

# Grupo Supervielle

September 2018

**GRUPO**  
**SUPERVIELLE**

  
**SUPERVIELLE**

 **Cordial**  
Compañía Financiera

**Tarjeta**  
Automática S.A.

  
**SUPERVIELLE**  
SEGUROS

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ASSET  
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environment & 2Q18 results

2 Supervielle positioned for growth

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# Key economic variables

... significant changes in market consensus along the year and in recent weeks

## Market Expectations / Consensus

| Metric                           | 2018e<br>(January's Survey <sup>1</sup> ) | 2018e<br>(July's Survey) | 2018e<br>(August's Survey) | 2019e<br>(July's Survey) | 2019e<br>(August's Survey) |
|----------------------------------|-------------------------------------------|--------------------------|----------------------------|--------------------------|----------------------------|
| GDP                              | 3.0%                                      | -0.3%                    | -1.9%                      | 1.5%                     | 0.5%                       |
| Inflation                        | 19.4%                                     | 31.8%                    | 40.3%                      | 20.6%                    | 25.3%                      |
| Badlar Rate<br>(eop)             | 21% <sup>2</sup>                          | 29% <sup>3</sup>         | 42% <sup>3</sup>           | 24% <sup>3</sup>         | 28% <sup>3</sup>           |
| Monetary<br>policy Rate<br>(eop) | 21.75%                                    | 35%                      | 60%                        | 25.5%                    | 32%                        |
| FX Ar\$ (eop)                    | 21.9                                      | 30                       | 42                         | 36                       | 50                         |

Source: Central Bank Market Expectation Survey ("REM")

1 Macro assumptions included in 2018 Original Guidance released on February 22, 2018

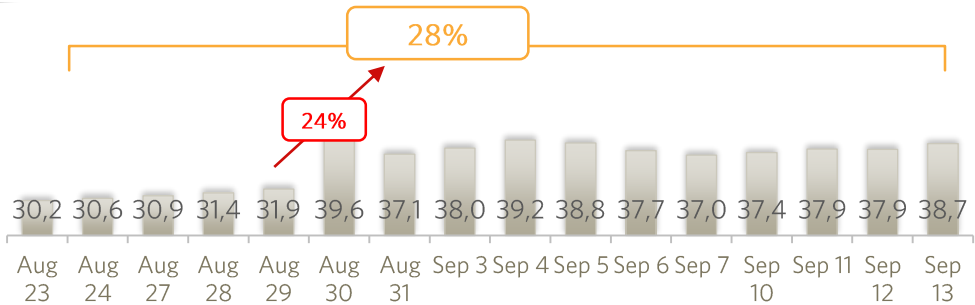
2 Company Estimates as of February 2018

3 Company Estimates as of July 2018 and August 2018 respectively

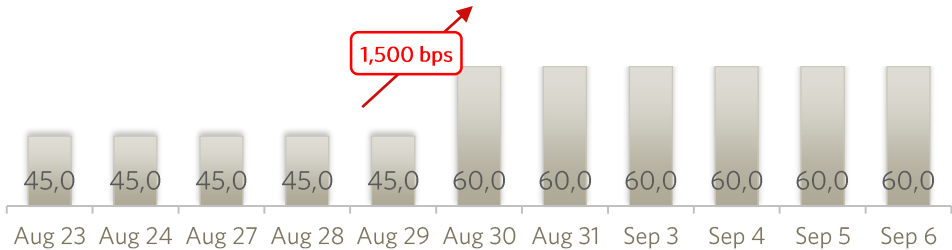
# Post 2Q earnings release market events

28% currency depreciation, rate hike to 60% and 1,000 bps increase in minimum reserve requirements

## FX (AR\$/US\$)

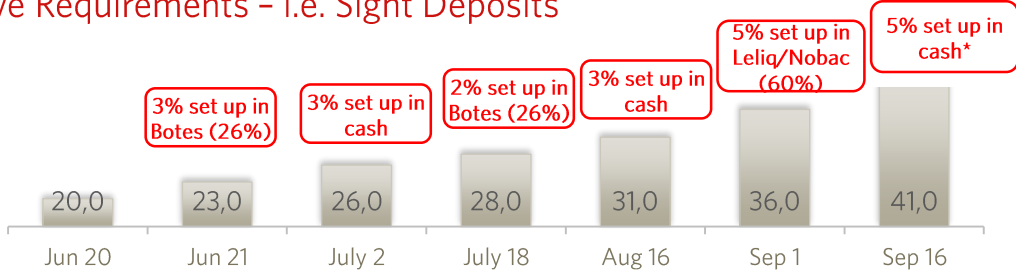


## Monetary Policy rate



Central Bank committed to maintain this rate until December

## Minimum Reserve Requirements - i.e. Sight Deposits



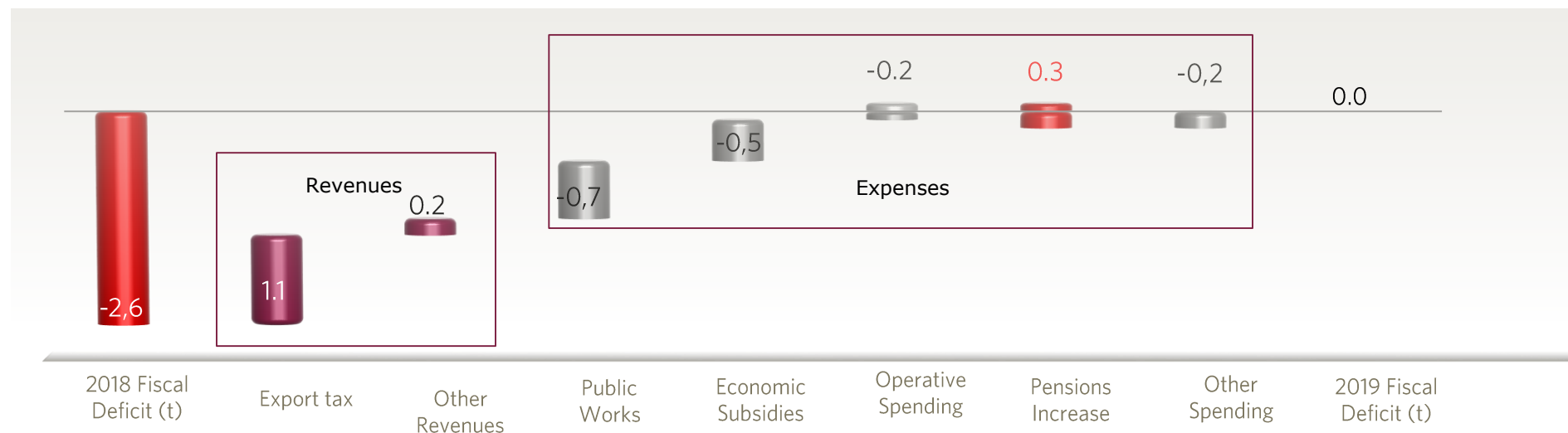
2,100 bps increase since June

\* This 5% increase set up in cash applies only for Sight Deposits. Time Deposits minimum reserve requirements increased 5%, set up in Leliq/Nobac

## September 3: New fiscal deficit target for 2019 impacting macroeconomic environment

Further adjustments to achieve a primary balance target in 2019 instead of previous 1.3% deficit

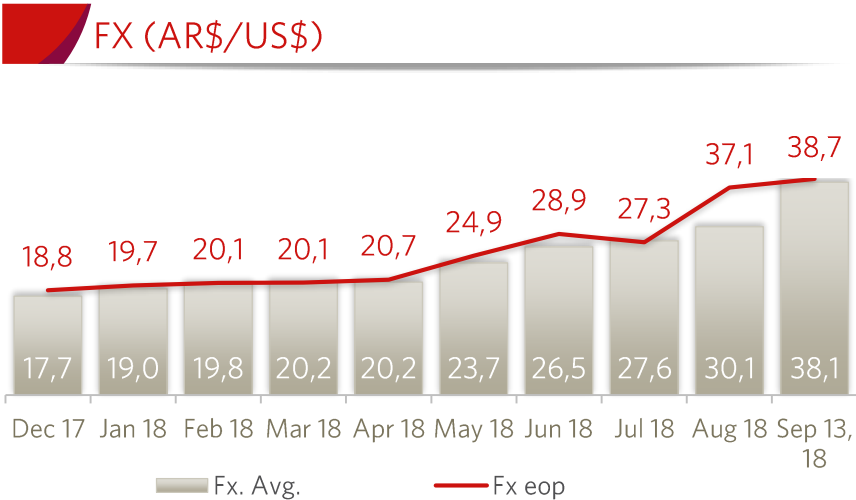
**Primary Fiscal Deficit target** [As % of GDP] <sup>(1)</sup>



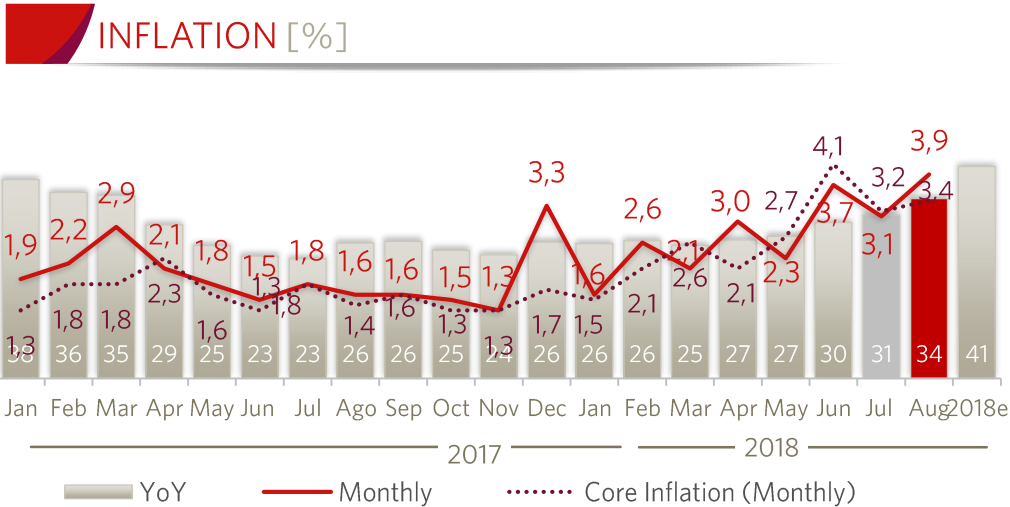
- > The reduction in primary deficit from 2.6% of GDP in 2018 to 0% of GDP in 2019 will be done half through revenue measures and half through spending cuts
- > Export taxes: The new tax will be valid in 2019 and 2020 including 1) ARS 4 per USD for exports of services (since January 2019) and primary products (effective now) and 2) 3 pesos per USD for the rest

# Macro overview

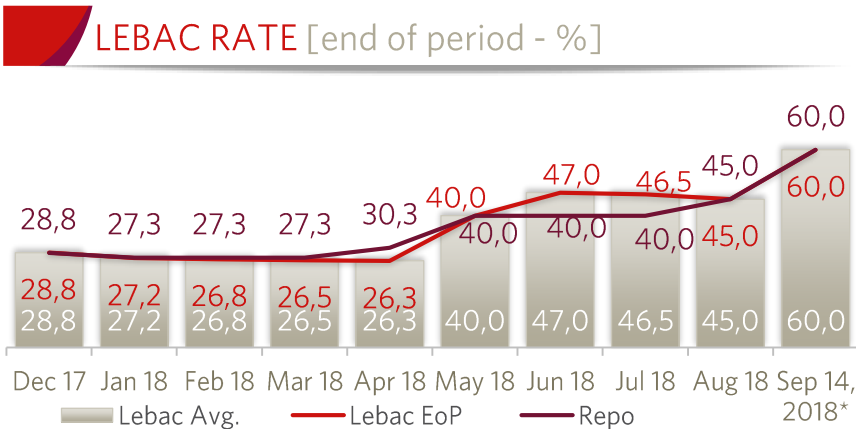
External and internal factors resulting in challenging macroeconomic dynamics...



Source: Com "A" 3500, BCRA

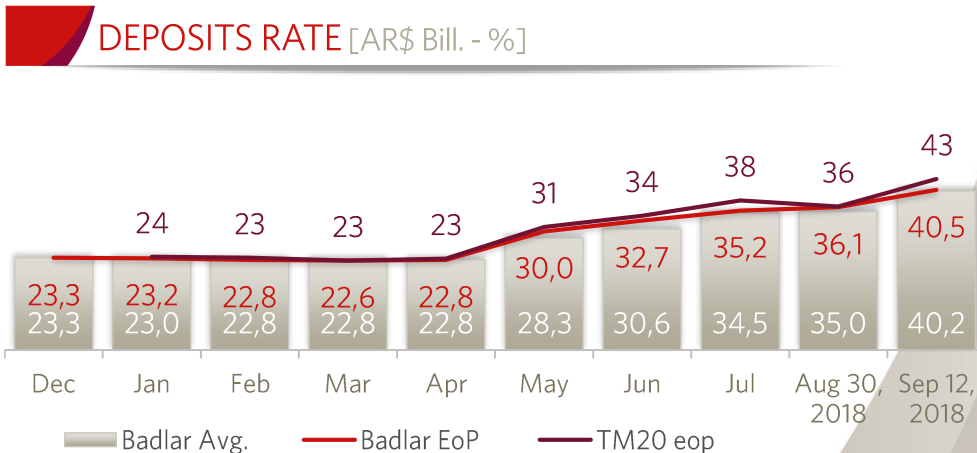


Source: Inflation: City of Buenos Aires and Market Expectations Survey as of August 2018 (2018e). Core Inflation: INDEC.



Source: BCRA

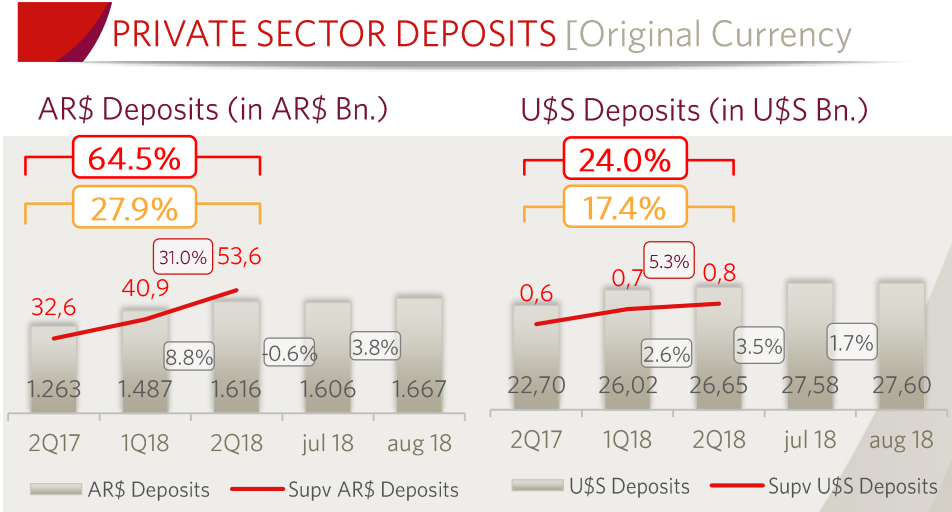
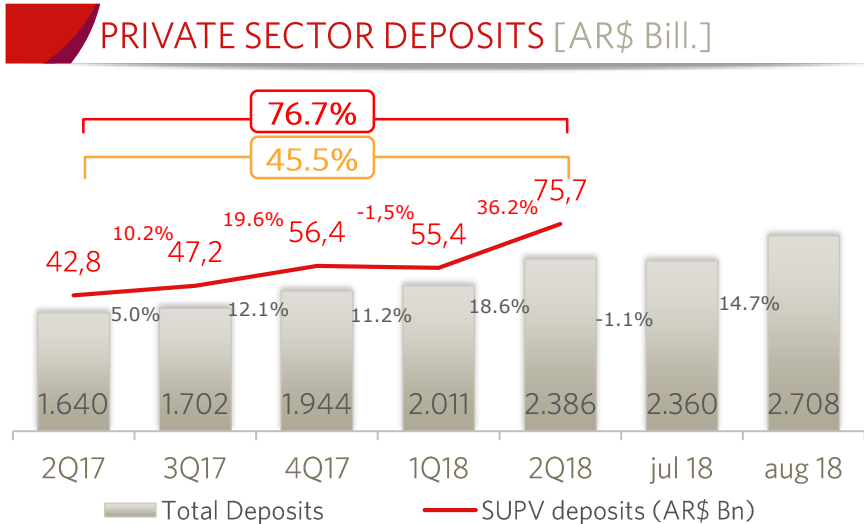
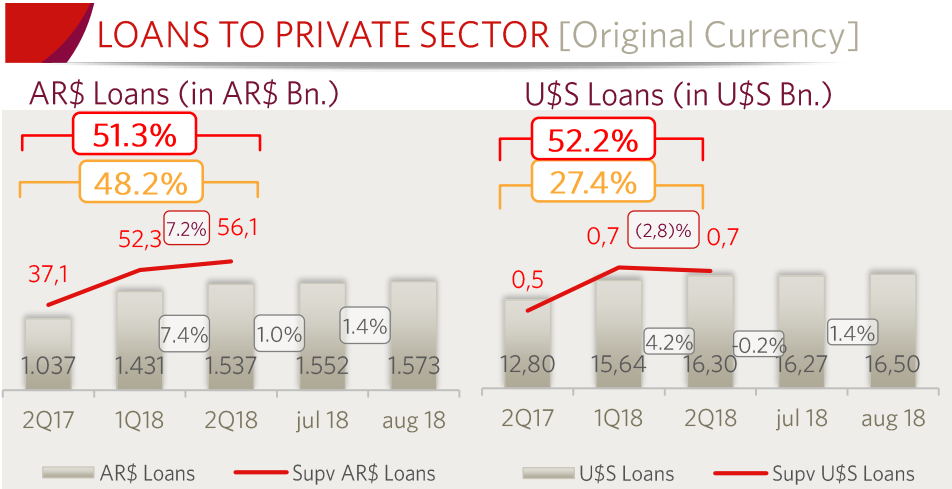
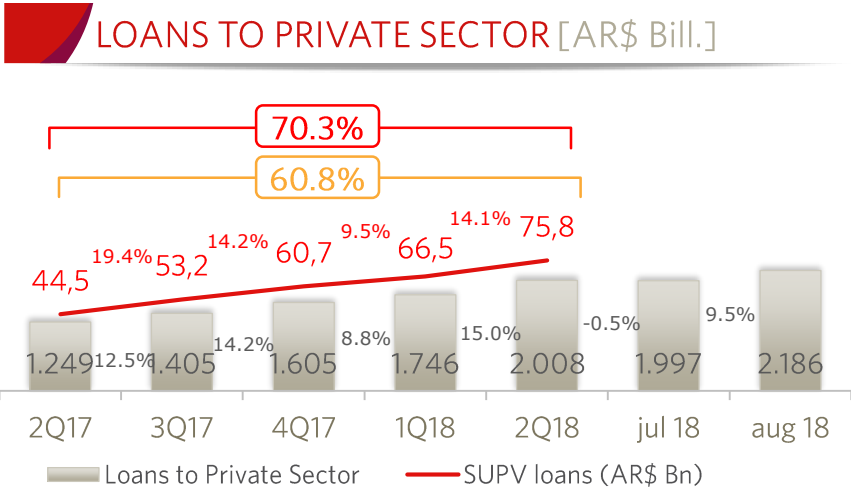
\* On August 30, 2018, BCRA increased monetary policy rate to 60.0%



Source: Daily Report BCRA. BADLAR is Buenos Aires Deposits of Large Amount rate. TM20: Wholesale deposits rate above AR\$20 million

# Financial sector

System loan growth decelerated in recent months on an FX neutral basis while deposits grow above loans



1) Source: Daily Report BCRA

QoQ or MoM variation

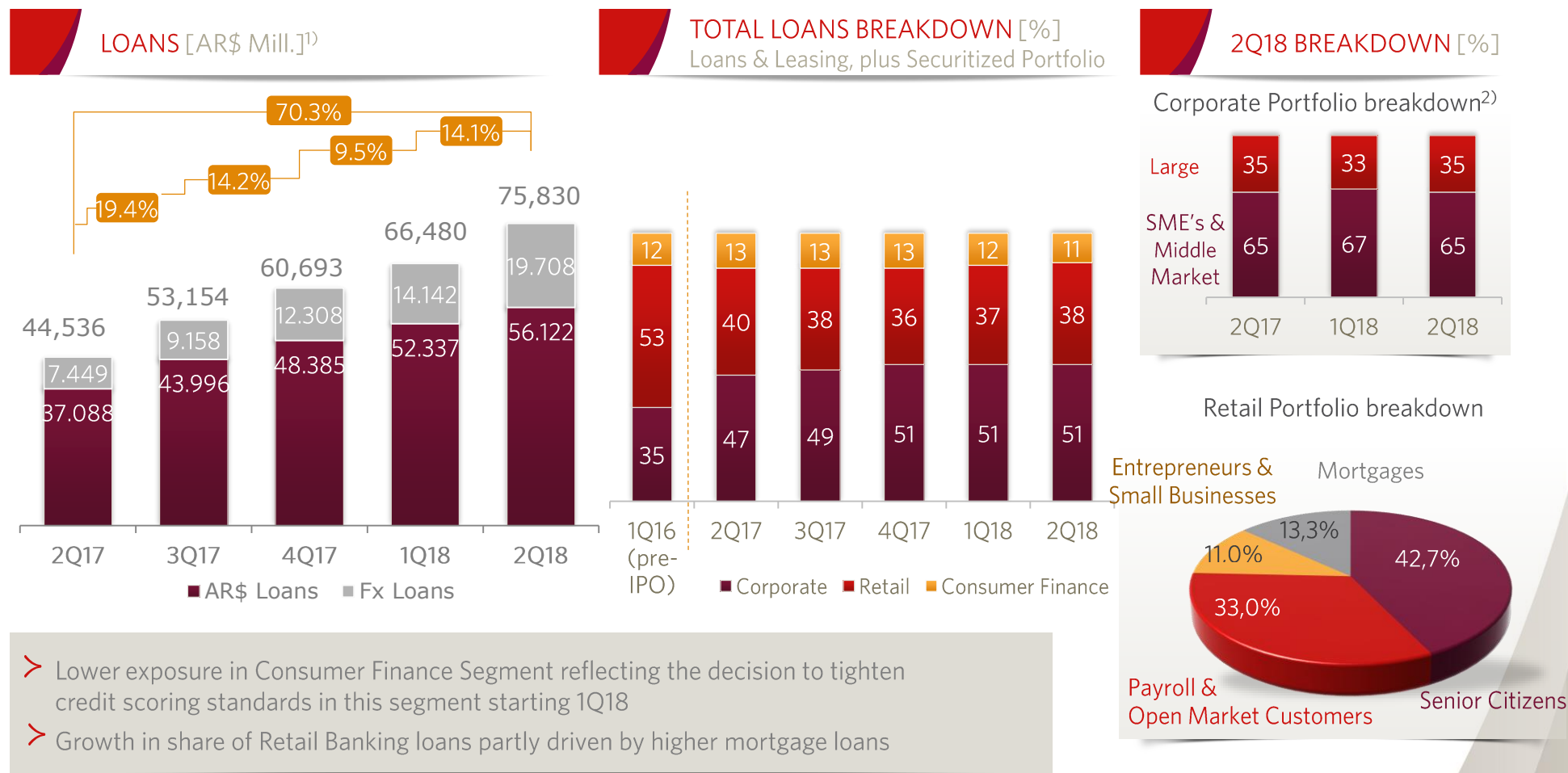
## Second quarter 2018 highlights

Weaker than expected results in 2Q18 impacted by difficult macro dynamics.

- 1** **Attributable Comprehensive Income** down 11%% YoY and 36% QoQ to AR\$475.3 million. ROAE of 12.6% in 2Q18 below 28.8% in 2Q17 and 20.6% in 1Q18. **Attributable Net Income** declined 46% YoY and 63% QoQ to AR\$270.7 million.
- 2** **Total Loan Book** up 70% YoY and 14% QoQ (+5% FX neutral). Lower exposure to consumer finance segment. Banking book highly atomized, diversified and collateralized.
- 3** **Deposit Base** posts accelerated growth, up 77% YoY and 36% QoQ (+24% FX neutral), with loan to deposit ratio of 102%.
- 4** **NPL ratio** up 60 bps YoY and 40 bps QoQ to 3.6% in 2Q18, while **Cost of Risk** increased to 5.6%. Consumer finance was the main contributor to higher cost of risk and NPL creation. Retail and Corporate loans NPLs increased 20 bps QoQ, but remain at historically low levels.
- 5** **NII, NIFFI & Exchange Rate Differences** flat QoQ as a result of lagged loan repricing, higher cost of funding in consumer finance, the cost of hedging a long structural FX position, and to a lesser extent a short position on FX held by the trading desk.
- 6** **Efficiency Ratio** impacted by flat operating revenues in the quarter, while expenses increased slightly over inflation.

# Supervielle loan performance

Loan book rose 14% QoQ, with AR\$ loans up 7% while US\$ loans fell 3%



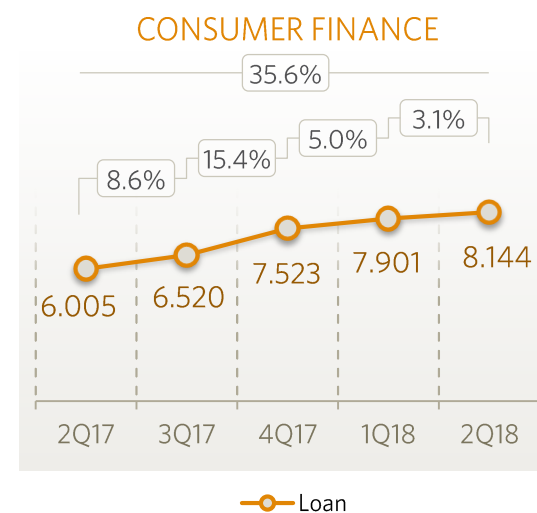
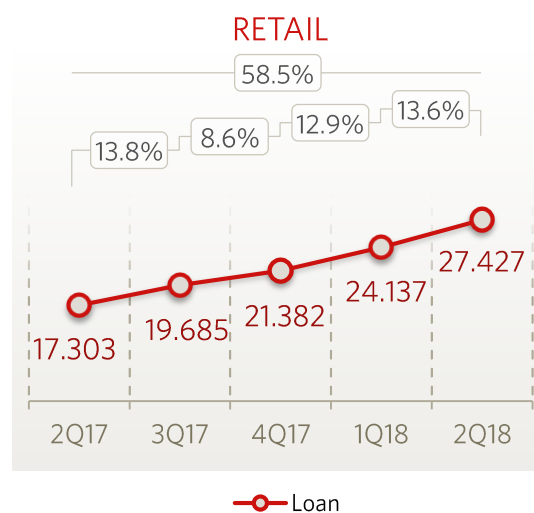
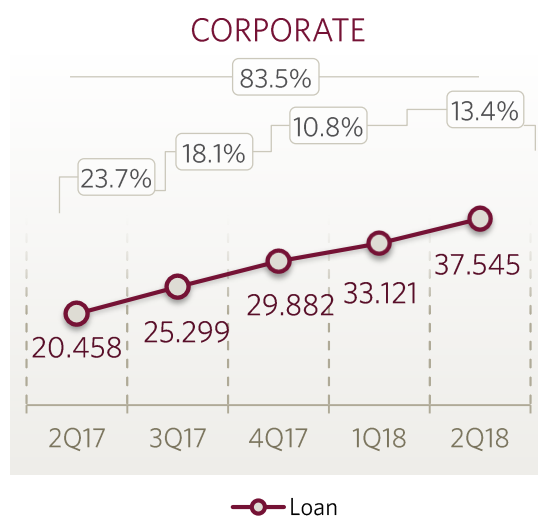
1) Denotes loans and leases before allowances

2) For information up to December 31, 2017 SME's considers annual sales between AR\$ 40-200 million, Middle Market considers annual sales between AR\$ 200-1,000 million and Large considers annual sales over AR\$ 1,000 million. For information since January 1, 2018, the term "small businesses" refers to individuals and businesses with annual sales up to Ps.70.0 million, the term "SMEs" refers to individuals and businesses with annual sales over Ps.70.0 million and below Ps.550.0 million, the term "middle-market companies" refers to companies with annual sales over Ps.550.0 million and below Ps.2.0 billion and the term "large corporates" refers to companies with annual sales over Ps.2.0 billion.

# Supervielle loan performance

Continued growth in retail supported by corporates; sustained slow down in origination for consumer finance following risk management initiatives

## TOTAL LOAN PORTFOLIO BREAKDOWN BY SEGMENT Loans & Leasing Portfolio [AR\$ Mill.]<sup>1)</sup>

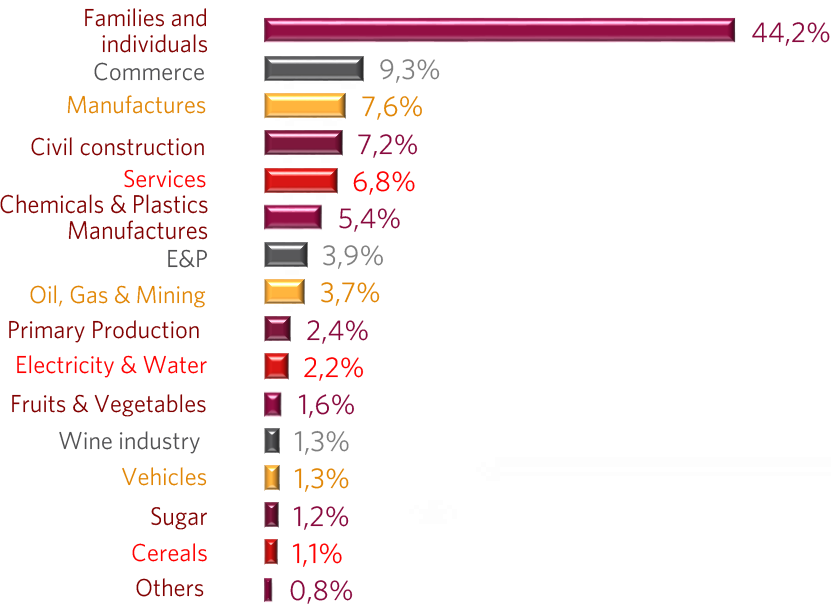


- > AR\$-denominated Corporate loan book declined 4.1% QoQ, while US\$-denominated loans measured in AR\$ increased 39.3% in the period, reflecting the impact of FX devaluation
- > Retail banking book continues to show resilient growth
- > Continued deceleration in consumer finance loans in line with strategy of tightening credit scoring standards in current economic scenario

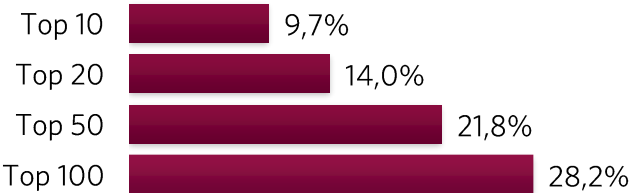
# Supervielle loan portfolio

Highly atomized, diversified and collateralized loan book

## Breakdown by Economic Activity



## Portfolio Atomization



## Collaterals of the Corporate Portfolio

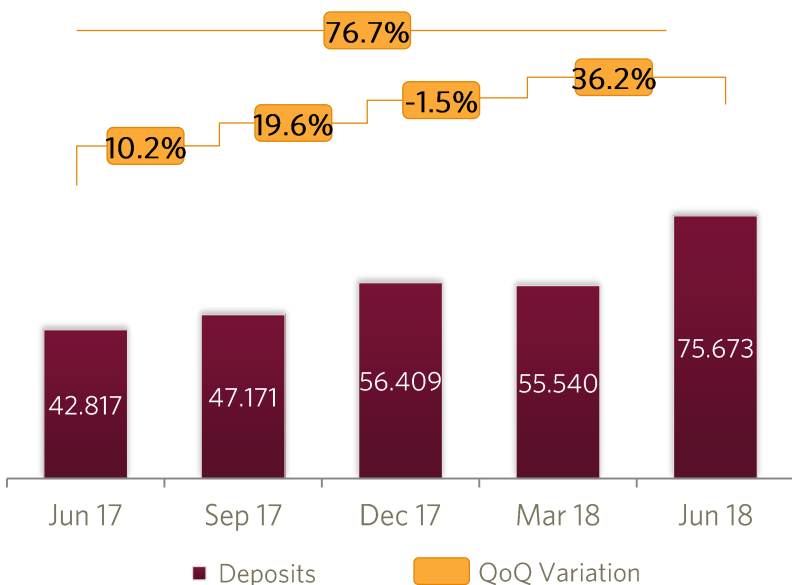
|                               | SMEs        | Middle Markets | Large       | Total       |
|-------------------------------|-------------|----------------|-------------|-------------|
| Third party guarantees (SBLC) | 11%         | 5%             | 2%          | 7%          |
| Preferred                     | 19%         | 24%            | 6%          | 16%         |
| Public Work Certificates      | 3%          | 4%             | 0%          | 3%          |
| Leasing                       | 0%          | 3%             | 1%          | 1%          |
| Factoring w/ recourse         | 14%         | 9%             | 3%          | 9%          |
| Others                        | 1%          | 4%             | 2%          | 2%          |
| Unsecured                     | 51%         | 51%            | 86%         | 62%         |
| <b>TOTAL</b>                  | <b>100%</b> | <b>100%</b>    | <b>100%</b> | <b>100%</b> |
| Share of Loan Portfolio       | 40%         | 27%            | 30%         | 100%        |
| Collateralized                | 49%         | 49%            | 14%         | 38%         |
| Unsecured                     | 51%         | 51%            | 86%         | 62%         |

> Loans to payroll and pension clients represent 67.5% of total retail portfolio

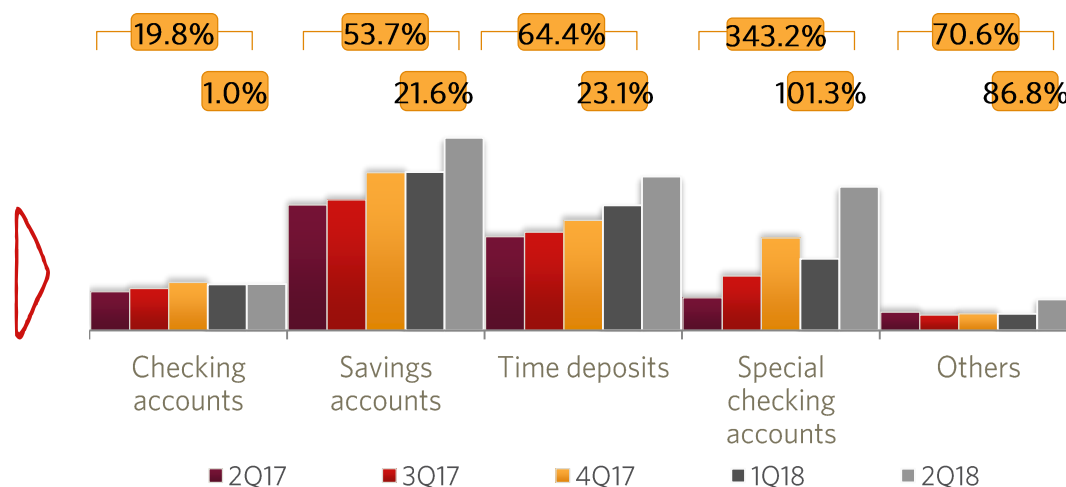
# Supervielle Deposits

Accelerated growth in deposit base, up 36% sequentially or 24% FX neutral

## DEPOSITS [AR\$ Mill.]



## DEPOSIT BREAKDOWN [%]

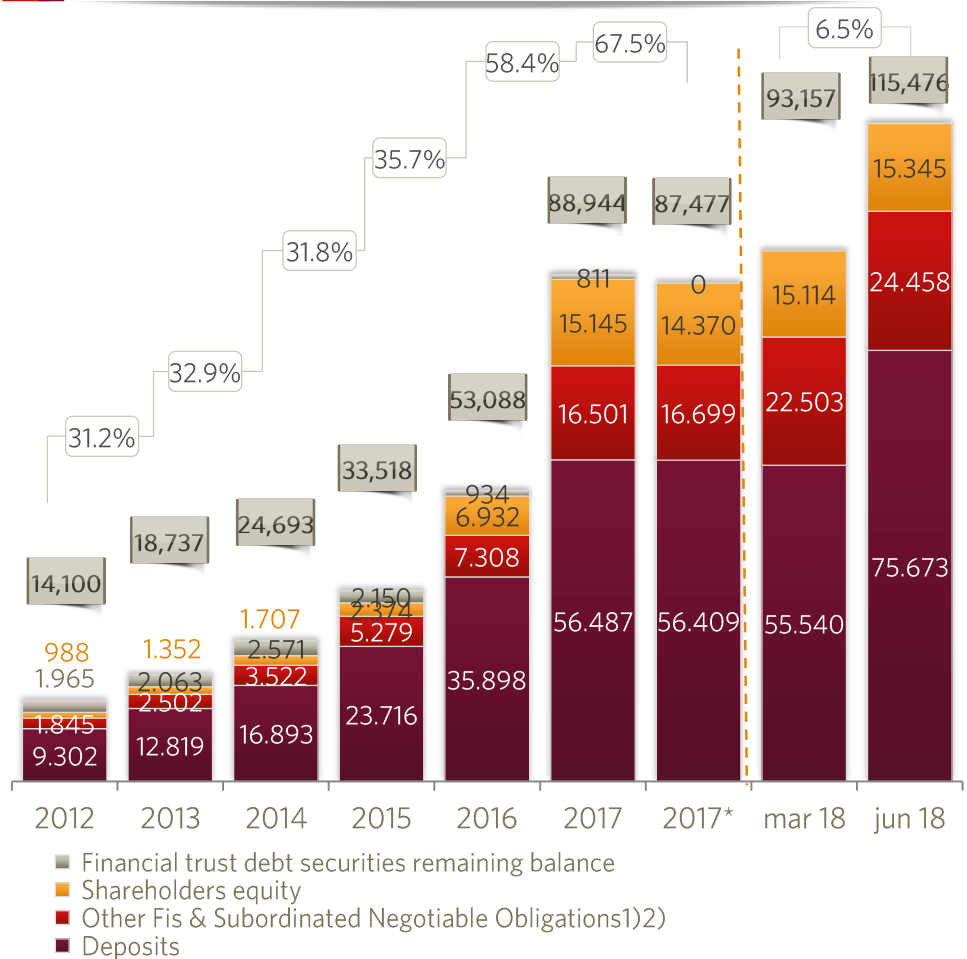


|        |        |        |        |        |                               |
|--------|--------|--------|--------|--------|-------------------------------|
| 104.0% | 112.7% | 107.6% | 119.7% | 101.8% | Loans to total deposits       |
| 63.9%  | 65.2%  | 65.8%  | 68.8%  | 62.8%  | Loans to assets               |
| 24.0%  | 26.8%  | 25.0%  | 26.4%  | 29.2%  | Fx Deposits to total deposits |

- > Loans to deposits ratio closer to 100%, reflecting strong deposit growth
- > Non-interest bearing deposits accounted for 48% of total deposits
- > Retail deposits up 18% QoQ, while lower relative share explained by growth in wholesale deposits
- > Corporate deposits up 24% QoQ

# Funding & deposits base

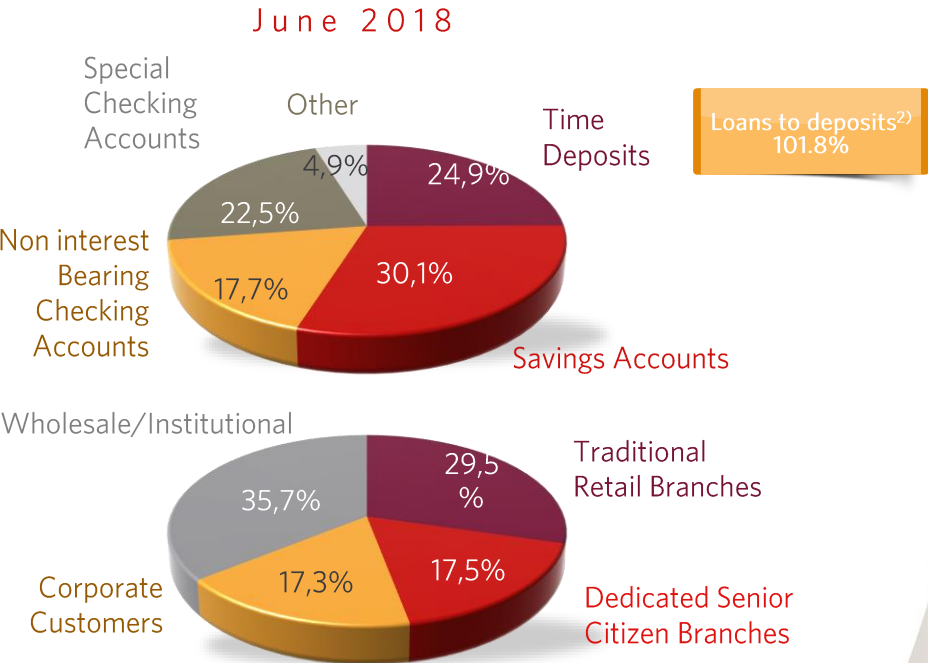
FUNDING [AR\$ Mill.]



\* Under IFRS

1) Includes: Other Liabilities Resulting from Financial Brokerage and Subordinated Negotiable Obligations  
2) For 2017 restated and 2018 includes: Repo Transactions, Financing received from Central Bank and others, Medium Term Notes and Subordinated Loan and Negotiable Obligations  
Loans to total deposits: Loans and Leasing before allowances divided by total deposits..

DEPOSITS BREAKDOWN



# Assets & liabilities repricing dynamics

While AR\$ liabilities reprice in an average of 45 days, AR\$ loans are fully repriced in an average term of 247 days

| AR\$ | Assets                           | Avg. Repricing (days) | % of AR\$ Assets |
|------|----------------------------------|-----------------------|------------------|
|      | AR\$ Loans                       | 247                   | 59%              |
|      | Personal loans                   | 538                   | 21%              |
|      | Promissory Notes                 | 50                    | 10%              |
|      | Credit Cards                     | 86                    | 10%              |
|      | Corporate Unsec. Loans           | 135                   | 8%               |
|      | Mortgage                         | 31                    | 5%               |
|      | Overdraft                        | 60                    | 5%               |
|      | Leasing                          | 565                   | 3%               |
|      | Automobile & Other Secured Loans | 454                   | 1%               |

| Liabilities               | Avg. Repricing (days) | % of AR\$ Liabilities |
|---------------------------|-----------------------|-----------------------|
| Total Deposits            | 27                    | 75%                   |
| Sight Deposits            |                       | 31%                   |
| Time Deposits             | 45                    | 24%                   |
| Other Sources of Funding  | 112                   | 20%                   |
| Special Checking Accounts | 2                     | 17%                   |
| Total Liabilities         | 45                    |                       |

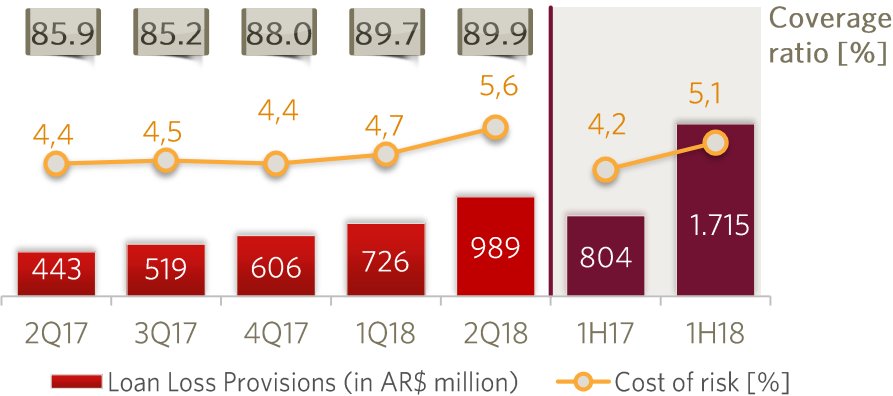
| US\$ | Assets                     | Avg. Repricing (days) | % of U\$S Assets |
|------|----------------------------|-----------------------|------------------|
|      | Foreign Trade & U\$S Loans | 342                   | 59%              |

| Liabilities                         | Avg. Repricing (days) | % of U\$S Liabilities |
|-------------------------------------|-----------------------|-----------------------|
| Total Deposits                      | 32                    | 73%                   |
| Other Source of Funding             | 87                    | 23%                   |
| Subordinated Negotiable Obligations | 952                   | 4%                    |
| Total Liabilities                   | 143                   |                       |

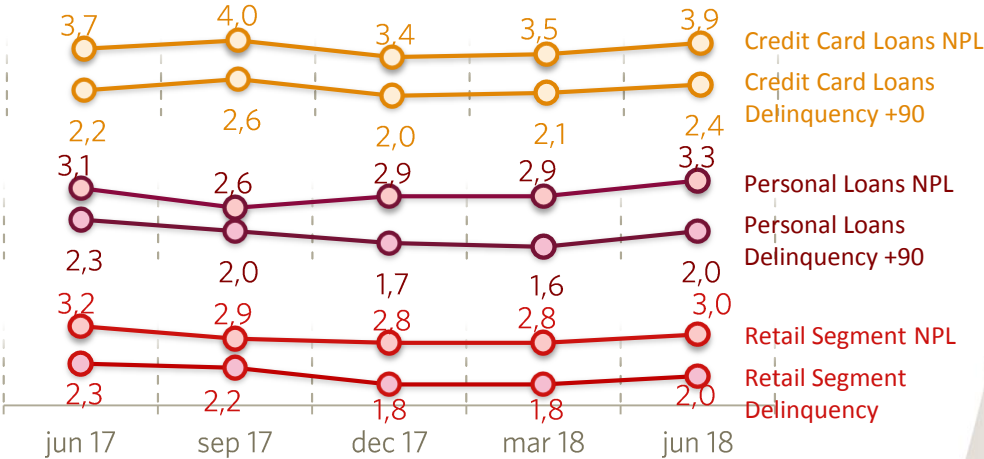
# Asset quality

Consumer Finance was the main contributor to higher cost of risk and NPL creation; Retail and Corporate NPLs each rose 20 bps QoQ remaining at historically low levels

## LOAN LOSS PROVISIONS EVOLUTION



## RETAIL NPLs vs +90 DAYS DELINQUENCY



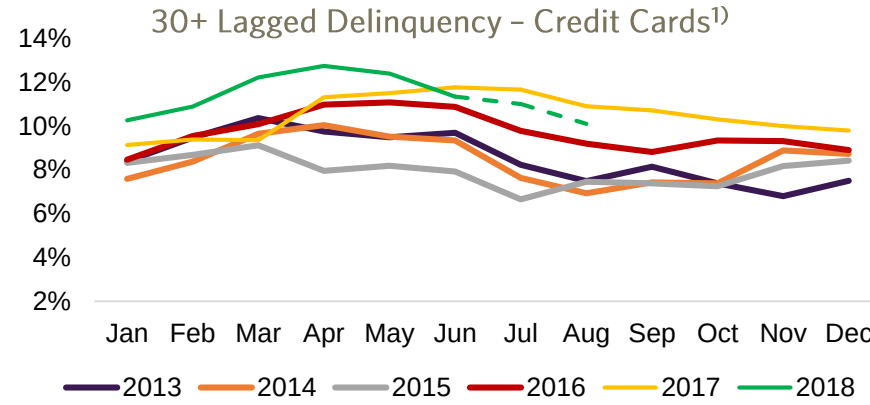
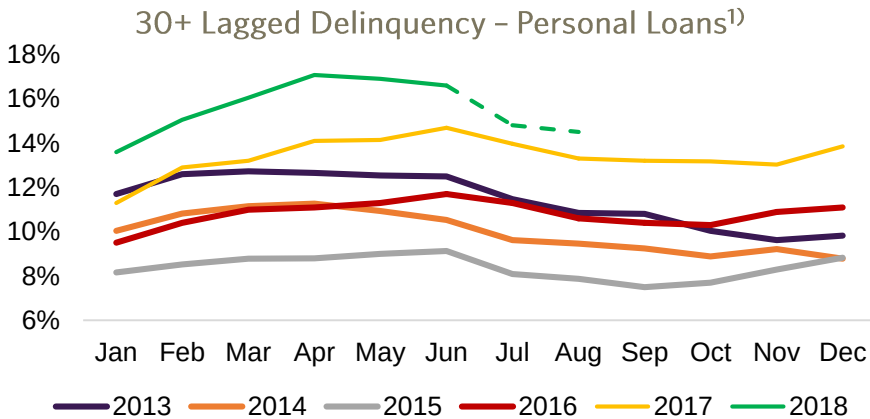
## NPLs RATIO

|                  | Jun-17 | Sep-17 | Dec-17 | Mar-18 | Jun-18 |
|------------------|--------|--------|--------|--------|--------|
| Corporate        | 0.2%   | 0.2%   | 0.2%   | 0.3%   | 0.5%   |
| Retail           | 3.2%   | 2.9%   | 2.8%   | 2.8%   | 3.0%   |
| Personal Loans   | 3.1%   | 2.6%   | 2.9%   | 2.9%   | 3.3%   |
| Credit Cards     | 3.7%   | 4.0%   | 3.4%   | 3.5%   | 3.9%   |
| Consumer finance | 11.4%  | 13.8%  | 14.7%  | 15.7%  | 18.0%  |
| Personal Loans   | 13.3%  | 16.3%  | 18.7%  | 19.9%  | 23.1%  |
| Credit Cards     | 8.9%   | 10.1%  | 9.1%   | 9.8%   | 10.9%  |
| Auto Loans       |        |        |        |        | 12.2%  |
| TOTAL            | 3.0%   | 3.1%   | 3.1%   | 3.2%   | 3.6%   |

# Asset quality in Consumer Finance

Closely monitoring asset quality in Consumer Finance following tightening of credit scoring standards which are resulting in early signs of improvement

## CONSUMER FINANCE - LAGGED DELINQUENCY



## +30 DAYS DELINQUENCY, 3 MONTH VINTAGE

| Month of Disbursement | Total Loans | Loans to Open Market Customers | Loans to Existing Customers |
|-----------------------|-------------|--------------------------------|-----------------------------|
| Jan 17                | 4.3%        | 4.8%                           | 4.0%                        |
| Feb 17                | 5.5%        | 5.3%                           | 5.6%                        |
| Mar 17                | 4.3%        | 5.3%                           | 3.8%                        |
| Apr 17                | 3.8%        | 4.7%                           | 3.2%                        |
| May 17                | 3.0%        | 4.1%                           | 2.4%                        |
| Jun 17                | 3.2%        | 4.1%                           | 2.7%                        |
| Jul 17                | 3.8%        | 5.9%                           | 2.7%                        |
| Aug 17                | 3.5%        | 4.8%                           | 2.8%                        |
| Sep 17                | 4.1%        | 5.6%                           | 3.3%                        |
| Oct 17                | 5.0%        | 5.8%                           | 4.7%                        |
| Nov 17                | 4.0%        | 4.8%                           | 3.5%                        |
| Dec 17                | 4.7%        | 6.4%                           | 3.7%                        |
| Jan 18                | 4.4%        | 6.2%                           | 3.7%                        |
| Feb 18                | 5.0%        | 6.5%                           | 4.1%                        |
| Mar 18                | 3.9%        | 5.2%                           | 3.2%                        |
| Apr 18                | 3.2%        | 4.6%                           | 2.5%                        |
| May 18                | 2.8%        | 4.9%                           | 1.8%                        |
| Jun 18                | 1.4%        | 2.0%                           | 1.3%                        |

1) Managerial analysis

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## WHY SUPERVIELLE

Great  
**POTENTIAL**  
going into the  
**FUTURE**

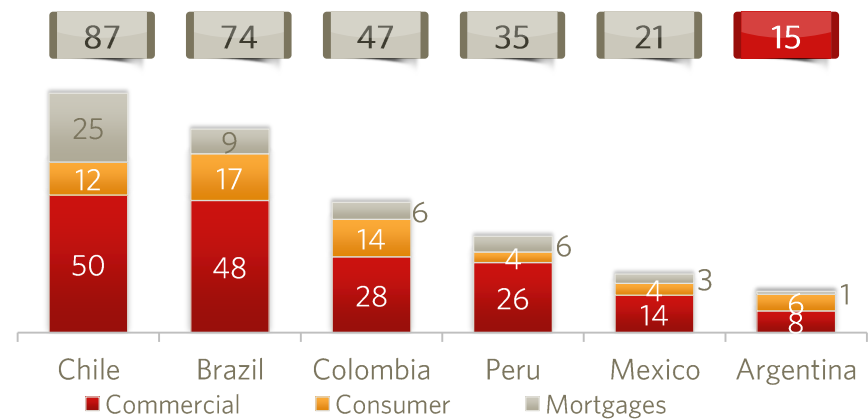
- > Argentina: towards Fiscal Sustainability
- > Financial Sector: Growth Potential Intact
- > SUPV
  - Operating Leverage
  - Differentiated Strategy to Capture Growth
  - Leadership in Relevant Products and Markets

# The Argentine banking business has the potential for a growth cycle when the economy rebounds

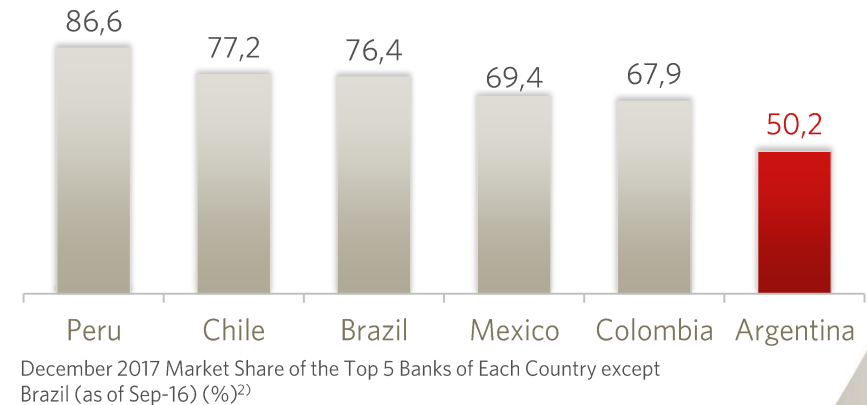
## Under-developed Banking & Insurance System



## Lower Credit Penetration in all segments [% of GDP]<sup>1)</sup>



## ...In a less concentrated Banking System...



1) Total gross loans for each loan type (Source: Each country's financial regulatory agencies) as a percentage of the nominal GDP (Source IMF), as of EOP 2017

2) Source: Each country's financial regulatory agencies

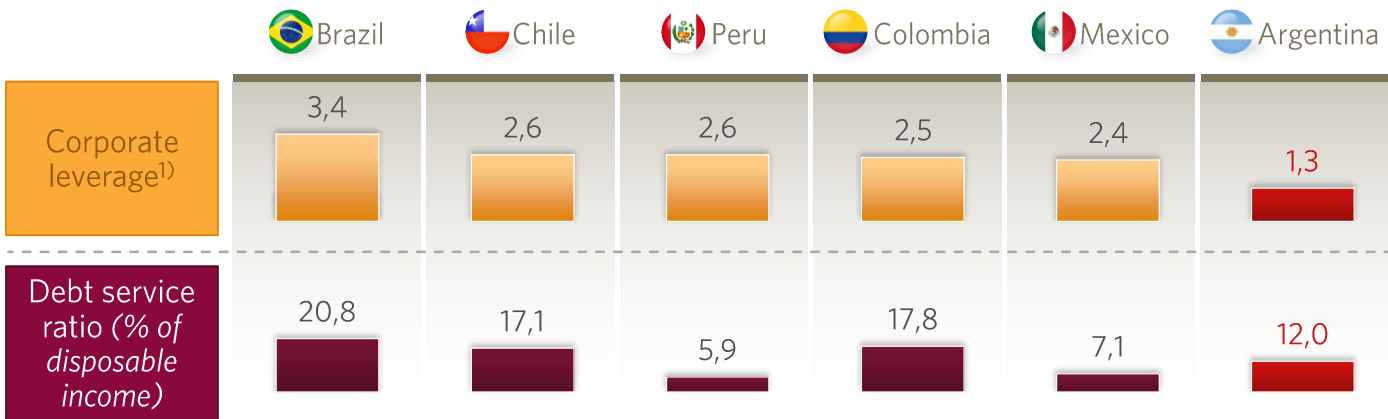
# Small industry size and low leverage levels with ample room for growth

## ARGENTINA: Third largest economy of Latin America but small industry size



> Small financial industry considering the size of the economy

## Low leverage both in companies and families



> Lower corporate leverage highlights significant room for further penetration

> Low household leverage provides capacity to increase interest payments

Notes  
1) 2015 Net Debt to EBITDA  
Source: Wall Street Research

# Who we are

High growth financial services franchise in an industry with strong potential

## INTEGRATED FINANCIAL PLATFORM [US\$]

| Main Segments                                                                     |                   |                                                                                   | Cross-selling Segments                                                            |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
|-----------------------------------------------------------------------------------|-------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Retail Banking                                                                    | Corporate Banking | Consumer Finance                                                                  | Asset Management                                                                  | Insurance                                                                           | Services                                                                            | Online Broker                                                                       | Car Loans                                                                           |
|  |                   |  |  |  |  |  |  |
| 950.3 Mill.                                                                       | 1.3 Bill.         | 282.2 Mill.                                                                       | 570.5 Mill.                                                                       | 30.8 Mill.                                                                          | 14.8 Mill.                                                                          | 3.2% EquityTrading Market                                                           | 10%                                                                                 |
| LOANS <sup>1)</sup> [\$]                                                          |                   |                                                                                   | AUM [\$]                                                                          | GWP <sup>2)</sup> [\$]                                                              | NET REVENUE <sup>2)</sup> [\$]                                                      | 218.3 Mill. AUM [\$]                                                                | New and pre owned car market                                                        |
| 1.4 Mill.                                                                         | 5 K               | 448 K                                                                             |                                                                                   |                                                                                     |                                                                                     | 16,900                                                                              |                                                                                     |
| ACTIVE CUSTOMERS                                                                  |                   |                                                                                   |                                                                                   |                                                                                     |                                                                                     | RETAIL ACTIVE CUSTOMERS                                                             |                                                                                     |
| 1.5 Bill.                                                                         | 214.9 Mill.       |                                                                                   |                                                                                   |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
| DEPOSITS [\$]                                                                     |                   |                                                                                   |                                                                                   |                                                                                     |                                                                                     |                                                                                     |                                                                                     |

Notes: All figures as of June 30, 2018; assumed ARS/USD 28.8617

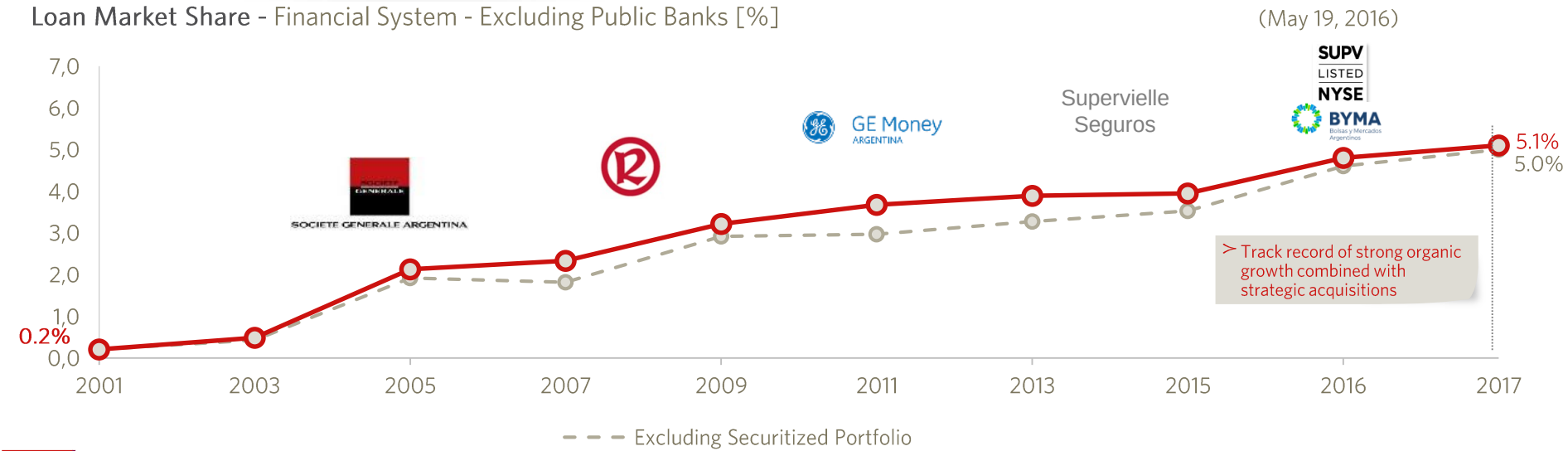
1) Total loans and leasing

2) Last twelve month

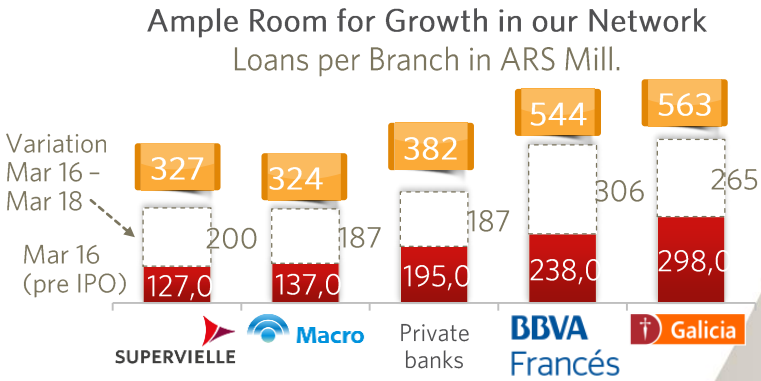
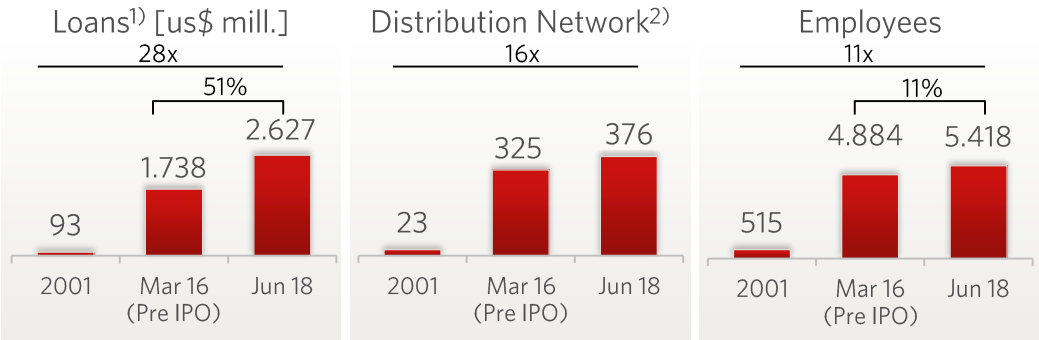
# Who we are

High growth financial services franchise in an industry with strong potential

## GROWTH AND SUCCESS



## TRACK RECORD OF STRONG GROWTH



Notes: All figures as of June 30, 2018; assumed ARS/USD 28.8617

1) Total loans and leasing

2) Includes 184 full branches, 19 banking payment and collection centers, 80 CCF sales points in Walmart Stores, 20 consumer finance branches, 41 consumer finance sale points and 32 Mila branches.

Looking forward, Supervielle ranks high in KSF



# Contents

1 Recent macroeconomic environment & 2Q18 results

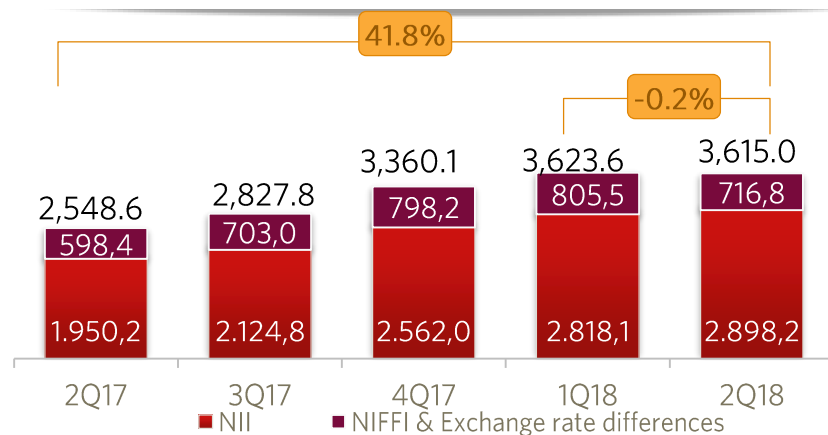
2 Supervielle positioned for growth

3 Annex

# NII, NIFFI & Exchange rate differences, NIM & NFM

NII, NIFFI & Exchange rate differences flat sequentially impacting NFM and to a lesser extent NIM

## NII, NIFFI & Exchange rate differences [AR\$ Mill.]



> NII, NIFFI & Exchange Rate Differences flat QoQ reflecting:

- Lagged loan repricing at the Bank given sudden & sustained interest rate hikes, a temporary effect
- Higher cost of funding in Consumer Finance Segment
- Short position on FX at onset of AR\$ devaluation and lower trading results

## NIM

|                             | 2Q17         | 3Q17         | 4Q17         | 1Q18         | 2Q18         |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>TOTAL</b>                | <b>21.5%</b> | <b>19.6%</b> | <b>20.0%</b> | <b>19.6%</b> | <b>19.2%</b> |
| AR\$                        | 25.6%        | 22.3%        | 22.9%        | 22.7%        | 20.4%        |
| US\$                        | 2.2%         | 7.6%         | 7.1%         | 8.4%         | 14.9%        |
| <b>Loan Portfolio</b>       | <b>22.1%</b> | <b>20.8%</b> | <b>21.0%</b> | <b>19.8%</b> | <b>18.2%</b> |
| AR\$                        | 27.5%        | 24.7%        | 25.3%        | 24.3%        | 22.3%        |
| US\$                        | -4.7%        | 3.2%         | 3.5%         | 3.9%         | 4.4%         |
| <b>Investment Portfolio</b> | <b>19.1%</b> | <b>14.6%</b> | <b>15.3%</b> | <b>18.4%</b> | <b>25.1%</b> |
| AR\$                        | 17.5%        | 12.2%        | 12.6%        | 13.5%        | 10.1%        |
| US\$                        | 25.1%        | 24.9%        | 28.0%        | 35.9%        | 116.5%       |

## NFM

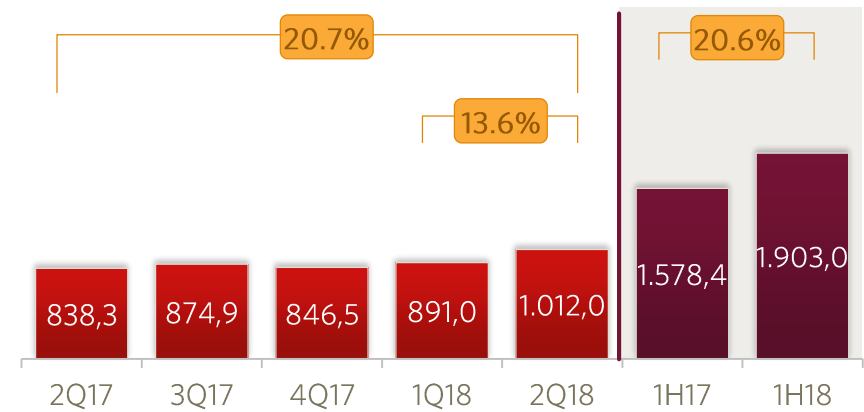
|              | 2Q17         | 3Q17         | 4Q17         | 1Q18         | 2Q18         |
|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>TOTAL</b> | <b>20.6%</b> | <b>19.8%</b> | <b>20.0%</b> | <b>19.9%</b> | <b>17.4%</b> |
| AR\$         | 25.3%        | 22.0%        | 21.0%        | 22.6%        | 19.3%        |
| US\$         | -1.7%        | 10.3%        | 15.2%        | 10.3%        | 10.8%        |

<sup>1</sup> NII: Net Interest Income, NIFFI: Net income from financial instruments at fair value through profit or loss.

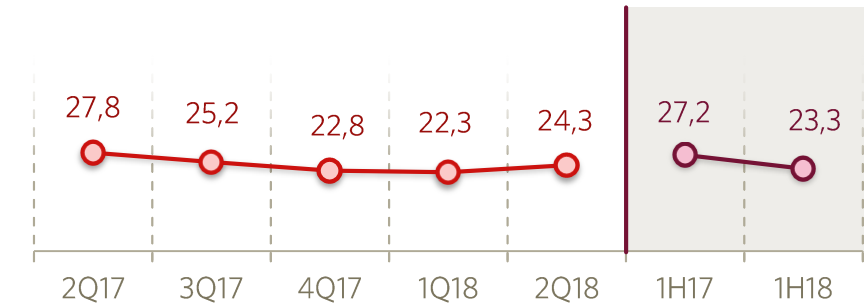
# Service fee income & income from insurance activities

Net Service fee income up 14% QoQ driven by higher credit card and loan related fees, along with lower commissions paid

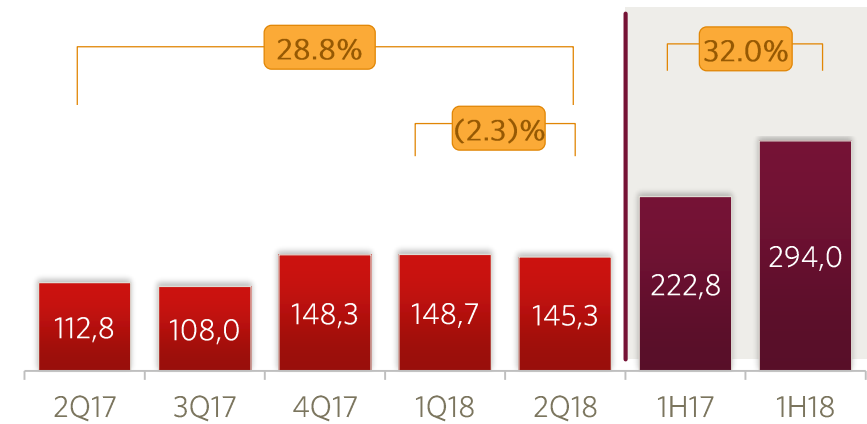
**NET SERVICE FEE INCOME<sup>1)</sup>** [AR\$ Mill.]



**NET SERVICE FEE INCOME RATIO [%]\***



**INCOME FROM INSURANCE ACTIVITIES** [AR\$ Mill.]

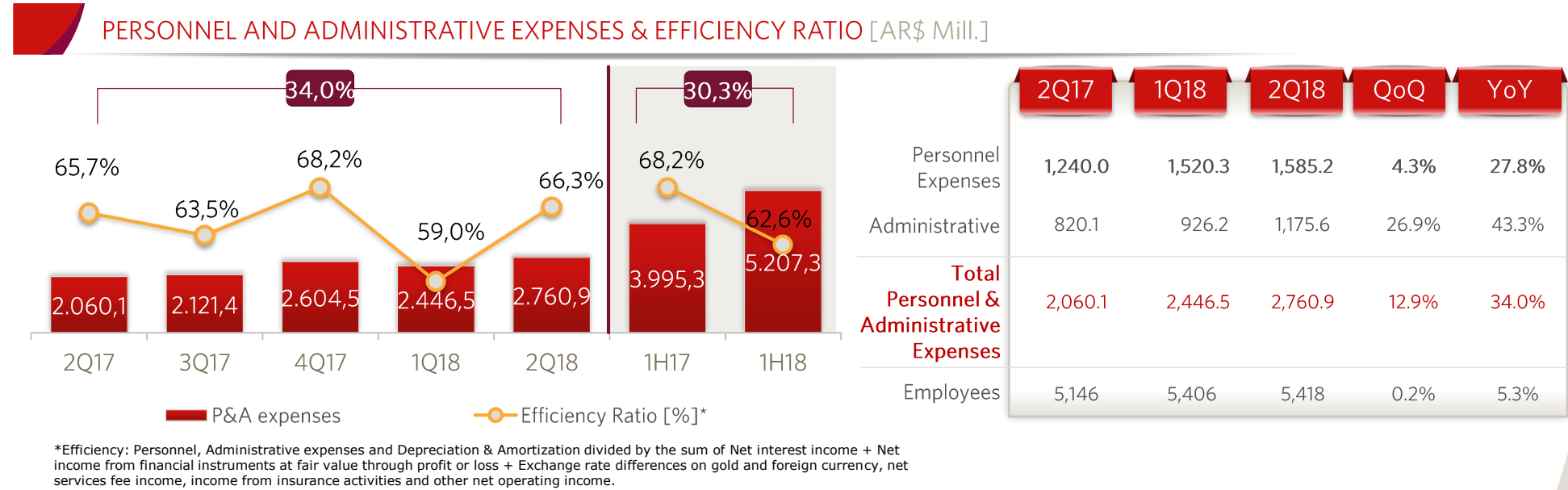


- > Net Service Fee Income up 13.6% QoQ reflecting:
  - 10.2% increase in credit cards commissions,
  - 36.4% increase in loan related fees, and
  - 4.1% decrease in commissions paid
- > Income from insurance activities fell 2.3% QoQ, while gross written premiums increased 5.2%. This increase was more than offset by higher claims.

1) Excludes income from insurance activities  
\* 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.

# Administrative expenses & efficiency ratio

While expenses increased slightly above inflation, efficiency was impacted by flat operating revenues in the quarter

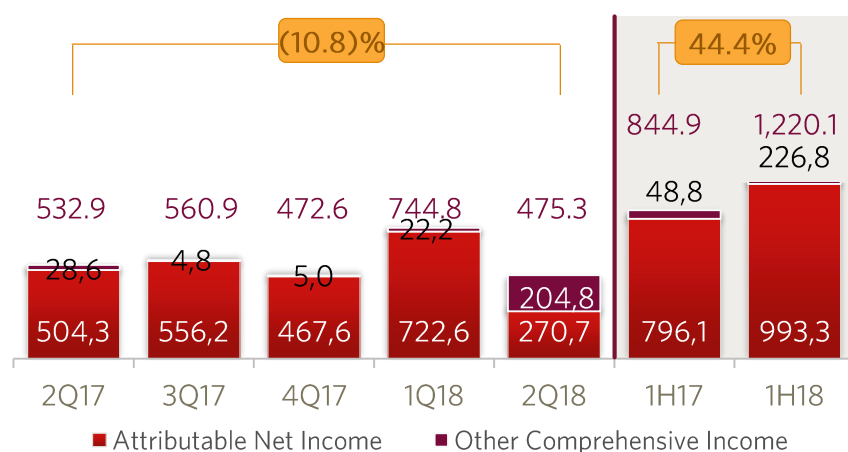


- > 2Q18 Efficiency ratio increased 730 bps QoQ to 66.3%, and 60 bps YoY
- > Personnel expenses rose 4.3% QoQ reflecting wage increases from collective agreements in 1Q18
- > Administrative expenses rose 26.9% QoQ driven by increases in advertising and publicity expenses, other expenses including leases, security service expenses, maintenance, insurance and electricity

# Profitability

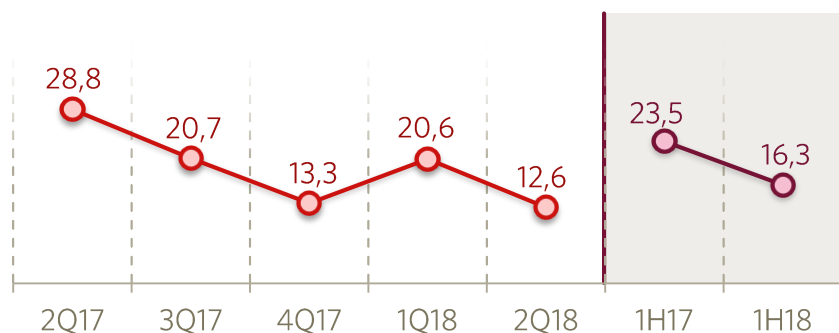
Attributable comprehensive income down 11% YoY and 36% QoQ

## ATTRIBUTABLE COMPREHENSIVE INCOME [AR\$ Mill.]



- Lower margins in consumer finance from sharp rise in cost of funds along with higher LLPs as disposable income in lower income segments deteriorated further
- Lagged repricing in NII in our banking business, a temporary effect
- Short position on FX at the onset of the AR\$ devaluation in addition to lower than anticipated trading results

## ROAE [%]



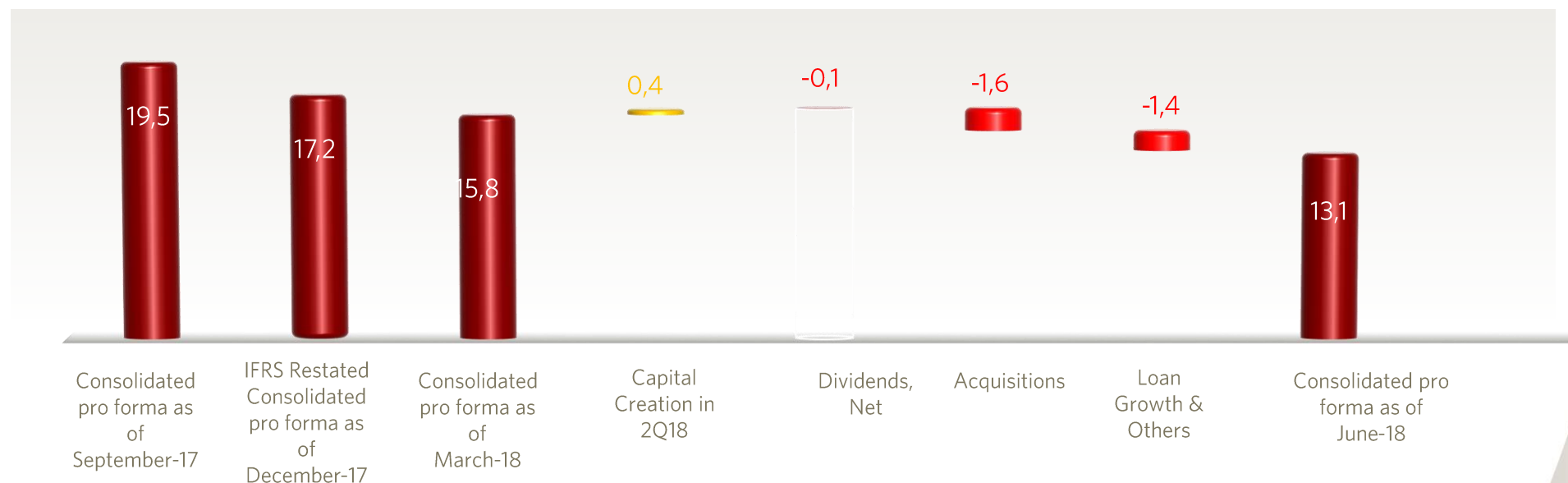
## ROAA [%]



# Capitalization

Execution of capital deployment through loan growth and selective acquisitions to complement our product offering and digitalization strategy

## CAPITAL DEPLOYMENT [Tier I ratio %] <sup>(1)</sup>



- > Capital injection of AR\$861 million at Banco Supervielle in May 2018
- > AR\$ 2.0 billion remain at the holding company, following the acquisitions of MILA and Invertir Online, available for future capital injections

# Supervielle revised 2018 guidance

## FY 2018 EXPECTATIONS

|                                   | Original               | Revised                 |
|-----------------------------------|------------------------|-------------------------|
| Total Loan Growth <sup>3</sup>    | 45 – 50 %              | 40 – 50%                |
| Cost of Risk                      | 4.1 – 4.5%             | 4.6 – 5.1%              |
| NIM                               | 18 – 20%               | =                       |
| Efficiency Ratio                  | 55 – 59%               | 59 – 63%                |
| Attributable Comprehensive Income | AR\$<br>4.0– 4.3 Bill. | AR\$<br>2.9 – 3.3 Bill. |
| Tier 1 Ratio <sup>4</sup>         | 14 – 15%               | 12 – 13%                |

### Significant Change in Macro Assumptions<sup>1</sup>

| Metric                     | Original Assumptions | As of August 23 Assumptions (July's Survey) |
|----------------------------|----------------------|---------------------------------------------|
| GDP                        | 3.0%                 | -0.3%                                       |
| Inflation                  | 19.4%                | 31.8%                                       |
| Badlar Rate (eop)          | 21% <sup>2</sup>     | 29% <sup>2</sup>                            |
| Monetary policy Rate (eop) | 21.75%               | 35%                                         |
| FX Ar\$ (eop)              | 21.9                 | 30                                          |

1 Source: Market Expectations Survey (Central Bank), unless otherwise noted. Original assumptions as of January 2018 and current assumptions as of July 2018.

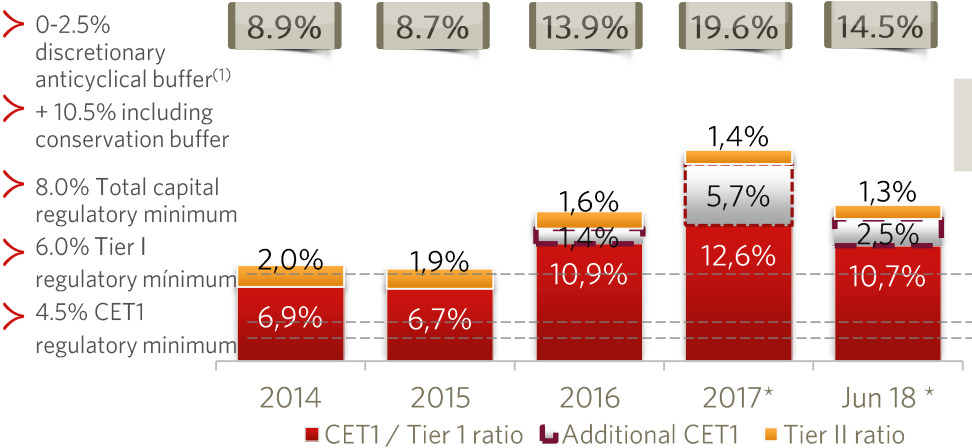
2 Company estimate

3 Loans including leases

4 The TIER 1 ratio guidance includes net funds held at the holding company. Tier 1 ratio coincides with CET1 ratio

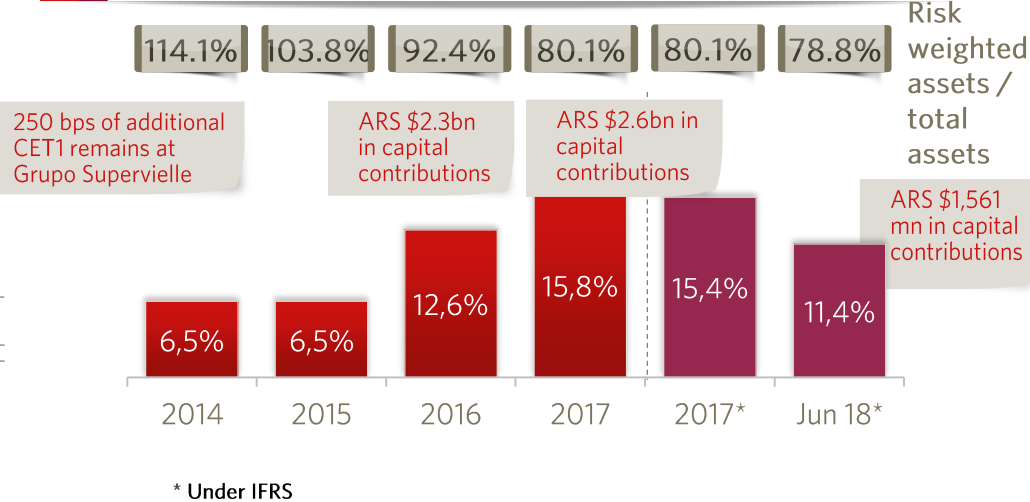
# Capital. Robust capitalization coupled with ample liquidity levels and healthy balance sheet

## ROBUST CAPITALIZATION

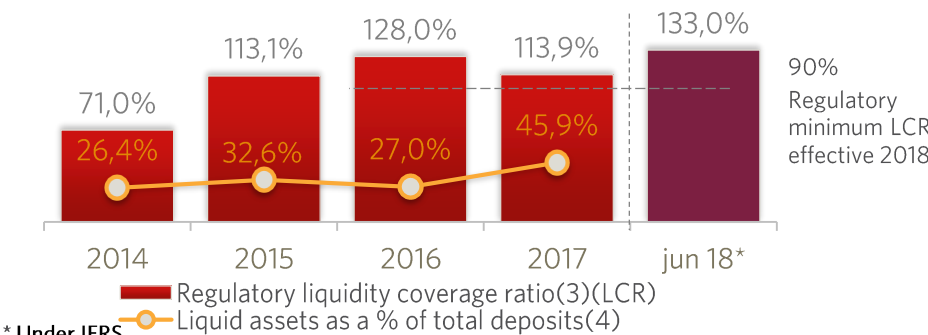


\*\* Under IFRS

## ROOM FOR CONTINUED BALANCE SHEET GROWTH



## AMPLE LIQUIDITY LEVELS



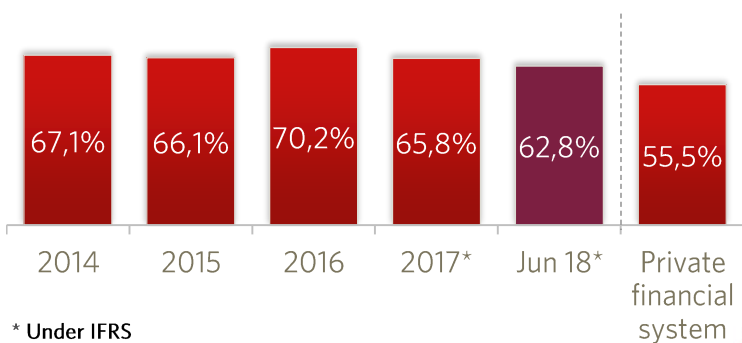
Source: Company filings.

(1) At the discretion of the BCRA 0% for 2017.

(2) Total equity - intangible assets) / (total assets - intangible assets).

(3) Period end LCR ratio available since 2015. Includes the funds held at the holding company level

## ABOVE-AVERAGE LEVELS OF LOANS-TO-ASSETS<sup>(5)</sup>

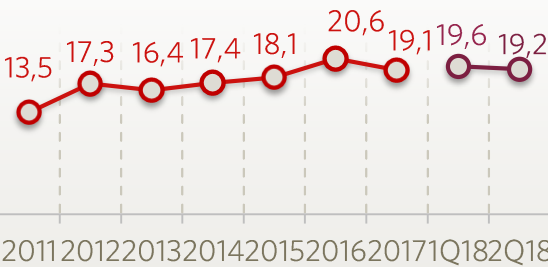


(4) Liquid assets include cash and securities issued by the Central Bank (LEBACs and NOBACs).

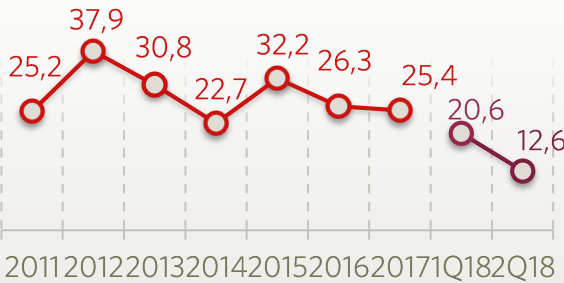
(5) Loans include loans and receivables from financial leases before allowances.

# SUPV financial ratios

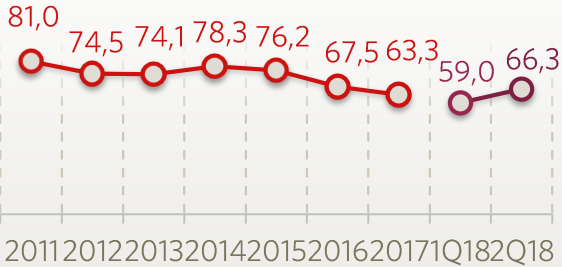
Net Interest Margin [NIM]



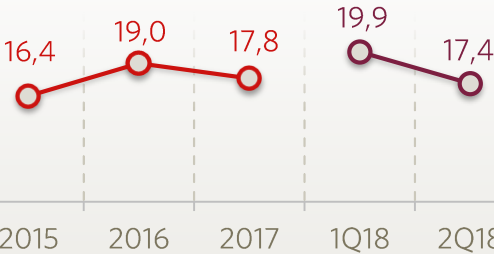
Return On Average Equity [ROAE]



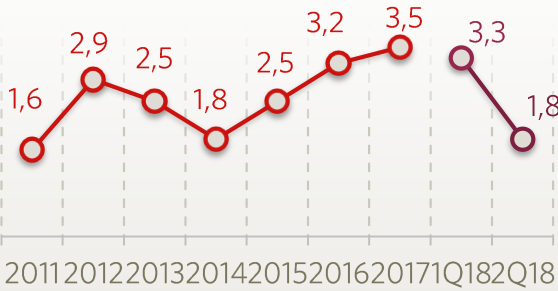
Efficiency Ratio [%]



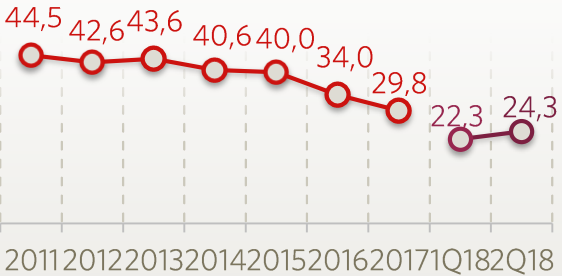
Net Financial Margin [NFM]



Return On Average Assets [ROAA]



Net Service Fee Income Ratio [%]



1Q18 and 2Q18 figures adjusted be IFRS

Net Interest Margin: Net interest income divided by average interest earning assets. Under IFRS, NIM is defined as Net interest income + Net income from financial instruments at fair value through profit or loss+ divided by average interest earning assets.

Net Fee Income Ratio: Net services fee income + Income from insurance activities divided by the sum of gross financial margin and net services fee income. Under IFRS it is defined as 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.

ROAE: Net income divided by average shareholders' equity, calculated on a daily basis and measured in local currency.

ROAA: Net income divided by average assets, calculated on a daily basis and measured in local currency.

Efficiency ratio: Administrative expenses divided by the sum of gross financial margin, services fee income and income from insurance activities. Under IFRS, it is defined as 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.

Net Financial Margin: Net interest income + Net income from financial instruments at fair value through profit or loss + Exchange rate differences on gold and foreign currency, divided by average interest-earning assets.

