



## TARJETA NARANJA REPORTS FINANCIAL RESULTS FOR THE PERIOD ENDED ON SEPTEMBER 30, 2021

### Summary of Activity

As of September 30, 2021, we had 3,321,924 open accounts under the Naranja brand. This figure reaches a total of 4,628,211 customers when considering Naranja additional cardholders.

As of September, we completed 132,101,754 transactions, including purchases in stores and automatic debits, personal loans, cash advances and cash withdrawals from ATMs.

By way of General Resolution 777/2018, the C.N.V. provided that issuers subject to its oversight are required to restate their financial statements ended on and after December 31, 2018 into constant currency as required by IAS 29.

Originally reported comparative figures were adjusted accordingly.

As of September 30, 2021, profit was AR\$ 6,670,752, accounting for an increase of 80% in constant currency as compared to the previous year. At period-end, equity amounted to AR\$ 36,443,326 in constant currency.

### Sources of Financing (Figures Expressed in Nominal Amounts)

As of September 30, 2021, Naranja X secured financing through the issuance of Notes ("*Obligaciones Negociables*") for an aggregate amount of AR\$ 12,959,500 (in nominal currency) and US\$ 8,500 (in thousands) and new Borrowings and Credit Lines for AR\$ 12,130,000 (in nominal currency).

Additionally, during such period, the Company repaid principal and interest with regard to Notes ("*Obligaciones Negociables*"), Borrowings, Credit Lines and Leases for AR\$ 12,988,437 (in nominal currency).

### Review of Operations as of September 30

#### Digital Evolution

During the third quarter of the year, we opened up 123,700 new accounts, primarily through the digital channel, which accounted for 81% of the total. September's performance was outstanding, as we managed to open 43,520 new accounts.

#### Arrears Ratios

After the end of the third quarter, arrears indicators remain quite favorable. During the reporting period, the 30 days' arrears ratio averaged 5.62%, down from the 6.45% ratio recorded in the second quarter. Also during the period, the 60 days' and 90 days' arrears tranches averaged 1.71% and 0.85%, respectively. From a short-term perspective, monthly recovery maintains the good ratios achieved in prior periods, when the recovery of the 31 to 60 days' past due portfolio averaged 74%, whilst the recovery of the 61 to 90 days' past due portfolio averaged 54%.

## **Personal Loans**

During the third quarter of the year, Naranja X hit a record high in loan origination, with a total of 190,000 new loans. On average, 35% of the customers borrowed a loan for the first time during the previous year. Committed to supporting its customers' financial inclusion, in September 5,646 individuals had access to a loan for the first time in the entire financial system.

## **Insurance and Assistance Products**

During the third quarter of 2021, the Company reached a stock of 2,180,000 insurance policies and assistance products. Six per cent (6%) of the sales were completed through digital channels, with an average of 70,000 new products per month. These indicators reflect stability in both the stock and the digital channel's contribution.

## **Social Innovation and Sustainability**

During the third quarter of the year, the Company announced that since 2020 it has become carbon neutral in an attempt to offset its carbon footprint.

It also completed the rebranding of certain branches, embracing triple impact criteria. Besides, in anticipation of the Friendship Day, Naranja X partnered with Sumatoria to finance popular economy projects. Finally, seeking to embrace diversity, the Company participated in a joint action with Trans Argentinx and Contratá Trans to expand the education offering and job opportunities.

## **Promotions and Benefits**

During the third quarter, Naranja's customers could enjoy several benefits, including the Z Plan (3, 6, 9 and 12 installments), discounts, and special and deferred payment plans on essential items, such as supermarkets, drug stores, delivery companies and gas stations, in addition to a broad value proposition specially conceived for our customers. Naranja launched benefits for special dates, such as the Children's Day, on several categories, including clothing, sports and electronics, among others.

Naranja launched the second stage of *Smartes* which will continue through December, offering up to 25% discounts on clothing and shopping malls nationwide.

The Z Plan (3 interest-free installments) was deployed in gas stations under the Puma Energy brand.

## **Rebranding**

Progressively, Naranja X has continued pursuing its rebranding initiative across the branch network. This will allow the Company to offer a unique experience for users to engage with the new brand and value proposition. As of September 30, the new corporate image had already been deployed in 70% of the Company's branches.

## **Outlook**

Naranja X's goal is to spearhead financial inclusion and education in the region, seeking to become the most human technological and financial platform preferred by the Argentinians. This will surely allow it to scale up new products and services simply and to a massive extent, facilitating financial inclusion and education.

With the removal of the pandemic-related restrictions, local economic and social conditions are likely to improve and continue to display favorable indicators..

## TARJETA NARANJA S.A.'S COMPARATIVE STATISTICAL DATA FOR CURRENT AND PREVIOUS YEARS

(This information is not within the scope of the Independent Auditors' Report)

### TARJETA NARANJA S.A.'S USERS

<b>Naranja</b>	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Open Accounts (in Thousands)	3,322	3,225	3,307	3,185
Monthly Average Consumption per Active Account (in Thousands of AR\$) (1)	14.44	12.06	8.81	7.08

<b>Nevada</b>	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Open Accounts (in Thousands)	-	-	-	387
Monthly Average Consumption per Active Account (in Thousands of AR\$)	-	-	-	5.09

(1) It includes the managed brands Naranja Visa, Naranja MasterCard, Naranja Amex.

### OPERATIONS (purchases in stores, personal loans, cash advances and cash withdrawals from ATMs)

<b>Transactions with Naranja</b>	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Amounts in Thousands (until September) (1)	132,102	116,188	133,572	121,033
Monthly Average Amount (in Thousands of AR\$) (1)	42,532,014	34,785,406	27,651,158	20,382,921
Merchants' Average Fee	1.56%	1.90%	2.07%	2.15%

<b>Transactions with Nevada</b>	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Amounts in Thousands	-	-	-	19,055
Monthly Average Amount (in Thousands of AR\$)	-	-	-	2,362,503

(1) It includes the managed brands Naranja Visa, Naranja MasterCard, Naranja Amex.

### NUMBER OF TARJETA NARANJA S.A.'S AUTHORIZED CREDIT CARDS (in Thousands)

	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Naranja Clásica and Oro	4,628	4,555	4,662	4,487
Naranja Visa	3,581	3,443	3,485	3,272
Naranja MasterCard	392	425	465	506
Naranja Amex	62	58	49	45
Nevada	-	-	-	473
Nevada Visa	-	-	-	264
<b>Total</b>	<b>8,663</b>	<b>8,481</b>	<b>8,661</b>	<b>9,047</b>

**COMPARATIVE CHART OF BALANCE SHEET (in Thousands of AR\$)**

	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Current Assets	141,720,447	97,878,959	97,743,836	133,793,169
Non-current Assets	10,564,261	12,980,052	13,675,612	13,561,812
Assets	152,284,708	110,859,011	111,419,448	147,354,981
Current Liabilities	111,327,977	72,441,587	73,405,046	83,937,062
Non-current Liabilities	4,513,405	6,579,264	10,908,552	30,545,779
Liabilities	115,841,382	79,020,851	84,313,598	114,482,841
Equity	36,443,326	31,838,160	27,105,850	32,872,140

**COMPARATIVE CHART OF STATEMENTS OF PROFIT OR LOSS (in Thousands of AR\$)**

	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Operating Revenue	42,854,451	35,894,963	40,122,813	46,712,496
Operating Revenue, Net of Provision for Loan Losses	38,740,244	29,952,173	30,584,267	38,574,985
Total Operating Expenses	(20,794,204)	(19,746,684)	(23,246,751)	(27,382,064)
Income (Loss) from Investments Accounted for Using the Equity Method	(37,369)	(20,054)	(4,213)	1,464
Loss on Net Monetary Position	(7,956,721)	(4,494,440)	(6,644,278)	(7,899,326)
Profit before Income Tax	9,951,950	5,690,995	689,025	3,295,058
Income Tax	(3,281,198)	(1,978,859)	(324,087)	(3,721,824)
Profit for the Period	6,670,752	3,712,136	364,938	(426,766)

**COMPARATIVE STRUCTURE OF THE STATEMENT OF CASH FLOWS (in Thousands of AR\$)**

	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Net Cash Inflow / (Outflow) from Operating Activities	(10,983,316)	10,914,662	29,880,944	(4,242,903)
Net Cash Inflow / (Outflow) from Investing Activities	(1,178,652)	1,348,038	(4,386,313)	(3,837,932)
Net Cash (Outflow) / Inflow from Financing Activities	12,146,032	(13,568,020)	(22,871,376)	8,896,229
Total Net Cash (Outflow) / Inflow as of September	(15,936)	(1,305,320)	2,623,255	815,394
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	3,691,800	13,555,492	14,498,276	9,090,954
Loss on Net Monetary Position on Cash and Cash Equivalents	(1,004,045)	(3,283,198)	(4,448,807)	(2,570,433)
Increase due to Effects of Exchange Rate Changes on Cash and Cash Equivalents	109,661	348,915	(75,854)	(14,812)
<b>CASH AND CASH EQUIVALENTS AT PERIOD-END</b>	2,781,480	9,315,889	12,596,870	7,321,103

## RATIOS

	<b>09.30.21</b>	<b>09.30.20</b>	<b>09.30.19</b>	<b>09.30.18</b>
Liquidity	1.273	1.351	1.332	1.594
Indebtedness	3.179	2.482	3.111	3.483
Solvency	0.315	0.403	0.321	0.287
Tied-up Capital	0.069	0.117	0.123	0.092
ROE for the Period	(1) 19.30%	12.15%	1.36%	(1.25%)
ROA for the Period	(2) 4.61%	3.23%	0.28%	(0.28%)

(1) Profit / (Loss) for the Period / (Equity 09/21 + Equity 12/20) / 2

(2) Profit / (Loss) for the Period / (Assets 09/21 + Assets 12/20) / 2

## Statement of Profit or Loss

For the periods ended September 30, 2021 and 2020  
Expressed in thousands of constant Argentine Pesos at period-end

	Year-to-Date		Quarter	
	01.01.2021	01.01.2020	07.01.2021	07.01.2020
	09.30.2021	09.30.2020	09.30.2021	09.30.2020
In Thousands of AR\$				
Revenues from Services	21,876,917	21,070,348	7,732,906	6,914,490
Costs of Services	(4,839,851)	(4,998,064)	(1,771,868)	(1,643,035)
<b>Net Revenues from Services</b>	<b>17,037,066</b>	<b>16,072,284</b>	<b>5,961,038</b>	<b>5,271,455</b>
Revenues from Financing	34,399,010	22,260,972	12,073,132	6,605,460
Cost of Financing	(8,800,481)	(5,625,795)	(3,277,773)	(1,367,957)
<b>Net Revenues from Financing</b>	<b>25,598,529</b>	<b>16,635,177</b>	<b>8,795,359</b>	<b>5,237,503</b>
Net Income from Short-term Investments	<b>218,856</b>	<b>3,187,502</b>	<b>76,919</b>	<b>664,454</b>
<b>Operating Revenues</b>	<b>42,854,451</b>	<b>35,894,963</b>	<b>14,833,316</b>	<b>11,173,412</b>
Provision for Loan Losses	(4,114,207)	(5,942,790)	(1,183,370)	(1,102,270)
<b>Operating Revenue, Net of Provision for Loan Losses</b>	<b>38,740,244</b>	<b>29,952,173</b>	<b>13,649,946</b>	<b>10,071,142</b>
Employee Benefits Expenses	(7,826,912)	(7,397,265)	(2,332,402)	(2,446,992)
Taxes and Charges	(6,737,253)	(5,283,808)	(2,308,531)	(1,687,515)
Marketing Expenses	(426,054)	(611,259)	(177,288)	(202,225)
Depreciation and Amortization	(2,128,648)	(1,814,470)	(705,780)	(616,500)
Other Operating Expenses	(3,675,337)	(4,639,882)	(1,196,968)	(1,639,204)
<b>Total Operating Expenses</b>	<b>(20,794,204)</b>	<b>(19,746,684)</b>	<b>(6,720,969)</b>	<b>(6,592,436)</b>
<b>Net Profit before Income from Investments Accounted for Using the Equity Method</b>	<b>17,946,040</b>	<b>10,205,489</b>	<b>6,928,977</b>	<b>3,478,706</b>
Income (Loss) from Investments Accounted for Using the Equity Method	(37,369)	(20,054)	(11,407)	(13,656)
Loss on Net Monetary Position	(7,956,721)	(4,494,440)	(2,391,425)	(1,691,094)
<b>Profit before Income Tax</b>	<b>9,951,950</b>	<b>5,690,995</b>	<b>4,526,145</b>	<b>1,773,956</b>
Income Tax	(3,281,198)	(1,978,859)	(1,733,573)	(641,395)
<b>Profit for the Period</b>	<b>6,670,752</b>	<b>3,712,136</b>	<b>2,792,572</b>	<b>1,132,561</b>
<b>Earnings per Share</b>				
Basic and Diluted Earnings per Share	<b>2,362</b>	<b>1,314</b>	<b>989</b>	<b>401</b>

## Statement of Other Comprehensive Income

For the periods ended September 30, 2021 and 2020  
Expressed in thousands of constant Argentine Pesos at period-end

	Year-to-Date		Quarter	
	01.01.2021	01.01.2020	07.01.2021	07.01.2020
	09.30.2021	09.30.2020	09.30.2021	09.30.2020
	In Thousands of AR\$			
<b>Profit for the Period</b>	<b>6,670,752</b>	<b>3,712,136</b>	<b>2,792,572</b>	<b>1,132,561</b>
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income for the Period</b>	<b>6,670,752</b>	<b>3,712,136</b>	<b>2,792,572</b>	<b>1,132,561</b>
<b>Earnings per Share</b>				
Basic and Diluted Earnings per Share	<b>2,362</b>	<b>1,314</b>	<b>989</b>	<b>401</b>

## Balance Sheet

For the periods ended September 30, 2021 and December 31, 2020  
Expressed in thousands of constant Argentine Pesos at period-end

	09.30.2021	12.31.2020		09.30.2021	12.31.2020
	In Thousands of AR\$			In Thousands of AR\$	
<b>ASSETS</b>			<b>LIABILITIES</b>		
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>		
Cash and Cash Equivalents	2,781,480	3,691,800	Trade and Other Payables	71,022,970	74,935,344
Receivables from Trade	138,370,636	119,706,364	Borrowings	32,390,477	18,630,795
Other Receivables	568,331	524,005	Employee Benefit Obligations	1,577,320	2,086,790
			Current Tax Liabilities	2,966,276	2,579,151
			Other Liabilities	968,205	198,804
			Income Tax Provision	2,402,729	1,629,491
<b>Total Current Assets</b>	<b>141,720,447</b>	<b>123,922,169</b>	<b>Total Current Liabilities</b>	<b>111,327,977</b>	<b>100,060,375</b>
<b>NON-CURRENT ASSETS</b>			<b>NON-CURRENT LIABILITIES</b>		
Receivables from Trade	1,152,265	684,524	Borrowings	4,339,810	4,169,396
Other Receivables	9,250	10,554	Provisions	153,640	198,668
Deferred Tax Assets	2,069,960	4,154,445	Other Liabilities	19,955	16,454
Investments Accounted for Using the Equity Method	40,688	9,924			
Property, Plant and Equipment	5,790,007	6,585,089			
Intangible Assets	1,502,091	1,745,714			
<b>Total Non-current Assets</b>	<b>10,564,261</b>	<b>13,190,250</b>	<b>Total Non-current Liabilities</b>	<b>4,513,405</b>	<b>4,384,518</b>
			<b>Total Liabilities</b>	<b>115,841,382</b>	<b>104,444,893</b>
			<b>EQUITY</b>	<b>36,443,326</b>	<b>32,667,526</b>
<b>Total Assets</b>	<b>152,284,708</b>	<b>137,112,419</b>	<b>Total Liabilities and Equity</b>	<b>152,284,708</b>	<b>137,112,419</b>