



Grupo Financiero Galicia

3Q earnings continued to benefit from gains on securities and FX

Maintain Rating: UNDERPERFORM | PO: 543.00 ARS | Price: 1,112.90 ARS

Strong 3Q23 earnings; 17.6% ROAE

Reported NI of AR\$54.2bn doubled YoY (-31% lower than in 2Q23) and was 54% above our estimate. The 3Q23 earnings beat was mainly explained by higher NII and income from securities on higher rates and greater FX gains, offsetting higher losses in the net monetary position. Results showed mixed operating trends, reflecting weak lending activity and higher-than-expected opex but better asset quality (lower NPLs and modestly lower provision charges). ROAE for the quarter declined to 17.6% from 25.3% in 2Q23 but improved from 9.1% in 3Q22.

Key operating highlights

Loan growth (=): It contracted 10% YoY (-9% QoQ) and was 3% above our expectations, reflecting weaker lending dynamics in documents, mortgages, pledge loans, personal loans, and financing of exports. Meanwhile, loans to the private sector at the bank level (70% of total loans) declined 9% YoY, impacted by the decrease in pesodenominated loans and foreign currency loans. On the other hand, the credit card portfolio declined 14% YoY.

Net interest income (+): It was +10% QoQ (not comparable on an annual basis due to a reclassification from income from securities to NII during 2023), well above loan growth, and was 21% above our expectations. Stronger NII was explained by investment on securities (benefiting from higher rates) and loan re-pricing, which more than offset weak lending volumes. Indeed, 64% of NII was explained by gains on government securities

Asset quality (+): NPL ratio improved -30bp QoQ to 2.8%, due to asset quality improvements of -20bp at the bank level (to 2.5%) and of -60bp in credit cards (to 3.8%). Meanwhile, provision charges rose 24% YoY (-8% QoQ) and were 2% below our expectations, reflecting cost of risk of 4.1% of average gross loans (versus 4.3% in 2Q23). With lower provisioning, reserve coverage declined to 132% from 147% in 2Q23. **Fees (+):** They rose 9% QoQ and 13% YoY and were 9% above our estimate, reflecting greater deposit accounts, credit card and financial fees, credit-related fees, and mutual funds.

Opex (-): It advanced 7% YoY (relatively unchanged QoQ) and was 7% above our estimate, reflecting higher personnel expenses due to the increase in staff and salary increases above inflation.

Tax rate (+): It declined to 28% from 30% in 2Q23, on higher tax benefits.

Maintain Underperform rating

We continue to see execution risks on the Argentina economy (related to dollarization and hyperinflation) and Milei's proposal to reduce banks' exposure to Leliqs (43% of Galicia's government securities, or 17% of total assets). We maintain our Underperform rating.

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Objective Basis/Risk on page 2.

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21 November 2023

Equity

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Stock Data

Price (Common / ADR) 1.112.90 ARS / 14.65 USD Price Objective 543.00 ARS / 7.00 USD Date Established 17-Oct-2023 / 17-Oct-Investment Opinion C-3-7 / C-3-7 239.00 ARS - 1,482.15 52-Week Range 1.447.065 ARS Market Value (mn) Average Daily Value 7.42 USD 1300 3 / 119 3 Shares Outstanding (mn) BofA Ticker / Exchange GGABF / BUE BofA Ticker / Exchange GGAL / NAS Bloomberg / Reuters GGAL AR / GGAL.BA ROE (2023E) 15.8%

CoR: Cost of risk

NI: Net Income NII: Net Interest Income NPL: Non-performing Ioan ratio opex: operating expense ROAE: Average return on equity

Exhibit 2: Galicia - 3Q23 results

3Q23 earnings beat explained stronger financial and FX gains benefiting from higher rates

ArP\$ mn	3Q/22	2Q/23	3Q/23E	3Q/23EA	YoY	QoQ	vs. BofAe
Net interest income	59,515	265,101	241,331	291,697	390%	10%	21%
Fee income	71,307	73,694	73,754	80,635	13%	9%	9%
Income from securities	199,343	47,256	43,218	57,872	-71%	22%	34%
Fx gains	13,928	46,215	53,000	61,433	341%	nm	16%
Insurance	7,364	6,493	6,484	4,376	-41%	-33%	-33%
Non-interest expense	104,344	110,171	104,629	111,461	7%	1%	7%
Provision for loan losses	22,029	29,551	27,756	27,227	24%	-8%	-2%
Results from net monetary position	-163,930	-167,986	-222,814	-263,944	61%	57%	18%
Other income (other expenses)	-27,998	-18,841	-12,000	-18,128	-35%	-4%	51%
Net income - reported	26,682	78,159	35,115	54,216	103%	-31%	54%
EPS - reported	22.36	65.49	29.42	45.43	103%	-31%	54%
Gross loans	2,619,943	2,591,786	2,283,791	2,349,490	-10%	-9%	3%
Total assets	6,365,963	6,550,862	6,492,758	6,266,279	-2%	-4%	-3%
Deposits	4,009,919	4,043,022	3,028,784	3,829,960	-4%	-5%	26%
Equity	1,191,986	1,204,785	1,164,688	1,258,960	6%	4%	8%
ROAE - reported	9.1%	25.3%	12.0%	17.6%	855 bps	-768 bps	562 bps
NIM	21.6%	29.1%	29.1%	34.4%	1275 bps	530 bps	530 bps
Efficiency ratio	30%	25%	25%	22%	-722 bps	-264 bps	-257 bps
Effective tax rate	19%	30%	30%	28%	909 bps	-264 bps	-264 bps
Cost of Risk	3.0%	4.3%	4.3%	4.1%	111 bps	-21 bps	-21 bps
NPLs/ Gross loans	2.6%	3.1%	3.1%	2.8%	18 bps	-33 bps	-33 bps
LLR/ NPLs	192%	147%	147%	132%	-6017 bps	-1561 bps	-1561 bps

Source: Company data and BofA Global Research estimates

BofA GLOBAL RESEARCH

Price objective basis & risk

Grupo Financiero Galicia (GGABF)

Our price objective of ArPs543/share (US\$7.0/ADS converted at 800 FX rate) is derived from the Gordon Growth Model, assuming a COE of 24.2% (reflecting a US risk-free rate of 3.5%, Argentina country risk of 1,000bp (vs. EMBI at 2,622bp), inflation differential of 450bp and beta of 1.0x), 4% growth in perpetuity, and a sustainable ROE of 14%.

Downside risks are high inflation and gradual economic recovery reduces earnings visibility and could lead to asset quality deterioration, especially due to the bank's outsized exposure in credit cards.

Upside risks are stronger lending dynamics, better asset quality, and lower inflation levels

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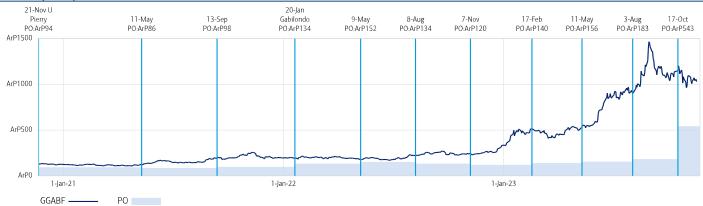
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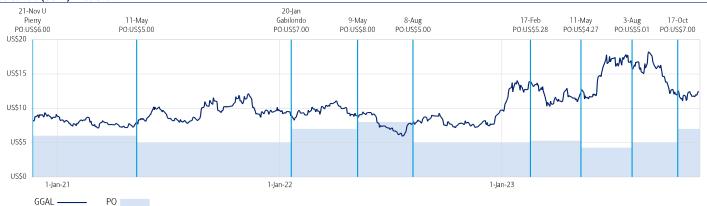
Grupo Galicia (GGABF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	98	50.78%	Buy	81	82.65%
Hold	47	24.35%	Hold	35	74.47%
Sell	48	24.87%	Sell	36	75.00%

Equity Investment Rating Distribution: Global Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1869	53.48%	Buy	1046	55.97%
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Sell	798	22.83%	Sell	370	46.37%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

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 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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