



Grupo Security Earnings - June 2022

August 19, 12:30 p.m.

GRUPO | security

Fernando Salinas, CEO Grupo Security

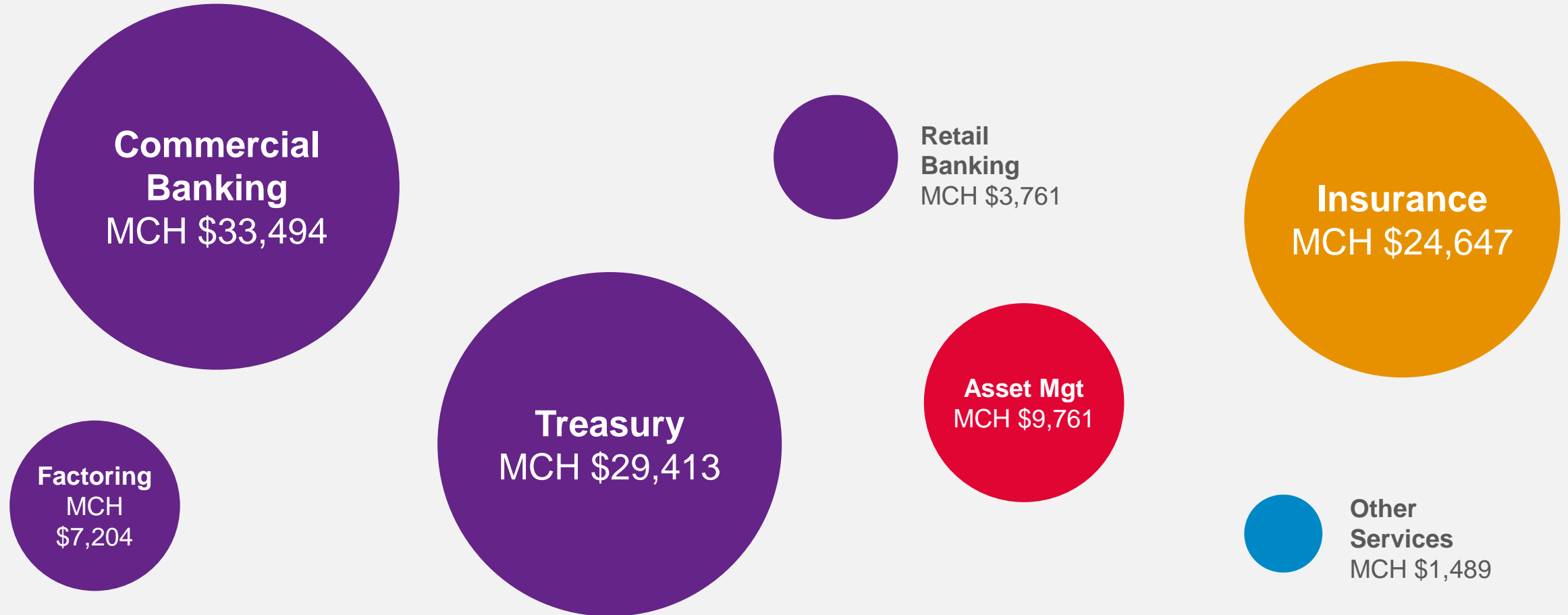


- * Undergraduate degree in business administration and MBA from Pontificia Universidad Católica de Chile and graduate of Stanford Executive Program, with over 25 years' experience in corporate finance, mergers and acquisitions, new business development, strategic planning and performance control, reporting directly to the CEO.
- * Member of the board of Corredora de Bolsa de Valores Security, an entity regulated by the Financial Market Commission (CMF) with detailed knowledge of Chilean capital markets.
- * He has been with Grupo Security for almost 20 years as Planning and Development Manager and then Corporate Finance and Performance Manager, reporting directly to the CEO.



Grupo Security - MCH \$66,948 for 6M22

Business Area Profit - MCH \$100,241 for 6M22



* International business segment is negative due to conversion of Protecta's results to international accounting standards. The Bank's total results must also consider the adjustment column "other" in the segment note.

Macroeconomic Recap 2022

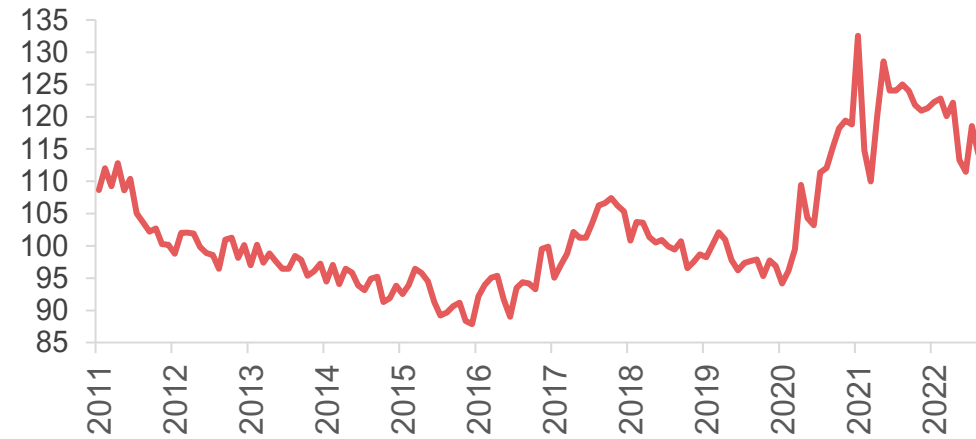
Recent Developments and Outlook



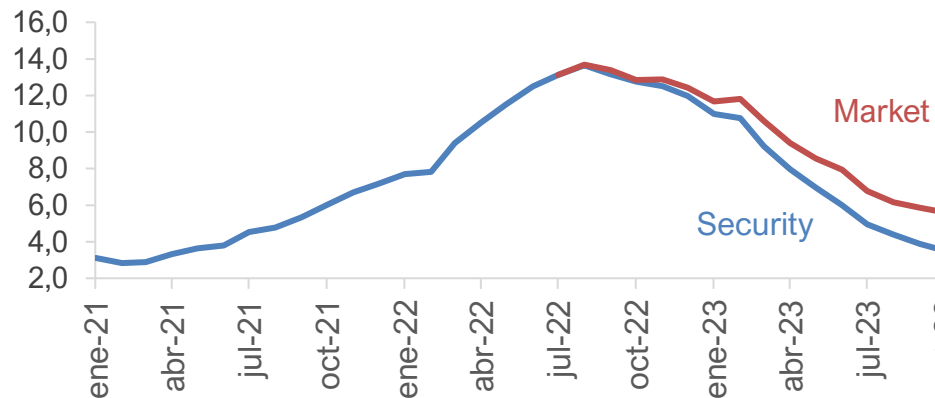
IMACEC (seasonally adjusted)



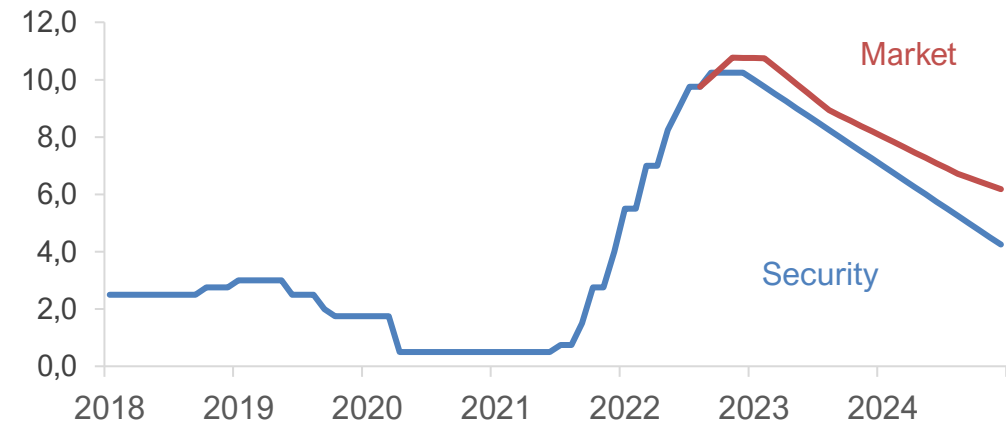
Terms of Trade (Index)



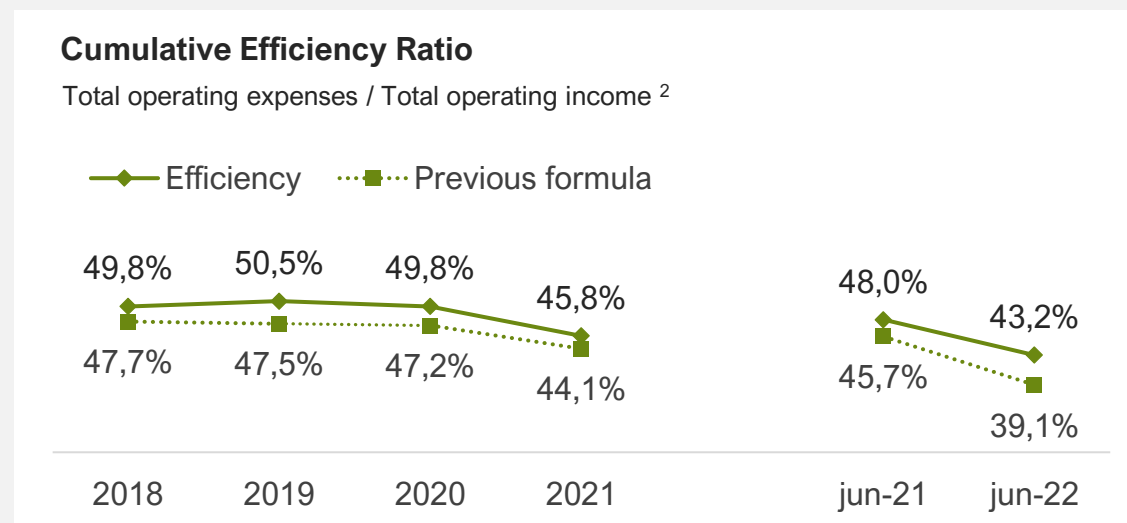
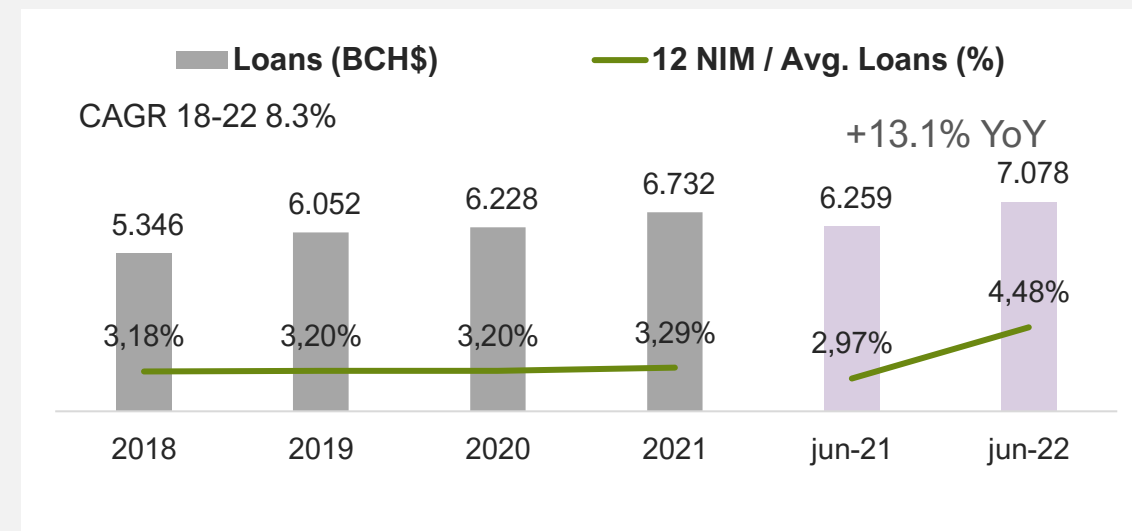
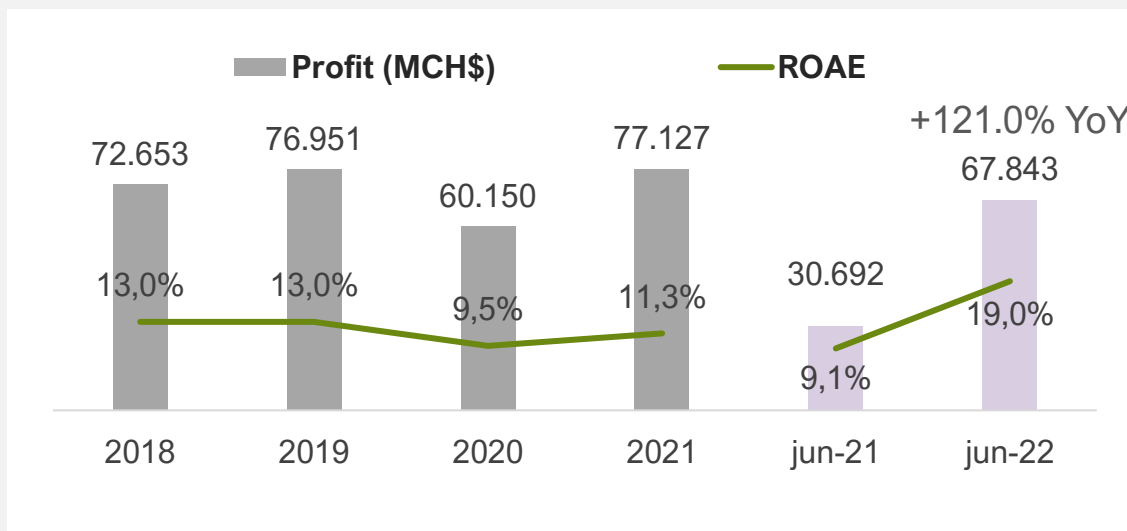
CPI (YoY Change)



Expected MPR (%)



Banco Security, Consolidated



In Ch\$ Millions	Banco Security		Industry ¹	
	MCH\$	YoY	MCH\$	YoY
Consumer	439,557	4.0%	26,498,860	18.0%
Mortgage	907,226	20.2%	70,060,759	14.6%
Mortgage + Consumer	1,346,783	14.4%	96,559,619	15.5%
Commercial	5,730,809	12.8%	118,469,759	11.9%
Total Loans	7,077,592	13.1%	217,153,724	13.9%

¹Excluding the industry's foreign subsidiaries. ² Old calculation: Support expenses / Gross operating income.

Banco Security – Results by Business Area



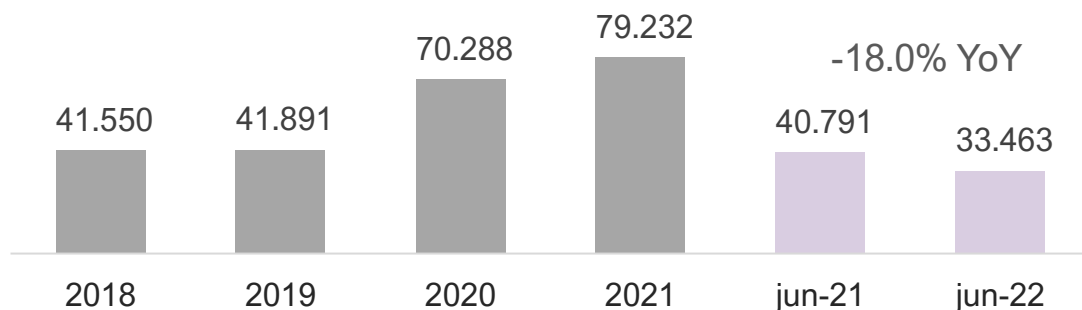
Banco Security	Commercial Banking			Retail Banking			Treasury			Total		
	Jun-21	Jun-22	YoY %	Jun-21	Jun-22	YoY %	Jun-21	Jun-22	YoY %	Jun-21	Jun-22	YoY %
MCH\$												
Net interest margin	48,839	75,207	54.0%	24,656	33,659	36.5%	25,203	47,747	89.5%	98,698	156,613	58.7%
Net fees	10,553	11,481	8.8%	5,906	7,022	18.9%	(72)	(92)	27.5%	16,387	18,412	12.4%
Financial and FX transactions & other income	4,303	502	-88.3%	274	735	168.2%	8,778	(4,981)	-	12,303	(7,263)	-
Provision for Credit Losses (PCL)	(32,322)	(26,320)	-18.6%	(7,789)	(8,606)	10.5%	(1)	(485)	-	(40,112)	(35,411)	-11.7%
Total operating income	31,372	60,870	94.0%	23,048	32,811	42.4%	33,908	42,189	24.4%	87,276	132,351	51.6%
Operating expenses	(19,117)	(25,042)	31.0%	(26,079)	(28,748)	10.2%	(6,624)	(8,217)	24.0%	(56,132)	(66,826)	19.1%
Net operating income	12,255	35,827	192.3%	(3,031)	4,063	-	27,284	33,972	24.5%	31,144	65,525	110.4%
Profit attributable to equity holders	10,677	33,494	213.7%	(2,641)	3,761	-	23,771	29,413	23.7%	27,148	58,949	117.1%
Total loans (MCH\$)	5,078	5,731	12.8%	1,178	1,347	14.4%						
Provisions / loans	2.32%	2.52%	20 p	1.94%	1.50%	-43.6 p						
Non performing loans	2.08%	2.15%	7 p	1.21%	0.80%	-41 p						
NPL Coverage	111.4%	117.3%	589 p	160.6%	188.4%	2779 p						

Bank's main business areas. The column "other" must also be considered to reach the final result since it includes items that are not allocated to these areas.

Banco Security – Risk

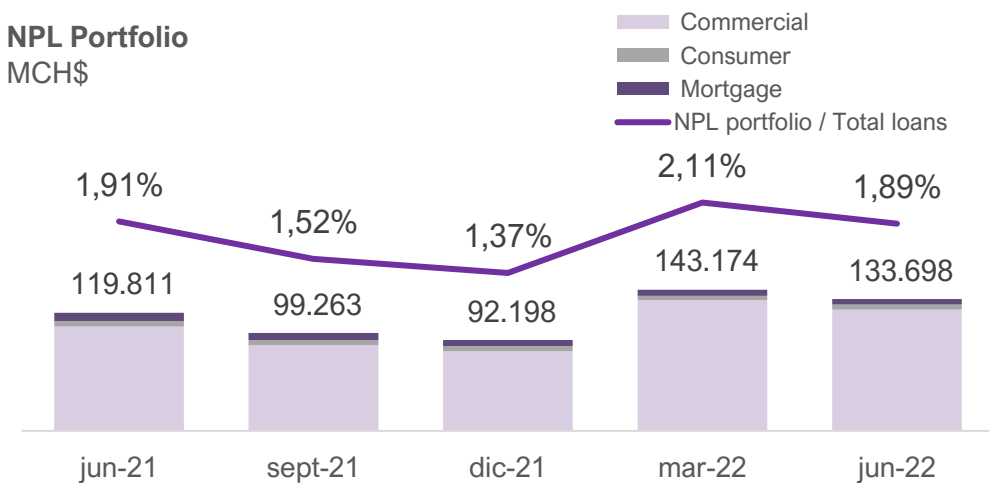


Cumulative LLP Expenses MCH\$



*Expense net of recovered loans, including additional provisions

NPL Portfolio MCH\$



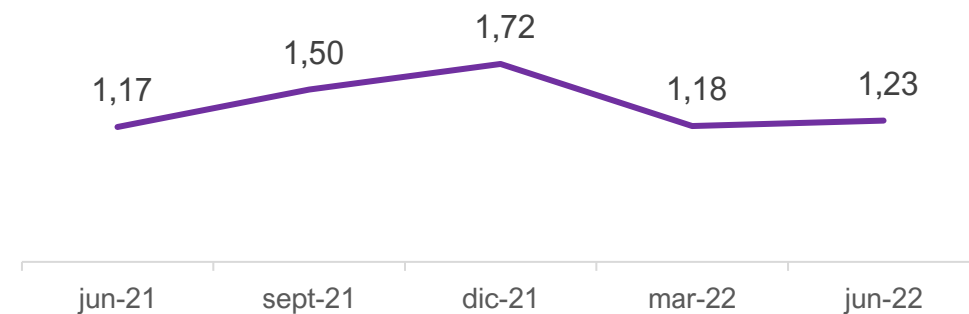
Internal estimate for individually assessed loans guarantees

Institution	Collateral / Loans	Provisions / Loans	(Collateral + Provisions) / Loans
System	51.9%	2.0%	53.9%
Peer Banks (1)	69.2%	2.1%	71.4%
Large Banks (2)	49.3%	1.9%	51.3%
Banco Security	70.1%	2.4%	72.5%

1. Peer banks: Peer insurance companies: BICE, Consorcio, Internacional and Security.

2 Large banks: Chile, BCI, Estado, Itaú, Scotiabank and Santander. Source: Financial Market Commission (CMF), information as of May 2021

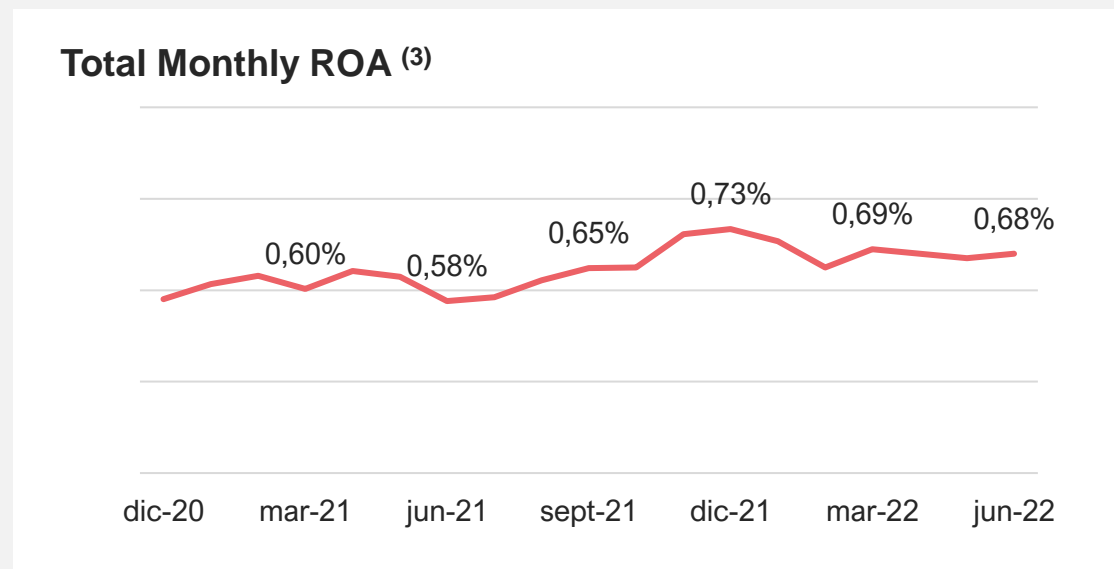
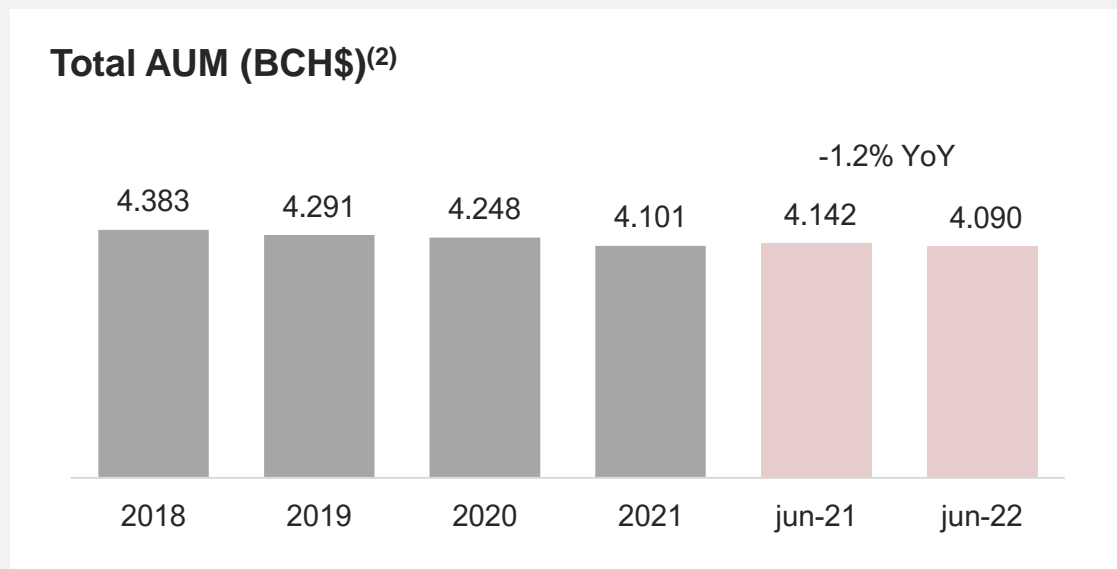
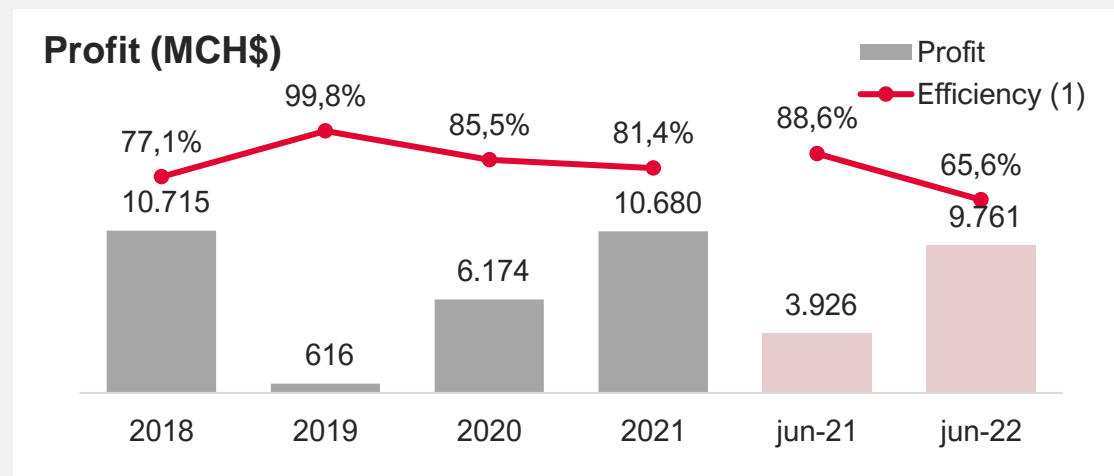
NPL Coverage (Provisions / NPL Portfolio)



Inversiones Security



<i>In MCH\$</i>	6M21	6M22	% Chg YoY
Operating income	18,244	18,962	3.9%
Funds income	11,458	12,350	7.8%
Transactional income	6,785	6,612	-2.6%
Total expenses	-17,252	-16,958	-1.7%
Non-operating income	1,232	6,870	457.7%
Profit - AGF & Valores			
AGF Security	2,219	6,366	186.9%
Valores Security	1,326	2,531	90.9%
Securitization & CasaNuestra	210	863	311.3%
Profit - Asset management	3,926	9,761	148.6%



Notes: (1) Efficiency: total operating expenses over total revenue (2) AUM: Monthly average as reported by Mutual Fund Association. (3) ROA: Revenue over total AUM

Factoring Security



Profit:
MCH\$7,204
+50.6% YoY

**Factored
Receivables:**
MCH\$459,963
+20.7% YoY

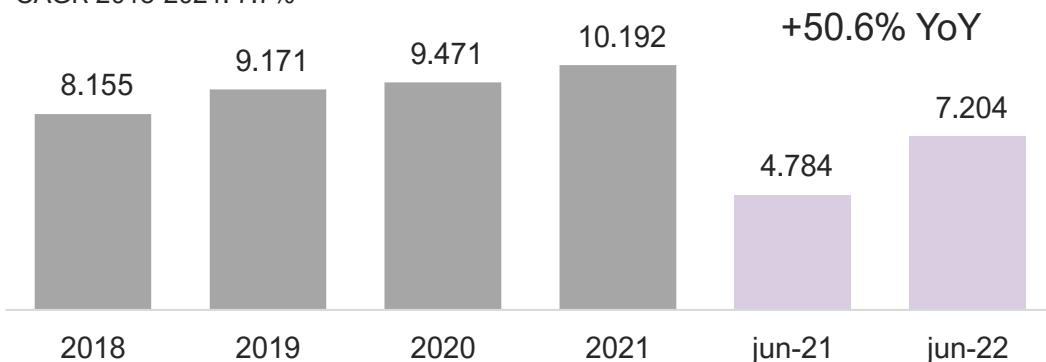
Efficiency Ratio:
72.2%
-480 bps YoY

Risk¹:
1.53%
-50 bps YoY

1) Provisions / Loans

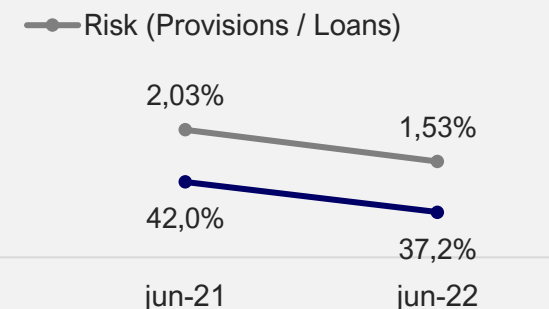
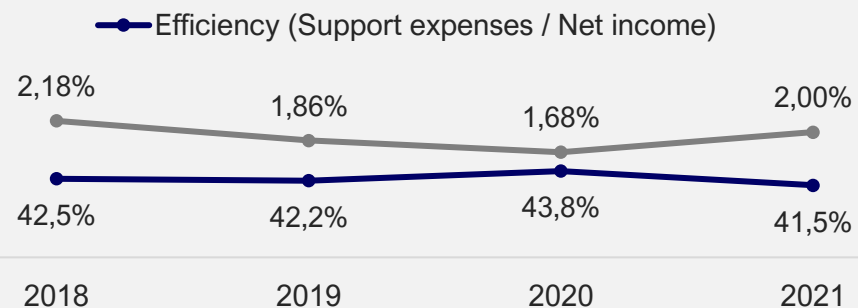
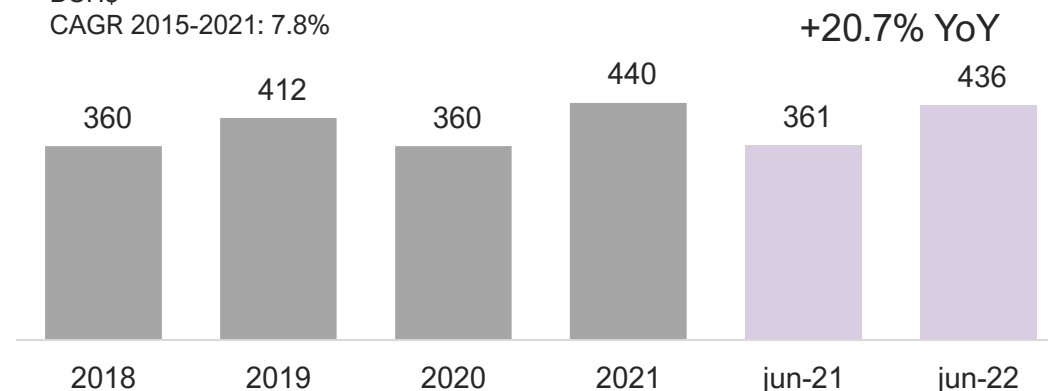
Profit - Factoring Security

MCH\$
CAGR 2018-2021: 7.7%



Factored Receivables - Factoring Security

BCH\$
CAGR 2015-2021: 7.8%





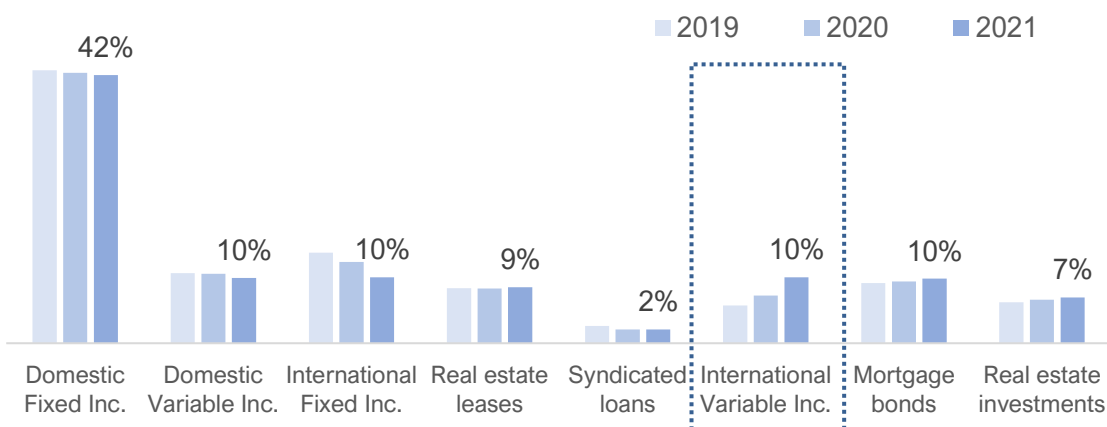
In MCH\$	Individual		Family		Group Insurance		Annuities		DSI		Total	
	6M21	6M22	6M21	6M22	6M21	6M22	6M21	6M22	6M21	6M22	6M21	6M22
Gross written premiums	68,808	100,958	3,379	3,367	30,703	33,167	48,721	102,017	124	111	151,735	239,619
Net premiums written	67,623	99,664	3,379	3,367	30,044	31,922	48,721	102,017	29	66	149,796	237,036
Variation in technical reserves	- 22,870	10,729	26	- 104	1,058	- 775	-	-	- 335	1,702	- 22,121	11,552
Claims paid	- 49,791	- 64,093	- 938	- 860	- 21,785	- 19,868	-	- 38	29,379	8,281	- 43,135	- 76,578
Pensions paid	- 574	- 1,144	-	-	-	-	- 78,916	- 144,610	- 26,368	- 7,942	- 105,858	- 153,696
Underwriting expenses	- 4,051	- 5,207	- 964	- 1,341	- 1,761	- 1,856	- 489	- 732	-	-	- 7,265	- 9,136
Medical expenses	- 4	- 7	- 0	- 0	- 3	- 1	0	0	-	-	- 7	- 8
Insurance impairment	-	43	-	-	- 15	62	-	-	-	-	- 15	106
Contribution Margin	- 9,668	39,985	1,503	1,062	7,539	9,485	- 30,684	- 43,287	2.705	2.107	- 28,605	9,351
CUI portfolio	16,094	- 28,478									16,094	- 28,478
Proprietary portfolio											57,064	65,519
Investment income											73,158	37,041
Administrative expenses											- 15,636	- 19,083
Exchange differences											156	2,510
Gain (loss) on indexed assets and liabilities											- 2,943	- 11,123
Other income and expenses											- 24	8
Income tax expense											- 2,497	5,716
Profit for the period											23,608	24,420

Vida Security – Investment Income

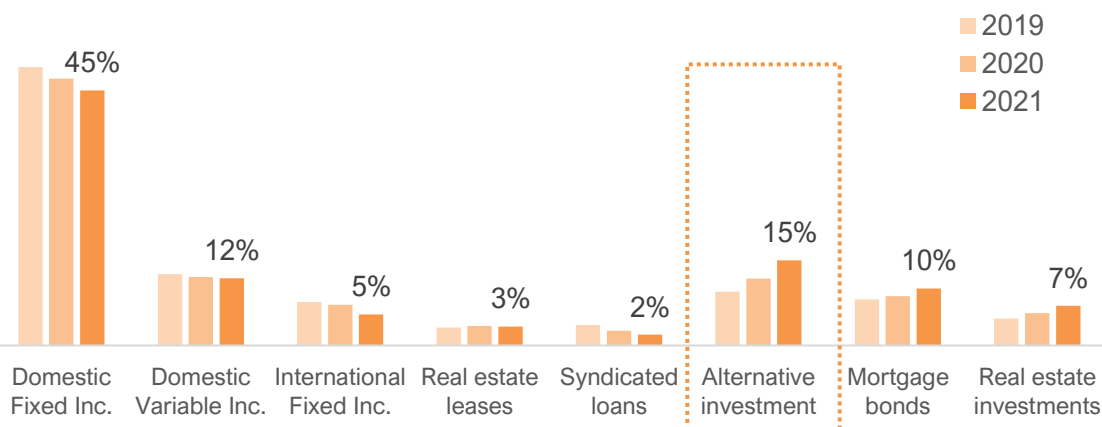


In CH\$ million	Portfolio				Gain (Loss)			ROI	
	Jun-21	Jun-22	Δ YoY	%/Total	Jun-21	Jun-22	Δ YoY	Jun-21	Jun-22
Fixed Income	1,715,113	1,891,170	10.3%	61.3%	24,542	36,317	48.0%	2.86%	3.84%
Equities and indexes	661,701	815,074	23.2%	26.4%	42,525	-7,433	-117.5%	12.85%	-1.82%
Real estate	277,294	339,511	22.4%	11.0%	6,837	6,910	1.1%	4.93%	4.07%
Other investments	22,058	39,578	79.4%	1.3%	-746	1,247	-	-6.76%	6.30%
Total	2,676,166	3,085,333	15.3%	100.0%	73,158	37,041	-49.4%	5.47%	2.40%
CUI Portfolio	619,039	718,072	16.0%	23.3%	16,094	-28,478	-276.9%	5.20%	-7.93%
Proprietary Portfolio	2,057,126	2,367,261	15.1%	76.7%	57,064	65,519	14.8%	5.55%	5.54%

Industry Investment Portfolio



Vida Security Investment Portfolio



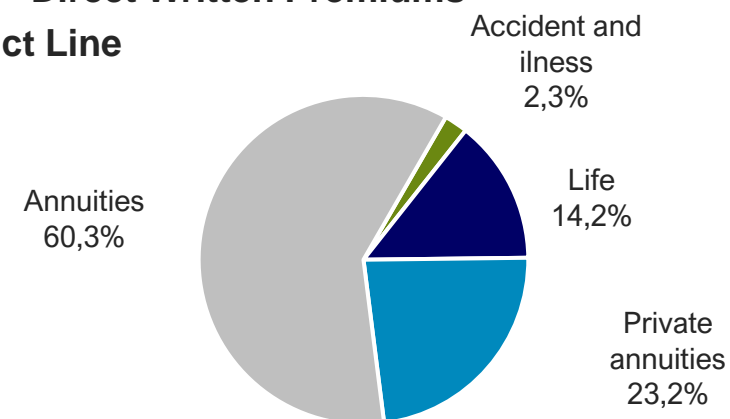
Protecta Security



PROTECTA security

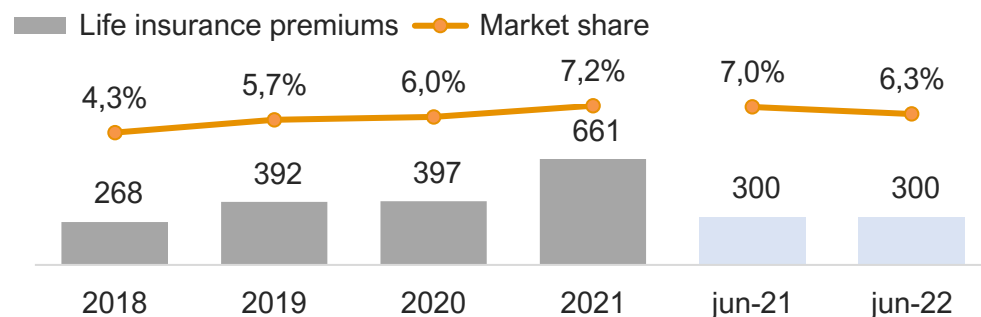
<i>In S./ Thousands</i>	6M21	6M22	% Chg YoY
Annuities - Premiums written	157,230	185,238	17.8%
Annuities - Market share	22.3%	21.5%	-77 p
Private annuities - Premiums written	109,928	71,187	-35.2%
Private annuities - Market share	17.9%	12.5%	-533 p
Premiums written	305,694	307,002	0.4%
Investment income	67,605	103,303	52.8%
Annualised return (LTM)	6.8%	8.4%	155 p
Profit for the period	9,519	10,133	6.4%

Protecta – Direct Written Premiums by Product Line



Growth in Life Insurance Premiums and Market Share

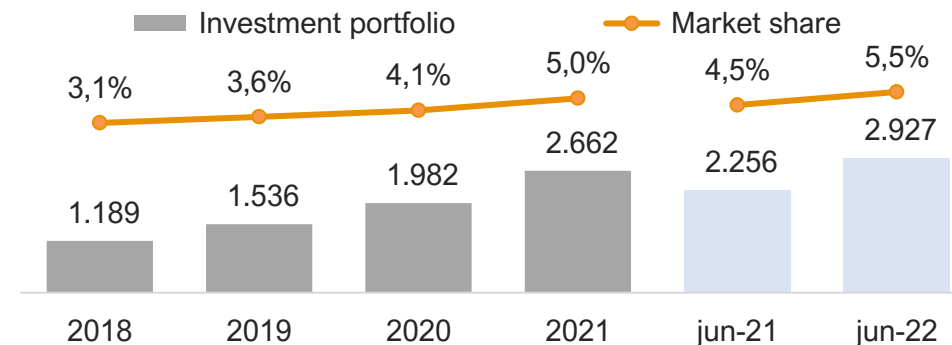
(millions of soles)



* Excluding accident and illness premiums

Growth in Investment Portfolio and Market Share

(millions of soles)



Other Services

Travel and Inmobiliaria Security



Travel Security

- * Profit MCH \$1,661 (-MCH \$278 for 6M21)
- * Recovered sales levels, reaching pre-pandemic levels during the quarter: MUS\$ 93 for 6M22 (MUS\$ 28 for 6M21).

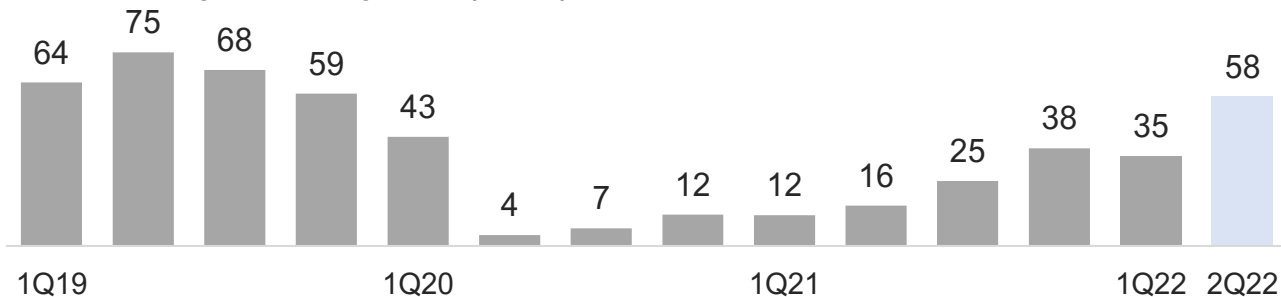
Travel Perú

- * Profit THUS\$ 148 (vs loss of -THUS\$ 322 6M21)
- * Sales: MUS\$ 16 (+262.2% YoY)

Inmobiliaria Security

- * Profit 6M22 MCH \$169 (-92.7% YoY)
- * Ownership transferred on fewer units during the period
 - * 6M22: 29 units
 - * 6M21: 55 units
- * Real estate assets under management of MCH\$ 84,999 (+3.0% YoY)
- * 1 project under development
- * 42 units available for sale

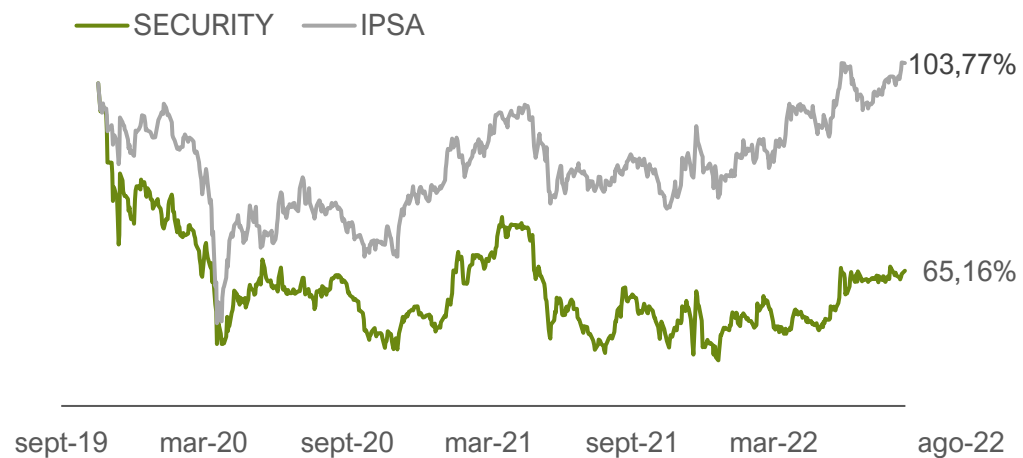
Travel Security – Quarterly Sales (MUS\$)



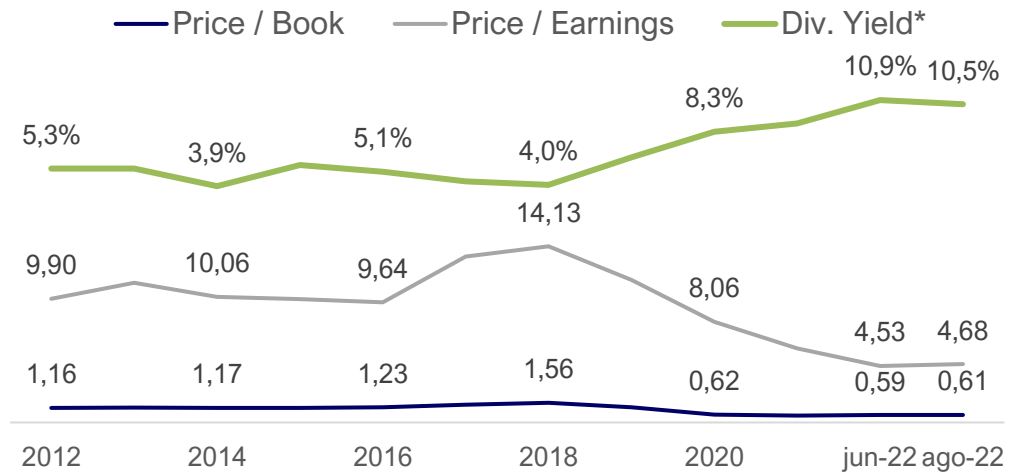
Grupo Security



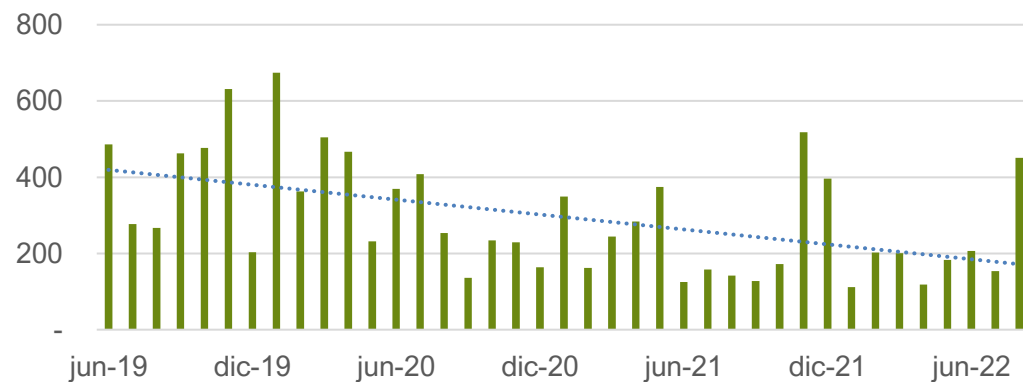
Security vs IPSA – Normalized Base 100



Stock Ratios



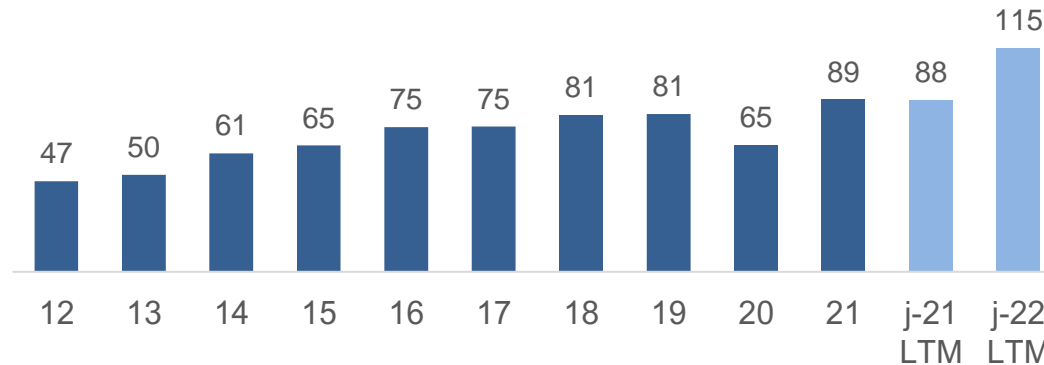
Security Stock – Average Monthly Trading Value (MCH\$)



Grupo Security – Profit (BCH\$)

CAGR 12-22 10.0%

+30.2% YoY



Digital Strategy: Four-year Plan



Pillars of Our Digital Strategy

Developing a common, collectively-developed digital vision that is aligned with the Group's expected evolution



Accelerating current business catch-up

- Providing a superior experience to our customers
- Streamlining operating costs
- Driving self-service and boosting digital sales for current and new customers



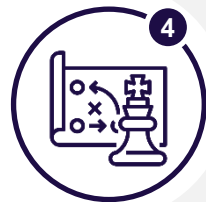
Promoting a data-driven organization

- Optimizing decision making with better data
- Improving access to information and agility
- Generating value by developing advanced analytics



Creating new sources of value

- Creating partnerships that push our boundaries
- Developing new digital products and services
- Implementing strategic plays that helps us maintain a competitive advantage



Developing new required skills

Unified data

Analytical capabilities

Developing solutions

Two-speed IT with business integration

Ambitious, Detailed, Four-year Plan



Focused on:

BANCO	security
INVERSIONES	security
FACTORING	security
VIDA	security

Profit 6M22
MCH \$58,949
MCH \$8,894
MCH \$7,204
MCH \$24,420
MCH \$99,467

These companies represent
97%
of the Group's profit

Four-year goal

MUS\$ 20 - 30

Annual additional impact

Investment ≈ MUS\$ 50* over four-year period

* Amount deployed gradually as each initiative passes internal approval processes and generates expected outcomes, as defined in the governance model.



Commercial Banking

Improve the experience with key products and services

Asset Mgt

Enhance advising and growth through digital channels

Retail Banking

Accelerate the updating of our digital offering and reduce acquisition costs

Vida

Optimize the digital offering of individual and group policies
Broaden distribution through alliances

Factoring

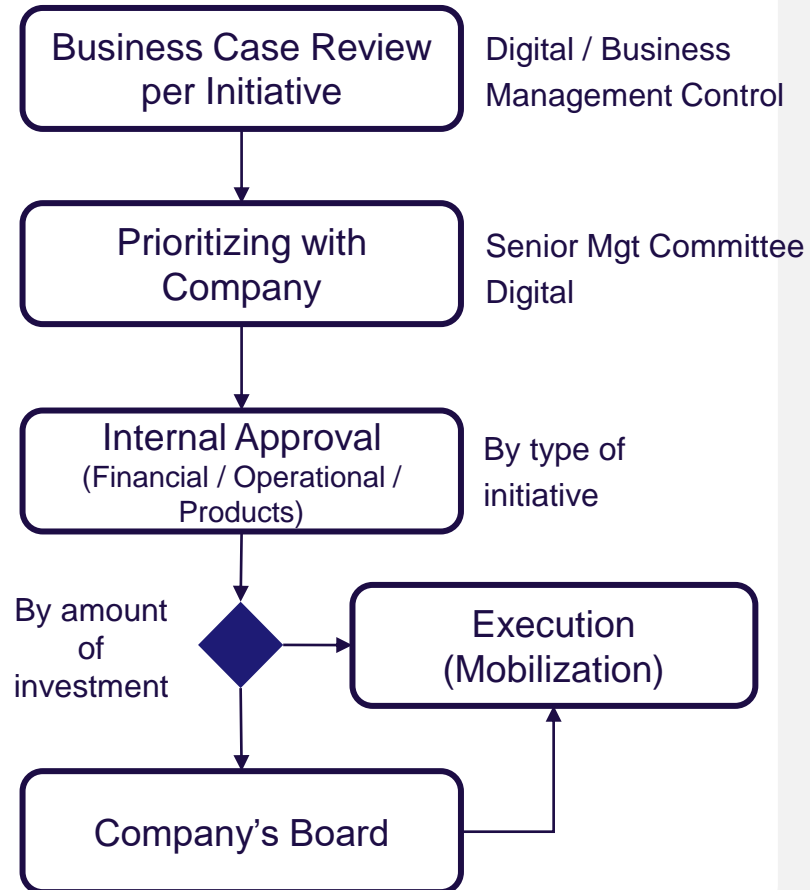
Enhance the digital offering for factoring, prioritizing self-service

Use digital tools to integrate the value proposition

Robust Governance and Rigorous Execution, Controlling Each Initiative



Gradual Approval of initiatives



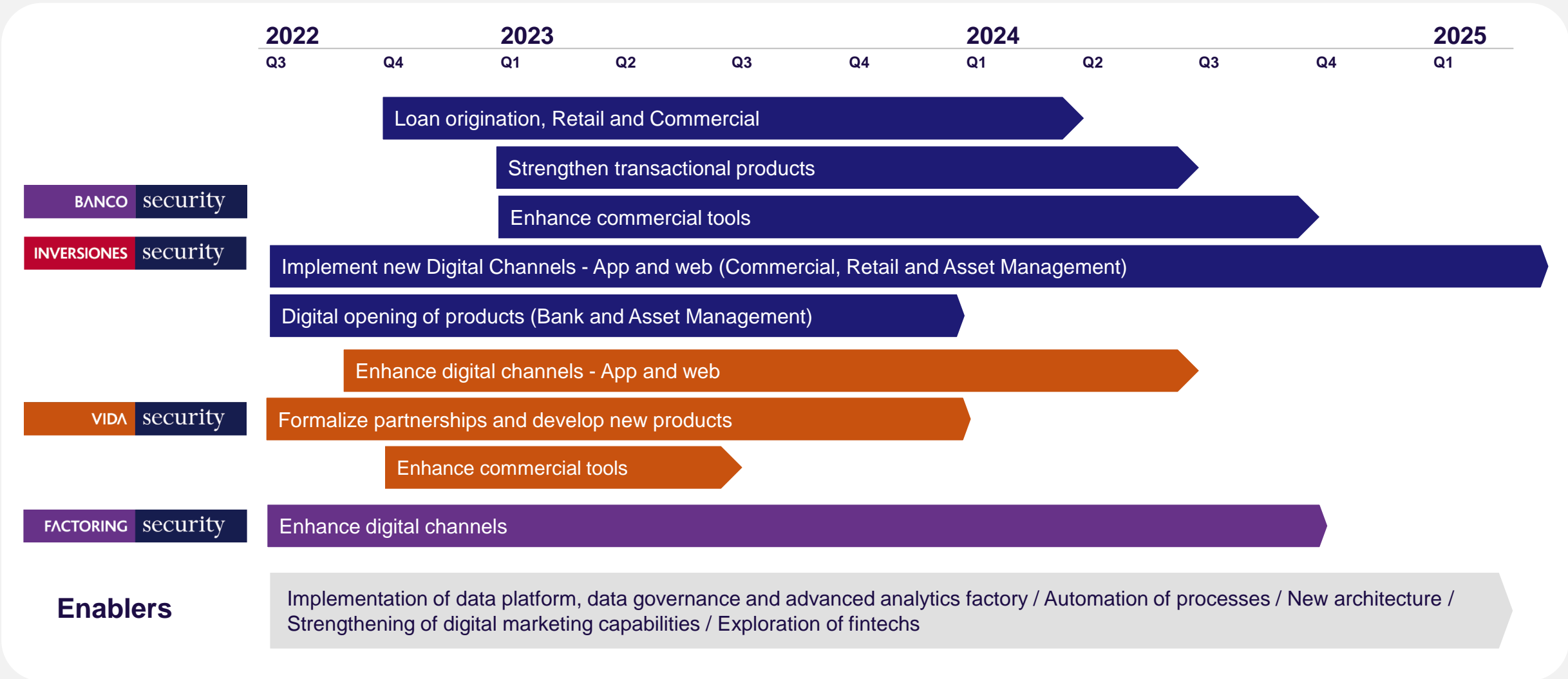
Safeguards with Controls by Position

- 1 Alignment Strategic OKRs
- 2 Financial Impact
- 3 Impact on operational KPIs (non-financial)
- 4 IT and Cybersecurity Safeguards
- 5 Data Management Safeguards
- 6 Monitoring Milestones and Deliverables
- 7 Productivity and Quality of Execution

Each of these dimensions has opposing controls that safeguard correct, timely and impact-based compliance with plan

Board of Directors	CEOs	IT and Operations
Performance Control	Digital and Data	Business Units
Transformation Office	TSU	Operational Risk

Implementation Roadmap



This plan's initiatives will be gradually implemented and may be adjusted based on new needs, requirements and the competitive environment

Progress to Date



Fintech Ecosystem: New partnership focused on cash management products

Net revenue of **+MCH \$530 as of** July 2022



Factoring Security: Began building new digital platform that strengthens current channels (Autofactoring and Electronic Factoring)

60% of new customers of Factoring Security enter through Autofactoring



Commercial Banking: New functionality for online documents and implementation of new public website.

30% penetration, used by 1,300 customers
+15,000 documents viewed/downloaded



Retail Banking: SecurityPass is a multi-enterprise Softoken multiempresa (Retail Banking, Commercial Banking and Asset Management) and the second in the local market to be implemented on the cloud

+260,000 transactions through SecurityPass
+15,500 customers enrolled in SecurityPass
80% of consumer loans sold digitally



Data and Analytics: Finalized implementation of corporate data lake and now beginning to operate it. Advanced analytical factory deployed for all businesses.

10 analytical models with concrete business impact
+20% increase in conversion rate for consumer loans
+7% increase in proactive customer retention in Commercial Banking



Grupo Security Earnings - June 2022

August 19, 12:30 p.m.



Grupo Security Earnings June 2022



Earnings from Related Companies (MCH\$)			
	Jun-21	Jun-22	% Chg YoY
Lending Area			
Banco Security (standalone)	27,149	58,949	117.1%
Factoring Security	4,784	7,204	50.6%
Asset Management Area			
Valores Security	1,326	2,531	90.9%
AGF Security	2,219	6,366	186.9%
Securitizadora Security & CasaNuestra	210	863	311.3%
Insurance Area			
Vida Security	23,608	24,420	3.4%
Other Services			
Inmobiliaria Security	2,309	169	-92.7%
Travel Security	-278	1,661	-
International Business			
Protecta Security (S./ Th.)	9,519	10,133	6.4%
Travex Security (S./ Th.)	-1,266	550	-
Grupo Security Profit	40,542	66,948	65.1%

Treasury MCH\$29,413 for 6M22 (+23.7% YoY)



Statement of Financial Position: Revenue MCH \$50,160 (+147.5% YoY)

- **Low interest rate risk** due to bond placements over the past five years.
- **Increase in mismatch** in third and fourth quarter 2021 given higher inflation expectations
- This generated a **larger net interest margin**

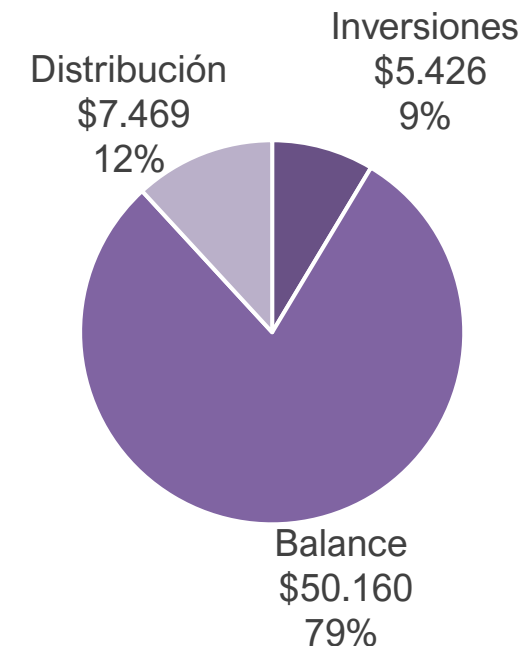
Asset Management: Revenue MCH \$5,426 (-53.6% YoY)

- Lower brokerage revenue due to smaller portfolio in second half of 2021.
- Increased cost of carry for local and foreign portfolios have reduced net accrued income.

Distribution Desk: Revenue MCH \$7,469 (+44.3% YoY)

- Improved income from exchange and market making due to good volatility and spread management
- Scarce derivative deals because of market conditions

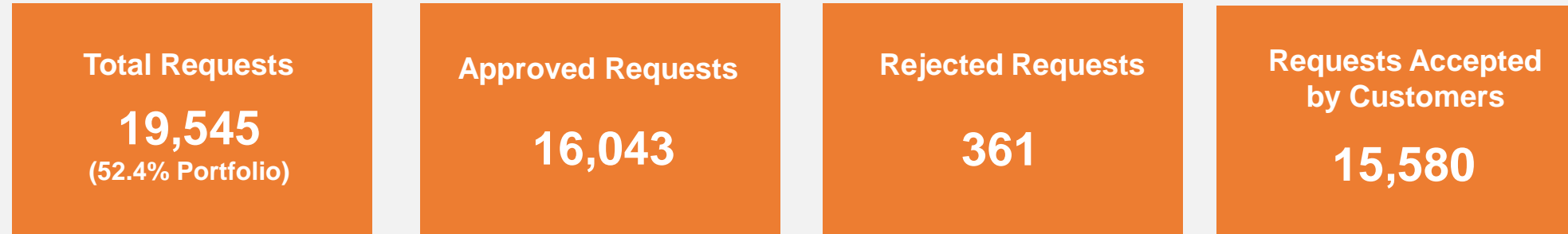
Treasury: Revenue MCH \$63,056 for 6M22(+62.8% YoY)



- Inversiones
- Balance
- Distribución



Requests



Amounts



Indicators on Advances Requested and Paid

