

March 2023



# Investor Presentation

# Agenda



01  
The Argentine  
Economy

03  
Grupo Financiero  
Galicia

05  
Naranja X

07  
Fondos  
FIMA

02  
The Argentine  
Financial System

04  
Banco  
Galicia

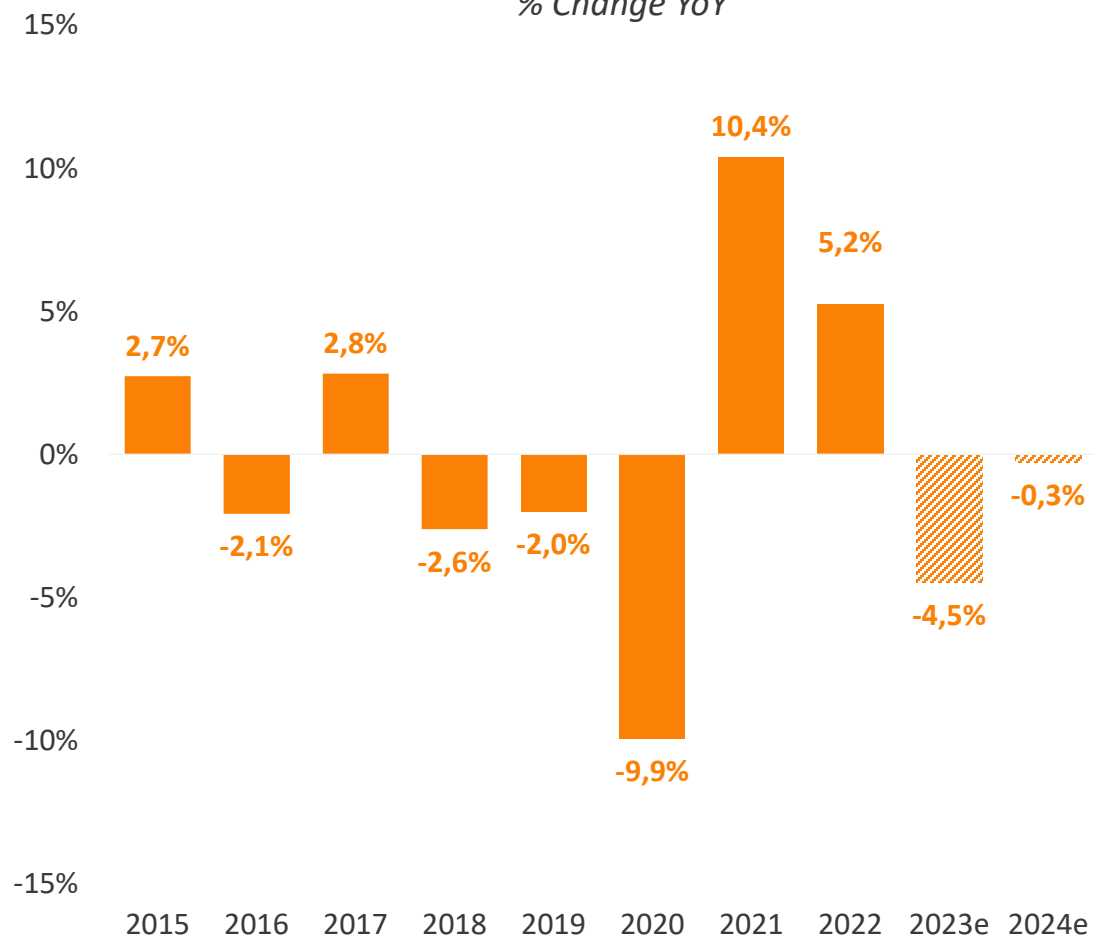
06  
Galicia  
Seguros

08  
Galicia  
Securities

# Economic Activity

## Real Gross Domestic Product

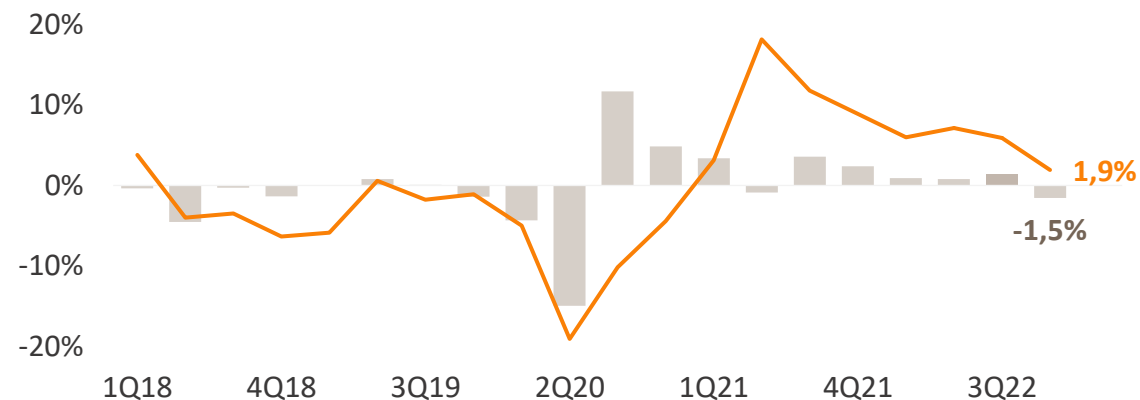
% Change YoY



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

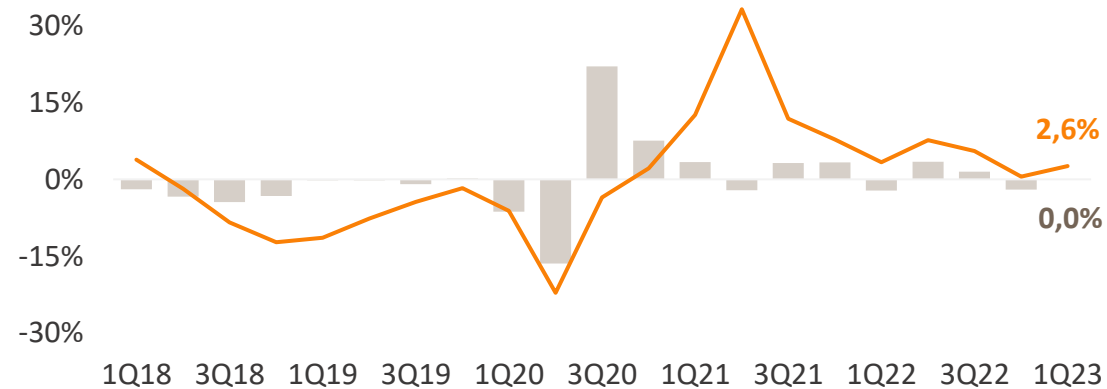
## GDP

% Change QoQ (s.a)    % Change YoY



## Industrial Production

% Change QoQ (s.a)    % Change YoY



Source: Banco Galicia based on INDEC

# International Environment

## Agricultural Commodity Prices

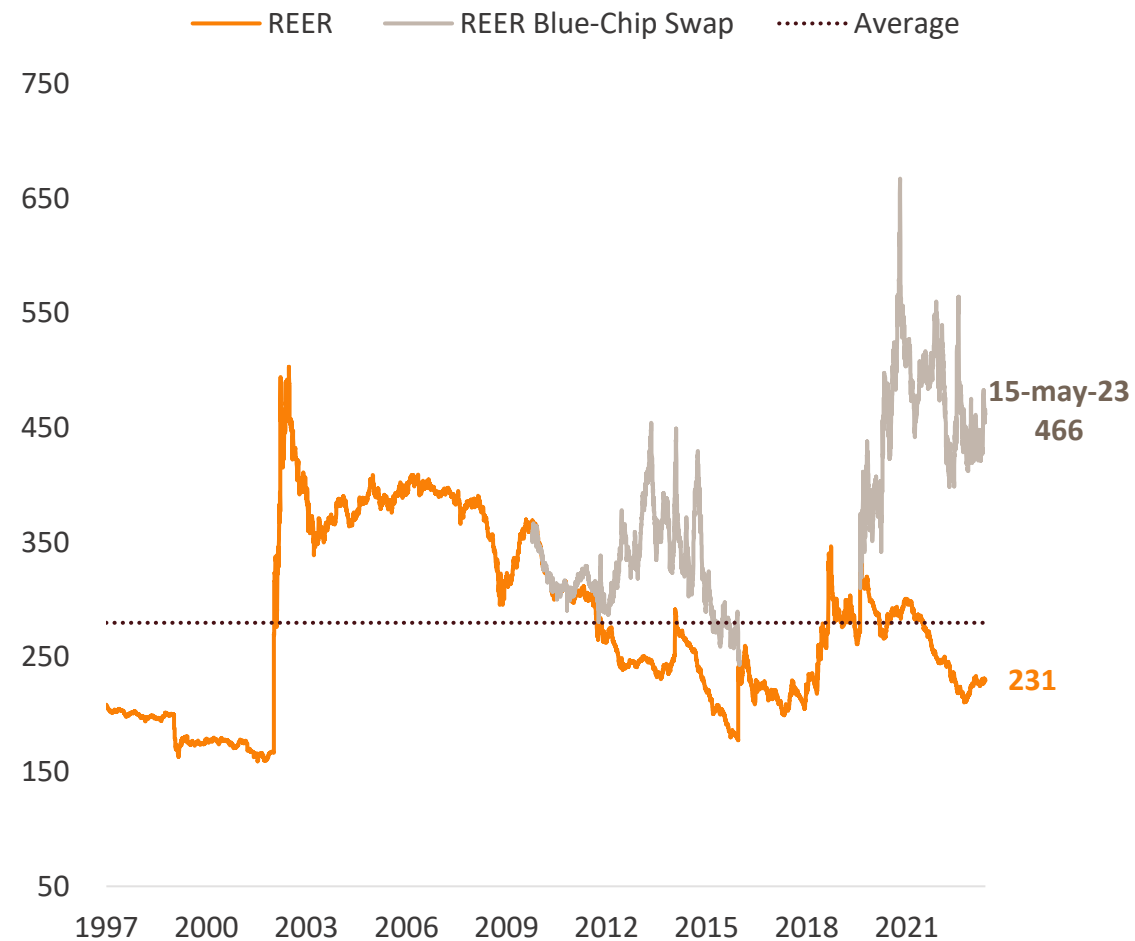
Index Dec-01=100.



Source: Banco Galicia based on BCRA

## Real Effective Exchange Rates

At Today Prices

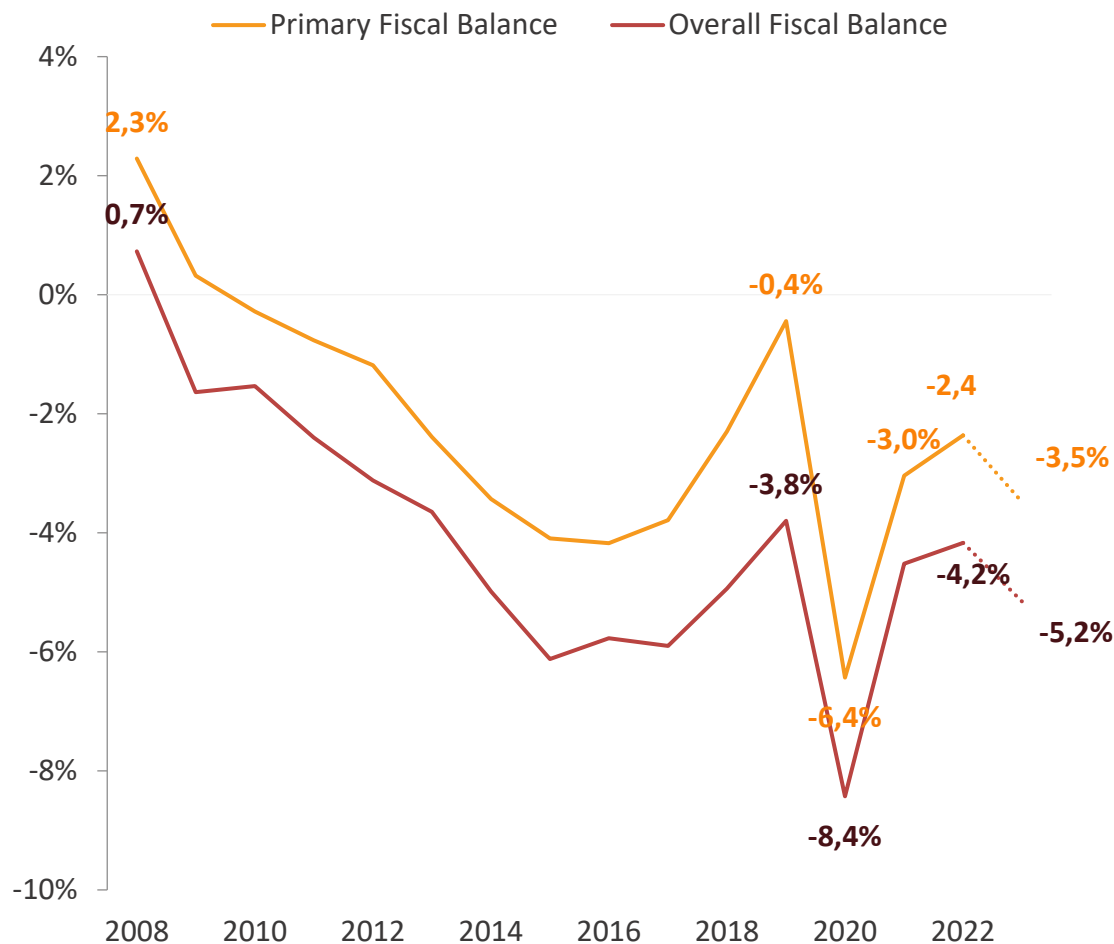


Source: Banco Galicia based on BCRA

# Fiscal Performance

## Non-Financial Public Sector's Fiscal Balance

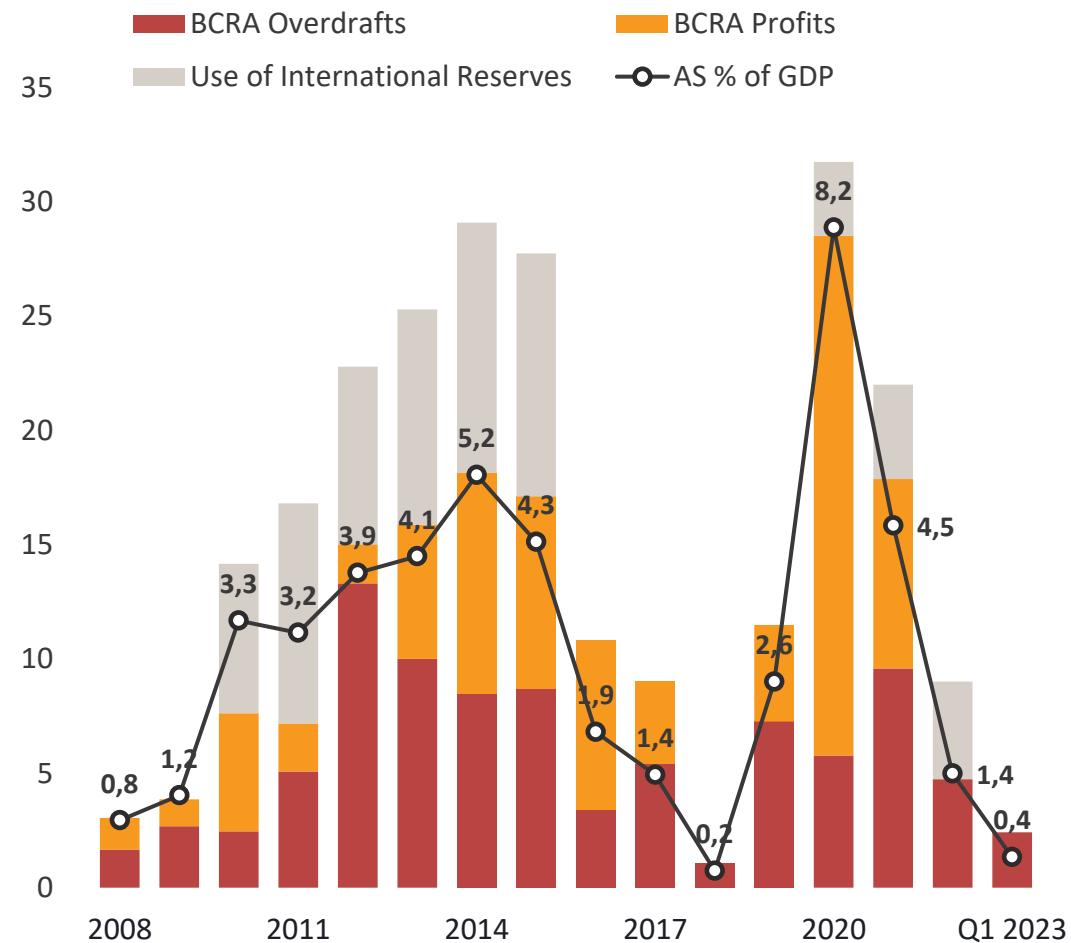
As % of GDP



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

## Argentine Central Bank Financing

In USD billion | As % of GDP

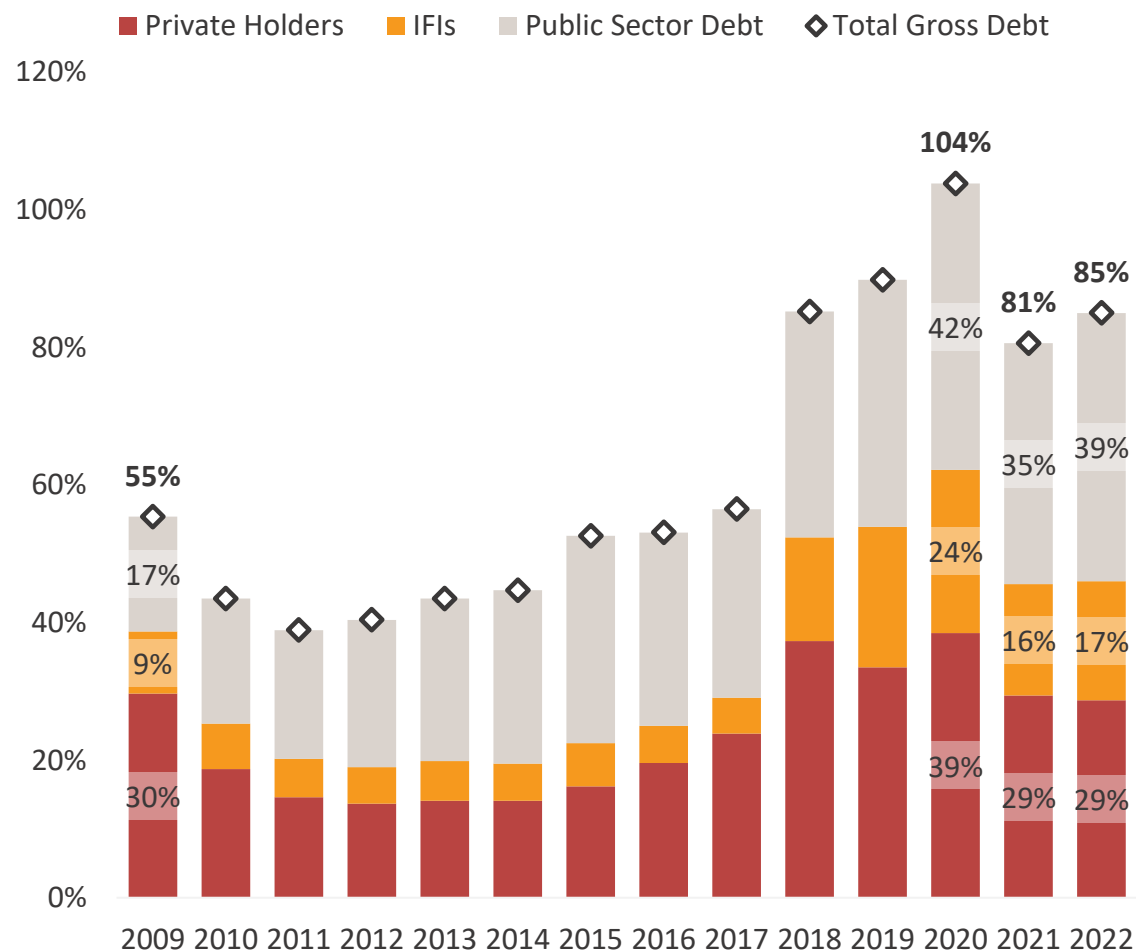


Source: Banco Galicia based on BCRA and own estimates

# Sovereign Debt

## Argentina: Public Sector Gross Debt\*

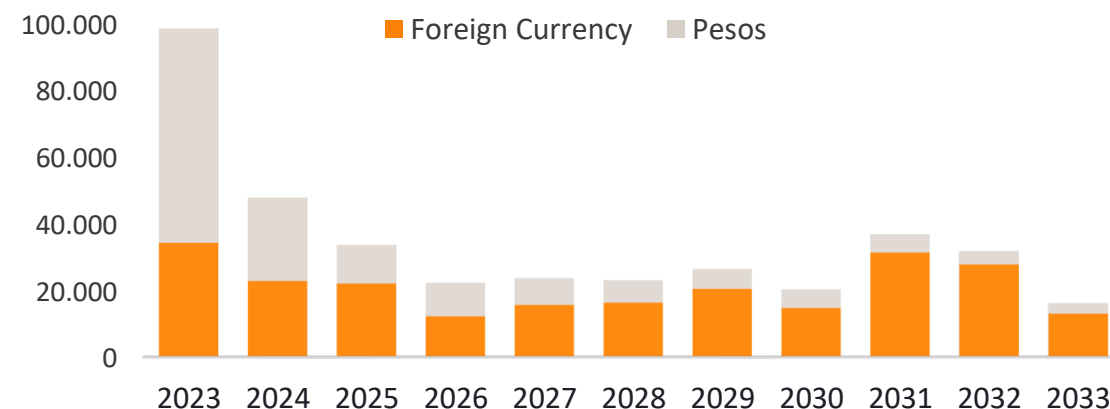
As % of GDP



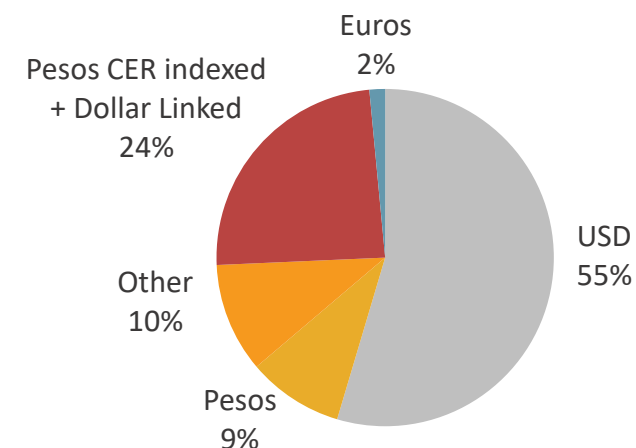
Source: Banco Galicia based Ministry of Finance and own estimates

## Projected Annual Debt Payments\*

In USD Billion



## Debt by Currency\*



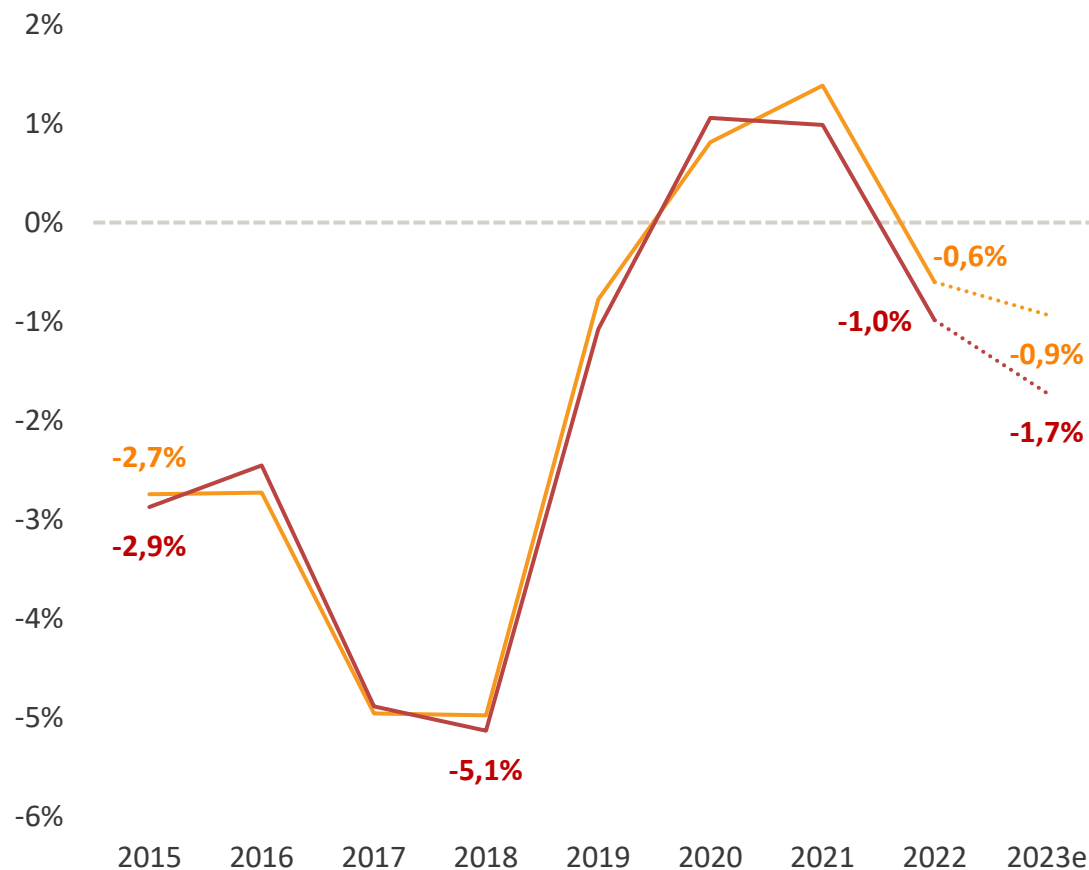
Source: Banco Galicia based on Ministry of Economy  
\* As of December 31, 2022

# External Sector Performance

## Current and Capital Accounts

Accrual Basis | As % of GDP

— Current Account — Capital Account

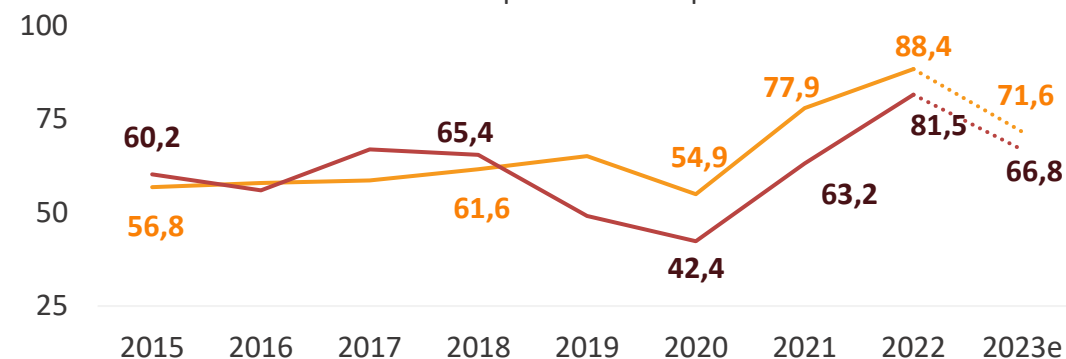


Source: Banco Galicia based on BCRA

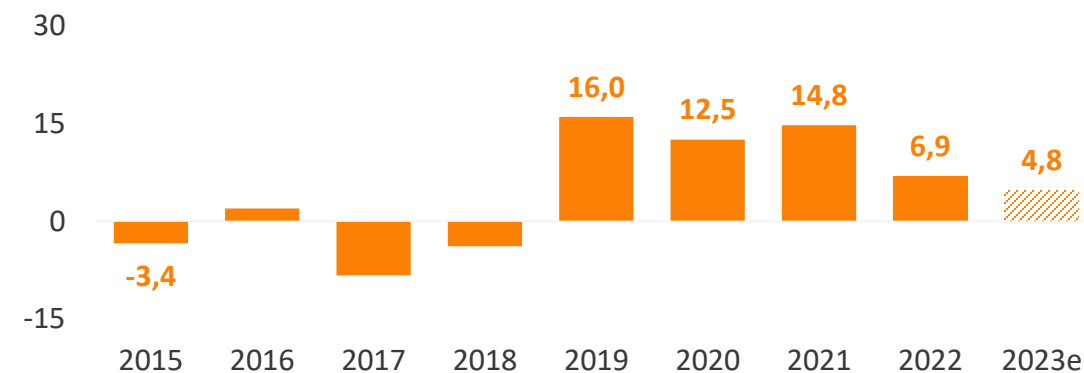
## Foreign Trade

In USD billion

— Exports — Imports



## Trade Balance

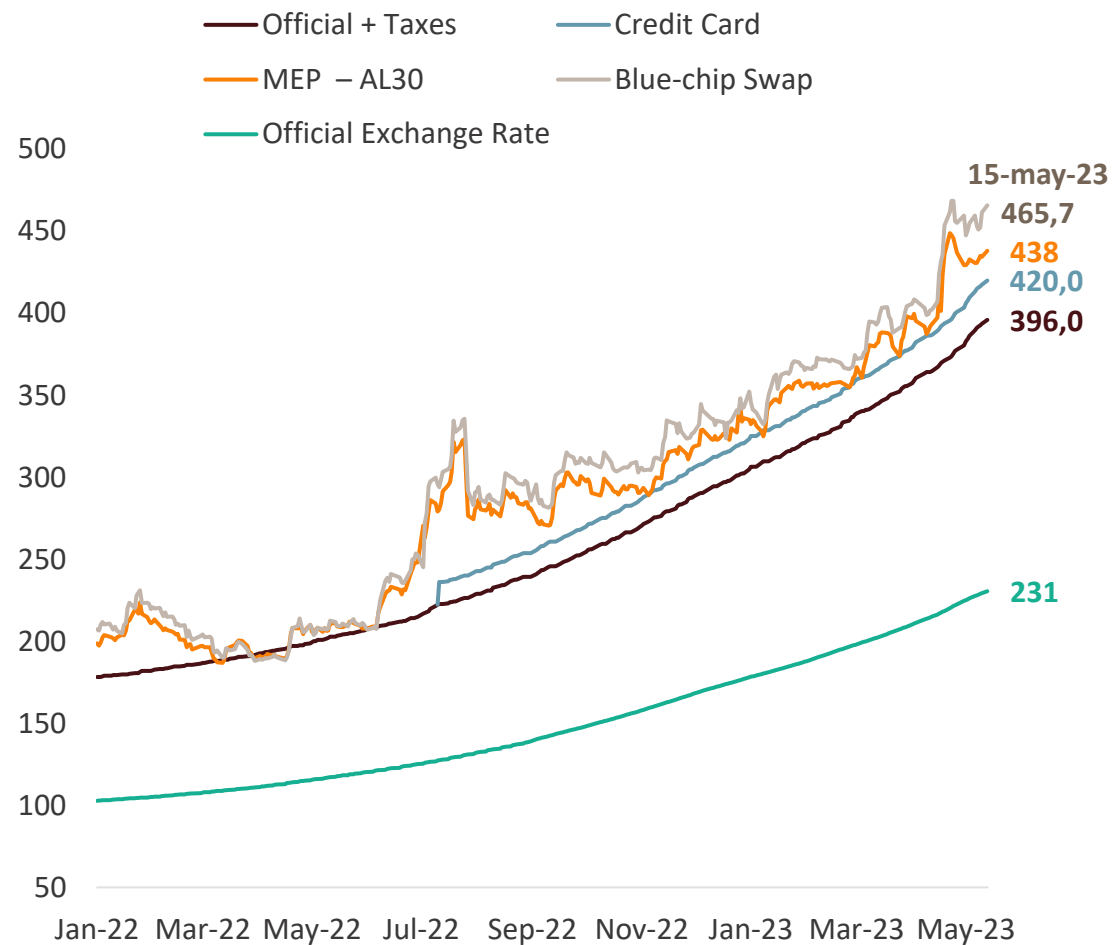


Source: Banco Galicia based on BCRA

# FX Markets

## FX Rates

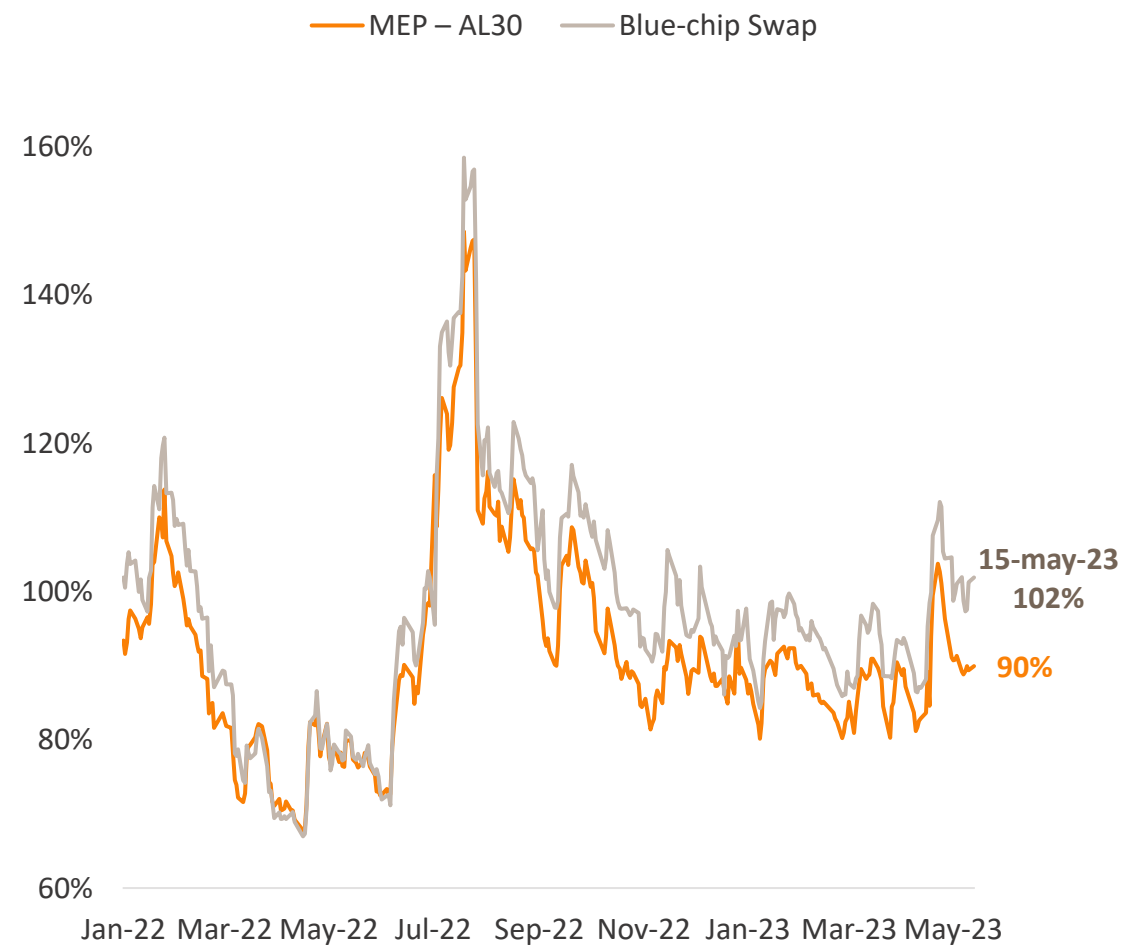
In ARS/USD



Source: Banco Galicia based on market data

## FX Gap

As % of the official exchange rate

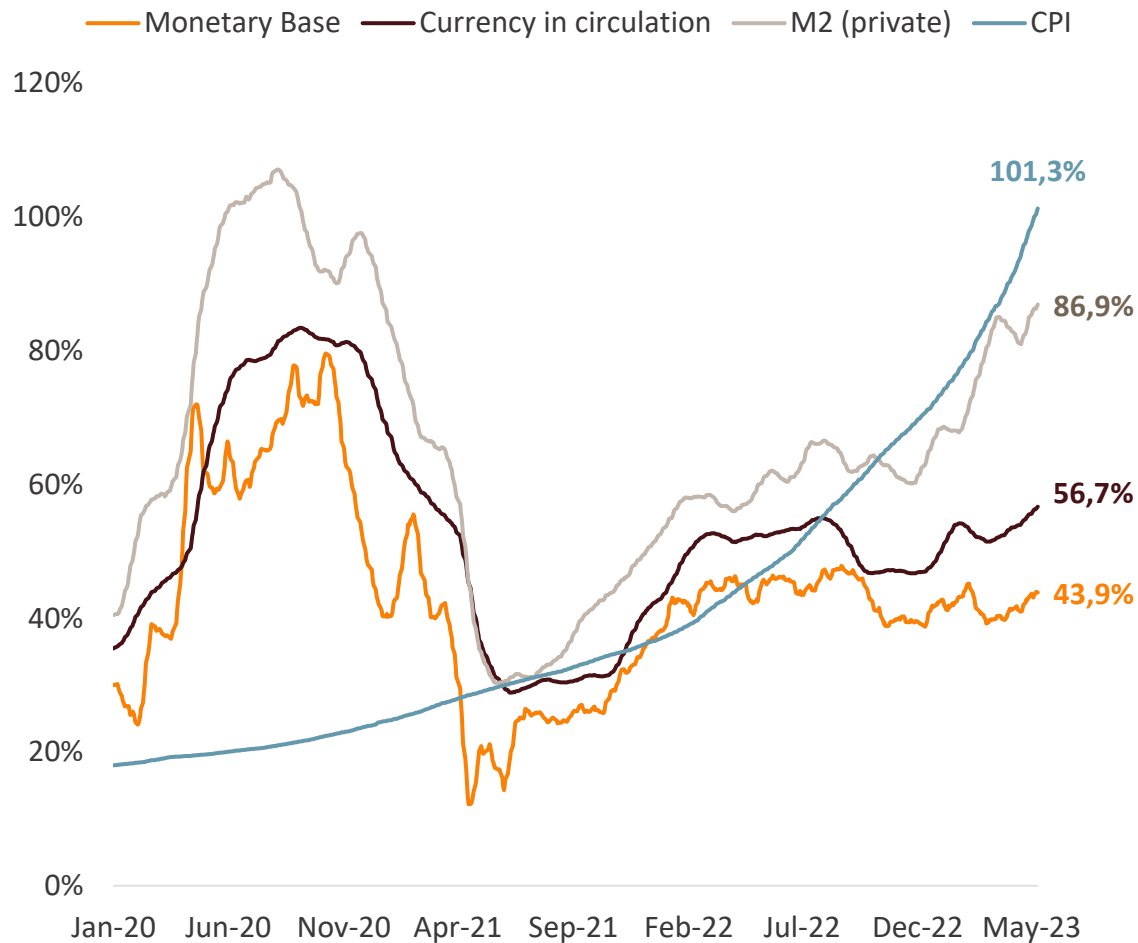


Source: Banco Galicia based on market data

# Monetary Performance

## Monetary Aggregates

20-day Moving Average | % Change YoY



Source: Banco Galicia based on BCRA

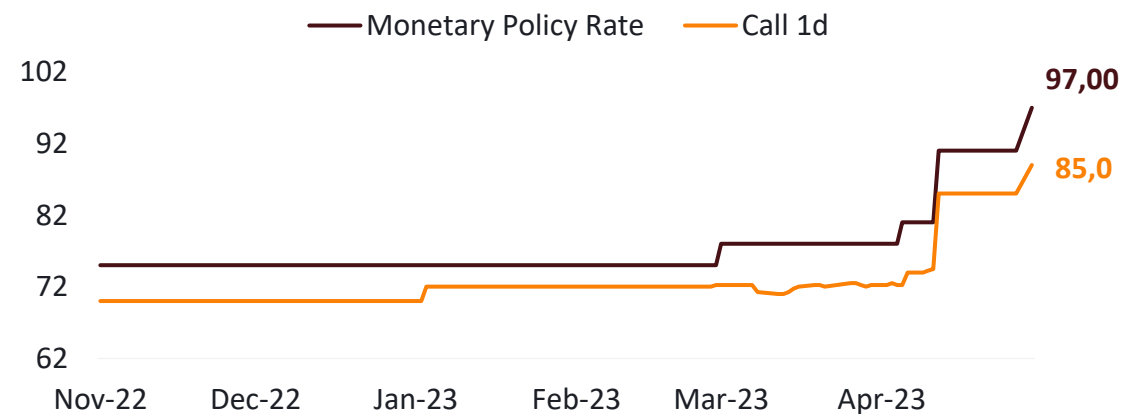
## Net International Reserves

In USD billion



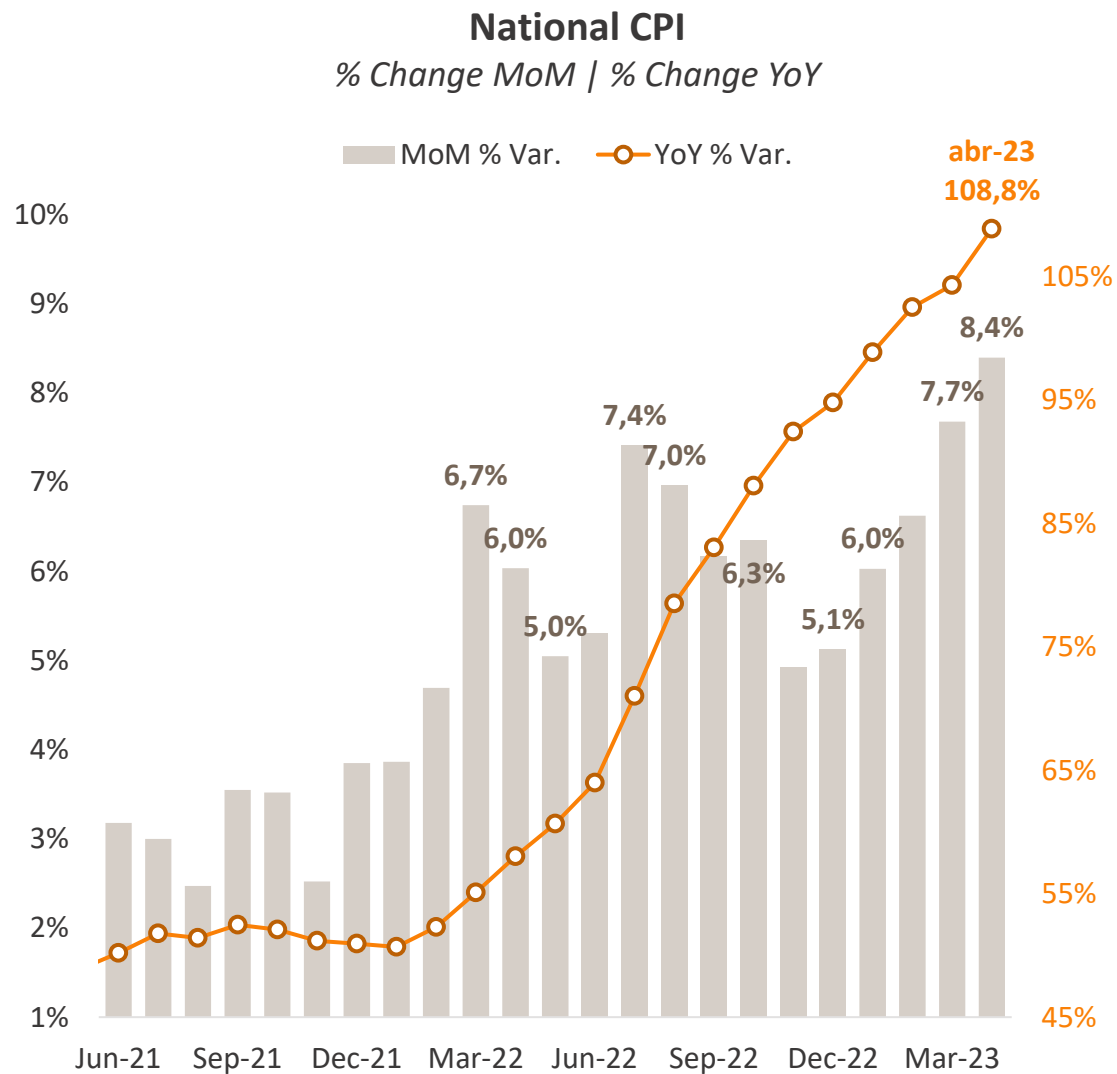
## Central Bank Interest Rate Policy

ANR (%)



Source: Banco Galicia based on BCRA

# Inflation



Source: Banco Galicia based on INDEC



# Agenda

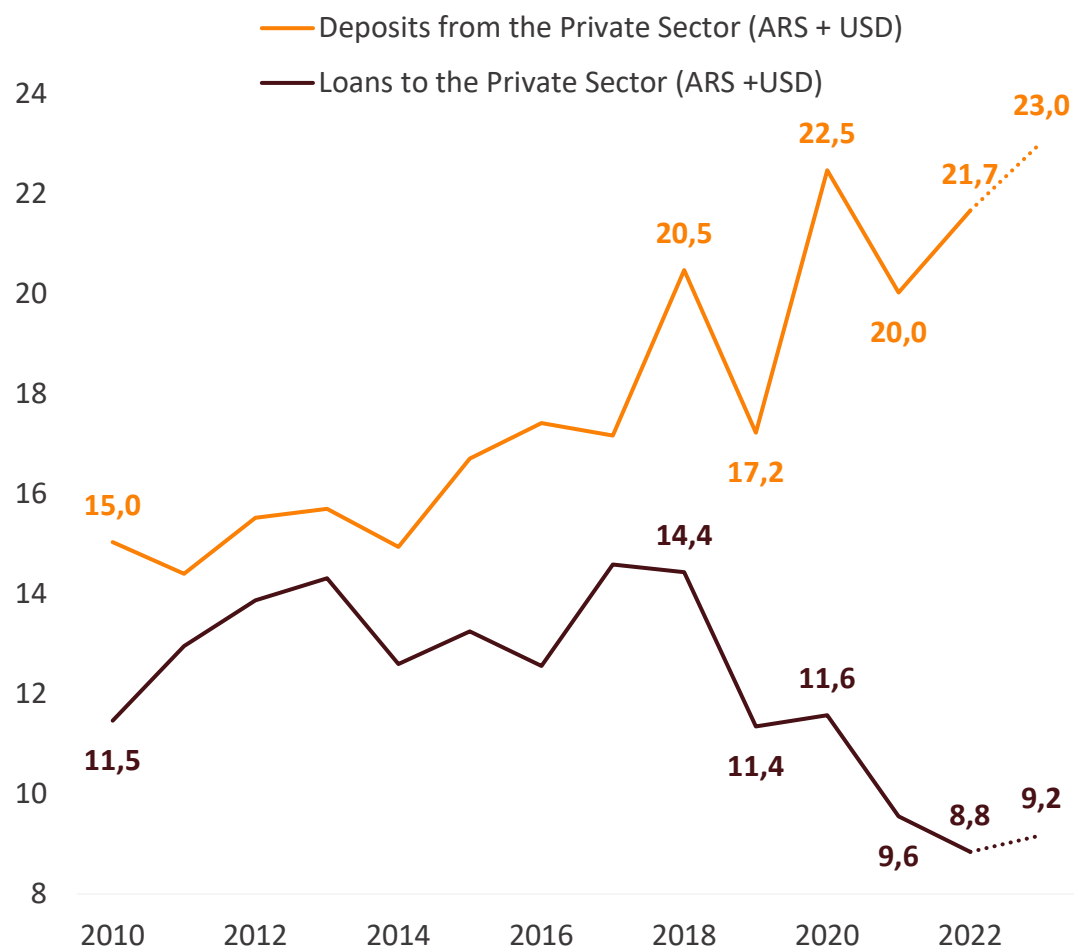


|                                         |                                   |                          |                             |
|-----------------------------------------|-----------------------------------|--------------------------|-----------------------------|
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# Financial Depth

## Deposits and Loans to the Private Sector

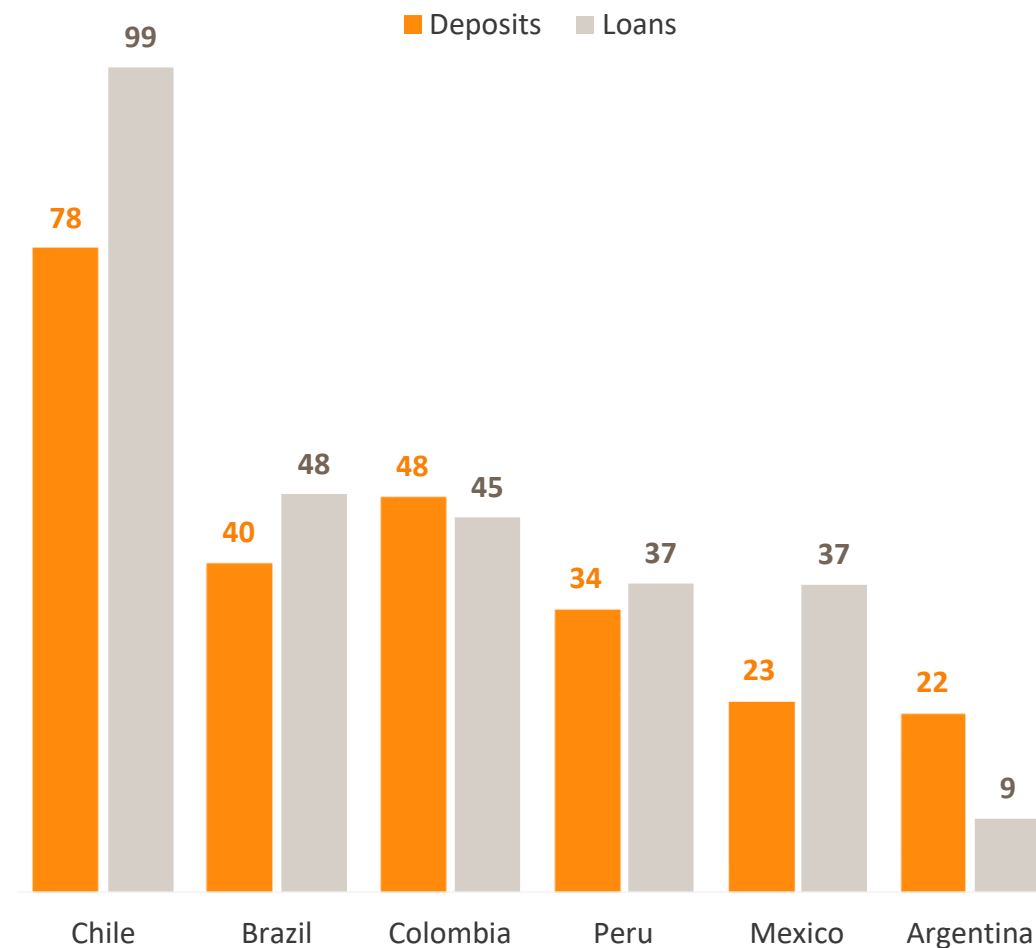
As % of GDP



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

## Financial Depth

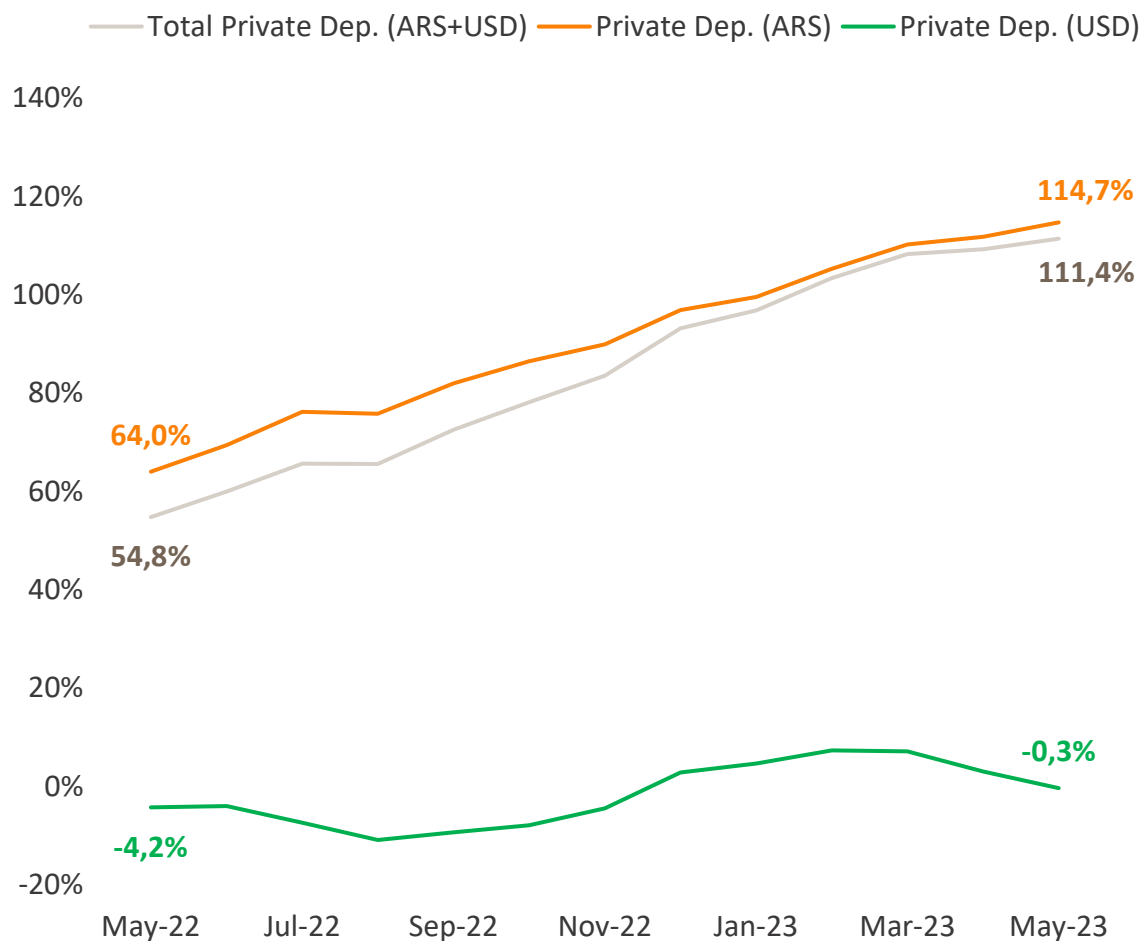
As % of GDP



Source: Banco Galicia based on FELABAN and BCRA

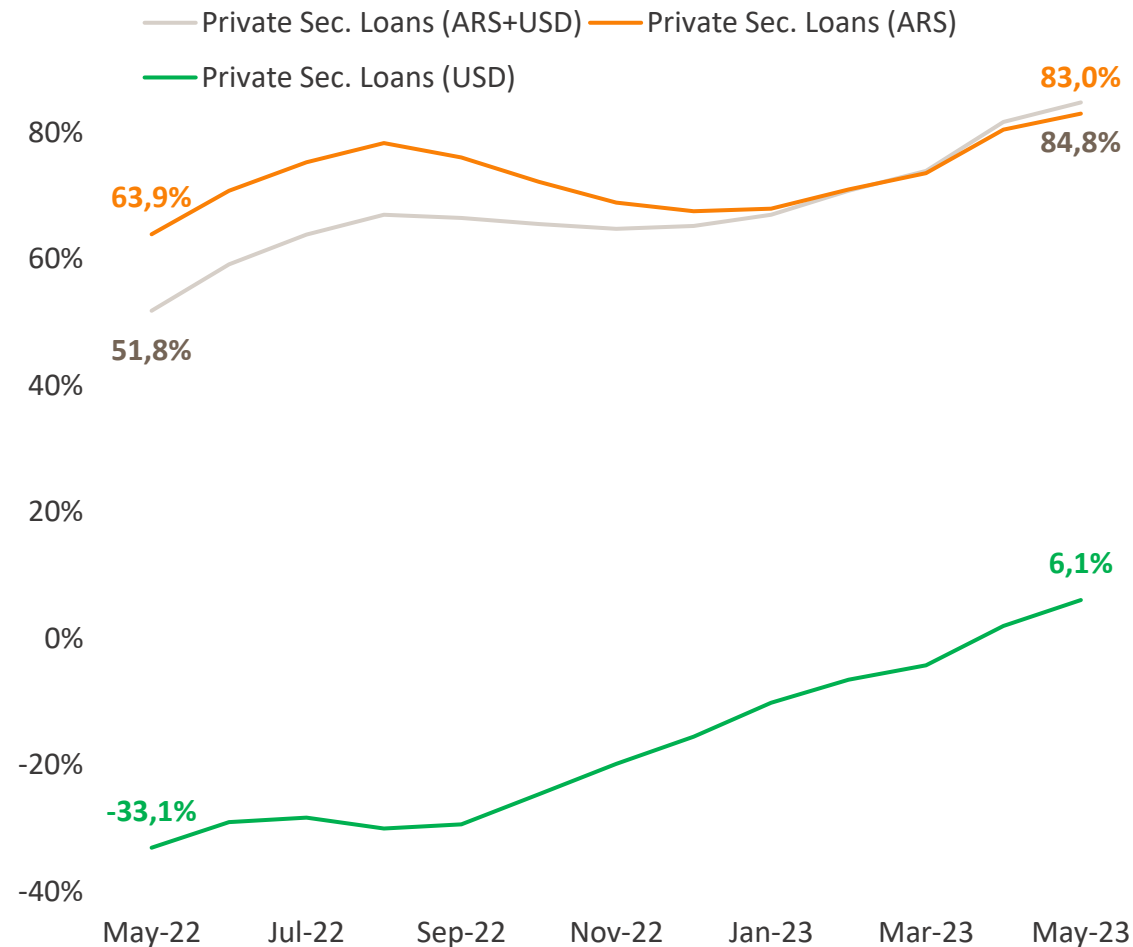
# Private Sector Deposits and Loans

**Deposit Growth**  
% Change YoY Monthly



Source: Banco Galicia based on BCRA

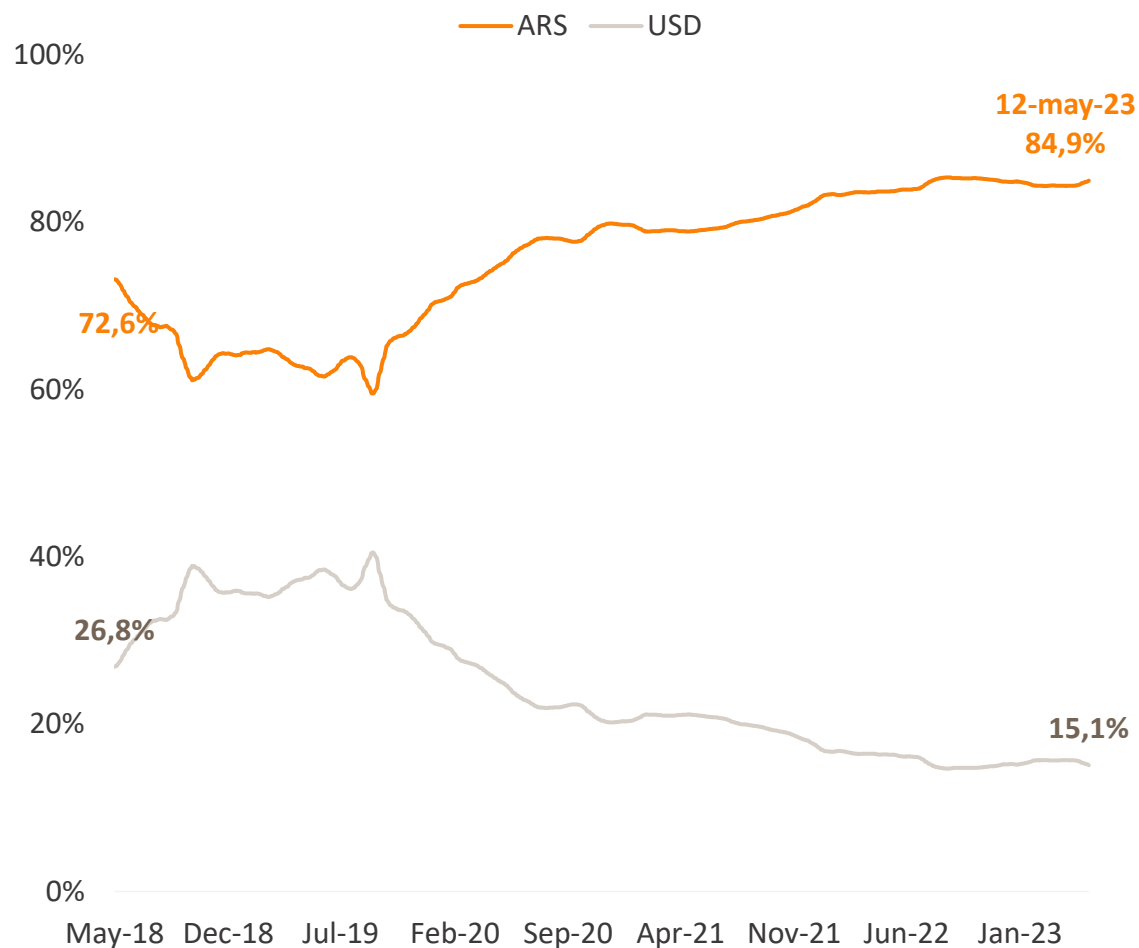
**Private Sector Loans**  
% Change YoY Monthly



Source: Banco Galicia based on BCRA

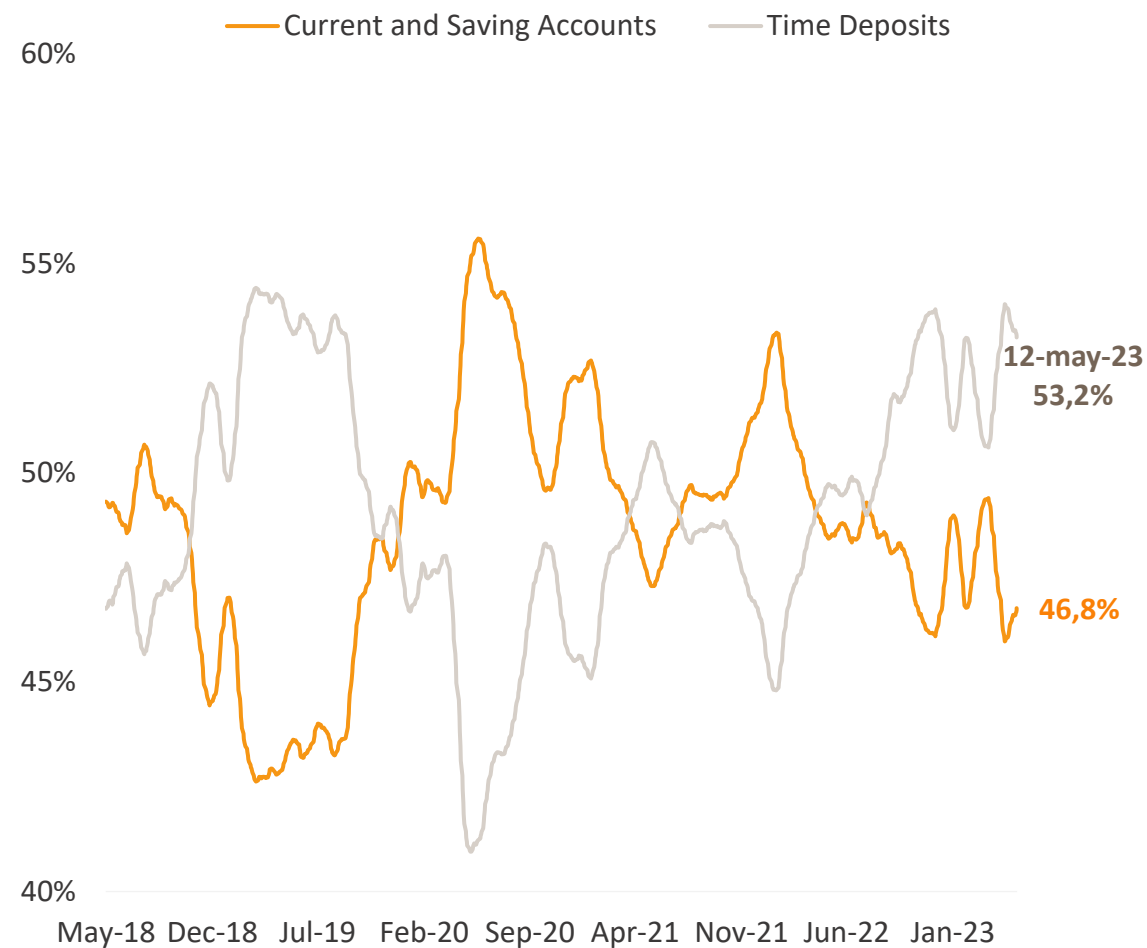
# Breakdown of Deposits by Currency and Type

Private Deposits Mix  
As % of Total Deposits



Source: Banco Galicia based on BCRA

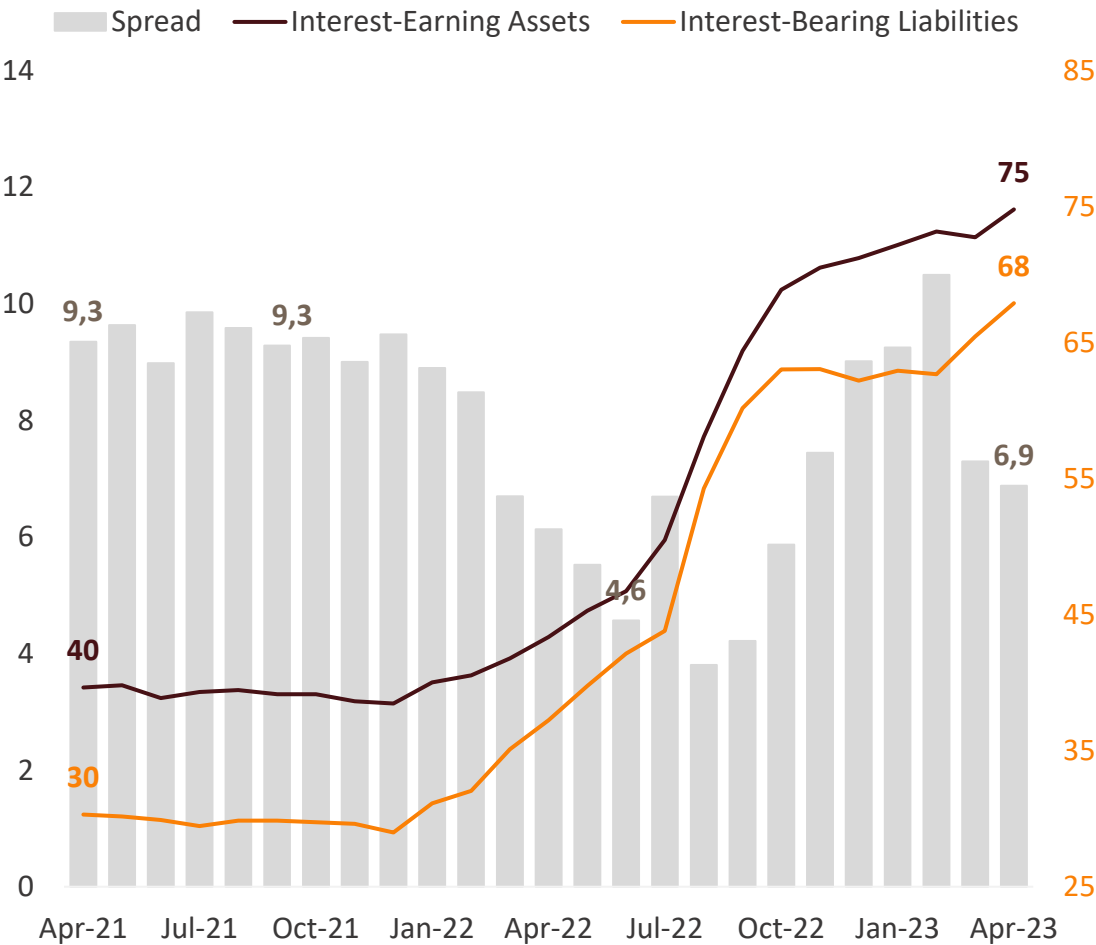
Deposits in ARS Mix  
As % of Deposits in ARS



Source: Banco Galicia based on BCRA

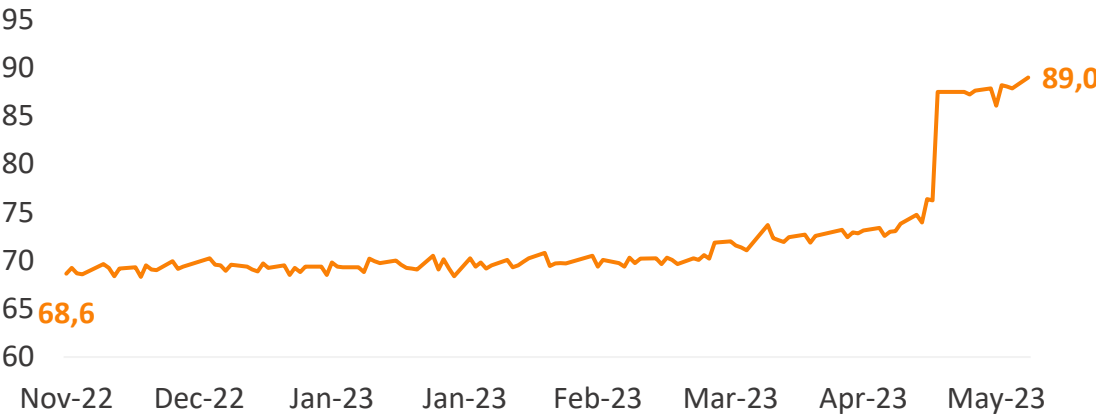
# Interest Rates

Private Deposits Mix  
As % of Total Deposits

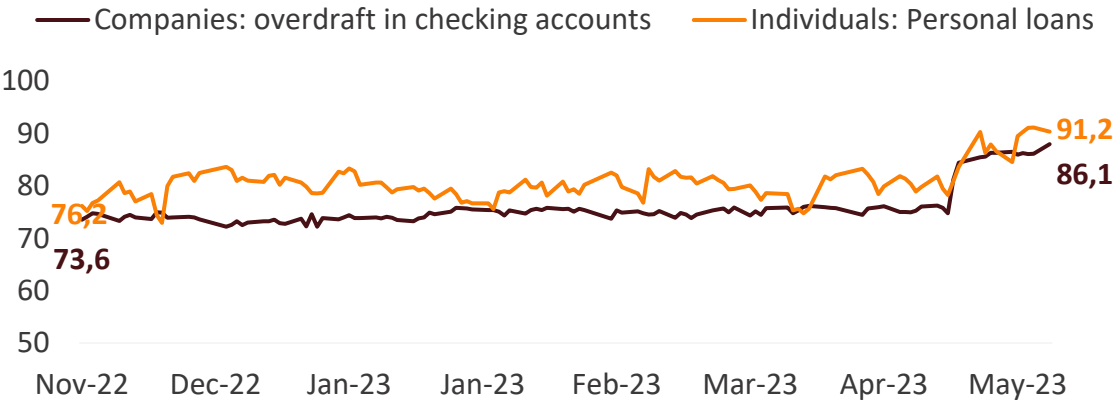


Source: Banco Galicia based on BCRA

Cost of Liabilities  
Private Badlar

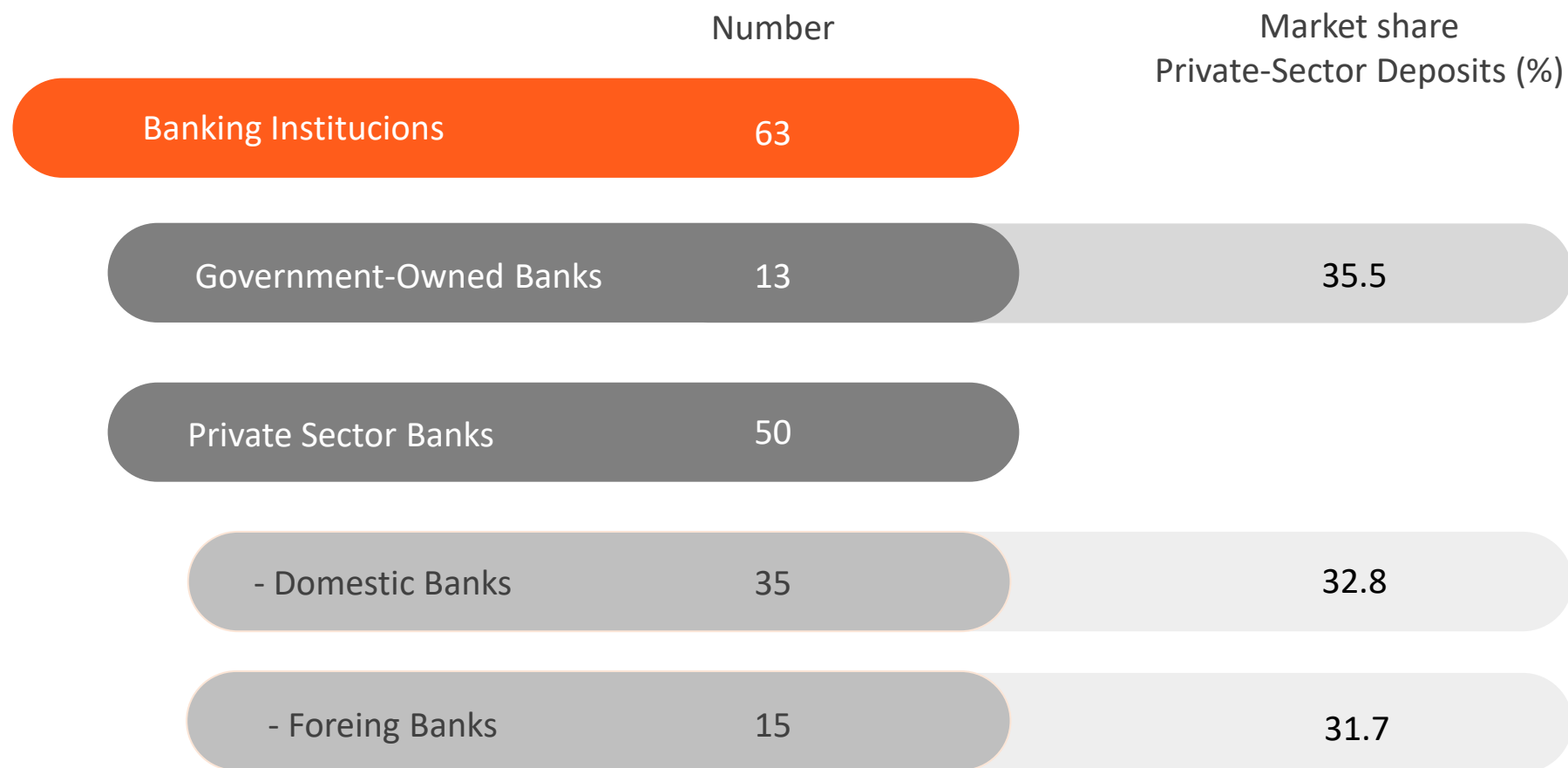


Yield on Assets



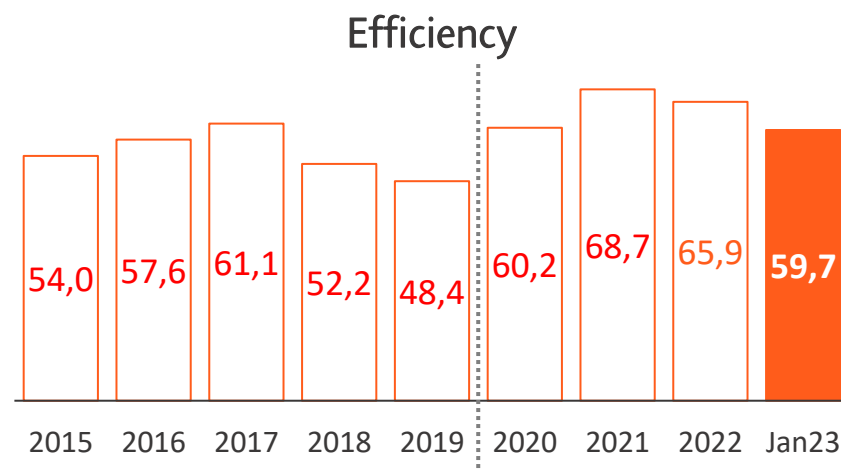
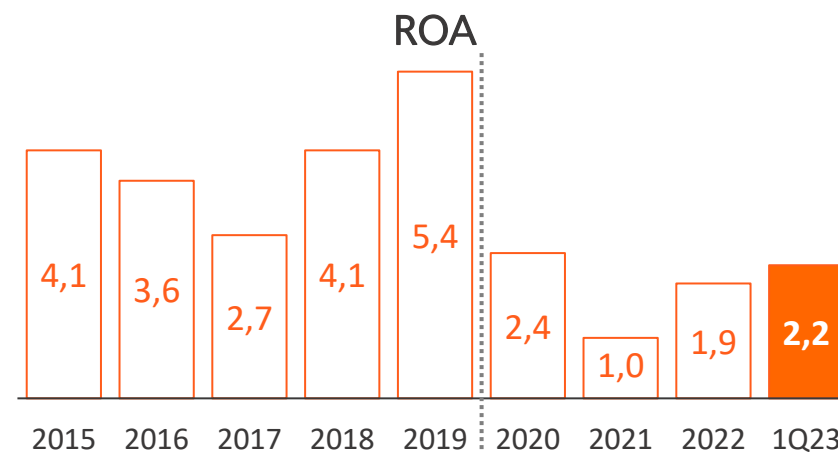
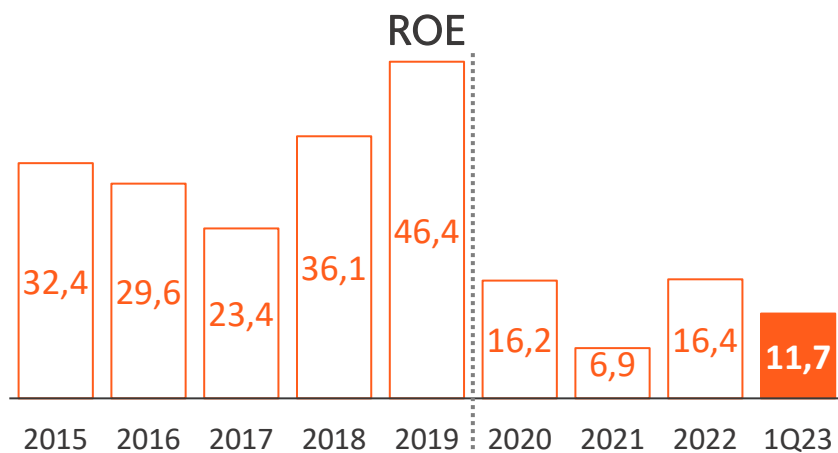
Source: Banco Galicia based on BCRA and own estimates

# Composition of the Banking System



*As of January 31, 2023.*

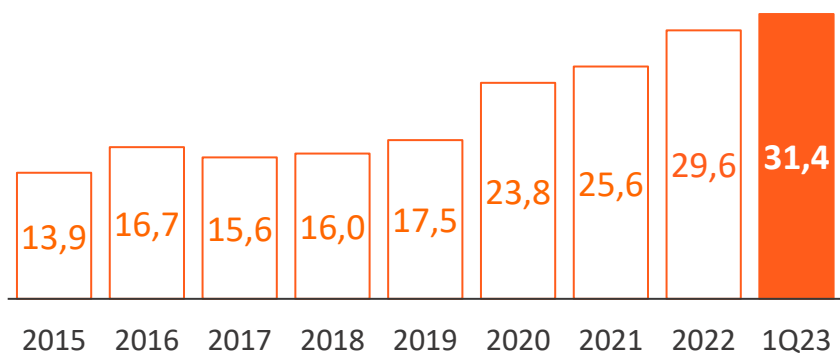
# Profitability



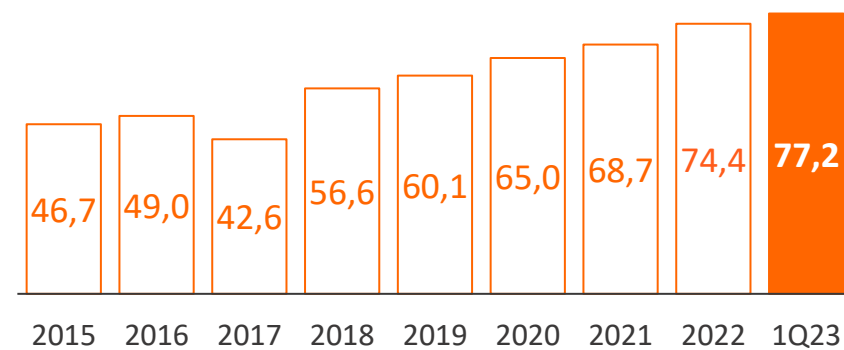
*Inflation-adjusted figures since FY 2020.*

# Relevant Ratios

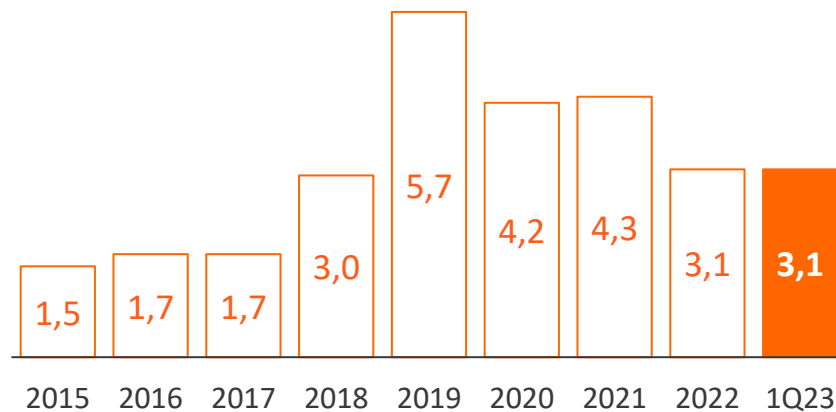
## Total Capital Ratio



## Liquidity Ratio



## NPL Ratio



# Agenda



|                                         |                                   |                          |                             |
|-----------------------------------------|-----------------------------------|--------------------------|-----------------------------|
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# Organizational Structure



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

# Business Summary

ROE

**1Q 9.8%**

+ 385 bp y/y

ROA

**1Q 1.9%**

+ 74 bp y/y

FINANCIAL  
MARGIN

**1Q 25.0%**

+ 513 bp y/y

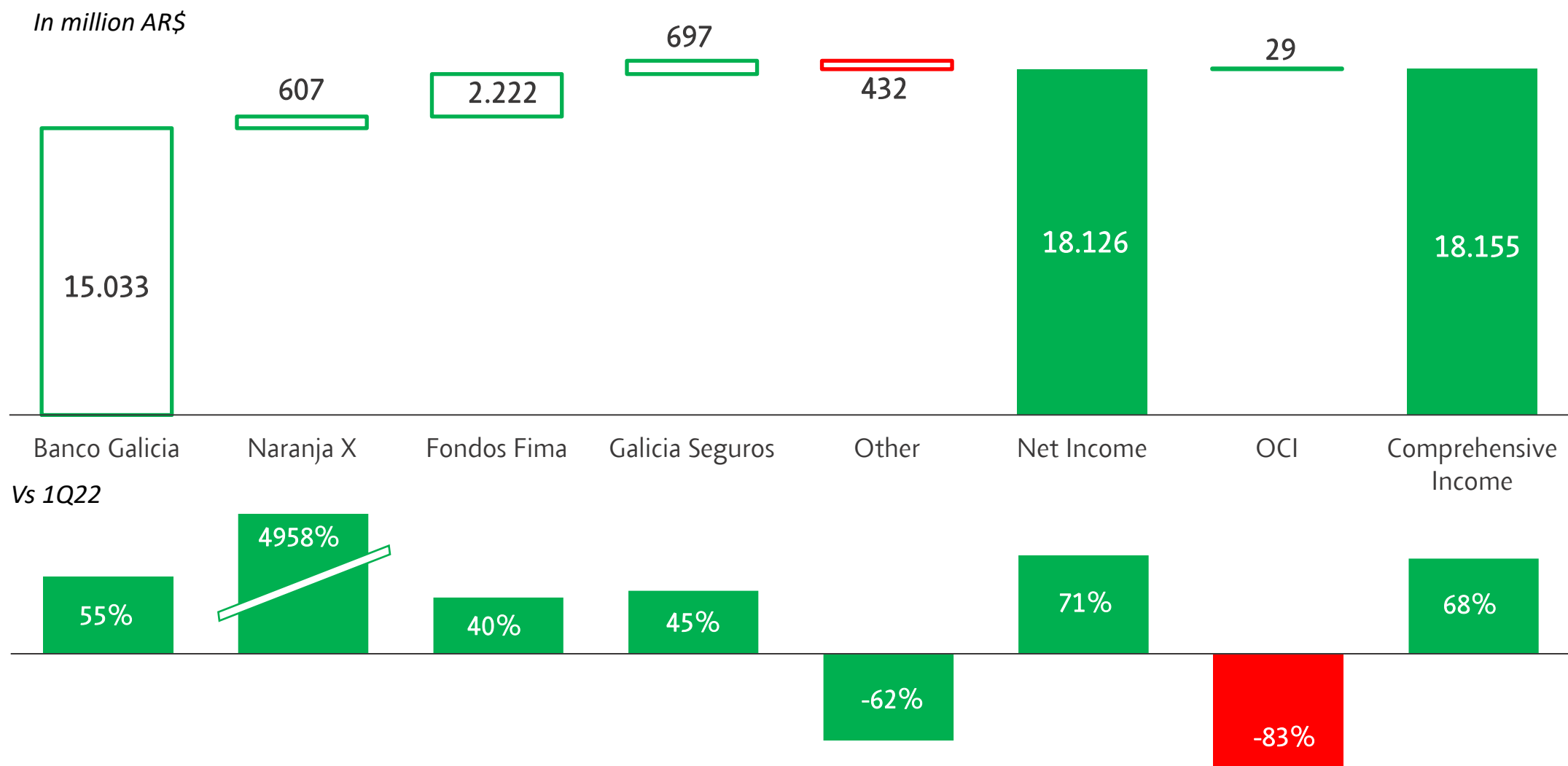
EFFICIENCY

**1Q 73.6%**

- 468 bp y/y

*As of March 31, 2023*

# Results from Equity Investments - 1Q23



Quarterly figures.

# Agenda



|                                         |                                   |                          |                             |
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# Business Summary

## ROE

1Q 10.1%

+ 351 bp y/y

## NET LOANS

AR\$ 1,104.9 bn

- 13% y/y

USD 5.3 bn

## DEPOSITS

AR\$ 2,264.5 bn

- 2% y/y

USD 10.8 bn

## ROA

1Q 1.8%

+ 64 bp y/y

## ASSETS

AR\$ 3,286.6 bn

+ 0% y/y

USD 45.7 bn

## EQUITY

AR\$ 551.0 bn

- 3% y/y

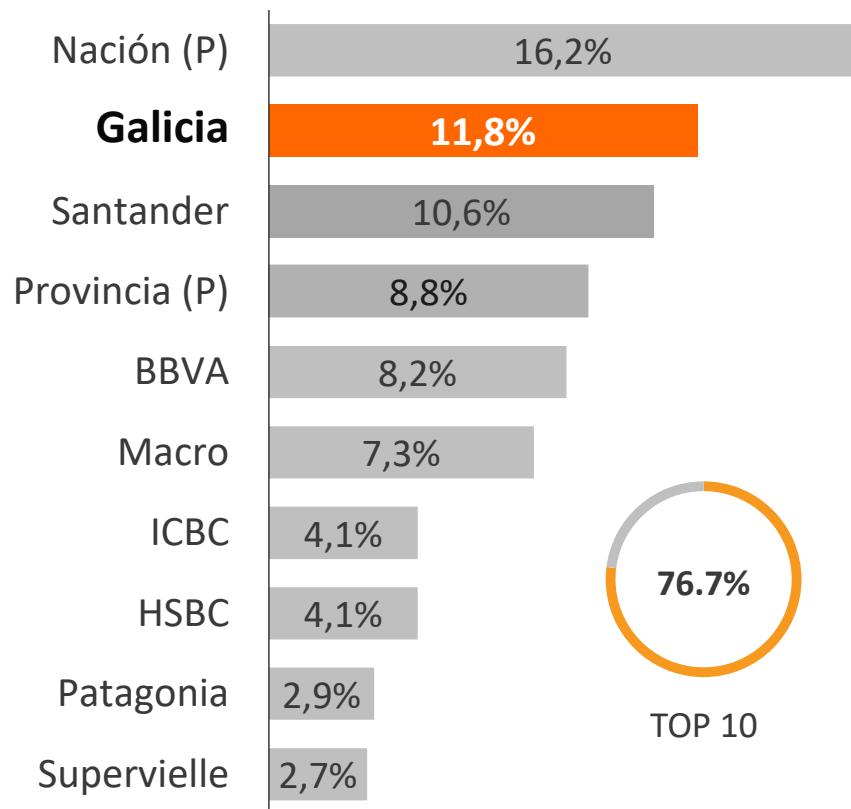
USD 2.6 bn

*As of March 31, 2023.*

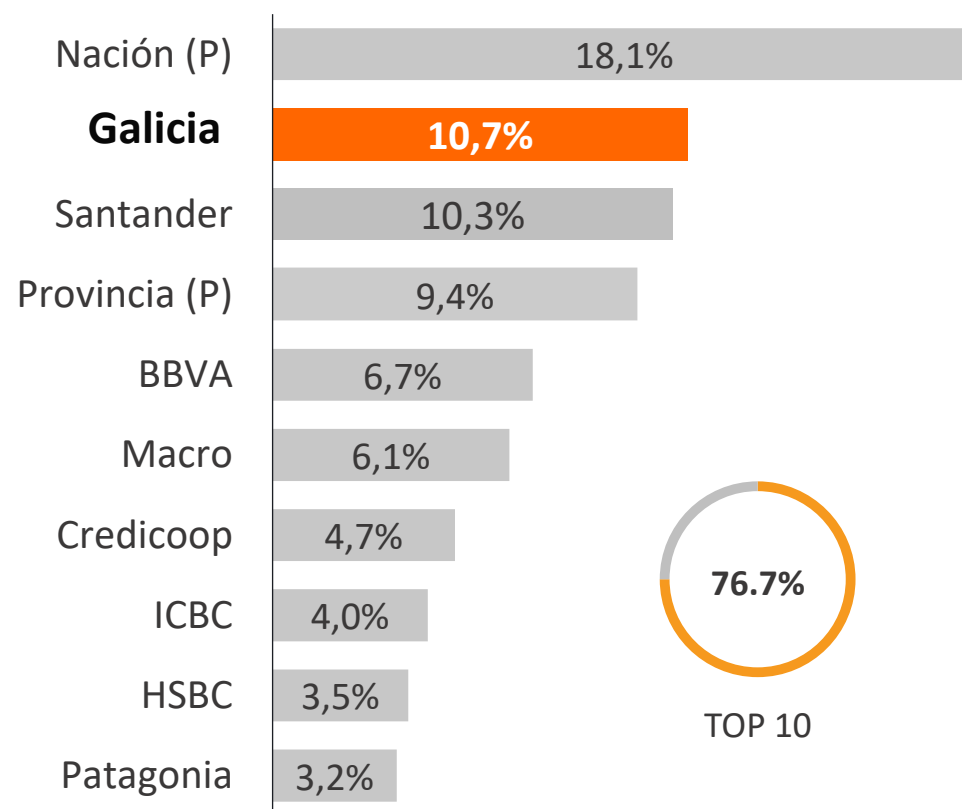
*Exchange rate = 208.99 AR\$ per USD.*

# TOP 10 Banks

Market Share of  
Private-Sector Loans (%)



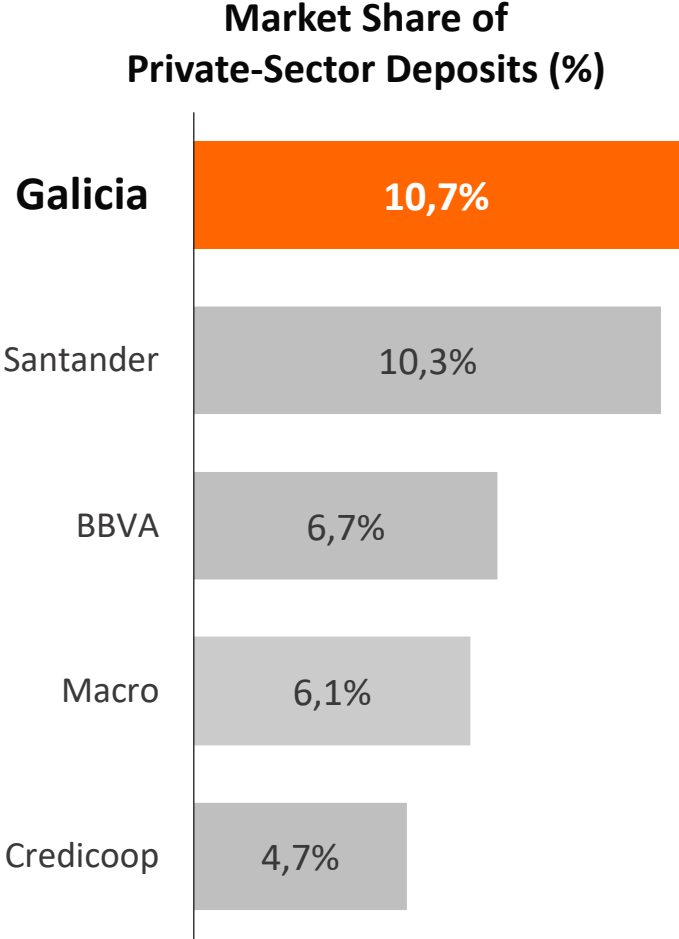
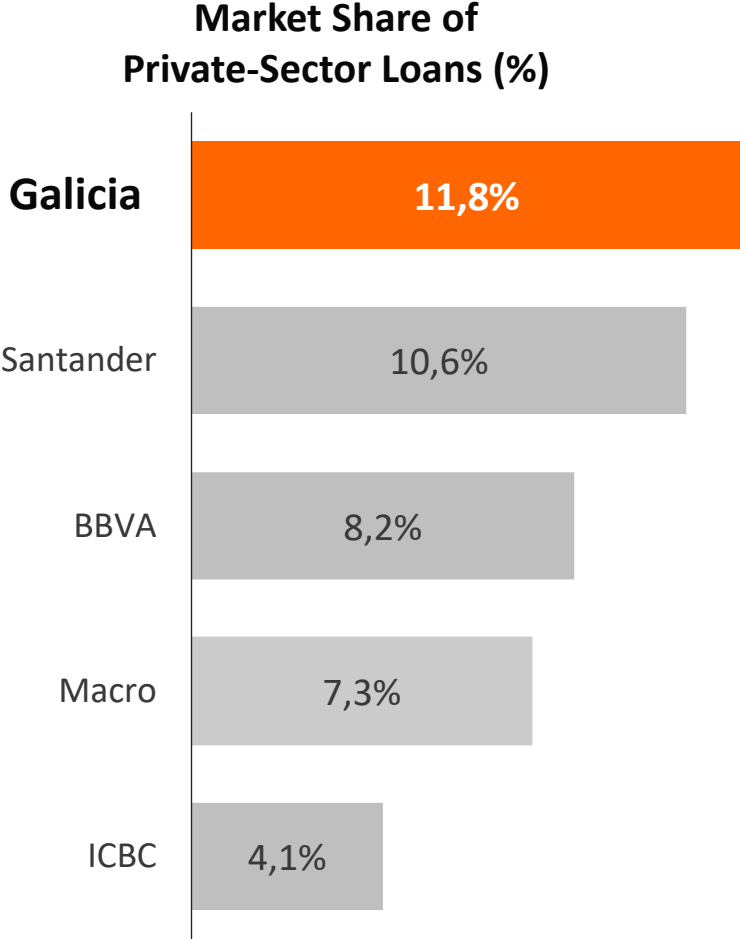
Market Share of  
Private-Sector Deposits (%)



As of January 31, 2023. Source: Argentine Central Bank.

(P) Government owned Banks.

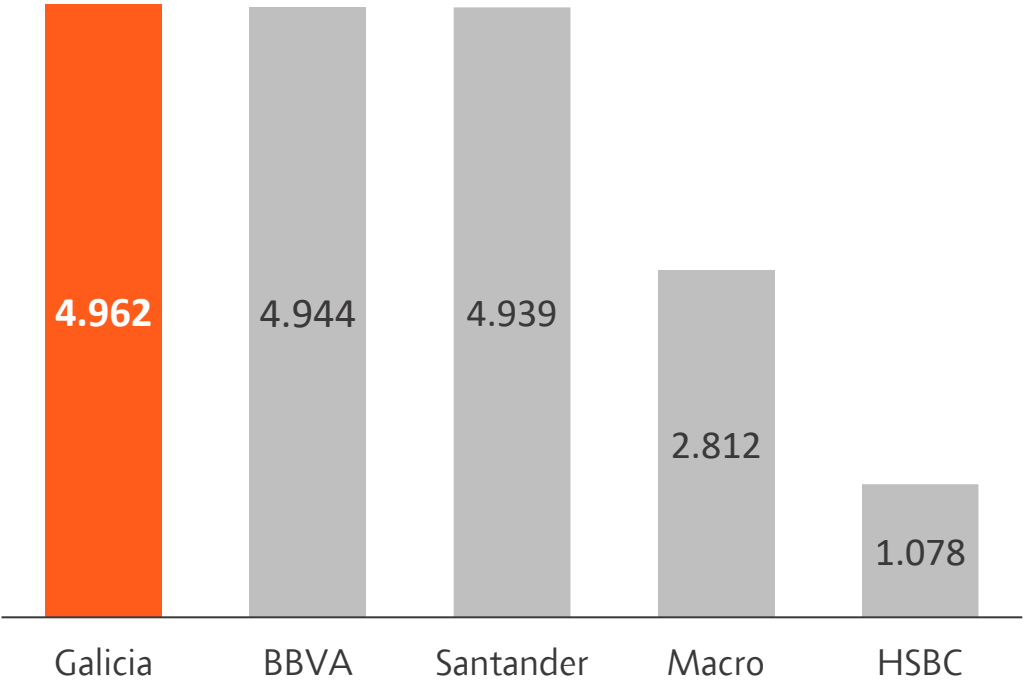
# Peer Comparison



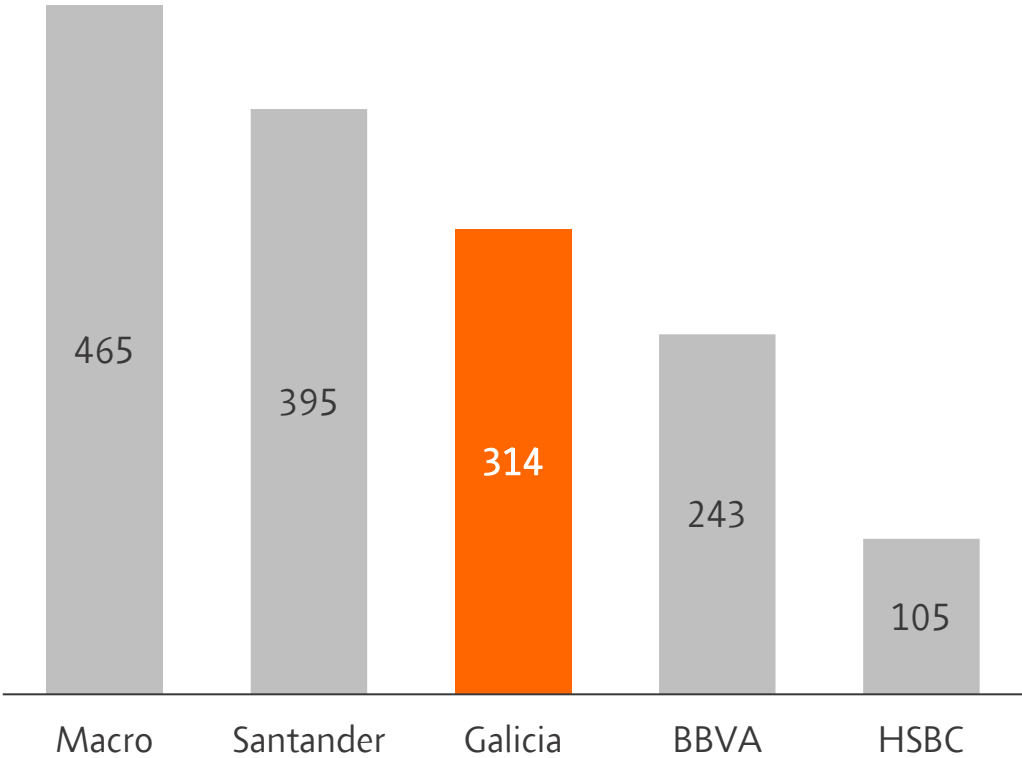
As of January 31, 2023.

# Peer Comparison

Credit Cards  
*(in thousands)*



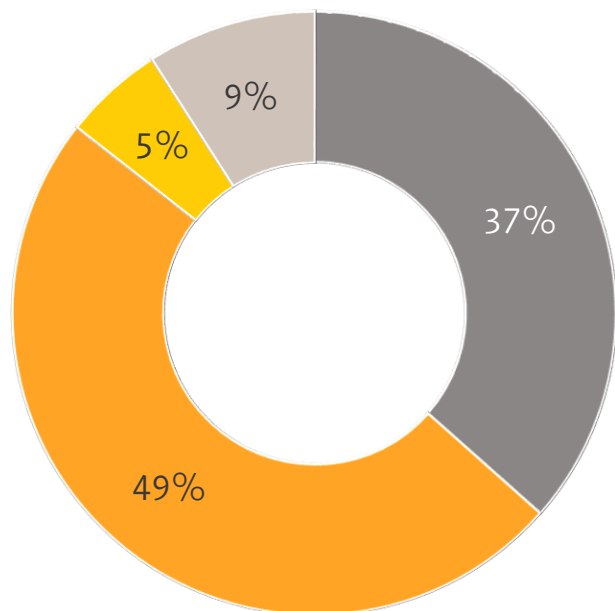
Branches



As of January 31, 2023.

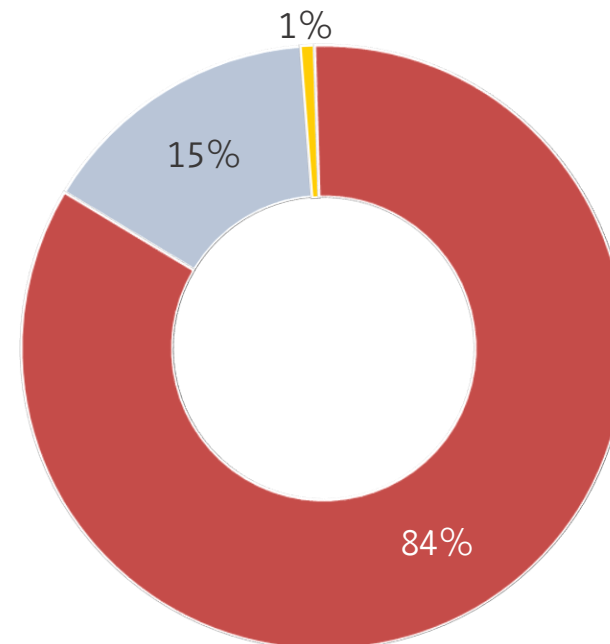
# Customers

Consumer Banking  
Total: 3,444,273



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

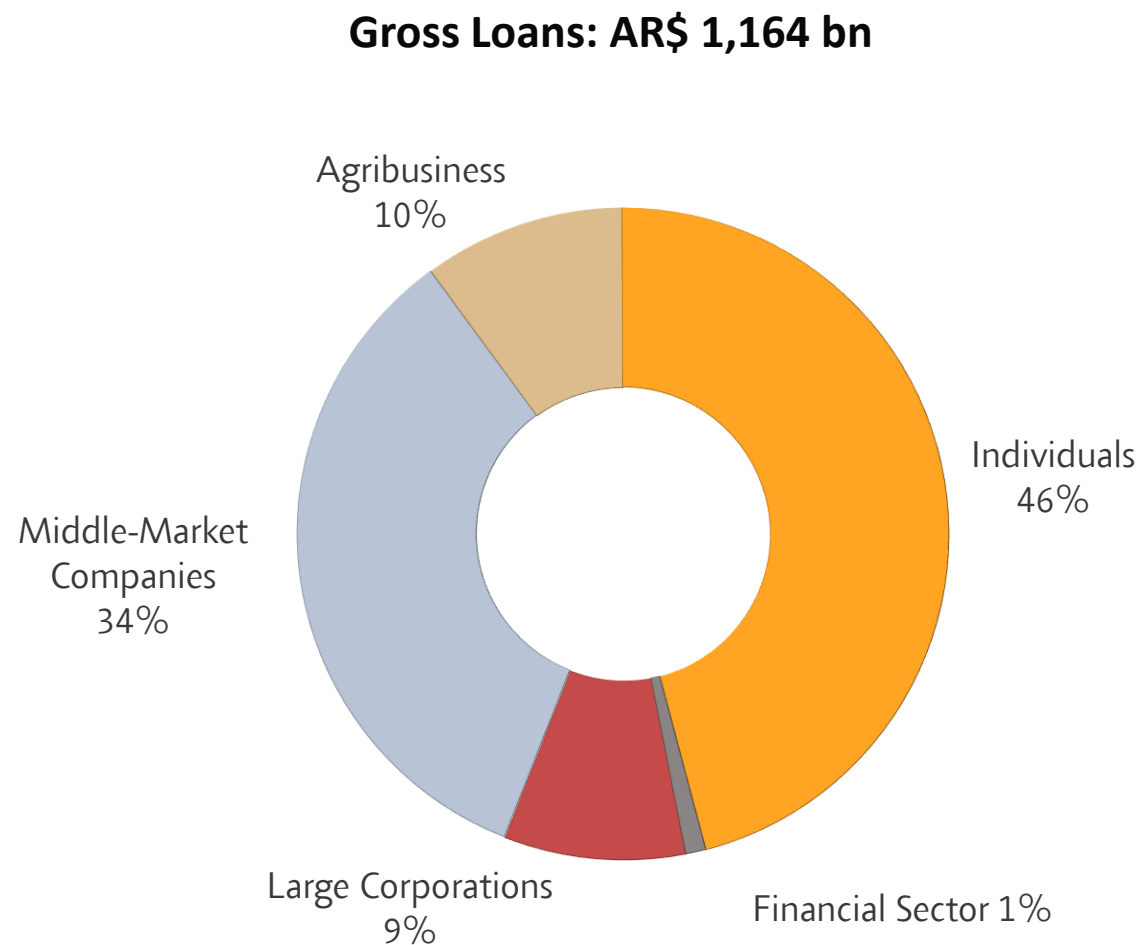
Corporate Banking  
Total: 129,836



- Agribusiness
- Corporations
- SMEs

As of March 31, 2023.

# Breakdown of Loans to the Private Sector

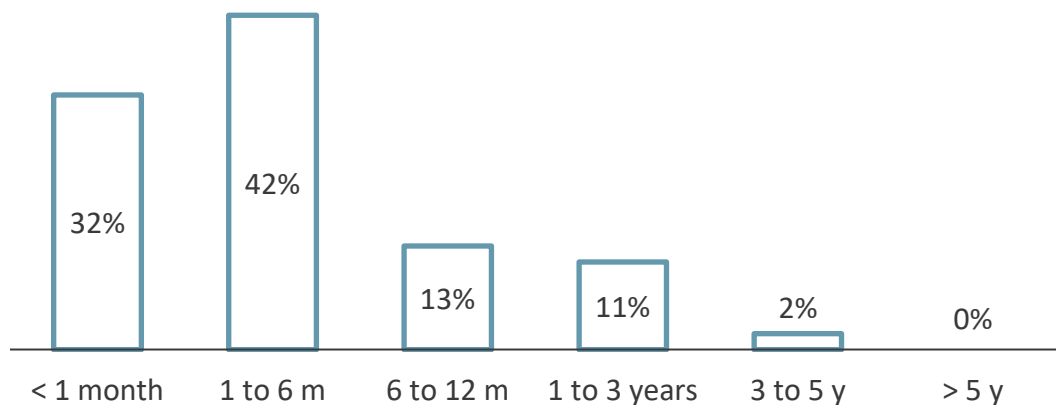


*As of March 31, 2023.*

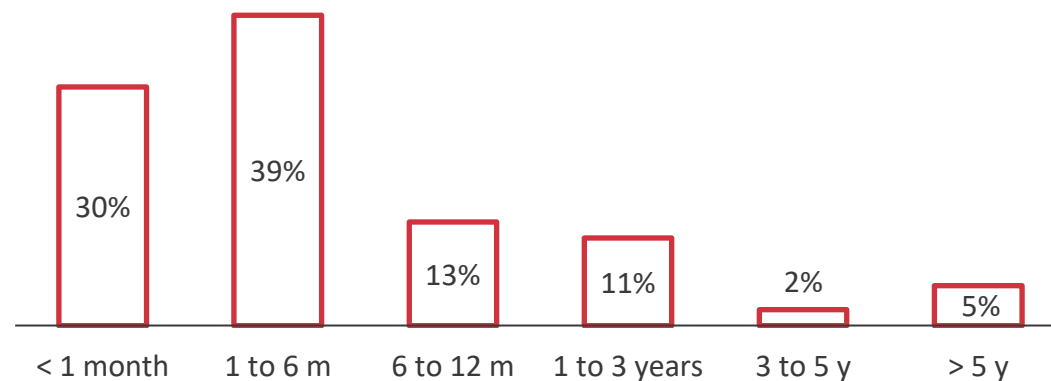
Loans in foreign currency: 14.1%

# Loan Portfolio by Maturity

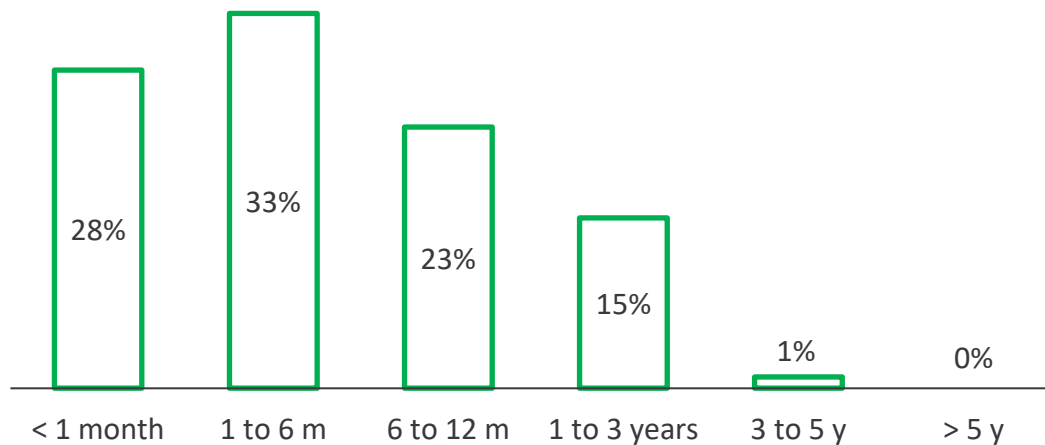
## Pesos



## Pesos + UVA

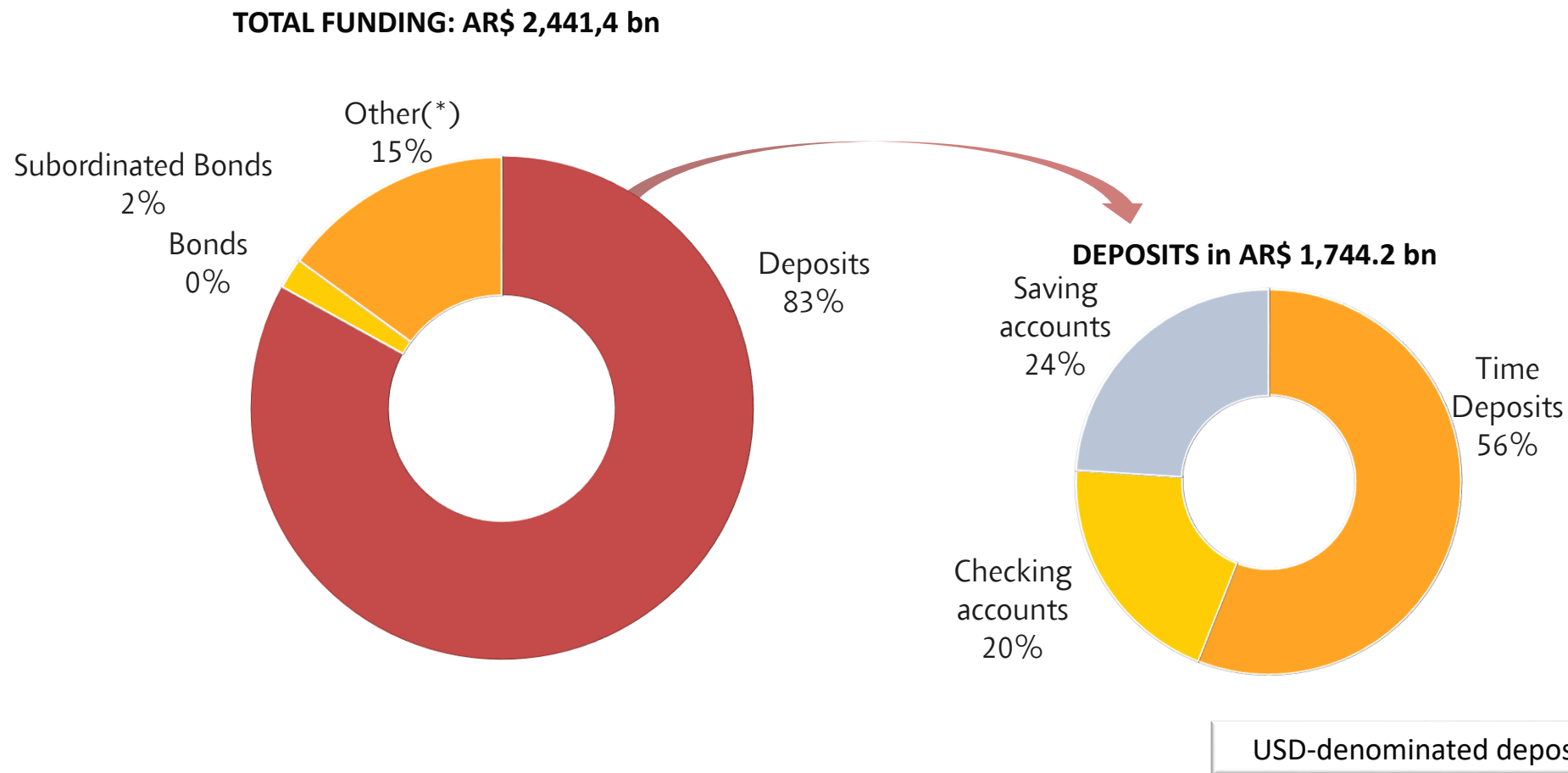


## Dollars



As of March 31, 2023.

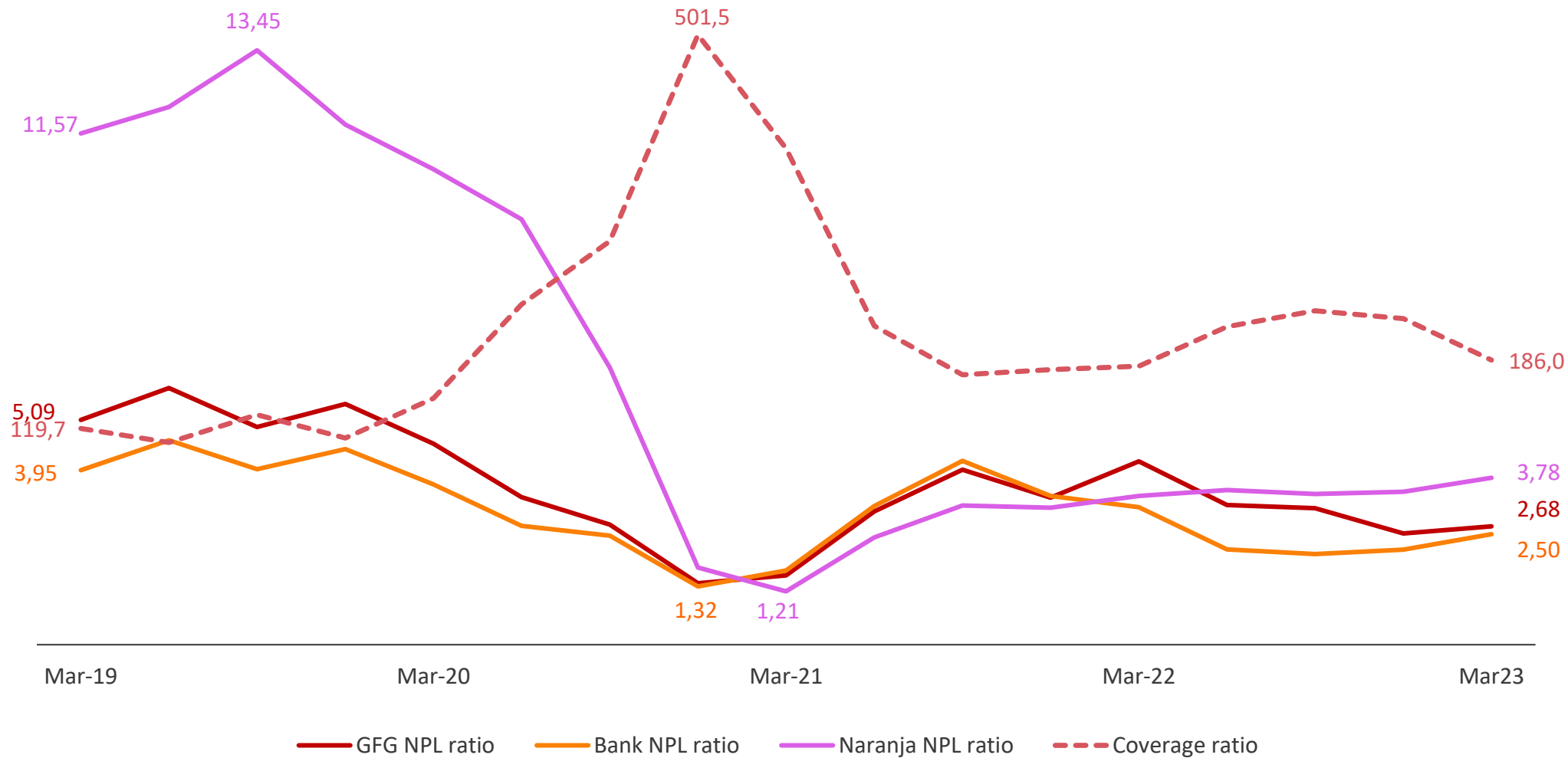
# Funding and Breakdown of Deposits



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

As of March 31, 2023.

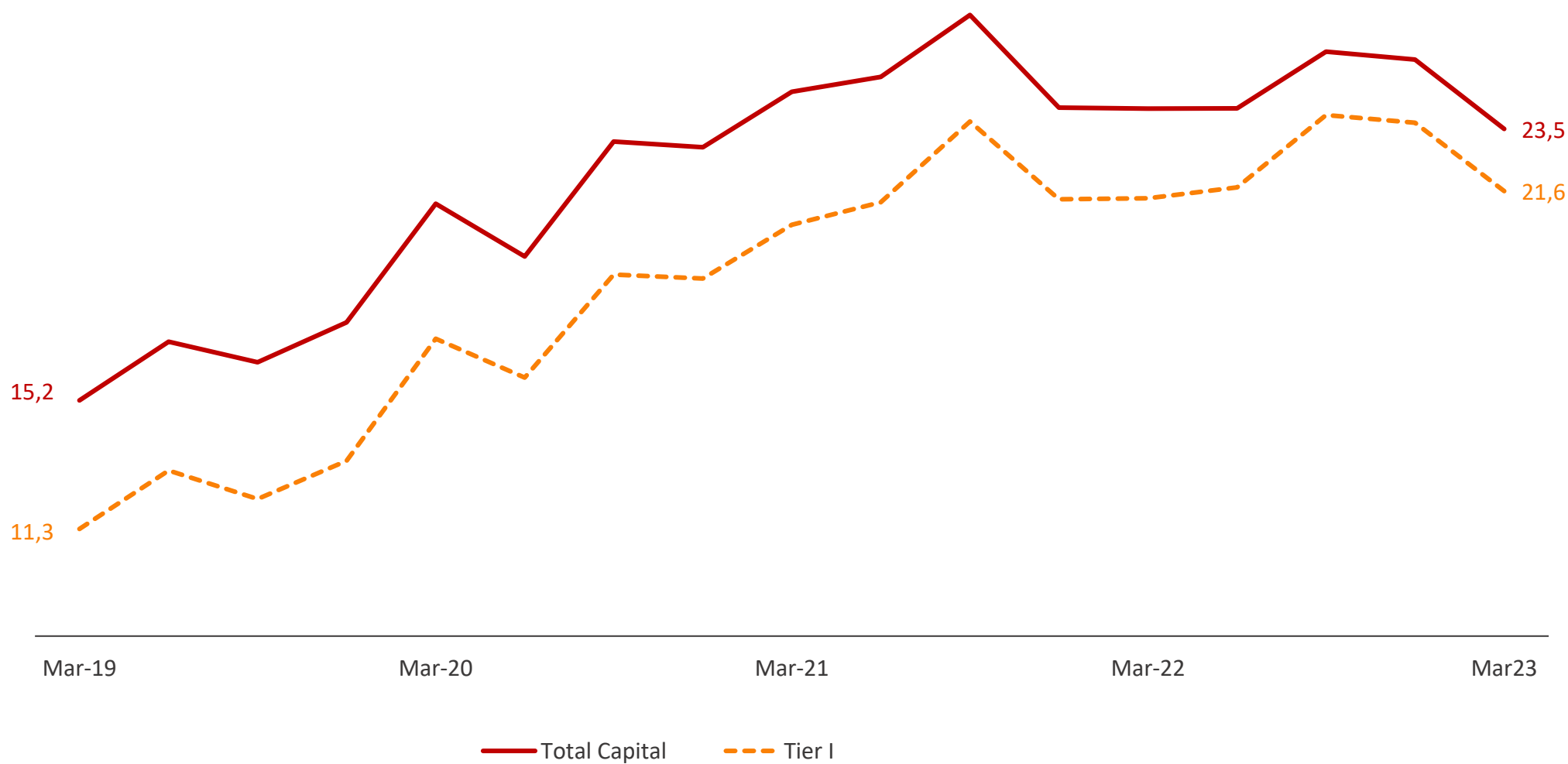
# Asset Quality



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

As of March 31, 2023.

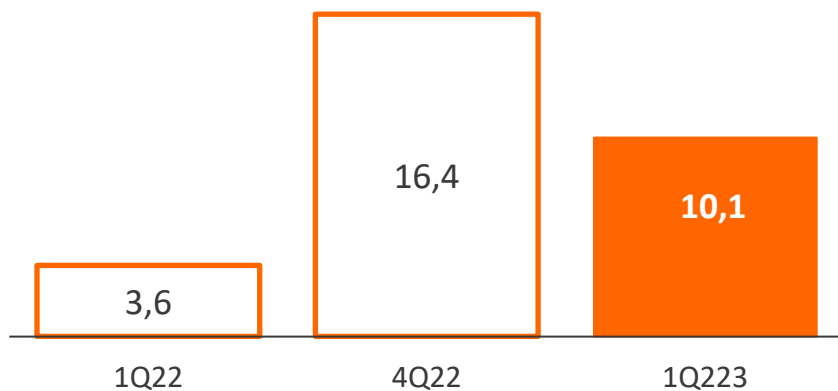
# Capital Ratio



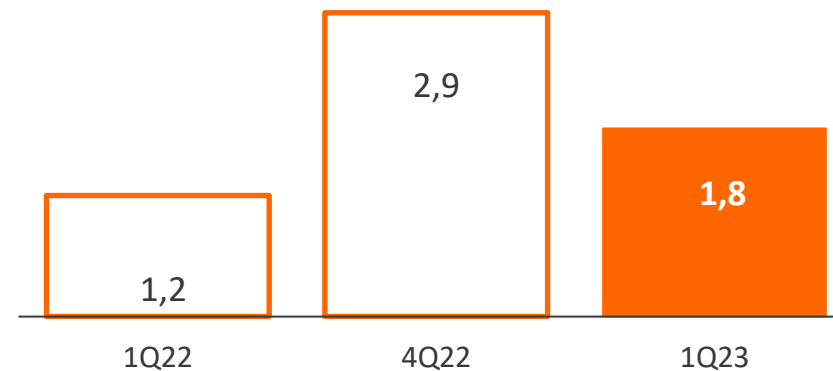
As of March 31, 2023.

# Profitability

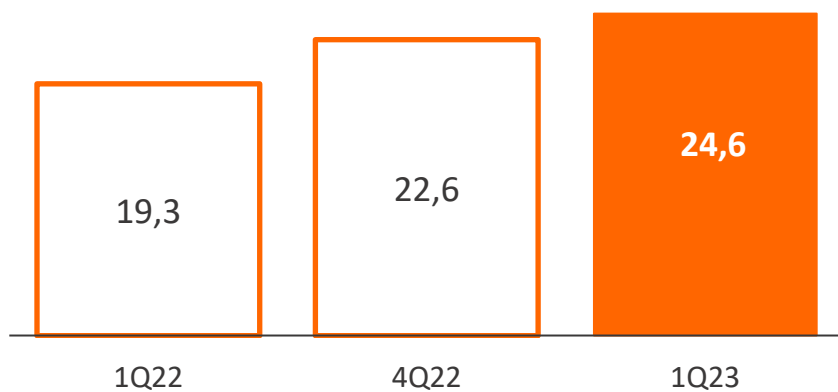
ROE



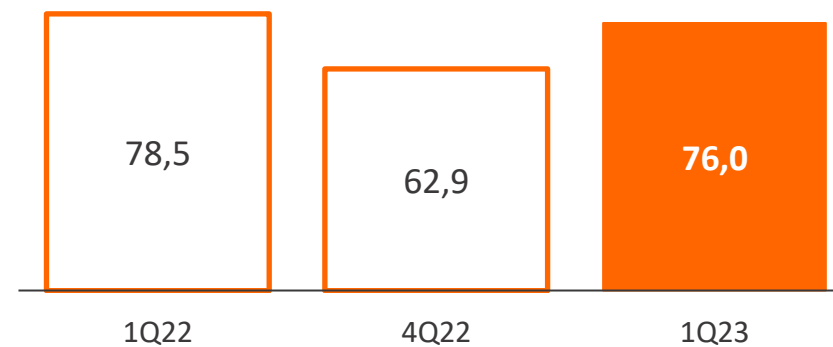
ROA



Financial Margin



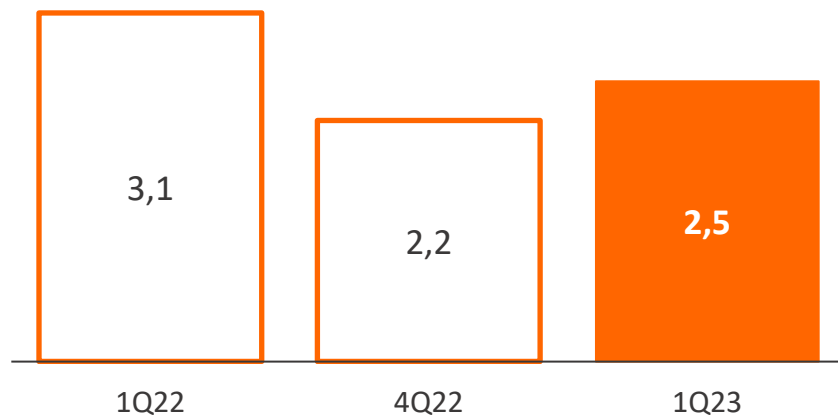
Efficiency



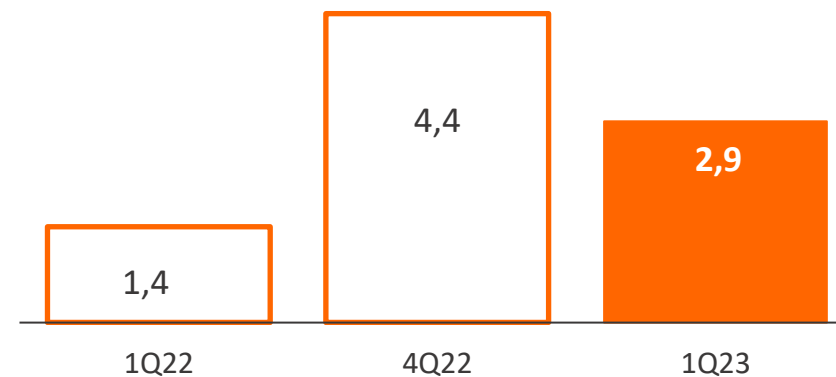
As of March 31, 2023.

# Relevant Ratios

NPL

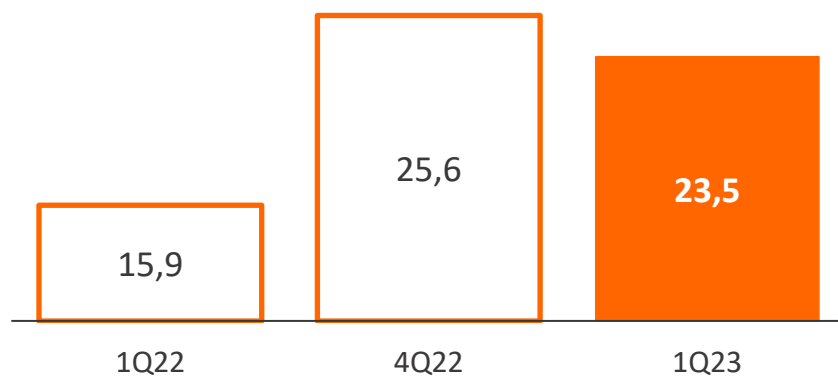


Cost of Risk

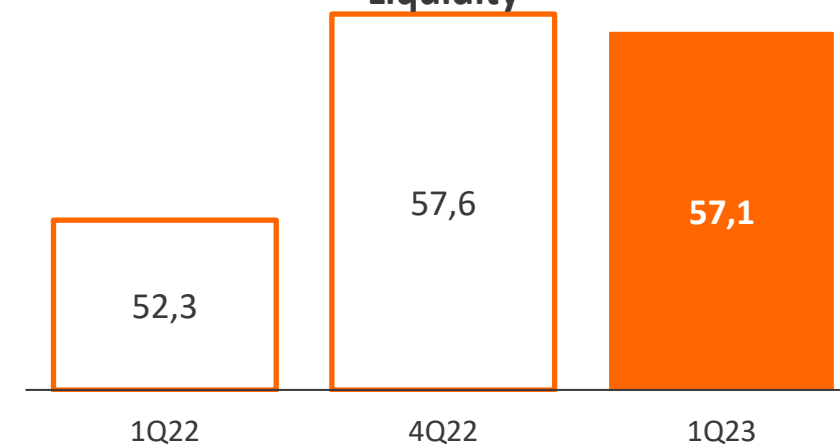


● FY2022.

Total Capital



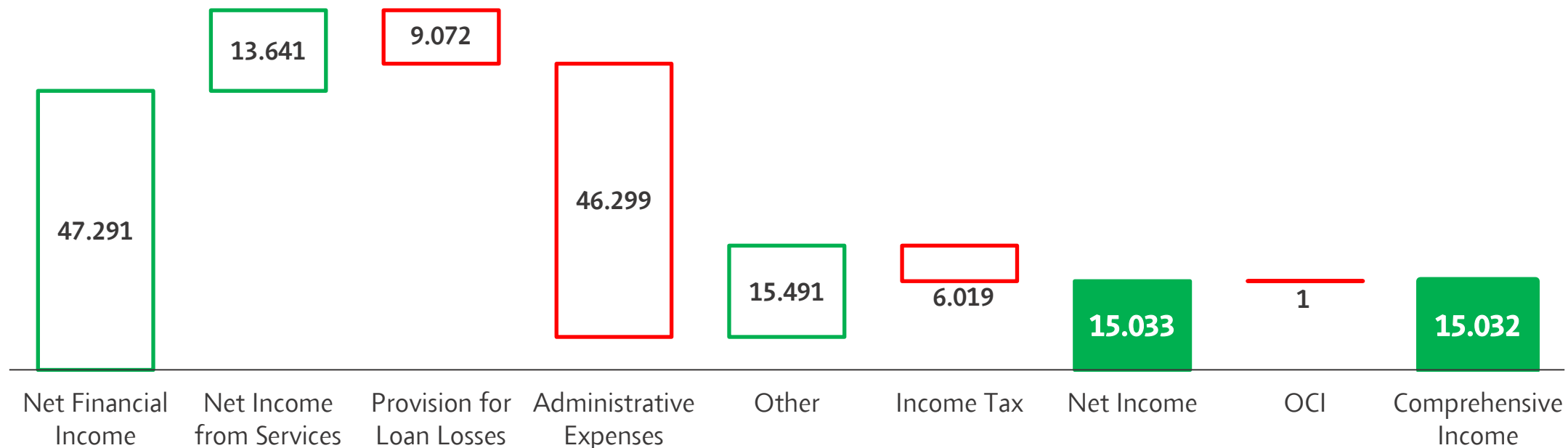
Liquidity



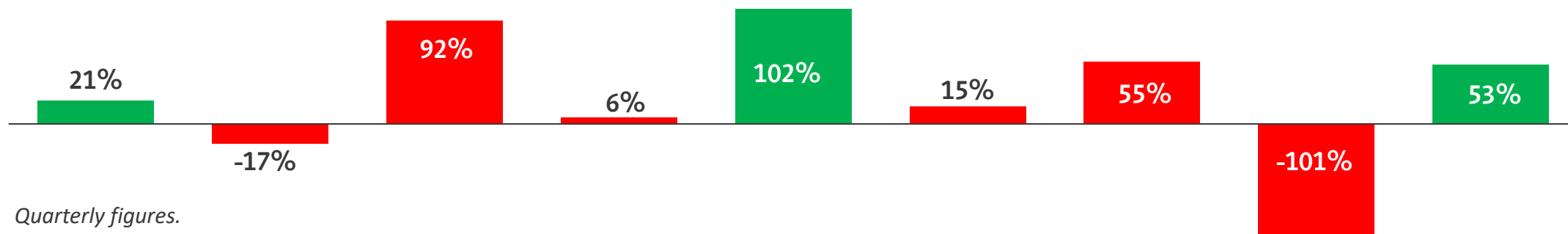
As of March 31, 2023.

# Consolidated Income Statement - 1Q23

*In million AR\$*



*Vs 1Q22*



*Quarterly figures.*

# Agenda



|                                         |                                   |                          |                             |
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# Business Summary

Net Income

1Q23 AR\$ 607 m

+ 4,958% y/y

ROE

1Q23 2.4%

+ 231 bp y/y

ROA

1Q23 0.5%

+ 46 bp y/y

NET LOANS

AR\$ 374.6 bn

- 8% y/y

USD 1.8 bn

ASSETS

AR\$ 501.8 bn

+ 15% y/y

USD 2.4 bn

EQUITY

AR\$ 105.6 bn

- 1% y/y

USD 0.5 bn

Exchange rate = 208.99 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,  
 IAU: insurance active users, LAU loan active users.  
 As of March 31, 2023.

- » 8.5M cards issued<sup>1</sup>.
- » 4.6M customers ( 3.4M credit-card holders & 1.2M additional credit card holders).
- » 3.1M monthly statements (#MAPs).
- » 74k MAMs (Comercios Amigos).
- » USD 707M TPV (monthly avg.).
- » 1.3M IAUs.
- » 0,4M LAUs.
- » 158 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.
- Microloans

» 3.9M #Onboardings.

» 1.9M #saving account w/balance.

» 1.4M MAPs (app users).

» USD 124M Deposits.

» USD 434M TPV (monthly).

*As of March 31, 2023.*

# 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).
- 
- » 35k MAMs (Micro merchants).
  - » 35k saving accounts.
  - » 2k monthly sales.
  - » USD 8M TPV (monthly avg.).

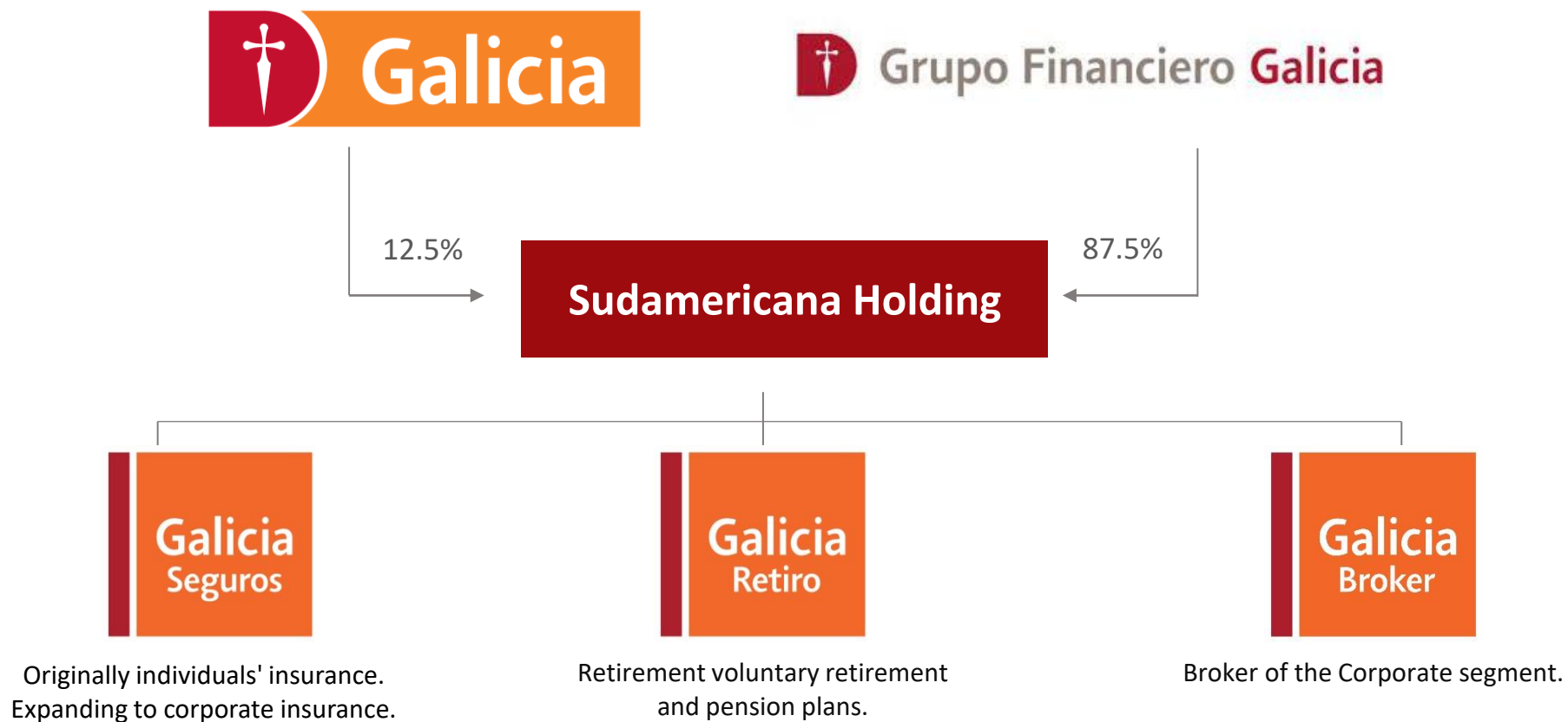
*As of March 31, 2023.*

# Agenda



|                                         |                                   |                          |                             |
|-----------------------------------------|-----------------------------------|--------------------------|-----------------------------|
| 01<br>The Argentine<br>Economy          | 03<br>Grupo Financiero<br>Galicia | 05<br>Naranja X          | 07<br>Fondos<br>FIMA        |
| 02<br>The Argentine<br>Financial System | 04<br>Banco<br>Galicia            | 06<br>Galicia<br>Seguros | 08<br>Galicia<br>Securities |

# Corporate Structure



# Business Summary

| <i>In million AR\$</i>                                                            |                     |  |  |  |
|-----------------------------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|  | <b>Turnover (*)</b> | 16,279                                                                              | 36                                                                                  | 656                                                                                 |
|  | <b>AUM</b>          | 5,518                                                                               | 1,330                                                                               | 292                                                                                 |
|  | <b>Equity</b>       | 4,616                                                                               | 266                                                                                 | 382                                                                                 |
|  | <b>Profit (*)</b>   | 4,722                                                                               | 95                                                                                  | 364                                                                                 |

*As of March 31, 2023.  
(\*) 9 months.*

# General Data



Annual Turnover: AR\$ 17.0 billion (9M FY2023)



Policies in force: 2.6 million (voluntary insurance)

## Positioning 2022\*

|                      | Ranking          | Market Share |
|----------------------|------------------|--------------|
| Homeowners Insurance | 1 <sup>st</sup>  | 9.1%         |
| Theft                | 1 <sup>st</sup>  | 15.3%        |
| Personal Accidents   | 6 <sup>th</sup>  | 6.3%         |
| Group Life           | 11 <sup>th</sup> | 2.4%         |

\* As of December 31, 2023.

# Distribution Channels

|                              |                                                                                                                                                                            |
|------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Business Partners' Branches  | Over 488 branches of our affiliated companies (Banco Galicia and Naranja X).                                                                                               |
| Telemarketing                | <ul style="list-style-type: none"> <li>• 74 telemarketers at our own call center.</li> <li>• 216 telemarketers at an external call center.</li> </ul>                      |
| Specialized Insurance Stands | Near 60 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

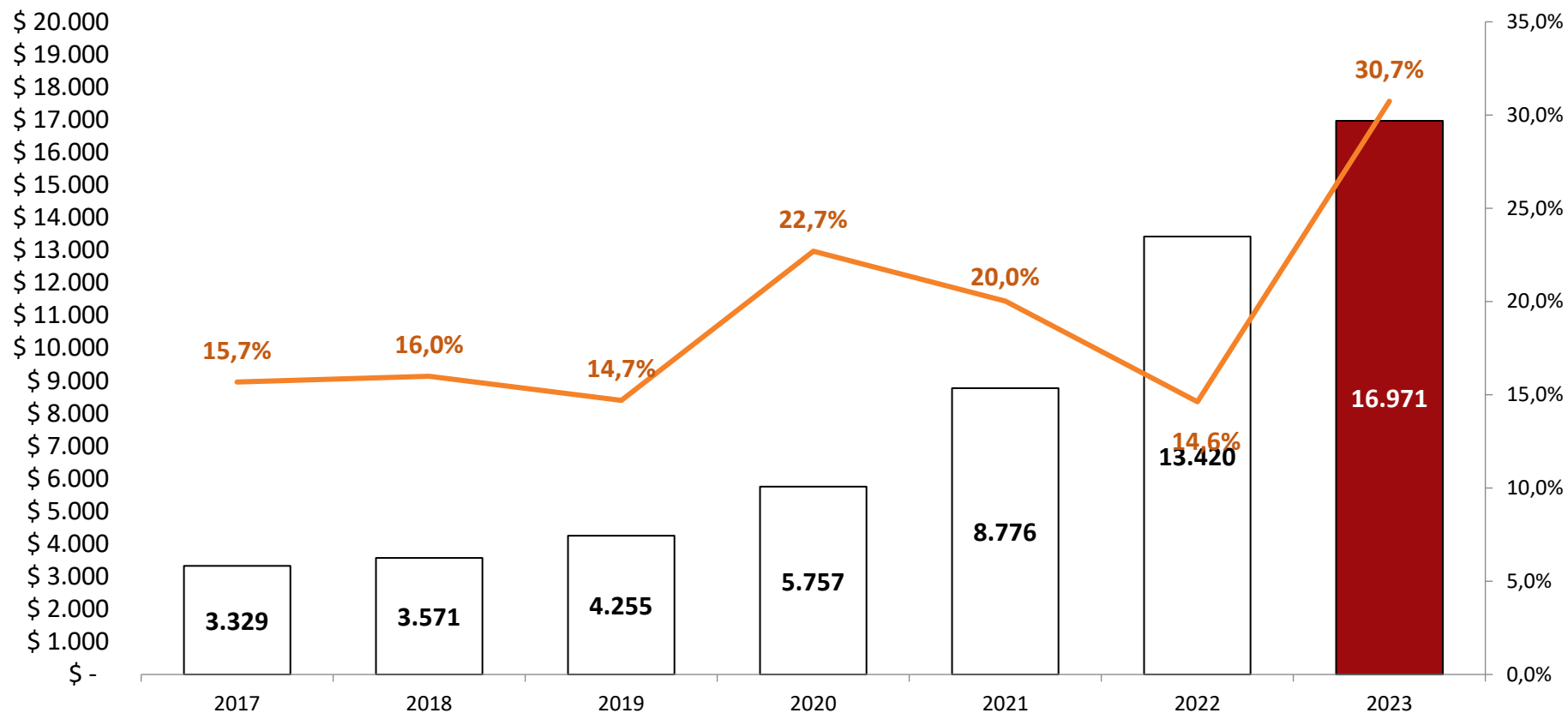
|                      |                                                                                                                                                                                                                   |
|----------------------|-------------------------------------------------------------------------------------------------------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

84%

86%

88%

83%

83%

85%

85%

# Agenda



|                                         |                                   |                          |                             |
|-----------------------------------------|-----------------------------------|--------------------------|-----------------------------|
| 01<br>The Argentine<br>Economy          | 03<br>Grupo Financiero<br>Galicia | 05<br>Naranja X          | 07<br>Fondos<br>FIMA        |
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# Business Summary

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



28

Employees



250,702

Clients



12.6%

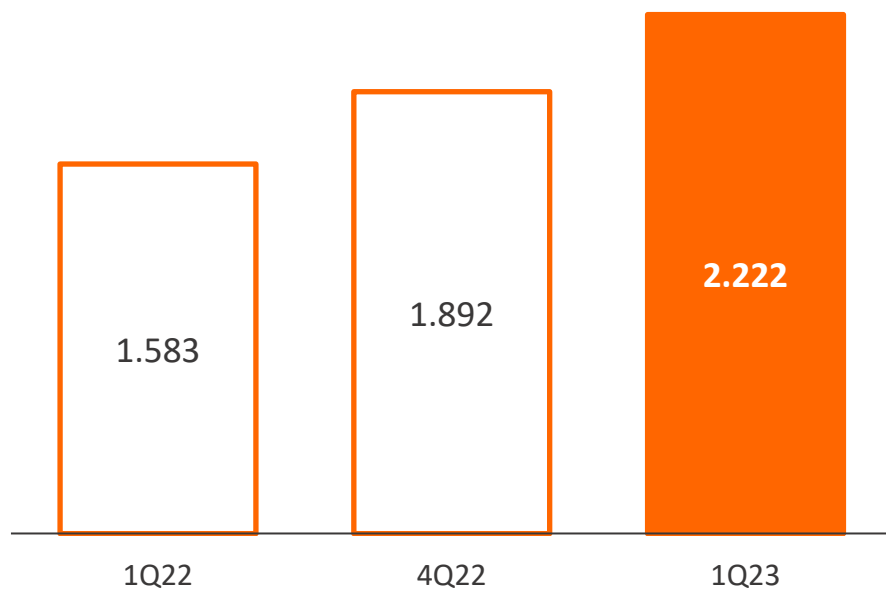
Market Share



14

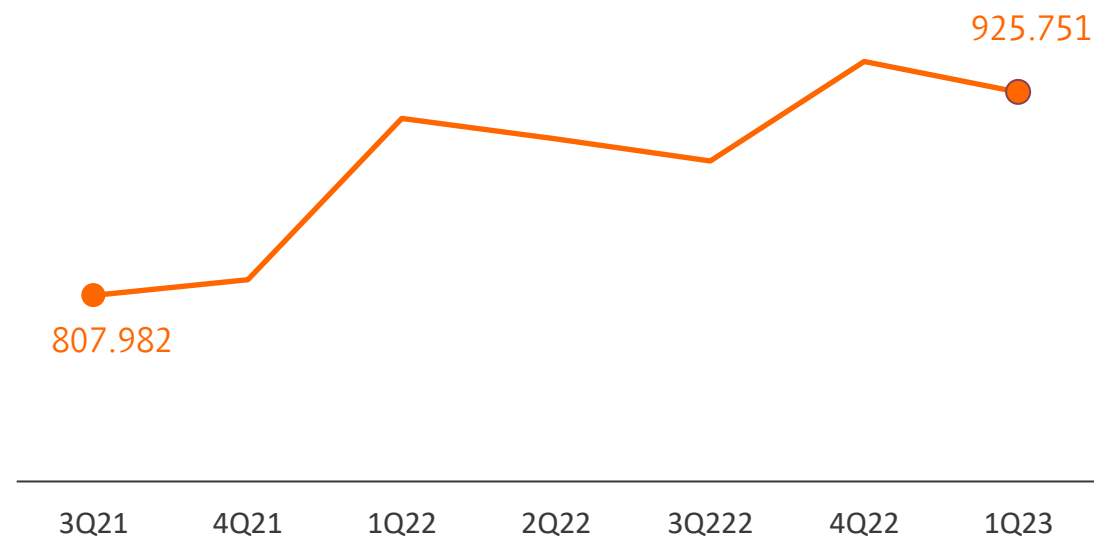
Funds

Net Income (in million AR\$)

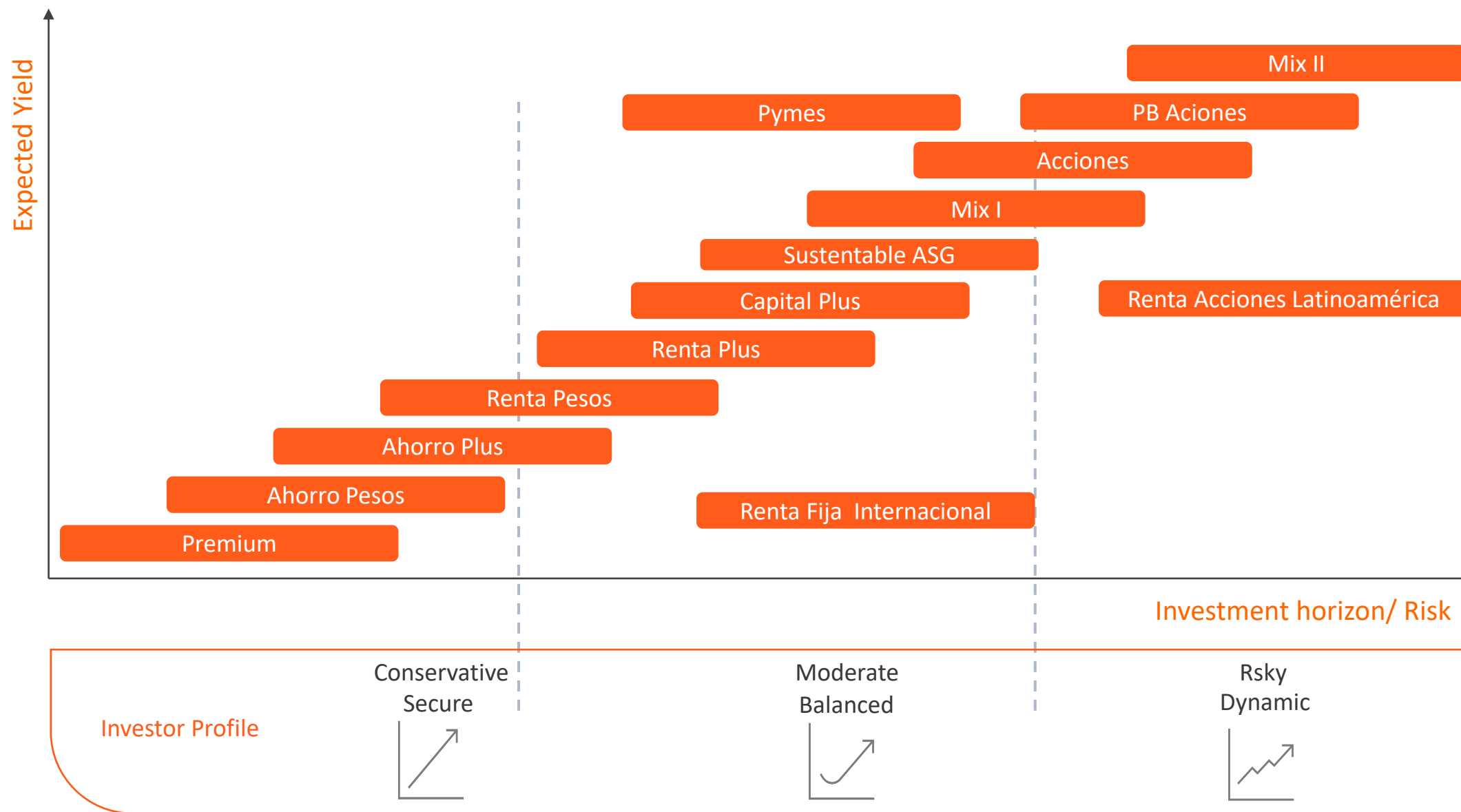


As of March 31, 2023.

Assets under management (in million AR\$)



# Our Family of Funds



# Agenda



|                                         |                                   |                          |                             |
|-----------------------------------------|-----------------------------------|--------------------------|-----------------------------|
| 01<br>The Argentine<br>Economy          | 03<br>Grupo Financiero<br>Galicia | 05<br>Naranja X          | 07<br>Fondos<br>FIMA        |
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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.

*As of March 31, 2023.*



## Products & Services

Fixed Income

Stocks

Secured Loans

Mutual Funds (FIMA)

New Issues

Custody

Structured Solutions



## Assets Under Custody

AR\$ 197.3 bn

1Q23

+ 167% vs. 1Q22



## FIMA

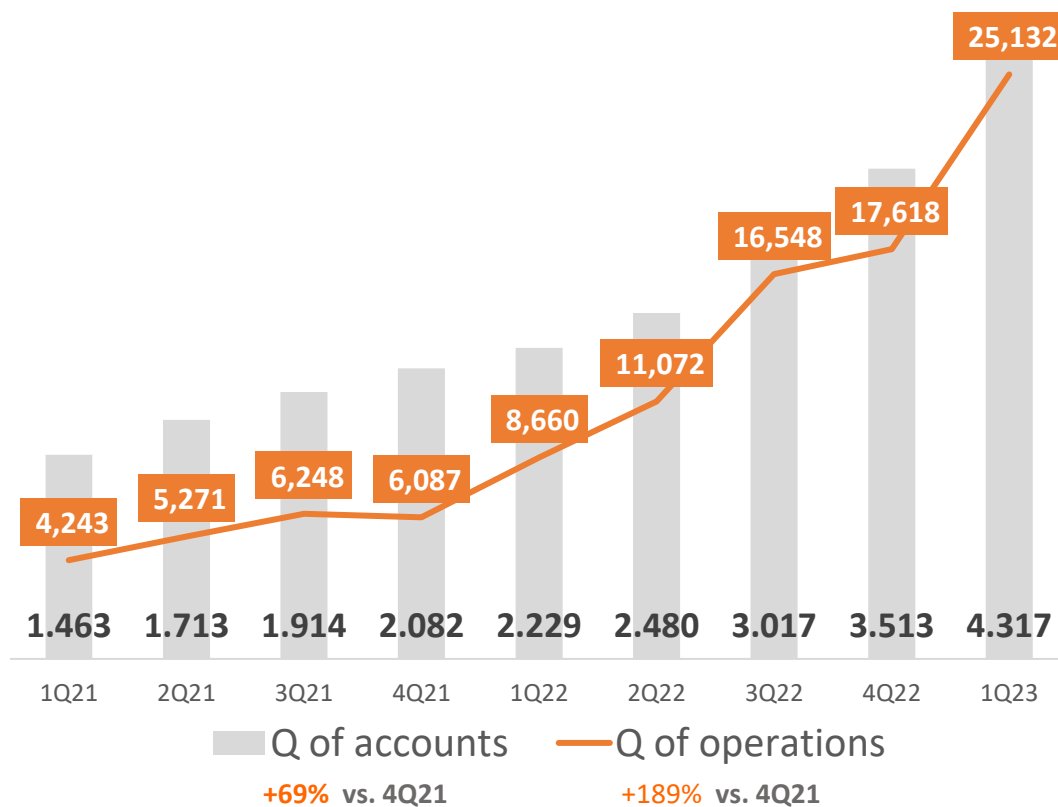
AR\$ 30.4 bn

1Q23

+ 130% vs. 1Q22

# Business Summary

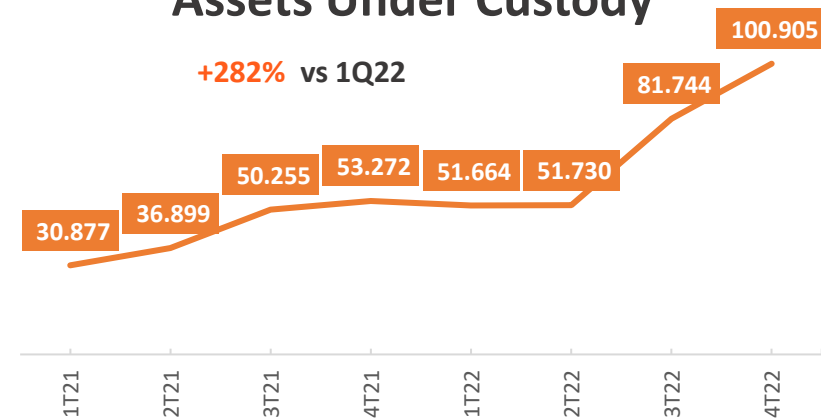
## Accounts (bars) and Transactions (line)



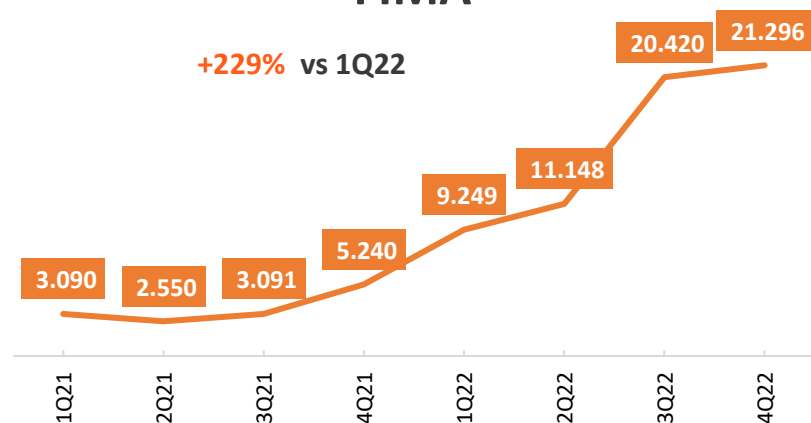
In millions of Pesos

As of March 31, 2022.

## Assets Under Custody

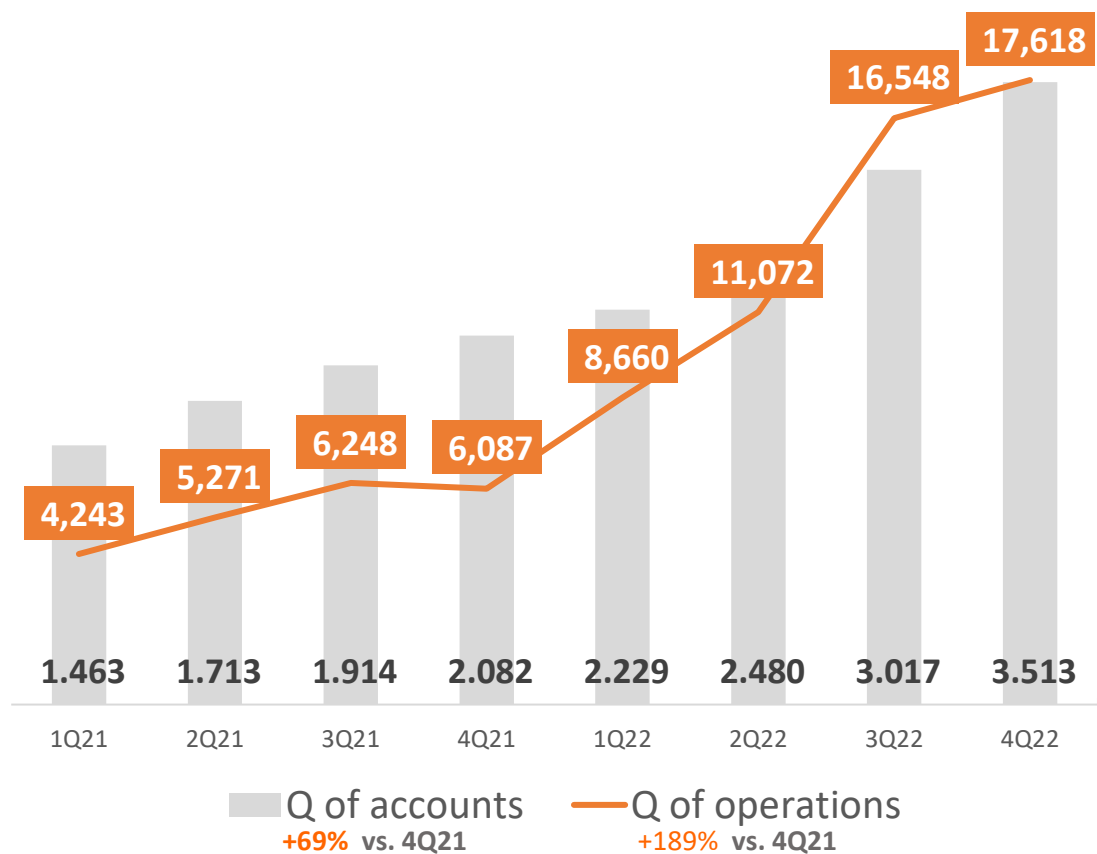


## FIMA



# Business Summary

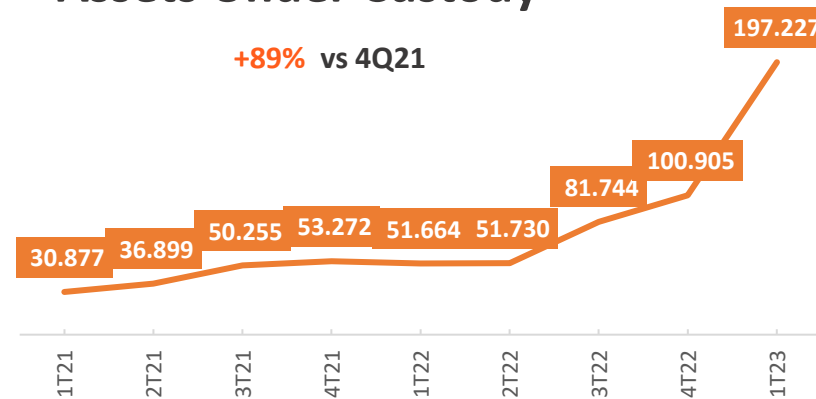
## Accounts (bars) and Transactions (line)



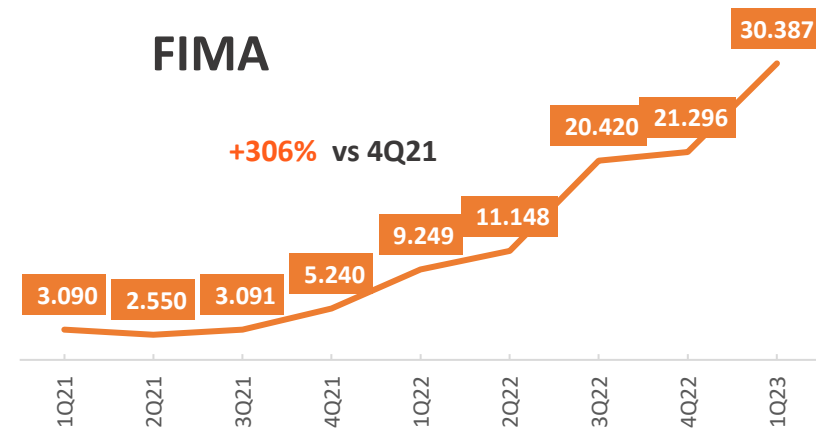
In millions of Pesos

As of December 31, 2022.

## Assets Under Custody



## FIMA



# Contact us

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