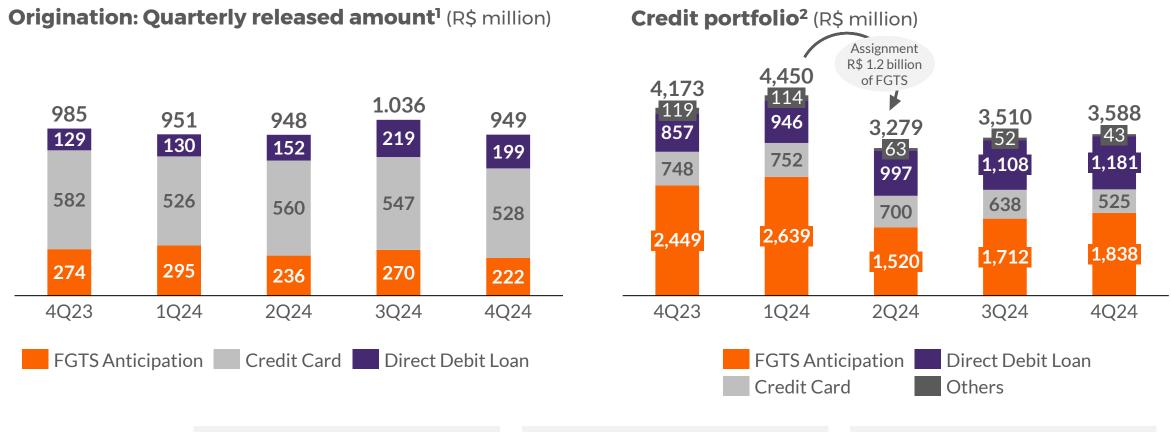
Payroll credit cards: 4.8 million

91% of the portfolio concentrated in federal risk

## **Retail (Individuals)**

## -

## direct debit loan + credit card + FGTS anticipation



**Characteristics** of the portfolio

Average interest rate: 8.5% p.m.

Active credit cards: 950 thousand

94% of direct debit loan portfolio receives the benefit through Bmg

<sup>1</sup> It considers only the new resource released to the client, it does not consider refinanced amounts. Origination of traditional credit card equivalent to purchases. | 2. Includes purchases to be invoiced for card products. | 3. The balance of the card in partnership with retailers is no longer classified as run off and was reclassified in the Credit Card line, since the current customers who use this product have been incorporated into the Bank's base. For comparison purposes, historical data has been adjusted retroactively. | 4. Other portfolios refer to PJ Varejo (Companies Retail), the portfolio linked to the Desenrola Brasil program, and run-off primarily referring to legacy payroll loans.

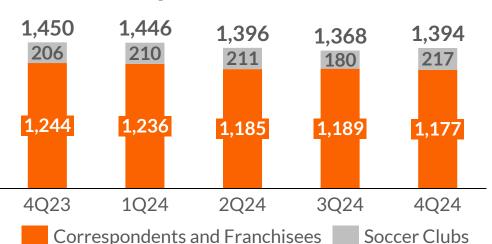
## **Wholesale**







#### **Structured operations** (R\$ million)

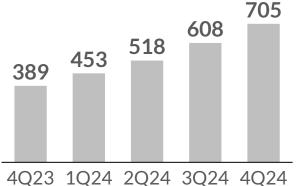


#### **CAPITAL MARKET**



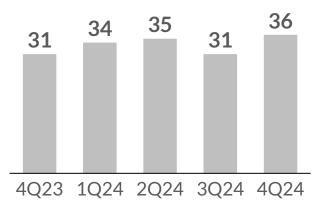


(R\$ million)



Non-credit revenue

(R\$ million)



2024

R\$ 4.7 billion

total amount of offers

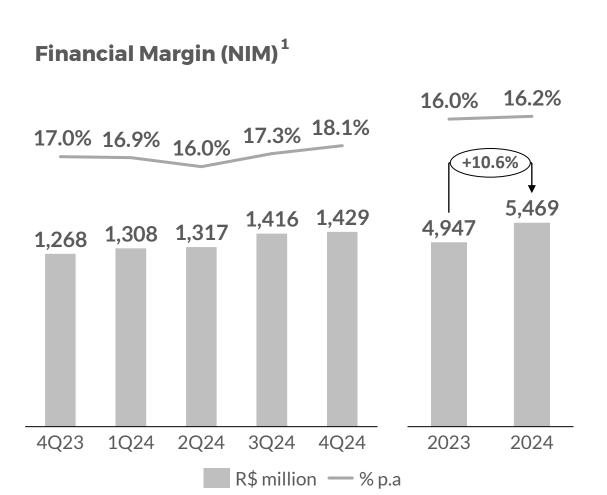
44 offers as coordinator **>** 

**30** offers as lead coordinator

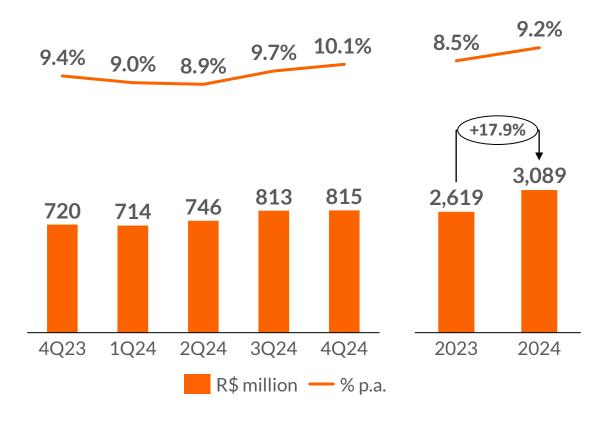
## FINANCIAL RESULTS

## **Financial Margin**









<sup>1.</sup> Income from credit operations + income from marketable securities transactions + funding expenses and derivatives + income from services rendered + insurance operations / average profitable assets.

<sup>2.</sup> Financial Margin + net provision expenses + commission expenses / average profitable assets. Based on Managerial Income Statement.

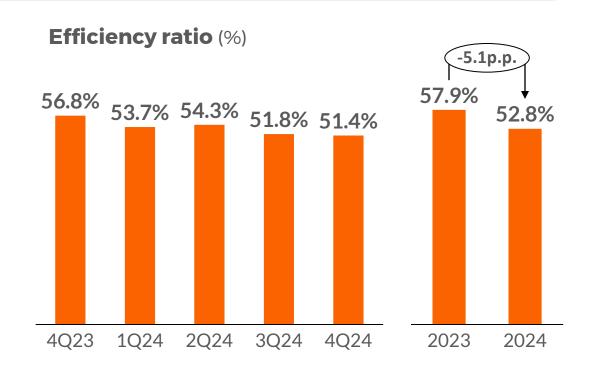
## **Operational Efficiency**

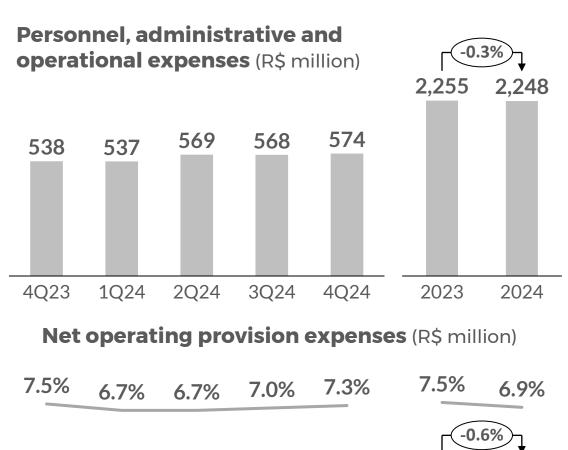


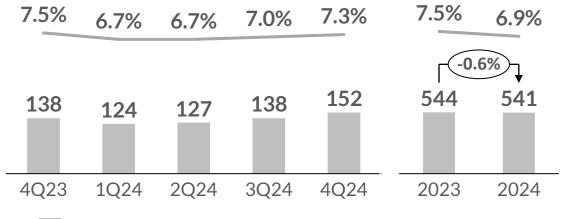
## Scale gains with a 5.1 p.p. improvement in the Efficiency Ratio

#### 0.3% reduction in annual expenses, despite:

- ✓ processing of 10.4 million proposals, 29.4% more than 2023
- √ portfolio growth of 10,5%
- √ increase of 15.2% in PIX transactions

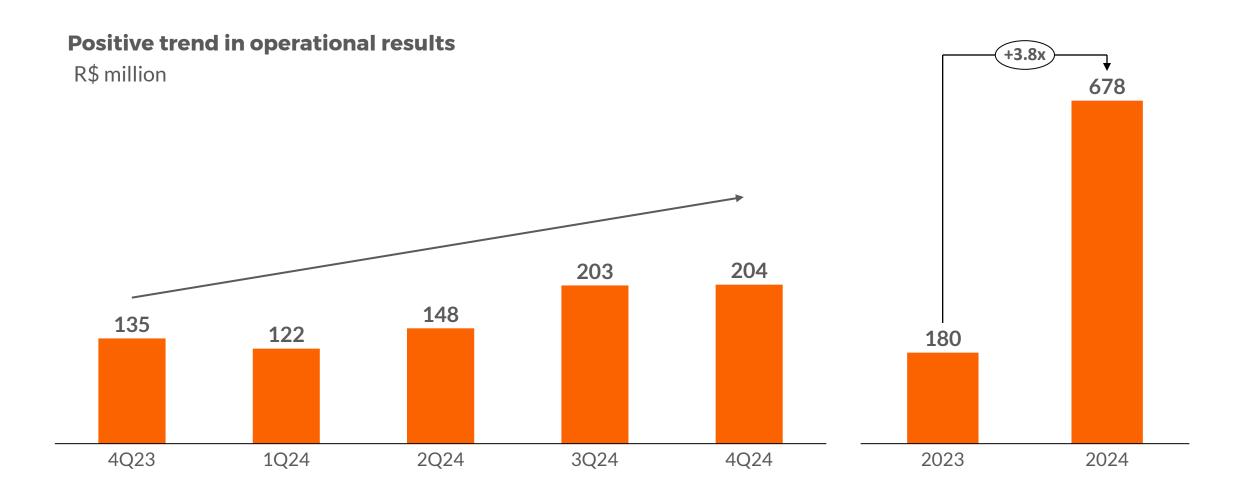






## Better, stronger and more profitable

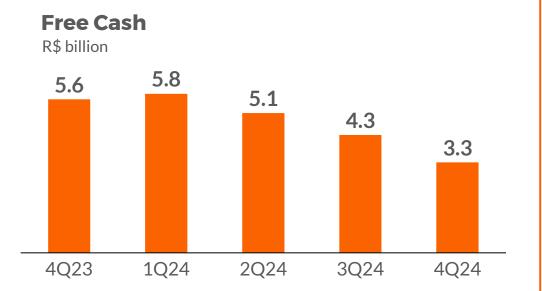




# Diversification of funding and reduction of the risk premium

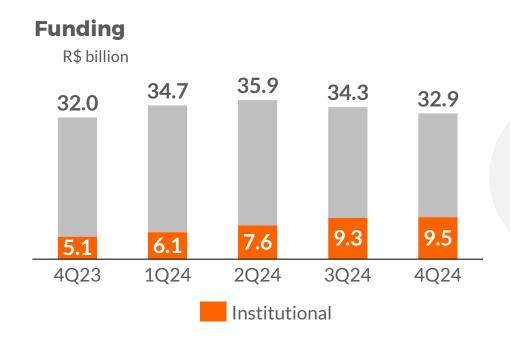


#### **Conservative liquidity management**

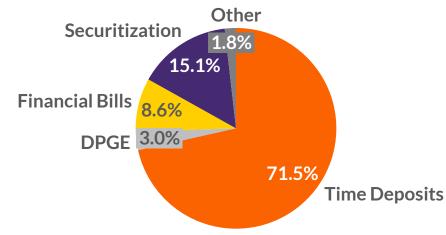


#### **Liquidity management**



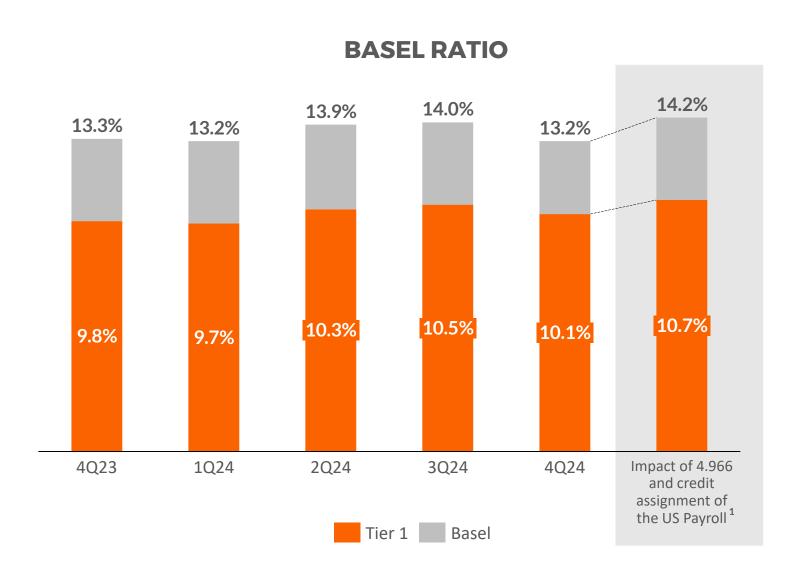


Institutional funding grew 87% YoY accounting for 29% of the total



Adequate capital level for the growth of the operations





#### **2025 REGULATORY IMPACTS**

#### **RESOLUTION 4,966**

- Impact on Shareholders' Equity as of January 1, 2025, of up to R\$ 700 million
- Basel simulation on 01/01/2025:
   12.8%

#### Law 14,467 and MP 1,261

 The bank has the capacity to absorb the acceleration of tax credits

#### **RWA Operacional**

 Does not generate a significant impact on the Basel ratio

# TAKEAWAYS 2025

## **Growth strategy**



The potential market is robust and growing, with suitable products and channels

Addressable market

Relevant and growing addressable market<sup>1</sup>

40 mm 13 mm 47 mm

retirees and pensioners from INSS

public employees

private sector employees

+15 mm People aged 50+ by 2031<sup>2</sup>

High adherence of the products to this audience and proven Bank expertise







**Products** 

Channels

National presence in physical and digital channels







Digitized and scalable operations

**CRM and Organized Data** 

Scalable, flexible, and stable technology platform

## **Strategic priorities for 2025**





## **Contact & Disclaimer**



#### **INVESTOR RELATIONS TEAM**

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