

Grupo Supervielle

4Q16 Earnings Conference Call

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Fourth quarter 2016 highlights

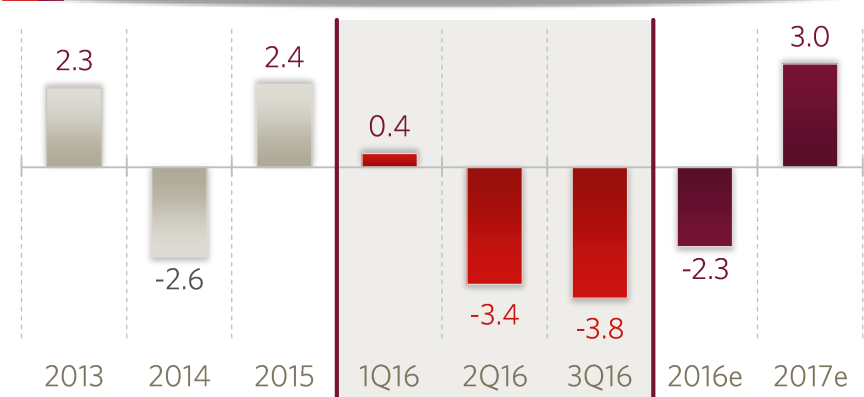
Profitable growth reflects successful execution of strategy

- 1 **EMPHASIS ON PROFITABLE GROWTH** with net income up 47.8% YoY and 22.0% QoQ; ROAE of 31.3%
- 2 **ABOVE-INDUSTRY LOAN EXPANSION** unlocking growth potential since IPO up 16.7% QoQ and 57.6% YoY
- 3 **FOCUS ON PRUDENT RISK MANAGEMENT** resulting in improved NPLs and coverage ratios
- 4 **SOLID NIM** despite lower interest rates
- 5 **OPERATIONAL LEVERAGE** supports improvement in efficiency ratio to 64.5% from 73.8% in 1Q16 (pre-IPO), despite higher expenses in 4Q16
- 6 **FUNDING DIVERSIFICATION** further supported through successful issuance of AR\$-denominated Global Tern Note equivalent to US\$300 M on Jan'17

Macro overview

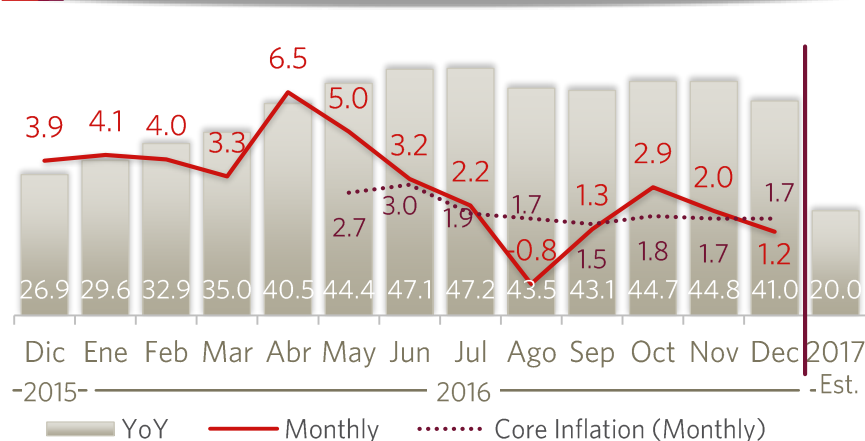
Decreasing inflation and other positive signs, support expectations of recovery in 2017 despite slower than anticipated economic activity in 2H16

GDP GROWTH [%]



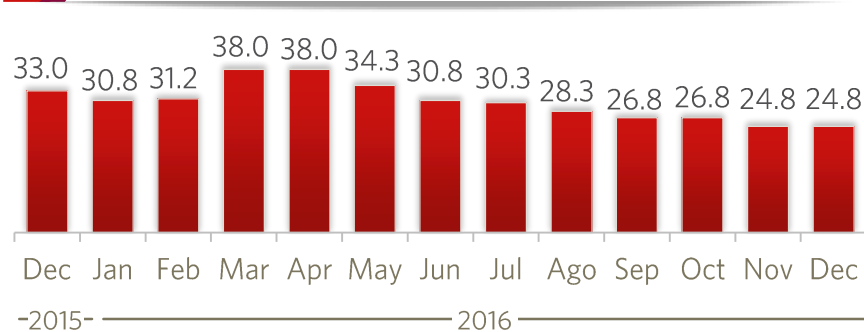
Source: INDEC and Market Expectations Survey as of November 2016. Expected -2.3% GDP for 2016 down from -2.0 in October's Market Expectations Survey and -1.5% in August's and July's.

INFLATION [%]



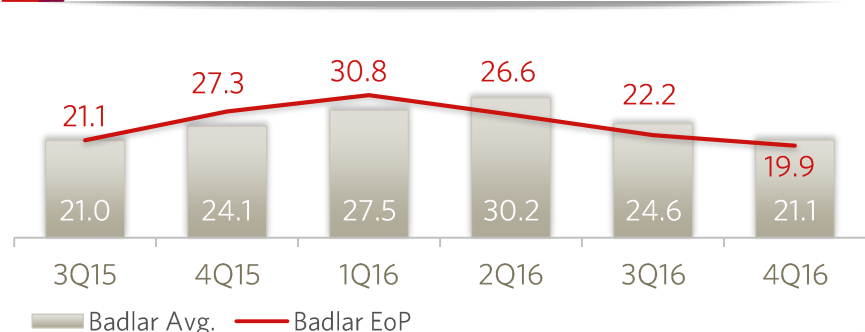
Source: Inflation: City of Buenos Aires and Market Expectations Survey as of January 2017. Expected 2017 annual inflation at 20.0%, up from 19.6% in December. Core Inflation: INDEC.

LEBAC RATE [end of period - %]



Source: BCRA
Current LEBAC rate 22.75%
Current REPO rate 24.75%

BADLAR RATE (Private Banks Deposit Rate) [AR\$ Bill. - %]

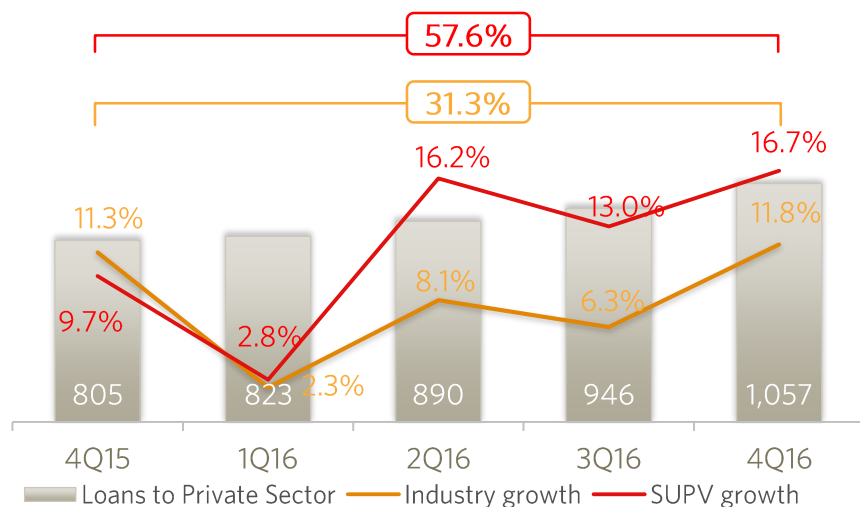


Source: Daily Report BCRA. BADLAR is Buenos Aires Deposits of Large Amount rate.
Current BADLAR rate 20.3%

Financial sector

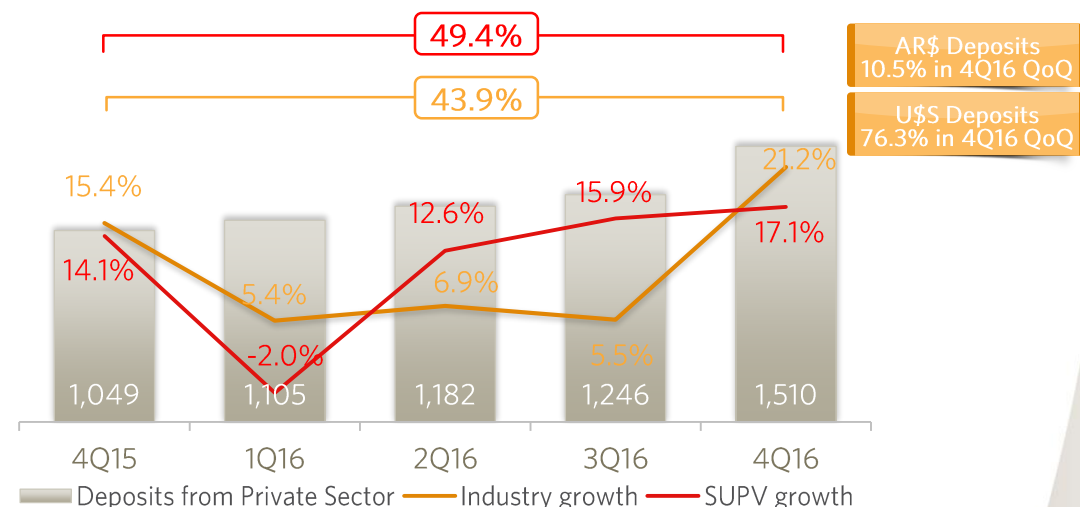
System loan and deposit growth accelerated in 4Q16 expanding above inflation

LOANS TO PRIVATE SECTOR [AR\$ Bill.]



Source: Daily Report BCRA

DEPOSITS FROM PRIVATE SECTOR [AR\$ Bill.]



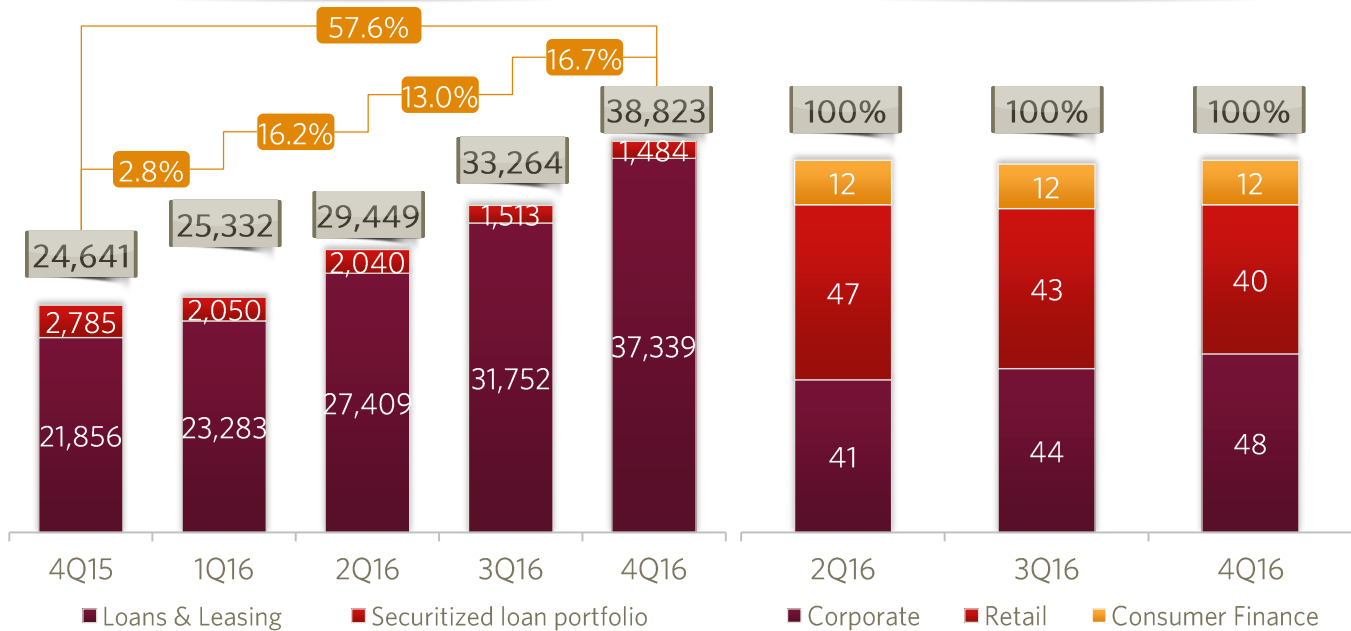
Source: Daily Report BCRA

- **Supervielle** exceeds system loan growth; further diversified funding through debt issuances
- **Loans to private sector** rose 11.8% QoQ, driven mainly by increases of 11% or AR\$128 bn in corporate loans (16% in U.S. dollar denominated loans), 12% or AR\$60 bn in personal loans and 14% or AR\$45 bn. in credit cards
- **Deposits from private sector** up 21.2% QoQ and 43.9% YoY, reflecting growth in time deposits and US\$ deposits (76% or AR\$ 154 bn QoQ) driven by the results of Government's Tax Amnesty program.
- **BADLAR rate** down 230 basis points QoQ to 19.9% at the end of December, mirroring the decline in the Lebac rate.

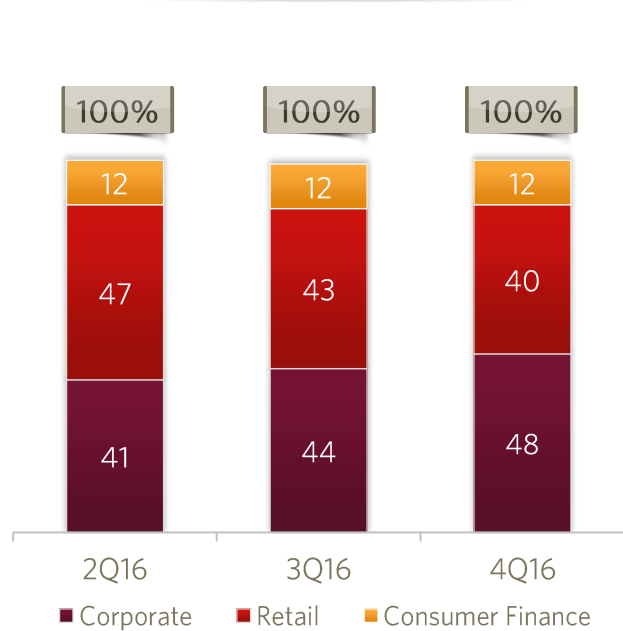
Supervielle loan performance

Delivers above-market loan portfolio growth; up 16.7% QoQ and 57.6% YoY

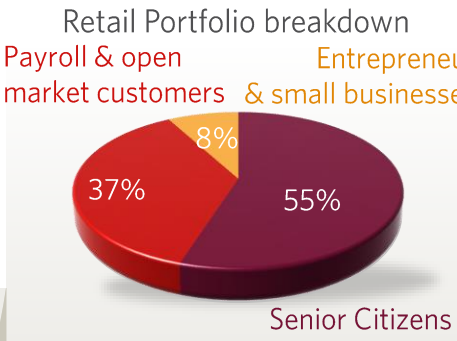
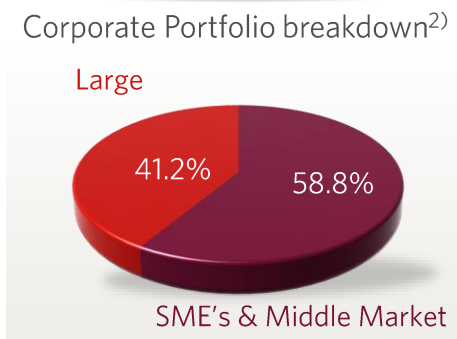
LOANS & LEASING, PLUS SECURITIZED PORTFOLIO [AR\$ Mill.]¹⁾



TOTAL LOANS BREAKDOWN [%]
Loans & Leasing, plus Securitized Portfolio



4Q16 BREAKDOWN [%]



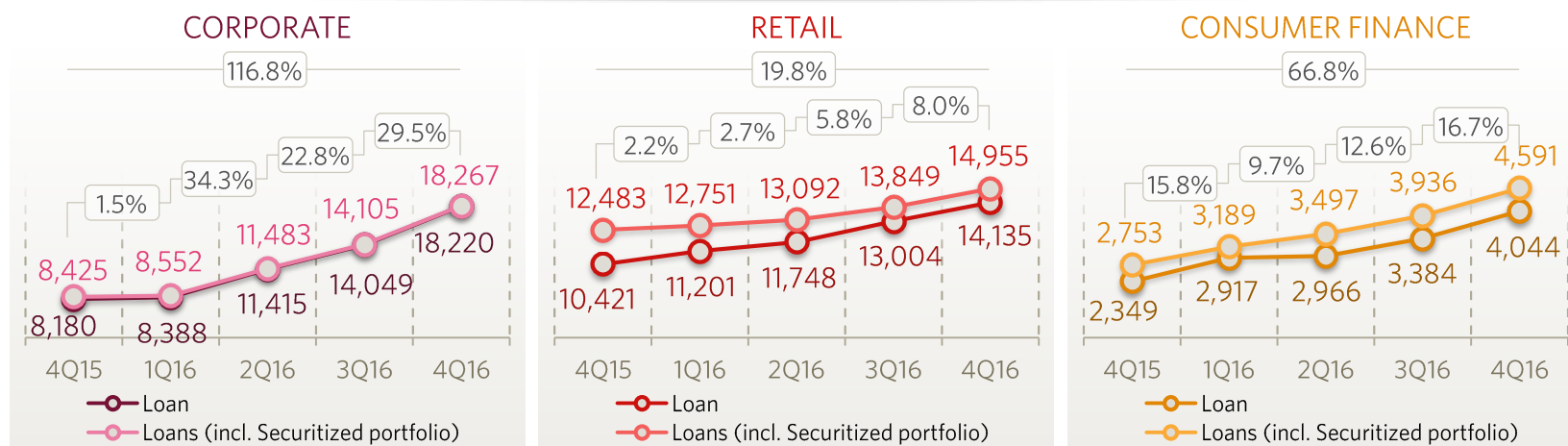
- > Total loans, including securitized portfolio, up 16.7% QoQ and 57.6% YoY. On-balance sheet loans increase 17.6% QoQ and 70.8% YoY, while securitized loans declined in line with post IPO funding strategy.
- > Loan growth mainly driven by Corporate Segment with foreign trade and U.S. dollar denominated loans up AR\$1.3 Bn QoQ and AR\$4.7 Bn YoY; Consumer Finance loans maintain share of portfolio

1) Denotes loans and leases before allowances
2) 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.

Loan performance

Loan growth driven by strong performance in corporate loans and consumer finance, supported by retail

TOTAL LOAN PORTFOLIO BREAKDOWN BY SEGMENT Loans & Leasing, plus Securitized Portfolio [AR\$ Mill.]¹⁾



➤ Almost tripled QoQ market growth driven mainly by foreign trade-related and U.S. dollar denominated loans and promissory notes

➤ Loan growth acceleration driven mainly by pick-up in retail branch customers

➤ Continued growth achieving sequential improvement in NPL ratio

STRATEGY

- Larger ticket per client
- Increase transactional services to become primary bank
- Focused on increasing business with strategic clients in growing industries i.e. agribusiness, infrastructure and energy

STRATEGY

- Consolidate atomized & stable funding base in senior citizens
- Leverage middle-market relationships to grow penetration in quality payroll clients
- Leverage retail client base to increase cross-selling capabilities in affluent and small business segments
- Longer-term offer mortgages & car loans

STRATEGY

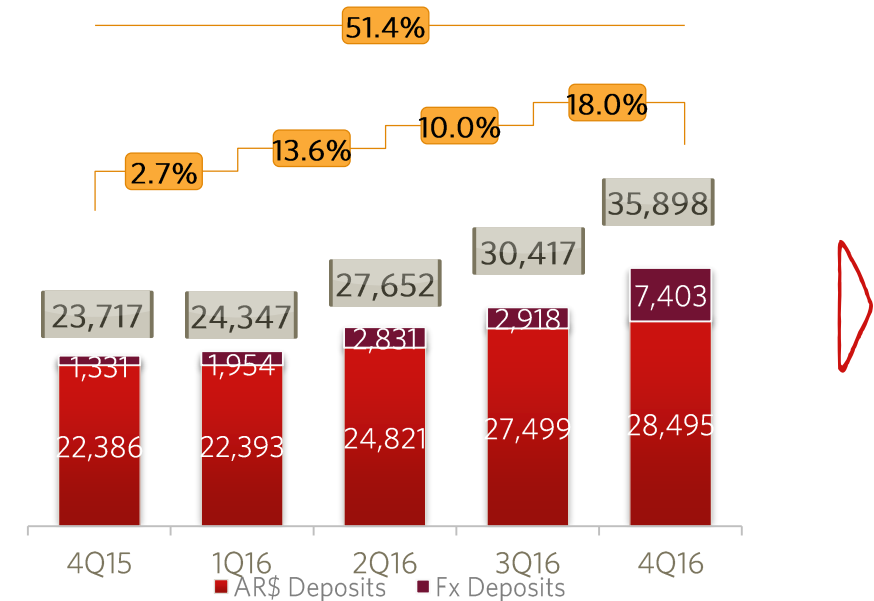
- Leverage Walmart's growth strategy to increase penetration of target customers
- Larger capital base provides opportunity to form alliances with medium retail chains

1) Denotes loans and leases before allowances

Funding

Growing deposit base further supported by MTN issuances contribute to improved cost of funding

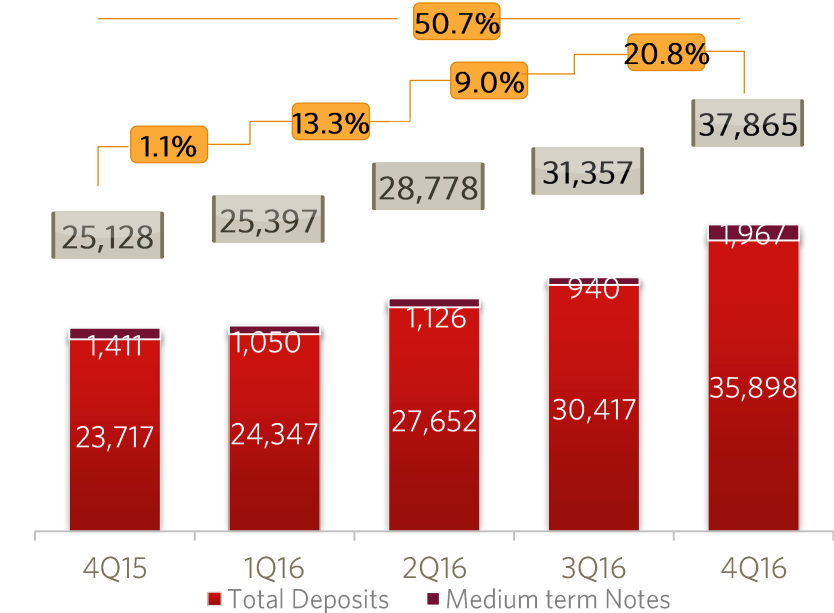
TOTAL DEPOSITS [AR\$ Mill.]



QoQ Variation

92.2%	95.6%	99.1%	104.4%	104.0%	Loans to total deposits
66.1%	67.2%	66.9%	71.5%	70.2%	Loans to assets
5.6%	8.0%	10.2%	9.6%	20.6%	Fx Deposits to total deposits

TOTAL DEPOSITS + MEDIUM TERM NOTES [AR\$ Mill.]

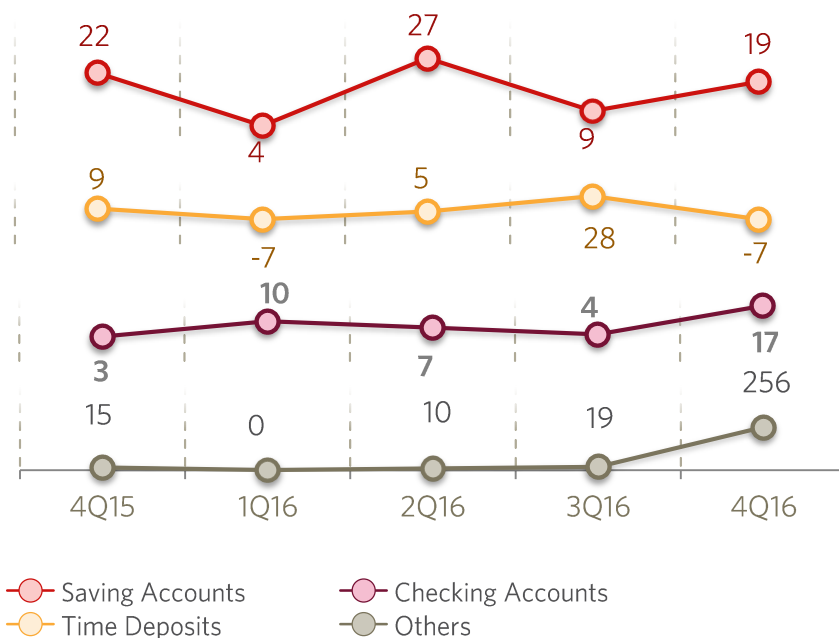


- > Total deposits were AR\$35.9 Bn in 4Q16, up 18% QoQ and 51.4% YoY
- > Medium term notes amounted AR\$ 2.0 in 4Q16, up 109.3% QoQ and 39.4% YoY
- > Loan to deposit ratio of 104.0% stable QoQ reflecting the strategy to primarily fund loan growth by issuing MTNs instead of taking higher-cost wholesale deposits.
- > In January 2017, Banco Supervielle issued a AR\$ denominated Global Term Note equivalent to U\$S 300 million. Tenor: 3.5y.

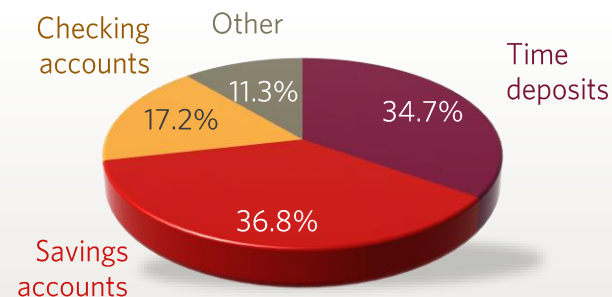
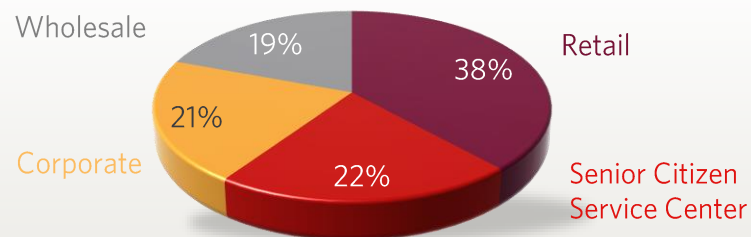
Funding

Retail focused network franchise underpins deposit diversification and drives strong share of low-cost demand deposits

DEPOSITS Q-Q VARIATION [%]



DEPOSIT BREAKDOWN [%]

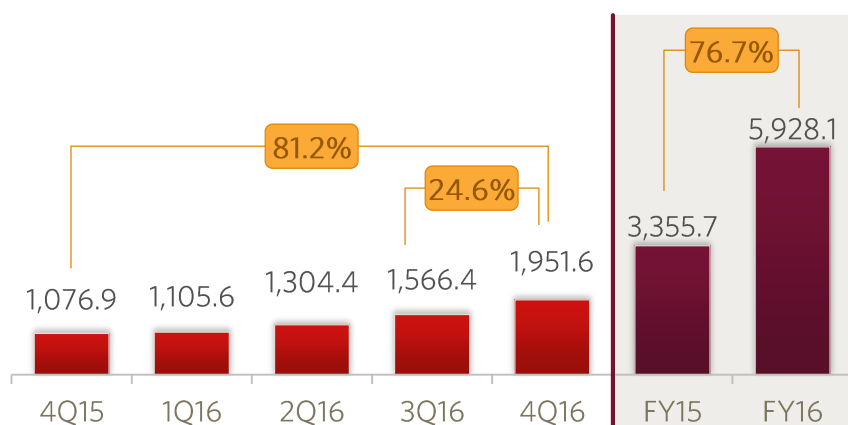


- > Other deposits increased by 256%, or AR\$ 2.6 Bn, mainly due to the success of the Tax Amnesty Program in 4Q16
- > Retail + Senior Citizens Deposits were 60% of total deposits as of Dec'16 vs. 54% in Sep'16
- > Time deposits decreased 7% QoQ reflecting lower cost alternatives to fund loan growth

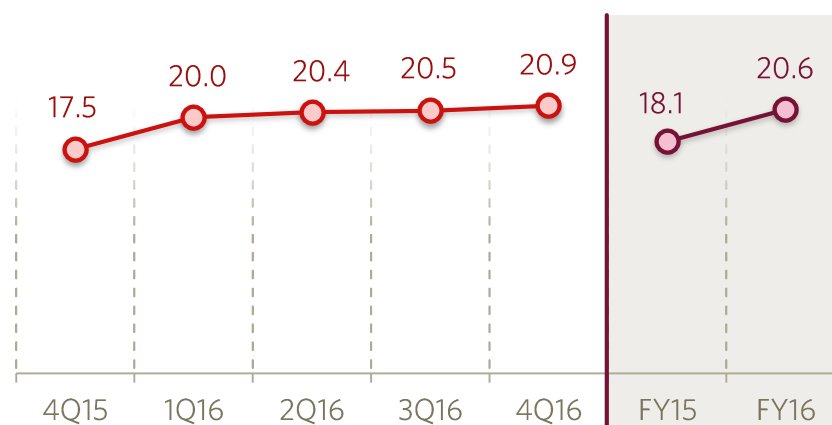
Gross financial margin & NIM

NIM expanded to 20.9% despite decline in interest rates and higher share of lower-margin US\$ loans & deposits, partially offset by termination of a financial trust 4Q16

GROSS FINANCIAL MARGIN [AR\$ Mill.]



NET INTEREST MARGIN [NIM - %]



> 4Q16 Gross financial margin up 24.6% QoQ

- Average interest earning assets rising above average interest bearing liabilities
- Decline of 118 bps in average interest rate earned on our total loan portfolio, excluding trade finance and US\$ loans, well below the decrease in the Badlar rate

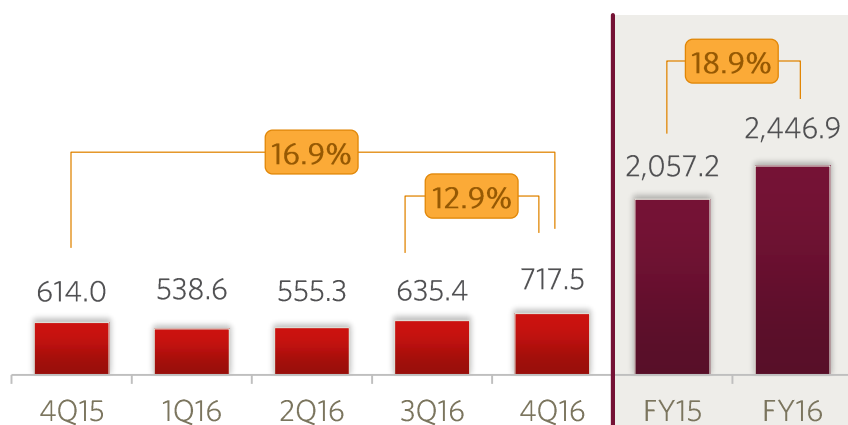
> Interest rate on average liabilities, excluding US\$ deposits, down 290 bps following the declining trend in the Badlar

NIM of 20.9% in 4Q16 compared to 17.5% in 4Q15 and 20.5% in 3Q16.

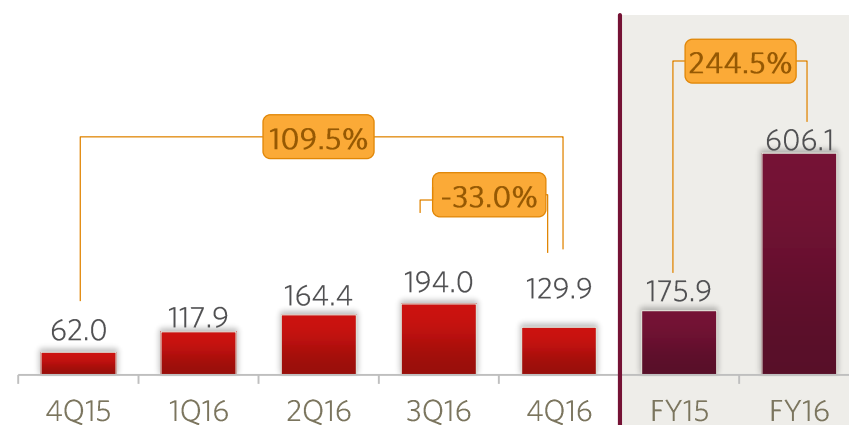
Service fee income & income from insurance activities

Full fee repricing since September 2016, while insurance reflects regulatory changes impacting credit-related products

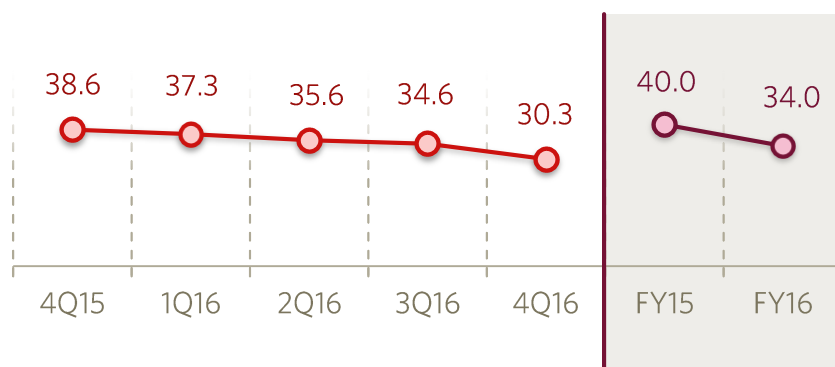
NET SERVICE FEE INCOME [AR\$ Mill.]



INCOME FROM INSURANCE ACTIVITIES [AR\$ Mill.]



NET SERVICE FEE INCOME RATIO¹⁾ [%]



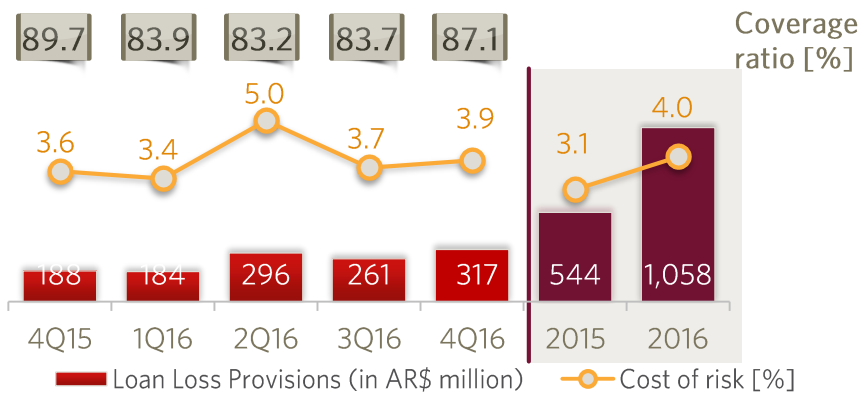
- Net Service Fee Income grew above inflation QoQ, reflecting re-pricing and solid business dynamics in credit and debit cards, as well as in deposits, checking and savings accounts
- Starting Sep, 2016 Banco Supervielle and Cordial Compañía Financiera are self-insuring against credit related risks and no longer contract this insurance following regulatory restrictions. This explains the QoQ decline in income from insurance activities, which more than offset growth in non-credit related insurance products.

1) Includes income from insurance activities

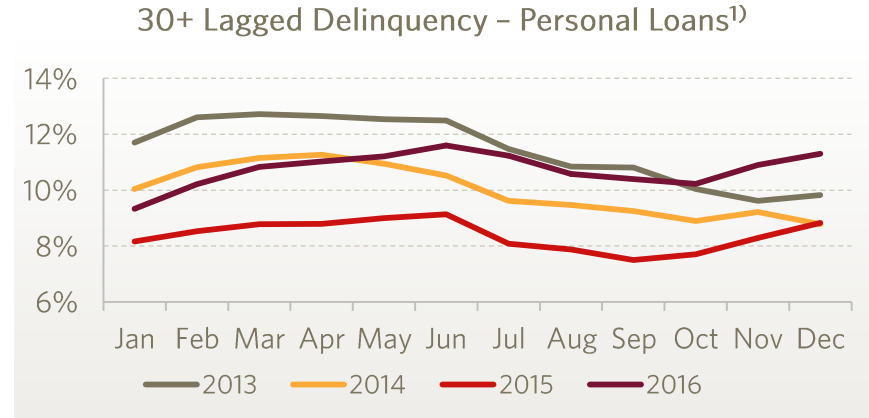
Asset quality

In line with seasonality and business segment profile, posting improved NPLs and coverage ratios

LOAN LOSS PROVISIONS EVOLUTION



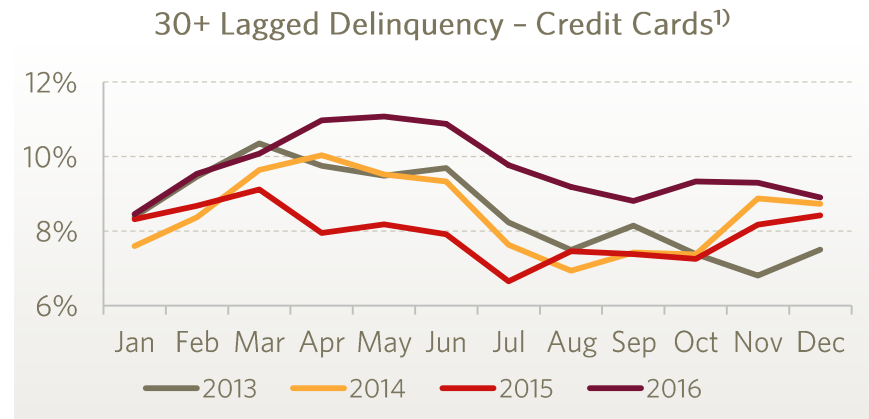
CONSUMER FINANCE - LAGGED DELINQUENCY



NPLs RATIO

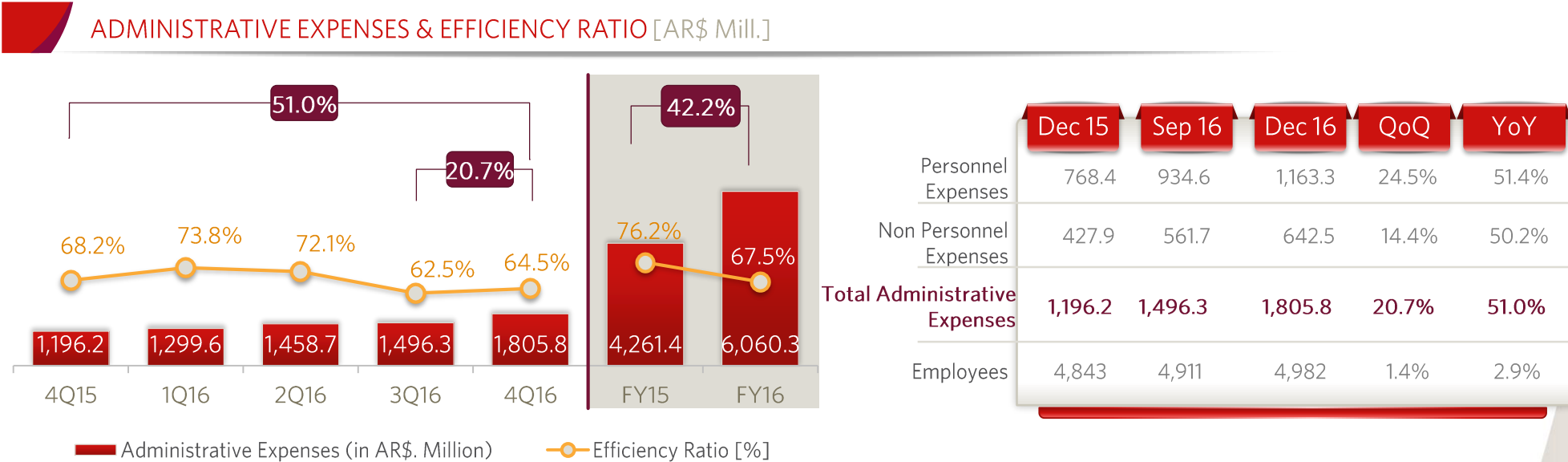
	Dec-15	Mar-16	June-16	Sep-16	Dec-16
Corporate	0.8%	0.7%	0.5%	0.2%	0.2%
Retail	4.0%	2.7%	3.7%	3.8%	3.7%
Personal Loans	3.6%	2.3%	3.6%	3.7%	3.7%
Credit Cards	4.2%	3.0%	3.8%	4.1%	3.7%
Consumer finance	8.4%	8.6%	11.1%	11.4%	10.7%
Personal Loans	12.3%	11.3%	14.8%	15.2%	14.6%
Credit Cards	4.9%	5.7%	7.4%	7.1%	6.3%
TOTAL	3.2%	2.7%	3.1%	3.0%	2.8%

1) Managerial and regulatory



Administrative expenses

YoY improvement in efficiency ratio, QoQ impacted by higher expenses in 4Q16 mainly driven by salary increases and higher headcount to support future growth

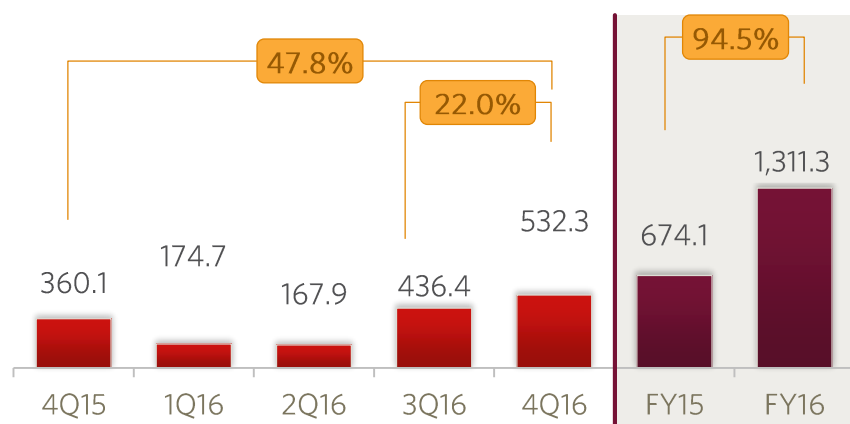


- > Efficiency ratio increased 200 bps QoQ to 64.5% due to higher administrative expenses, but improved 930 bps from 73.8% in 1Q16 (pre IPO).
- > Administrative expenses rose 20.7% QoQ, or AR\$309 Mn, mainly explained by extraordinary payments to employees related to the collective agreement reached between Argentine banks and labor unions in Dec'16, and an increase in headcount to support growth
- > The 51.0%, or AR\$610 Mn, YoY increase in administrative expenses also reflects salary increases from collective bargaining agreements earlier in the year, advertising and publicity, and other expenses.

Profitability

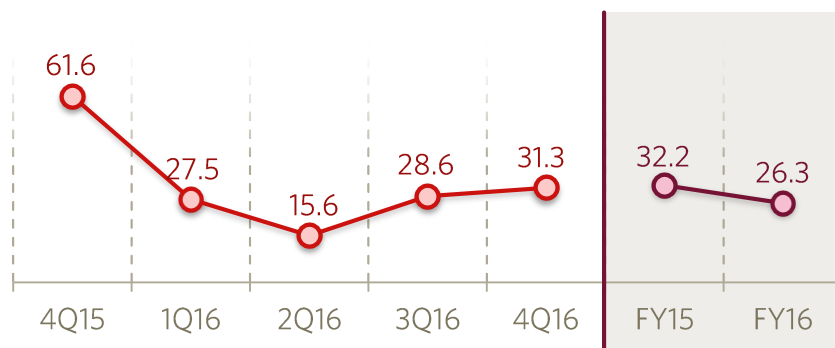
4Q16 net income up 22% QoQ; posting continued sequential recovery in ROAE and ROAA

NET INCOME [AR\$ Mill.]



- > Net income was AR\$532.3 Mn, up 47.8% YoY and 22.0% QoQ.
- > ROAE increased to 31.3% in 4Q16 from 28.6% in 3Q16 and 15.6% in 2Q16 after the temporary dilution from the capital raised in the IPO.
- > ROAA improved to 4.1% from 4.0% in 3Q16 and 1.8% in 2Q16 reflecting higher operating leverage.

ROAE [%]

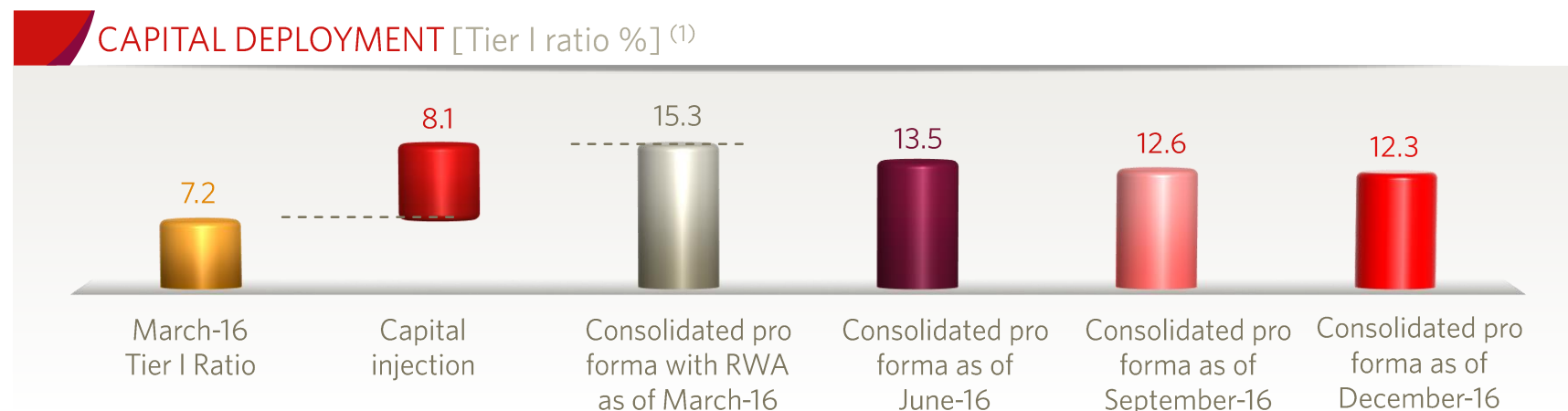


ROAA [%]



Capitalization

Successfully executing on capital deployment plan



FUNDS AT THE HOLDCO: ~AR\$830 MN AS OF DECEMBER 31, 2016

- > Repaid maturing debt of AR\$137 Mn
- > Remaining funds invested in mutual funds posting a 25% annual return in 4Q16
- > Excess liquidity of approx. AR\$690 Mn to fund growth following debt pay down

1) Tier 1 Ratio coincides with CET1 Ratio

Meets 2016 guidance

FY 2016 EXPECTATIONS		FY'16 reported figures		FY'16 reported figures			
Total Loan Growth ⁽¹⁾	47 – 57%	57.6%	✓	Efficiency Ratio	66 – 71%	67.5%	✓
NPL Ratio	3.0 – 3.2%	2.8%	✓	Net Income	AR\$ 1.2 – 1.4 Bill	1.3 Bill	✓
NIM	17 – 20%	20.6%	✓	Tier 1 Ratio ⁽²⁾	11.5 – 12.5%	12.3%	✓

1. Includes loans, leases and securitized portfolio
2.. The TIER 1 ratio guidance includes net funds held at the holding company. Tier 1 ratio coincides with CET1 ratio

2017 guidance

2017 MACRO ASSUMPTIONS

- GDP⁽¹⁾ expected to expand by 3.0% in 2017
- Inflation⁽¹⁾ reaching 20.0% for full year 2017
- Average Deposit rate⁽²⁾ (BADLAR) expected to reach 19% in December 2017**

FY 2017 EXPECTATIONS ⁽⁶⁾

Total Loan Growth⁽³⁾ 38 - 45 %

Cost of Risk 3.2 - 3.6%

NIM 17 - 20%

Efficiency Ratio 63 - 67%

Net Income⁽⁴⁾ AR\$ 2.1 - 2.3 Bill.

Tier 1 Ratio⁽⁵⁾ 10.5 - 11.2%

1 Source: Market Expectations Survey as of January 2017

2 Company estimate

3 Including leases and securitized portfolio

4 This represents an increase of between 60% and 75% in the year

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

6 The Company currently believes that its economic, financial and asset conditions will not be materially affected by the termination of the financial agency agreement entered into by the Province of San Luis and Banco Supervielle.

Committing AR\$400 during 2017 million to drive commercial and innovation initiatives

Efficiency ratio expected in the mid-fifties in FY'19 as the Company continues to execute on its growth strategy

Implementing strategic initiatives that support accelerated efficiency after 2017

Building Core Product Leadership into Integral Customer Relationships

- Cash management services

20%

Step -Up Digital Innovation & Commercial Productivity

- Investments on digital banking and innovation to drive:
 - Enhanced customer experience
 - Reduced service costs

20%

Selectively Increasing Network Footprint

- Open five bank branches in strategic locations aligned with the Company's SME's business strategy

30%

Strengthen Indirect Commercial Channels

- Salesforce
- Upgrade contact center

30%

