



Grupo Financiero **Galicia**

Investor Presentation

Novembrer 2022



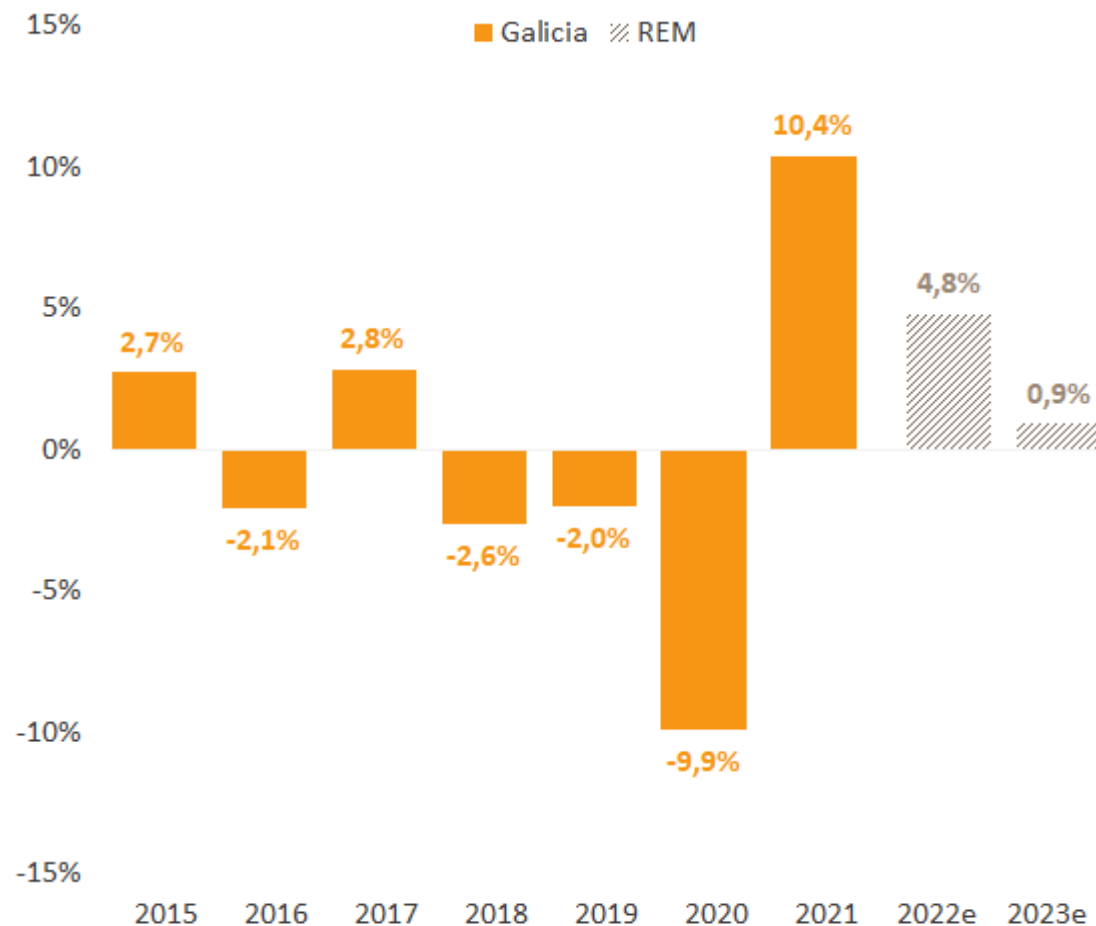
Agenda

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

Economic Activity

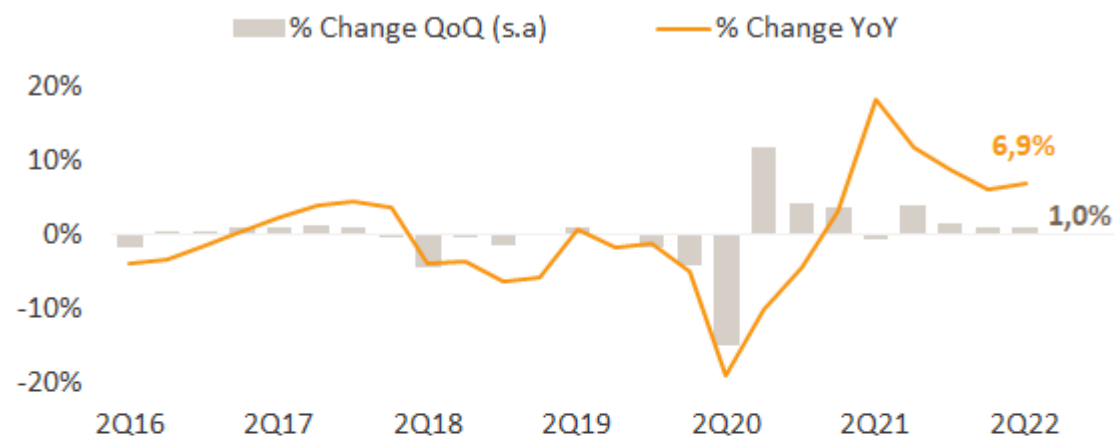
Real Gross Domestic Product

% Change YoY

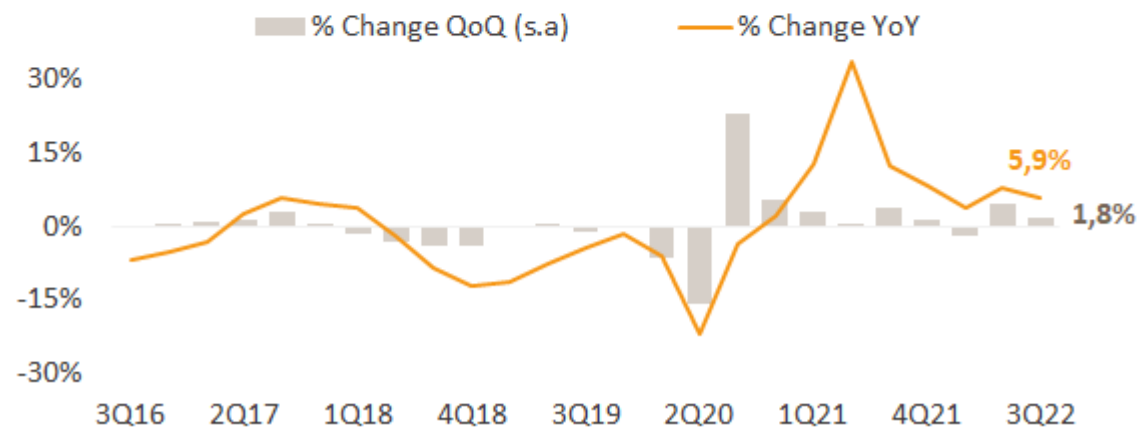


Source: Banco Galicia based on INDEC, BCRA and own estimations

GDP quarterly evolution



Industrial Production quarterly evolution



Source: Banco Galicia based on INDEC

International Environment

Agricultural Commodity Prices

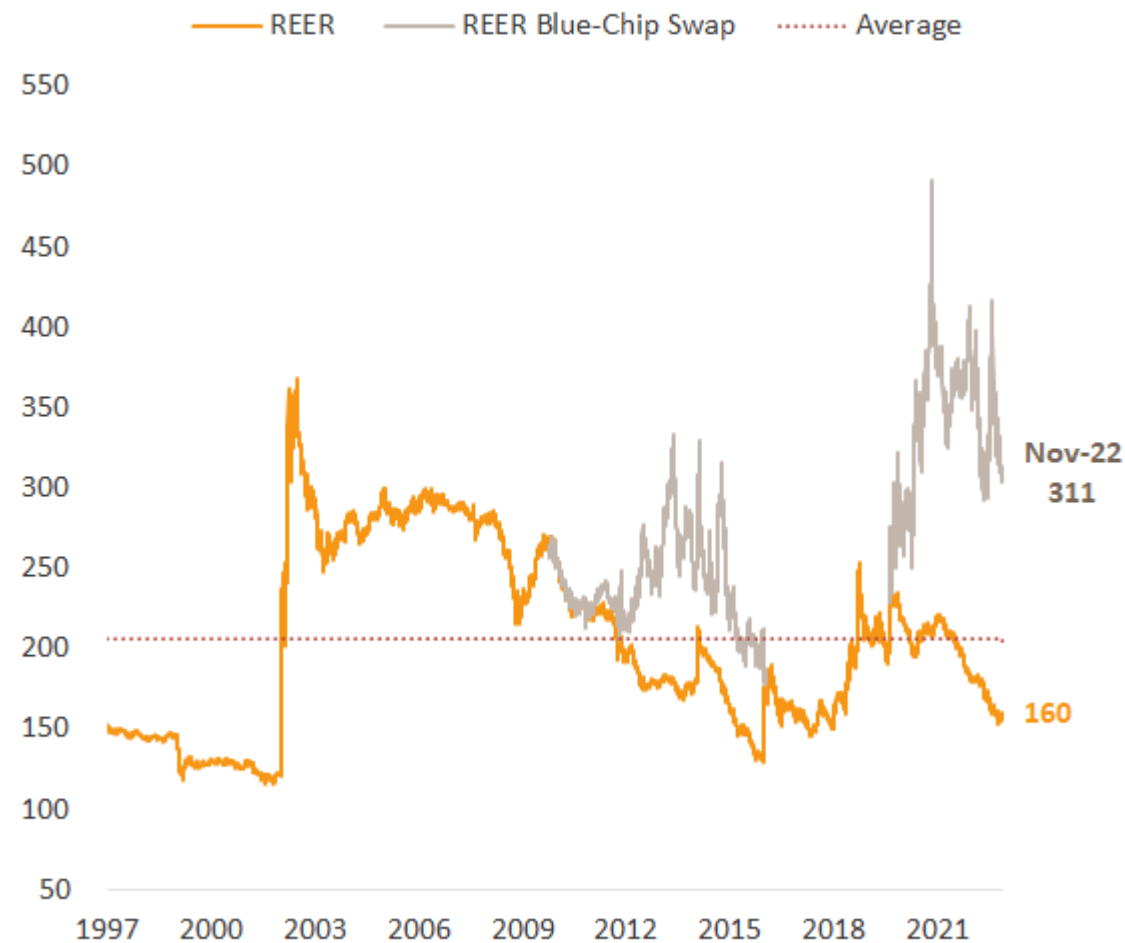
Index Dec-01=100.



Source: Banco Galicia based on BCRA

Real Effective Exchange Rates

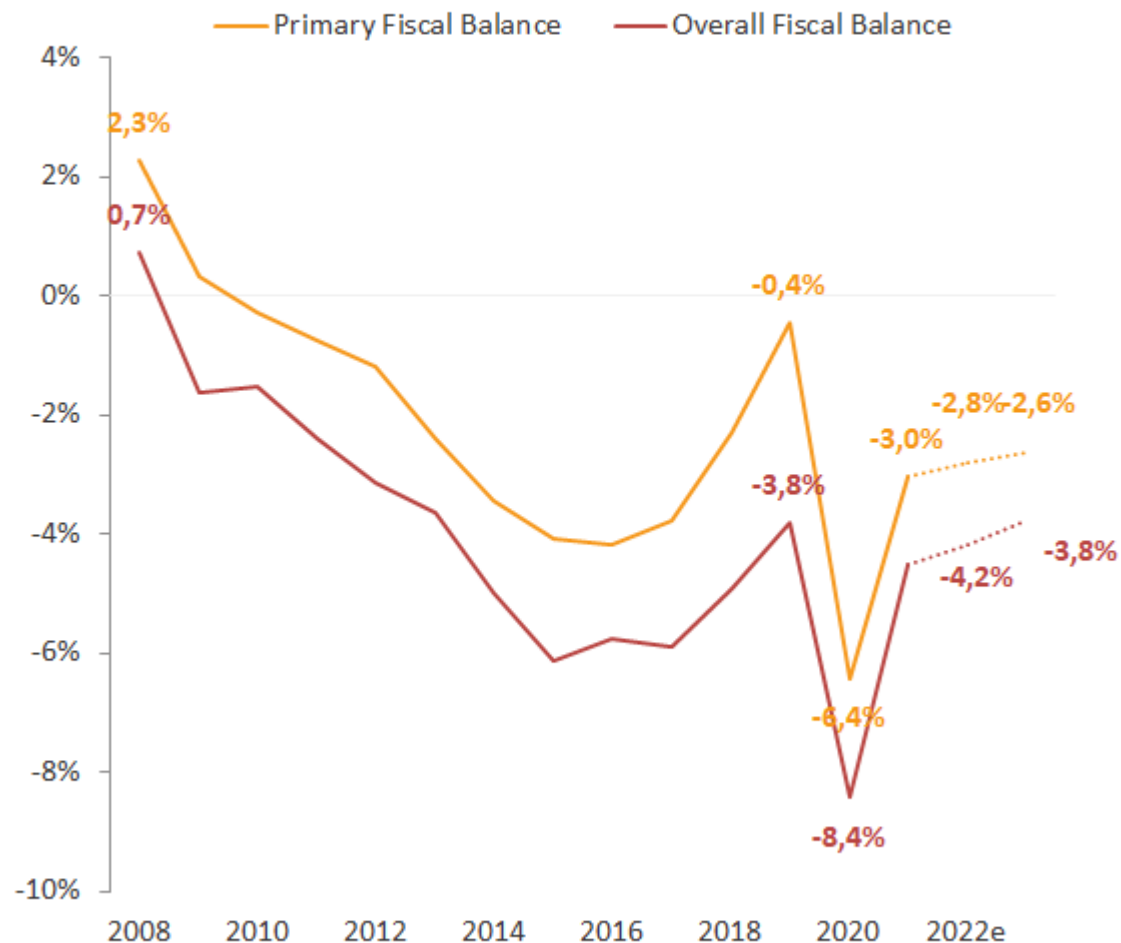
At Today Prices



Source: Banco Galicia based on BCRA

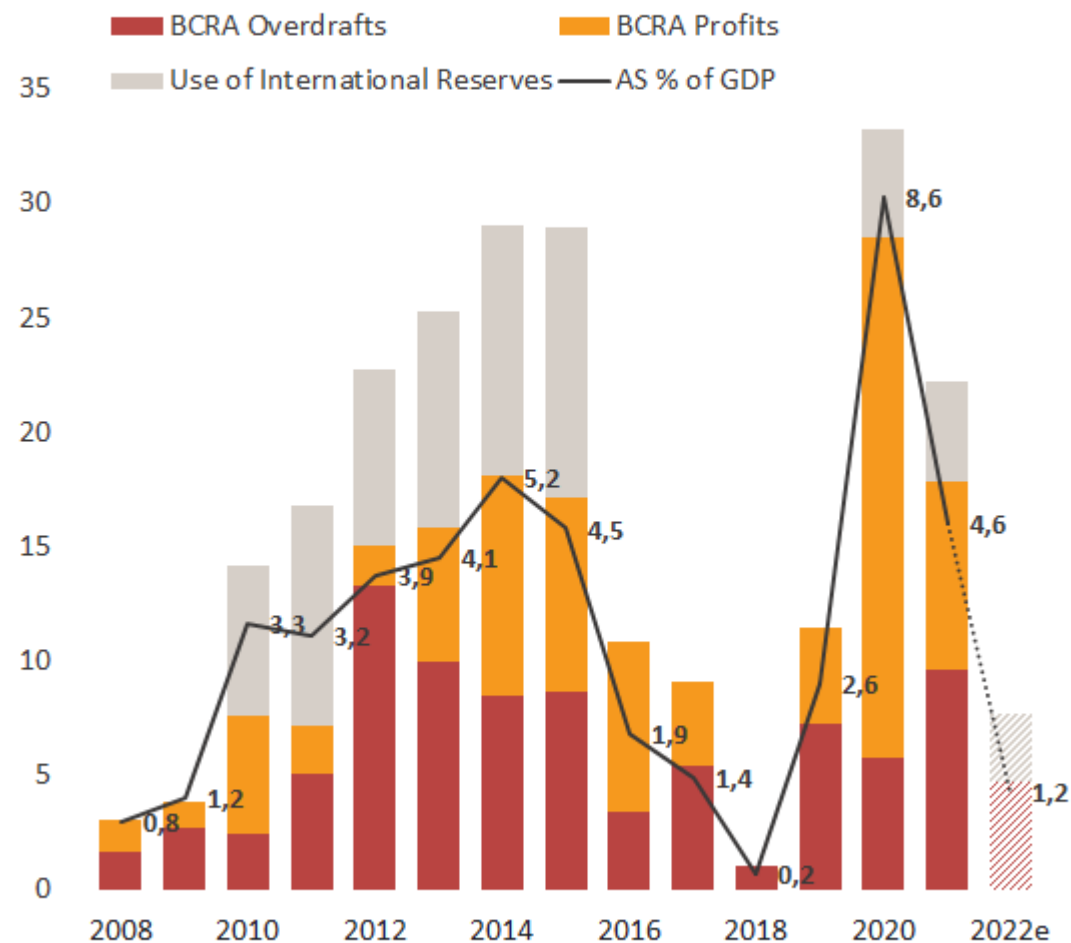
Fiscal Performance

Non-Financial Public Sector's Fiscal Balance
As % of GDP



Source: Banco Galicia based on Ministry of Economy and own estimates

Argentine Central Bank Financing
In USD billion | As % of GDP

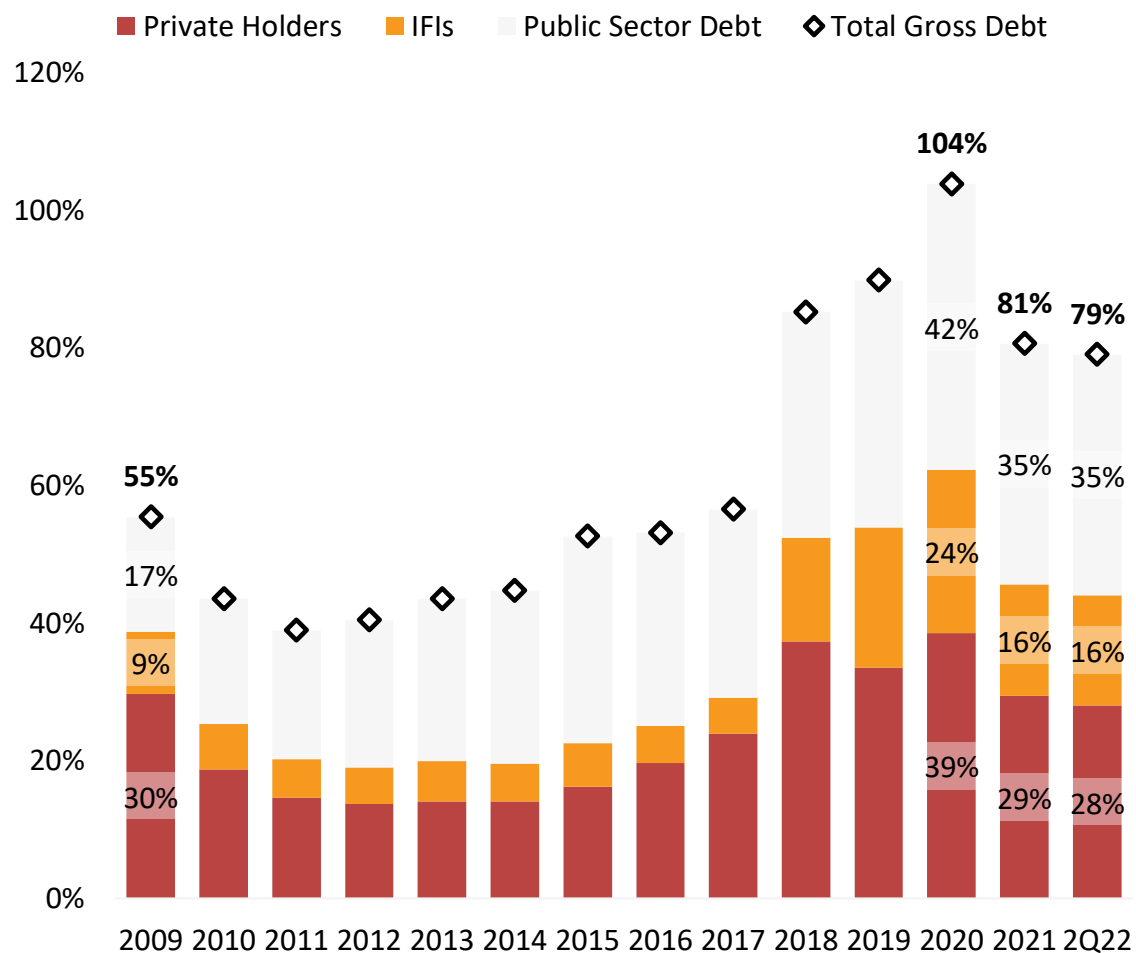


Source: Banco Galicia based on BCRA and own estimates

Sovereign Debt

Argentina: Public Sector Gross Debt

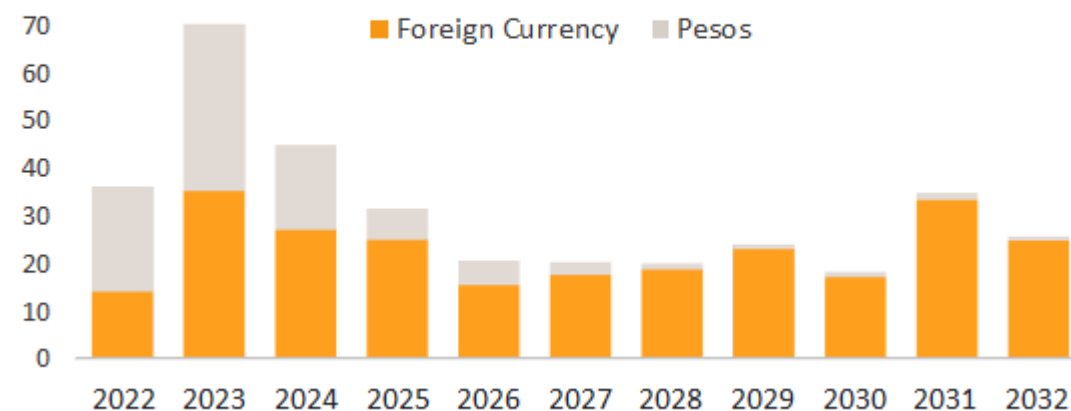
As % of GDP



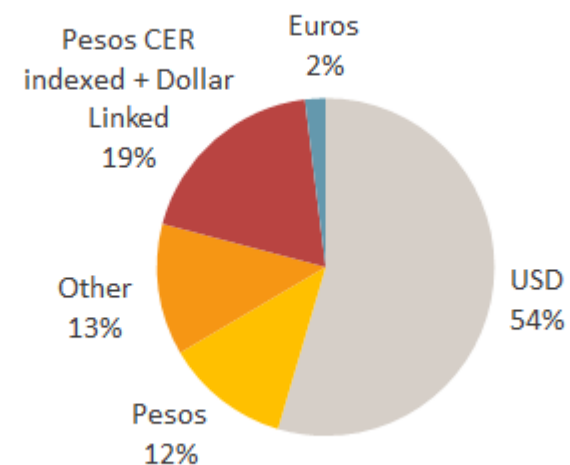
Source: Banco Galicia based Ministry of Finance and own estimates

Projected annual debt payments

In USD billion



Debt by Currency

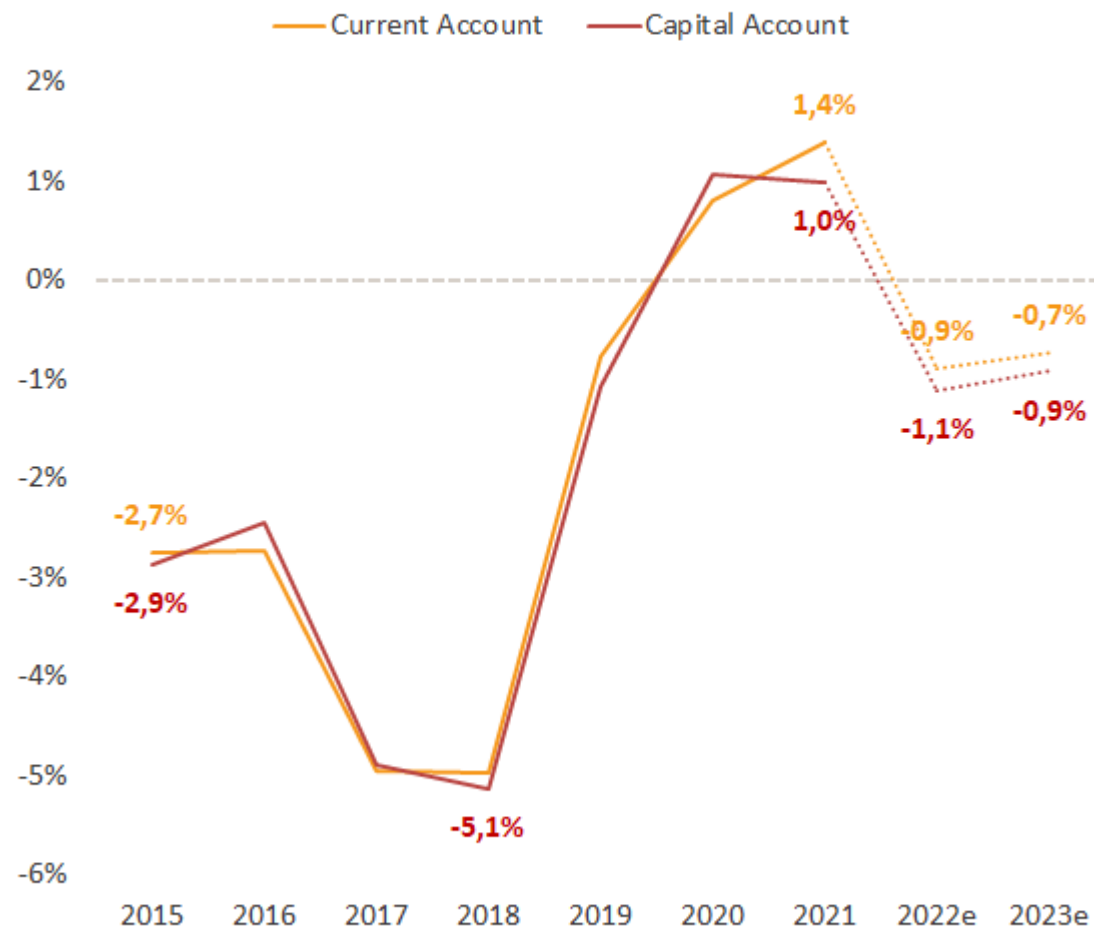


Source: Banco Galicia based on Ministry of Economy

External Sector Performance

Current and Capital Accounts

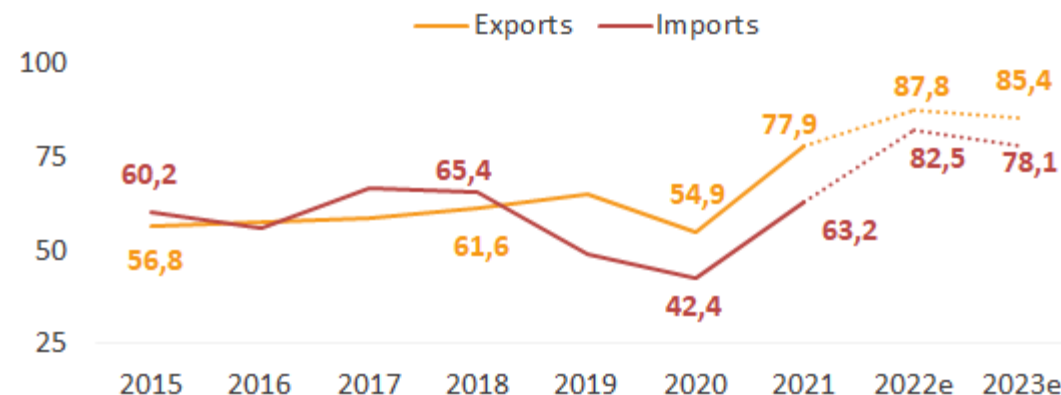
Accrual Basis | As % of GDP



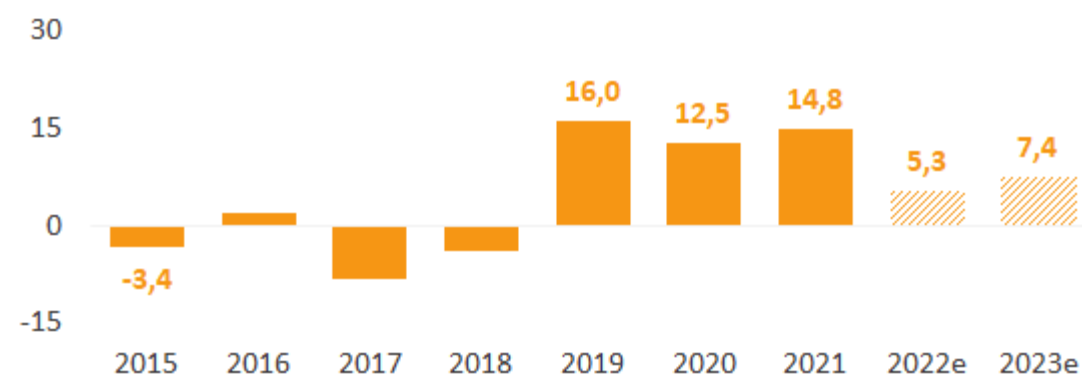
Source: Banco Galicia based on BCRA

Foreign Trade

In USD billion



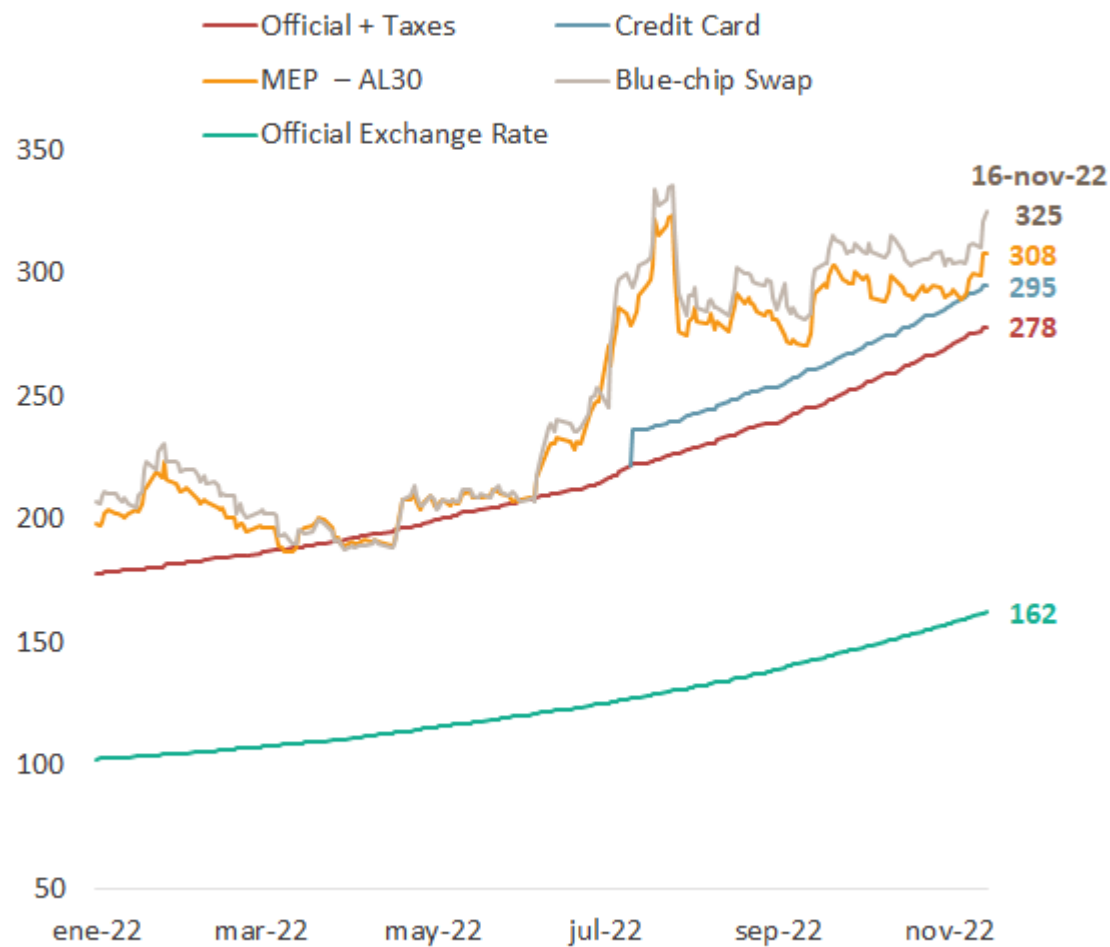
Trade Balance



Source: Banco Galicia based on BCRA

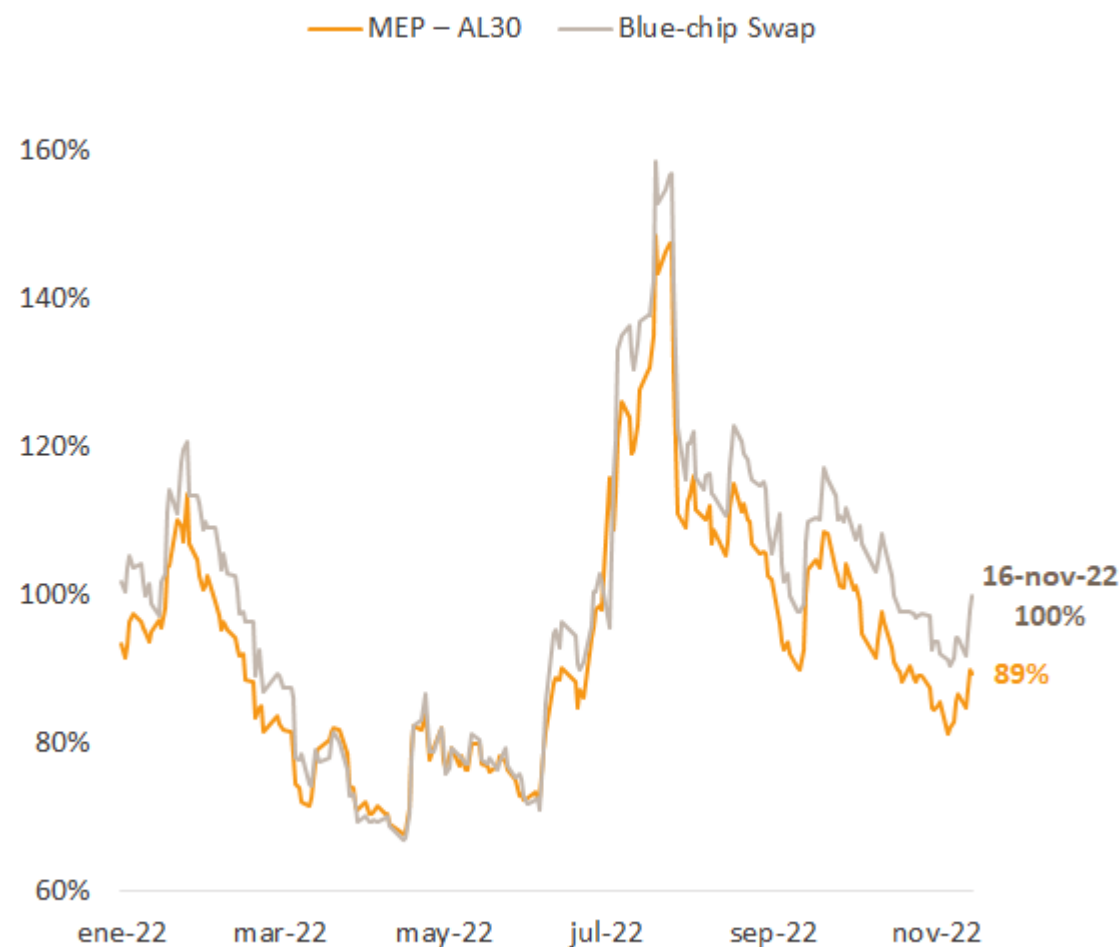
FX Markets

FX Rates
In ARS/USD



Source: Banco Galicia based on market data

FX Gap
As % of the official exchange rate

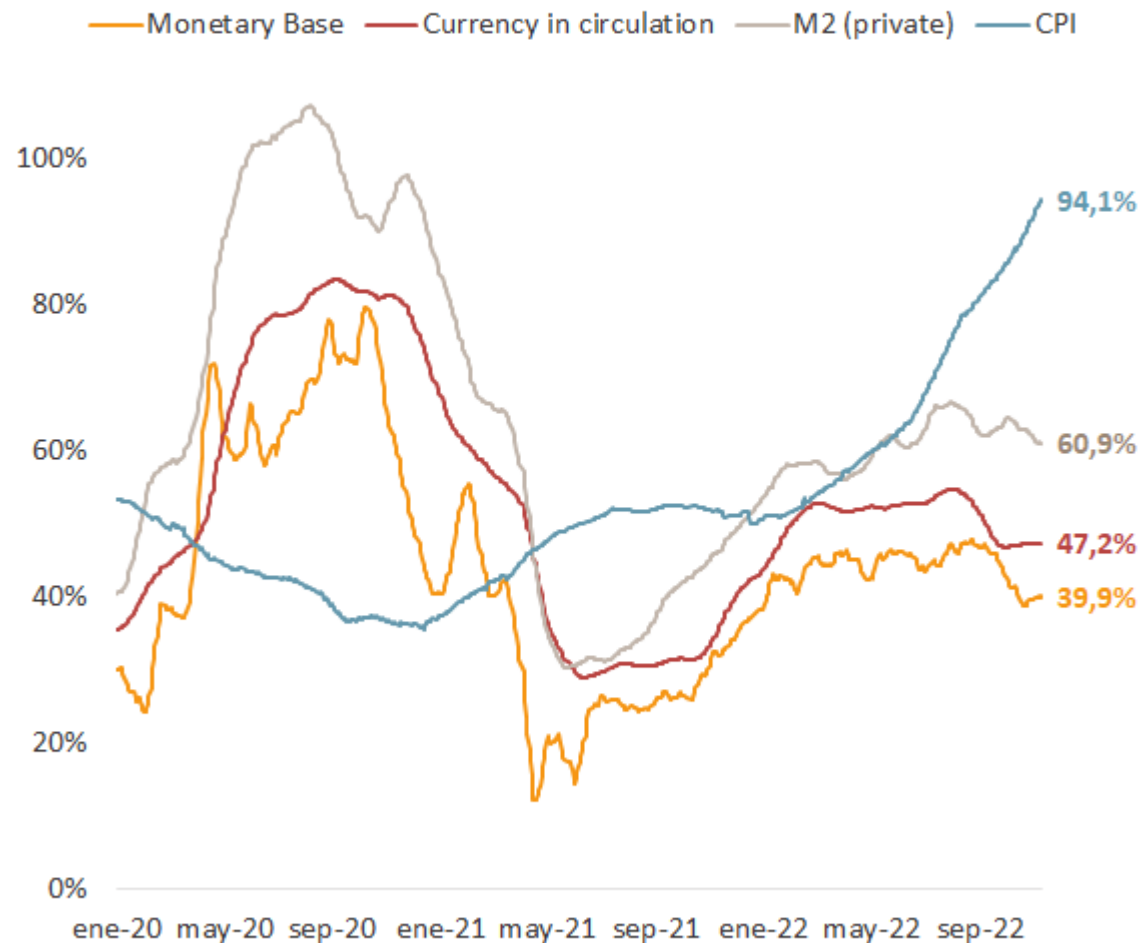


Source: Banco Galicia based on market data

Monetary Performance

Monetary Aggregates

20-day Moving Average | % Change YoY



Source: Banco Galicia based on BCRA

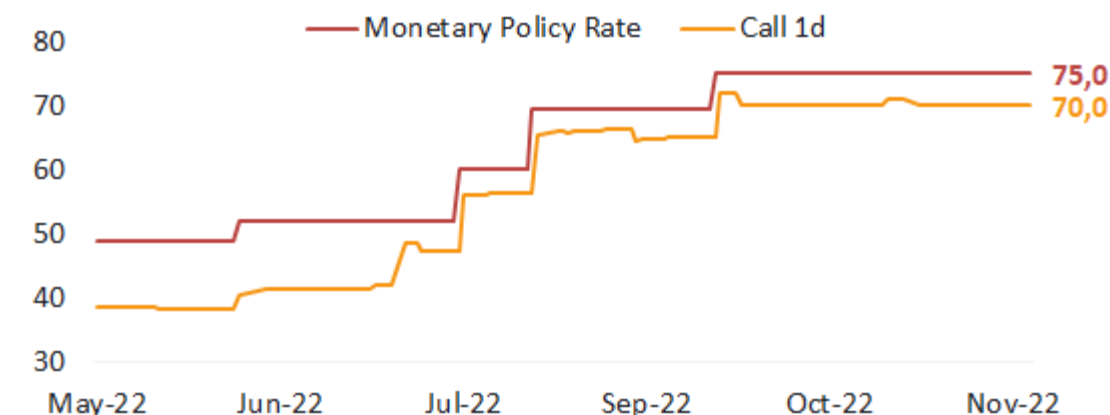
Net International Reserves

In USD billion



Central Bank Interest Rate Policy

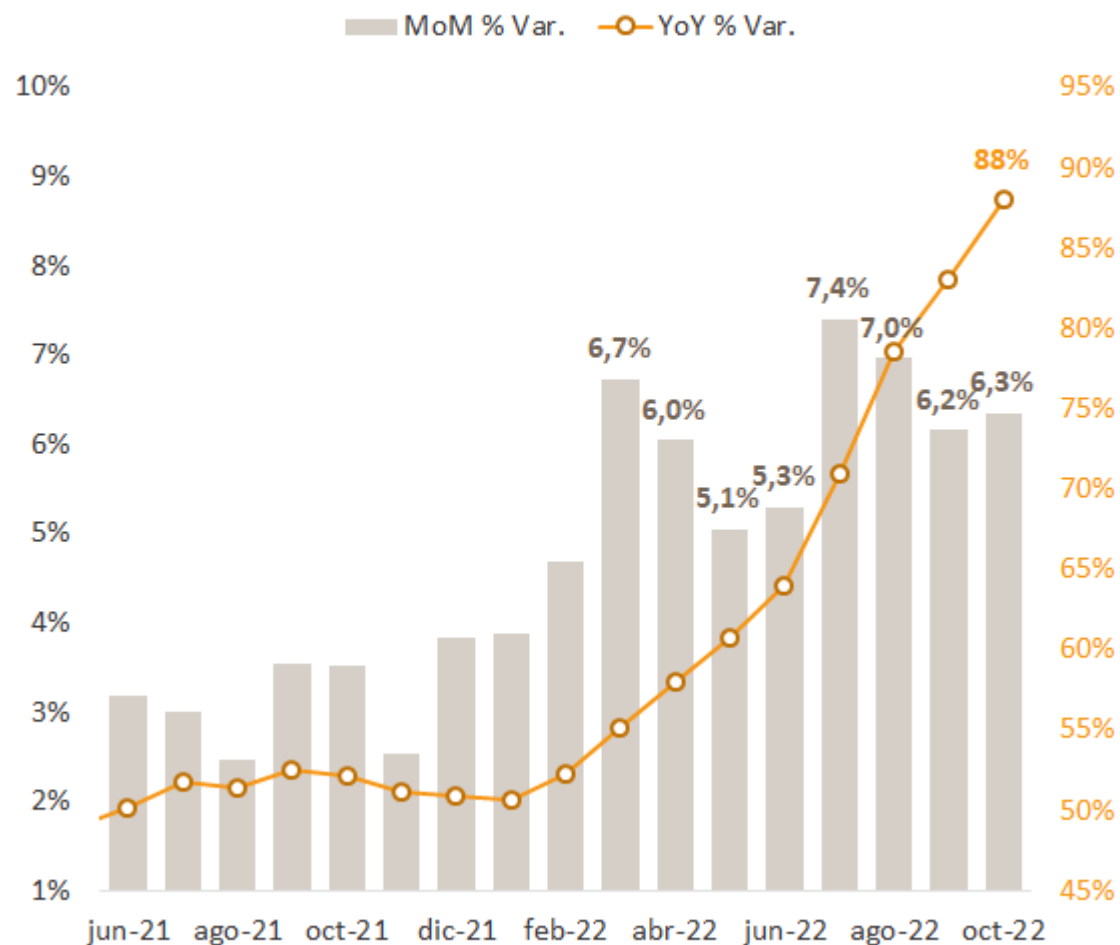
ANR (%)



Source: Banco Galicia based on BCRA

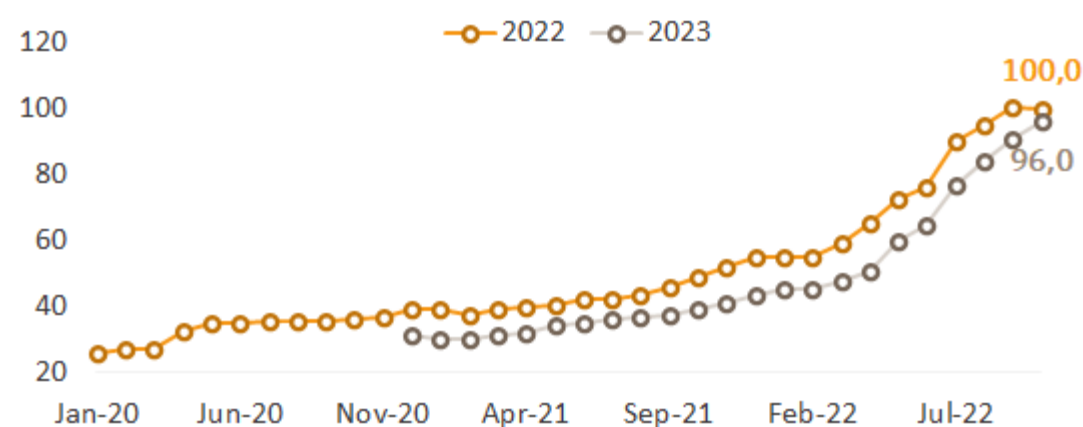
Inflation

National CPI
% Change MoM | % Change YoY

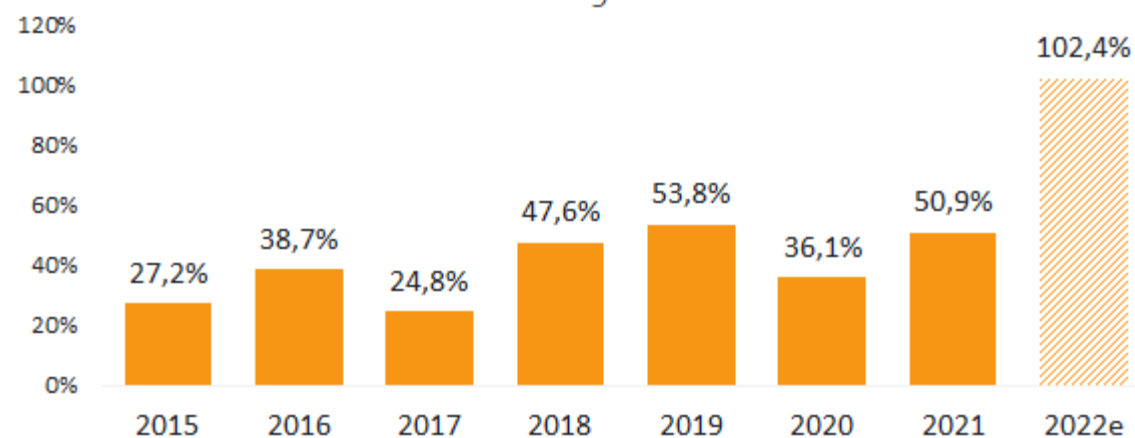


Source: Banco Galicia based on INDEC

Market Expectations – Central Bank Survey
Annual Inflation



Inflation
% Change YoY



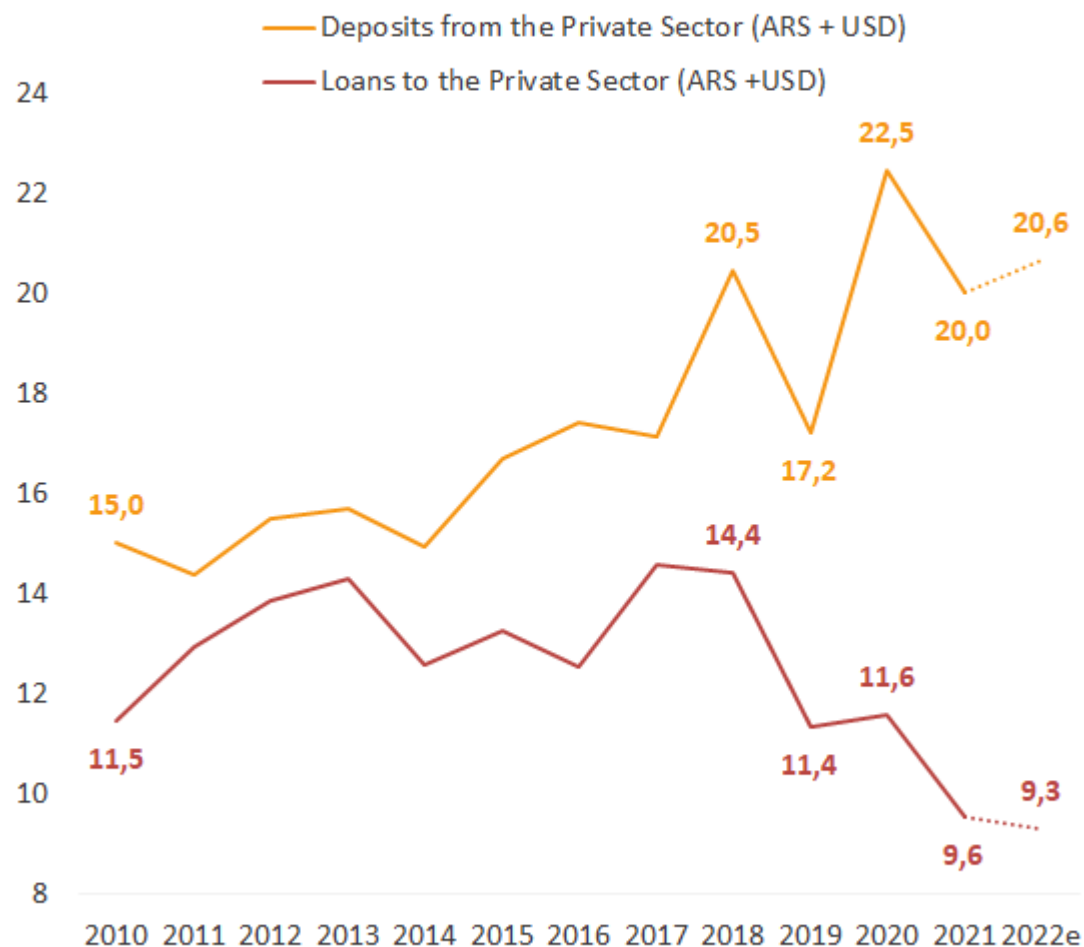
Source: Banco Galicia based on BCRA and own estimates

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Financial Depth

Deposits and Loans to the Private Sector
As % of GDP



Source: Banco Galicia based on Ministry of Economics and own estimations

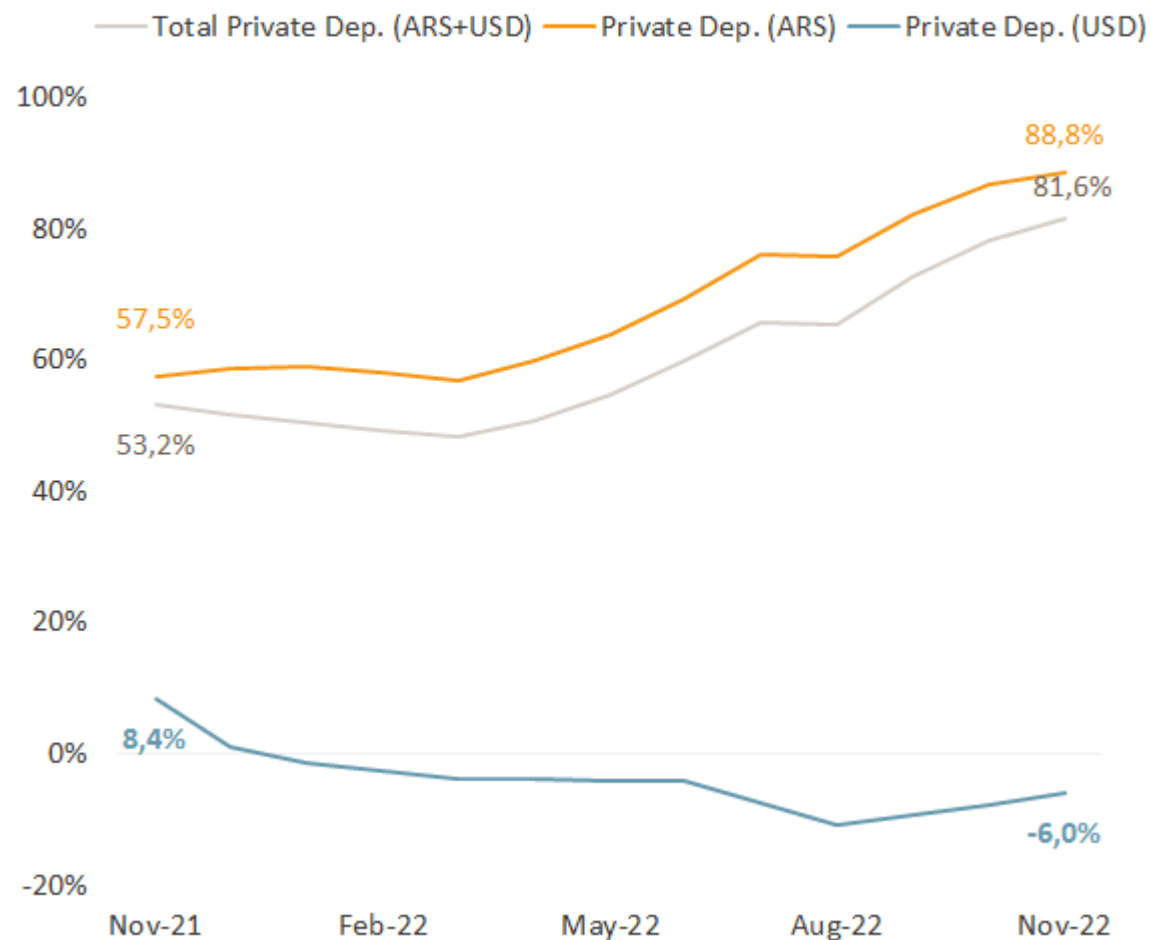
Financial Depth
As % of GDP



Source: Banco Galicia based on market data

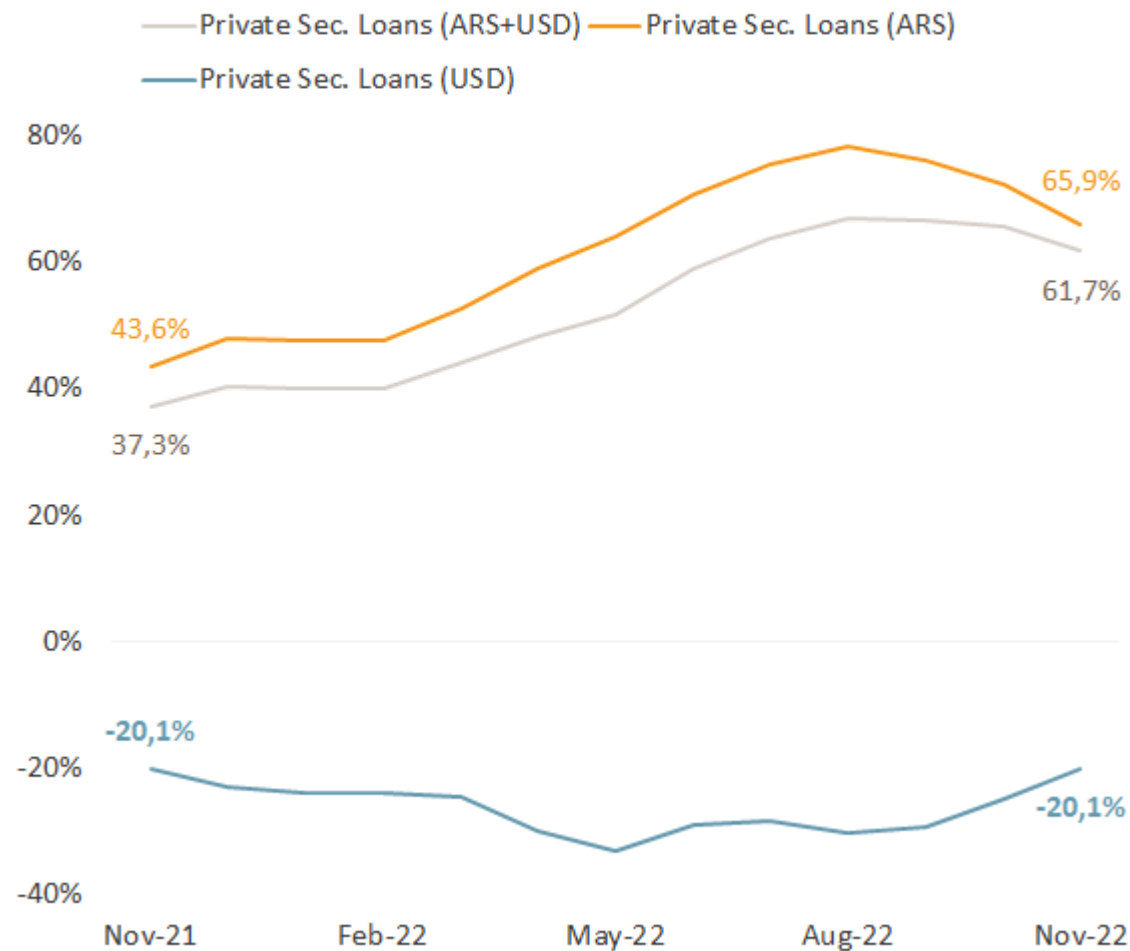
Private Sector Deposits and Loans

Deposit Growth
% Change YoY Monthly



Source: Banco Galicia based on BCRA

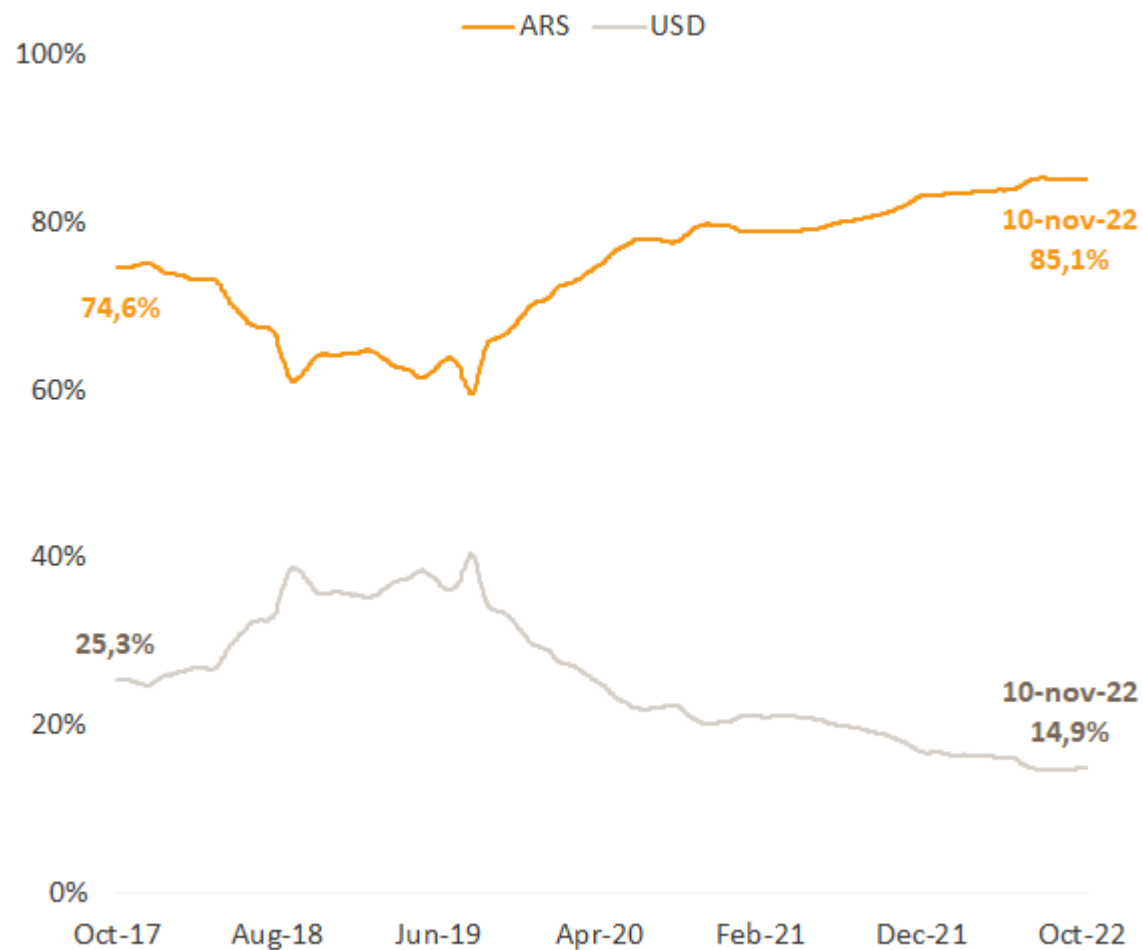
Private Sector Loans
% Change YoY Monthly



Source: Banco Galicia based on BCRA

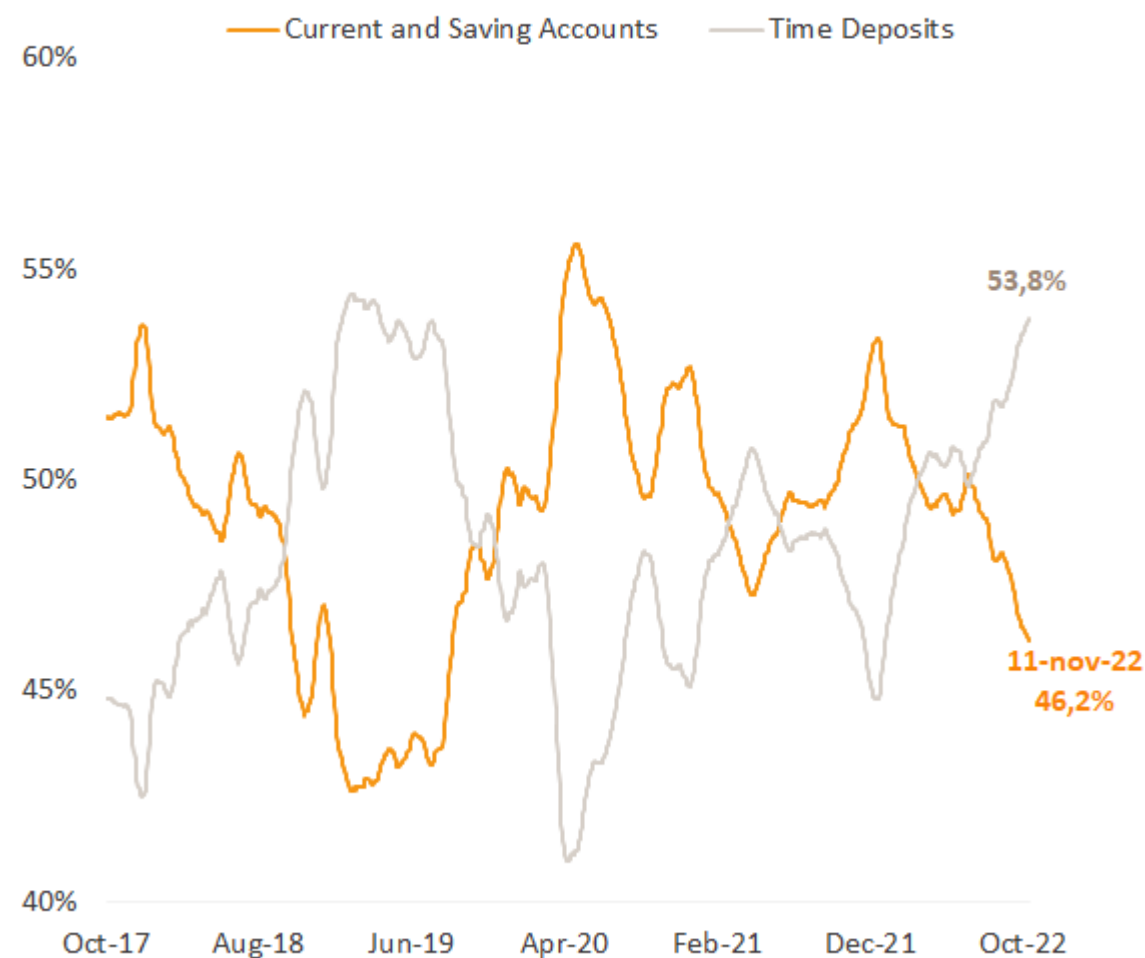
Breakdown of Deposits by Currency and Type

Private Deposits Mix
As % of Total Deposits



Source: Banco Galicia based on BCRA

Deposits in ARS Mix
As % of Deposits in ARS

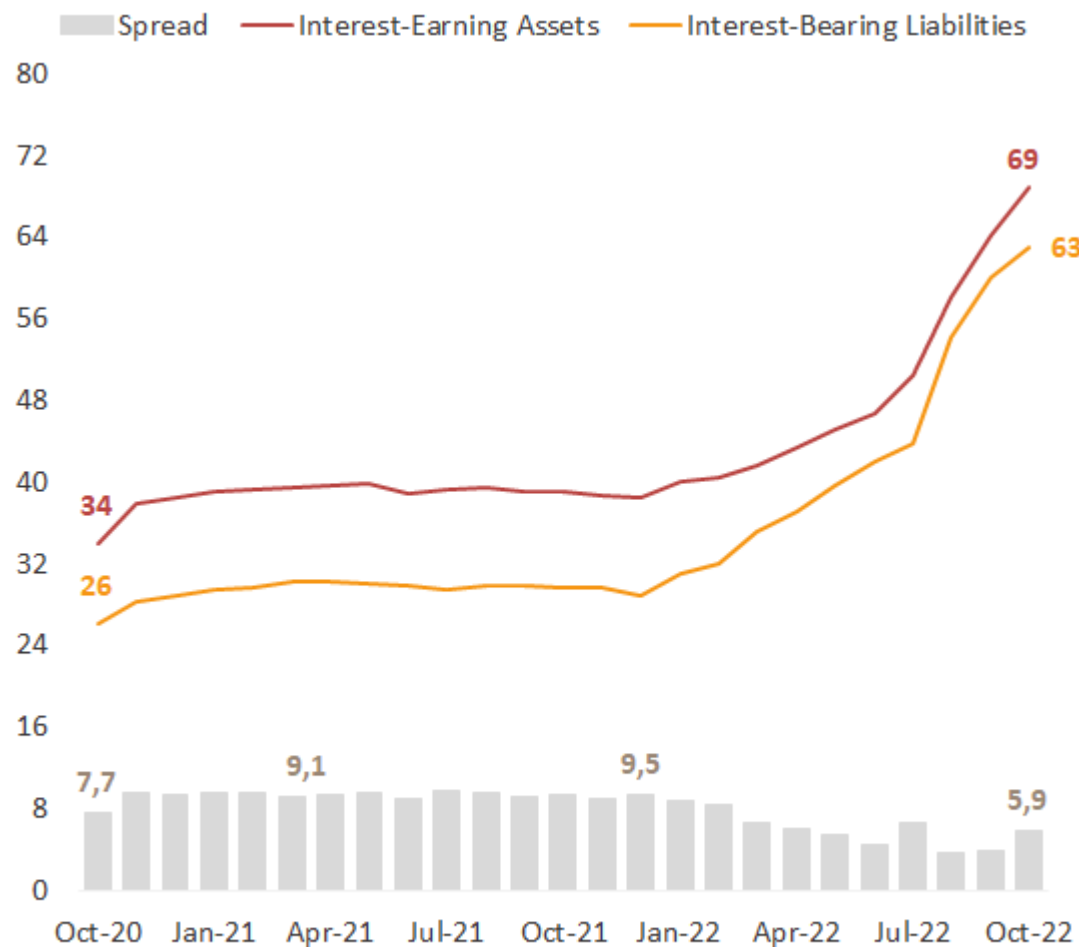


Source: Banco Galicia based on BCRA

Interest Rates

Interest Rate Spreads

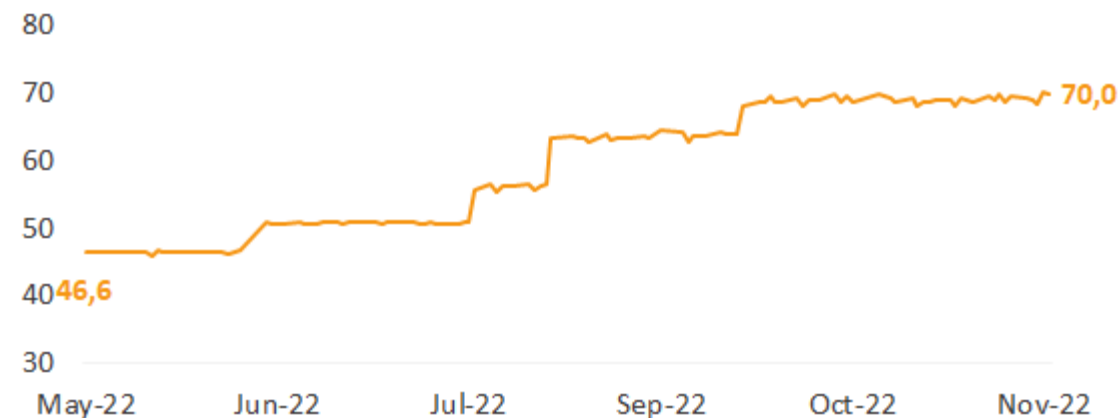
Weighted by operated amounts



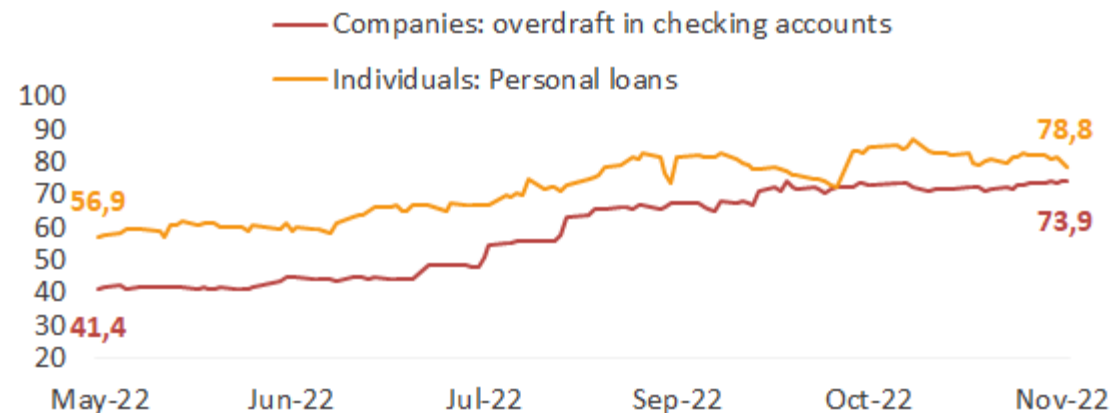
Source: Banco Galicia based on BCRA

Cost of Liabilities

Private Badlar

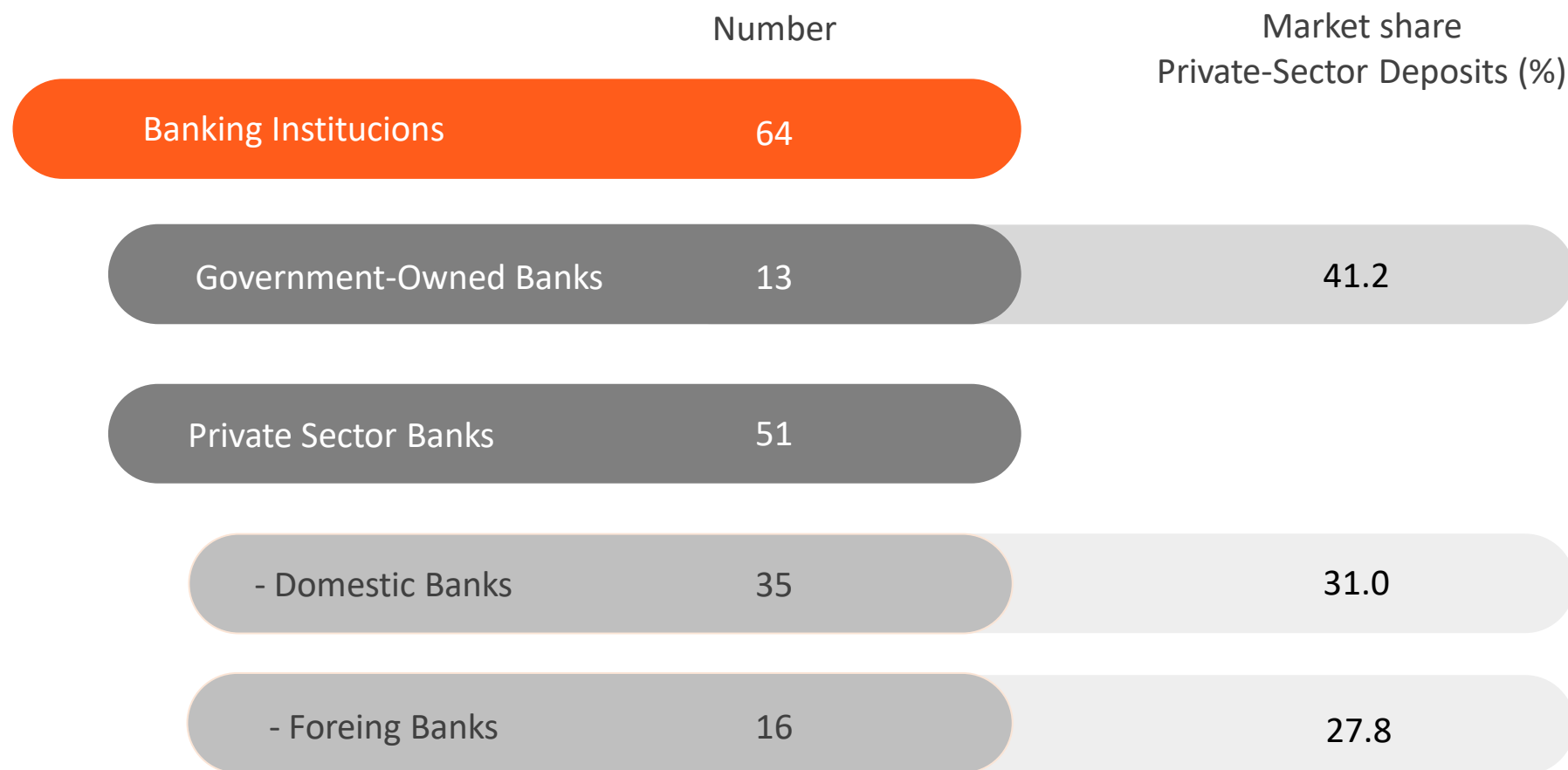


Yield on Assets



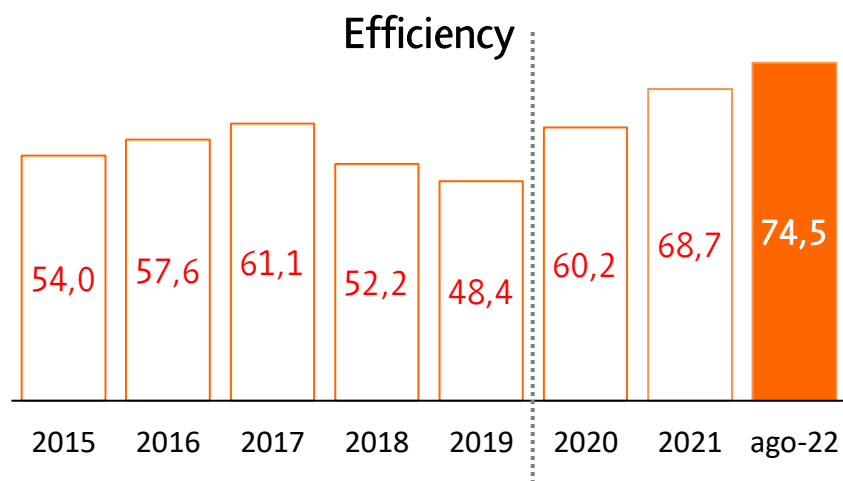
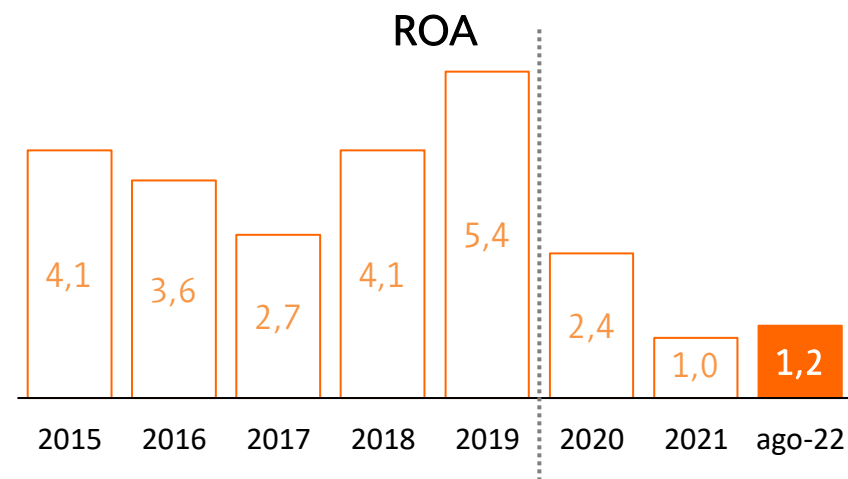
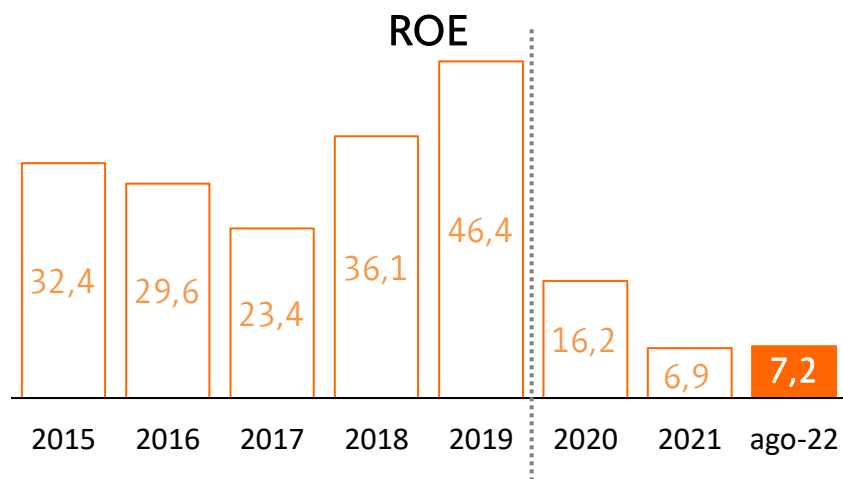
Source: Banco Galicia based on BCRA and own estimates

Composition of the Banking System



As of June 30, 2022.

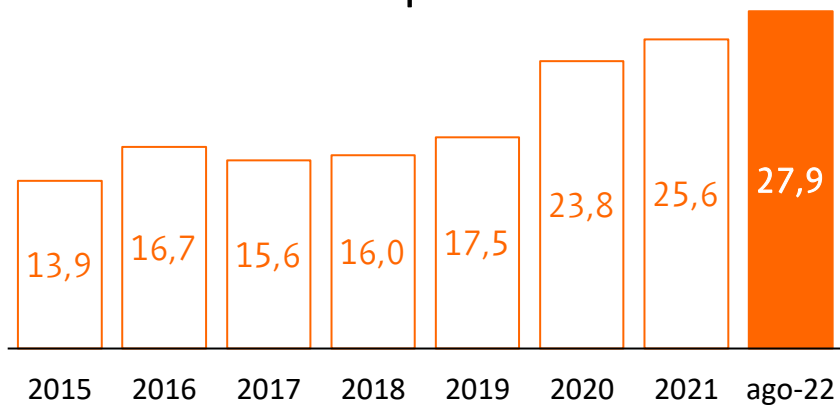
Profitability



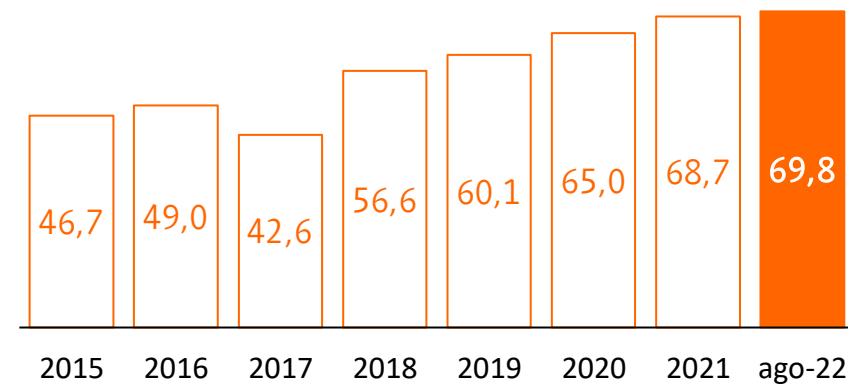
Inflation-adjusted figures since FY 2020.

Relevant Ratios

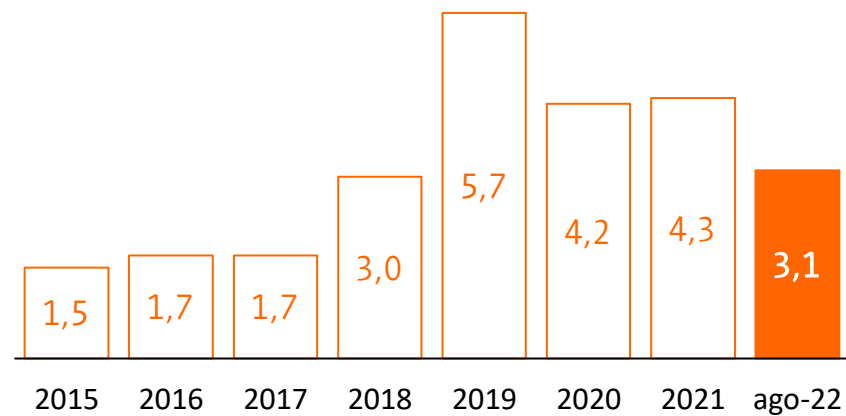
Total Capital Ratio



Liquidity Ratio



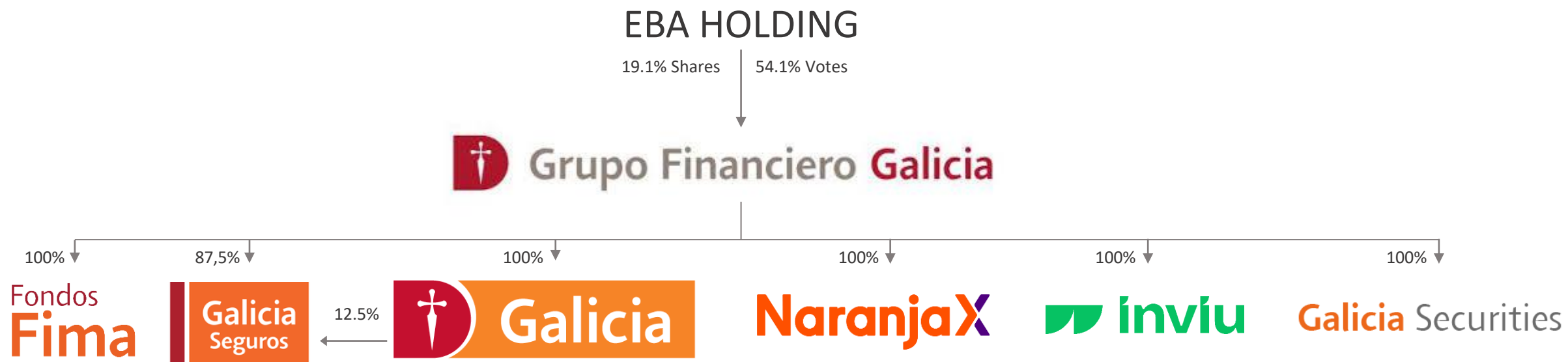
NPL Ratio



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Organizational Structure



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

Business Summary

ROE

3Q22 9.0%

- 523 bp y/y

9M 6.7%

+ 116 bp y/y

ROA

3Q22 1.7%

- 91 bp y/y

9M 1.2%

+ 21bp y/y

FINANCIAL
MARGIN

3Q22 21.7%

+ 478 bp y/y

9M 20.5%

+ 63 bp y/y

EFFICIENCY

3Q22 80.2%

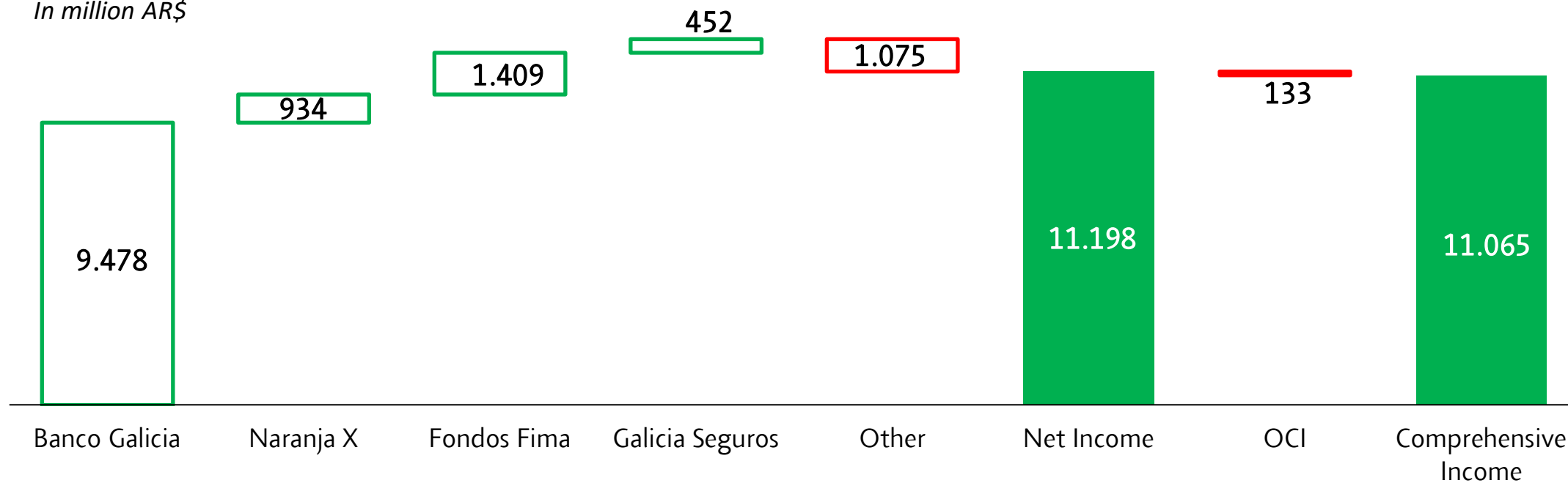
+ 2,406 bp y/y

9M 79.5%

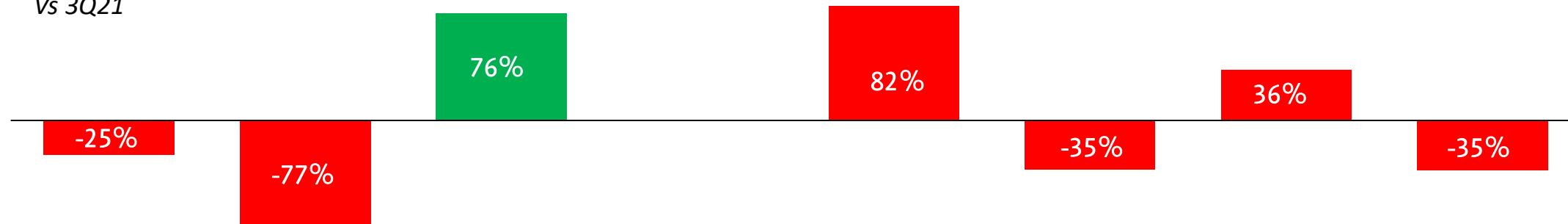
+ 35 bp y/y

Results from Equity Investments - 3Q22

In million AR\$



Vs 3Q21



Quarterly figures.

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Business Summary

ROE

3Q 9.3%

- 327 bp y/y

9M 6.8%

- 308 bp y/y

NET LOANS

AR\$ 802.7 bn

- 6% y/y

USD 5.4 bn

DEPOSITS

AR\$ 1,679.6 bn

- 2% y/y

USD 11.4 bn

ROA

3Q 1.6%

- 46 bp y/y

9M 1.2%

- 42 bp y/y

ASSETS

AR\$ 2,345.4 bn

- 2% y/y

USD 15.9 bn

EQUITY

AR\$ 410.6 bn

+ 2% y/y

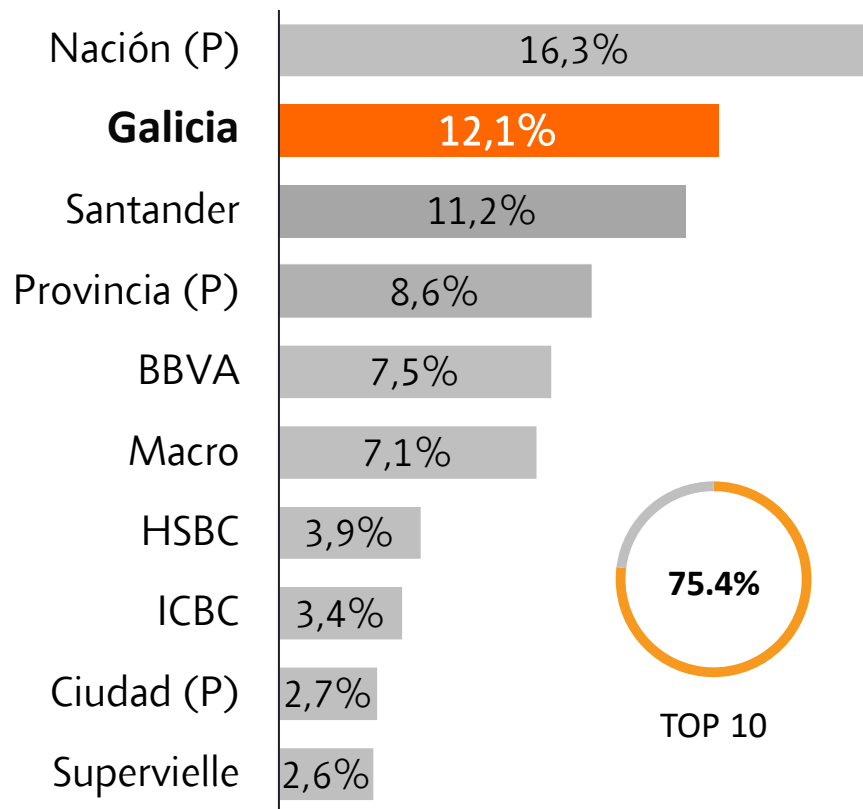
USD 2.8 bn

As of September 30, 2022.

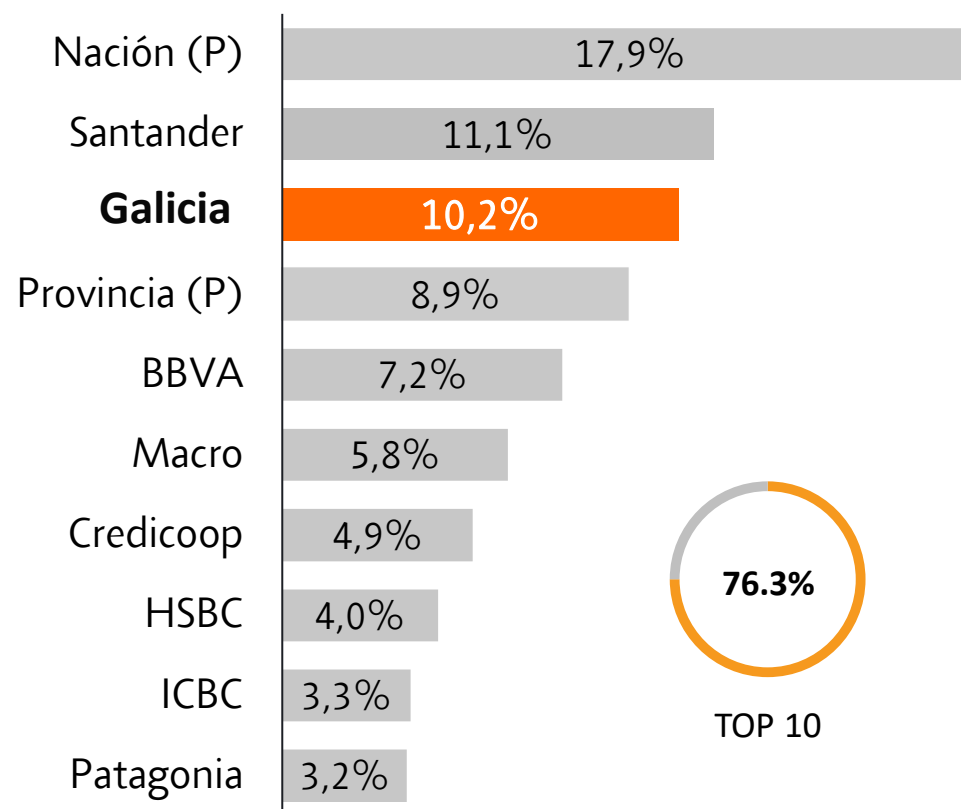
Exchange rate = 147,32 AR\$ per USD.

TOP 10 Banks

Market Share of
Private-Sector Loans (%)



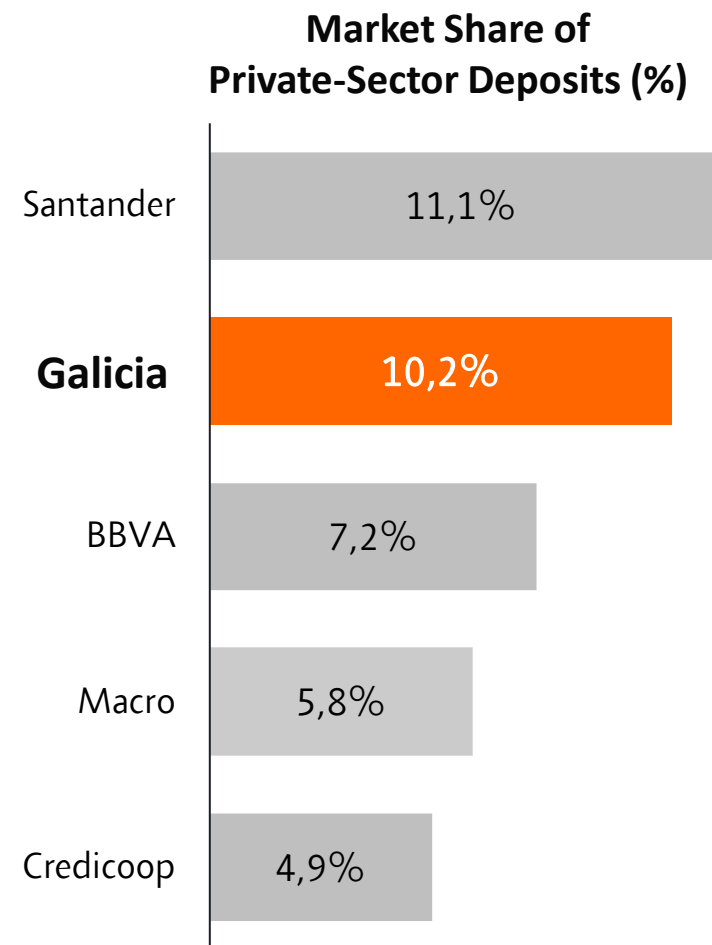
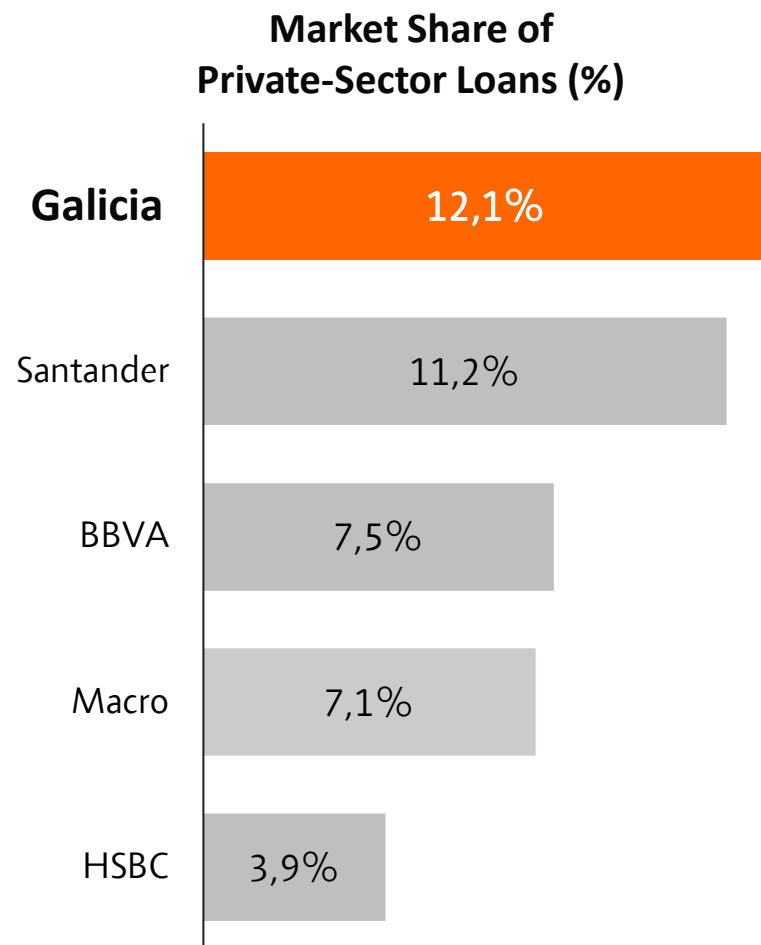
Market Share of
Private-Sector Deposits (%)



As of June 30, 2022. Source: Argentine Central Bank.

(P) Government owned Banks.

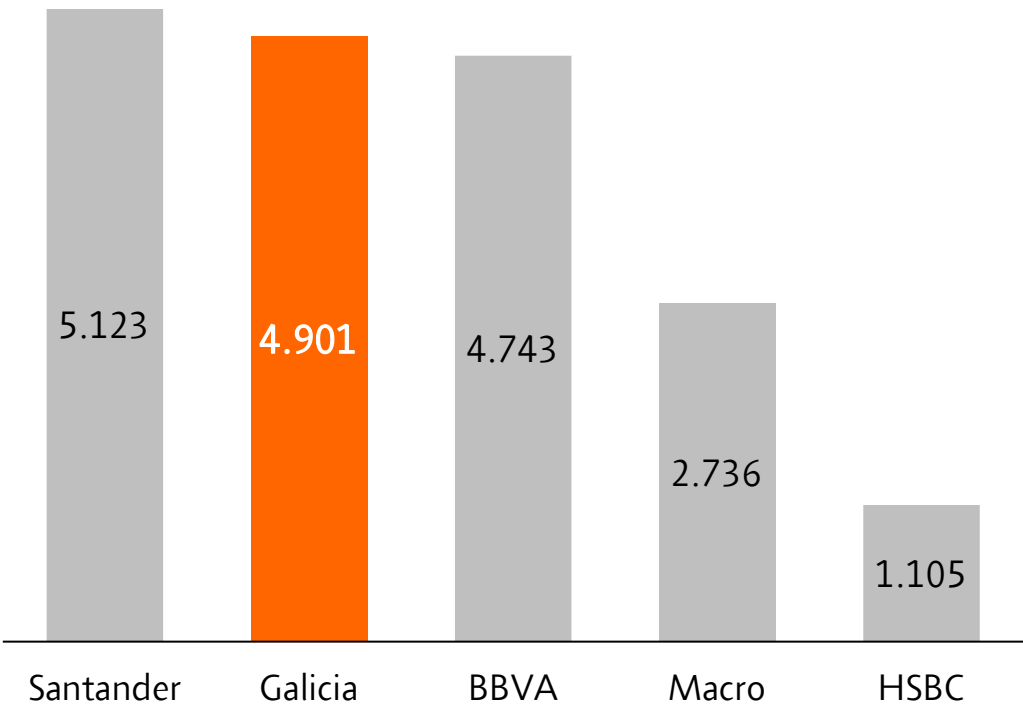
Peer Comparison



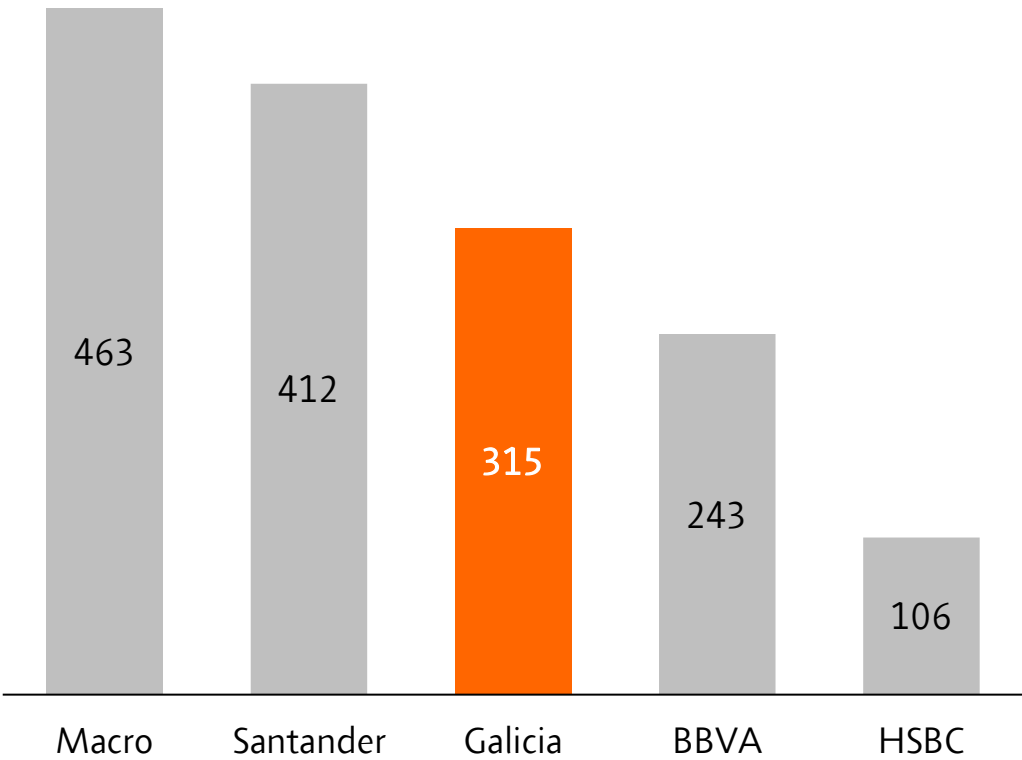
As of June 30, 2022.

Peer Comparison

Credit Cards
(in thousands)



Branches

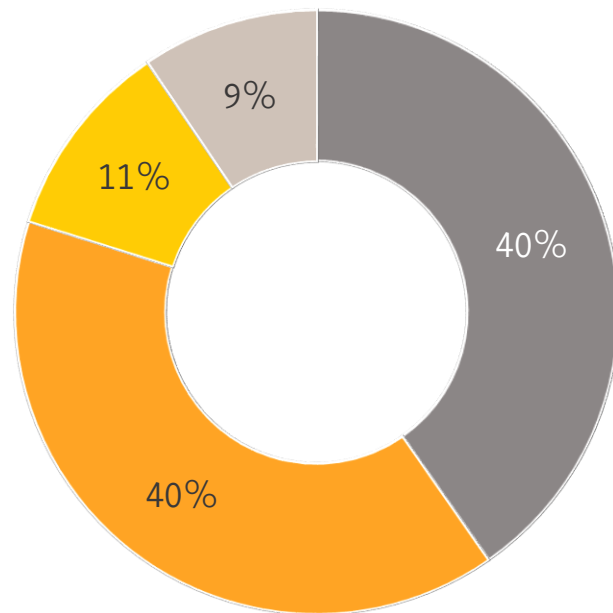


As of June 30, 2022.

Customers

Consumer Banking

Total: 3,383,113

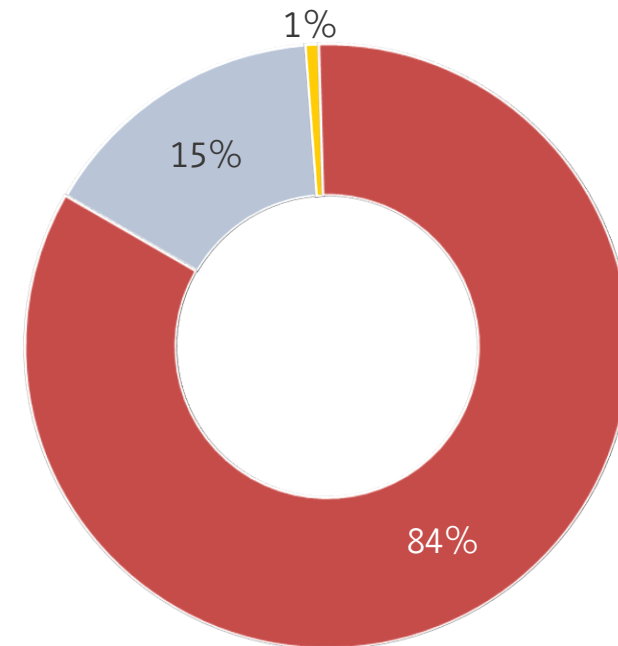


■ Low Income
■ Medium Income

■ High Income
■ Prof. and Self-employed

Corporate Banking

Total: 127,182

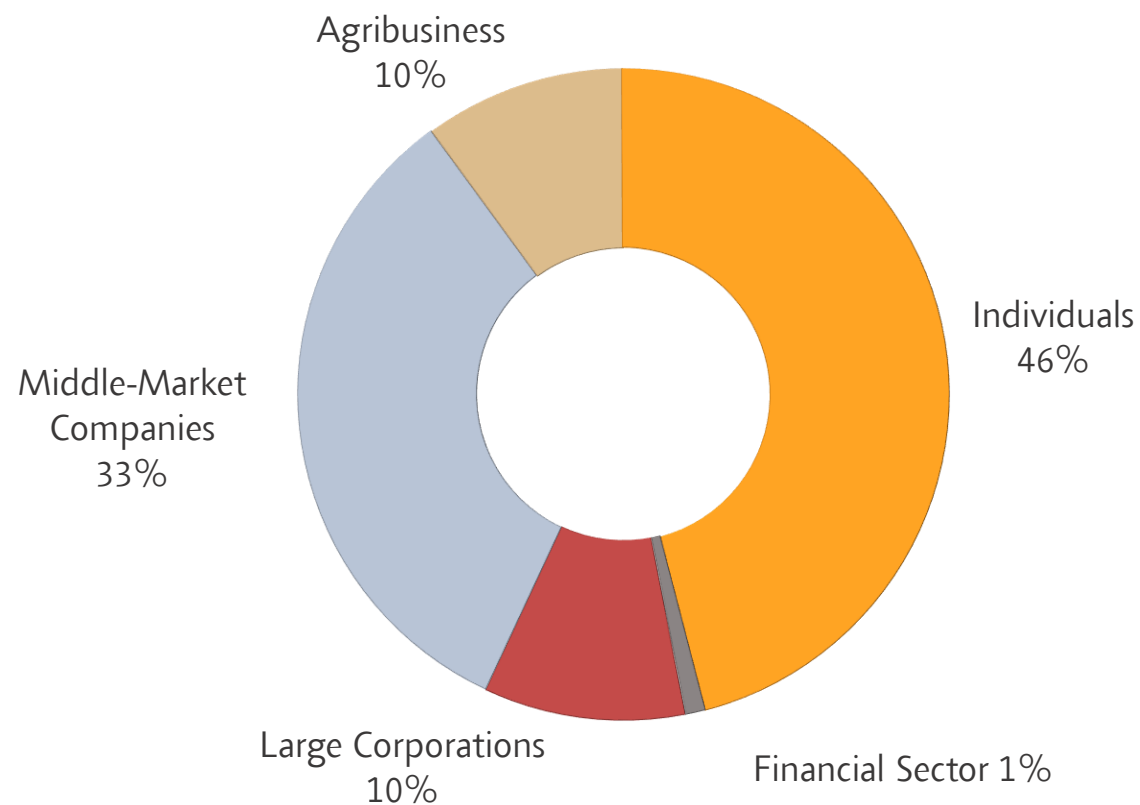


■ Agribusiness
■ Corporations
■ SMEs

As of September 30, 2022.

Breakdown of Loans to the Private Sector

Gross Loans: AR\$ 821.2 bn

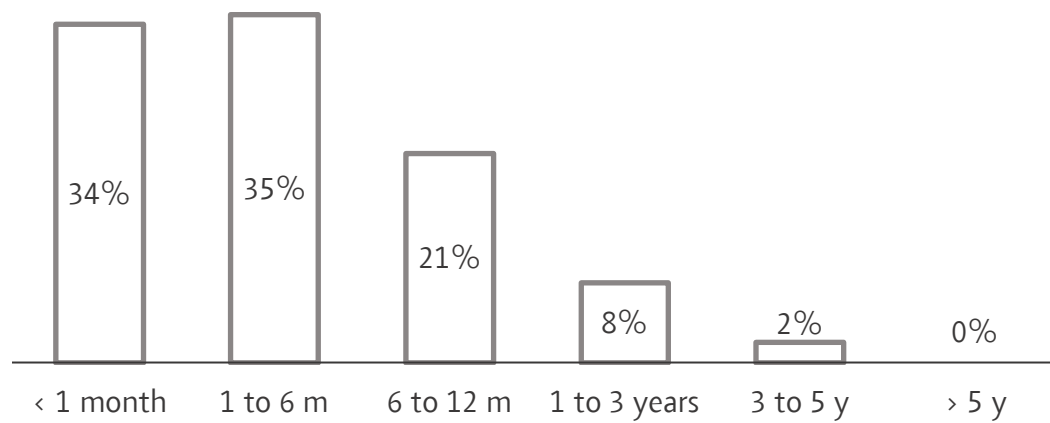


As of September 30, 2022.

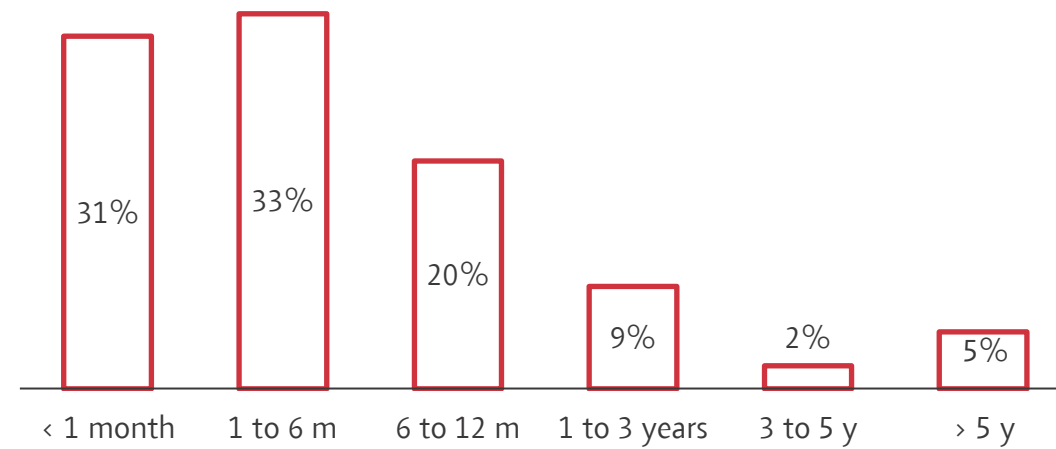
Loans in foreign currency: 6.5%.

Loan Portfolio by Maturity

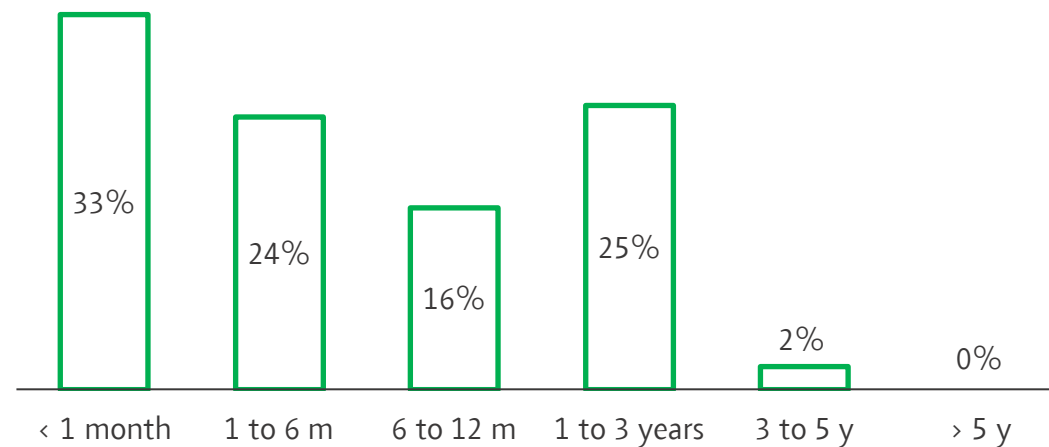
AR\$



AR\$ + UVA

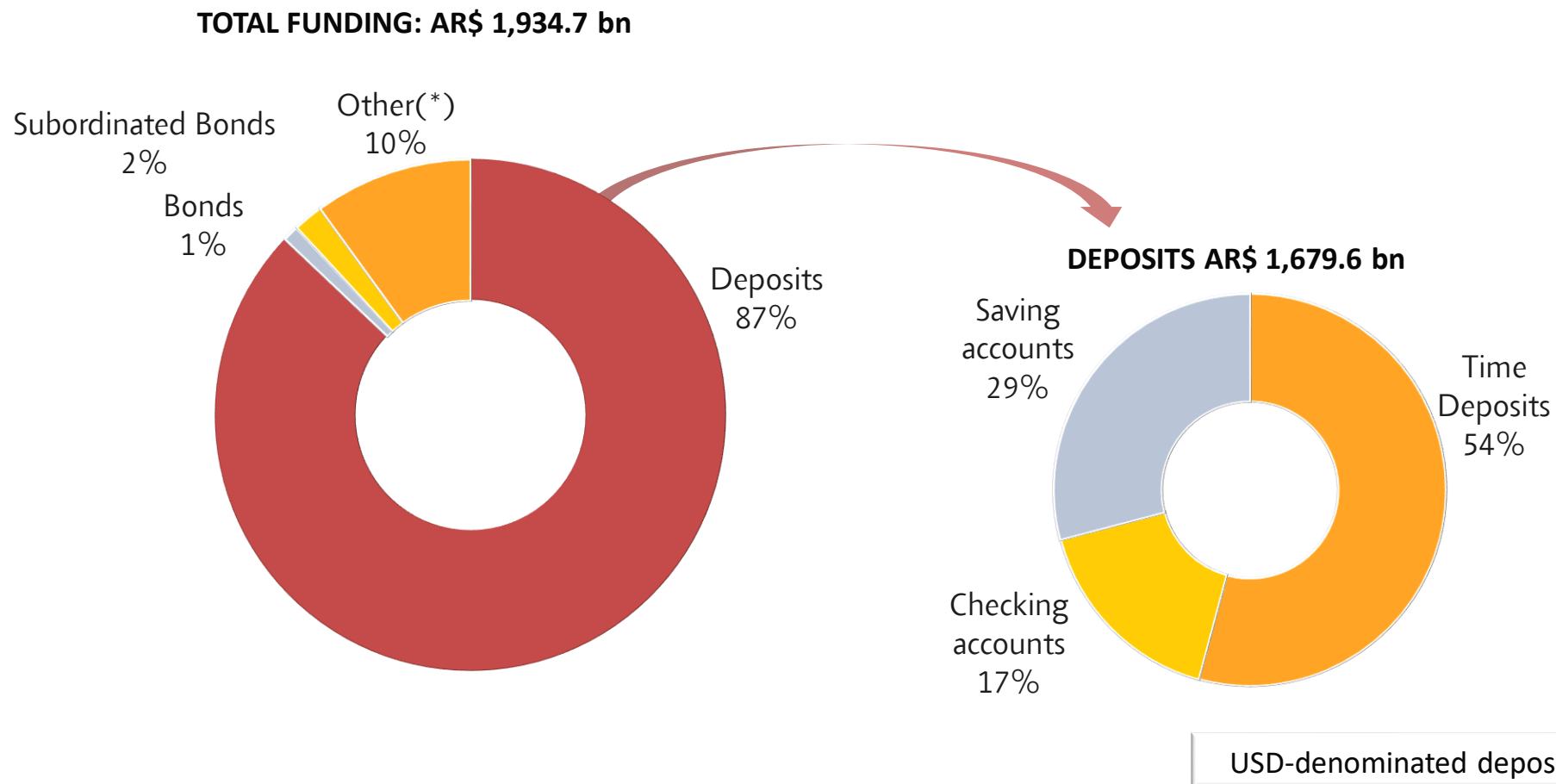


USD



As of September 30, 2022.

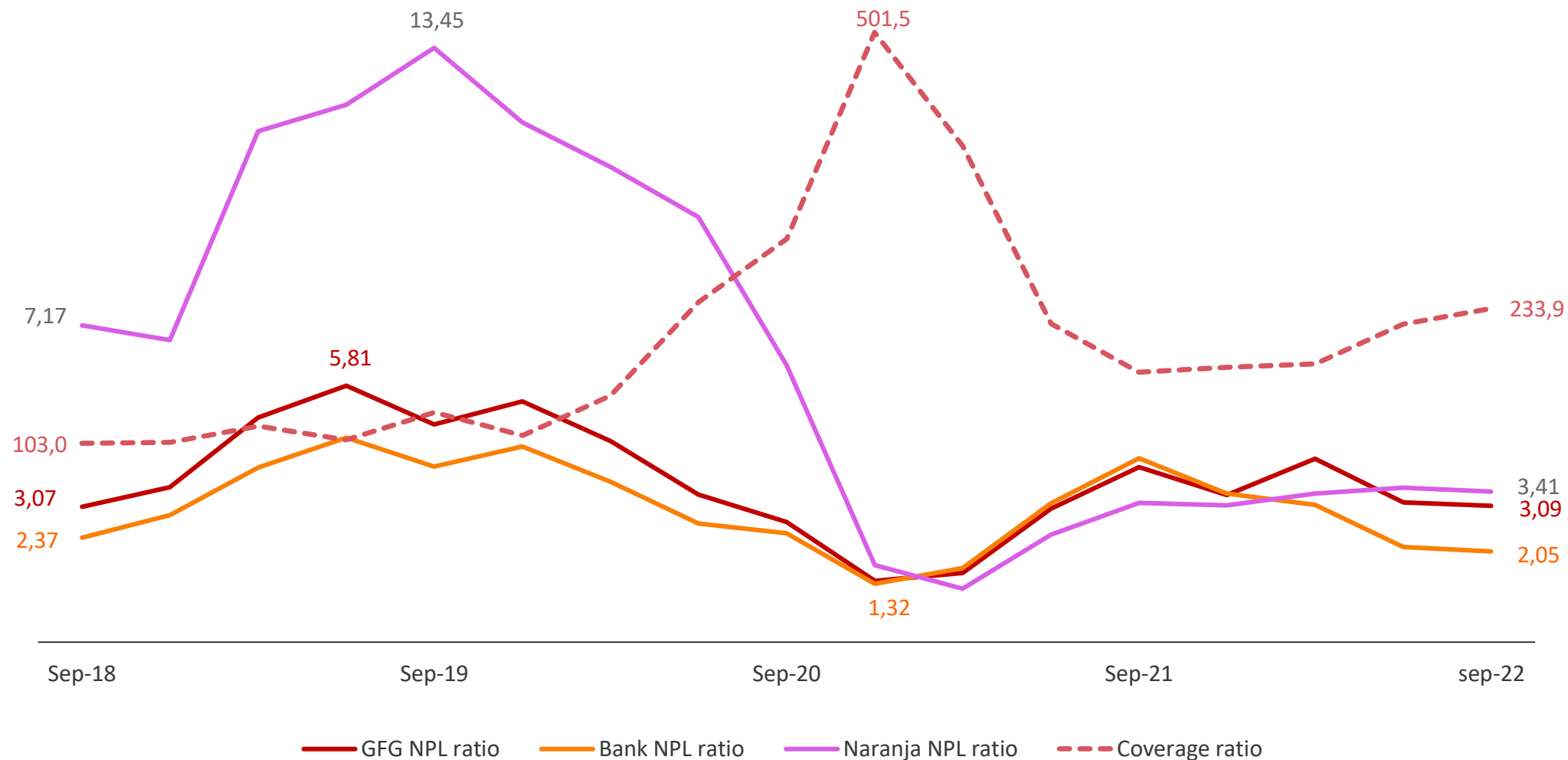
Funding and Breakdown of Deposits



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

As of September 30, 2022.

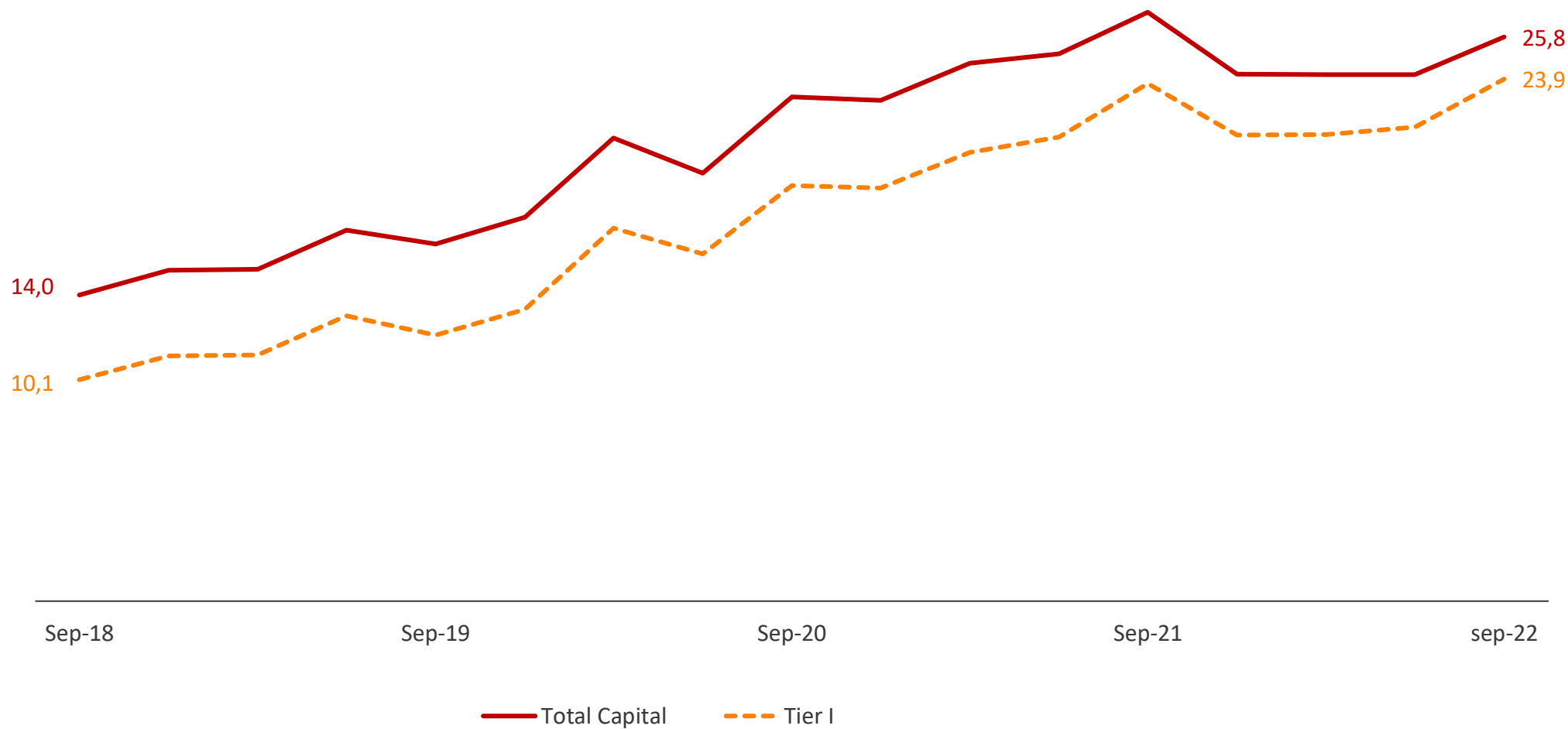
Asset Quality



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

As of September 30, 2022.

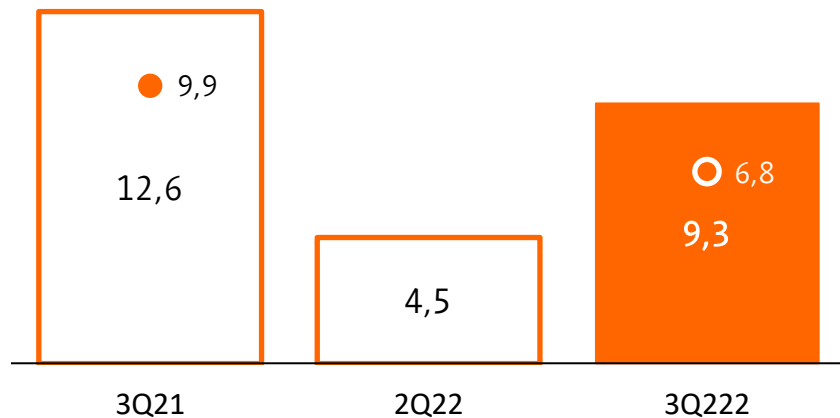
Capital Ratio



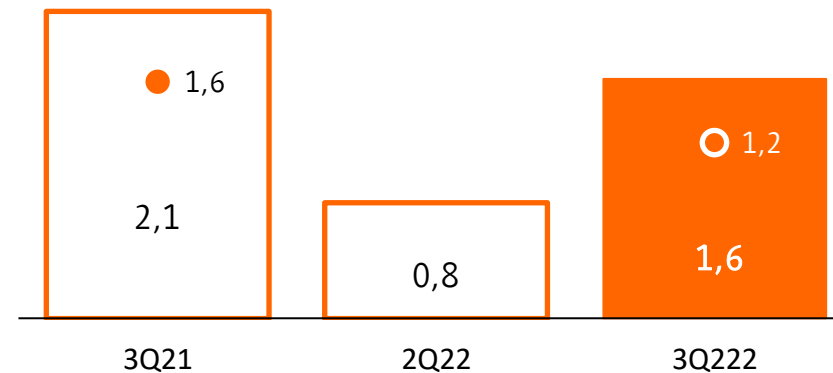
As of September 30, 2022.

Profitability

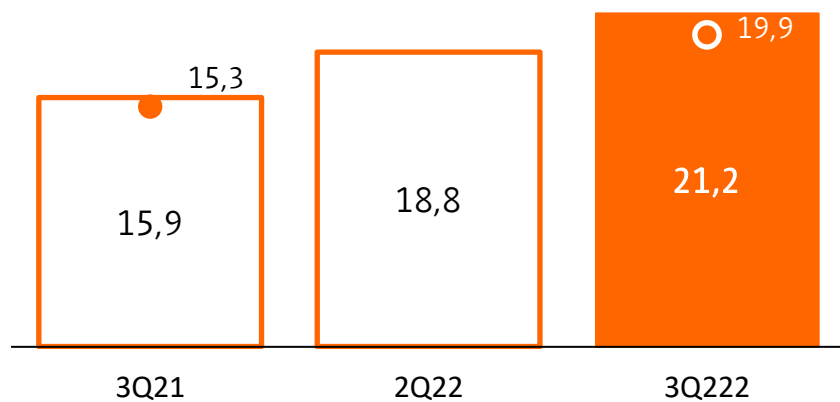
ROE



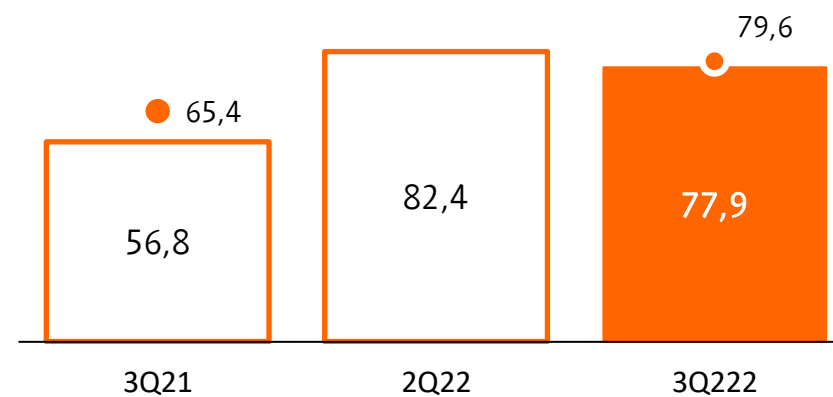
ROA



Financial Margin



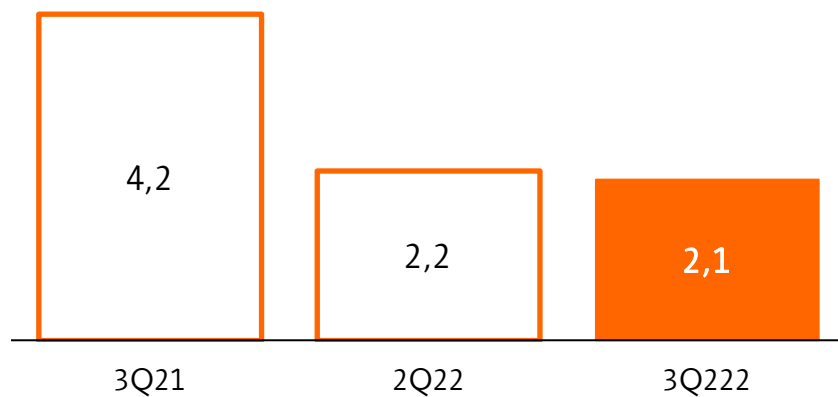
Efficiency



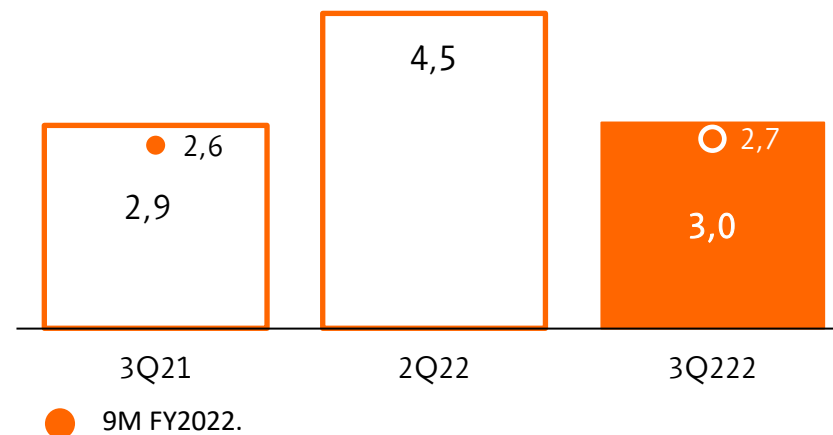
● 9M FY2022.
As of September 30, 2022.

Relevant Ratios

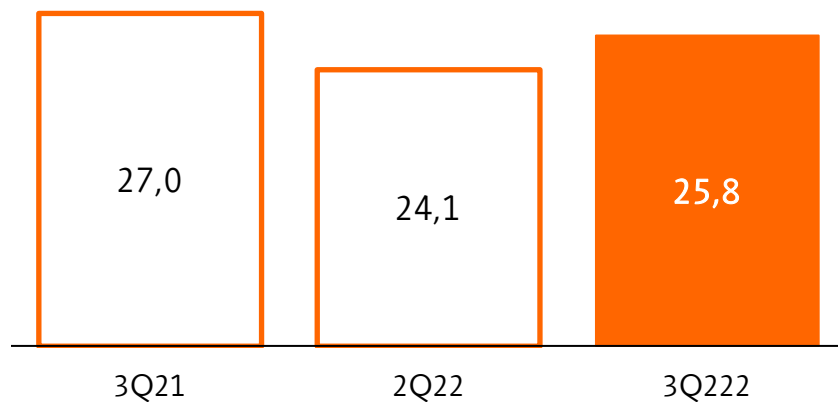
NPL



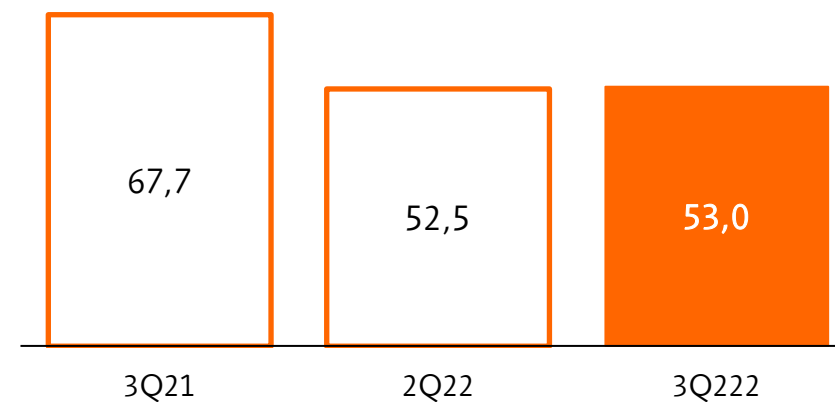
Cost of Risk



Total Capital



Liquidity

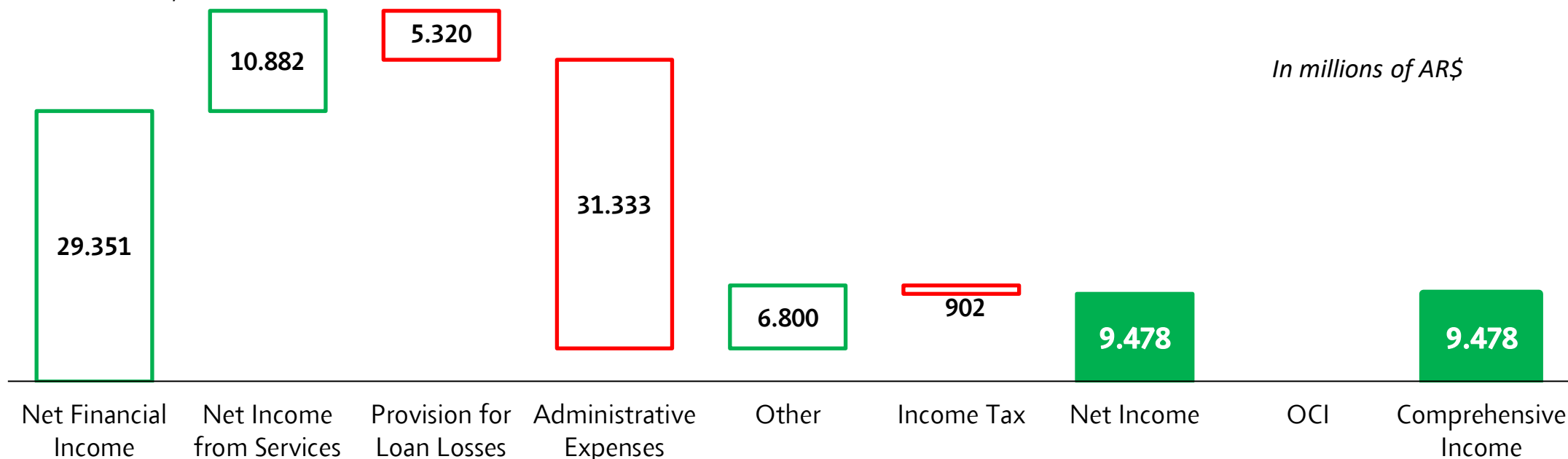


As of September 30, 2022.

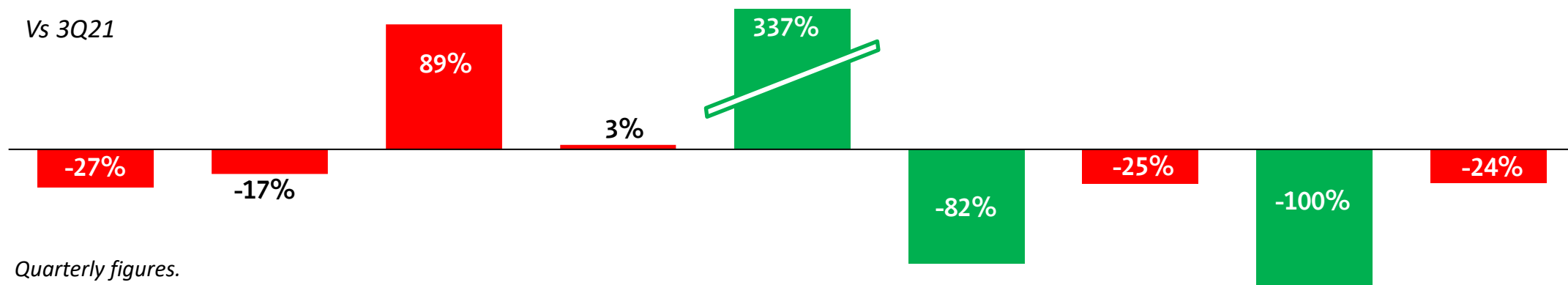
Consolidated Income Statement - 3Q22

In million AR\$

In millions of AR\$



Vs 3Q21



Quarterly figures.

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Business Summary

Net Income

3Q22 AR\$ 934 m

- 77% y/y

9M AR\$ 1.5 bn

- 82% y/y

ROE

3Q22 5.1%

- 1,737 bp y/y

9M 2.8%

- 1,395% y/y

ROA

3Q22 1.1%

- 446 bp y/y

9M 0.6%

- 351% y/y

LOANS

AR\$ 264.8 bn

+ 3% y/y

USD 1.8 bn

ASSETS

AR\$ 331.6 bn

+ 15% y/y

USD 2.2 bn

EQUITY

AR\$ 73.4 bn

+ 1% y/y

USD 0.5 bn

Exchange rate = 147.32 AR\$ 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 September 30, 2022.

- » 8.9M cards issued¹.
- » 4.9M customers (3.3M credit card card holders & 1.3M additional credit card holders).
- » 3.1M monthly statements (#MAPs).
- » 71k MAMs (Comercios Amigos).
- » USD 642M TPV (monthly avg.).
- » 2.2M insurance policies.
- » 29M consumer loans.
- » 170 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 September 30, 2022.

» 2.9M #Onboardings.

» 1.3M #saving account w/balance.

» 1.1M MAPs (app users).

» USD 71M Deposits.

» USD 270M TPV (monthly).

Business Summary – Solutions for Merchants



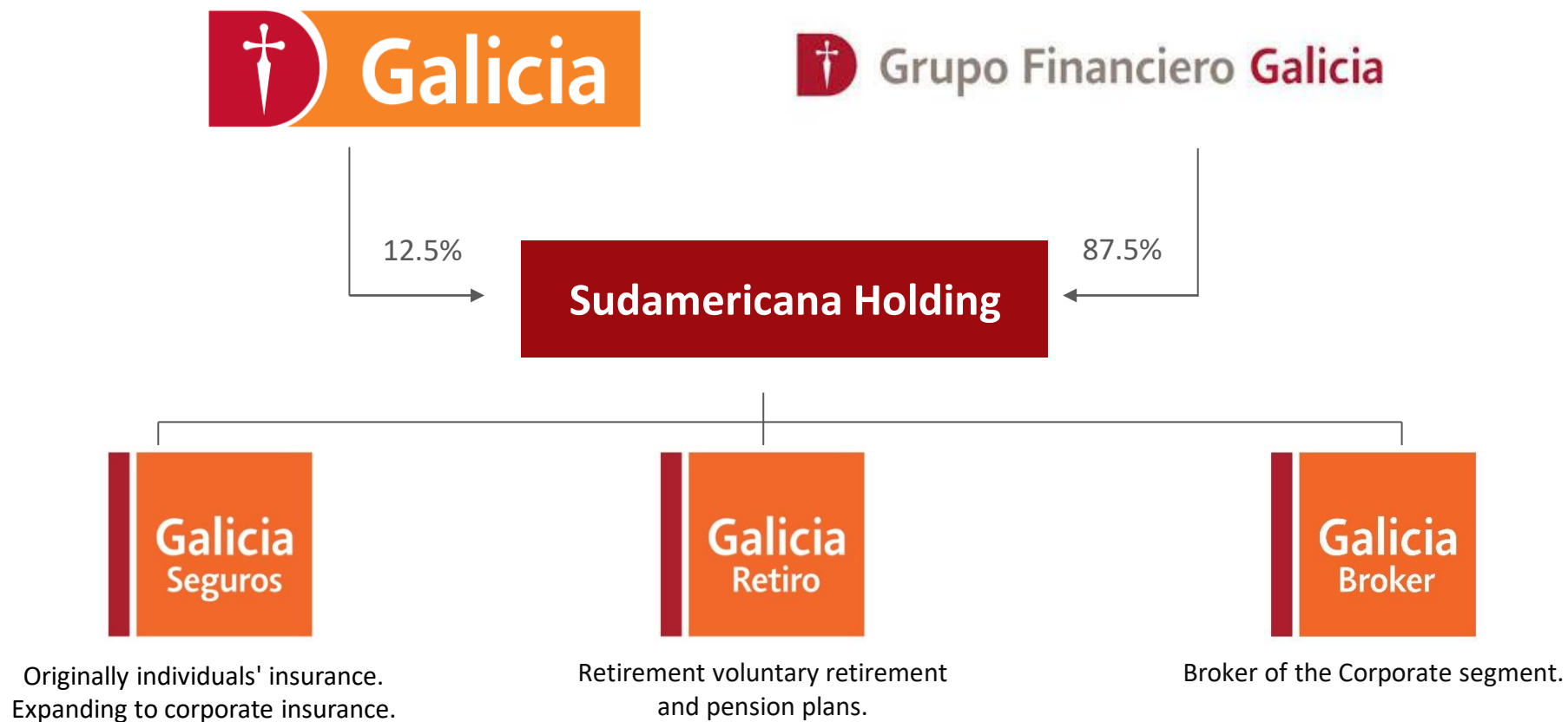
- » A unique solution in collections with a free saving account and a debit card.
 - » All in the same app with a simplified onboarding.
 - » Accept all the payment methods local and international (Swipe, NFC, Contactless, QR and Payment Link).
 - » Merchants can choose the collection time (online or installments).
-
- » **45k MAMs (Micro merchants).**
 - » **41k saving accounts.**
 - » **5k monthly sales.**
 - » **USD 20M TPV (monthly avg.).**

As of September 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
8. Galicia Securities

Corporate Structure



Business Summary

<i>In million AR\$</i>		Galicia Seguros	Galicia Retiro	Galicia Broker
	Turnover (*)	4,444	10	167
	AUM	4,655	1,014	165
	Equity	3,599	198	253
	Profit (*)	1,802	41	102

As of September 30, 2022.
(*) 3 months.

General Data



Annual Turnover: AR\$ 4.6 billion (FY2023)



Policies in force: 2.7 million (voluntary insurance)

Positioning 2022*

	Ranking	Market Share
Homeowners Insurance	1 st	9.4%
Theft	1 st	16,0%
Personal Accidents	5 th	6.3%
Group Life	14 th	2.3%

* As of June 30, 2022.

Distribution Channels

Business Partners' Branches	Over 488 branches of our affiliated companies (Banco Galicia and Naranja X).
Telemarketing	• 90 telemarketers at our own call center. • 213 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

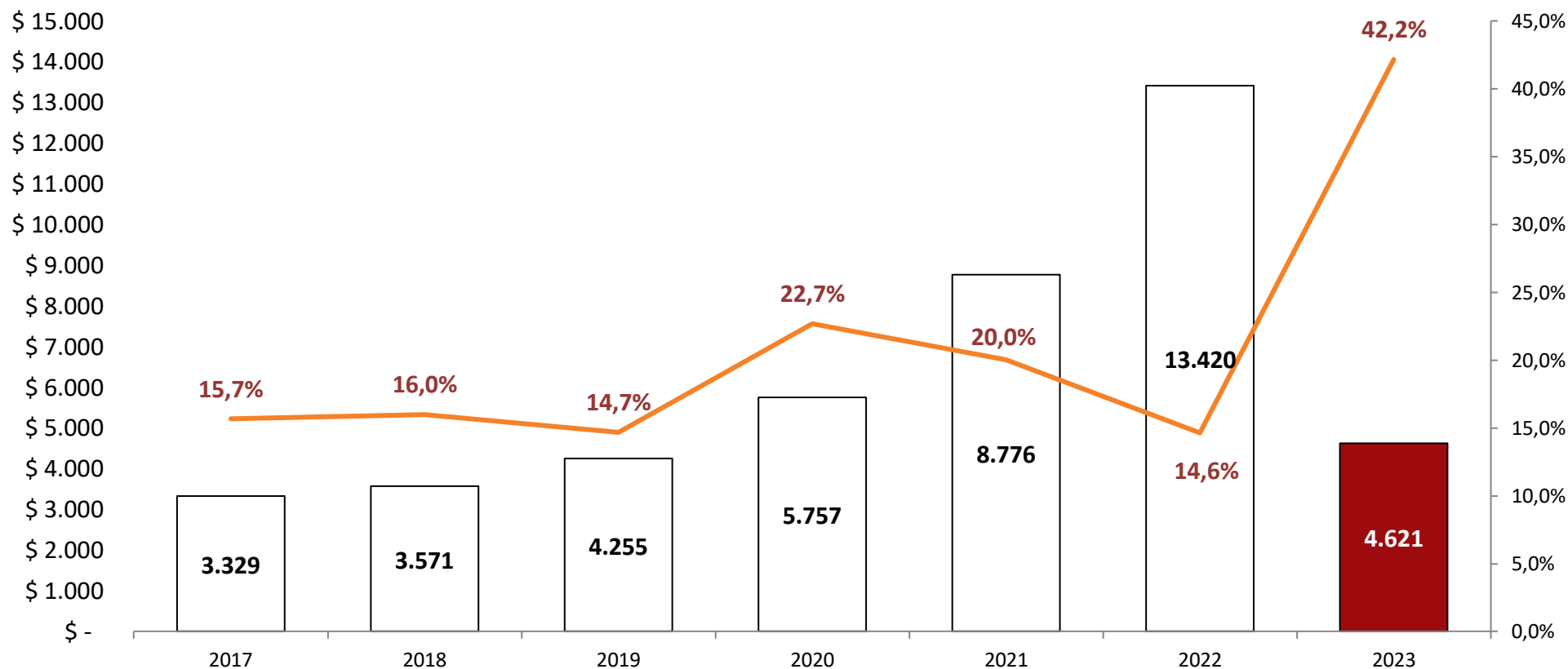
Life Insurance	Credit related life insurance. Group and Individual Life Insurance. Burial
Personal Accidents	PA Multirisk: air, public transport, pedestrian PA Financial: credit card activator PA Self-Employed and Account Holders
Homeowners Insurance	Damages to Building and Contents, Theft and Civil 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\$)

— Net income / Turnover □ Turnover



Combined Ratio GS (%)

84%

86%

88%

83%

83%

85%

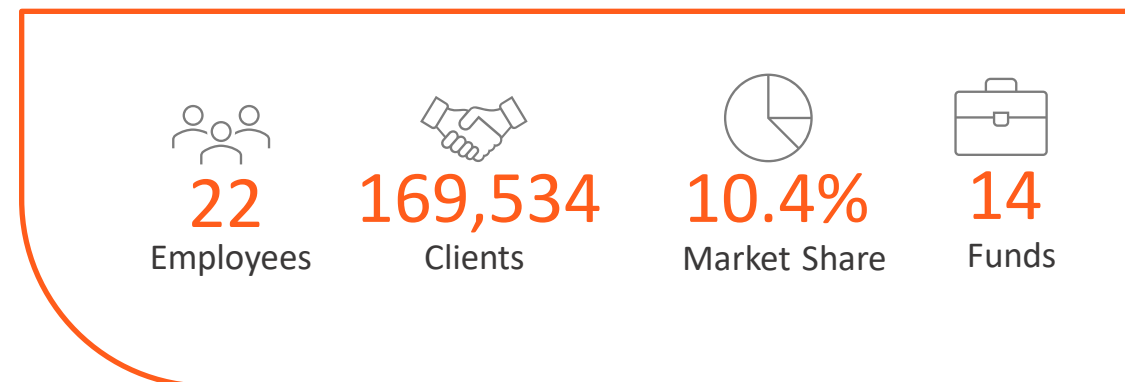
81%

Agenda

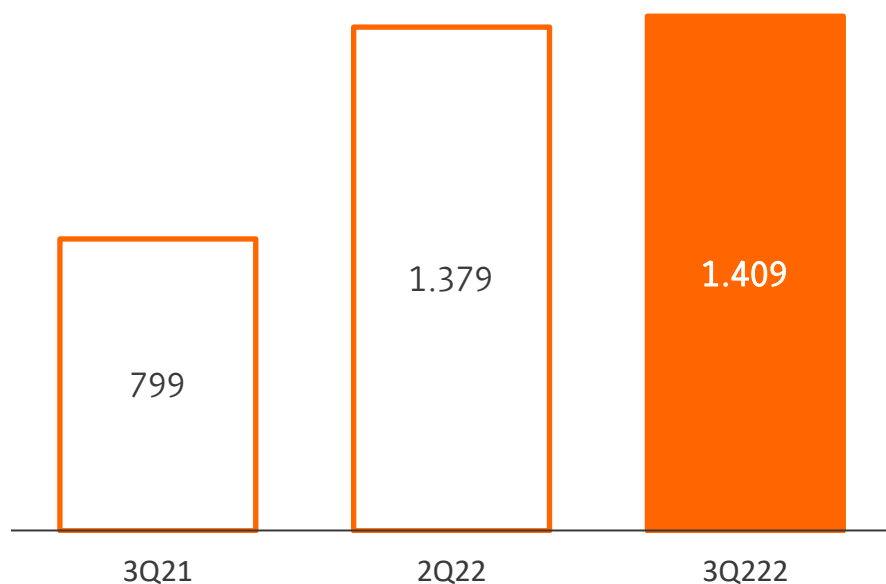
1. The Argentine Economy
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8. Galicia Securities

Business Summary

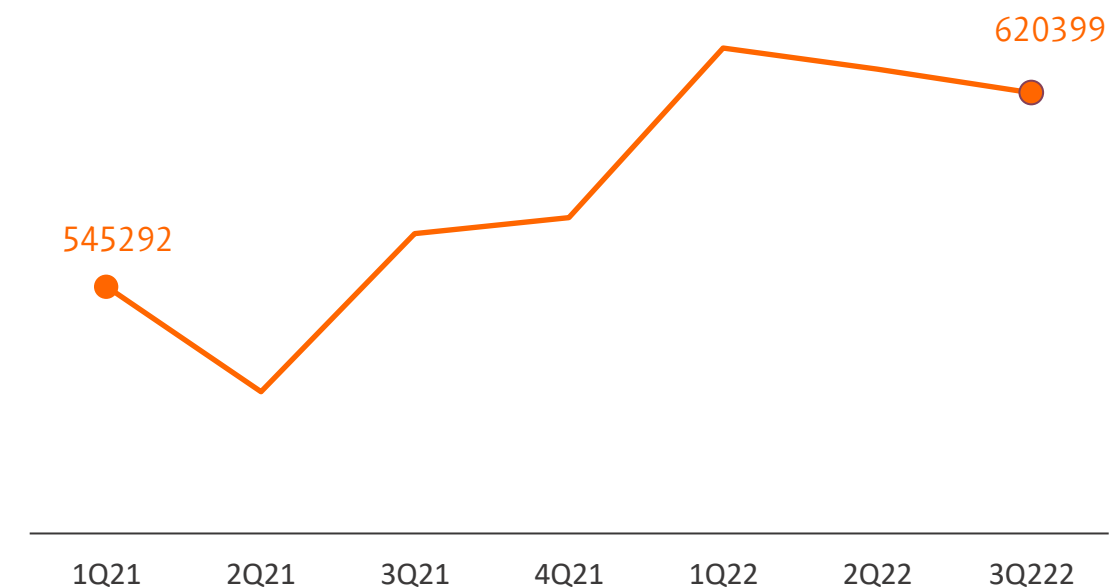
- Established in 1958.
- FIMA mutual funds.
- Institutional investors, companies and individuals.



Net Income (in million AR\$)

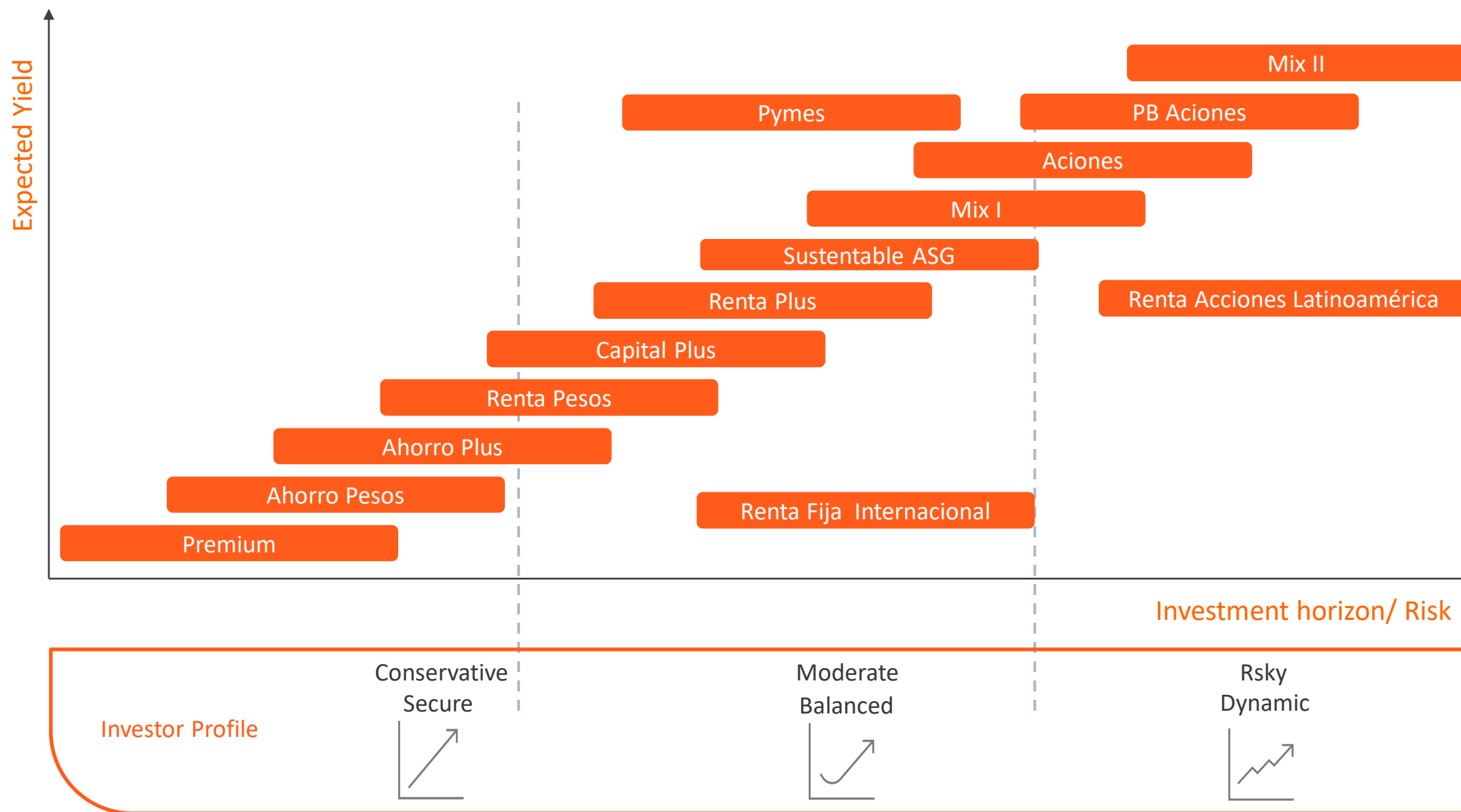


Assets under management (in million AR\$)



As of September 30, 2022.

Our Family of Funds



Agenda

1. The Argentine Economy
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Business Summary

Founded in 2020, Galicia Securities provides an alternative access to the capital market and offers brokerage services to individuals, companies and institutions. Due to the significant synergies achieved in a short time, Galicia Securities became a key player to leverage the GFG's other businesses.



Products & Services

Fixed Income

Stocks

Secured Loans

Mutual Funds (FIMA)

New Issues

Custody

Structured Solutions



Assets Under Custody

AR\$ 81.7 MM

3Q22

+63% vs. 3Q21



FIMA

AR\$ 20.4 MM

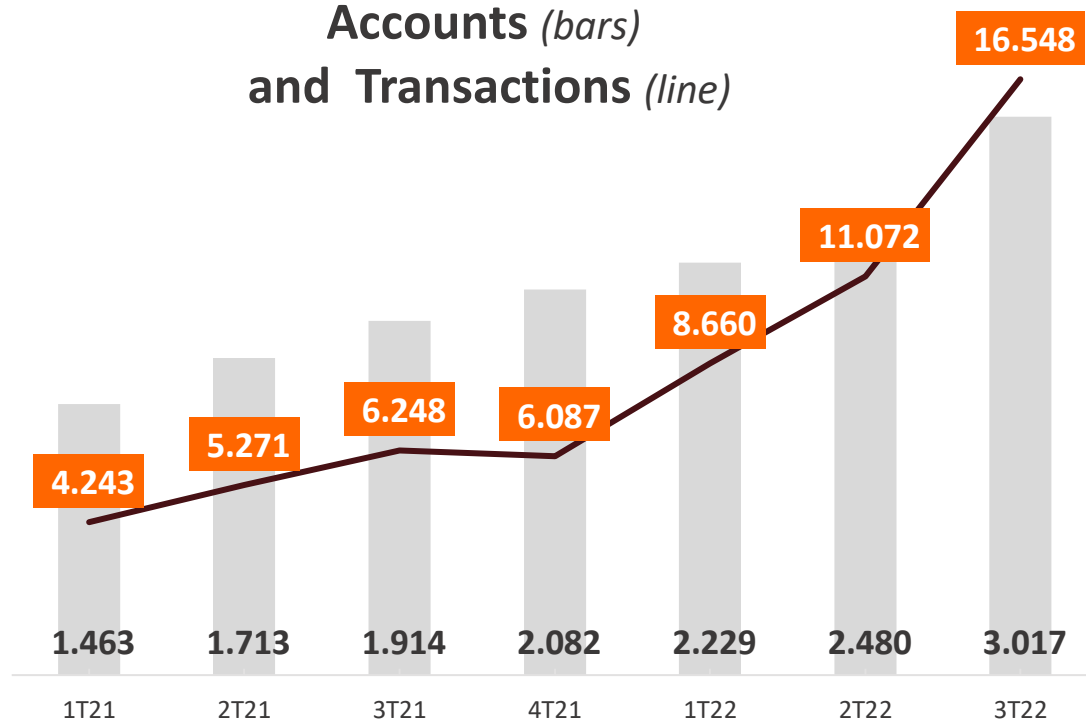
3Q22

+561% vs. 3Q21

As of September 30, 2022.

Business Summary

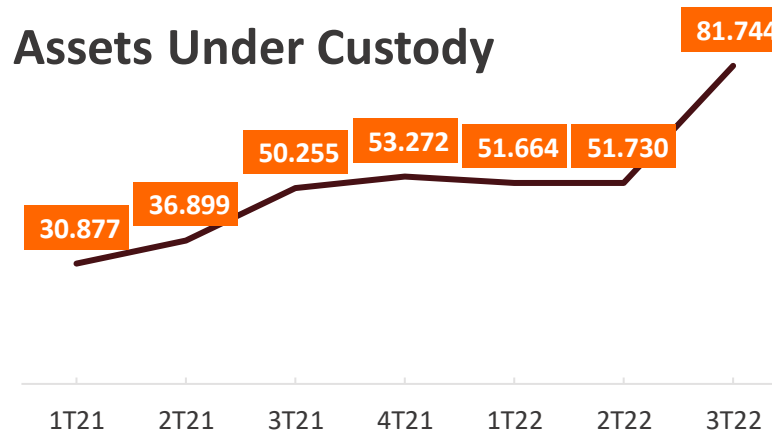
**Accounts (bars)
and Transactions (line)**



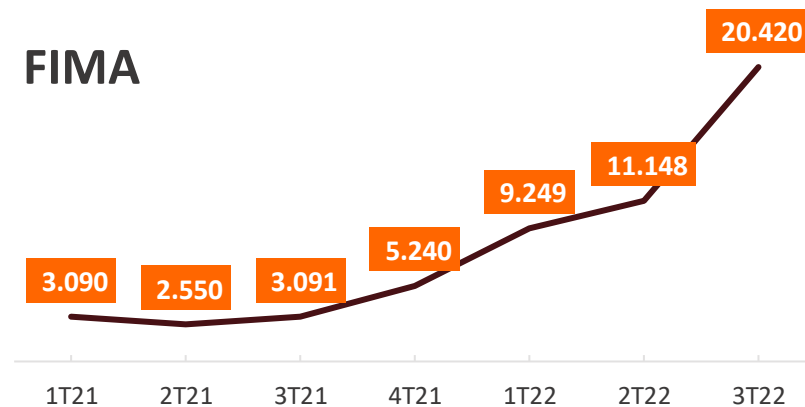
In millions of Pesos

As of September 30, 2022.

Assets Under Custody



FIMA



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