

March 2024



# 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

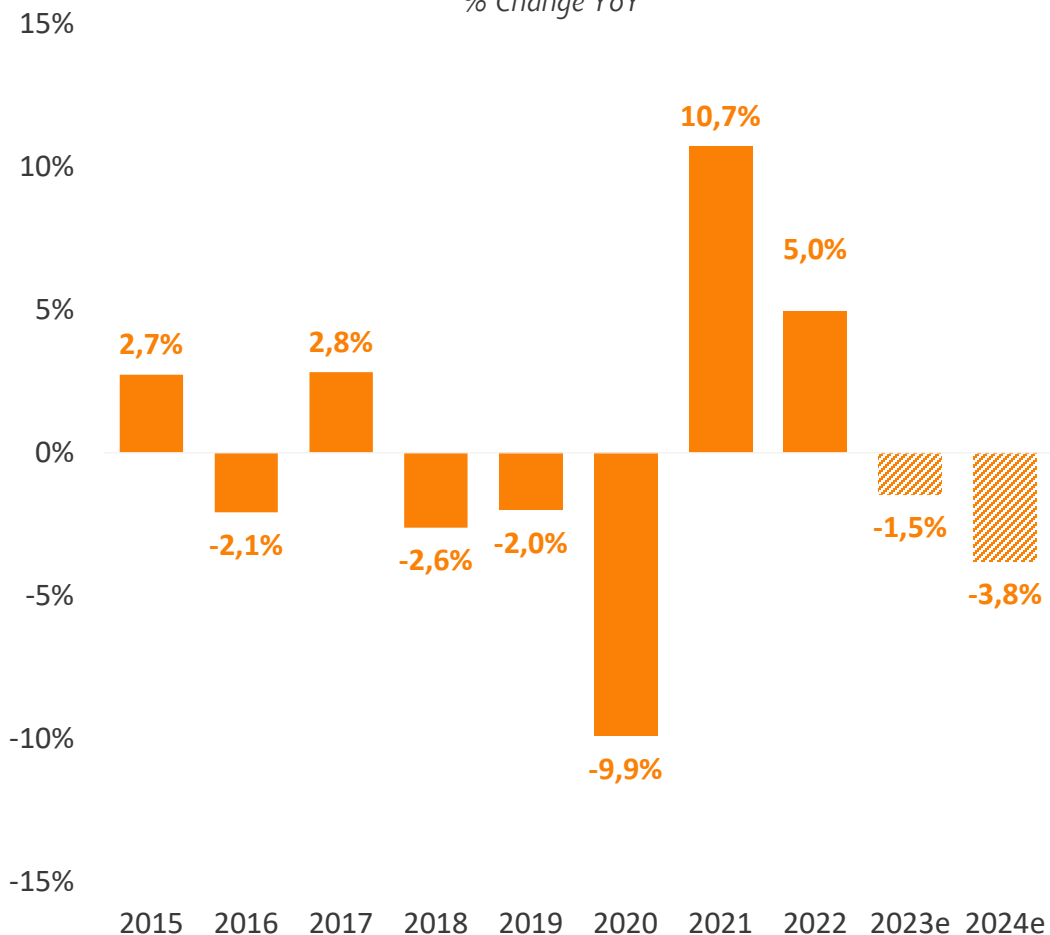
06  
Galicia  
Seguros

08  
Galicia  
Securities

# Economic Activity

## Real Gross Domestic Product

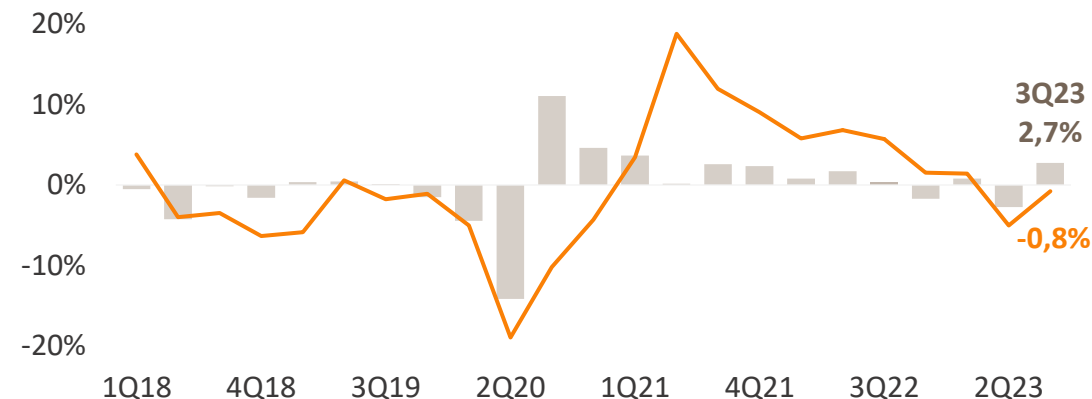
% Change YoY



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

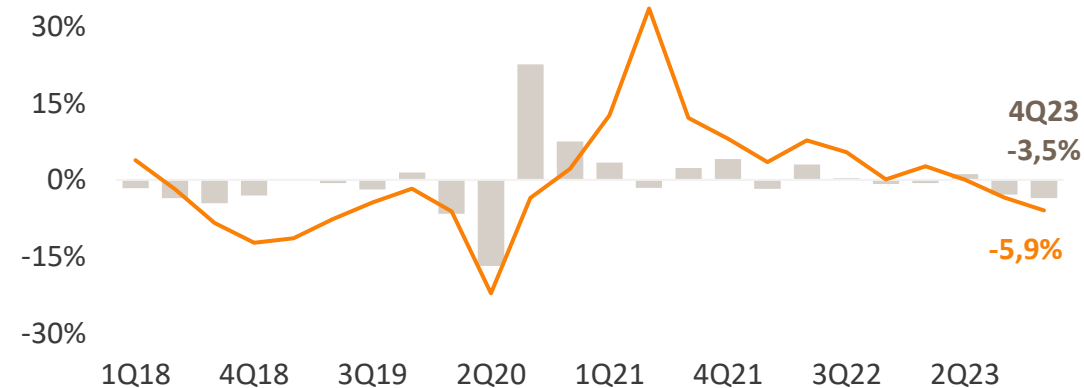
## GDP

% Change QoQ (s.a)    % Change YoY



## Industrial Production

% Change QoQ (s.a)    % Change YoY

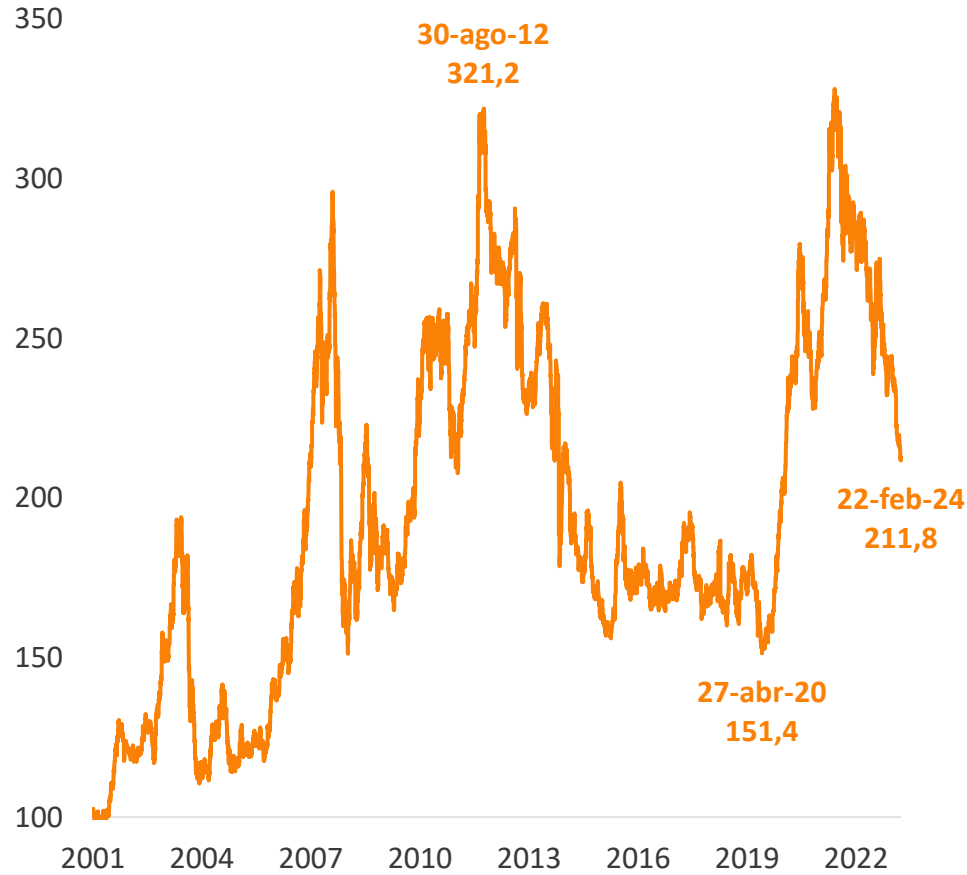


Source: Banco Galicia based on INDEC

# International Environment

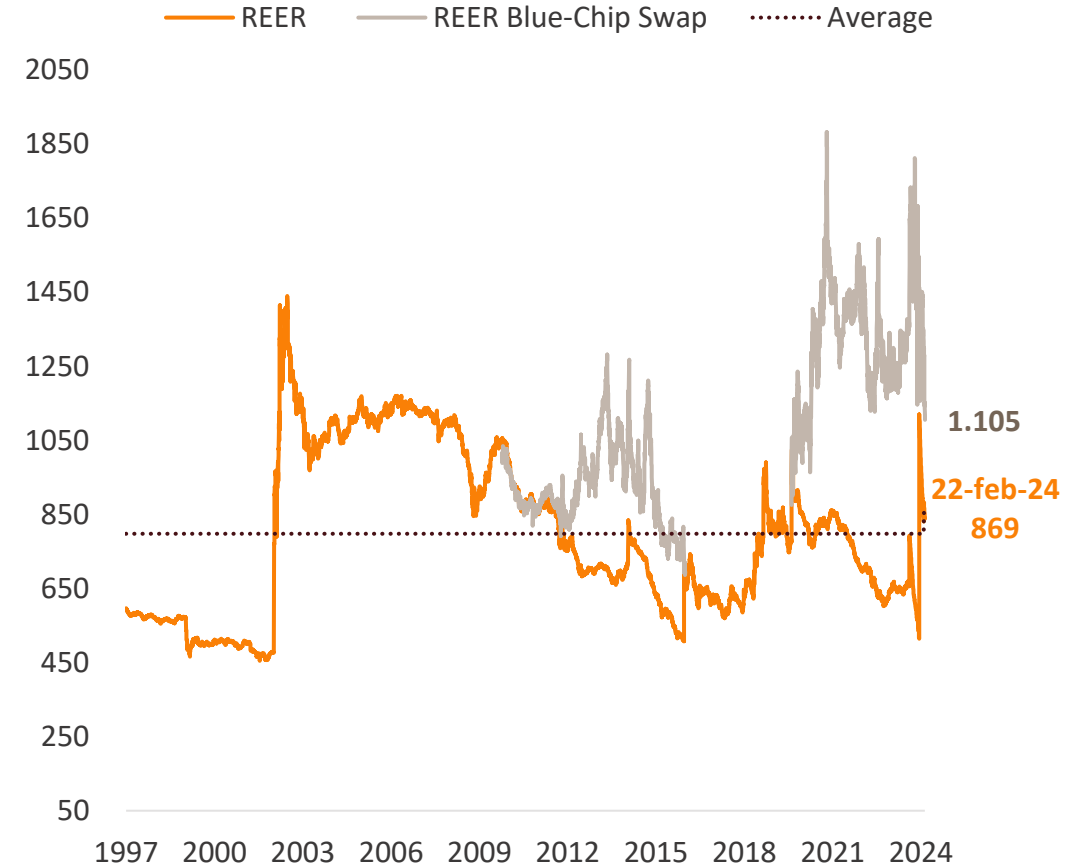
## Agricultural Commodity Prices

Index Dec-01=100.



## Real Effective Exchange Rates

At Today Prices

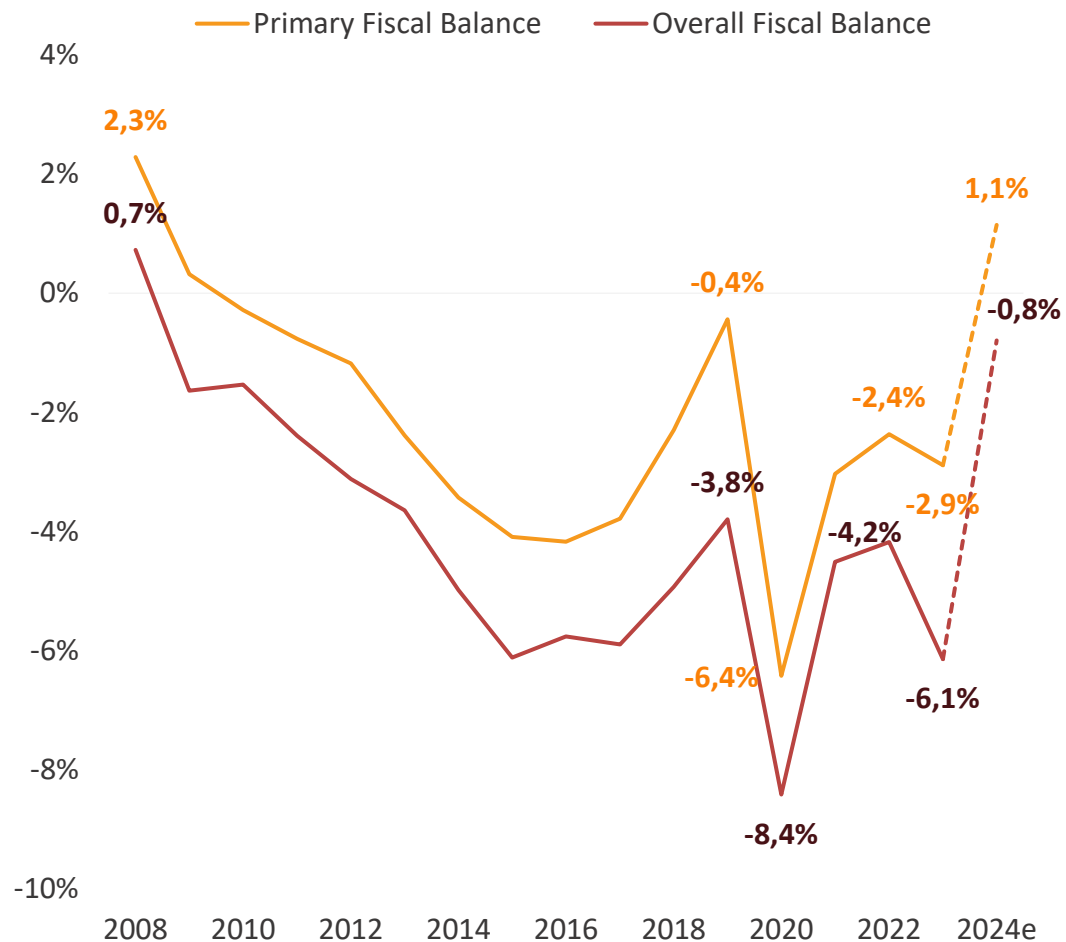


Source: Banco Galicia based on BCRA

# Fiscal Performance

## Non-Financial Public Sector's Fiscal Balance

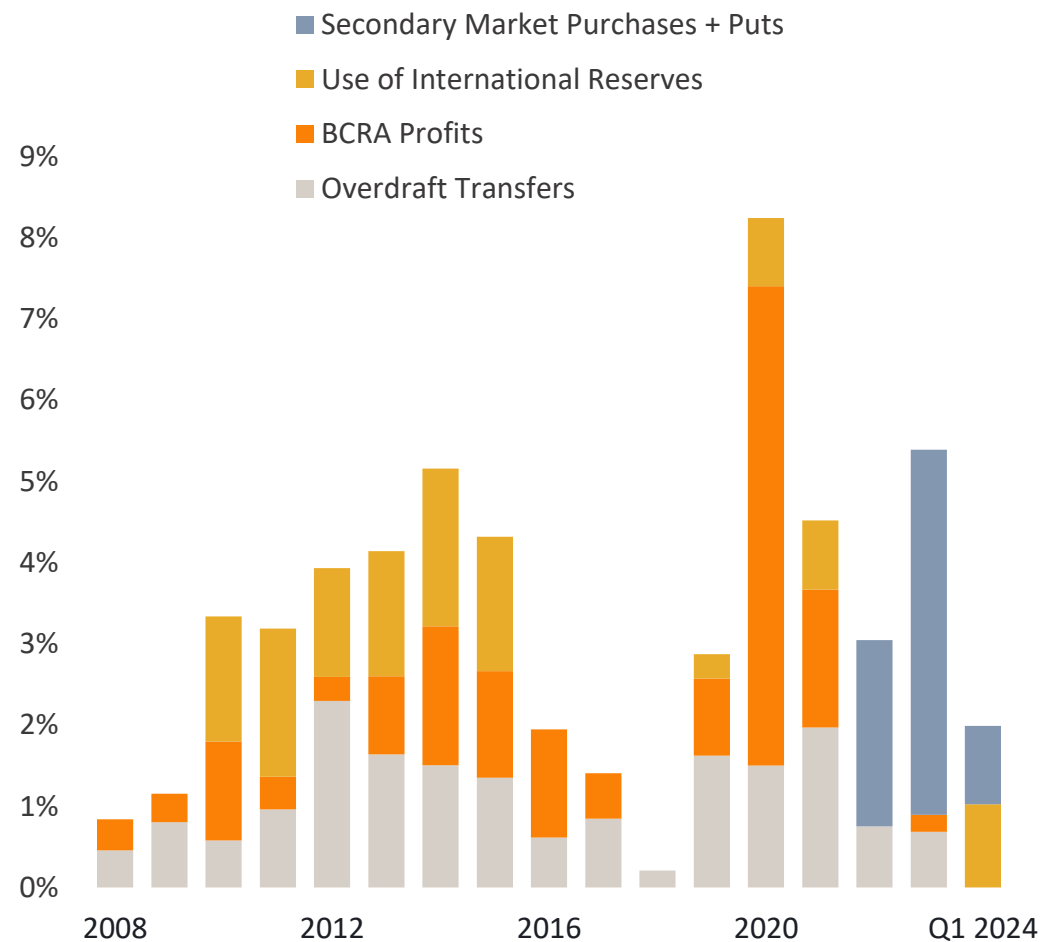
As % of GDP



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

## Argentine Central Bank Financing

In USD billion | As % of GDP

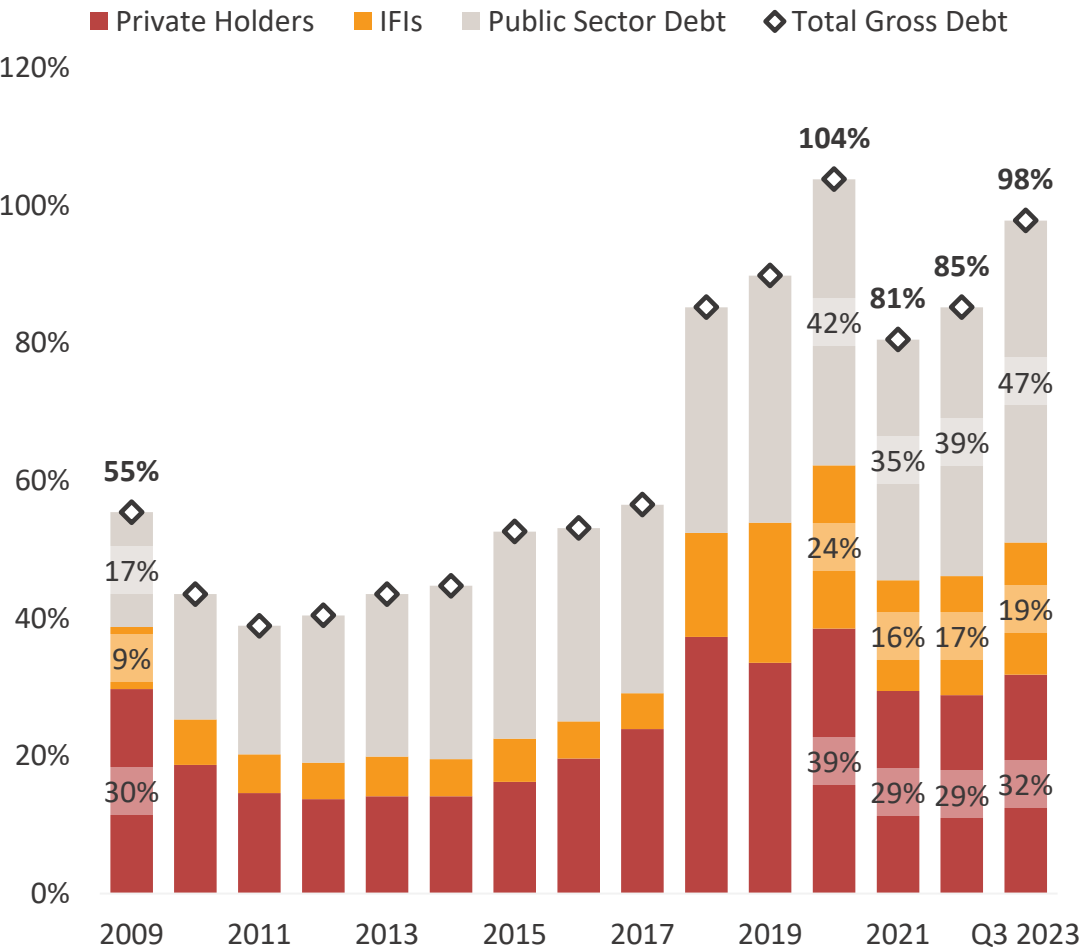


Source: Banco Galicia based on BCRA and own estimates

# Sovereign Debt

Argentina: Public Sector Gross Debt\*

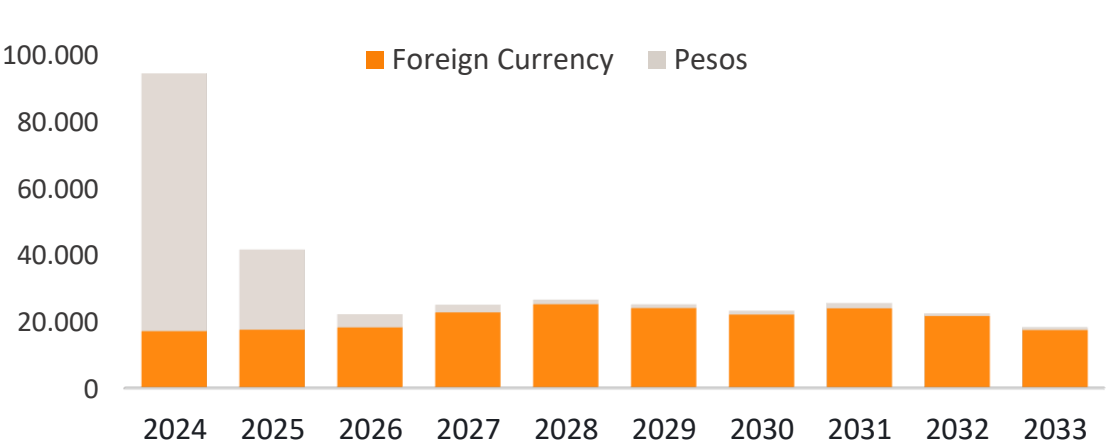
As % of GDP



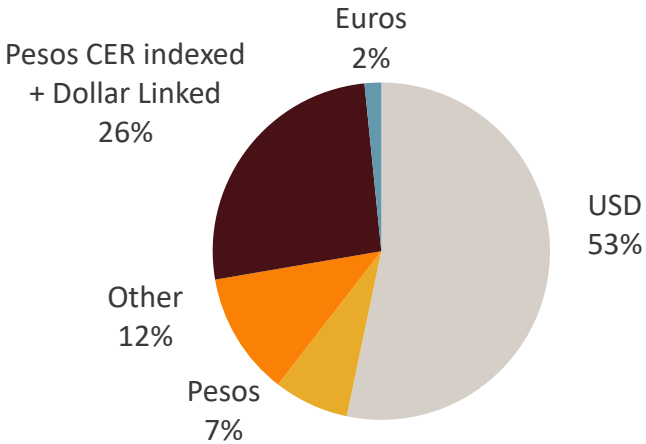
Source: Banco Galicia based Ministry of Finance and own estimates

Projected Annual Debt Payments\*

In USD Billion



Debt by Currency\*



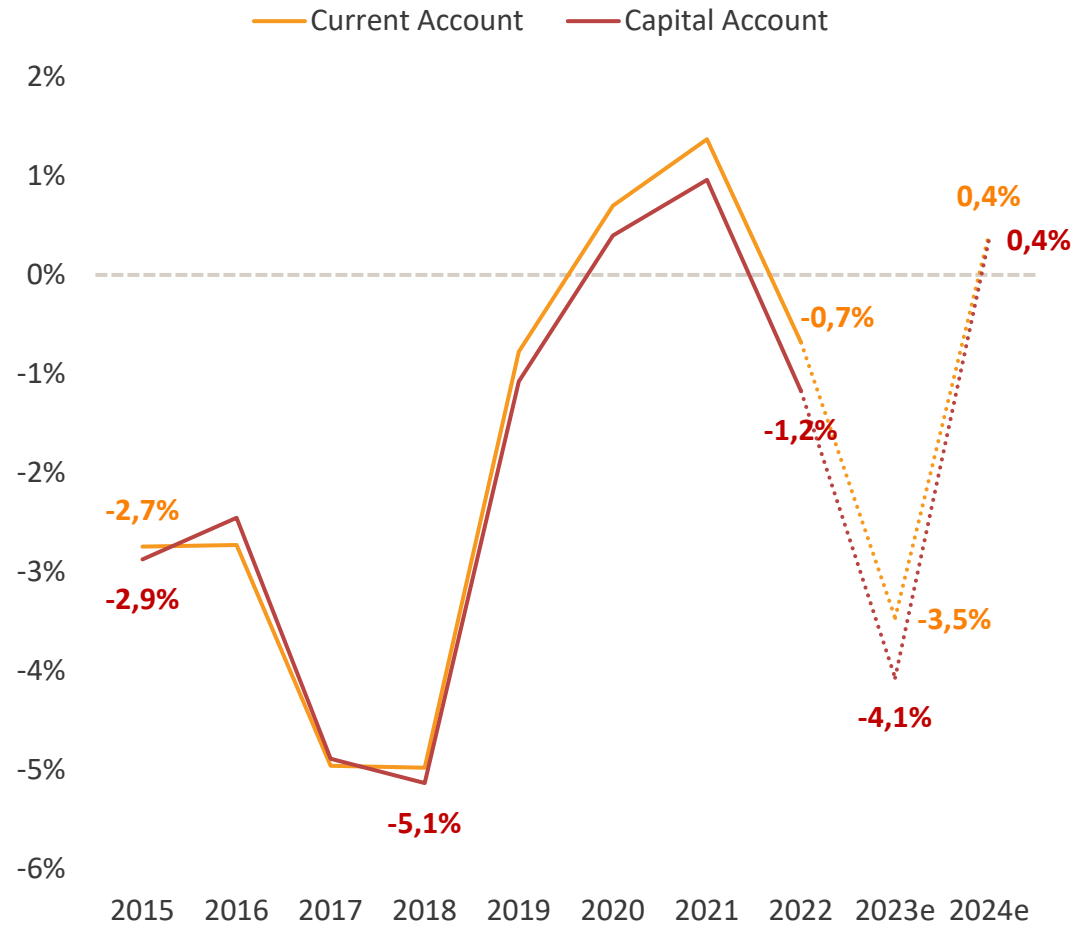
Source: Banco Galicia based on Ministry of Economy

\*As of September 30, 2023. Local currency debt Pesos/USD 350.00

# External Sector Performance

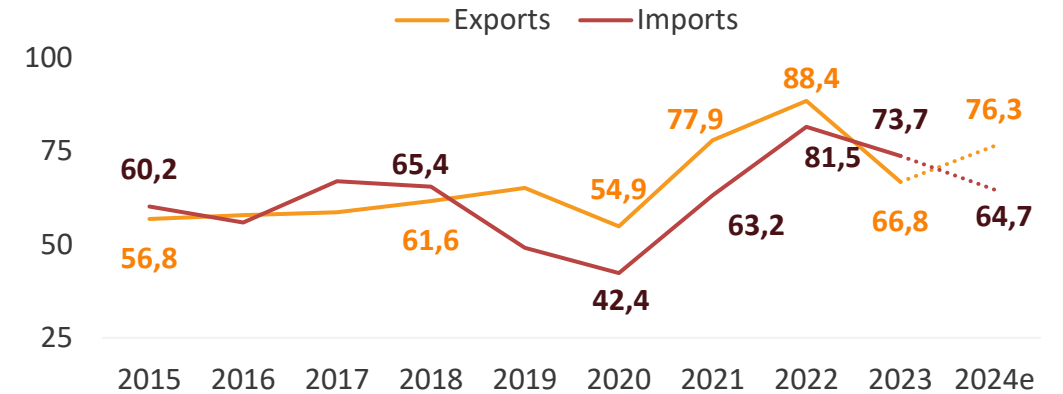
## Current and Capital Accounts

Accrual Basis | As % of GDP

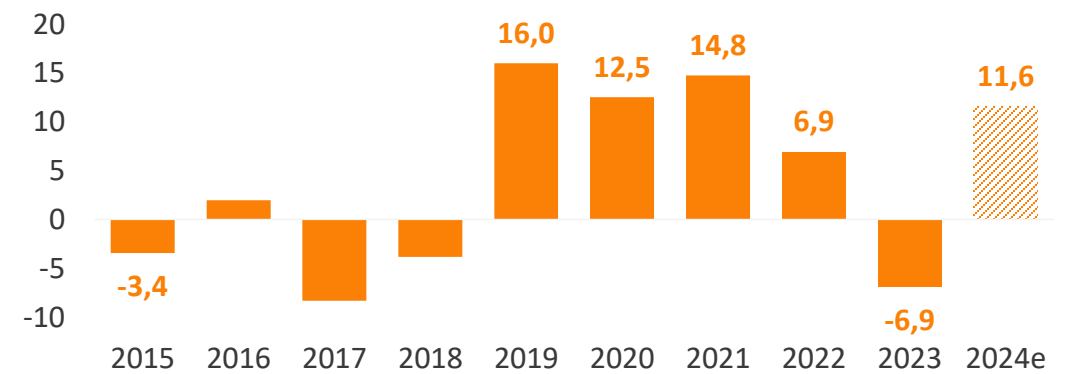


## Foreign Trade

In USD billion

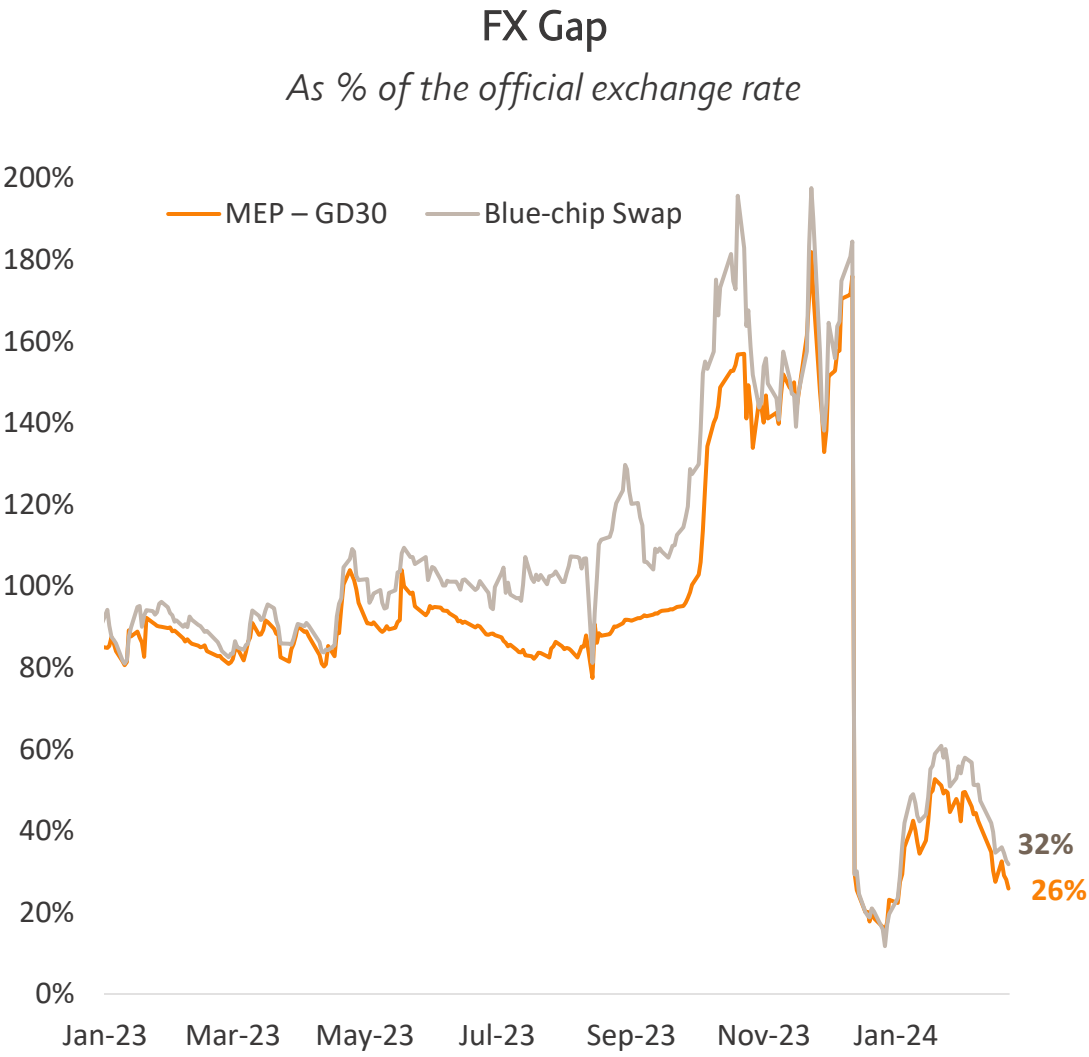
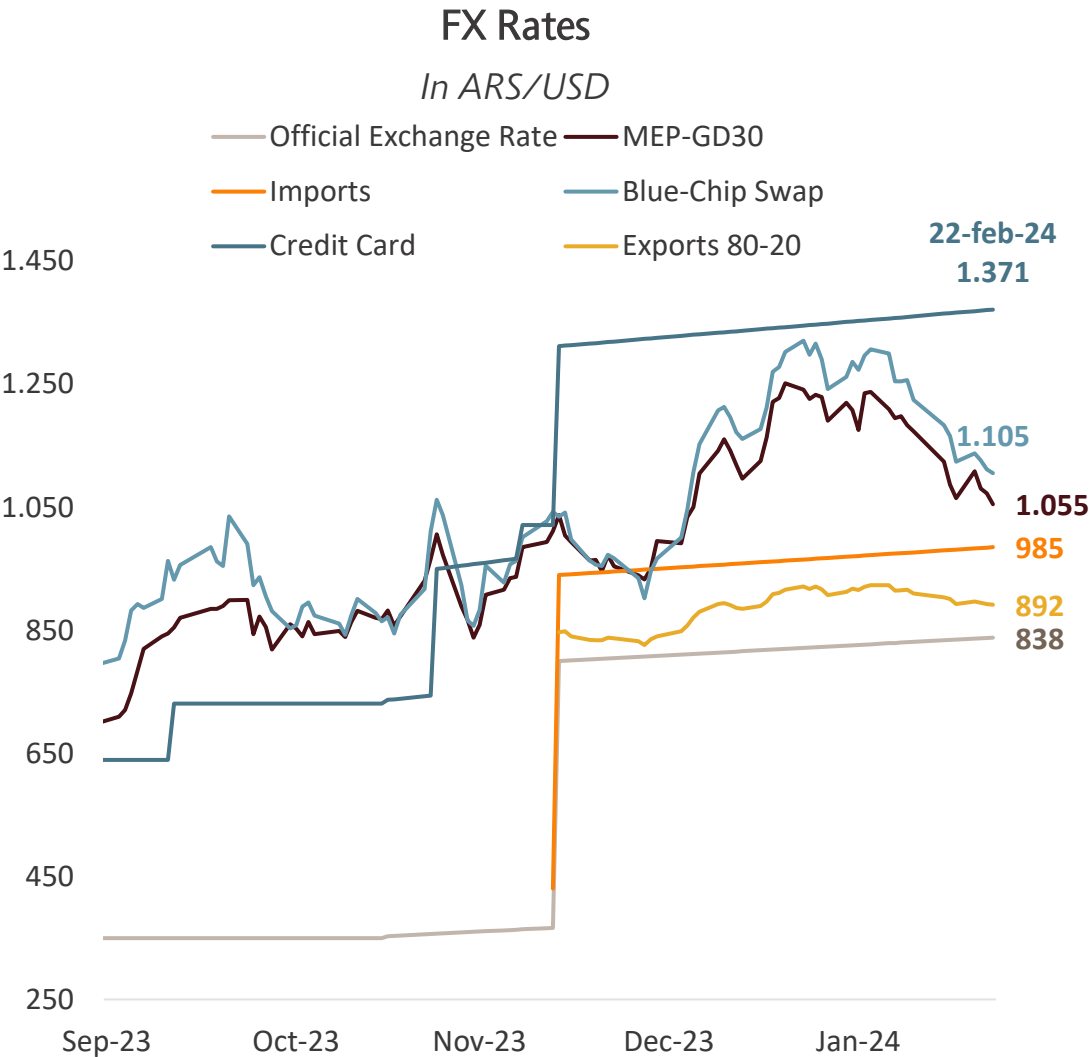


## Trade Balance



Source: Banco Galicia based on BCRA

# FX Markets

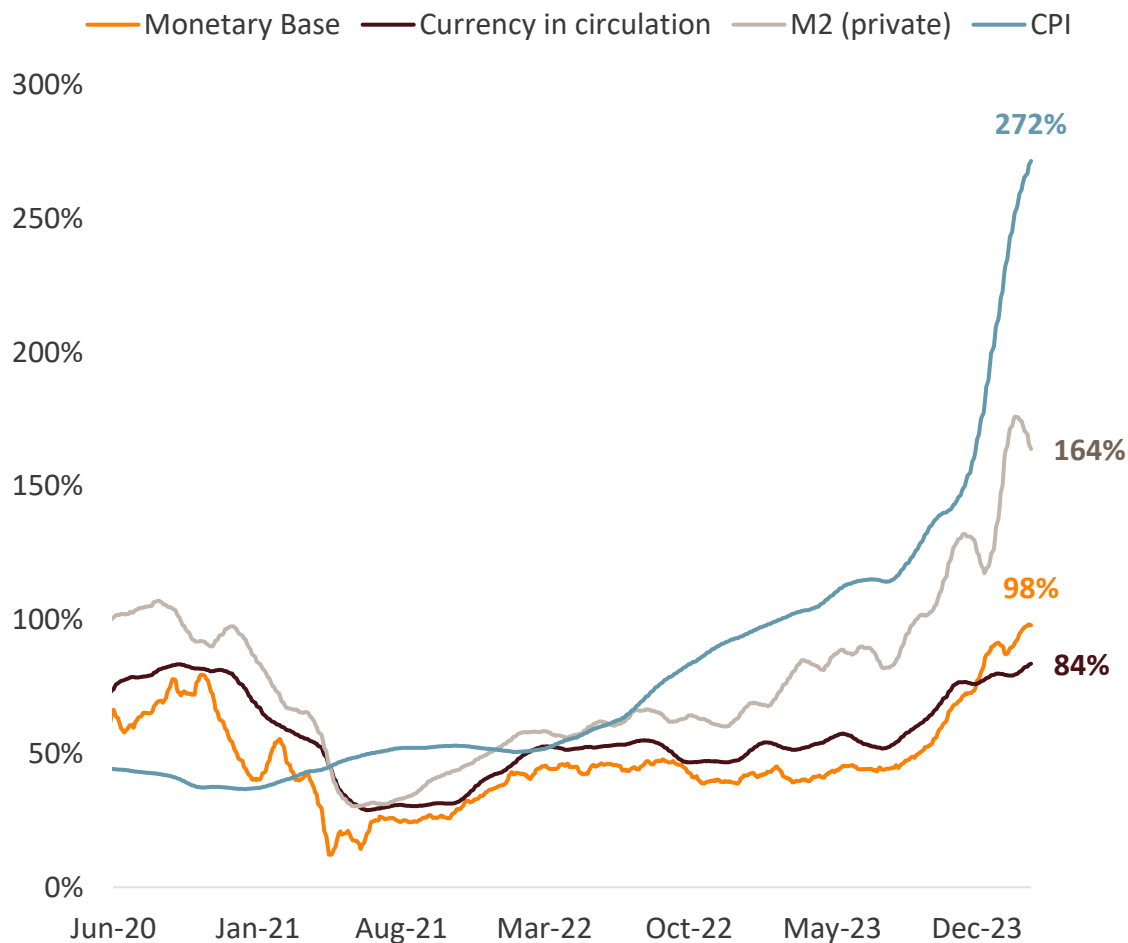


Source: Banco Galicia based on market data

# Monetary Performance

## Monetary Aggregates

20-day Moving Average | % Change YoY



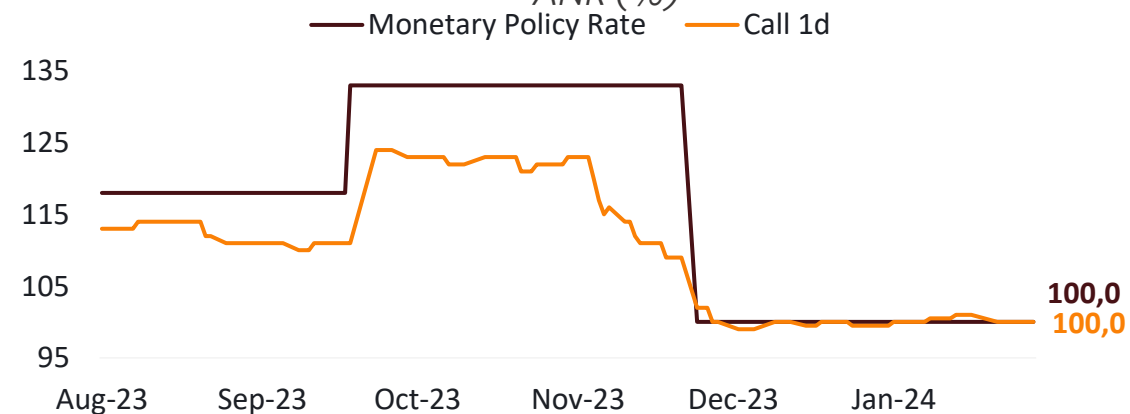
## Net International Reserves

In USD billion



## Central Bank Interest Rate Policy

ANR (%)



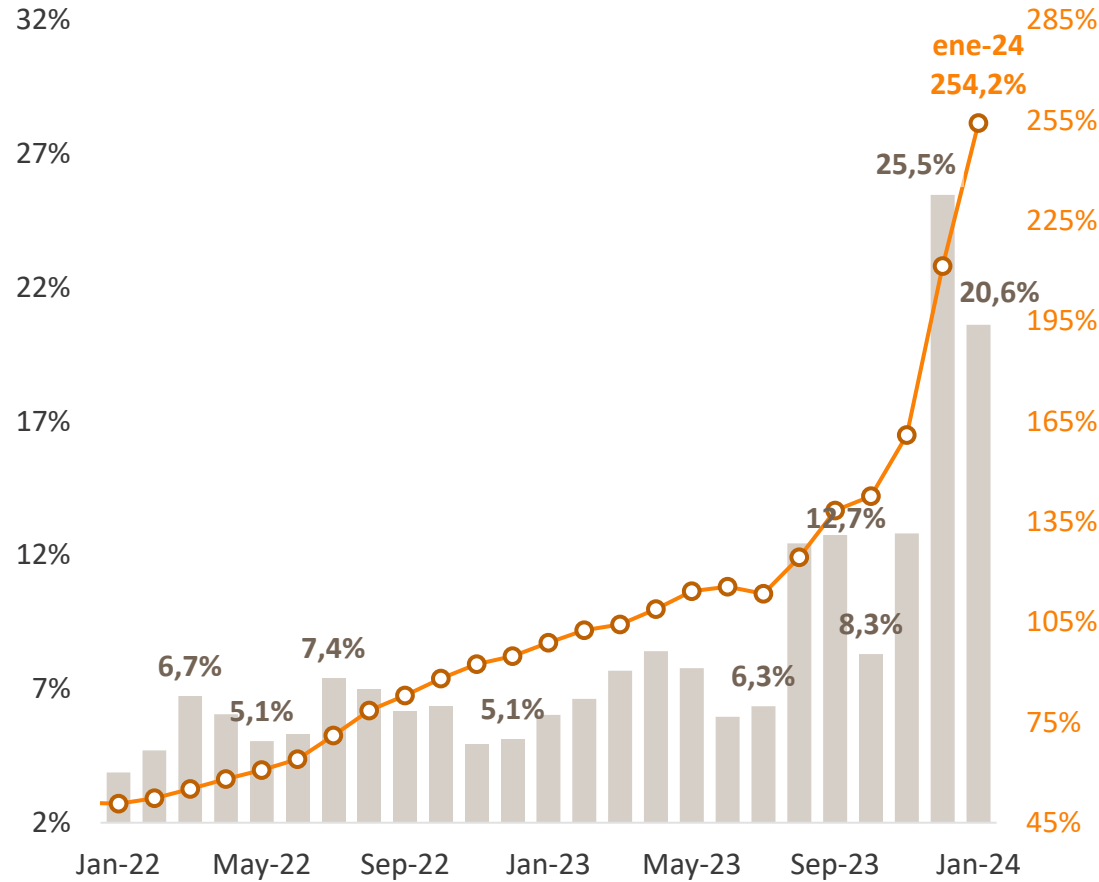
Source: Banco Galicia based on BCRA

# Inflation

## National CPI

% Change MoM | % Change YoY

MoM % Var. YoY % Var.

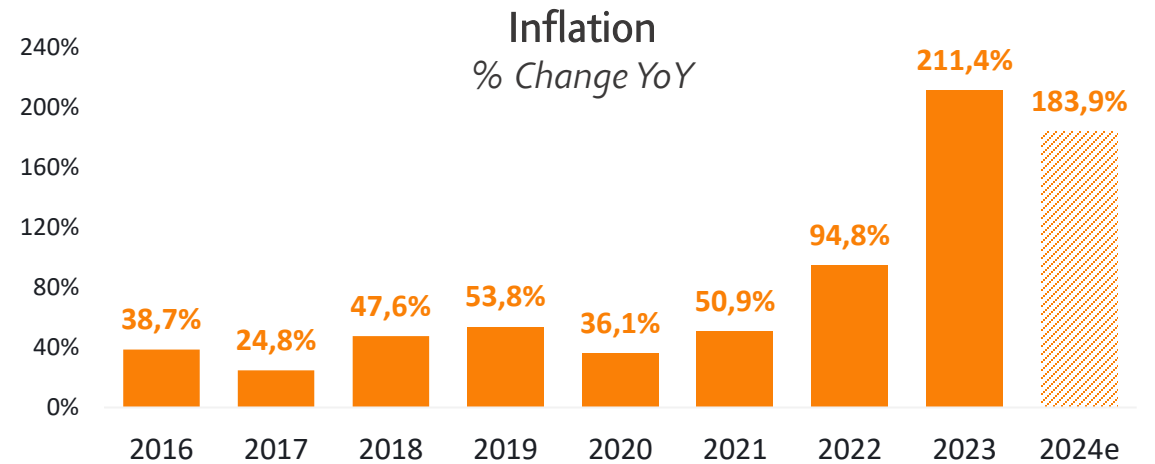
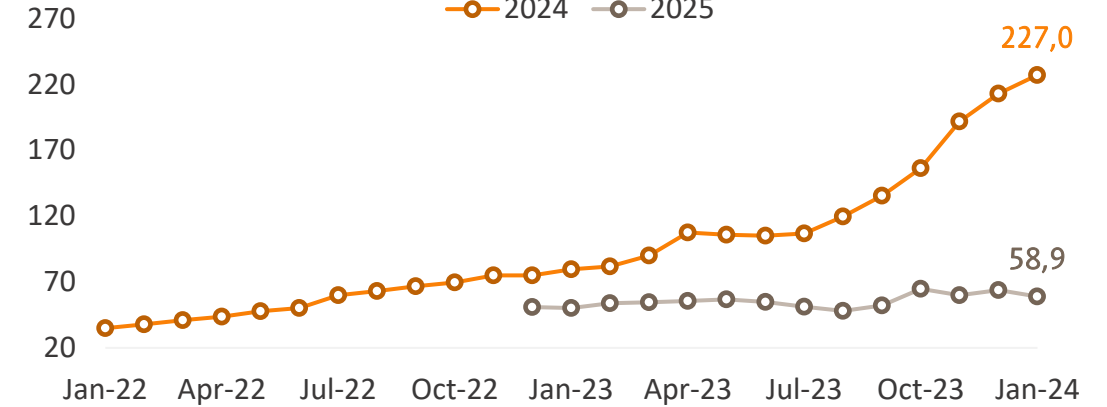


Source: Banco Galicia based on INDEC

## Market Expectations – Central Bank Survey

Annual Inflation

2024 2025



Source: Banco Galicia based on BCRA and own estimates

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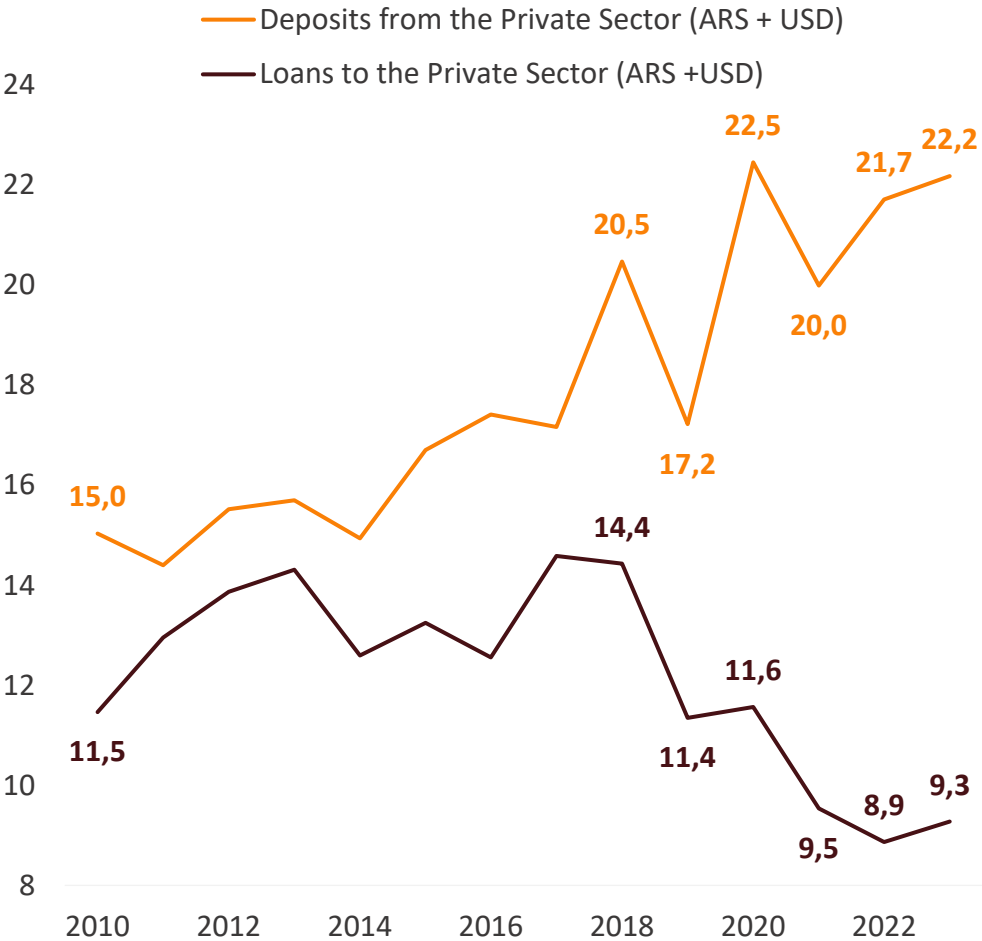
06  
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# Financial Depth

## Deposits and Loans to the Private Sector

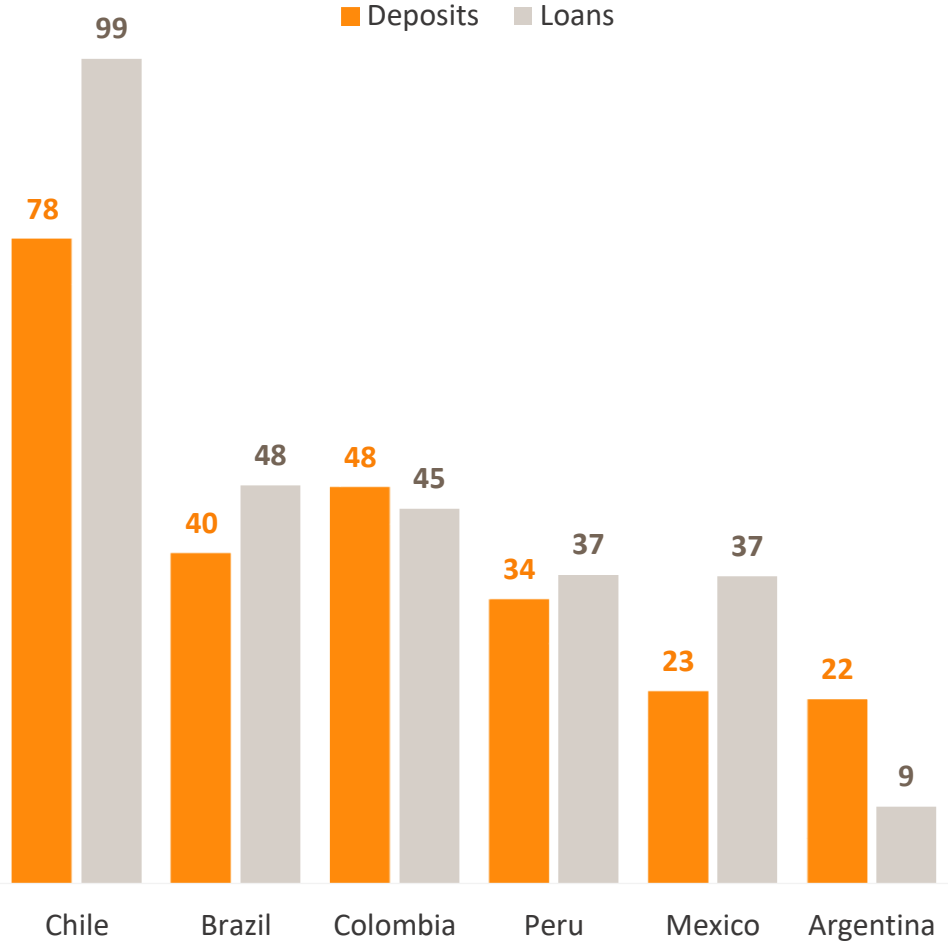
As % of GDP



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

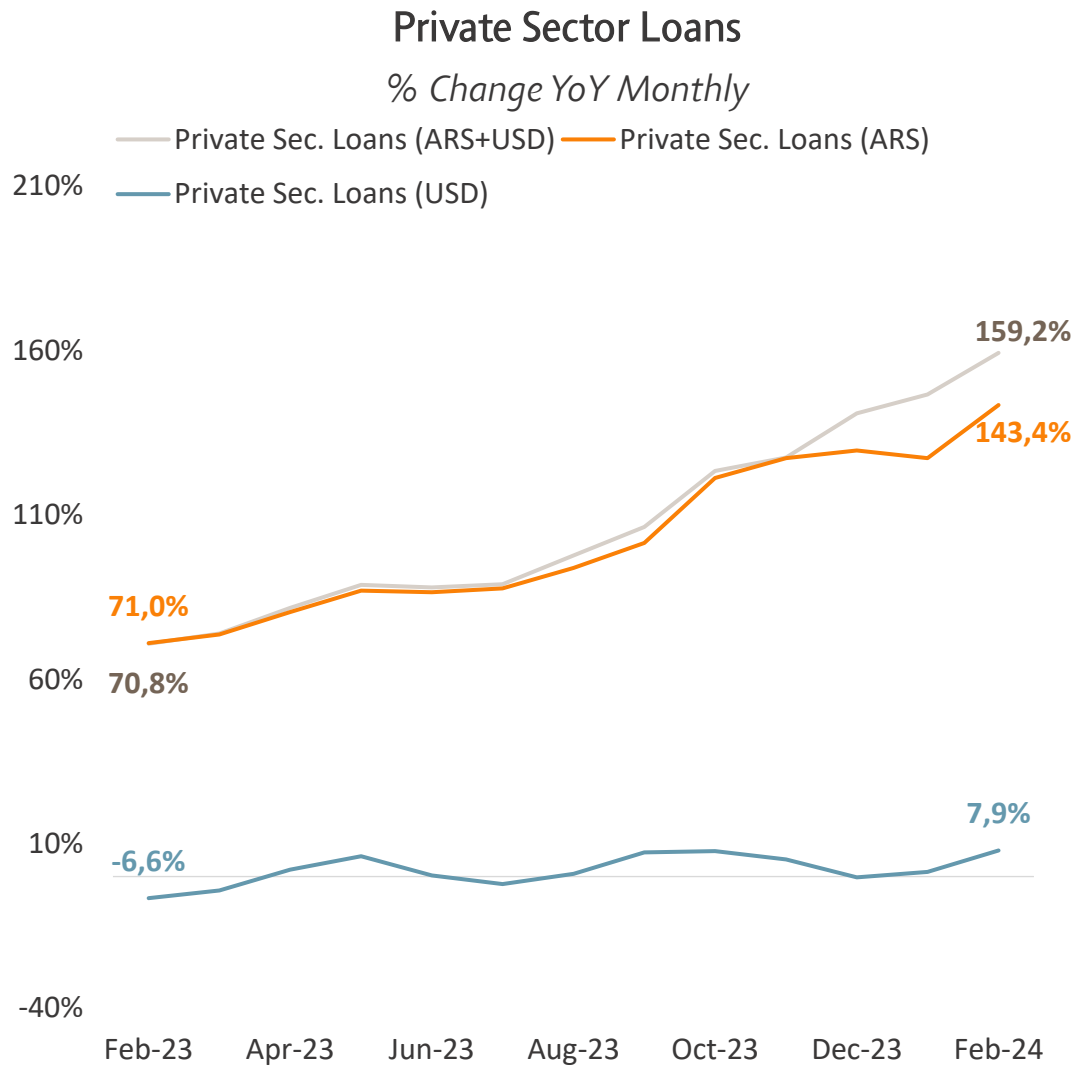
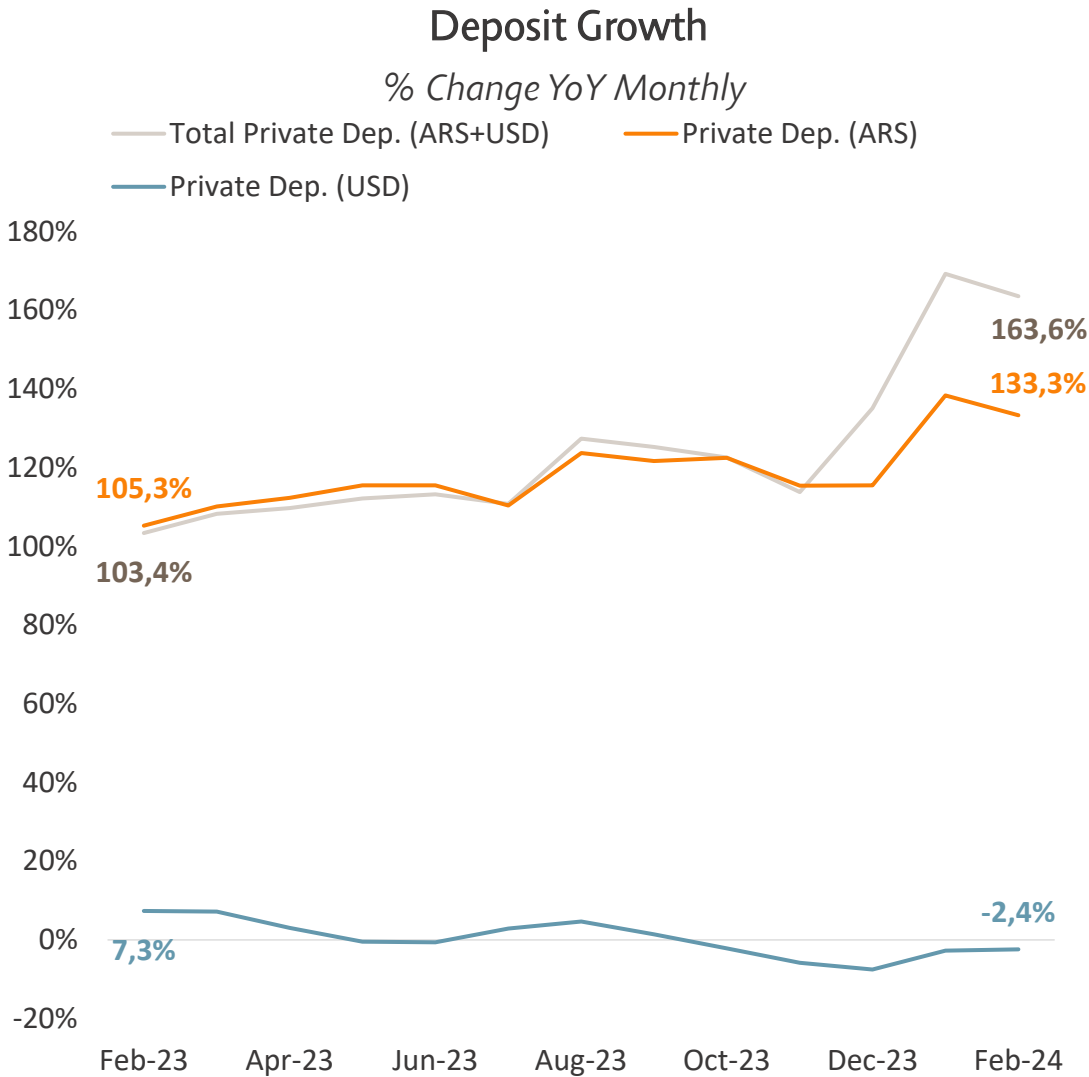
## Financial Depth

As % of GDP



Source: Banco Galicia based on FELABAN and BCRA

# Private Sector Deposits and Loans

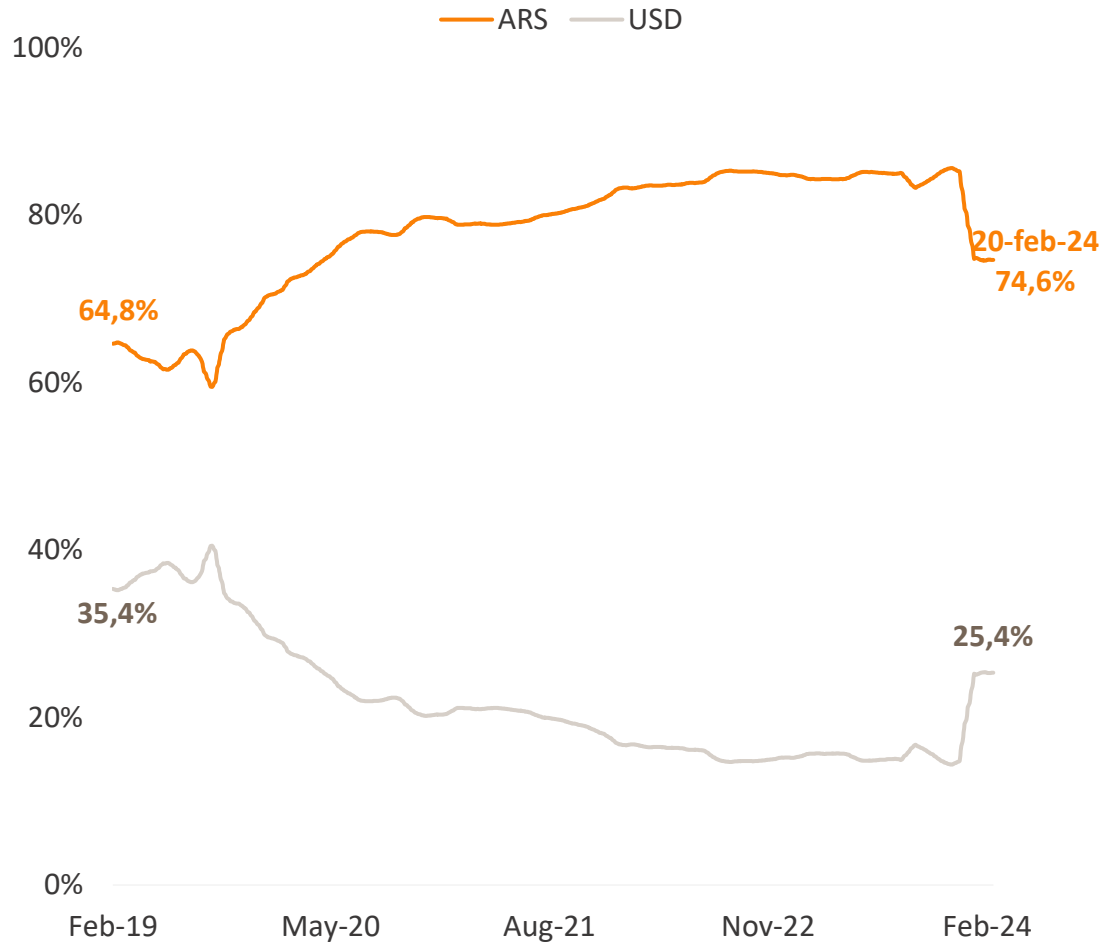


Source: Banco Galicia based on BCRA

# Breakdown of Deposits by Currency and Type

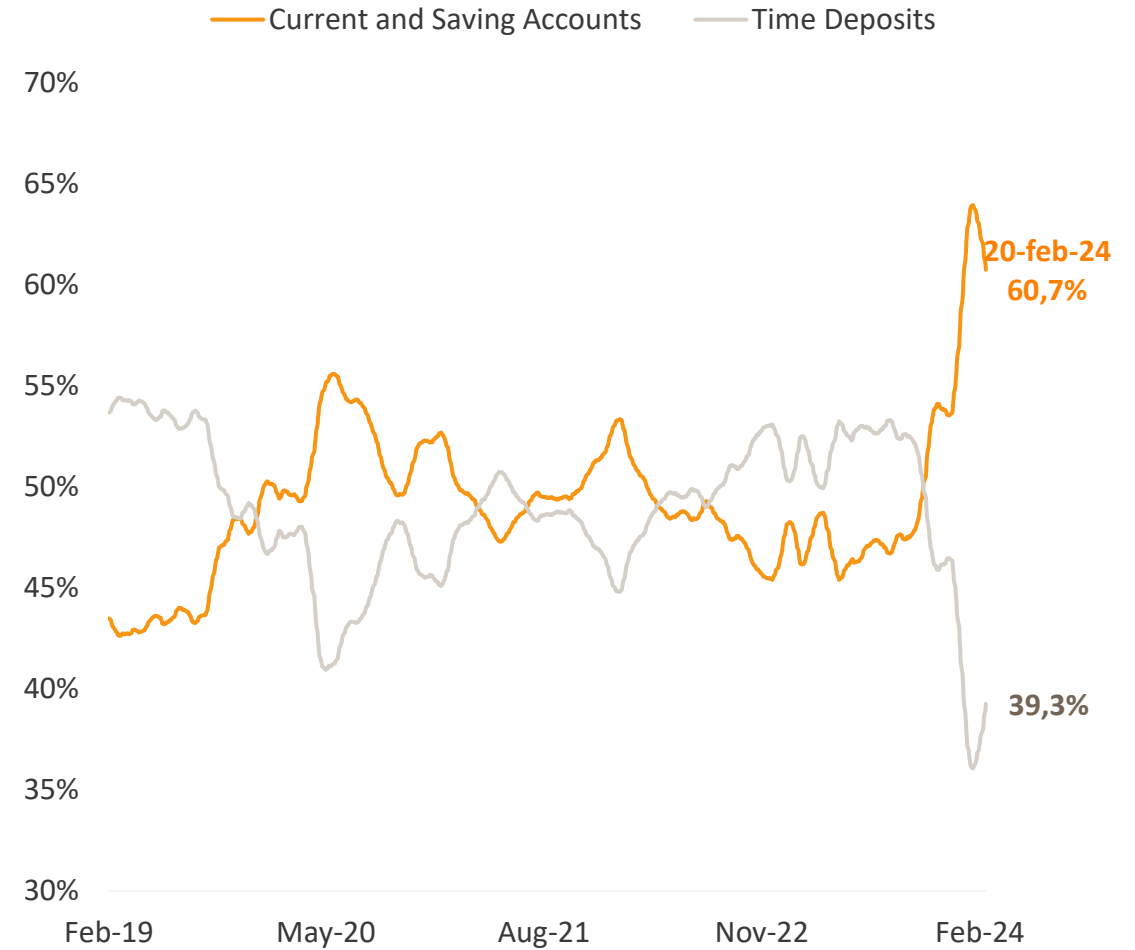
## Private Deposits Mix

As % of Total Deposits



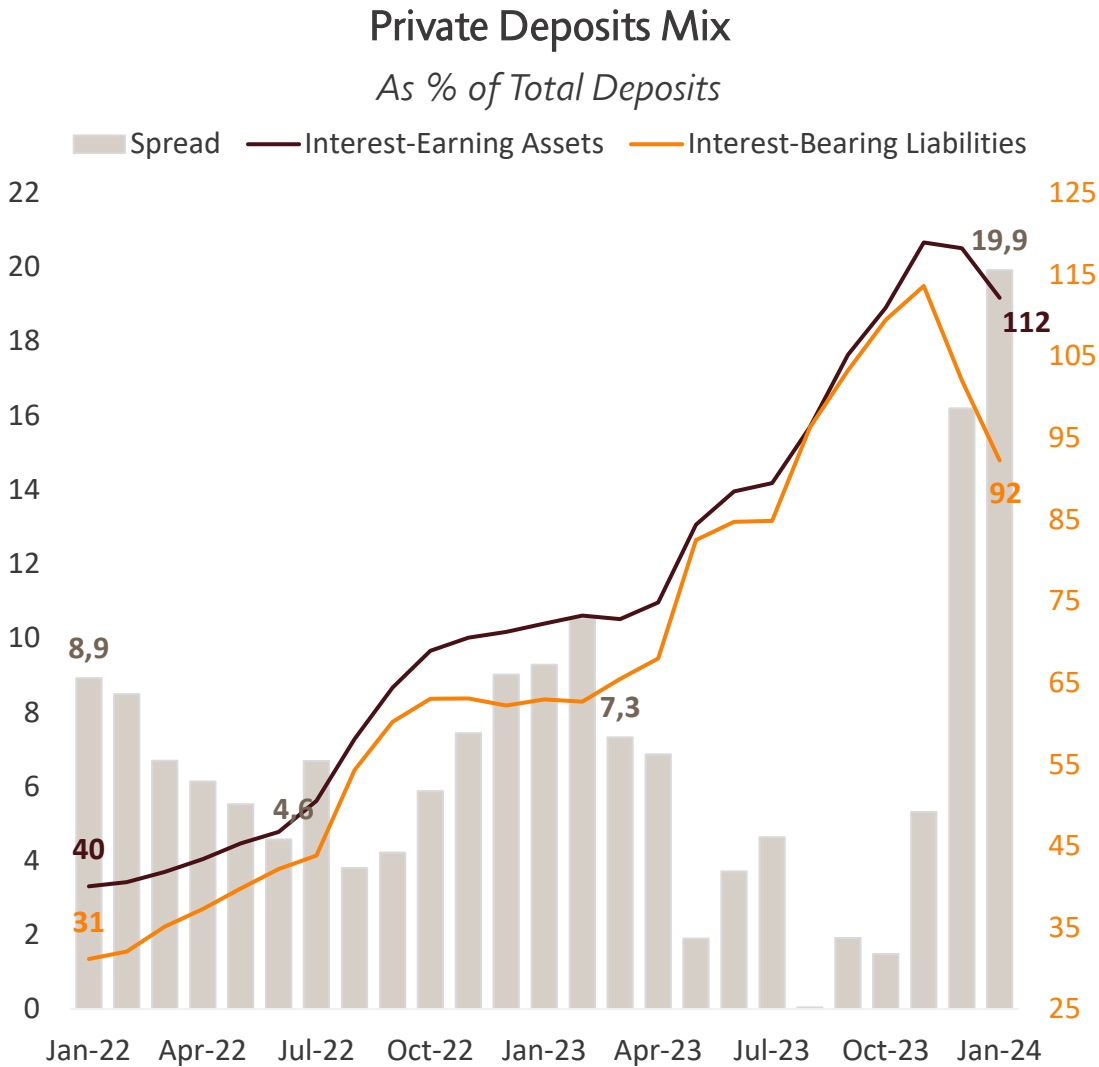
## Deposits in ARS Mix

As % of Deposits in ARS

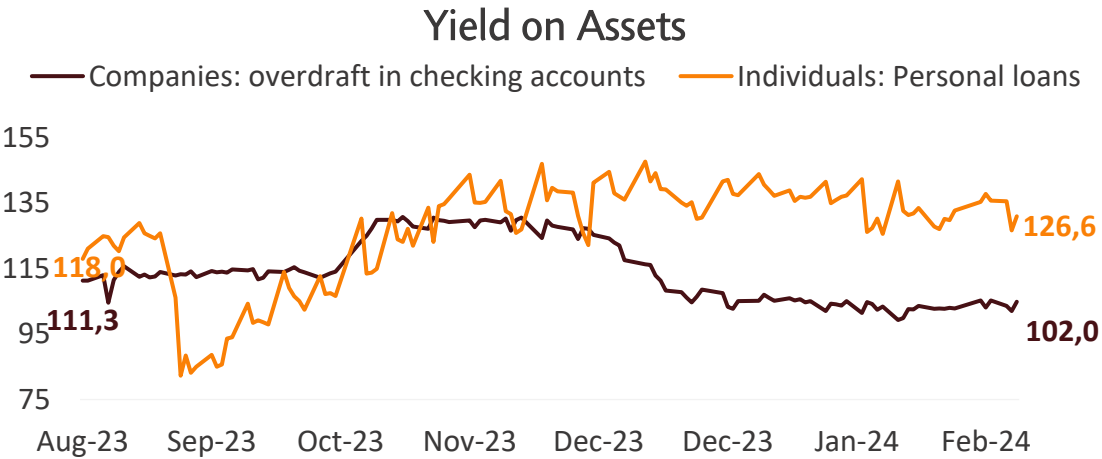
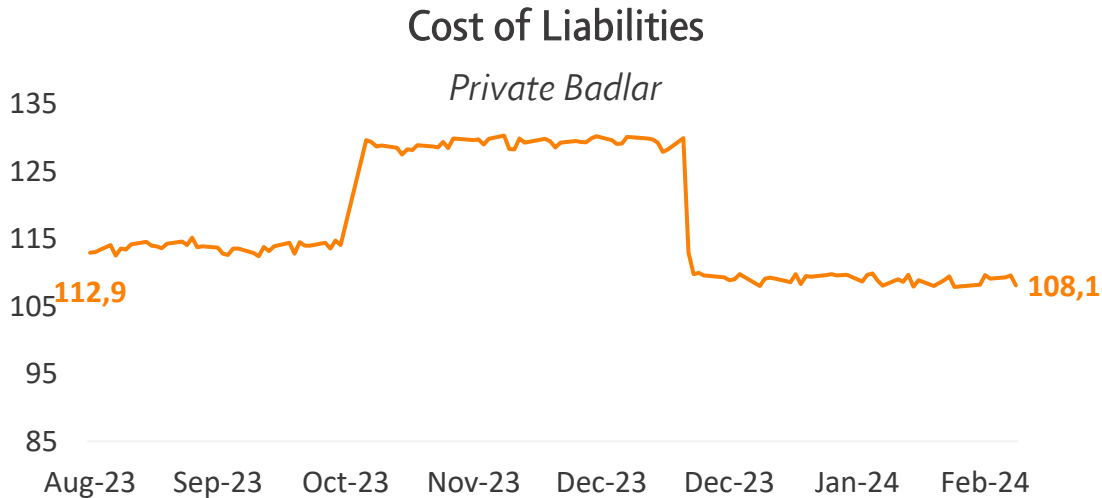


Source: Banco Galicia based on BCRA

# Interest Rates

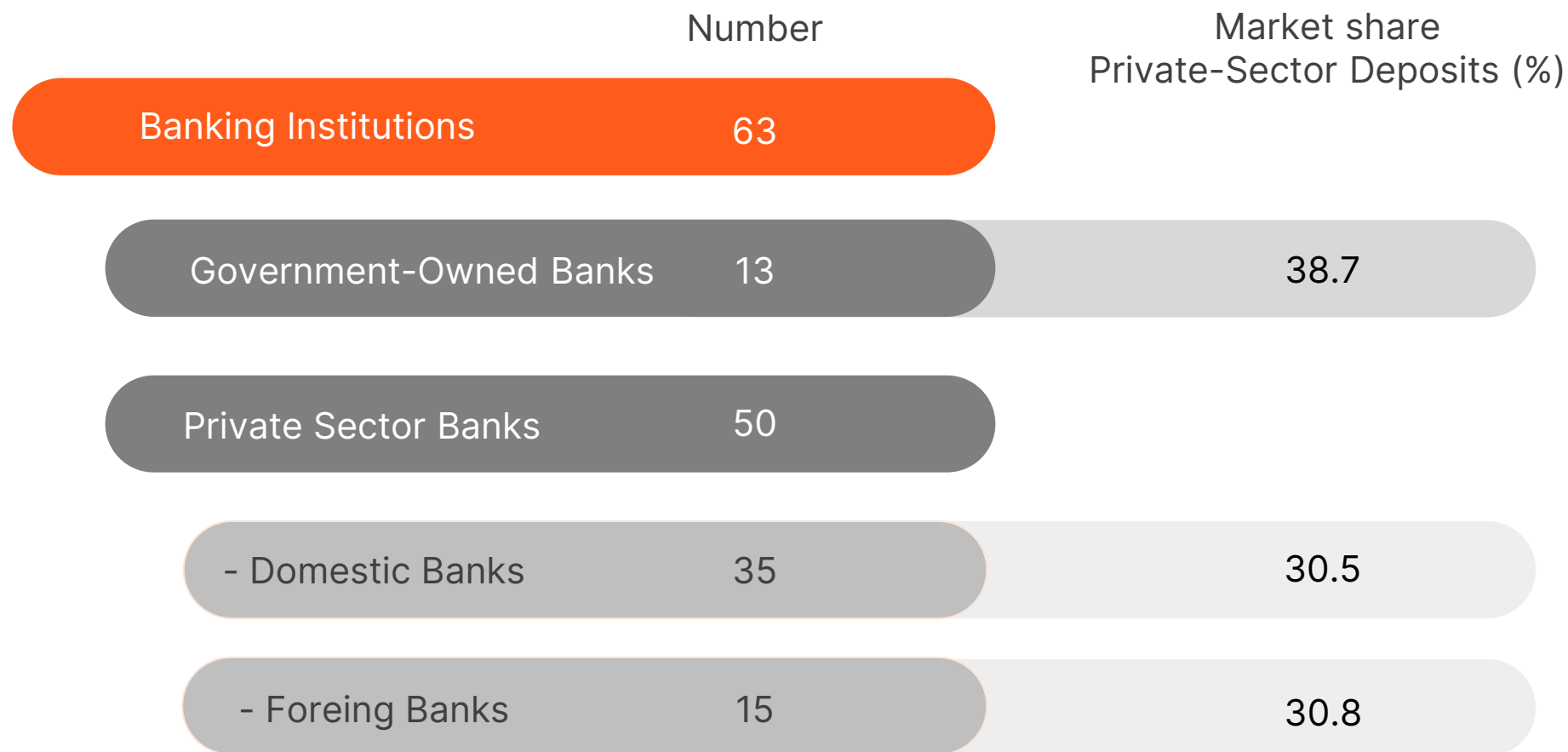


Source: Banco Galicia based on BCRA



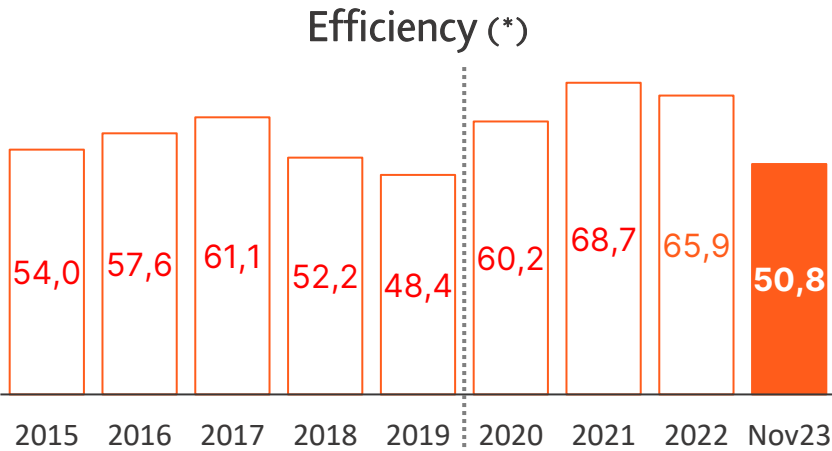
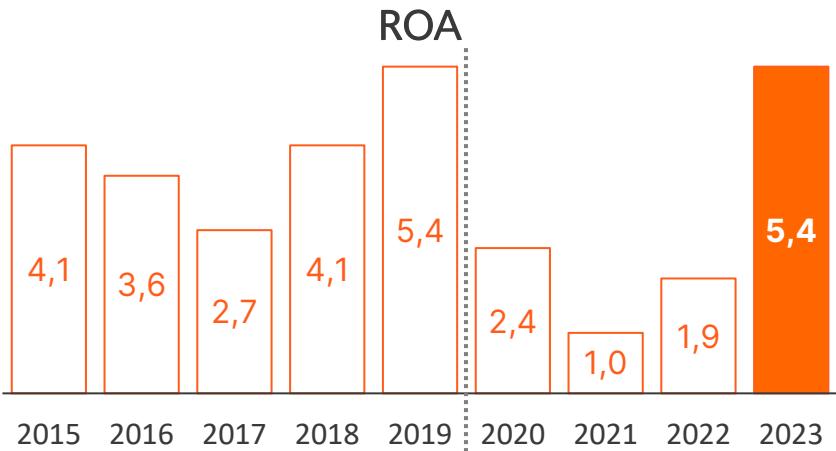
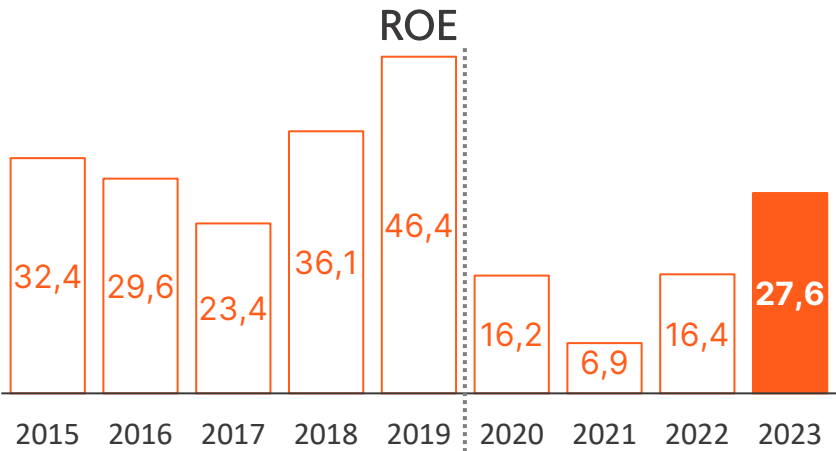
Source: Banco Galicia based on BCRA and own estimates

# Composition of the Banking System



*As of November 30, 2023 (latest available information).*

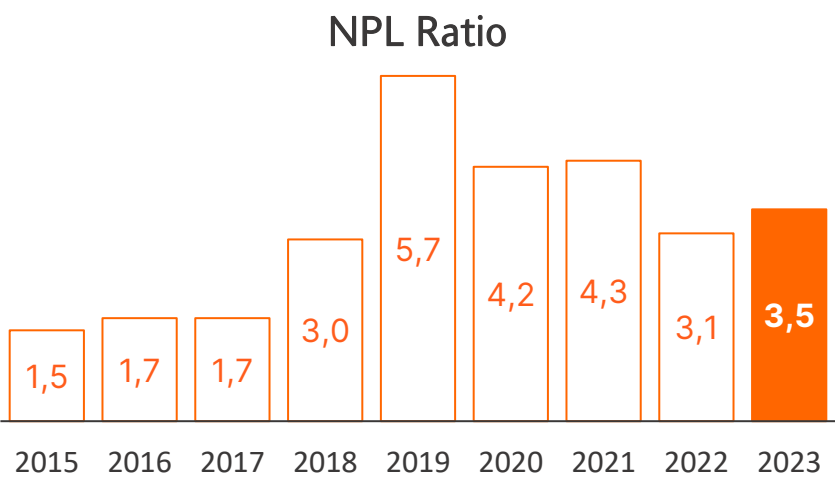
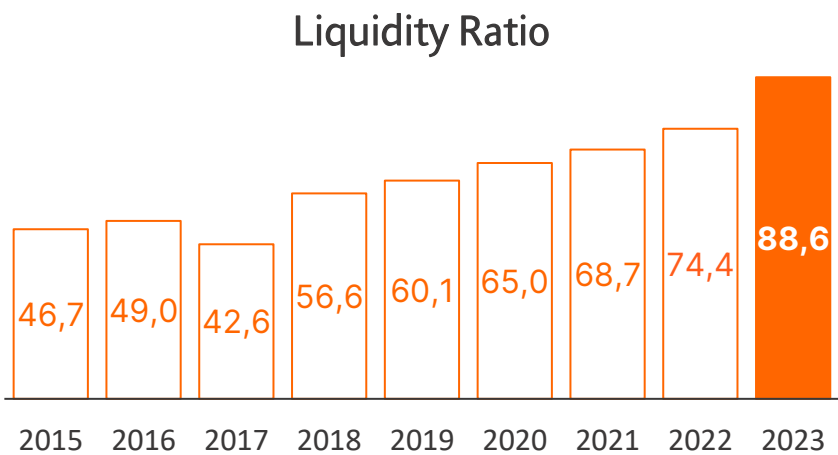
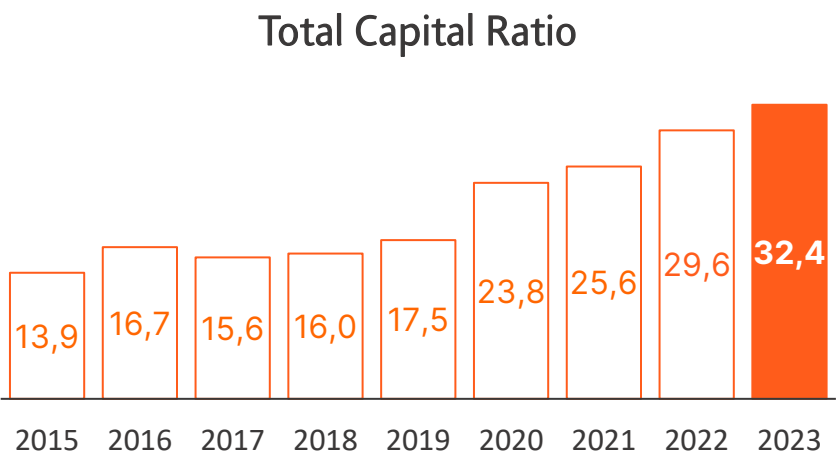
# Profitability



(\*) As of November 30, 2023 (latest available information).

Source: Argentine Central Bank.  
Inflation-adjusted figures since FY 2020.

# Relevant Ratios



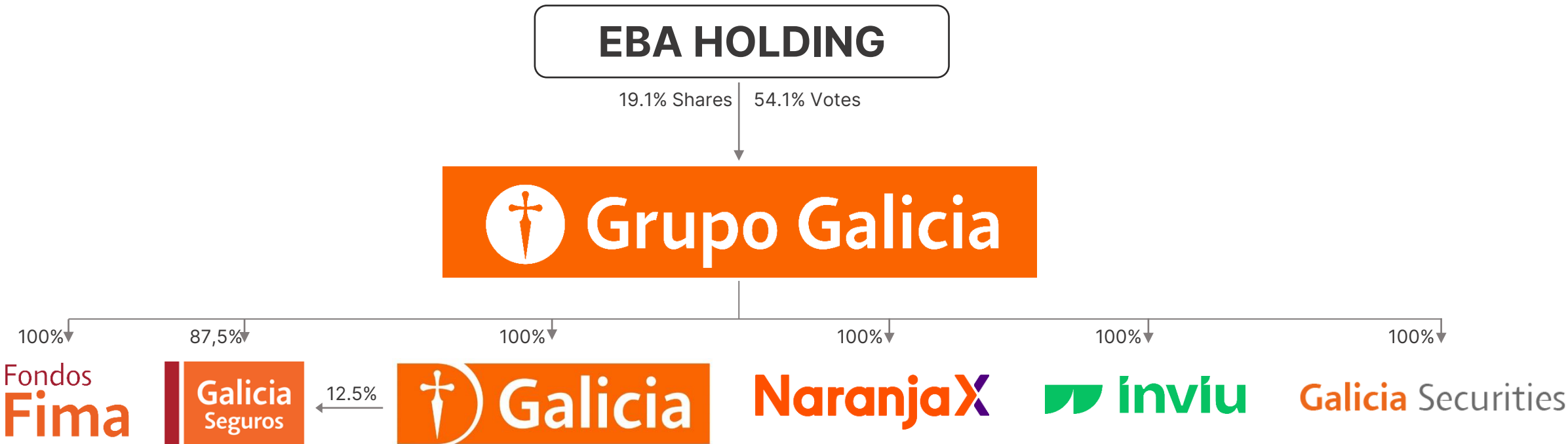
As of December 31, 2023 (latest available information). Source: Argentine Central Bank.

# Agenda



- |                                         |                                   |                          |                             |
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# Organizational Structure



# Business Summary

ROE

**4Q23 17.0%**

+ 220 bp y/y

**FY2023 17.4%**

+ 581 bp y/y

ROA

**4Q23 3.5%**

+ 59 bp y/y

**FY2023 3.4%**

+ 135 bp y/y

FINANCIAL  
MARGIN

**4Q23 69.6%**

+ 4,675 bp y/y

**FY2023 40.3%**

+ 2,341 bp y/y

EFFICIENCY

**4Q23 53.6%**

- 930 bp y/y

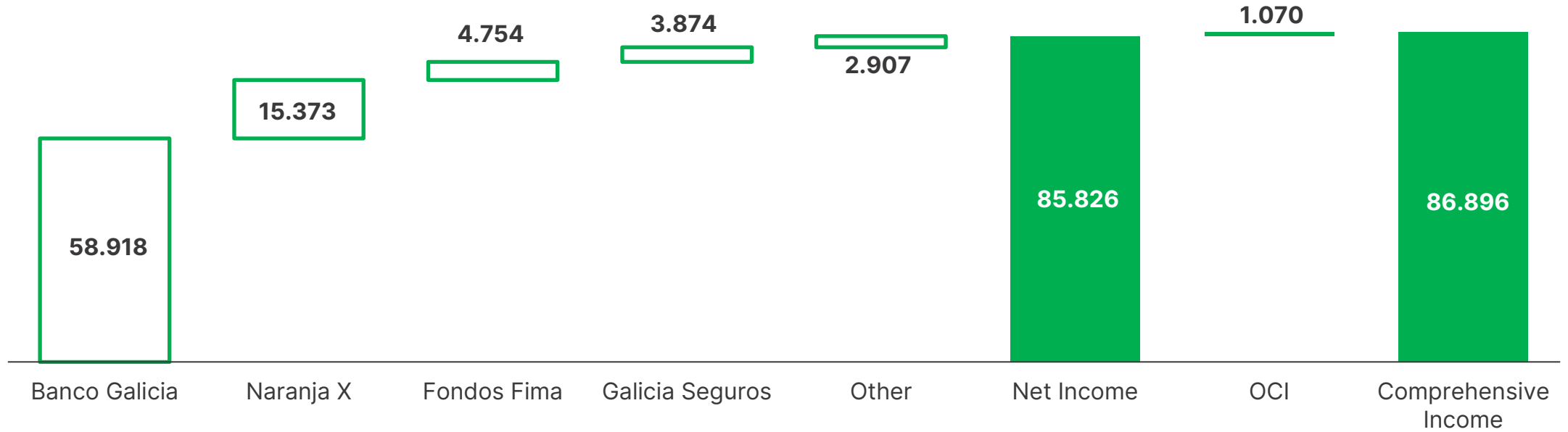
**FY2023 60.5%**

- 535 bp y/y

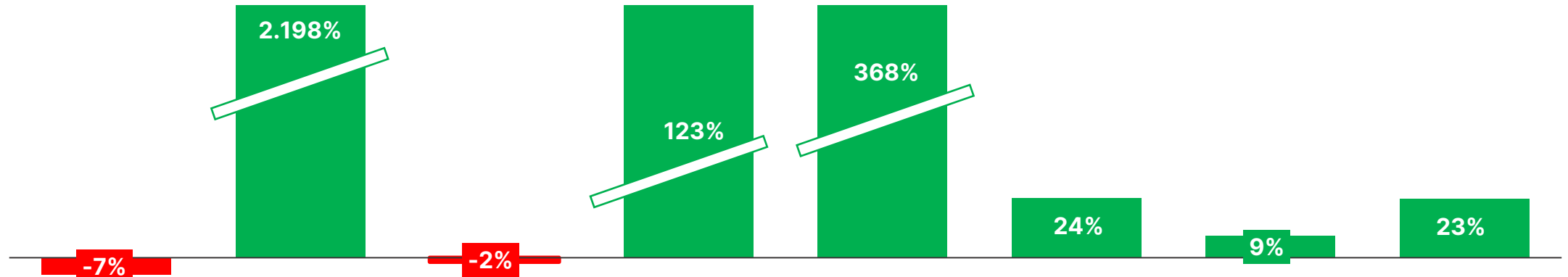
*As of December 31, 2023*

# Results from Equity Investments - 4Q23

*In million AR\$*



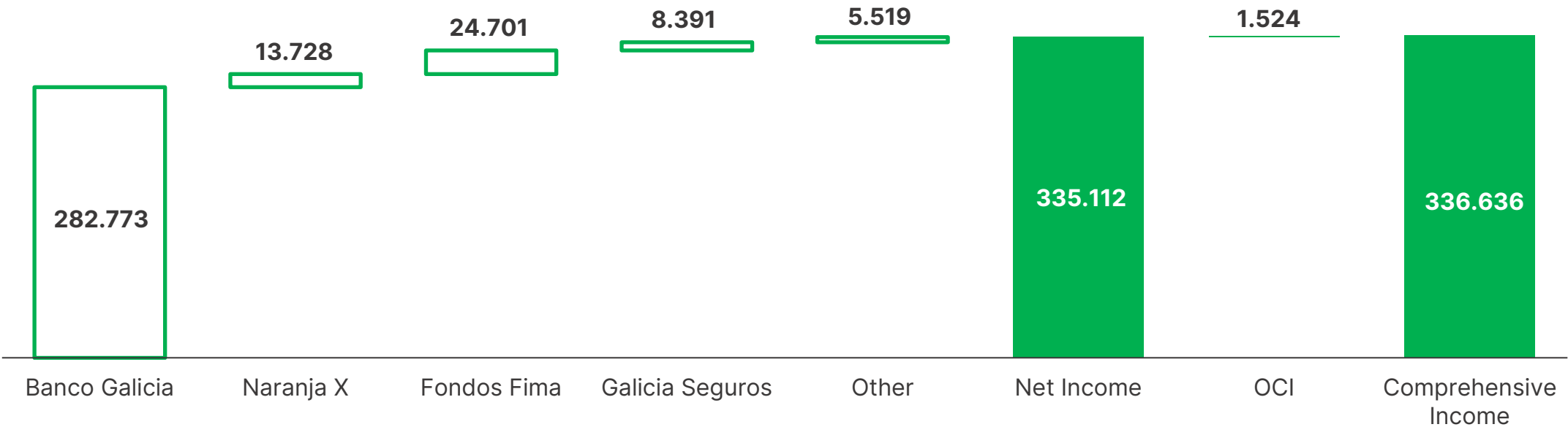
*Vs 4Q22*



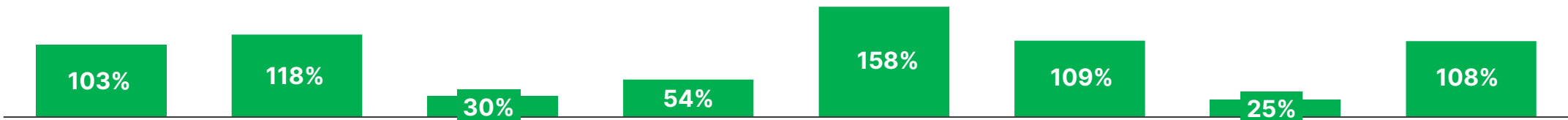
*Quarterly figures.*

# Results from Equity Investments - FY23

*In million AR\$*



*Vs FY22*



*FY figures.*

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# Business Summary

## ROE

4Q23 14.2%

- 223 bp y/y

FY2023 18.2%

+ 888 bp y/y

## NET LOANS

AR\$ 2,239.4 bn

- 25% y/y

USD 2.8 bn

## DEPOSITS

AR\$ 5,545.0 bn

- 16% y/y

USD 6.9 bn

## ROA

4Q23 3.0%

+ 6 bp y/y

FY2023 3.3%

+ 170 bp y/y

## ASSETS

AR\$ 8,673.1 bn

- 5% y/y

USD 10.7 bn

## EQUITY

AR\$ 1,654.0 bn

+ 6% y/y

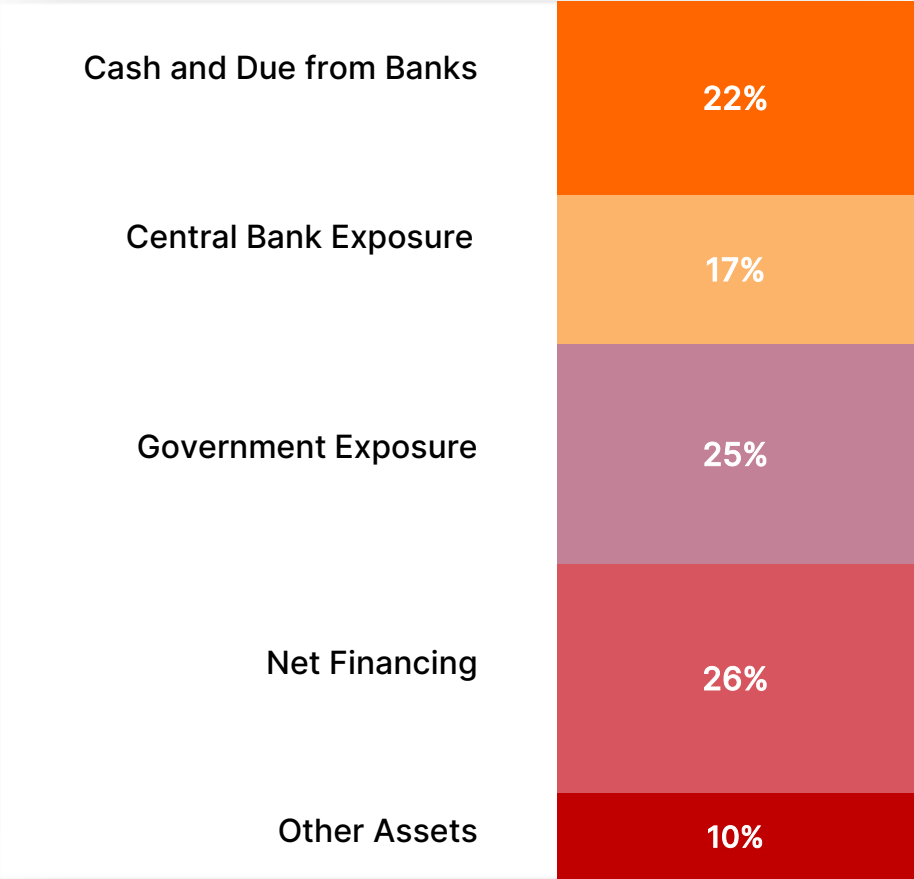
USD 2.0 bn

*As of December 31, 2023.*

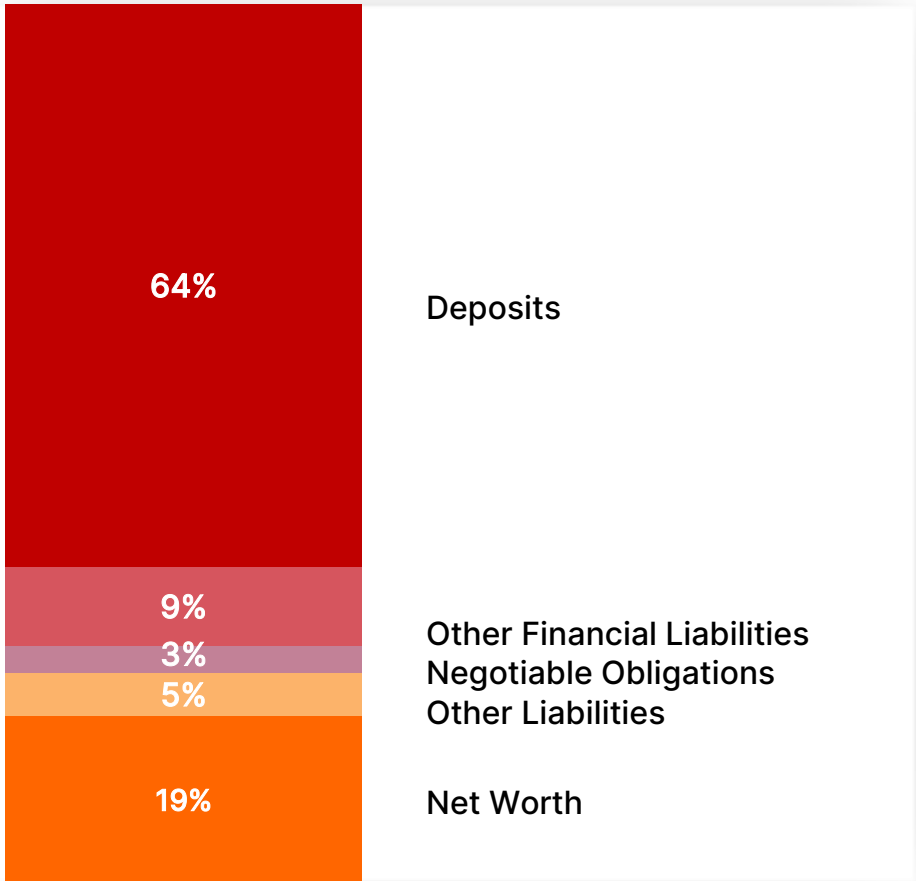
*Exchange rate = 808.48 AR\$ per USD.*

# Financial Structure

## Assets



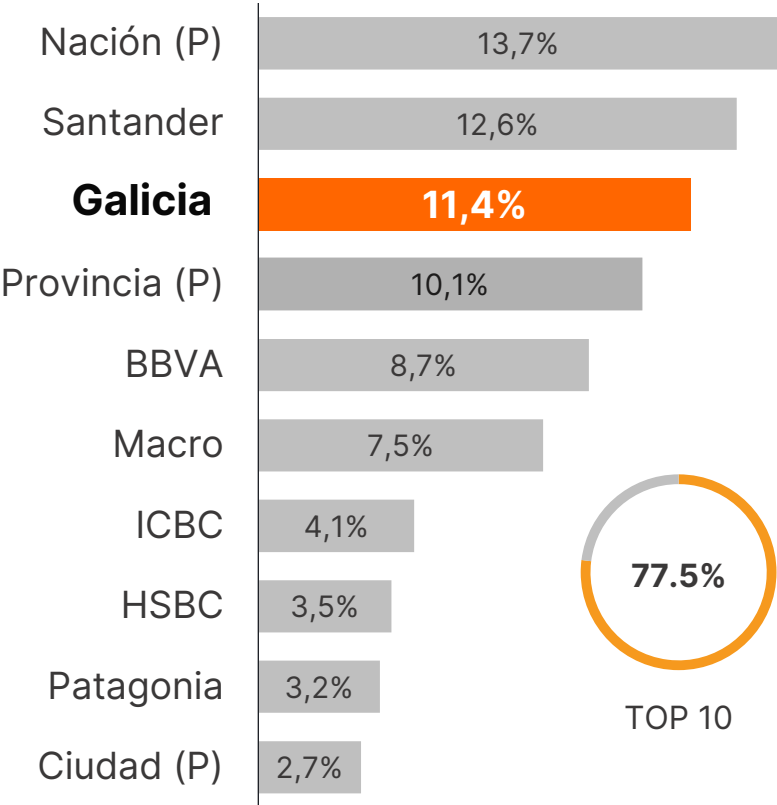
## Funding



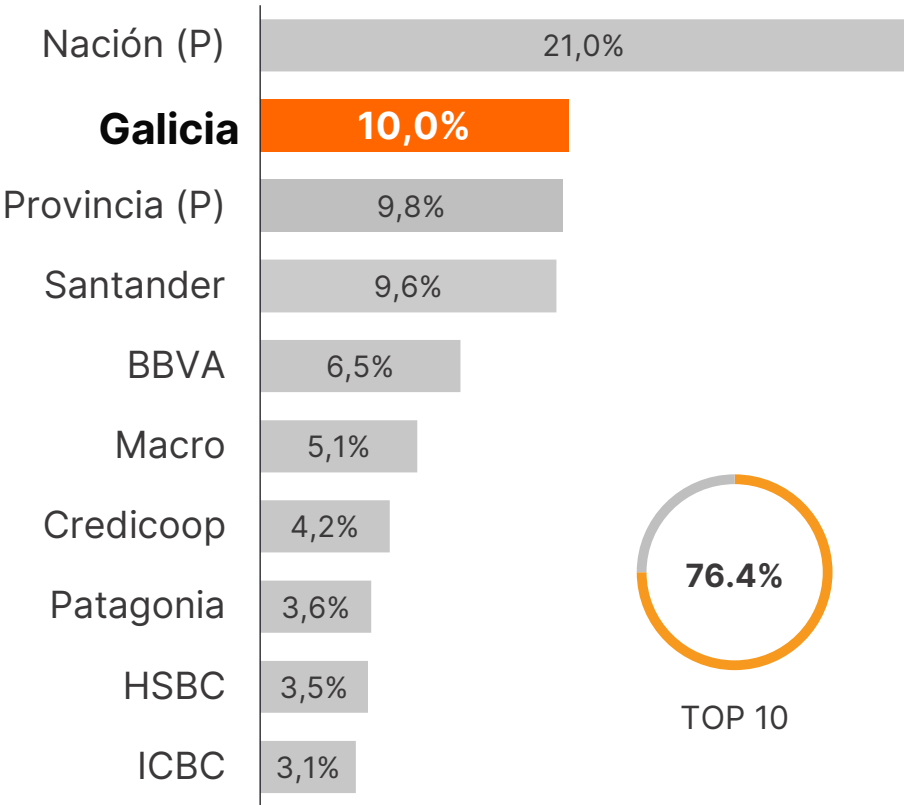
As of December 31, 2023.

# TOP 10 Banks

Market Share of Private-Sector Loans (%)

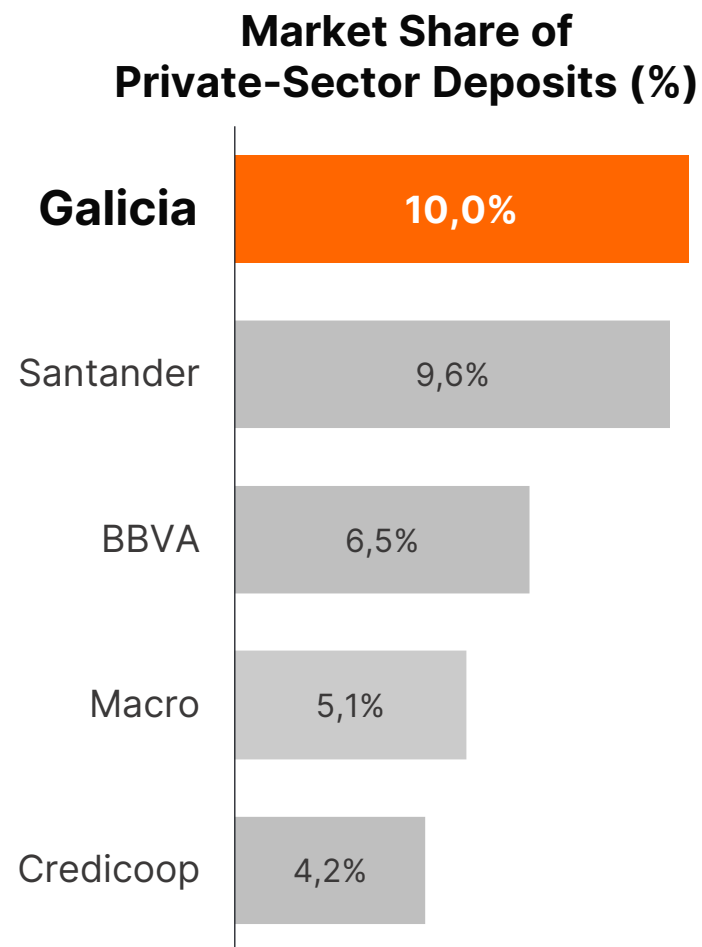
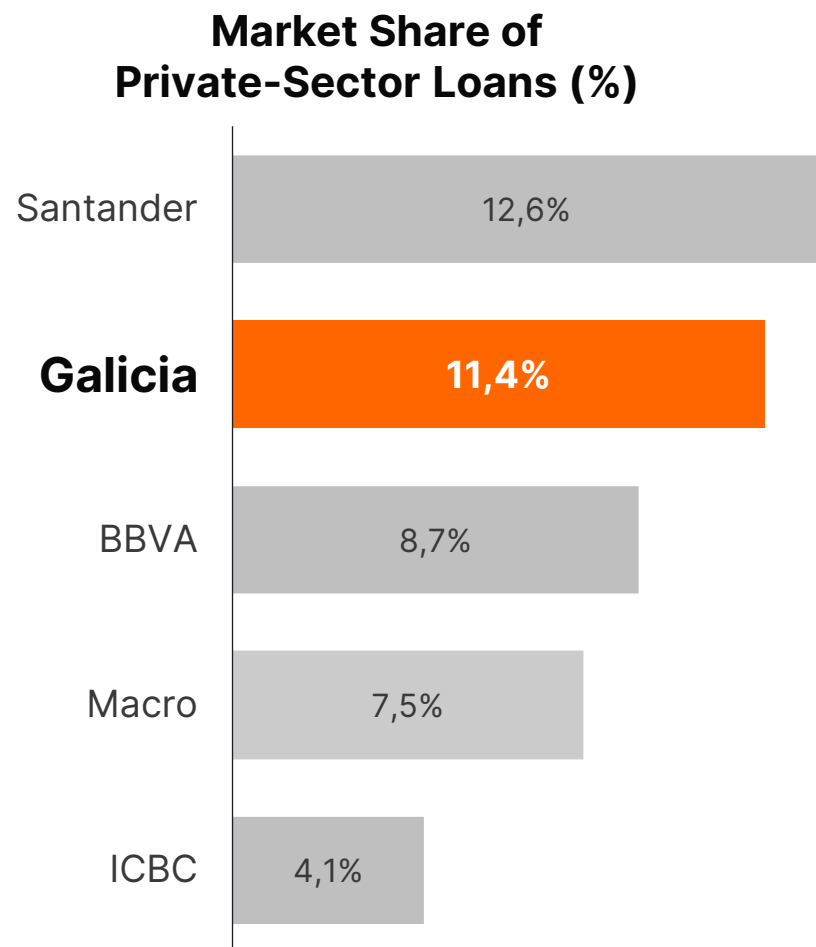


Market Share of Private-Sector Deposits (%)



As of November 30, 2023 (latest information available). Source: Argentine Central Bank.  
(P) Goverment owned Banks.

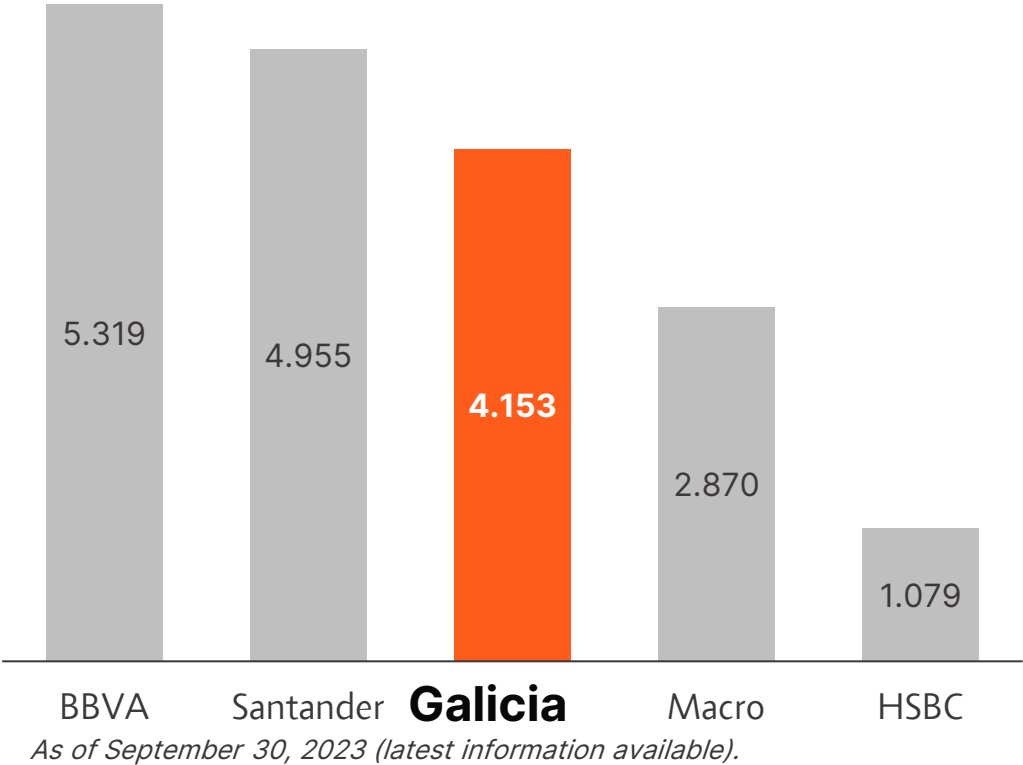
# Peer Comparison



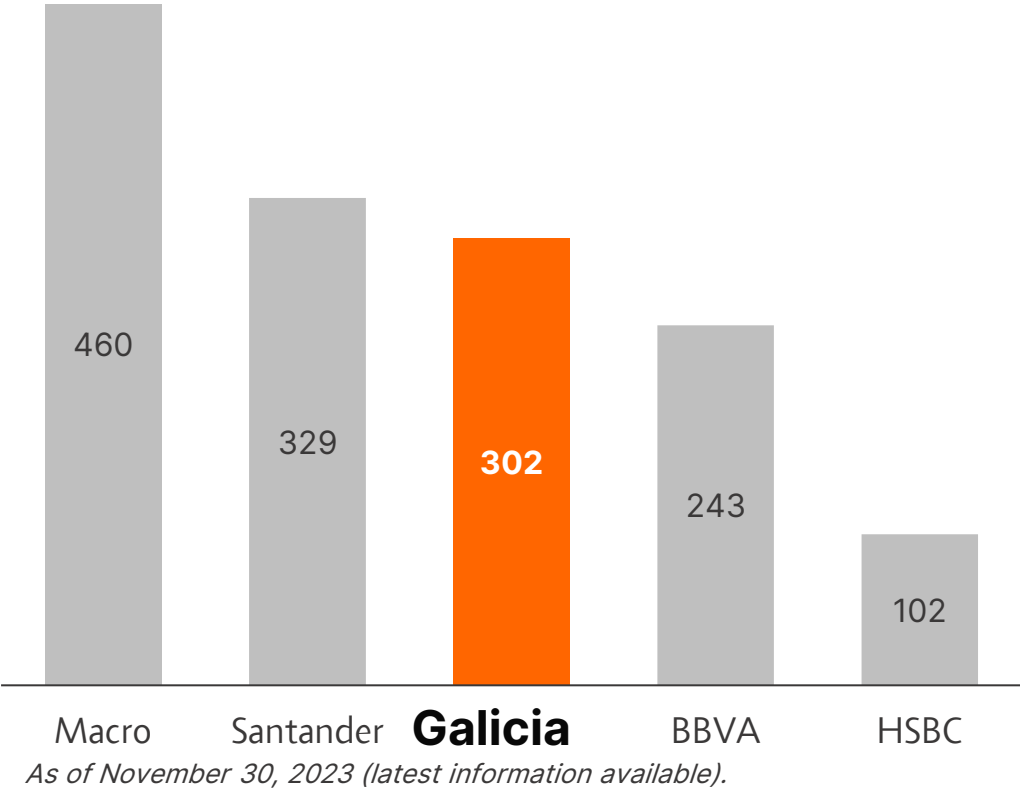
*As of November 30, 2023 (latest information available). Source: Argentine Central Bank.*

# Peer Comparison

Credit Cards  
*(in thousands)*



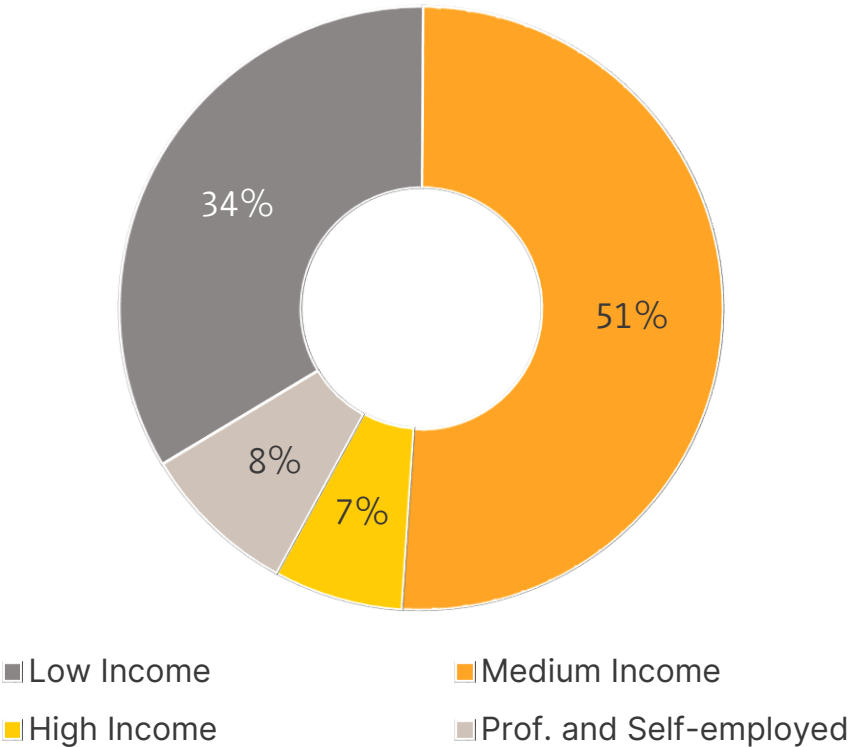
Branches



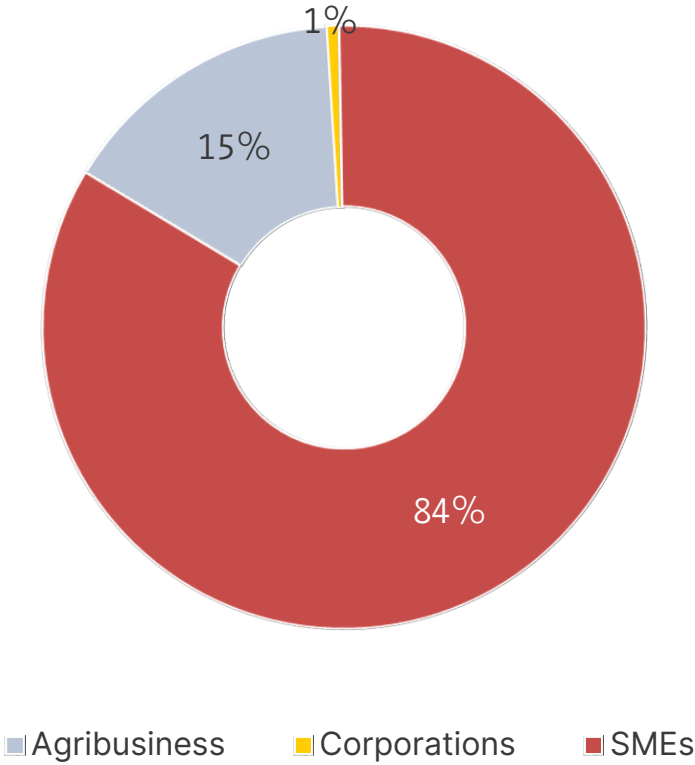
Source: Argentine Central Bank.

# Customers

**Consumer Banking**  
Total: 3,848,844



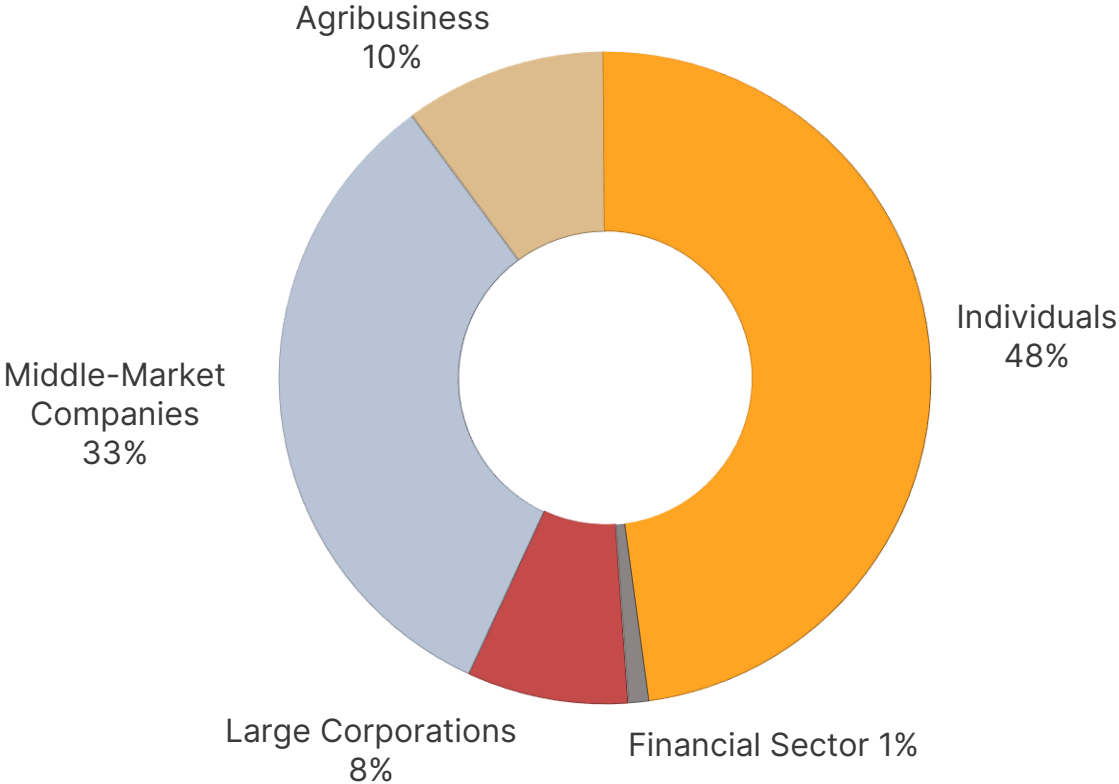
**Corporate Banking**  
Total: 136,632



*As of December 31, 2023.*

# Breakdown of Loans to the Private Sector

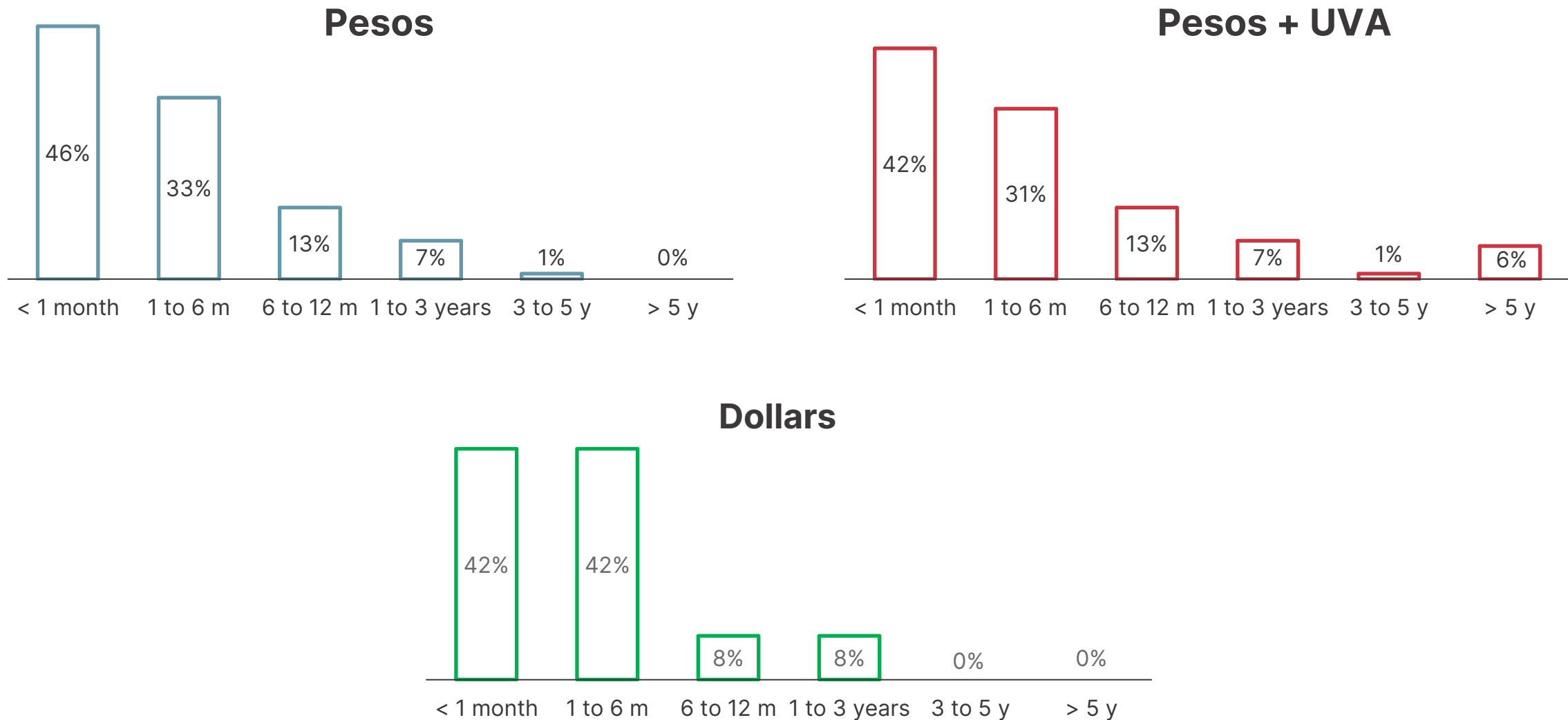
**Gross Loans: AR\$ 2,325 bn**



*As of December 31, 2023.*

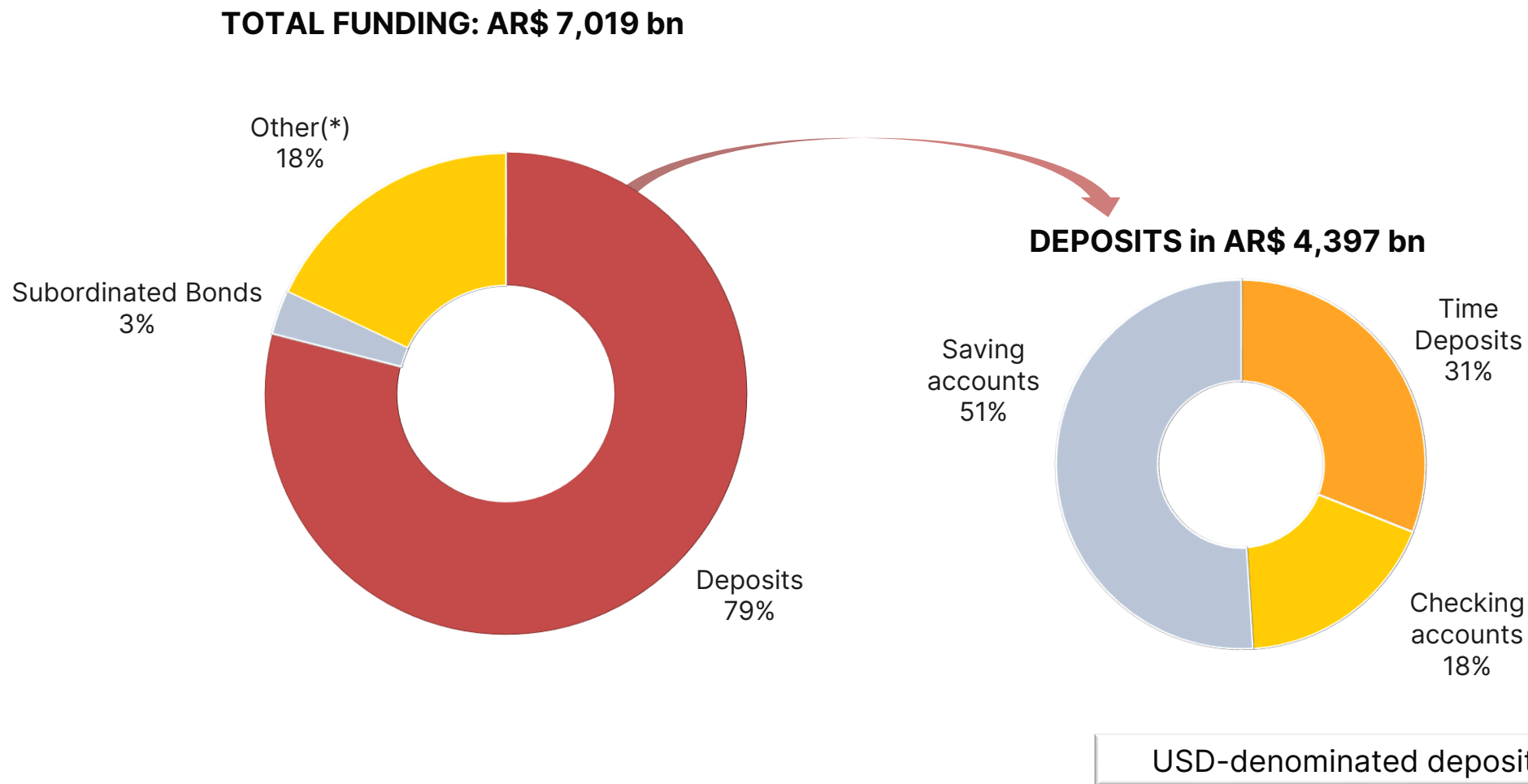
Loans in foreign currency: 21.9%

# Loan Portfolio by Maturity



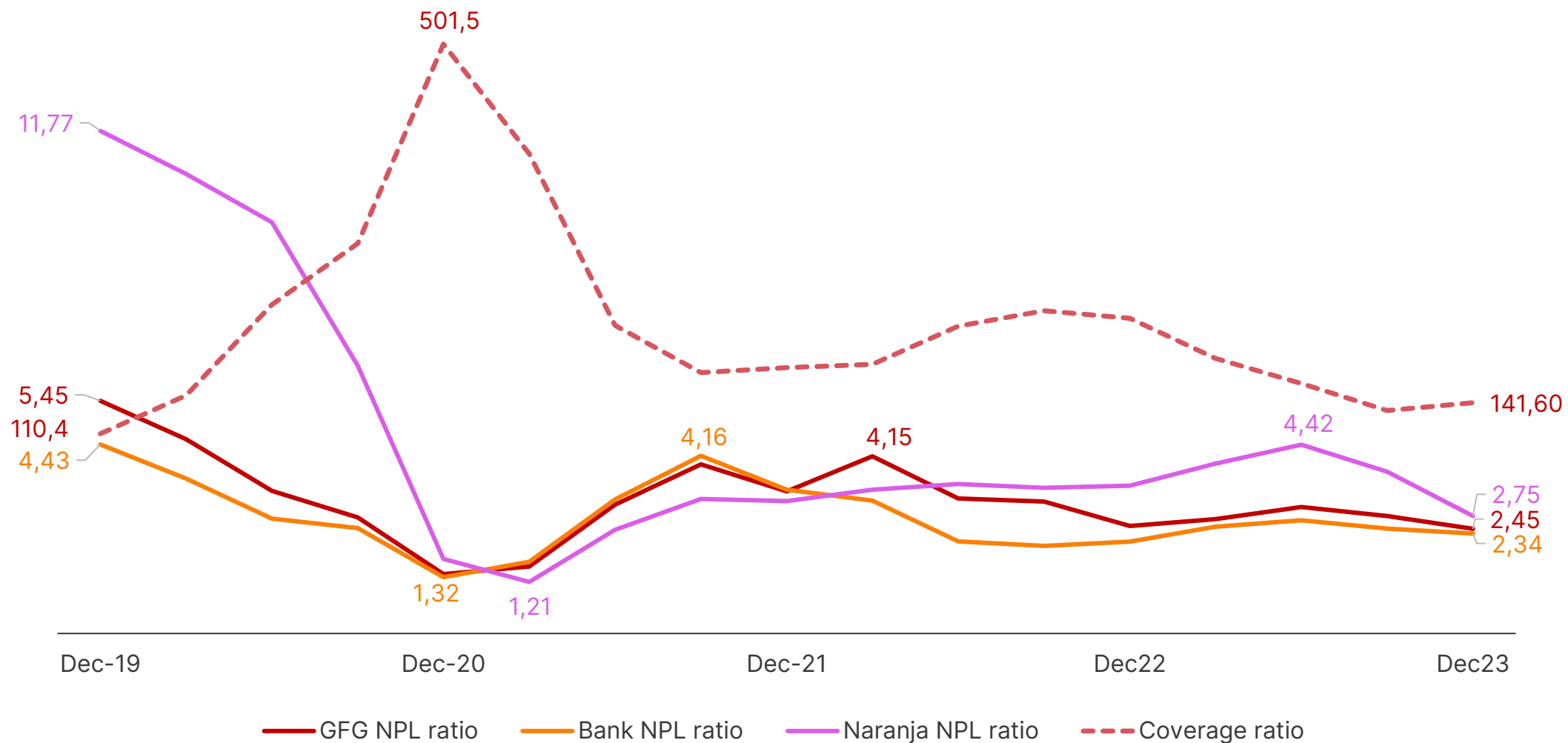
As of December 31, 2023.

# Funding and Breakdown of Deposits



(\*) Includes among other: repos, financial institutions, collections on account of third parties, debt with merchants.  
As of December 31, 2023.

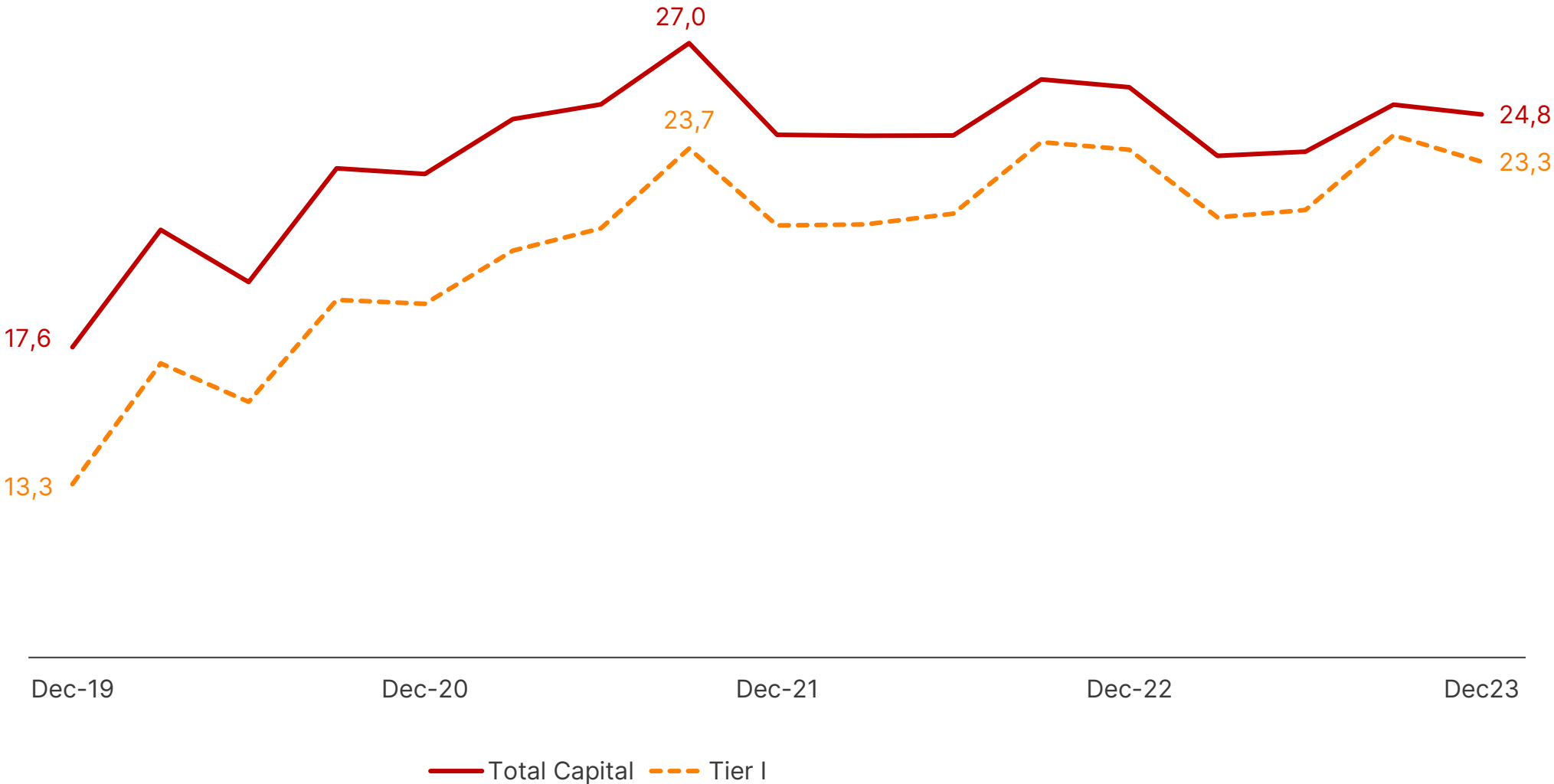
# Asset Quality



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

*As of December 31, 2023.*

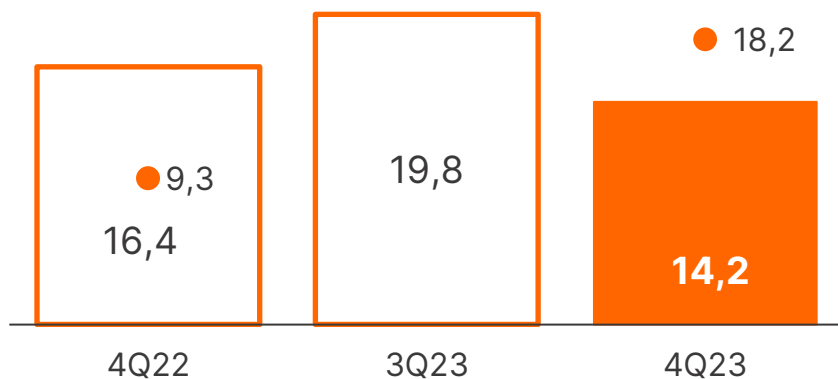
# Capital Ratio



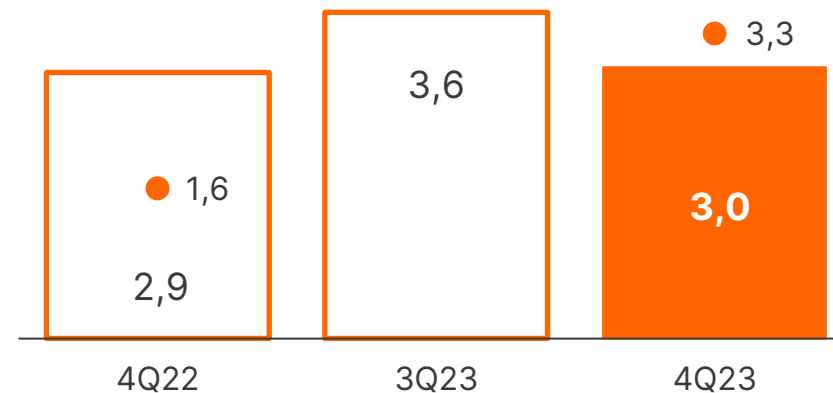
As of December 31, 2023.

# Profitability

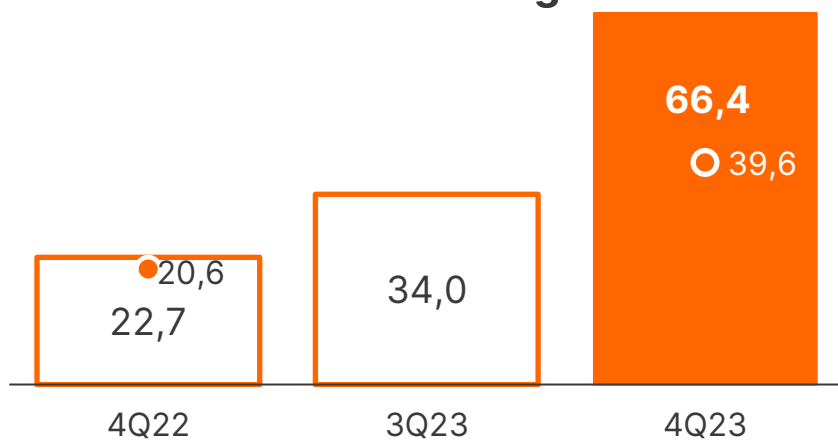
## ROE



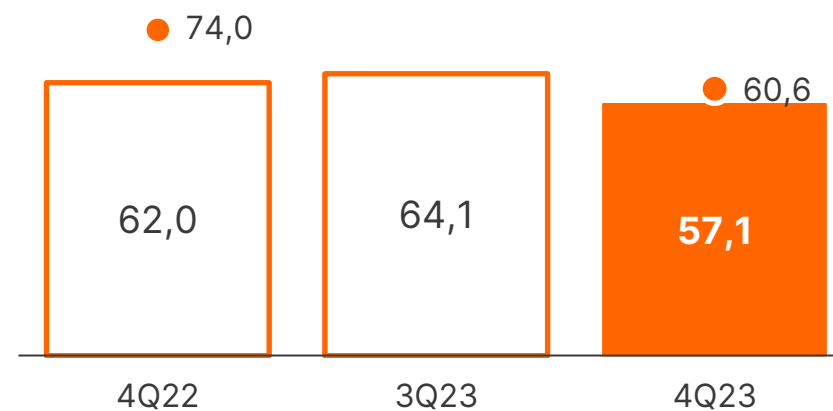
## ROA



## Financial Margin



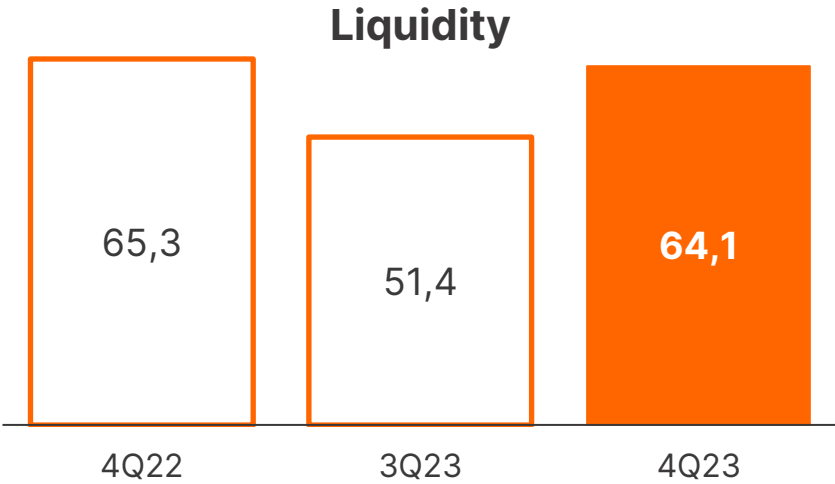
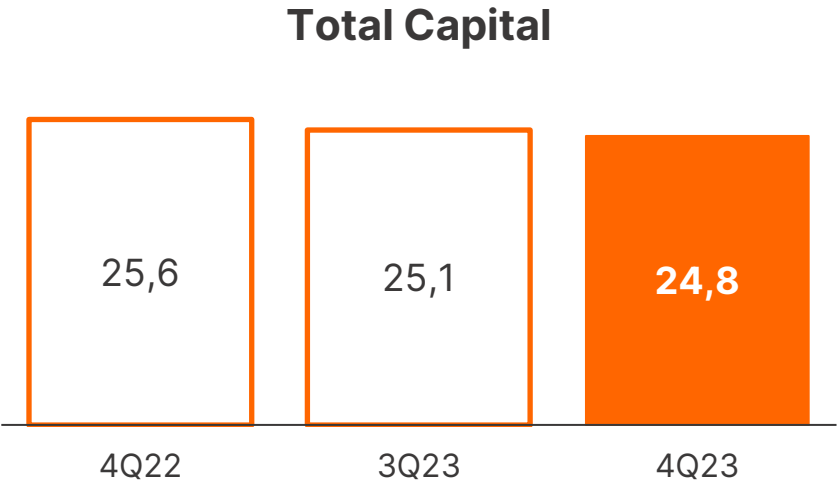
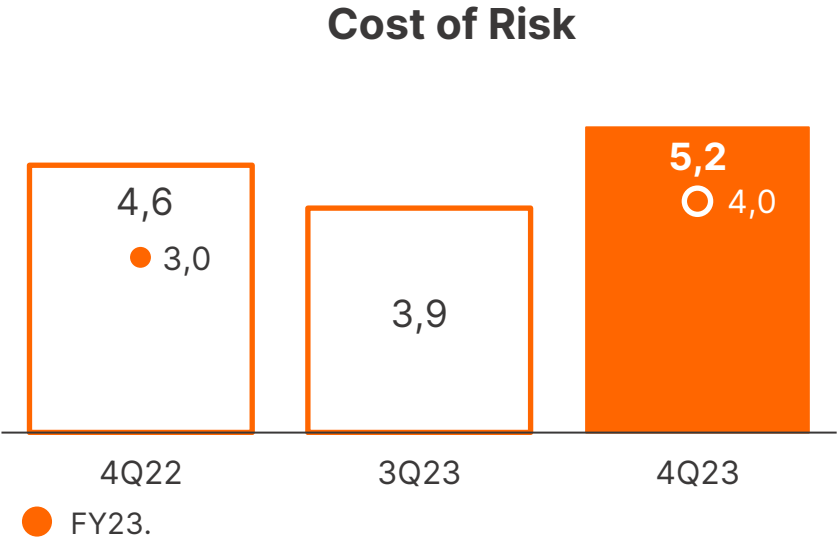
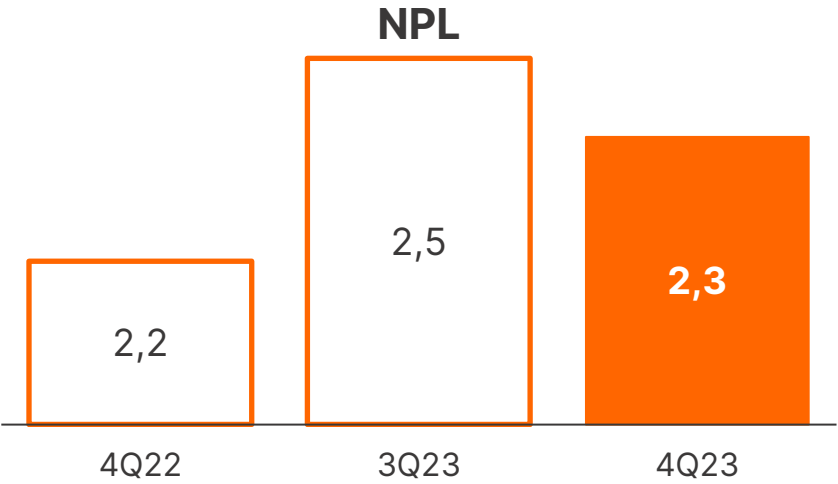
## Efficiency



● FY23.

As of December 31, 2023.

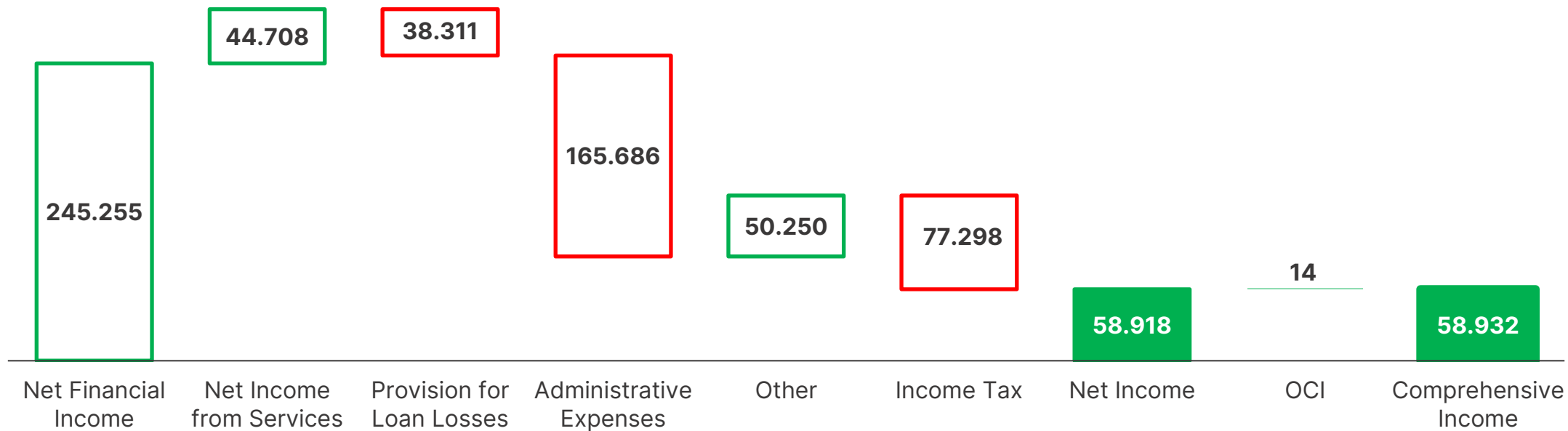
# Relevant Ratios



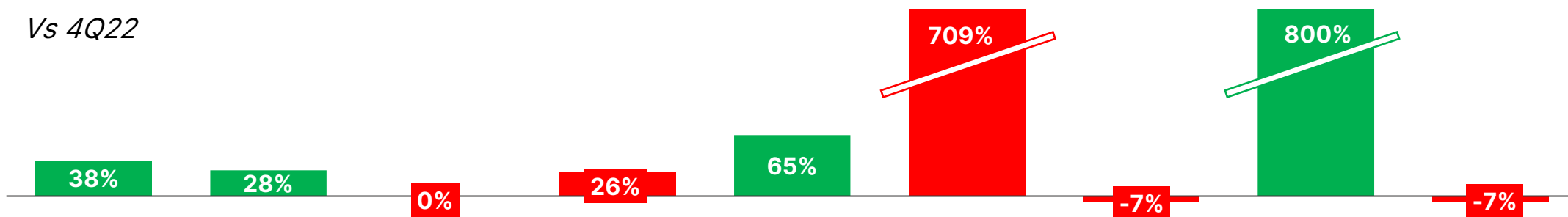
As of December 31, 2023.

# Consolidated Income Statement - 4Q23

*In million AR\$*



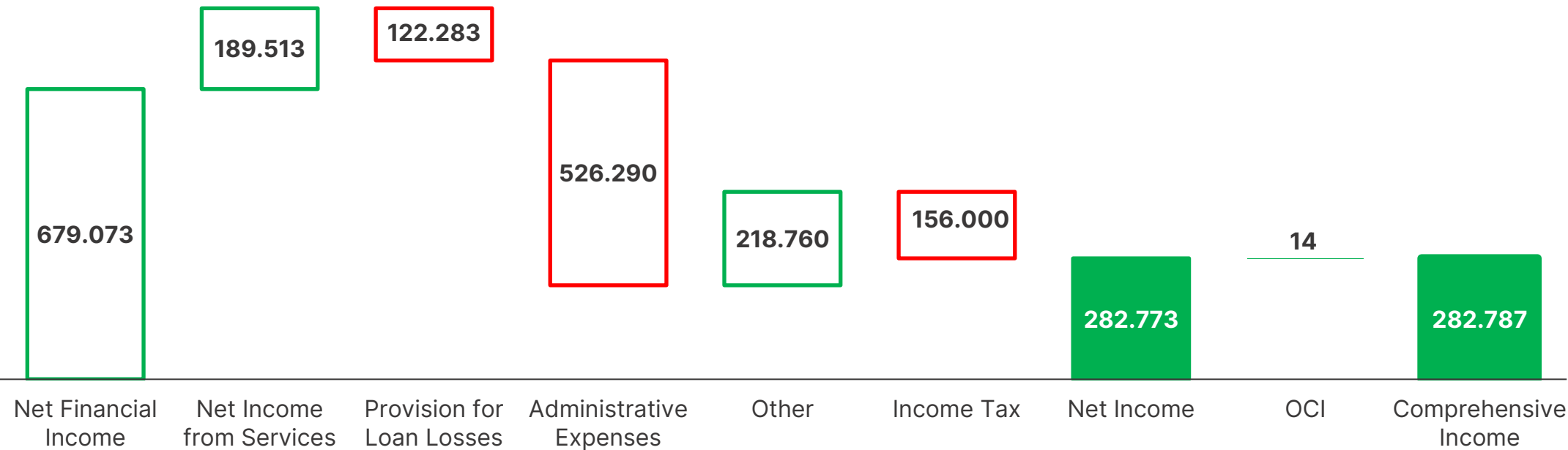
*Vs 4Q22*



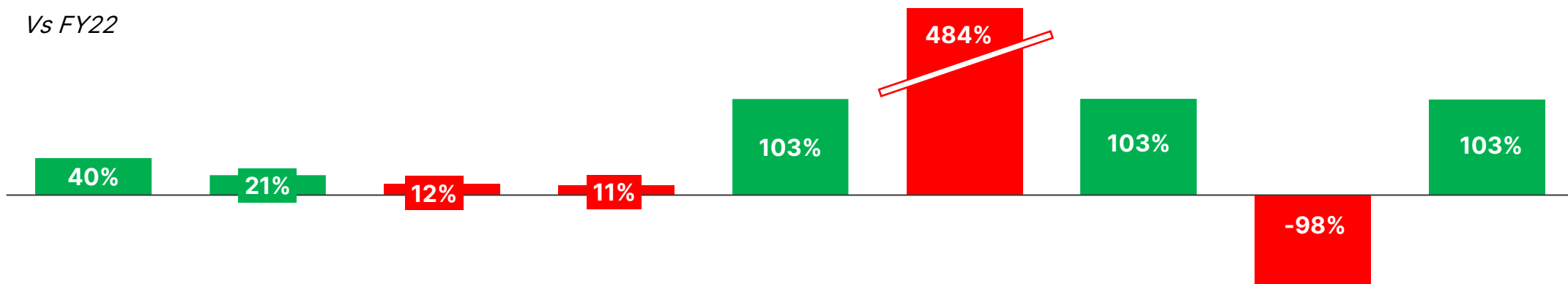
*Quarterly figures.*

# Consolidated Income Statement - FY23

*In million AR\$*



*Vs FY22*



# Agenda



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# Business Summary

## Net Income

4Q23 AR\$ 15.4 bn

- 2,261% y/y

FY23 AR\$ 13.7 bn

+ 126% y/y

## ROE

4Q23 22.4%

+ 2,141 bp y/y

FY23 5.1%

+ 278 bp y/y

## ROA

4Q23 4.6%

+ 444 bp y/y

FY23 1.1%

+ 54 bp y/y

## NET LOANS

AR\$ 922.1 bn

- 11% y/y

USD 1.1 bn

## ASSETS

AR\$ 1,362.6 bn

- 2% y/y

USD 1.7 bn

## EQUITY

AR\$ 275.8 bn

+3% y/y

USD 0.3 bn

*Exchange rate = 808.48 AR\$ per USD.*

# Business Summary – Credit Cards



## The major credit-card issuer in Argentina

- » Up to 4 credit cards per client (Naranja X, 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 X Visa, Naranja X MasterCard, Naranja X Amex.  
 MAP: monthly active payers; MAM: monthly active merchants; TPV: total payments volumen,  
 IAU: insurance active users, LAU loan active users.  
 As of December 31, 2023.*

- » 8.7M cards issued<sup>1</sup>.
- » 3.8M customers ( 3.2M credit-card holders & 0.6M additional credit card holders).
- » 88k MAMs (Comercios Amigos).
- » USD 678M TPV (monthly avg.).
- » 1.3M IAUs.
- » 0.8M LAUs.
- » 142 branches.



# Business Summary – Digital Bank



## Easy and quicky cashless transactions

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

» 5.9M #Onboardings.

» 3.8M #saving account w/balance.

» 2.8M MAPs (app users).

» USD 218M Deposits.

» USD 649M TPV (monthly).

*As of December 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).
- 
- » 36k MAMs (Micro merchants).
  - » 36k saving accounts.
  - » USD 8.1M TPV (monthly avg.).

*As of December 31, 2023.*

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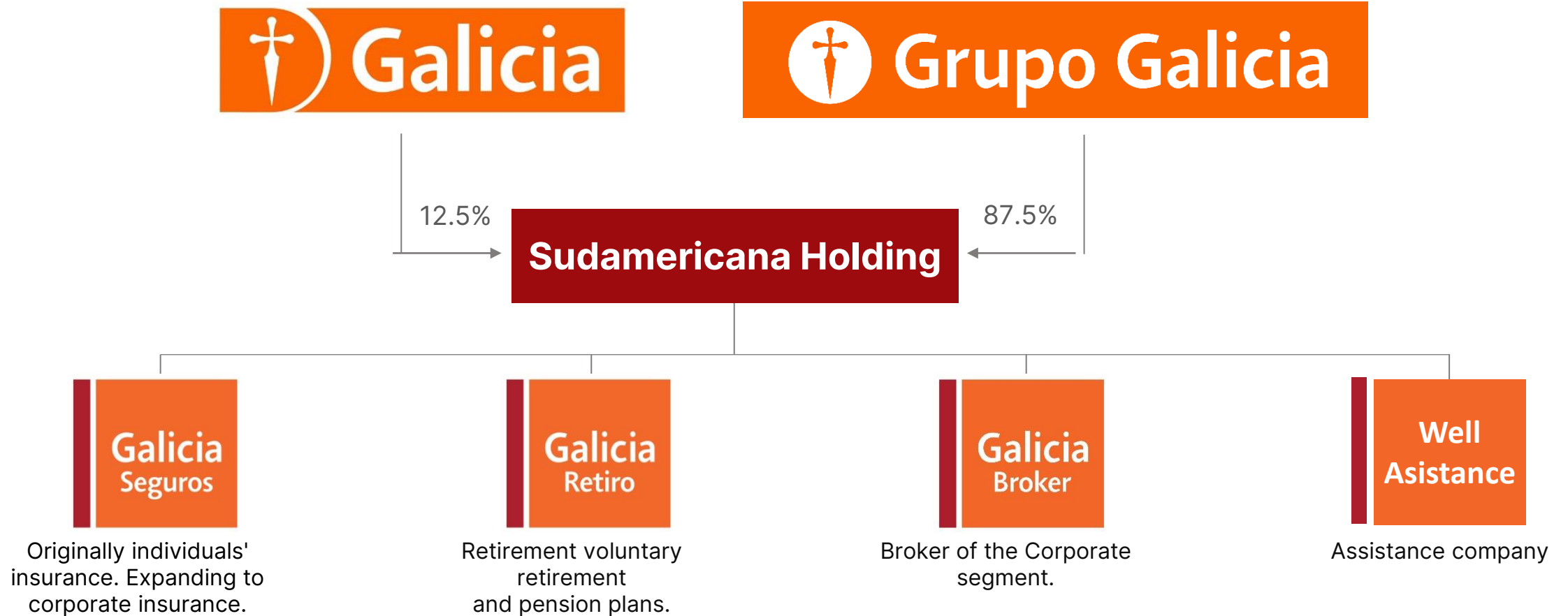
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# Corporate Structure



# Business Summary

| <i>In million AR\$</i>                                                            |          |  |  |  |  |  |
|-----------------------------------------------------------------------------------|----------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|  | Turnover | 21,220 (*)                                                                          | 48 (*)                                                                              | 1,131 (*)                                                                           | 0 (**)                                                                              | 21,108 (**)                                                                         |
|  | AUM      | 15,367                                                                              | 3,664                                                                               | 1,115                                                                               | 0                                                                                   | 79,212                                                                              |
|  | Equity   | 14,182                                                                              | 626                                                                                 | 1,106                                                                               | -3                                                                                  | 13,771                                                                              |
|  | Profit   | 8,753 (*)                                                                           | 288 (*)                                                                             | 1,169 (*)                                                                           | -3 (**)                                                                             | 1,595 (**)                                                                          |

*As of December 31, 2023.*

*(\*) 6 months.*

*(\*\*) 3 months.*

# General Data



Annual Turnover: AR\$ 44 billion (6M FY2024)



Policies in force: 3.5 million (voluntary insurance)

## Positioning 2023\*

|                      | Ranking          | Market Share |
|----------------------|------------------|--------------|
| Homeowners Insurance | 1 <sup>st</sup>  | 9.3%         |
| Theft                | 1 <sup>st</sup>  | 12.9%        |
| Personal Accidents   | 6 <sup>th</sup>  | 5.6%         |
| Group Life           | 11 <sup>th</sup> | 2.6%         |

*\* As of December 31, 2023.*

# Distribution Channels

|                                         |                                                                                                                                                            |
|-----------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Business Partners' Branches             | <ul style="list-style-type: none"><li>• Over 488 branches of our affiliated companies (Banco Galicia and Naranja X).</li></ul>                             |
| Telemarketing                           | <ul style="list-style-type: none"><li>• 60 telemarketers at our own call center.</li><li>• 310 telemarketers at an external call center.</li></ul>         |
| Specialized Insurance Stands            | <ul style="list-style-type: none"><li>• Near 51 stands at our business partners' branches.</li></ul>                                                       |
| Brokers                                 | <ul style="list-style-type: none"><li>• Big three AON, March &amp; Willis</li></ul>                                                                        |
| 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>                                    |
| Intermediary Channel (middle and small) | <ul style="list-style-type: none"><li>• Near 3,780 intermediaries</li></ul>                                                                                |

# 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
- Engineering Risks
- Marine Carga & Marine Hull

## Motors

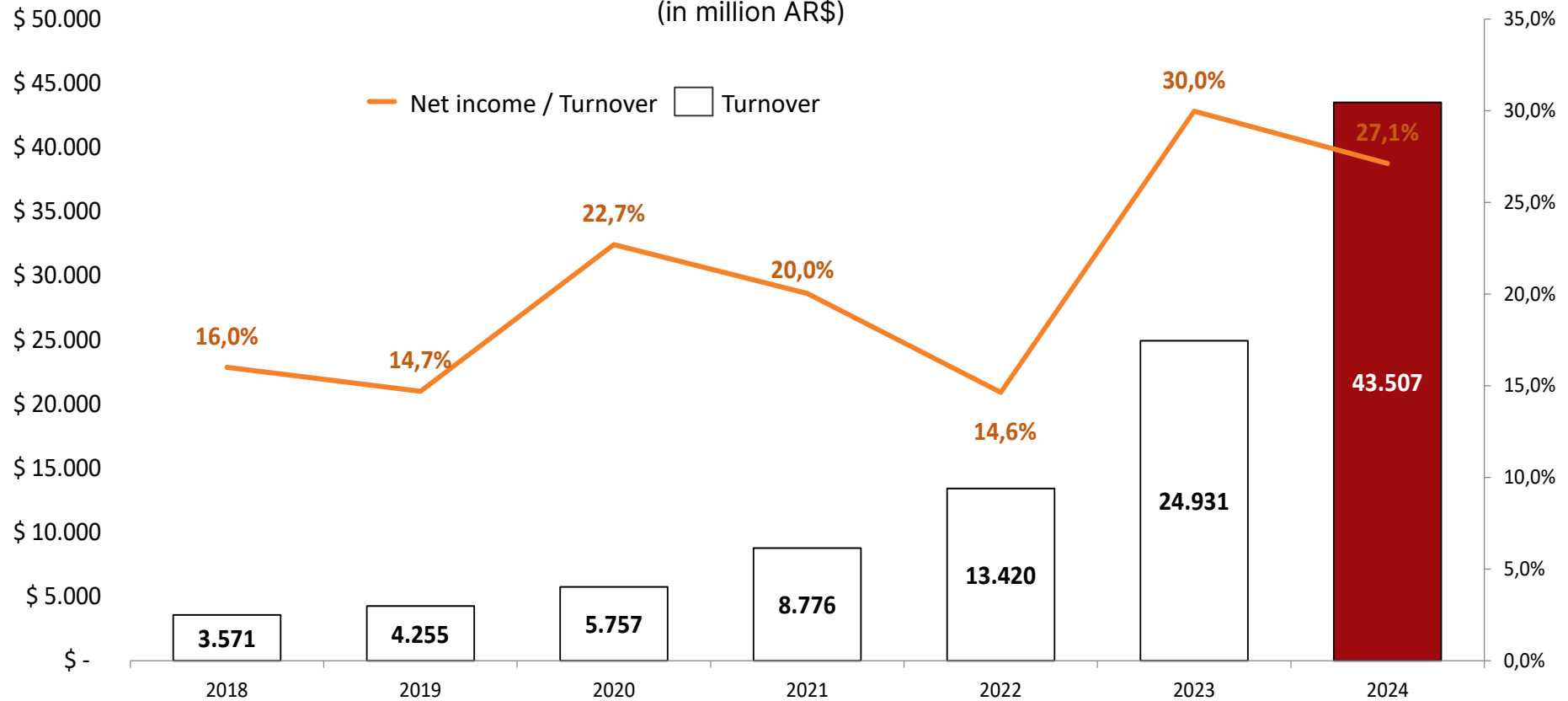
- Personal Motors
- Corporate Motors

## Crops

- Crops

# Turnover and Profits Evolution

**Turnover per Fiscal Year**  
(in million AR\$)



**Combined Ratio GS (%)**

87%

88%

83%

83%

85%

86%

111%

# Agenda

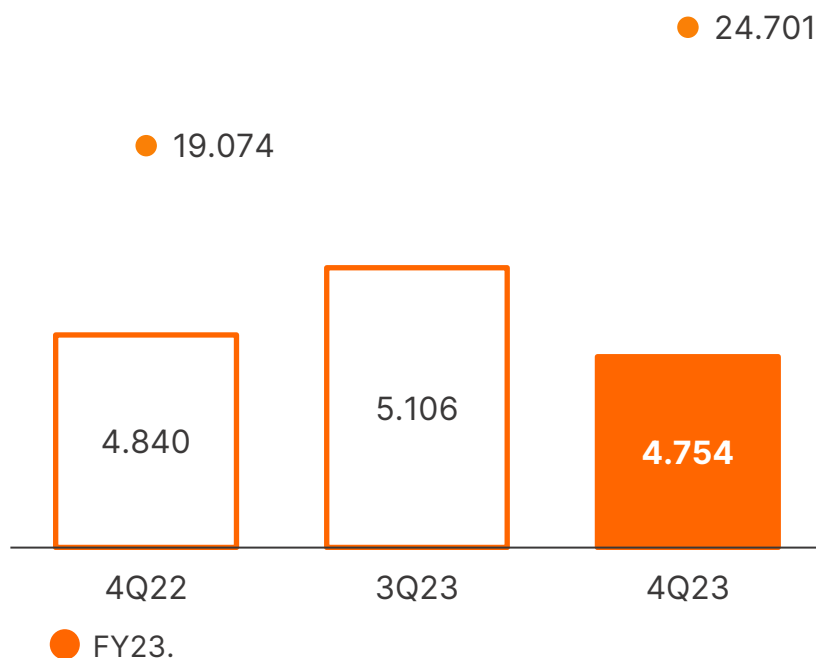


- |                                         |                                   |                          |                             |
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# Business Summary

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

## Net Income (in million AR\$)



● 24.701

As of December 31, 2023.



**32**  
Employees



**465,046**  
Clients

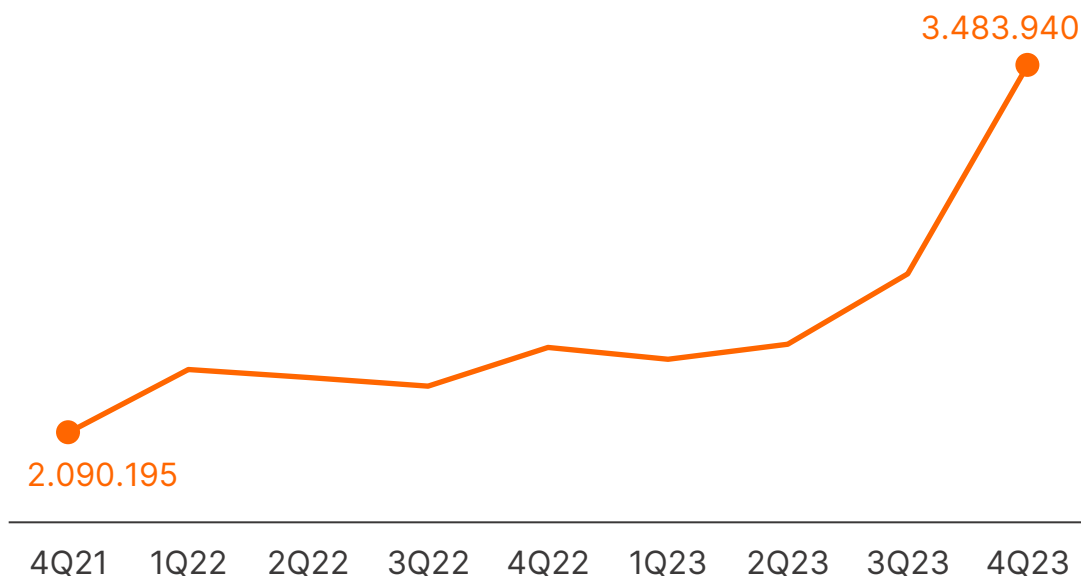


**11.2%**  
Market Share

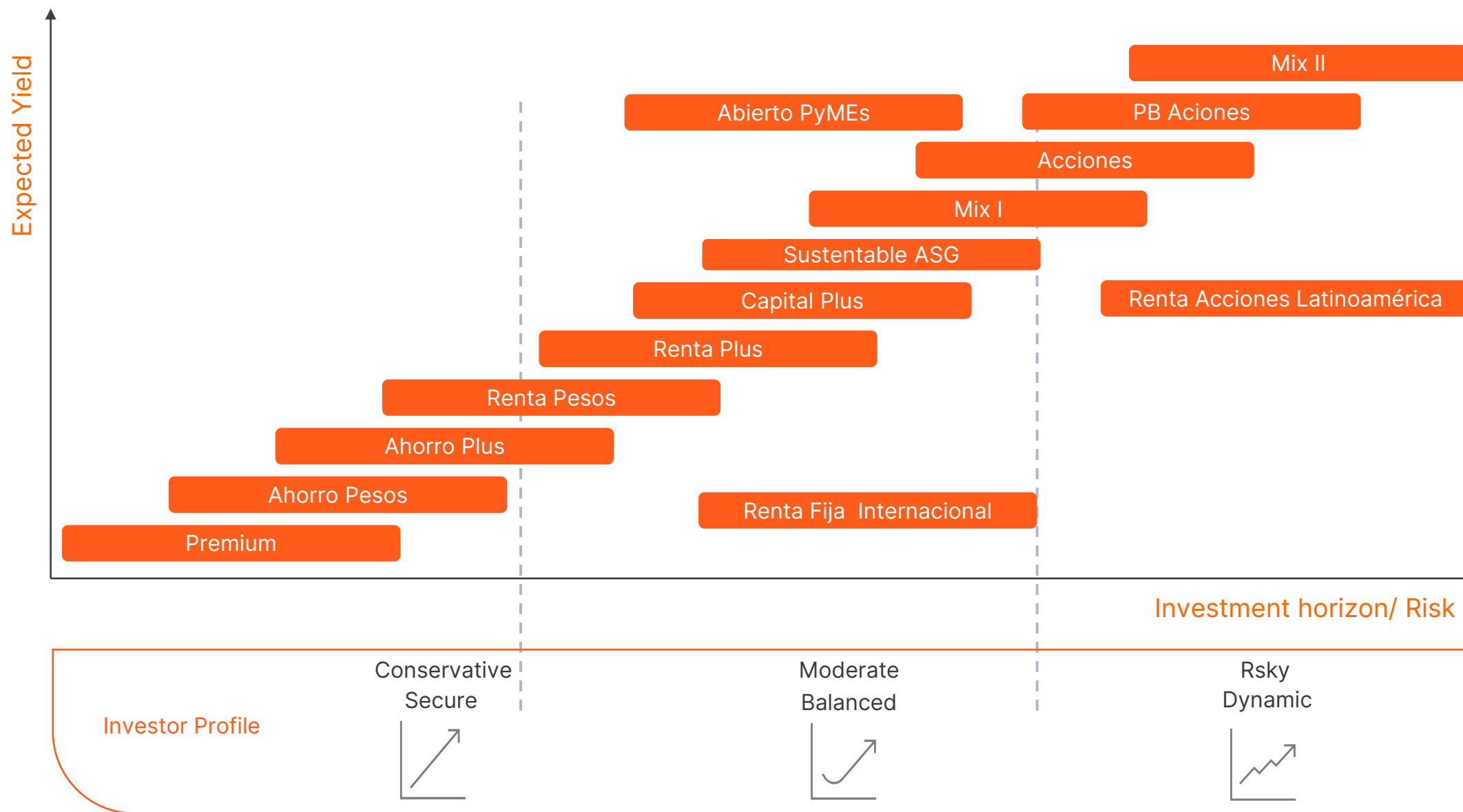


**14**  
Funds

## Assets under management (in million AR\$)



# Our Family of Funds



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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 December 31, 2023.*



## Products & Services

Fixed Income  
Stocks  
Secured Loans  
Mutual Funds (FIMA)  
New Issues  
Custody  
Structured Solutions



## Assets Under Custody

AR\$ 895.5 bn  
4Q23

+ 143% vs. 4Q22



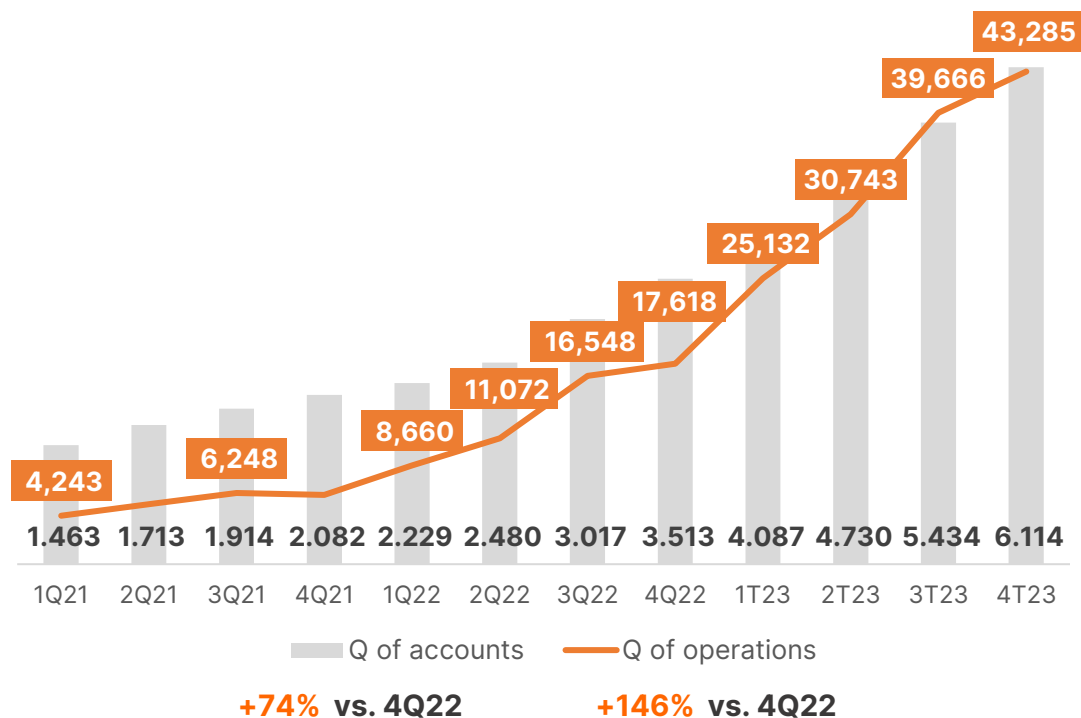
## FIMA

AR\$ 130.1 bn  
4Q23

+ 139% vs. 4Q22

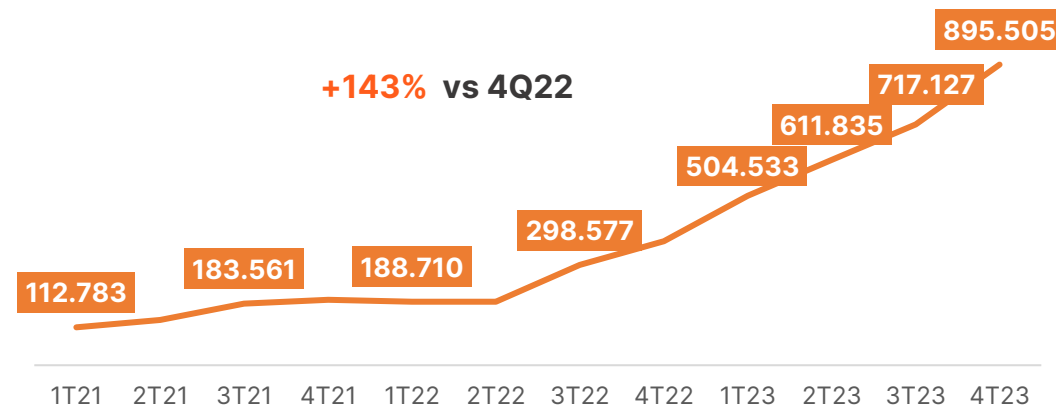
# Business Summary

## Accounts and Transactions

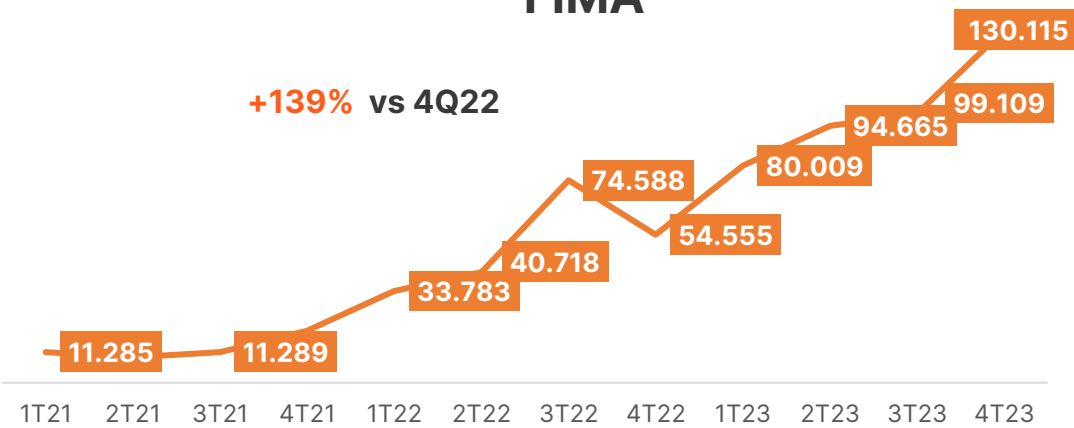


*In millions of Pesos  
 As of December 31, 2023.*

## Assets Under Custody



## FIMA



# Contact us

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