| Investor Presentation |
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| First Quarter of 2023 Fiscal Year（September 30th，2022） |
| November 2022 |
| In |
| 10 |


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| November 2022 |
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## Disclaimer

 prepared solely for informational purposes and should not be construed as a solicitation or an offer to buy or sell any securities and should not be relied upon as advice to potential investors.

 change without notice.

## Forward-Looking Statements





 of new information, future events or otherwise.

## Confidentiality




 prejudice, the success of the proposed offering.

## Consumer Banking Performance

|  | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | $\Delta$ Q1' $23 / \mathrm{Q} 1^{\prime} 22$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Data in US\$millions) | sep-22 | jun-22 | mar-22 | dec-21 | sep-21 | $\Delta$-\$ | $\Delta$-\% |
| Consumer Banking |  |  |  |  |  |  |  |
| Mortgages | 1,891.9 | 1,864.1 | 1,841.4 | 1,826.5 | 1,806.8 | 85.1 | 4.7\% |
| Car Loans | 240.8 | 242.5 | 242.6 | 241.2 | 240.4 | 0.4 | 0.2\% |
| Personal \& Retirees | 762.2 | 750.1 | 734.9 | 718.1 | 701.03 | 61.2 | 8.7\% |
| Credit Cards | 130.7 | 130.7 | 132.4 | 135.0 | 134.5 | (3.8) | (2.8\%) |
| Pledged | 40.9 | 40.7 | 41.3 | 41.7 | 42.6 | (1.8) | (4.2\%) |
| Overdrafts | 18.1 | 18.3 | 18.0 | 15.8 | 18.1 | 0.0 | (0.2\%) |
| Total Consumer Banking | 3,084.6 | 3,046.3 | 3,010.5 | 2,978.2 | 2,943.5 | 141.0 | 4.8\% |

Composition September 2022


Composition September 2021


## Corporate Banking Performance

|  | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | $\triangle$ Q1' 23 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Data in US\$ millions) | sep-22 | jun-22 | mar-22 | dec-21 | sep-21 | - ${ }^{\text {S }}$ | $\Delta$-\% |
| Corporate Banking |  |  |  |  |  |  |  |
| Commercial | 1,843.8 | 1,824.8 | 1,743.3 | 1,627.2 | 1,590.6 | 253.2 | 15.9\% |
| Construction | 393.7 | 419.4 | 455.1 | 480.5 | 560.0 | (166.3) | (29.7\%) |
| Agriculture | 357.4 | 351.8 | 345.6 | 341.6 | 348.2 | 9.2 | 2.6\% |
| Factoring | 247.5 | 231.5 | 243.0 | 251.5 | 216.7 | 30.8 | 14.2\% |
| Overdrafts | 164.0 | 159.5 | 149.4 | 136.8 | 165.1 | (1.1) | (0.7\%) |
| Pledged | 76.7 | 76.8 | 67.9 | 66.9 | 69.1 | 7.6 | 11.0\% |
| Leasing | 37.1 | 35.8 | 36.6 | 35.1 | 47.4 | (10.3) | (21.7\%) |
| Small \& Medium Enterprise | 87.7 | 59.3 | 57.7 | 61.6 | 61.3 | 26.4 | 43.0\% |
| Transport | 15.2 | 15.7 | 16.1 | 17.0 | 17.7 | (2.5) | (14.4\%) |
| Total Corporate Banking | 3,223.0 | 3,174.6 | 3,114.6 | 3,018.1 | 3,076.1 | 146.9 | 4.8\% |

## Composition September $2022^{1}$



Composition September $2021{ }^{1}$

■ Commercial

- Construction
- Agriculture
- Factoring

■ Overdrafts
$■$ Other


## Asset Quality (NPLs) ${ }^{(1)}$

| Smm | Q1 '23 | Q4 '22 | 4\% |
| :---: | :---: | :---: | :---: |
| Corporate |  |  |  |
| 1. Commercial | 64.3 | 56.7 | 13.5\% |
| 2. Agriculture | 32.9 | 31.7 | 3.6\% |
| 3. Overdrafts | 6.1 | 4.6 | 30.6\% |
| 4. Industrial | 15.4 | 15.4 | (0.0\%) |
| 5. Leasing | 1.3 | 1.4 | (5.3\%) |
| 6. Transportation | 0.4 | 0.2 | 121.4\% |
| 7. Factoring | 7.8 | 7.7 | 0.2\% |
| Sub Total | 128.1 | 117.8 | 8.8\% |
| Consumer |  |  |  |
| 1. Personal | 17.9 | 16.1 | 11.2\% |
| 2. Mortgages | 35.3 | 31.9 | 10.9\% |
| 3. Auto | 5.0 | 3.8 | 32.0\% |
| 4. Retirees | 0.3 | 0.4 | (17.2\%) |
| 5. Credit Cards | 26.0 | 25.2 | 3.0\% |
| Sub Total | 84.5 | 77.4 | 9.3\% |
| Total | 212.7 | 195.1 | 9.0\% |

## Loan Stages Evolution

| \$mm | Q1 ' 23 | Q4 ${ }^{\prime}$ 22 | $\Delta \%$ |
| :--- | ---: | ---: | ---: |
| Stage 1 | 5,016 | 4,907 | $2.2 \%$ |
| Stage 2 | 1,010 | 1,050 | $(3.7 \%)$ |
| Stage 3 | 282 | 264 | $6.5 \%$ |
| Total | 6,308 | 6,221 | $1.4 \%$ |

Loan Portfolio Collateralization


Loan Loss Reserves \& Cumulative Provision expense


LLR: Loan Loss Reserve
(1): Past Due Loans: Includes, based on regulation 4-2013, loans classified as "Subnormal", "Doubtful" and "Unrecoverable".

## Modified Loan Portfolio Overview

Modified Loans as of September 2022


Los préstamos modificados han venido en caída por varios meses


Modified Loans Overview
As of september 2022

- New modified loans (Resolution 9-21):
- Loans must receive payments for at least 6 consecutive months to be unmodified $\mathcal{\&}$ classified as normal.
- Modified loans between July $1^{\text {st }}$ and September $30^{\text {th }}$ that have 91 or more days of delinquency are classified as NPL
- With the ending of the moratorium new reporting categories have been created to follow Accord 4-2013:

| Category | Description |
| :--- | :--- |
| 1. Modified Normal | Modified loans with regular <br> payments. |
| 2. Modified Special Mention | Mod. Loans with grace periods. |
| 3. Modified Subnormal | New terms and conditions under <br> accord 2-2020. |
| 4. Modified Doubtful | Loans that do not qualify under 2- <br> 2020, if modified would be <br> modified subnormal. |
| 5. Modified Uncollectible | Do not qualify for modification <br> under accord 2-2020. |

## Investment Portfolio

Portfolio Composition by Rating as of Q1 FY2023 ${ }^{1}$

|  | USSMM | \% portfolio |
| :--- | ---: | ---: |
| Investment Grade |  |  |
| AAA | 6.0 | $0.6 \%$ |
| AA+ | 219.0 | $21.2 \%$ |
| A+ | 15.0 | $1.5 \%$ |
| A- | 29.6 | $2.9 \%$ |
| BBB+ | 18.6 | $1.8 \%$ |
| BBB | 22.0 | $2.1 \%$ |
| BBB- | 187.8 | $18.2 \%$ |
| Total IG | 498.0 | $48.2 \%$ |
| Non Investment Grade |  |  |
| BB+ | 71.7 |  |
| BB | 38.3 | $6.9 \%$ |
| BB- | 59.9 | $3.7 \%$ |
| B+ | 6.4 | $5.8 \%$ |
| B | $0.6 \%$ |  |
| Total Non IG | 176.7 | $0.0 \%$ |
|  |  | $17.1 \%$ |
| Local Investment Grade |  |  |
| AA-.pa | 11.7 | $1.1 \%$ |
| A.pa | 23.2 | $2.2 \%$ |
| A-.pa | 16.5 | $1.6 \%$ |
| BBB+.pa | 48.5 | $4.7 \%$ |
| BBB.pa | 37.6 | $3.6 \%$ |
| BBB-.pa | 21.4 | $2.1 \%$ |
| BB+.pa | 50.3 | $4.9 \%$ |
| B.pa | 13.2 | $1.3 \%$ |
| Total Local IG | 222.4 | $21.5 \%$ |
| Others | 136.5 | $13.2 \%$ |
| Total Portfolio |  |  |

Portfolio Evolution by Credit Rating


Portfolio Composition by Industry (\% of total)

| Total Portfolio \$1,034 million ${ }^{1}$ |
| :---: |

- Real Estate
- MBS \& CMOs
- Sovereign
- Financial
- Energy
- Other



## Funding Strategy \& Deposits

## Funding Sources

## Total: \$7.5 bn



Deposits breakdown
Total: $\$ 5.4$ bn


Deposits Evolution

|  |  |  |  |  | $\Delta$ Q1-23/Q1-22 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (US\$MM) | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | S | \% |
| Demand | 501.7 | 531.5 | 514.2 | 513.1 | 496.2 | 5.5 | 1.1\% |
| Savings | 1,270.2 | 1,277.2 | 1,281.9 | 1,276.9 | 1,225.1 | 45.1 | 3.7\% |
| Time | 3,517.1 | 3,369.9 | 3,372.7 | 3,476.4 | 3,464.2 | 52.9 | 1.5\% |
| Total customer deposits | 5,288.9 | 5,178.7 | 5,168.8 | 5,266.5 | 5,185.4 | 103.5 | 2.0\% |
| Interbank deposits | 77.0 | 64.4 | 66.0 | 63.9 | 77.4 | (0.4) | (0.5\%) |
| Total deposits | 5,365.9 | 5,243.1 | 5,234.9 | 5,330.4 | 5,262.8 | 103.1 | 2.0\% |
| Loan to Deposit Ratio | 117.55\% | 118.65\% | 117.01\% | 112.49\% | 114.38\% |  |  |

## Average Total Funding Cost ${ }^{(1)}$

| $3.37 \%$ | $3.21 \%$ | $3.23 \%$ | $3.34 \%$ | $3.44 \%$ |
| :--- | :--- | :--- | :--- | :--- |


| Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 |
| :--- | :--- | :--- | :--- | :--- |

## Average Cost of Financings




## Capitalization Ratios

| (US\$ 000's) | Q1-23 | FY2022 | FY2021 | FY2020 | FY2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Common Equity (Tier 1) | 629,237 | 634,644 | 665,036 | 657,570 | 655,265 |
| Additional Tier 1 | 177,859 | 177,495 | 160,764 | 137,089 | 127,659 |
| Tier 2 capital | - | - | 7,834 | 7,898 | 7,892 |
| Total regulatory capital | 807,096 | 812,139 | 833,633 | 802,558 | 790,817 |
| Risk Weighted Assets (RWA's) ${ }^{1}$ | 5,593,650 | 5,375,350 | 5,221,161 | 5,505,142 | 5,664,454 |
| CET1 Ratio | 11.25\% | 11.81\% | 12.74\% | 11.94\% | 11.57\% |
| Total Tier 1 Ratio | 14.43\% | 15.11\% | 15.82\% | 14.43\% | 13.82\% |
| Tier 2 Ratio | 0.00\% | 0.00\% | 0.15\% | 0.14\% | 0.14\% |
| Capital Adequacy Ratio ${ }^{2}$ | 14.43\% | 15.11\% | 15.97\% | 14.58\% | 13.96\% |

Interest Income


Interest Expense
(Data in US\$ millions)


Net Fee Income


## General \& Administrative Expenses



## Appendix

| (US\$ 000's) | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Variation-\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Assets | sep-22 | jun-22 | mar-22 | Dec-21 | sep-21 | Q1-23 v Q1-22 |

## Assets

| Cash and deposits | 322,005 | 251,248 | 350,757 | 291,584 | 431,831 | (25.4\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interbank Deposits | 109,436 | 170,736 | 87,821 | 160,502 | 197,503 | (44.6\%) |
| Cash and deposits | 431,440 | 421,984 | 438,578 | 452,086 | 629,334 | (31.4\%) |
| Gross loans | 6,307,605 | 6,220,976 | 6,125,134 | 5,996,281 | 6,019,618 | 4.8\% |
| Allowance for loan losses | $(242,628)$ | $(231,040)$ | $(226,252)$ | $(217,391)$ | $(204,858)$ | 18.4\% |
| Unearned Interest \& Commissions | $(11,002)$ | $(10,119)$ | $(10,267)$ | $(10,362)$ | $(12,801)$ | (14.1\%) |
| Net Loans | 6,053,975 | 5,979,818 | 5,888,615 | 5,768,528 | 5,801,959 | 4.3\% |
| Investments | 1,032,138 | 1,072,628 | 1,068,827 | 1,144,870 | 999,861 | 3.2\% |
| Other assets | 945,664 | 926,167 | 903,803 | 900,360 | 903,124 | 4.7\% |
| Total Assets | 8,463,218 | 8,400,596 | 8,299,823 | \$8,265,844 | 8,334,278 | 1.5\% |

## Summary Financials: Balance Sheet - Liabilities \& Equity ${ }^{1}$

| (US\$ 000's) | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Variation - \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | sep-22 | jun-22 | mar-22 | Dec -21 | sep-21 | Q1-23 v Q1-22 |
| Liabilities |  |  |  |  |  |  |
| Demand | 501,686 | 531,525 | 514,234 | 513,082 | 496,151 | 1.1\% |
| Savings | 1,270,169 | 1,277,235 | 1,281,911 | 1,276,937 | 1,225,098 | 3.7\% |
| Time Deposits | 3,517,067 | 3,369,900 | 3,371,694 | 3,476,444 | 3,464,178 | 1.5\% |
| Interbank Deposits | 76,974 | 64,413 | 66,019 | 63,925 | 77,422 | (0.6\%) |
| Total Deposits | 5,365,897 | 5,243,073 | 5,233,858 | 5,330,388 | 5,262,849 | 2.0\% |
| Repos $\&$ financings | 1,550,445 | 1,582,272 | 1,485,824 | 1,335,917 | 1,247,662 | 24.3\% |
| Bonds and commercial paper | 593,956 | 633,326 | 619,570 | 618,320 | 811,287 | (26.8\%) |
| Other liabilities | 197,688 | 181,771 | 182,560 | 194,963 | 224,791 | (12.1\%) |
| Total liabilities | \$7,707,986 | \$7,640,442 | \$7,521,812 | \$7,479,588 | 7,546,589 | 2.14\% |
| Shareholder's equity | \$755,232 | \$760,154 | \$778,020 | \$786,256 | \$787,688 | (4.12\%) |

## Summary Financials: Income Statement ${ }^{1}$

| (US\$ 000's) | Q1-23 | Q4-22 | Q3-22 | Q2-22 | Q1-22 | Variation - \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | sep-22 | jun-22 | mar-22 | Dec -21 | sep-21 | Q1-23 v Q1-22 |
| Interest income | 108,177 | 419,113 | 314,603 | 212,019 | 106,675 | 1.4\% |
| Interest expense | $(62,583)$ | $(238,053)$ | $(179,459)$ | $(122,653)$ | $(63,483)$ | (1.4\%) |
| Net interest income | 45,593 | 181,060 | 135,145 | 89,366 | 43,192 | 5.6\% |
| Margin | 42.1\% | 43.2\% | 43.0\% | 42.1\% | 40.5\% |  |
| Net fee income | 11,202 | 38,423 | 29,348 | 19,738 | 10,112 | 10.8\% |
| Other income | 4,816 | 13,838 | 10,359 | 7,393 | 3,477 | 38.5\% |
| General and administrative expenses ${ }^{2}$ | $(36,079)$ | $(138,606)$ | $(103,458)$ | $(71,026)$ | $(35,233)$ | 2.4\% |
| Net income before LLA | 25,533 | 94,715 | 74,260 | 45,470 | 21,549 | 18.5\% |
| Loan Loss Allowance (LLA) | $(14,768)$ | $(59,032)$ | $(46,261)$ | $(33,165)$ | $(14,476)$ | 2.0\% |
| Profit before income tax | 10,765 | 35,682 | 27,998 | 12,305 | 7,073 | 52.2\% |
| Income tax | 2,298 | 1,581 | $(1,796)$ | 209 | $(1,948)$ | (217.9\%) |
| Net income | \$13,062 | \$37,263 | \$26,929 | \$12,514 | \$5,125 | 154.88\% |

## Contact Information

For further information, please refer to our financial statements available in our investor relations website, or contact:

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https://www.globalbank.com.pa/en/investor-relations/financial-information

