



Grupo Financiero **Galicia**

Investor Presentation

November 2021



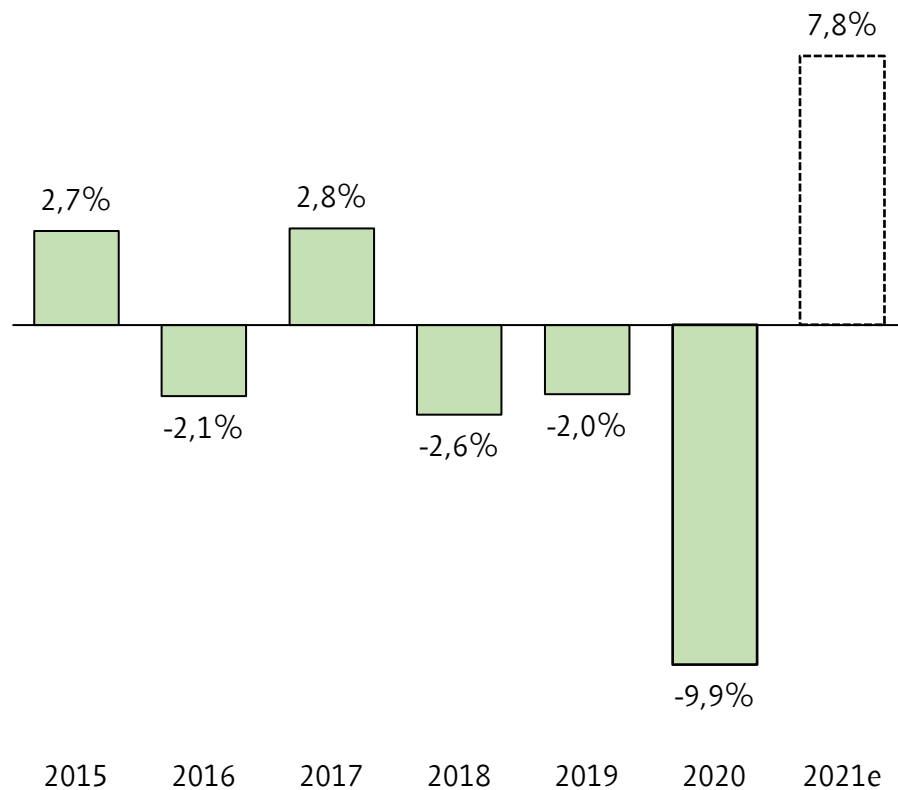
Agenda

- 1 . The Argentine Economy
- 2 . The Argentine Financial System
- 3 . Grupo Financiero Galicia
- 4 . Banco Galicia
- 5 . Naranja X
- 6 . Galicia Seguros
- 7 . FIMA

Economic Activity

Real Gross Domestic Product

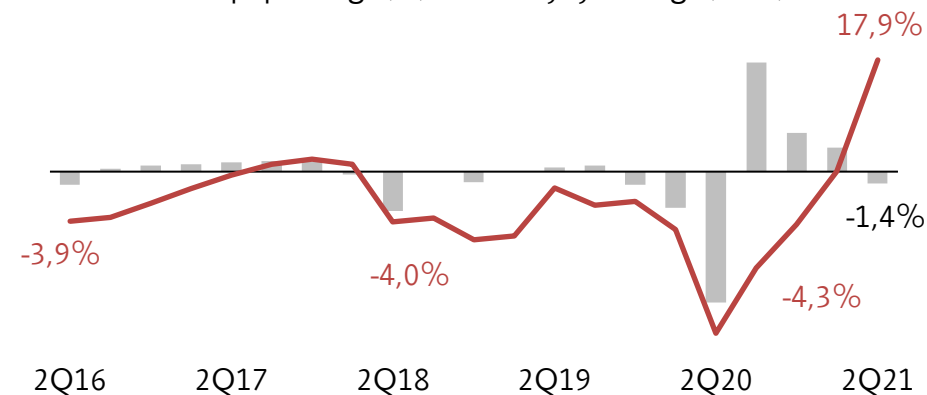
YoY % Var.



Source: INDEC and own estimations

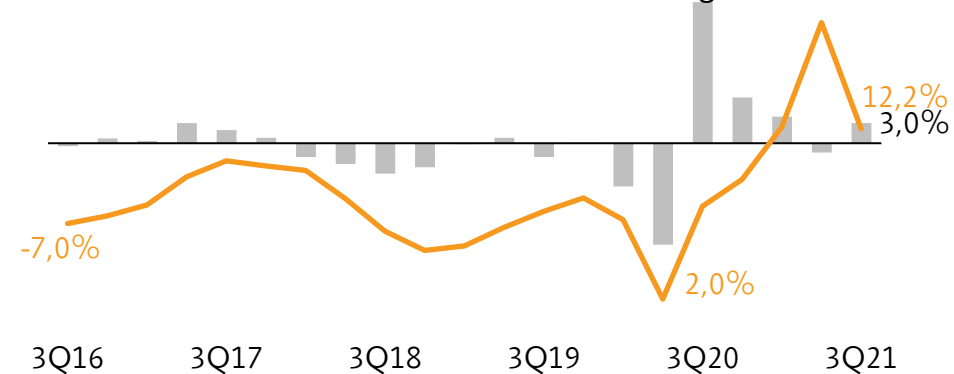
GDP quarterly evolution

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

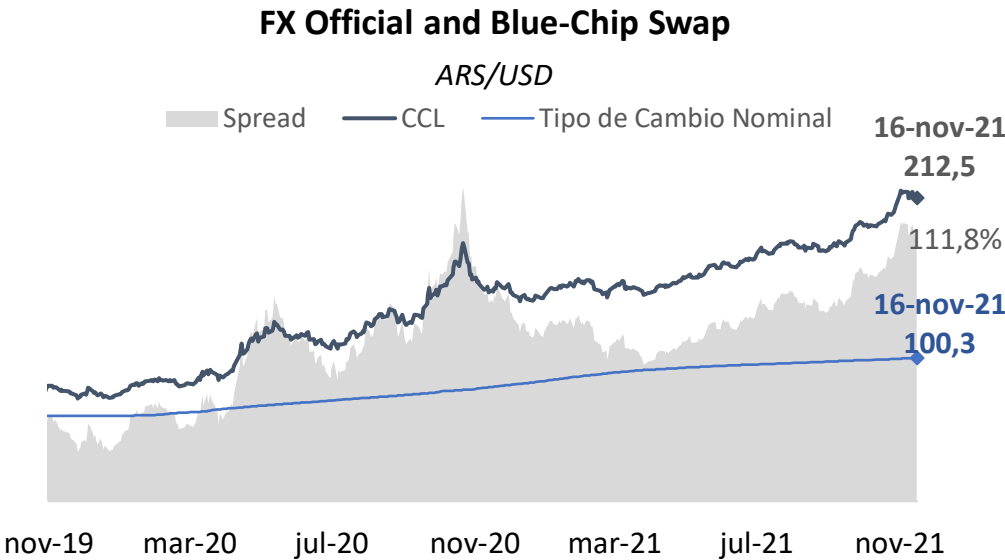
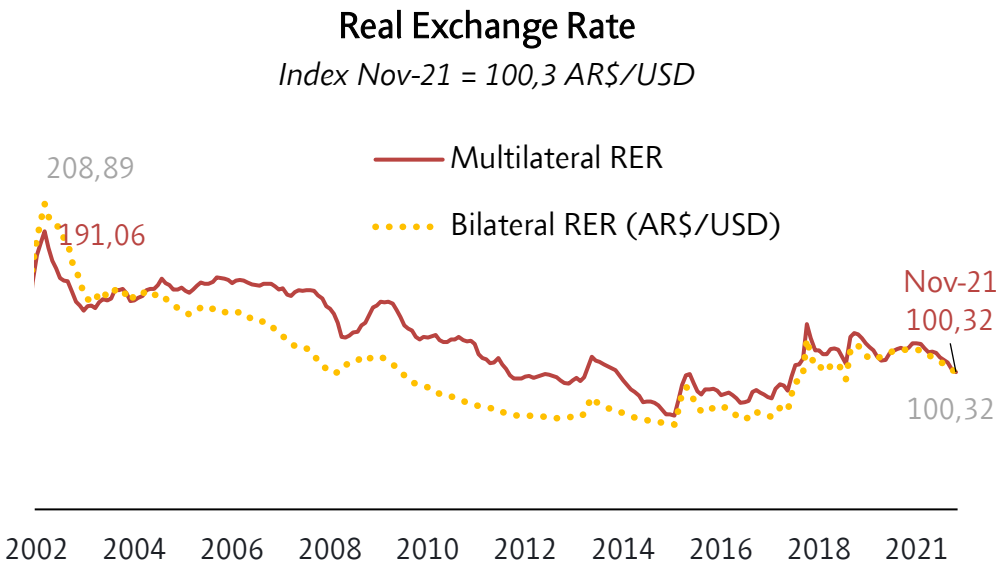
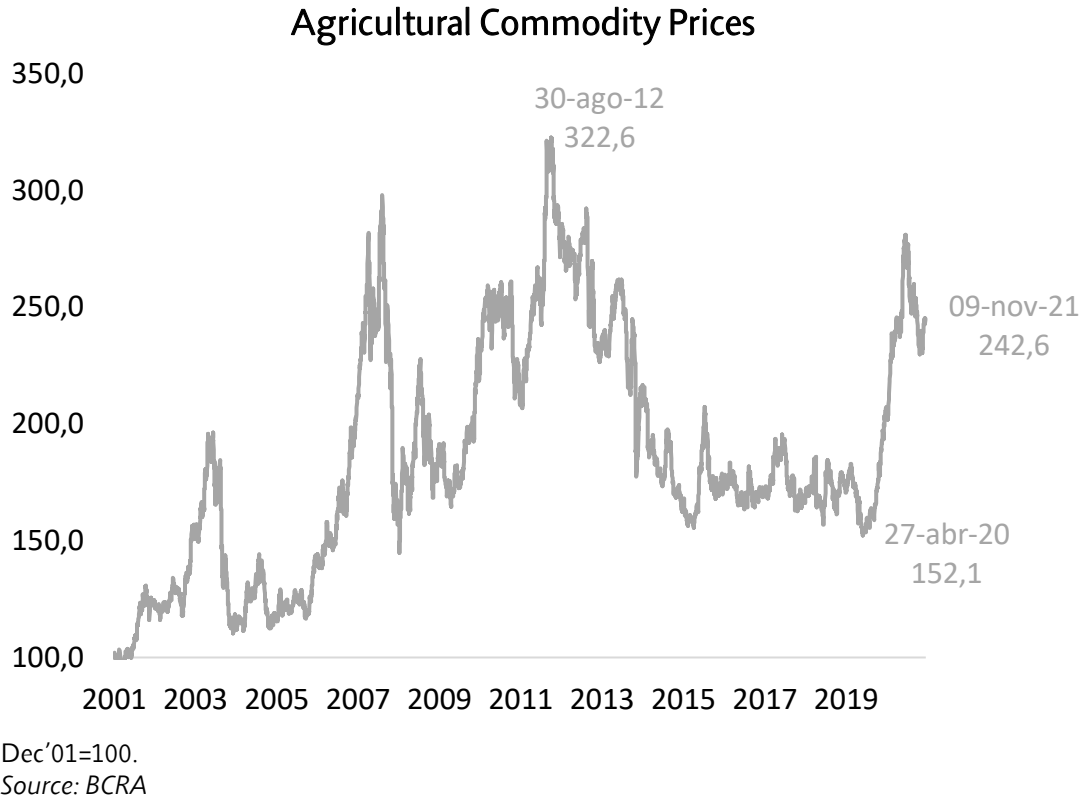


Industrial Production quarterly evolution

■ Var. % t/t s.e. — Var. % a/a (right axis)

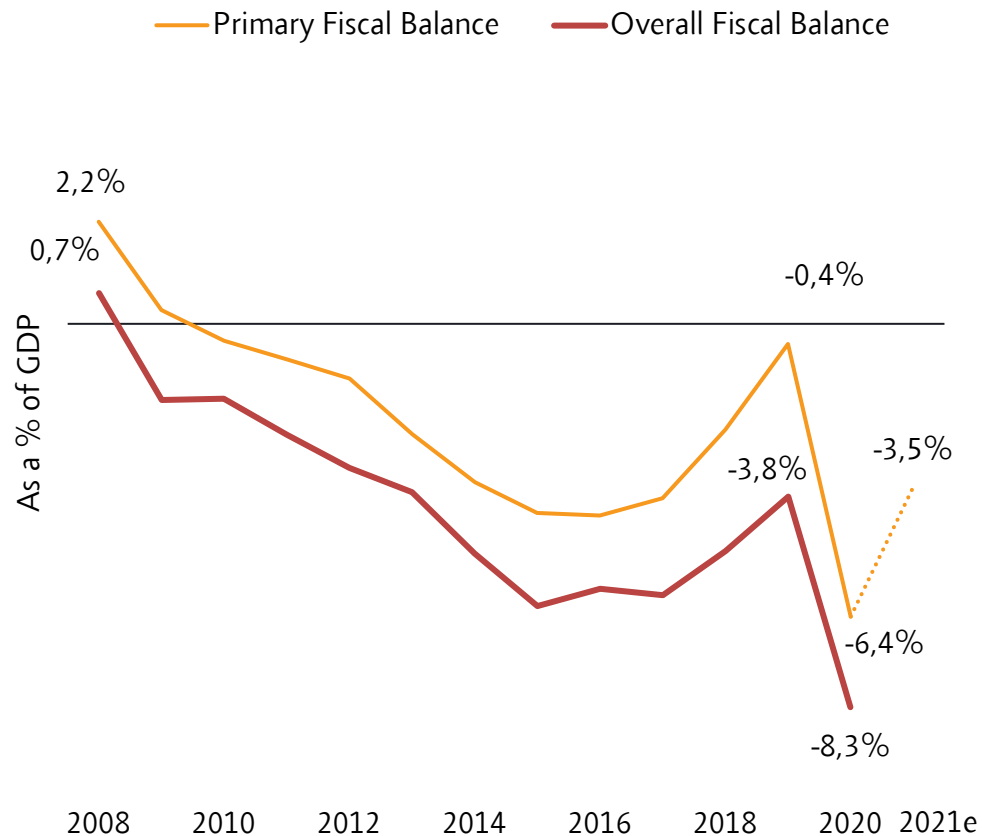


International Environment



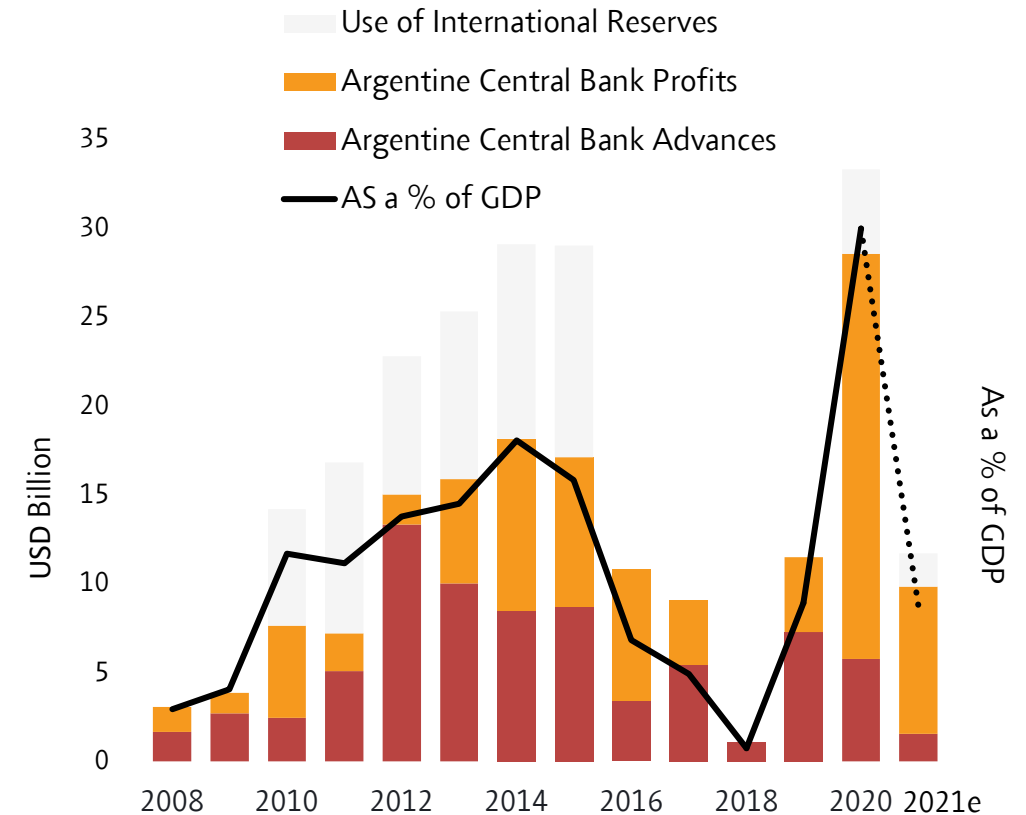
Fiscal Performance

Non Financial Public Sector's Fiscal Balance



Source: Ministry of Finance and own estimates

Argentine Central Bank Financing



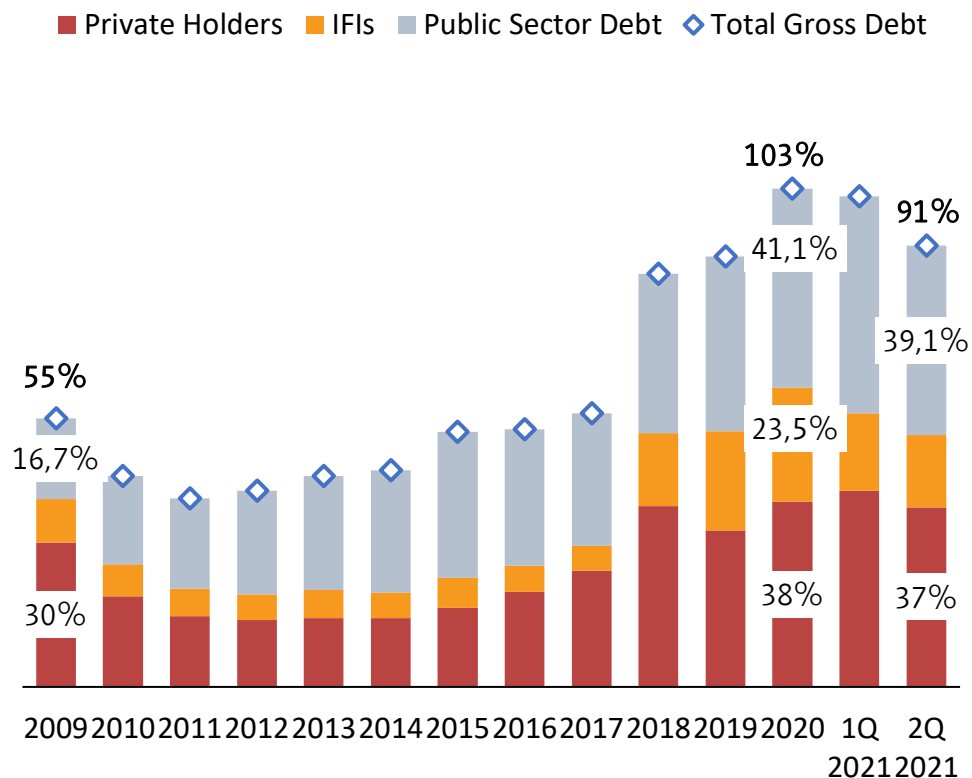
Source: BCRA and own estimates

*As of 17-Nov-21

Sovereign Debt

Argentina: Public Sector Gross Debt

As a % of GDP

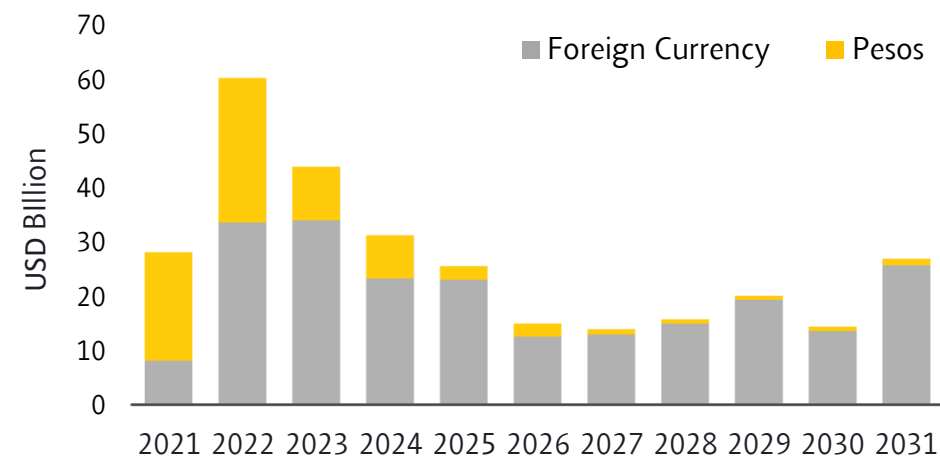


Public Sector Gross Debt as of June 2021

USD 343.524 M

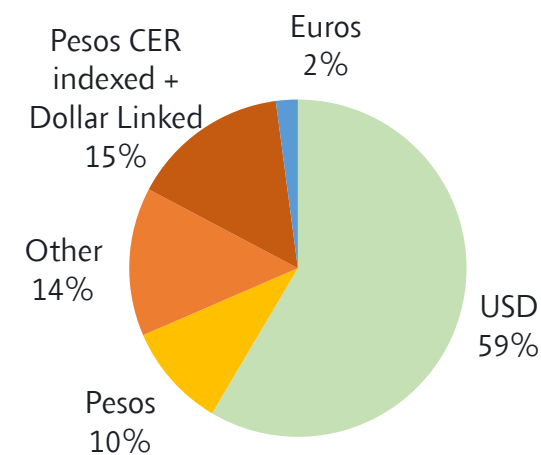
As of June 2021

Projected annual debt payments*



* Foreign exchange as of June 2021

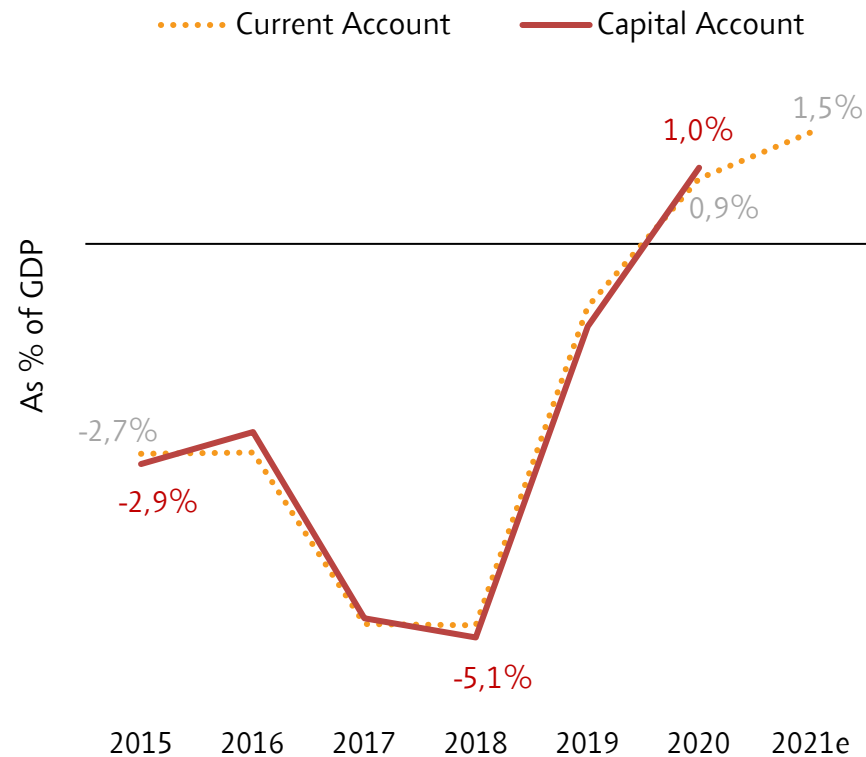
Debt by currency



External Sector Performance

Current and Capital Accounts

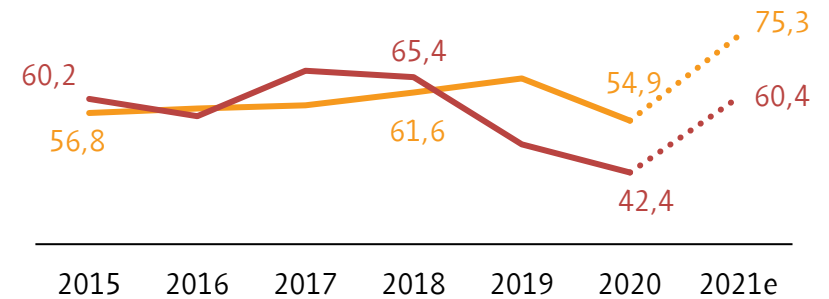
Accrual Basis, as % of GDP



Source: INDEC and own estimates

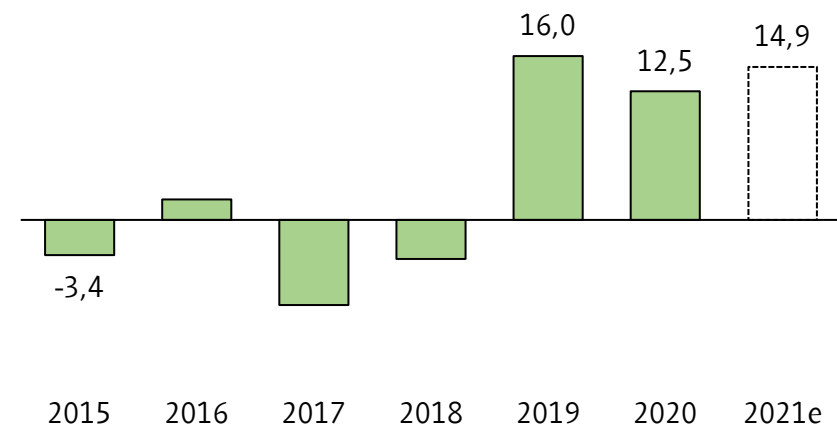
Foreign Trade

— Exports — Imports

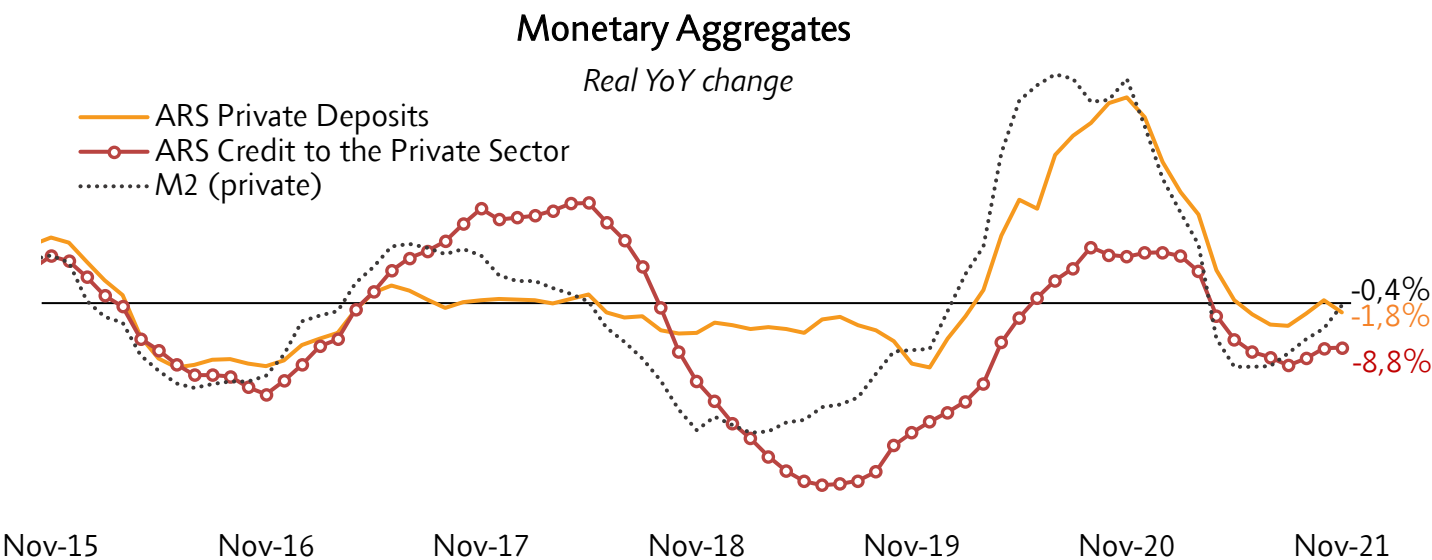
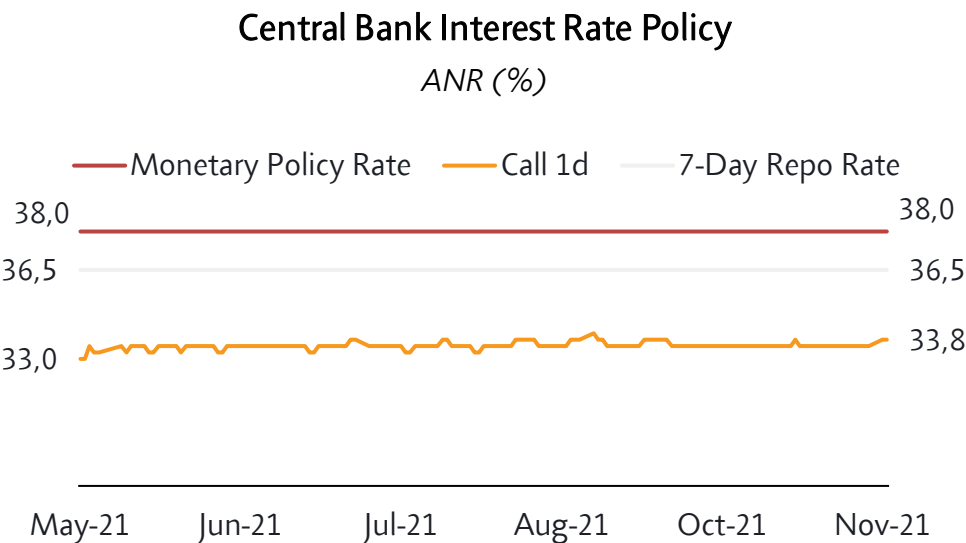
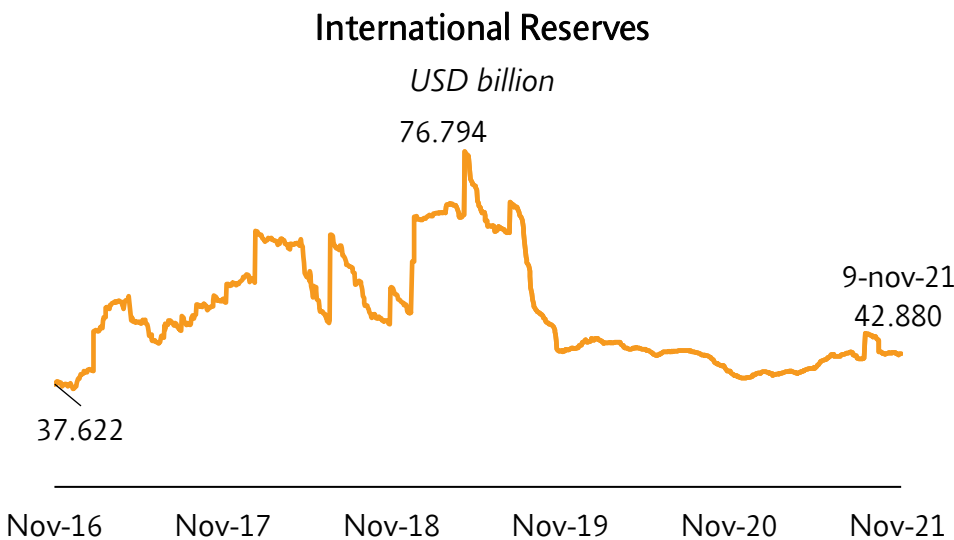


Trade Balance

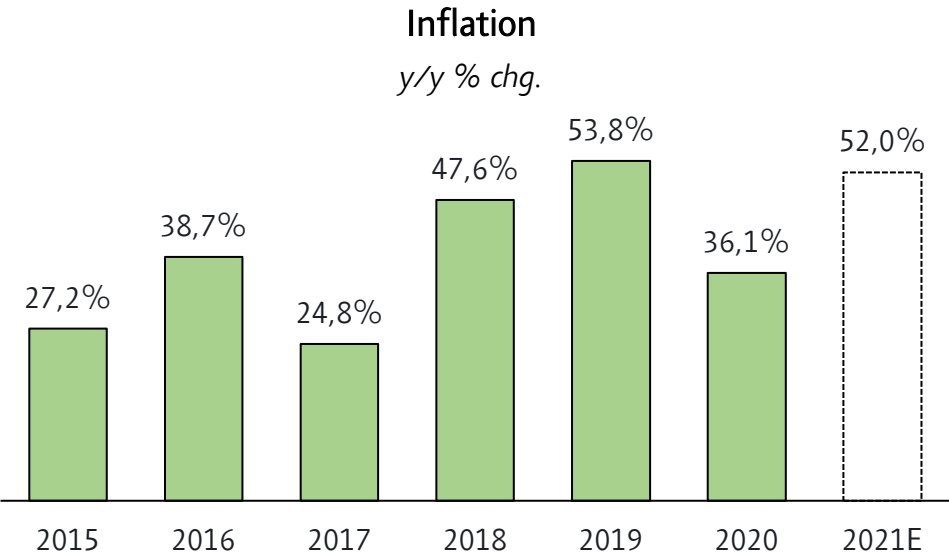
Billions of US\$



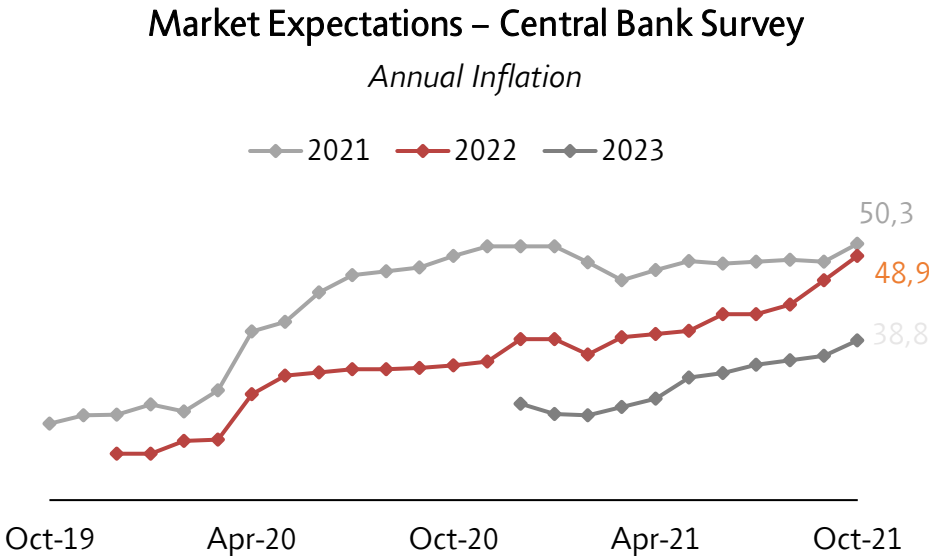
Monetary Performance



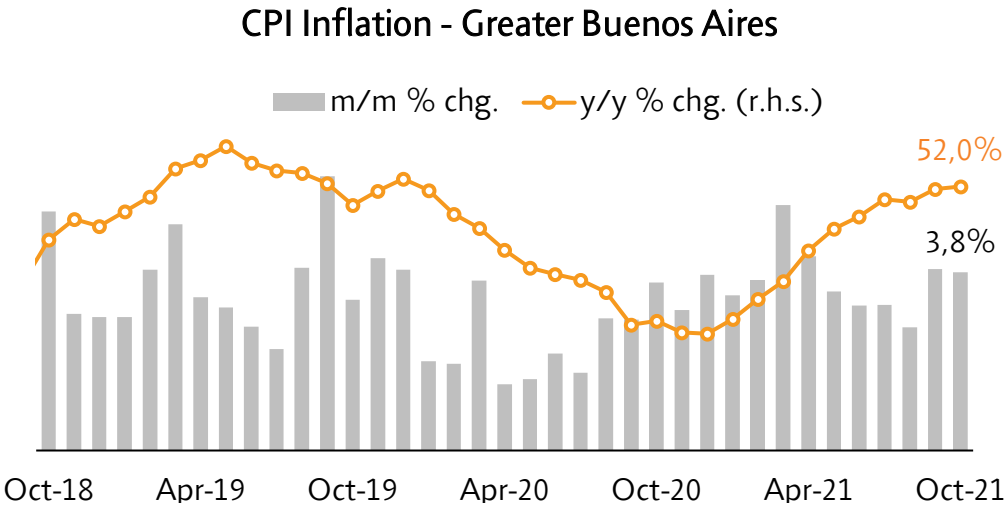
Inflation



Source: INDEC and own estimates



Source: BCRA and private estimates

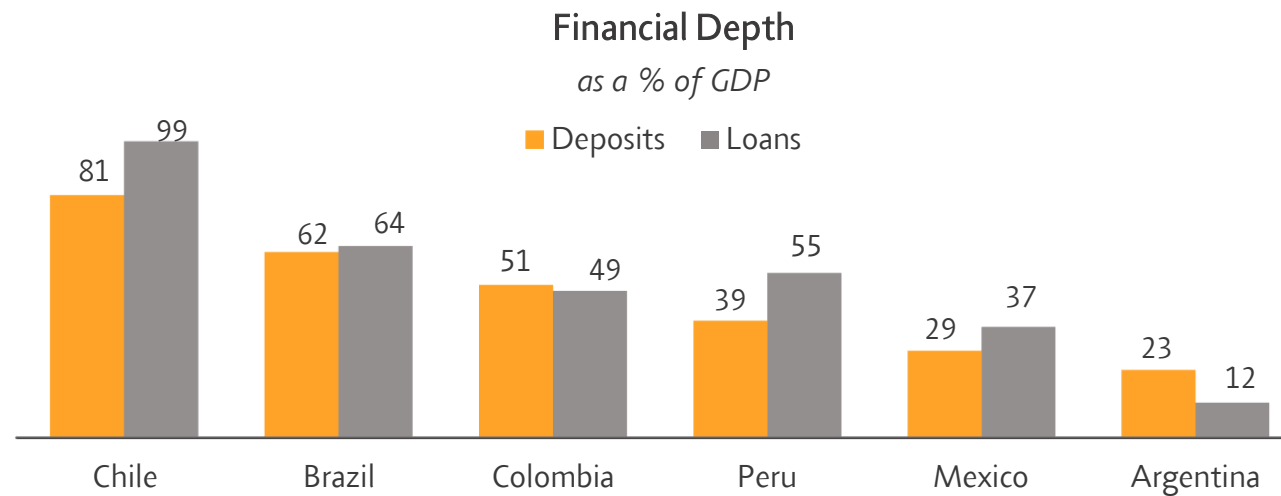
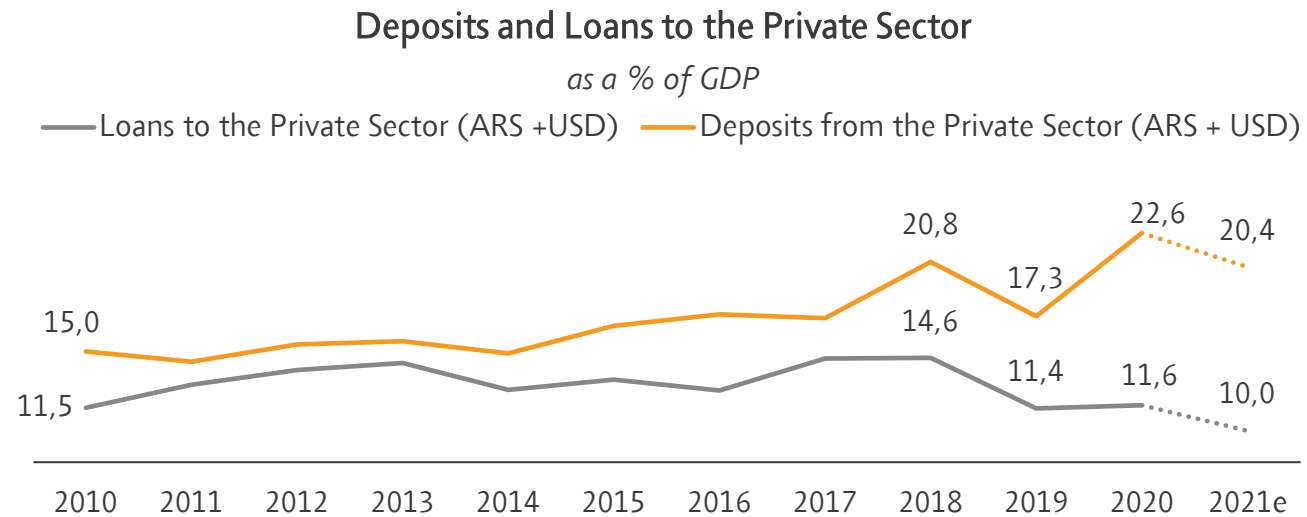


Source: INDEC

Agenda

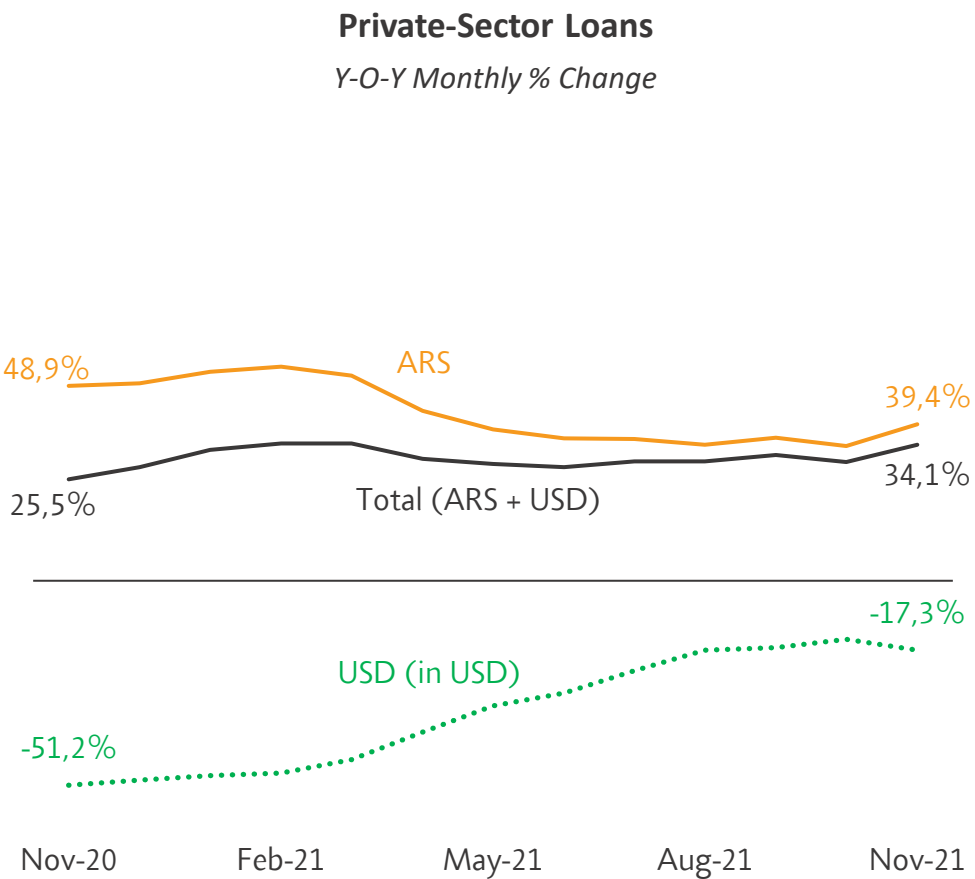
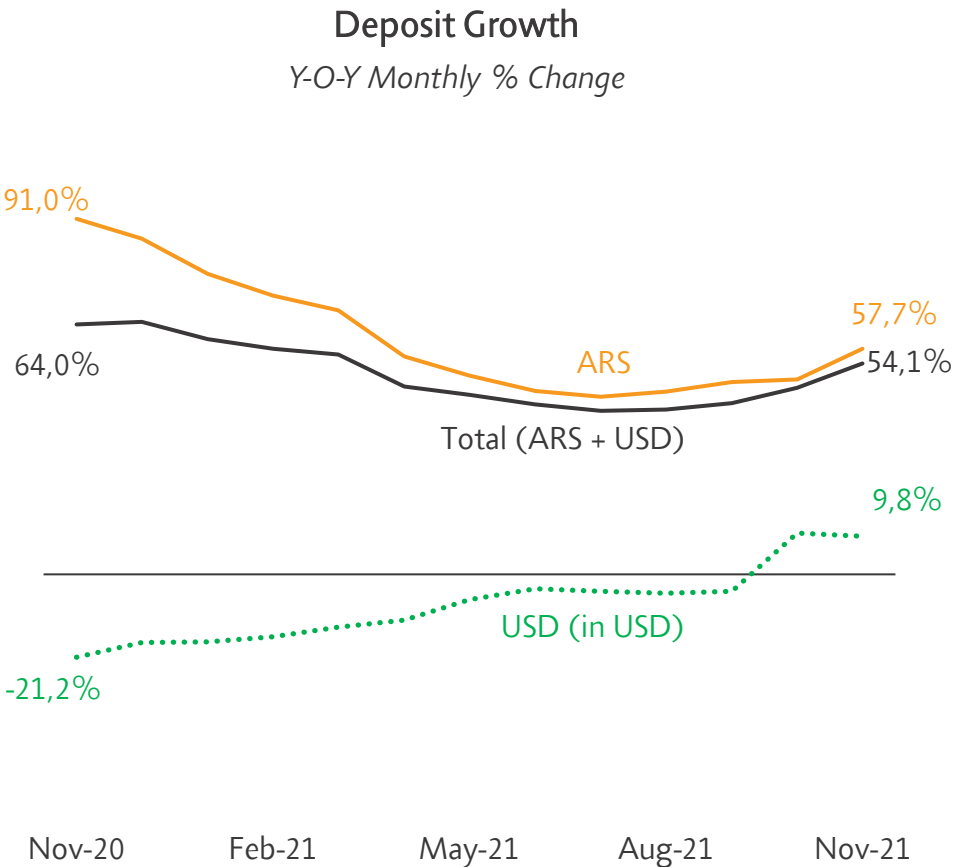
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Financial Depth

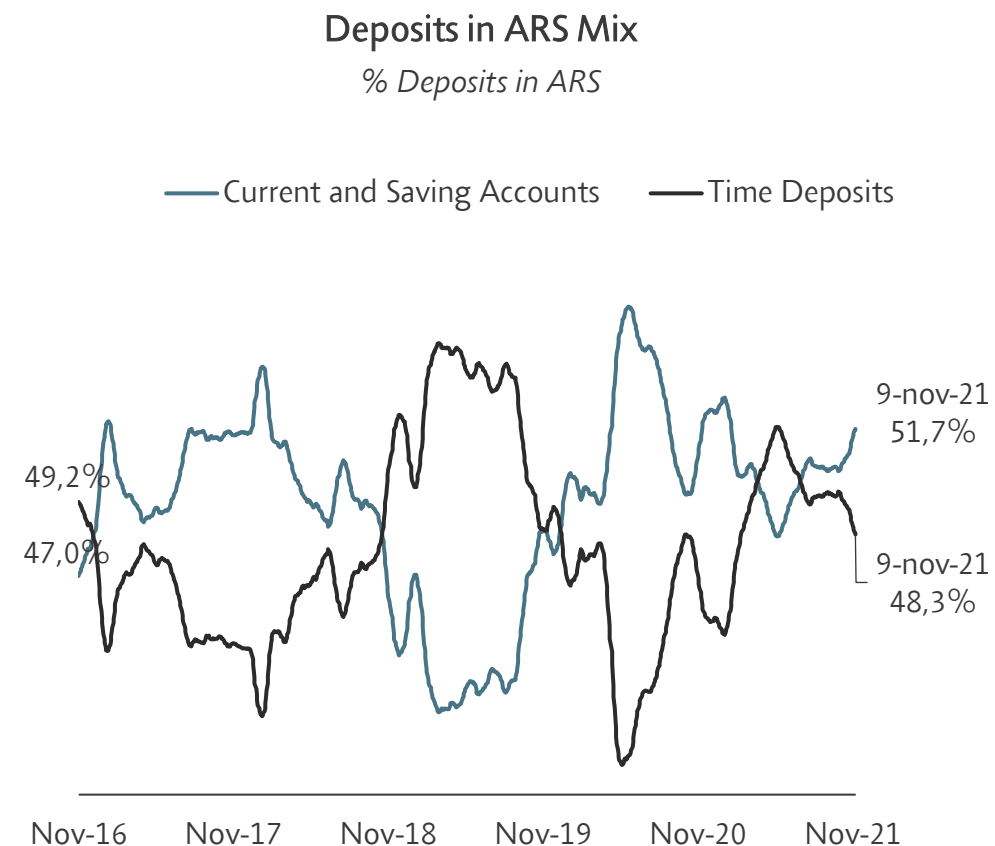
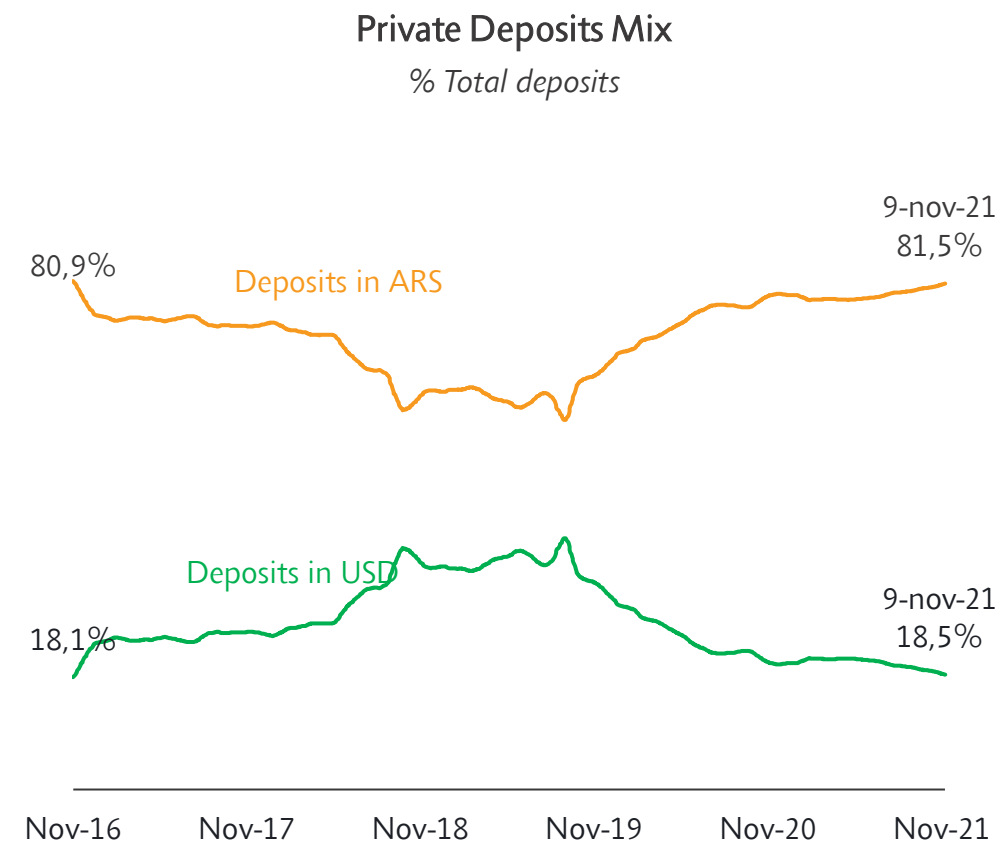


Source: Central Bank of each country.

Private – Sector Loans and Deposit Growth



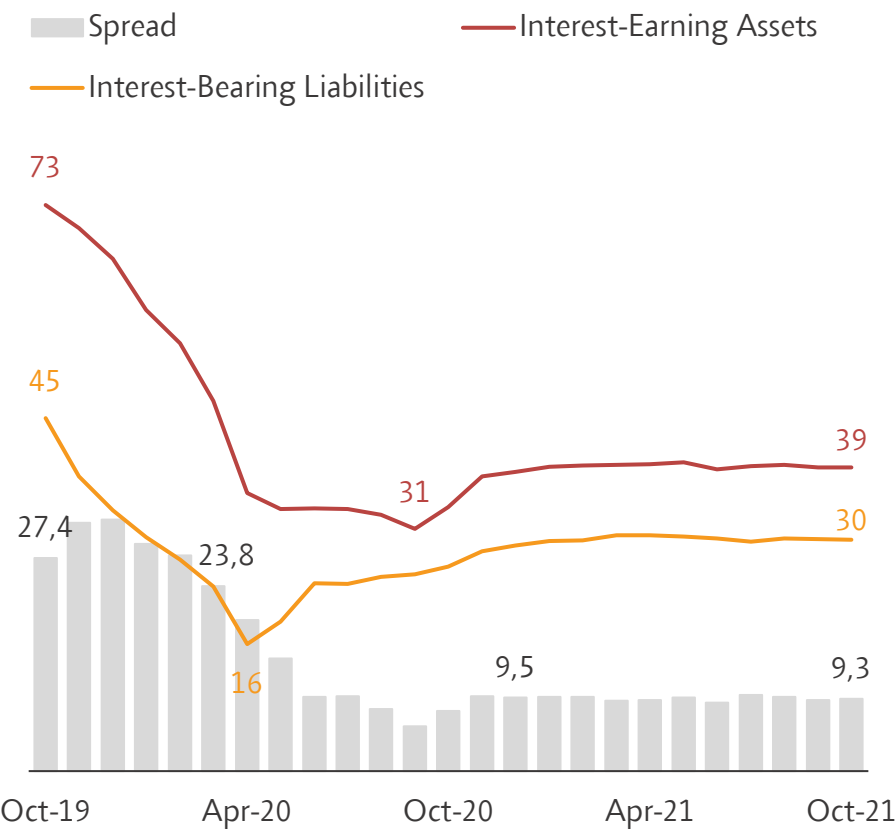
Breakdown of Deposits by Currency and Type



Interest Rates

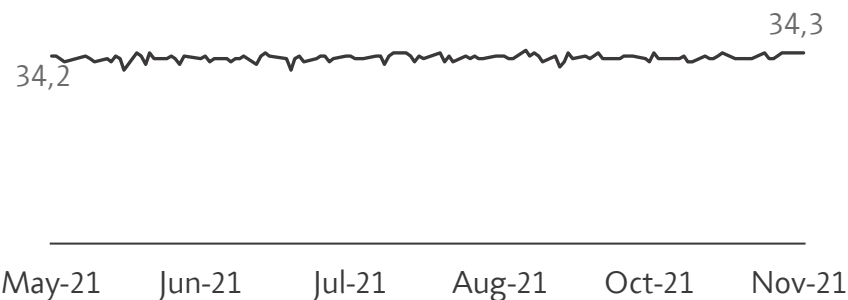
Interest Rate Spreads

Weighted by operated amounts

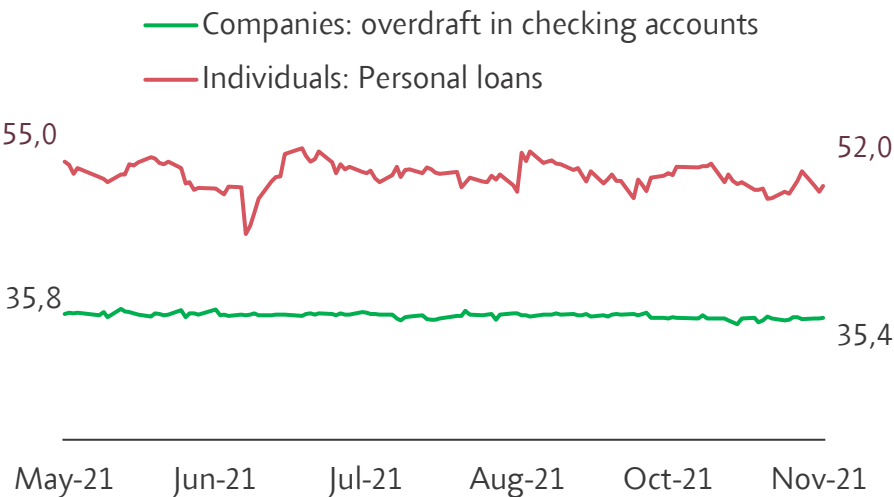


Cost of Liabilities

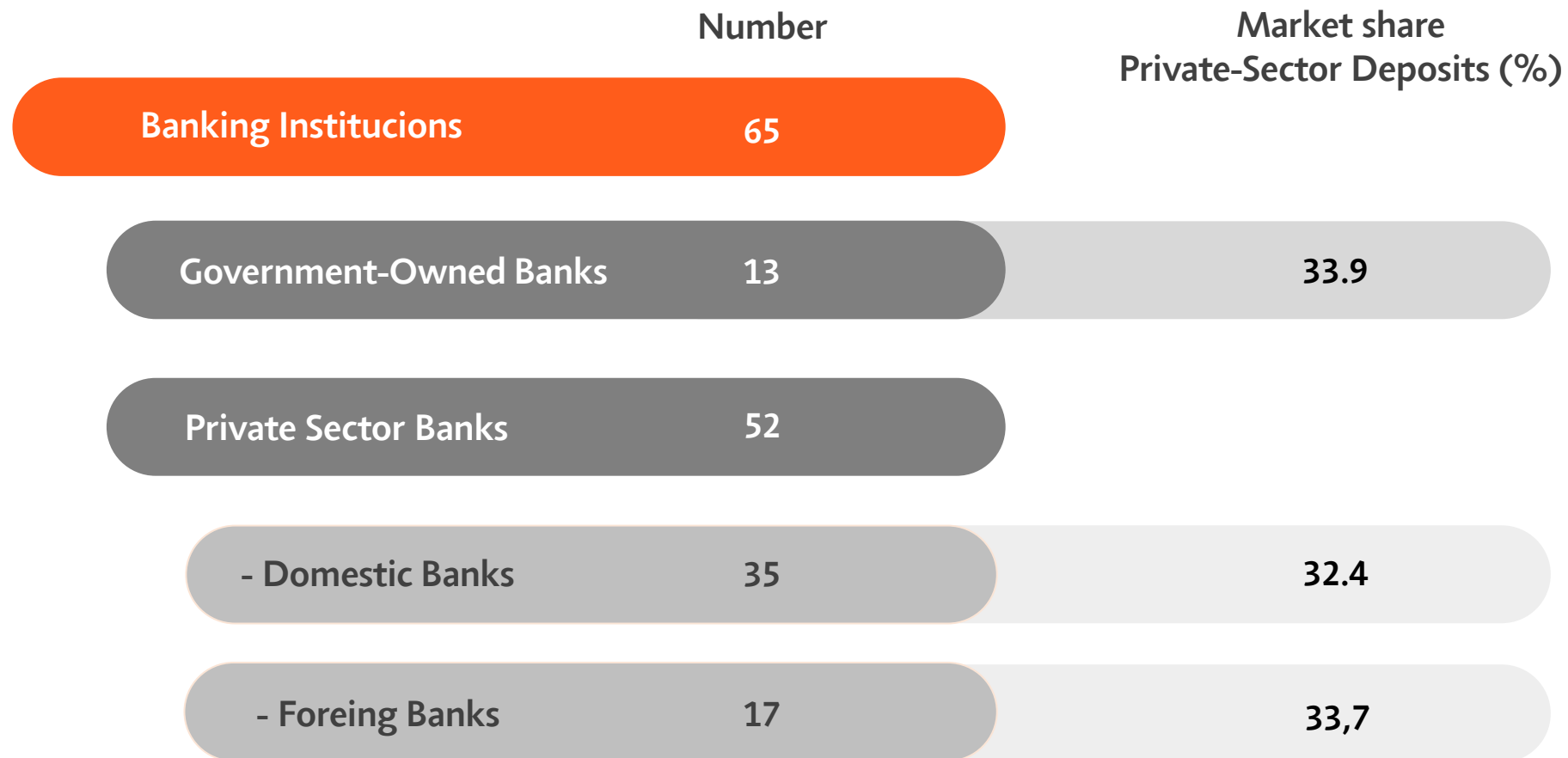
Private Badlar



Yield on Assets

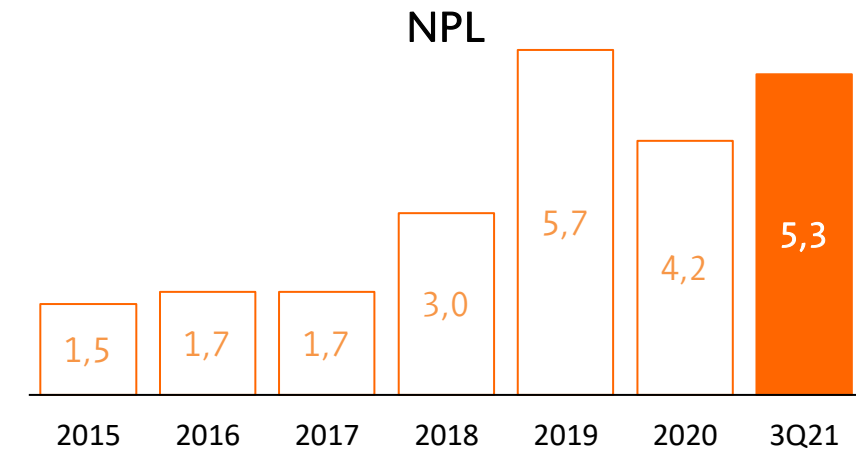
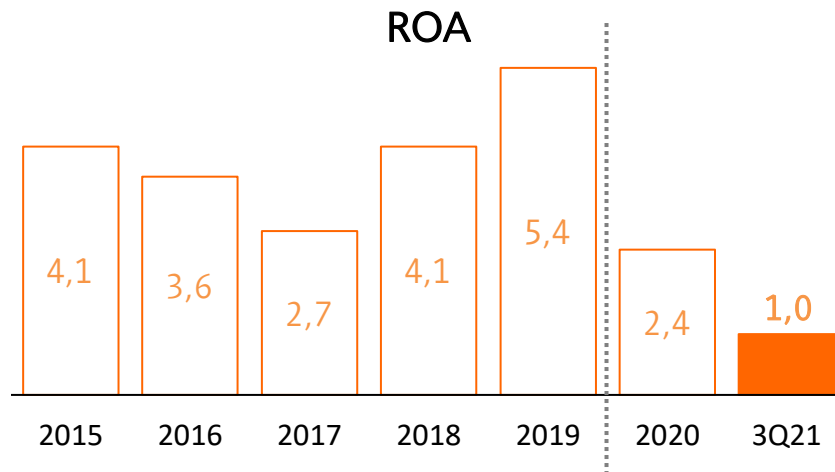
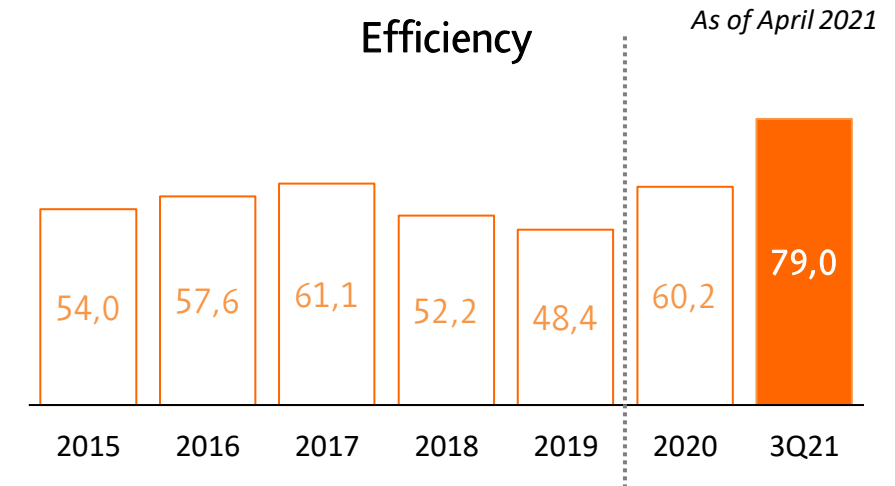
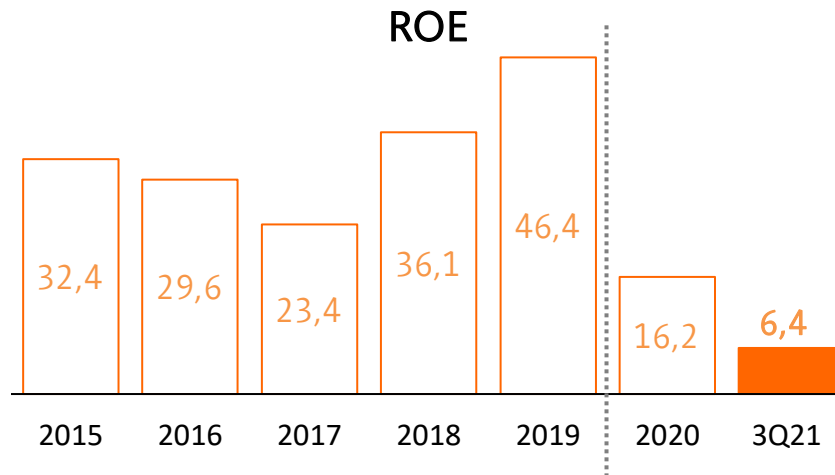


Composition of the Banking System



As of April 30, 2021.

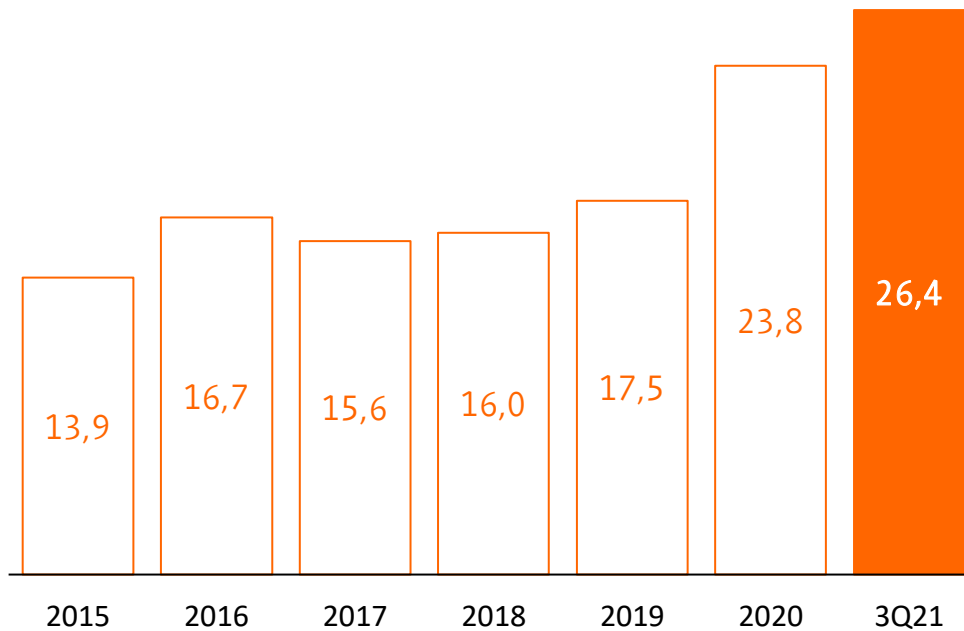
Profitability and Asset Quality



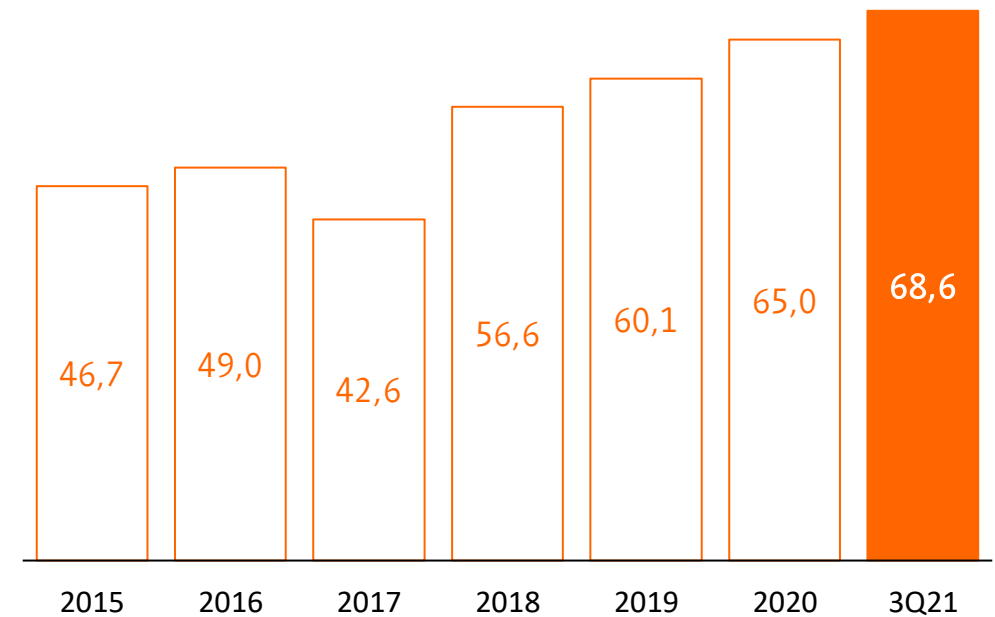
*As of August 31, 2021.
Inflation-adjusted figures since FY 2020.*

Relevant Ratios

Total Capital Ratio



Liquidity Ratio

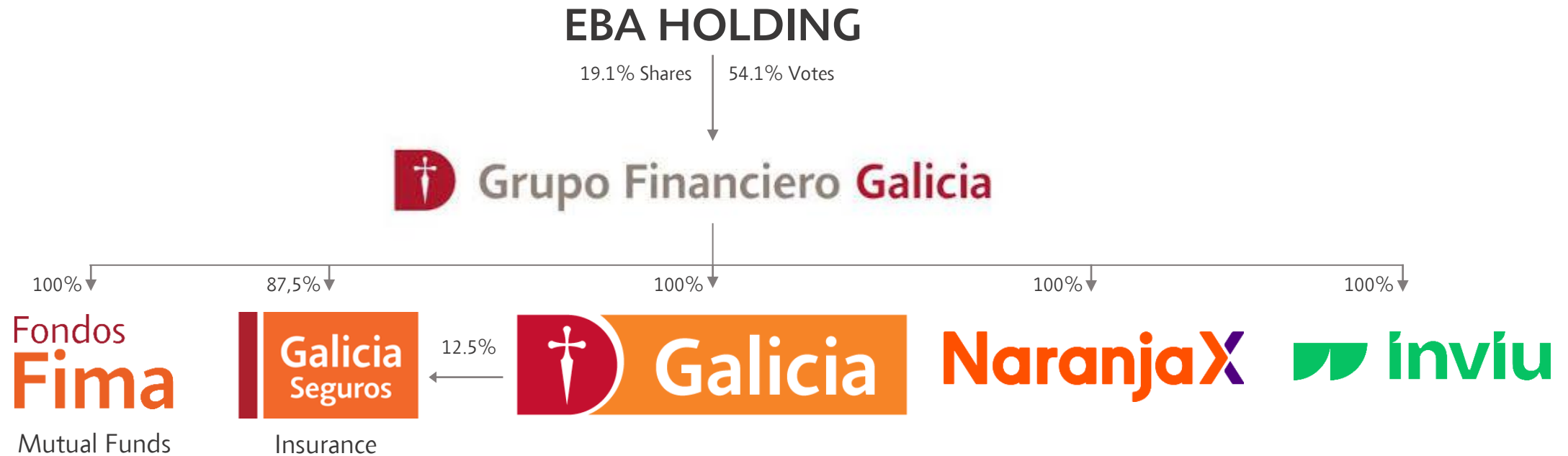


As of August 31, 2021.

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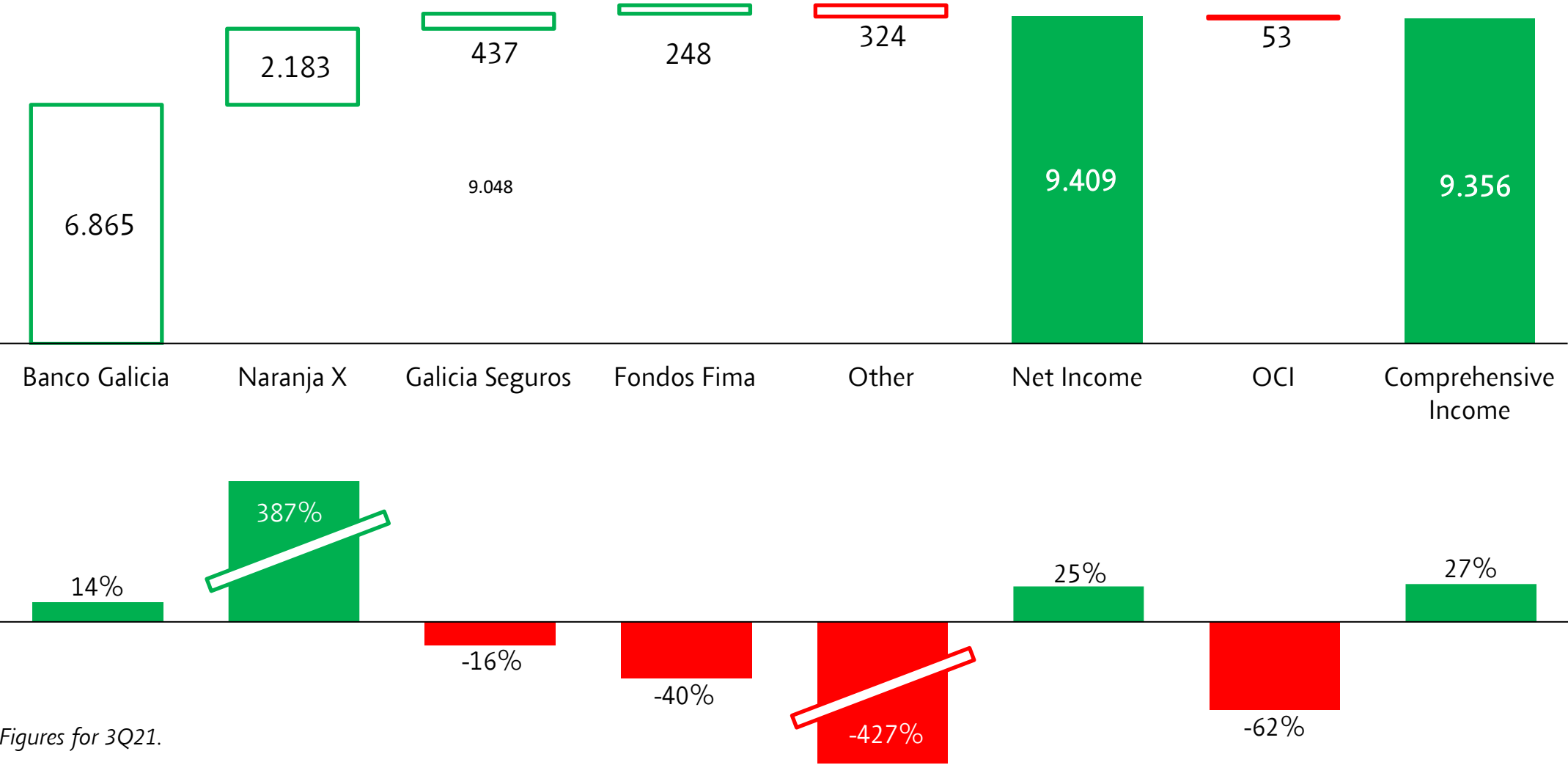
Organizational Structure



Tarjetas Regionales S.A.: 100% interest of Naranja
Other: IGAM L.L.C and Galicia Securities S.A.U.

Results from Equity Investments

In million AR\$



Figures for 3Q21.

Business Summary

ROE

14.0%

+135 bp y/y

ROA

2.56%

+48 bp y/y

FINANCIAL
MARGIN

16.9%

-118 bp y/y

EFFICIENCY

56.1%

605 bp y/y

Figures for 3Q21.

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Business Summary

ROE

12.54%

+46 bp y/y

NET LOANS

Ps. 465.2 bn

US\$ 4.7 bn

DEPOSITS

Ps. 935.5 bn

US\$ 9.5 bn

ROA

2,1%

+33 bp y/y

ASSETS

Ps. 1,312.1 bn

US\$ 13.3 bn

EQUITY

Ps. 220.3 bn

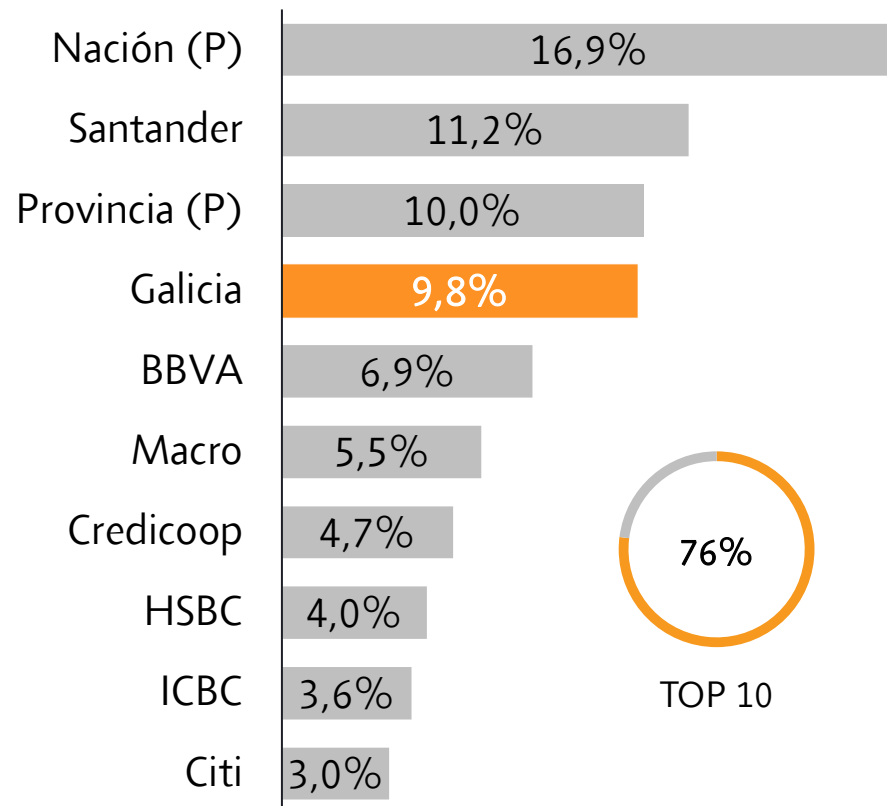
US\$ 2.2 bn

Figures for 3Q21.

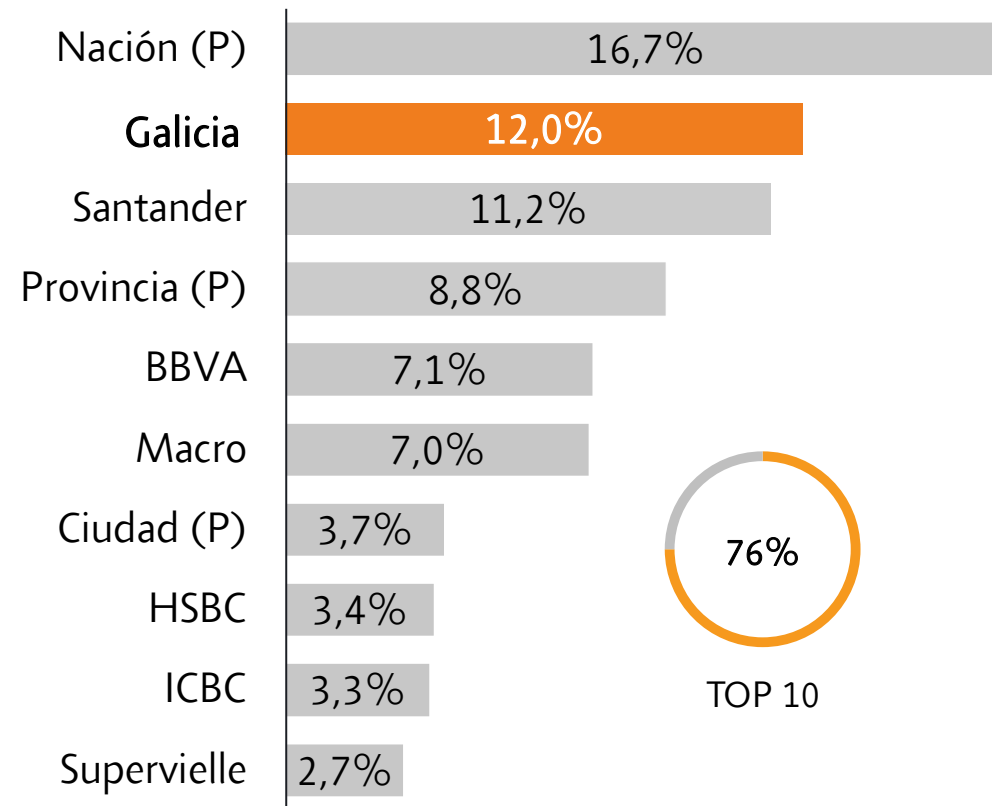
Exchange rate (Ps. per US\$) = 98.74.

TOP 10 Banks

Market Share of
Private-Sector Deposits (%)

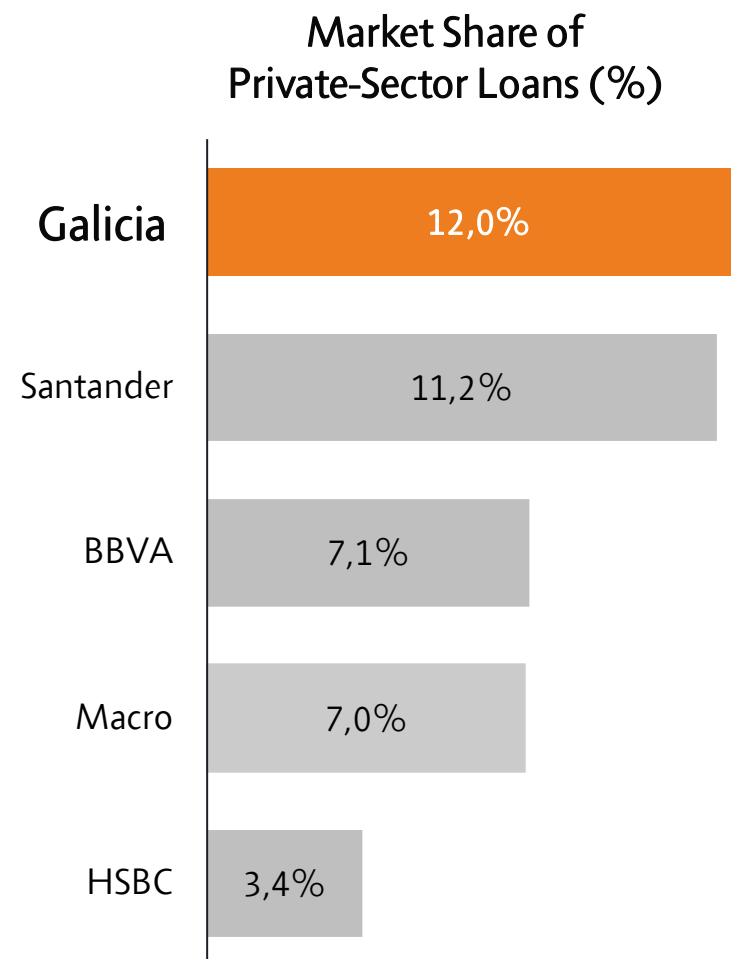
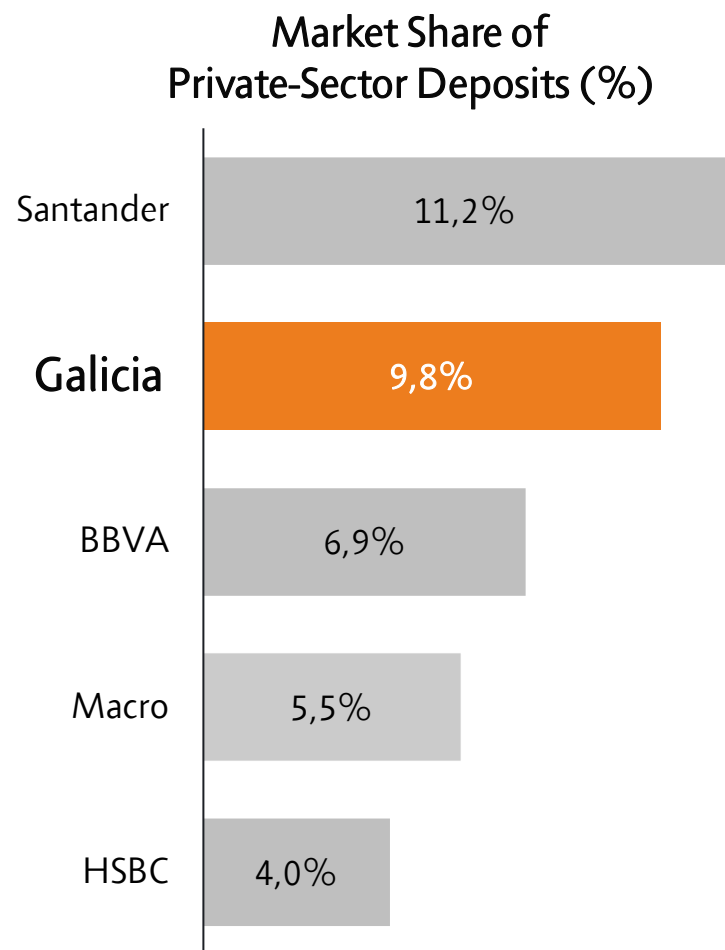


Market Share of
Private-Sector Loans (%)



As of March 31, 2021. Source: Argentine Central Bank.
(P) Government owned Banks.

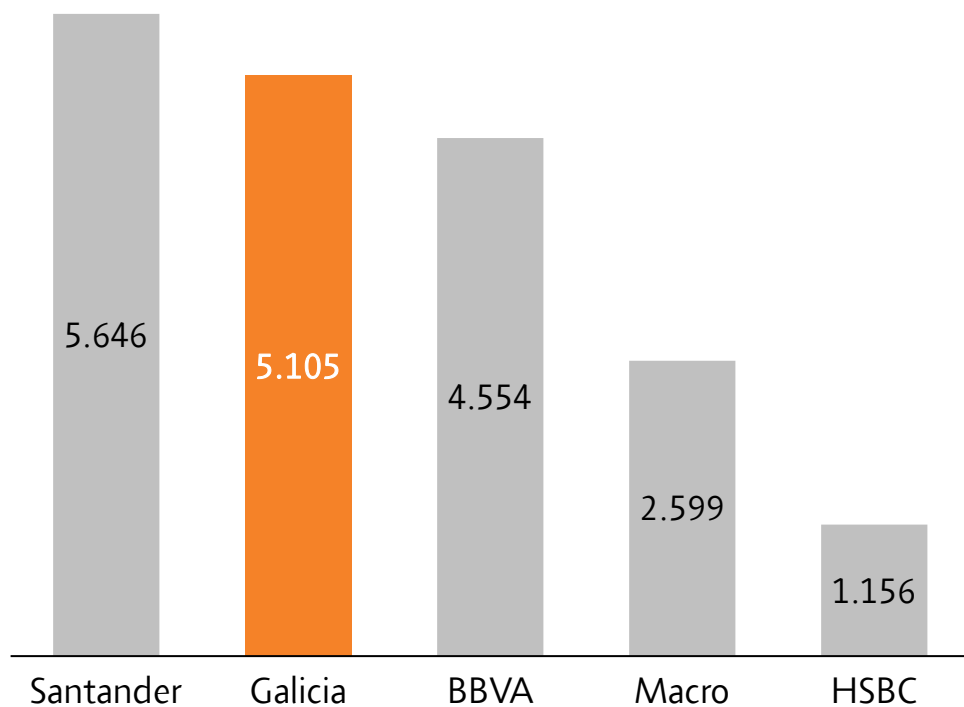
Peer Comparison



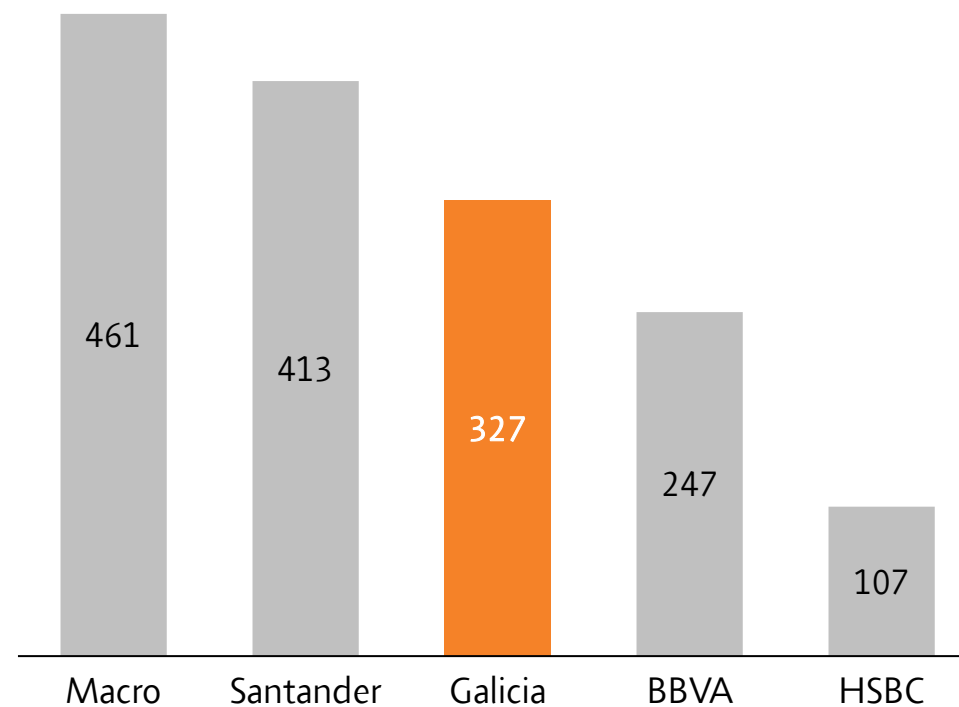
As of March 31, 2021.

Peer Comparison

Tarjetas



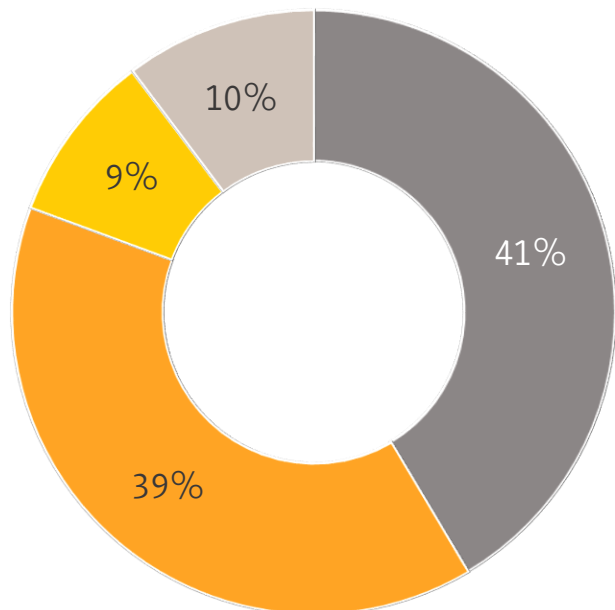
Branches



As of March 31, 2021.

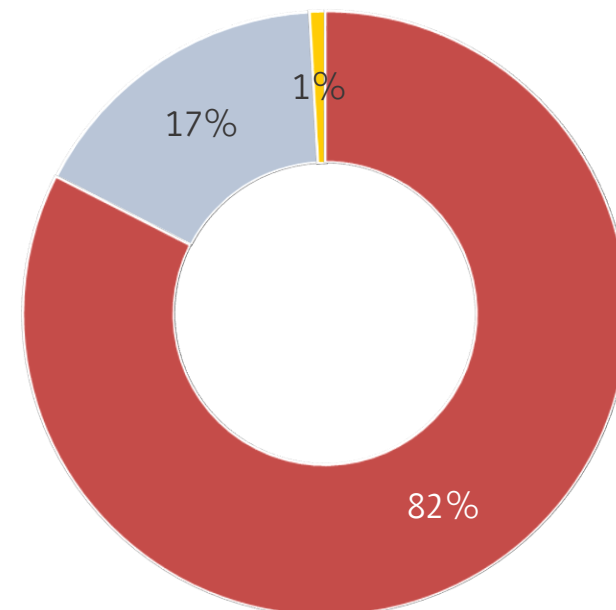
Customers

Consumer Banking
Total: 3,124,593



■ Low Income ■ Medium Income
■ Prof. and Self-employed ■ High Income

Corporate Banking
Total: 115,100

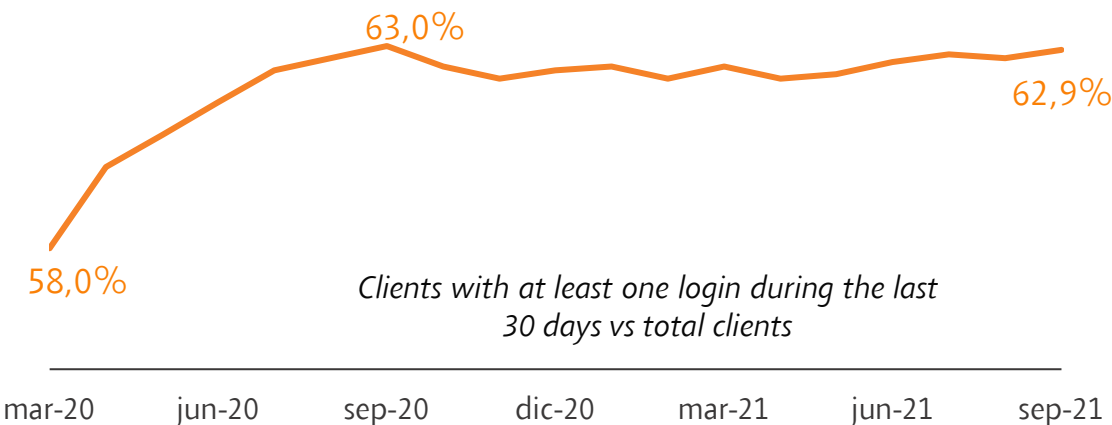


■ Agribusiness ■ Corporations ■ SMEs

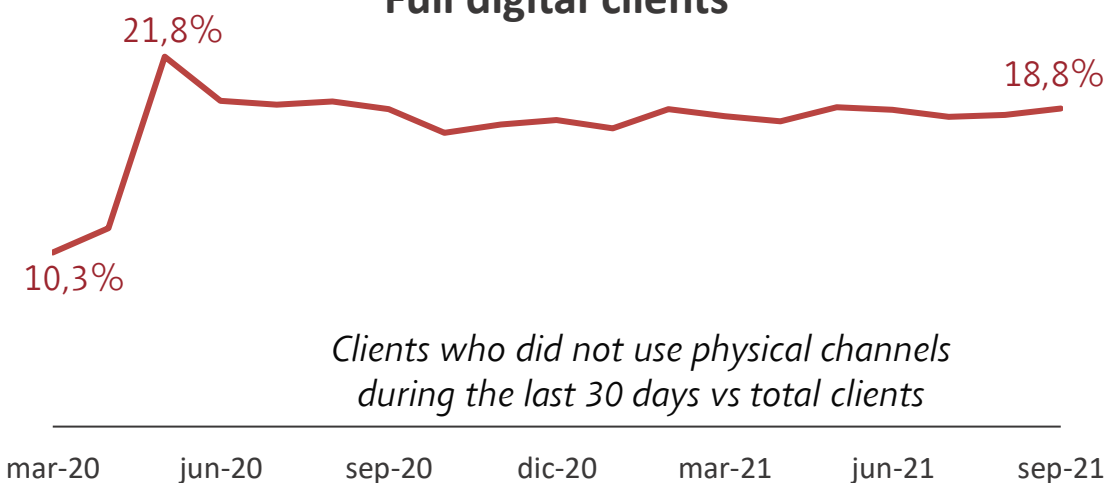
As of September 30, 2021.

Digital

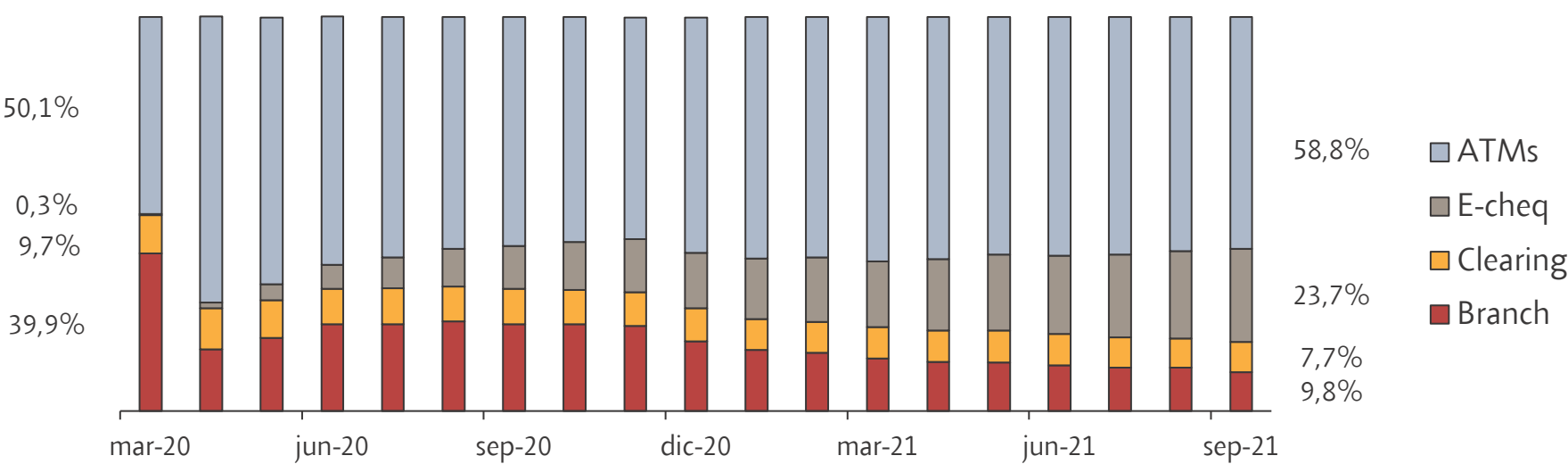
Digital clients



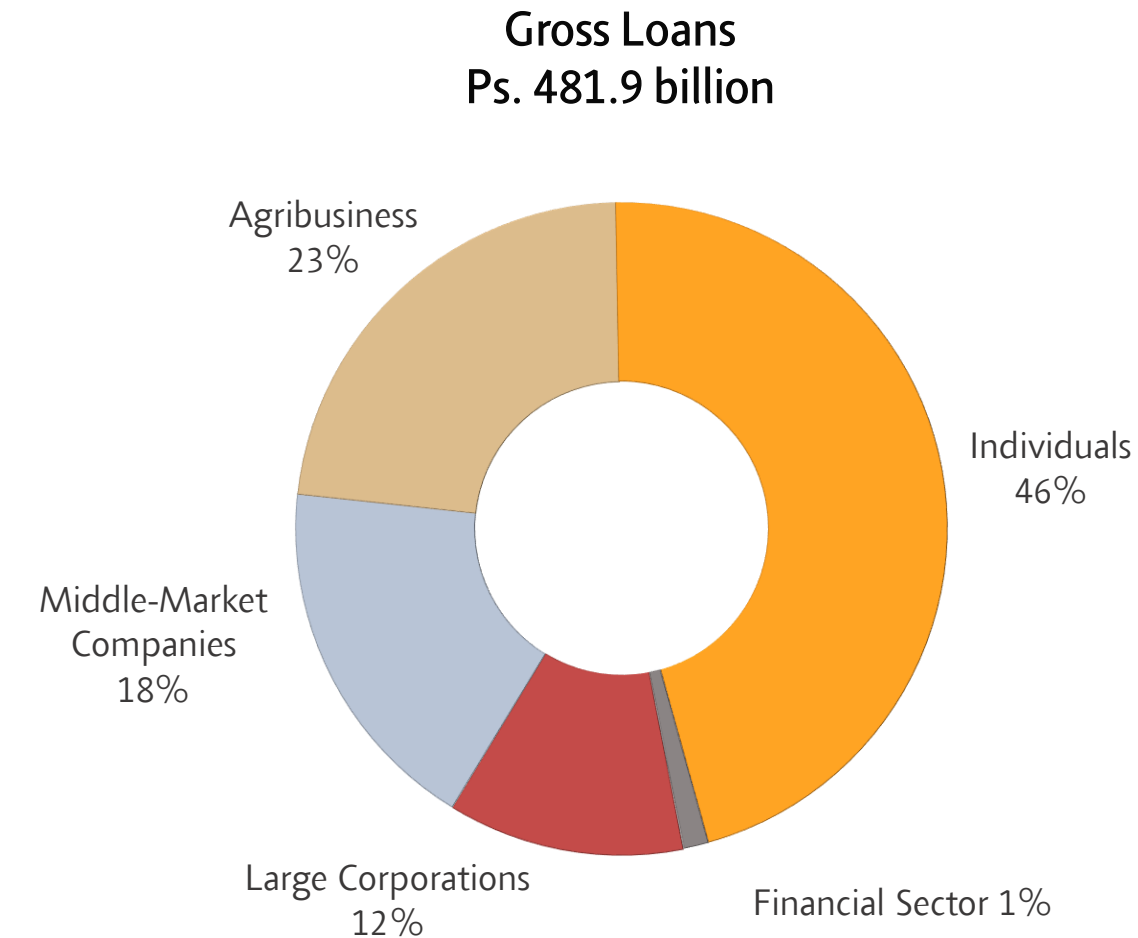
Full digital clients



Deposited checks – Breakdown per channel



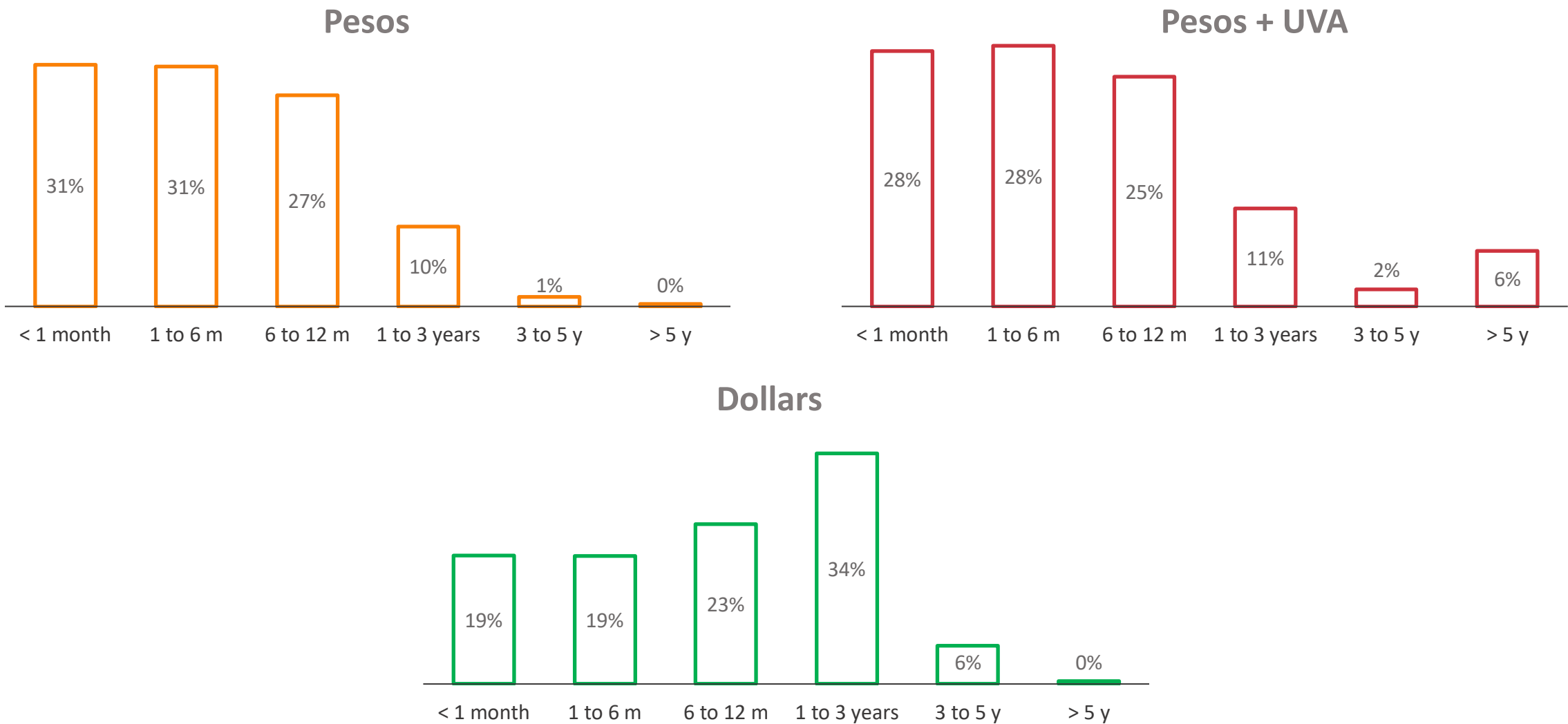
Breakdown of Loans to the Private Sector



As of September 30, 2021.

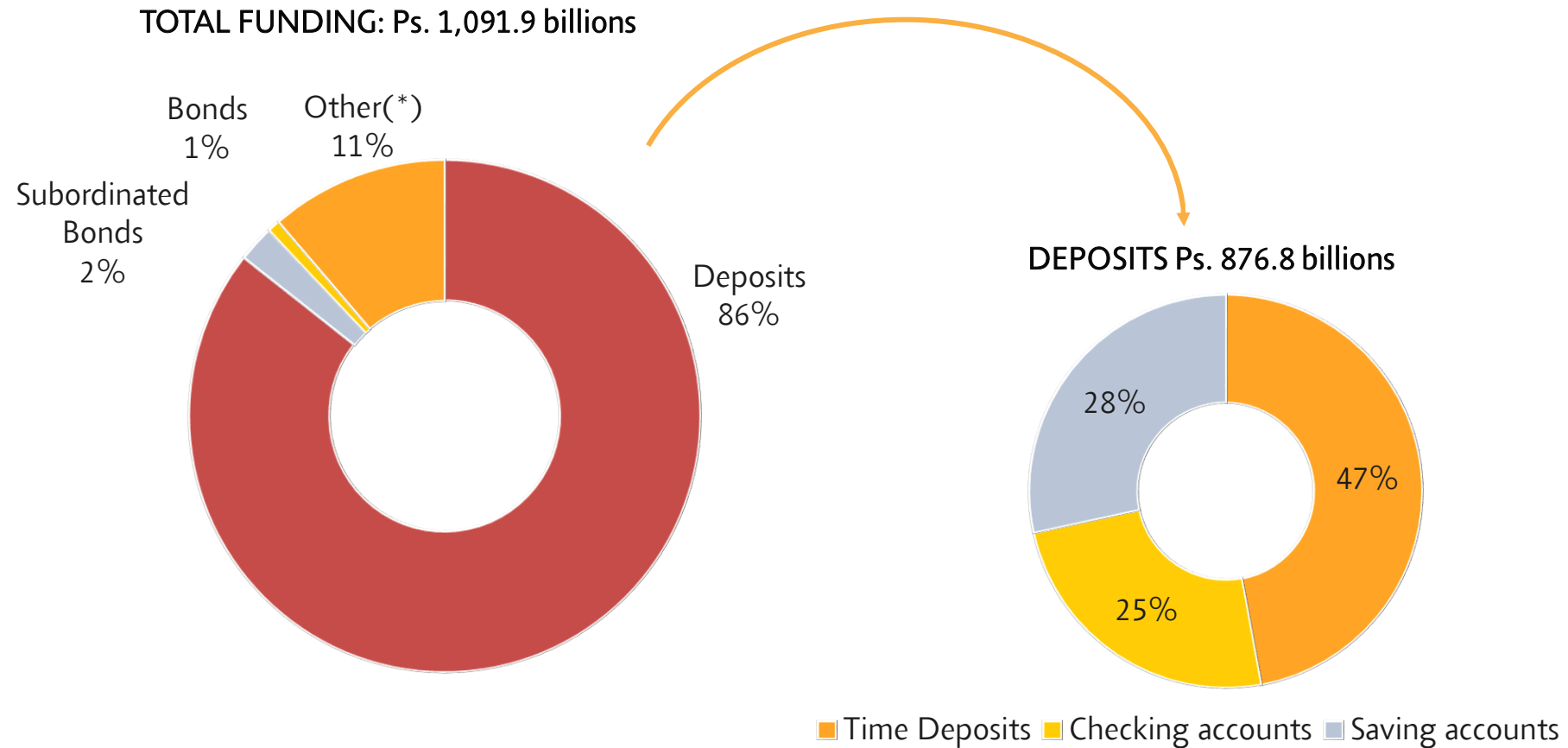
Loans in foreign currency: 12,2%.

Loan Portfolio by Maturity



As of September 30, 2021.

Funding and Breakdown of Deposits

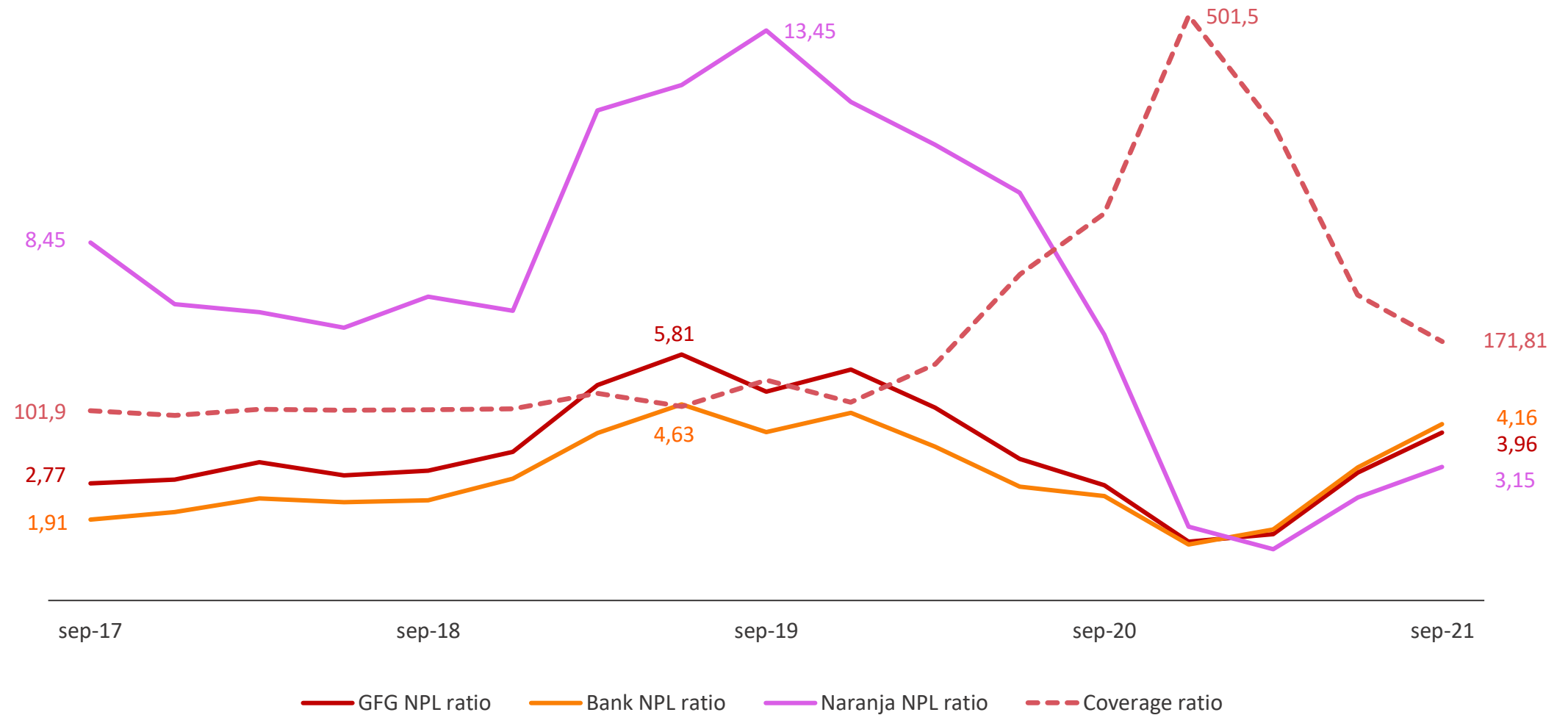


(*) Includes among other: repos, financial institutions, collections on account of third parties, debt with merchants.

As of September 30, 2021.

US\$-denominated deposits: 21,5%.

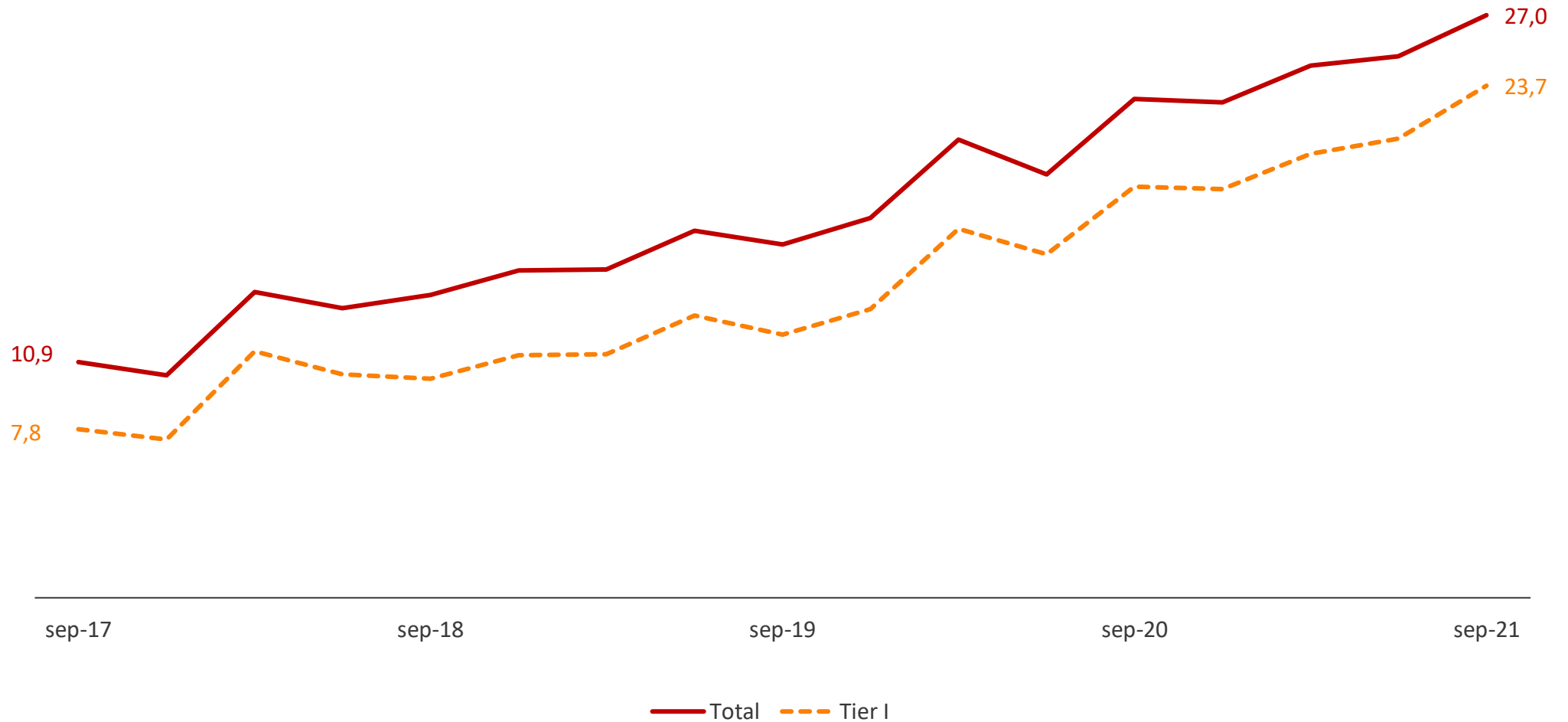
Asset Quality



Beginning in the fiscal year started on January 1, 2020, the expected credit loss model has been applied.

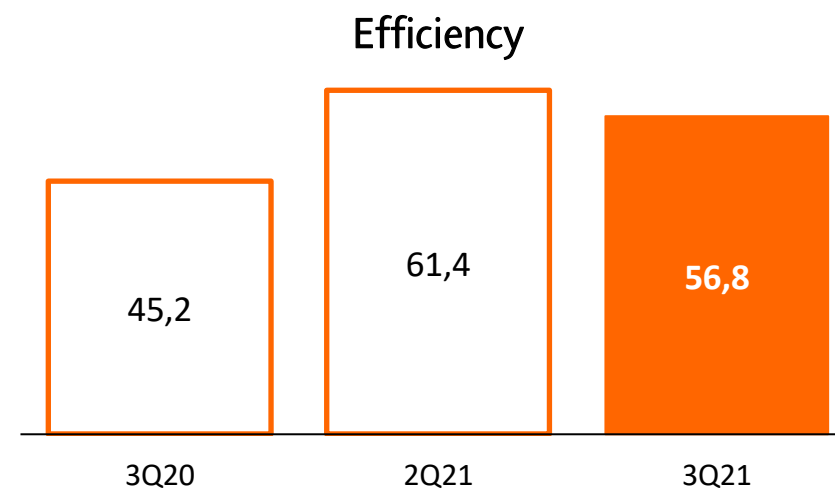
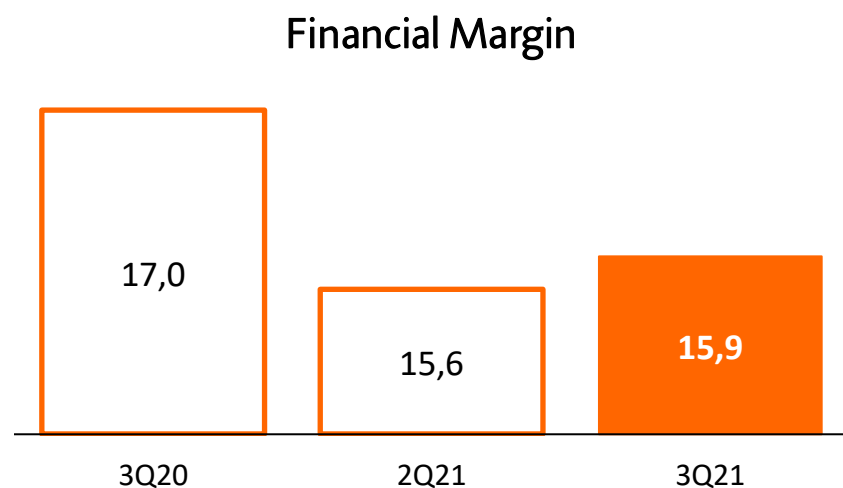
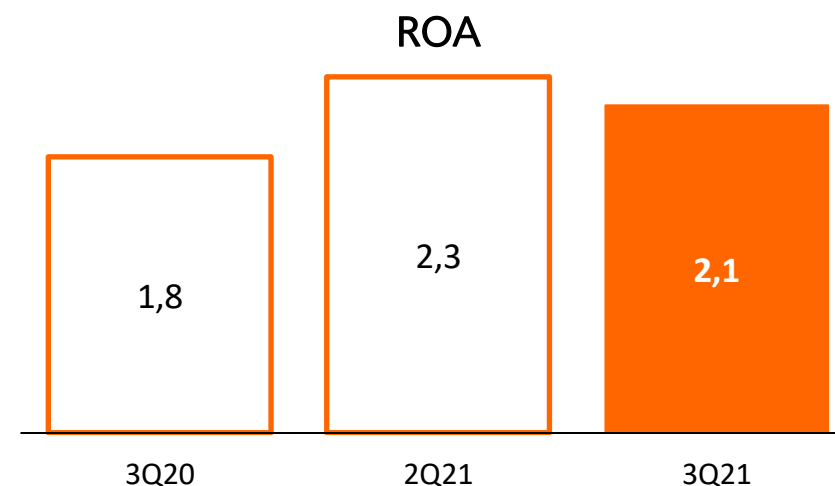
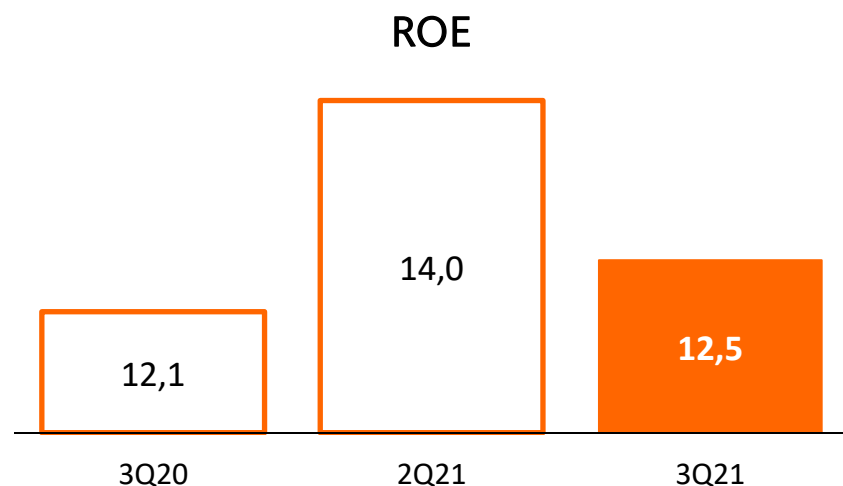
As of September 30, 2021.

Capital Ratio



As of September 30, 2021.

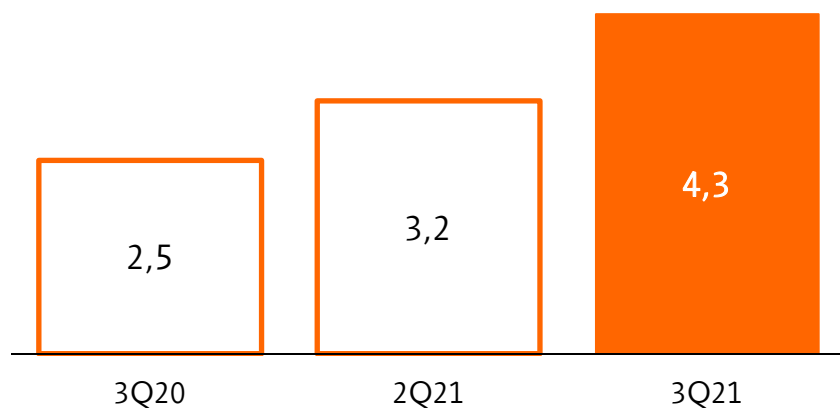
Profitability



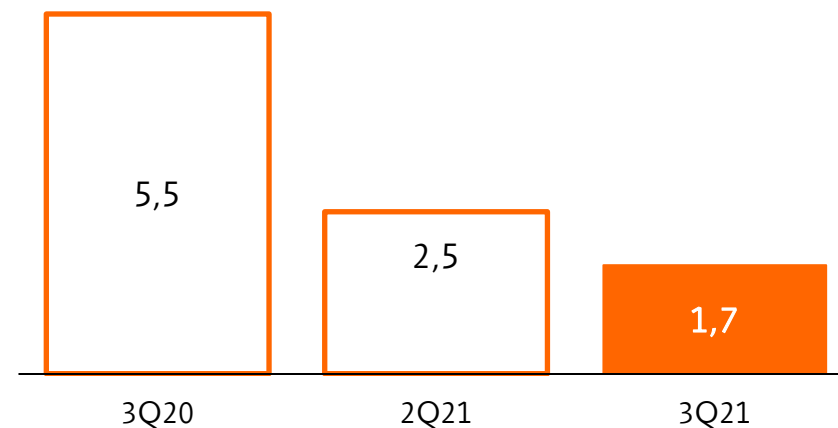
As of September 30, 2021.

Relevant Ratios

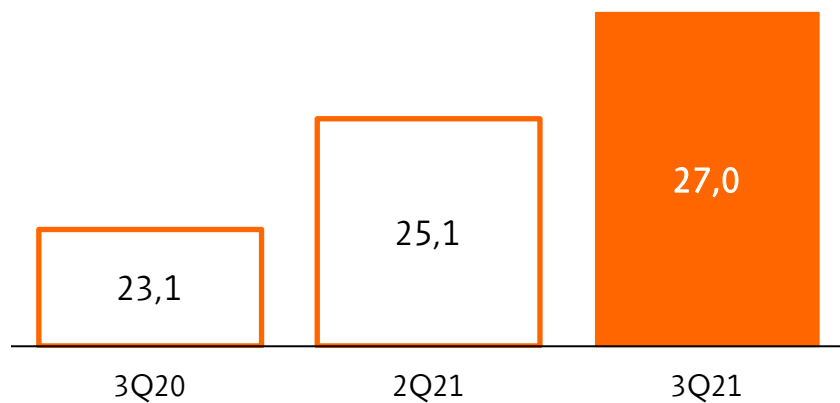
NPL



Cost of Risk



Total Capital

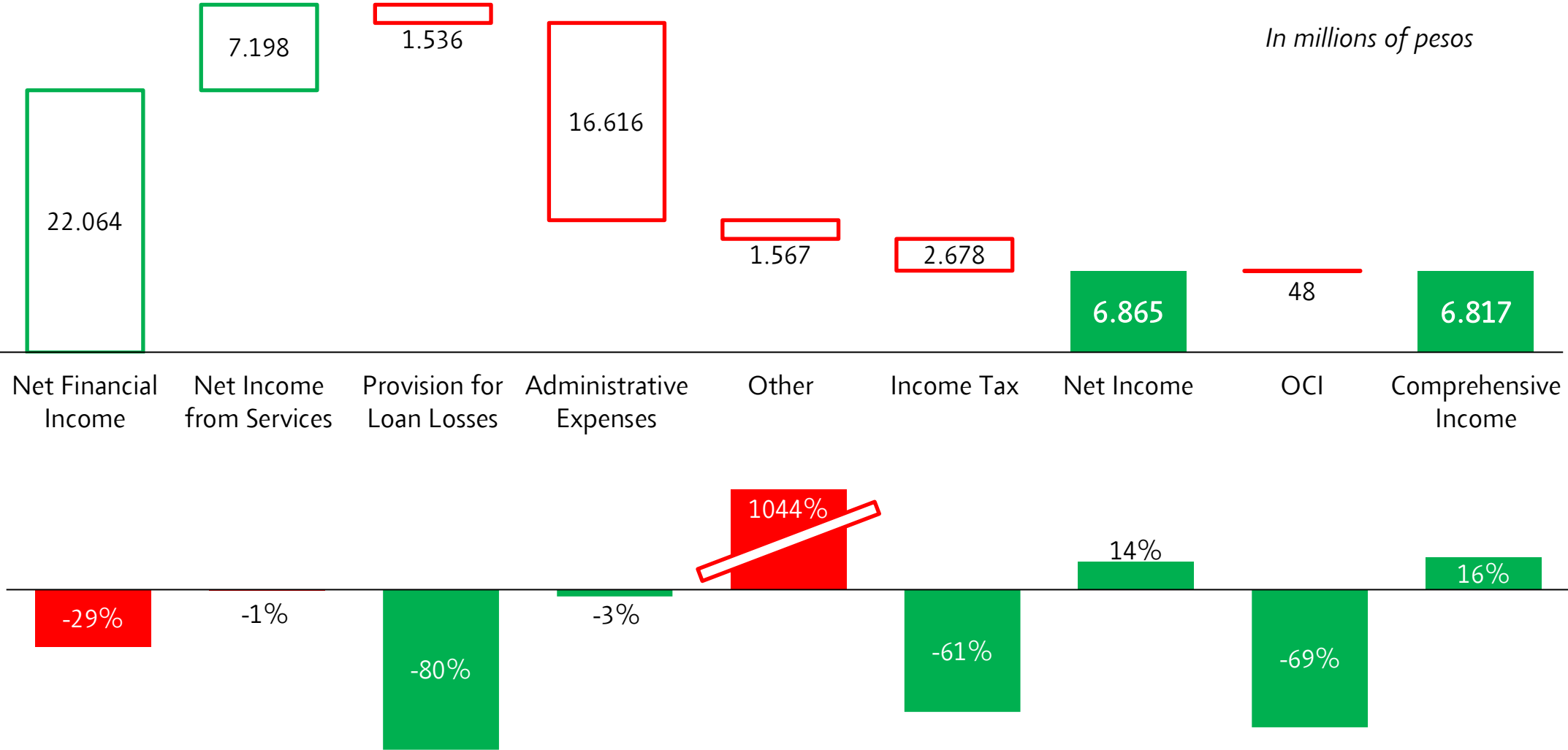


Liquidity



As of September 30, 2021.

Consolidated Income Statement



Variation
3Q20

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Business Summary

NET INCOME

Ps. 2.2 bn

+304% y/y

ROE

22.4%

+1,598 bp y/y

ROA

5.6%

+365 bp y/y

LOANS

Ps. 140.6 bn

US\$ 1.4 bn

ASSETS

Ps. 157.5 bn

US\$ 1.6 bn

EQUITY

Ps. 39.6 bn

US\$ 0.4 bn

Figures for 2Q21.

Exchange rate (Ps. per US\$) = 98.74.

Business Summary – Credit Cards



The major credit - card issuer in Argentina

- » Up to 4 credit cards per client (Naranja, Visa, Master & Amex) in the same statement.
- » Accepted in local and international markets as a payment method.
- » Other products: Consumer loans, short- and long-term payment plans, insurance policies .
- » Consolidated credit risk analysis.

*(1) It includes the managed brands Naranja Visa, Naranja MasterCard, Naranja Amex.
MAP: monthly active payers; MAM: monthly active merchants; TPV: total payments volumen.
As of September 2021.*

- » 8.6M cards issued¹.
- » 4.6M customers (3.3 credit card card holders & 1.3 additional credit card holders).
- » 3.0M monthly statements (#MAPs).
- » 63k MAMs (Comercios Amigos).
- » USD 500M TPV (monthly avg.).
- » 2,2M insurance policies.
- » 401k consumer loans.
- » 180 branches.



Business Summary – Digital Bank



» Easy and quick cashless transactions

- Free VISA prepaid (plastic card delivery in 33hs).
- Transport and cellphone recharges.
- Utility payments (Naranja credit card balance).
- Free internal transfers (P2P).

» Financial products -> “coming soon”

- Free saving account paid balances.
- Microloans.

As of September 30, 2021.

» 2,0M #Reg. Users.

» 1,4M #Onboardings.

» 489K #saving account w/balance.

» 269k MAPs (app users).

» USD 8,1M Deposits.

» USD 32M TPV (monthly).

Business Summary – Solutions for Merchants



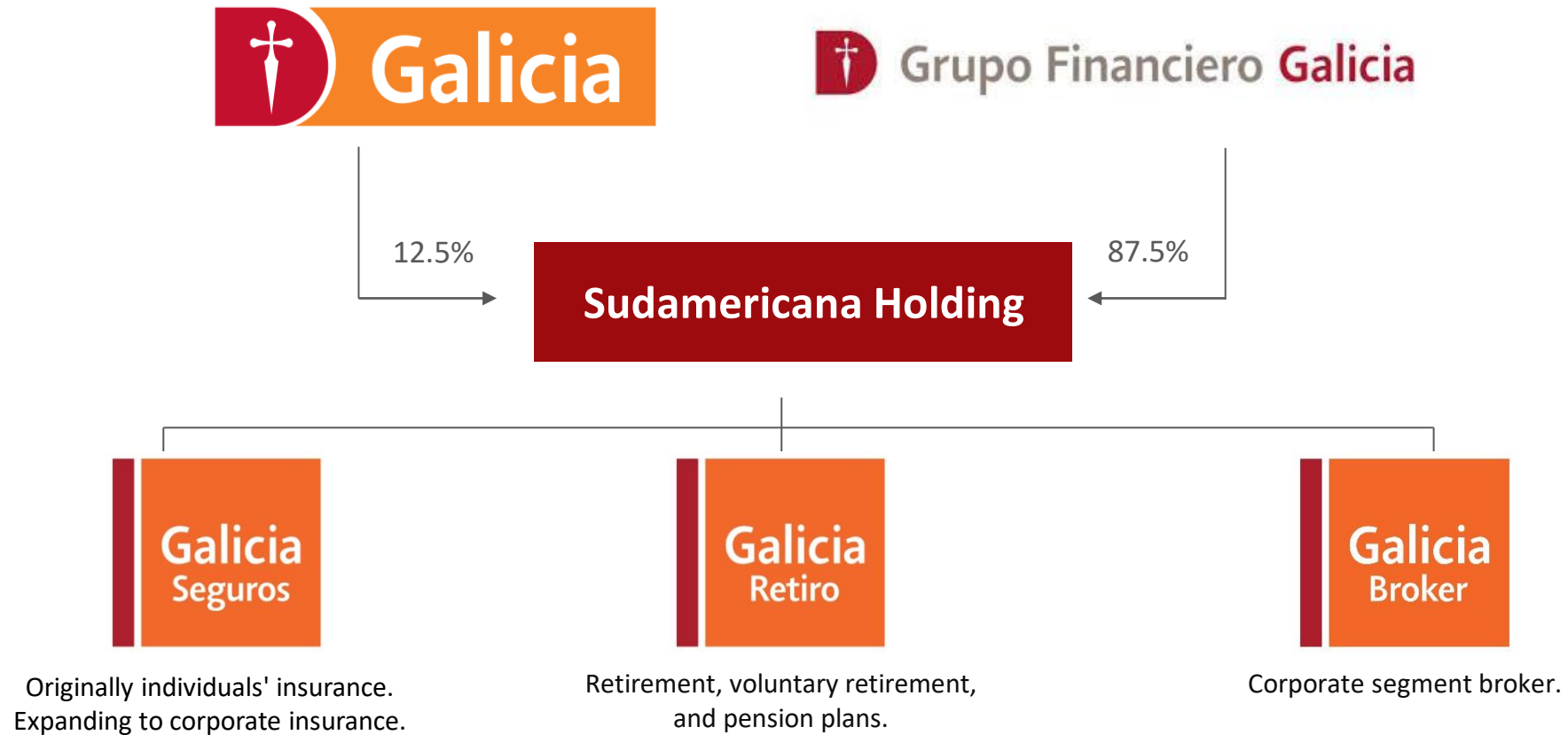
- » A unique solution in collections with a free saving account and a debit card.
 - » All in the same app with a simplified onboarding.
 - » Accept all the payment methods local and international (Swipe, NFC, Contactless, QR and Payment Link).
 - » Merchants can choose the collection time (online or installments).
-
- » 48k MAMs (Micro merchants).
 - » 94k saving accounts.
 - » 13k monthly sales.
 - » USD 13,9M TPV (monthly avg.).

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Corporate Structure



Business Summary

<i>In million Ps.</i>				
	Turnover (*)	2,793	8	48
	AUM	1,914	606	49
	Equity	1,830	133	64
	Profit (*)	368	8	16

*As of September 30, 2021.
(*) 3 months.*

General Data



Turnover: Ps. 2.8 billion (first 3 months of FY2022).



Policies in force: 2,4 million credit-related insurance and 3 million voluntary insurance.

Positioning 2021

	Ranking	Market Share
Homeowners Insurance	1 st	9.6%
Theft	1 st	15.3%
Personal Accidents	6 th	7.0%
Group Life	11 th	2.5%
Miscellaneous risks	4 th	6.4%

As of June 30, 2021.

Distribution Channels

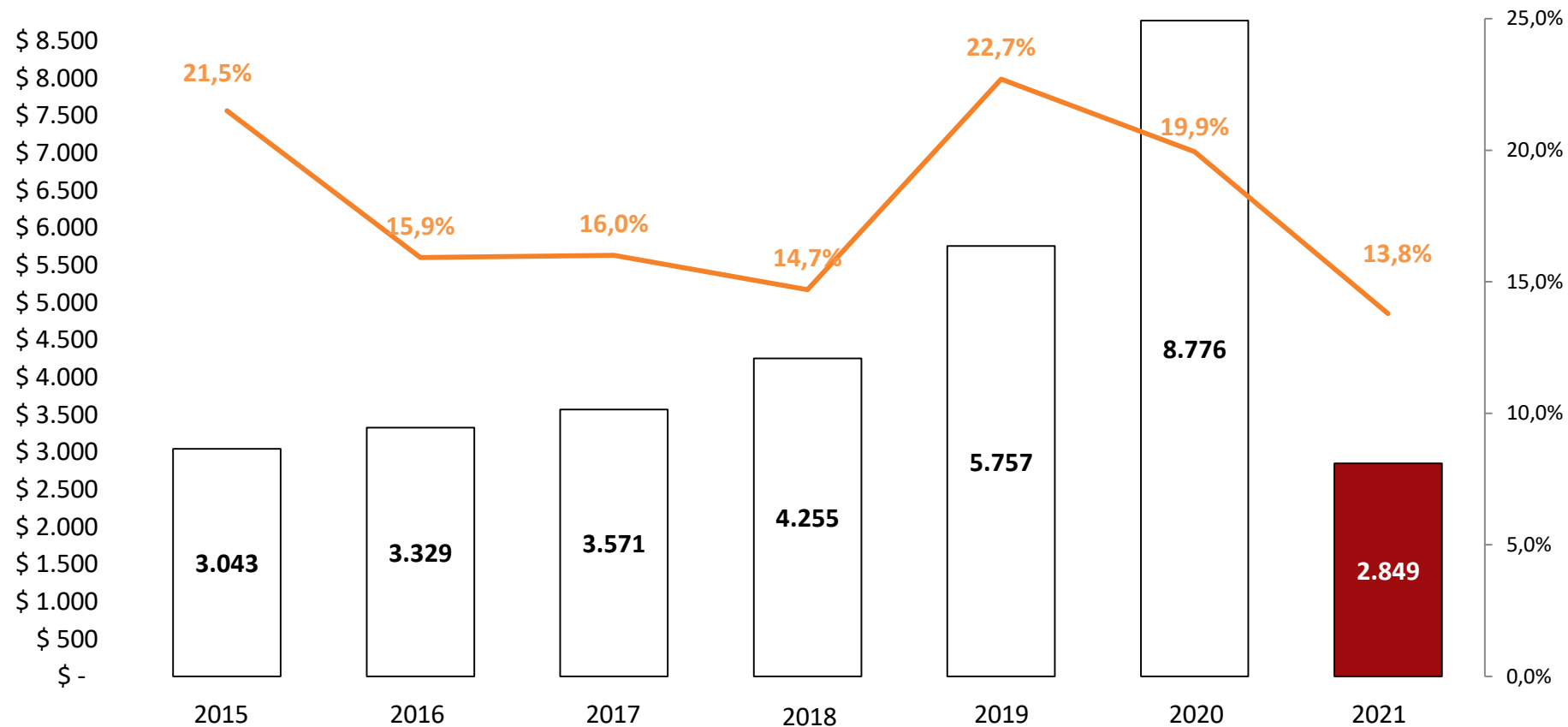
Business Partners' Branches	Over 490 branches of our affiliated companies (Banco Galicia and Naranja X).
Telemarketing	• 79 telemarketers at our own call center. • 317 telemarketers at an external call center.
Specialized Insurance Stands	Near 62 stands at our business partners' branches.
ATMs	Insurance 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. • Onlinebanking
Main Business Partners	 

Main Products

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

Turnover and Profits Evolution

Turnover per Fiscal Year



Combined Ratio GS (%)

75%

84%

86%

88%

83%

83%

85%

Agenda

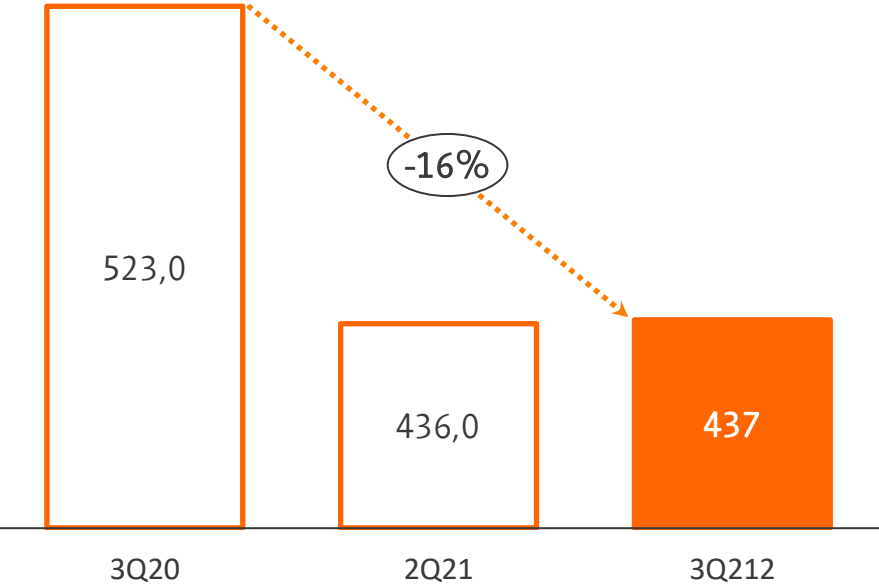
- 1 . The Argentine Economy
- 2 . The Argentine Financial System
- 3 . Grupo Financiero Galicia
- 4 . Banco Galicia
- 5 . Naranja X
- 6 . Galicia Seguros
- 7 . FIMA

Business Summary

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

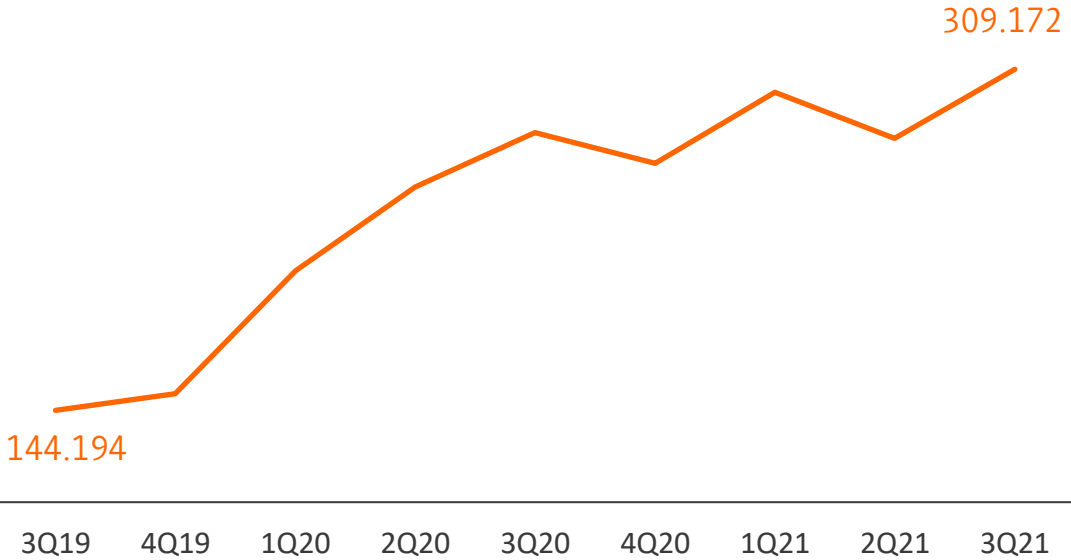


Net Income (in million Ps.)

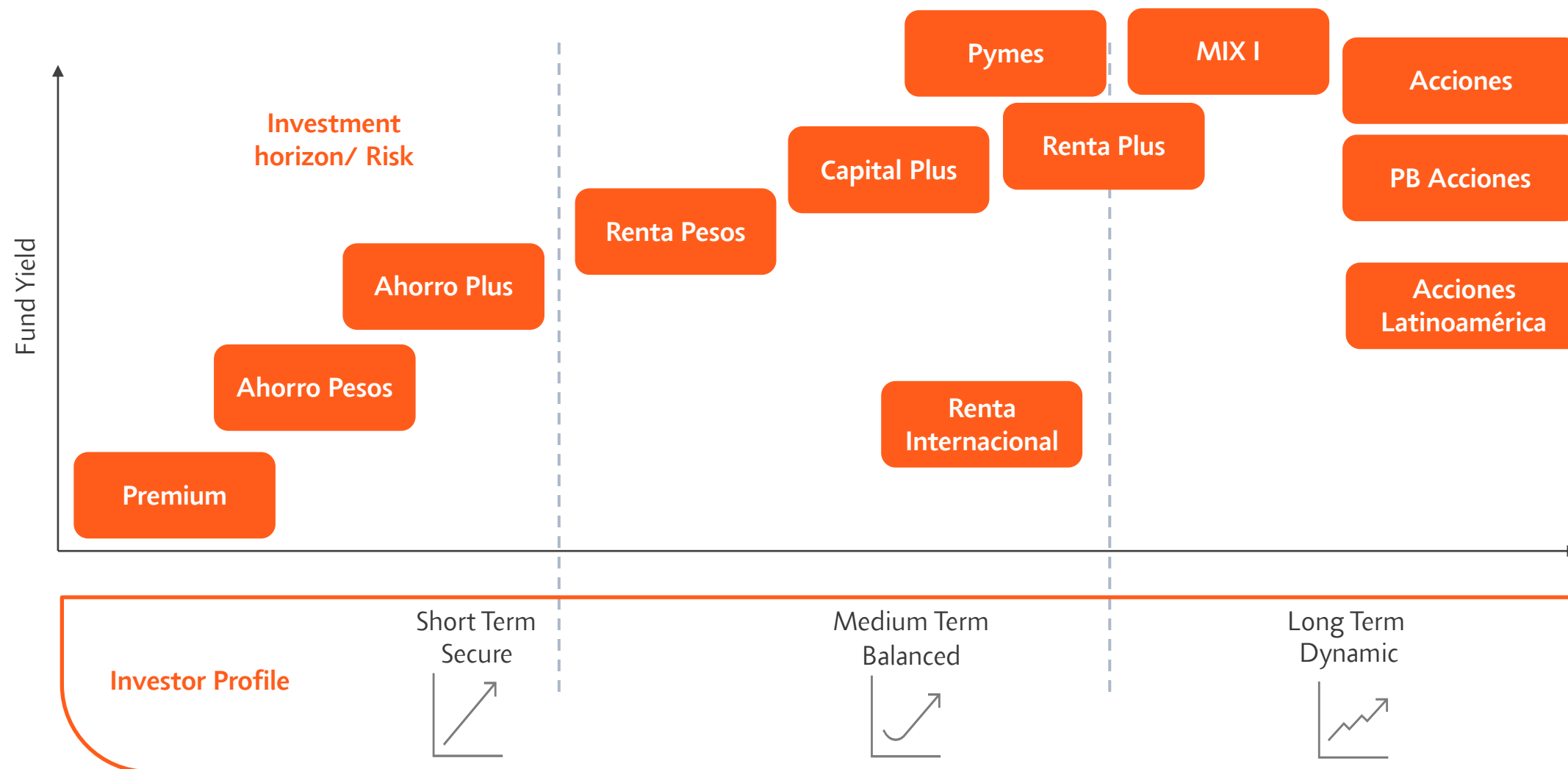


As of September 30, 2021.

Assets under management (in million Ps.)



Our Family of Funds



Contact us

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 inversores@gfgsa.com

