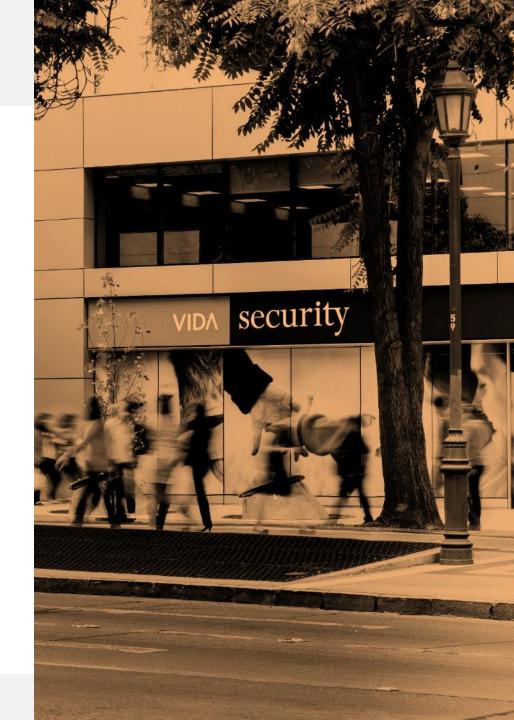
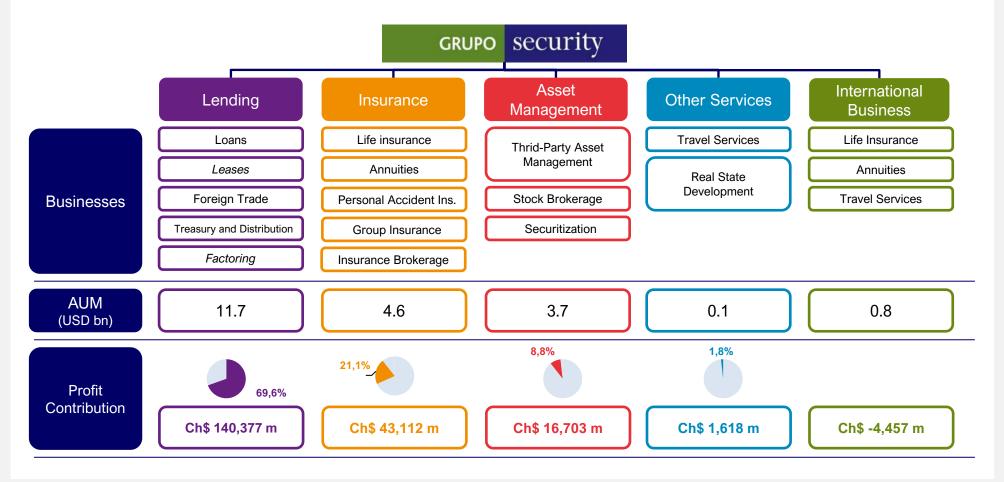


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- Niche Chilean-based diversified financial group, offering banking, insurance, asset management, real estate investment and travel services
- Profit of Ch\$ 130,321 million (USD 151.6 million) and AUM<sup>(1)</sup> of USD 20.7 billion<sup>(2)</sup> as of Dec-22





To contribute to the financial wellbeing of people and companies in a close. transparent and professional way



#### **VISION**

To set the standard in all of our relationships, both in business and among employees, in order to meet the needs of our customers, employees, shareholders and the world in which we do business, while encouraging a healthy workfamily-life balance.



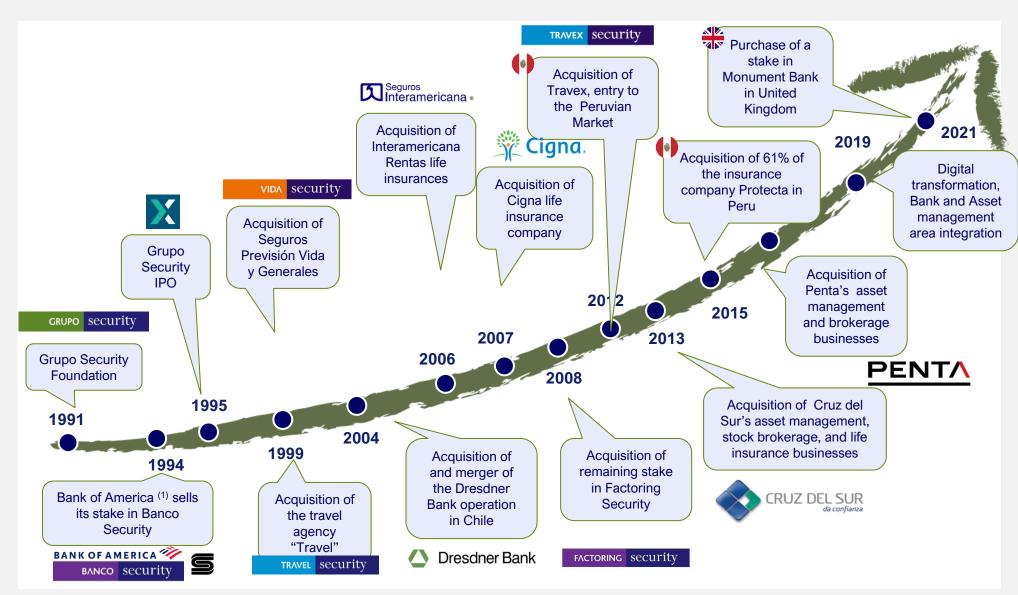
**MISSION** 

Our mission is to meet our customer's lending, asset management, insurance, travel and real estate needs by **providing comprehensive** service that exceeds **expectations** and stands out because of its quality

#### **VALUES**

Closeness | Professionalism Transparency

# **Growth history of Grupo Security**

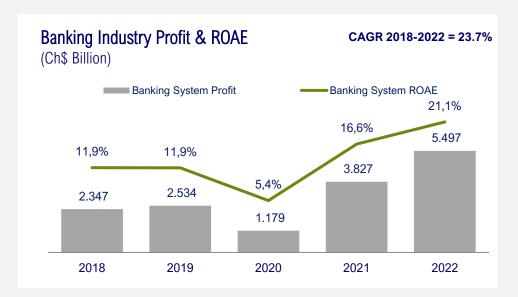


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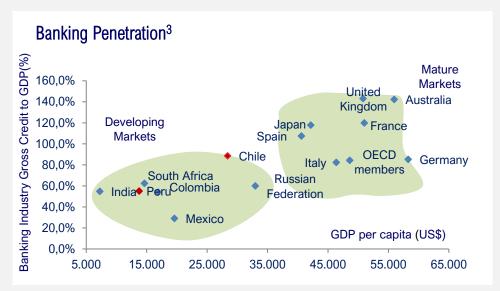


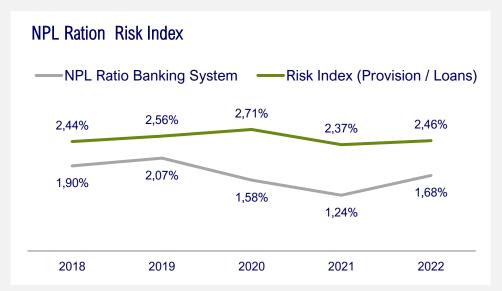
# Presence and growth in industries with high potential and sound regulation



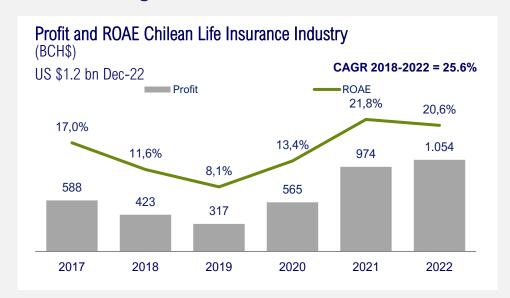


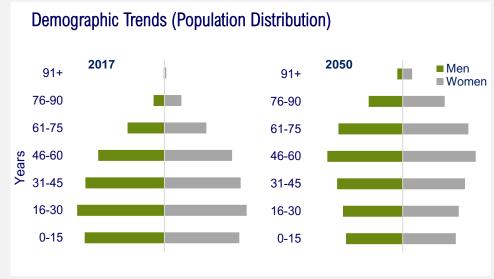


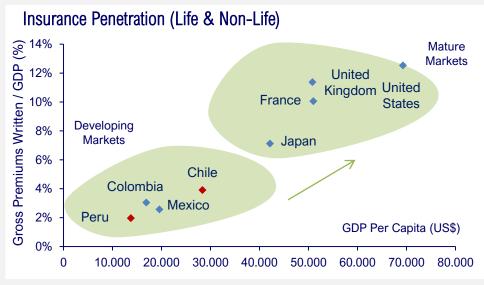


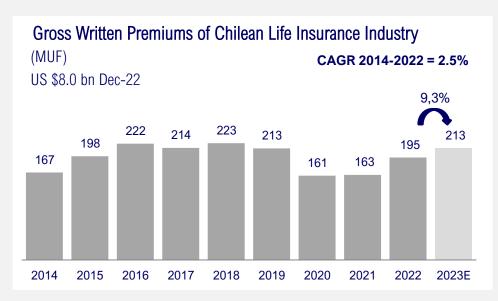


# Presence and Growth in Industries with High Potential and Sound Regulation

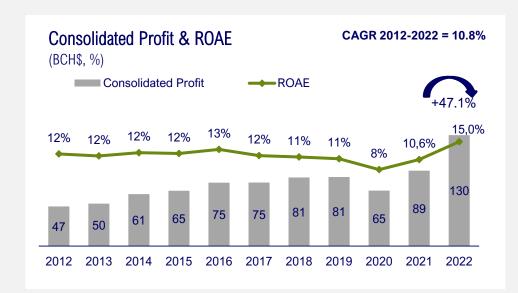






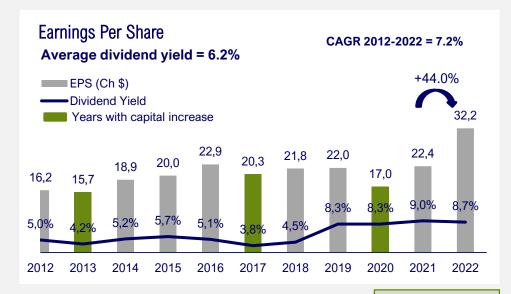


Source: AACH, OECD Stats, CMF, Grupo Security.







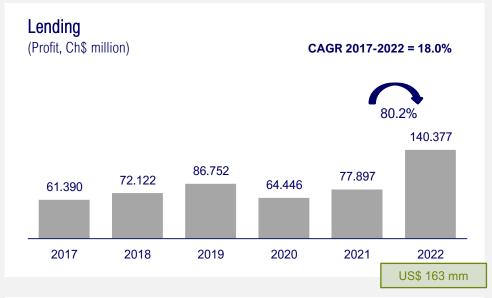


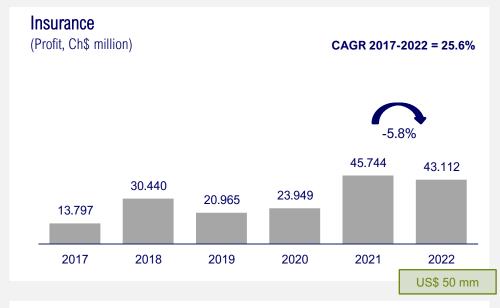
Source: CMF, Grupo Security.

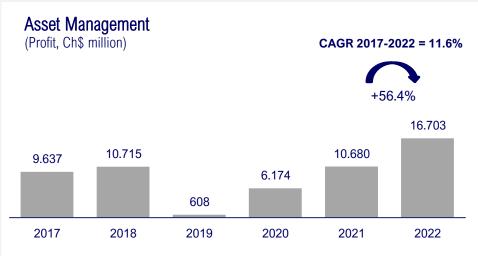
# ...with all business units contributing to this performance

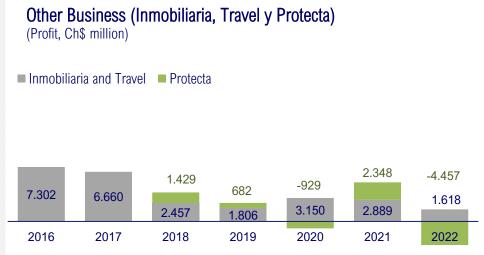
US\$ 19 mm





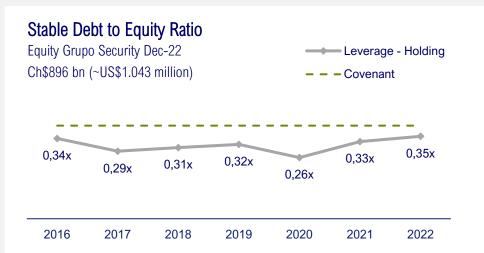




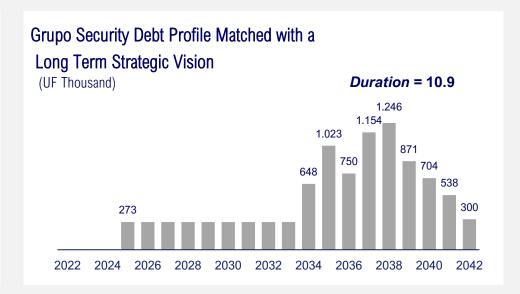


US\$ 2 m

# ... and a solid financial position and high credit quality assets



<sup>\*</sup> A new definition for the individual leverage ratio was implemented in March 2022. The historical series shows the leverage ratio under the new definition.



	Grupo Security	Banco Security	Vida Security	Factoring Security
Fitch Ratings (Local)	AA-	AA	AA	AA-
ICR (Local)	AA-	AA	AA	AA-
Fitch Ratings		BBB		
(Internacional)		/ A-2		

Serie	Registration Date	Amount (UF)	Aunal Interest Rate	Duration (Years)	Maturity
K	06-30-2013	3,000,000	4.00	25	06-30-2038
L3	10-09-2014	3,000,000	3.40	21	11-15-2035
М	10-25-2016	1,189,000	4.20	25	10-15-2041
N1	01-31-2018	1,500,000	2.85	25	12-10-2042
S	06-30-2020	1,000,000	2.00	20	06-30-2040

**Grupo Security Outstanding Bonds** 

**Total** 

US\$ 396 m

9,689,000









- Four-year digital plan focused on the existing businesses
- Strategic work underway to explore growth opportunities in new markets, products and platforms

- Changein management
- Leadership development
- Attracting and retaining talent

# Progress in sustainability:

- Corporate governance
- Responsible investment commitments
- Measurements and reporting

# FOCUSED ON: BANCO SECURITY MCH \$127,358 INVERSIONES SECURITY MCH \$16,703 FACTORING SECURITY MCH \$13,051 VIDA SECURITY MCH \$42,597 Total Business Units MCH \$197,352\*

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** 



**Retail Banking** 

Use digital tools to integrate the value proposition

Enhance advising and growth through digital channels

Accelerate the updating of our digital offering and reduce acquisition costs



Vida





**Factoring** 

Enhance the digital offering for factoring, prioritizing self-service

### Working for the Future: Corporate Culture & Sustainability



Consistently recognized for having a peoplecentric culture



Focus on leadership development and change management: adapting while maintaining what sets us apart





Strengthening corporate governance in sustainability issues:







**F** NCG 461

Measurement and reporting of ESG indicators



Responsible investment: AGF and Vida Security are PRI signatories

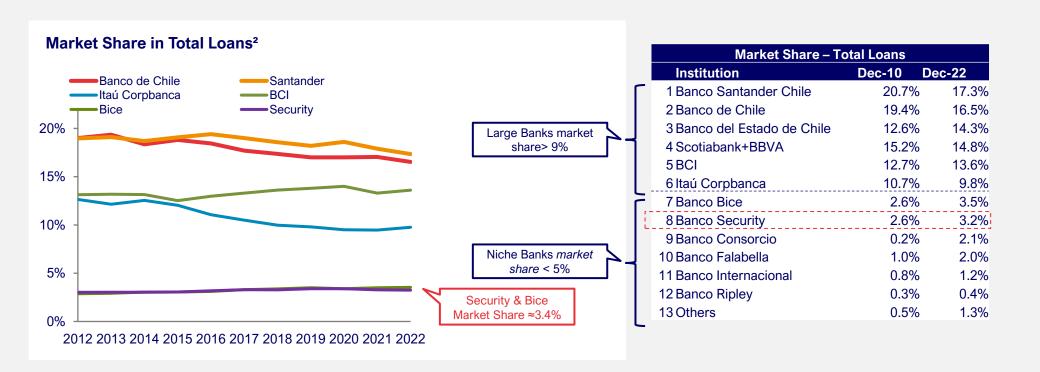


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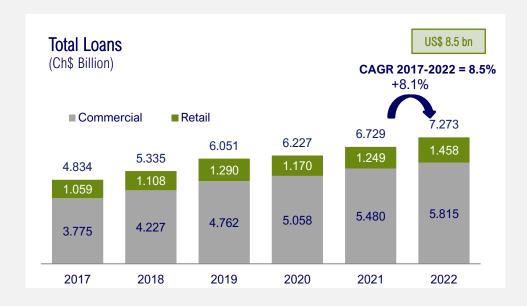


## **Banco Security**

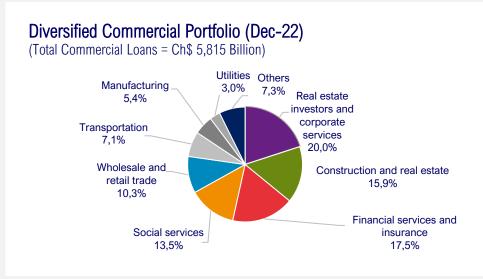
- Banco Security has a share of 5.74% in large & medium-sized companies, and of 4.9% in consumer loans to affluent individuals, driven by focus on high service quality
- Stable market share, particularly in niche banks
- Banco Security ranks among the first Chilean banks in Customer Satisfaction<sup>1</sup>

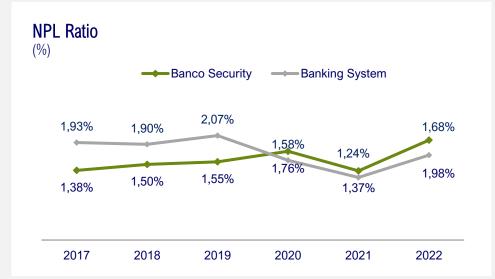


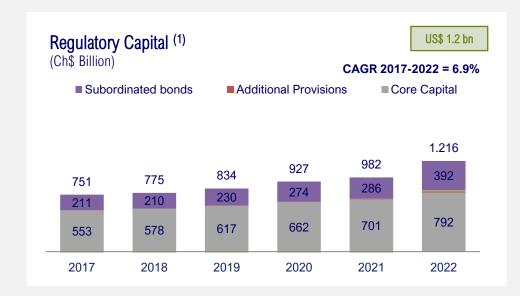
# **Banco Security**

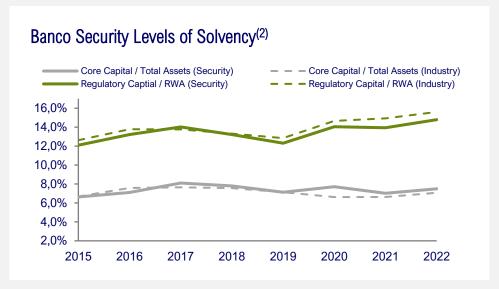


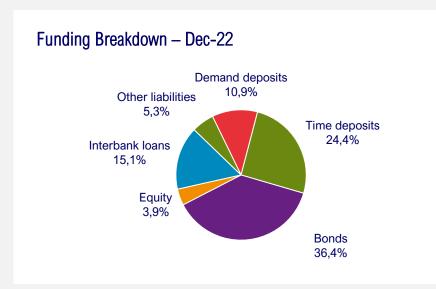


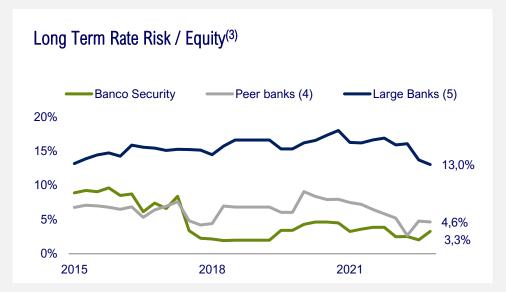






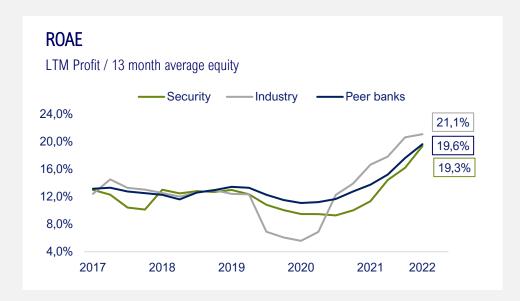


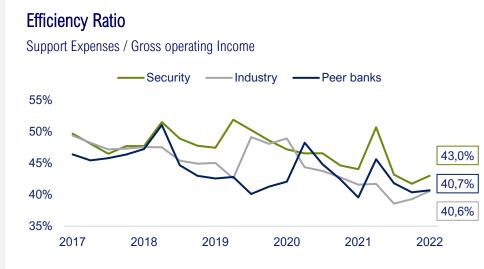


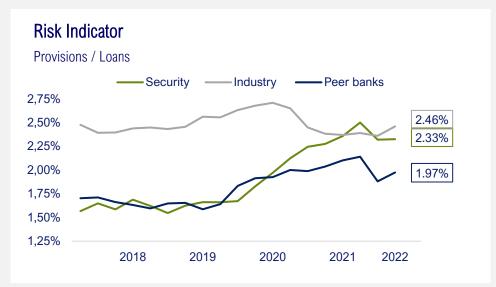


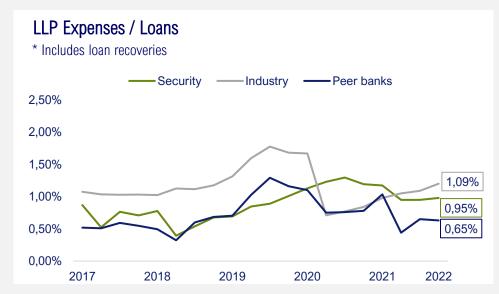
#### влисо security

# Banco Security vs. Peers & Industy









#### **Commercial Banking**

- Focus on creating longterm relationships with clients.
- Focus in medium and large companies.
- Good warranty coverage reduces impacts on risk expenditure

#### **Retail Banking**

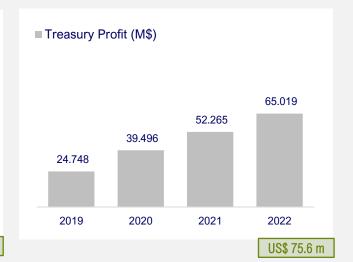
- Digital solutions accompanying the relationship of quality and customer agility.
- Focus on comprehensive product offering. In implementation of an integration plan with the asset management area
- Definition of segments with a differentiated value proposal. Focus on the principality of the clients and excellence in risk management

#### Treasury

\* Consists of Distribution and Asset Liability Management (ALM) transactions (Stabilize the net interest margin, interest rate risk, liquidity and funding), the investment and trading desks (manage the Bank's own portfolio)







Note: (1) Provisions over loans.

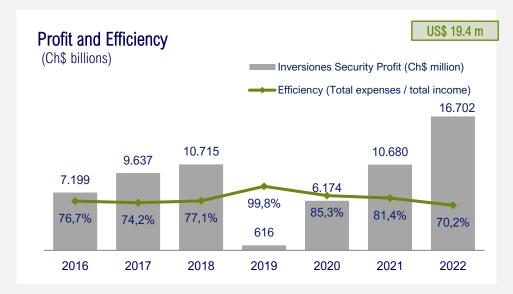
#### **Inversiones Security**

#### **INVERSIONES** security

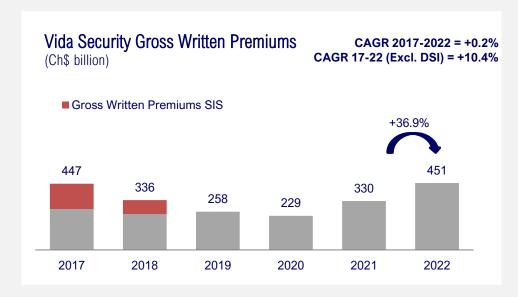
- \* Area composed by AGF Security (fund management company), Valores Security (stock brokerage company) and Securitizadora Security
- \* Total AUM of \$3,919 Billion (-4.4% YoY, US \$4.6 bn)
- Project Origin: commercial transformation program and coordinated operation with retail banking area

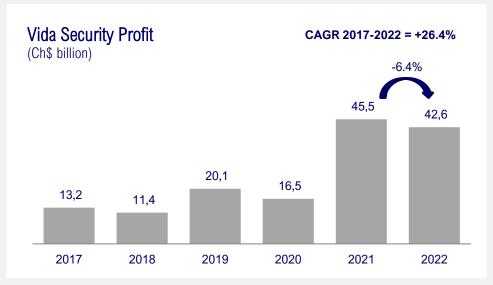


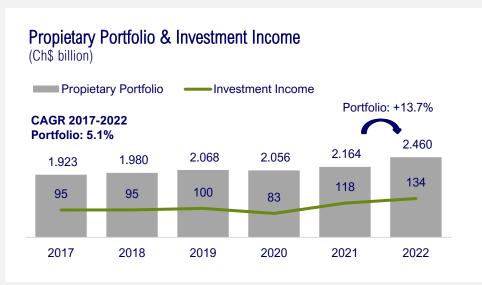


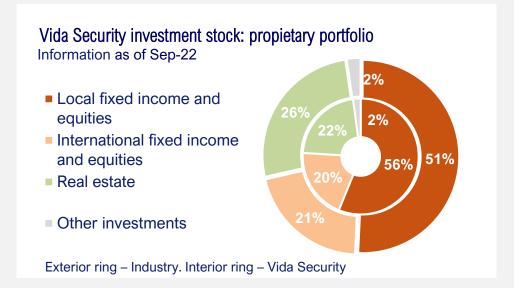


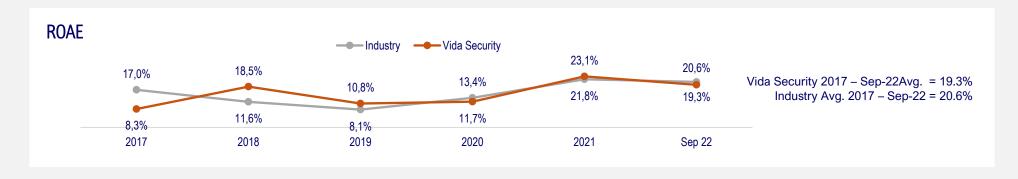
Source: (1) CMF, Grupo Security.











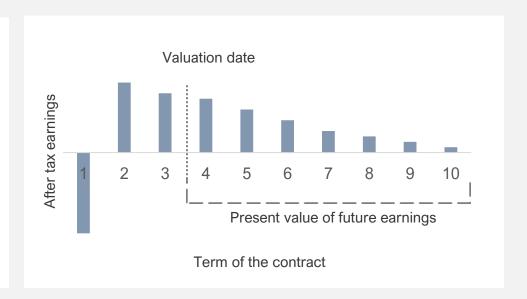




## Valuation of Insurance Companies

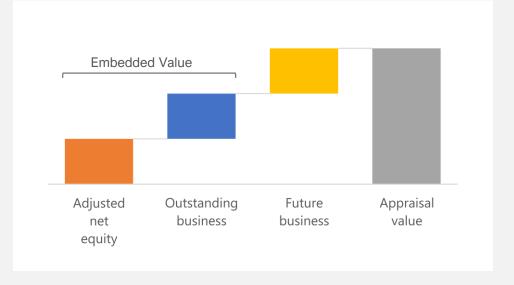
#### Run Off Value

- Forecast future benefits for each existing policy with reasonable assumptions
- \* Value levers:
  - Permanence of policies
- \* Investment returns
- \* Efficient processes
- \* Product mix and volume
- \* Underwriting expenses



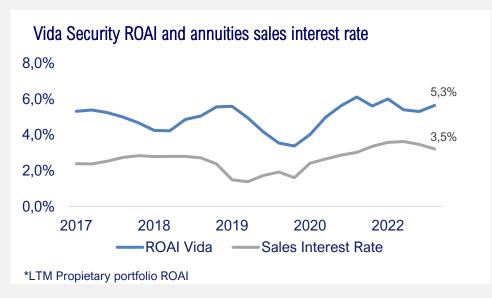
#### **Embedded Value**

- Actuarial estimate of economic value of an insurance business, estimating the present value of the distributable benefits of the run-off portfolio
- Does not include the capacity to generate future business

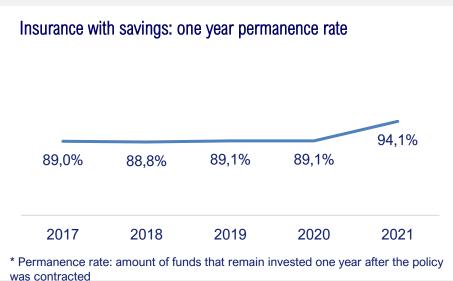


#### VIDA security

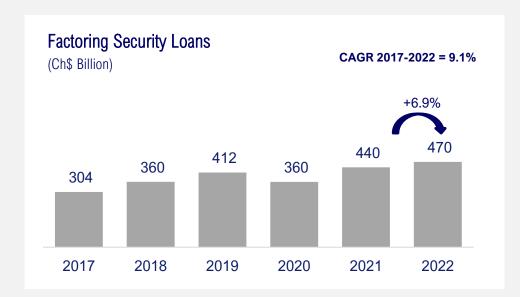
# Valuation of insurance companies: annuities and individual insurances

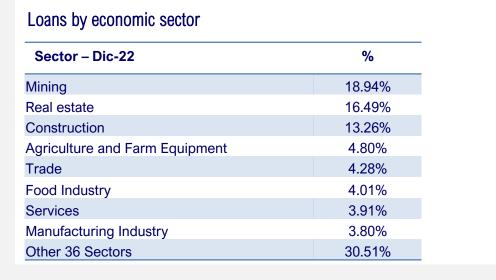


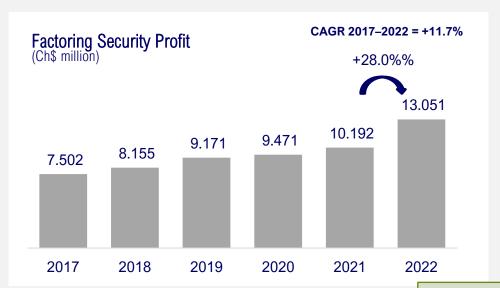


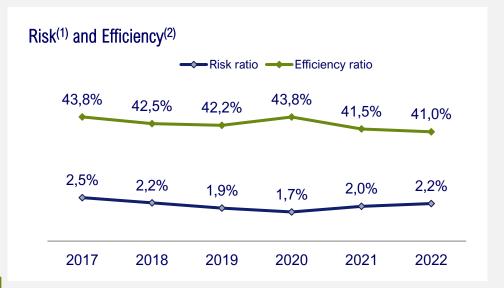






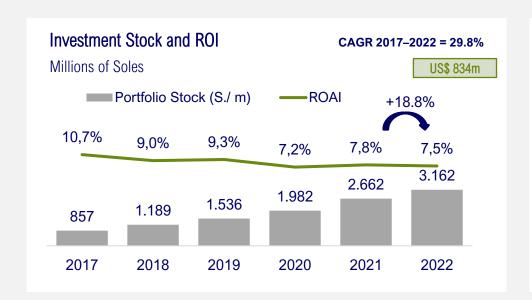


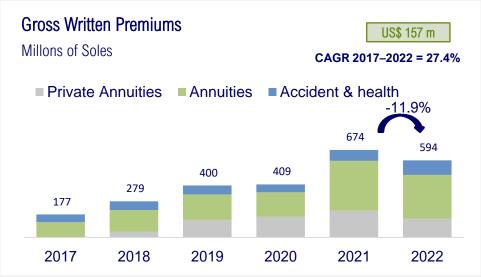


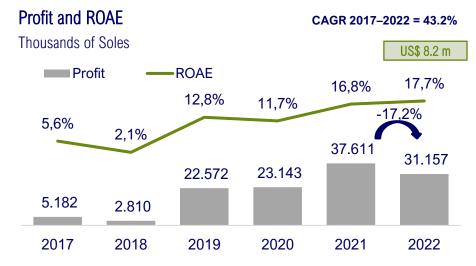


#### **Protecta Security**

- \* Acquired in September 2015
- Strategic acquisition in September 2015 to establish presence in the Peruvian insurance market
- \* Agreement between shareholders with the local holding Grupo ACP. Grupo Security owns 67% of Protecta's shares
- Focus on annuities and private annuities
- \* 17 branches, 2 of these in Lima







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#### (Ch\$ millions)

Consolidated statement of income (MCh\$)	Dec-18	Dec-19	Dec-20	Dec-21	Dec-22
Revenue	1,024,138	1,155,867	1,090,773	1,734,470	2,622,108
Cost of sales	(673,105)	(774,866)	(738,041)	(1,359,023)	(2,113,652)
Gross profit	351,034	381,000	352,732	375,447	508,456
Other income	4,685	2,995	1,166	1,987	4,157
Administrative expenses	(216,962)	(247,037)	(243,362)	(234,496)	(288,119)
Other expenses	(7,565)	(15,047)	(11,849)	(9,549)	(17,662)
Other gains	1,742	2,531	1,040	1,727	1,838
Finance income	13	258	531	584	6,753
Finance costs	(14,837)	(14,260)	(14,465)	(14,548)	(18,412)
Share of profit (loss) of associates and joint ventures, equity-accounted	(1,775)	922	(89)	781	1,000
Exchange differences	1,222	11,712	2,979	1,039	(1,574)
Gain (loss) on indexed assets and liabilities	(10,399)	(10,150)	(11,611)	(30,661)	(71,513)
Gains arising from the difference between the prior carrying amount and the fair value of financial assets reclassified at fair value	734	48	-	-	-
Profit before tax	107,891	112,973	77,072	92,311	124,924
Income tax benefit (expense)	(24,733)	(29,944)	(12,774)	242	3,491
Profit (loss) from continuing operations	83,159	83,029	64,298	92,553	128,414
Profit (loss) from discontinued operations	0	0	0	0	0
Profit (loss) for the period	83,159	83,029	64,298	92,553	128,414

(Ch\$ millions)

STATEMENT OF FINANCIAL POSITION	2018	2019	2020	2021	2022
Total current assets	9,947,290	11,390,646	11,303,640	12,877,400	14,007,684
Total non-current assets	595,398	730,355	617,942	754,238	802,942
Total assets	10,542,688	12,121,001	11,921,582	13,631,637	14,810,626
Total current liabilities	9,152,914	10,574,462	10,171,578	11,944,010	12,972,748
Total non-current liabilities	640,734	762,388	888,259	821,586	914,274
Total liabilities	9,793,648	11,336,850	11,059,838	12,765,595	13,887,022
Equity attribuable to equity holders of parent	728,495	769,754	835,520	836,762	898,175
Non-controling interests	20,545	14,396	26,225	29,280	25,429
Total equity	749,040	784,150	861,744	866,042	923,604
Total liabilities and equity	10,542,688	12,121,001	11,921,582	13,631,637	14,810,626

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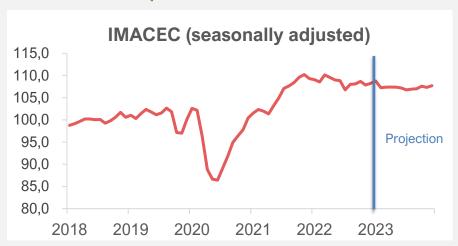
# Grupo Security - MCH\$130,321 for 2022 Business Area Profit - MCH\$197,352 for 2022

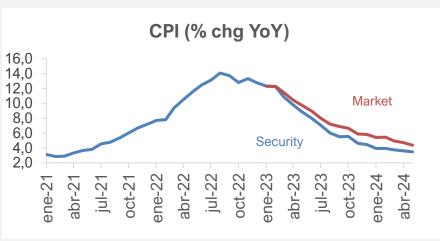


<sup>\*</sup> International business segment is negative due to conversion of Protecta's results to international accounting standards. The Bank's total results must also consider the adjustment column "other" in the segment note.

#### Macroeconomic Recap 2022-23

#### Recent Developments and Outlook









Sources: Chilean Central Bank, Bloomberg, Security Research Department.

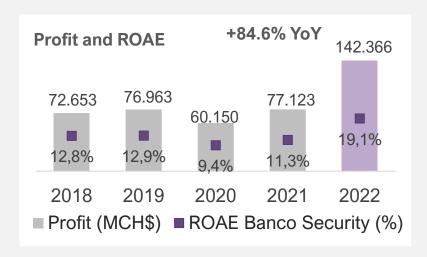
# Banco Security, Consolidated

**43.0%**Efficiency <sup>1</sup>
-279 bps YoY

3.24%
Market share
Total loans
-5 bps YoY

**5.74%**Market share
Commercial Banking

**4.4%**Market share
Retail Banking <sup>2</sup>





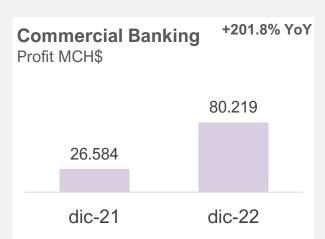
1. Efficiency: Total operating expenses / Total operating revenue. 2. Market share in target segment.

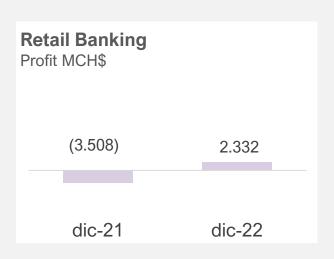
# Banco Security Results by Business Area

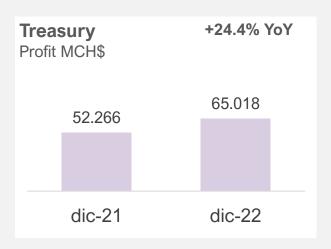










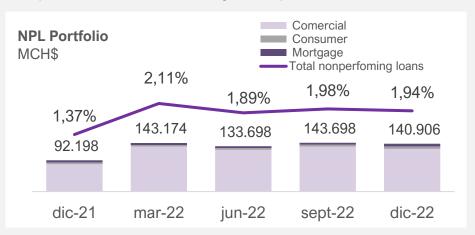


<sup>\*</sup>Financial assets at fair value through other comprehensive income

# Banco Security – Risk



<sup>\*</sup>Expense net of recovered loans, including additional provisions



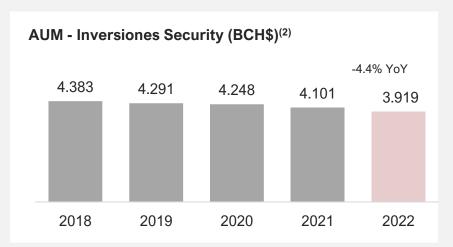
Internal estimate for individually as sessed loans guarantees							
Institution	Collateral / Loans	Provisions / Loans	(Collateral + Provisions) / Loans				
System	52.1%	2.1%	54.2%				
Peer Banks (1)	69.4%	2.2%	71.6%				
Large Banks (2)	49.9%	2.0%	51.8%				
Banco Security	70.0%	2.5%	72.5%				

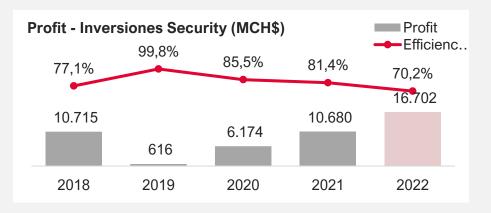
<sup>1.</sup> Peer banks: Peers: BICE, Consorcio, Internacional and Security. 2. Large Banks: Chile, BCI, Estado, Itaú, Scotiabank and Santander. Source: Financial Market Commission (CMF). Information as of November 2022

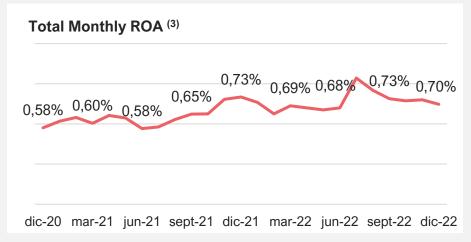


## **Inversiones Security**

In MCH\$	2021	2022	% Chg YoY
Operating income	37,365	39,754	6.4%
Funds income	23,986	26,802	11.7%
Transactional income	13,649	12,939	-5.2%
Total expenses	-34,424	-35,517	3.2%
Non-operating income	4,673	10,824	131.6%
Profit - AGF & Valores			
AGF Security	6,901	11,511	66.8%
Valores Security	2,343	3,503	49.5%
Securitization & CasaNuestra	1,271	1,688	32.8%
Profit - Asset management	10,680	16,702	56.4%







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

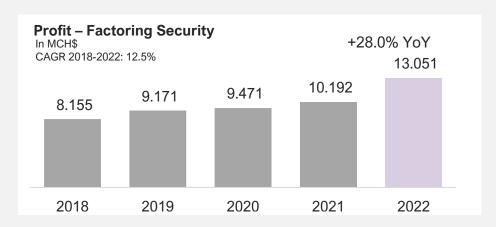
# **Factoring Security**

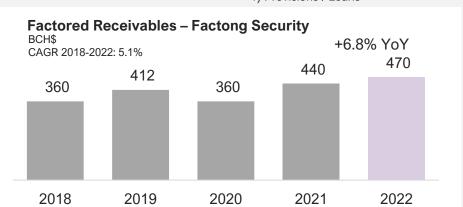
Profit: MCH\$ 13,051 +28.0% YoY Factored
Receivables:
MCH\$ 470,298
+6.8% YoY

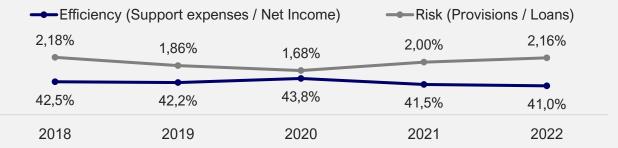
Efficiency Ratio: 41.0% -52 bps YoY

**Risk<sup>1</sup>:**2.16%
+16 bps YoY

1) Provisions / Loans

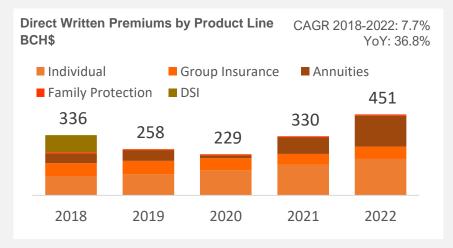


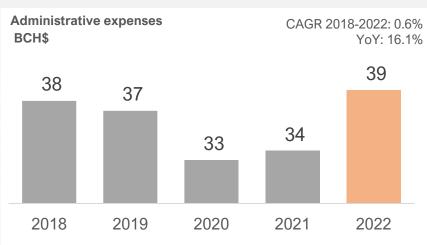


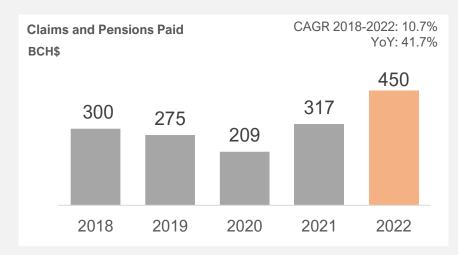


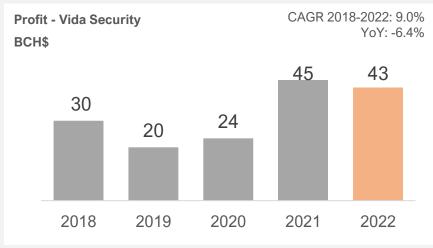


# Vida Security



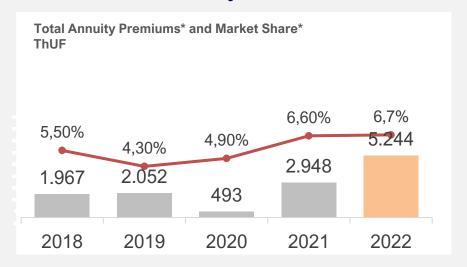


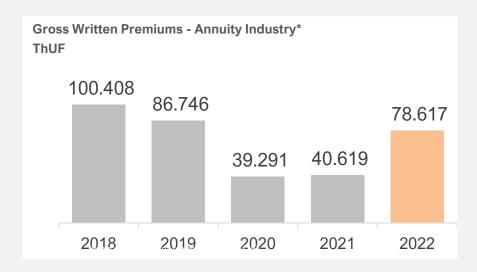


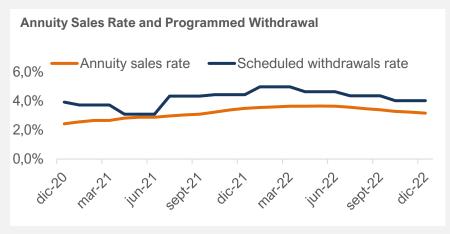




## Vida Security



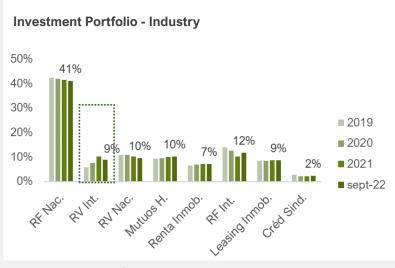


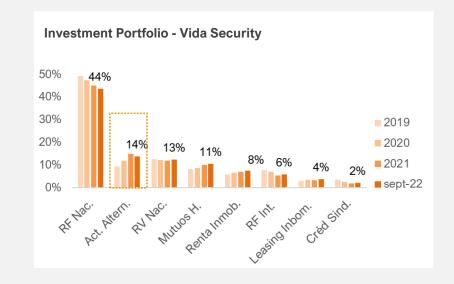




# Vida Security – Investment Income

Po			Portfolio		Gain (Loss)			ROI	
In Ch\$ Million	Dec-21	Dec-22	ΔΥοΥ	%/Total	Dec-21	Dec-22	ΔΥοΥ	Dec-21	Dec-22
Fixed Income	1,774,409	1,986,336	11.9%	61.9%	45,786	84,174	83.8%	2.58%	4.24%
Equities and indexes	761,989	753,354	-1.1%	23.5%	95,907	6,039	-	12.59%	0.80%
Real estate Other investments	301,473 21,354	376,479 92,643	24.9% 333.8%	11.7% 2.9%	12,793 -3.307	13,808 12,581	7.9%	4.24% -15.49%	3.67% 13.58%
Total	2,859,226	3,208,812	12.2%	-	151,180	116,601	-22.9%	5.29%	3.63%
CUI Portfolio	695,371	748,827	7.7%	23.3%	32,863	-22,186	-	4.73%	-2.96%
Proprietary portfolio	2,163,855	2,459,985	13.7%	76.7%	118,316	138,787	17.3%	5.47%	5.64%

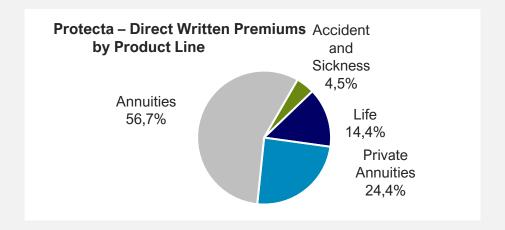


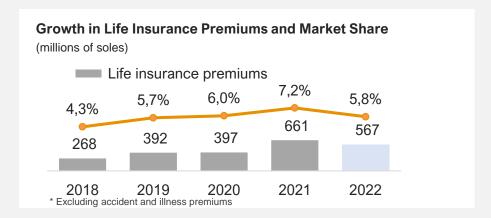


Market information available as of Sept-22.

## Protecta Security

In S./ Thousands	2022	2021	<b>%Chg</b> YoY	
Annuities - Premiums written	336,843	384,087	-12.3%	
Annuities - Market share	21.1%	22.0%	-93 p	
Private annuities - Premiums written	145,251	206,287	-29.6%	
Private annuities - Market share	12.9%	16.2%	-333 p	
Premiums written	594,149	674,660	-11.9%	
Investment income	218,701	181,602	20.4%	
Annualised return (LTM)	7.5%	7.8%	-31 p	
Profit for the period	31,157	37,611	-17.2%	









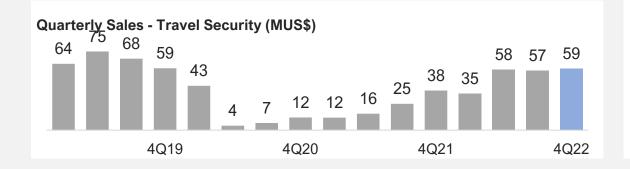
# Other Services - Travel and Inmobiliaria Security

## **Travel Security**

- \* Profit MCH \$4,329 (MCH \$832 for 2021)
- \* Recovered sales levels, reaching pre-pandemic levels during the quarter: MUS\$ 209 for 4Q22 (MUS\$ 91 for 2021).

#### **Travel Perú**

- Profit THUS\$ 1,044 (vs loss of -THUS\$ 322 for 2021)
- \* Sales: MUS\$ 39 (+173.2% YoY)

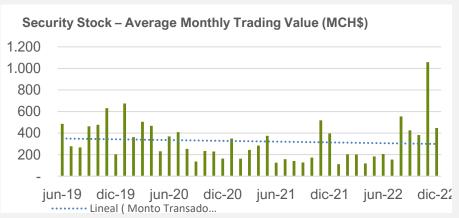


## **Inmobiliaria Security**

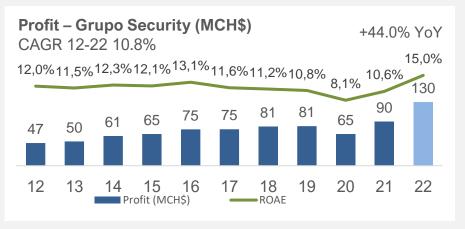
- \* Loss of -MCH\$1,404 for 2022 (vs profit of MCH\$2,039 for 2021)
- Ownership transferred on fewer units during the period
  - \* Dec-22: 51 units
  - \* Dec-21: 76 units
- Real estate assets under management of MCH\$ 86,574 (+7.9% YoY)
- \* 3 projects under development
- 27 units available for sale

# **Grupo Security**





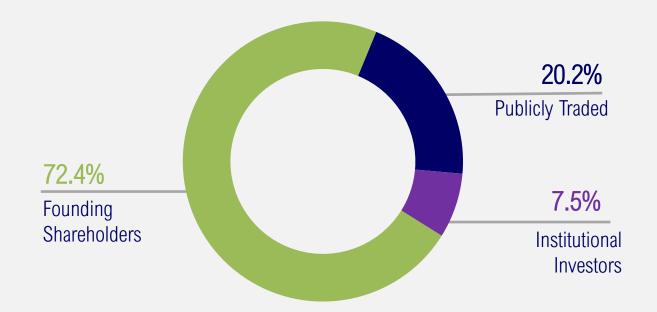






## Ownership Structure

- Grupo Security does not have a controlling shareholder or controlling group, as defined in Article 97
  of Section XV of the Securities Market Law.
- A group of shareholders representing a 72.4% interest in the Group has a first refusal pact and has
  actively participated in the Group's management since its founding in 1991 by former executives of
  Banco Security Pacific.
- As of December 31, 2022, 4,042,335,913 single-series shares are distributed among 375 shareholders.



## Grupo Security Board of Directors

#### Renato Peñafiel M

#### Chairman of the Board



1 Business Engineer, PUC, Master in Economics, Chicago University.

Board Member of ABIF, COMBANC, COMDER

Former Financial Politics Director at the Central Bank of Chile, International Manager at Banco Sudamericano

### Hernán de las Heras Marín **Independent Board Member**



Business Engineer. Universidad de Chile Part of Banco de Santiago for 25 years Former board member of Banco Torquist and

Banco de Santiago.

## Jorge Marín Correa

#### **Board Member**



Entrepeneur Board member of CMPC and Detroit. Former Chairman Grupo

CGE and member of multiple boards. directorios.

## Naoshi Matsumoto Takahashi

#### **Board Member**



Business Engineer, PUC Founding partner and Vicepresident of the board of Sigdo Koppers.

Director of several of Sigdo Koppers holding companies.

## Ana Sainz de Vicuña Bemberg





**BSc Honours Degree** Agricultural Economics, Reading University U.

Board member of Corporación Financiera Guadalmar, Inmobiliaria Colonial and Acciona SA.

Part of Merrl Lynch for 19 years.

#### Gonzalo Pavez Aro

#### **Board Member**



Business Administration, Gabriela Mistral University

Businessman with more than 20 years' experience in the financial sector.

Board member of DEVISA and Executive director of Sociedad Agrícola Mariagri and GETEC

## Consuelo Raby Guarda

#### **Board Member**



Law degree, PUC and L.L.M., Duke University.

She has been on the advisory committee of the Center for Regulation and Laws at Universidad del Desarrollo since 2019.

Board member of ENAP from 2021 to 2022

## Juan Cristobal Pavez Recart

#### **Board Member**



Ingeniería Comercial, PUC MBA. MIT.

Chief Executive Officer of Centinela. Cofounder of Eventures.

Board member of GeoPark and President of Instituto de Estudios de la Sociedad.

## Ramón Eluchans Olivares

#### **Board Member**



Business Administration, PUC Board member of Banco Security since 2013.

From 1997 to 2013. He was the CEO of Banco Security.

He was chairman of the board of Valores Security from 2010 to 2017



**Fernando Salinas P.** CEO Grupo Security



**Paulina Guerra M.**Corporate Affairs
Manager



**Isabel Alliende K.**Corporate Culture
Manager



**Francisco Letelier B.**Corporate Digital and Data Manager



Rodrigo Carvacho C. Corporate Services Manager



**Sandra Roitman C.**Corporate IT Manager



Alfonso Verdugo R. Chief Controller and Corporate Business Risk Manager



Felipe Jaque Sarro Chief Economist & Head of Research

# Management team with vast experience in the financial market



**Eduardo Olivares V.** CEO Banco Security



**Alejandro Alzérreca L.** CEO Vida Security



Ignacio Prado R. CEO Factoring Security



**Eduardo Correa S.** CEO Travel Security



Jaime Correa H. CEO Inmobiliaria Security



**Alejandro Mandiola P.** CEO Corredora Security



Mario Ventura V. CEO Protecta Security



Juan Pablo Lira T. CEO AGF Security



Piero Nasi T. CEO Valores Security



Fiorella Battilana F.
CEO
Securitizadora Security
I. Casanuestra



Hitoshi Kamada T. Investment Area Manager



Ricardo Hederra G. CEO Hipotecaria Security Principal

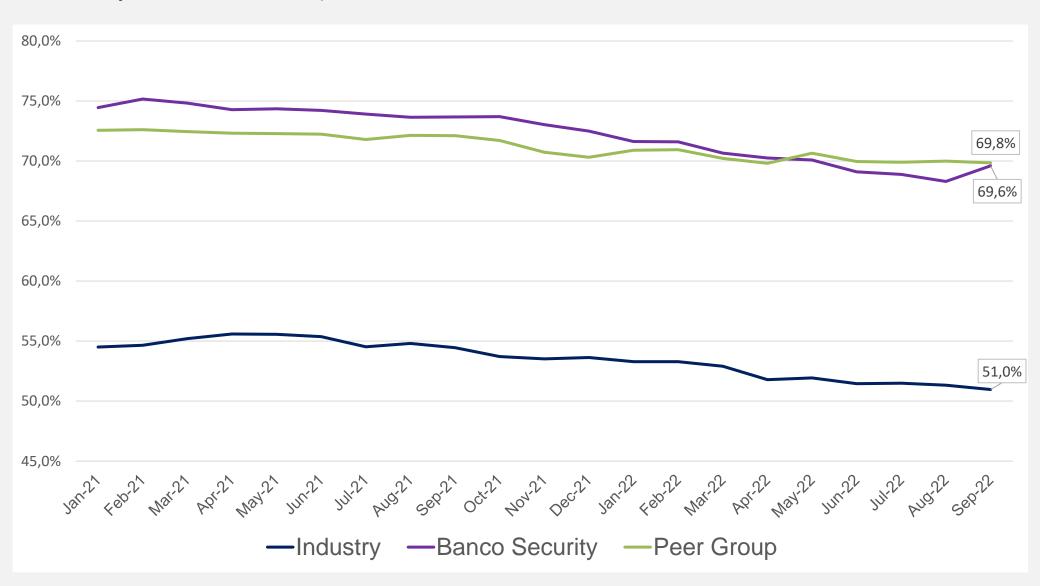
# Banco Security Capital

In Ch\$ Millions	Dec-22	Sep-22	Dec-21	QoQ	YoY
Capital	325,041	325,041	325,041	0.0%	0.0%
Reserves	18,171	17,740	22,164	2.4%	-18.0%
Other integral result	6,049	-8,985	-12,431	-167.3%	-148.7%
Retained earnings from prior periods	342,646	342,646	311,796	0.0%	9.9%
Profit for the year	142,366	110,200	77,127	29.2%	84.6%
Min. Div. Provision	-42,710	-33,060	-23,138	29.2%	84.6%
Non-controlling Interest	51	51	57	-0.3%	-11.8%
Core Capital	791,615	753,633	700,616	5.0%	13.0%
Deductions	17,148	13,039	13,039	31.5%	31.5%
CET1	774,467	740,594	687,577	4.6%	12.6%
AT1	39,222	78,372	74,724	-50.0%	-47.5%
T1	813,689	818,966	762,301	-0.6%	6.7%
T2	346,792	296,568	219,728	16.9%	57.8%
Effective Equity	1,160,480	1,115,534	982,029	4.0%	18.2%
Credit Risk	7,051,245	7,105,476	6,725,591	-0.8%	4.8%
Operational Risk	580,313	545,494	455,879	6.4%	27.3%
Market Risk	212,757	186,236	290,889	14.2%	-26.9%
Risk-Weighted Assets (RWA)	7,844,315	7,837,206	7,472,359	0.1%	5.0%
Minimum Regulatory Capital	627,545	626,977	597,789	0.1%	5.0%
CET1/RWA	9.87%	9.45%	9.20%	42 bps	67 bps
T1/RWA	10.37%	10.45%	10.20%	-8 bps	17 bps
Effective Equity / RWA	14.79%	14.23%	13.14%	56 bps	165 bps
Core Capital / Total Assets	7.50%	7.17%	7.14%	33 bps	36 bps
CET 1 / RWA	9.9%	9.4%	9.2%		
AT1 / RWA	0.5%	1.0%			
T2 / RWA	4.4%	3.8%			

CET1 – Common Equity Tier 1 (Core capital – Deductions)

<sup>\*</sup>Regulatory mínimum as of September, 2022

Individually assessed commercial portfolio – Internal estimation



# Robust corporate governance structure based on comprehensive risk management at Grupo Security

