

# **Grupo Financiero Galicia**

## **Investor Presentation**

**March 2021**

# Agenda

**1 . The Argentine Economy**

**2 . The Argentine Financial System**

**3 . Grupo Financiero Galicia**

**4 . Banco Galicia**

**5 . Naranja**

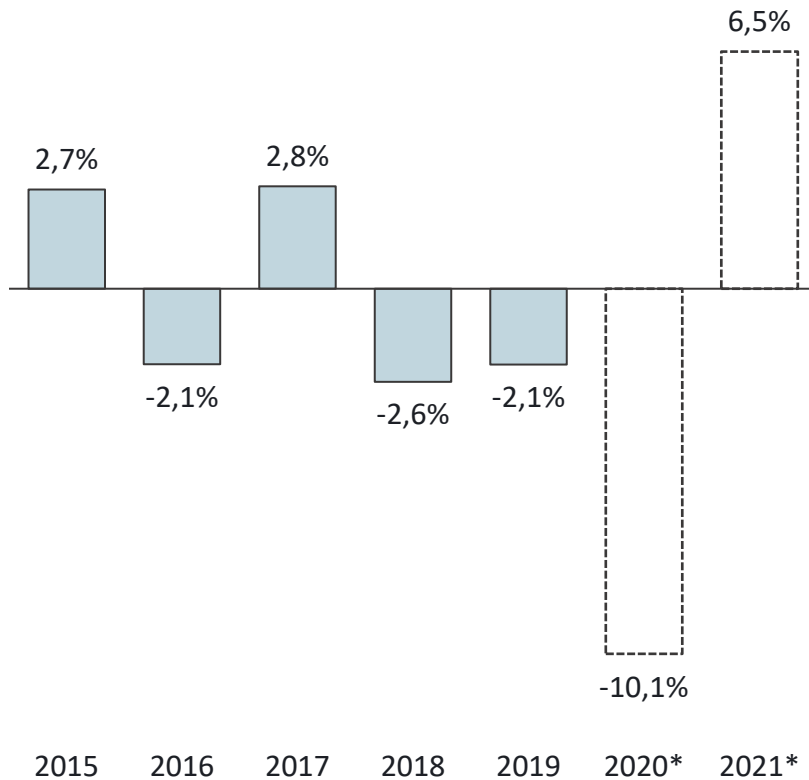
**6 . Sudamericana Holding**

**7 . Galicia Administradora de Fondos**

# Economic Activity

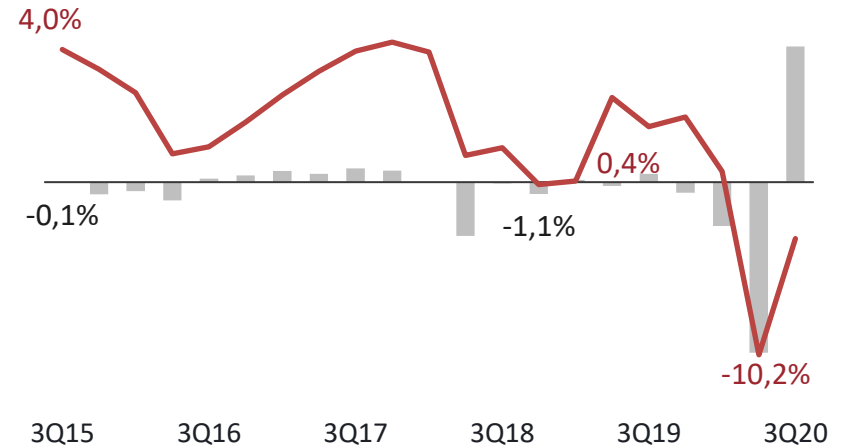
## Real Gross Domestic Product

YoY % Var.

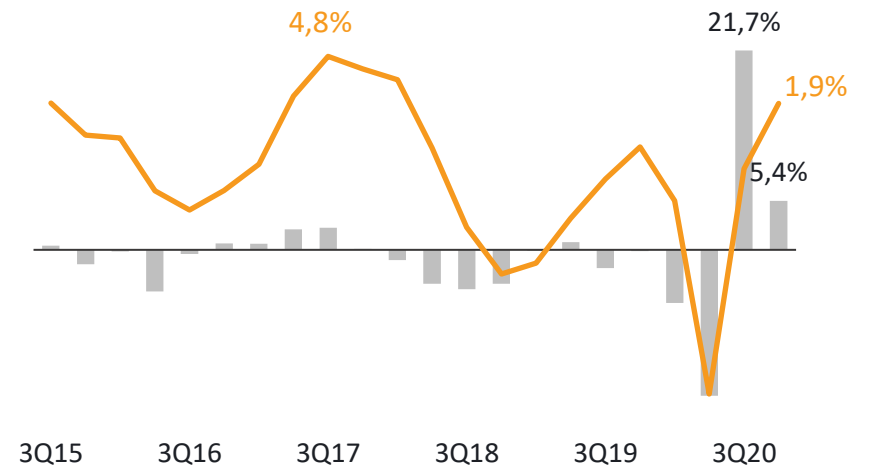


## GDP quarterly evolution

■ q/q % chg. (sa) — y/y % chg. (r.h.s.)

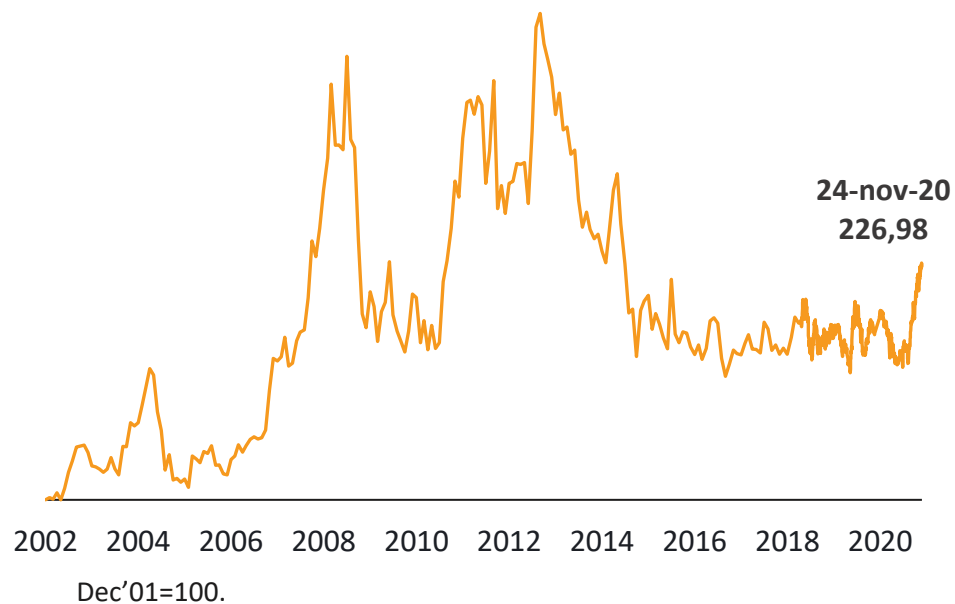


## Industrial Production quarterly evolution



# International Environment

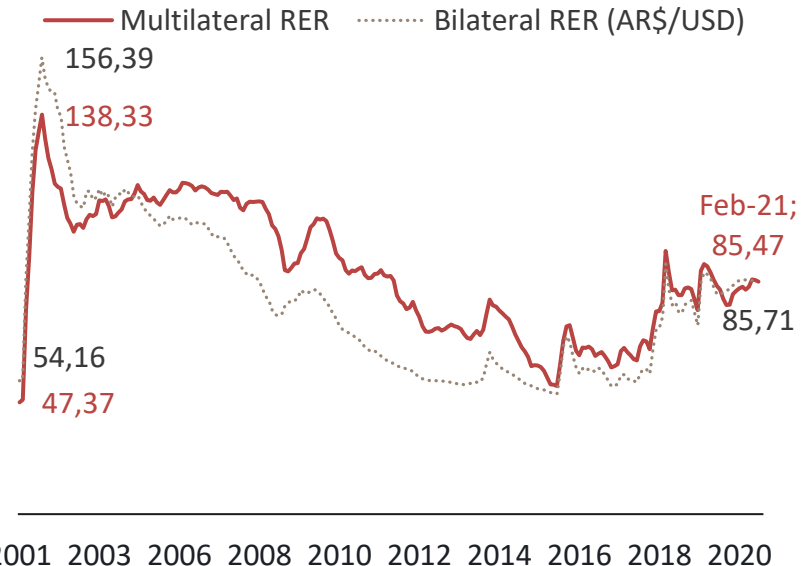
## Agricultural Commodity Prices



Source: Reuters

## Real Exchange Rate

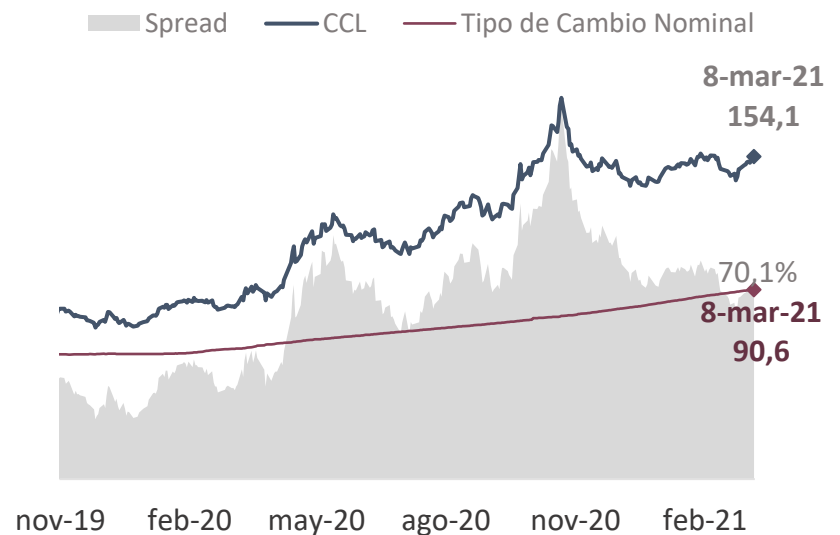
Index Oct-20 = 77.57 AR\$/USD



Source: BCRA

## FX Official and Blue-Chip Swap

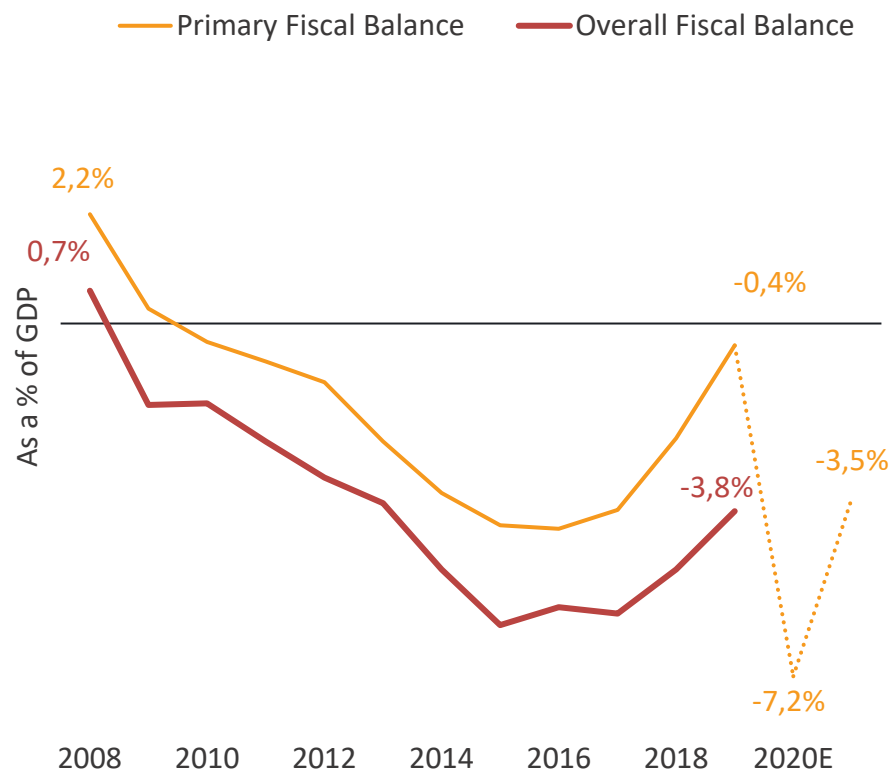
ARS/USD



Source: BCRA

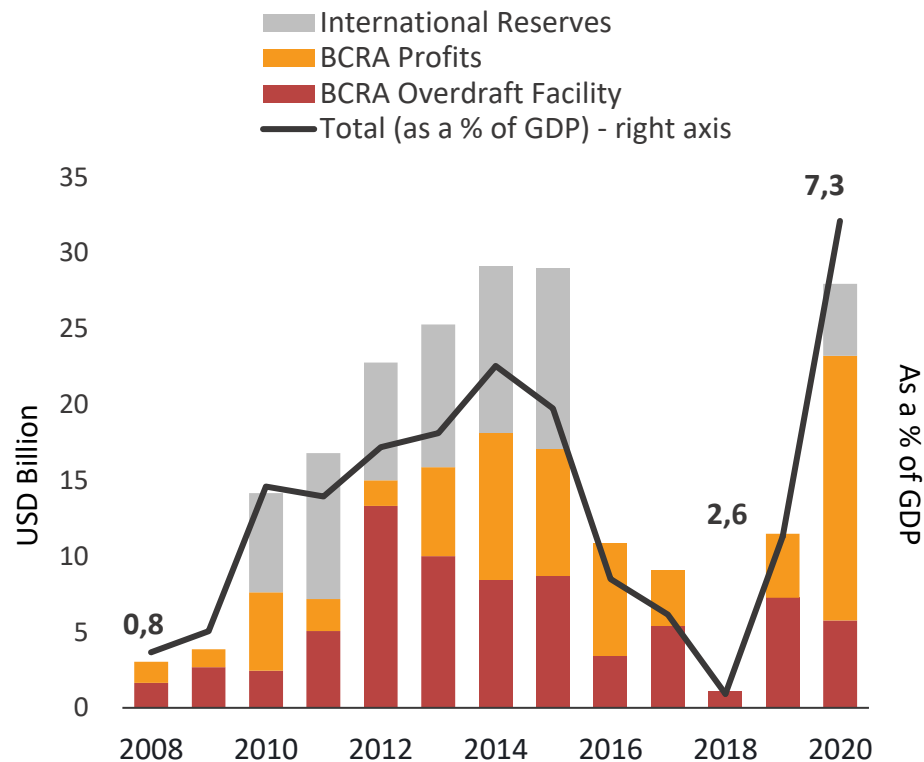
# Fiscal Performance

## Non Financial Public Sector's Fiscal Balance



Source: Ministry of Finance and own estimates

## Argentine Central Bank Financing



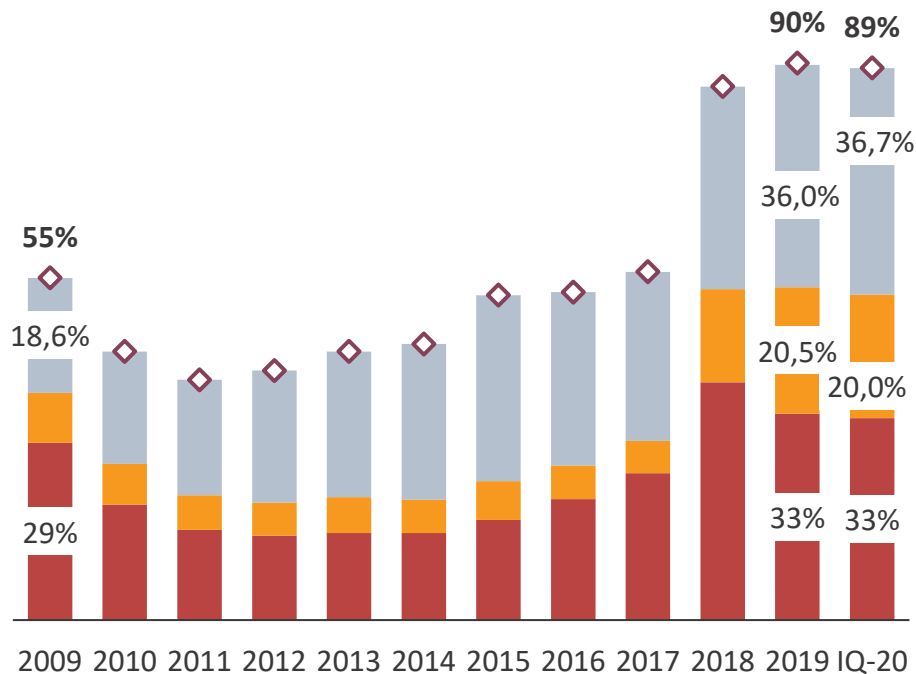
Source: BCRA and own estimates

# Sovereign Debt

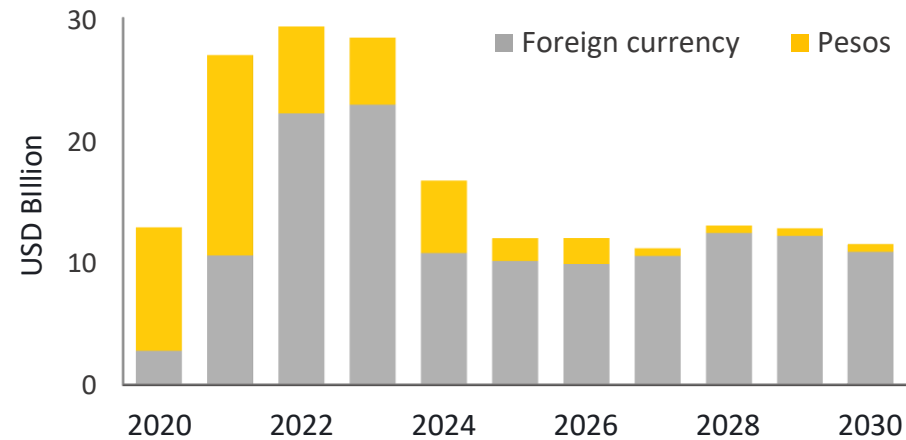
## Argentina: Public Sector Gross Debt

As a % of GDP

■ Private Holders ■ IFIs ■ Public Sector Debt ◆ Total Gross Debt

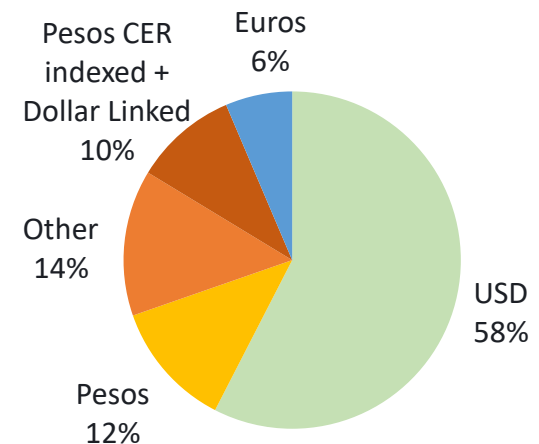


## Projected annual debt payments\*



\* Foreign exchange as of October 5<sup>th</sup>

## Debt by currency



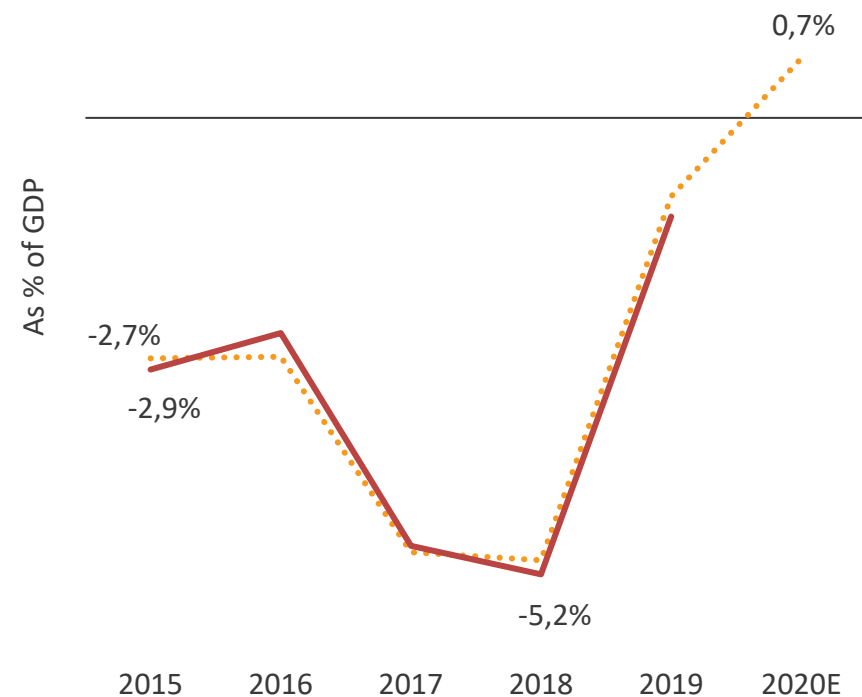
As of March, 2020

# External Sector Performance

## Current and Capital Accounts

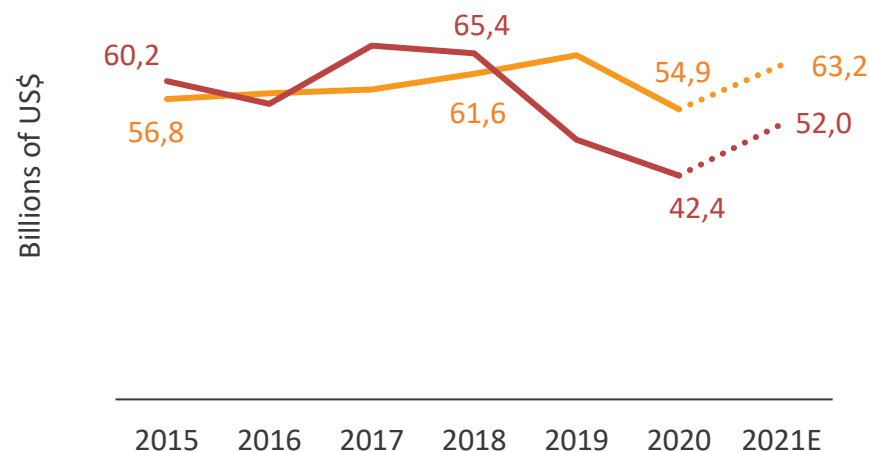
Accrual Basis, as % of GDP

..... Current Account      — Capital Account

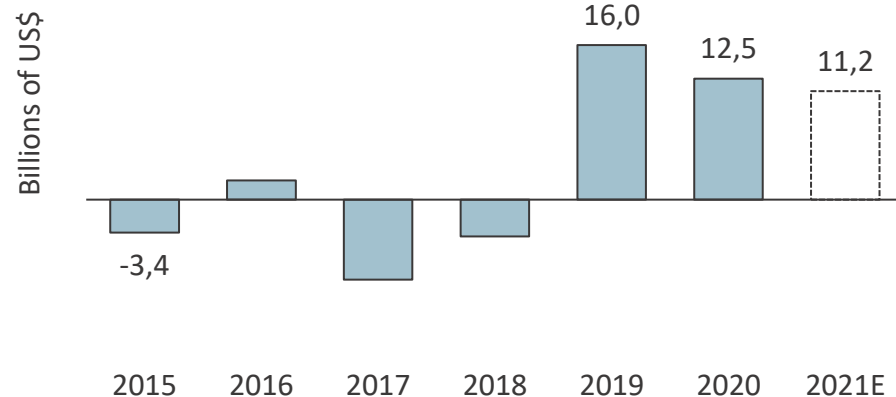


## Foreign Trade

— Exports — Imports



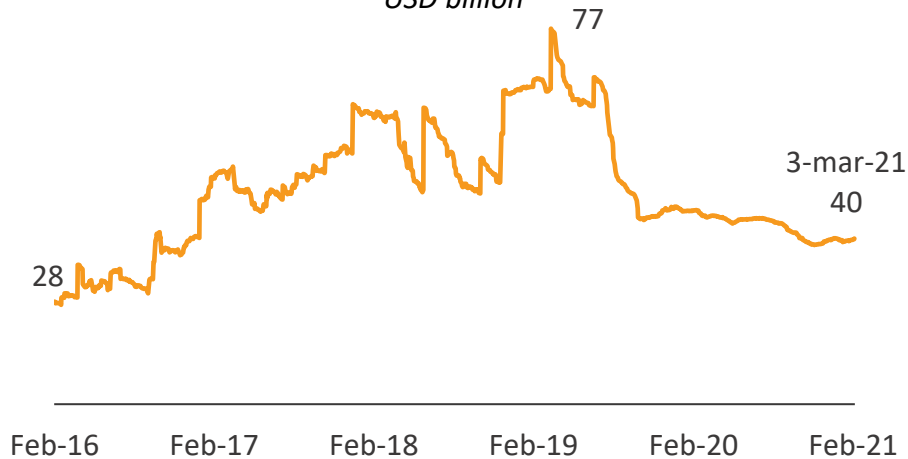
## Trade Balance



# Monetary Performance

## International Reserves

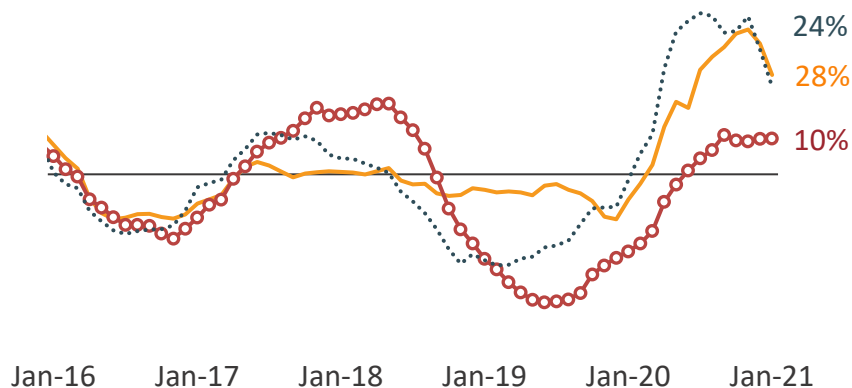
USD billion



## Monetary Aggregates

Real YoY change

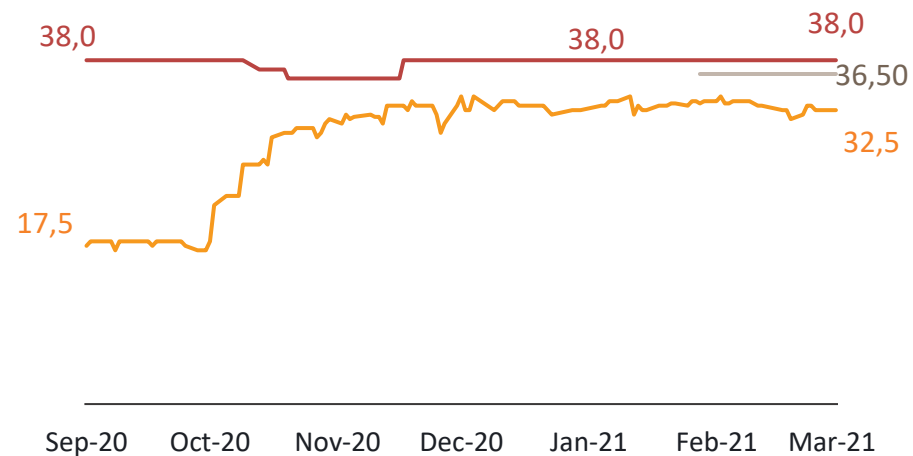
- ARS Private Deposits
- ARS Credit to the Private Sector
- M2 (private)



## Central Bank Interest Rate Policy

ANR (%)

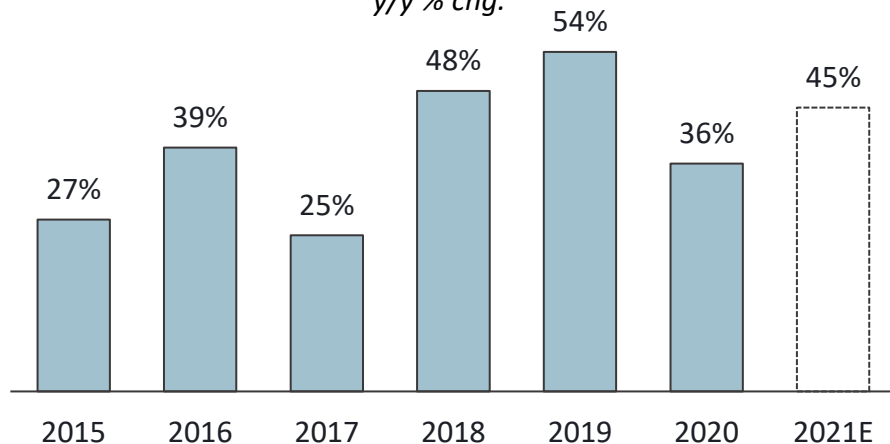
- Monetary Policy Rate
- Call 1d
- 7-Day Repo Rate



# Inflation

## Inflation

y/y % chg.

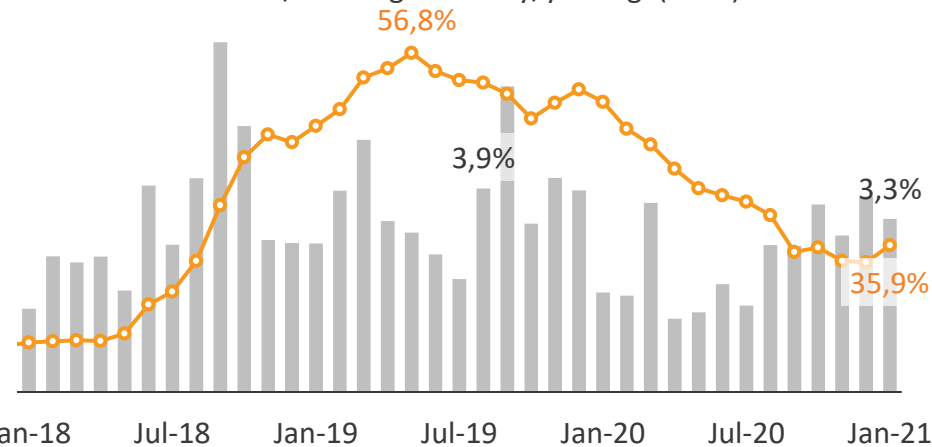


Source: INDEC and own estimates

## CPI Inflation - Greater Buenos Aires

■ m/m % chg.

○ y/y % chg. (r.h.s.)

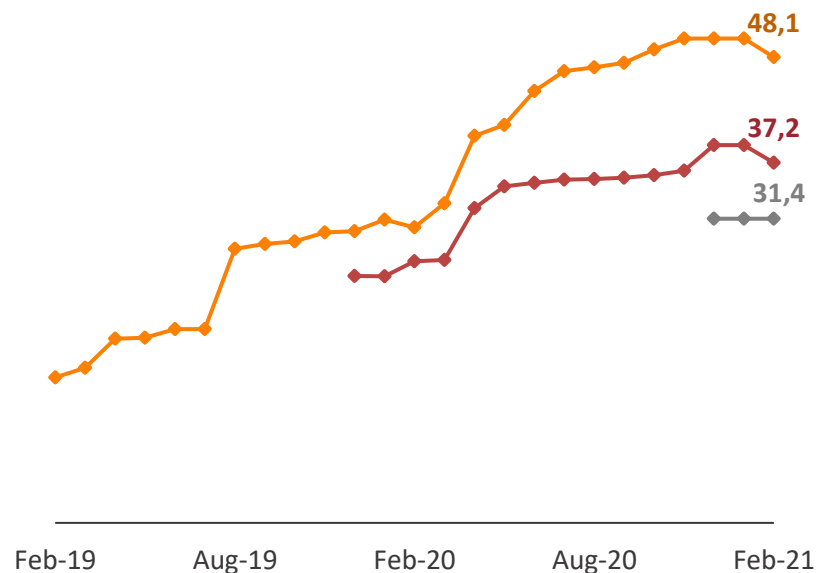


Source: INDEC

## Market Expectations – Central Bank Survey

Annual Inflation

— 20212 — 2022 — 2022



Source: BCRA and private estimates

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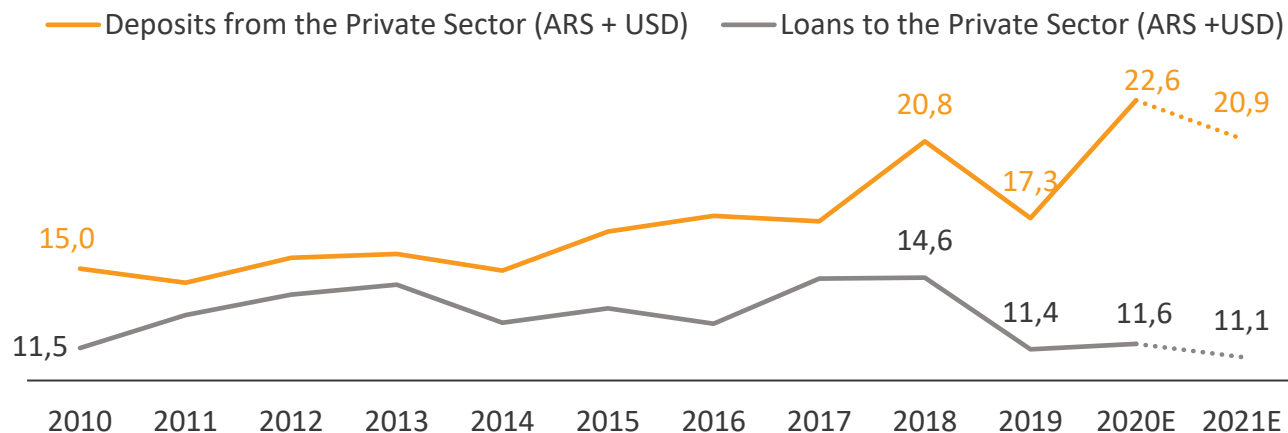
**6 . Sudamericana Holding**

**7 . Galicia Administradora de Fondos**

# Financial Depth

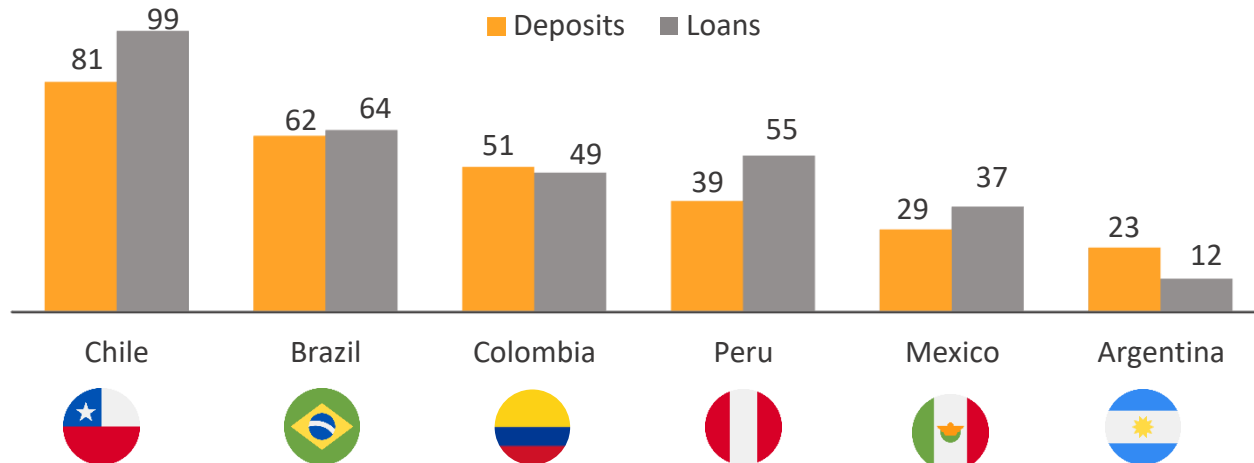
## Deposits and Loans to the Private Sector

as a % of GDP



## Financial Depth

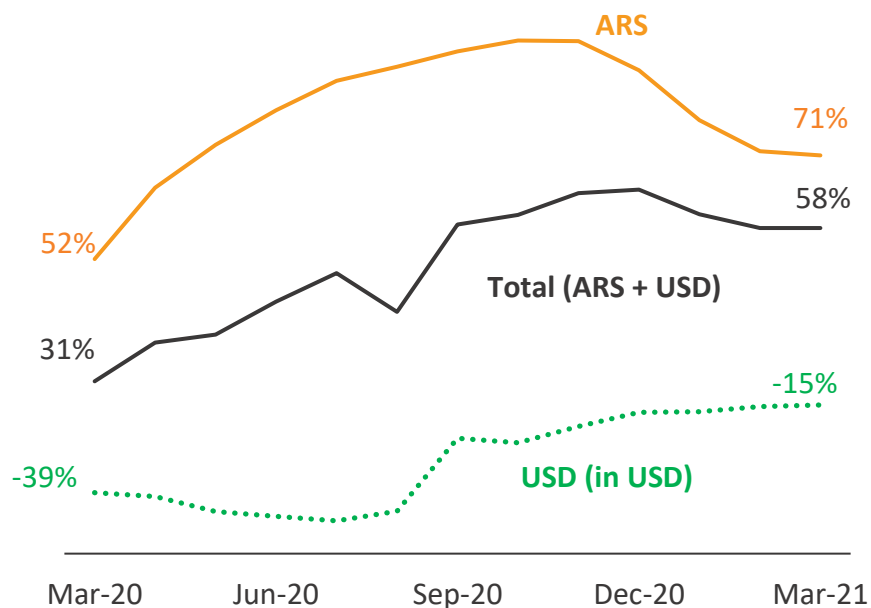
as a % of GDP



# Private – Sector Loans and Deposit Growth

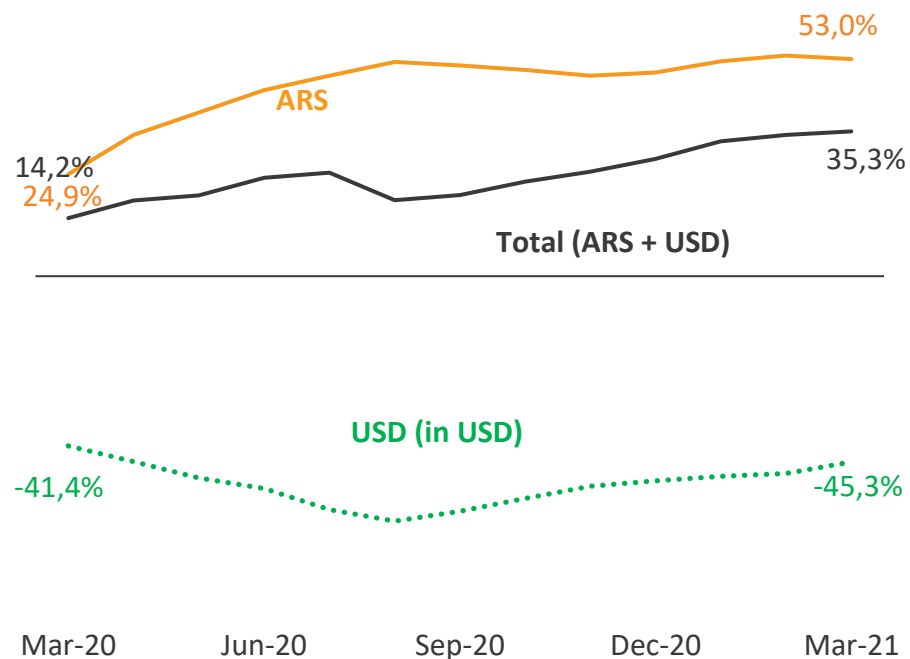
## Deposit Growth

Y-O-Y Monthly % Change



## Private-Sector Loans

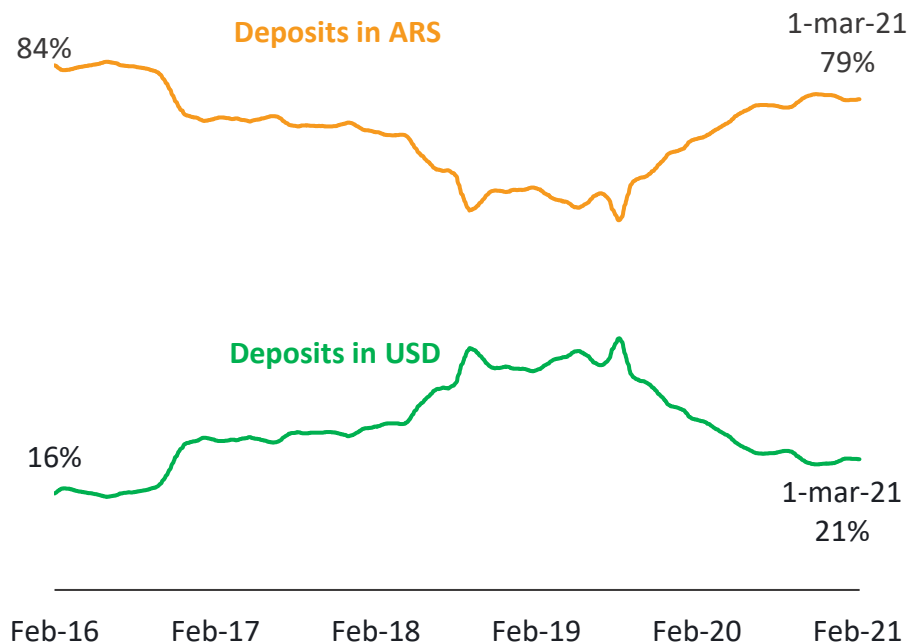
Y-O-Y Monthly % Change



# Breakdown of Deposits by Currency and Type

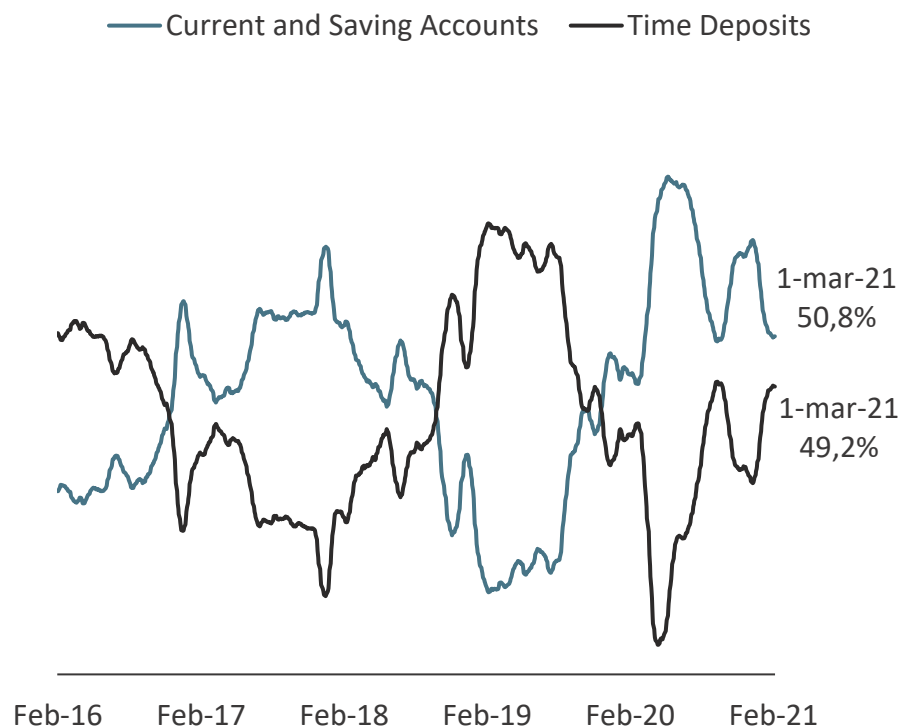
## Private Deposits Mix

% Total deposits



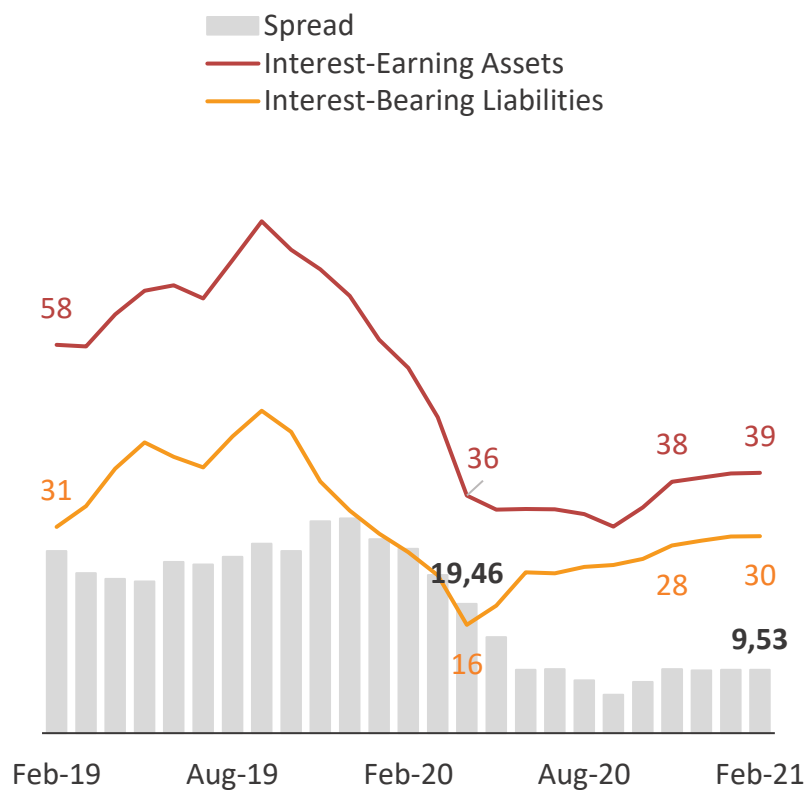
## Deposits in ARS Mix

% Deposits in ARS



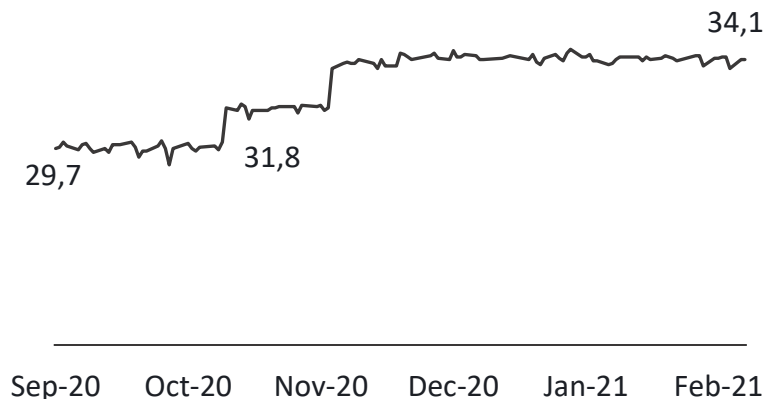
# Interest Rates

**Interest Rate Spreads**  
*Weighted by operated amounts*

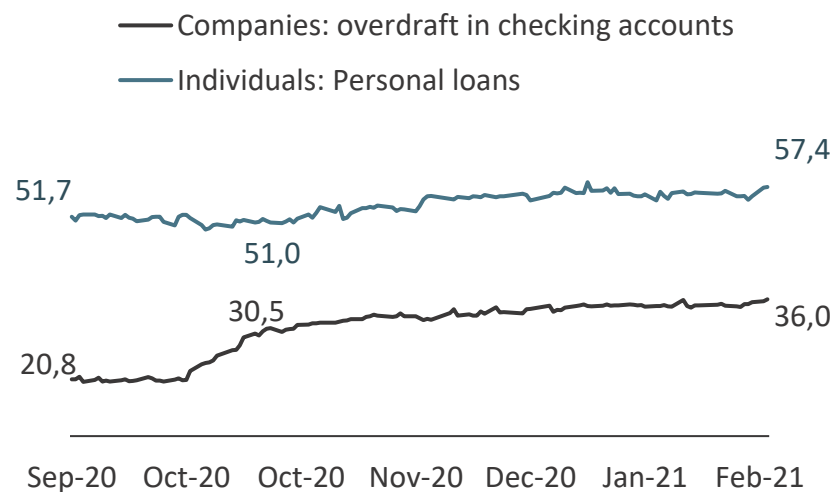


**Cost of Liabilities**

*Private Badlar*



**Yield on Assets**



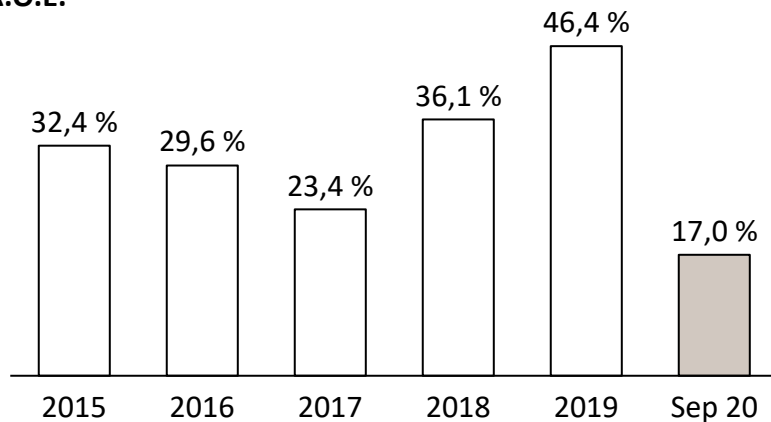
# Composition of the Banking System

September 2020

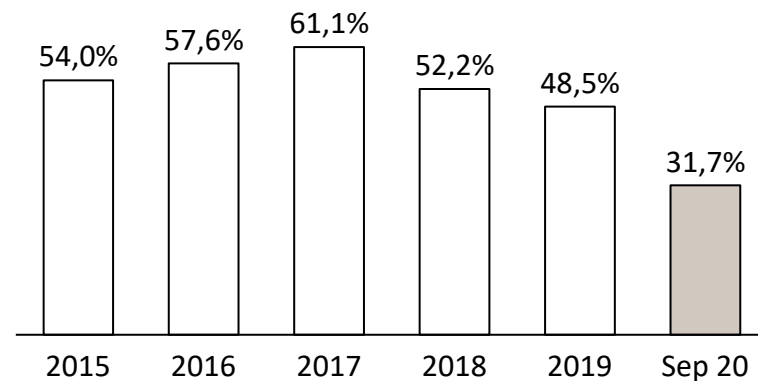
|                              | Number    | Market share<br>Private-Sector Deposits (%) |
|------------------------------|-----------|---------------------------------------------|
| <b>Banking Instituciones</b> | <b>64</b> |                                             |
| Government-Owned Banks       | 13        | 33.9                                        |
| <b>Private Sector Banks</b>  | <b>51</b> |                                             |
| - Domestic Banks             | 35        | 31.7                                        |
| - Foreign Banks              | 16        | 34.4                                        |

# Profitability

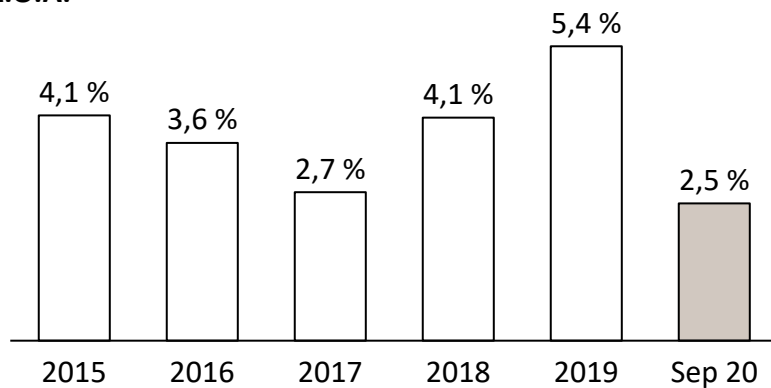
## R.O.E.



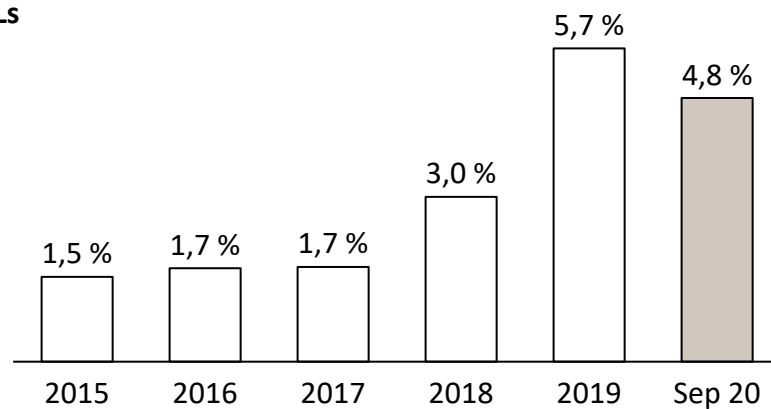
## Efficiency



## R.O.A.

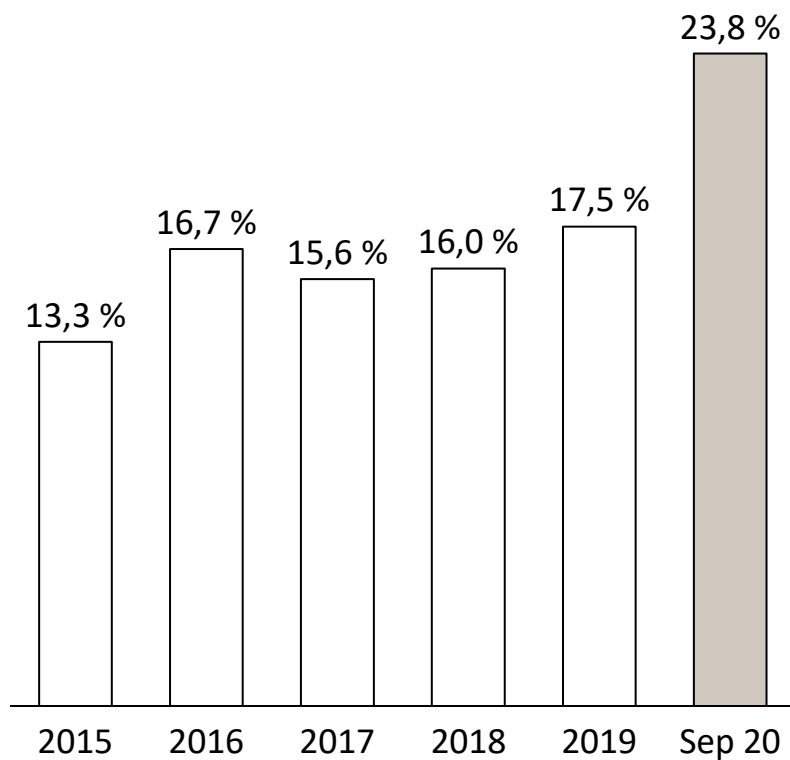


## NPLs

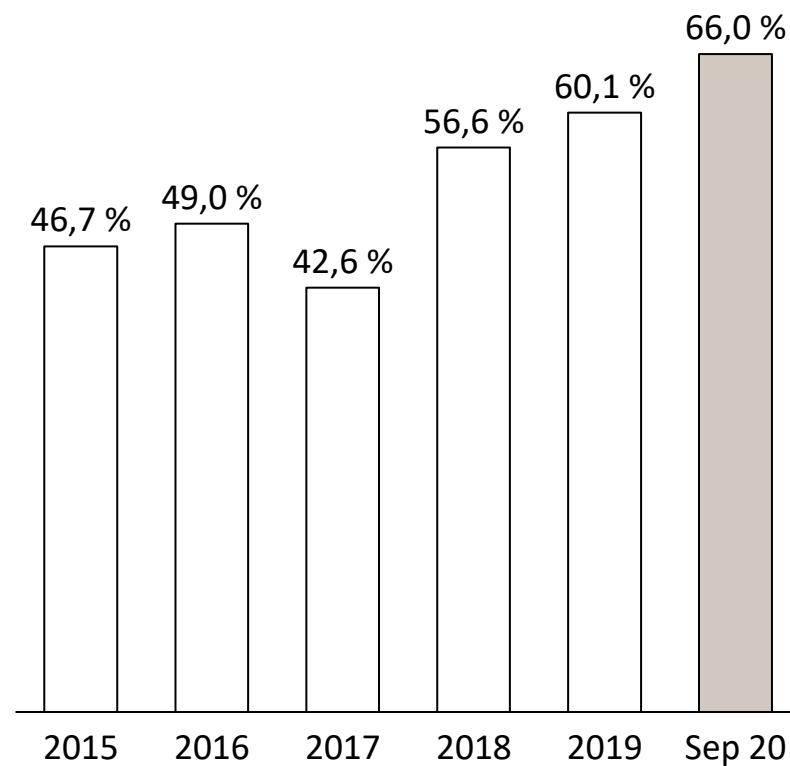


# Profitability

Total Capital Ratio



Liquidity Ratio



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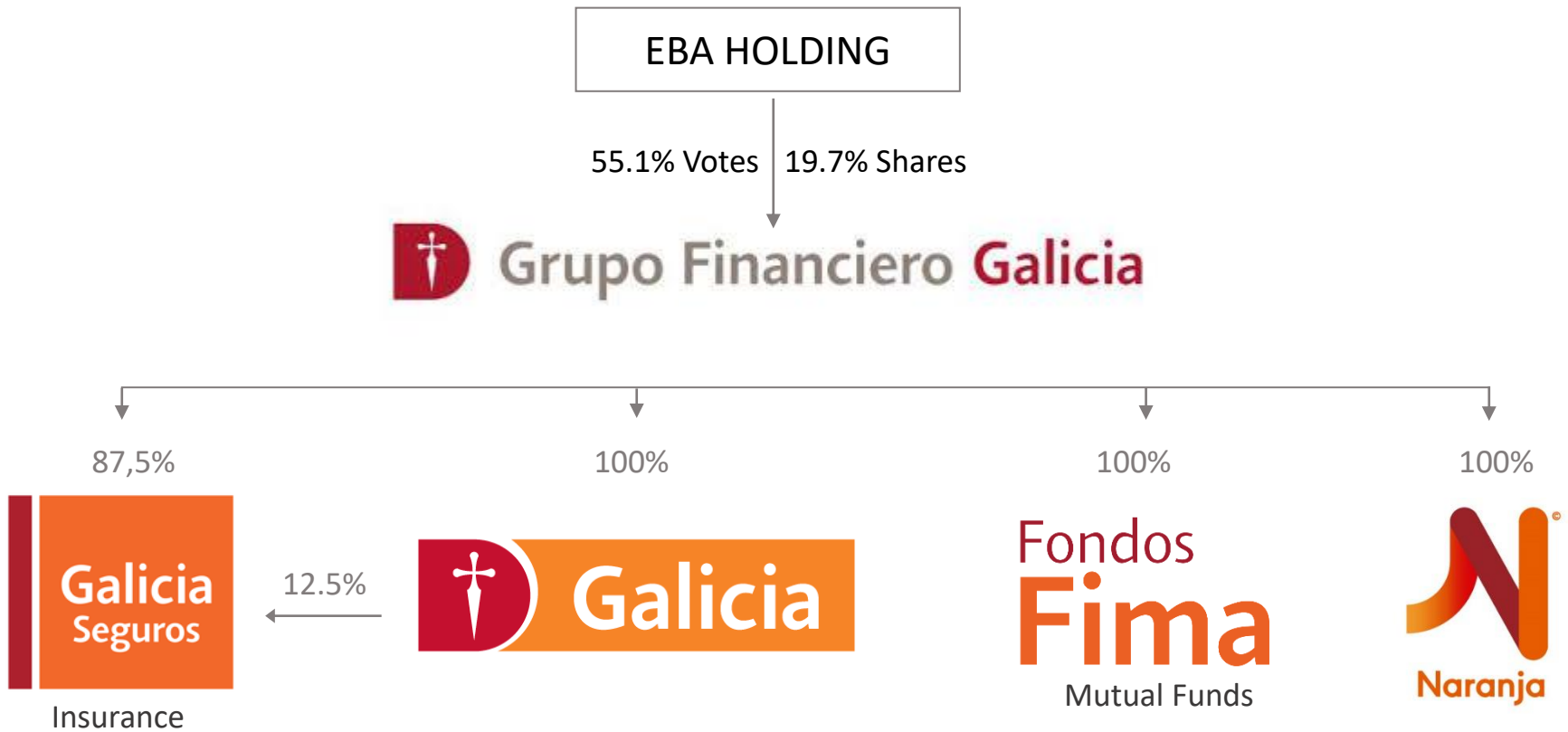
**4 . Banco Galicia**

**5 . Naranja**

**6 . Sudamericana Holding**

**7 . Galicia Administradora de Fondos**

# Organizational Structure

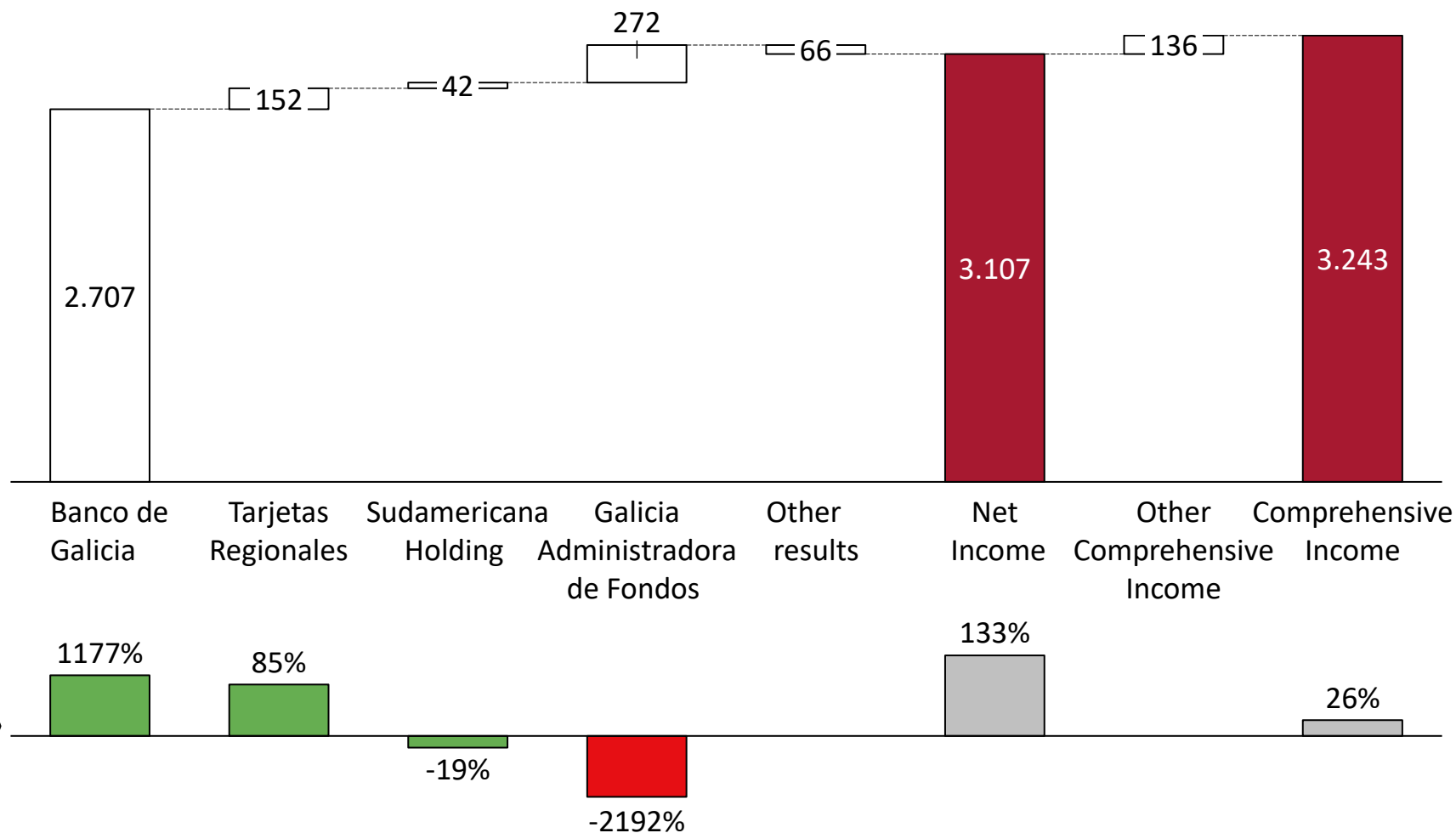


Others: IGAM L.L.C and Galicia Securities S.A.U.

Tarjetas Regionales S.A.: 100% interest of Naranja

# Grupo Financiero Galicia - Results from Equity Investments

Results for the 4Q20. In millions of pesos. Variation (%) 4Q19.



# Business Summary – Grupo Financiero Galicia

**ROE**

**7.0%**

+345 bp y/y

**ROA**

**1.2%**

+66 bp y/y

**FINANCIAL  
MARGIN**

**17.7%**

-379 bp y/y

**EFFICIENCY**

**58.6%**

-1,173 bp y/y

As of December 31, 2020.

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# Business Summary – Banco Galicia

**ROE**

**7.9%**

+721 bp y/y

**NET LOANS**

**Ps. 443,3 bn.**

5.3 US\$ bn.

**DEPOSITS**

**Ps. 678,1 bn.**

8.1 US\$ bn.

**ROA**

**1.1%**

+98 bp y/y

**ASSETS**

**Ps. 947,6 bn.**

11.3 US\$ bn.

**EQUITY**

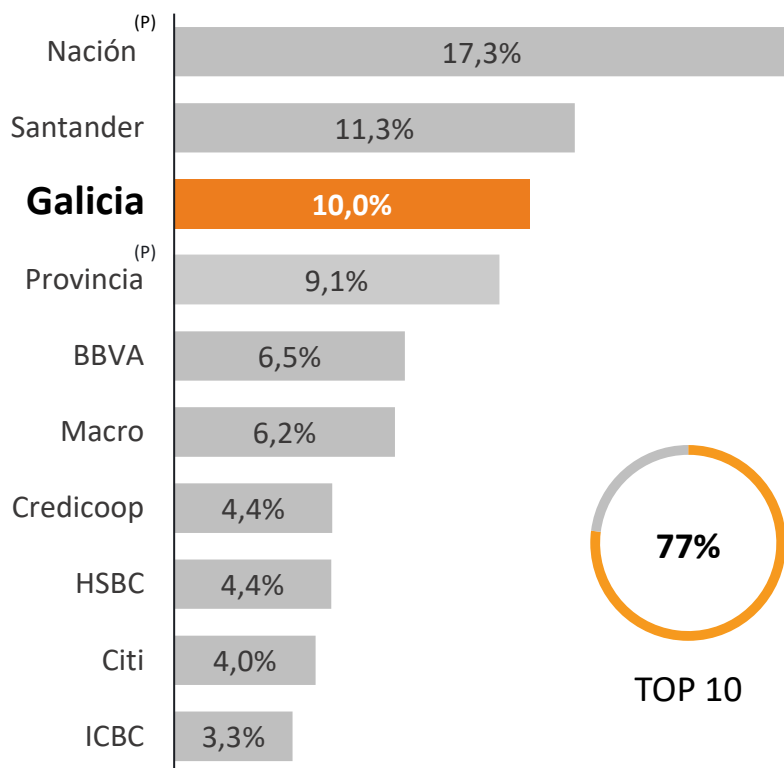
**Ps. 149,3 bn.**

1.8 US\$ bn.

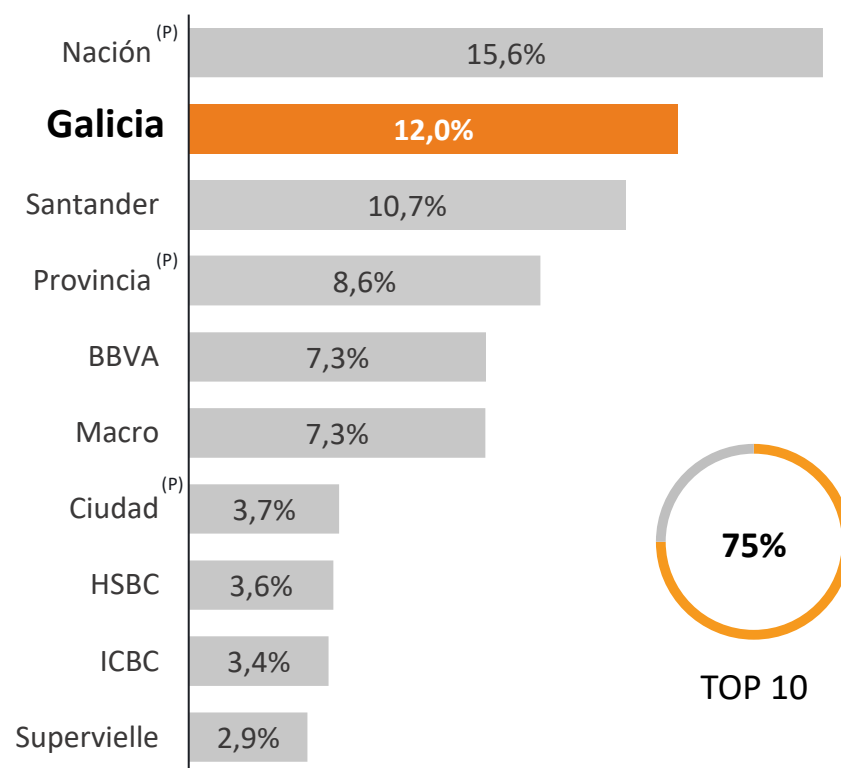
As of December 31, 2020.  
Exchange rate (Ps. per US\$) = 84.15

# TOP 10 Banks

Market Share of  
Private-Sector Deposits (%)



Market Share of  
Private-Sector Loans (%)

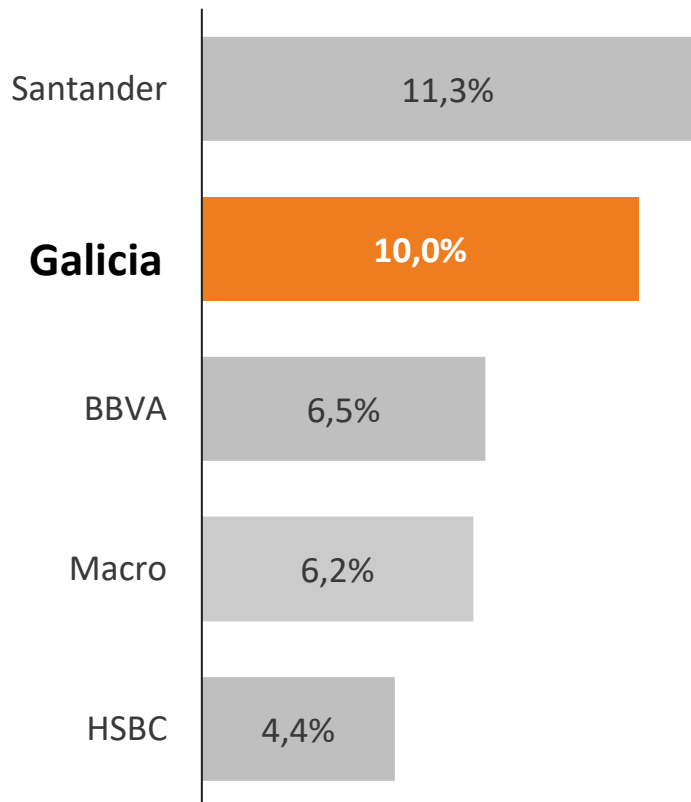


Source: Argentine Central Bank.  
(P) Government owned Banks.

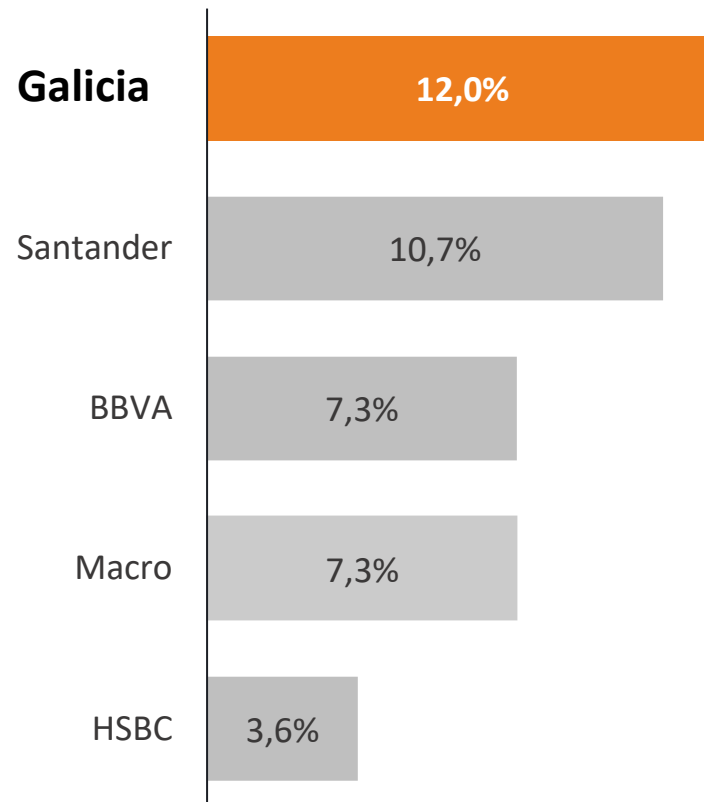
As of September 30, 2020.

# Peer Comparison

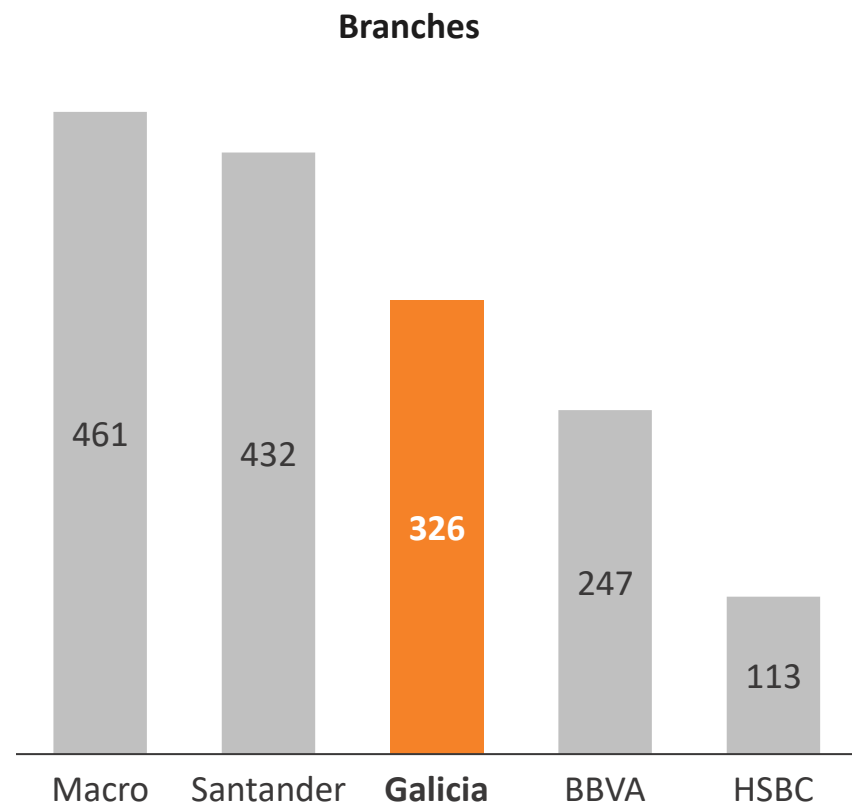
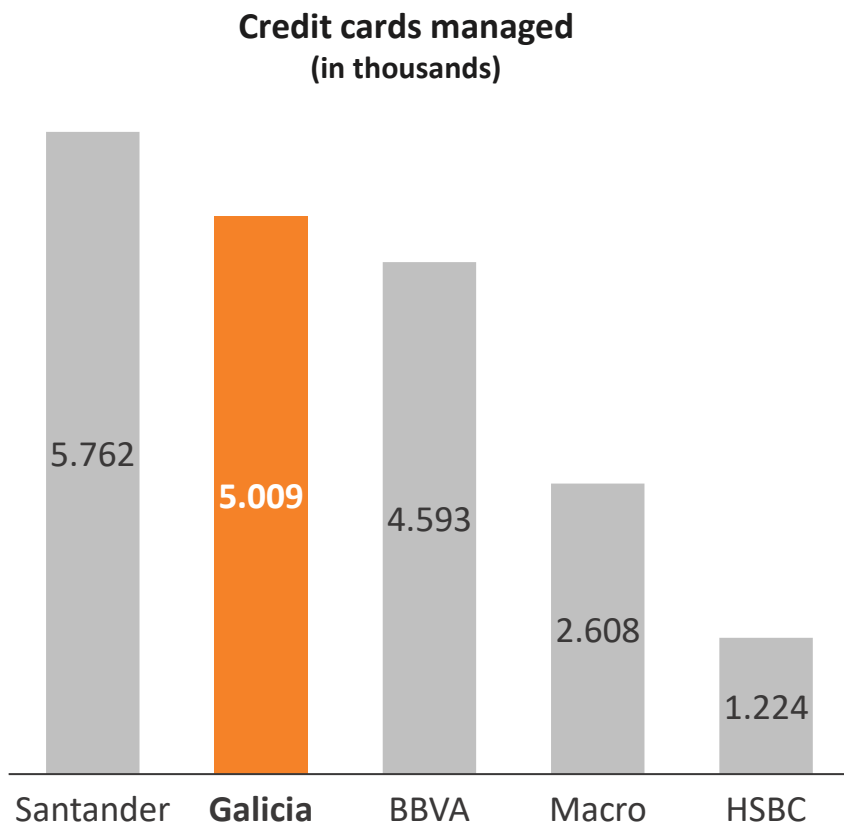
Market Share of  
Private-Sector Deposits (%)



Market Share of  
Private-Sector Loans (%)



# Peer Comparison

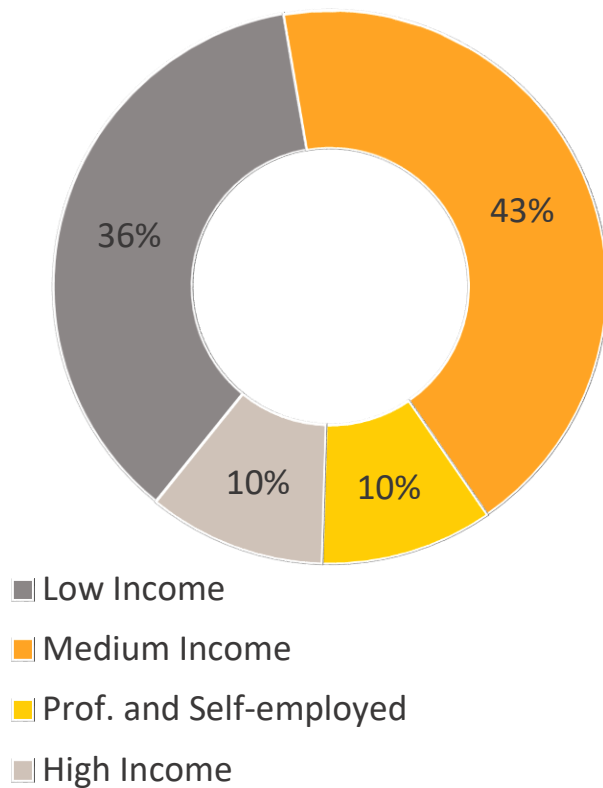


As of September 30, 2020

# Customers

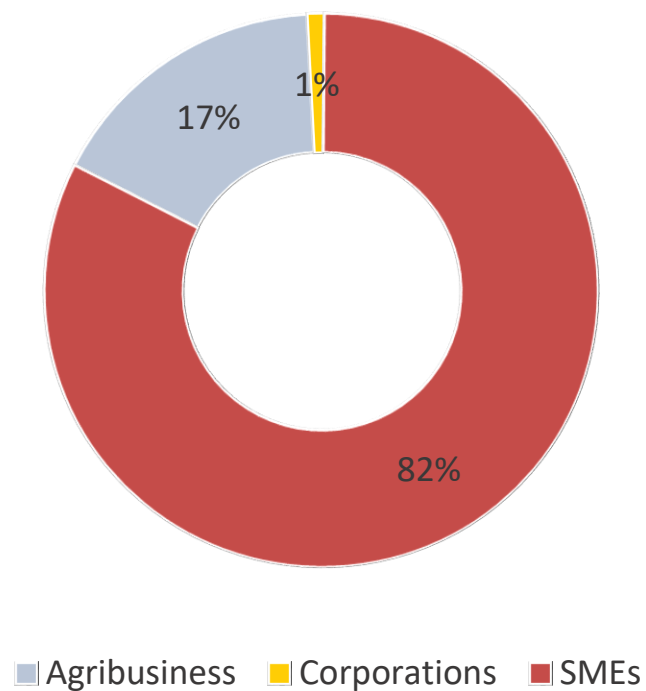
## Consumer Banking

Total: 2,955,464



## Corporate Banking

Total: 109,014



As of December 31, 2020.

# Digital

## Digital clients

56,8 %

62,4 %

*Clients with at least one login during the last 30 days vs total clients*

mar jun sep dec

2020

## Full digital clients

8,9 %

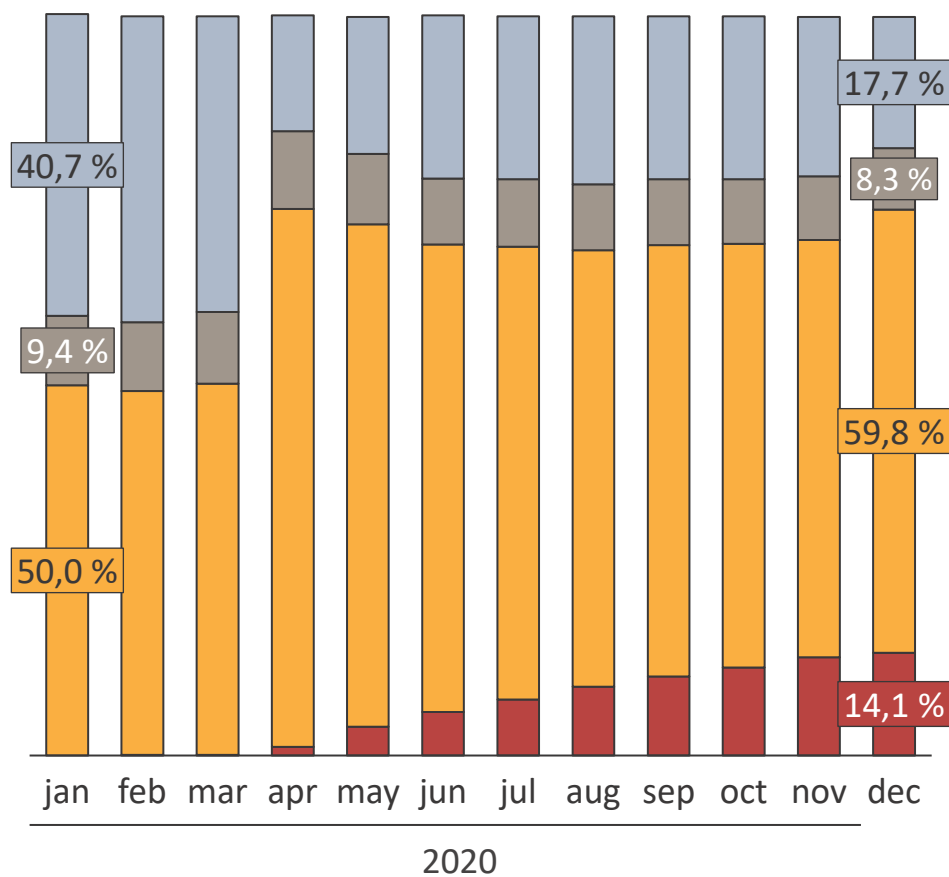
18,1 %

*Clients who did not use physical channels during the last 30 days vs total clients*

mar jun sep dec

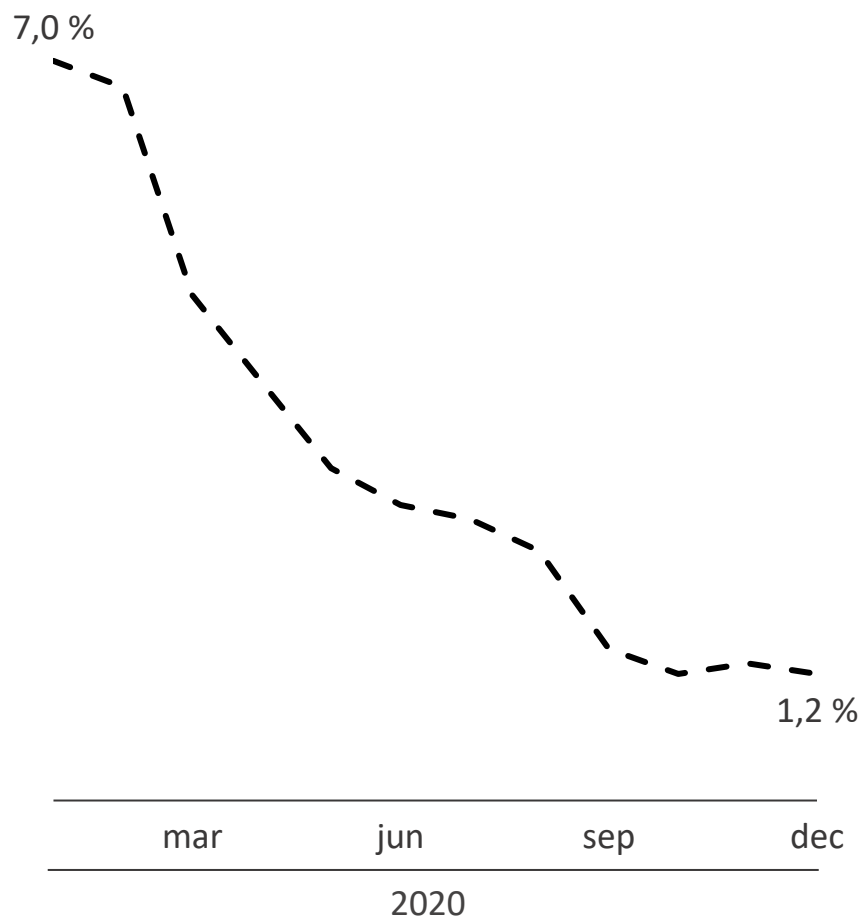
2020

## Deposited Checks – Breakdown per channel



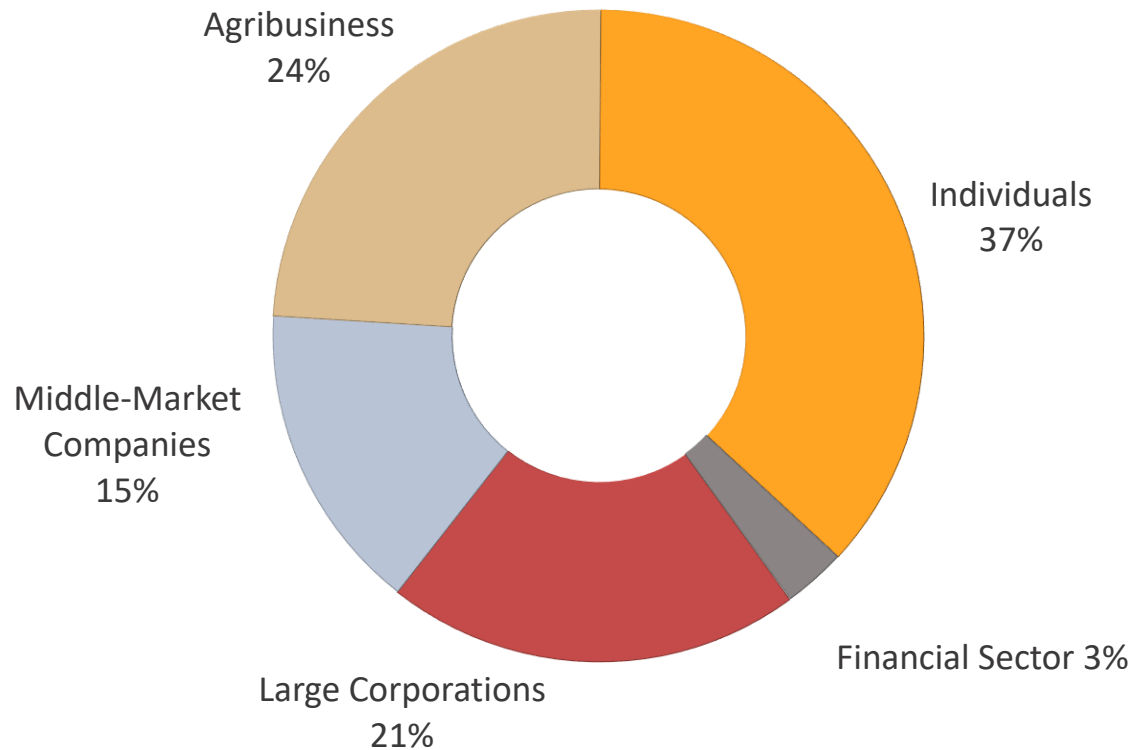
Branch Clearing ATM's Echeq

## Time-deposits in branches



# Breakdown of Loans to the Private Sector

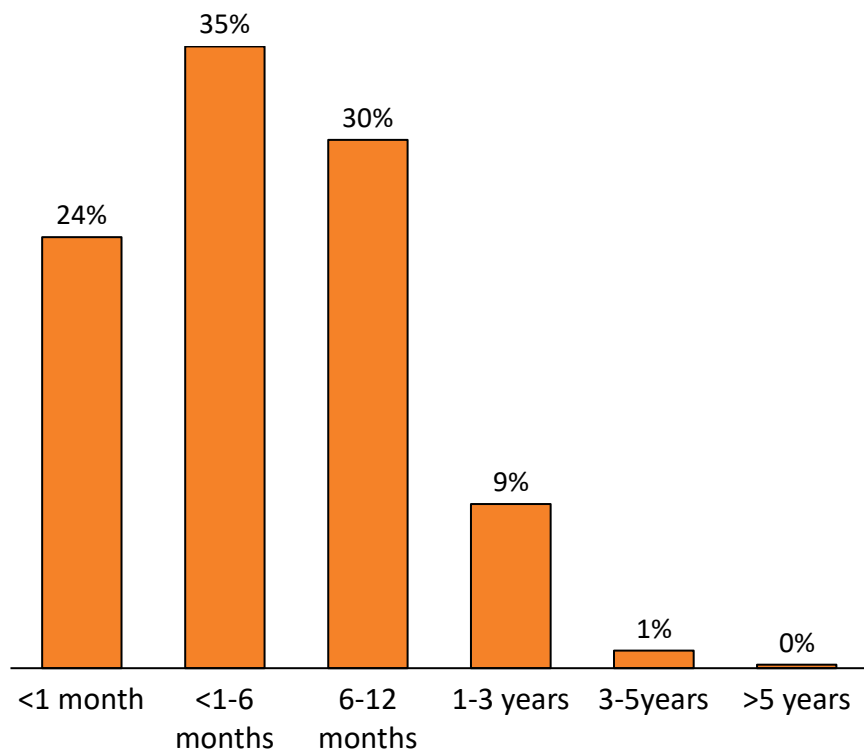
**Gross Loans**  
**Ps. 459.5 billion**



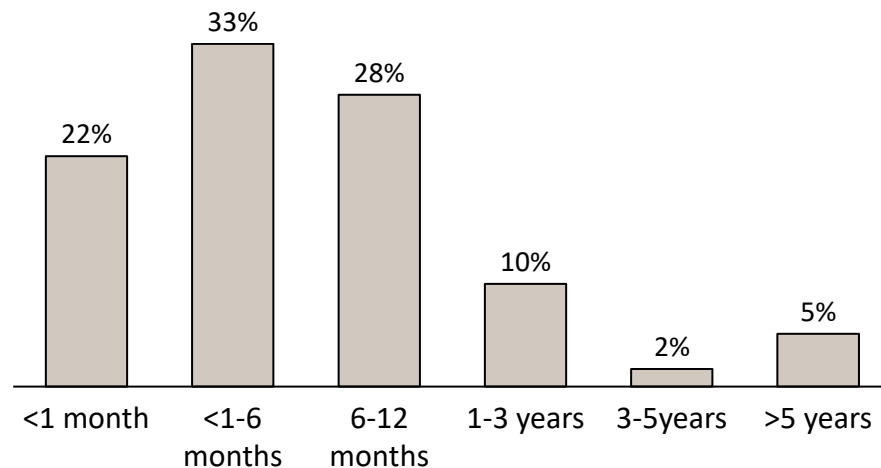
Loans in foreign currency: 11%.

# Loan portfolio by maturity

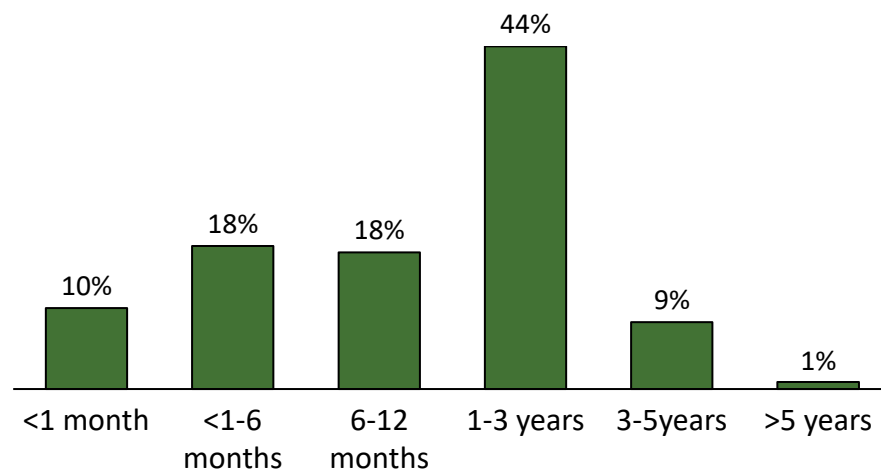
## Pesos



## Pesos + UVA

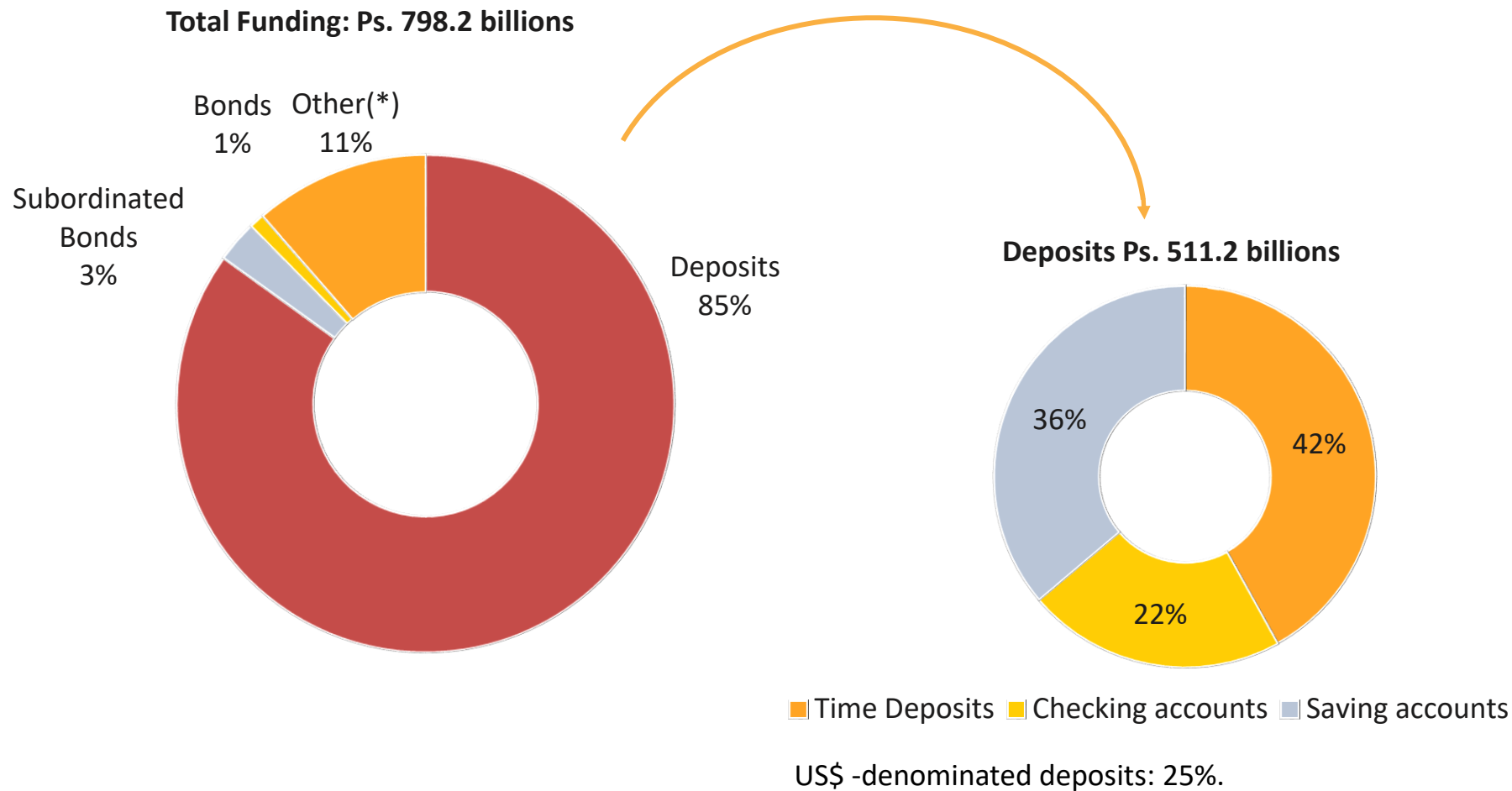


## USD



As of December 31, 2020.

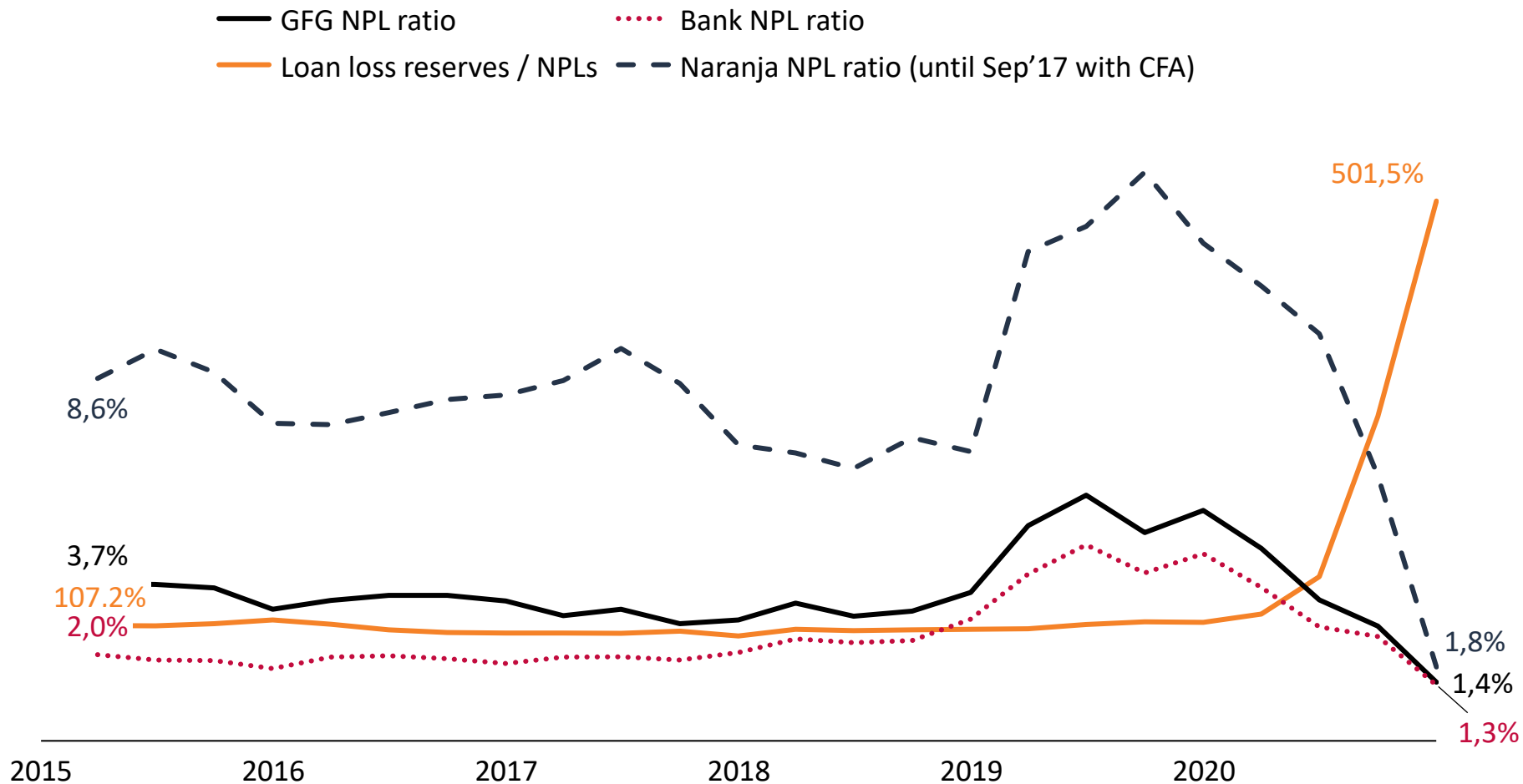
# Breakdown of Deposits to the Private Sector



(\*) Includes among other: repos, financial institutions, collections on account of third parties, debt with merchants.

As of December 31, 2020.

# Asset Quality

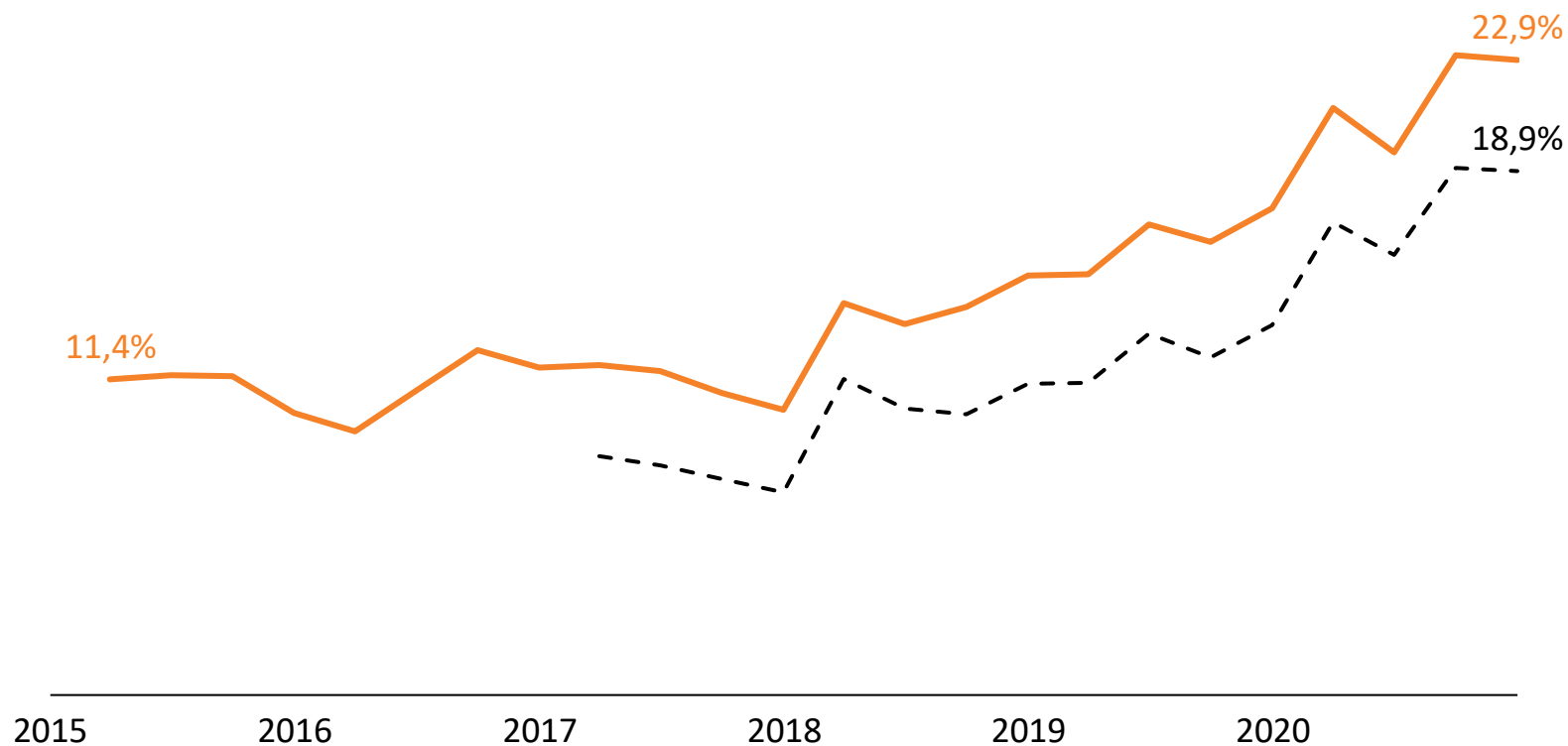


Beginning in the fiscal year started on January 1, 2020, Banco Galicia applies the expected credit loss model.

As of December 31, 2020.

# Capital Ratio

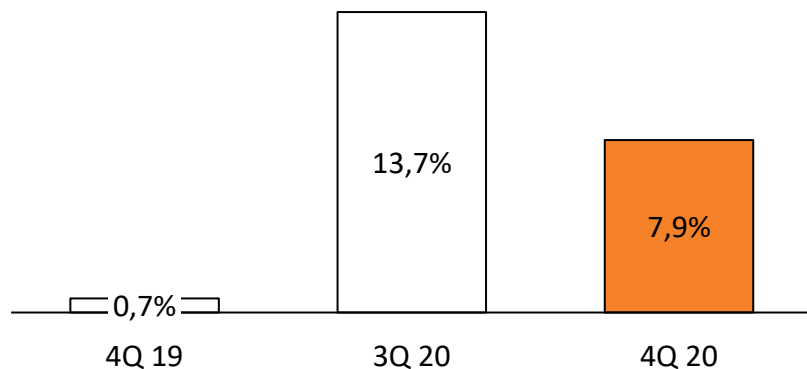
— Total capital ratio    - - Tier I capital ratio



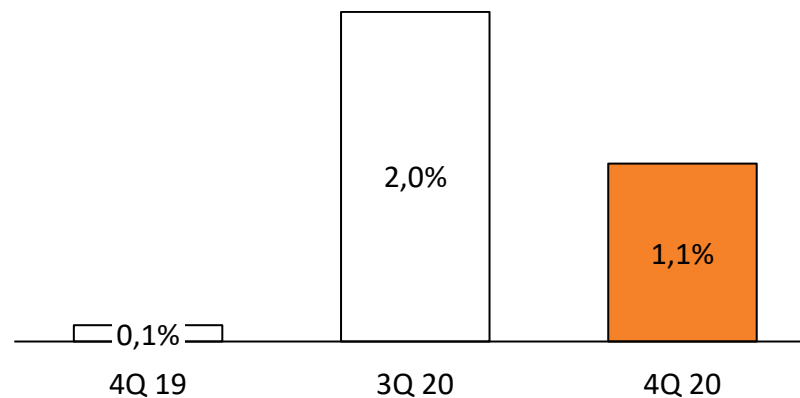
As of December 31, 2020.

# Profitability

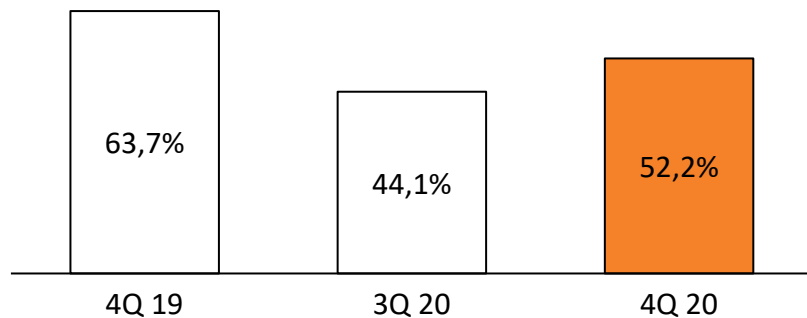
R.O.E



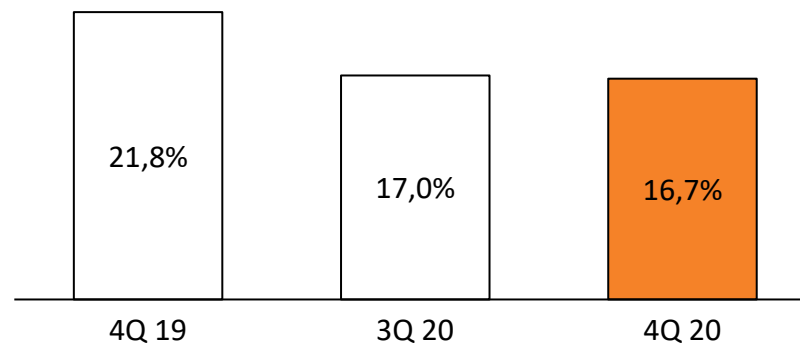
R.O.A



Efficiency



Financial margin

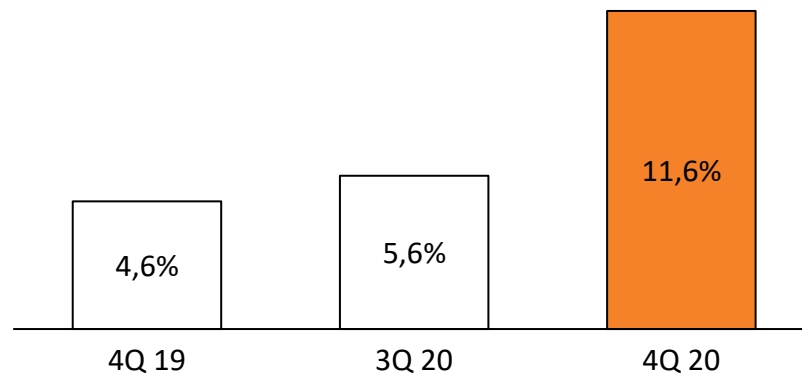


# Profitability

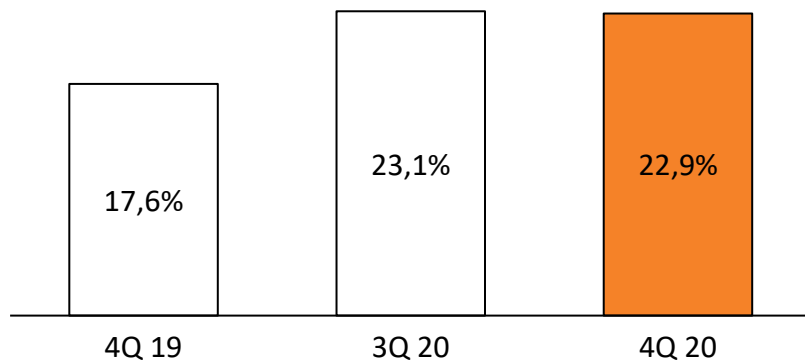
**NPL**



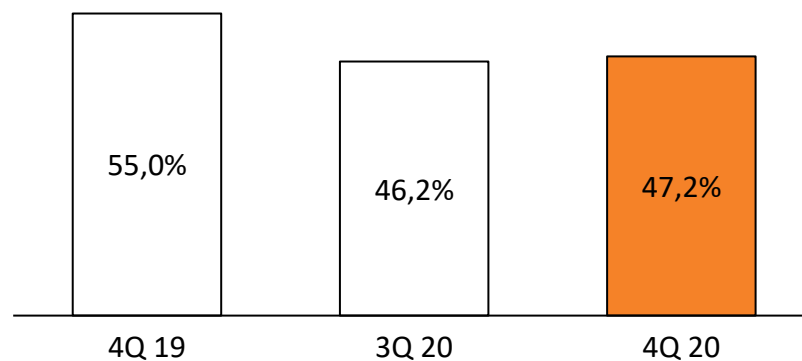
**Cost of risk**



**Total capital ratio**

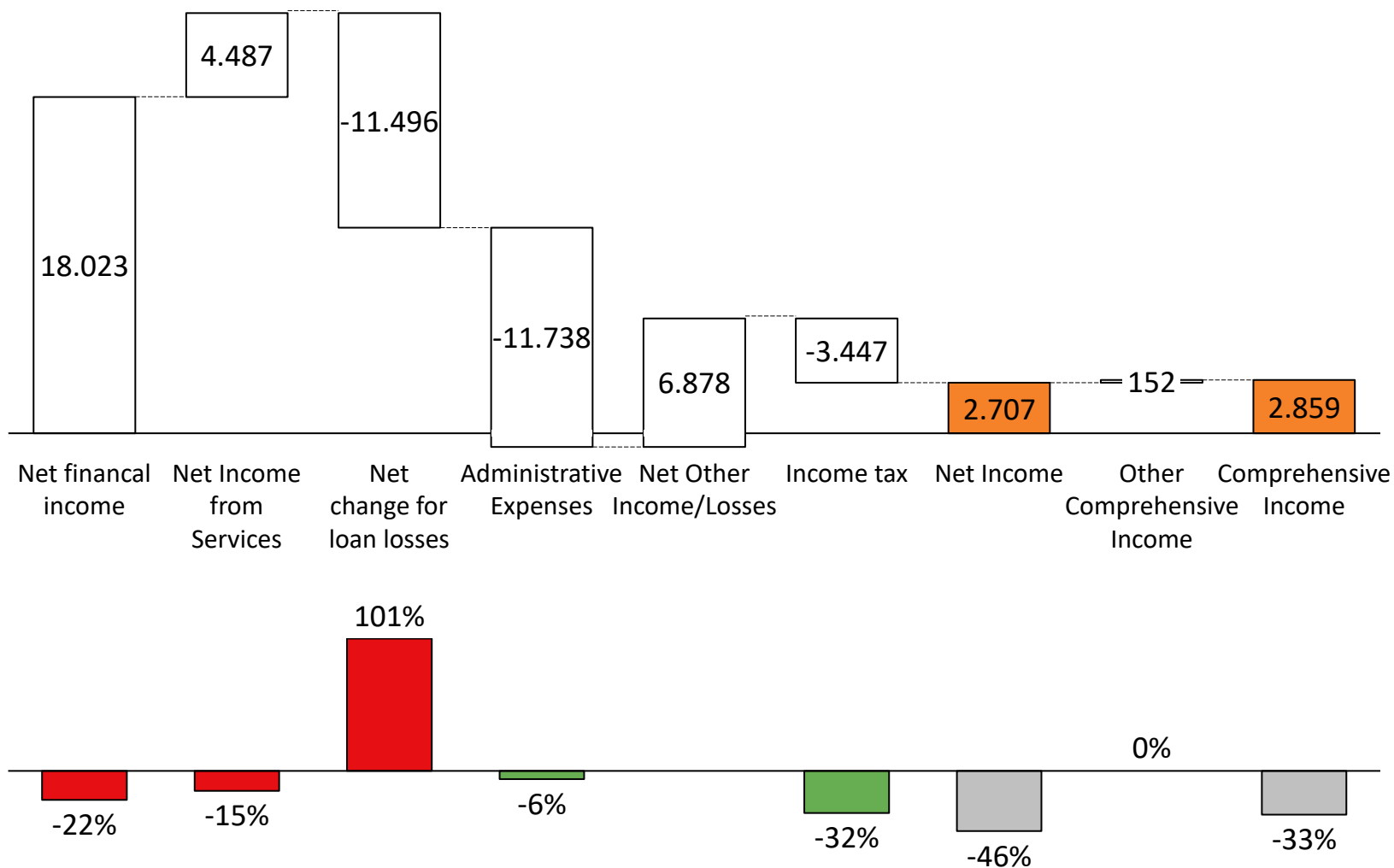


**Liquidity ratio**



# Consolidated Income Statement

Results for the 4Q20. In millions of pesos. Variation (%) 4Q19.



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# Business Summary – Naranja

## NET INCOME

**Ps. 152 m.**

+87%

## ROE

**2.4%**

-1849 bp y/y

## ROA

**0.7%**

-473 bp y/y

## LOANS

**Ps. 89,7 bn.**

1.1 US\$ bn.

## ASSETS

**Ps. 104,2 bn.**

1.2 US\$ bn.

## EQUITY

**Ps. 25,6 bn.**

0.3 US\$ bn.

As of December 31, 2020.

Exchange rate (Ps. per US\$) = 84.15

# Business Summary – Naranja

Consumer finance to medium and low income segments.

Merchant acquirer and payment processing services provider to proprietary credit cards.

Largest credit card issuer in Argentina with over:

» **3.3 million active accounts and 8.6 million cards issued.**

» **2.9 million clients.**

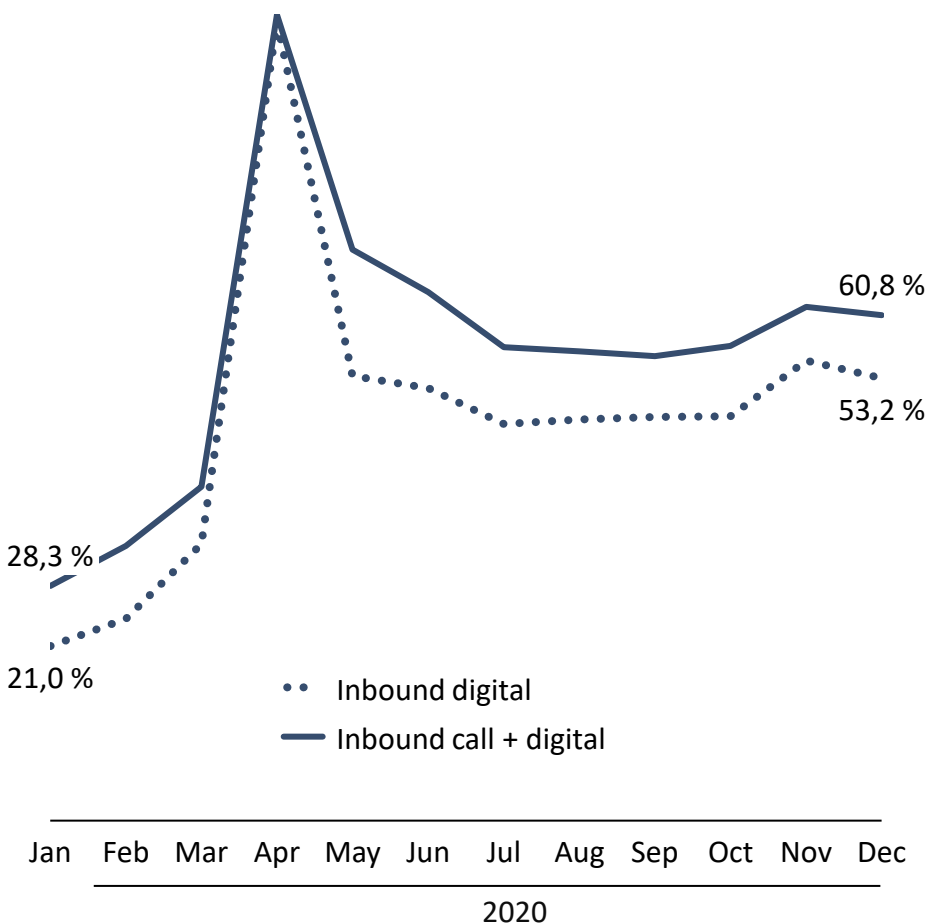
» **183 branches** across the country.

Second largest merchant acquirer with over **310,000 affiliated merchants.**

Third largest independent payment processor with more than **160 million annual transactions.**

# Digital

## Sales through digital channels

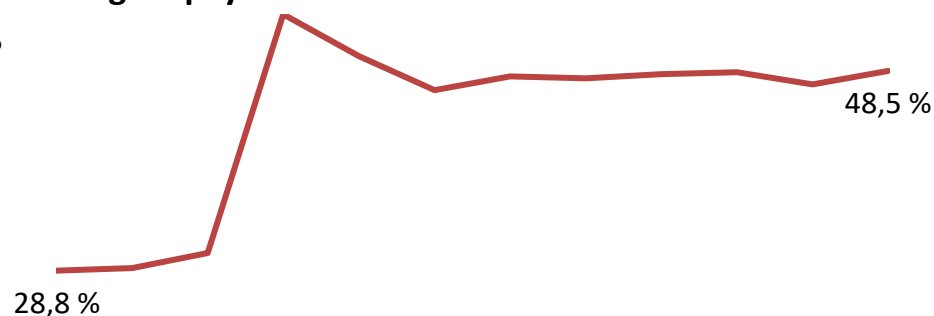


## Digital customers



*Clients with at least one login during the last 30 days vs total clients*

## Digital payments

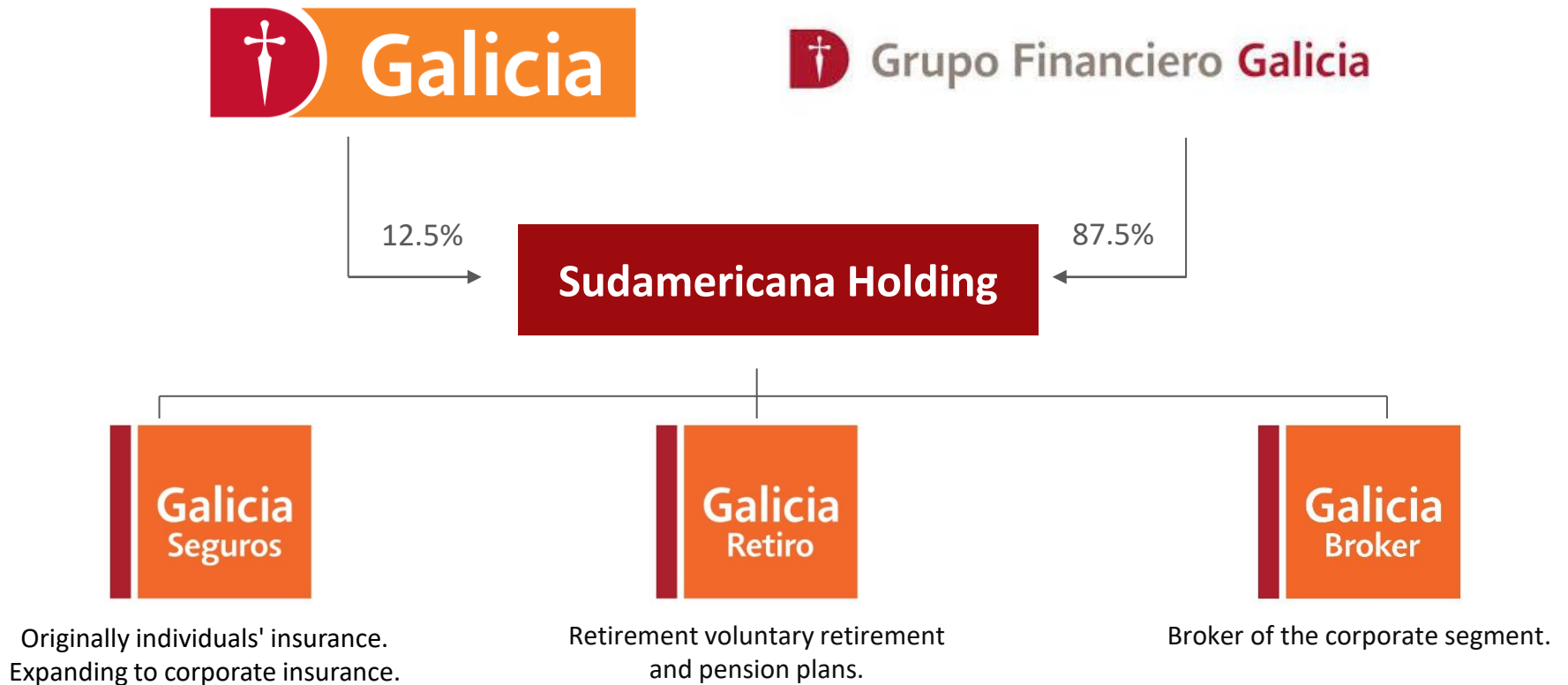


*Number of payments through digital channels vs total payments*

# Agenda

- 1 . The Argentine Economy
- 2 . The Argentine Financial System
- 3 . Grupo Financiero Galicia
- 4 . Banco Galicia
- 5 . Naranja
- 6 . Sudamericana Holding
- 7 . Galicia Administradora de Fondos

# Sudamericana Holding - Corporate Structure



# Sudamericana Holding

| <i>Ps. Million</i>                                                                |                 | <b>Galicia<br/>Seguros</b> | <b>Galicia<br/>Retiro</b> | <b>Galicia<br/>Broker</b> |
|-----------------------------------------------------------------------------------|-----------------|----------------------------|---------------------------|---------------------------|
|  | <b>Turnover</b> | 3,813                      | 11                        | 71                        |
|  | <b>AUM</b>      | 1,664                      | 479                       | 23                        |
|  | <b>Equity</b>   | 1,371                      | 110                       | 27                        |
|  | <b>Profit</b>   | 672                        | 8                         | 20                        |

# Sudamericana Holding – General Data

## General Data

Annual Turnover: AR\$ 1.9 billion (FY2021)

Policies in force: 1.8 million (credit-related insurance) and 2.9 million (voluntary insurance).

## Positioning 2020

|                      | Ranking          | Market Share |
|----------------------|------------------|--------------|
| Homeowners Insurance | 1 <sup>st</sup>  | 9.4%         |
| Theft                | 1 <sup>st</sup>  | 14.6%        |
| Personal Accidents   | 4 <sup>th</sup>  | 7.8%         |
| Group Life           | 13 <sup>th</sup> | 1.9%         |
| Miscellaneous risks  | 6 <sup>th</sup>  | 5.4%         |

# Sudamericana Holding – General Data

## General Data

Annual Turnover: AR\$ 3.9 billion (FY2021)

Policies in force: 2 million (credit-related insurance) and 3 million (voluntary insurance).

## Positioning 2020<sup>1</sup>

|                      | Ranking          | Market Share |
|----------------------|------------------|--------------|
| Homeowners Insurance | 1 <sup>st</sup>  | 9.4%         |
| Theft                | 1 <sup>st</sup>  | 14.6%        |
| Personal Accidents   | 4 <sup>th</sup>  | 7.8%         |
| Group Life           | 13 <sup>th</sup> | 1.9%         |
| Miscellaneous risks  | 6 <sup>th</sup>  | 5.4%         |

<sup>1</sup>As of September 30, 2020

# Sudamericana Holding – Distribution Channels

## Business Partners' Branches

- Over 490 branches of our affiliated companies (Banco Galicia and Naranja).
- Near 120 branches of retail chains.

## Telemarketing

- 145 telemarketers at our own call center.
- 325 telemarketers at an external call center.

## Specialized Insurance Stands

- Near 68 stands at our business partners' branches.

## ATMs

- Insurance sale through Banco Galicia's ATM network.

## Specialized Salesforce

- Account officers for corporate businesses.
- Specialized Insurance Officers in banking branches.

## Internet

- Open market sale through different web pages.
- Homebanking

## Main Business Partners



# Sudamericana Holding – Main Products

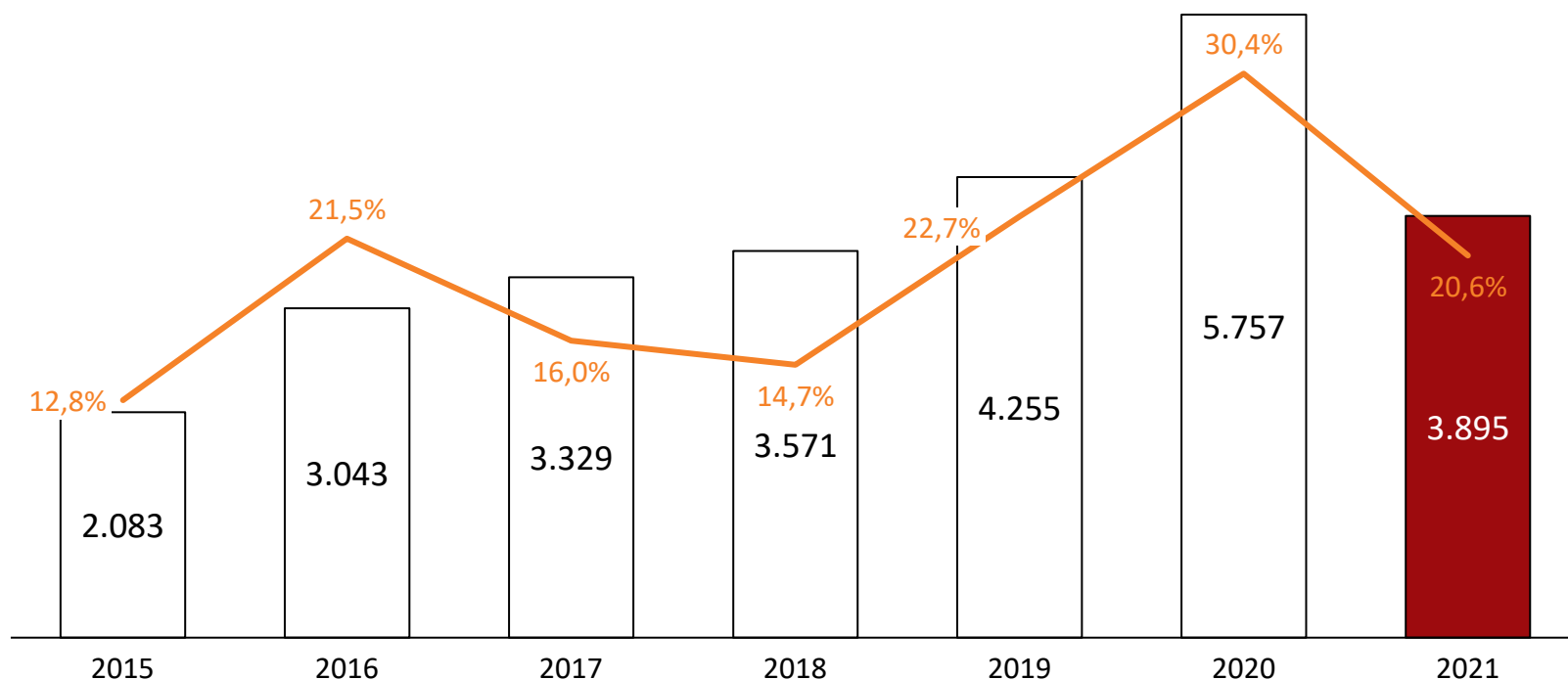
|                      |                                                                                                                                                                                                                   |
|----------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Life Insurance       | Credit related life insurance.<br>Group and Individual Life Insurance.<br>Burial                                                                                                                                  |
| Personal Accidents   | PA Multirisk: air, public transport, pedestrian<br>PA Financial: credit card activator<br>PA Self-Employed and Account Holders                                                                                    |
| Homeowners Insurance | Damages to Building and Contents, Theft and Civil Liability<br>Additional Charges for Glasses, Electronic Equipment, Household Civil Liability, Pets, etc.<br>Emergency Services: electrician, plumber, locksmith |
| Theft                | Theft in ATMs<br>Handbag Insurance, Theft of Cell Phones and other technological portable devices.<br>Theft of bicycle                                                                                            |
| Miscellaneous Risks  | Extended Warranty for Home Appliances<br>Purchase Protection<br>Unemployment                                                                                                                                      |
| Corporate Insurance  | Comprehensive Business<br>Surety<br>Next Launch: Engineering Risks                                                                                                                                                |

# Sudamericana Holding – Turnover and profits evolution

## Turnover per Fiscal Year

(in Millions of AR\$)

— Net income / Turnover    □ Turnover



Combined  
Ratio  
GS (%)

85%

75%

84%

86%

88%

83%

83%

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# Galicia Administradora de Fondos

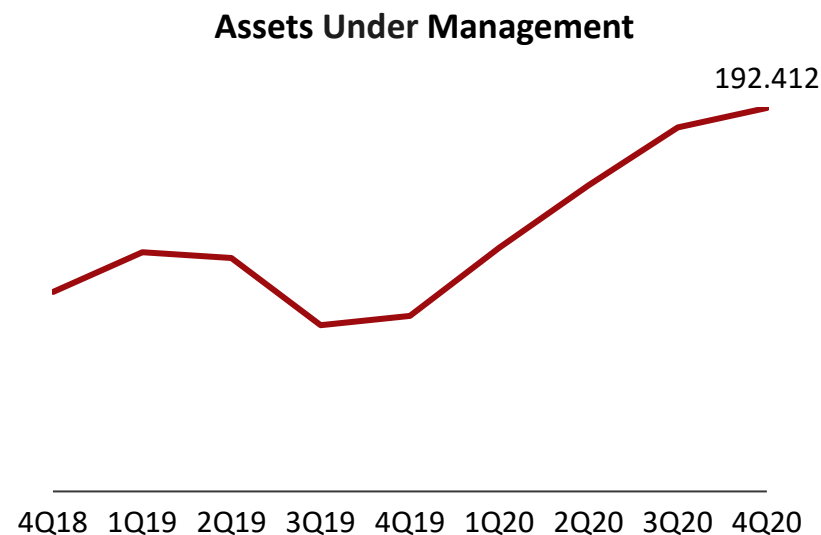
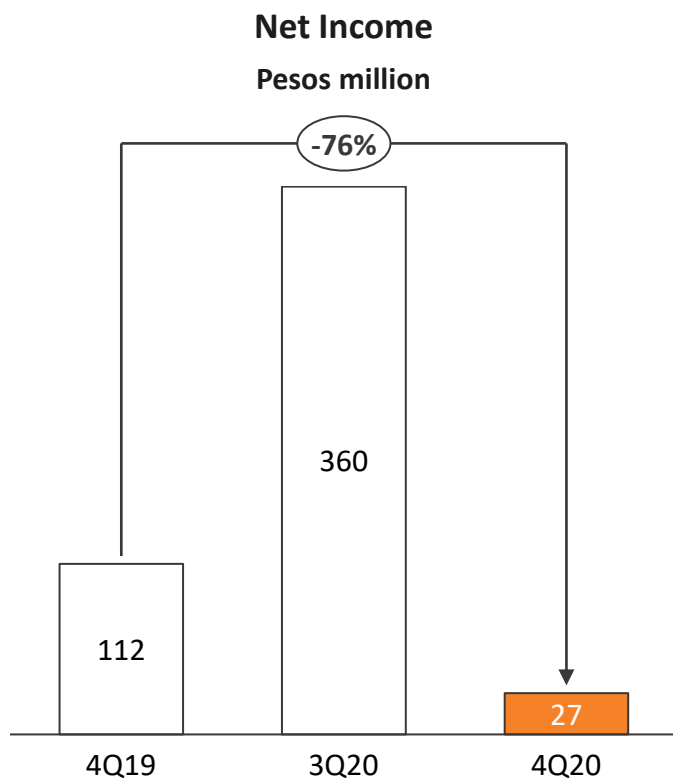
- Established in 1958.
- FIMA mutual funds.
- Institutional investors, companies and individuals.

22  
Employees

90.764  
Clients

12  
Funds

10.0%  
Market Share



# Our Family of Funds

