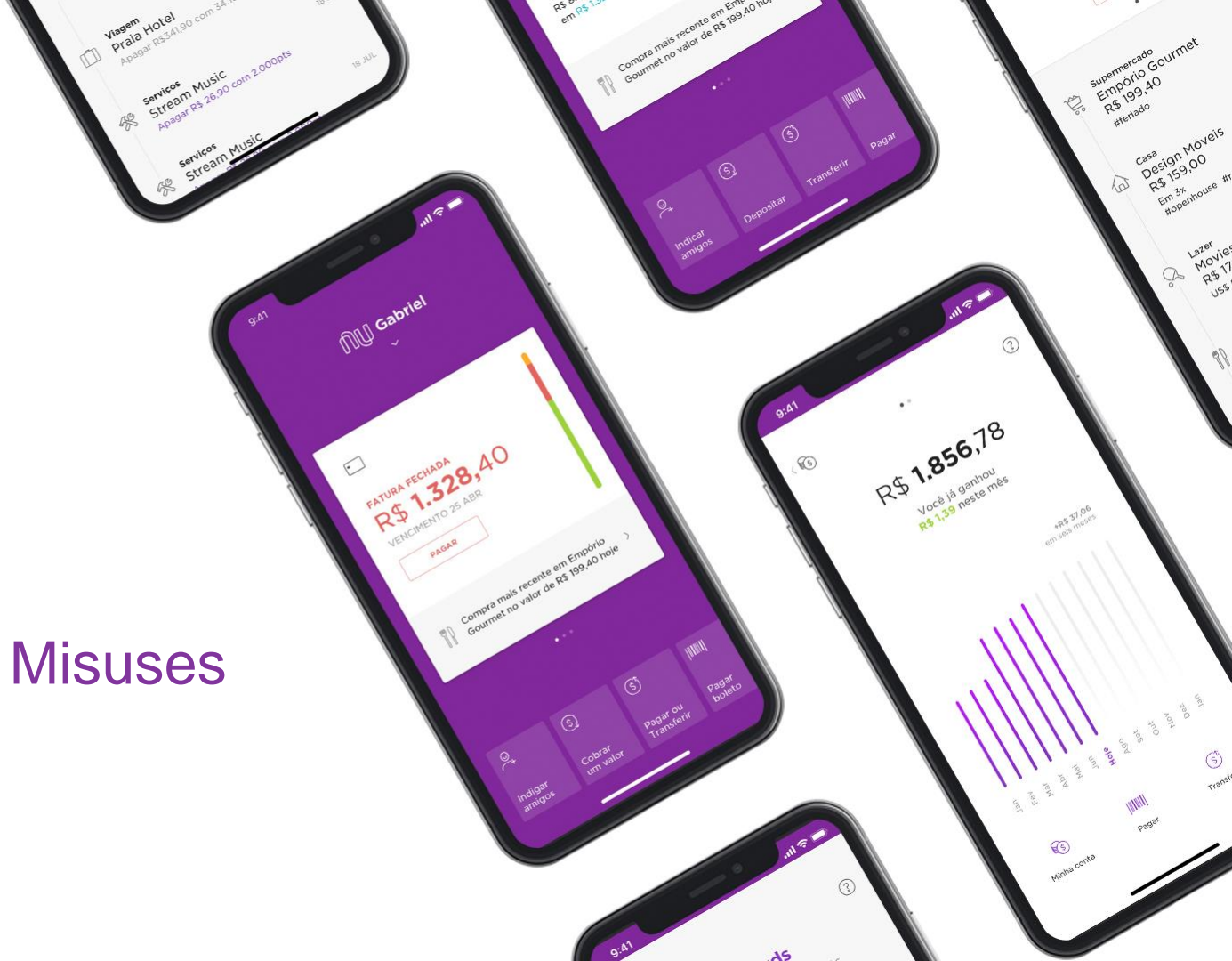
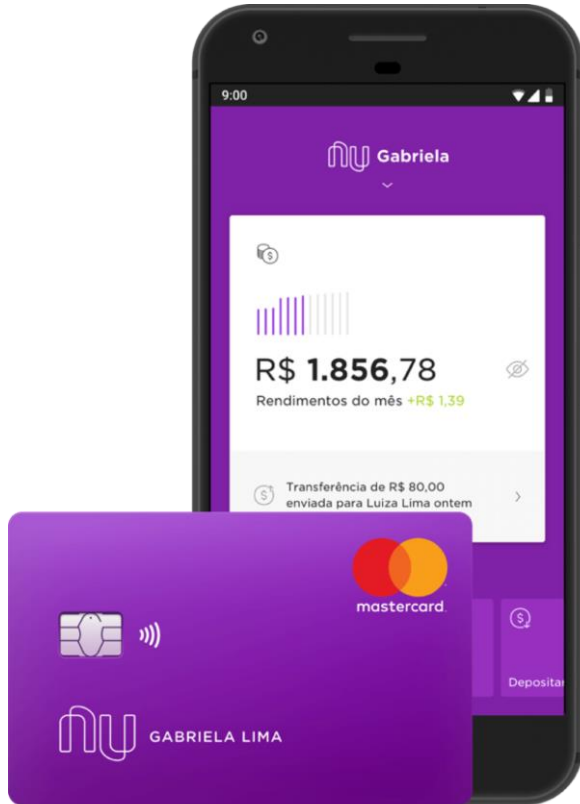


Data Uses and Misuses

Bruno Magrani





Forbes

Best bank in Brazil - even though we're not strictly a bank

**FAST
COMPANY**

Most innovative company in Latin America

Nubank in numbers

5th

Largest credit card issuer
in Brazil¹

12M

active customers

1st

Investment in Brazil from
many international funds

USD 820M

raised in six investment
rounds

30M+

people have applied for a
Nubank product

1700+

Employees from 25
different countries

Financial Inclusion

60M

Unbanked

- ✓ 58% of the unbanked do not hold an account due to lack of money or high fees
- ✓ 60% of the unbanked have access to cellphones and internet

What are the authorities doing?

Central Bank

✓ SCR

Credit information system which allows financial institutions to have access to clients' payments information.

✓ Joint Normative Act no.1

CADE and Central Bank established procedures for better defending competition in the financial system.

✓ Open Banking

It is now being implemented to increase efficiency and competition in the financial system.

Legislative branch

✓ Law no. 12.414/11

It was the first initiative to establish the registration of positive information, but with an opt-in model.

✓ Law no. 13.853/19 - GLDP

It addresses data protection and determines the creation of a national authority for data protection.

✓ Complementary Law no. 166/19

It amends Law no. 12.414/11 and determines the automatic inclusion of positive information, but now with an opt-out model.

Financial Inclusion - Credit Reporting System



22.6mm

It is expected that 22.6 million of Brazilians will be able to access credit because they already have a good payment history



35%

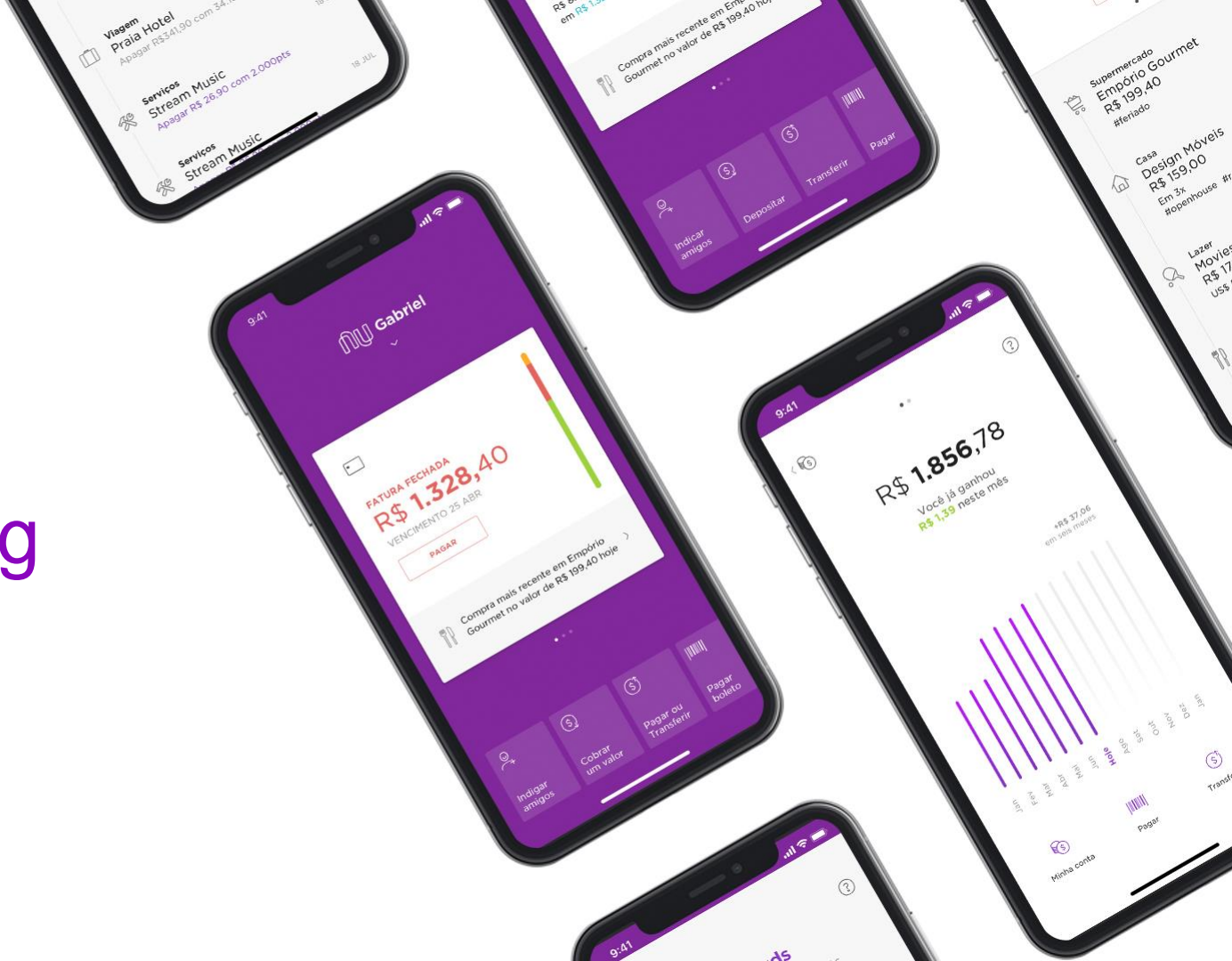
The credit portfolio of small and medium businesses will increase in 35%



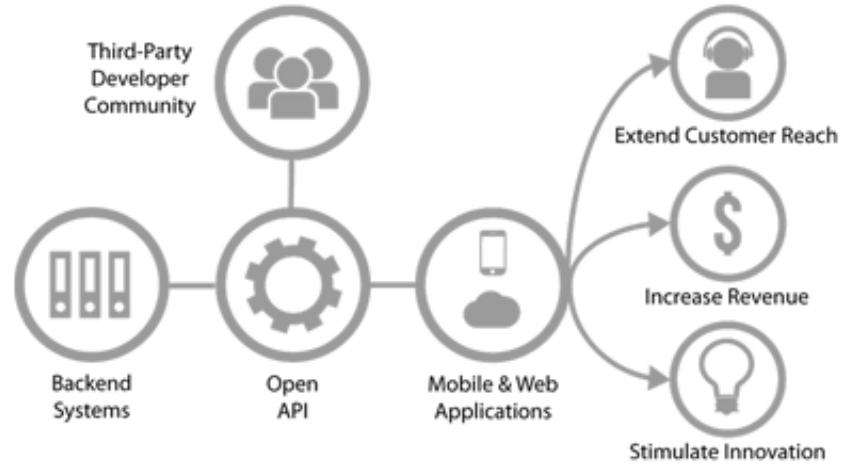
R\$ 1.3 trillion

Approximately R\$ 1.3 trillion will be injected in the economy

Open Banking



OPEN BANKING | WHAT?



Access to financial information and services through open APIs. the main feature is that it allows automated standardized communications

ny bank

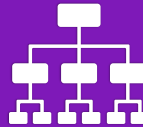
OPEN BANKING | BENEFITS



for THE CUSTOMER?

- I REDUCTION OF FRICTION TO CHANGE BANKS
- I UNLOCKING SO-CALLED "LOCK-IN" MECHANISMS
- I CONSUMER AS THE SOLE OWNER OF DATA AND INFORMATION
- I NEW FEATURES

OPEN BANKING | BENEFITS



for THE MARKET

- I IMPROVE ACCESS TO INFORMATION
- I BREAKING THE EXCLUSIVITY OF THE RELATIONSHIP "FINANCIAL INSTITUTION-CLIENT"
- I REDUCTION IN THE COST OF DISTRIBUTION
- I MORE ACCESS TO FINANCIAL SERVICES
- I OPENS UP THE MARKET TO "PLATFORMS" AND "AGGREGATORS"