GRUPO SUPERVIELLE

Company PRESENTATION

February, 2021

GRUPO SUPERVIELLE

Disclaimer

This presentation contains certain forward-looking statements that reflect the current views and/or expectations of Grupo Supervielle and its management with respect to its performance, business and future events. We use words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "predict," "forecast," "guideline," "seek," "future," "should" and other similar expressions to identify forward-looking statements, but they are not the only way we identify such statements. Such statements are subject to a number of risks, uncertainties and assumptions. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this release. Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) changes in general economic, financial, business, political, legal, social or other conditions in Argentina or elsewhere in Latin America or changes in either developed or emerging markets, (ii) changes in regional, national and international business and economic conditions, including inflation, (iii) changes in interest rates and the cost of deposits, which may, among other things, affect margins, (iv) unanticipated increases in financing or other costs or the inability to obtain additional debt or equity financing on attractive terms, which may limit our ability to fund existing operations and to finance new activities, (v) changes in government regulation, including tax and banking regulations, (vi) changes in the policies of Argentine authorities, (vii) adverse legal or regulatory disputes or proceedings, (viii) competition in banking and financial services, (ix) changes in the financial condition, creditworthiness or solvency of the customers, debtors or counterparties of Grupo Supervielle, (x) increase in the allowances for loan losses, (xi) technological changes or an inability to implement new technologies, (xii) changes in consumer spending and saving habits, (xiii) the ability to implement our business strategy and (xiv) fluctuations in the exchange rate of the Peso. The matters discussed herein may also be affected by risks and uncertainties described from time to time in Grupo Supervielle's filings with the U.S. Securities and Exchange Commission (SEC) and Comision Nacional de Valores (CNV). Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as the date of this document. Grupo Supervielle is under no obligation and expressly disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Statements about the effect of the Covid-19 pandemic on the firm´ s business results,, financial position and liquidity as well as on Argentina and worldwide economies are subject to the risk that the actual impact may differ, possibly materially, from what is currently expected. Unless otherwise indicated, all financial information of our company included in this presentation is stated in terms of the measuring unit current at the end of the reporting period.

GRUPO SUPERVIELLE

Contents

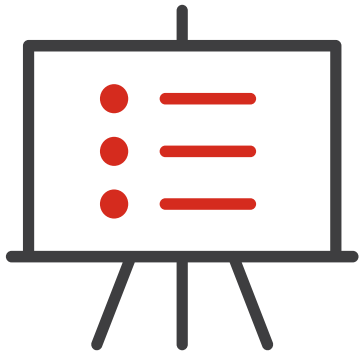
SUPV Presentation

3Q20 Performance
Earnings conference call presentation – November 20, 2020

Support Material

GRUPO SUPERVIELLE

Contents



SUPV Presentation

INVESTMENT THESIS

We are a **CUSTOMER CENTRIC** Financial services platform with high growth potential once the economy rebounds

Track Record for GROWTH

- Track record for Growth expanding 25 times our loan market share since 2002

OPERATING in a Healthy and UNDERPENETRATED Financial System

- With ample room for growth when the economy rebounds
- Loans / GDP at 11%

CULTURAL & DIGITAL Transformation

- Implementing a transformation Strategy to support sustainable long term growth
- Agile Culture

STRONG Branding

- A household name and the oldest private franchise in the country

STRONG Liquidity & ADEQUATE Capital Base

- To navigate complex and rapidly changing environment

STRONG PRESENCE in Argentina

- Presence in Argentina's major regions and most populated cities, with 302 access points and 1.9 million active customers

INVESTMENT THESIS

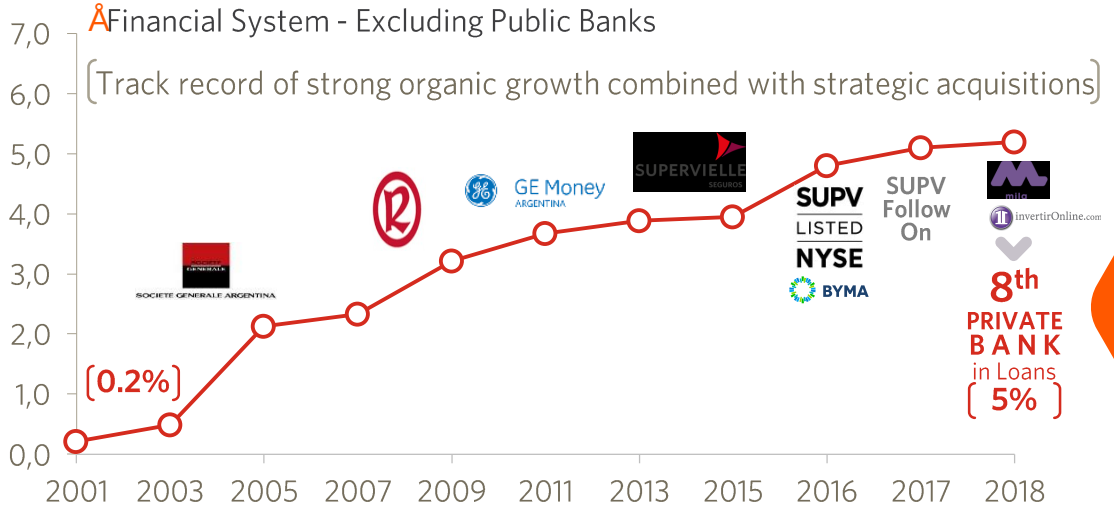
We are a **CUSTOMER CENTRIC** Financial services platform with high growth potential once the economy rebounds

Track Record for GROWTH

- Loan Market Share increased 25x to 5% since 2002

Loan Market Share [%]

- Financial System - Excluding Public Banks
- Track record of strong organic growth combined with strategic acquisitions



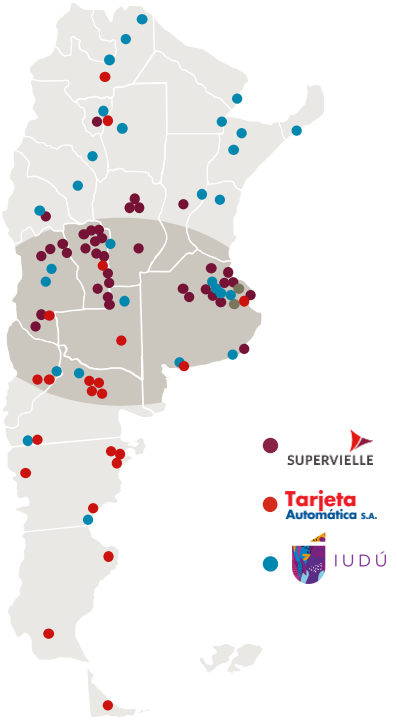
- We offer solutions through our different digital channels, apps and solutions developed for different business segments, and also offer products and services through our Digital attacker platforms to our customers located countrywide

DIGITAL Presence

GRUPO SUPERVIELLE

STRONG PRESENCE in Argentina

- Presence in Argentina's major regions and most populated cities, with 302 access points and 1.9 million active customers



OUR DIGITAL TRANSFORMATION JOURNEY

GRUPO SUPERVIELLE

Focus on **profitability** & **growth**, our business model and transforming **SUPERVIELLE** for success in a digital world

Transform the Core to drive Customer Experience

- Customer Experience / Centricity
- Agile
- Efficiency
- Data Driven

BANKING BUSINESS

Transformation Committee

- Experiences
  - Retail | Companies | Payments
- Tribes
- Squads
- Customer Service & Omnichannel Tribe

Channels, Distribution & Sales, Corporate Banking

ATO (Agile Transformation Office)

CoEs

Support & Control Areas

IT Architecture

- APIs- Open bank
- Cloud Strategy
- Onboarding
- Artificial Intelligence

CONSUMER FINANCE

DIGITAL CHANNELS

Walmart App
120K active customers as of September

4 public APIs to sell products

IUDÚ

DEAUTOS

NEW BRANDS

INNOVATION

MiCa[1)]

Chat Bot
+111k in Sep]

Digital Onboarding
8k in Sep [90% Credit Card – 10% Personal Loans]

Mobile payments
100 k as of Sep

pipedrive › CRM

acoustic › Marketing campaigns

INTELLIGENCE

INSURANCE

DIGITAL CHANNELS

Product Reengineering
Digital Touchpoints
Full Digital Experience (Gateway of paid)
Marketing Campaigns

Microsoft Dynamics CRM › CRM

emBlue › Marketing campaigns

Develop Digital Attackers

invertirOnline.com

IUDÚ

- Multisegment
- Safe, secure and trusted online environment
- Simpler products with greater transparency

The most complete range of digital banking services offering a comprehensive customer experience

API's · USA · Onboarding · DOLARIOL · Remunerated account · Dollar Mep

Customer Insights · Designing New Experiences + IA

Partnerships

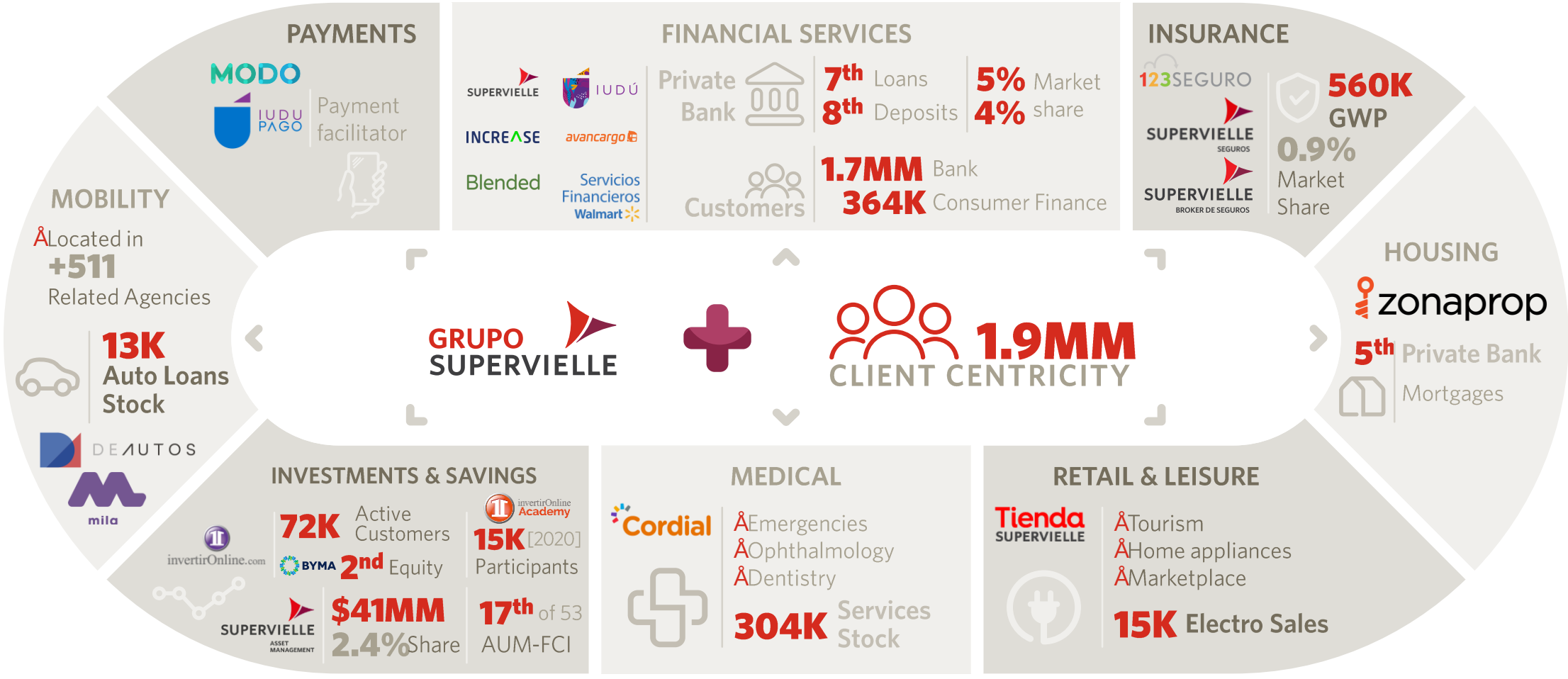
INCREASE · avancargo · Blended · 123SEGURO

Build an Ecosystem

- Better understanding customer needs
- More personalized propositions
- Deeper customer engagement

1) Mica is the internal name of our chat/bot Agent. Digital Onboarding and Mobile Payments functionalities were released in late April

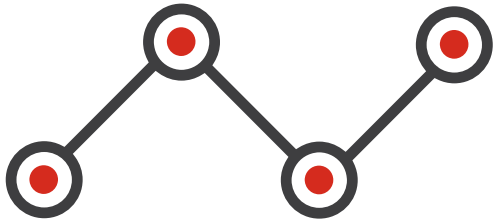
GRUPO SUPERVIELLE ECOSYSTEM



Information as of June 2020

GRUPO SUPERVIELLE

Contents



3Q20 Performance

Earnings conference call presentation

November 20, 2020

3Q20 HIGHLIGHTS

GRUPO SUPERVIELLE

Double digit ROAE, while increasing coverage and strengthening capital base

01

- Delivered **PROFITABILITY** despite Covid-19 restrictions, recessionary macro and changing regulatory framework.

02

- **FLEXIBILITY** to balance risk and profitability resulted in lower loan and deposit growth

03

- **ADDITIONAL PROVISIONS** increasing coverage levels
- Closely monitoring **ASSET QUALITY**

04

- Higher Badlar rate reduced spreads and negatively impacted NIM
- Regulatory controls drive lower Fees
- Strong **COST CONTROLS** supports efficiency

05

- **INCREASED CAPITAL BASE** with Tier 1 Ratio of 14%, and **MAINTAINED STRONG LIQUIDITY** to navigate complex and changing environment

06

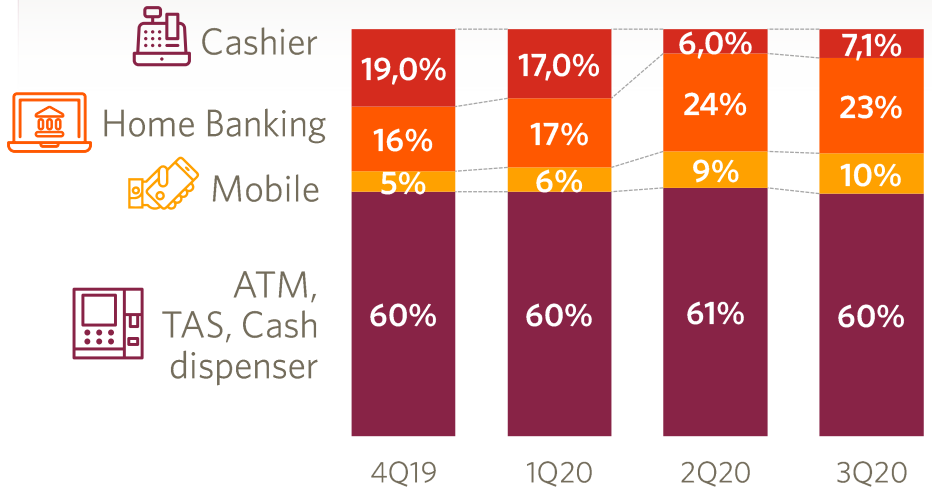
- Accelerating **DIGITAL ADOPTION**
- Evolving our **SERVICE MODEL**
- Expanding corporate business adding **NEW VALUE CHAINS**

SUSTAINED PROGRESS ON DIGITAL ADOPTION

GRUPO SUPERVIELLE

BANKING BUSINES

Monetary Transactions - Participation [%]



ECHEQ issuance[1)]

- Exponential growth reaching **Ar$ 7 B** in ECHEQs issued (Ar$ 4Bn as of July)

E-Factoring[1)]

- Increased volume

Time Deposits[2)]

- **76% of total** through digital channels

1) October vs February 2020
2) As of September 2020

IUDÚ

Added new App functionalities since February 2020

Mobile payment

- **None in** February / **+100k** Sep [growing at 20% per month]

Digital Onboardings

- **None in** February / **8k** Sep [90% Credit Card – 10% Personal Loans]

invertirOnline.com[3)]

↑ **150%**
- New accounts

↑ **135%**
- Transactions [in Ar$]

3) October vs February 2020

GRUPO SUPERVIELLE STRATEGIC INITIATIVES [CONT.]

Evolving our branch network

New Service Model

SMEs
Expand services to SMEs in selected branches

SELF- SERVICE
Expanding areas dedicated to self service with some branches 100% automatic

DIGITAL CHANNELS
Leveraging accelerated adoption

Focus

- Shorter transaction times and enhanced CX
- Migration to digital channels
- Better use of available space
- Extended banking service hours

Impact

- Increase the number of customers operating through automatic and digital channels
- Improve NPS
- Digital Customer Acquisition & Cross Sell

GRUPO SUPERVIELLE STRATEGIC INITIATIVES [CONT.]

Launched IUDÚ, a new services platform transforming our consumer finance business

IUDÚ's **Goals**

- The most complete range of digital banking services offering a comprehensive customer experience
- Physical and digital channel integration
- Transform an Off line-Business Model into a Digital Customer Service model:
  - Self Management through mobile app
  - Omnichannel contact center

IUDÚ

IUDÚ

Plug-in SUPERVIELLE Ecosystem into IUDÚ

PARTNERSHIPS

First Step
- Personal Loans, Credit Cards, Car Loans

Second Step
- AR$ Remunerated accounts, Debit Cards, Time Deposits,.

First Step
- IUDU Pago: MPOS; e-wallet, prepaid card

Second Step
- Insurance, FX, Investment Platforms

First Step
- Rebranding of Wmt partnership

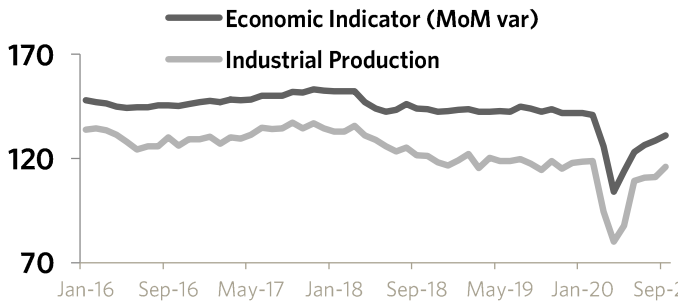
Second Step
- Multi partnerships
- Correspondents

CHALLENGING MACRO FURTHER IMPACTED BY COVID-19

Government showing signals of fiscal restraint for 2021

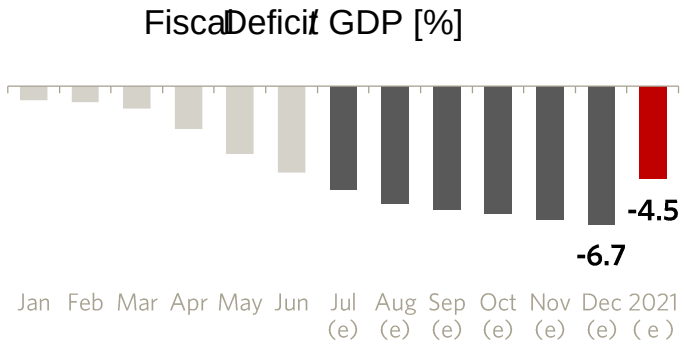
GRUPO SUPERVIELLE

Activity has continued to rebound from the sharp slump in March-April...



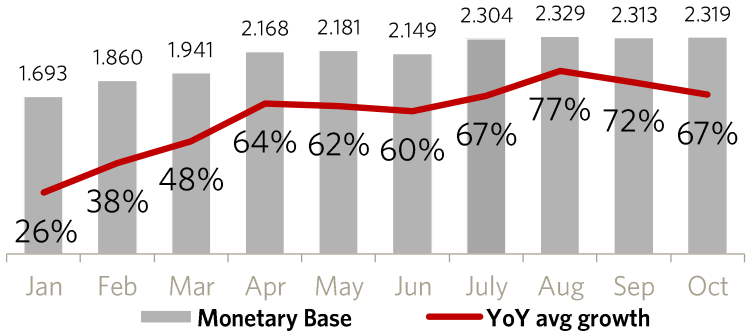
Source Indec. Base 2004. Industrial Production as of September 20, Economic Indicator as of September 20 .

...while expected fiscal deficit may remain impacted by social assistance to mitigate Covid impact...



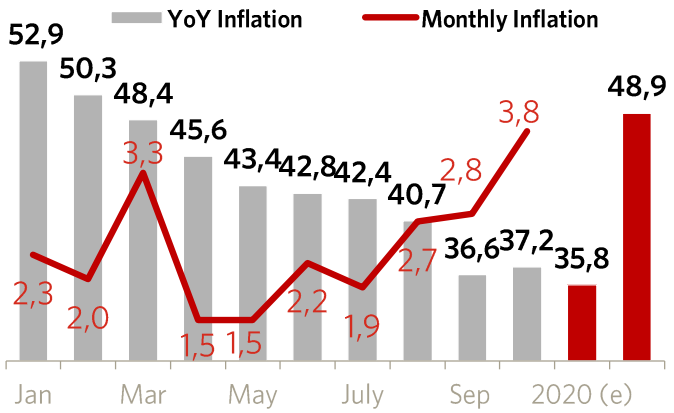
Source: Arriazu Macroanalistas
Projections as of October 5, 2020
2021 (e): Budget. Ministry of Economy

...financed by higher monetary expansion and issuance of treasury bonds in the internal market...



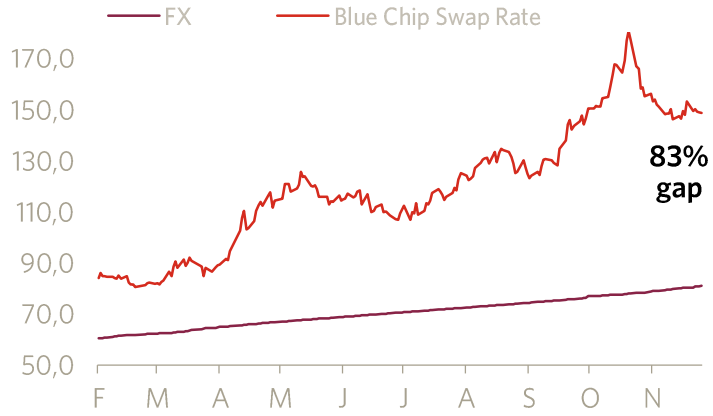
Source: BCRA

... putting pressure on recent monthly inflation and in expected inflation for 2021 .....



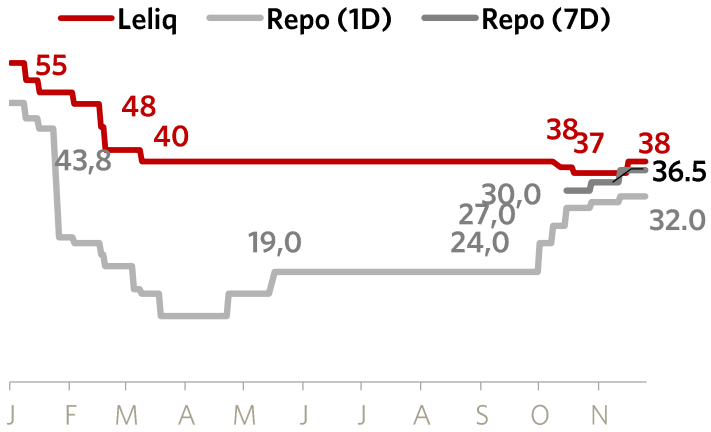
Source: Monthly Inflation – INDEC, REM BCRA October 2020

...while the gap of the Blue Chip Swap rate vs the FX rate continues to widen.....



As of November 27, 2020
Source: BCRA, Bloomberg

....and interest rates increased to contain the FX gap...

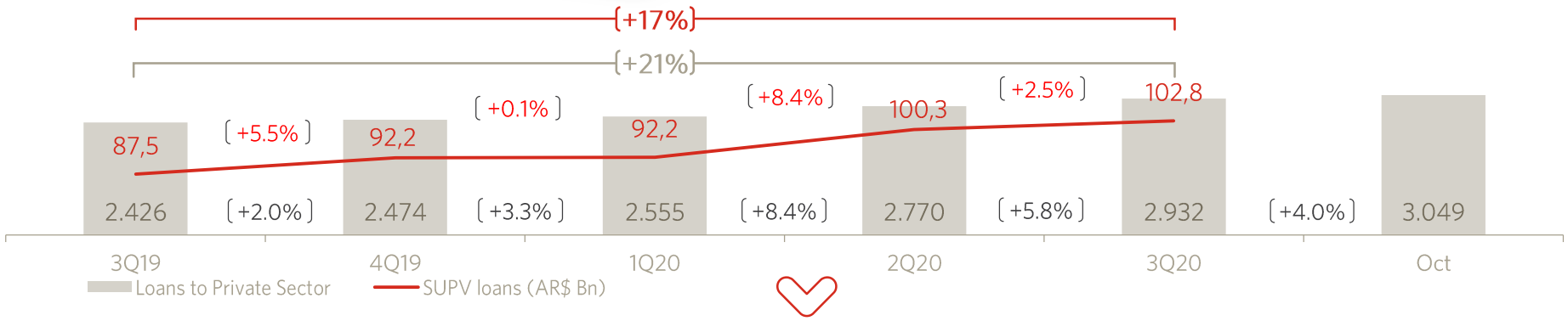


Dec 30, 19 – Nov 26, 20
Source: BCRA

FINANCIAL SECTOR LOANS

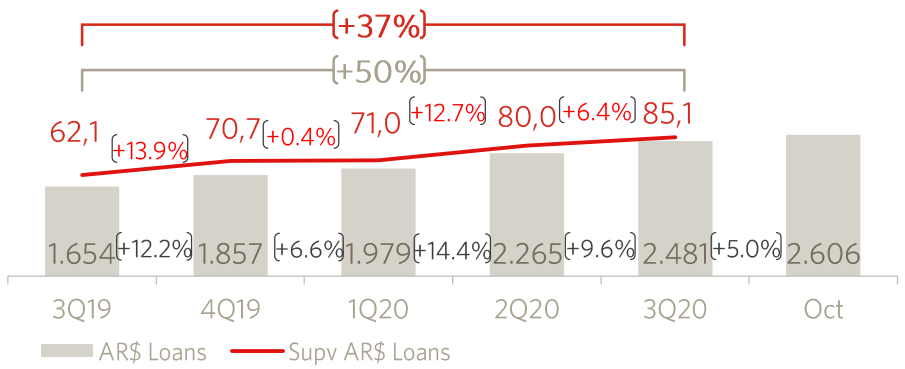
AR$ system loan demand remains weak, with loans expanding slightly above inflation QoQ in challenging context

Loans to Private Sector [AR$ Bill. in Nominal terms]

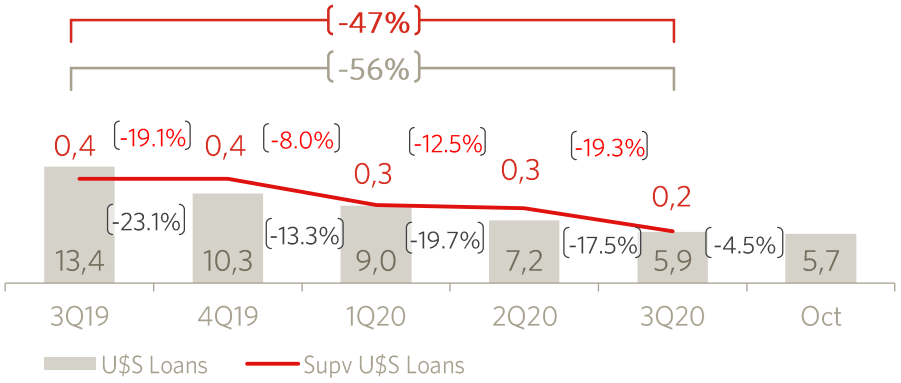


Loans to Private Sector [Original Currency]

AR$ Loans [in AR$ Bn. in Original Currency]



U$S Loans [in US$ Bn.]

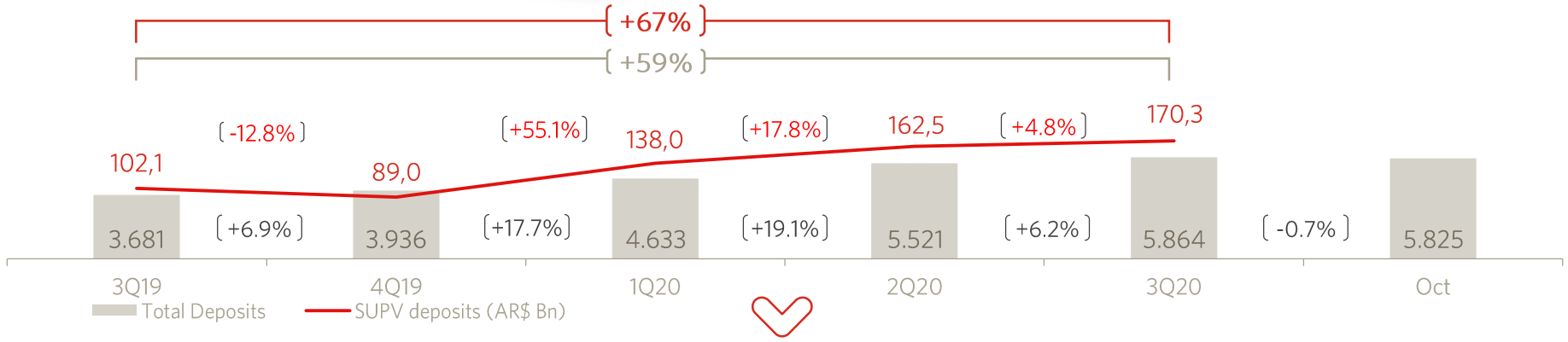


Source: BCRA (...%) QoQ or MoM variation

FINANCIAL SECTOR DEPOSITS

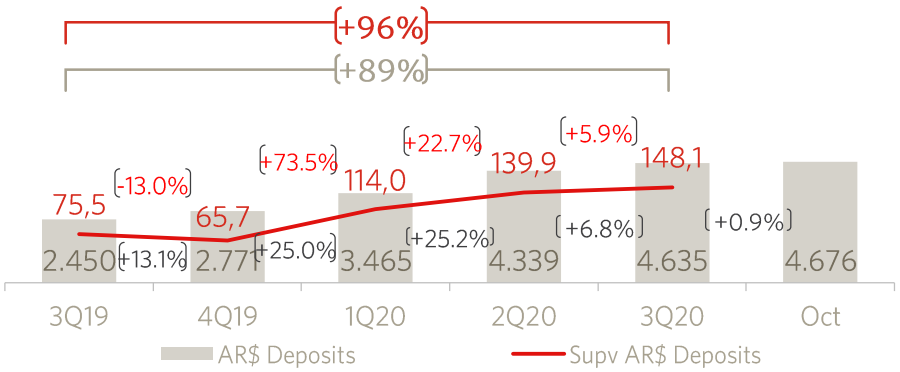
AR$ system deposits slightly below inflation QoQ on seasonality and higher spending due the gradual relaxation of social distancing protocols, while US$ deposit outflows continued. High liquidity levels in both currencies

Private Sector Deposits [AR$ Bill. in Nominal terms]

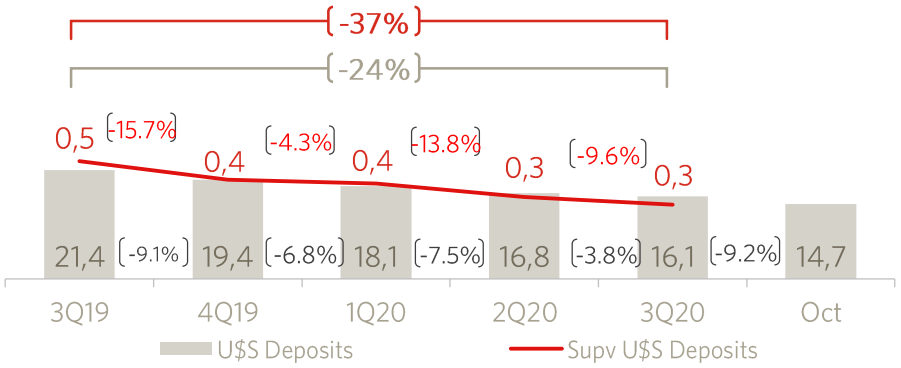


Private Sector Deposits [Original Currency]

AR$ Deposits [in AR$ Bn. in Original Currency]



U$S Deposits [in US$ Bn.]

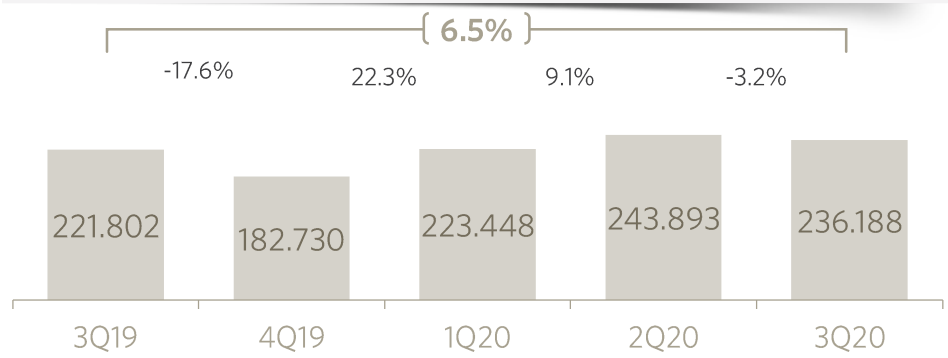


Source: BCRA (...%) QoQ or MoM variation

SUPERVIELLE ASSETS PERFORMANCE

Total assets down 3% QoQ driven by weak credit demand and a cautious approach to risk management

Assets Evolution [AR$ Mill.]

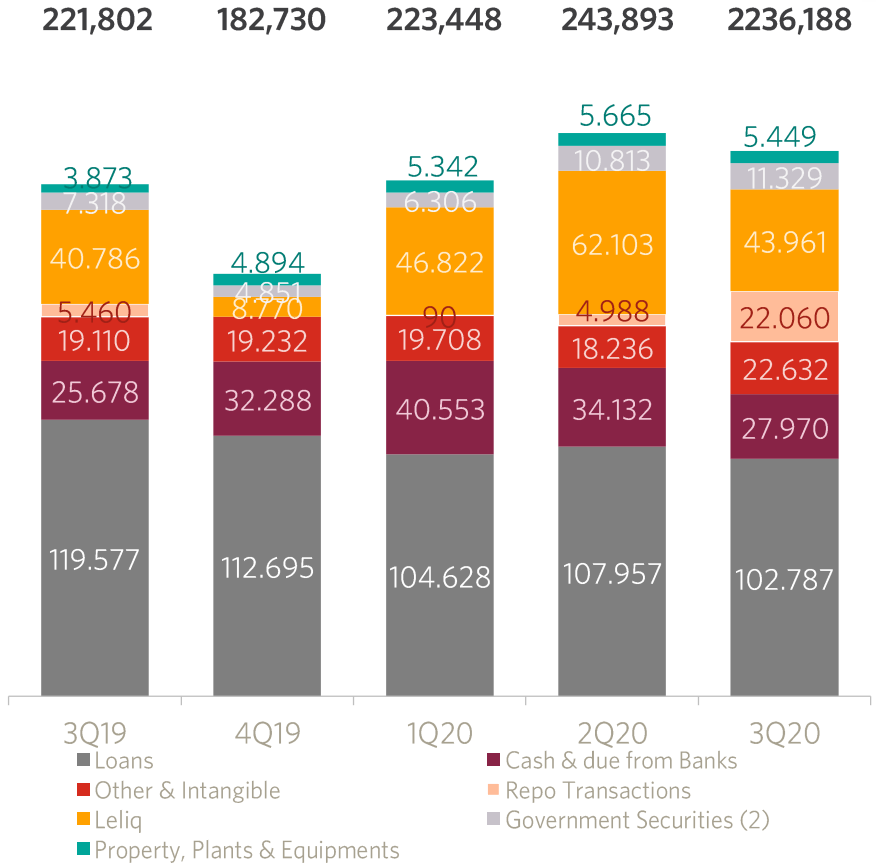


Minimum Cash Reserve Requirements On Deposits [Mill, in Original Currency] 1)

	3Q19	4Q19	1Q20	2Q20	3Q20
Cash	10.533,7	13.830,7	20.013,5	11.540,2	11.013,4
Botes	3.089,2	3.090,2	4.557,1	4.688,1	6.087,5
Leliq	8.539,3	4.320,9	6.323,9	10.497,1	17.518,2
Regulatory Franchises	2.628,1	2.695,1	4.318,9	8.859,7	10.648,3
AR$ Total Reserves requirement	24.790,2	23.936,9	35.213,5	35.213,5	45.267,4
US$ Total Reserves requirement	146.1	127.4	137.8	84.8	127.5

1) The basis on which the minimum cash reserve requirement is computed is the monthly average of the daily balances of the liabilities at the end of each day during each calendar month.

Total Assets Breakdown [%]



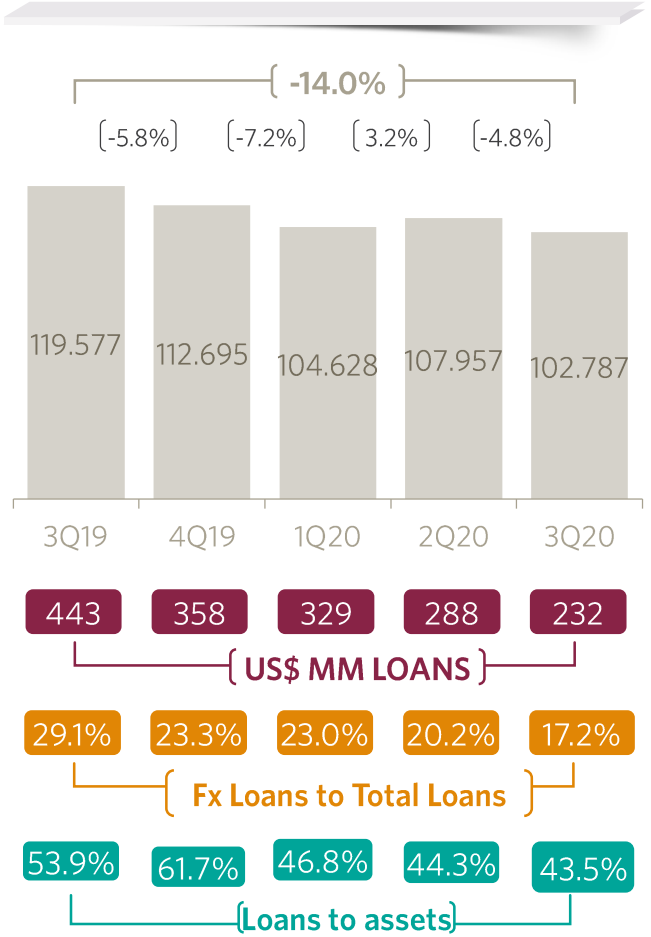
2) Figure does not include AR$ 329 million, AR$1.5 billion and AR$ 143 billion of Government Securities in Guarantee in 2Q20, 1Q20 and 4Q18 respectively.

SUPERVIELLE LOAN PERFORMANCE

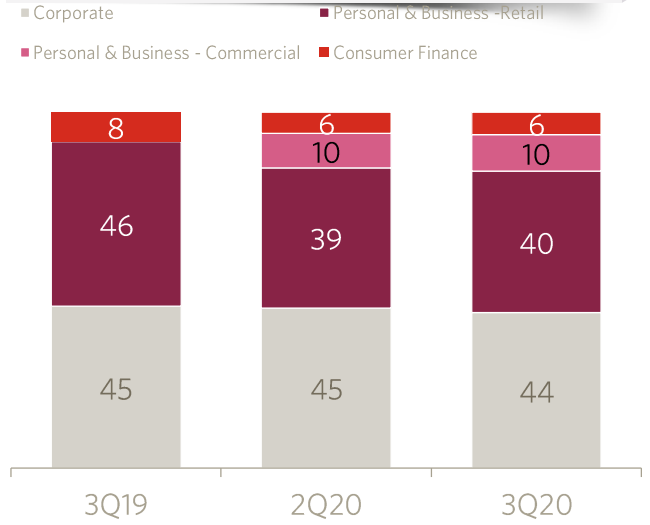
GRUPO SUPERVIELLE

Total loans declined 5% QoQ reflecting weak demand and cautious approach in an uncertain environment; AR$ loans relatively stable

Total Loans [AR$ Mill[1]]



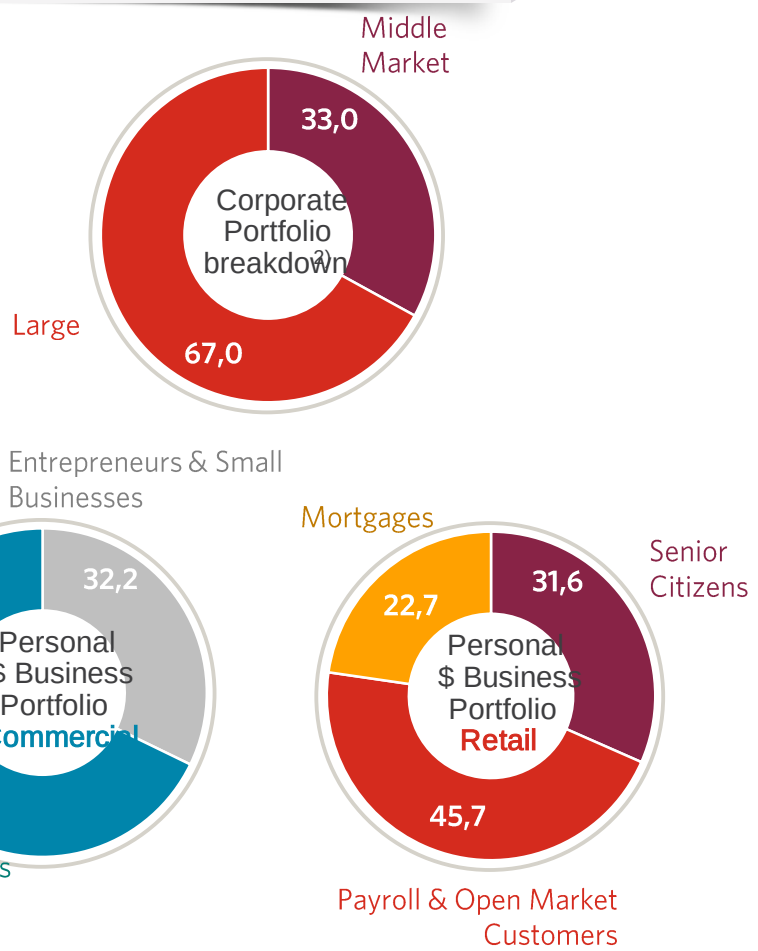
Total Loans Breakdown [AR$ Mill[1]]



10% Government sponsored lending / total portfolio

- SMEs 24%: AR$9.9 billion
  - Financial loans: AR$6.1 billion (28% guaranteed)
  - Factoring: AR$3.8 billion
- Zero interest rate: AR$746 million
  - 100% fully guaranteed by FOGAR
  - 15% interest rate paid by FONDEP

3Q20 Breakdown [%][1)]

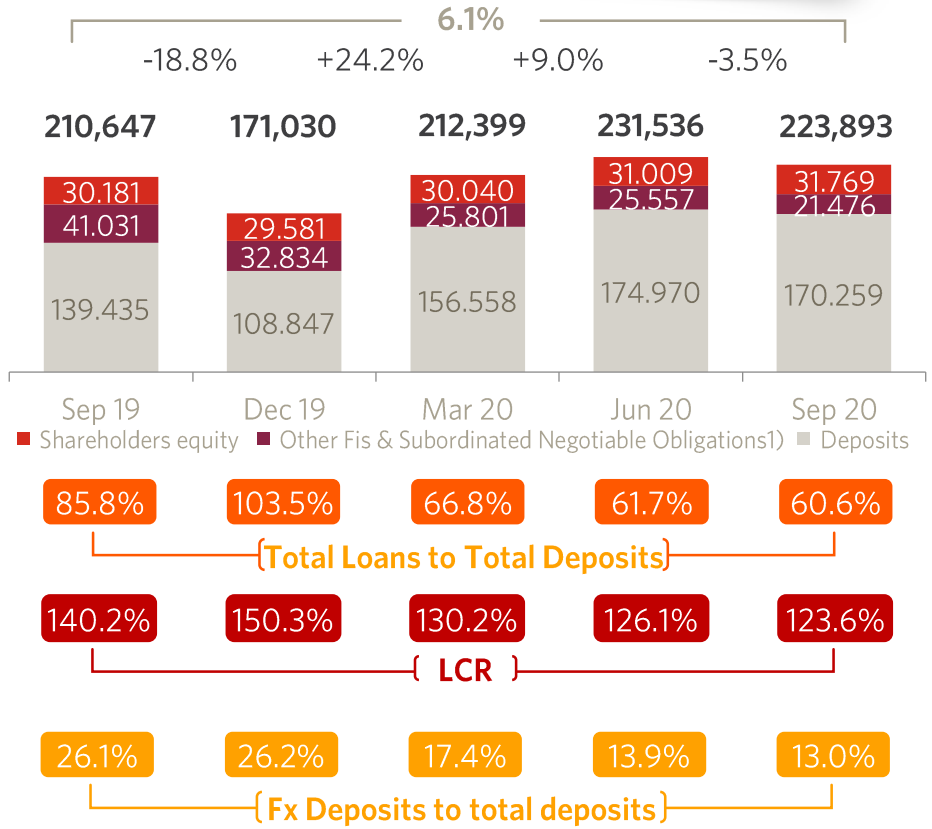


1) Denotes loans and leases before allowances
2) Small businesses (annual sales up to Ps.100 million), and SMEs (annual sales over Ps.100 million and below Ps. 700 million) included under Personal & Business Segment. Middle-market companies (annual sales over Ps. 700 million and below Ps. 2.5 billion) and large corporates annual sales over Ps. 2.5 billion included under Corporate Segment.

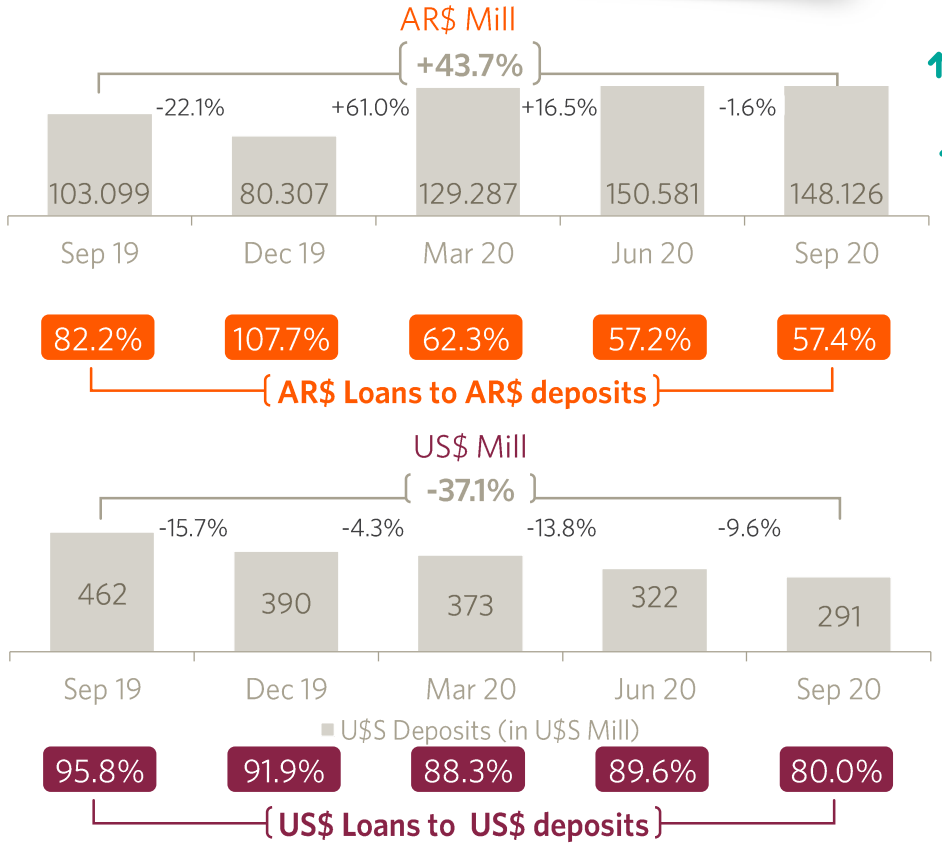
SUPERVIELLE DEPOSITS

Despite decline in deposits at quarter-end, average balances of AR$ deposits increased 10% QoQ and 41% YoY

Funding [AR$ Mill.]



Deposits [Mill, %]



Average Deposit Growth

↑40.5% (+AR$41.5Bn) YoY

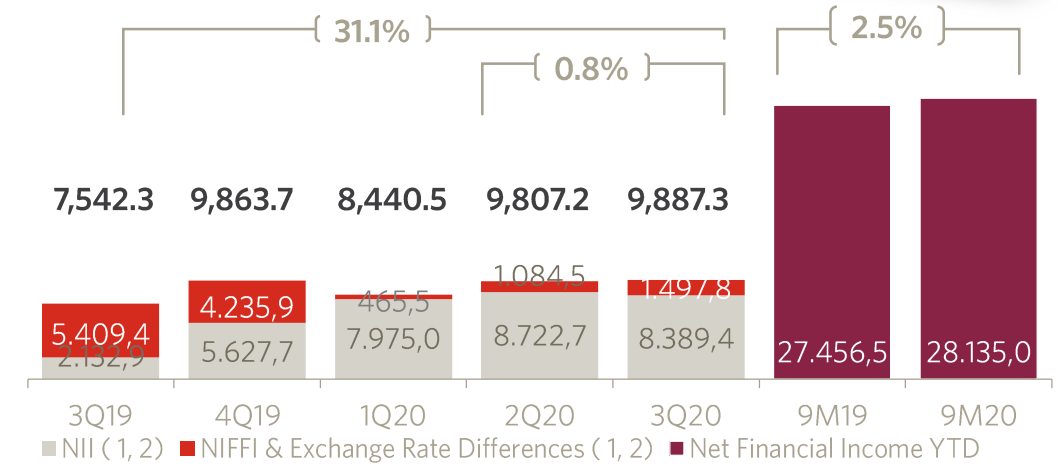
↑10.4% (+AR$13.6Bn) QoQ

1) Includes: Repo Transactions, Financing received from Central Bank and others, Medium Term Notes and Subordinated Loan and Negotiable Obligations

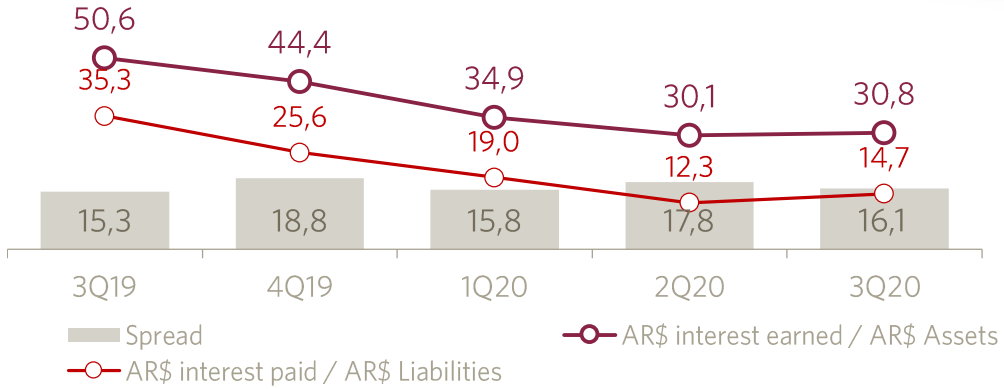
NET FINANCIAL INCOME (NFI) & NIM

NFI up 1% QoQ with NIM down 230 bps as cost of funds followed the increase in market interest rates reducing spreads, partially offset by higher Central Bank securities volumes.

Net Financial Income [AR$ Mill.]



Interest Spread [%.]



NIM [%]

	3Q19	4Q19	1Q20	2Q20	3Q20
Total	17,3%	29,0%	22,8%	23,5%	21,2%
AR$	26,0%	36,7%	26,5%	25,4%	22,2%
U$S	-11,4%	3,6%	5,7%	12,6%	12,9%
Loan Portfolio	19,6%	23,3%	23,8%	22,8%	20,8%
AR$	25,3%	30,4%	30,0%	28,2%	24,9%
US$	6,3%	3,9%	4,2%	4,6%	4,2%
Investment portfolio	21,4%	48,6%	19,7%	25,6%	23,8%
AR$	28,6%	42,3%	19,9%	25,1%	23,1%
US$	-47,4%	115,6%	15,9%	44,1%	81,4%

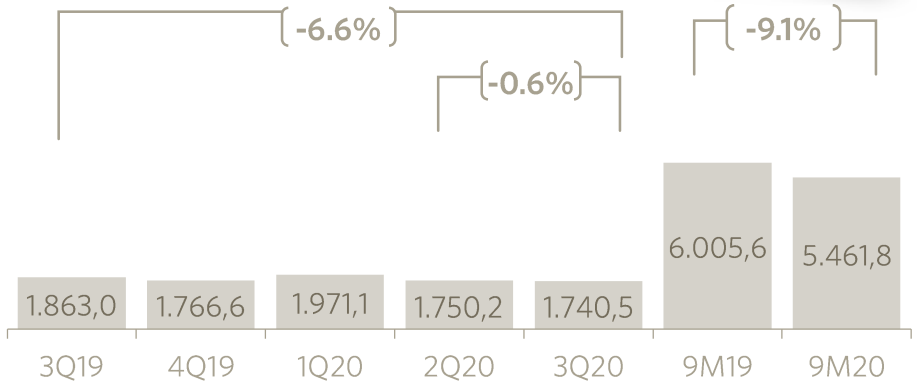
Å Net Financial Income excludes the result from exposure to changes in purchasing power of the currency of Leliqs

1) NII: Net Interest Income, NIFFI: Net income from financial instruments at fair value through profit or loss.
2) In 3Q20, 2Q20, 1Q20 and 4Q19 AR$5.1 billion, AR$4.4 billion, AR$3.9 billion and AR$1.5 billion yield from investments in Central Bank securities has been recorded in NII since the Company changed in October 2019, Central Bank securities yields were recorded in NIFFI.

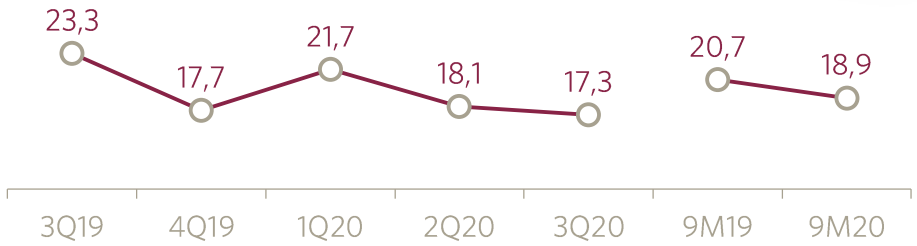
SERVICE FEE INCOME & INCOME FROM INSURANCE ACTIVITIES

Weaker net fee income performance reflects regulations prohibiting both repricing of fees until the beginning of 2021 and charging ATMs fees, offset by increased revenues from the asset management and online brokerage businesses

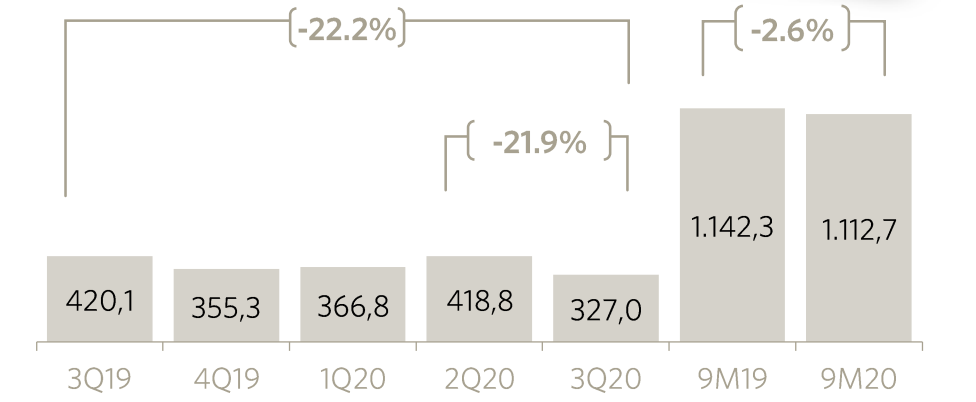
Net Service Fee Income [AR$ Mill.]



Net Service Fee Income Ratio [%][1)]



Income From Insurance Activities [AR$ Mill.]



Net Service Fee Income almost flat (-0.6)% QoQ reflecting the prohibition on certain fee increases and higher cost paid due to higher credit card usage .

Positive contribution from Asset Management & Invertir Online brokerage.

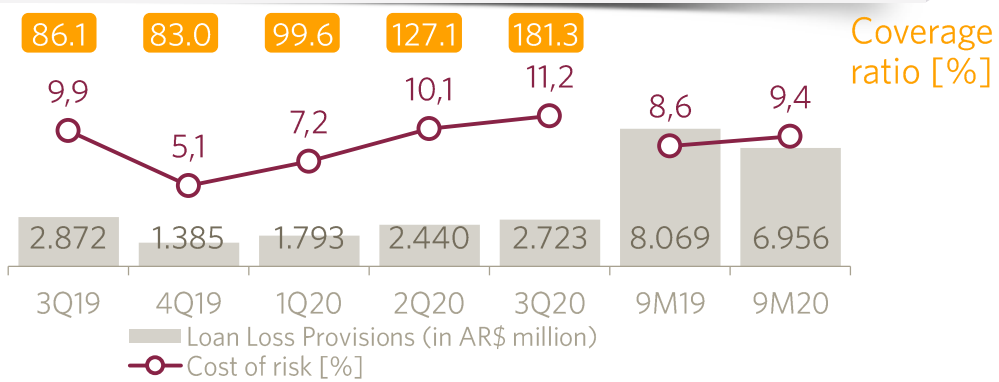
Income from insurance activities down 22% QoQ, reflecting very low sales levels in branches amid the pandemic restrictions, a higher accident rate since relaxation of the lockdown. Also compares to a high second quarter which included the positive result of the implementation of the annual rebalancing of the seasonal claims ratio curve..

1) Excludes income from insurance activities
Note: Net services fee income + Income from insurance activities divided by the sum of Net interest income + Net income from financial instruments at fair value through profit or loss + Exchange rate differences on gold and foreign currency, net services fee income, income from insurance activities and other net operating income.

ASSET QUALITY

NPL ratio down to 4.5%, Coverage up to 181.3% and provisioning ratio up to 8.1%. 3Q20 LLPs include AR$ 1.0 Bn in Covid-19 specific provisions

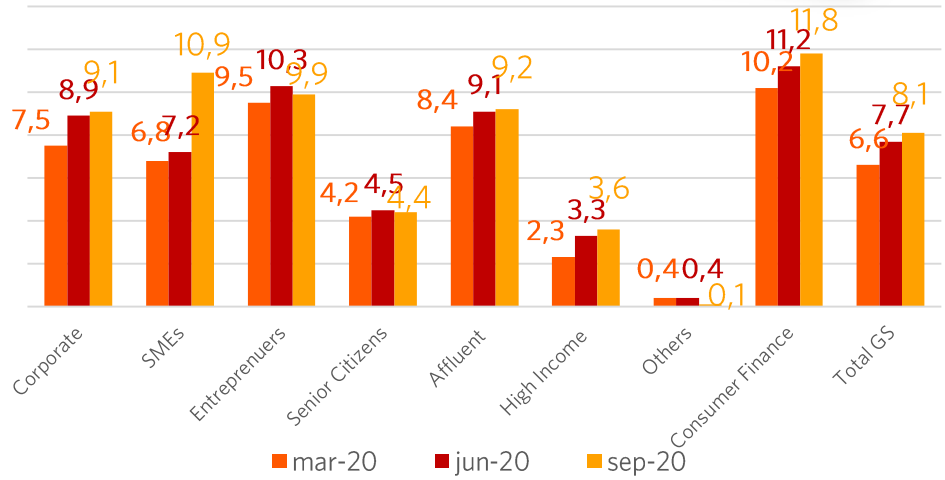
Loan Loss Provisions Evolution



NPLs Ratio

	SEP-19	DEC-19	MAR-20	JUN-20	SEP-20
TOTAL	6.9%	7.4%	6.7%	6.1%	4.5%
Corporate	7.6%	9.2%	9.8%	9.2%	6.1%
Personal & Business	3.8%	3.8%	3.6%	3.5%	3.4%
Personal Loans	4.1%	4.2%	2.1%	2.6%	3.2%
Credit Cards	4.5%	3.8%	2.5%	1.9%	2.2%
Mortgages	0.8%	1.3%	1.0%	1.5%	1.6%
SMEs	3.8%	6.9%	11.1%	9.9%	9.3%
Consumer Finance	20.3%	17.2%	10.0%	9.6%	5.5%
Personal Loans	27.1%	25.1%	10.2%	9.6%	7.8%
Credit Cards	15.2%	12.3%	13.1%	11.5%	3.5%
Car Loans	13.4%	15.9%	10.8%	11.5%	7.8%

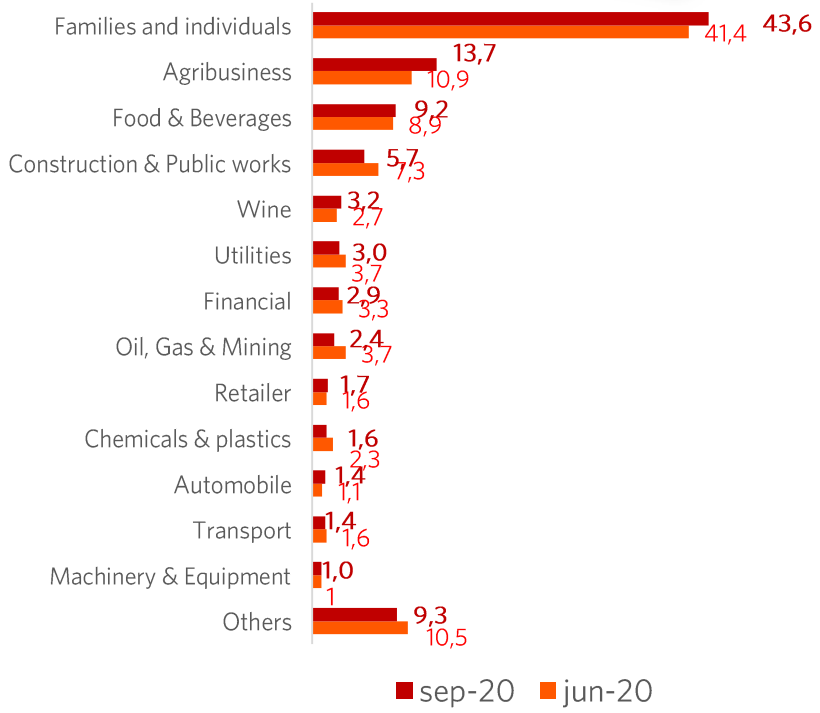
Provisioning Ratio on Total Portfolio [%]



- Coverage Ratio ex-regulatory easing increased to 158% as of September'20 vs. 108% as of June and 86% as of March '20
- 3Q20 Covid-19 specific provisions reflect continued top down analysis on certain industries that could be highly impacted by the pandemic. Accumulated Covid-19 specific provisions amounted to Ar$2.5 billion.
- NPL ratio continues to benefit from regulatory reclassification of debtors amid Covid-19 and the automatic deferral programs implemented by the Central Bank. Sequential decline mainly due to write-off of a commercial loan delinquent since 3Q19.

SUPERVIELLE LOANS- RISK MANAGEMENT

Loans breakdown by industry[2] [%]



- Well Diversified Industry exposure
- Closely **monitoring asset quality** in some industries that could be highly impacted by the pandemic

Commercial Portfolio – Collateral [%]

45% Collateralized Commercial Loan Portfolio

78% vs 66% as of June 20 and 55% as of Sep 19

Collateralized Non- Performing Commercial Loans

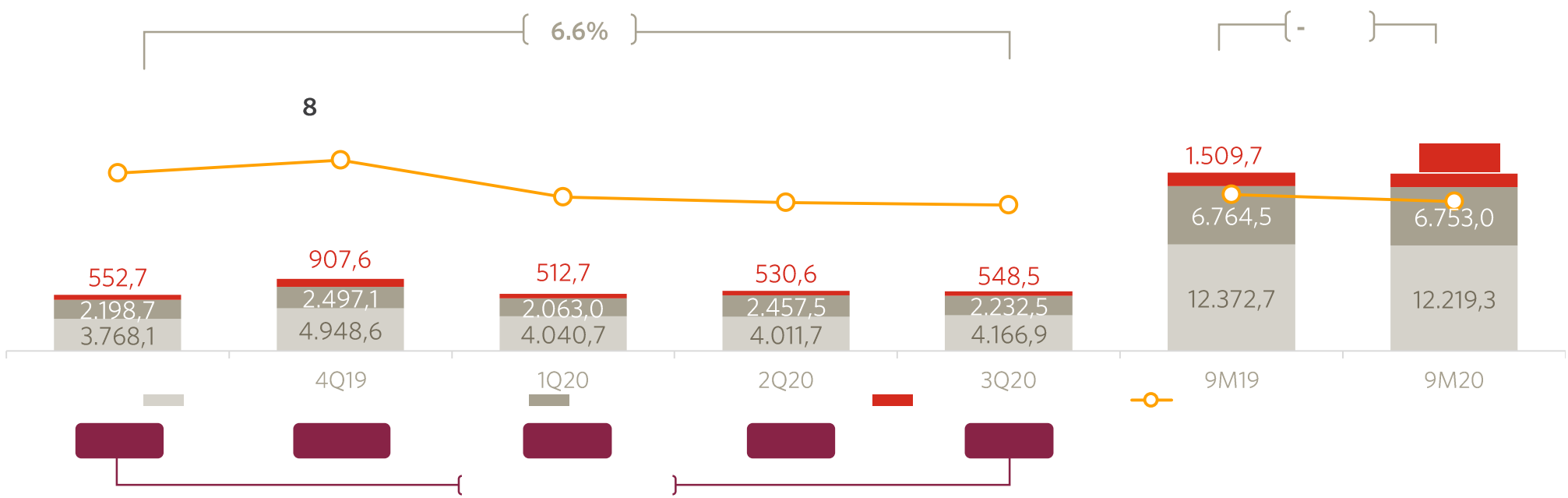
Banco Supervielle Loans to Individuals [%]

73% Loans to payroll and pension clients / total Loans to Individuals

ADMINISTRATIVE EXPENSES & EFFICIENCY RATIO

Strict cost controls contributed to a 90 bps QoQ improvement in the Efficiency ratio reaching 61.0% in 3Q20

Personnel and Administrative, Expenses, D&A & Efficiency Ratio [AR$ Mill.]



- Personnel expenses up 4% in the quarter reflecting the wage increase agreement reached with banking union in July
- Administrative Expenses down 9% QoQ and up only 1.5% YoY. On an accumulated basis, increased 0.4% below inflation. 2Q20 included specific expenses to support the Company´s Digital Transformation.

1) Efficiency: Personnel, Administrative expenses and Depreciation & Amortization divided by the sum of Net interest income + Net income from financial instruments at fair value through profit or loss + Exchange rate differences on gold and foreign currency, net services fee income, income from insurance activities and other net operating income.
2) Employee information does not include temporary employees.