

Grupo Supervielle

1Q19 Earnings Conference Call

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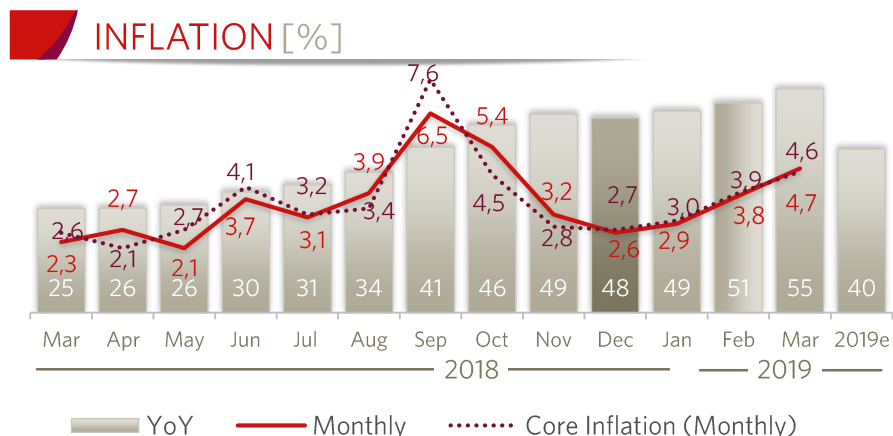
First quarter 2019 highlights

1Q19 results track in line with annual guidance in challenging macro environment; further strengthening the Company's position for long-term success

- 1** **Net Financial Income** up 51.2% YoY and 4.2% QoQ reflecting higher asset & deposit volumes. NIM of 19.1%, down 70 bps YoY and 120 bps QoQ, mainly due to higher volumes invested in high-yield Central Bank 7-days LELIQS, but at marginally lower spreads. By contrast, AR\$ loan portfolio NIM up 70 bps QoQ to 23.2% driven by loan repricing, while the average Badlar rate declined in 1Q19.
- 2** **LLPs** increased 36.9% QoQ and Cost of Risk stood at 9.9% in 1Q19 by maintaining 100% NPL Coverage. 1Q19 LLPs include a delinquent commercial loan fully provisioned in FY19 guidance. Excluding voluntary \$462 million LLPs in excess of the 25% regulatory provisioning related to the above-mentioned loan, cost of risk would have been 7.5%.
- 3** **Efficiency ratio** unchanged YoY at 59.0% in 1Q19, but improved from 61.9% in 4Q18 reflecting higher operating leverage.
- 4** **Attributable Net income** of AR\$589.1 million, down 18.5%, or AR\$133.5 million, YoY and 16.7%, or AR\$117.7 million QoQ. Excluding additional voluntary LLP for a delinquent commercial loan to maintain 100% NPL Coverage, Attributable Net Income would have increased 29.5% YoY and 32.4% QoQ.
- 5** **Loans to deposits ratio** of 74.6% in 1Q19 compared to 119.7% in 1Q18, and 84.5% in 4Q18, reflecting higher deposit base and weak loan demand.
- 6** Completed reorganization of the management structure at the bank subsidiary with the goal of driving productivity improvements and synergies while striving to operate a leaner organization.

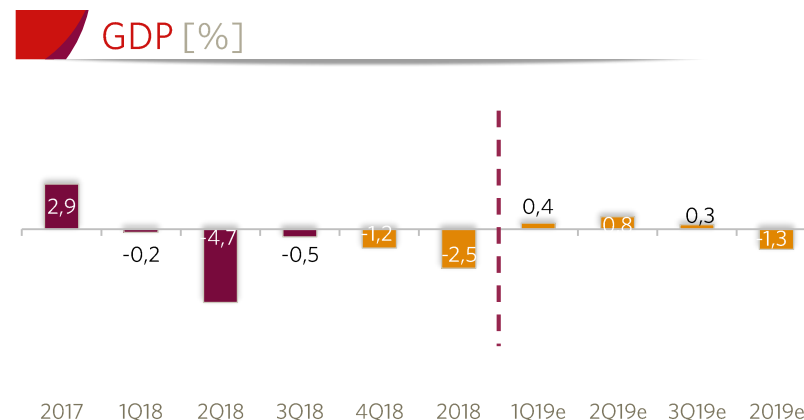
Macro dynamics in 2019

1Q19 was mixed from a macro standpoint, with January and February stronger, while March weakened with inflation above expectations and further FX depreciation. FX stabilization priority.



Core Inflation: INDEC.

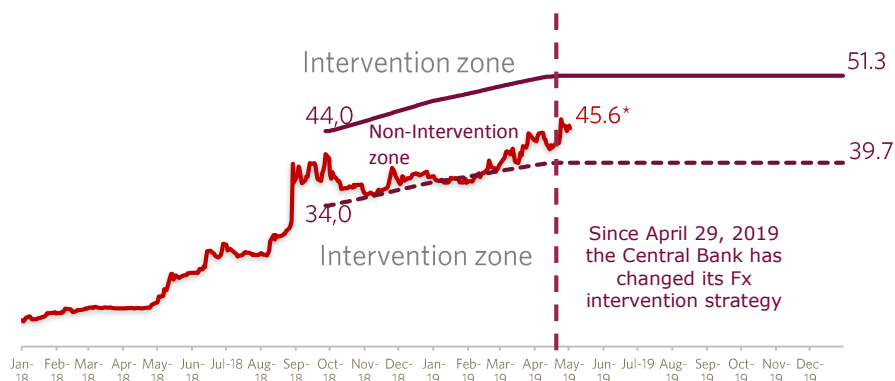
2019e: Market expectation survey as of April 2019 and Company Estimates, BCRA



Source: GDP source GDP, INDEC GDP (%) QoQ var.

1Q19e, 2Q19e, 3Q19e and 2019e Source: Market expectations Survey as of April 2019

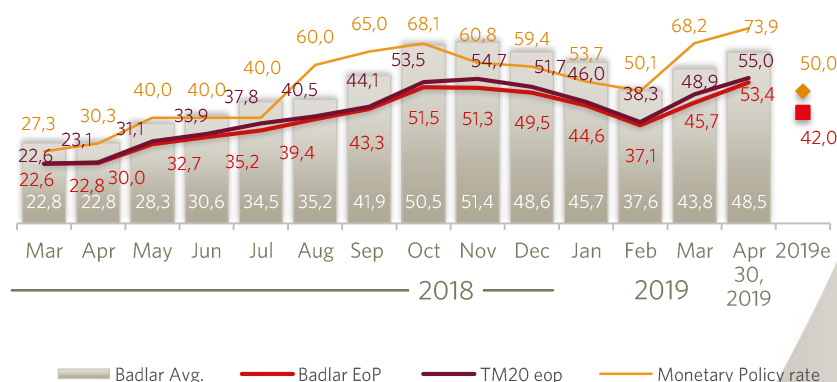
FX intervention and non-intervention zones



* As of May 9, 2019

Source: BCRA

Market Interest rate



Source: BCRA

2019e: Market expectation survey as of April 2019 and Company Estimates

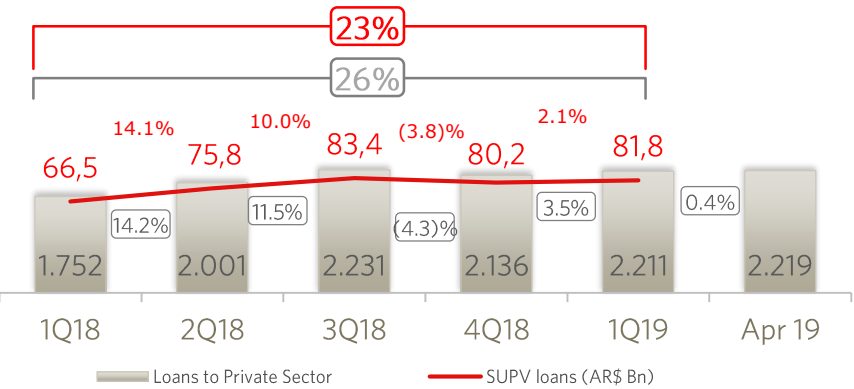
The average Leliq rate as of May 9, 2019 was 72.5%.

Financial sector

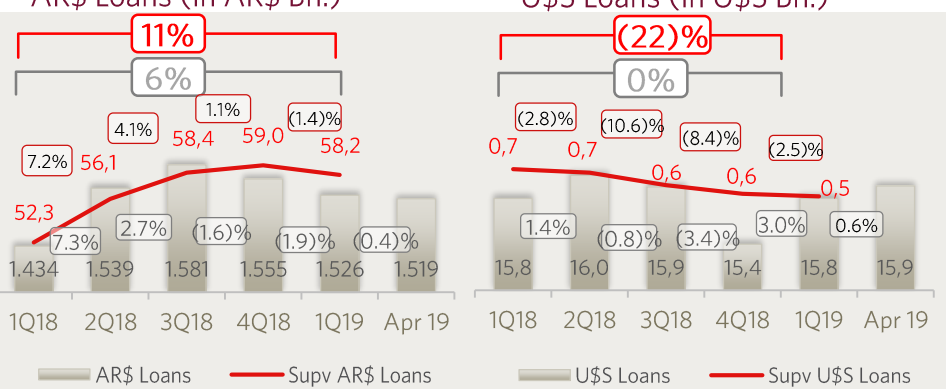


Financial system remains highly liquid with a stable deposit base, while loans reflect weak overall demand the result of a challenging macro environment

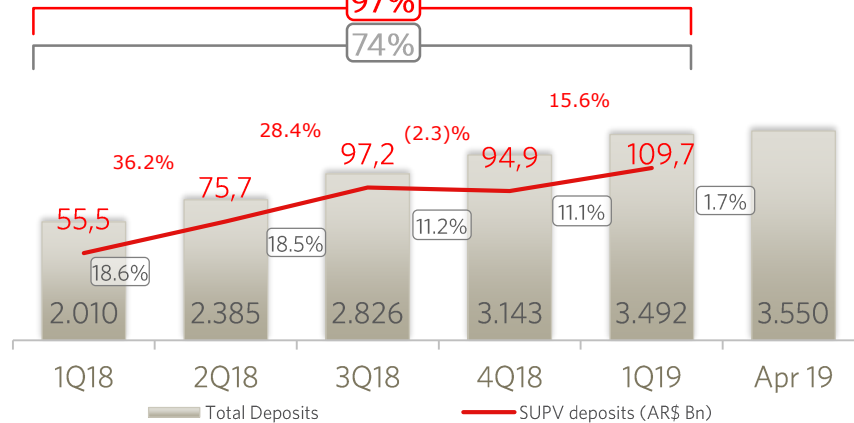
LOANS TO PRIVATE SECTOR [AR\$ Bill.]



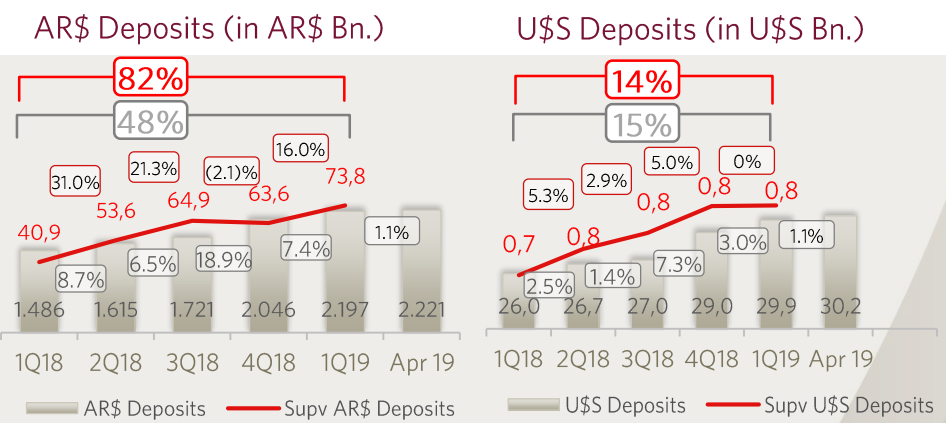
LOANS TO PRIVATE SECTOR [Original Currency]



PRIVATE SECTOR DEPOSITS [AR\$ Bill.]



PRIVATE SECTOR DEPOSITS [Original Currency]



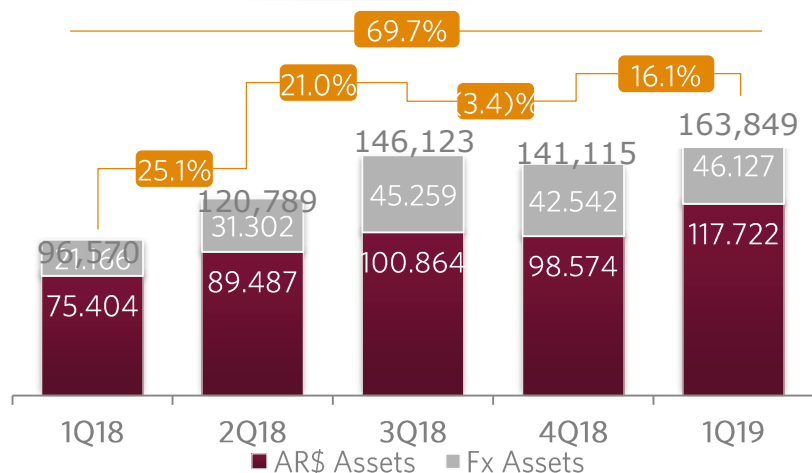
1. Source: Daily Report BCRA

QoQ or MoM variation

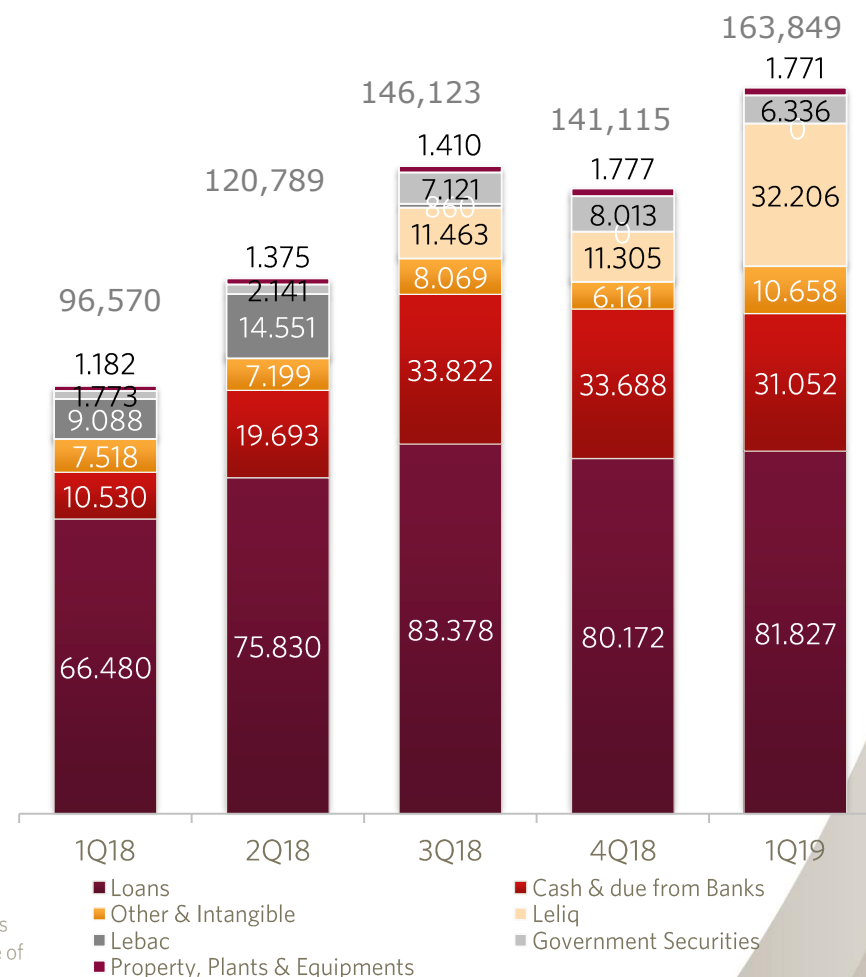
Supervielle assets performance

Total assets up c.16% QoQ despite soft loan demand mainly driven by higher holdings in Central Bank securities

ASSETS EVOLUTION [AR\$ Mill.]¹⁾



TOTAL ASSETS BREAKDOWN [%]



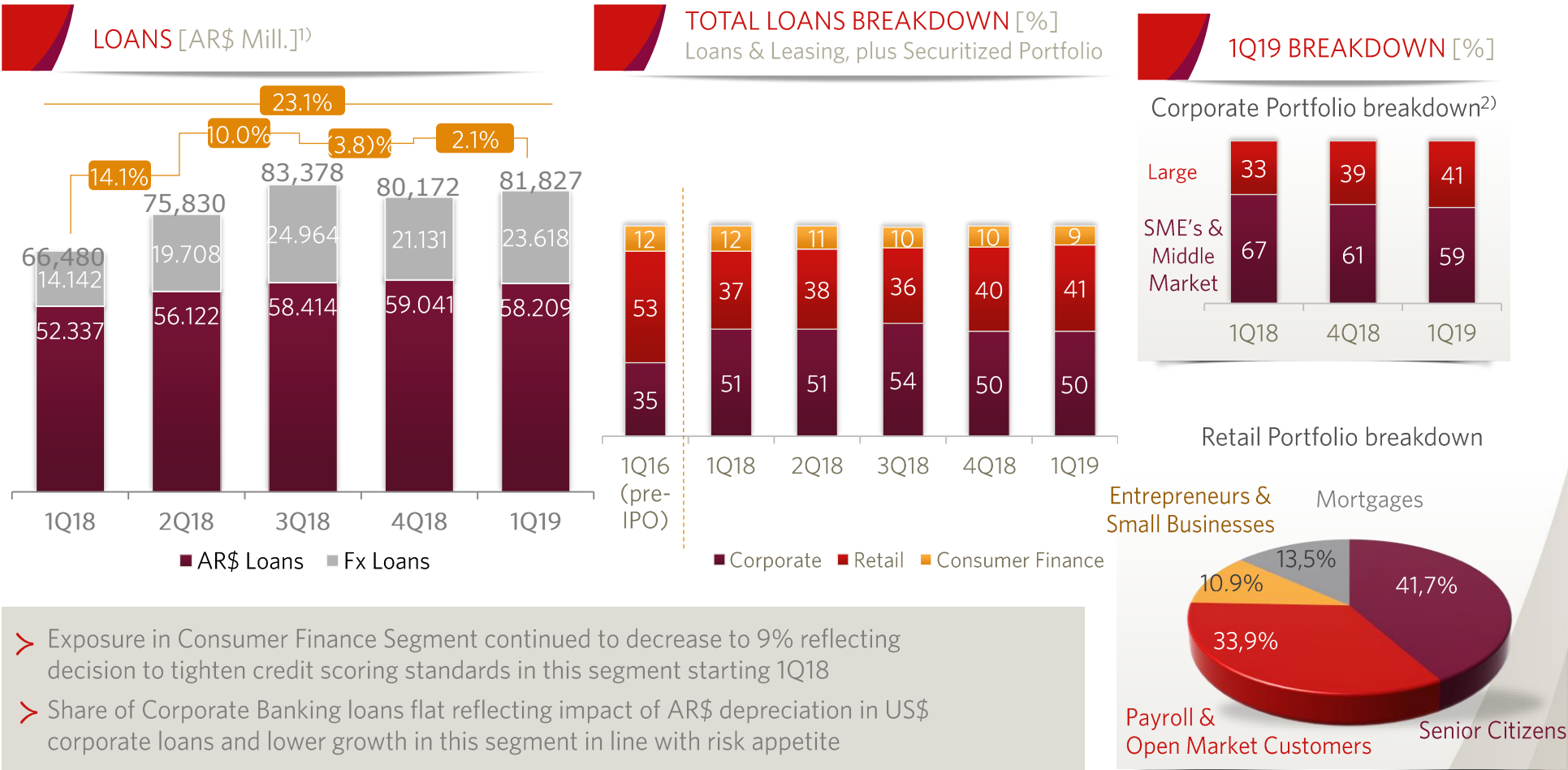
MINIMUM CASH RESERVE REQUIREMENTS ON AR\$ DEPOSITS [AR\$ Mill.] ⁽¹⁾

	1Q18	2Q18	3Q18	4Q18	1Q19
Cash	5,063.0	6,691.1	12,786.4	15,330.3	14,400.8
Botes	-	430.6	2,152.6	3,032.5	3,092.8
Leliq	-	-	4,082.8	7,728.3	7,111.2
Total reserve requirements	5,063.0	7,121.6	19,021.8	26,091.1	24,604.7

1) Min. cash reserve requirements on u\$s deposits was U\$S362.9mm as of March 31, 2019 and U\$S 332.9mm as of December 18. The basis on which the minimum cash reserve requirement is computed is the monthly average of the daily balances of the liabilities at the end of each day during each calendar month.

Supervielle loan performance

Loan portfolio reflects soft market demand combined with Supervielle’s cautious approach in recessionary environment



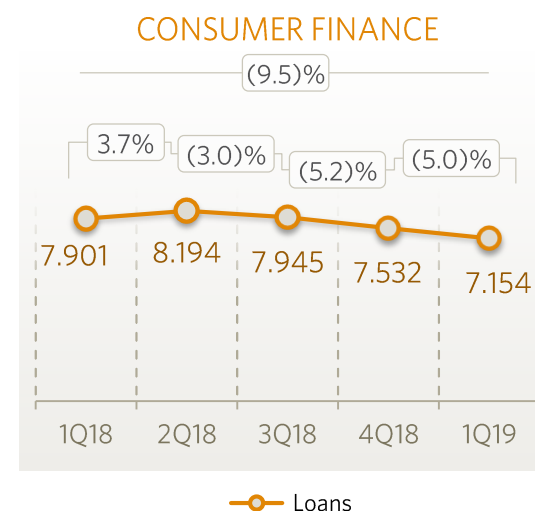
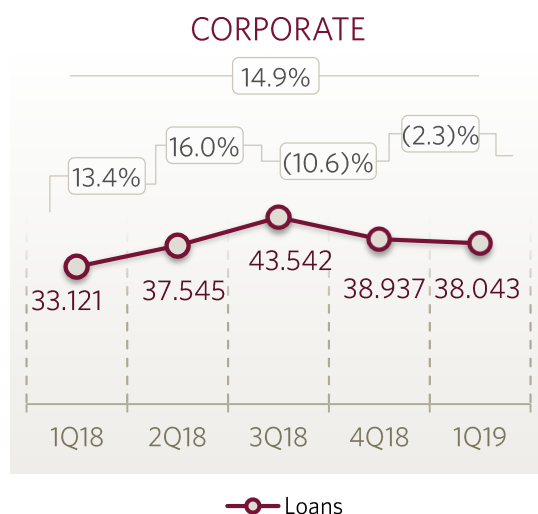
1) Denotes loans and leases before allowances

2) For information since January 1, 2018, “small businesses” refers to individuals and businesses with annual sales up to Ps.70.0 million, “SMEs” refers to individuals and businesses with annual sales over Ps.70.0 million and below Ps.550.0 million, “middle-market companies” refers to companies with annual sales over Ps.550.0 million and below Ps.2.0 billion and “large corporates” refers to companies with annual sales over Ps.2.0 billion. . For information since January 1, 2019, “small businesses” refers to individuals and businesses with annual sales up to Ps.100 million, “SMEs” refers to individuals and businesses with annual sales over Ps.100 million and below Ps. 700 million, “middle-market companies” refers to companies with annual sales over Ps. 700 million and below Ps. 2.5 billion and “large corporates” refers to companies with annual sales over Ps. 2.5 billion.

Supervielle loan performance

Soft market demand across all segments, combined with AR\$ appreciation on US\$-denominated loans and risk management focus weighs on loan book

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

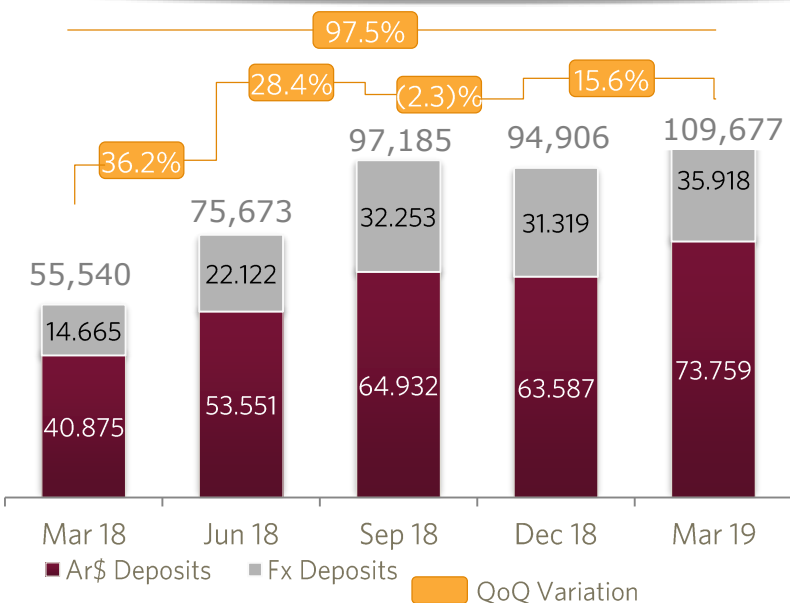


- > AR\$ denominated corporate loan portfolio decreased 14.4%, while US\$ denominated loans decreased 4.5% measured in U\$, reflecting both lower credit demand following the current recession.
- > Continued contraction in consumer finance loans also reflects strategy of tightening credit scoring standards in current economic scenario

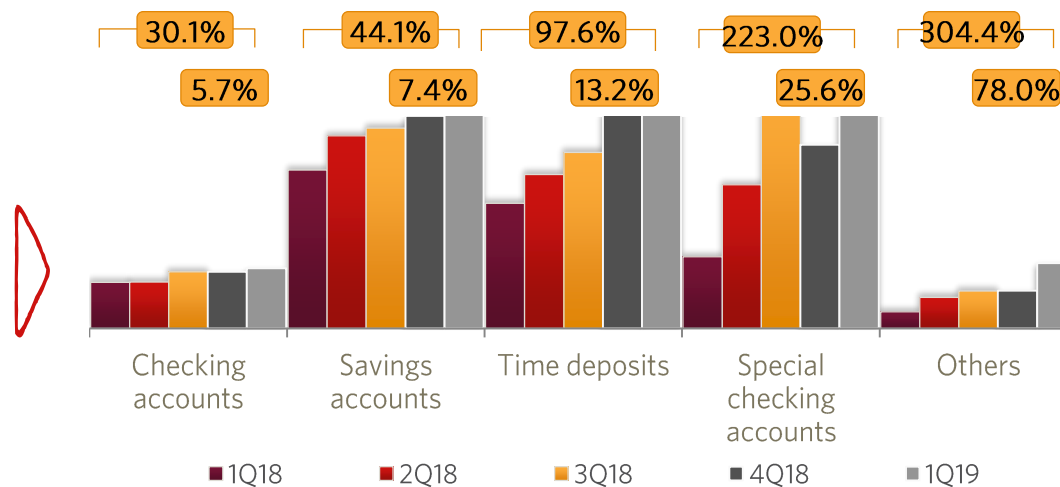
Supervielle deposits

Stepped up deposit growth, driven by c.16% expansion in AR\$ deposits and well-above industry growth following liquidity management in 4Q18; US\$ dollar deposits flat

DEPOSITS [AR\$ Mill.]



DEPOSIT BREAKDOWN [%]

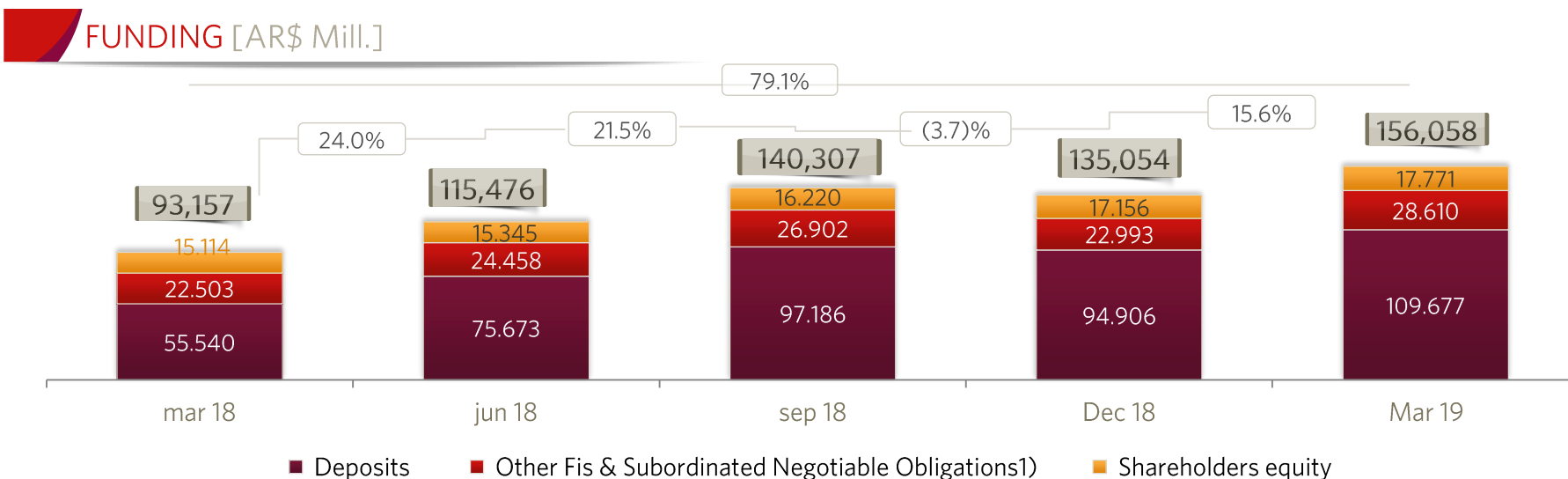


119.7%	100.2%	85.8%	84.5%	74.6%	Loans to total deposits
68.8%	62.8%	57.1%	56.8%	49.9%	Loans to assets
26.4%	29.2%	33.2%	33.0%	32.7%	Fx Deposits to total deposits

- > Loans to deposits ratio decreased to 75%, mainly due to growth in deposits. (AR\$ loans to AR\$ deposits ratio of 79%, and US\$ loans to US\$ deposits ratio of 66%)
- > Loans to assets ratio declined 690 bps QoQ to 50% reflecting higher holdings of Central Bank and government securities
- > Fx deposits to total deposits decreased 30 bps to 32.7%, as AR\$ deposits increased at a higher pace than US\$ deposits (measured in AR\$). Fx deposits (in US\$) flat in the quarter.

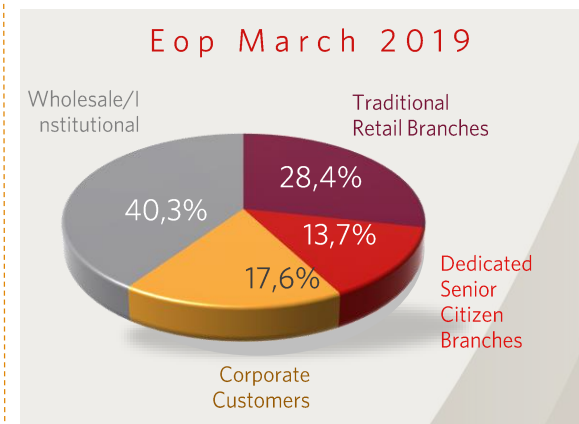
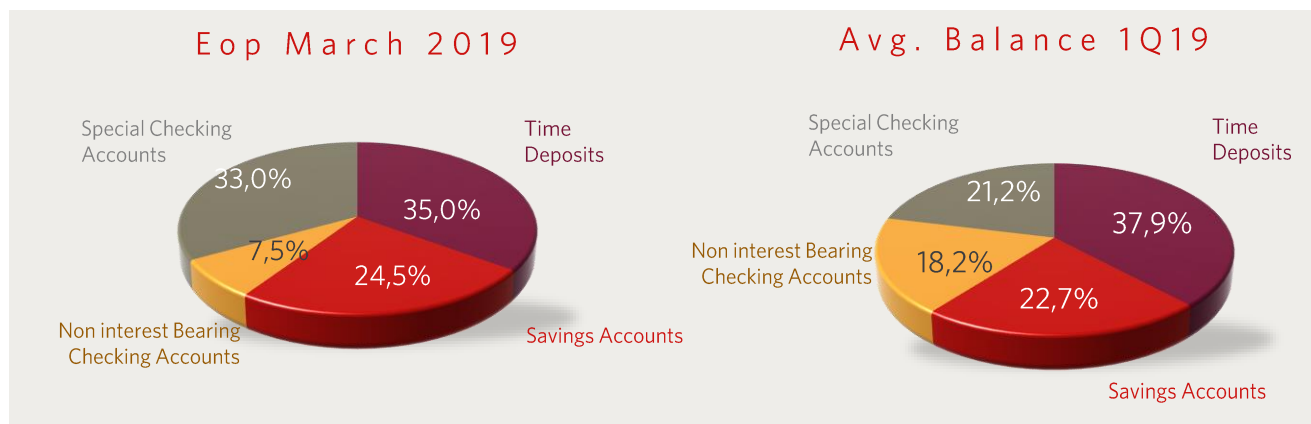
Funding & deposit base

Actively managing wholesale & institutional deposit base to maximize spread in current environment



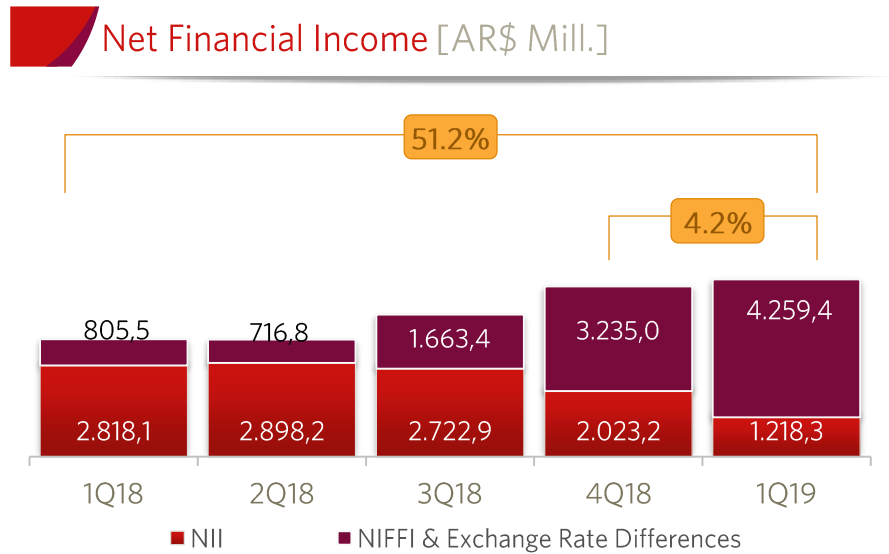
1) Includes: Repo Transactions, Financing received from Central Bank and others, Medium Term Notes and Subordinated Loan and Negotiable Obligations

DEPOSITS BREAKDOWN, March 2019



Net Financial Income & NIM

Net Financial Income up 4% QoQ from higher avg. asset & deposit volumes. Loans to assets ratio down 690 bps QoQ to 50% drives NIM contraction, despite AR\$ Loan NIM increasing 70 bps



NIM [%]

	1Q18	2Q18	3Q18	4Q18	1Q19
TOTAL	19.8	17.3	18.2	20.3	19.1
AR\$	22.3	19.1	21.7	23.9	22.5
US\$	10.3	10.8	7.3	9.1	6.9
Loan Portfolio	19.5	18.0	16.6	17.8	18.2
AR\$	23.8	22.1	21.3	22.5	23.2
US\$	3.9	4.4	3.9	4.9	4.7
Investment Portfolio	12.8	6.0	20.7	23.4	20.1
AR\$	13.5	9.8	22.5	28.2	23.3
US\$	10.1	(17.4)	8.0	(2.2)	(4.2)

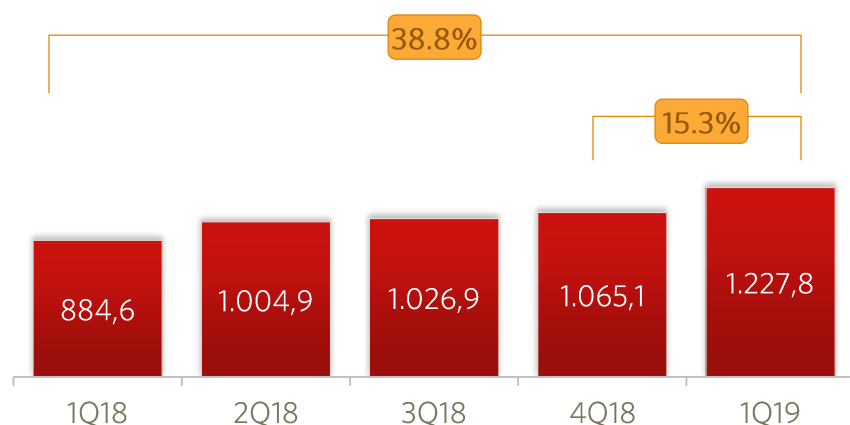
- Net Financial Income up 4.2% QoQ reflecting increases in average volumes of assets and deposits.
 - Interest on loans benefitted from additional repricing in personal loans and lagged repricing in commercial loans.
 - Net Financial income includes Ps.211.9 million net gain from U\$S denominated operations and securities
- NIM of 19.1%, down 120 bps QoQ, reflecting higher volumes invested in lower-spread Central Bank 7-days LELIQS. By contrast, AR\$ Loan portfolio NIM rose 70 bps QoQ to 23.2 driven by continued repricing in Loans to individuals and lagged repricing in commercial loans, while the average Badlar rate declined in the quarter.

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

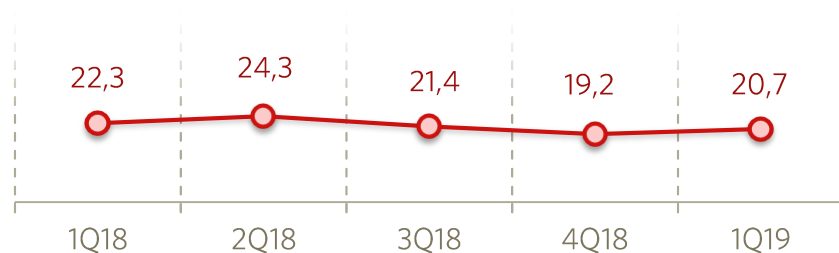
Service fee income & income from insurance activities

Pickup in net service fee income - up 15% QoQ driven by repricing on bundled services and non-credit related insurance. Resumed growth in income from insurance activities.

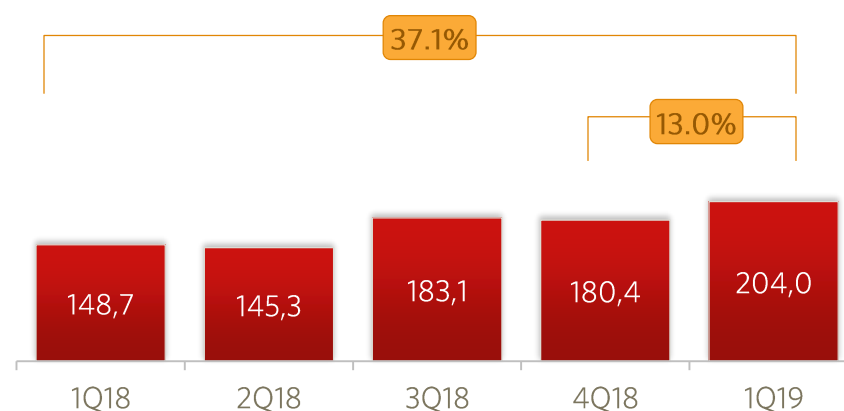
NET SERVICE FEE INCOME¹⁾ [AR\$ Mill.]



NET SERVICE FEE INCOME RATIO [%]*



INCOME FROM INSURANCE ACTIVITIES [AR\$ Mill.]



- Net Service Fee Income up 15.3% QoQ reflecting repricing:
 - 12.5% increase in fee income from bundled financial services and in non-credit related insurance),
 - partially offset by a 3.5% increase in commissions paid
- Income from insurance activities increased 13.0% QoQ. These reflect normal company seasonal accident rates curve (IBNR). Combined ratio improved 250 bps QoQ due to the 2.4% increase in Gross written premiums while claims paid decreased 2.1%.

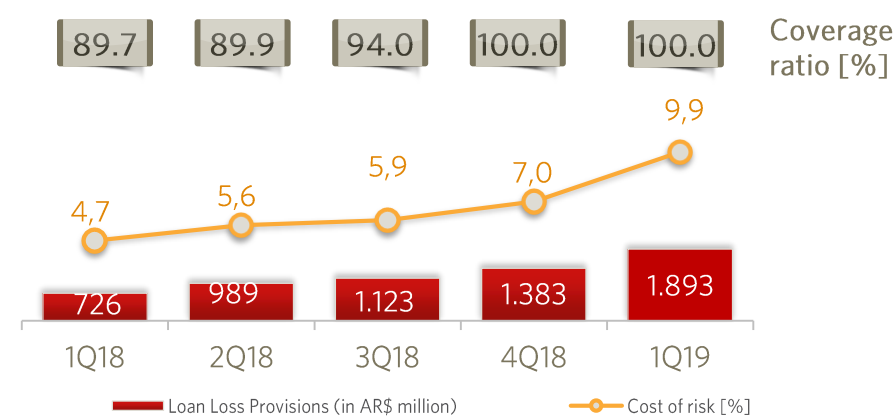
¹⁾ Excludes income from insurance activities

* 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.

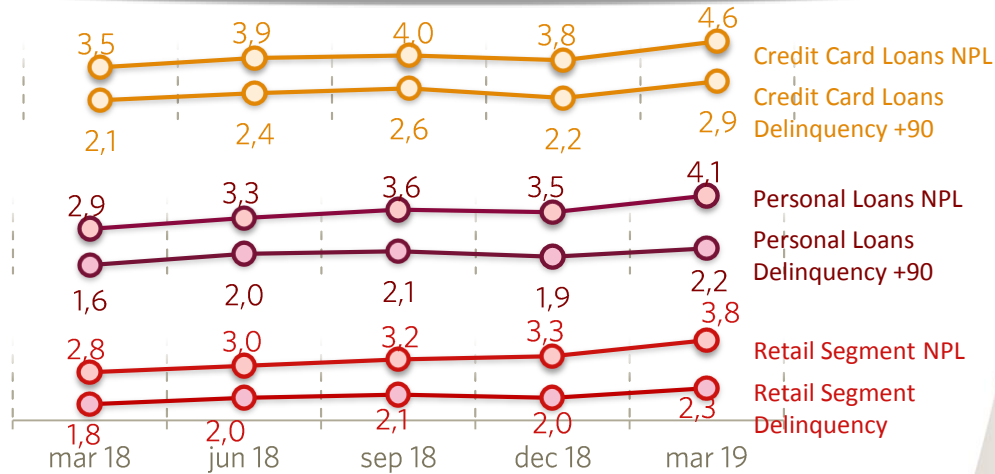
Asset quality

LLPs include provision for delinquent corporate loan which was fully provisioned in Supervielle's FY19 guidance keeping 100% NPL coverage

LOAN LOSS PROVISIONS EVOLUTION



RETAIL NPLs vs +90 DAYS DELINQUENCY



NPLs RATIO

	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19
Corporate	0.3%	0.5%	0.8%	1.1%	3.0%
Retail	2.8%	3.0%	3.2%	3.3%	3.8%
Personal Loans	2.9%	3.3%	3.6%	3.5%	4.1%
Credit Cards	3.5%	3.9%	4.0%	3.8%	4.6%
Mortgages	0.0%	0.0%	0.0%	0.2%	0.2%
Consumer finance	15.7%	18.0%	18.5%	19.4%	21.0%
Personal Loans	19.9%	23.1%	24.6%	26.0%	27.9%
Credit Cards	9.8%	10.9%	11.6%	13.2%	15.4%
Car Loans	-	-	0.2%	2.5%	6.2%
Residual Car Loans Mila		12.2%	16.1%	22.3%	27.4%
Portfolio	3.2%	3.6%	3.7%	4.1%	5.3%
TOTAL					

- Cost of risk of 9.9% in 1Q19 by maintaining 100% NPL coverage. Excluding a voluntary LLP in excess of the 25% regulatory provisioning related to a delinquent commercial loan, cost of risk would have been 7.5%.
- Fully excluding the above mentioned loan, cost of risk would have been 6.7% in 1Q19 and Corporate NPLs 1.5%.

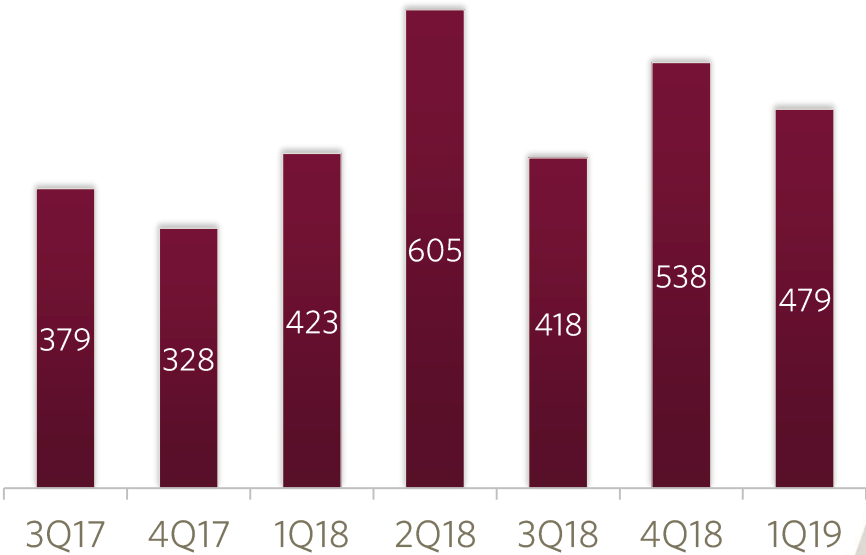
Asset quality consumer finance

Reflecting earlier actions to tighten credit scoring standards, NPL creation and 3-month vintage remain below peak levels of 1H18 despite the overall weaker environment.

+30 DAYS DELINQUENCY, 3 MONTH VINTAGE

Month of Disbursement	Month of Measure	Total Loans	Loans to Existing Customers	Loans to Open Market Customers
Jan 17	Mar 17	4.3%	4,0%	4.8%
Feb 17	Apr 17	5.5%	5,6%	5.3%
Mar 17	May 17	4.3%	3,8%	5.3%
Apr 17	Jun 17	3.8%	3,2%	4.7%
May 17	Jul 17	3.0%	2,4%	4.1%
Jun 17	Aug 17	3.2%	2,7%	4.1%
Jul 17	Sep 17	3.8%	2,7%	5.9%
Aug 17	Oct 17	3.5%	2,8%	4.8%
Sep 17	Nov 17	4.1%	3,3%	5.6%
Oct 17	Dec 17	5.0%	4,7%	5.8%
Nov 17	Jan 18	4.0%	3,5%	4.8%
Dec 17	Feb 18	4.7%	3,7%	6.4%
Jan 18	Mar 18	4.4%	3,7%	6.2%
Feb 18	Apr 18	5.0%	4,1%	6.5%
Mar 18	May 18	3.9%	3,2%	5.2%
Apr 18	Jun 18	3.2%	2,5%	4.6%
May 18	Jul 18	2.8%	1,8%	4.9%
Jun 18	Aug 18	1.4%	1,3%	2.0%
Jul 18	Sep 18	2.4%	2,2%	3.0%
Aug 18	Oct 18	2.0%	1,8%	3.6%
Sep 18	Nov 18	3.5%	3,4%	3.8%
Oct 18	Dec 18	2.7%	2,2%	4.1%
Nov 18	Jan 19	3.3%	2,8%	4.7%
Dec 18	Feb 19	3.6%	2,5%	7.0%
Jan 19	Mar 19	2.8%	2,1%	5.4%

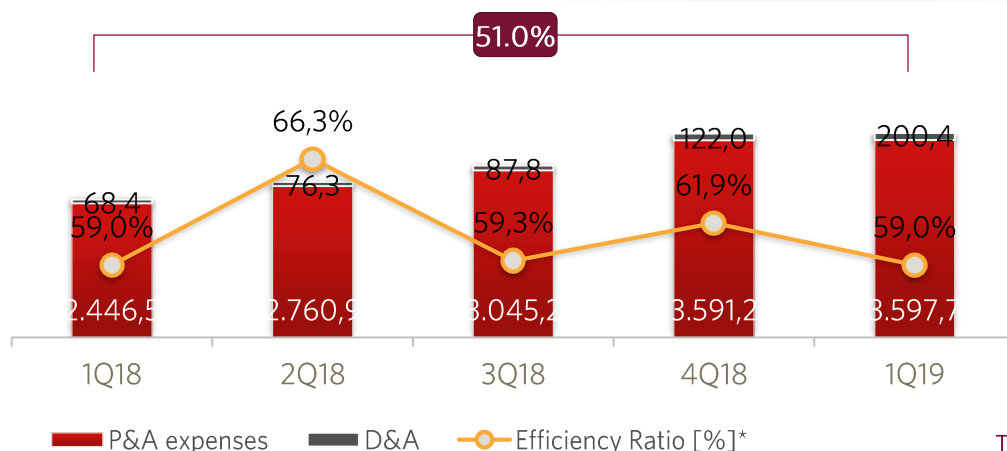
CONSUMER FINANCE - NPL Creation



Administrative expenses & efficiency ratio

Efficiency ratio improved 290 basis points to 59% QoQ and was flat YoY

PERSONNEL AND ADMINISTRATIVE EXPENSES & EFFICIENCY RATIO [AR\$ Mill.]



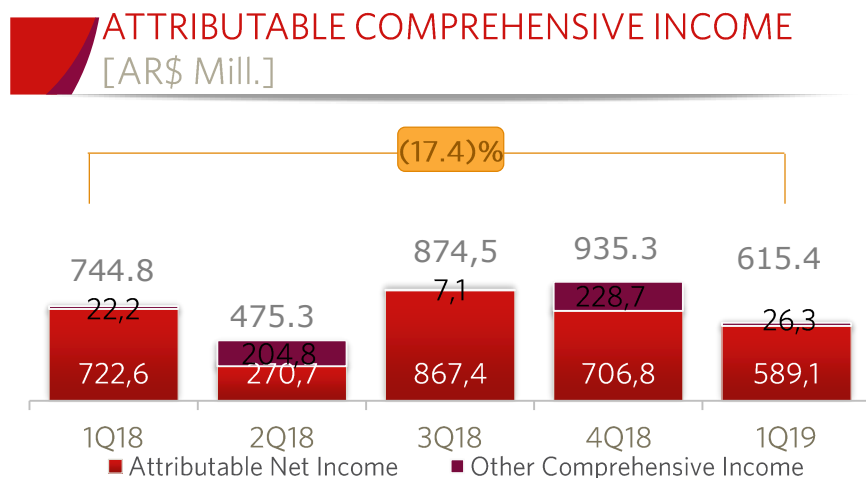
	1Q18	4Q18	1Q19	QoQ	YoY
Personnel Expenses	1,520.3	2,273.4	2,317.2	1.9%	52.4%
Administrative	926,2	1,317.8	1,280.5	-2.8%	38.3%
Total Personnel & Administrative Expenses	2,446.5	3,591.2	3,597.7	0.2%	47.1%
D&A	68.4	122.0	200.4	64.3%	192.9%
Total P&A and D&A	2,514.9	3,713.2	3,798.1	2.3%	51.0%
Employees	5,406	5,307	5,264	-0.8%	-2.6%

*Efficiency: Personnel, Administrative expenses and Depreciation & Amortization divided by the sum of Net interest income + Net income from financial instruments at fair value through profit or loss + Exchange rate differences on gold and foreign currency, net services fee income, income from insurance activities and other net operating income.

- > 1Q19 Efficiency ratio improved 290 bps QoQ to 59.0% and was flat YoY. 1Q19 and 4Q18 reflect the cumulative effect of several salary increases agreed throughout previous quarters. 4Q18 also recorded the full impact of salary increases in vacations accrued. Revenues increased 7% sequentially.
- > Administrative expenses decreased 2.8% QoQ mainly due to the application of IFRS 16 starting January 2019. Assuming IFRS16 would have applied in 4Q18, administrative expenses would have increased 6.6% and total personnel and administrative expenses 3.5%.

Profitability

Net Income of AR\$589 million; 7% QoQ revenue growth more than offset by higher cost of risk from a corporate loan while keeping 100% NPL coverage



- Attributable Net income of AR\$589.1 million, declining by 18.5% YoY, or AR\$133.5 million, and by 16.7% QoQ, or AR\$117.7 million. Excluding additional voluntary LLP for the delinquent commercial loan, to maintain 100% NPL Coverage, Attributable Net Income would have increased 29.5% YoY and 32.4% QoQ.
- ROAE of 13.6% 1Q19 (21.6% excluding additional LLPs) compares with 19.9% in 1Q18 and 17.1% in 4Q18. ROAA of 1.5% in 1Q19 (2.4% excluding additional LLPs) vs. 3.2% in 1Q18 and 2.0% in 4Q18.



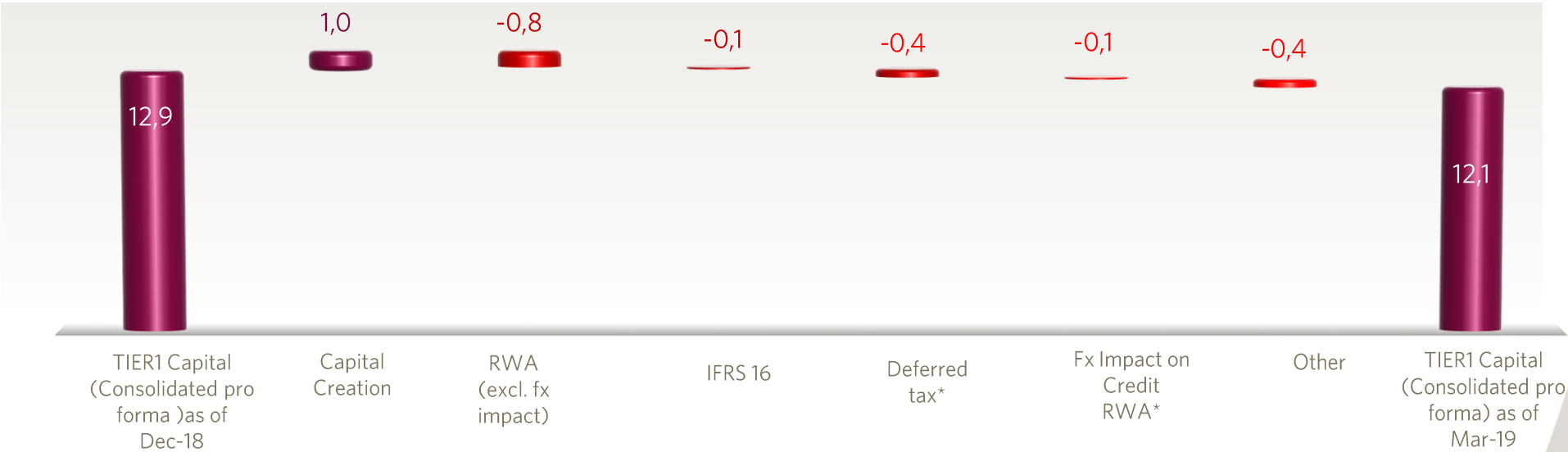
* ROAE and ROAA were restated and now are calculated taking into account Attributable Net Income divided by Avg. Shareholders' Equity, without excluding the impact from Other Comprehensive Income in Shareholders' Equity. This is in line with the change introduced in the Company's FY19 guidance which now includes Net income instead of Comprehensive Income.

Capitalization

80-bps sequential decrease in 1Q19 capital ratios following deferred tax, AR\$ depreciation in the quarter and IFRS 16 implementation



CAPITAL DEPLOYMENT [Tier I ratio %] ⁽¹⁾



- > AR\$ 913 billion remain at the holding company as of March 31, 2019, available for future capital injections
- > SUPV received a Dividend Payment of AR\$ 152 million from its subsidiary Supervielle Seguros in 1Q19

* Deferred tax on loan los provisions and losses on Consumer Finance

Supervielle 2019 guidance

Maintain annual guidance in more challenging economic backdrop

FY 2019 EXPECTATIONS

Guidance

Total Loan Growth ⁴	21 – 31 %
Cost of Risk	5.0 – 5.8%
NIM ¹	18.5 – 20.5%
Efficiency Ratio	61 – 63%
Net Income ²	AR\$ 3.3– 3.9 Bill.
Tier 1 Ratio ⁵	10.6– 11.1%

Changes in Macro Assumptions

Metric	Guidance Assumptions	Current Expectations
GDP ³	-1.3%	-1.3%
Inflation ³	32%	40%
Badlar Rate (eop) ⁴	38%	42%
Monetary policy Rate (eop) ³	37%	50%
FX Ar\$ (eop) ³	48	51

(1) Starting Q1 2019, the Company changed the components included to calculate the Net Interest Margin ratio (“NIM”). Until 4Q18, it had included interest income and interest expense, as well as results from its investment portfolio. Now, it start adding the exchange rate differences and net gains or losses from currency derivatives.

Accordingly, the NIM ratio captures all of the components of its financial margin. Before, for example, when the Company took peso denominated deposits and granted foreign currency loans with a forward contract to hedge the currency mismatch, its NIM ratio did not include the hedge gain or loss, leading to an inaccurate ratio. The same occurred when the Company took dollar denominated deposits to buy foreign currency securities, its NIM ratio did not include the exchange rate gain or loss from the liabilities adjustment. By incorporating exchange rate differences and derivatives results, the NIM ratio now is more accurate and representative of its financial margin and spreads.

NIM guidance of between 18.5% and 20.5%, compares with NIM of 18.7% reported in 2018.

(2) Starting 2019, Supervielle is providing guidance of Net Income, instead of Comprehensive income. Net Income guidance between AR\$ 3.3 billion to AR\$ 3.9 billion for 2019, compares with AR\$ 2.6 billion Net Income reported in 2018. This implies an YoY increase of between 28% and 52% in 2019.

(3) Source: Market Expectations Survey (Central Bank), unless otherwise noted. Original assumptions as of February 2019 and current expectations as of April 2019.

(4) Company estimates

Note: Apart from above detailed macroeconomic assumptions, this guidance assumes that reserve requirements are kept by the Central Bank at the current levels.

