



Grupo Financiero **Galicia**

## Investor Presentation

June 2022



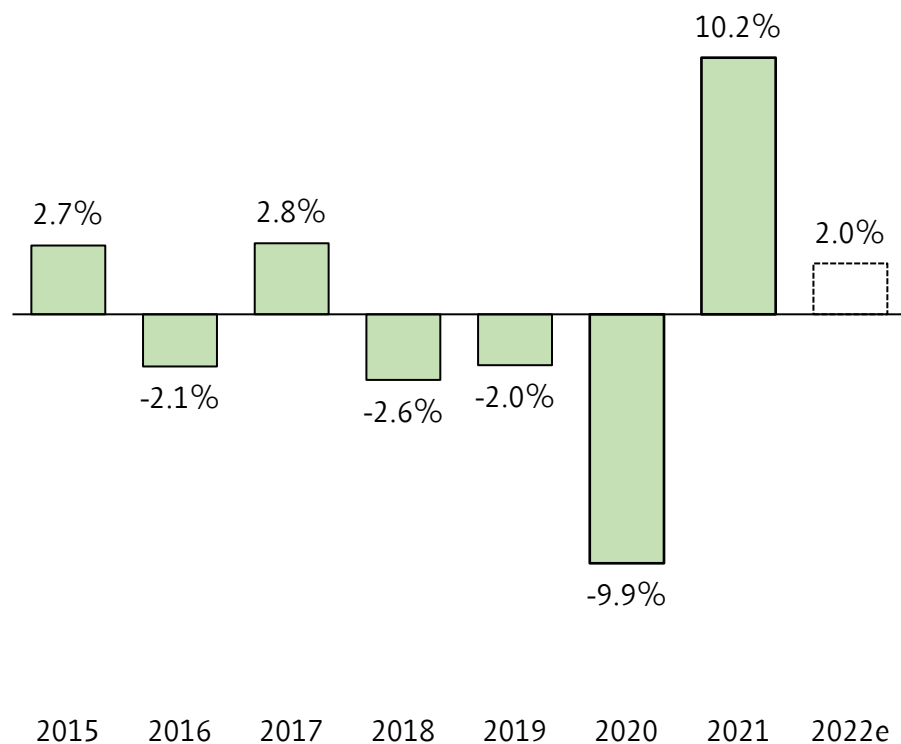
# Agenda

- 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

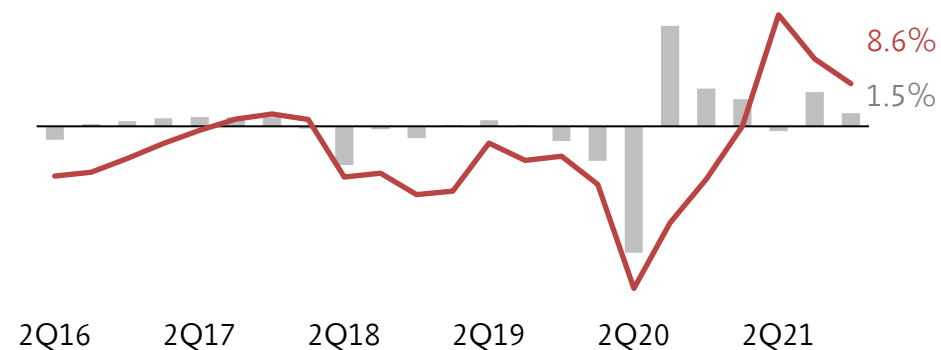
YoY % Var.



Source: INDEC and own estimations

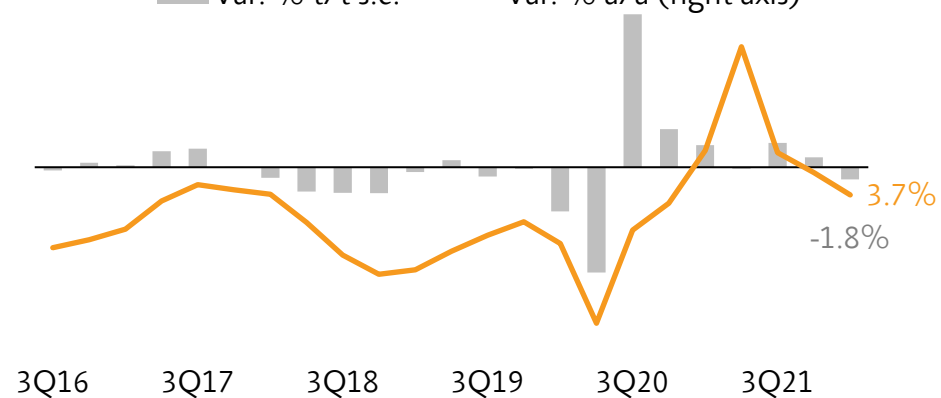
## GDP quarterly evolution

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



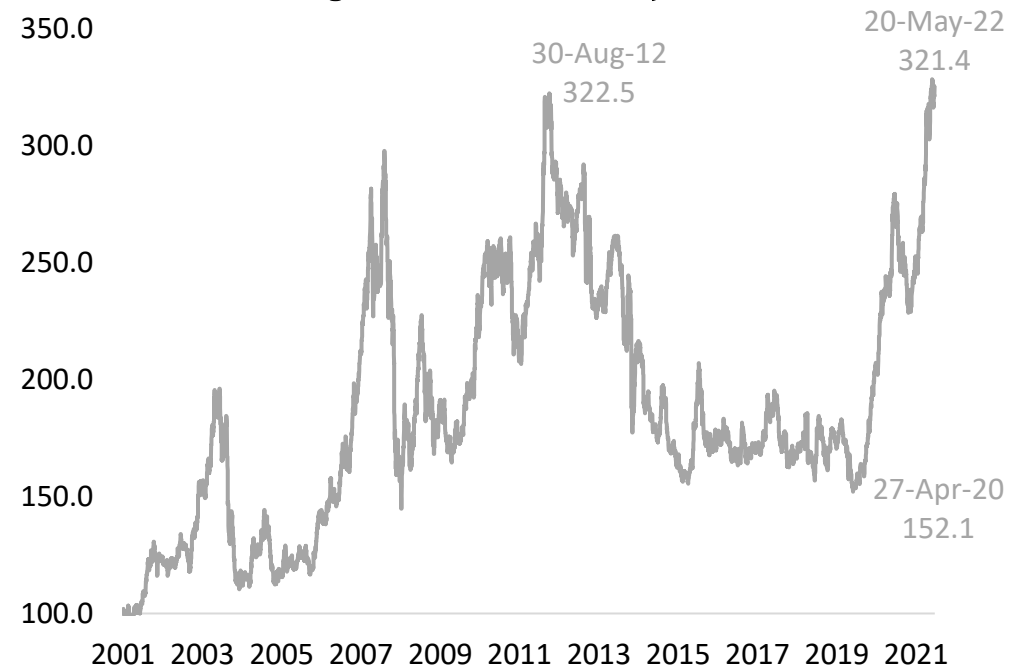
## Industrial Production quarterly evolution

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



# International Environment

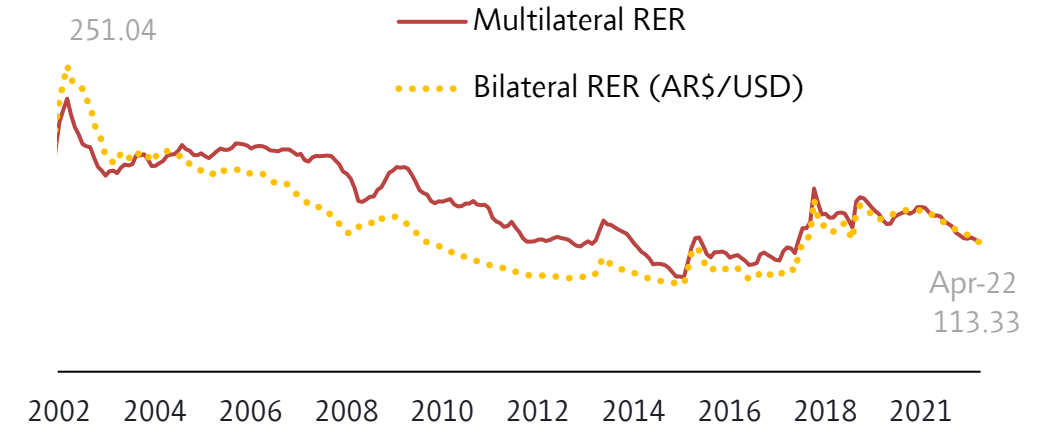
## Agricultural Commodity Prices



Dec'01=100.  
Source: BCRA

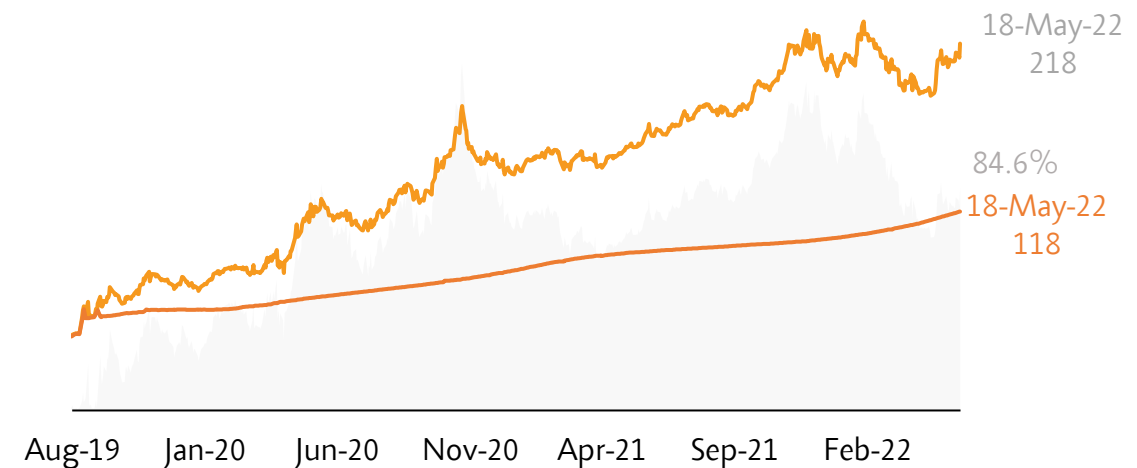
## Real Exchange Rate

Index Apr-22 = 113,3 AR\$/USD



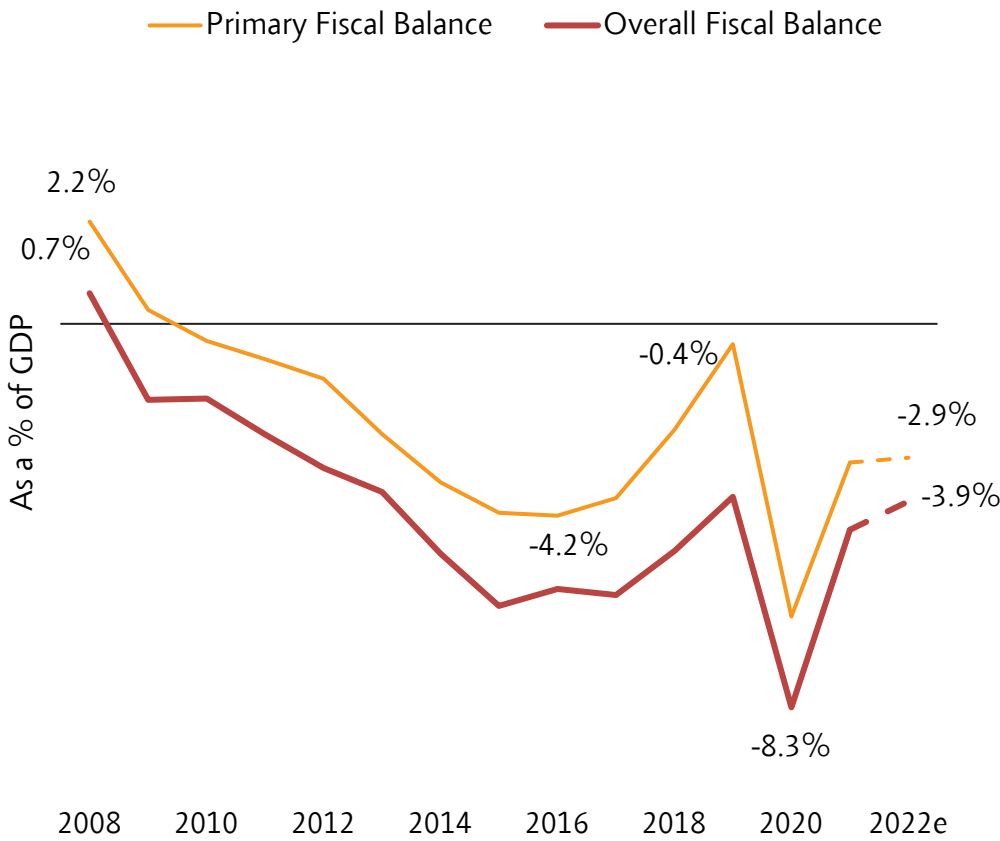
## FX Official and Blue-Chip Swap

ARS/USD



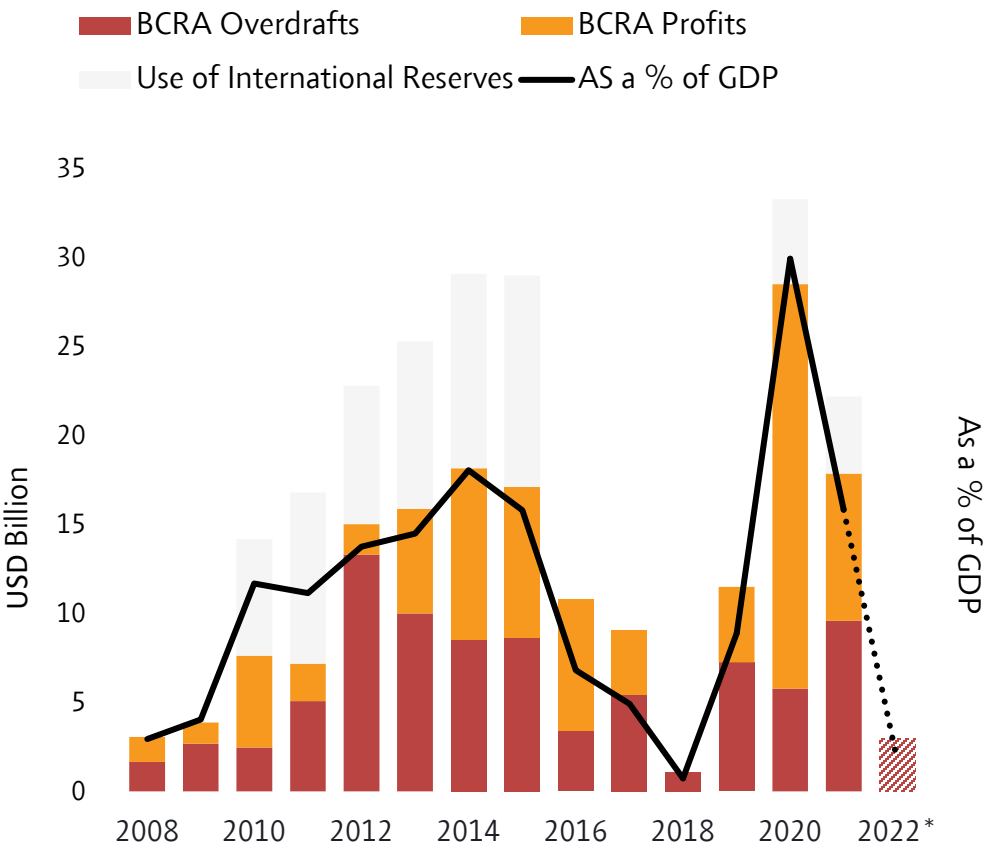
# Fiscal Performance

Non-Financial Public Sector's Fiscal Balance



Source: Ministry of Finance and own estimates

Argentine Central Bank Financing

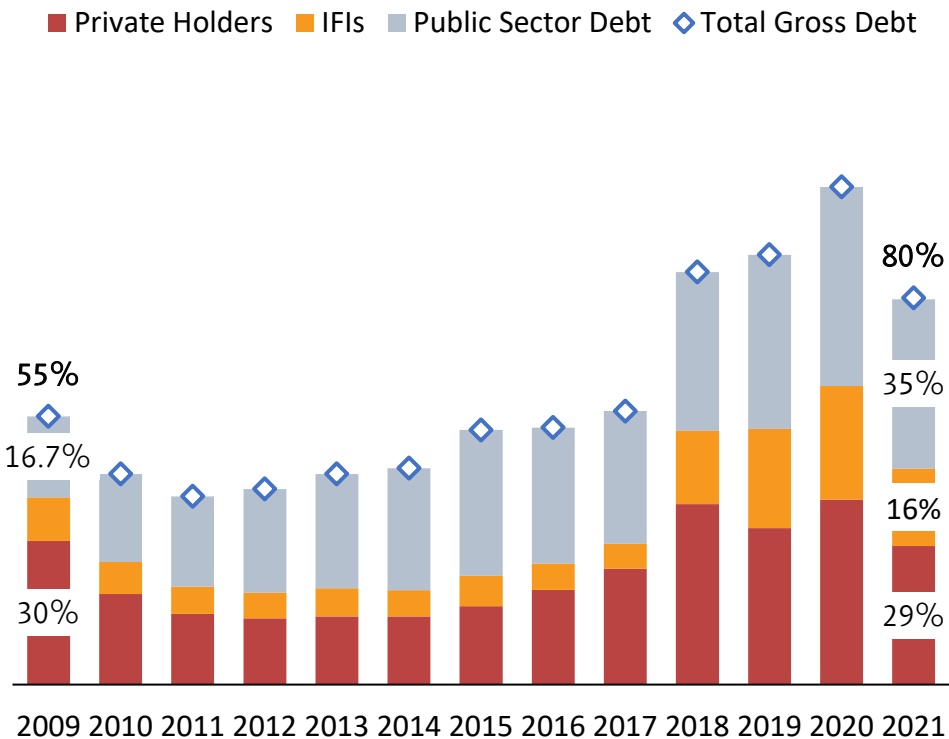


Source: BCRA and own estimates

\*As of 17-May-22

# Sovereign Debt

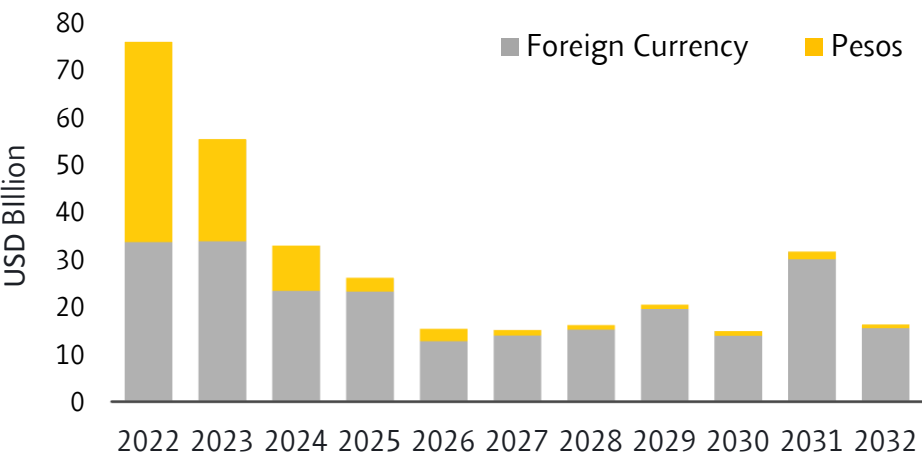
Argentina: Public Sector Gross Debt  
As a % of GDP



Public Sector Gross Debt as of December 2021

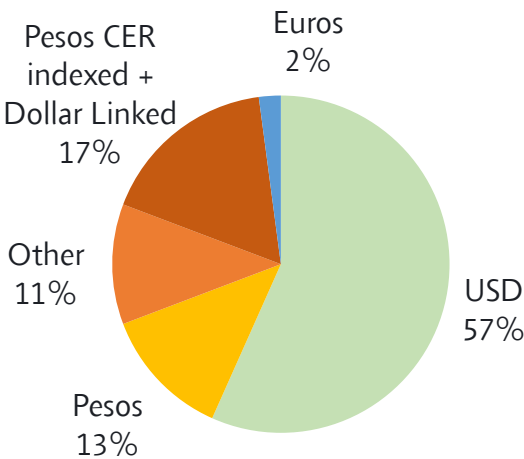
**USD 363.233 M**

Projected annual debt payments\*

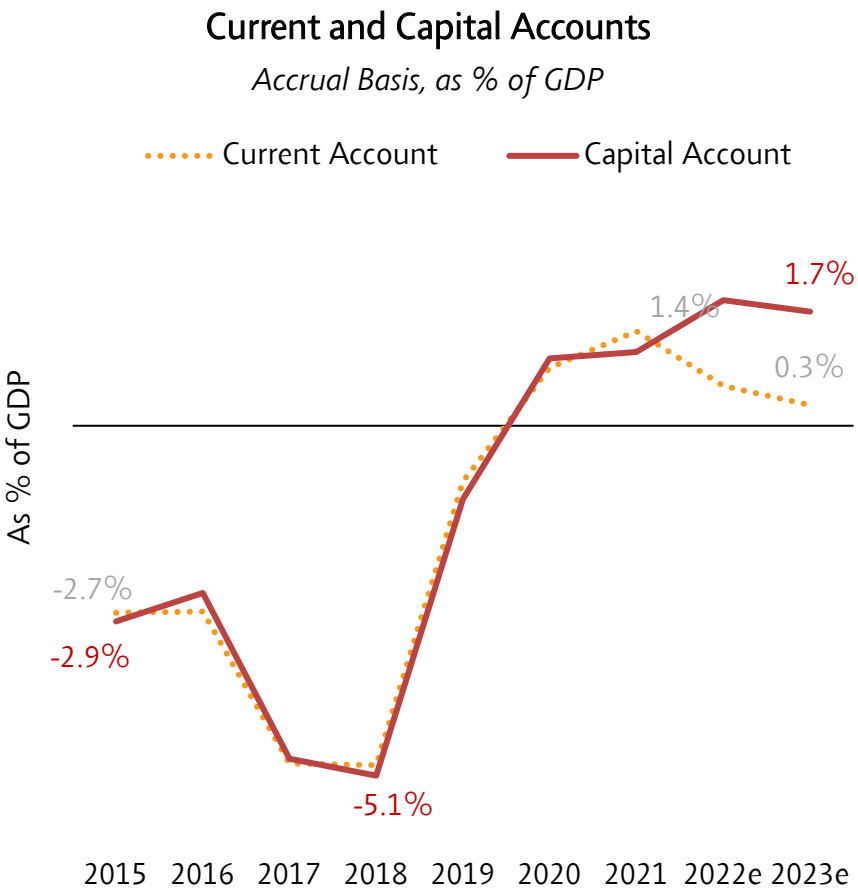


\* Foreign exchange as of December 2021

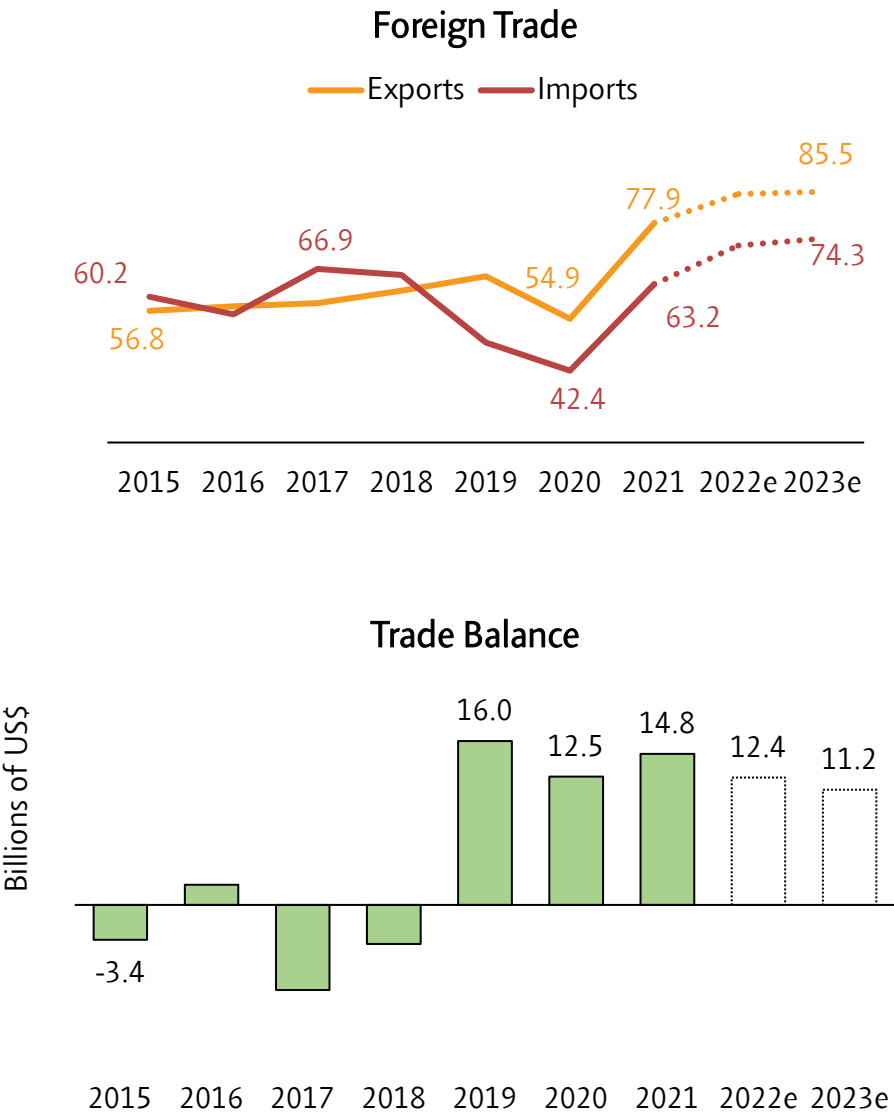
Debt by currency



# External Sector Performance



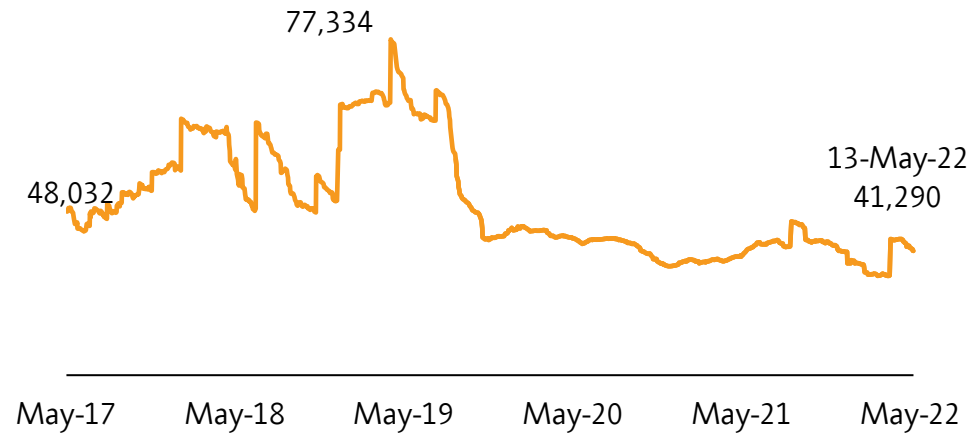
Source: INDEC and own estimates



# Monetary Performance

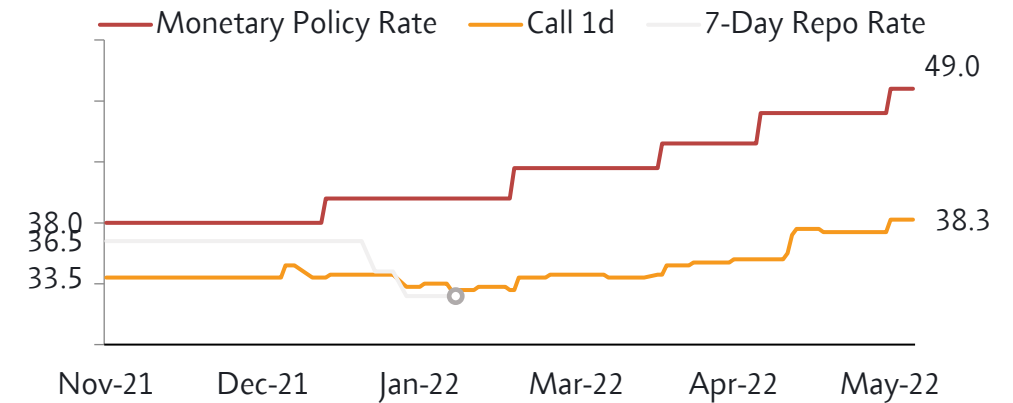
## International Reserves

USD billion



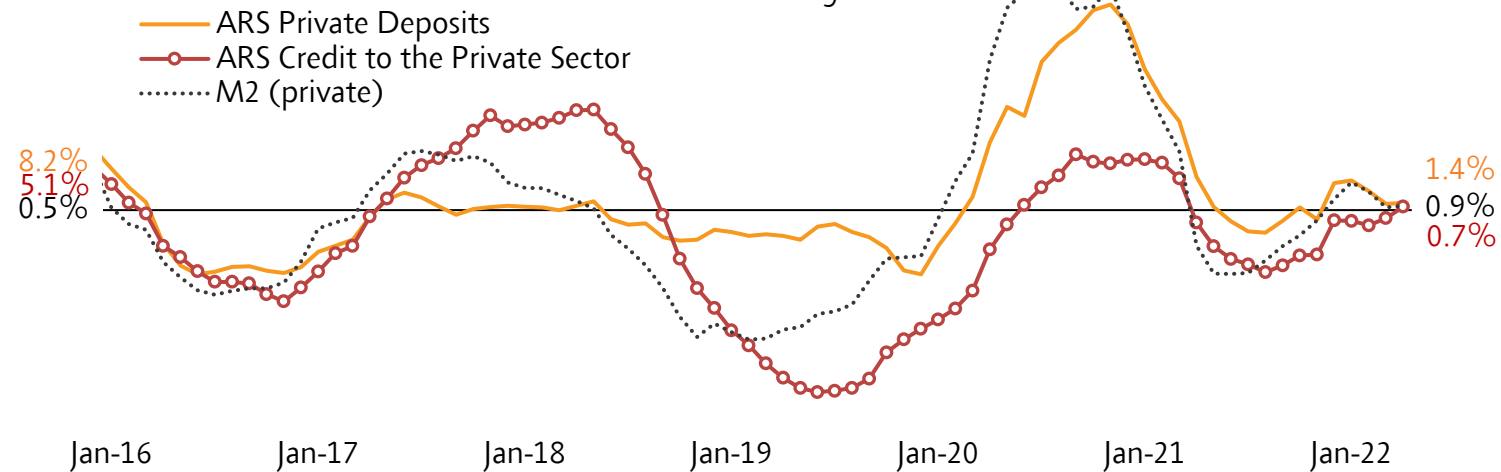
## Central Bank Interest Rate Policy

ANR (%)



## Monetary Aggregates

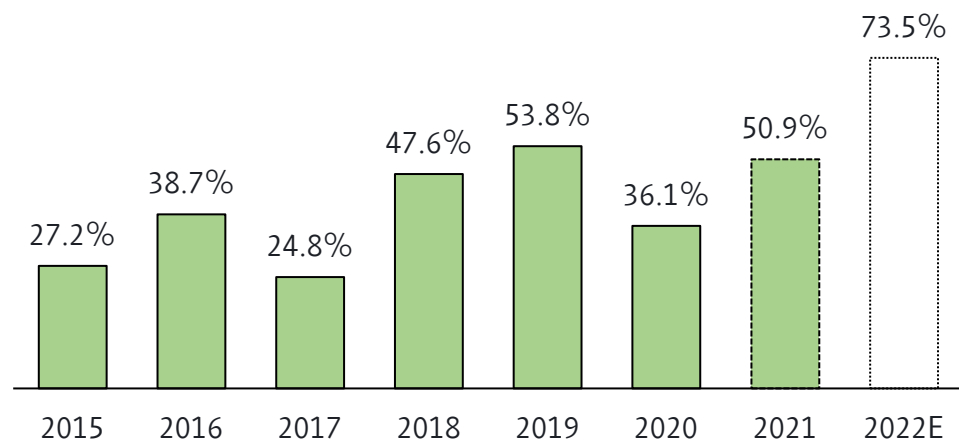
Real YoY change



# Inflation

## Inflation

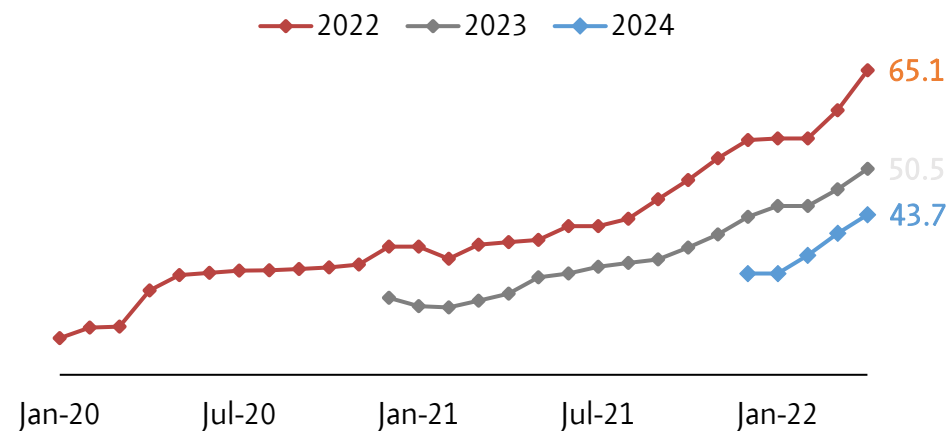
y/y % chg.



Source: INDEC and own estimates

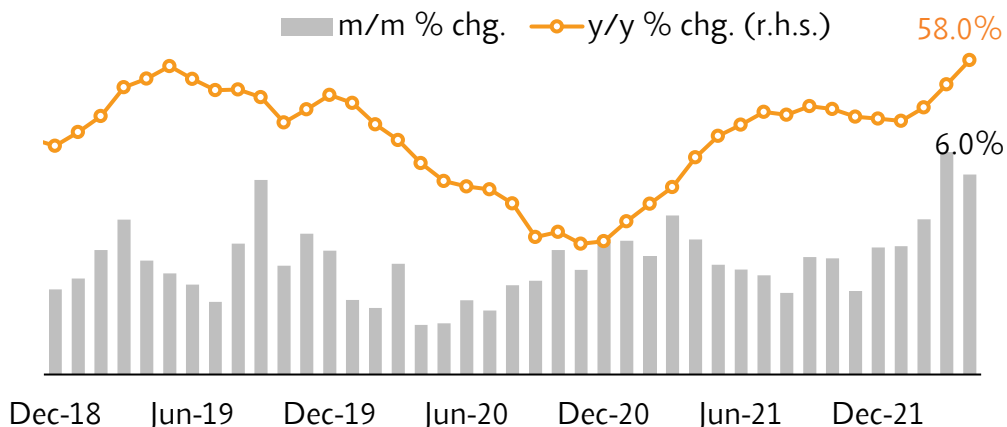
## Market Expectations – Central Bank Survey

Annual Inflation



Source: BCRA and private estimates

## CPI Inflation – General National CPI



Source: INDEC

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3 . Grupo Financiero Galicia

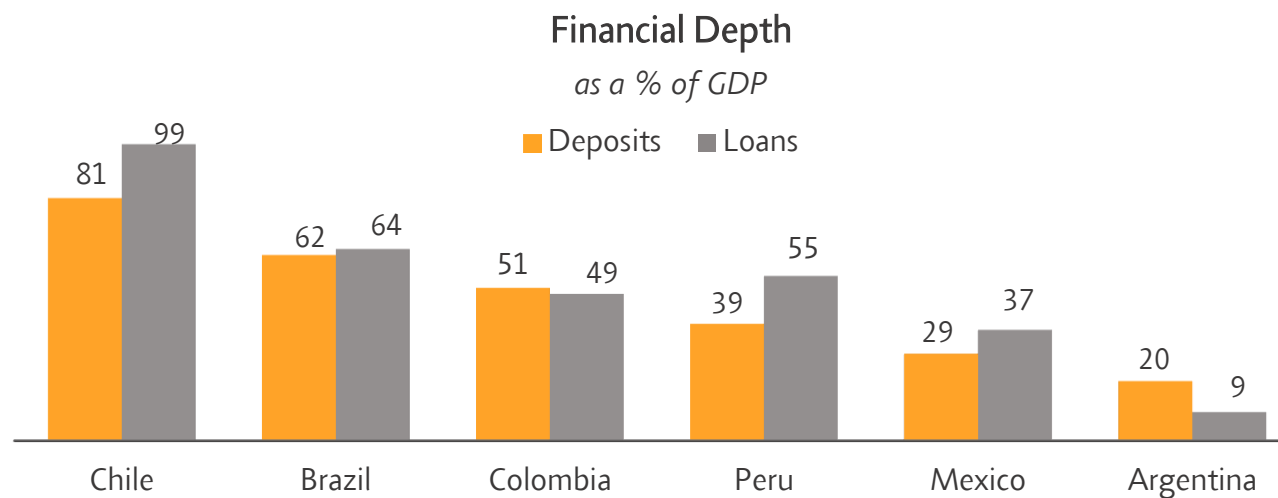
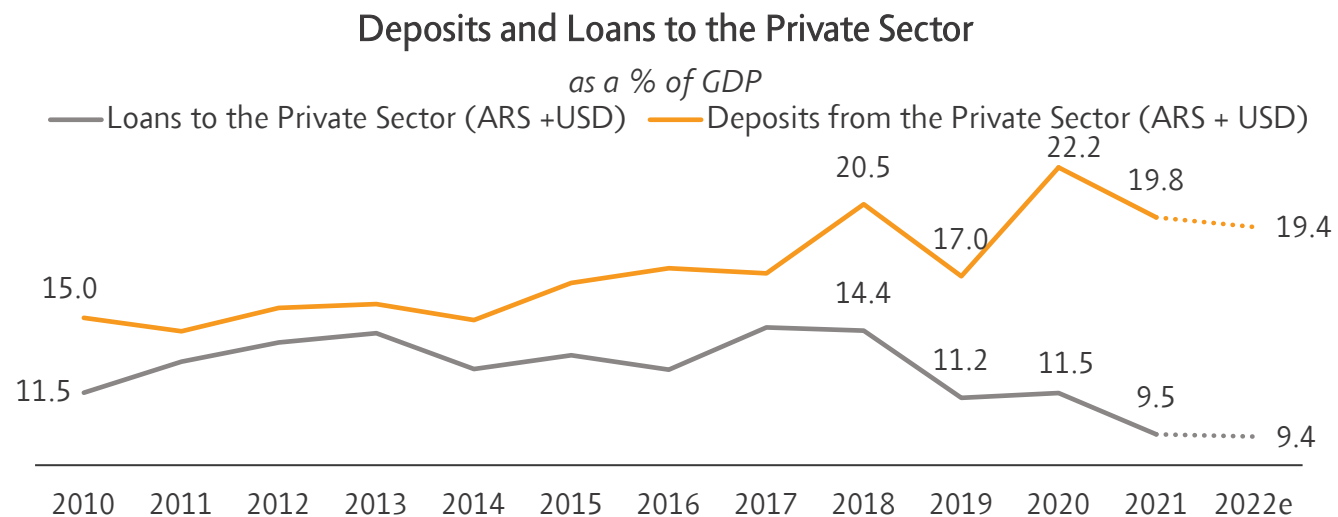
4 . Banco Galicia

5 . Naranja X

6 . Galicia Seguros

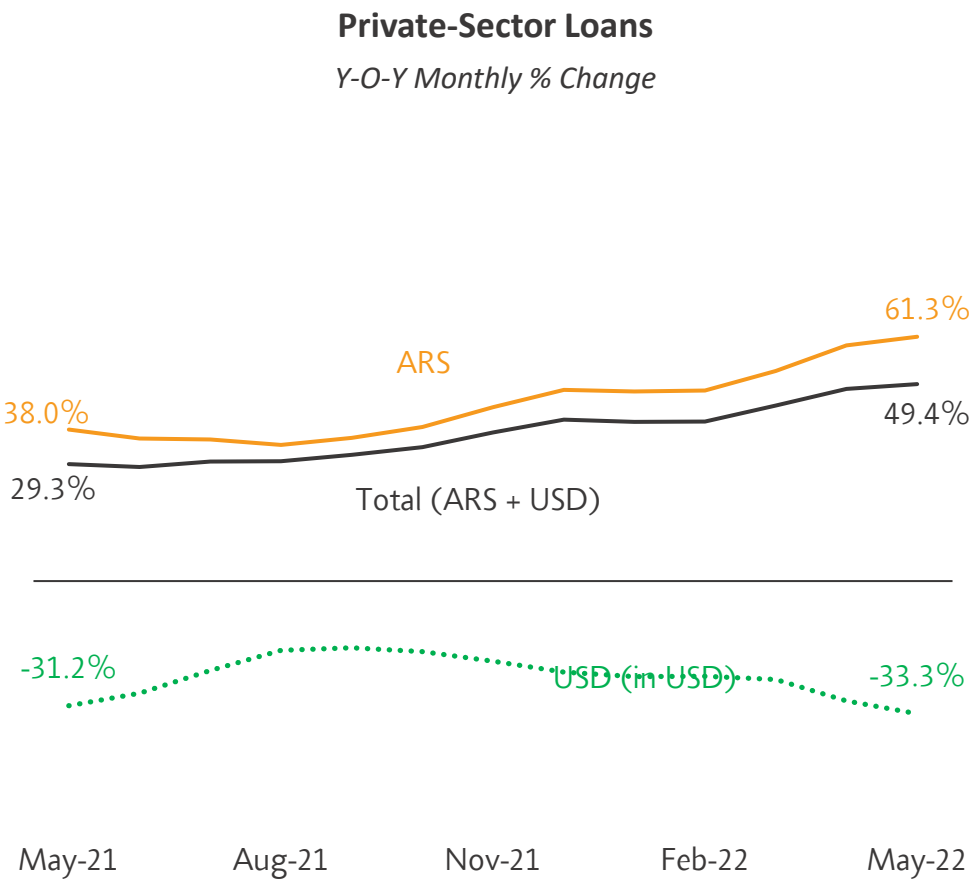
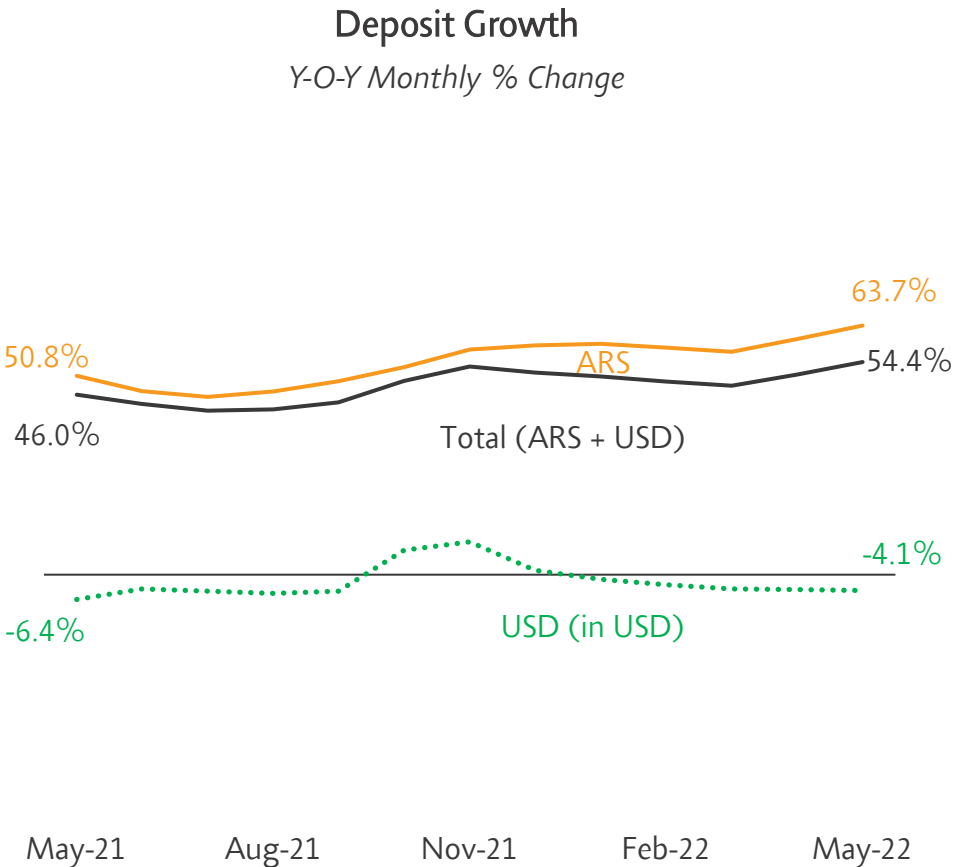
7 . FIMA

# Financial Depth

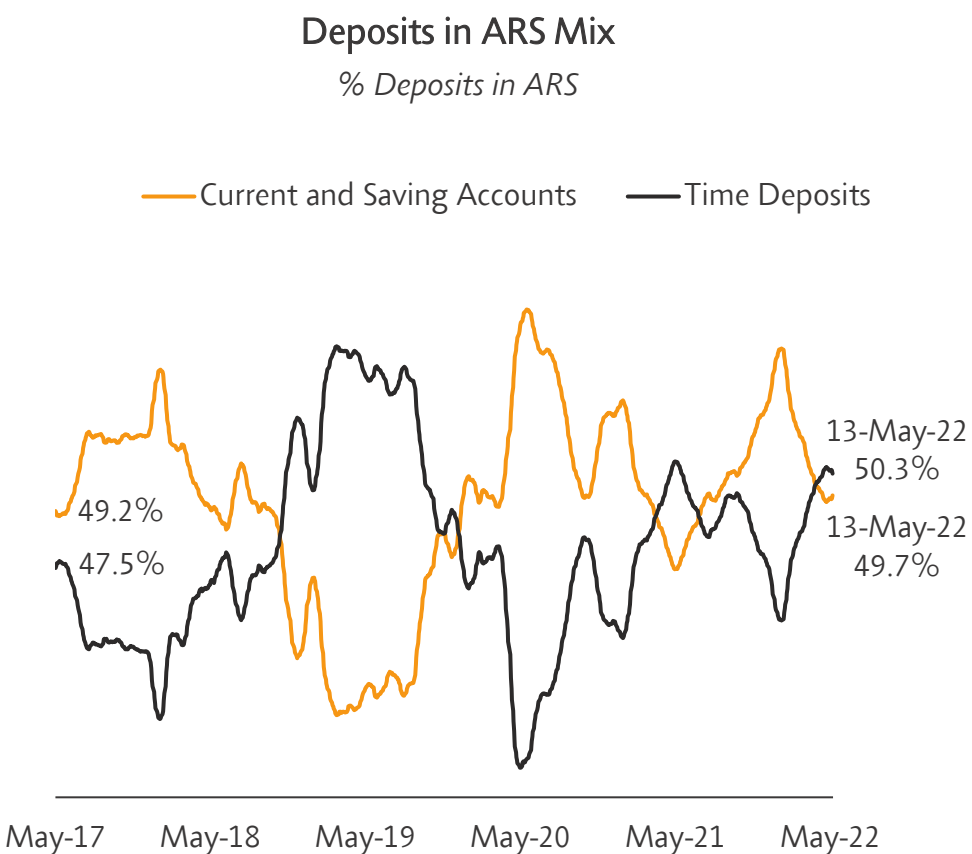
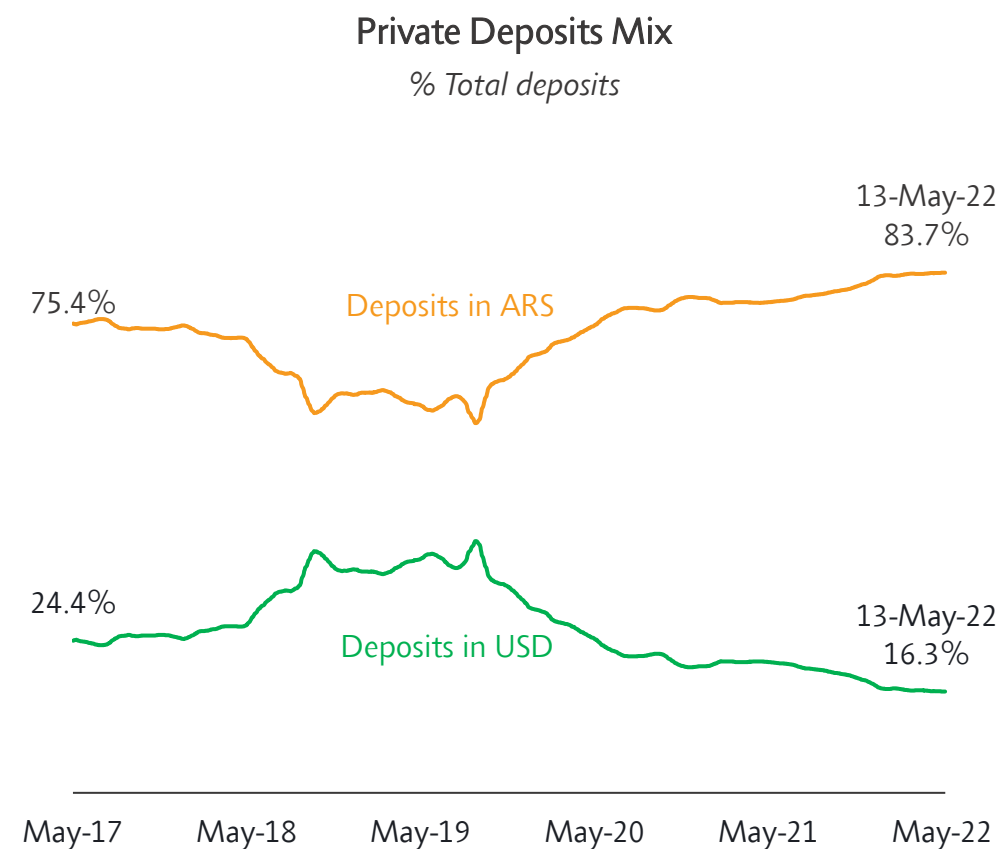


Source: Central Bank of each country.

# Private – Sector Loans and Deposit Growth



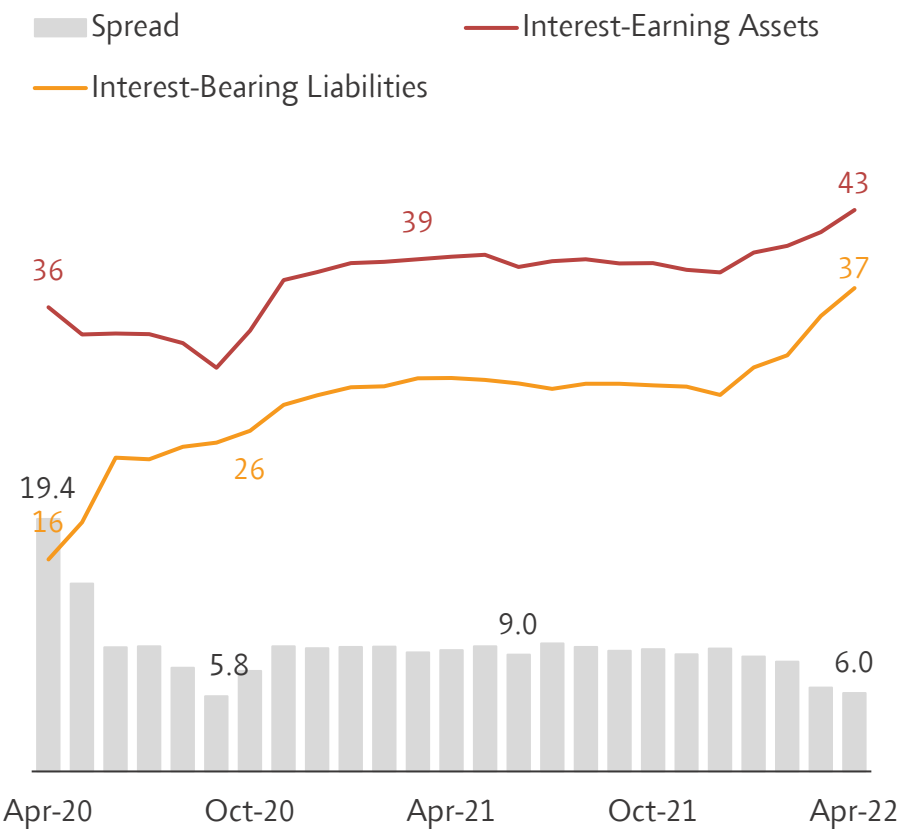
# Breakdown of Deposits by Currency and Type



# Interest Rates

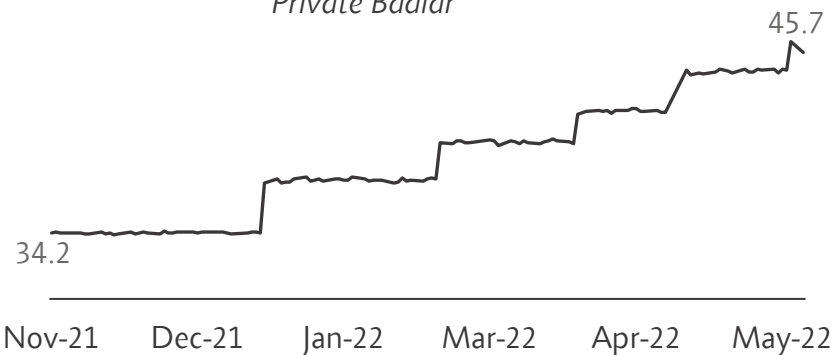
## Interest Rate Spreads

Weighted by operated amounts

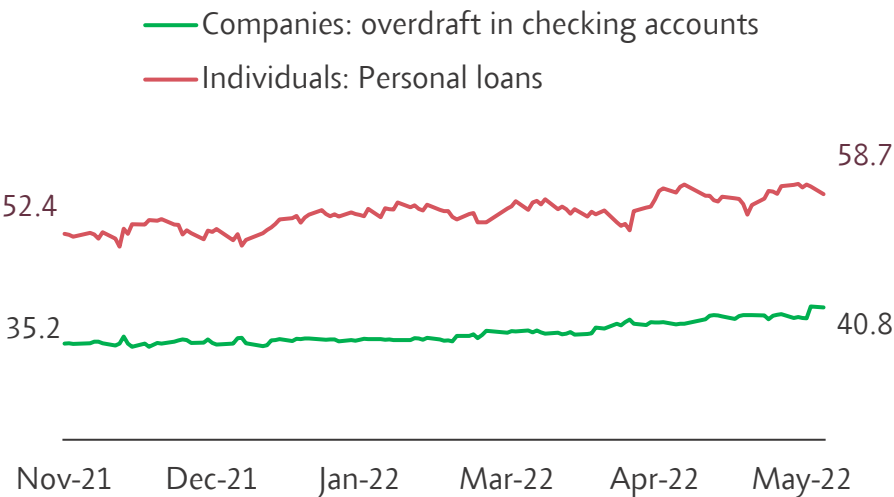


## Cost of Liabilities

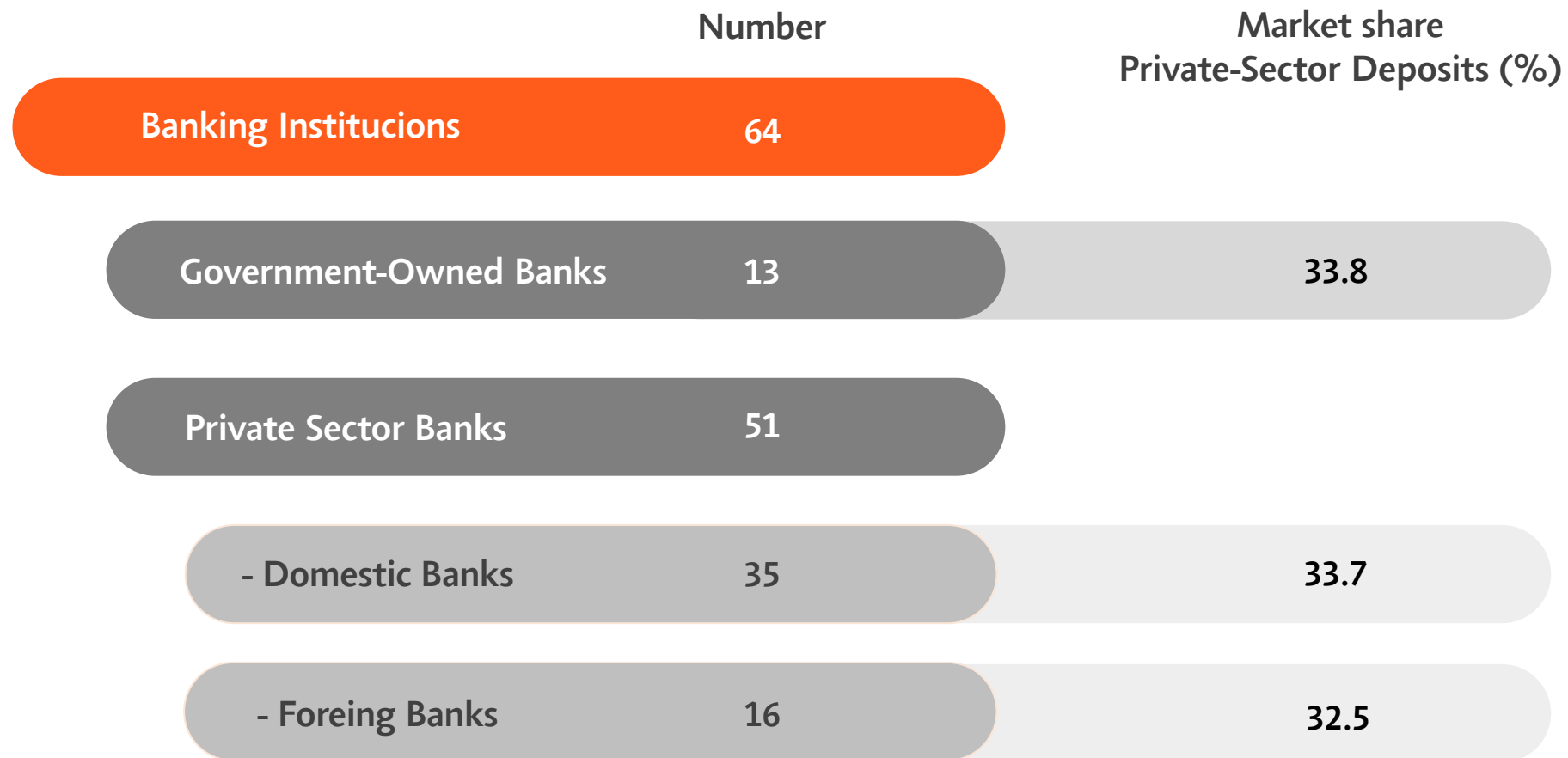
Private Badlar



## Yield on Assets

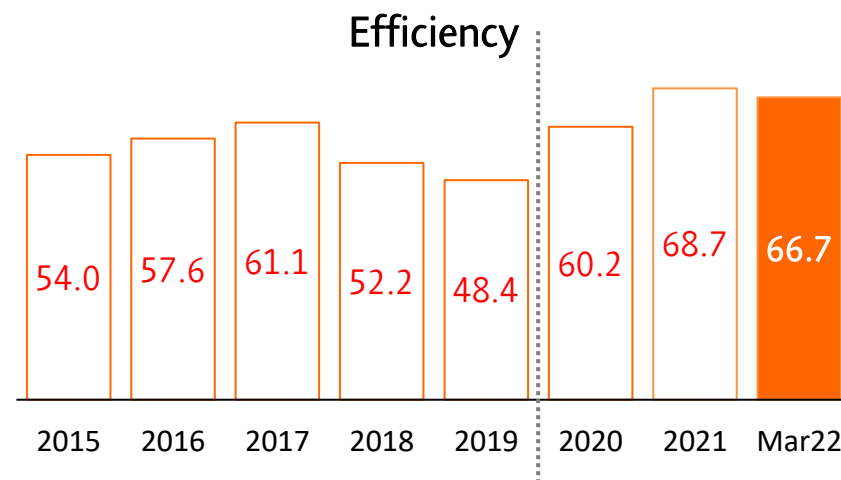
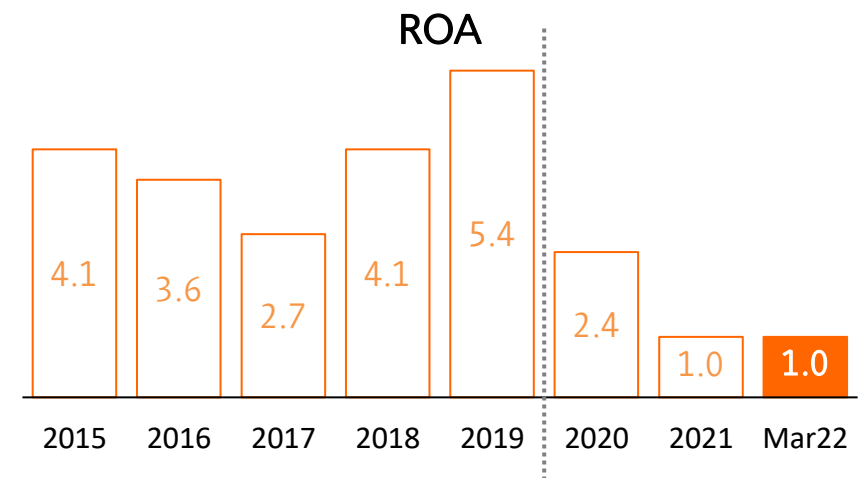
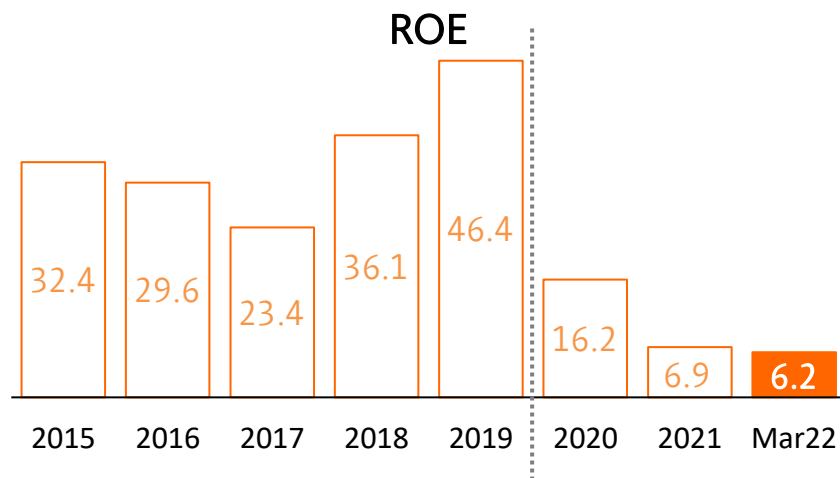


# Composition of the Banking System



*As of December 31, 2021.*

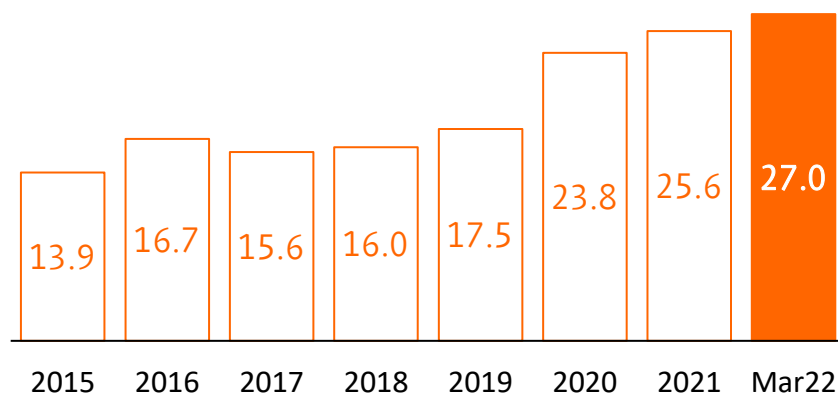
# Profitability



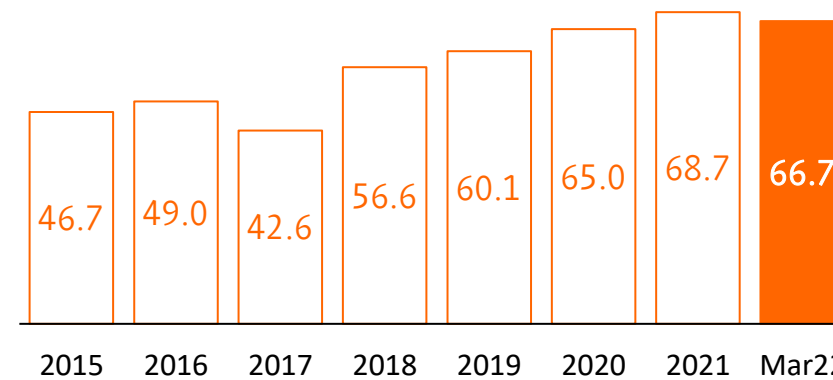
*Inflation-adjusted figures since FY 2020.*

# Relevant Ratios

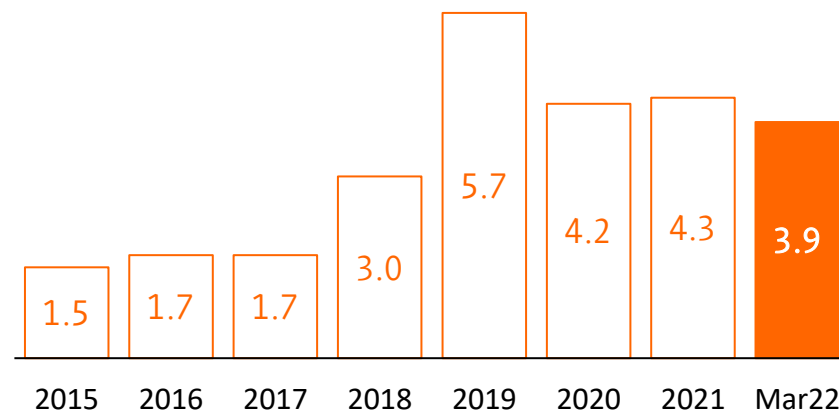
## Total Capital Ratio



## Liquidity Ratio



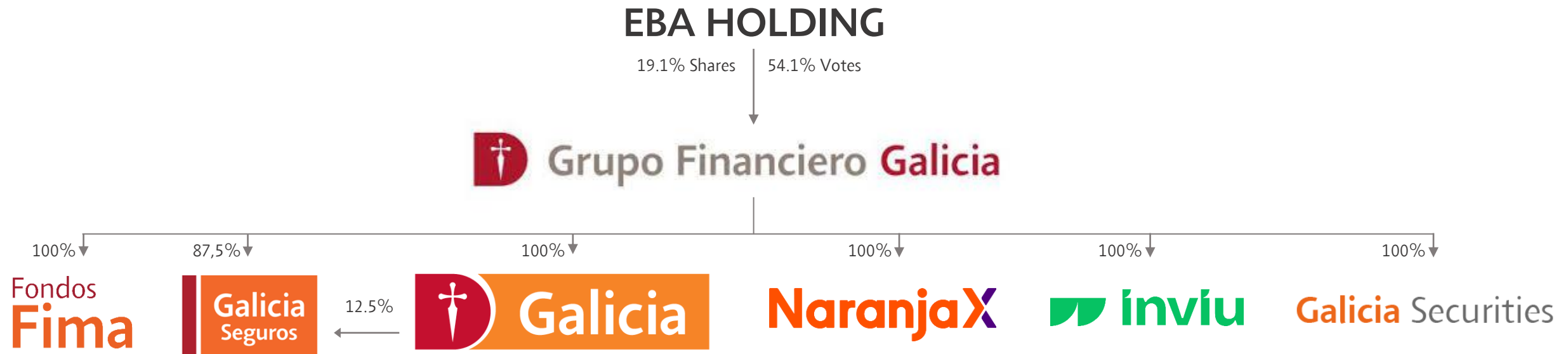
## NPL Ratio



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# Organizational Structure



*Tarjetas Regionales S.A.: 100% interest of Naranja*  
*Other: IGAM L.L.C.*

# Business Summary

**ROE**

**1Q22 5.9%**  
+ 168 bp y/y

**ROA**

**1Q22 1.1%**  
+ 37 bp y/y

**FINANCIAL  
MARGIN**

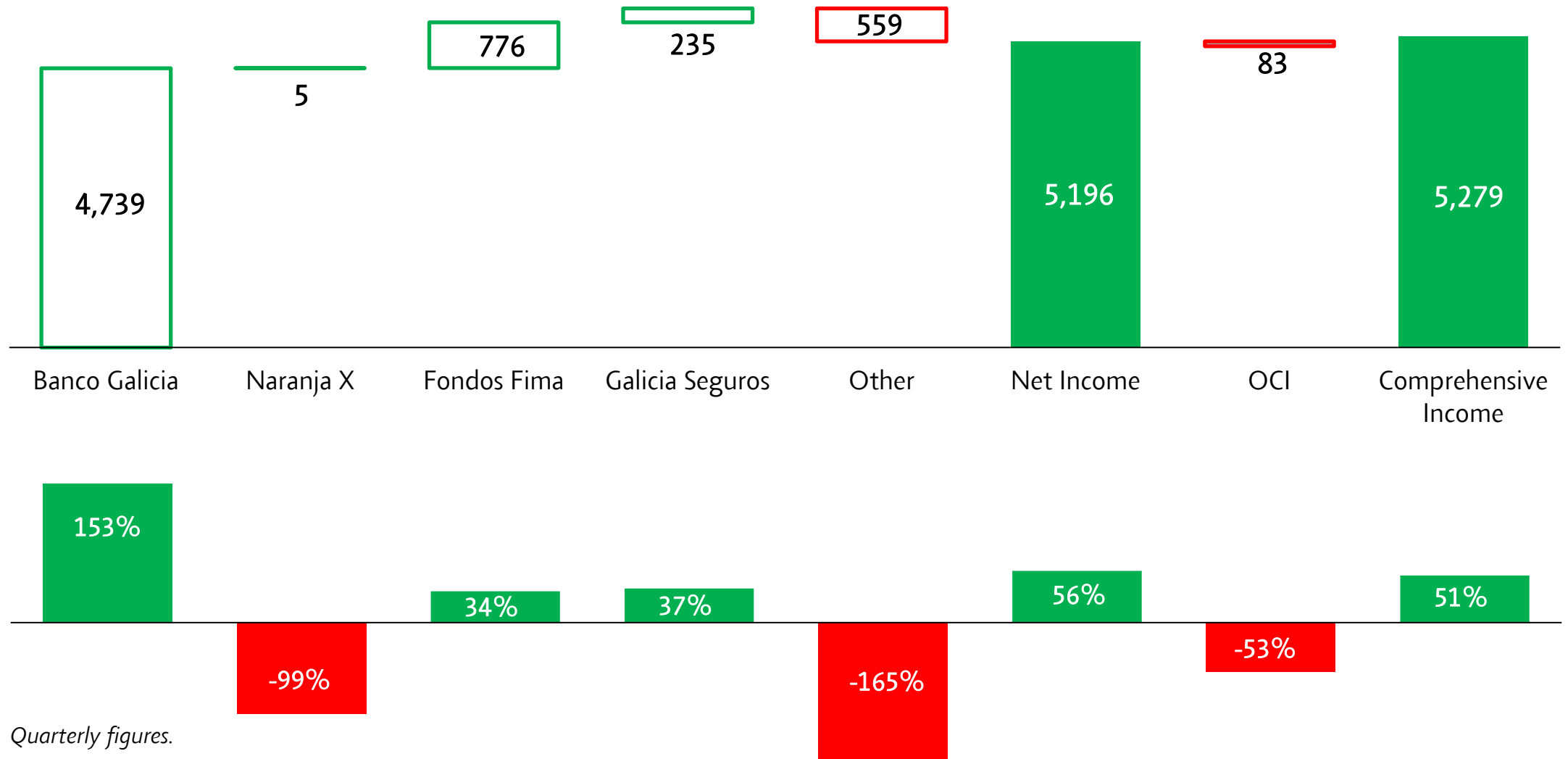
**1Q22 19.9%**  
+ 396 bp y/y

**EFFICIENCY**

**1Q22 74.1%**  
- 325 bp y/y

# Results from Equity Investments – 1Q22

*In million AR\$*



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# Business Summary

## ROE

**1Q 6.6%**

+ 374 bp y/y

## NET LOANS

**Ps. 627.4 bn**

- 10% y/y

USD 5.6 bn

## DEPOSITS

**Ps. 1,134.4 bn**

- 2% y/y

USD 10.2 bn

## ROA

**1Q 1.2%**

+ 70 bp y/y

## ASSETS

**Ps. 1,607.9 bn**

- 1% y/y

USD 14.5 bn

## EQUITY

**Ps. 277.2 bn**

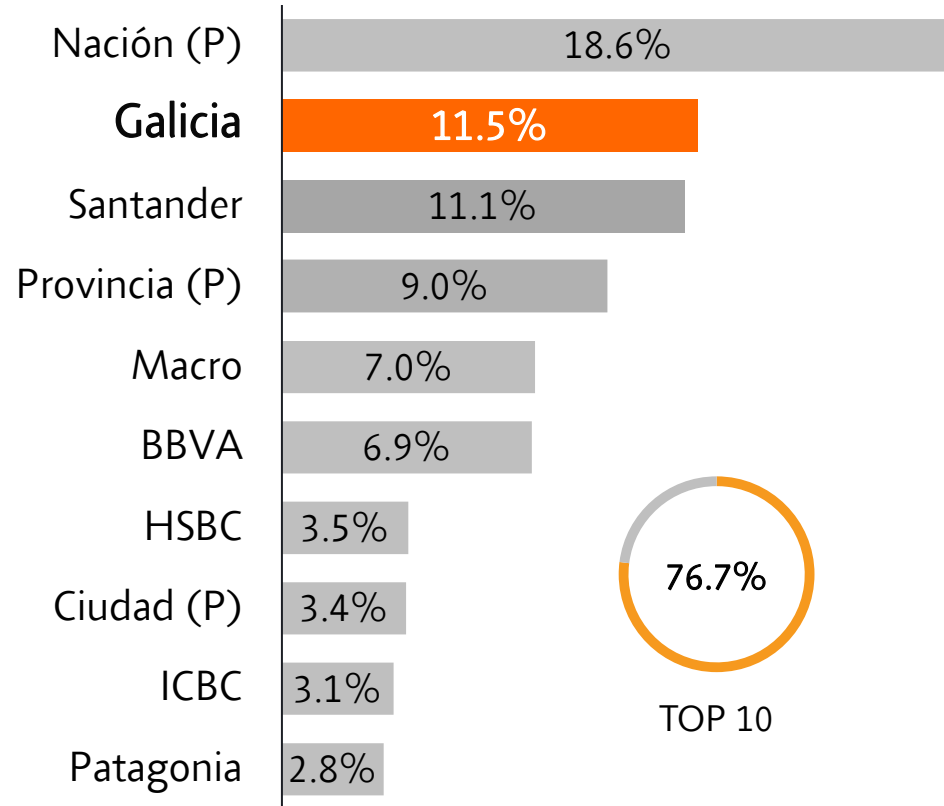
+ 5% y/y

USD 2.5 bn

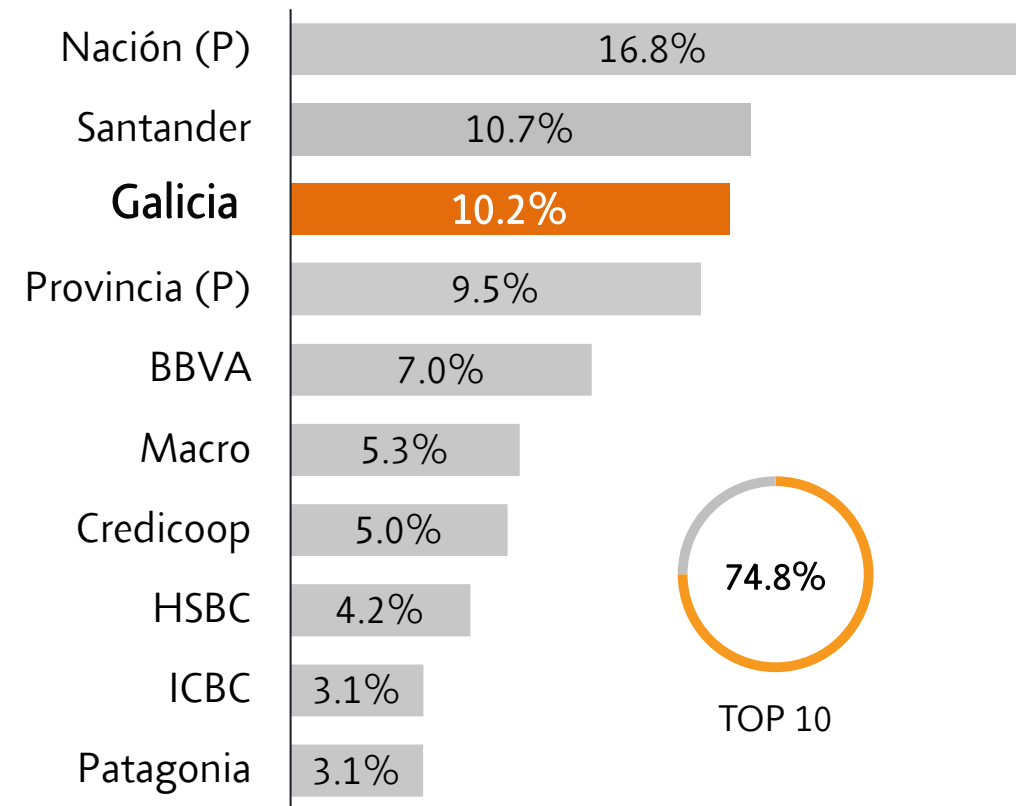
*As of March 31, 2022,  
Exchange rate = 110,98 Ps. per USD.*

# TOP 10 Banks

Market Share of  
Private-Sector Loans (%)



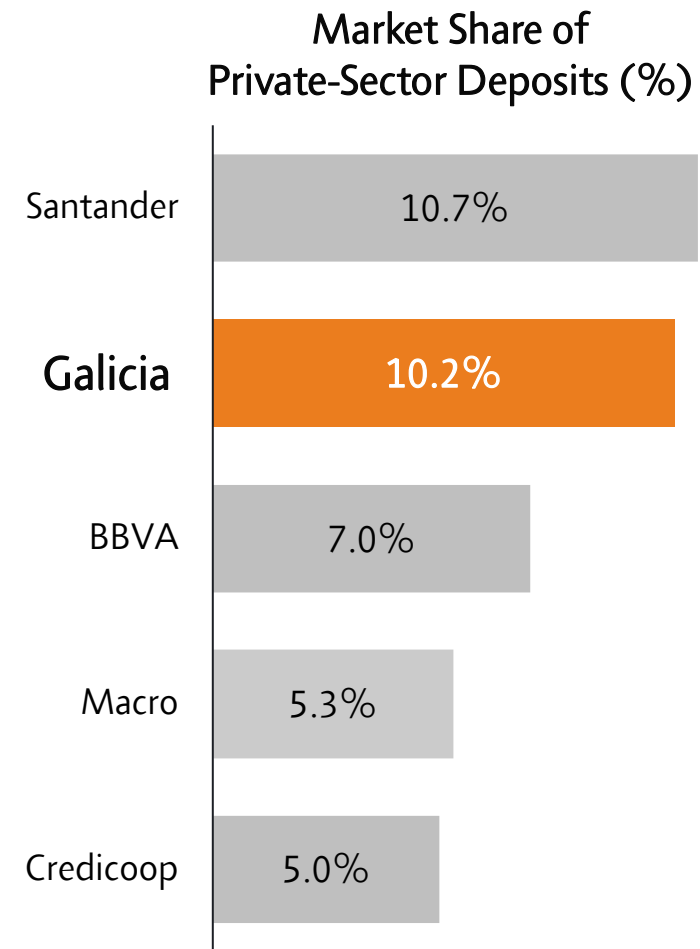
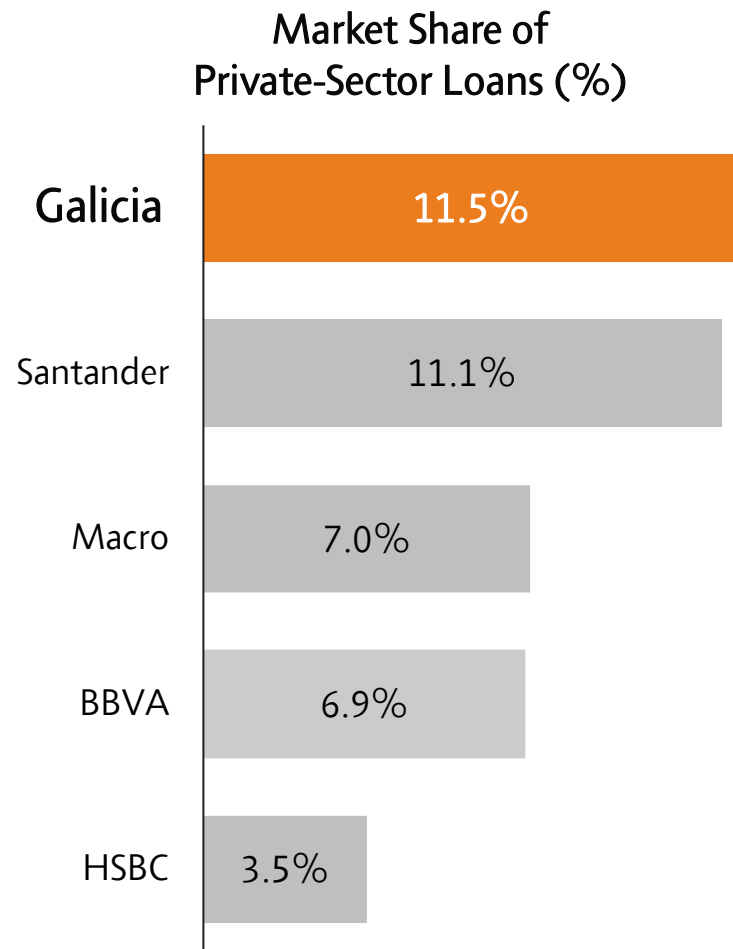
Market Share of  
Private-Sector Deposits (%)



As of December 31, 2021. Source: Argentine Central Bank.

(P) Government owned Banks.

# Peer Comparison

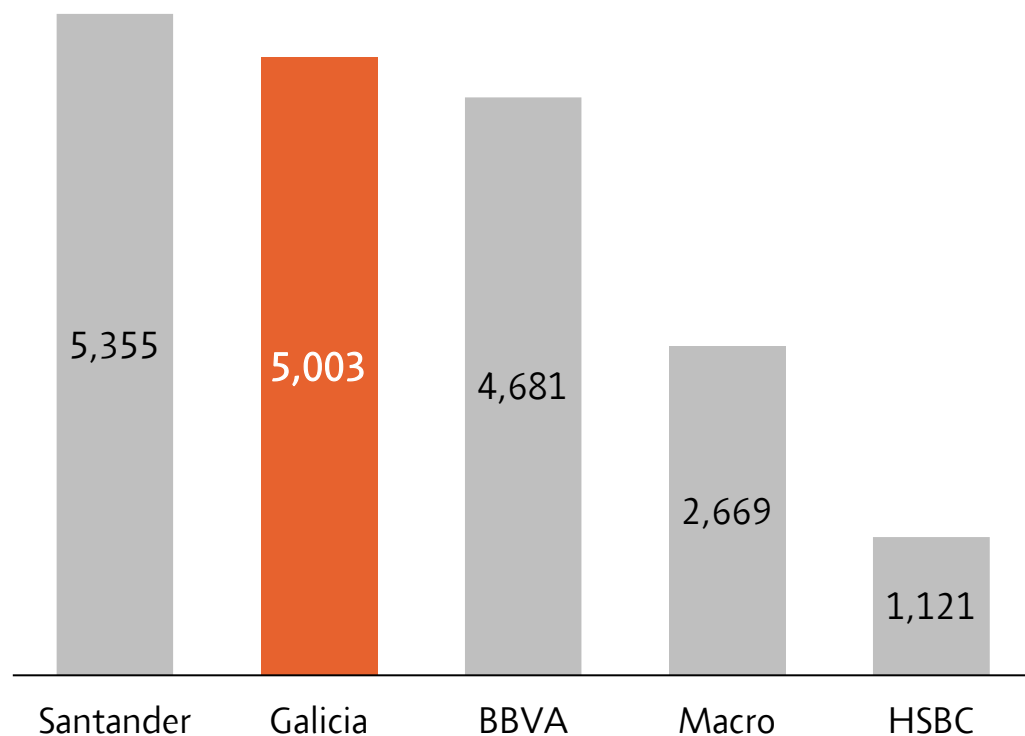


*As of December 31, 2021.*

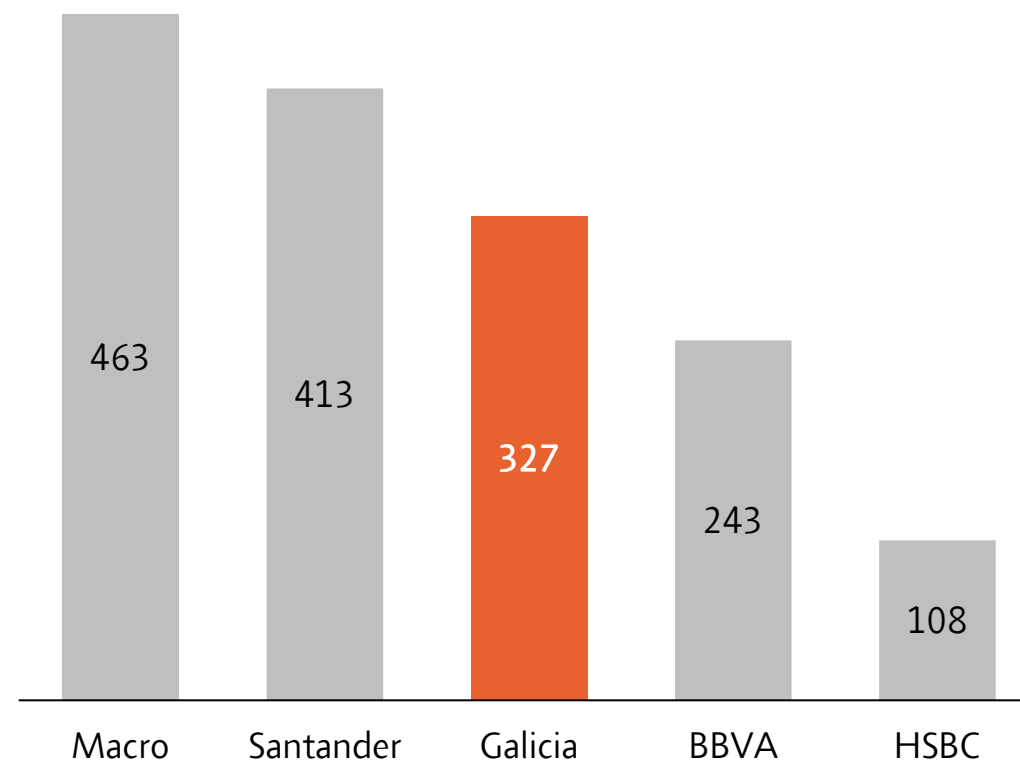
# Peer Comparison

## Credit Cards

(in thousands)



## Branches

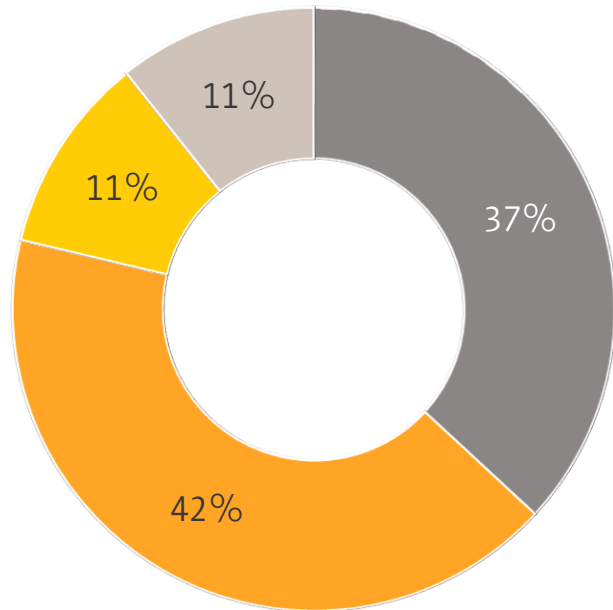


As of December 31, 2021.

# Customers

## Consumer Banking

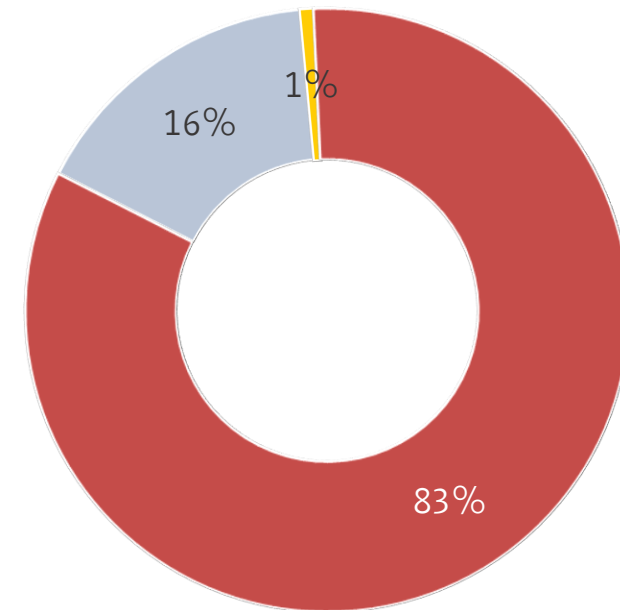
Total: 3,106,605



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

## Corporate Banking

Total: 117,597

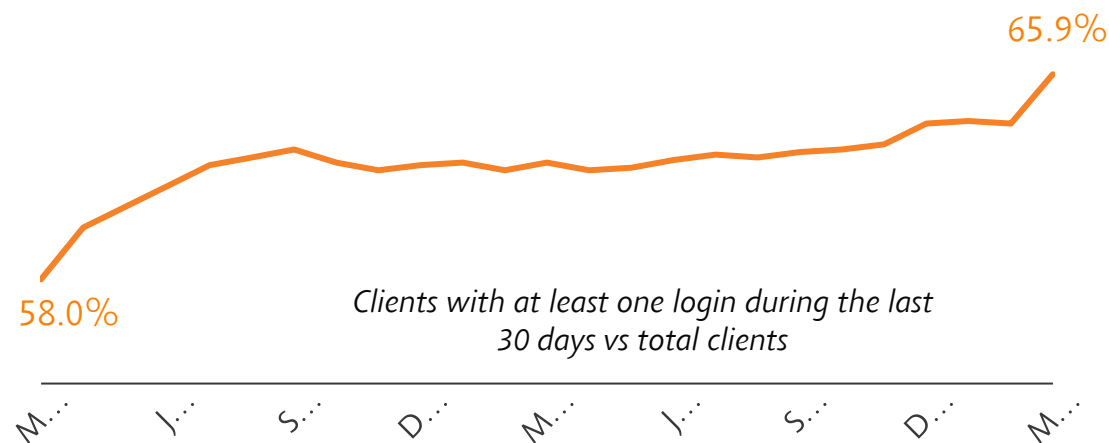


■ Agribusiness      ■ Corporations      ■ SMEs

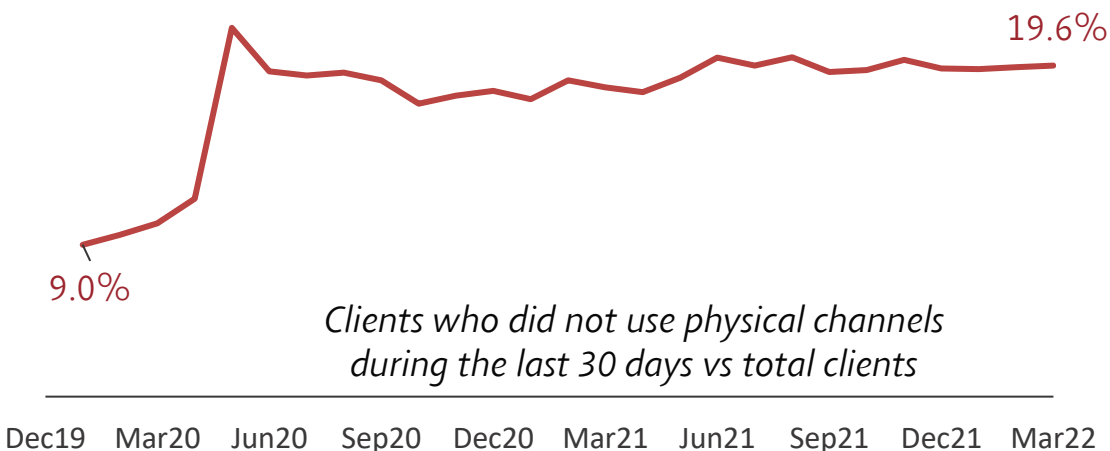
*As of March 31, 2022.*

# Digital

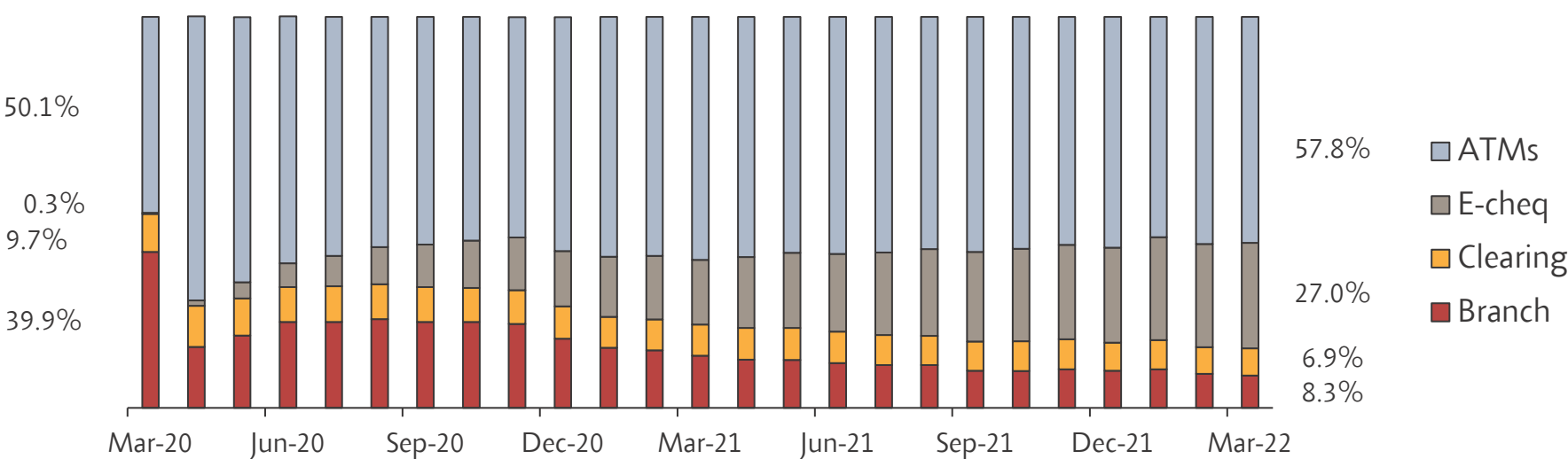
### Digital clients



### Full digital clients

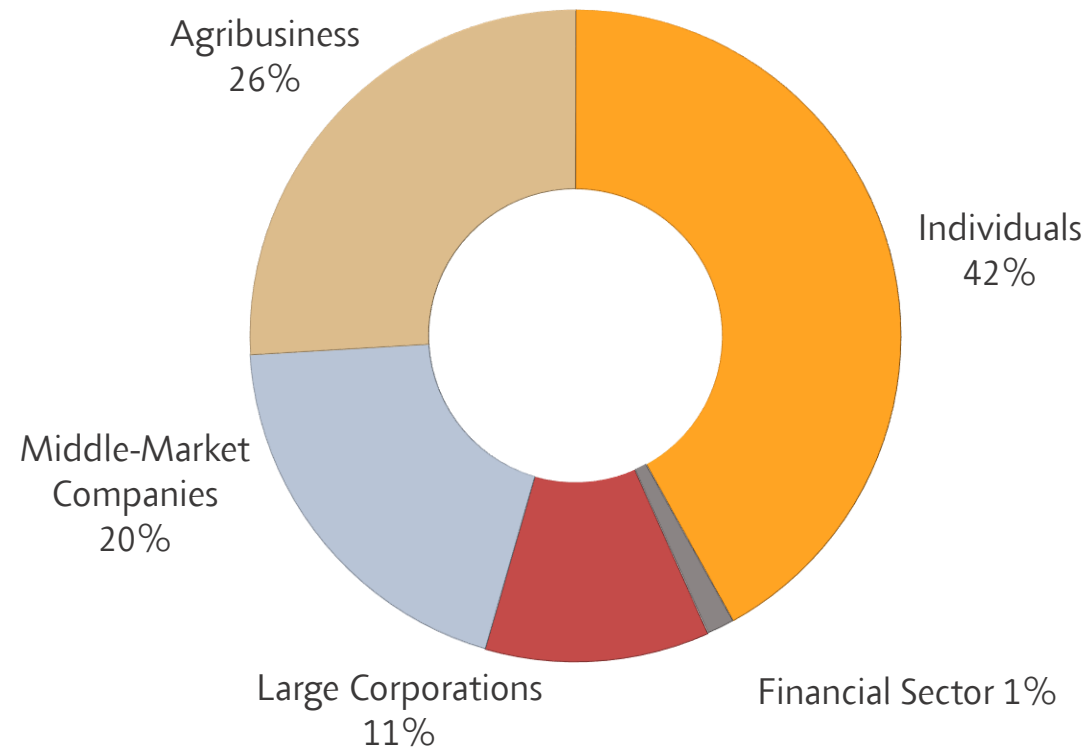


### Deposited checks – Breakdown per channel



# Breakdown of Loans to the Private Sector

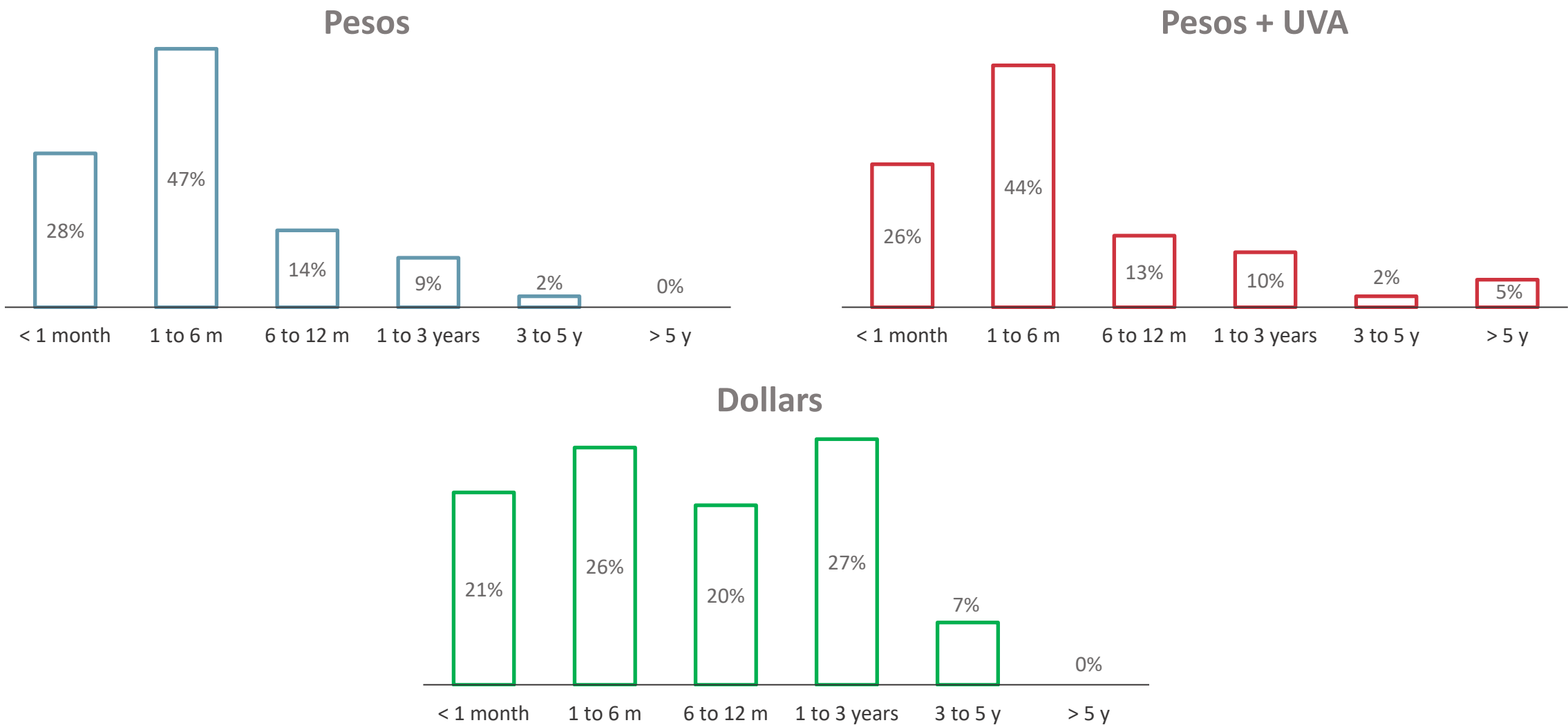
Gross Loans: Ps. 646.3 billion



*As of March 31, 2022.*

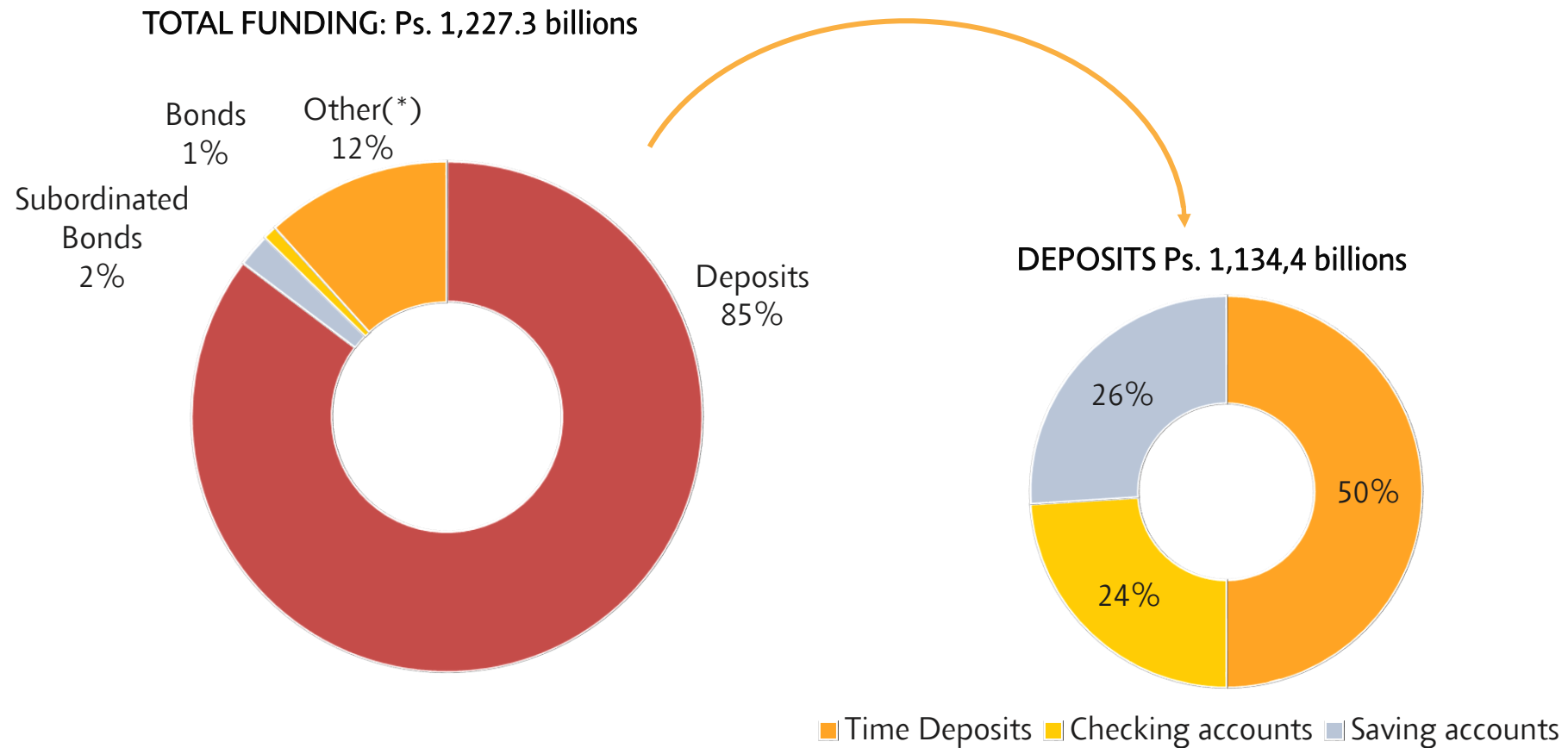
**Loans in foreign currency: 8.1%.**

# Loan Portfolio by Maturity



As of March 31, 2022.

# Funding and Breakdown of Deposits

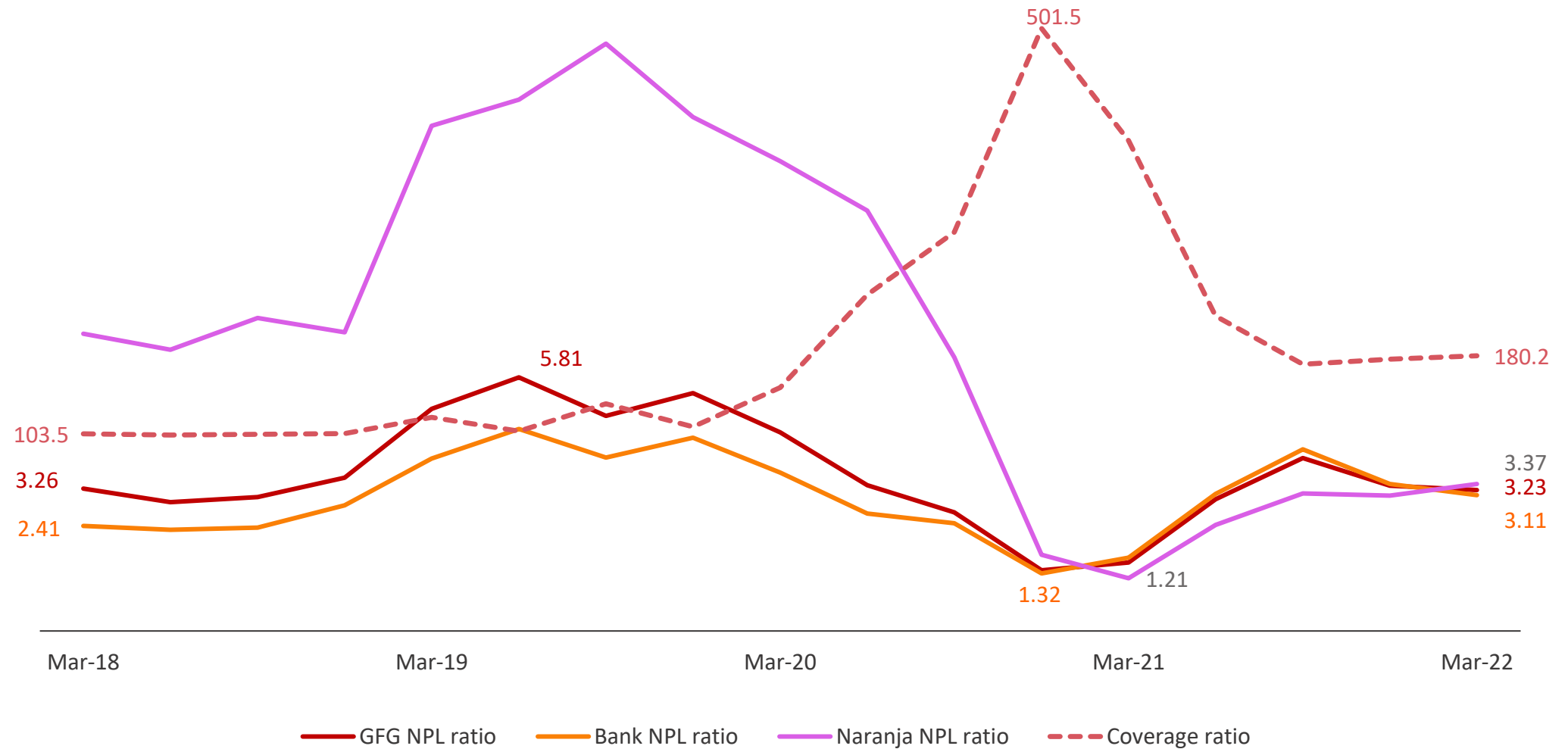


(\*) Includes among other: repos, financial institutions, collections on account of third parties, debt with merchants.

As of March 31, 2022.

**USD-denominated deposits: 18.7%.**

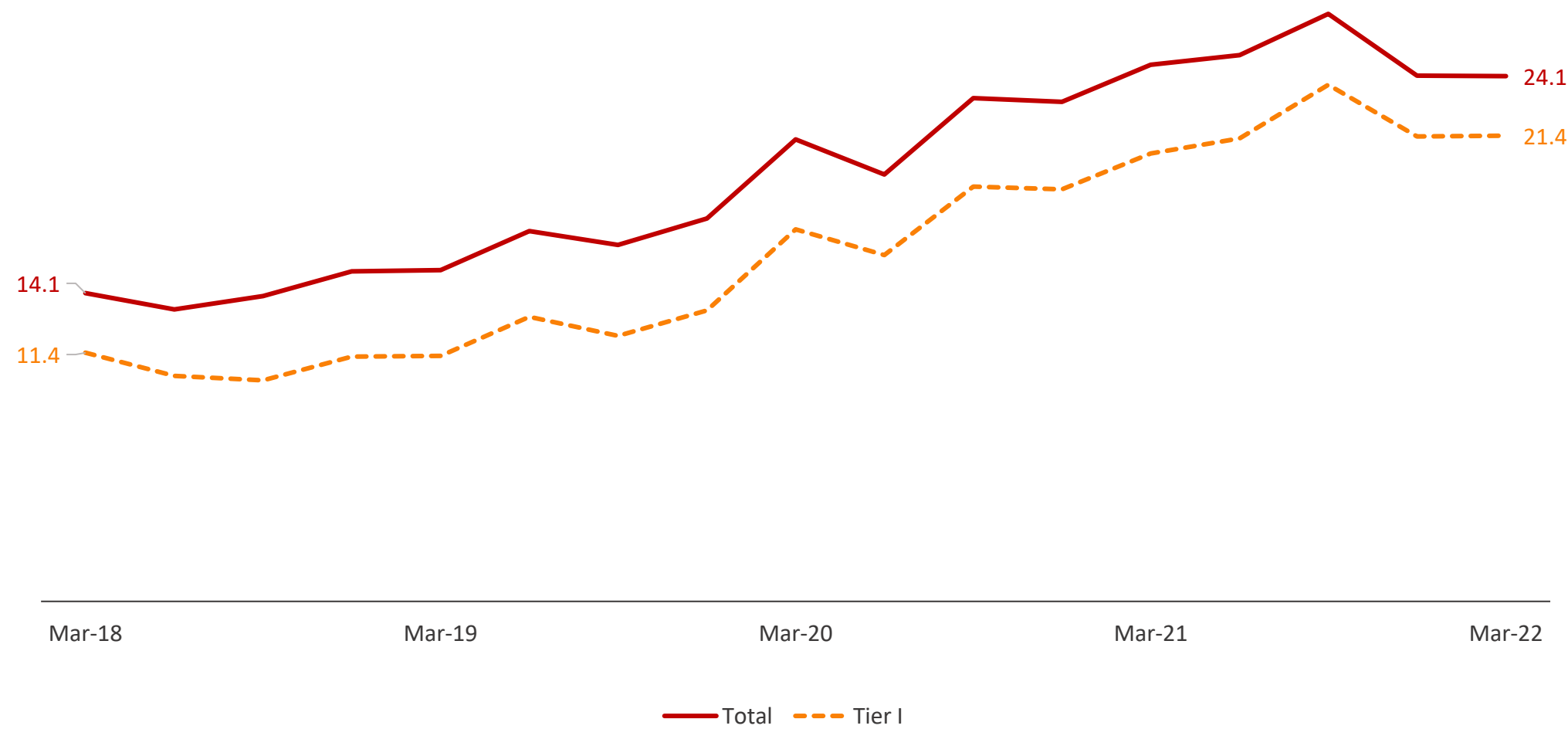
# Asset Quality



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

As of March 31, 2022.

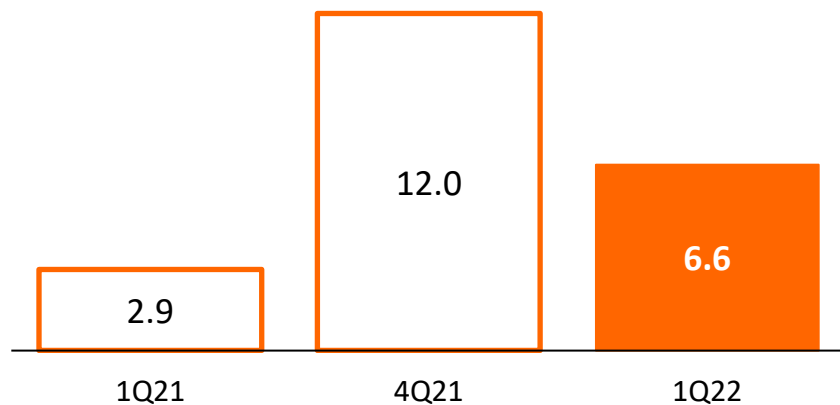
# Capital Ratio



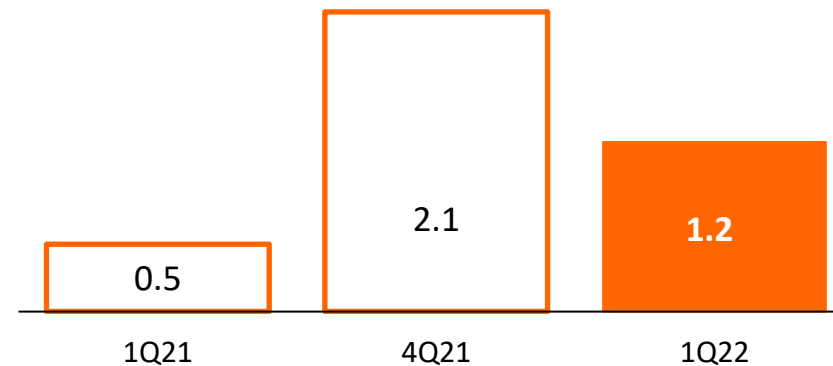
As of March 31, 2022.

# Profitability

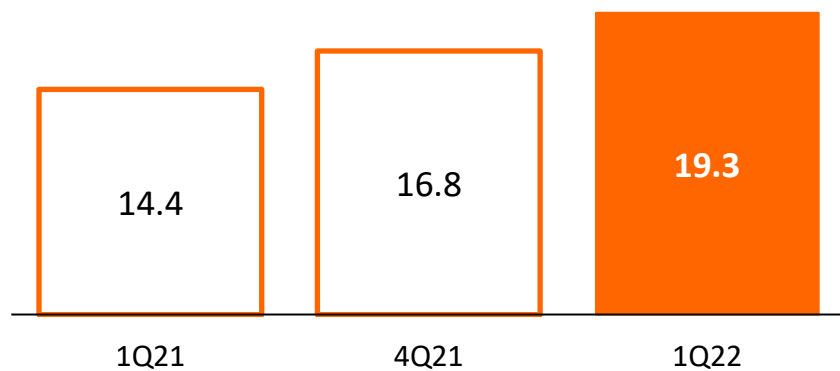
ROE



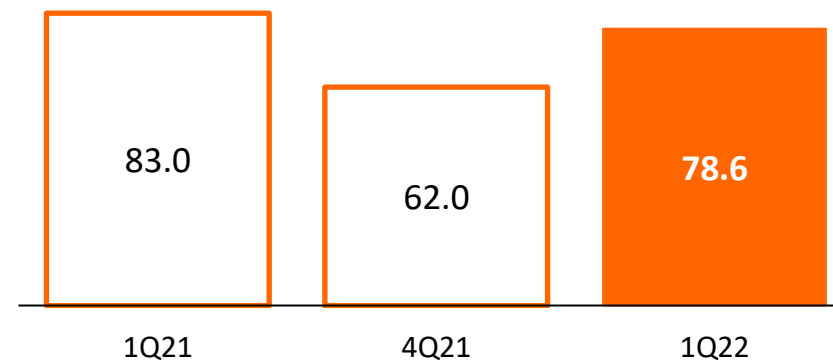
ROA



Financial Margin

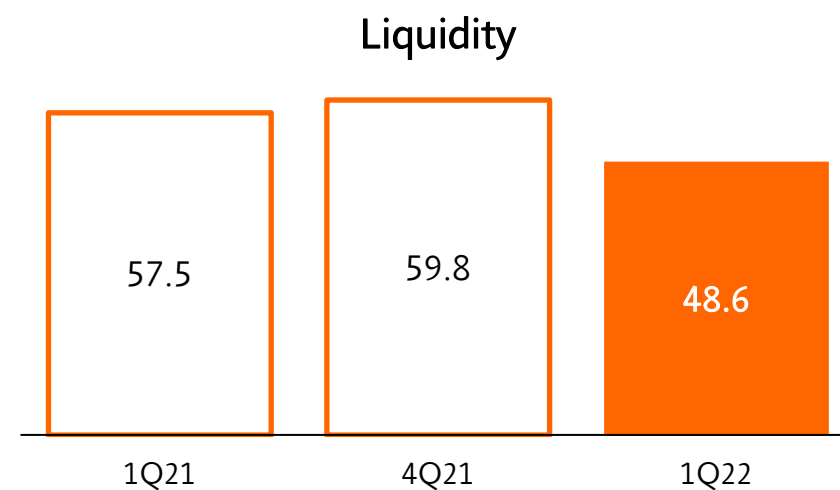
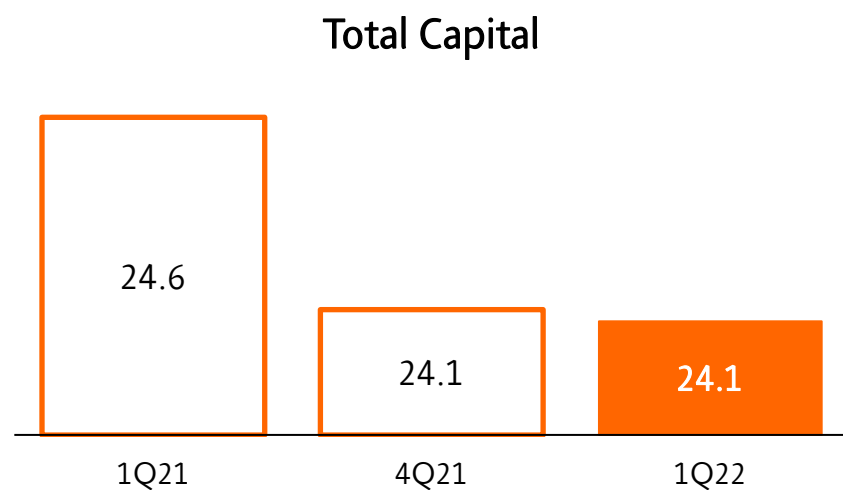
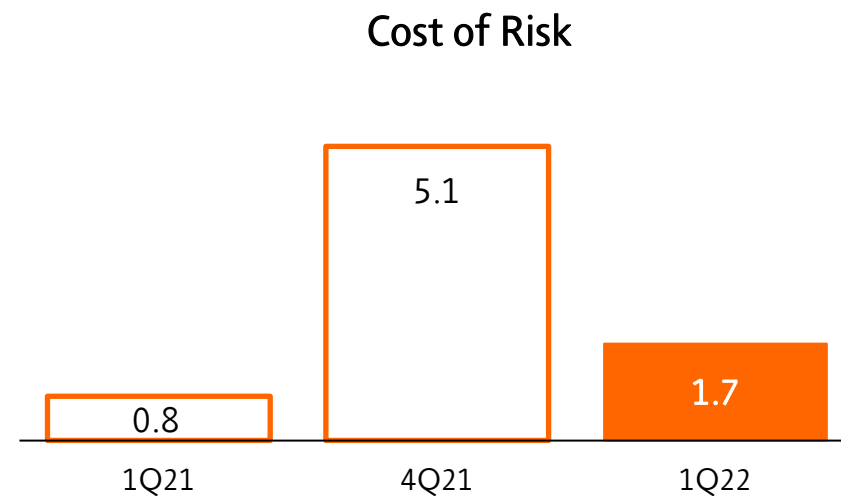
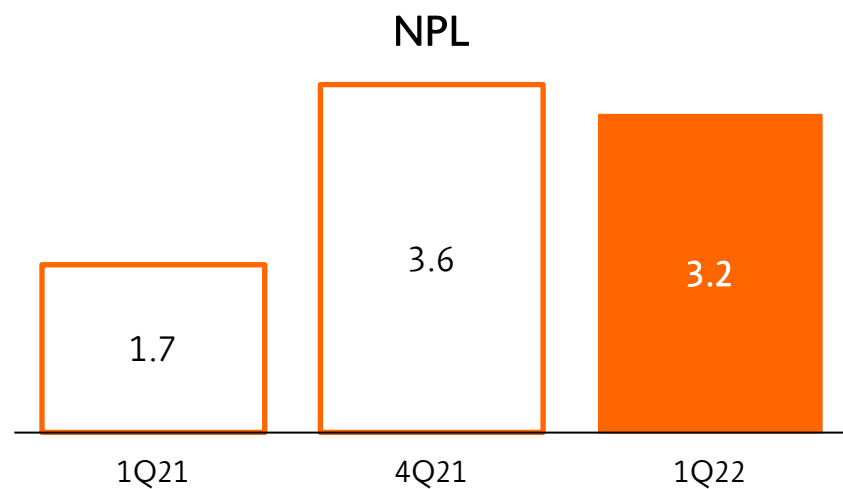


Efficiency



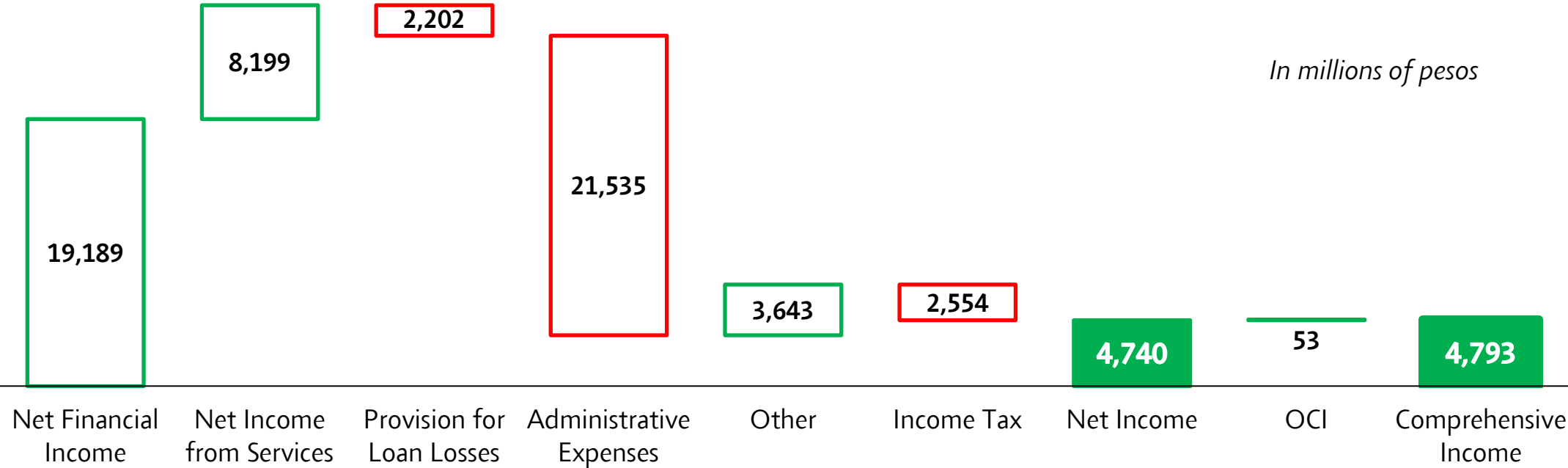
*As of March 31, 2022.*

# Relevant Ratios

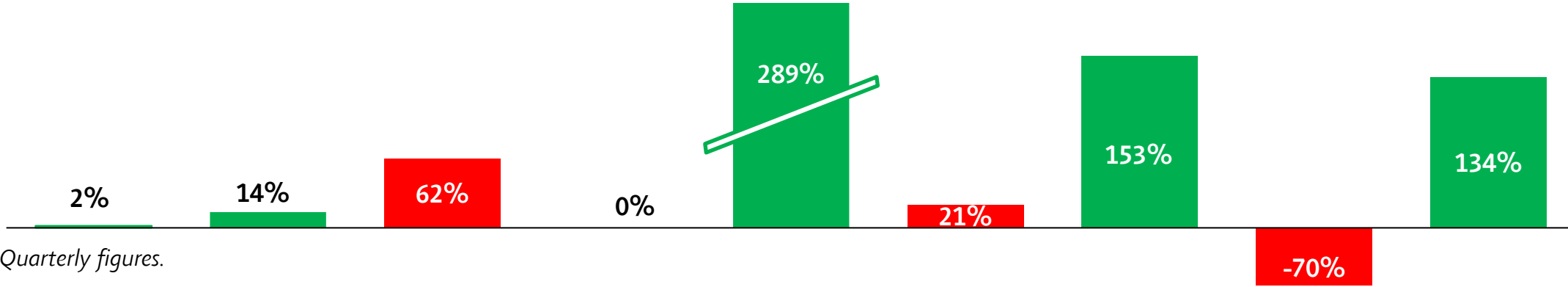


*As of March 31, 2022.*

# Consolidated Income Statement - 1Q21



Variation  
vs  
1Q21



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# Business Summary

## Net Income

**1Q22 Ps. 5 m**

- 99% y/y

## ROE

**1Q22 0.04%**

- 820 bp y/y

## ROA

**1Q22 0.01%**

- 202 bp y/y

## LOANS

**Ps. 200.3 bn**

+ 22% y/y

USD 1.8 bn

## ASSETS

**Ps. 225.6 bn**

+ 20% y/y

USD 2.0 bn

## EQUITY

**Ps. 50.2 bn**

+ 10% y/y

USD 0.5 bn

*Exchange rate = 110.98 Ps. per USD.*

# 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 March 31, 2022.*

- » 8.6M cards issued<sup>1</sup>.
- » 4.6M customers ( 3.3M credit card card holders & 1.3M additional credit card holders).
- » 3.0M monthly statements (#MAPs).
- » 65k MAMs (Comercios Amigos).
- » USD 593M TPV (monthly avg.).
- » 2.2M insurance policies.
- » 37M consumer loans.
- » 175 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 March 31, 2022.*

» 2.9M #Reg. Users.

» 2.1M #Onboardings.

» 746k #saving account w/balance.

» 565k MAPs (app users).

» USD 12.1M Deposits.

» USD 135M TPV (monthly).

# Business Summary – Solutions for Merchants



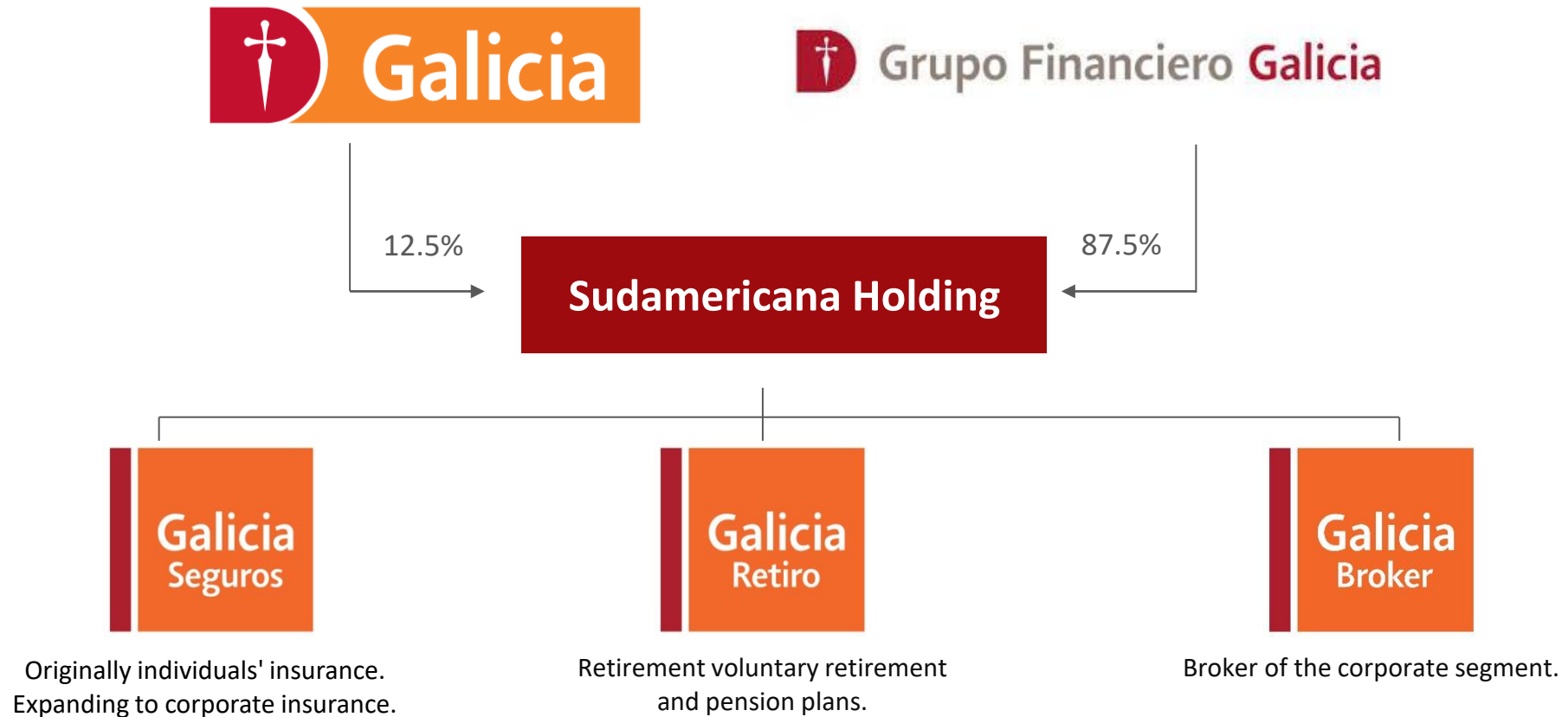
- » A unique solution in collections with a free saving account and a debit card.
  - » All in the same app with a simplified onboarding.
  - » Accept all the payment methods local and international (Swipe, NFC, Contactless, QR and Payment Link).
  - » Merchants can choose the collection time (online or installments).
- 
- » 41k MAMs (Micro merchants).
  - » 34k saving accounts.
  - » 11k monthly sales.
  - » USD 16M TPV (monthly avg.).

*As of March 31, 2022.*

# 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

# Corporate Structure



# Business Summary

| <i>In million AR\$</i>                                                            |                     |  |  |  |
|-----------------------------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|  | <b>Turnover (*)</b> | 9,335                                                                               | 24                                                                                  | 185                                                                                 |
|  | <b>AUM</b>          | 2,181                                                                               | 727                                                                                 | 90                                                                                  |
|  | <b>Equity</b>       | 1,758                                                                               | 151                                                                                 | 88                                                                                  |
|  | <b>Profit (*)</b>   | 1,372                                                                               | 2                                                                                   | 70                                                                                  |

*As of March 31, 2022.  
(\*) 9 months.*

# General Data



Annual Turnover: AR\$ 9.5 billion (FY2022)



Policies in force: 2.3 million (credit-related insurance) and 2.9 million (voluntary insurance)

## Positioning 2021\*

|                      | Ranking          | Market Share |
|----------------------|------------------|--------------|
| Homeowners Insurance | 1 <sup>st</sup>  | 9.7%         |
| Theft                | 1 <sup>st</sup>  | 15.7%        |
| Personal Accidents   | 6 <sup>th</sup>  | 6.2%         |
| Group Life           | 12 <sup>th</sup> | 2.0%         |

\* As of December 31, 2021.

# Distribution Channels

|                              |                                                                                                                                                                            |
|------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Business Partners' Branches  | Over 490 branches of our affiliated companies (Banco Galicia and Naranja X).                                                                                               |
| Telemarketing                | <ul style="list-style-type: none"><li>• 68 telemarketers at our own call center.</li><li>• 210 telemarketers at an external call center.</li></ul>                         |
| Specialized Insurance Stands | Near 57 stands at our business partners' branches.                                                                                                                         |
| ATMs                         | Insurance sale through Banco Galicia's ATM network.                                                                                                                        |
| Specialized Salesforce       | <ul style="list-style-type: none"><li>• Account officers for corporate businesses.</li><li>• Specialized Insurance Officers in banking branches.</li></ul>                 |
| Internet                     | <ul style="list-style-type: none"><li>• Open market sale through different web pages.</li><li>• Onlinebanking</li></ul>                                                    |
| Main Business Partners       |   |

# Main Products

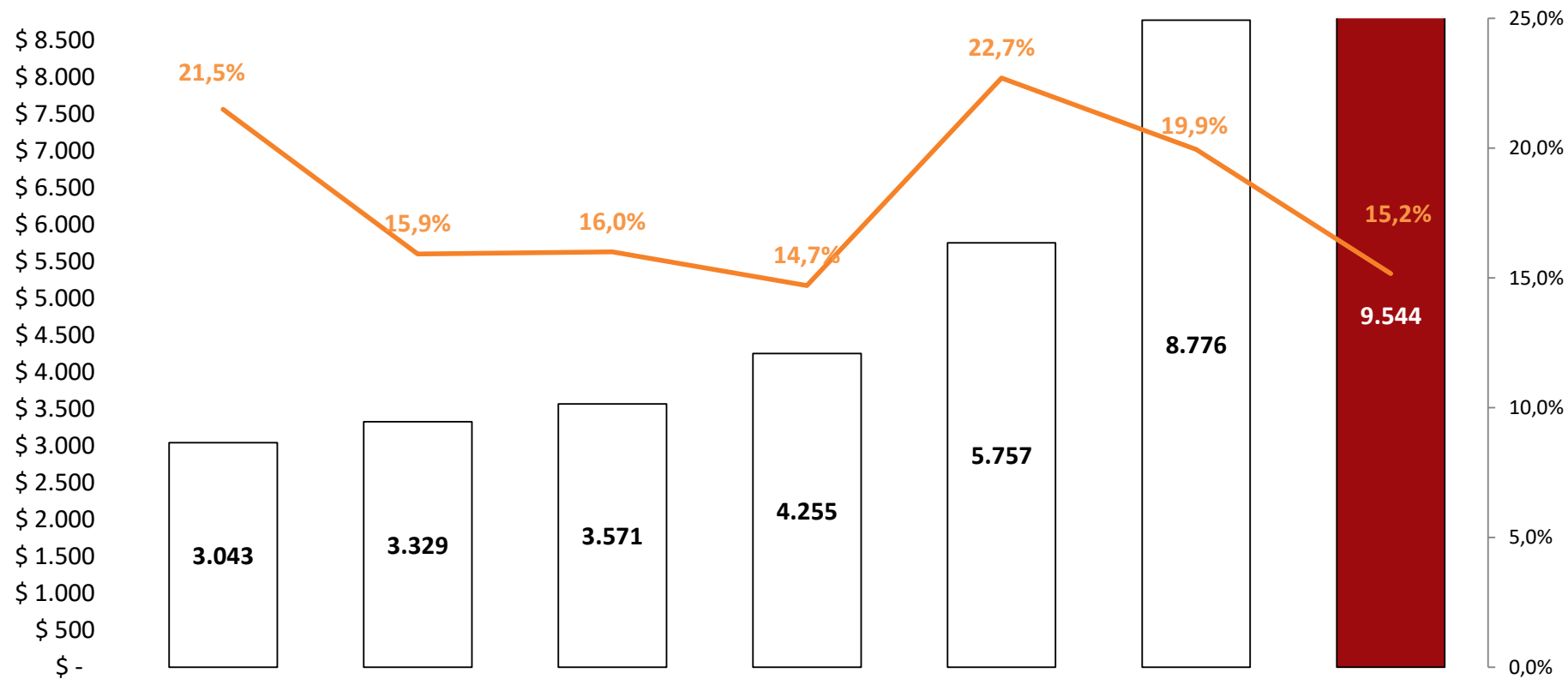
|                             |                                                                                                                                                                                                                   |
|-----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Life Insurance</b>       | Credit related life insurance.<br>Group and Individual Life Insurance.<br>Burial                                                                                                                                  |
| <b>Personal Accidents</b>   | PA Multirisk: air, public transport, pedestrian<br>PA Financial: credit card activator<br>PA Self-Employed and Account Holders                                                                                    |
| <b>Homeowners Insurance</b> | 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 |
| <b>Theft</b>                | Theft in ATMs<br>Handbag Insurance, Theft of Cell Phones and other technological portable devices.<br>Theft of bicycle                                                                                            |
| <b>Miscellaneous Risks</b>  | Purchase Protection<br>Unemployment                                                                                                                                                                               |
| <b>Corporate Insurance</b>  | Comprehensive Business<br>Surety<br>Next Launch: Engineering Risks                                                                                                                                                |

# Turnover and Profits Evolution

## Turnover per Fiscal Year

(in million AR\$)

— Net income / Turnover □ Turnover



Combined Ratio GS (%)

75%

84%

86%

88%

83%

83%

86%

# Agenda

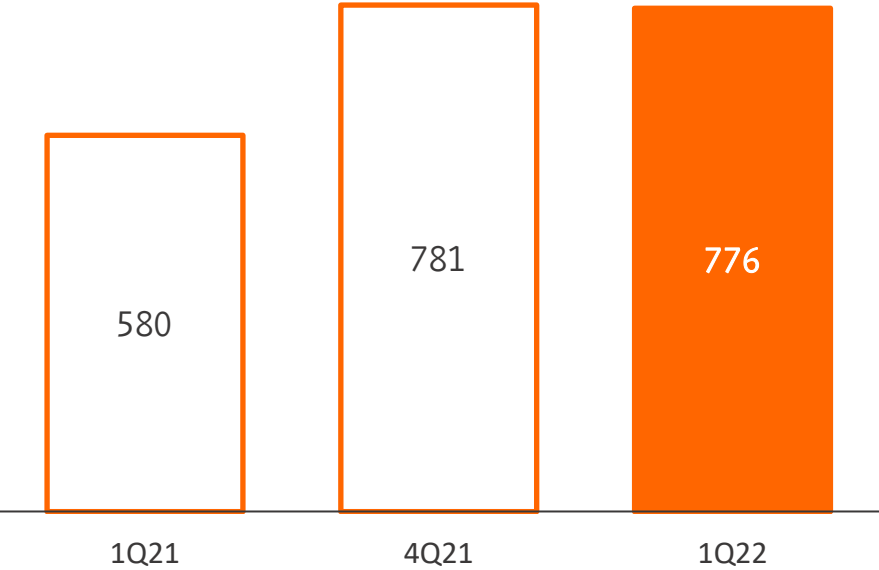
- 1 . The Argentine Economy
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# Business Summary

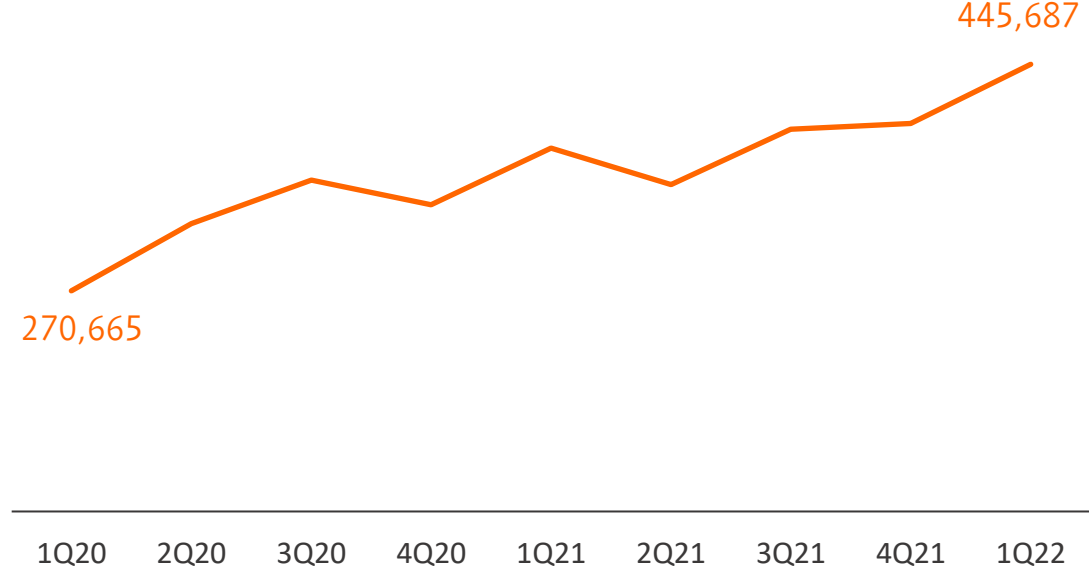
- Established in 1958.
- FIMA mutual funds.
- Institutional investors, companies and individuals.



Net Income (in million Ps.)

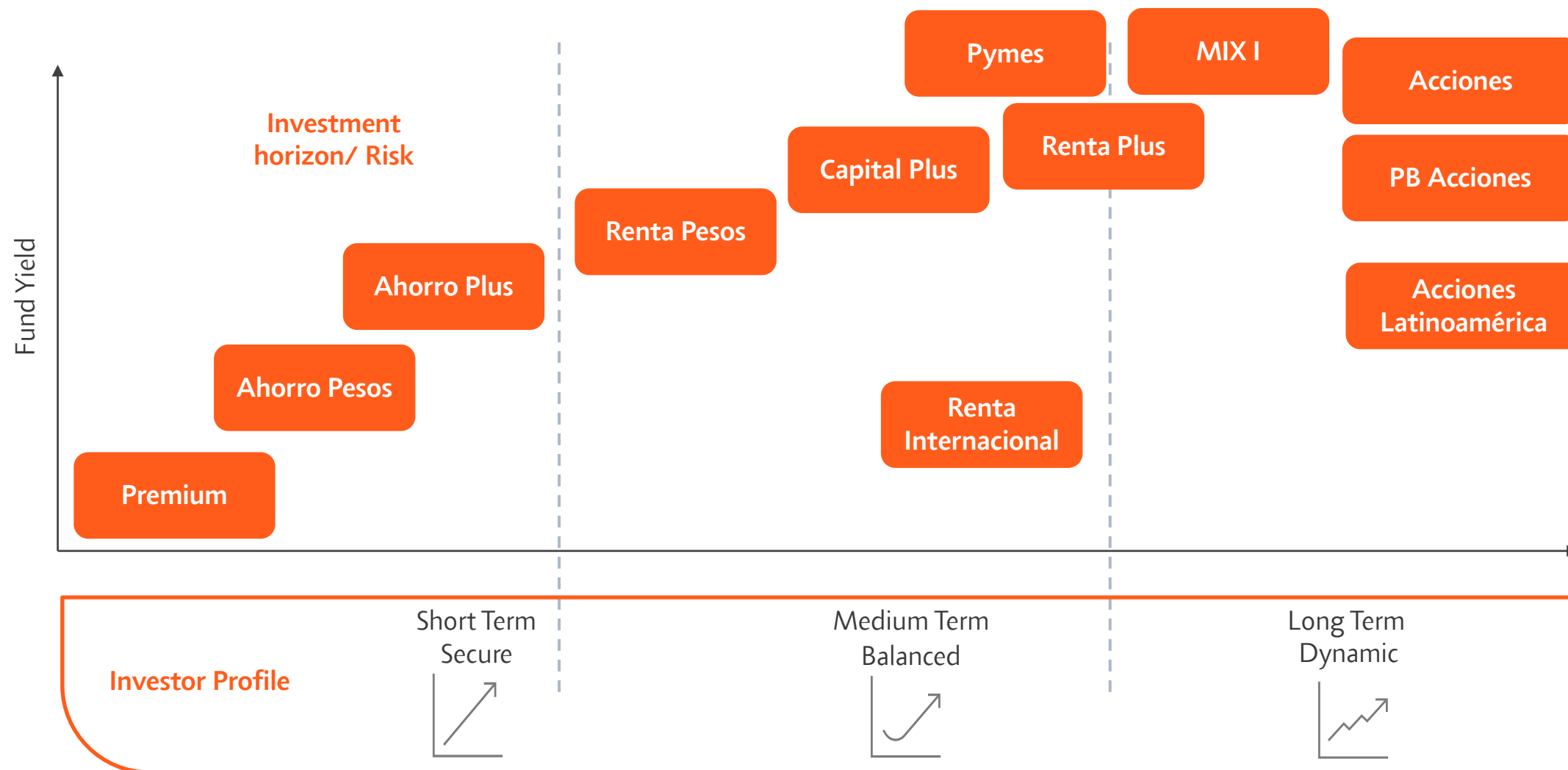


Assets under management (in million Ps.)



As of March 31, 2022.

# Our Family of Funds



# Contact us

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