# Corporate Profile

Banco Macro S.A (NYSE: BMA; Buenos Aires: BMA) is a universal bank, with focus in low & mid-income individuals and small & mid-sized companies. The Bank started operating in 1985 as nonbanking financial institution and today has grown to be the private local bank with the largest branch network in the country. Banco Macro was initiated by the members of the Brito & Carballo families who are the actual major shareholders.

### Ownership Structure<sup>1</sup>

Macro



As of December 31, 2021

1 - Total Shares Outstanding 639,413,408

## Strategy

- Operational and Commercial Efficience
- Growth through Profitability
- Inorganic Growth Opportunity
- Agressive Growth Focus
- Market Opportunities through Geography and Segment

#### **Timeline**

2000 - 2016

**2010** Banco Privado de Inversiones

2009 Merger Nuevo Banco Bisel

2007 Merger Nuevo Banco Suquía International Capital Markets

2006 Banco de Tucumán

NYSE IPO

Nuevo Banco Bisel

2005 Banco Empresario de Tucumán

2004 Nuevo Banco Suquía

2002 Banco Bansud

35% of Scotiabank Argentina

• 1990 - 1999

1999 Branches of Banco Mayo. Almafuerte. Mendoza and Israelita

National Bank

Regional Bank

Inicial Stage

Wholesale Bank

1998 Banco Jujuy

1996 Banco Macro acquired 3 banks in Argentina - Banco Misiones. Banco del Noroeste and Banco Salta

1994 First Wholesale Bank to Issue Equity

First Branch in Salta

Strategic Decision to Move into Retail

1992 First Wholesale Bank to Issue Debentures

1980 - 1989

**1989** Banco Macro Emerges as a Leading Wholesale Bank in Argentina

1988 Commercial Bank License

1985 Macro (Financial Company)

1970 - 1979

1975 Hamburgo (Investment Manager)

### Nationwide Presence<sup>1</sup>



80% in Interior of Argentina 14% in Buenos Aires Province 6% in Buenos Aires City

#### Strongest Presence Outside Buenos Aires

Exclusive financial agent in 4 provinces: Salta, Misiones, Jujuy and Tucumán

466 branches throughout the country 1,774 ATMs 955 TAS 34 Service points 8,005 Employees 4.312.883 Retail Customers

89.754 Corporate Customers

<sup>1</sup>As of December 31, 2021.

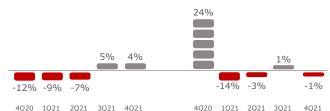
## Successful Business Model



## Share Performance

MACRO consolidated	4Q20	3Q21	4Q21
Share Price (Ps.)	227.30	328.25	287.60
ADR Price (USD)	15.84	16.99	14.02
Average Shares out.(M)	639.0	639.0	639.0
Shares Outstanding (M)	639.0	639.0	639.0
Book value per Avg. out Share (Ps.)	350.00	357.00	373.00
Earnings per Avg. out Share (Ps.)	7.50	12.69	11.50
Market Cap (USD)	1,012	1,086	896

#### YoY Volume Growth



**Loans to the Private Sector** 

**Private Sector Deposits** 

#### Financial Performance

INCOME STATEMENT In MILLION \$ (Measuring Unit Current at EOP)	4Q20	3Q21	4Q21	FY2020	FY2021
Net Interest Income	32,860	32,784	35,680	145,275	130,998
Net fee income	8,543	8,624	8,760	34,257	33,453
Subtotal (Net Interest Income + Net Fee Income)	41,403	41,408	44,440	179,532	164,45
Net Income from financial instruments at fair value through P&L	4,955	3,810	3,542	16,735	19,809
Income from assets at amortized cost	190	-	91	1,951	244
Differences in quoted prices of gold and foreign currency	1,920	652	1,600	6,384	4,648
Other operating income	2,100	1,943	1,984	8,105	7,829
Provision for loan losses	3,259	233	1,963	12,080	2,455
Net Operating Income	47,309	47,580	49,694	200,627	194,520
Employee benefits	10,349	9,945	9,726	40,148	39,481
Administrative expenses	5,882	4,951	5,897	21,947	20,092
Depreciation and impairment of assets	1,680	1,826	1,851	6,645	7,126
Other operating expenses	7,530	8,312	9,841	30,895	34,197
Operating Income	21,868	22,546	22,379	100,992	93,630
Result from associates & joint ventures	-90	-1	35	-10	87
Result from net monetary position	-16,057	-14,125	-15,178	-45,724	-64,931
Result before taxes from continuing operations	5,721	8,420	7,236	55,258	28,786
Income tax	930	314	-3,298	18,476	1,663
Net income from continuing operations	4,791	8,106	10,534	36,782	27,123
Net Income of the period	4,791	8,106	10,534	36,782	27,123
Net income of the period attributable to parent company	4,791	8,106	10,534	36,782	27,122
Net income of the period atributable to minority interest	0	0	0	0	1
Other Comprehensive Income	-179	64	69	1,416	1,174
Foreign currency translation differences in financial statements conversion	-33	-203	-193	181	-766
Profits or losses from financial assets measured at fair value through other comprehensive income (FVOCI) (IFRS 9(4.1.2)(a)	-146	267	262	1,235	1,940
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	4,612	8,170	10,603	38,198	28,297
Total Comprehensive Income attributable to parent Company	4,611	8,170	10,603	38,197	28,296
Total Comprehensive Income attributable	1			1	1

ACCUMULATED ANNUALIZED RATIOS	4Q20	1Q21	2Q21	3Q21	4Q21
Profitability & performance					
Net interest margin	19.2%	17.4%	18.0%	18.4%	19.1%
Net interest margin adjusted (exc. FX)	18.4%	16.5%	17.4%	17.8%	18.4%
Net fee income ratio	12.6%	11.5%	11.8%	12.4%	12.5%
Efficiency ratio	35.7%	35.7%	37.0%	37.6%	37.5%
Net fee income as % of A&G Expenses	35.3%	32.2%	32.0%	33.1%	33.2%
Return on average assets	3.5%	1.1%	1.7%	2.2%	2.8%
Return on average equity	16.8%	5.4%	7.8%	10.1%	12.2%
Liquidity					
Loans as a percentage of total deposits	52.7%	58.0%	55.4%	57.2%	59.8%
Liquid assets as a percentage of total deposits	90.0%	94.0%	93.0%	90.0%	90.0%
Capital					
Total equity as a percentage of total assets	19.2%	22.2%	22.5%	23.0%	23.9%
Regulatory capital as % of APR	34.2%	37.7%	38.3%	37.2%	36.1%
Asset Quality					
Allowances over total loans	3.5%	3.7%	3.8%	3.0%	2.8%
Non-performing financing as a percentage of total financing	0.8%	0.9%	1.7%	1.7%	1.3%
Coverage ratio w/allowances	479.3%	387.8%	212.9%	175.9%	209.6%
Cost of Risk	3.0%	0.0%	0.2%	0.2%	0.7%

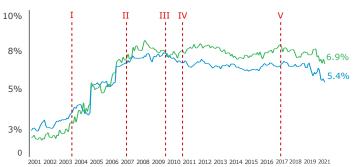
QUARTERLY BALANCE SHEET - In Million Ps,	4Q20	3Q21	4Q21	
Assets	1,162.101	990,924	997,701	
Loans	388,413	341,566	352,361	
Other assets	773.688	649,358	645,340	
Liabilities	938,586	762,954	759,095	
Deposits	737,714	597,510	588,851	
Other liabilities	200,872	165,444	170,244	
Shareholders Equity	223,515	227,970	238,606	

### Ratings

	Amount (USD)					Ratings <sup>1</sup>	
Denomination	Original	Oustanding	Maturity	Call Option	Coupon	Moodys	Fitch
Subordinated (Class A)	400	400	2026	2021	6.643%	Ca (hyb)	C/RR6
Peso Linked (Class B)	300(*)	300(*)	2022	-	17.50%	Caa3	CCC/RR4

Equivalent to AR\$ 4,620,570,000. As of December 31, 2021 AR\$ AR\$ 1,731,379,000 of this issuance had been cancelled, bringing the total outstanding amount to AR\$ 2.889,191,000

#### Market Share



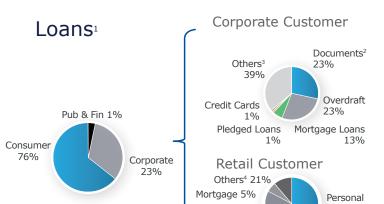
Market share Loans to Private Sector

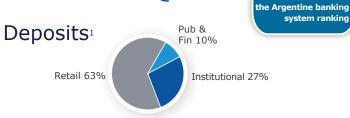
 Market share Private Sector Deposits

#### **Acquisitions:**

Credit Cards 37%

IV- Bisel I- Bansud V- Banco Privado II- Suguia III- Tucuman







- As of December 31, 2021.
   Factoring. check cashing advances and promissory notes
   Mostly structured loans (medium- and long-term)
   Including documents & overdrafts

#### IR Contact

37%

14% market share - Leader in

Jorge Scarinci - Chief Financial Officer Nicolás Torres - Investor Relations

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