

Corporate Presentation

1Q24

May 2024



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SUPV
LISTED
NYSE

 **BYMA**
Bolsas y Mercados
Argentinos

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.

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.



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SUPV Who we are

SUPV 1Q24 Results. SUPV Earnings conference call presentation. May 23, 2024

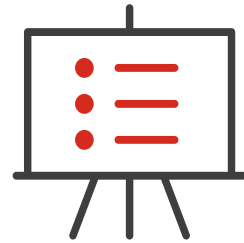
ESG Commitment

Industry Outlook

Annex I: 1Q24 Supplementary financial information & ratios

Annex II: Digital Transformation Agenda & KPIs Evolution

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SUPV Who we are

WHO WE ARE

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

Strong **BRANDING**

SUPV
LISTED
NYSE

- Household name and the oldest private franchise in the country.
- The eighth largest Argentine private bank in terms of loans
- Grupo Supervielle listed in NYSE and BYMA since 2016

CULTURAL & DIGITAL Transformation

- Placing the customer at the center of all we do
- Advancing on the implementation of a deep cultural and digital transformation across our company
- Scaling the adoption of agile, product oriented, working methodologies
- Leveraging digital marketing and AI capabilities, as well as cloud services.

CUSTOMER SERVICE MODEL Evolution

- Accelerating our transformation initiatives across channels deepening our omnichannel model.
- Developing a modern technological architecture, evolving our bank branch model and adding API capabilities to connect to third parties and prepare for open banking.
- Improving the customer journey and driving efficiency.



Building a service **ECOSYSTEM**

- Building our ecosystem integrating our service offerings and adding partnerships, enhancing CX.
- Driving synergies among our different verticals, increasing customer loyalty and pursuing cross selling initiatives.

STRONG track record & solid capital base

- In addition to organic growth, we have significantly increased our business through acquisitions expanding 25 times our loan market share to 5% of the private financial system between 2002-2020.
- Strong liquidity and an adequate capital base support our growth initiatives.

Operating in a **HEALTHY** and **UNDERPENETRATED FINANCIAL SYSTEM**

- The Argentine market is one of the least penetrated financial systems in Latin America.
- Growth opportunities, as the country resumes its stabilization process.
- Well positioned and constantly evolving to capture these growth opportunities given our focus on a differentiated customer experience.

Looking ahead: A Healthy Banking Industry Poised For a New Growth Era

Macro & Political Environment



- Regulatory relief, with punitive regulations on deposit interest rates lifted
- Reserves improving. +US\$17 billion
- Inflation decelerating faster than expected 2024e: 161.3%
- Gov't reached fiscal surplus of +0.2% as of Apr 24
- Addressing Argentina commercial debt and unpaid dividends
- Sustained public support (above 50%)
- Government challenges:
 - Passing necessary reforms through Congress are crucial steps towards resuming sustainable growth
 - Lifting FX restrictions

Small & Transactional Financial System



- 6.7% loans to GDP
- 18.3% deposits to GDP
- Loans and deposits increasing below inflation
- Negative Real Interest Rates (increased in recent months)
- Punitive regulations started to be lifted mainly since March 2024 (floors on interest rates on deposits)

Low Indebtedness: Companies & Individuals



Healthy Asset Quality



- NPL private banks: 1.4% as of Mar 2024. Lowest level since 2016

High liquidity with Loans to Deposits at Historic Lows; High Solvency



- Loan to deposits at 43%, private banks
- Tier 1 ratio of 39% (private banks)

Argentina at the Forefront of the Payments Industry



- Accounts and wire transfers free of cost
- Advanced technology
 - Open banking
 - QR payments

Driving Profitable Growth: Disciplined Strategy Execution and Well-Prepared to Leverage a Macro Recovery

VALUE CREATION

➤ DIGITAL TRANSFORMATION ACCELERATED SINCE 2020

Business Consolidation

- Costs reduction:
 - Integration of IUDÚ to the Bank
 - Transfer of San Luis F.A. Business & serving private clients with more efficient model

Rightsizing Headcount and Consolidation of Bank branches

- 47 branches downsized (25%)
- 27% headcount reduction at Grupo Supervielle
 - Includes Bank: - 14%
- Downsized HQ

Driving Revenue Growth

- New customers
- Higher engagement
- Cross-selling
- Leveraging service ecosystem: PFM and insurance product
- IOL - brokerage business growth

Enhancing Productivity

- More loans per employee
- More customers per branch
- Focus on transactional funds
- Agile working methodologies
- New operating model
- Digital marketing / DDE / AI / APIs

SUSTAINABLE
FINANCIAL
RESULTS

- **Customer Centric & Product Oriented**
- **Leveraging on Technology Capabilities**

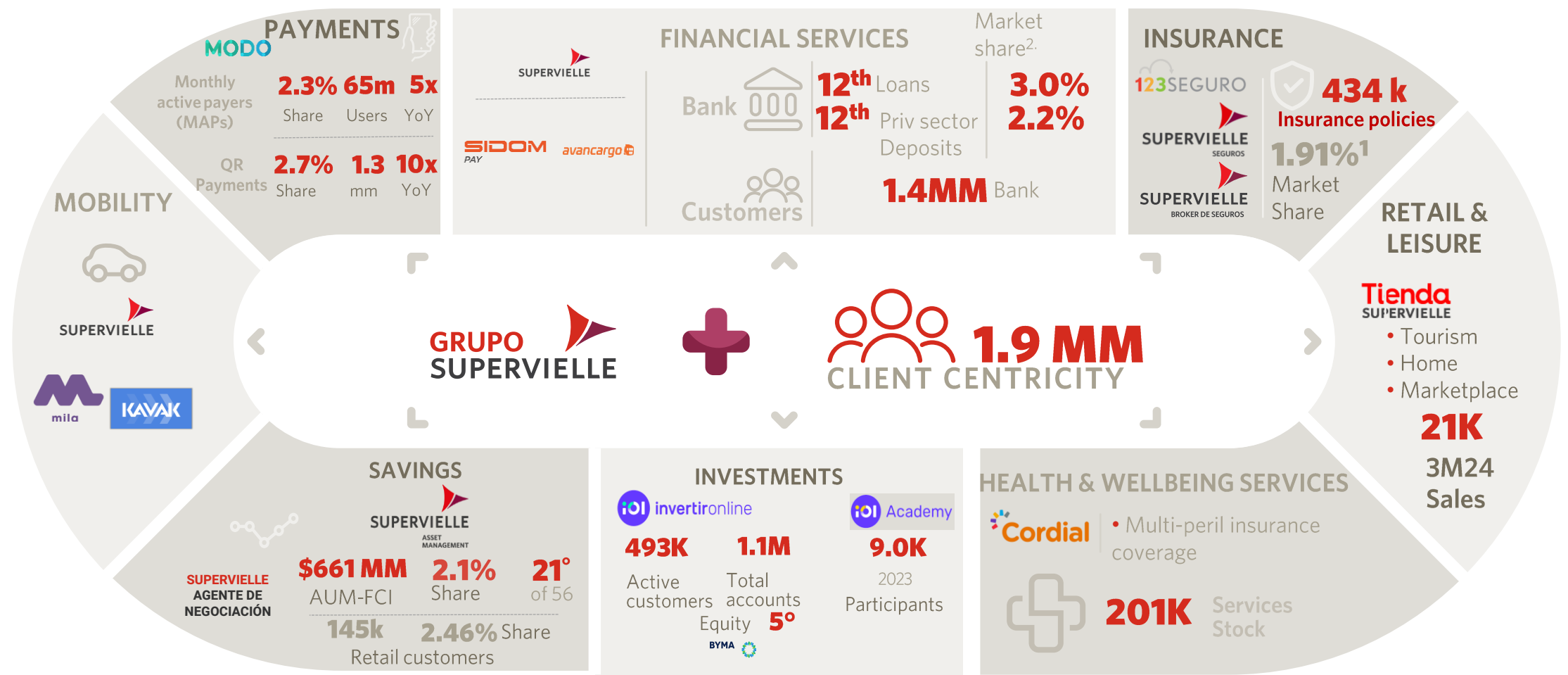
EXECUTED 2021 TO 2023

2023 AND BEYOND
Opportunity: Underpenetrated financial system
Supported by Normalized Macro and Regulation

BUILDING AN ECOSYSTEM FOCUSED ON OUR CUSTOMERS' EVERYDAY BANKING AND WELLNESS

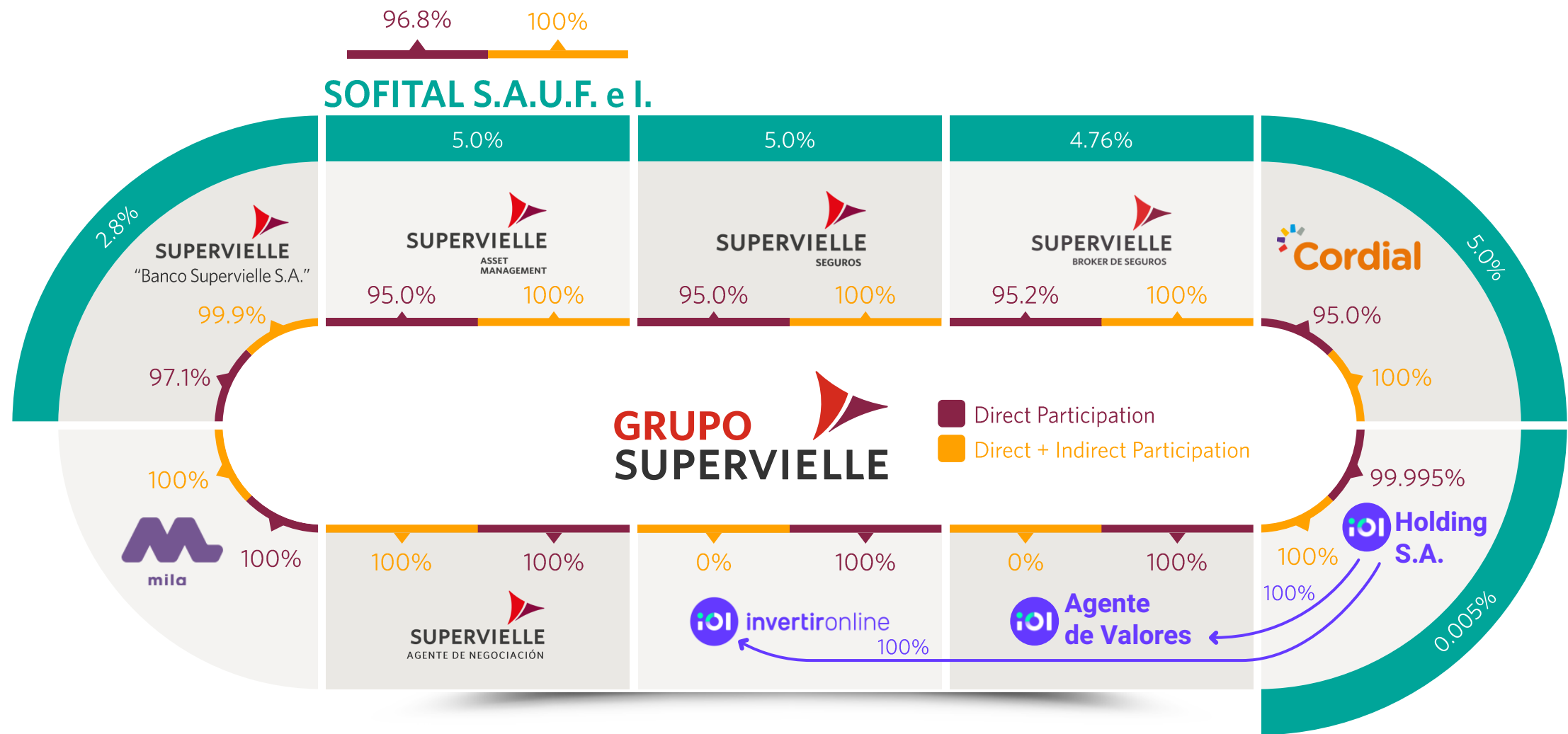


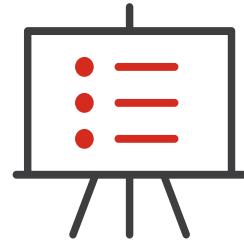
Connected with third parties through APIsx



Information as of December 23
1. Last twelve months as of June 23
2. Central Bank information. File: Fin 2024 and Dep 2024

Our Subsidiaries





1Q24 Results

*SUPV Earnings conference call presentation
May 23, 2024*

1Q24 Highlights: Delivered strong profitability, share gains, healthy asset quality, and robust capitalization to drive growth



1Q-2024 performance



- Record-high ROE of 34% in real terms, with Net Income of Ps.47 billion
- \$ Loans share +50 bps



- Asset & liability management drive NIM at an unusually high 62%, further supported by high spreads



- P&A Expenses down 15% QoQ, and flat YoY
- Efficiency ratio improved to 34% on high margin



- Historic low NPL of 1.1%
- Coverage ratio increased to 264%
- Robust Tier 1 Capital at 25% and well-positioned to gain share



1Q-2024 Business Highlights



> Retail

- Digital customers increased to 64% of total
- Retail customers investing in 24/7 (Inversión rápida) +28% QoQ



> Corporate

- Loan book +9% QoQ in real terms
- Developing products aimed at export oriented value chains



> IOL

- Active customers +9k QoQ
- Transactions +7% QoQ & 3x YoY
- Launched IOL Crypto
- 20% of total fee income



> Efficiency

- Bank branches: 136 (-12% YoY)
- Headcount: -4% YoY



IMPROVED
NPS



During
2023



Sustained
since 2022

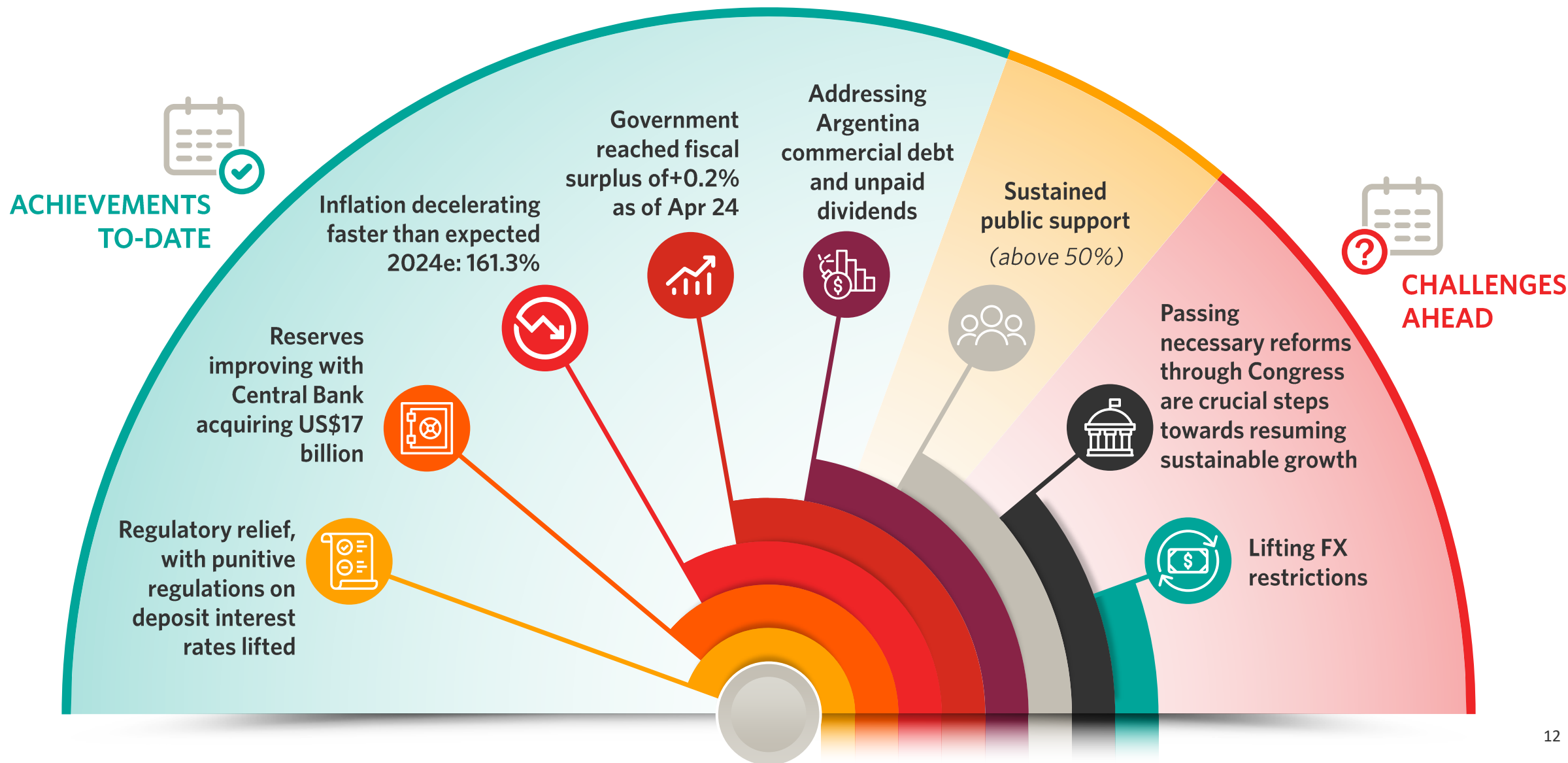


GOLD AWARD
for financial innovators
"Supervielle Virtual Hub"

FA.
FINTECH
AMERICAS



Looking Ahead: Government committed to achieve fiscal surplus and introduce bold structural reforms

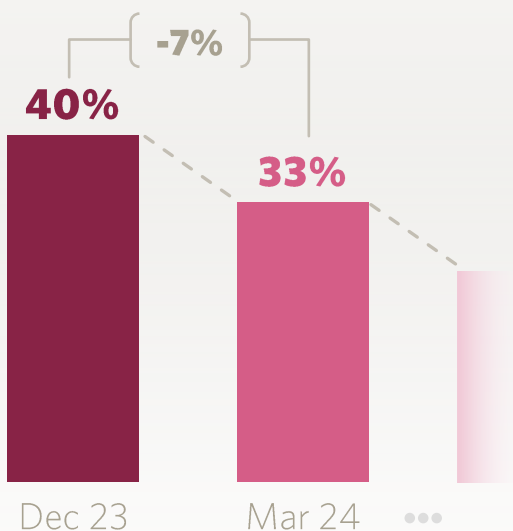


Gradual shift towards private-sector loans while reducing holdings in Central Bank Securities as macro improves and loan demand rebounds

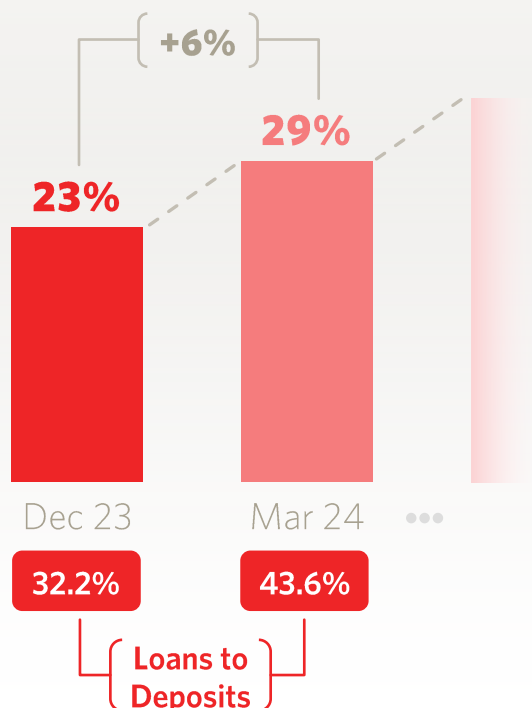


Shift from Central Bank to Loan portfolio
[% of Assets]

Central Bank Repos



Loans



Looking Forward

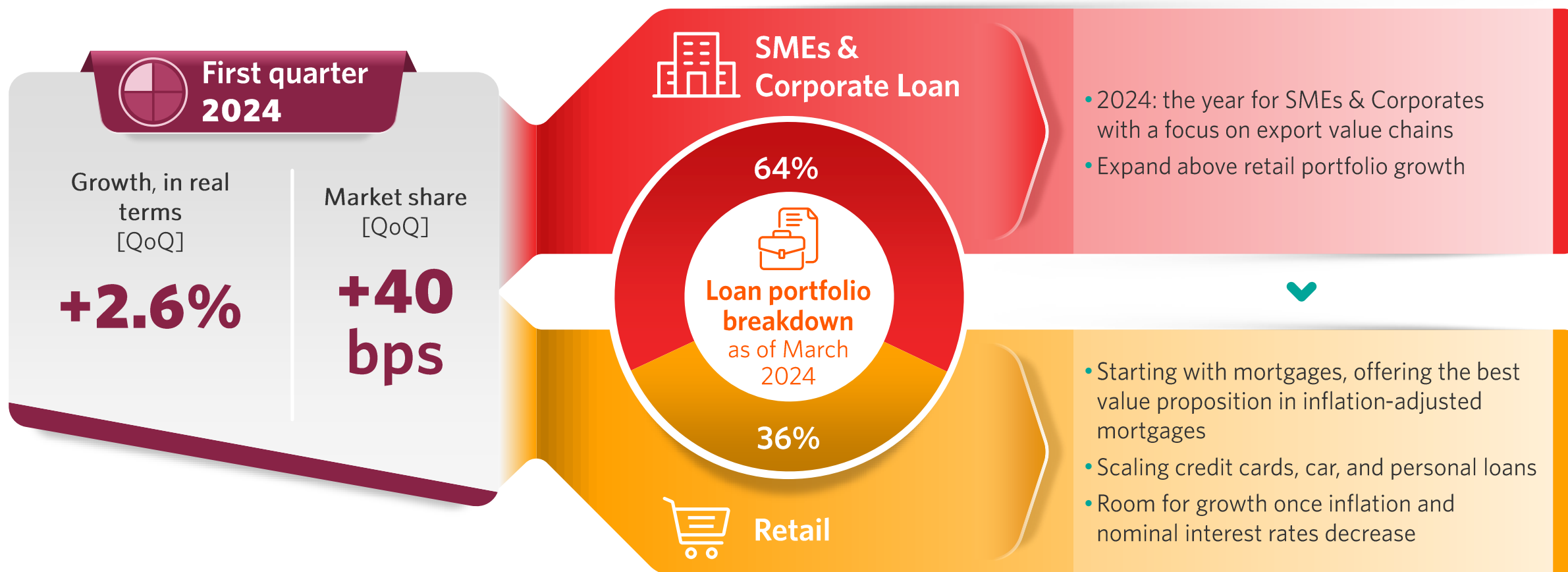
- Persistent trend after March
- Higher loan volumes with NIM converging to historic levels for the Argentine financial system

Expanding market share with a focus on SMEs & Corporate loans



Portfolio

Looking Forward



1Q24: Delivered 34% ROE in real terms; high NIM and lower expenses

1Q24 EARNINGS

KEY MESSAGE

- Higher yield and volume on investment portfolio and lower cost of funds

- Impact from inflation on higher net monetary assets

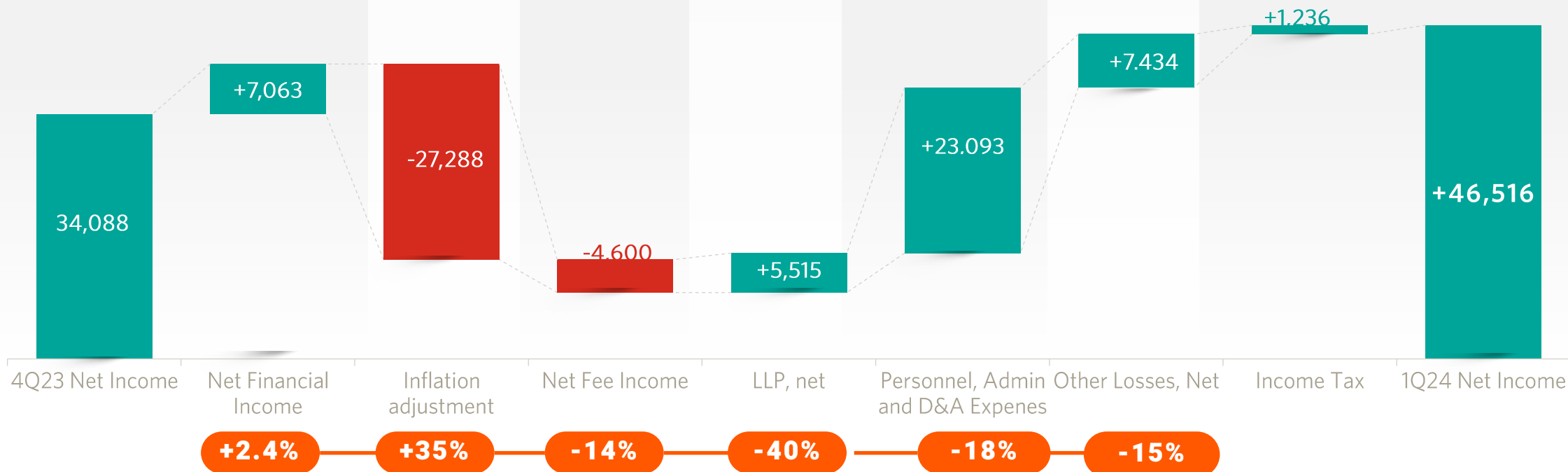
- Fee contraction due to lag in repricing with 52% inflation in 1Q, also affecting commissions in dollars

- Reflects higher share of commercial loans. 4Q23 included update on ECL models

- Driven by seasonality and structural cost efficiencies

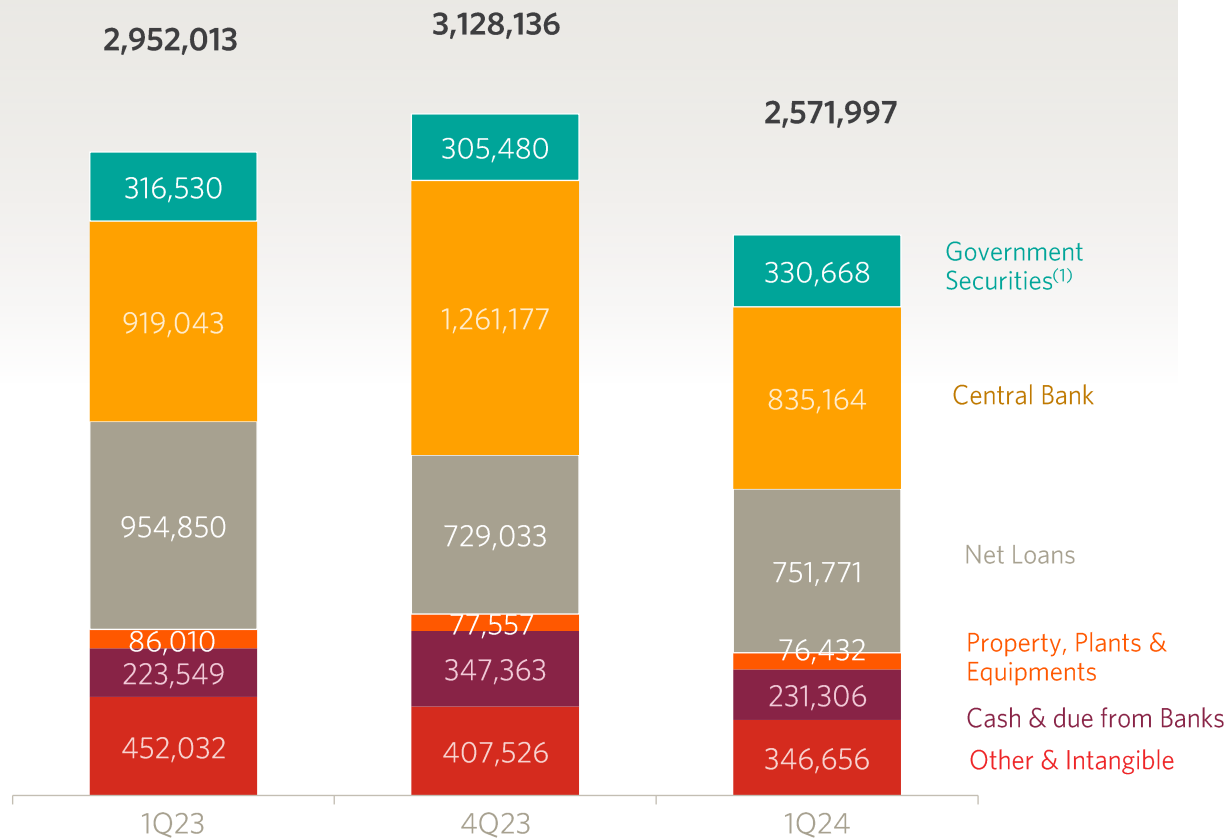
- 4Q23 impacted by valuation of real estate to market value and higher provisions for strategic initiatives.

- Lower effective tax rate



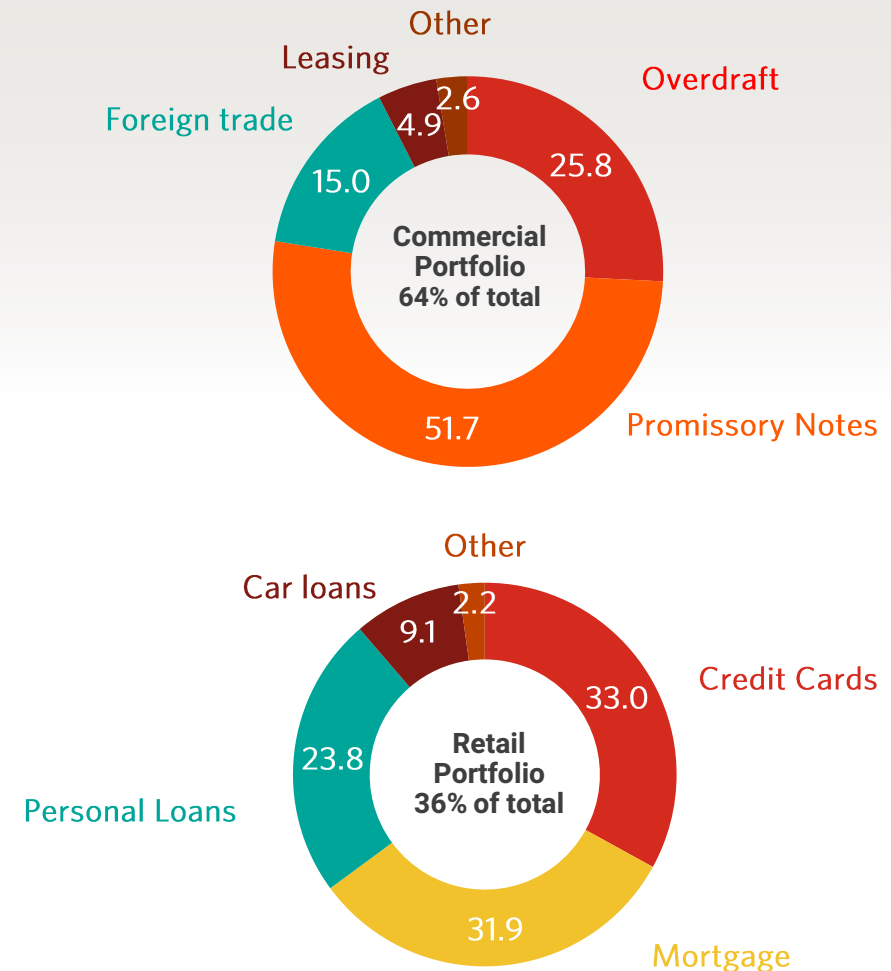
Diversifying asset portfolio, gradually shifting towards a larger share of private-sector loans while reducing large holdings of Central Bank Securities

Assets Evolution
[AR\$ Mill.]



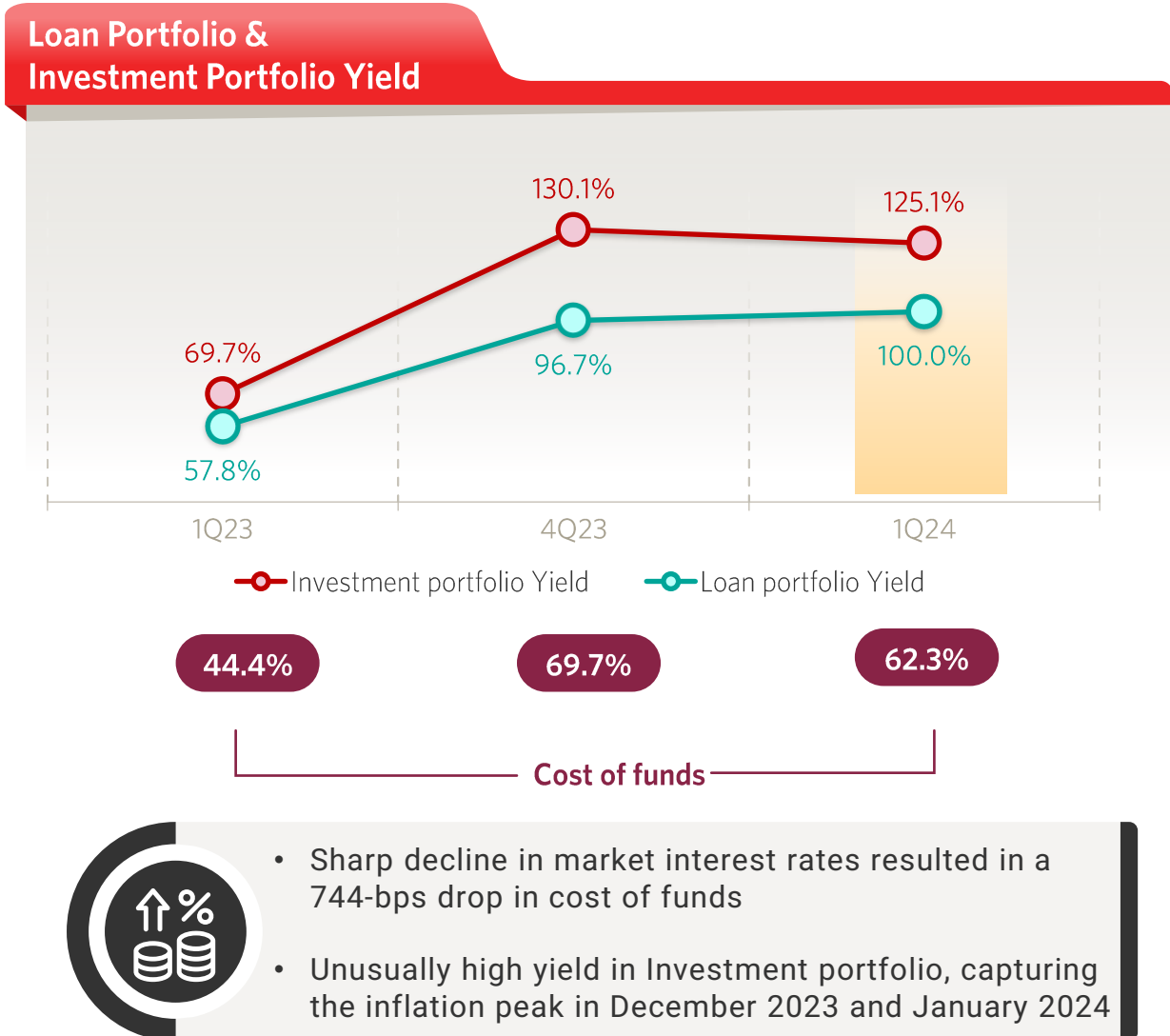
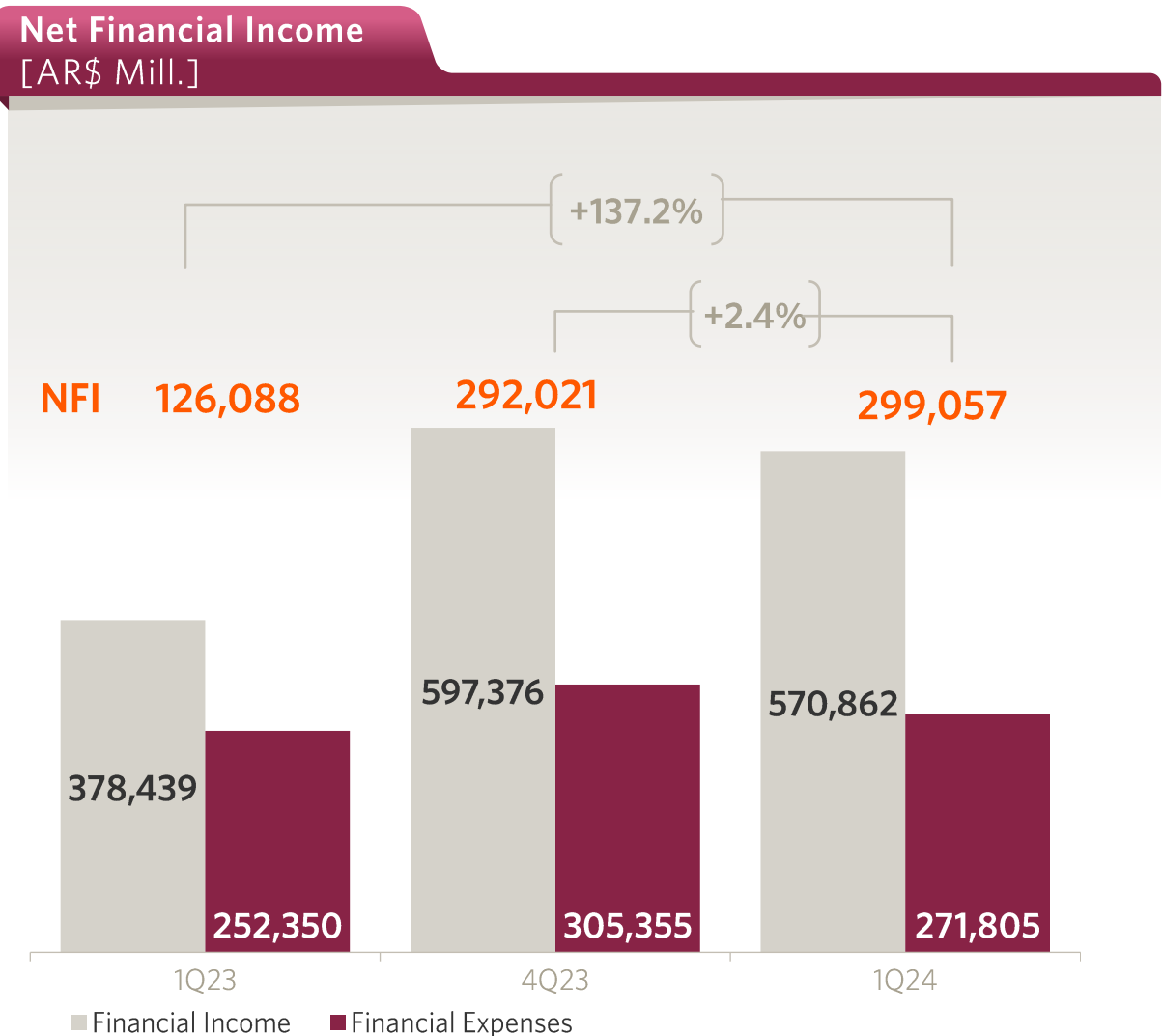
1) Figures do not include AR\$ 25.0 billion, AR\$ 8.4 billion, and AR\$ 10.6 billion of Government Securities in Guarantee in 1Q24, 4Q23 and 1Q23 respectively.

Loan portfolio breakdown
[%]



Figures do not include off-balance sheet guarantees

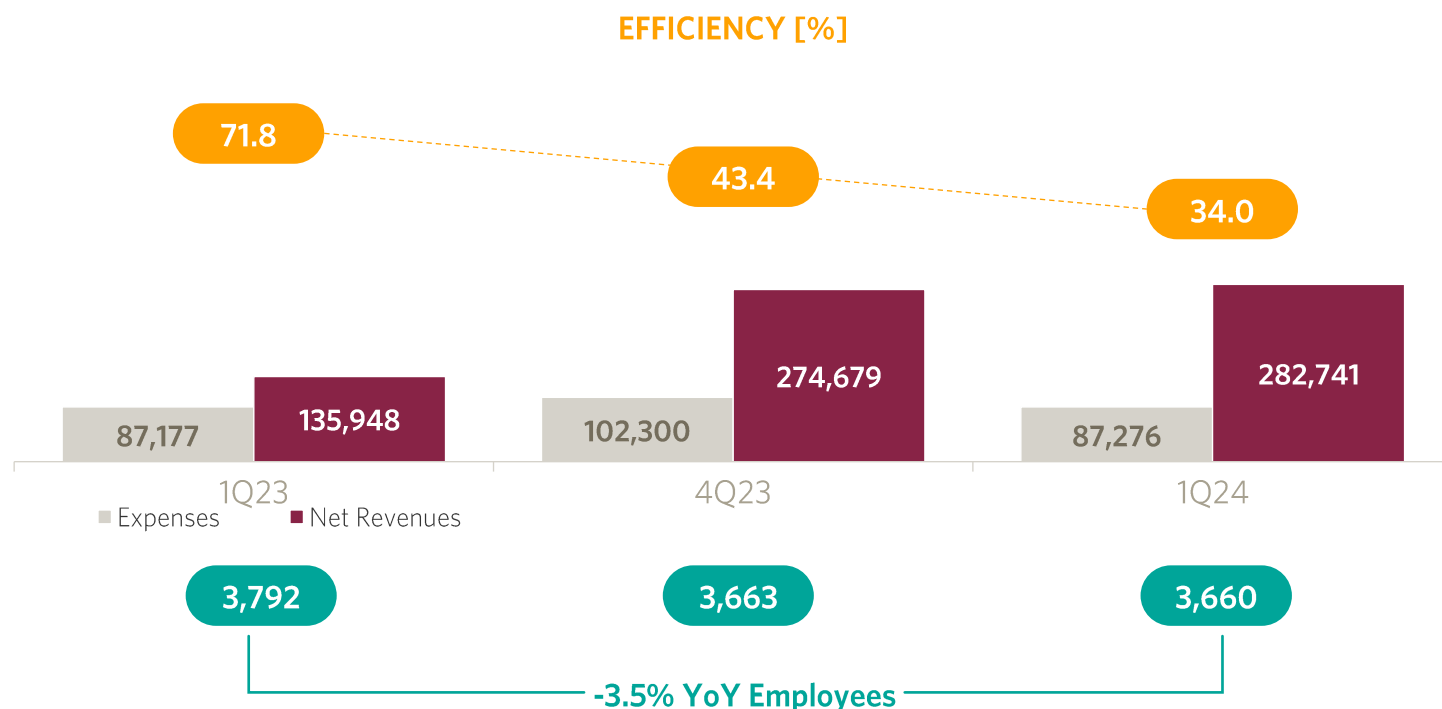
NIM remained at unusually high level on AR bonds gains. Lower cost of funds due to lifting of floors on interest rates on time deposits.



Efficiency ratio improves further to 34% in 1Q24, supported by robust NIM and successful strategy execution

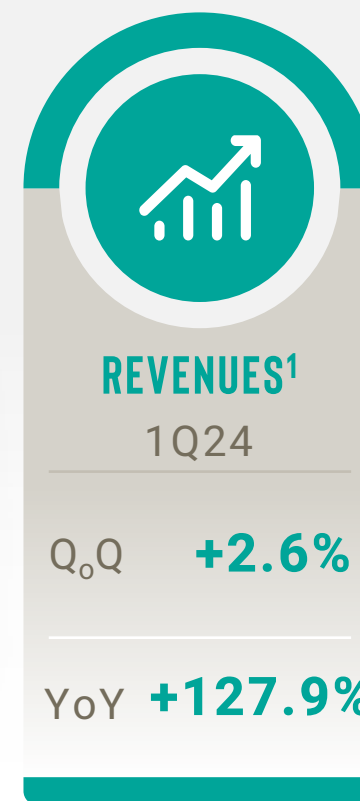
1Q 2024 EARNINGS

Net Revenues, Expenses & Efficiency Ratio [AR\$ Mill.]



Net Revenues: Net Financial Income + Net Service Fee Income + Other net operating income (losses)

Expenses: Personnel + Administrative Expenses + D&A



1) Revenues: Net Financial Income + Net Service Fee Income, net of turnover tax.

2) Personnel + Administrative Expenses

Robust Capitalization with the Tier 1 Ratio at 25% supports loan expansion

1Q 2024 EARNINGS

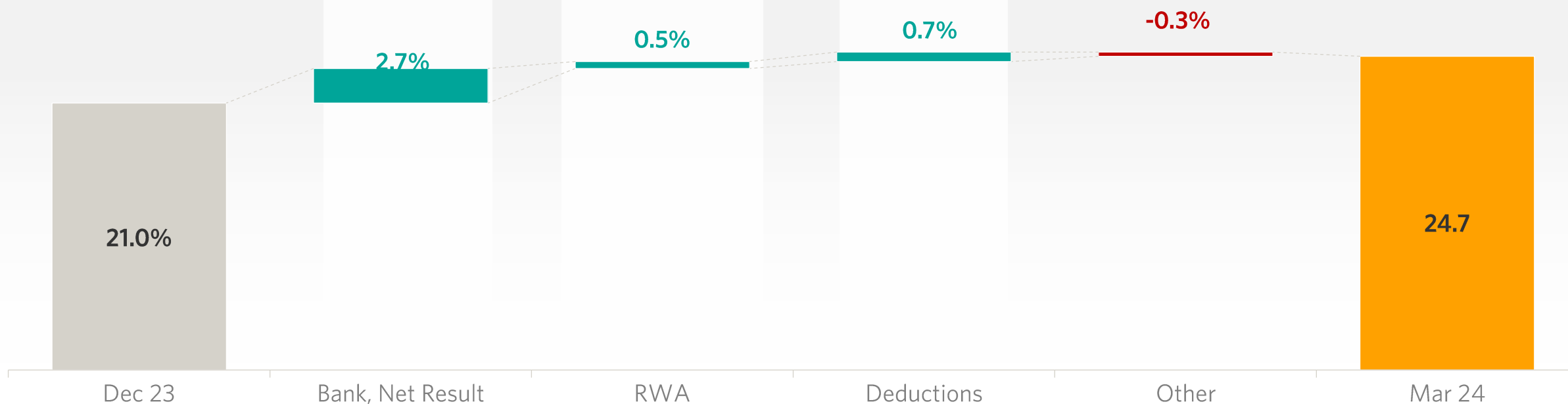
TIER1 KEY MESSAGE

- Profit capitalization

- RWA growth below inflation in the quarter

- Lower balance of tax loss carryforwards

- Lower expected losses add back to capital



2024 Perspectives: Sharp decline in inflation expected to ignite credit demand

PERSPECTIVES



Loans

- Peso Loans anticipated to grow above inflation. Recovery expected to begin in 2Q24 as inflation eases



Deposits

- Peso Deposits increasing slightly above inflation
- US\$ Deposits up in original currency while peso devaluation is expected to lag inflation



Asset Quality

- NPL ratio anticipated to remain at low levels in 2024. Then converge to levels of higher demand for credit
- Anticipate net COR to remain at 2023 level or higher, contingent on credit demand, activity level and inflation



NIM

- NIM anticipated to remain at high levels with a decreasing trend as inflation recedes and negative interest remain negative



Fee Income

- Bulk of bank fees to individuals expected to reprice in line with inflation
- Dollar denominated fees anticipated to grow below inflation when translated to Pesos



Operating Expenses

- Expenses in 2024 likely to grow in line with inflation, as certain costs that adjust with lagging inflation are offset by efficiencies in headcount and branches



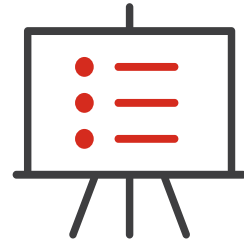
ROAE

- Anticipate a more challenging 2Q as negative interest rates remain. For 2H expect ROE to benefit from lower inflation and loan growth
- 2024 ROAE expected at approximately 15%,



Capital & liquidity

- Strong capital levels that support long-term sustainability. Capital 100% hedged against inflation
- Tier 1 Capital expected to range between 20% to 25% at year-end 2024



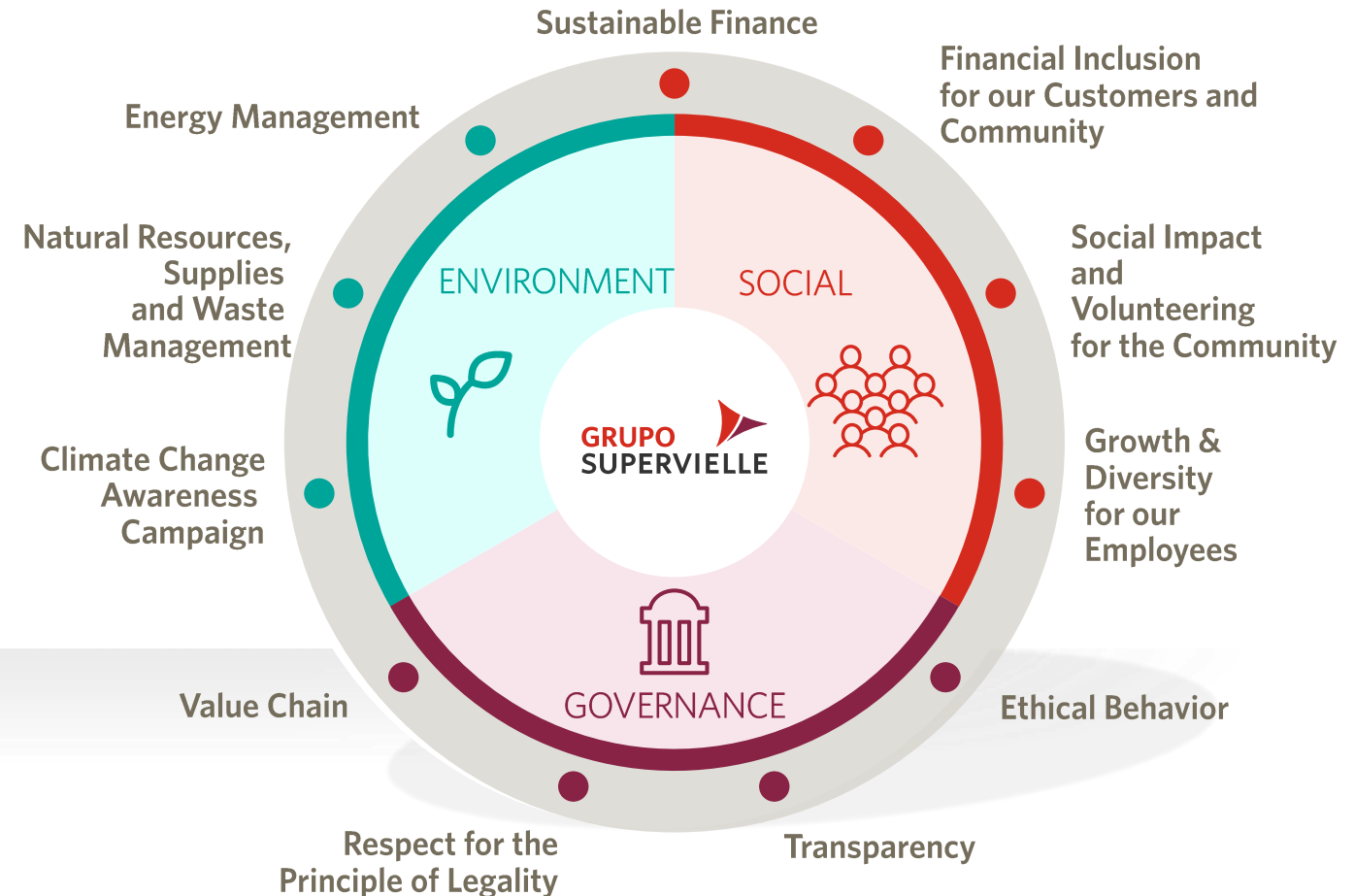
ESG Commitment & Goals

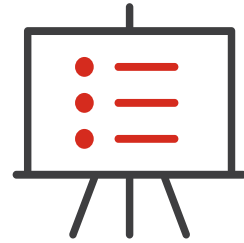
ESG Strategy & Sustainable Growth

OUR COMMITMENTS

- Sustainable growth—protection of the environment and pursuance of our business strategy in a socially responsible manner
- Good governance practices, diversity and inclusion are key factors
- Integration of ESG strategy into business model
- Open and transparent report of our non-financial performance.
- **HOW** not just **WHAT** matters in the business value creation process
- We recognize the materiality of Non Financial Information for our investors

OUR FOCUS AREAS

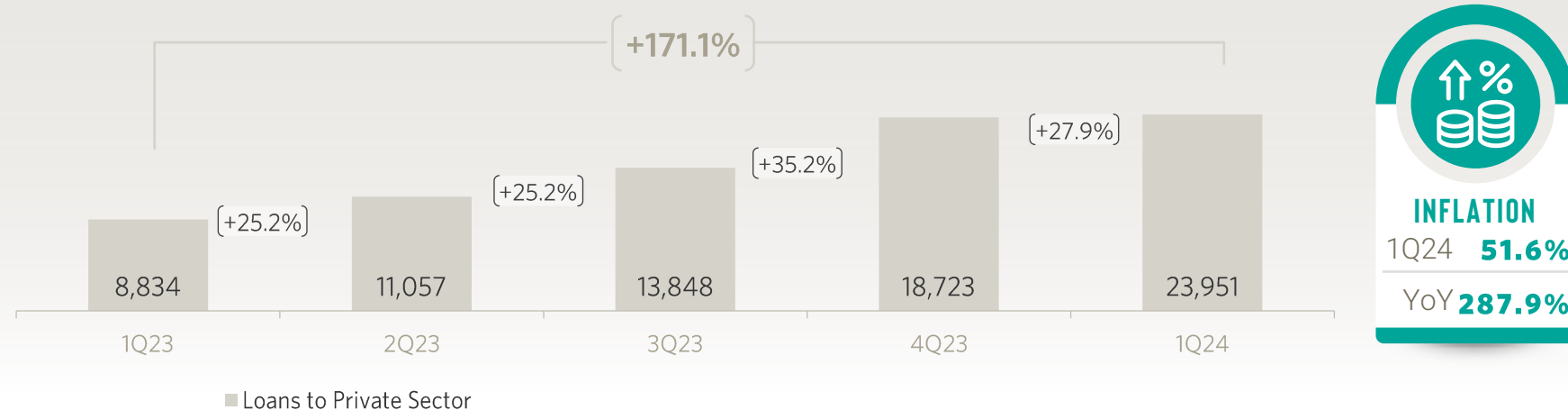




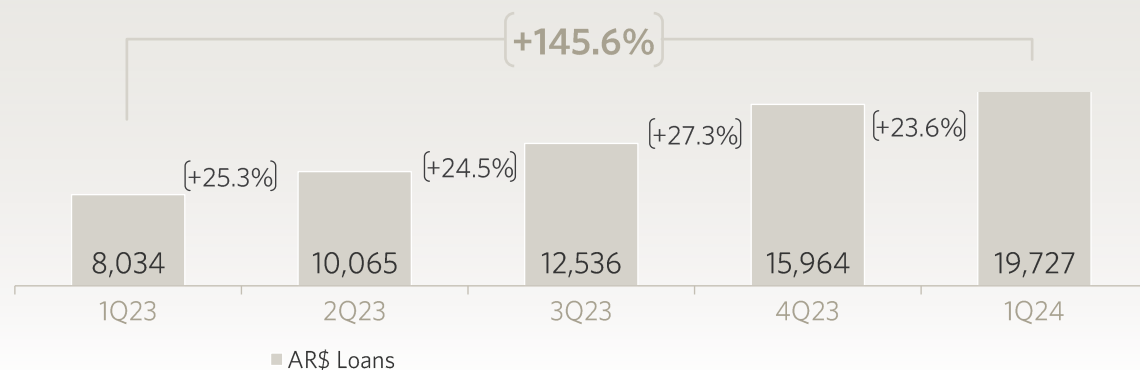
Industry Outlook

Financial Sector Loans continue to grow below inflation

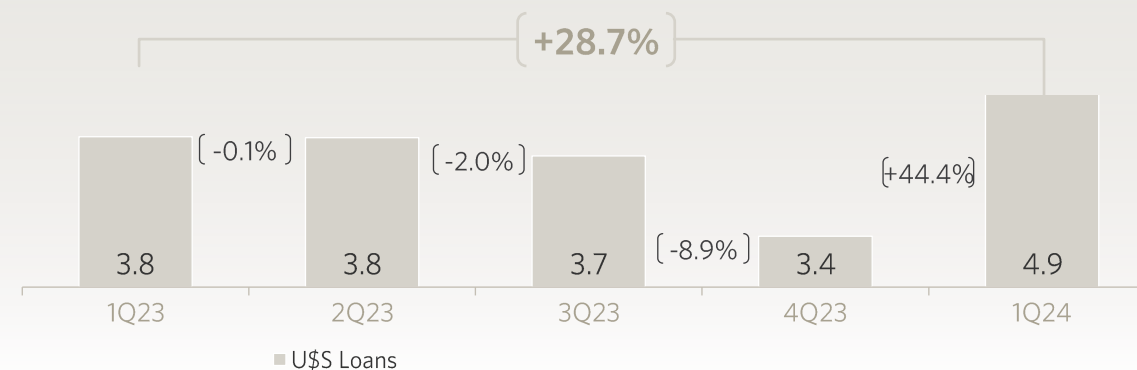
Loans to Private Sector [AR\$ Bill. in Nominal terms]



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

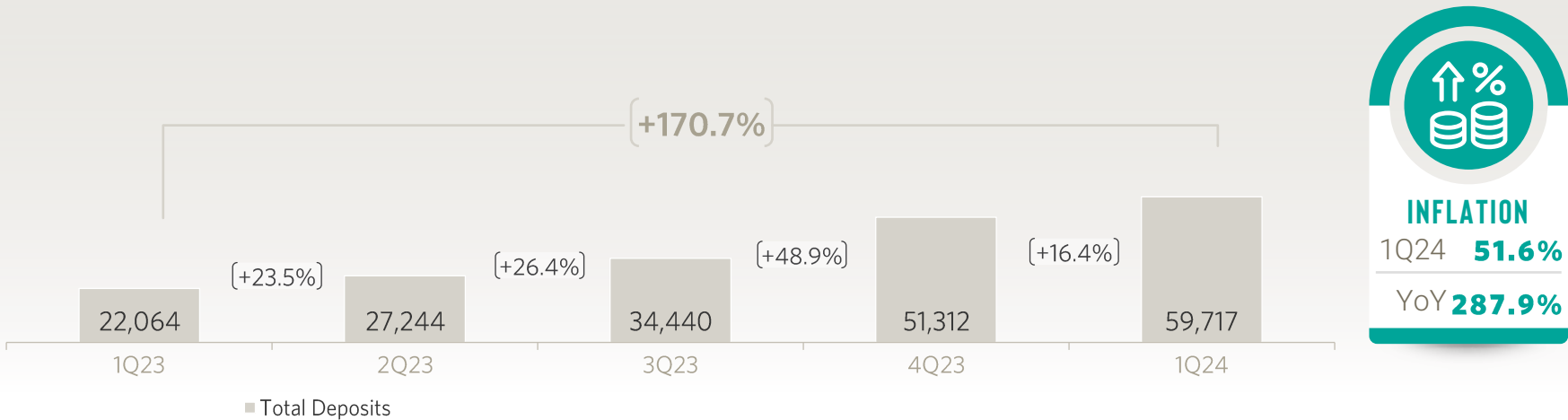


U\$S Loans [in US\$ Bn.]

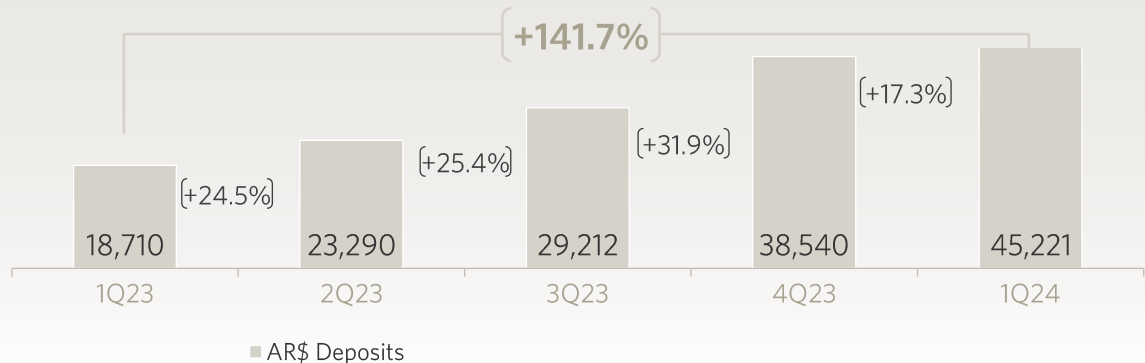


Financial Sector AR\$ Deposits grew below inflation impacted by negative interest rates in real terms, tight monetary policy and Bopreal issuance

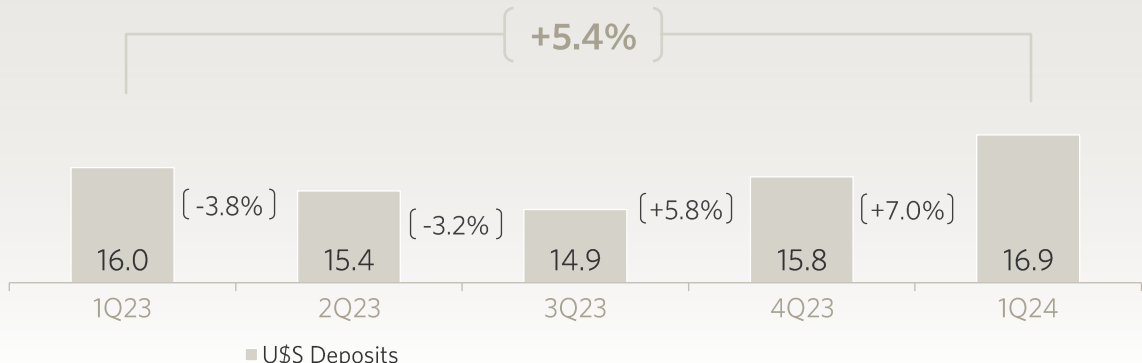
Private Sector Deposits [AR\$ Bill. in Nominal terms]

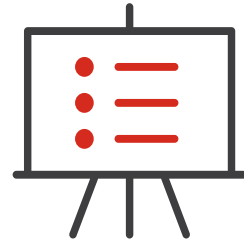


AR\$ Deposits [in AR\$ Bn. in Original Currency]



US\$ Deposits [in US\$ Bn.]



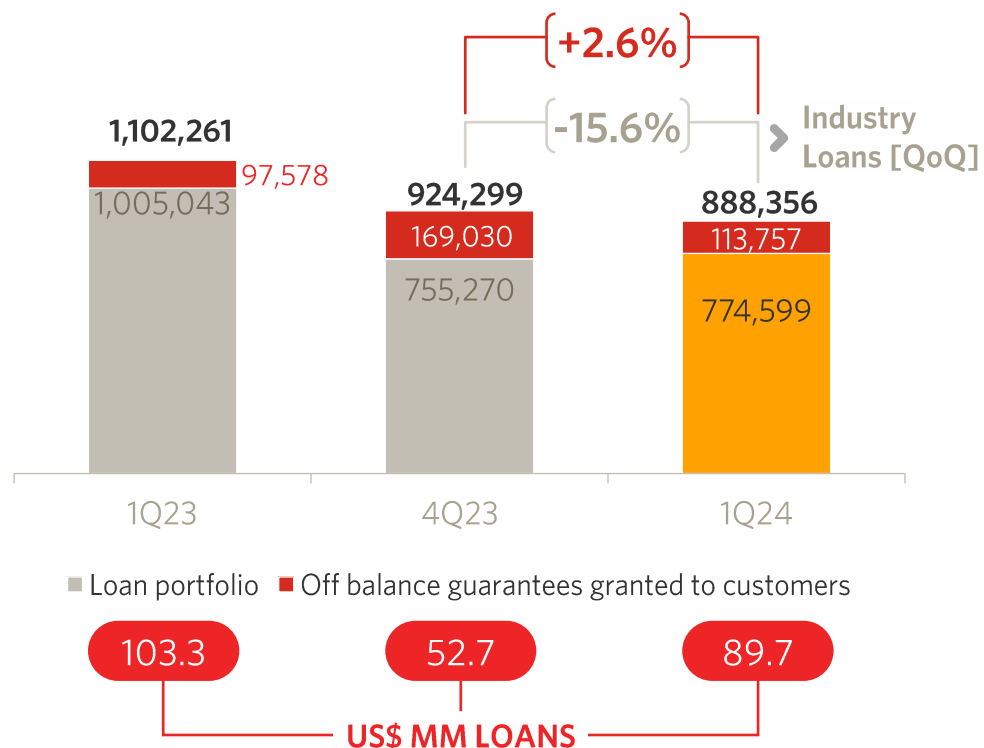


Annex I: 1Q24 Supplementary financial Information & ratios

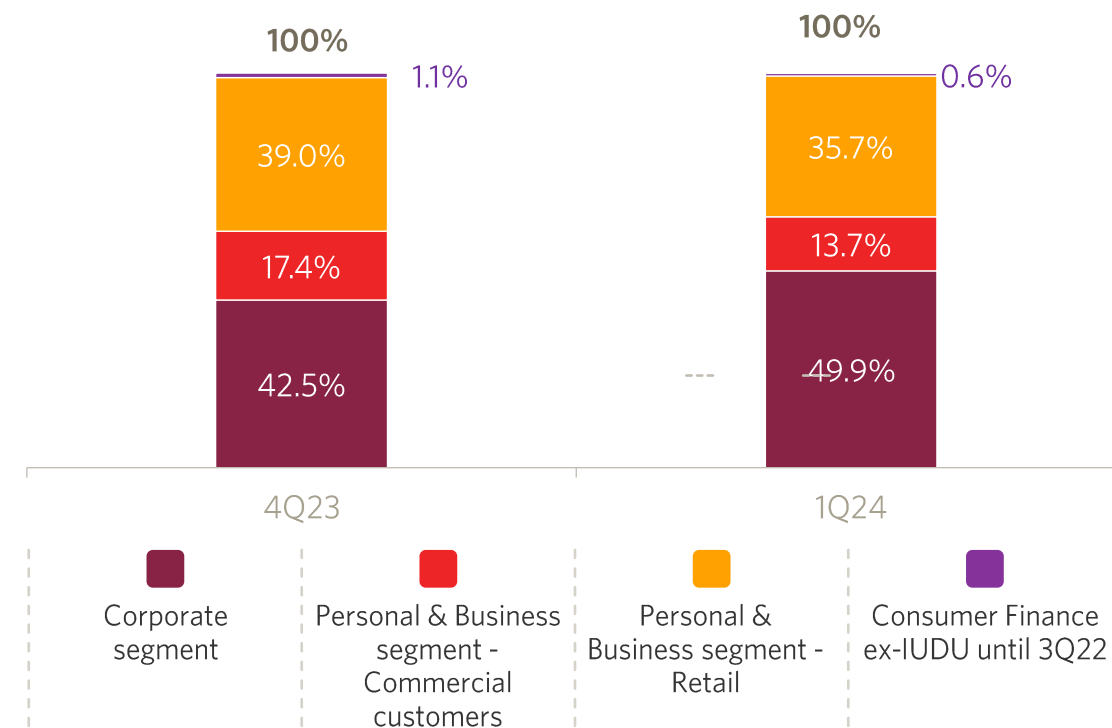
Loan growth outperforms industry QoQ regaining 60 bps in market share; Corporate loan origination accelerated at quarter-end

1Q 2024 EARNINGS

Total Lending [AR\$ Mill]¹⁾



Total Loan Breakdown [%]¹⁾



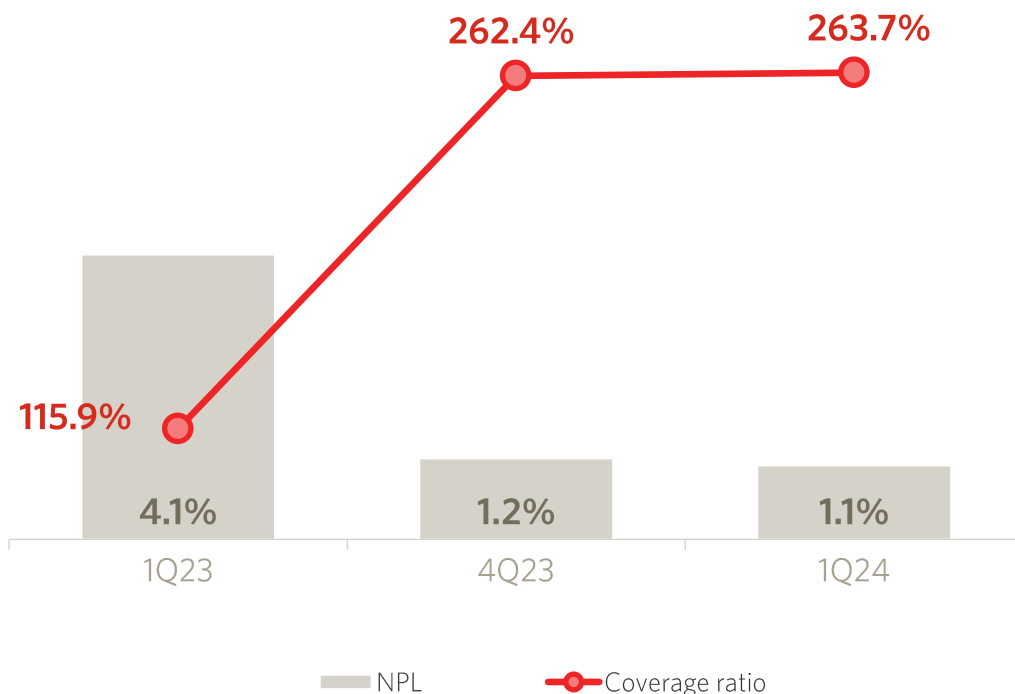
1) Includes loans and leases before allowances, and off-balance guarantees granted to corporate customers as guaranteed SMEs bonds, "Pagares Bursatiles" and foreign trade transactions

1) Commercial loan portfolio does not include off balance guarantees granted to customers.

NPL ratio reached a historic low of 1.1% reflecting mix-shift in loans and tight credit scoring in past quarters; Coverage ratio up to 264%

1Q 2024 EARNINGS

NPL & Coverage Ratio [%]



Note: NPL ratio includes guarantees granted to customers.

NPL Breakdown [%]

	2023		2024
	March	December	March
Total	4.1%	1.2%	1.1%
Corporate & SMEs	2.2%	0.3%	0.2%
Individual	5.3%	2.7%	2.5%
Consumer customers (ex IUDÚ)	24.4%	9.4%	10.7%



1Q24

- NPL sequential improvement reflects:
 - Loan growth
 - the sale of delinquent retail loans, mainly open market

Atomized and diversified loan portfolio well-positioned in export oriented industries including agribusiness, oil, gas & mining

Loans breakdown by industry

[%]

AR\$ Nominal Change QoQ	Business Sector	4Q23 Share	1Q24 Share
83,710	Families and individuals	31.3%	30.6%
14,457	Agribusiness	12.1%	9.8%
27,643	Utilities	6.4%	7.4%
16,690	Food & Beverages	7.8%	7.1%
5,541	Wine	4.7%	3.8%
15,845	Construction & Public works	2.6%	3.6%
16,800	Financial Services	1.8%	3.1%
3,237	IT & Communications	2.0%	2.9%
-135	Oil processing industry	1.6%	2.9%
5,486	Auto parts industry	3.2%	2.8%
5,359	Oil, Gas & Mining	2.1%	2.7%
5,936	Textile	2.0%	2.4%
7,309	Machinery & Equipments	2.2%	2.3%
5,338	Pharmaceutical	2.2%	2.1%
9,397	Chemicals and plastics	2.2%	2.1%
5,486	Transport	1.8%	1.8%
-884	Sugar Industry	2.3%	1.5%
6,524	Steel industry	0.9%	1.4%
1,425	Vehicle terminals	0.8%	1.2%
5,338	Health	1.2%	1.2%
48,624	Others	8.7%	7.4%

Other includes more than 20 sectors with less than 1% share each

Loan balance includes off balance sheet guarantees granted to customers

Collateralization

[Mar 24-%]



32%

Collateralized **Commercial** Loan Portfolio

37%

Collateralized **Non- Performing** Commercial Loans

Banco Supervielle Loans to Individuals

[%]



54%

Loans to payroll and pension clients/
total Loans to Individuals

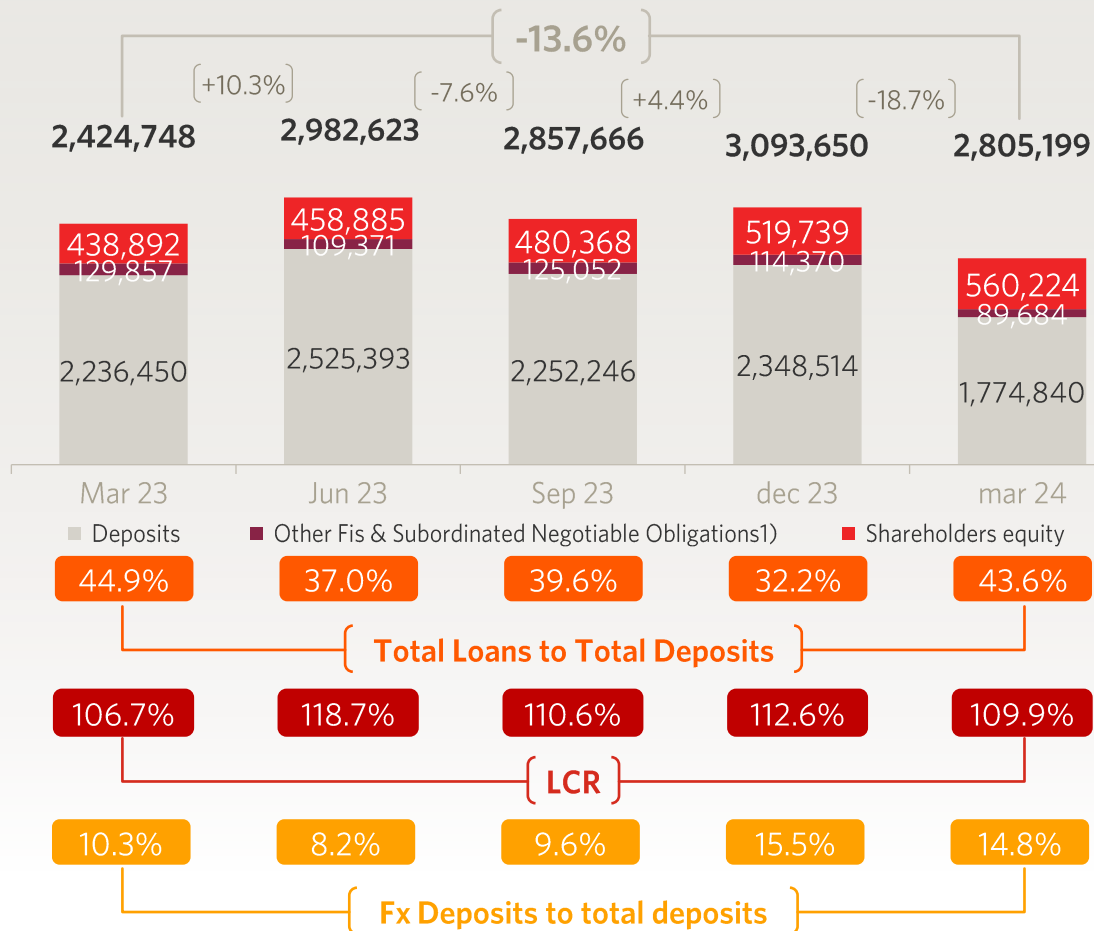
Other includes more than 20 sectors
with less than 1% share each



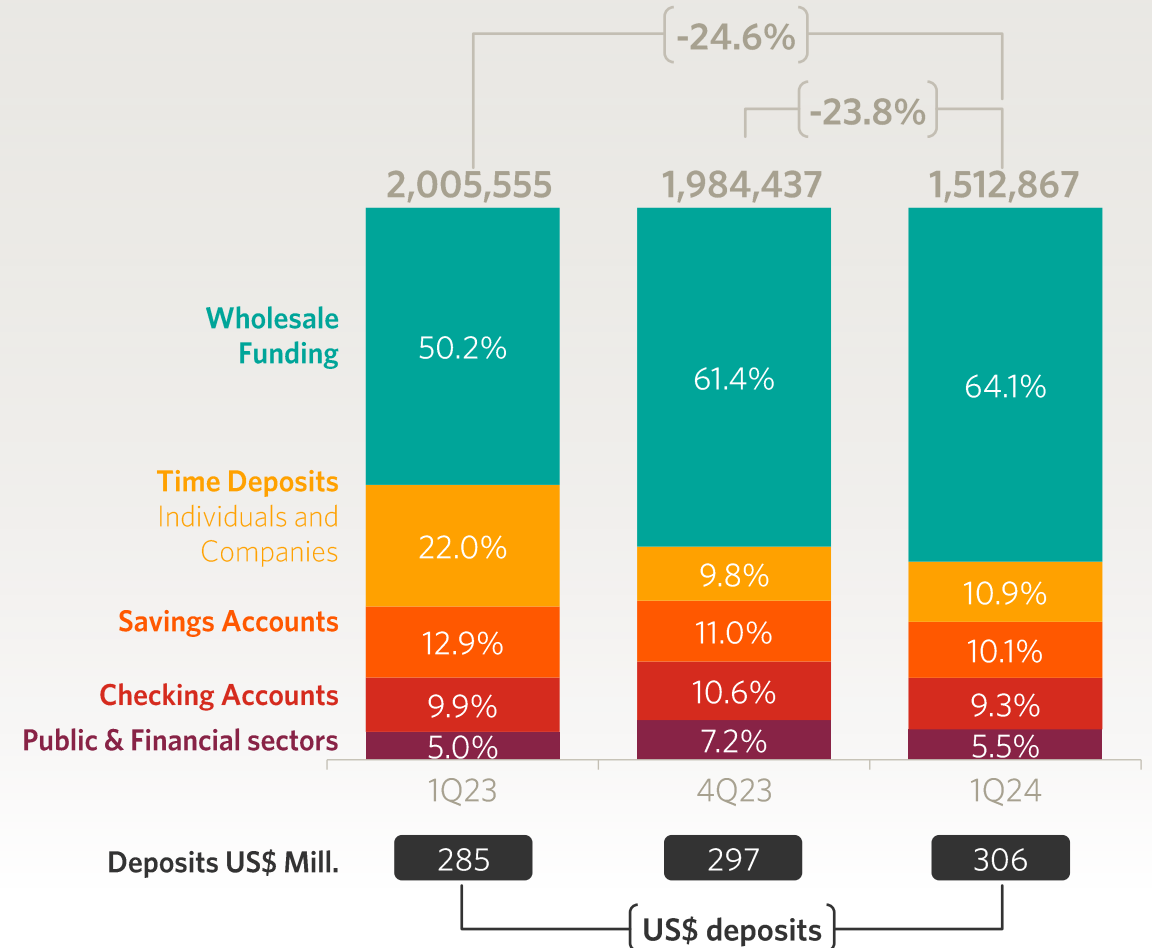
- Well Diversified Industry exposure
- Atomized loan portfolio (top 10 debtors represent 11%)

AR\$ deposits follow industry trend; impacted by negative interest rates in real terms and payment of Bopreal to address the importers' commercial debt

Funding Evolution [AR\$ Mill.]¹⁾



AR\$ Deposits Breakdown [%]

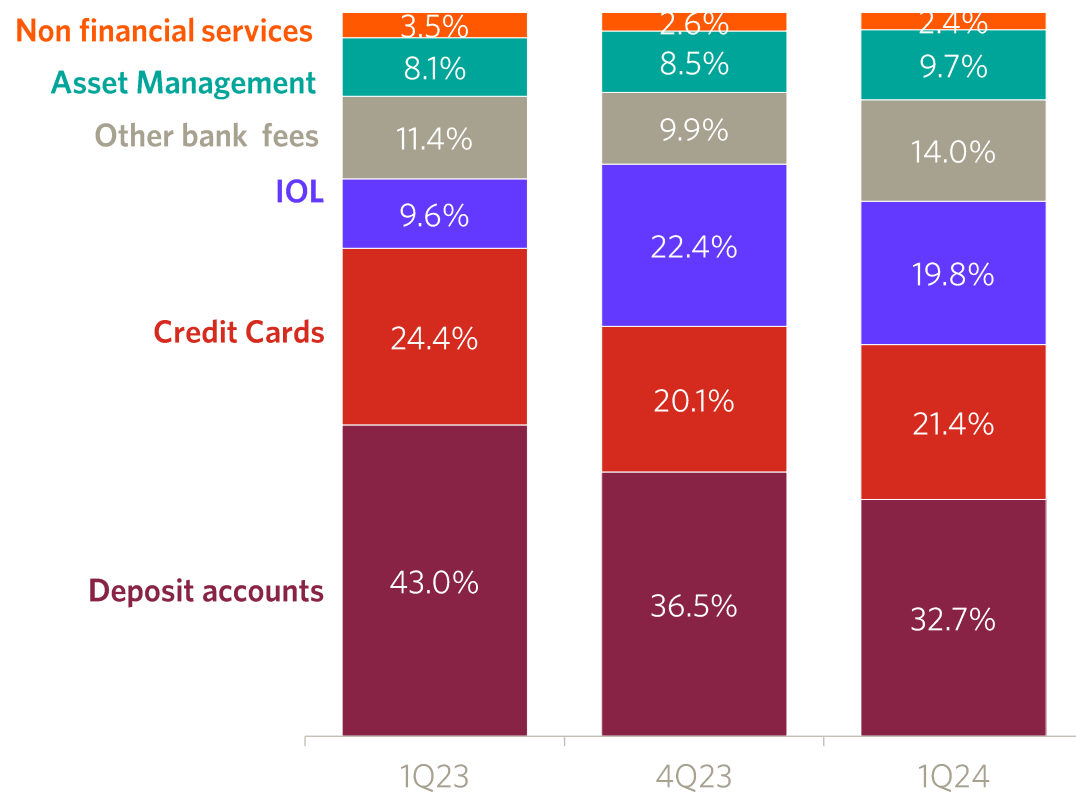


1) Includes: Repo Transactions, Financing received from Central Bank and others, Medium Term Notes and Subordinated Loan and Negotiable Obligations

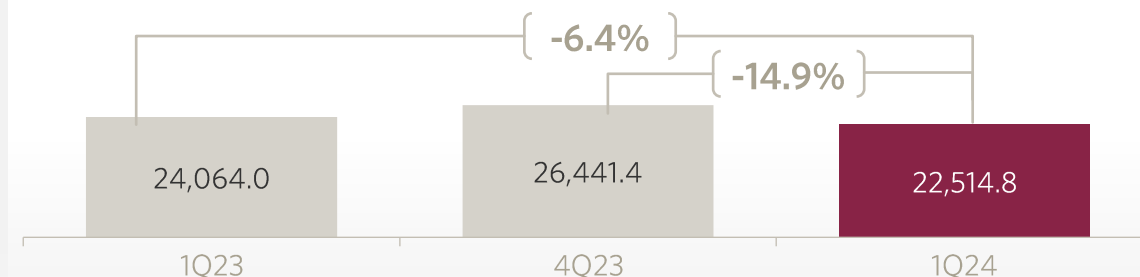
Fee income down 16% QoQ with 52% inflation

1Q 2024 EARNINGS

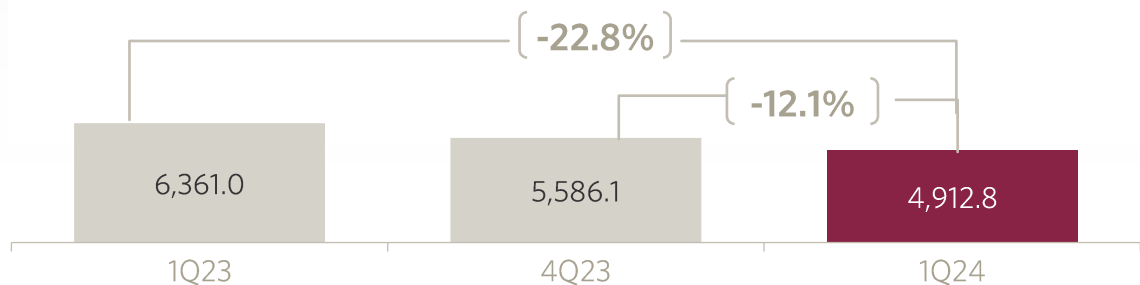
Fee Income breakdown ex insurance[%]



Net Service Fee Income ex insurance [AR\$ Mill.]



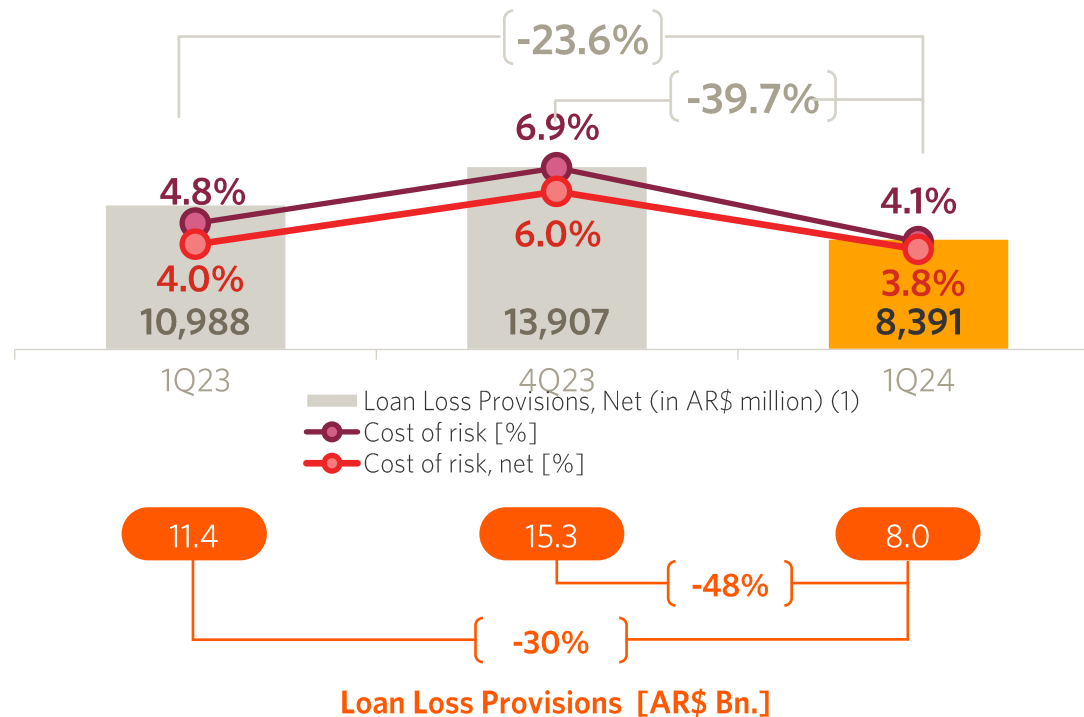
Income From Insurance Activities [AR\$ Mill.]



LLPs reflect healthier loan mix, the tightening in underwriting policies and a shift to commercial and payroll loans

1Q 2024 EARNINGS

Evolution of Loan Loss Provisions [AR\$ Mill. - %]



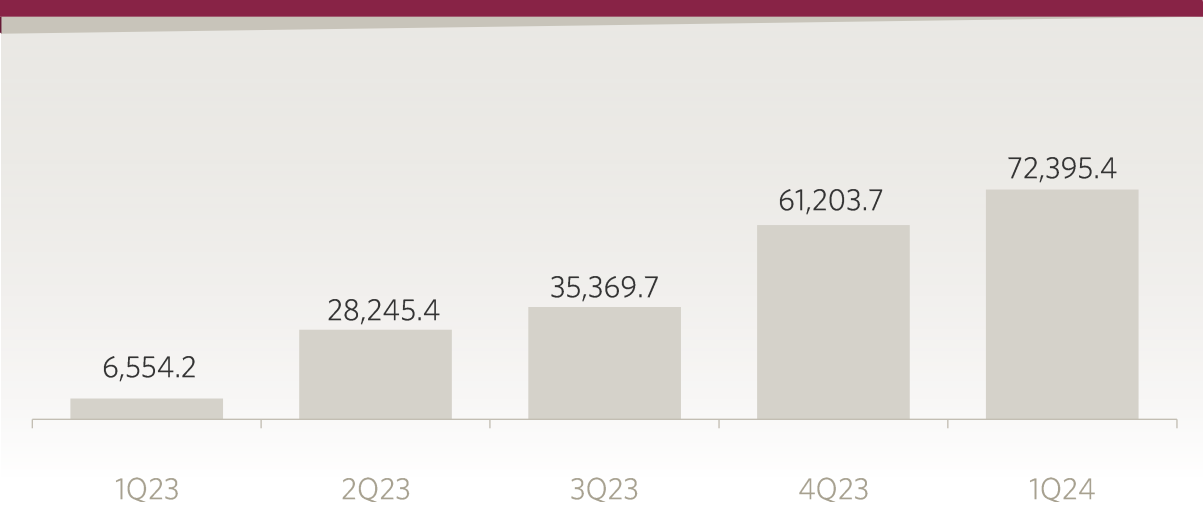
1Q24

- Higher LLPs in 4Q23 reflected the update of the forward-looking ECL model, to incorporate a more challenging macroeconomic context

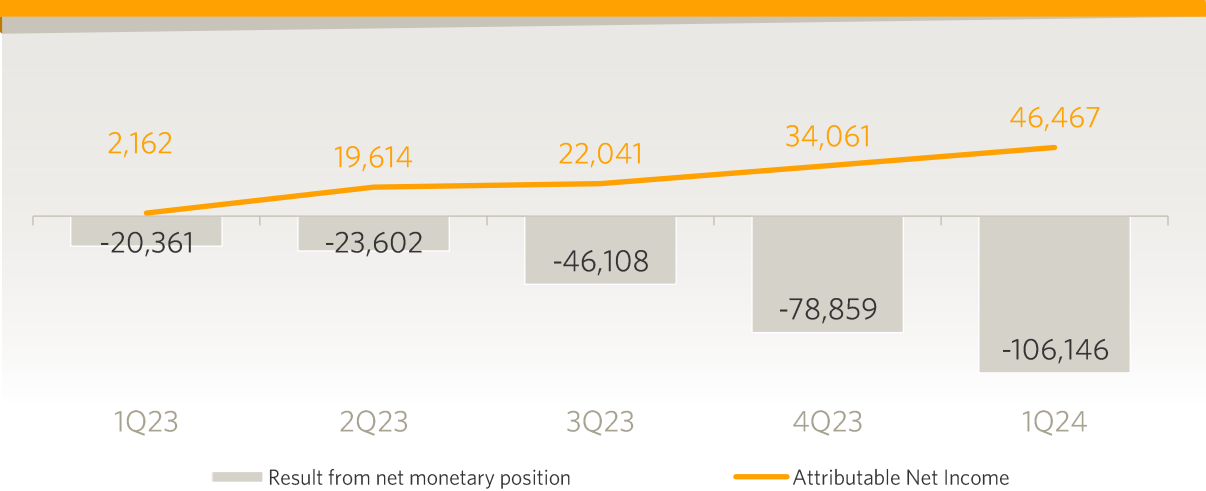
1) LLP, net: includes loan loss provisions net of recovered charged-off loans and reversed allowances

ROAE in real terms increased to 34% in 1Q24 driven by strong NIM, lower LLPs and sustained cost controls

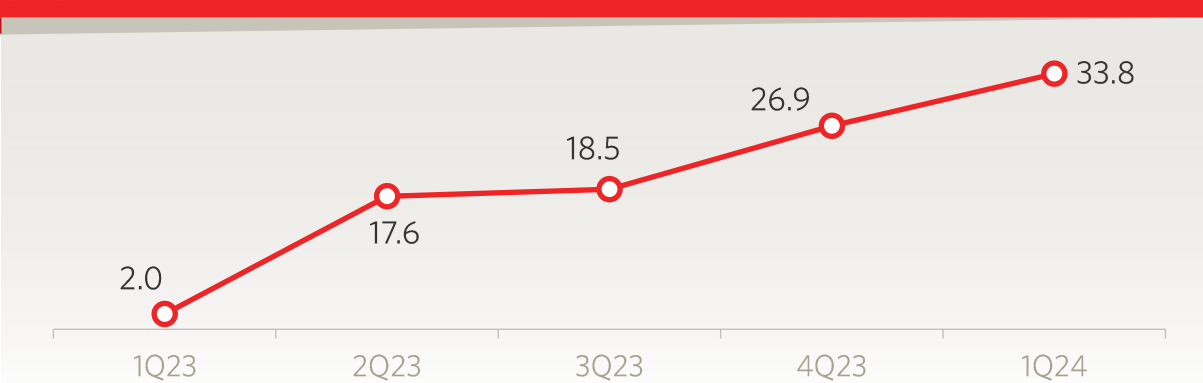
Profit Before Income Tax
[AR\$ Mill.]



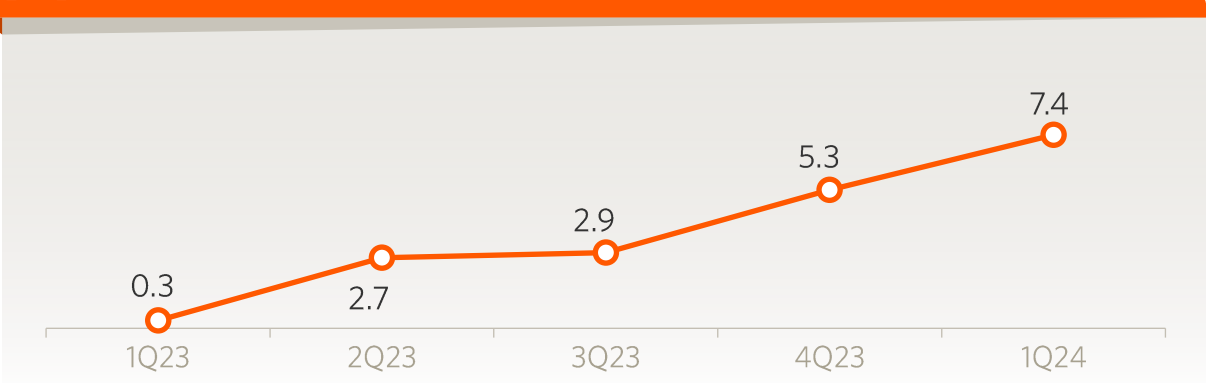
Attributable Net Income
[AR\$ Mill.]



ROAE
[%]



ROAA
[%]



Income Statement & Balance Sheet

In millions of Ps. stated in terms of the measuring unit current at the end of the reporting period

Income statement		1Q24	4Q23	3Q23	2Q23	1Q23	QoQ	YoY
	Net Interest Income	213,674	209,004	151,210	122,332	94,869	2.2%	125.2%
	NIFFI & Exchange Rate Differences	85,383	83,018	25,903	29,475	31,219	2.8%	173.5%
	Net Financial Income	299,058	292,021	177,113	151,807	126,089	2.4%	137.2%
	Net Service Fee Income ¹⁾	22,515	26,441	28,784	25,253	24,064	-14.9%	-6.4%
	Income from Insurance activities	4,913	5,586	5,106	4,795	6,361	-12.1%	-22.8%
	Inflation Adjustment	-106,146	-78,859	-46,108	-23,602	-20,361	34.6%	421.3%
	Loan Loss Provisions	-7,973	-15,298	-10,110	-11,107	-11,430	-47.9%	-30.2%
	Personnel & Administrative Expenses	-87,276	-102,300	-88,158	-93,587	-87,177	-14.7%	0.1%
	Profit before income tax	72,395	61,204	35,370	28,245	6,554	18.3%	
	Attributable Net income	46,467	34,061	22,041	19,614	2,162	36.4%	
	Comprehensive income	40,485	39,371	21,483	19,994	1,835	2.8%	

Balance sheet		1Q24	4Q23	3Q23	2Q23	1Q23	QoQ	YoY
	Total Assets	2,571,997	3,128,136	3,002,135	3,237,862	2,952,013	-17.8%	-12.9%
	Average Assets	2,528,230	2,561,237	3,031,096	2,916,031	3,006,025	-1.3%	-15.9%
	Total Loans & Leasing	774,599	755,270	891,479	934,392	1,005,043	2.6%	-22.9%
	Loans and financing & off balance guarantees	888,356	924,300	1,030,996	1,043,892	1,102,621	-3.9%	-19.4%
	Total Deposits	1,774,840	2,348,514	2,252,246	2,525,393	2,236,450	-24.4%	-20.6%
	Attributable Shareholders' Equity	560,224	519,739	480,368	458,885	438,892	7.8%	27.6%
	Average Attributable Shareholders' Equity	549,109	506,031	476,838	445,614	438,565	8.5%	25.2%

¹⁾ Excluding income from insurance activities

Key Indicators

Profitability & efficiency

	1Q24	4Q23	3Q23	2Q23	1Q23
ROAE	33.8%	26.9%	18.5%	17.6%	2.0%
ROAA	7.4%	5.3%	2.9%	2.7%	0.3%
Net Interest Margin (NIM)	61.9%	62.2%	29.2%	26.6%	21.9%
Net Fee Income Ratio	8.4%	9.9%	16.1%	16.5%	19.4%
Cost / Assets	15.2%	18.6%	13.0%	14.4%	13.0%
Efficiency Ratio	34.0%	43.4%	51.7%	62.5%	71.8%

Liquidity & capital

	1Q24	4Q23	3Q23	2Q23	1Q23
Total Loans to Total Deposits	43.6%	32.2%	39.6%	37.0%	44.9%
AR\$ Loans to AR\$ Deposits	46.1%	34.8%	41.0%	37.3%	45.9%
US\$ Loans to US\$ Deposits	29.3%	17.8%	25.8%	33.1%	36.3%
Liquidity Coverage Ratio (LCR)	109.9%	112.6%	110.6%	118.7%	106.7%
Total Equity / Total Assets	21.8%	16.6%	16.0%	14.2%	14.9%
Capital / Risk weighted assets	24.7%	16.9%	16.2%	16.2%	15.2%
Tier1 Capital / Risk weighted assets	24.7%	21.0%	16.9%	15.7%	14.7%
Risk Weighted Assets / Total Assets	61.0%	51.3%	56.6%	52.7%	60.5%

Asset quality

	1Q24	4Q23	3Q23	2Q23	1Q23
NPL Ratio	1.1%	1.2%	1.7%	2.5%	4.1%
Allowances as a % of Total Loans	2.8%	3.1%	3.1%	3.7%	4.8%
Coverage Ratio	263.7%	262.4%	182.8%	147.9%	115.9%
Cost of Risk	4.1%	6.9%	4.5%	4.3%	4.8%
Cost of Risk, net	3.8%	6.0%	4.1%	3.2%	4.0%

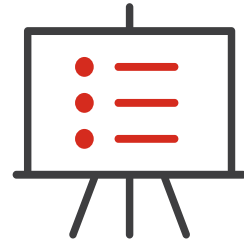
Key Indicators

Macro data

	1Q24	4Q23	3Q23	2Q23	1Q23
Retail Price Index (%)	51.6%	53.3%	34.8%	23.8%	21.7%
Avg. Retail Price Index (%)	287.9%	211.4%	138.3%	115.6%	104.3%
UVA (var)	69.6%	37.2%	23.9%	25.0%	17.8%
Pesos/US\$ Exchange Rate	857.42	808.48	350.01	256.68	208.99
Badlar Interest Rate (eop)	70.9%	109.6%	113.9%	92.3%	72.4%
Badlar Interest Rate (avg)	101.6%	124.3%	103.5%	86.0%	70.1%
Monetary Policy Rate (eop)	80.0%	100.0%	118.0%	97.0%	78.0%
Monetary Policy Rate (avg)	96.0%	125.8%	108.2%	90.9%	75.5%

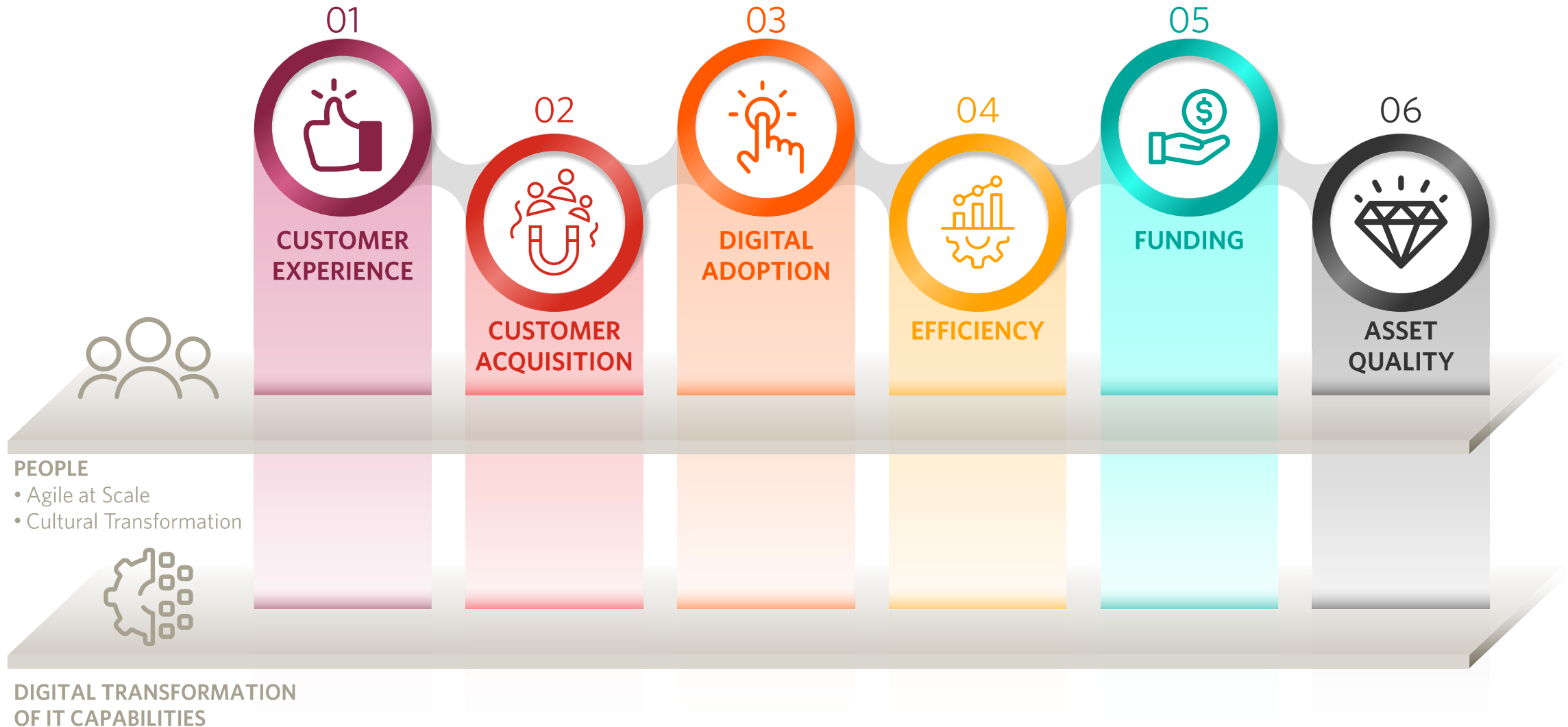
Operating data

	1Q24	4Q23	3Q23	2Q23	1Q23
Bank- Active Customers (in millions)	1.44	1.54	1.54	1.52	1.56
IOL-Active Customers (in millions)	0.49	0.48	0.36	0.22	0.14
Bank Branches	136	137	144	151	154
Bank Employees	3,197	3,196	3,248	3,292	3,320
Other Subsidiaries Employees	463	467	456	462	472



Annex II: SUPV **Digital Transformation** Agenda & KPIs Evolution

Advancing on Our Six Strategic Pillars to Drive ROE



Accelerating digital adoption among retail customers enhancing engagement, cross-selling, and competitive NPS



STRATEGIC PILLARS

- Customer Experience
- Customer Acquisition
- Digital Adoption
- Funding

Expanding share of digital customers; capturing higher share of wallet [% of customers]¹

52% Dec-2022
62% Dec-2023

Digital Customers

Visits to Branches **13%**

Sustained growth in digital origination and cross-sell

34% 4Q22
64% 4Q23

Digital & Automatic Personal Loans [% Q²]

Insurance sales **26%** from 10% January 2023
Through digital channels³

Insurance penetration **37%**

Strong adoption of Digital Wallet

3M Jan-2023
7M Dec-2023

of Transfers

of QR Code Payments **248K**
10X

of Utility Payments **578K**
84%

Focus on PFM - Inversion Rápida

7X | **9X**
Dec-2023 YoY

AuM
[VAR, nominal terms]

Retail Customers
[VAR]

Asset Management

Retail Customers **# 3rd** Among banks
Increased principality in customer deposits



2024 GOALS

- Focus on existing customers (share of wallet and cross sell)

- Enhance engagement
- Focus on profitable products

1) Digital Customer: Active customer during last 90 days through Home Banking / Mobile / Senior Citizens app

2) Sales through ATM, Cash dispenser & HB, Mobile Banking as percentage of total sales of personal loans

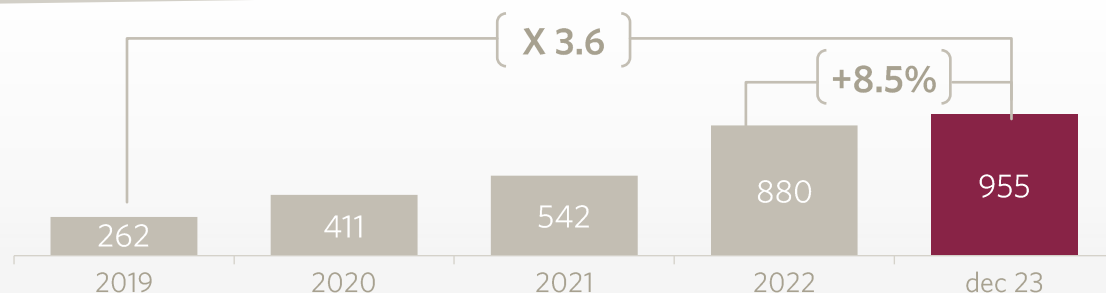
3) As percentage of total insurance sales of products we underwrite

Scaling digital retail customer acquisition and further digitizing our customer base



Digital Customers

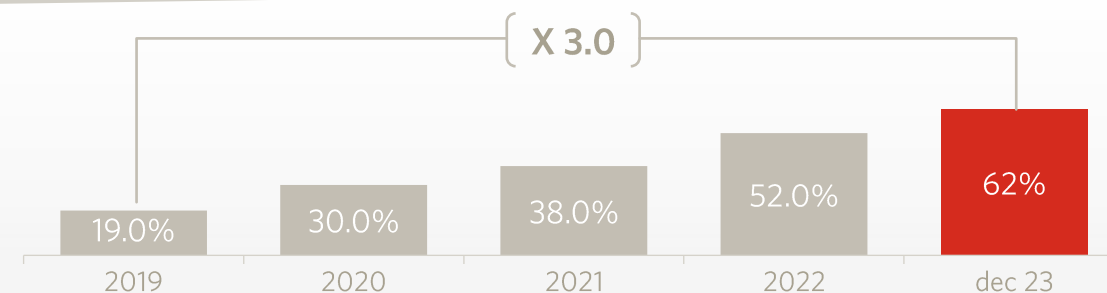
[# thousands of digital customers]



1) Digital Customers are customers using Online Banking, or Mobile app or the Senior Citizens app during last 90 days

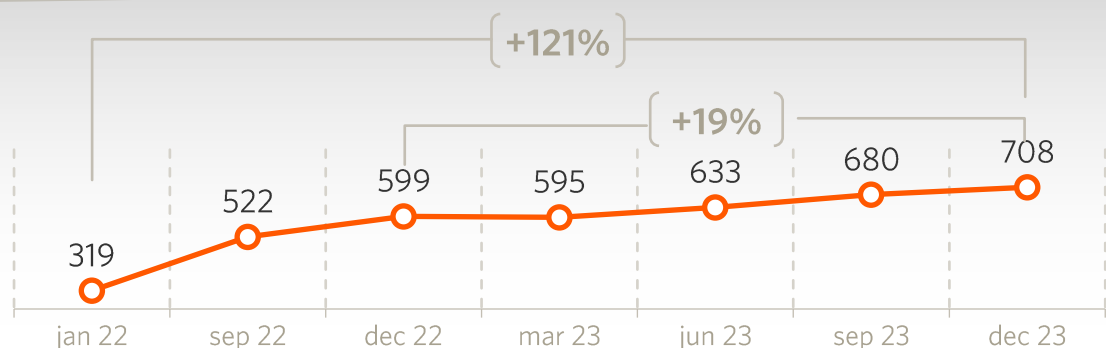
Digital Customers

[% of total customers]



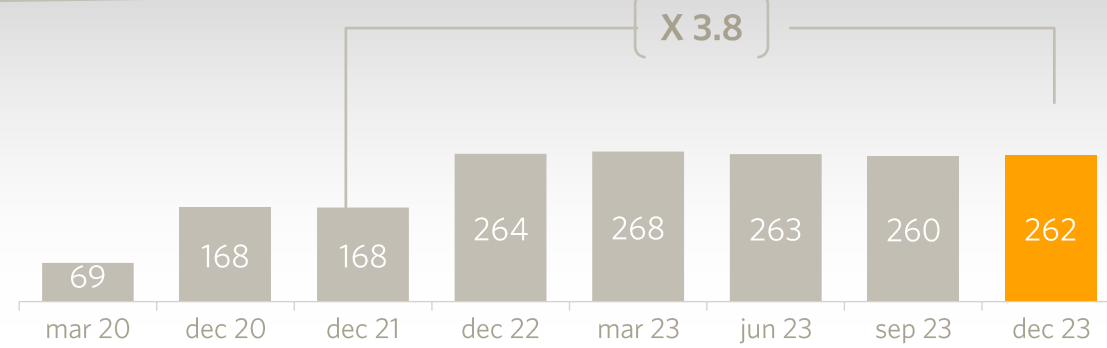
Supervielle App Adoption (Logged-in 30 Days)

[30-days logged in Customers through the APP]



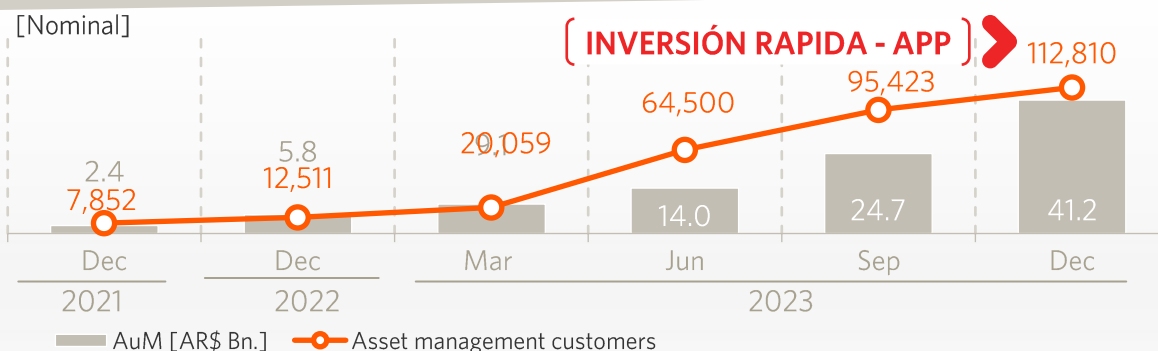
Mobile Adoption Senior Citizens

[90-days logged in Senior Citizens customers through the APP & OBI]

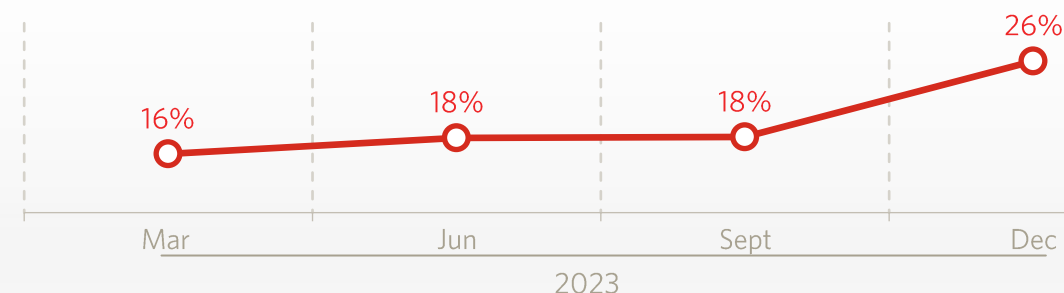


Enhancing attractive cross-selling and customer engagement

Asset management retail customers & AuM [customers & ar\$bn]

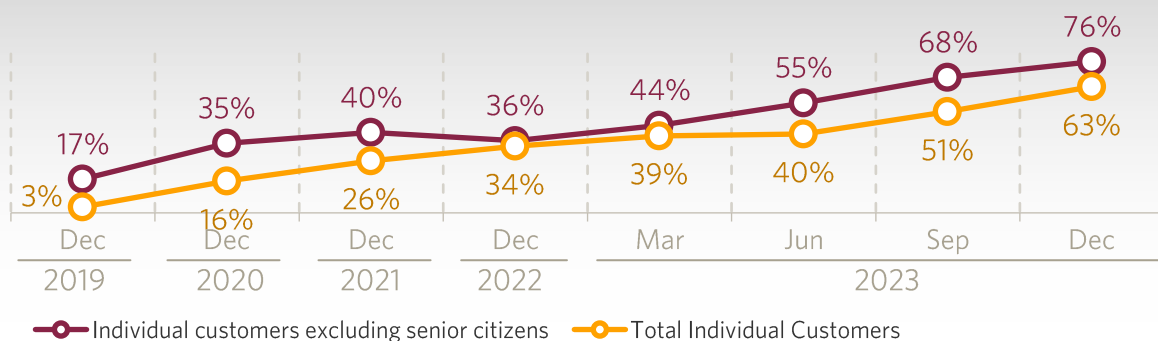


Insurance sales through digital channels [% q]¹⁾



1) % of digital sale over total sales of those product offered through digital channels

Digital & automatic personal loans [% q]



Virtual hub expands reach enabling anywhere banking



Attracting new SMEs and Corporate clients while capturing higher share of wallet and improving NPS for the third consecutive year

Growing Entrepreneurs, SMES & Middle market Customers



Expanding Digital Lending in SMEs

Factoring	93% Dec-2023
Commercial unsecured	72% Dec-2023
Overdraft	52% Dec-2023

Driving Cross Sell & Transactionality [%]

Insurance	Entrepreneurs & SMEs Penetration	7.0% 2022	10.0% 2023	88% Renewal rate in 2023 (↑)
	Insurance Policies Cross-Sell	1.4x	1.3x	
Foreign trade transactions ¹ [Market share]		3.50% 2022	4.84% 2023	
	Sight Deposits [Market share]	1.95% 4Q22	2.38% 4Q23	

2024 GOALS

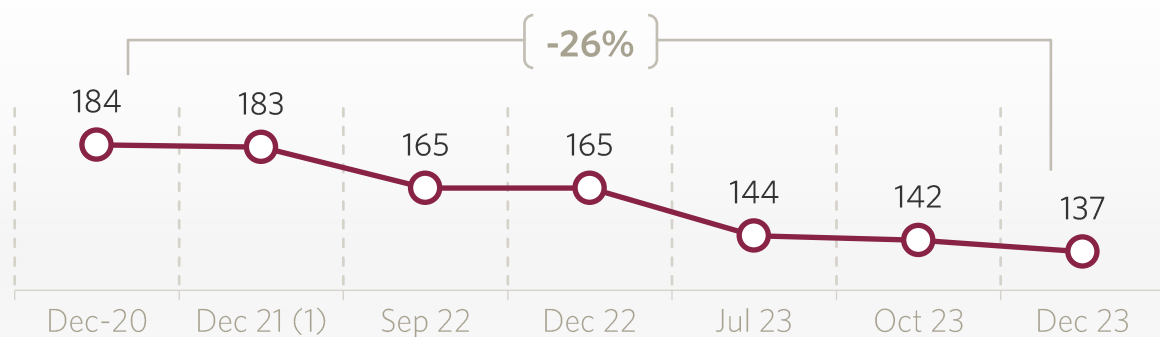
• Grow SMEs and middle market clients and loans

• Expand penetration in cash management

Network right-sizing and accelerated efficiencies



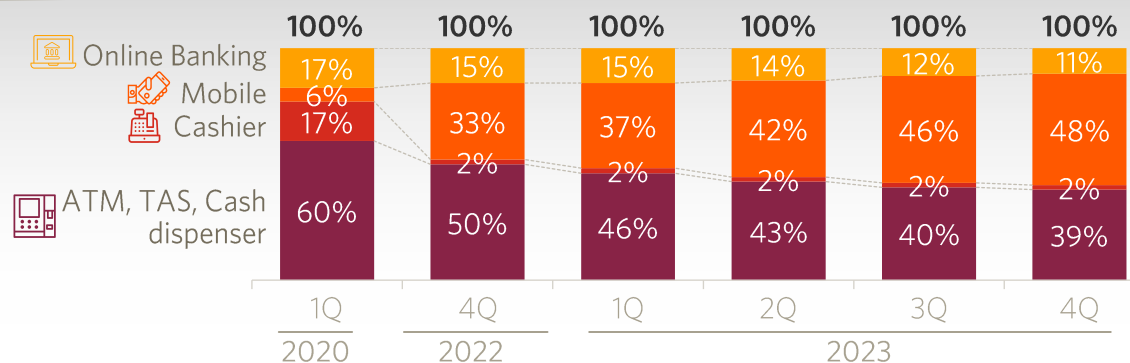
Right-sizing branches while enhancing CX [# branches]



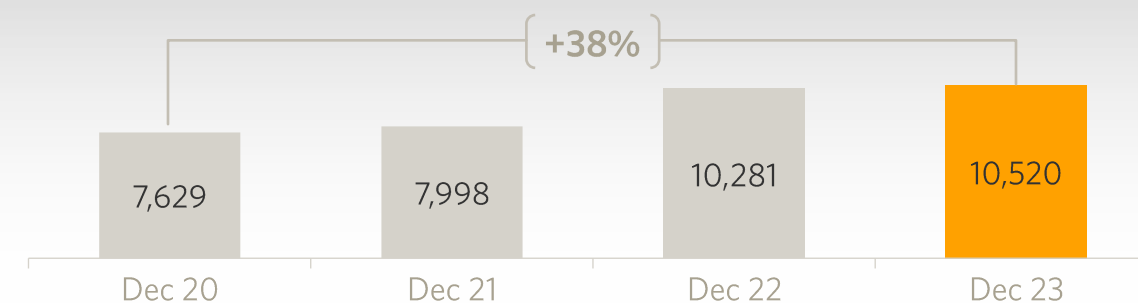
Headcount evolution [# employees]



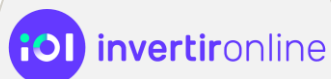
Monetary transactions breakdown by channel [%]



of customers per Branch [%]



IOL InvertirOnline delivers strong fee origination, AUMs and customer growth positioning the leading online retail broker in Argentina



STRATEGIC PILLARS



Customer
Experience



Customer
Acquisition



Digital
Adoption



Funding



Total Active Customers [#]

EXPANDED CUSTOMER BASE TO
484 K ACTIVE CLIENTS (90D)

53K

Dec-2022

271K

Dec-2023

5X



Monthly Active Customers

417K

Dec-2022

916K

Dec-2023

3X



Accounts



IOL App

77K

Dec-2022

720K

Dec-2023

9X



App Downloads



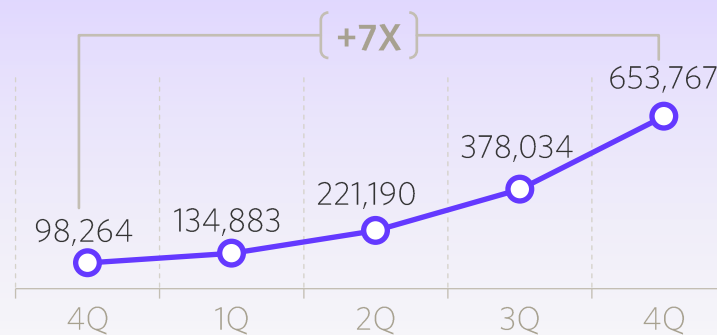
4.6 PlayStore



4.8 App Store



Assets Under Management [AR\$ MM - in nominal terms]



4.1MM

2022

14.2MM

2023

3X



Transaction

Brokerage fees /
total SUPV fee income

5.9%

2022

15.4%

2023

Brokerage
fees

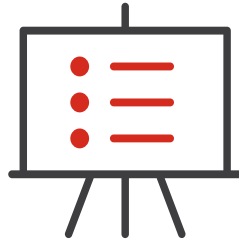
158%



2024 GOALS



- Launch crypto through partnership with Ripio
- Offer US investment products to Argentine customers
- Expand product offering for SMEs



Annex III

Supplementary Industry Information

Regulatory Environment in Argentina

The following table provides a summary of the most relevant regulations currently in place. A more detailed description of regulations is also included hereunder, grouped by topic, to facilitate understanding.

Regulation	Description	Limit
Monetary Policy rate	1-day term passive repo rate	40.0%
Time Deposits minimum interest rate	Minimum interest rate	No limit. Lifted in March 2024
Cap on Credit Cards financing	Balances financed up to AR\$200,000	122% (107% in August 2023, 86% in June 2023, 80% in May 2023, 77% until April 2023, 71.5% in September 2022)
	Balances financed over AR\$200,000	Not limited
Mandatory Credit Lines (MCL)	The average balance of mandatory credit loans in the period, shall reach a 7.5% calculated based on the monthly average of daily balances of the penultimate preceding month, to benefit from lower minimum cash requirements.	The minimum reserve requirements will be reduced by: • An amount equivalent to 30% of the credit line to finance investments with a minimum period of 24 months • An amount equivalent to 40% of the credit line to finance investments with a minimum period of 36 months
UVA. Mortgage Loans	Installment limit	UVA loan to be paid may not exceeds 35% of customer monthly income
Limit to Public Sector financing	Liquidity options offered by Central bank	Government securities held by banks, acquired through primary subscription and having liquidity options offered by the Central Bank are exempt from the credit limits outlined by the regulations

Regulatory Environment in Argentina [cont.]

The following table provides a summary of the most relevant regulations currently in place. A more detailed description of regulations is also included hereunder, grouped by topic, to facilitate understanding.

Regulation	Description	Limit
Dividends	Prohibition of payment	On March 9, 2023, the Central Bank authorized financial entities to distribute results for up to 40% of the accumulated retained earnings until December 31, 2022. This distribution could be made from April 1, 2023 until December 31, 2023, prior Central Bank approval, in 6 equal, monthly and consecutive installments On March 21, 2024, the Central Bank extended such date until December 31, 2024 and increased the amount authorized to be distributed by 60% of the amount that would have corresponded
Net Global Position (NGP)	Special cash position	Long position up to 4% Spot position: 0% Dollar linked up to 25% Dual Bonds: No limit
Liquidity ratios	Liquidity Coverage Ratio Net Stable Funding Ratio	LCR$\geq$100% NSFR$\geq$100%

Thank You!

