



Grupo Financiero **Galicia**

Investor Presentation

June 2022



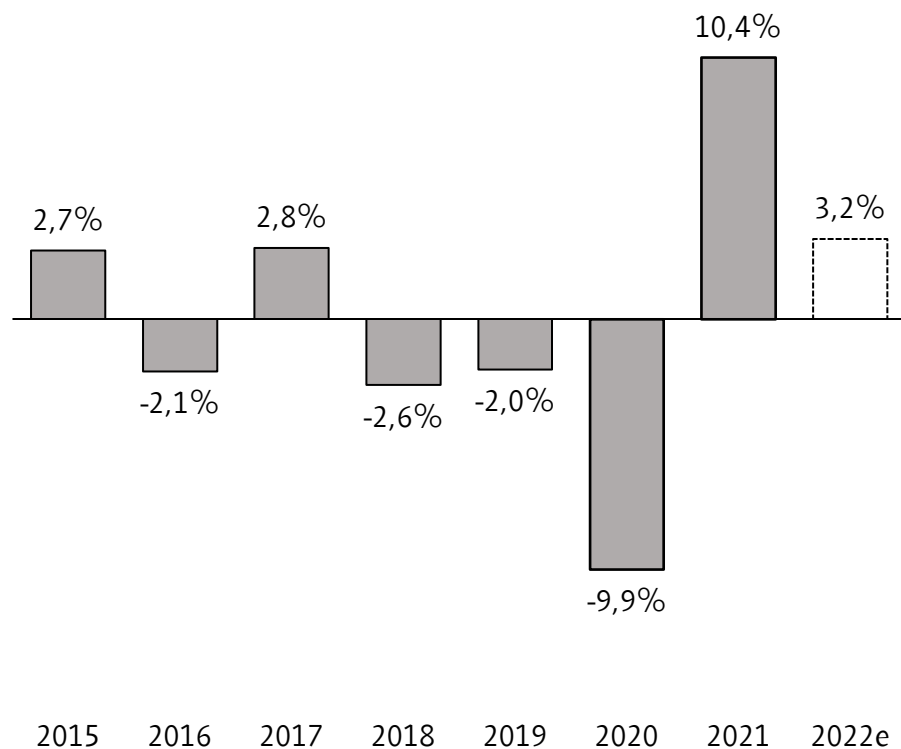
Agenda

- 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

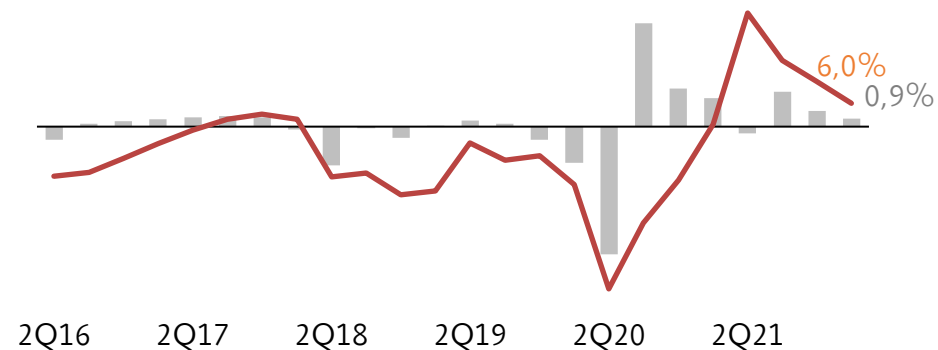
YoY % Var.



Source: INDEC and own estimations

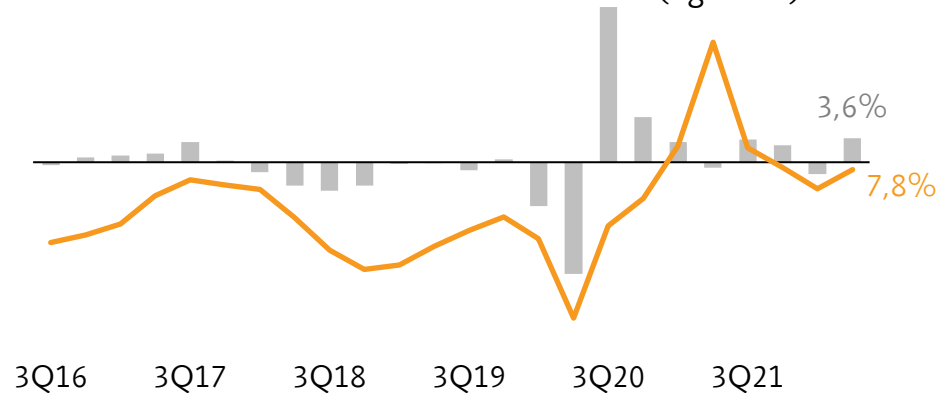
GDP quarterly evolution

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



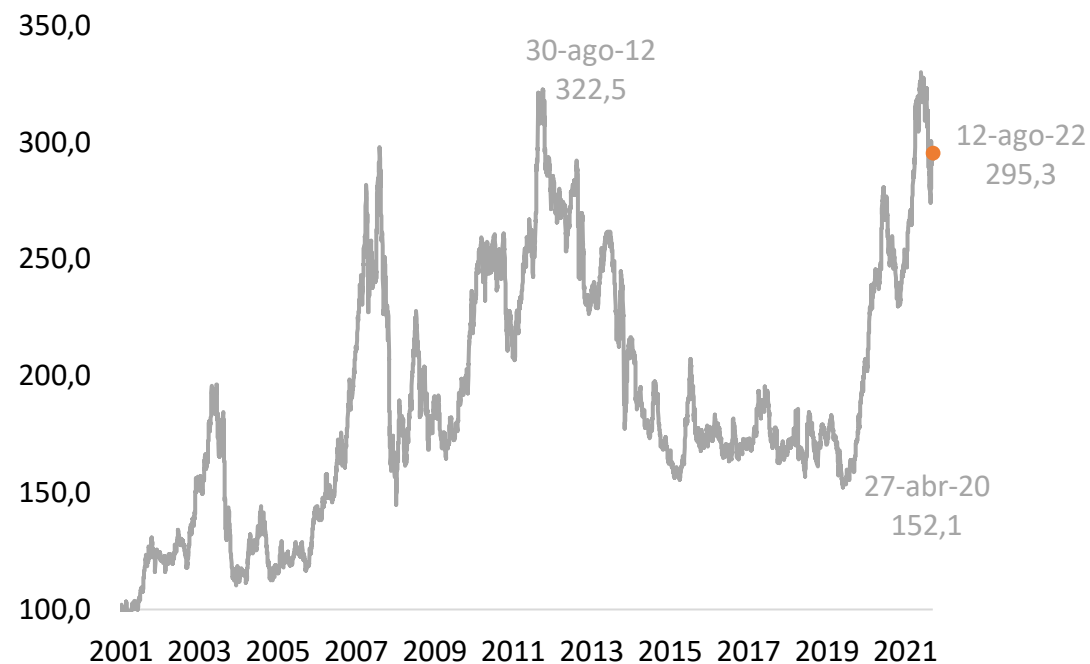
Industrial Production quarterly evolution

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



International Environment

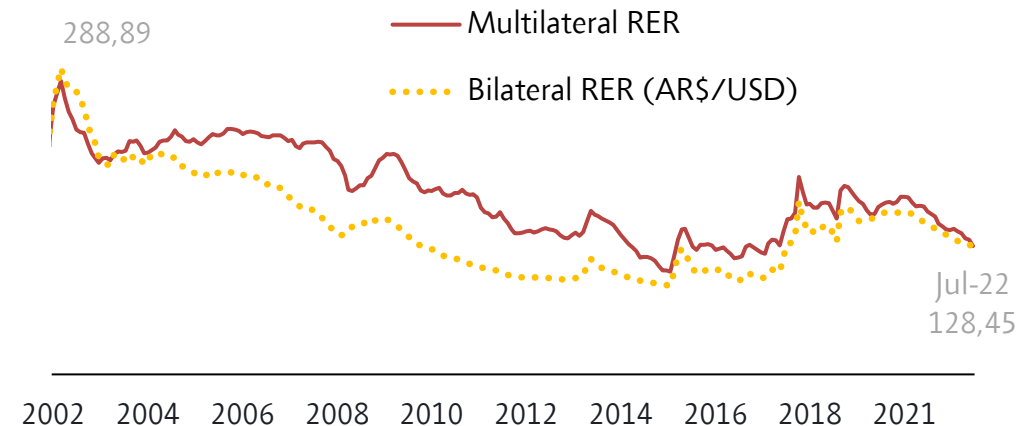
Agricultural Commodity Prices



Dec'01=100.
Source: BCRA

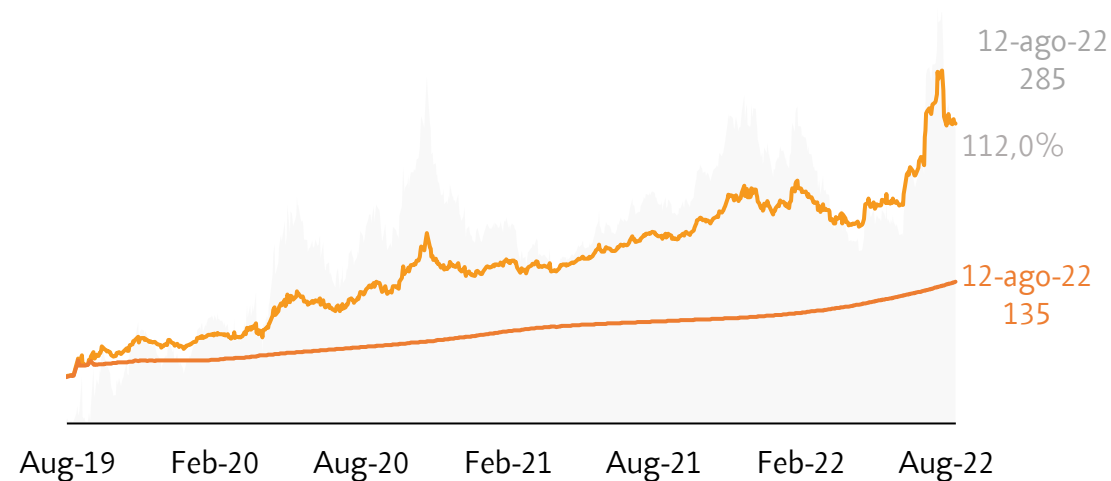
Real Exchange Rate

Index Jul-22 = 128,45 AR\$/USD



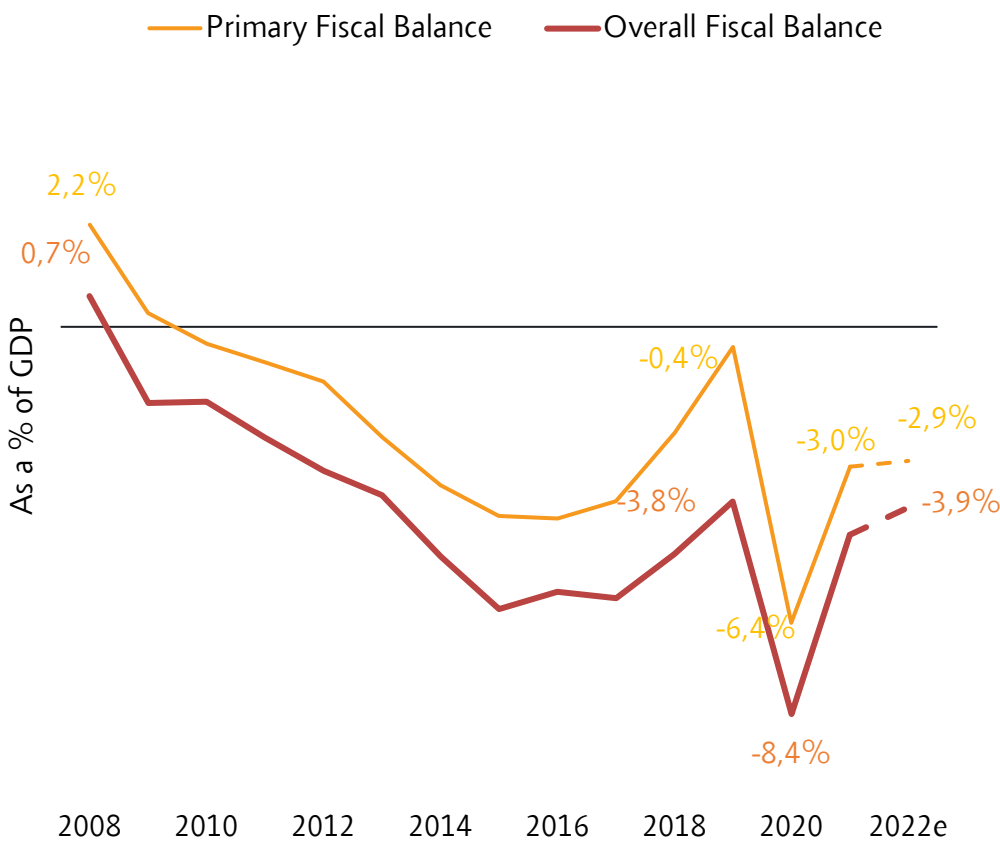
FX Official and Blue-Chip Swap

ARS/USD



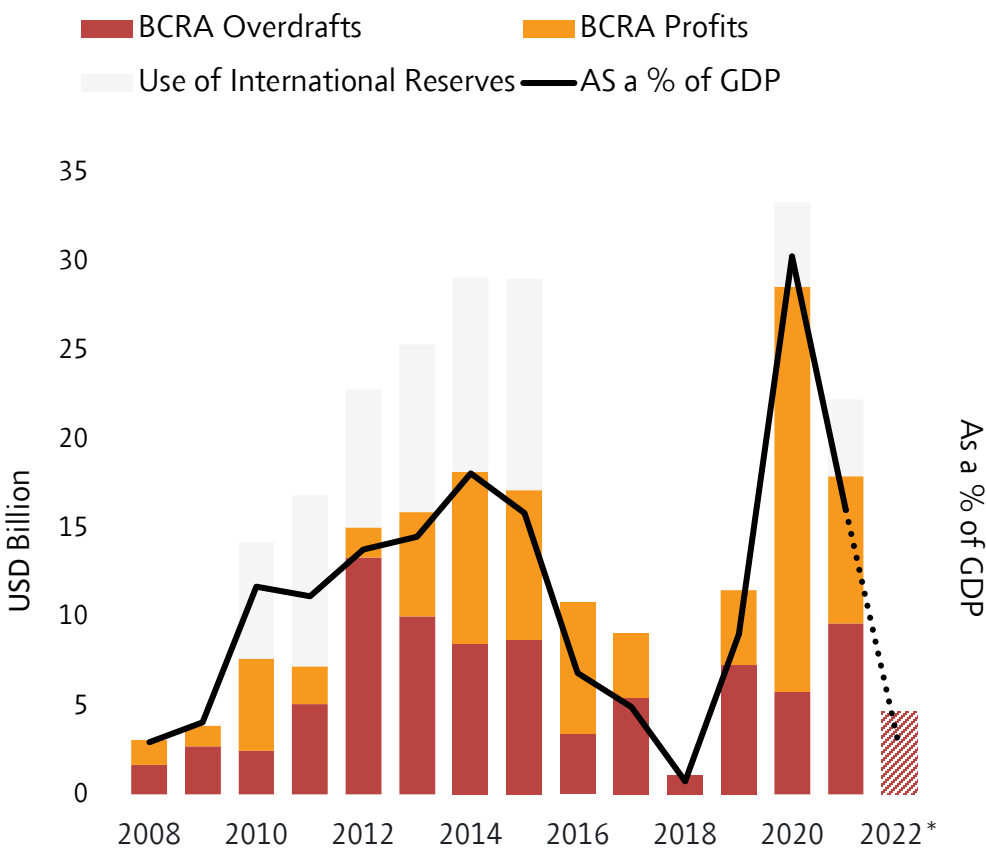
Fiscal Performance

Non-Financial Public Sector's Fiscal Balance



Source: Ministry of Finance and own estimates

Argentine Central Bank Financing



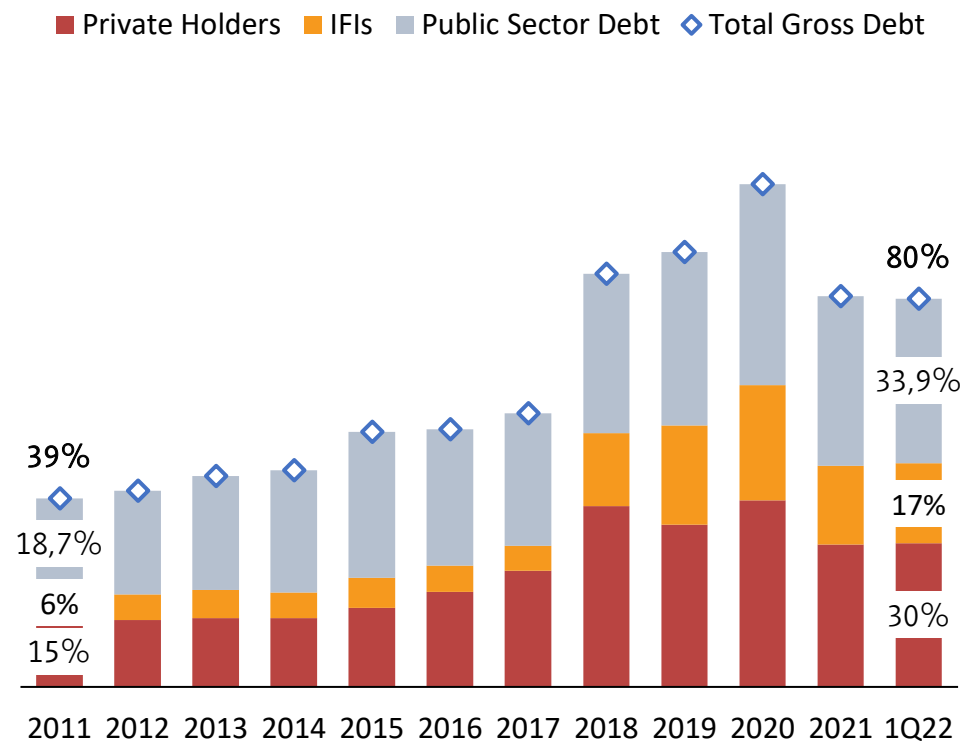
Source: BCRA and own estimates

*As of 10-Aug-22

Sovereign Debt

Argentina: Public Sector Gross Debt

As a % of GDP

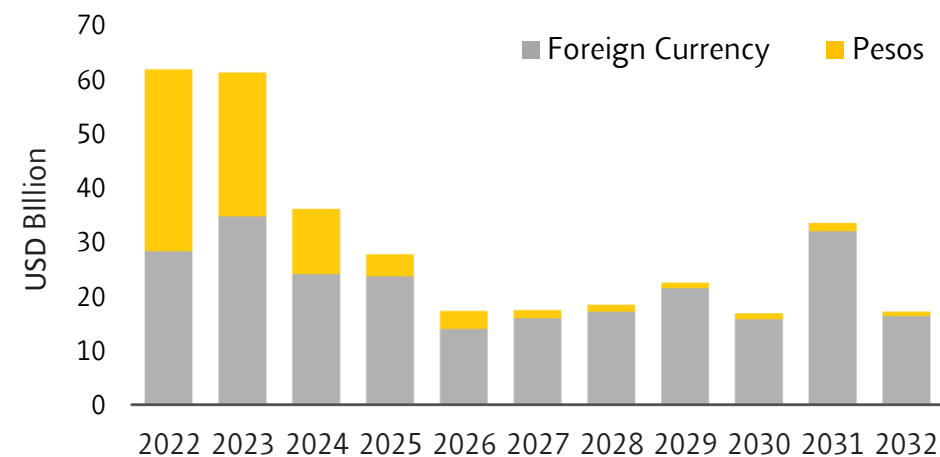


Public Sector Gross Debt as of March 2022

USD 376.300 M

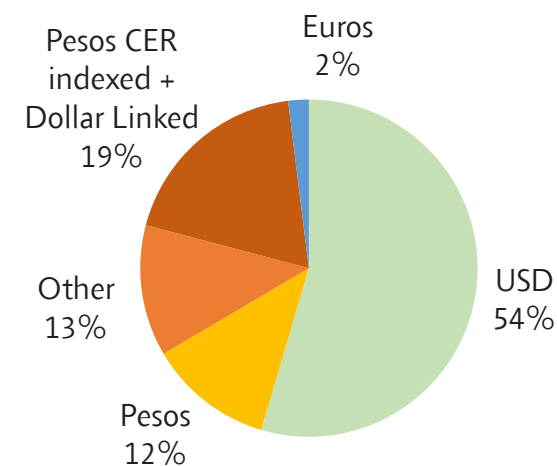
As of March 2022

Projected annual debt payments*

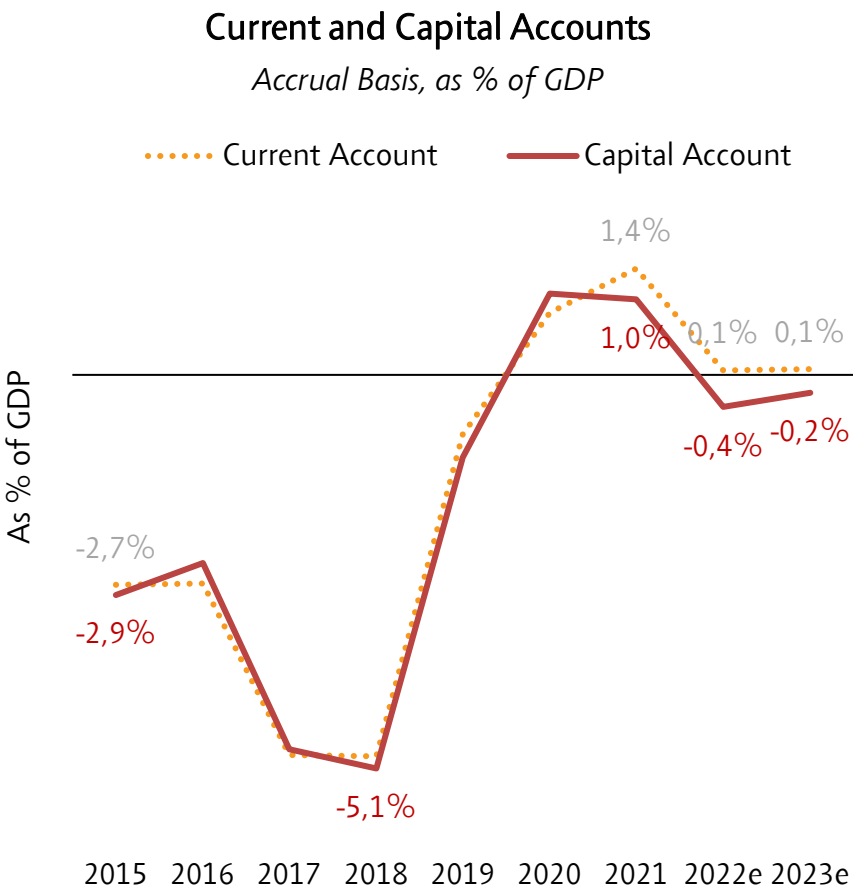


* Foreign exchange as of March 2022

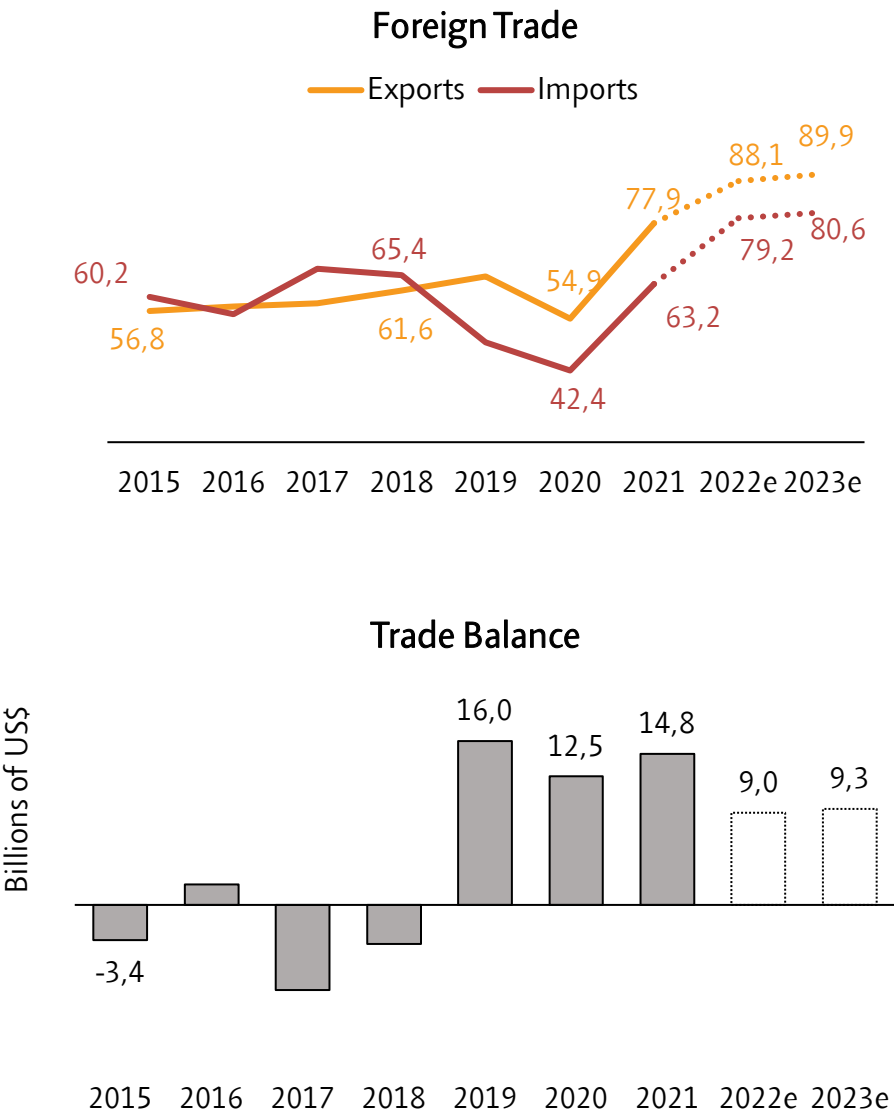
Debt by currency



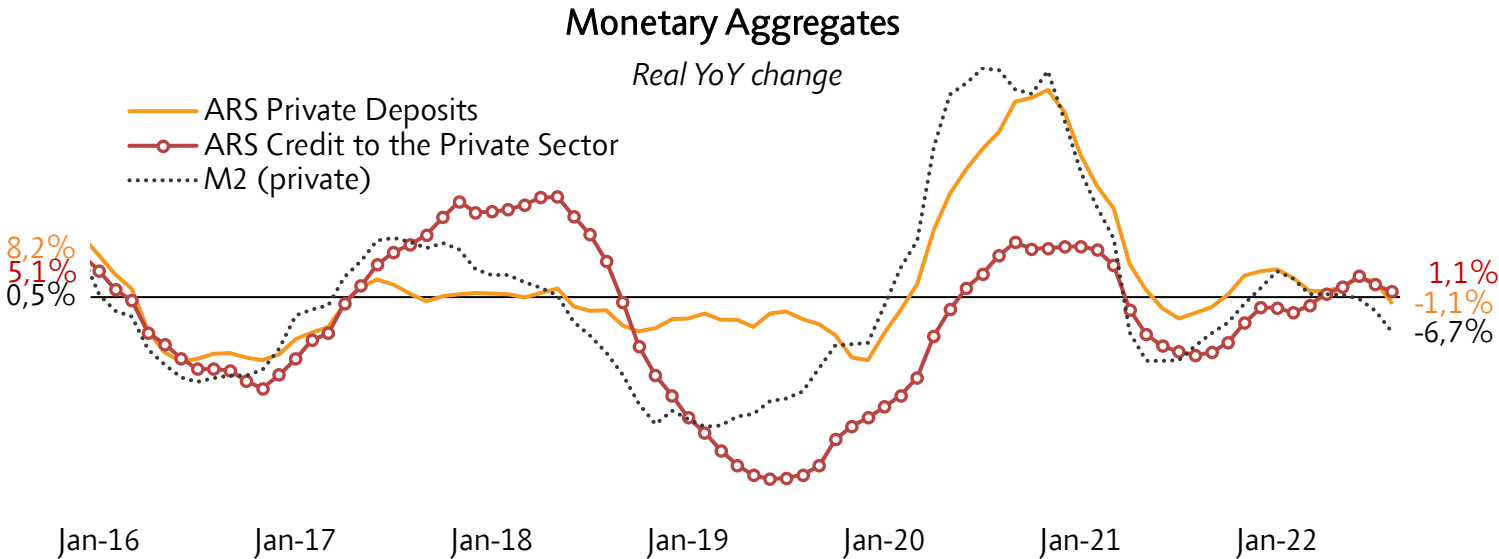
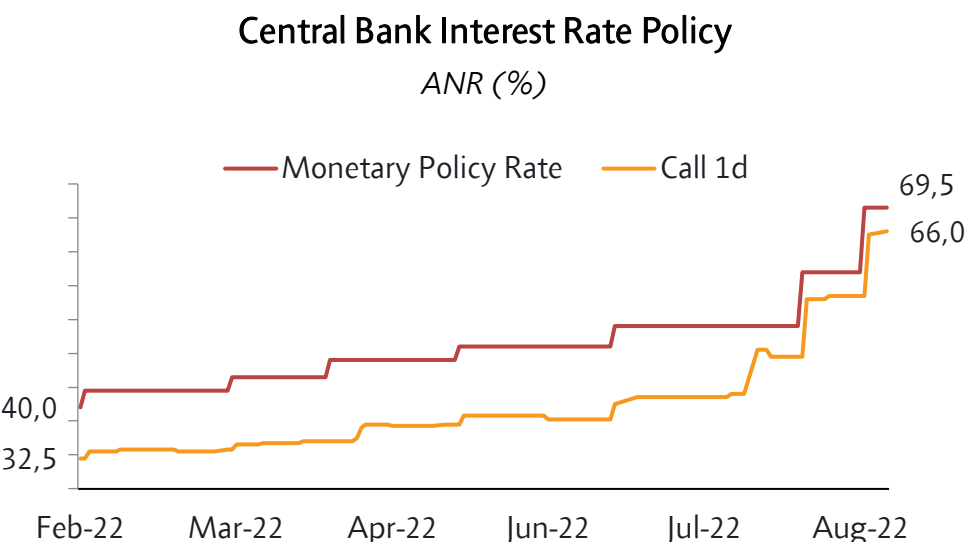
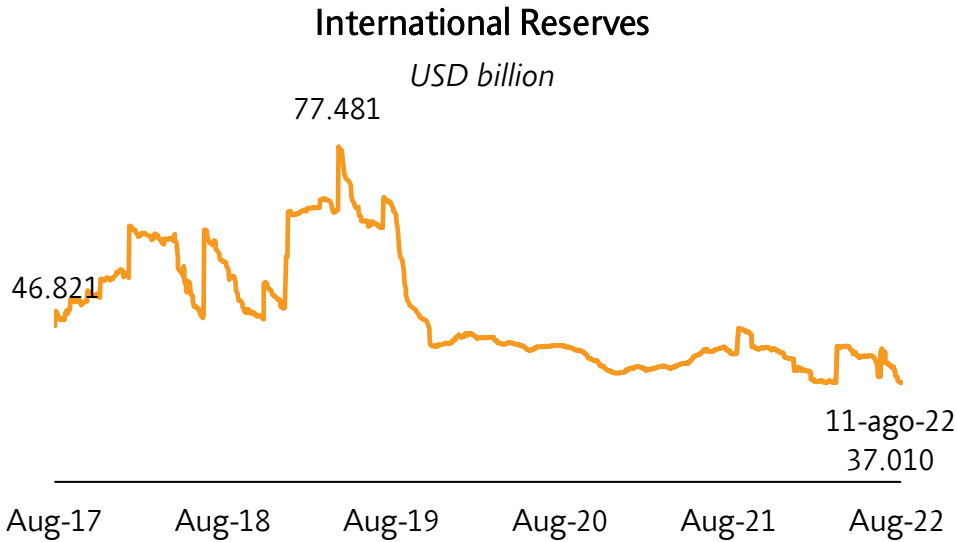
External Sector Performance



Source: INDEC and own estimates



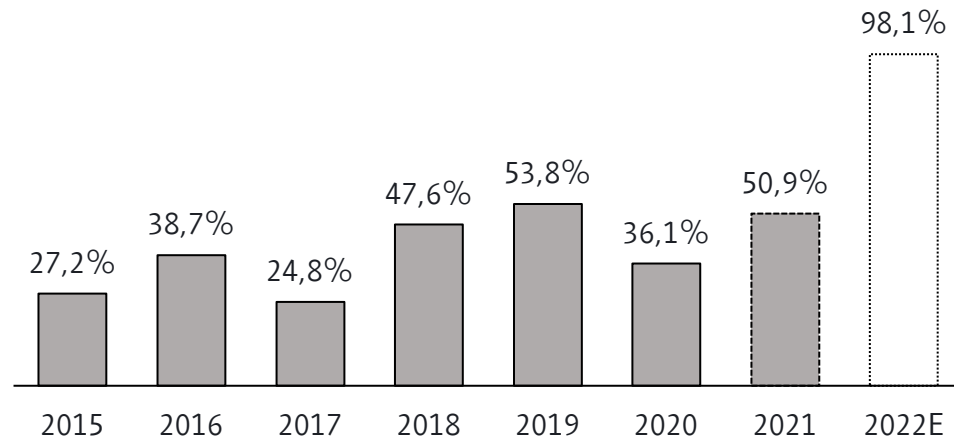
Monetary Performance



Inflation

Inflation

y/y % chg.

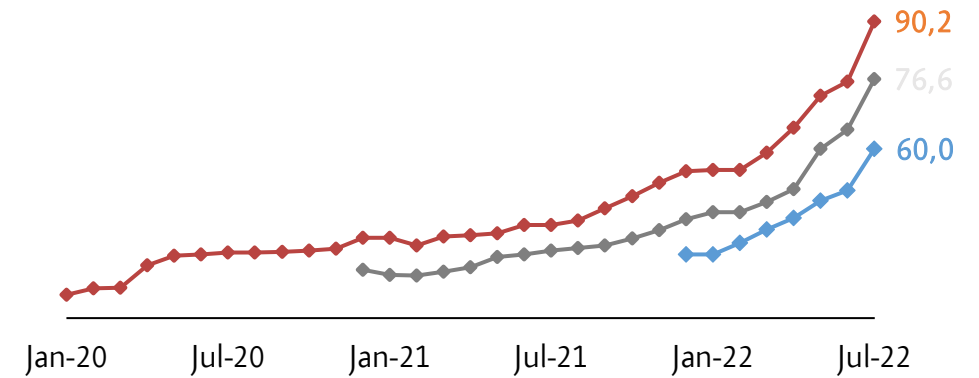


Source: INDEC and own estimates

Market Expectations – Central Bank Survey

Annual Inflation

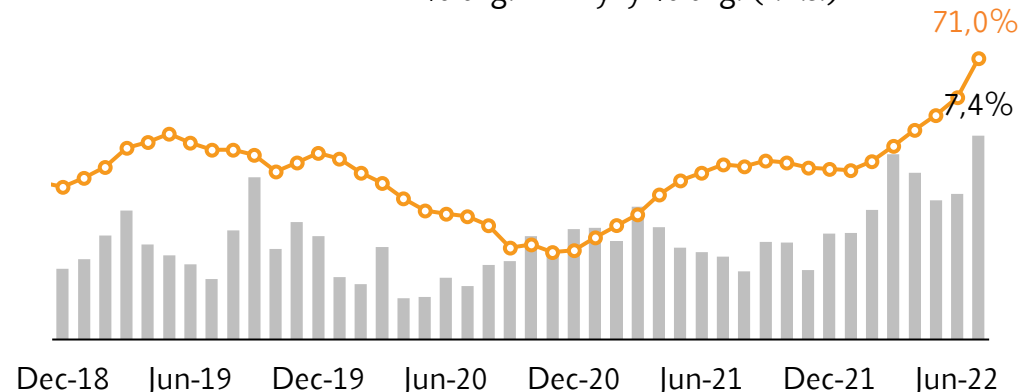
— 2022 — 2023 — 2024



Source: BCRA and private estimates

CPI Inflation – General National CPI

■ m/m % chg. —○— y/y % chg. (r.h.s.)

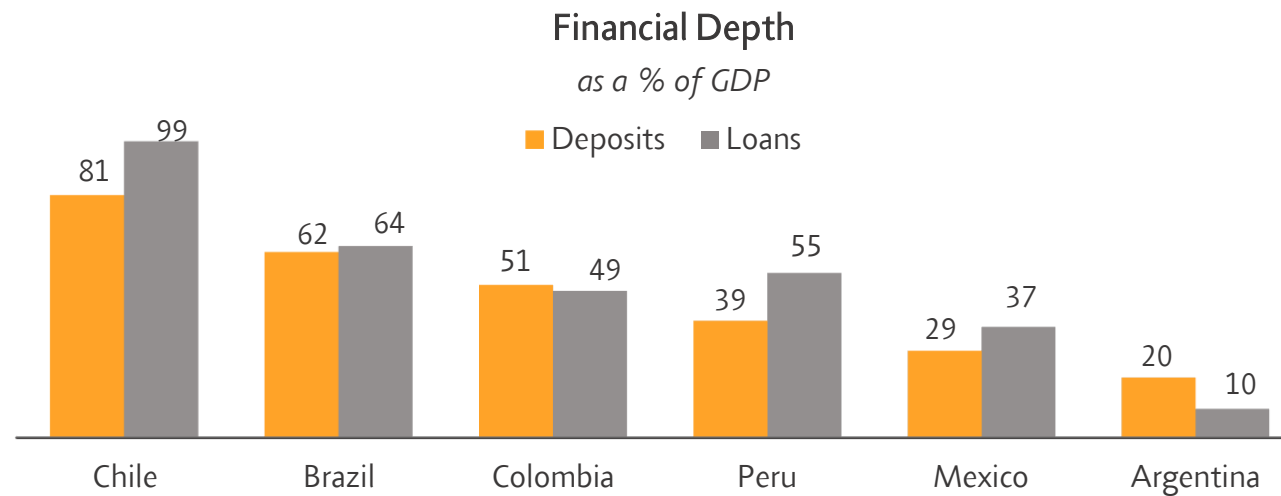
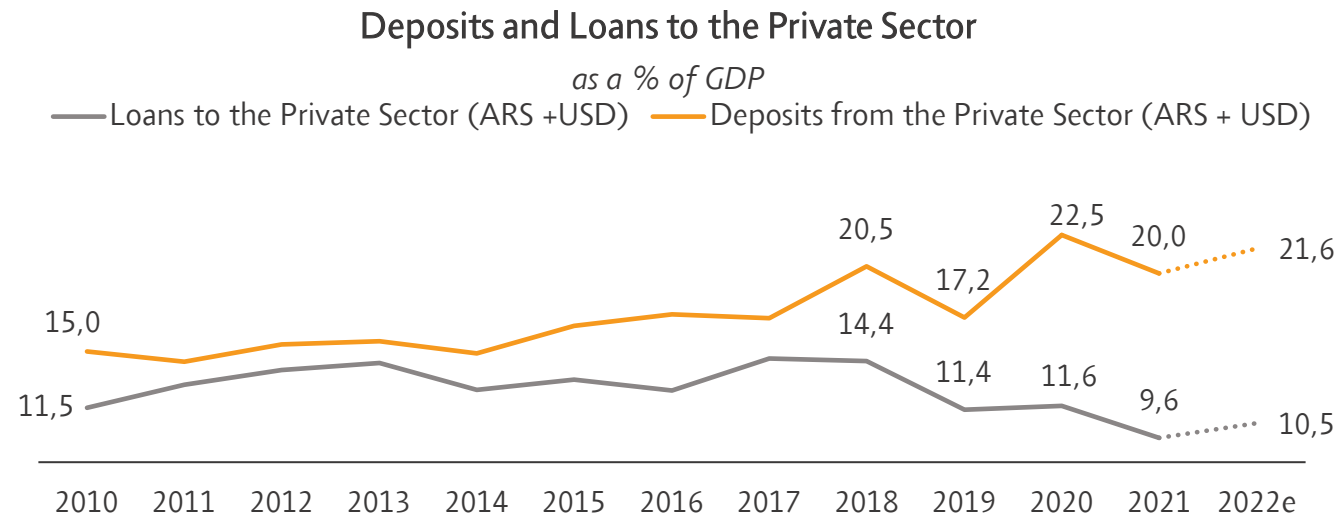


Source: INDEC

Agenda

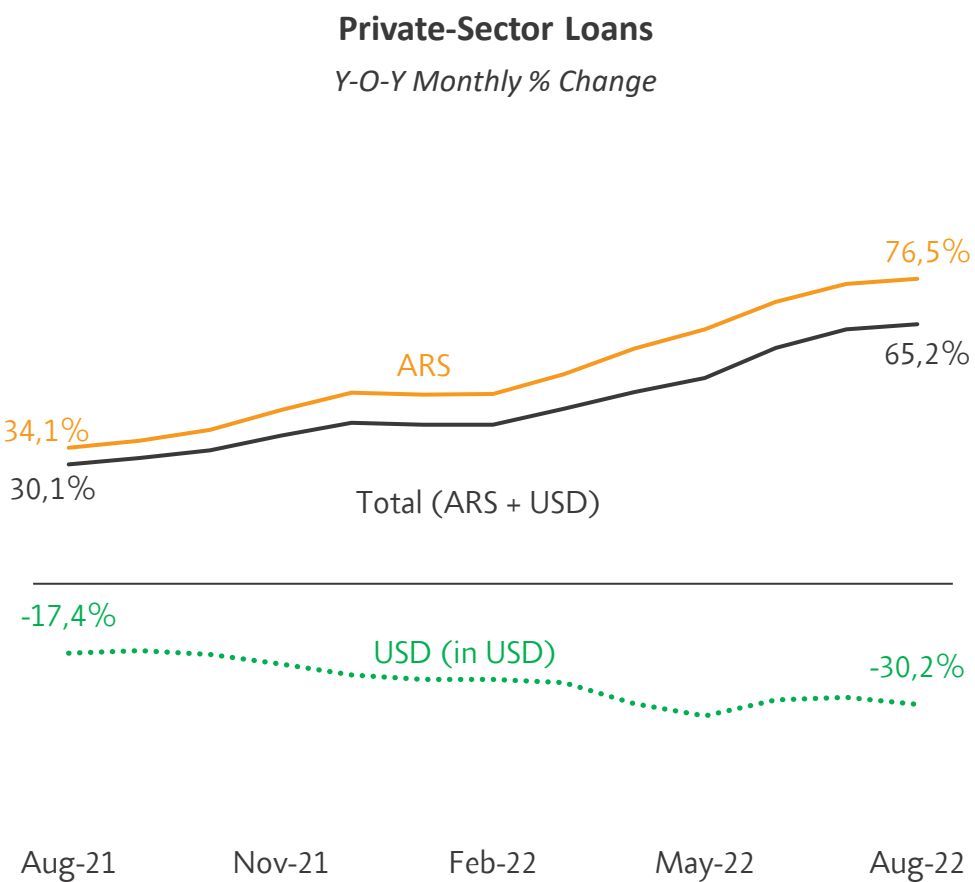
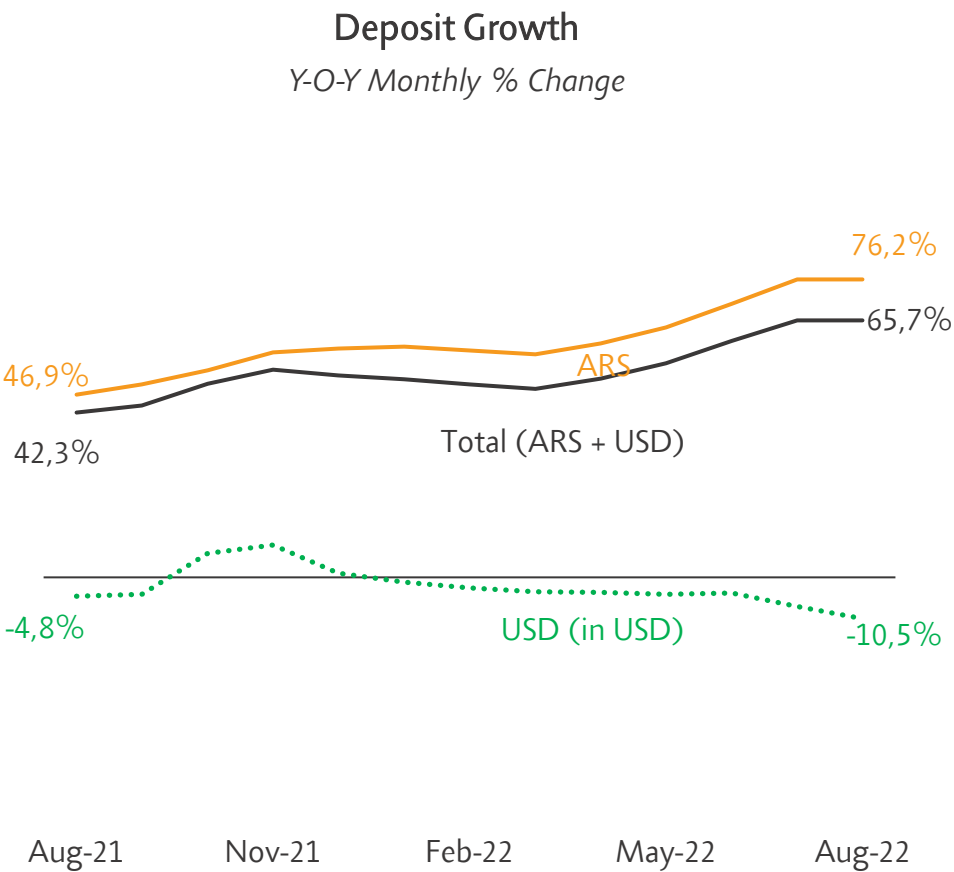
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Financial Depth

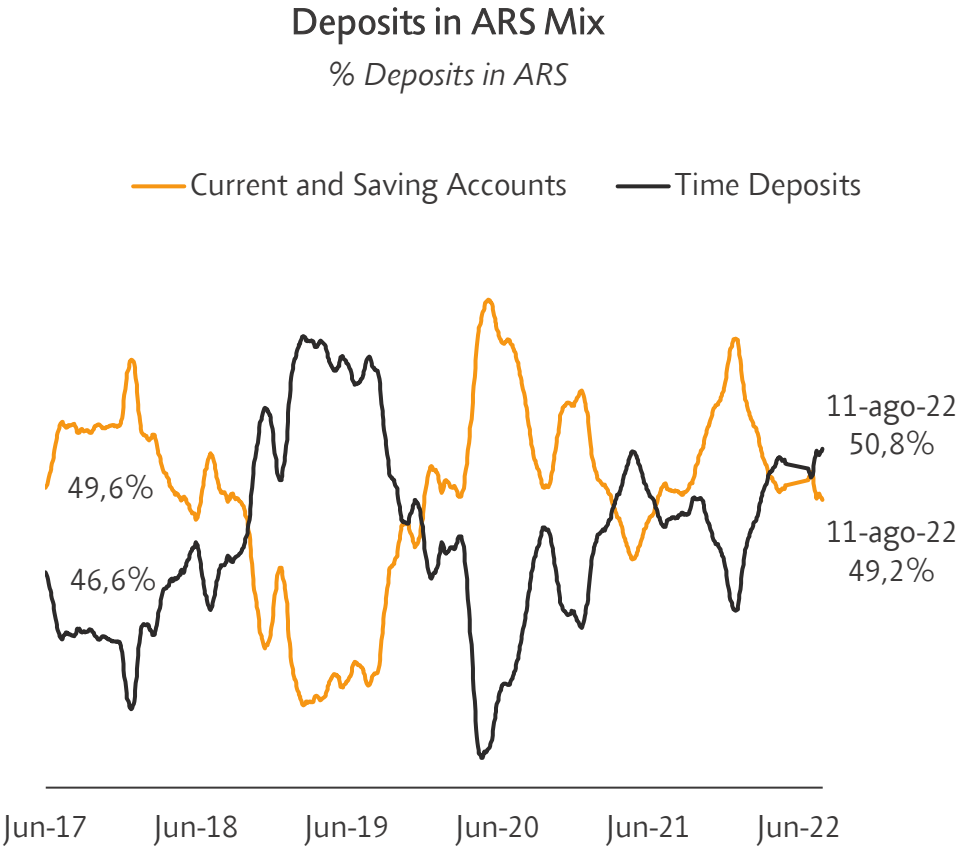
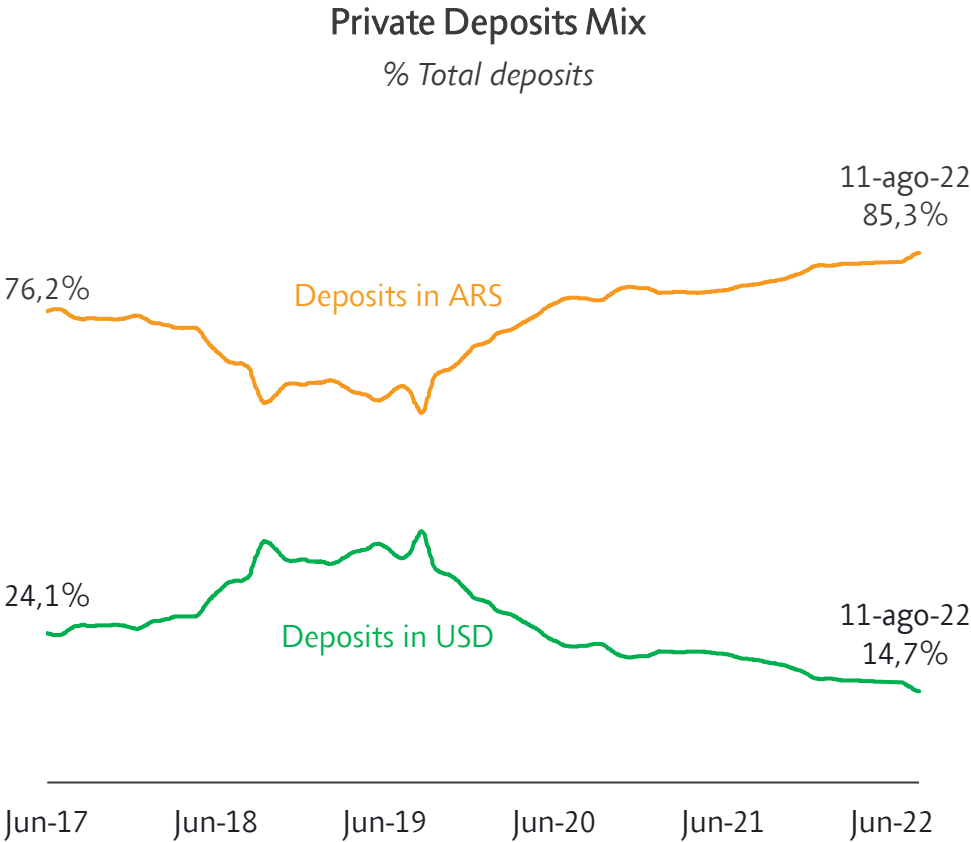


Source: Central Bank of each country.

Private – Sector Loans and Deposit Growth



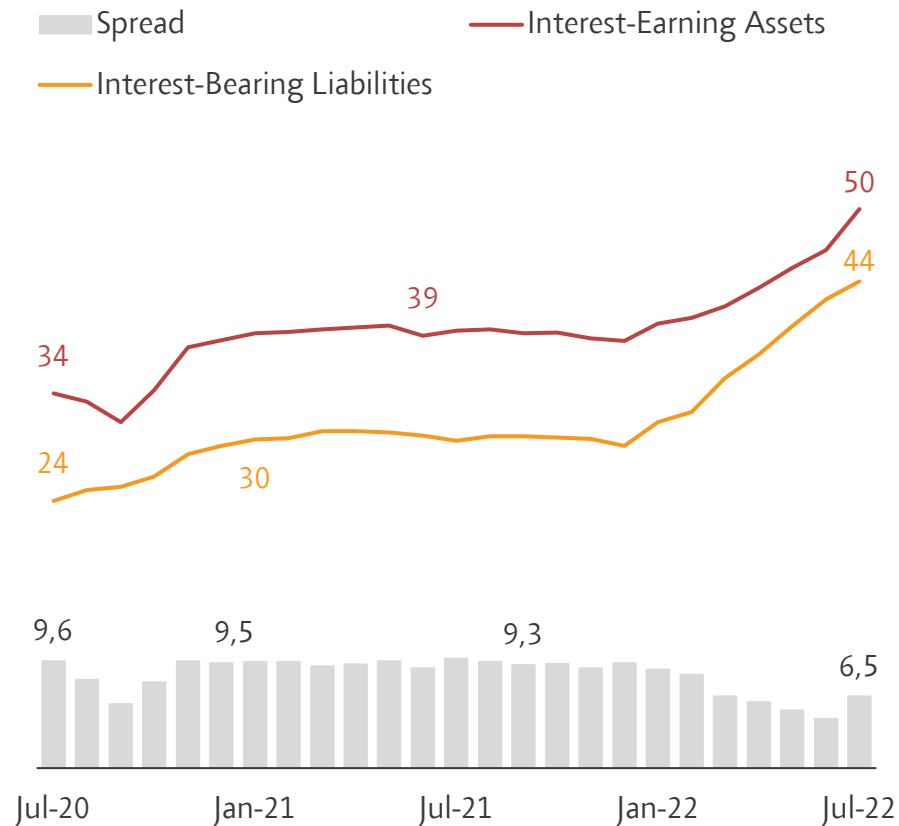
Breakdown of Deposits by Currency and Type



Interest Rates

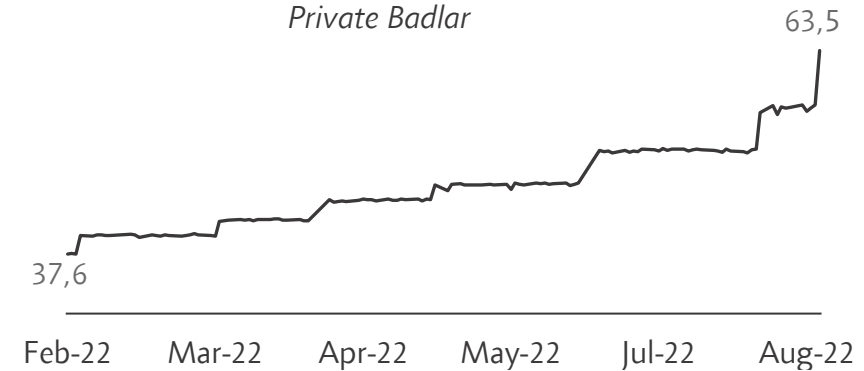
Interest Rate Spreads

Weighted by operated amounts

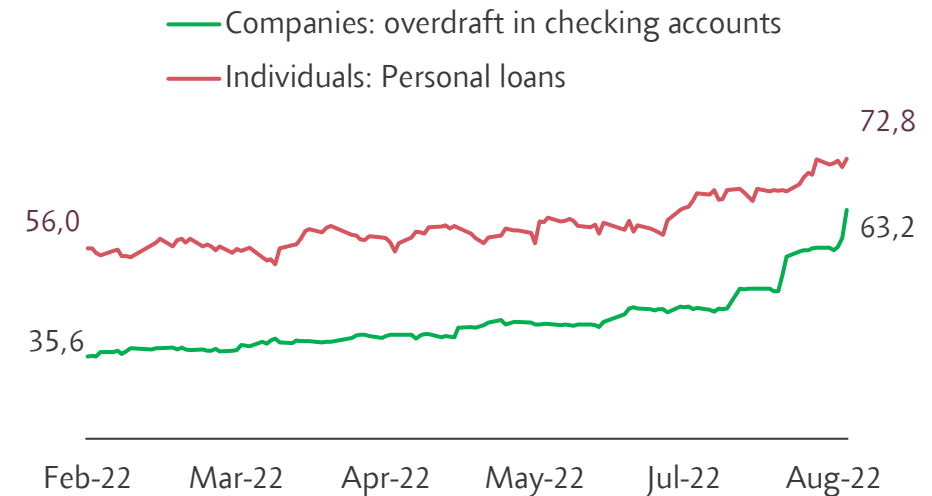


Cost of Liabilities

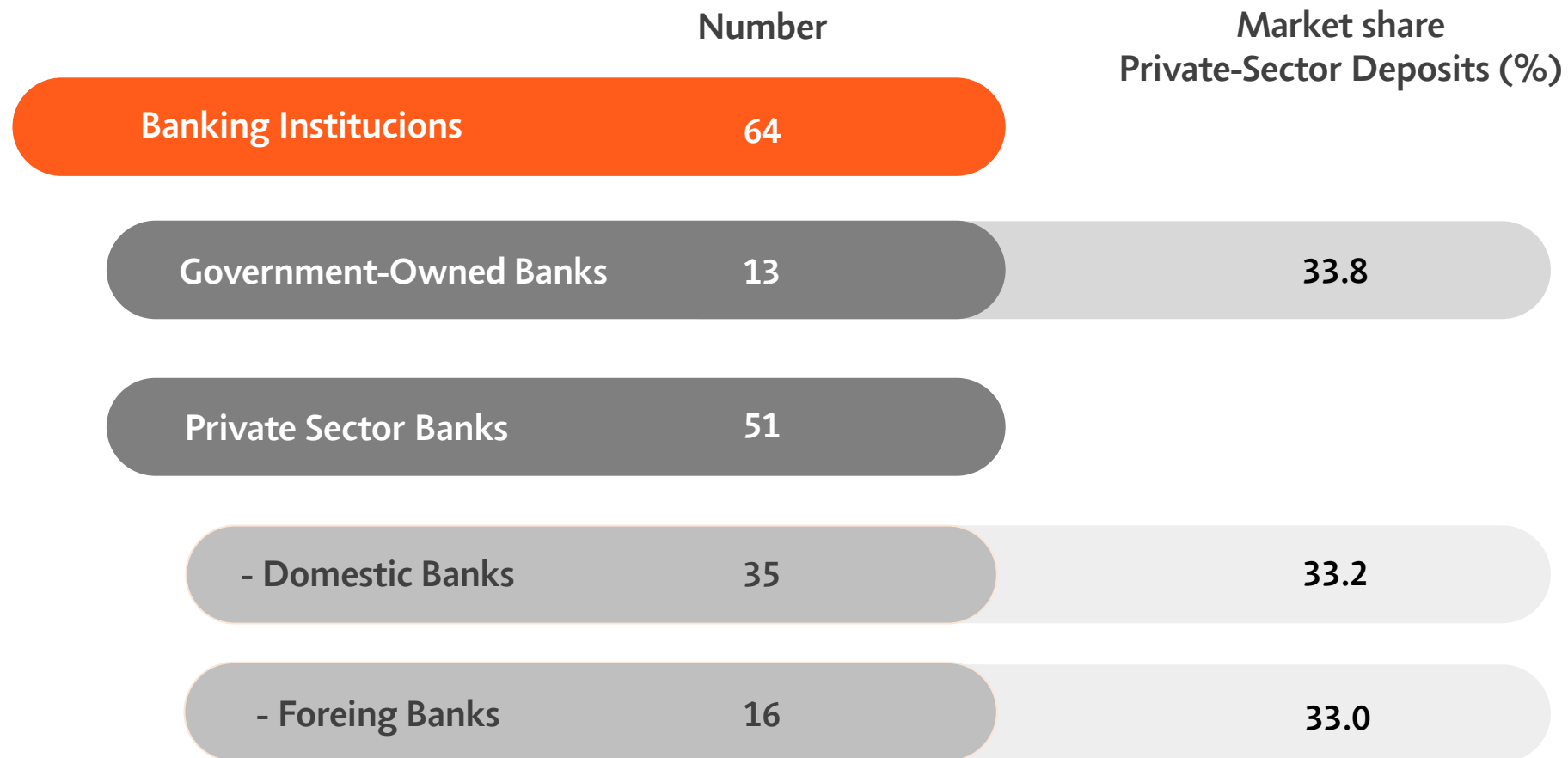
Private Badlar



Yield on Assets

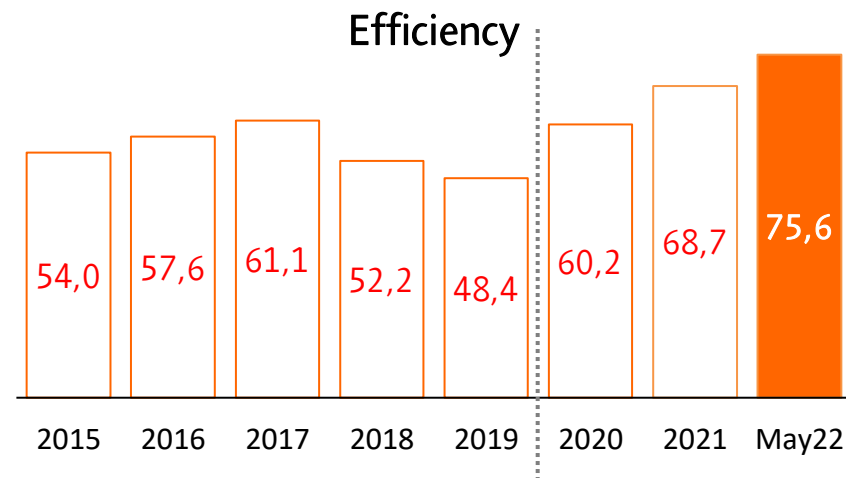
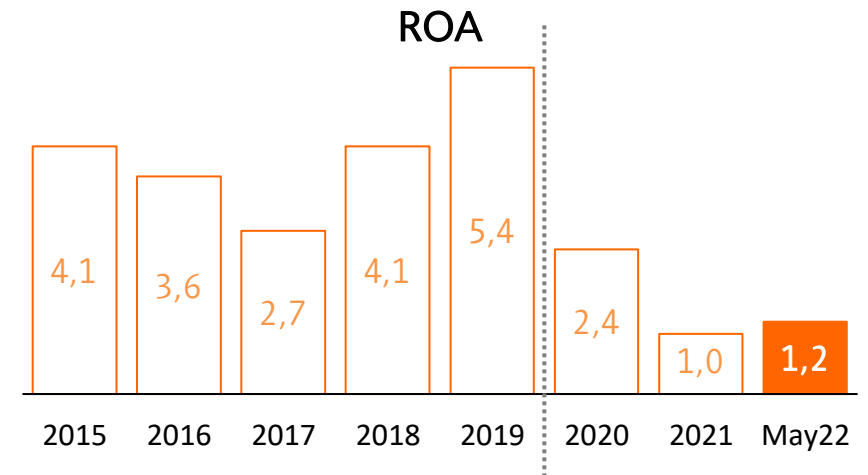
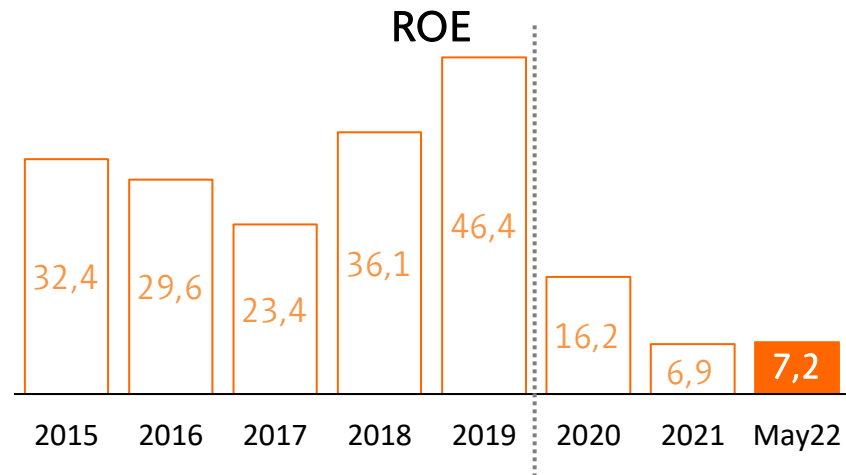


Composition of the Banking System



As of February 28, 2022.

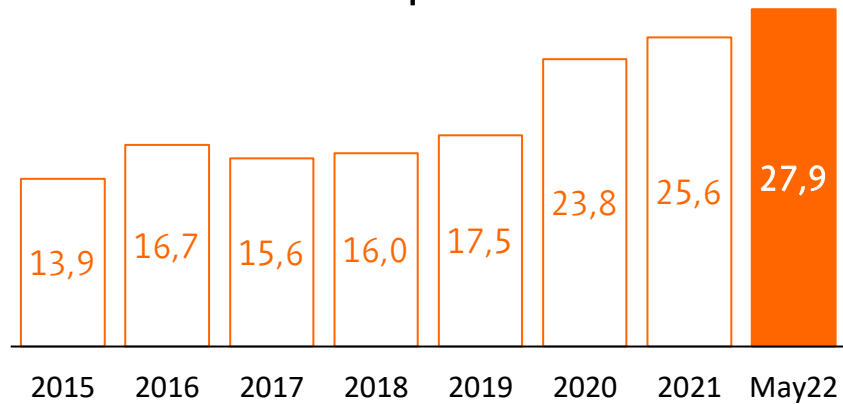
Profitability



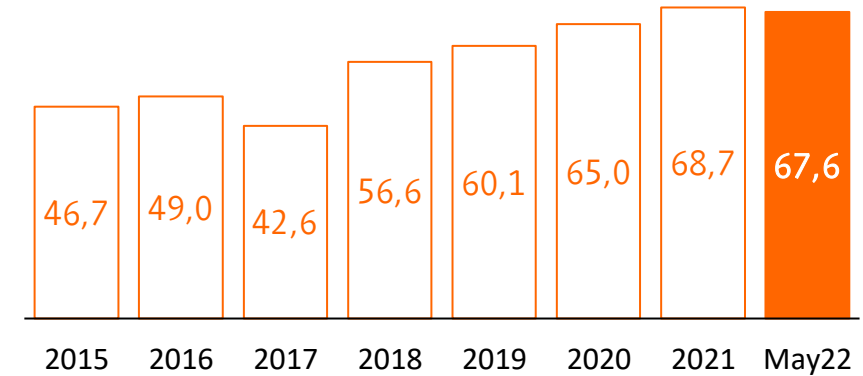
Inflation-adjusted figures since FY 2020.

Relevant Ratios

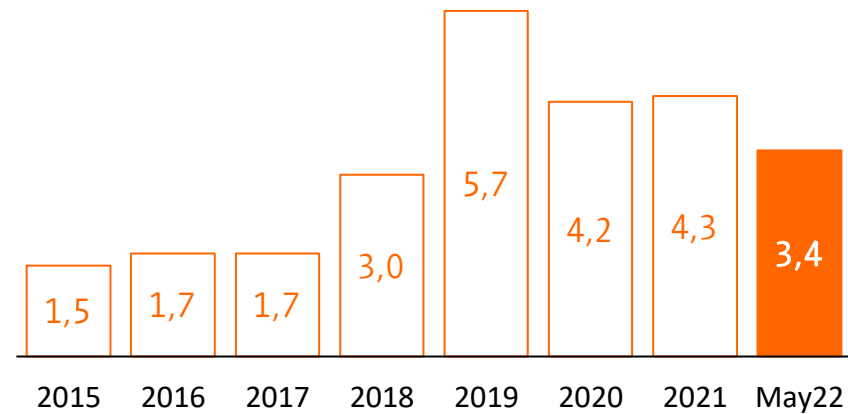
Total Capital Ratio



Liquidity Ratio



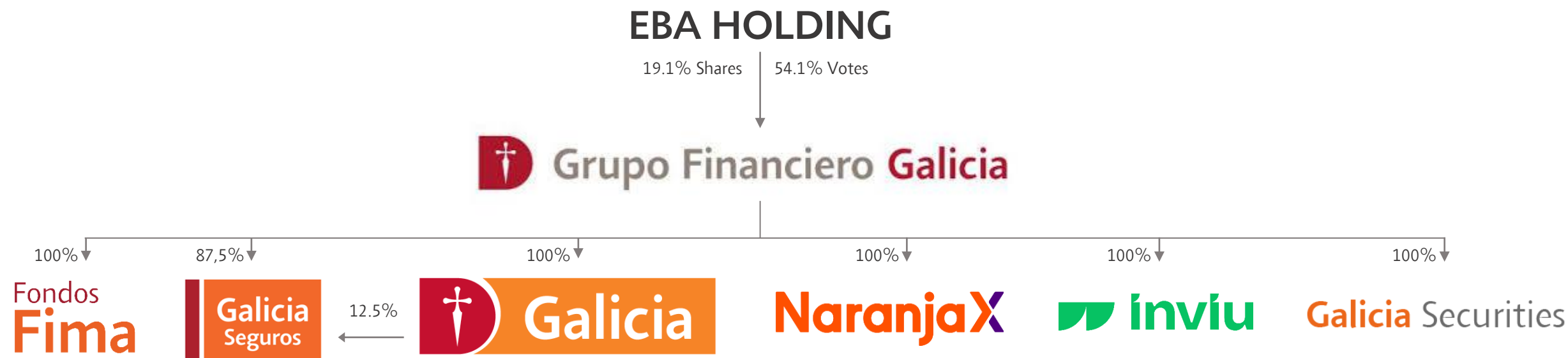
NPL Ratio



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Organizational Structure



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

Business Summary

ROE

2Q22 5.1%

- 1,036 bp y/y

6M22 5.5%

- 441 bp y/y

ROA

2Q22 0.9%

- 177 bp y/y

6M22 1.0%

- 69 bp y/y

FINANCIAL MARGIN

2Q22 19.9%

+ 310 bp y/y

6M22 19.9%

+ 360 bp y/y

EFFICIENCY

2Q22 76.4%

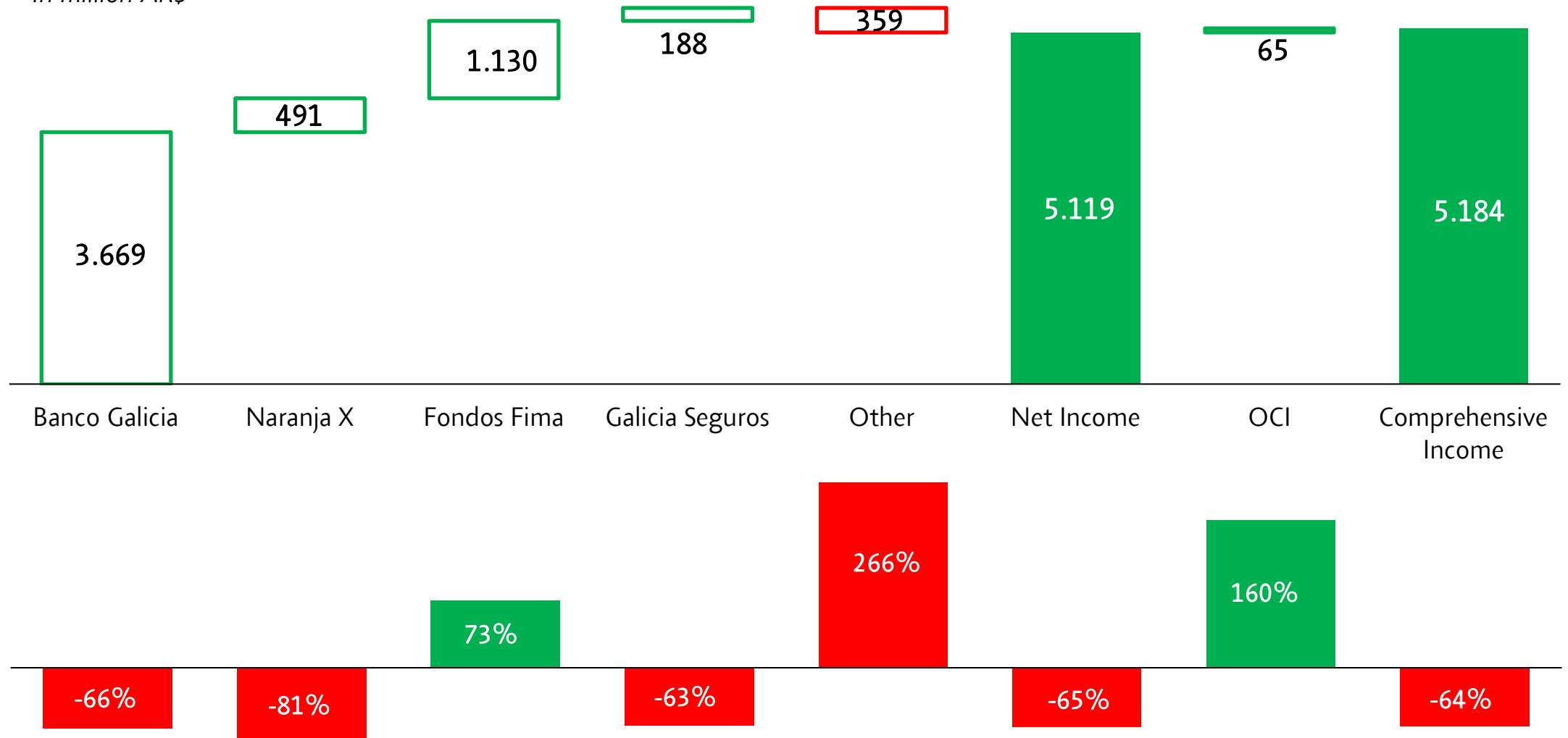
+ 1,496 bp y/y

6M22 75.3%

+ 676 bp y/y

Results from Equity Investments - 2Q22

In million AR\$



Quarterly figures.

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Business Summary

ROE

2Q 4.5%

- 947 bp y/y

6M22 5.6%

- 293 bp y/y

NET LOANS

Ps. 758.6 bn

+ 2% y/y

USD 6.1 bn

DEPOSITS

Ps. 1,338.8 bn

- 3% y/y

USD 10.7 bn

ROA

2Q 0.8%

- 148 bp y/y

6M22 1.0%

- 39 bp y/y

ASSETS

Ps. 1,954.8 bn

- 1% y/y

USD 15.6 bn

EQUITY

Ps. 328.9 bn

+ 3% y/y

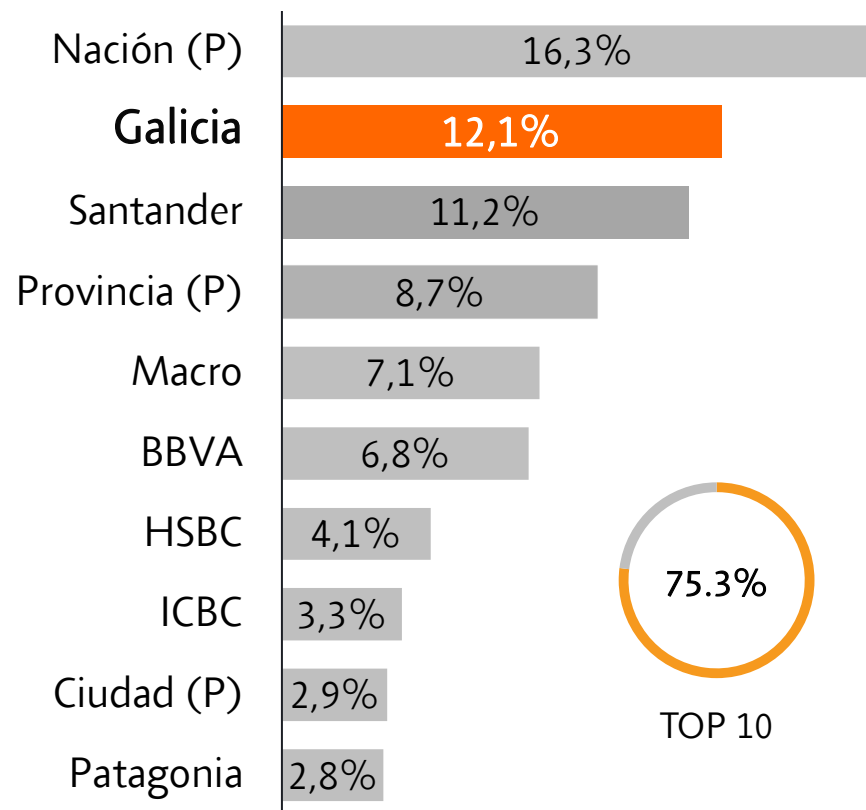
USD 2.6 bn

As of June 30, 2022.

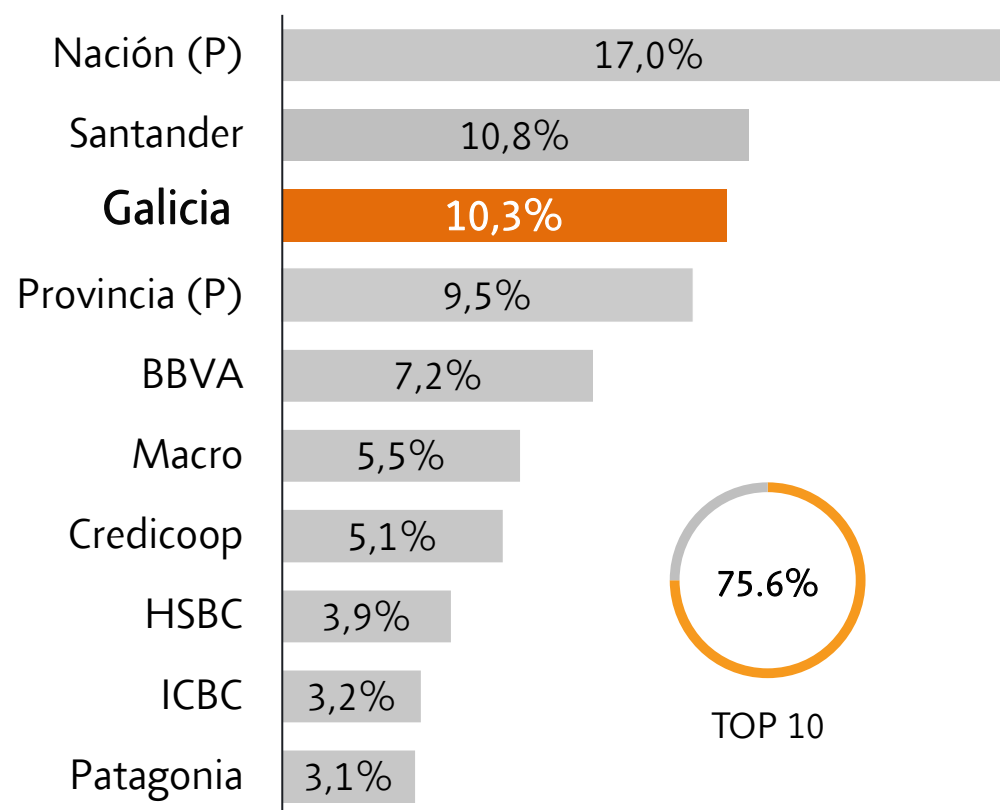
Exchange rate = 125.22 Ps. per USD.

TOP 10 Banks

Market Share of
Private-Sector Loans (%)



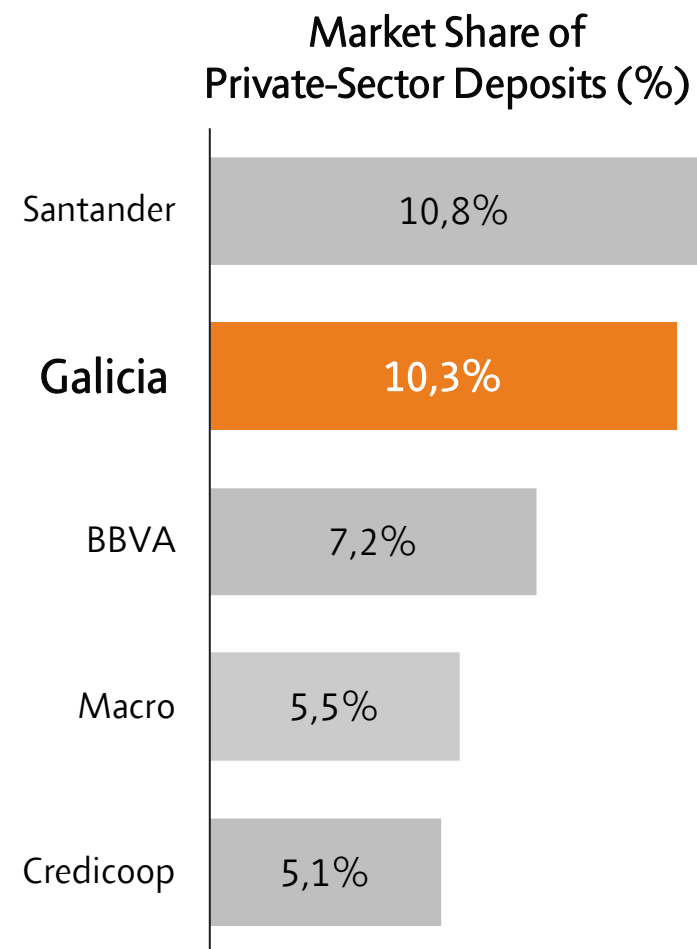
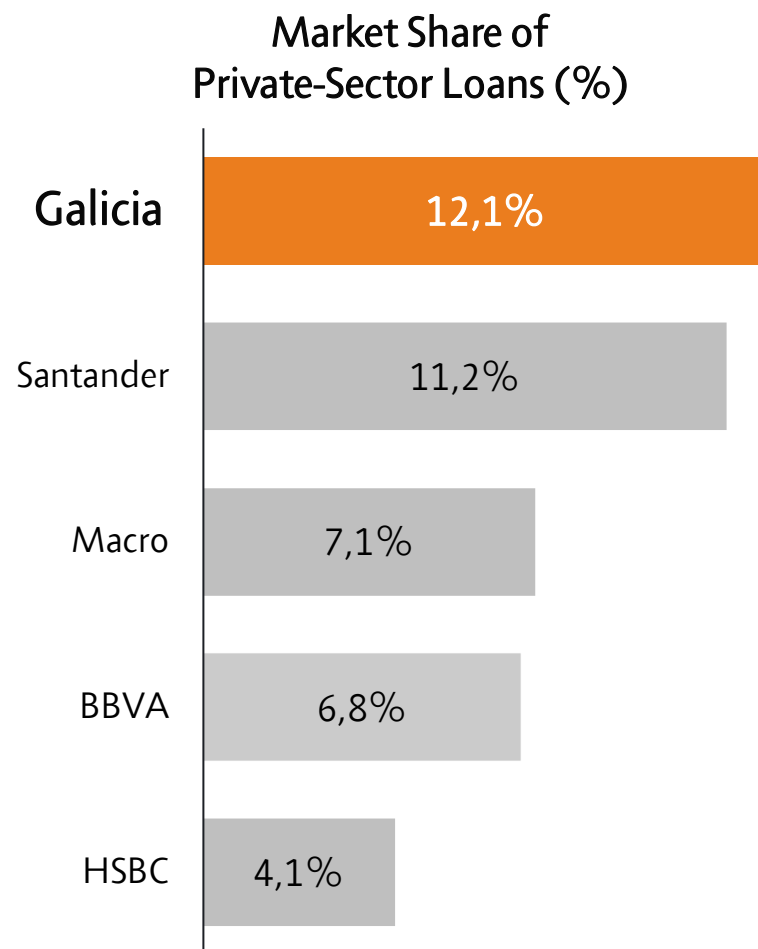
Market Share of
Private-Sector Deposits (%)



As of February 28, 2022. Source: Argentine Central Bank.

(P) Government owned Banks.

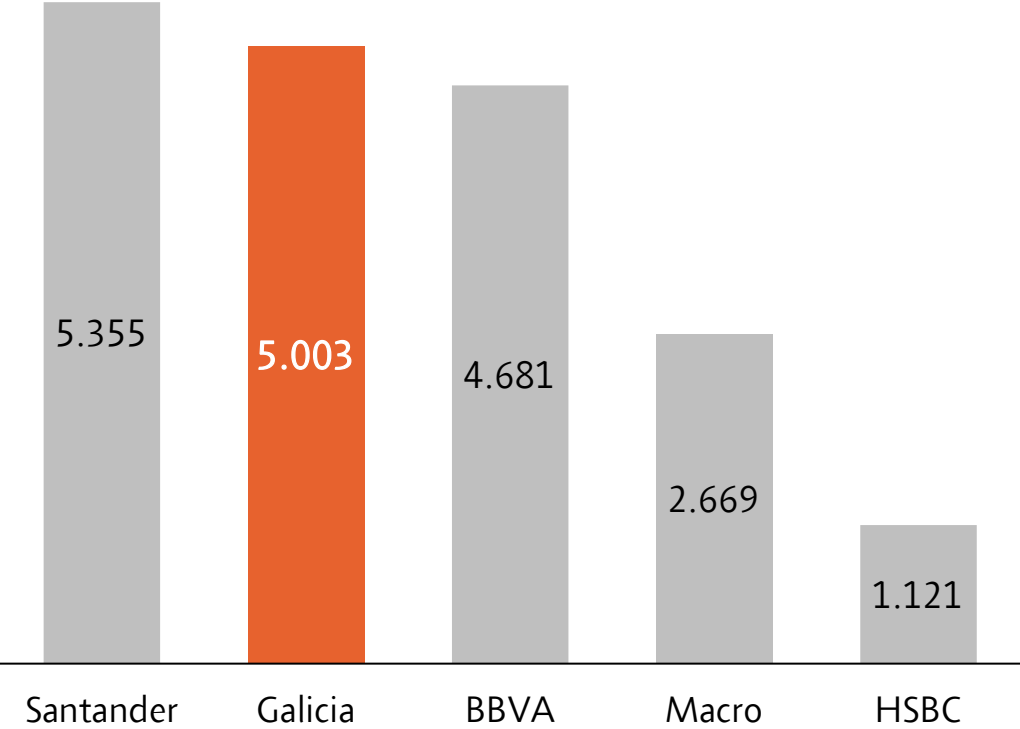
Peer Comparison



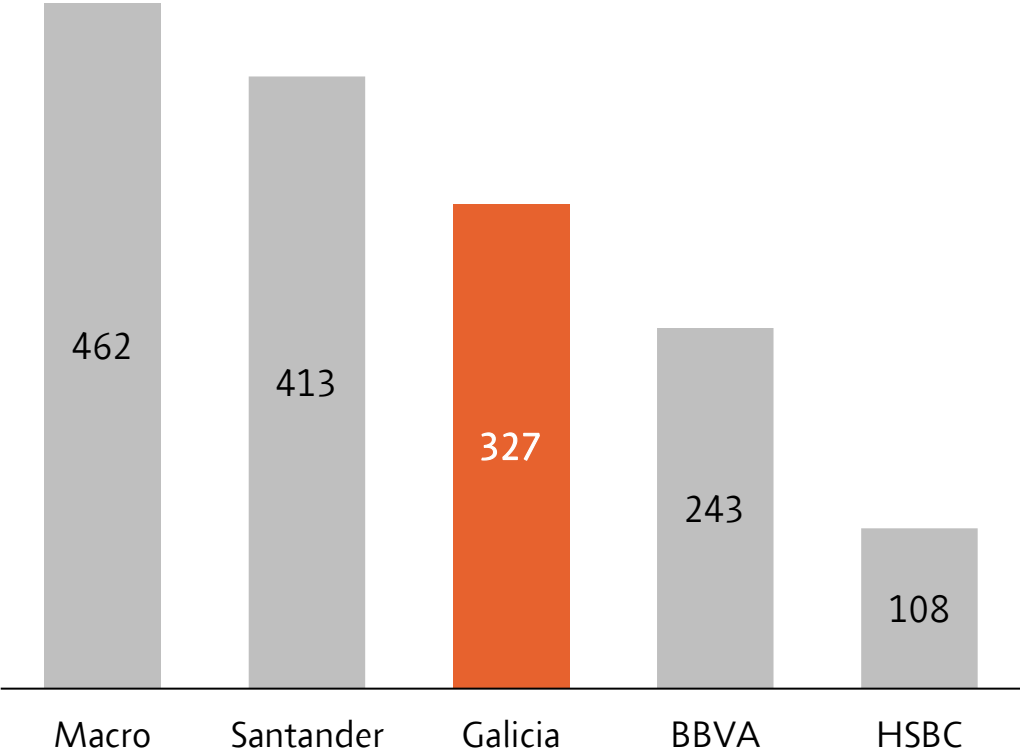
As of February 28, 2022.

Peer Comparison

Credit Cards
(in thousands)



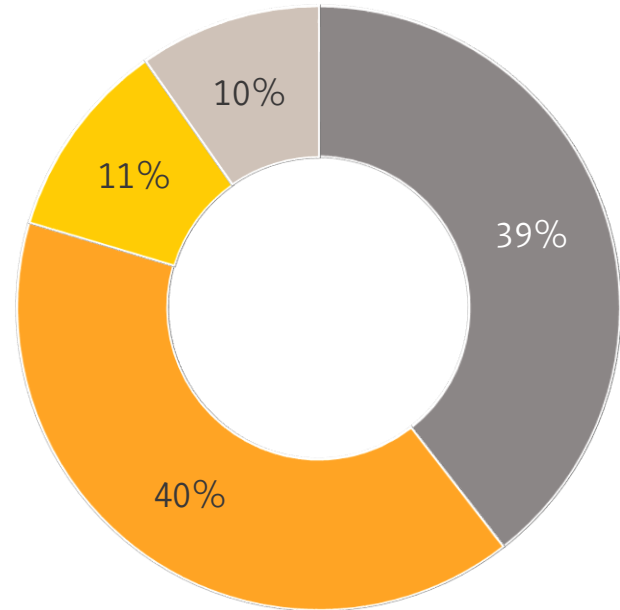
Branches



As of February 28, 2022.

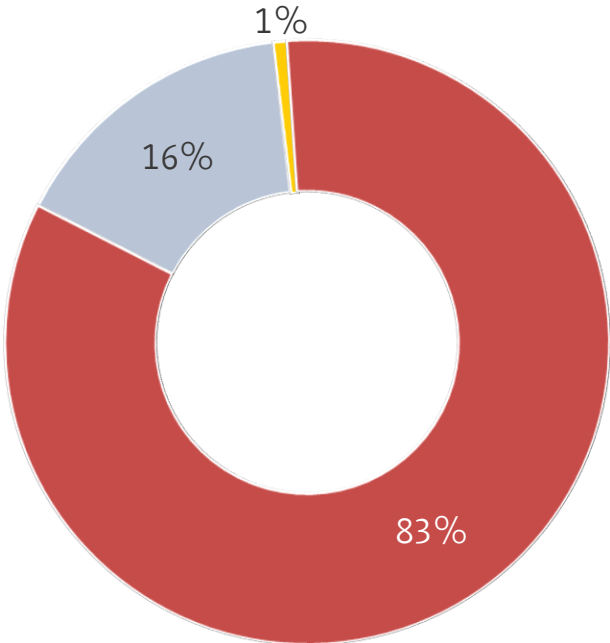
Customers

Consumer Banking
Total: 3,284,830



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

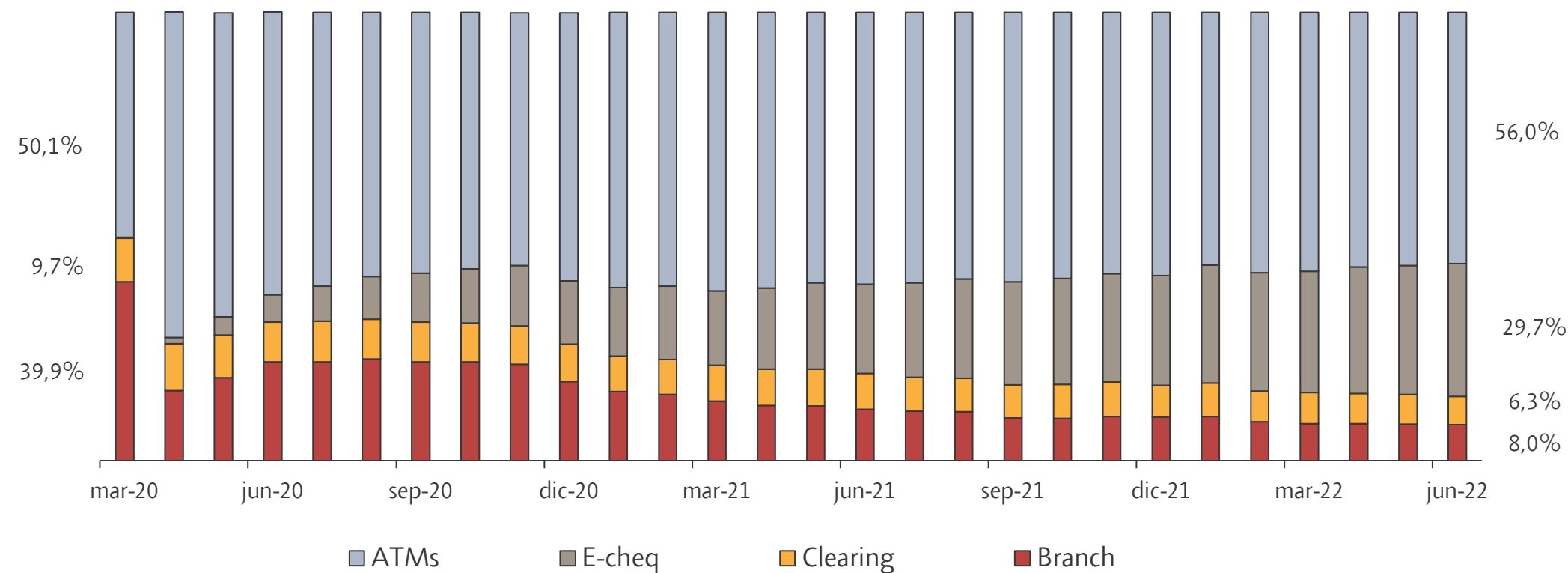
Corporate Banking
Total: 123,289



■ Agribusiness ■ Corporations ■ SMEs

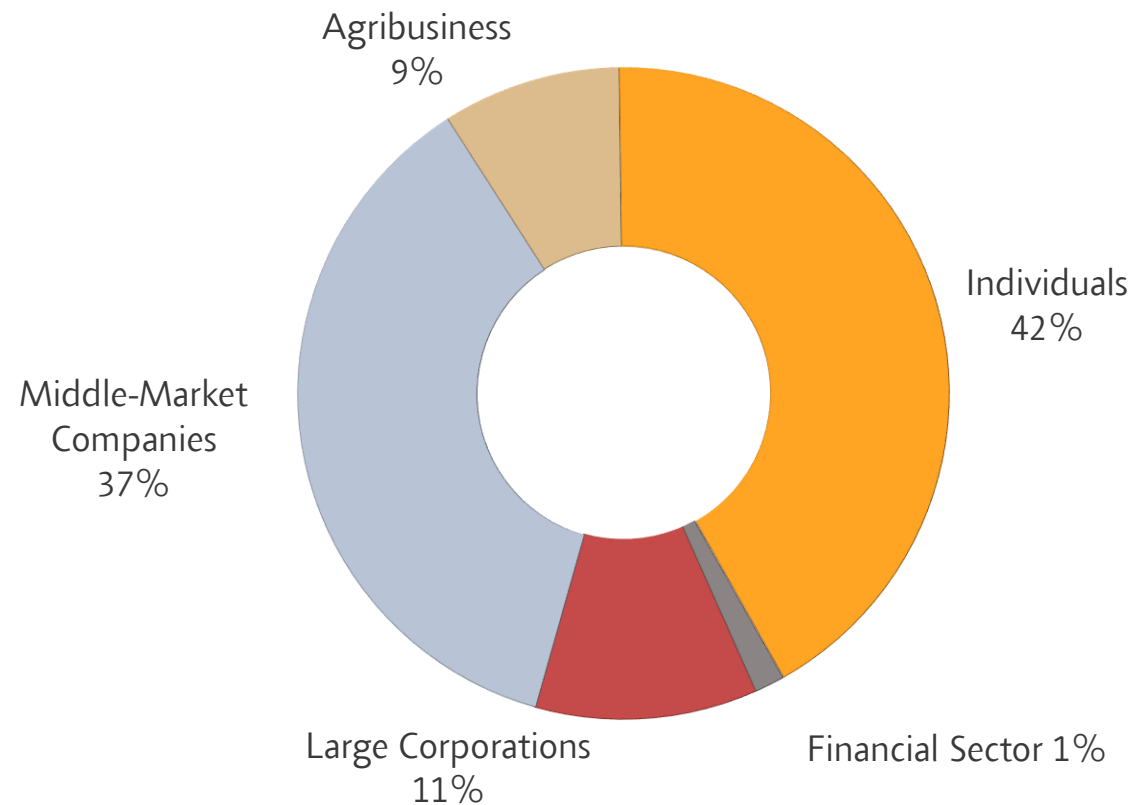
As of June 30, 2022.

Deposited checks – Breakdown per channel



Breakdown of Loans to the Private Sector

Gross Loans: Ps. 649.3 billion

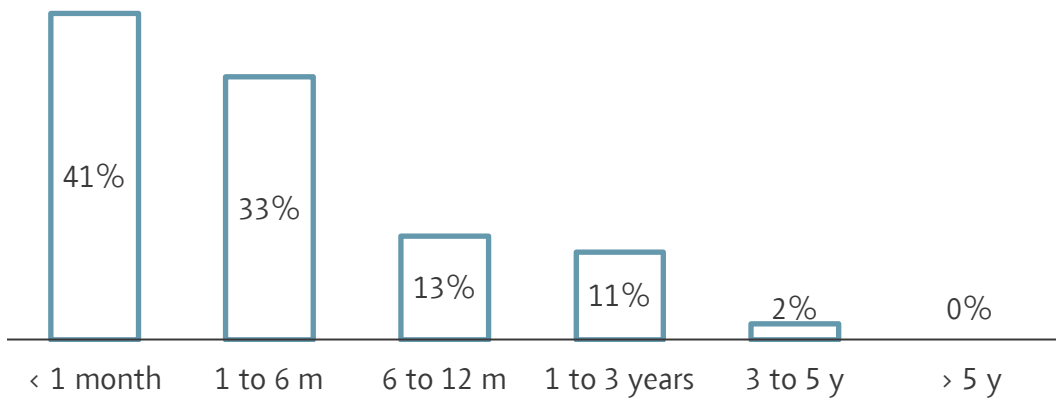


As of June 30, 2022.

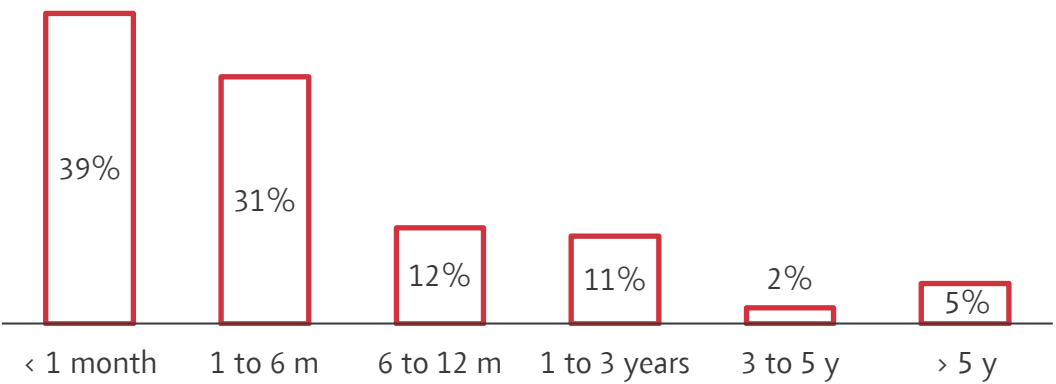
Loans in foreign currency: 5.9%.

Loan Portfolio by Maturity

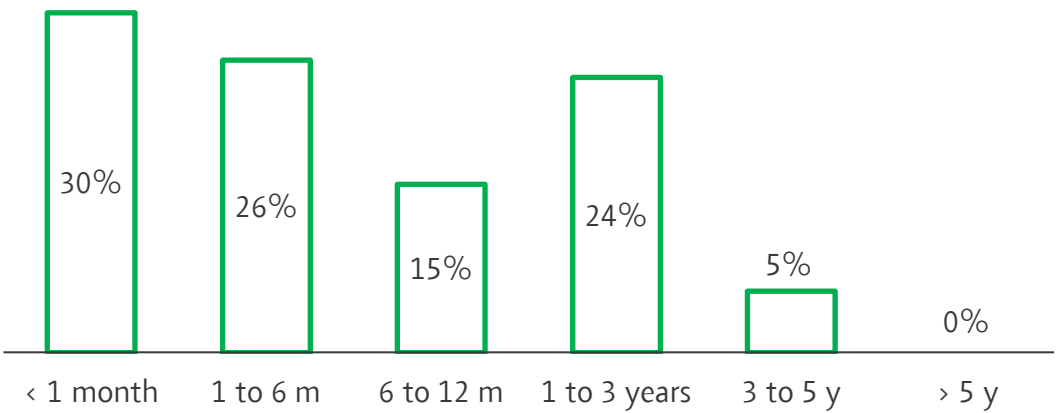
Pesos



Pesos + UVA

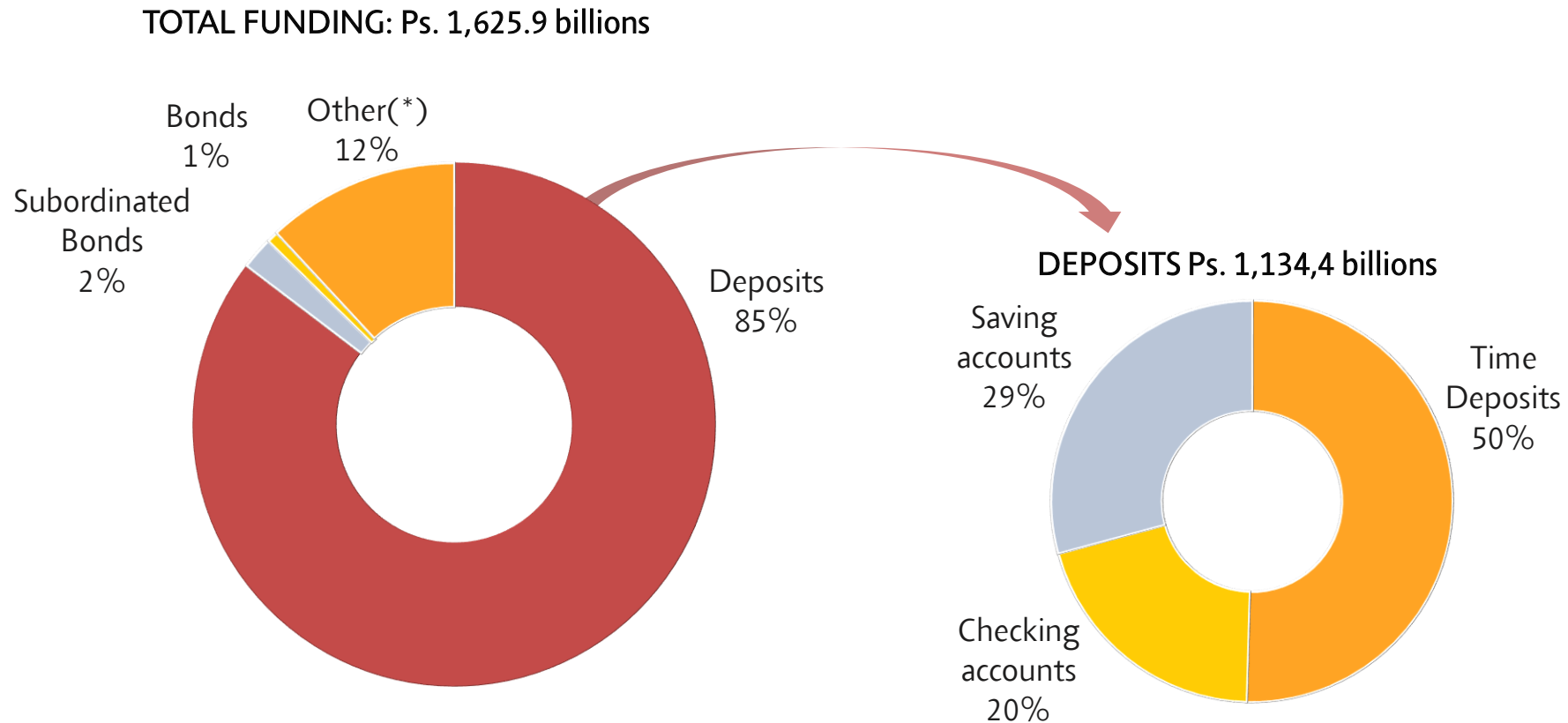


Dollars



As of June 30, 2022.

Funding and Breakdown of Deposits

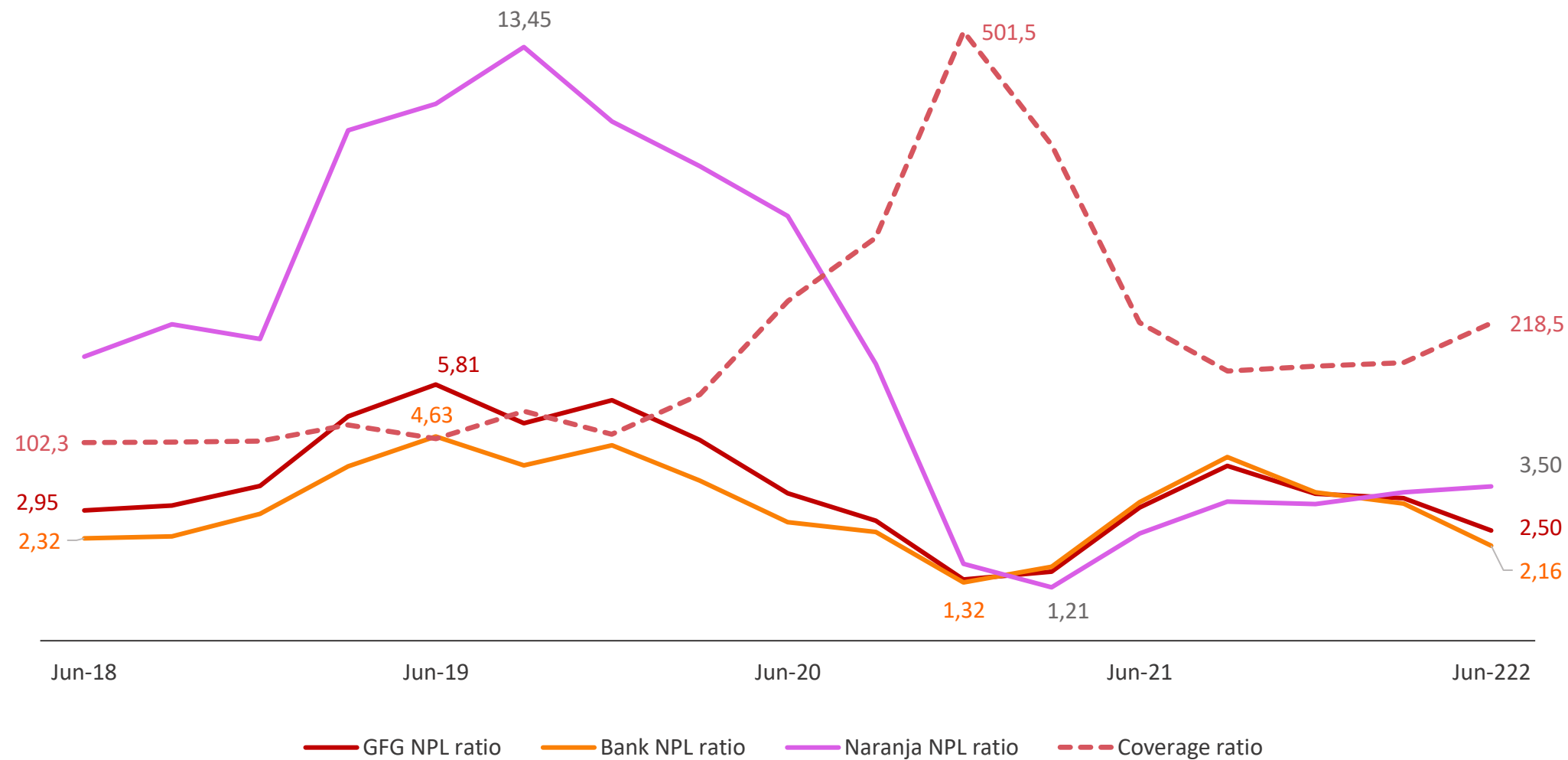


(*) Includes among other: repos, financial institutions, collections on account of third parties, debt with merchants.

As of June 30, 2022.

USD-denominated deposits: 17.3%.

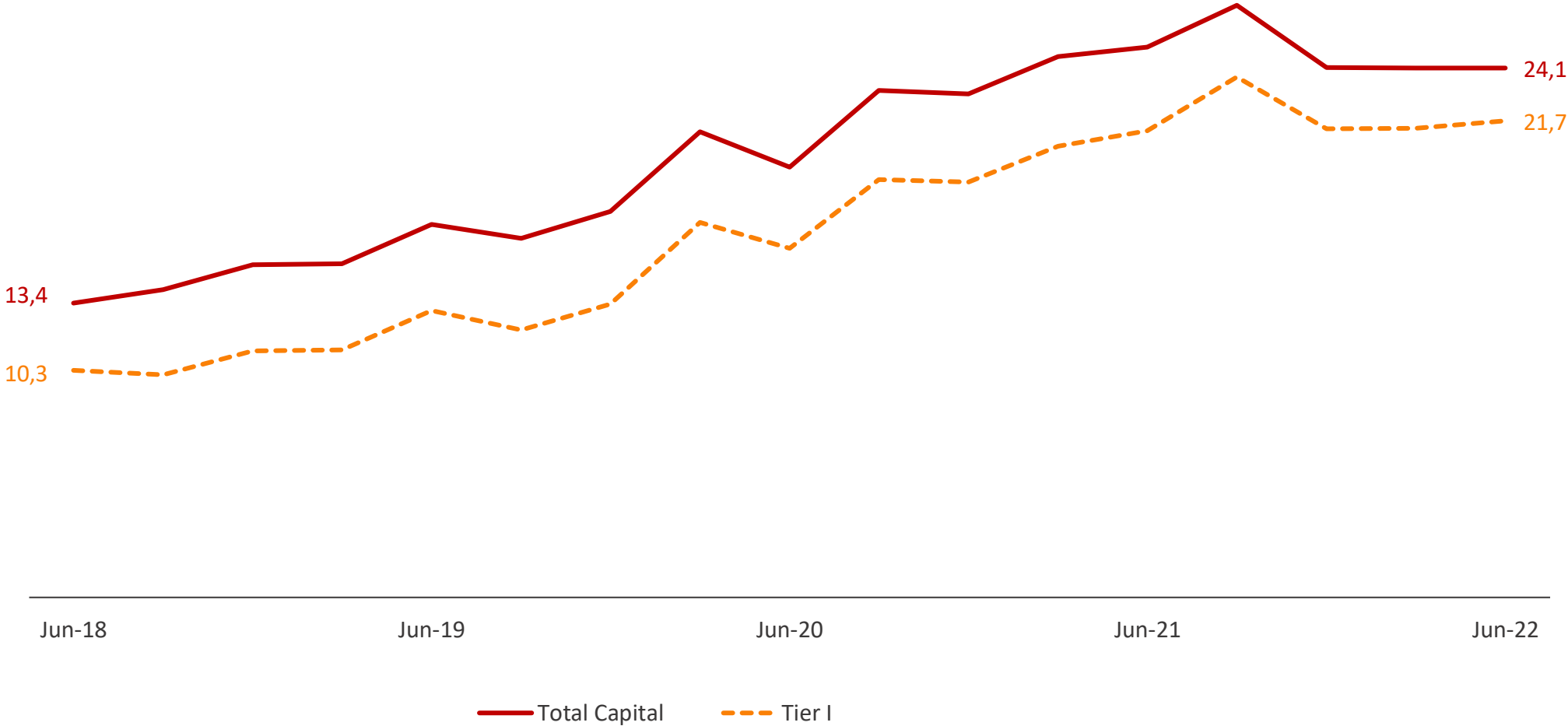
Asset Quality



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

As of June 30, 2022.

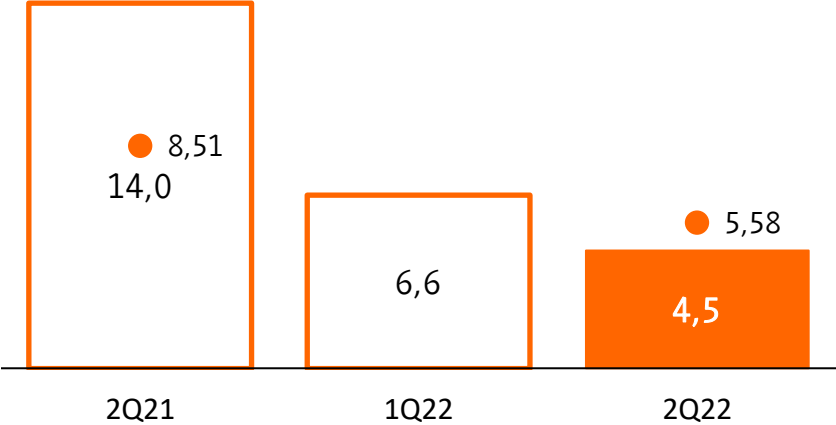
Capital Ratio



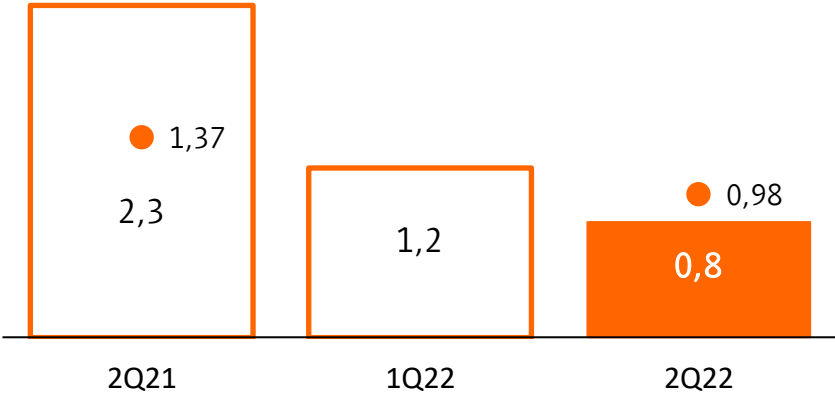
As of June 30, 2022.

Profitability

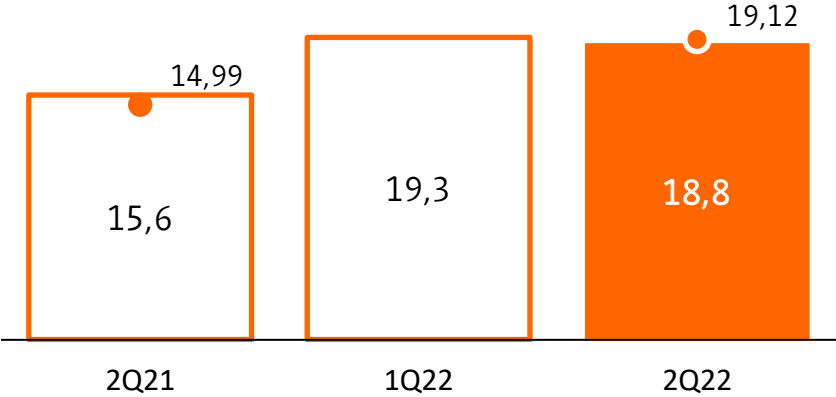
ROE



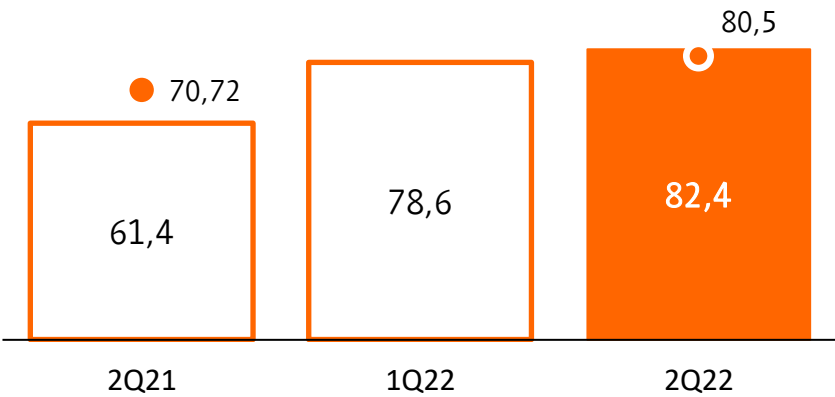
ROA



Financial Margin

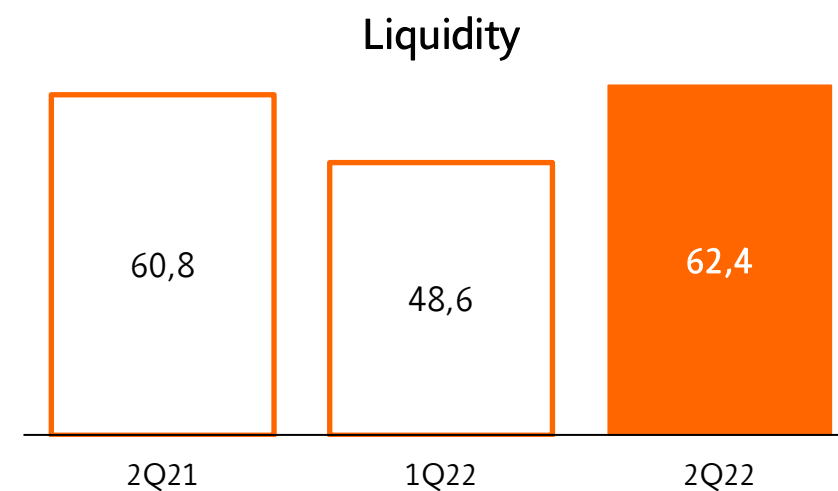
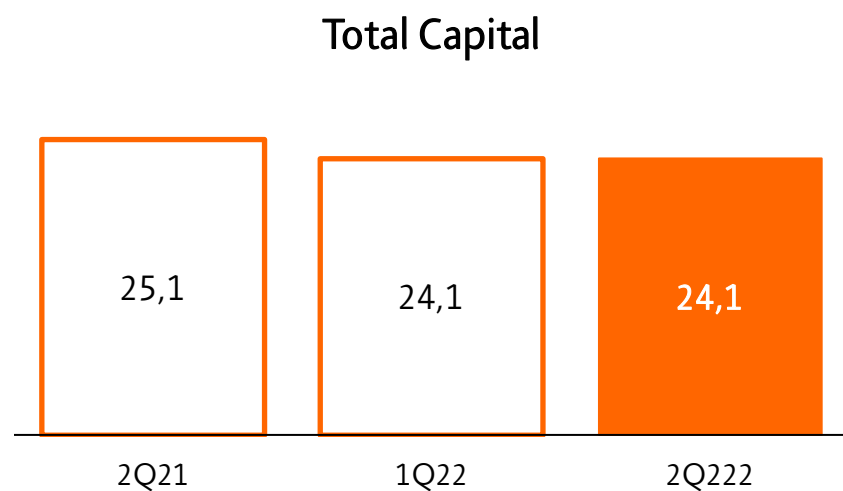
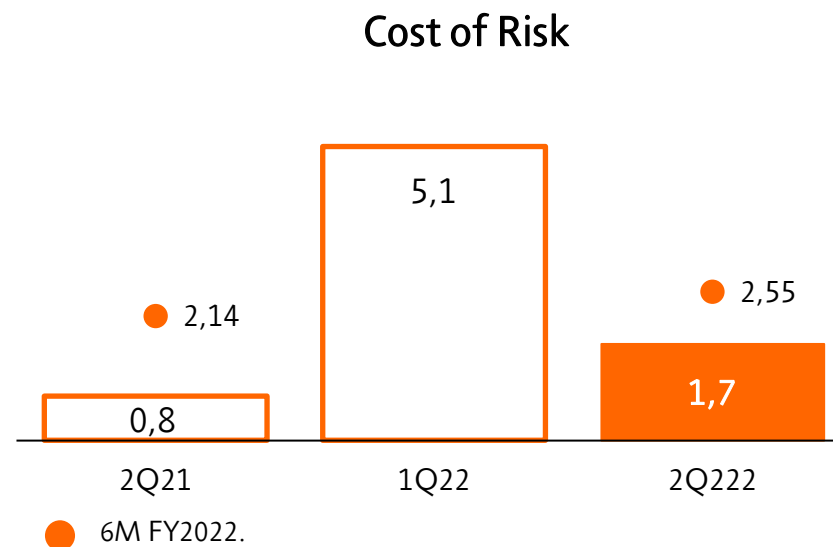
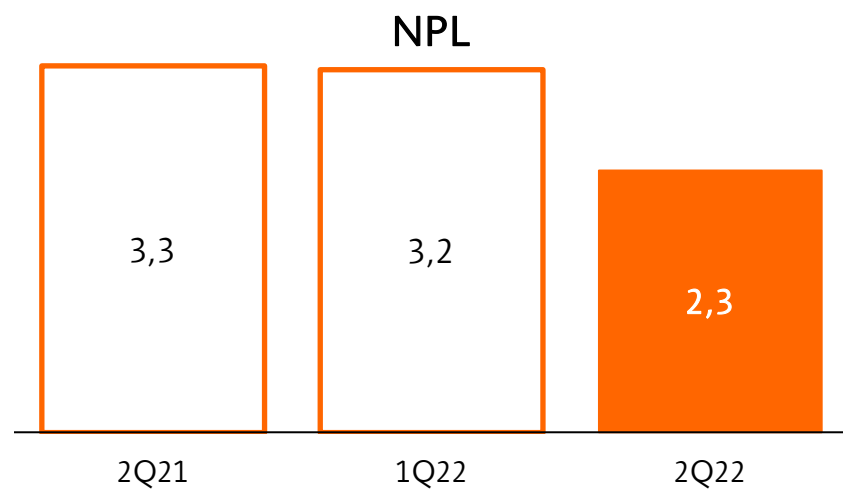


Efficiency



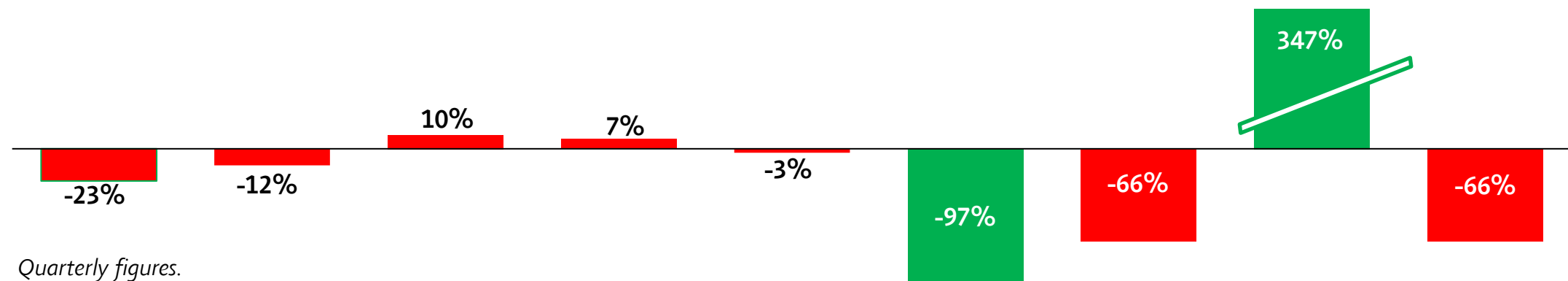
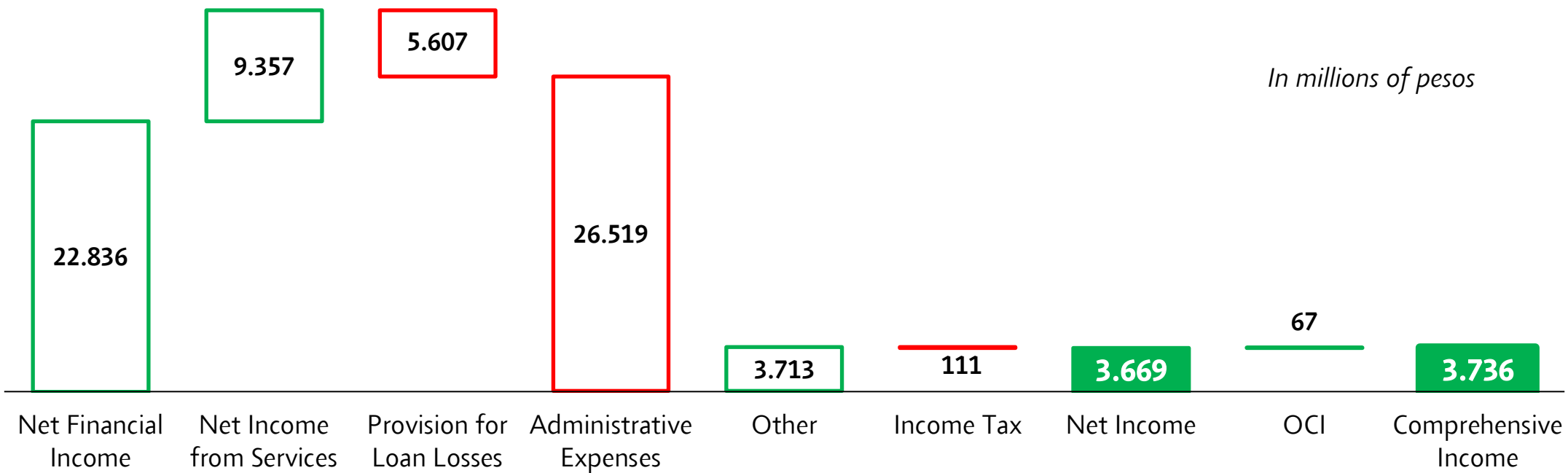
● 6M FY2022.
As of June 30, 2022.

Relevant Ratios



As of June 30, 2022.

Consolidated Income Statement - 2Q22



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Business Summary

Net Income

2Q22 Ps. 491 m

- 81% y/y

ROE

2Q22 3.34%

- 1,550 bp y/y

ROA

2Q22 0.76%

- 386 bp y/y

LOANS

Ps. 233,0 bn

+ 16% y/y

USD 1.9 bn

ASSETS

Ps. 267.4 bn

+ 18% y/y

USD 2.1 bn

EQUITY

Ps. 59.4 bn

+ 6% y/y

USD 0.5 bn

Exchange rate = 125.22 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 June 30, 2022.*

- » 8.6M cards issued¹.
- » 4.6M customers (3.3M credit card card holders & 1.3M additional credit card holders).
- » 3.1M monthly statements (#MAPs).
- » 71k MAMs (Comercios Amigos).
- » USD 625M TPV (monthly avg.).
- » 2.2M insurance policies.
- » 30M 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).
- Free saving account paid balances.

» Financial products - > “coming soon”

- Microloans.

As of June 30, 2022.

» 3.1M #Reg. Users.

» 2.3M #Onboardings.

» 984k #saving account w/balance.

» 739k MAPs (app users).

» USD 52.8M Deposits.

» USD 175M TPV (monthly).

Business Summary – Solutions for Merchants



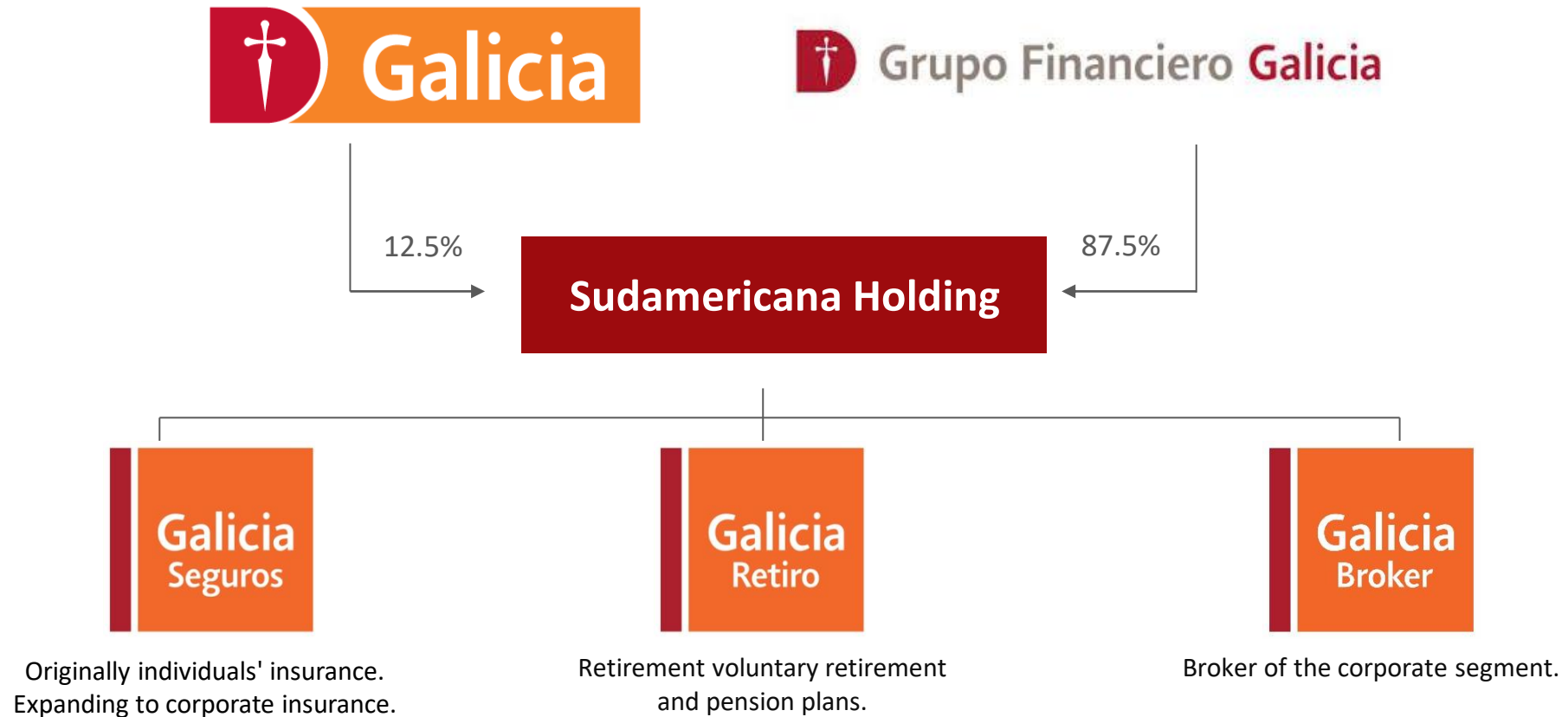
- » A unique solution in collections with a free saving account and a debit card.
 - » All in the same app with a simplified onboarding.
 - » Accept all the payment methods local and international (Swipe, NFC, Contactless, QR and Payment Link).
 - » Merchants can choose the collection time (online or installments).
-
- » 42k MAMs (Micro merchants).
 - » 36k saving accounts.
 - » 14k monthly sales.
 - » USD 16M TPV (monthly avg.).

As of June 30, 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>				
	Turnover (*)	13.050	33	336
	AUM	2,184	797	145
	Equity	1,748	173	151
	Profit (*)	1.867	41	141

As of June 30, 2022.

() 12 months.*

General Data



Annual Turnover: AR\$ 13.4 billion (FY2022)



Policies in force: 2.8 million (voluntary insurance)

Positioning 2022*

	Ranking	Market Share
Homeowners Insurance	1 st	9.5%
Theft	1 st	15.4%
Personal Accidents	6 th	6.0%
Group Life	13 th	2.4%

* As of March 31, 2022.

Distribution Channels

Business Partners' Branches	Over 488 branches of our affiliated companies (Banco Galicia and Naranja X).
Telemarketing	• 79 telemarketers at our own call center. • 214 telemarketers at an external call center.
Specialized Insurance Stands	Near 58 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	 

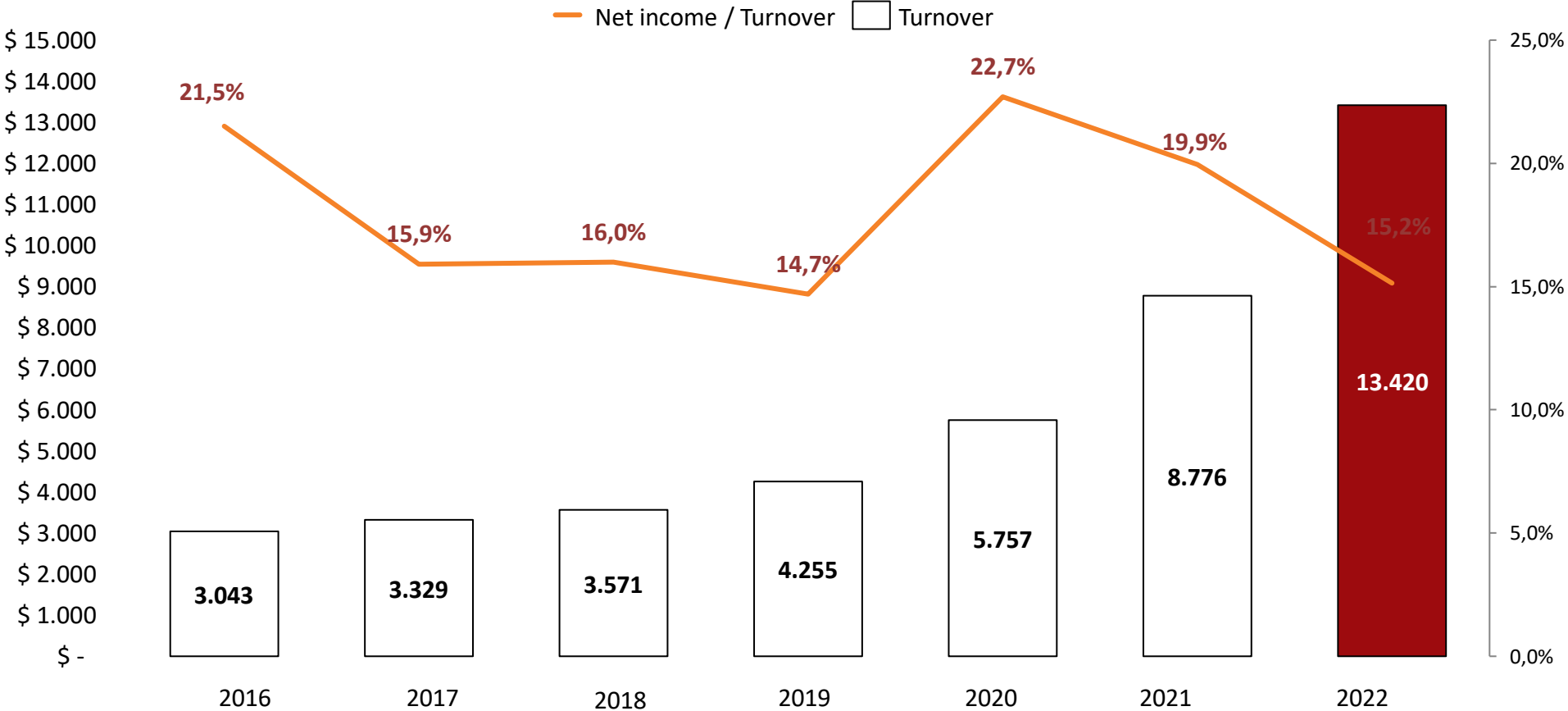
Main Products

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

(in million AR\$)



Combined Ratio GS (%)

75%

84%

86%

88%

83%

83%

85%

Agenda

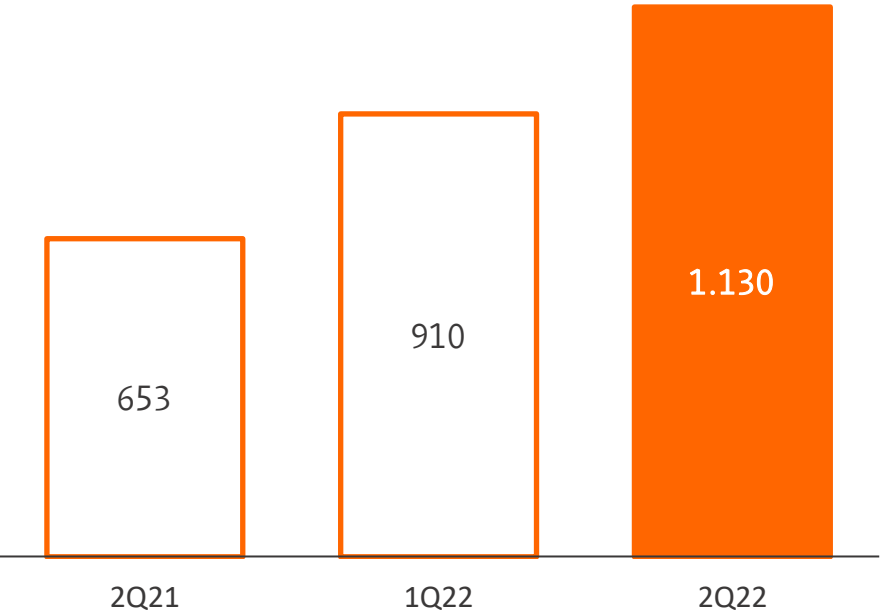
- 1 . The Argentine Economy
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Business Summary

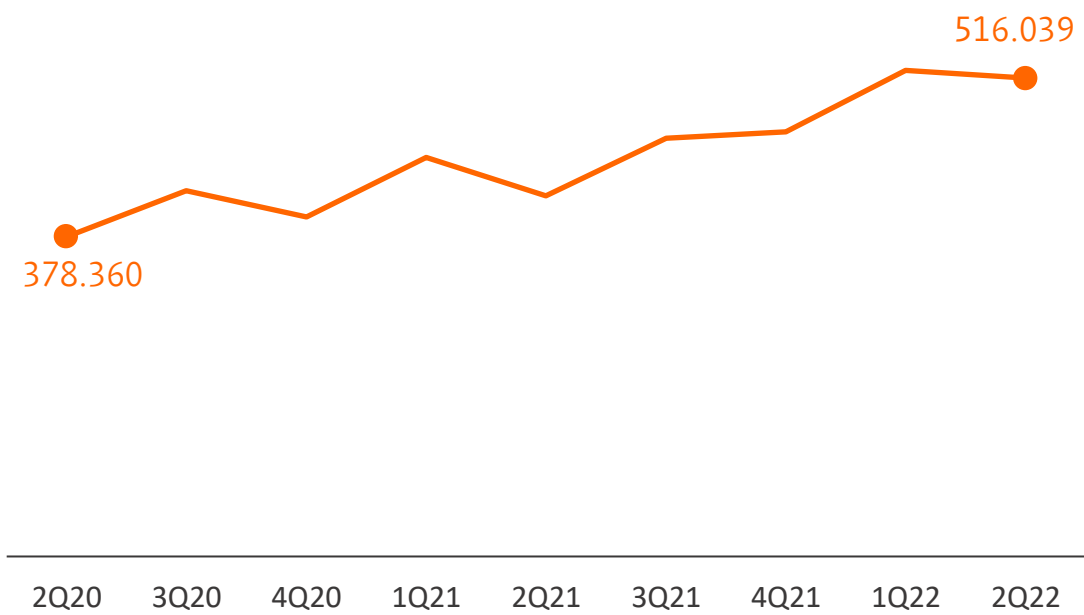
- Established in 1958.
- FIMA mutual funds.
- Institutional investors, companies and individuals.



Net Income (in million Ps.)



Assets under management (in million Ps.)



As of June 30, 2022.

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