banco bmg

BMGB B3 LISTED N1

Results

3Q26

Agenda

RESULTS
PRESENTATION
3Q26



Felix Cardamone

CEO



João Consiglio

Vice President of Sales, Products and Clients



Flávio Guimarães

Vice President of Business Support



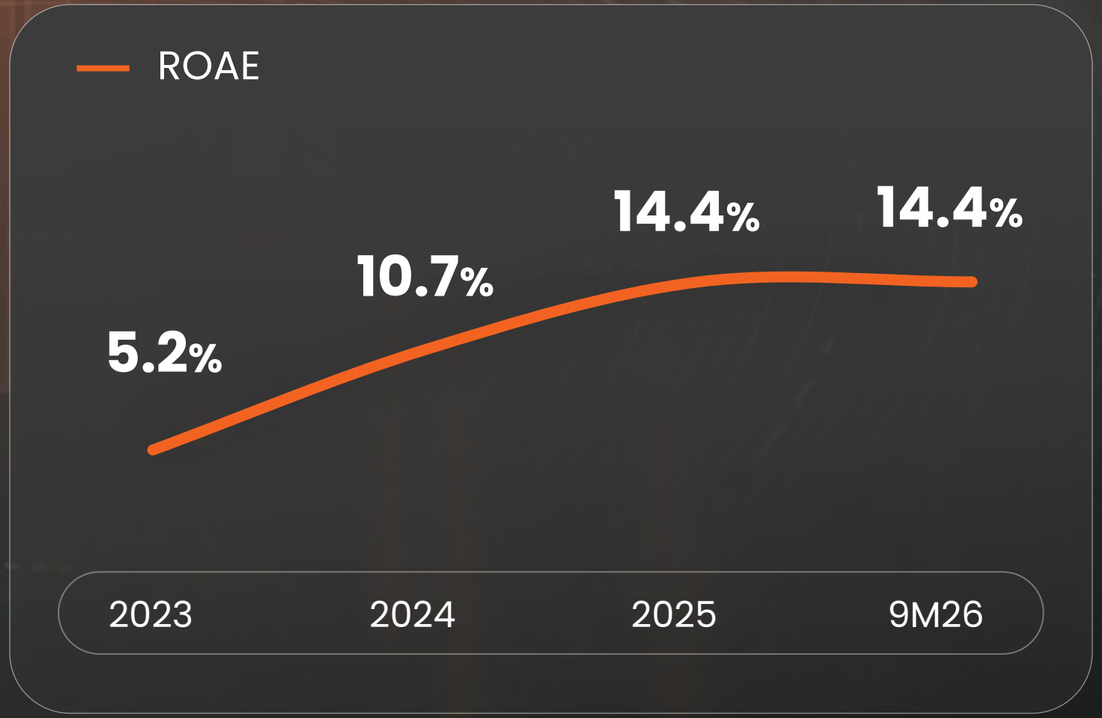
Danilo Herculano

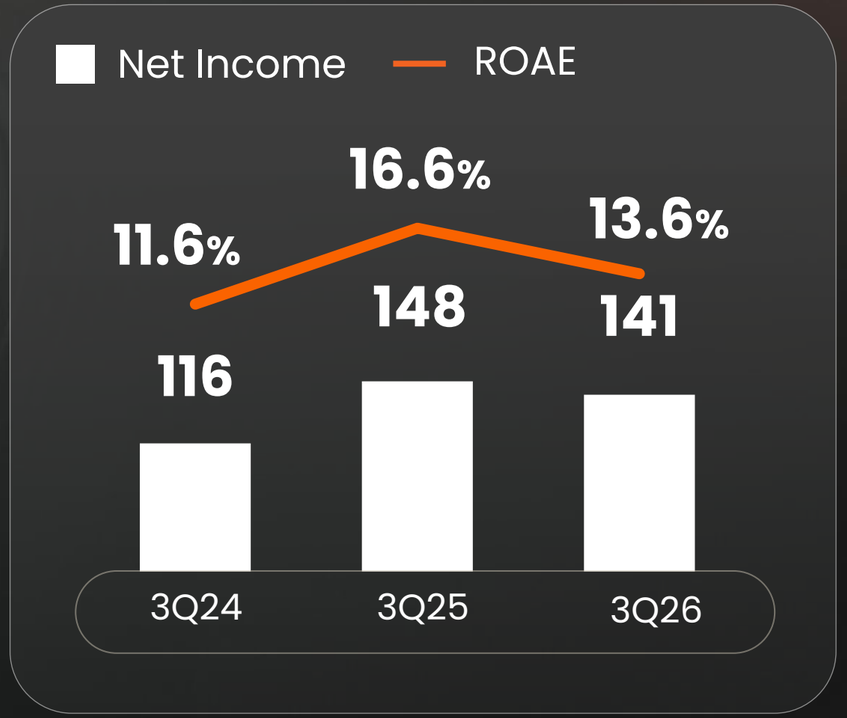
Head of Investor Relations

Discipline in strategy execution
closer, more digital and more profitable

RECURRING RESULTS

(R$ million and % p.a.)





Adapting to the environment with discipline in strategy execution

MARKET CHANGES

INSS Payroll Loan	*Biometrics, negative margin and suspension of new payroll credit card issuance*
INSS Credit Insurance	*Changes in the sales and formalization process*
Private Payroll Loan	*Interest rate cap and guarantees*
Macro environment	*Selic remaining high for longer, market volatility and higher household income burden*

BANK'S RESPONSE

- *Calibration of credit and collection policies*
- *Adapting products to new requirements*
- *Enhancement of the commercial platform*
- *Shift in the credit portfolio mix*
- *Cost reduction and efficiency gains*
- *Maintaining financial soundness and liquidity*

Active management of short-term challenges, while preserving strategic continuity and medium- to long-term profitability

Building an increasingly relationship-driven bank

Enhancing the experience to support clients at every stage of life

MEETING CLIENT NEEDS

Products and services

for our

+9 million existing clients

addressable market of **+103 million people**

MAKING THE EXPERIENCE EASIER

Omnichannel

Seamless digital experience

1,015 physical **service locations** throughout Brazil

DRIVING ENGAGEMENT AND RECURRING USE

Encouraging customers to receive their benefits and deposit their credit proceeds into Bmg

Up to +50% higher usage of banking services by these clients



TRANSPARENCY IN THE RELATIONSHIP

Making an impact on our clients' lives



*I'm very happy because, for the first time, I was able to take out a payroll loan, and I'll have some money to **fix my teeth and repair my house, which has a leaking roof.***

Cleunice, on taking out a loan

***Living well, to me, means having money in my pocket.** When money gets tight, I come here to Bmg.*

Wilson, on his relationship with Bmg

*I really like Bmg because I've been a customer for a long time and **the girls always help me**.*

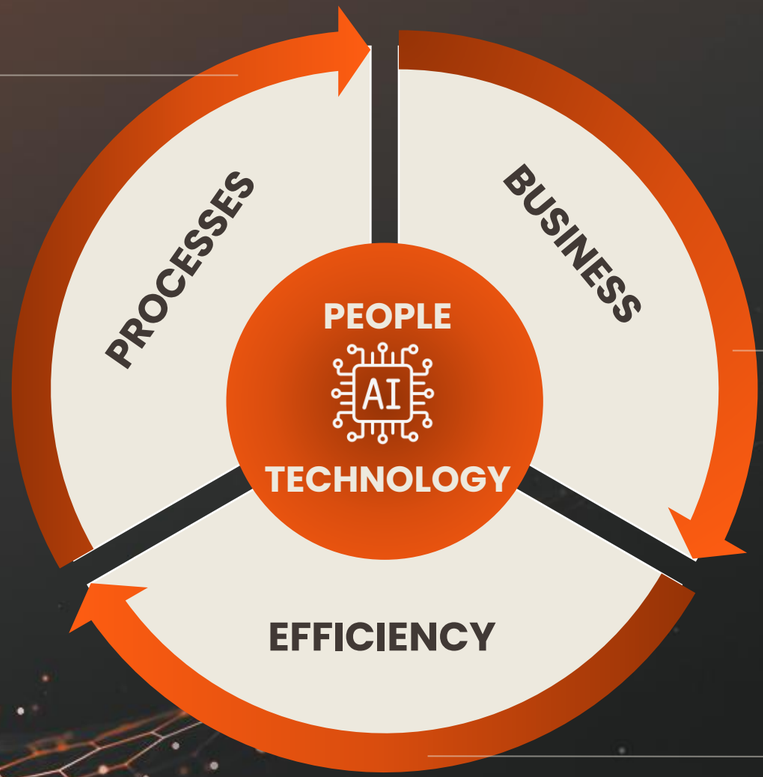
Dalva, on customer service at help!

Our ambition:

providing financial solutions to live well as they age

Technology and AI enhancing client experience and operational efficiency

- ***Data***: AI-*powered automation for integration and governance*
  -83% in metadata analysis
- AI *in* ***portfolio assignment***: *automated contract analysis*
  -81% in process time
- ***Official letter portal***: *Automating Analytics with* AI
  -87% in analysis time



- AI *agent analyzing the* ***Voice of the Customer*** *to generate business insights*
  analysis of potential complaints: 51% reversed negative sentiment, 90% avoided a second instance.
- *New commercial agenda 100% powered by* AI
- *Franchisee support with* AI
  60% resolution via AI assistant
- AI *governance with cost discipline and practical business application*

Products & Business

CLIENT SEGMENTATION

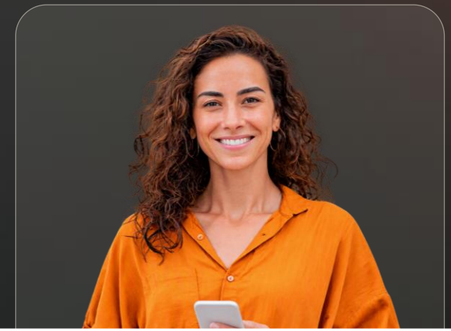
Relationship-driven bank
a partner that supports clients in improving their financial health



RETIREES AND PENSIONERS



SALARIED WORKERS



INVESTORS

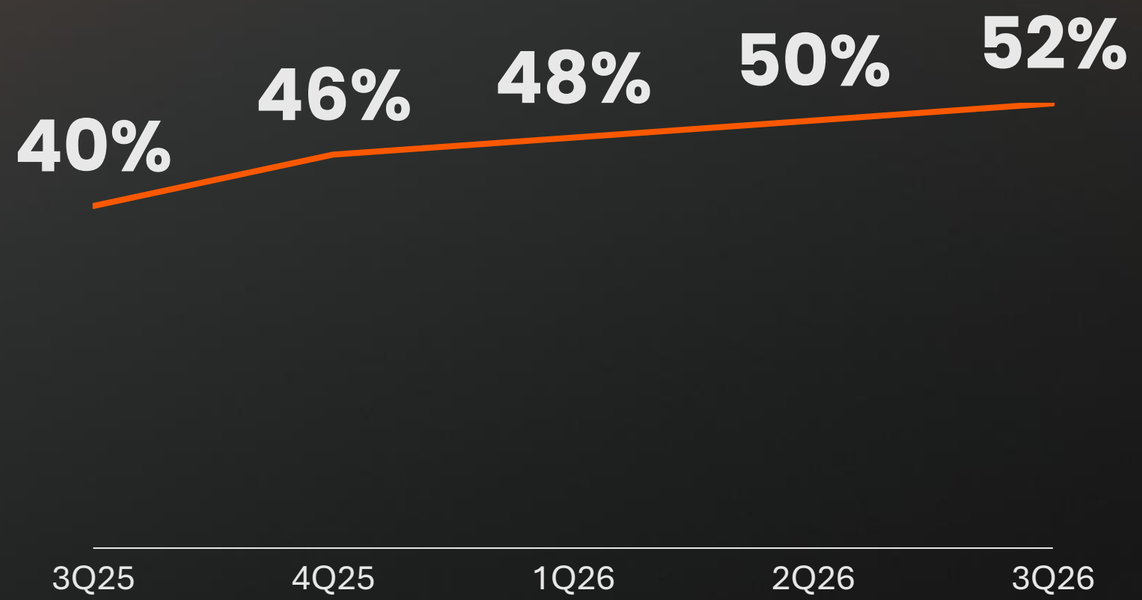
- **Personalized journeys:** experience redesign focused on the needs of each client profile
- **Contextualized offers:** development of financial solutions to expand relationship and cross-sell opportunities
- *Review of the insurance structure and **new value proposition** for clients*

EVOLUTION OF THE CLIENT JOURNEY AND RELATIONSHIP

adapting to a younger and more digital audience

Origination through self-contracting

Digital origination + payroll card purchases

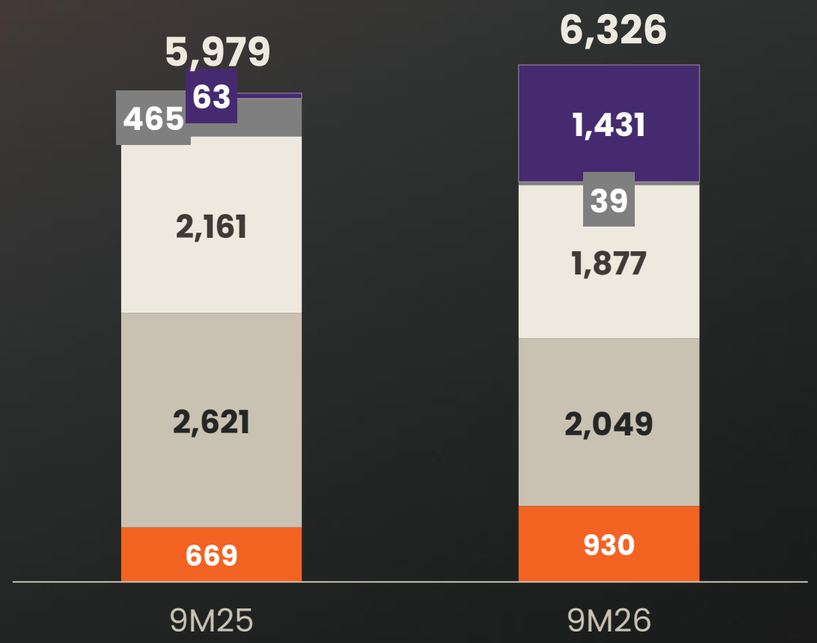


MORE DIVERSIFIED AND BALANCED ORIGINATION

focus on higher-margin products with greater profitability per customer

More profitable origination[1] mix

R$ million



Net Revenue[2] per client 9M26

R$ 57/month
(+14% YoY)

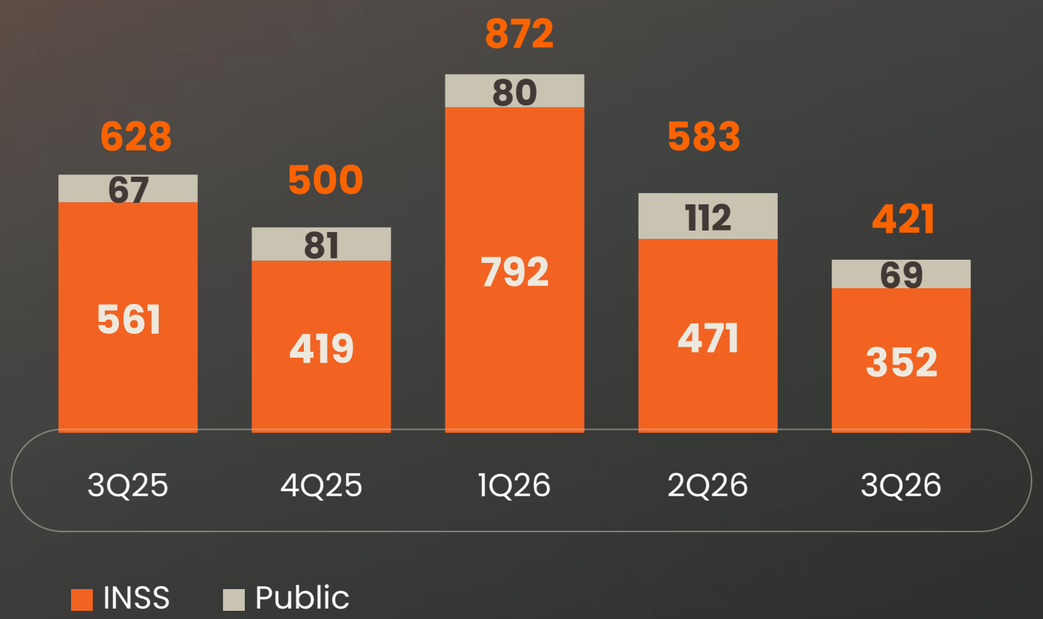
1. It considers only the new resource released to the client. | 2. Net ARPAC: Includes net revenues from credit, services, insurance, and securities (TVM), net of funding costs, divided by the average number of clients, in accordance with BACEN methodology.

PAYROLL PRODUCTS

THE LOWEST-COST CREDIT OPTION FOR OUR CLIENTS

PAYROLL LOAN

Quarterly released amount[1] (R$ million)



Entry point for building client relationships

Main product for meeting **clients' credit needs**

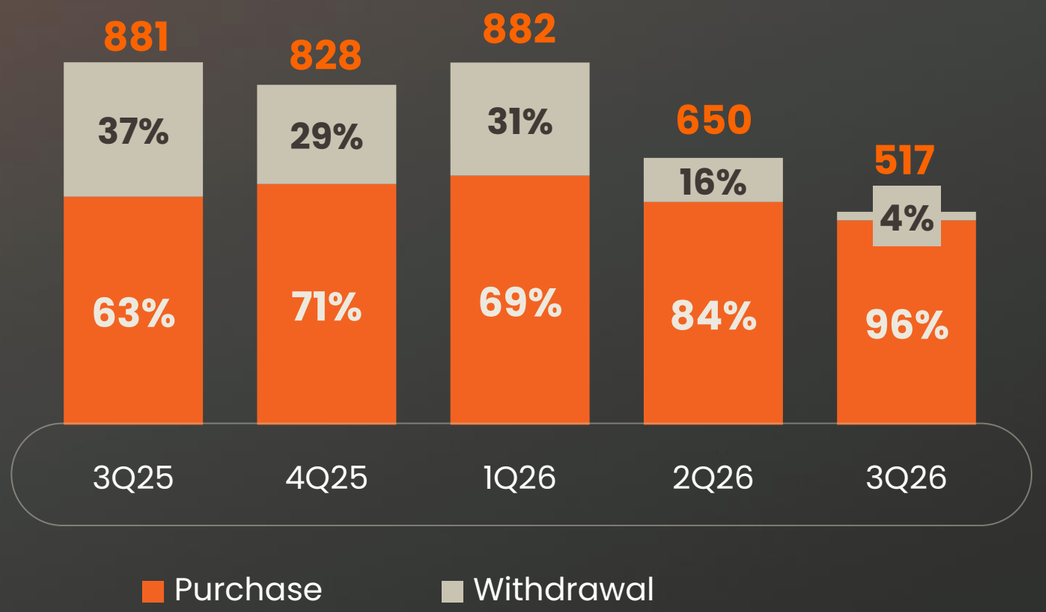
1. It considers only the new resource released to the client, it does not consider refinanced amounts

PAYROLL PRODUCTS

CREDIT CARD WITH THE LOWEST INTEREST RATE

PAYROLL CARD AND BENEFIT PAYROLL CARD

Quarterly released amount[1] (R$ million)



Means of payment for financial and digital inclusion

Main uses: purchases at supermarkets, pharmacies and retailers

Online purchases account for 26%

New INSS issuance suspended since late Apr/26

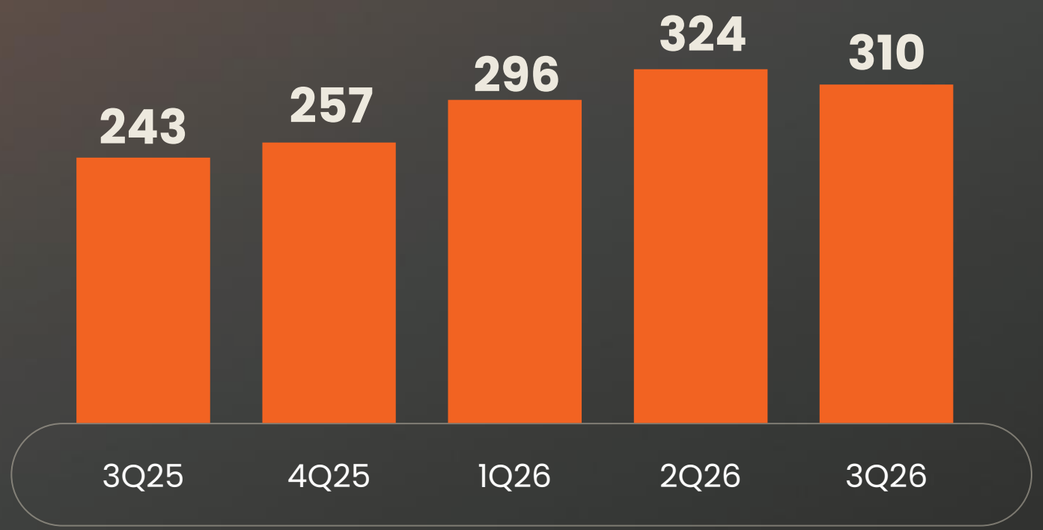
1. It considers only the new resource released to the client, it does not consider refinanced amounts

RETAIL (INDIVIDUALS)

IMPORTANT GROWTH LEVER

PERSONAL CREDIT

Quarterly released amount[1] (R$ million)



Loan with automatic debit from checking account

Supporting clients at critical moments

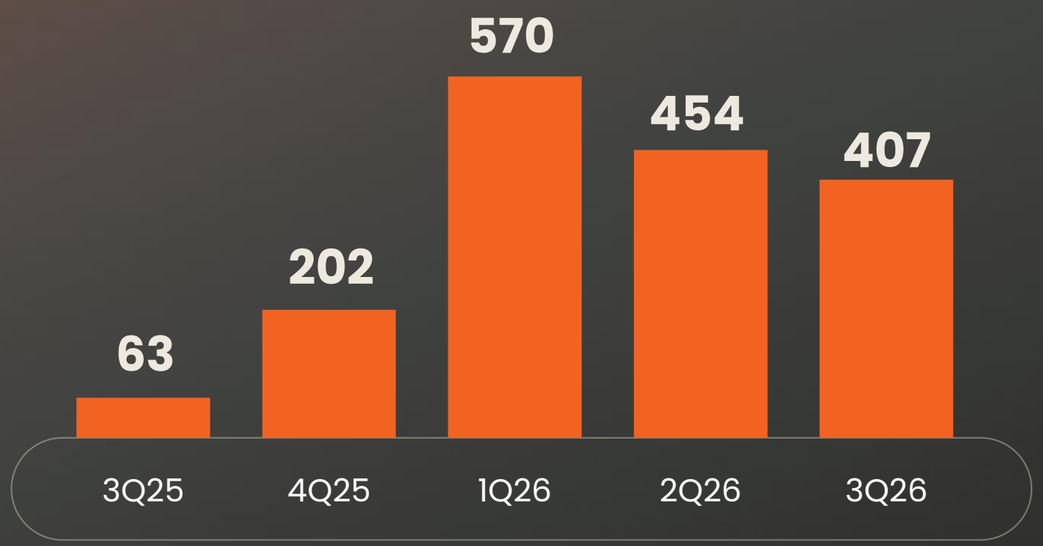
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RETAIL (INDIVIDUALS)

NEW GROWTH AVENUE

PRIVATE PAYROLL LOAN

Quarterly released amount[1] (R$ million)



80% of origination through **digital channels**

Gradual increase in **physical channel origination**, generating **greater profitability potential**

Cross-selling potential

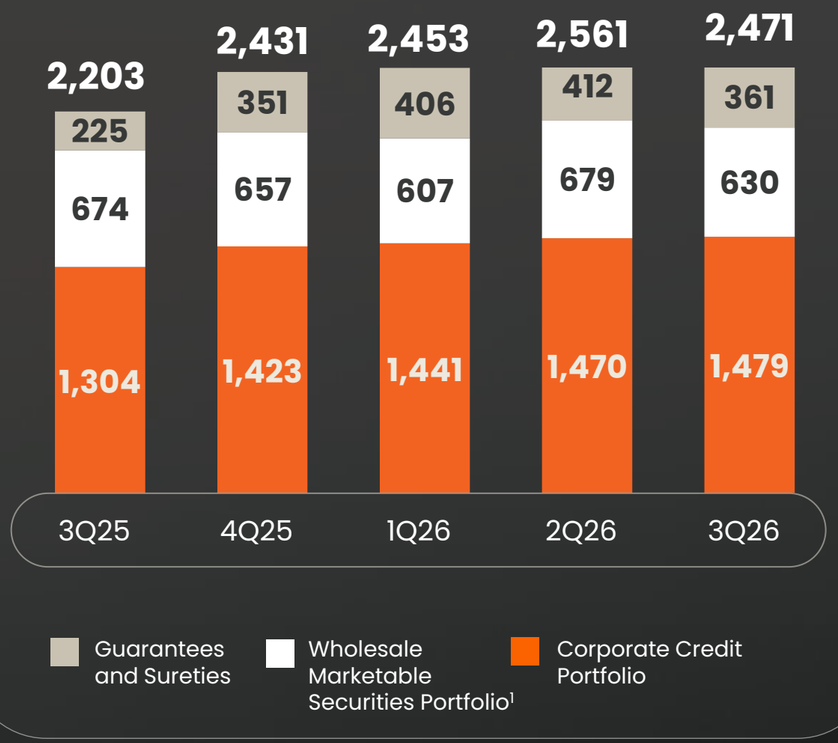
1. It considers only the new resource released to the client, it does not consider refinanced amounts

CORPORATE

DISCIPLINE IN CAPITAL ALLOCATION AND focus on value creation

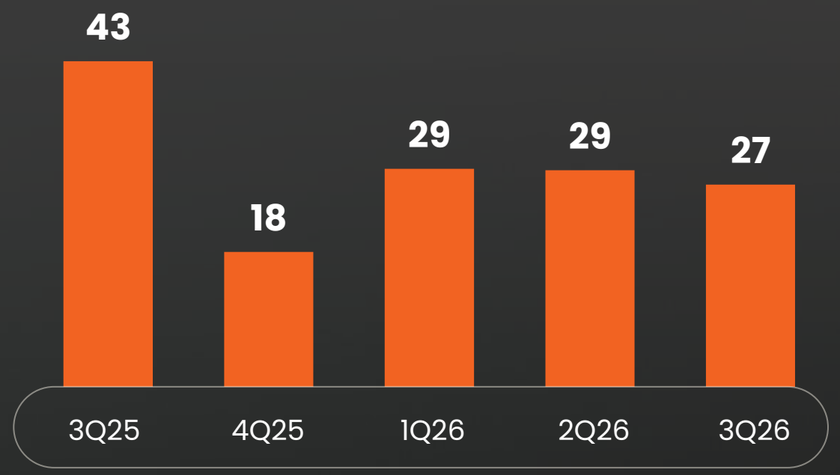
EXPANDED PORTFOLIO

Diversified and collateralized portfolio



NON-CREDIT REVENUE

R$ million



1. It includes Debentures, CRA, CRI, Commercial Notes and Funds that Bmg has invested with capital market strategy.

Assets & Liabilities

Focus on profitability

ACCELERATING THE MIX SHIFT TOWARD HIGHER-PROFITABILITY PRODUCTS

Lower dependence **on INSS payroll loans**

Active management of **portfolio quality**

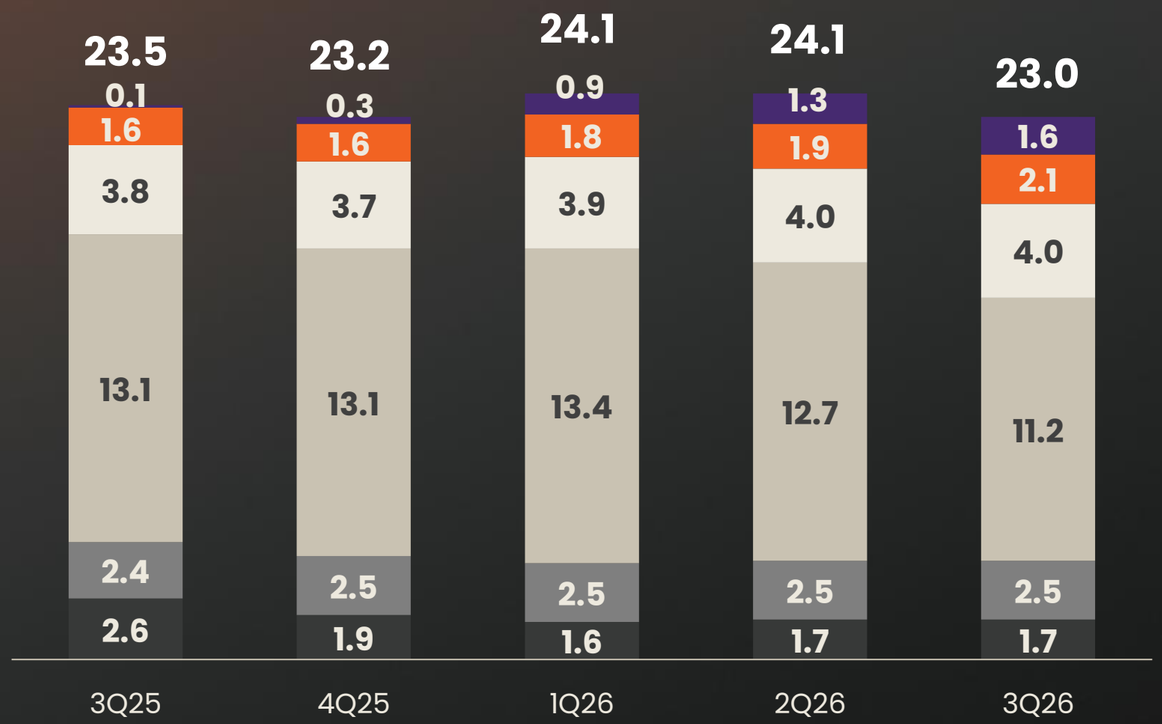
Sound balance sheet management

Significant portfolio mix shift

REDUCING EXPOSURE TO INSS AND INCREASING HIGHER-MARGIN PORTFOLIOS

LOAN PORTFOLIO

R$ billion

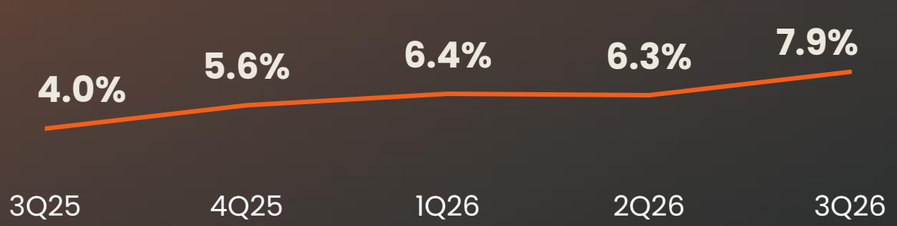


	YoY
Private Payroll Loan	**New**
Personal Credit	**+31.3%**
Payroll Loan	**+6.3%**
Payroll Credit Cards	**-14.4%**
Wholesale[1]	**+3.1%**
Others[2]	**-35.2%**

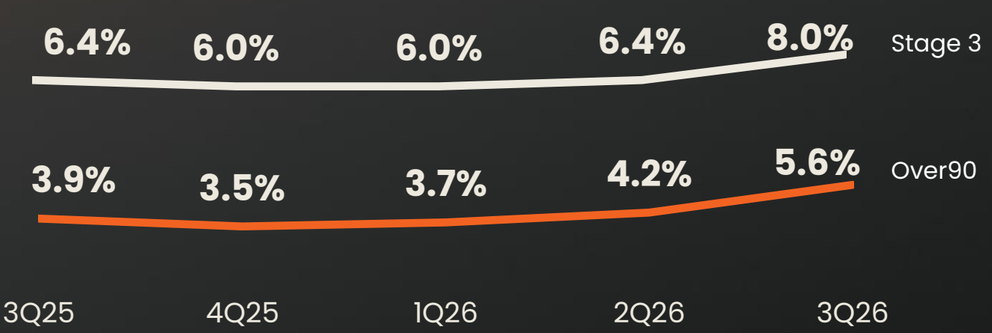
1. Includes Corporate + Structured Operations credit portfolios
2. Includes Credit Card + FGTS Advance + US Payroll Loan + Others

Balanced risk management

Provision expenses net of recoveries[1]



NPL

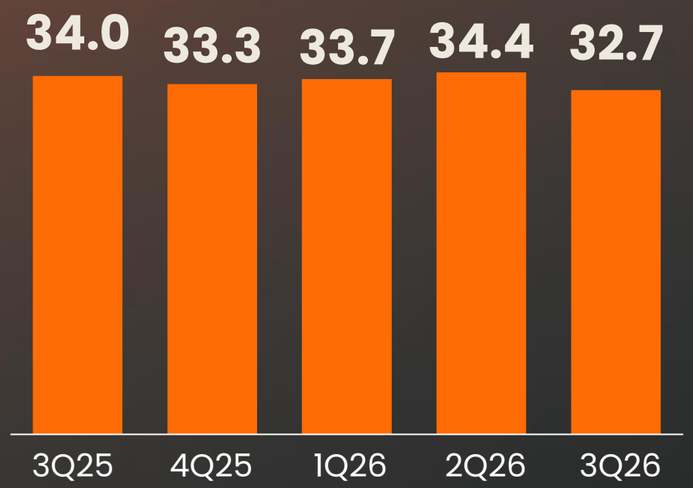


- Impact from assignments without retention of risks and benefits
- Improvement in recent private payroll loan vintages
- Reduction in short-term delinquency (15–90 days) from 3.2% to 2.7% in the quarter
- 144% coverage ratio

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

Sustainable funding base

Funding (R$ billion)



Greater diversification

- **36%** institutional funding
- **48%** Reference Value/FGC Reference Funding[1]

Liquidity indicators at **comfortable levels**

Liquidity Coverage Ratio (LCR) | **Short Term**:
464%

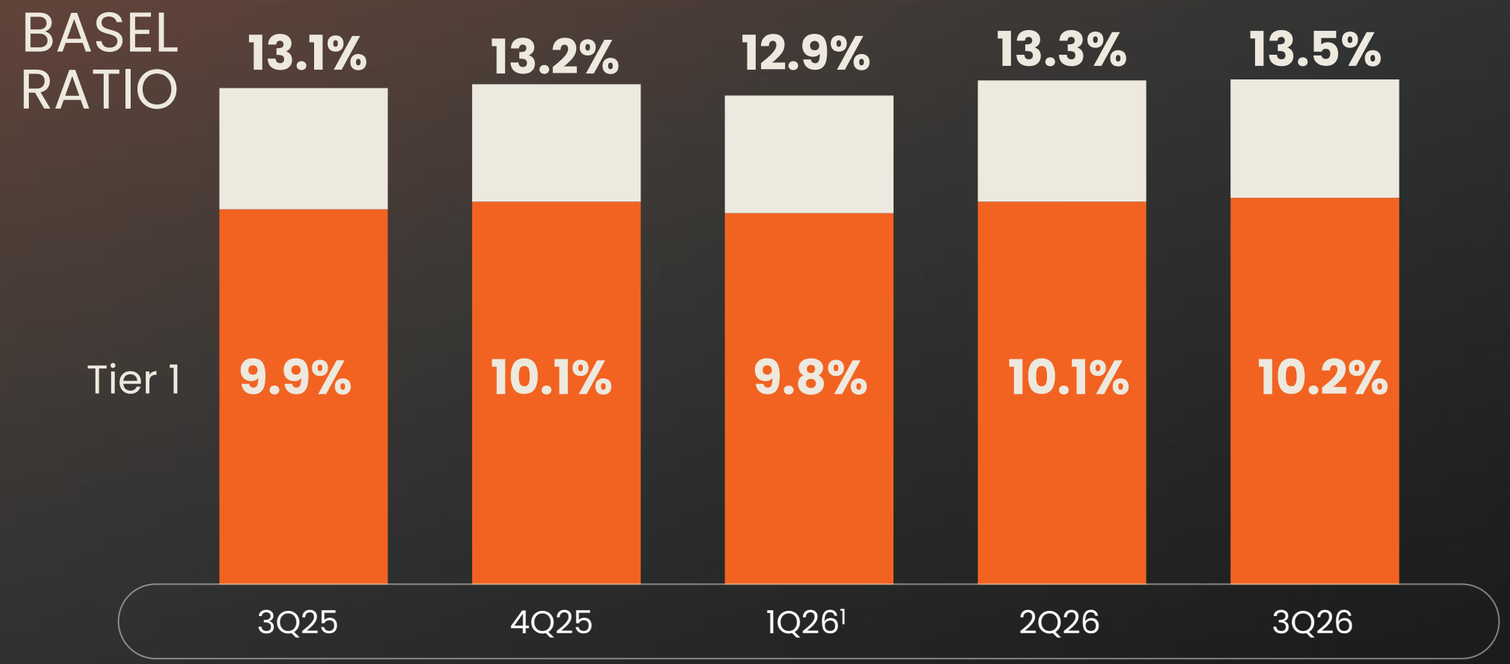
Net Stable Funding Ratio (NSFR) | **Long Term:**
125%

Frequent issuer

Portfolio and capital reprofiling	Assignment of R$1.5 billion in payroll credit card without retention of risks
Lower risk premium and higher volume	Public issuance of Financial Bills in Oct/26

1. Fundo Garantidor de Crédito, trigger > 60%

Active capital management



1. In 1Q26, pro forma Basel considering the capital increase of R$ 214 million, approved by the Central Bank of Brazil on April 27, 2026.

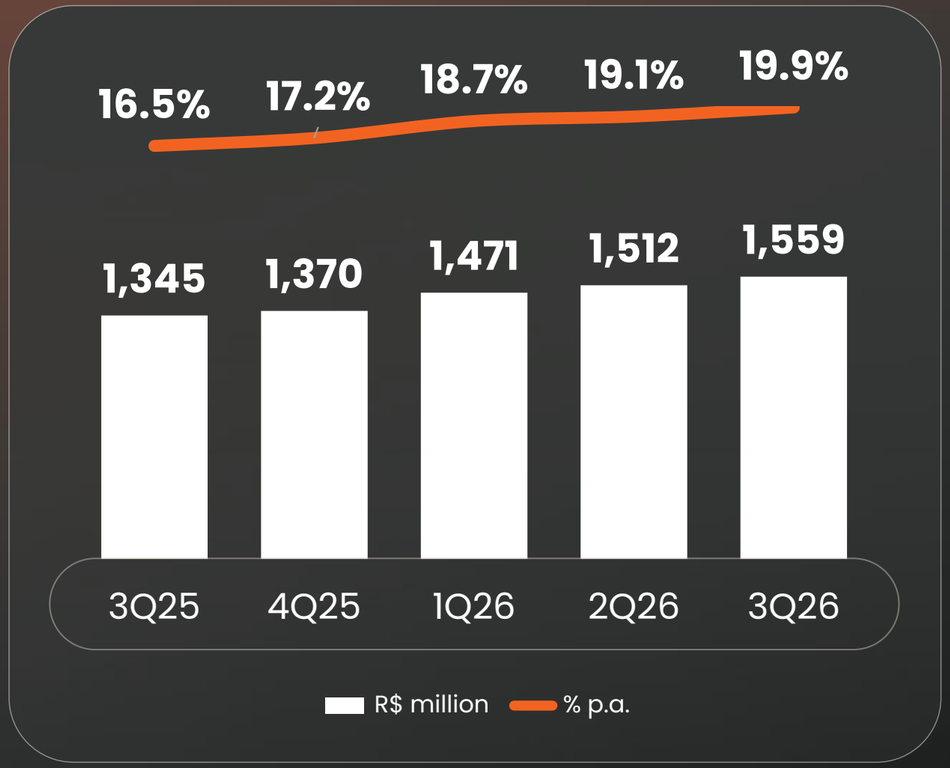
MAIN CAPITAL LEVERS:

- Internal capital generation
- Consumption of tax credit
- Credit assignments
- Interest on Shareholders' Equity recapitalization

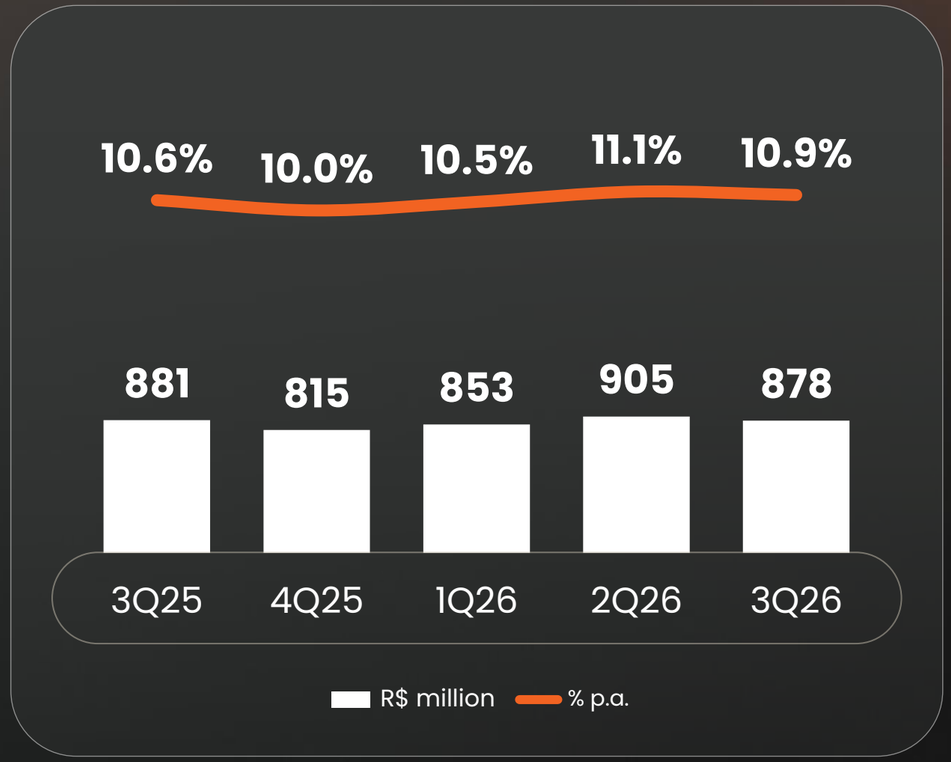
Financial Results

Margin expansion with a more profitable portfolio mix

Financial Margin (NIM)[1]



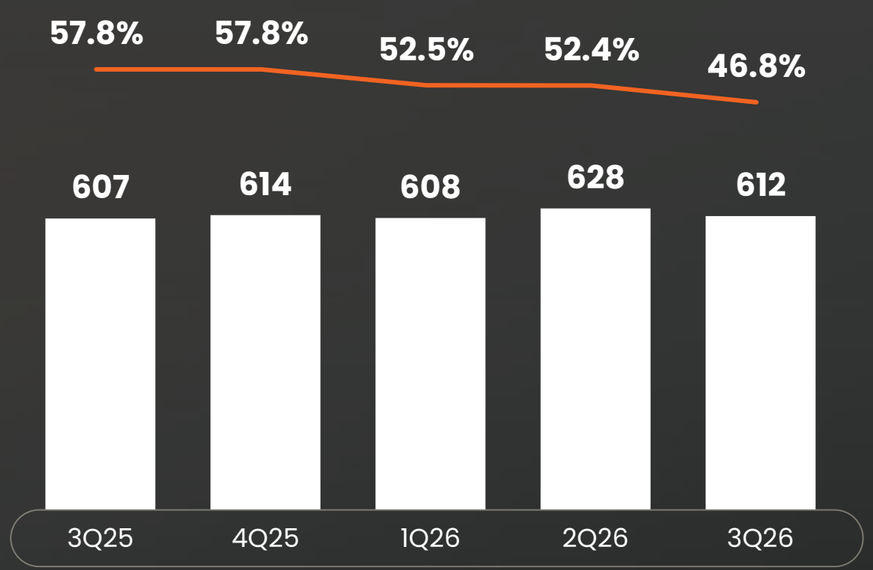
NIM after the cost of credit[2]
(net of provision and commission expenses)



Based on Managerial Income Statement.
1. Income from credit operations + income from marketable securities transactions + funding expenses and derivatives + income from services rendered + insurance operations / average profitable assets.
2. Financial Margin + net provision expenses + commission expenses / average profitable assets.

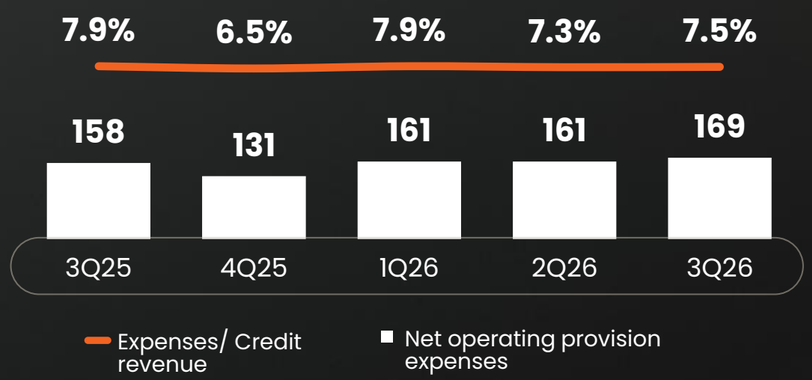
Discipline in cost management and operational efficiency

Personnel, administrative and operational expenses
(R$ million)



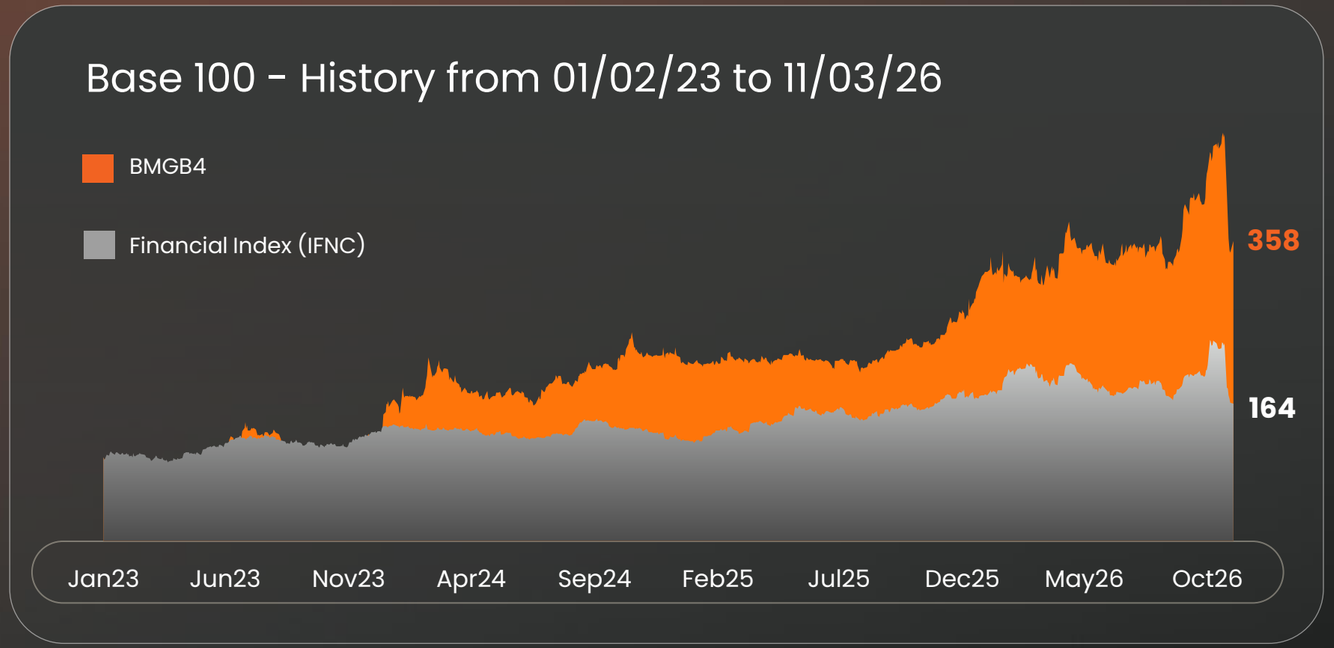
- Expense growth below inflation in 9M26 vs. 9M25
- Cost to serve[1] of R$ 30 per client per month (9M26)

Net operating provision expenses
(R$ million)



1. Personnel + administrative + operational + commissions expenses/ average number of customers using Bacen's methodology.

BMGB4 Evolution



Stock performance

LTM Appreciation	P/BV	Dividend Yield
+49%	**0.8x**	**10.3%**

Stock liquidity

R$ 7.3 mm

ADTV in 2026, 3.6x higher vs. 2025

Indexes

- **Inclusion in indexes**: IFNC, BNCO, IDIV, BESST, IBRA, IDIVERSA and IGCT
- **Remaining in indexes**: IGC and ITAG

The information is historical in nature and merely illustrative, and does not constitute a projection or promise of results.
Source: Bloomberg | Based on the closing of the trading session on 11/03/2026

Key takeaways

Client at the center of our strategy



Client

Evolution toward an increasingly relationship-driven bank

Close, simple and omnichannel experience



Business

Accelerating the mix shift toward more profitable products

Adapting to the market while maintaining strategic continuity



Profitability

Financial resilience and focus on sustainable profitability

Active risk management and operational efficiency

banco bmg

Q & A

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