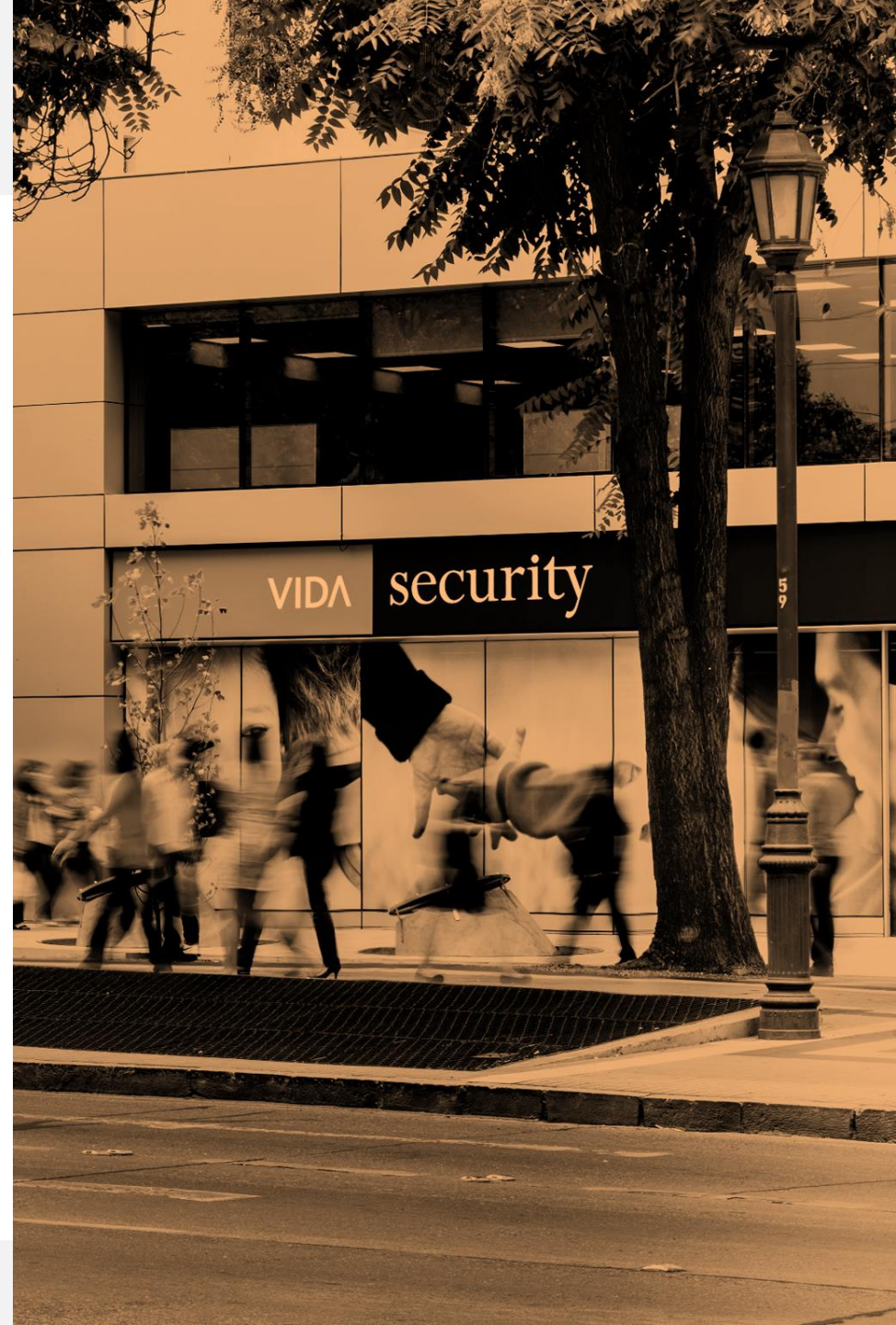




Grupo Security - December 2020

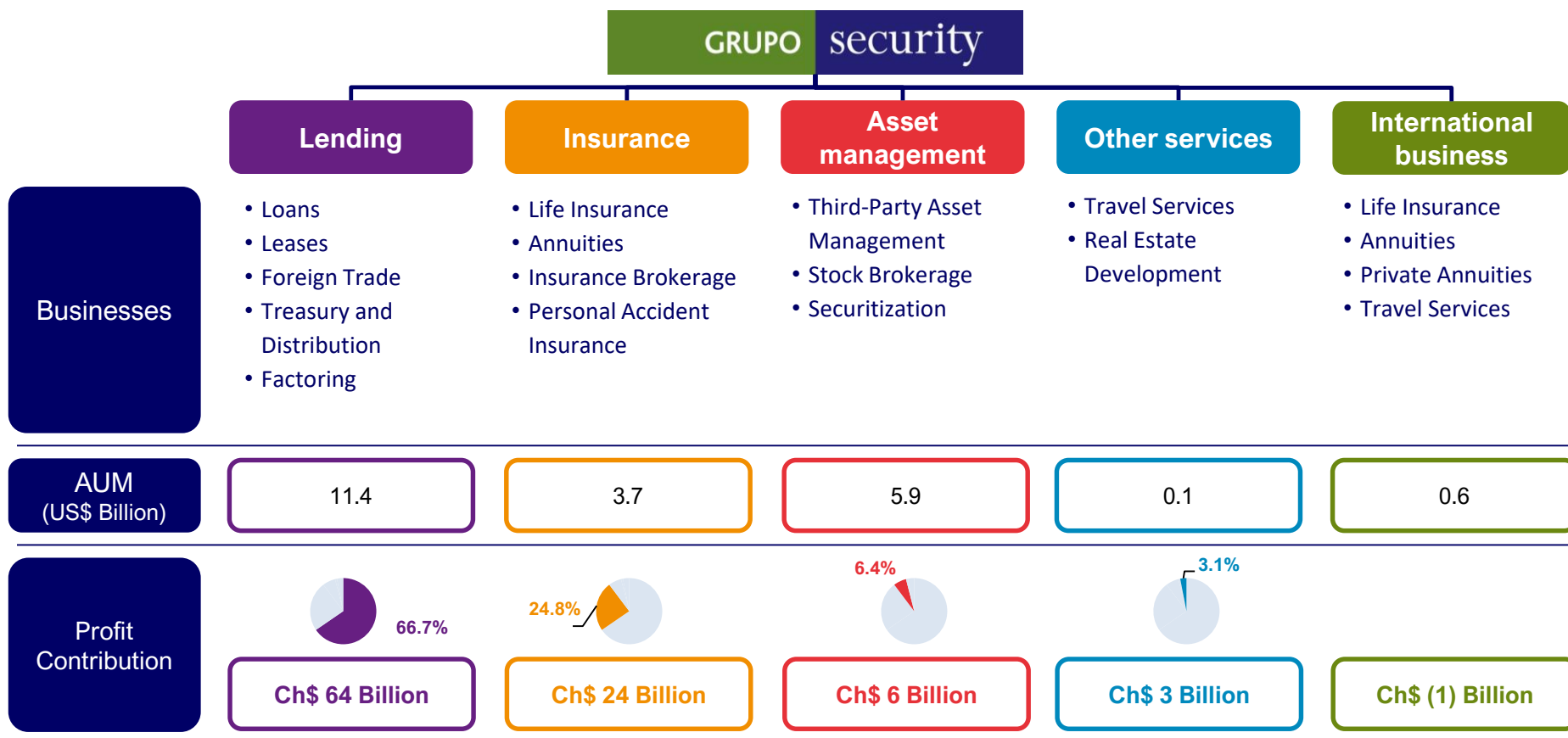
GRUPO | security

- I. Grupo Security at a Glance
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- Niche Chilean-based diversified financial group, offering banking, insurance, asset management, real estate investment and travel services
- Profit of Ch\$ 65 billion (US\$ 91.6 million) and AUM of US\$ 21.4 billion<sup>1</sup> as of December 31, 2020

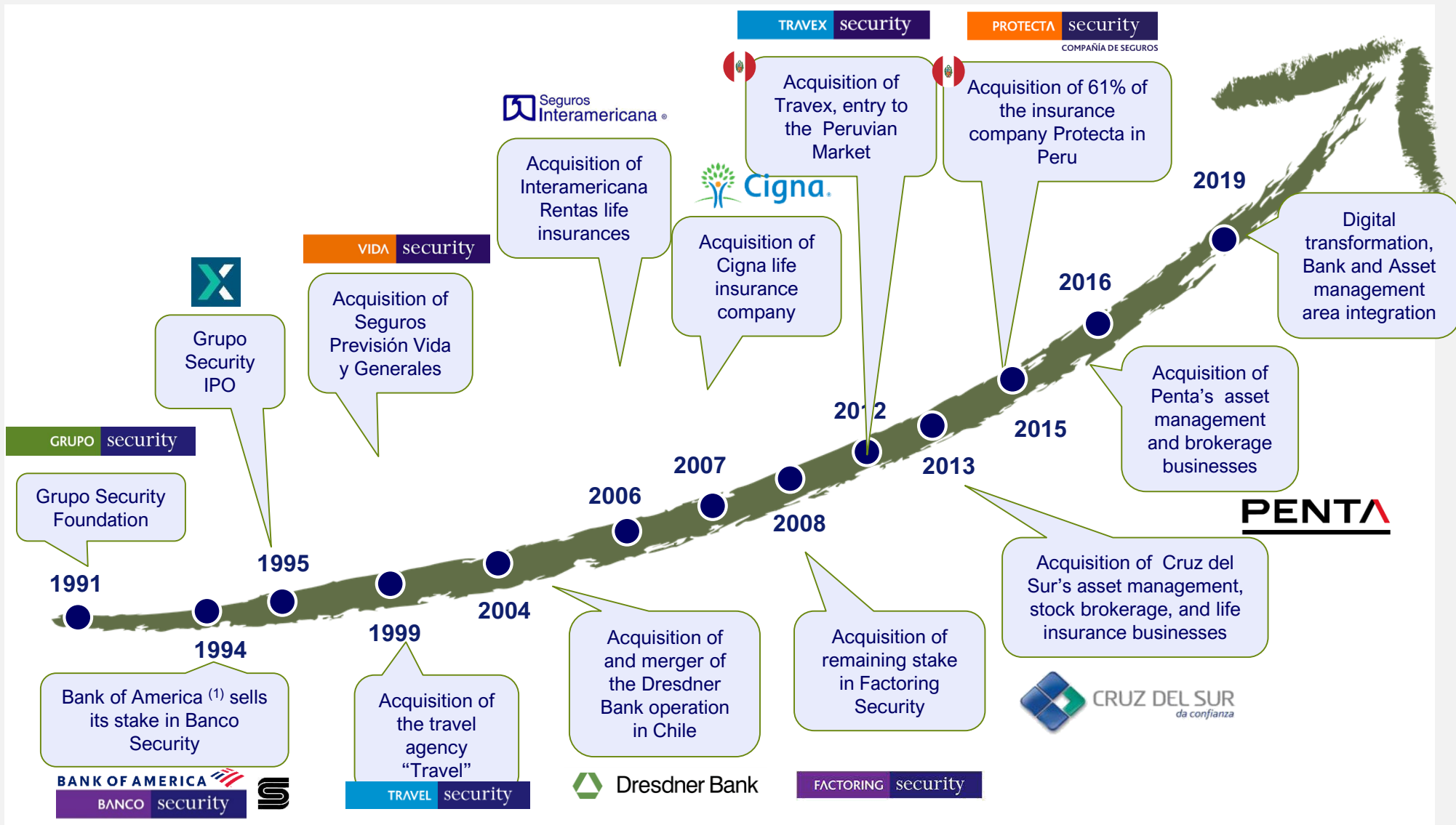


Source: Grupo Security, information as of december 2020.

Notes: (1) AUM: Asset under management. (2) Adjusted for CUI (Life Insurance with savings components).

# Growth history of Grupo Security

GRUPO security



Note: (1) Successor to Security Pacific National Bank.

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Business model sustainable over time

1

Presence and growth in industries with high potential and sound regulation

2

Managing shareholders involved in business strategy

3

Solid balance sheet backed by conservative financial policies and proper risk management

4

Transformation underway

5

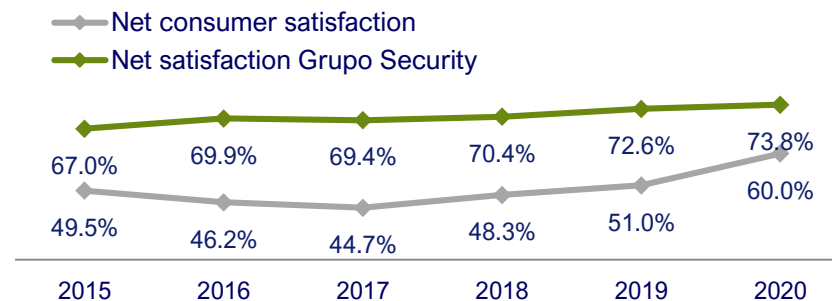
# 1 Business model sustainable over time

GRUPO security

Well-positioned niche player with a proven business model despite increased competition



Strategy consistent with corporate values (closeness, transparency and professionalism) has generated good rates of customer satisfaction and recognition of quality of service



Banco Security  
#1 place in service experience in the PXI ranking (Praxis Xperience Index 2020) for the banking sector

Widely recognized for having people at the center of the business: a pioneering corporate culture in reconciling work, family and personal life



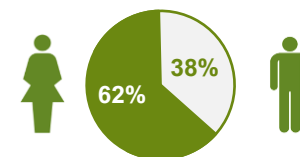
GPTW for 20 consecutive years



Impulsa Female Talent award in Banking and Insurance



First company in Chile certified as EFR (Family-Responsible Company)

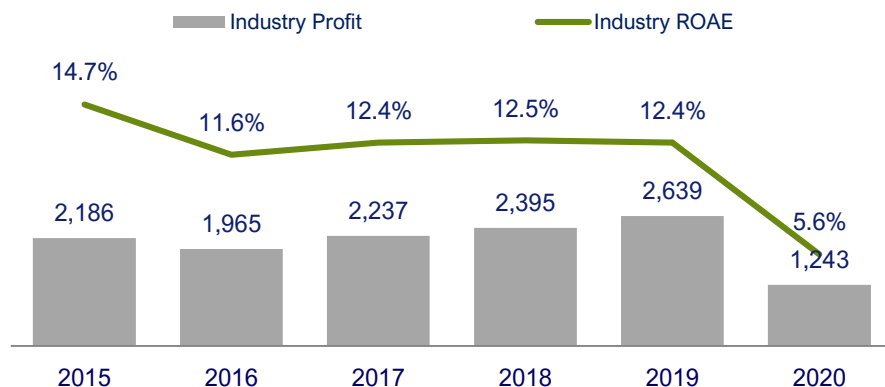


# Presence and growth in industries with high potential and strong regulation

## Banking Industry Profit & ROAE

(Ch\$ Billion)

CAGR 2015-2020 = -10.7%



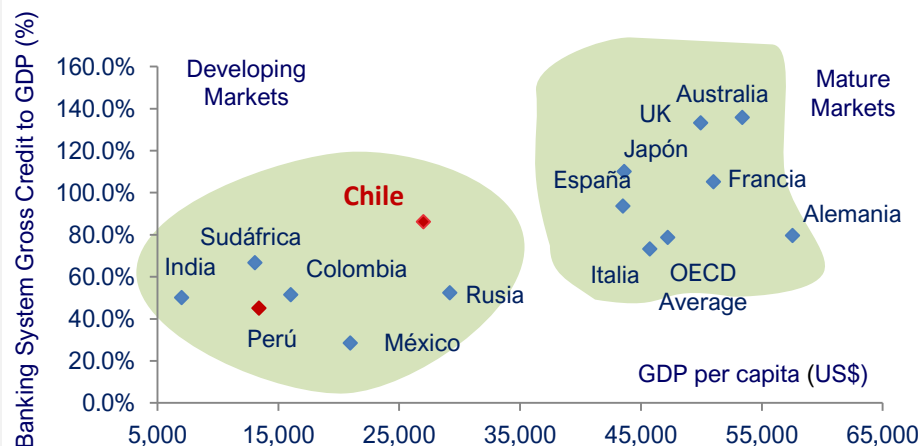
## System Loan Expansion<sup>1</sup>

(Ch\$ Billion)

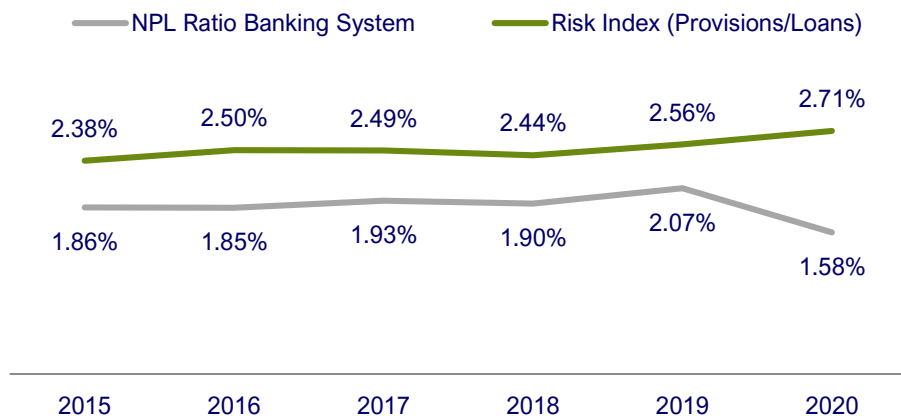
CAGR 2015-2020 = 6.9%



## Banking Penetration



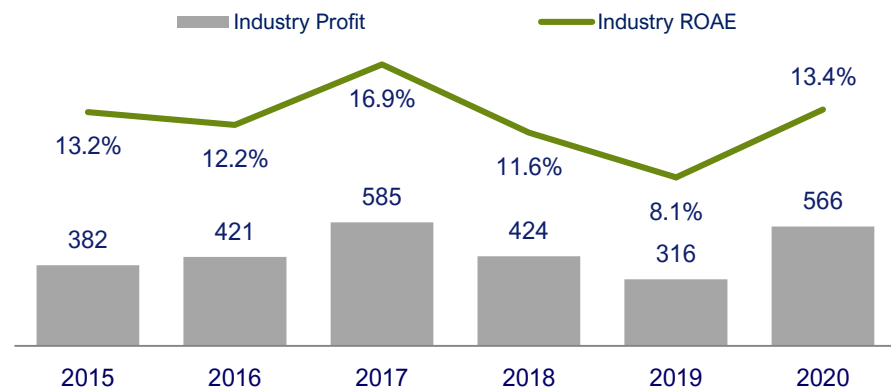
## NPL Ratio & Risk Index



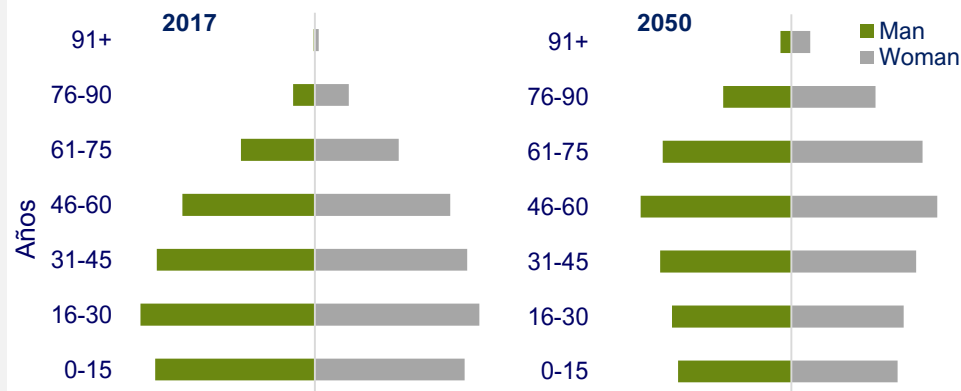


# Presence and growth in industries with high potential and sound regulation

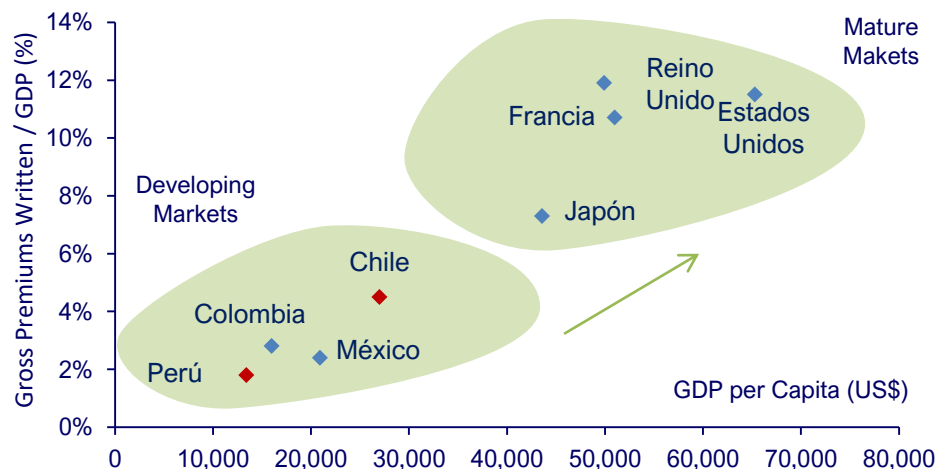
## Profit and ROAE Chile life insurance system



## Demographic trends (population distribution)



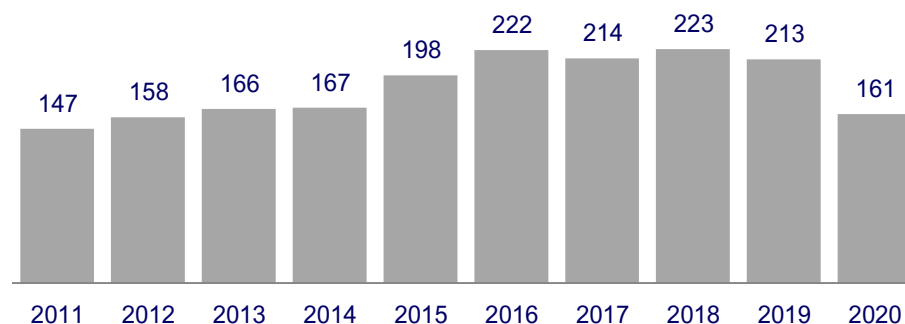
## Insurance Penetration (Life & Non-Life)



## Gross written premiums of Chile life insurance system

(UF\$ millions)

CAGR 2011-2020 = 1.0%



Francisco Silva Silva

Chairman of the Board



**29** Civil Engineering, Pontificia Universidad Católica (PUC)  
Engineering, Stanford University  
MSc, Stanford University  
Director, Vicepresident and President of ICARE between 2007 and 2017  
Former member of the board of Polpaico, AES Gener, Grupo Banmédica, Enersis y Chilectra

Hernán de las Heras Marín

Independent Board Member



**7** 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



**26** Entrepreneur  
Board member of CMPC  
and Detroit.  
Former Chairman Grupo  
CGE and member of  
multiple boards.

Naoshi Matsumoto Takahashi

Board Member



**29** 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

Board Member



**11** 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.

Horacio Pavez García

Board Member



**29** Constuction Engineer,  
Universidad Federico Santa  
Maria  
President of Empresas Villuco  
Group and board member of  
Sigdo Koppers, ENAEX,  
FEPASA and Energía Latina.

Bruno Philippi Irrázabal

Board Member



**7** Civil Engineer, PUC  
MSc in Operations Research,  
Engineering, y Ph.D.  
Engineering Economic  
Systems, Stanford University.  
Board member of Aguas  
Andinas, Transelec and  
Magotteaux.

Juan Cristobal Pavez Recart

Board Member



**18** 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.

Mario Weiffenbach Oyarzún

Board Member



**26** Ingeniería Comercial y  
Contador Auditor,  
Universidad de Chile  
Board member of Curifor,  
Dofer, Curimaq, DonMa and  
Bosques Pacifico Verde.  
Former member of multiple  
boards.

### 3 Management team with vast experience in the financial market

GRUPO security

#### Administration and Executives

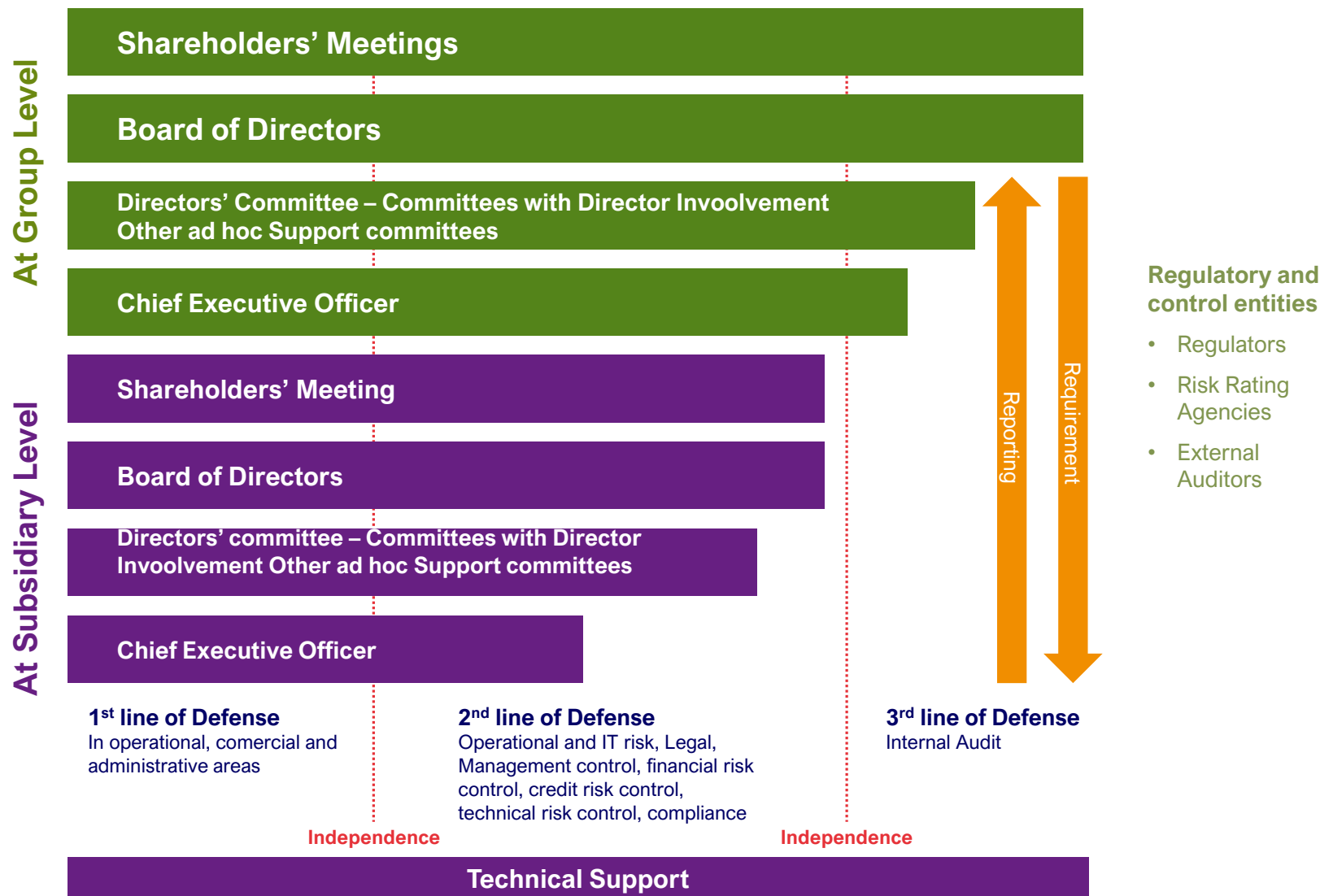
	<b>Renato Peñafiel Muñoz</b> CEO Grupo Security		<b>Eduardo Olivares Veloso</b> CEO Banco Security		<b>Alejandro Alzerreca</b> CEO Vida Security		<b>Ignacio Prado Romani</b> CEO Factoring Security
	<b>Fernando Salinas Pinto</b> Senior Vice President of Planning & Control		<b>Isabel Alliende</b> Corporate Culture Manager		<b>Alejandra Zegers Correa</b> Executive Vice President of Corporate Marketing, Quality and Business Intelligence		<b>Sandra Roitman Cachi</b> Corporate IT Manager
	<b>Felipe Jaque Sarro</b> Chief Economist & Head of Research		<b>Rodrigo Carvacho C.</b> Chief Accounting Manager		<b>Alfonso Verdugo R.</b> Chief Controller and Corporate Business Risk Manager		<b>Marcela Villafañá Ferrer</b> Head of Investor Relations

#### Corporate governance (Committees)

Director's	Strategic	Compensation	Planning and development	Marketing and quality	Compliance	Operations and IT
Responsible for upholding Art. 50 bis of Law 18,046	Regularly review the implementation of strategic plans for each Group company and the corporate services division	Responsible for informing the Board about compensation issues	Planning and control of financial and commercial management for all Group companies, and monitors corporate strategic initiatives	Brand control and customer experience activities	Responsible for crime prevention in all Group companies	Defining and implementing operational and IT processes

## Risk Areas:

- Financial
- Operational
- IT
- Credit
- Market
- Legal
- Technical
- Reputational
- Compliance



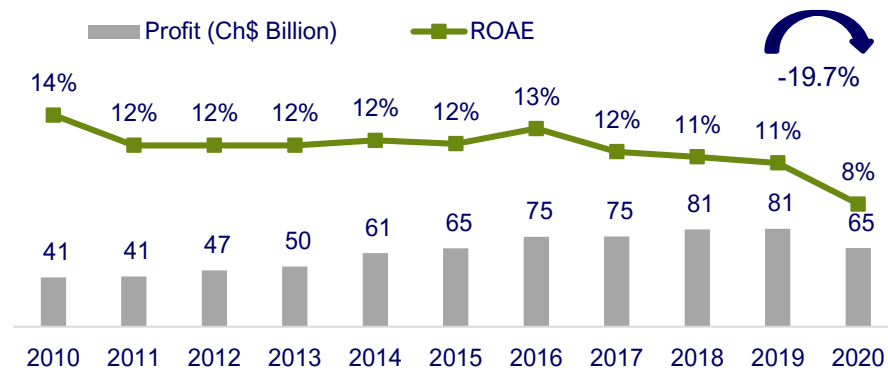


# Grupo Security: Successful track record of growth and profitability

## Consolidated Profit & ROAE

(Ch\$ Billion, %)

CAGR 2010-2020 = 4.8%

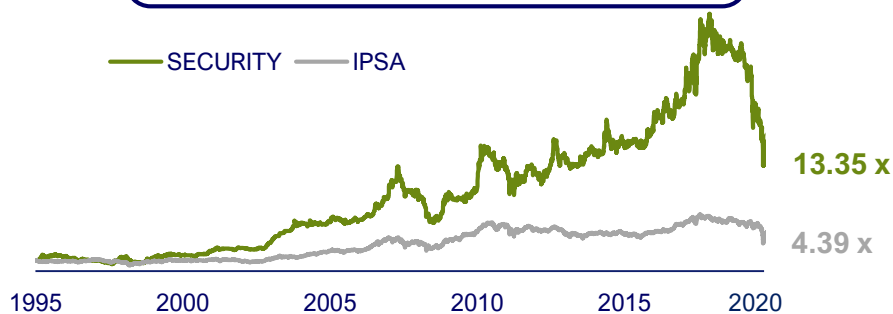


## Multiples



## Grupo Security vs IPSA

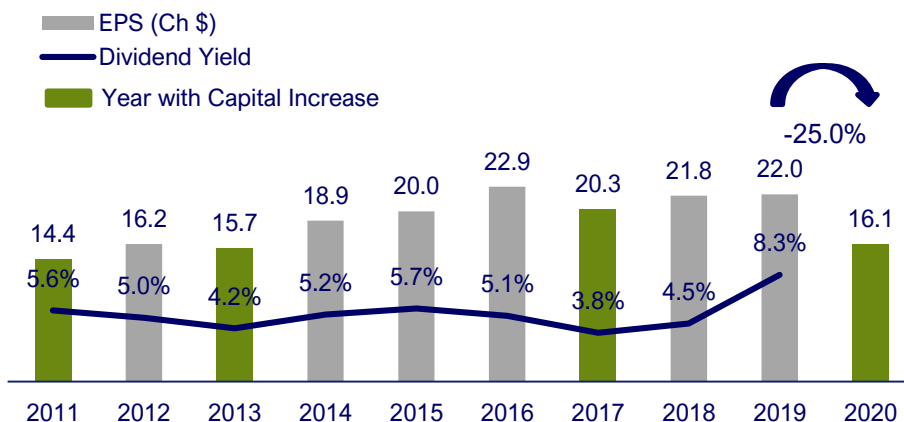
CAGR Price	15 y	10 y	5 y
Grupo Security	7.2%	3.0%	1.8%
IPSA	5.5%	0.9%	4.2%



## Earning Per Share

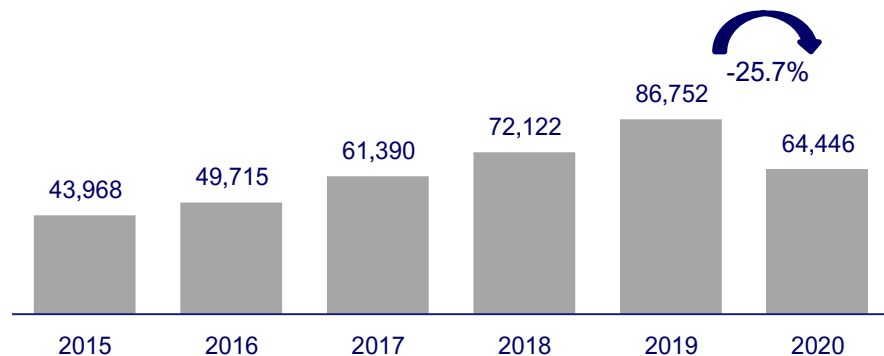
Div. Yield Avg. = 4.8%

CAGR 2011-2020 = 1.5%

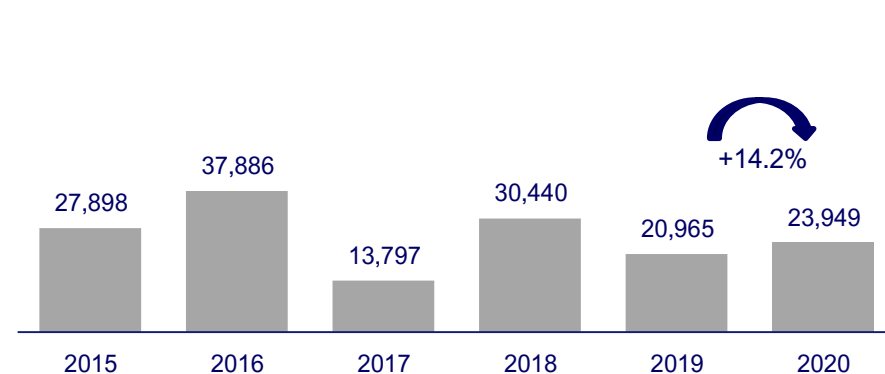


**Lending**

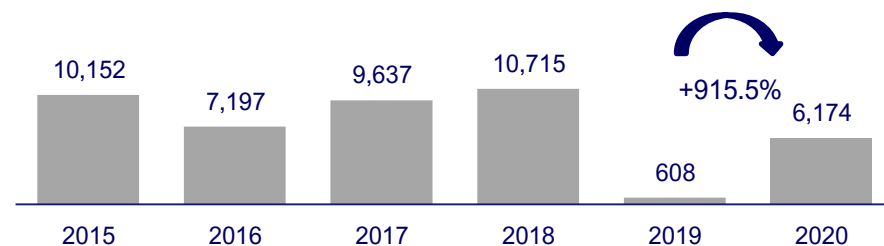
(Profit, Ch\$ mm)

**CAGR 2015-2020 = 7.9%****Insurance**

(Profit, Ch\$ mm)

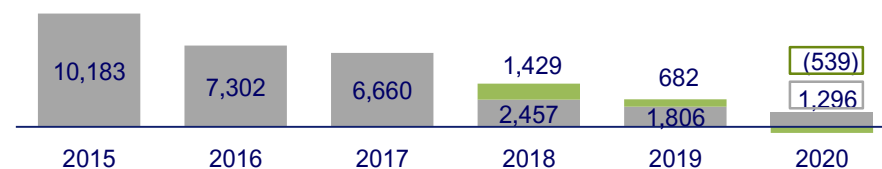
**CAGR 2015-2020 = -3.0%****Asset Management**

(Profit, Ch\$ mm)

**CAGR 2015-2020 = -9.5%****Other Business (Inmobiliaria, Travel and Protecta)**

(Profit, Ch\$ mm)

■ Inmobiliaria and Travel  
■ Protecta



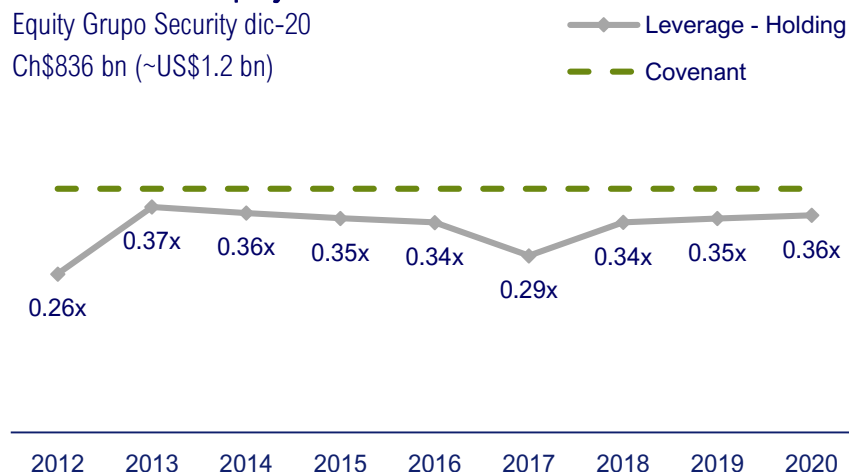
# 4 With a solid financial position and high credit quality assets

GRUPO security

## Stable Debt to Equity Ratio

Equity Grupo Security dic-20

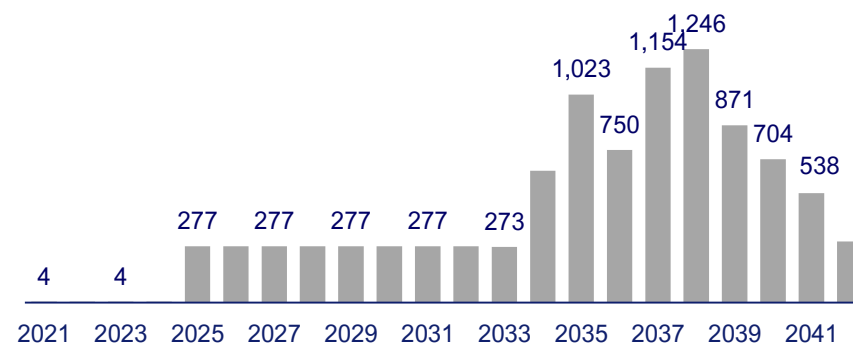
Ch\$836 bn (~US\$1.2 bn)



## Grupo Security Debt Profile Matched with a Long Term Strategic Vision

(UF Thousand)

**Duration = 11.5**



## Strong Risk Ratings Based on Conservative Risk Management

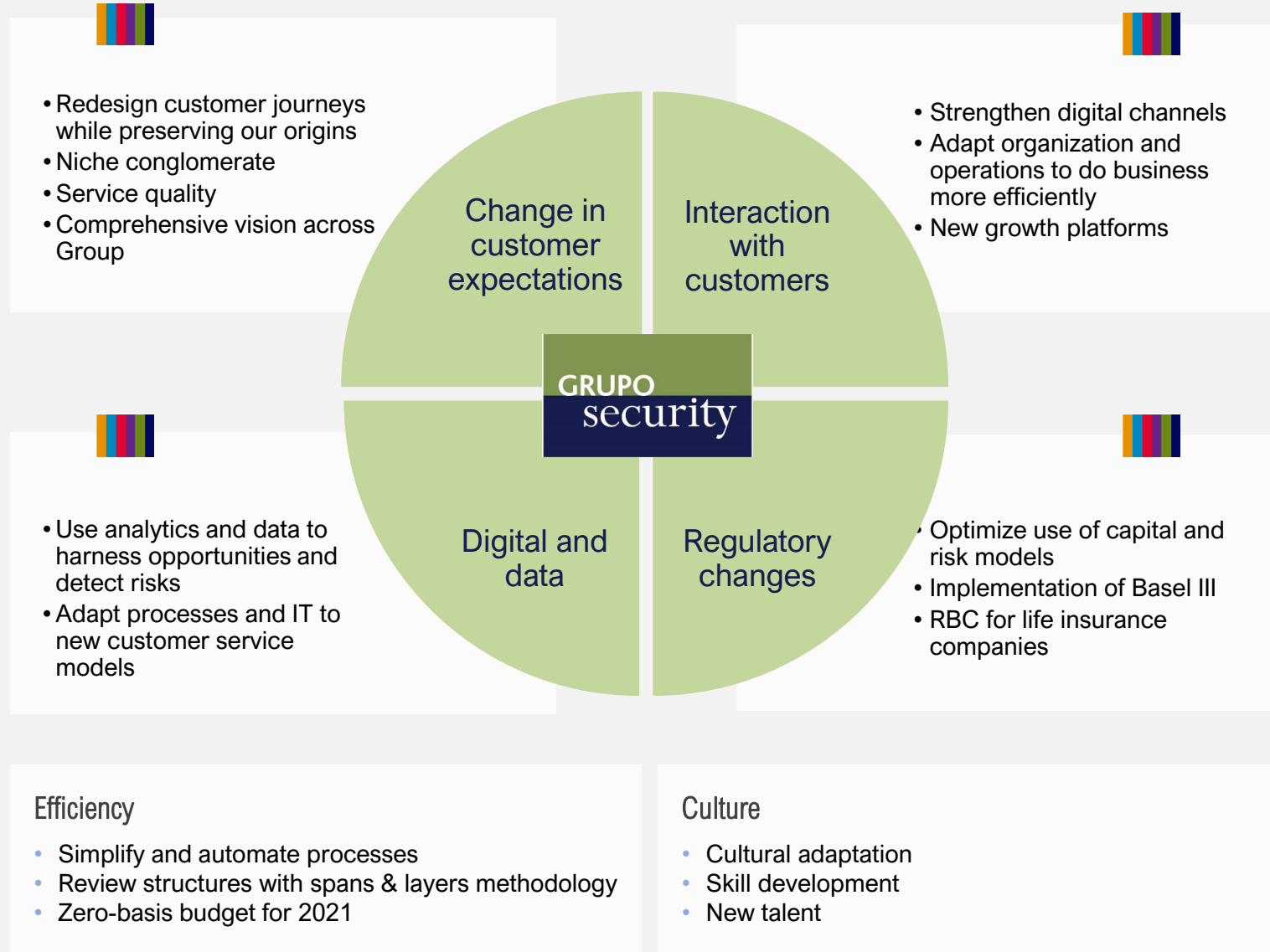
	Grupo Security	Banco Security	Vida Security	Factoring Security
Fitch Ratings (Local)	AA-	AA	AA-	AA-
ICR (Local)	AA-	AA	AA	AA-
Fitch Ratings (Internacional)		BBB / A-2		

Estable Outlook

## Grupo Security Outstanding Bonds

Serie	Registration Date	Amount (UF)	Annual Interest Rate	Duration (Years)	Maturity
F	15-09-2009	45,750	4.50	23	15-09-2032
K	30-06-2013	3,000,000	4.00	25	30-06-2038
L3	09-10-2014	3,000,000	3.40	21	15-11-2035
M	25-10-2016	1,189,000	4.20	25	15-10-2041
N1	31-01-2018	1,500,000	2.85	25	10-12-2042
S	30-06-2020	1,000,000	2.00	20	30-06-2040
<b>Total</b>		<b>9,734,750</b>			

US\$ 398 mm



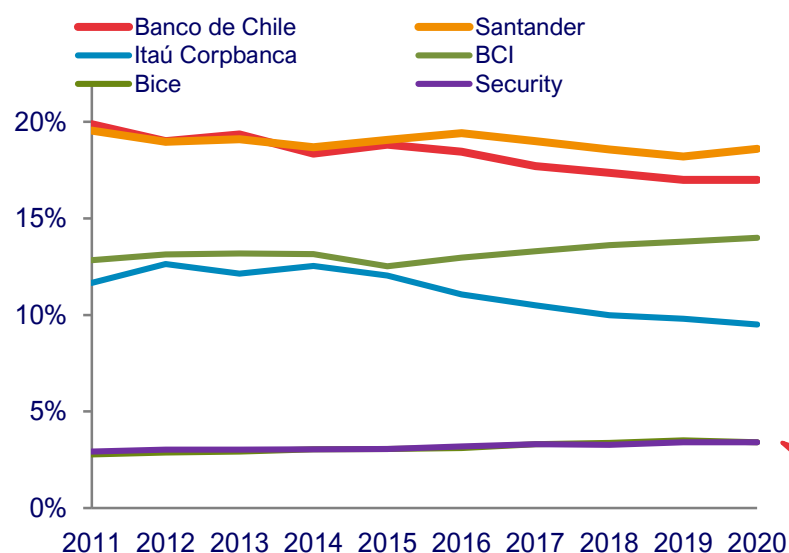


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- Banco Security has a share of 6.1% in large & medium-sized companies, and of 4.0% in consumer loans to affluent individuals, driven by focus on high service quality
- Stable market share, particularly in niche banks
- Banco Security ranks among the first Chilean banks in Customer Satisfaction<sup>1</sup>

## Market Share in Total Loans<sup>2</sup>



Market Share – Total Loans		
Institución	Dec-10	Dec-20
1 Banco Santander Chile	20.7%	18.6%
2 Banco de Chile	19.4%	17.0%
3 Banco del Estado de Chile	12.6%	14.3%
4 Scotiabank+BBVA	15.2%	14.0%
5 BCI	12.7%	13.7%
6 Itaú Corpbanca	10.7%	9.5%
7 Banco Bice	2.6%	3.4%
8 Banco Security	2.6%	3.4%
9 Banco Falabella	1.0%	2.0%
10 Banco Consorcio	0.2%	1.8%
11 Banco Internacional	0.8%	1.1%
12 Banco Ripley	0.3%	0.4%
13 Otros	0.5%	0.8%

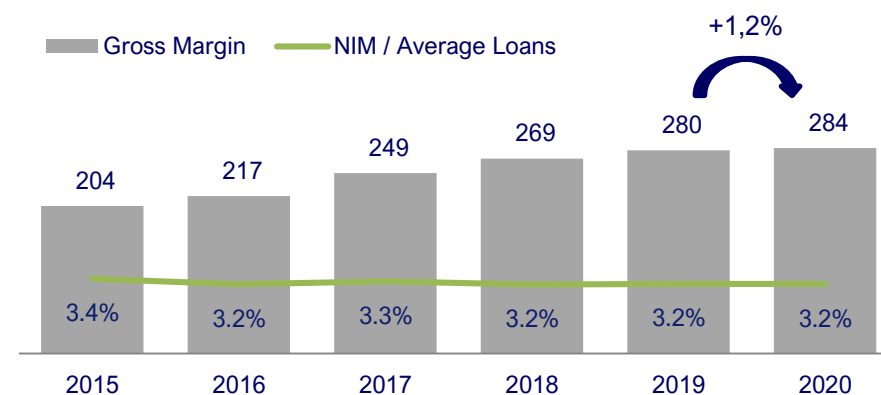
## Total Loans (Ch\$ Billion)

CAGR 2015-2020 = 9.0%

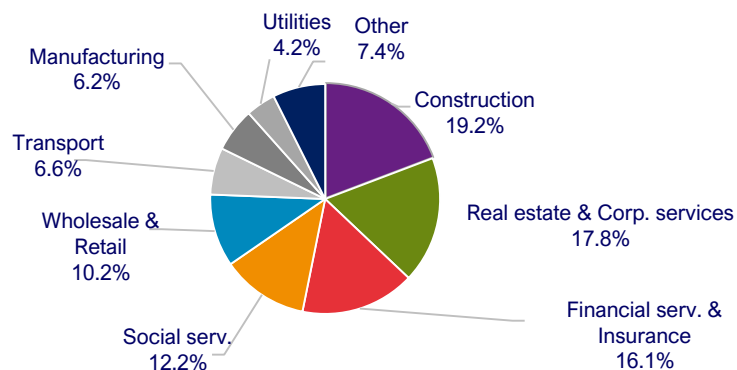


## Gross Profit and NIM<sup>(1)</sup> (Ch\$ Billion, %)

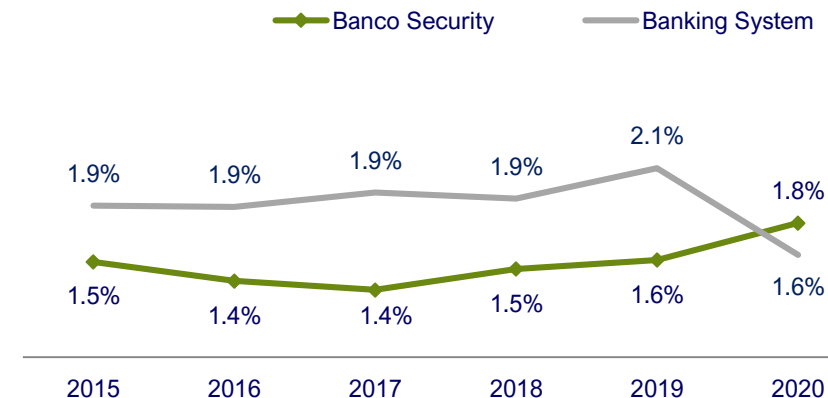
CAGR 2015-2020 = 6.9%



## Diversified Commercial Portfolio (dec-20) (Total Commercial Loans = Ch\$ 5,058 Billion)

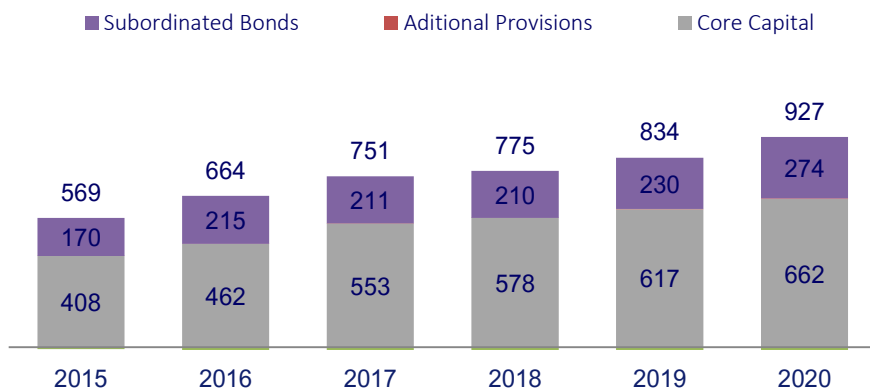


## NPL Ratio (%)

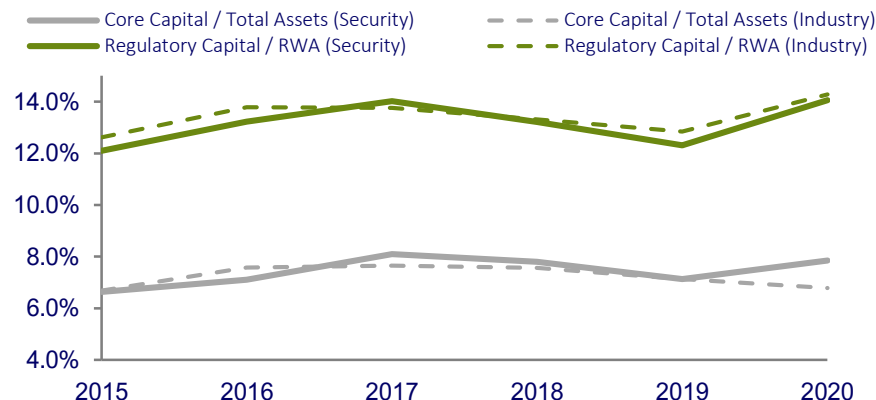


## Regulatory Capital<sup>(1)</sup> (Ch\$ Billion)

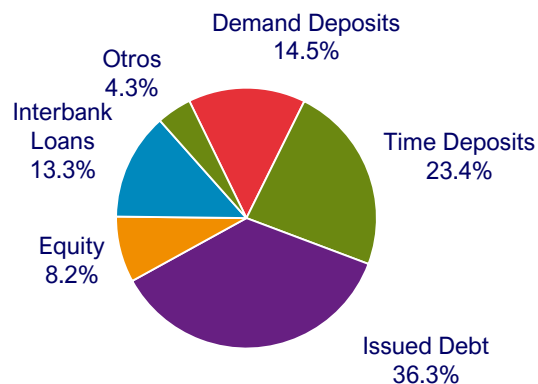
CAGR 2015-2020 = 10.1%



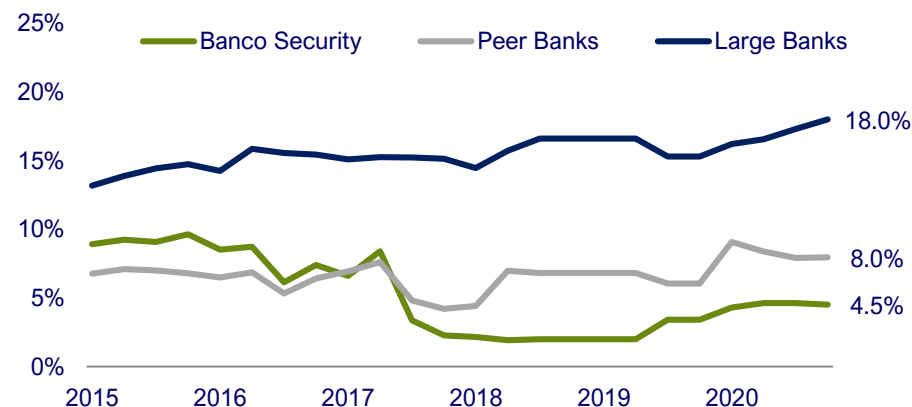
## Banco Security Levels of Solvency



## Funding Breakdown – dec-20 (Ch\$ Billion)



## Long Term Rate Risk / Equity<sup>(2)</sup>

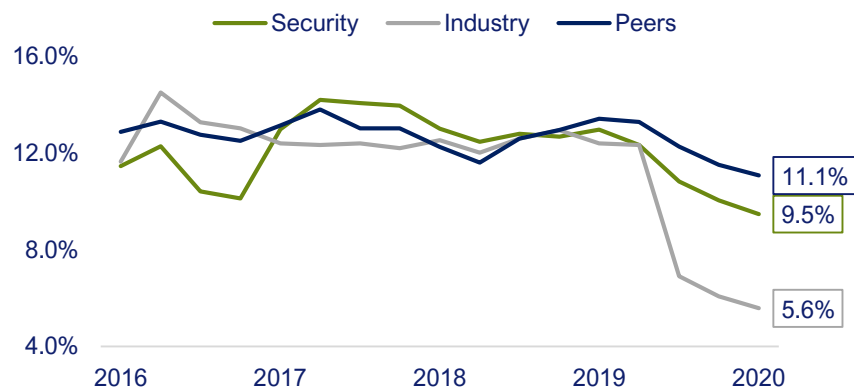




# Banco Security vs. Peers & Industry

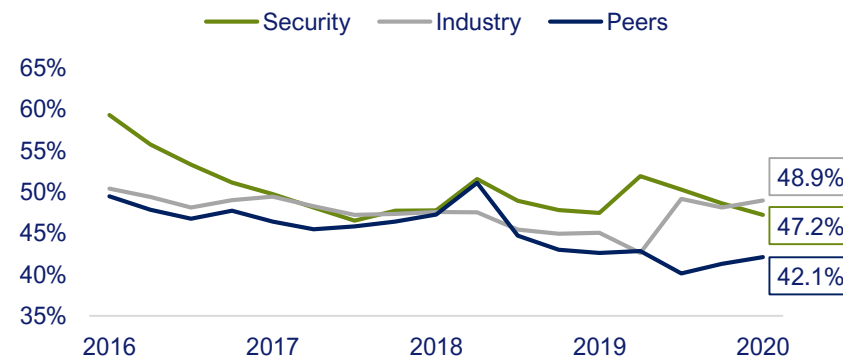
## ROAE

LTM Profit / 13 month average equity



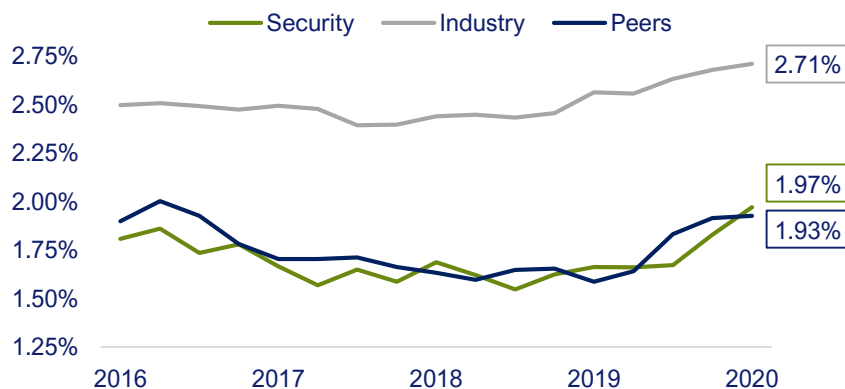
## Efficiency Ratio

Support Expenses / Gross operating income

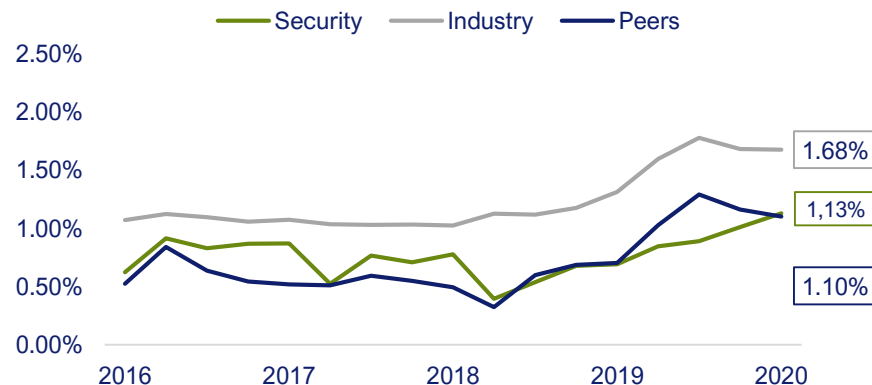


## Risk Indicator

Provisions / Loans



## LLP Expenses / Loans



## Commercial Banking

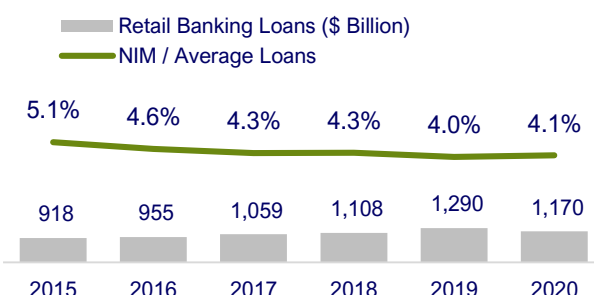
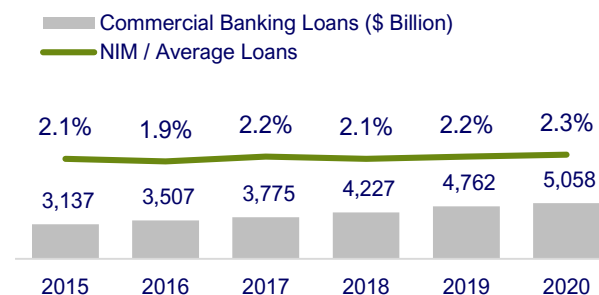
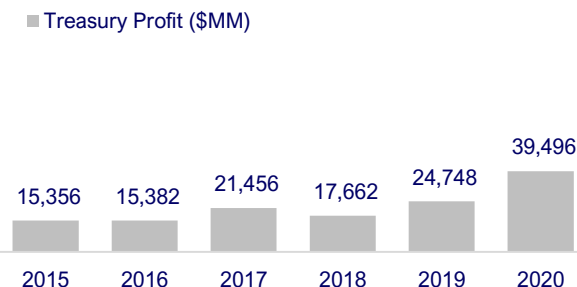
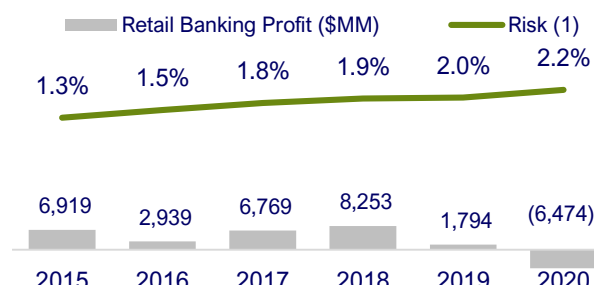
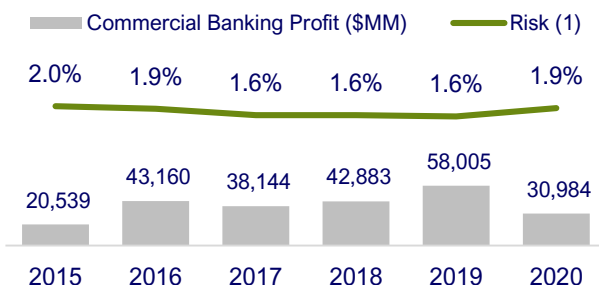
- \* Focus on creating long-term relationships with clients.
- \* Focus in medium and large companies.
- \* Good warranty coverage reduces impacts on risk expenditure

## Retail Banking

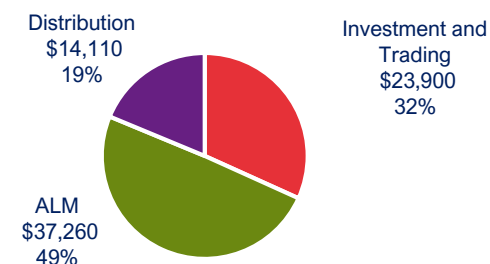
- \* Focus on comprehensive product offering. In implementation of an integration plan with the asset management area
- \* Definition of segments with a differentiated value proposal. Focus on the principality of the clients and excellence in risk management
- \* Digital solutions accompanying the relationship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

## 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)



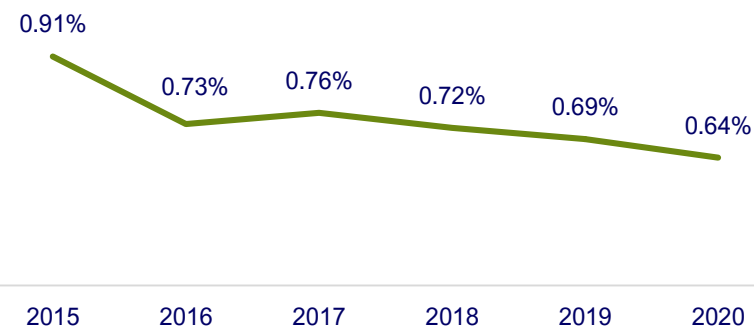
## Treasury Income Breakdown as of Dec-20 (\$MM)



# Inversiones Security (Asset Management Area)

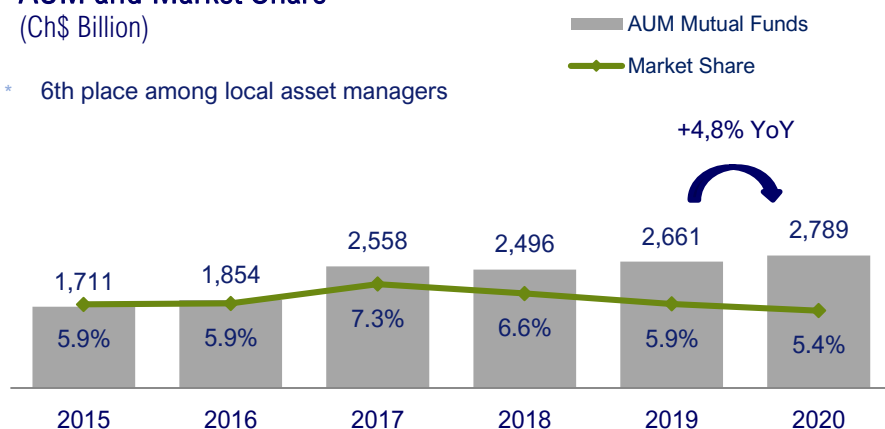
- \* Area composed by AGF Security (fund management company), Valores Security (stock brokerage company) and Securitizadora Security
- \* Total AUM of \$4,230 Billion (-1.4% YoY)
- \* Project Origin: commercial transformation program and coordinated operation with retail banking area

## ROA<sup>(1)</sup>

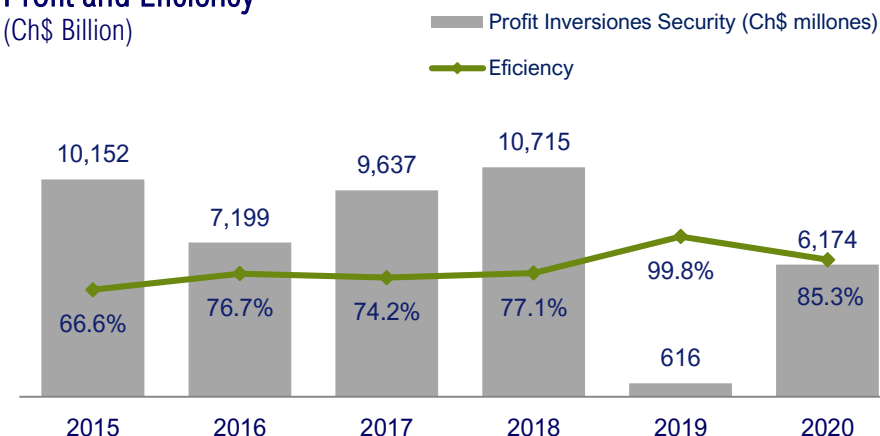


## AUM and Market Share<sup>(2)</sup> (Ch\$ Billion)

- \* 6th place among local asset managers



## Profit and Efficiency (Ch\$ Billion)

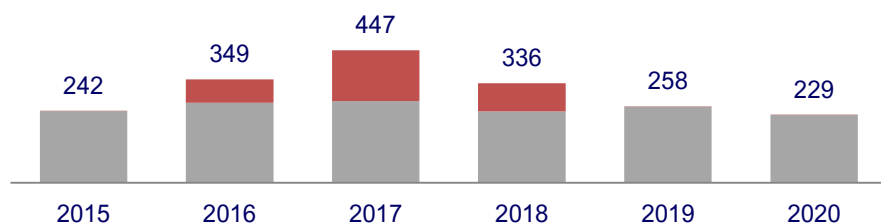


## Vida Security Gross Written Premiums

(Ch\$ Billion)

CAGR 2015-2020 = -1.1%

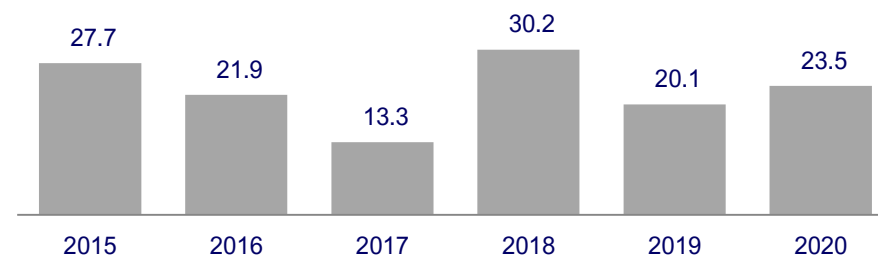
■ Gross written premiums DSI



## Vida Security Profit

(Ch\$ Billion)

CAGR 2015-2020 = -3.2%



## Proprietary Portfolio & Investment Income

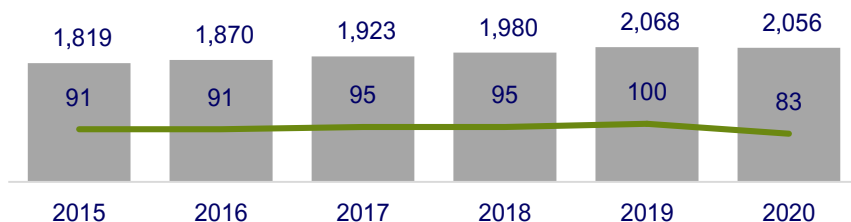
(Ch\$ Billion)

■ Proprietary Portfolio — Investment Income

CAGR 2015-2020

Portfolio: 2.5%

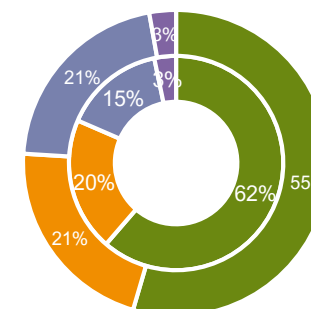
Portfolio: -0.6%



## Vida Security investment stock: proprietary portfolio

Information as of dec-20

- Local Fixed Income and Equities
- Internacional Fixed Income and Equities
- Real State
- Other Investments

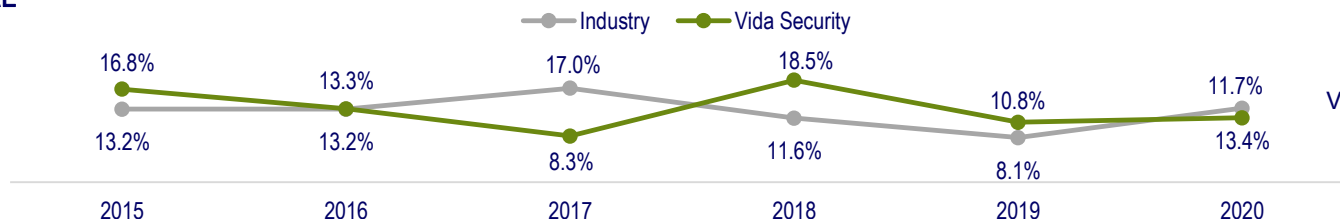


exterior ring – Industry  
interior ring – Vida Security



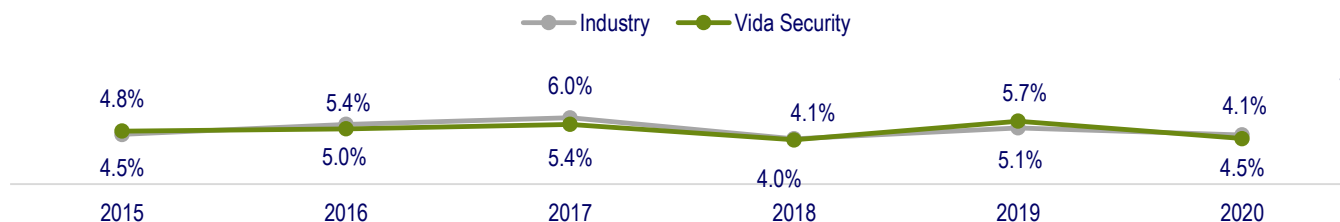
# Vida Security – Efficiency and Financial Performance

## ROAE



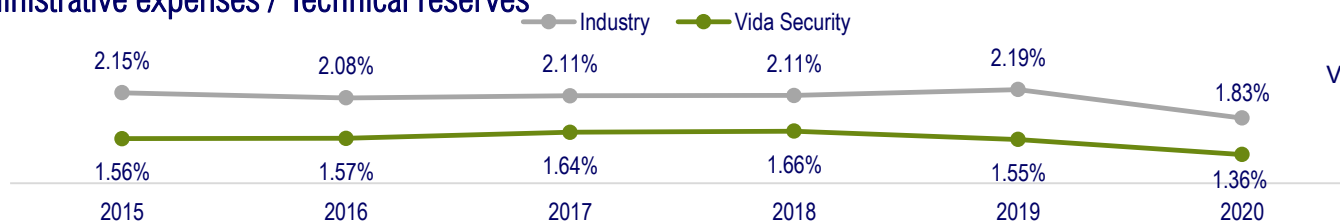
Vida Security avg. 2015-2019 = 13,2%  
Industry avg. 2015-2019 = 12,7%

## ROI



Vida Security avg. 2015-2019 = 4,8%  
Industry avg. 2015-2019 = 4,9%

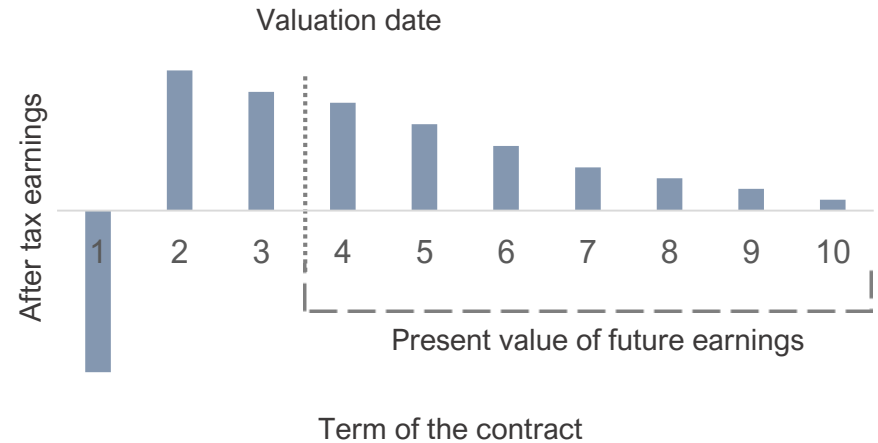
## Administrative expenses / Technical reserves



Vida Security avg. 2015-2019 = 1,60%  
Industry avg. 2015-2019 = 2,13%

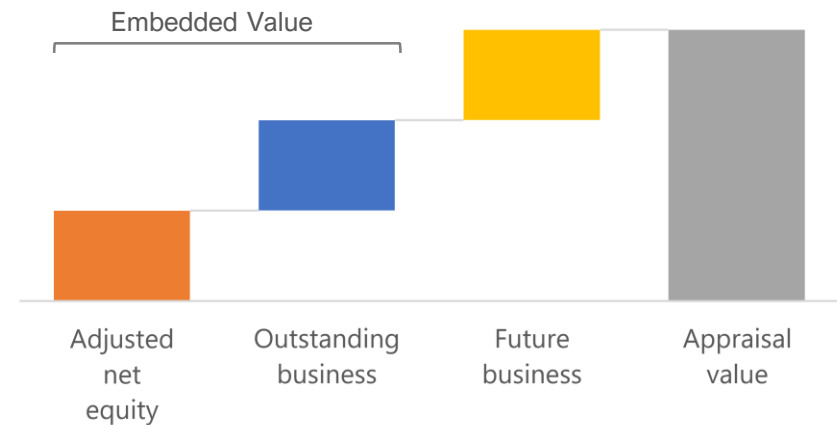
## Run-off Value

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



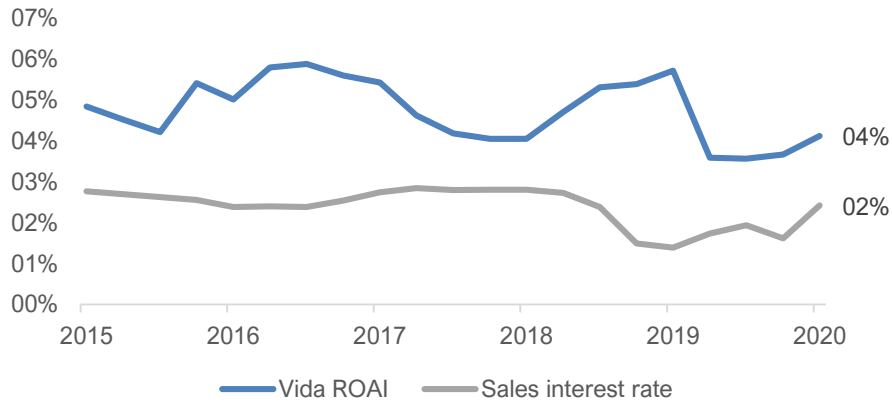
## Embedded Value

- \* 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



# Valuation of insurance companies: annuities and individual insurances

## Vida Security ROAI and annuities sales interest rate

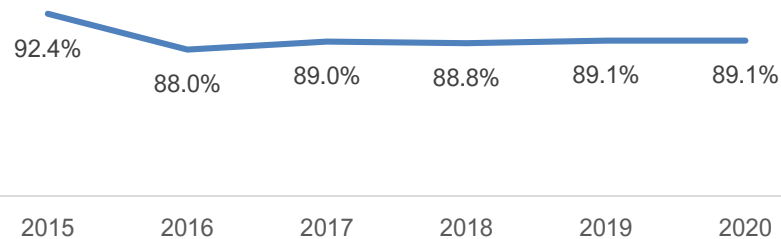


## Vida Security annuities reserves \$ Billion

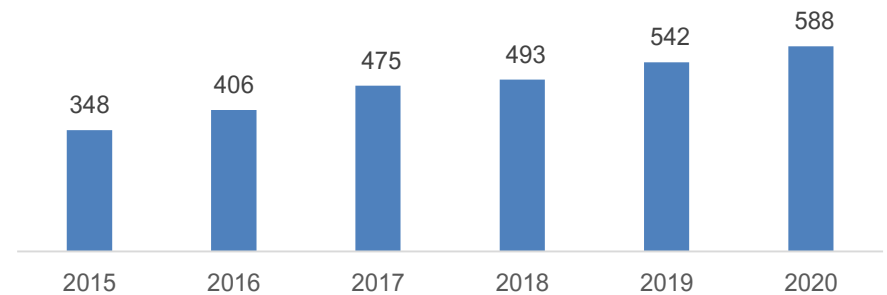


## Insurance with savings: one year permanence rate

\* Permanence rate: amount of funds that remain invested one year after the policy was contracted



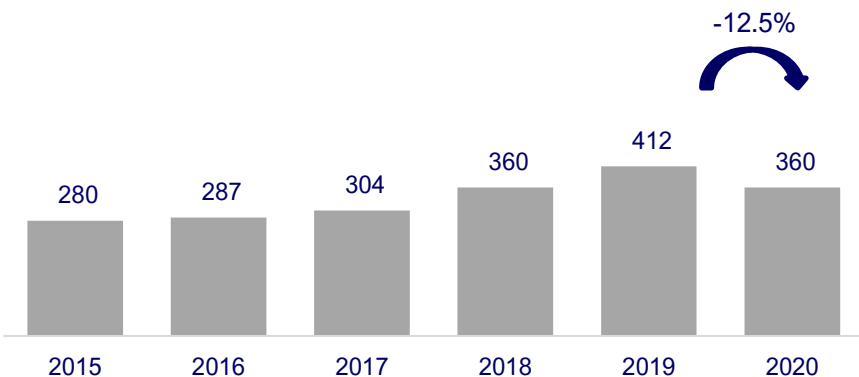
## Insurance with savings: portfolio stock \$ Billion



## Factoring Security Loans

(Ch\$ Billion)

CAGR 2015-2020 = 5.2%



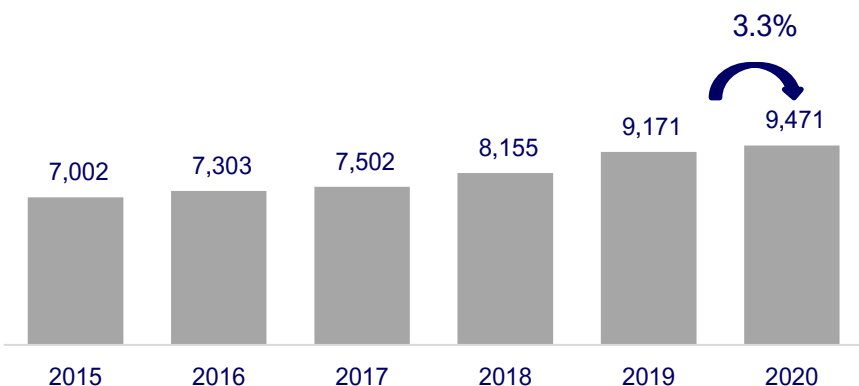
## Loans by Economic sector

Sector – dec-20	%
Construction	21,1%
Wholesale and retail trade	11,2%
Agriculture	7,2%
Mining	6,3%
Computation	5,1%
Services	4,3%
Load Transportation	4,0%
Telecom	3,8%
Other 32 sectors	36,2%

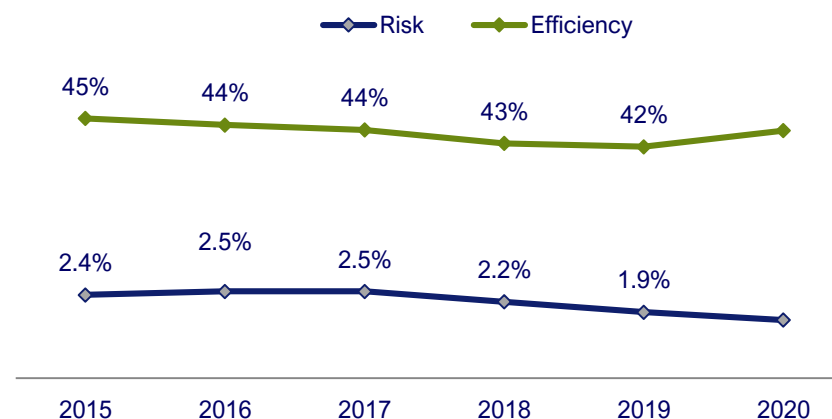
## Factoring Security Profit

(Ch\$ million)

CAGR 2015-2020 = 6.2%



## Risk<sup>(1)</sup> and Efficiency<sup>(2)</sup>

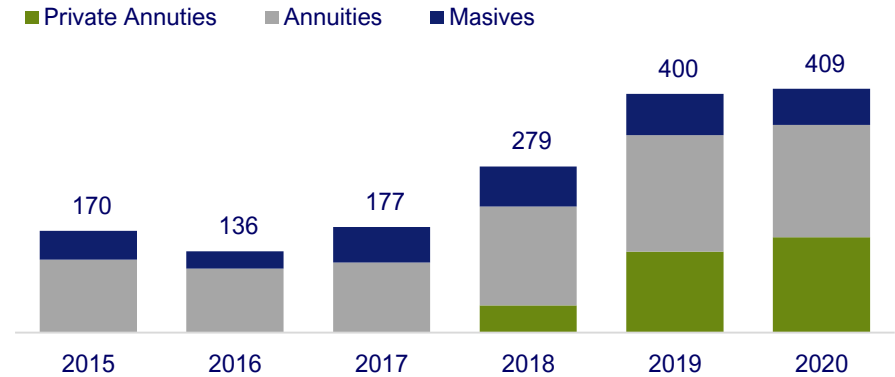


- \* Acquired in September 2015
- \* Strategic acquisition in September 2015 to establish presence in the Peruvian insurance market
- \* Agreement between shareholders with the local holding Grupo ACP. Grupo Security owns 61% of Protecta's shares.
- \* Focus on annuities and private annuities
- \* 17 branches, 2 of these in Lima

## Gross Written Premiums

Millions of Soles

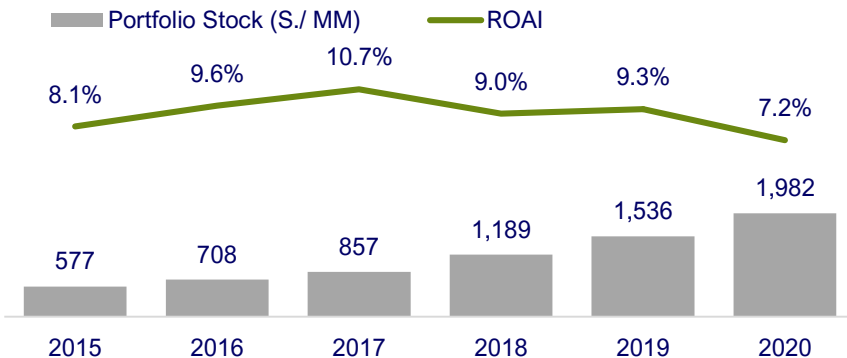
CAGR 2015–2020 = 19.1%



## Portfolio Stock and ROAI

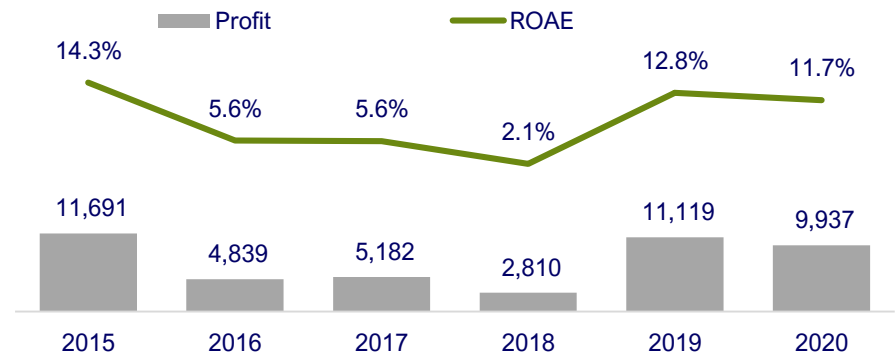
Millions of Soles

CAGR 2015–2019 = 27.7%



## Profit and ROAE

Thousand of Soles



- I. Grupo Security at a Glance
- II. Main Investment Appeal
- III. Business Units
- IV. Main Financial Figures**
- V. Annex: Results as of December





# Statement of income

(Ch\$ millions)

Statement of income
Revenue
Cost of sales
<b>Gross profit</b>
Other income
Administrative expenses
Other expenses
Other gains
<b>Profit from operational activities</b>
Finance income
Finance costs
Share of profit (loss) of associates and joint ventures, equity-accounted
Exchange differences
Gain (loss) on indexed assets and liabilities
Gains arising from the difference between the prior carrying amount and the fair value of financial assets reclassified at fair value
<b>Profit before tax</b>
Income tax benefit (expense)
<b>Profit (loss) from continuing operations</b>
Profit (loss) from discontinued operations
<b>Profit (loss) for the period</b>

2015	2016	2017	2018	2019	2020
848,633	1,026,690	1,177,768	1,024,138	1,155,867	1,090,053
-585,492	-700,949	-839,571	-673,105	-774,866	-738,041
<b>263,141</b>	<b>325,741</b>	<b>338,197</b>	<b>351,034</b>	<b>381</b>	<b>352,012</b>
2,142	2,777	4,252	1,368	1,368	1,368
-179,333	-219,682	-215,483	-243,362	-243,362	-243,362
-15,337	-27,594	-8,561	-11,849	-11,849	-11,849
10,005	3,014	5,457	1,04	1,04	1,04
<b>80,618</b>	<b>84,256</b>	<b>123,862</b>	<b>98,231</b>	<b>128,197</b>	<b>99,209</b>
-	-	-	12,974	258,464	329,146
-13,139	-13,473	-13,11	-14,465	-14,465	-14,465
692	18,835	-379	-1,775,235	922,273	-88,773
24,443	-9,11	-4,926	1,222	11,712	2,979
-13,811	5,695	-4,179	-10,399	-10,15	-11,611
1,136	2,75	-1,586	734	48	720
<b>79,939</b>	<b>88,953</b>	<b>99,682</b>	<b>73,56</b>	<b>116,523</b>	<b>77,072</b>
-13,338	-13,866	-25,971	-24,733	-29,944	-12,774
<b>66,602</b>	<b>75,086</b>	<b>73,713</b>	<b>83,159</b>	<b>83,029</b>	<b>64,298</b>
-	-	-	0	0	0
<b>66,602</b>	<b>75,086</b>	<b>73,713</b>	<b>83,159</b>	<b>83,029</b>	<b>64,298</b>

# Balance Sheet

(Ch\$ millions)

Balance Sheet	2015	2016	2017	2018	2019	2020
Total current assets	7,999,828	8,742,226	9,285,369	9,947,290	11,390,646	11,303,638
Total non-current assets	608,622	585,719	555,932	595,398	730,355	617,873
<b>Total assets</b>	<b>8,608,450</b>	<b>9,327,945</b>	<b>9,841,301</b>	<b>10,542,688</b>	<b>12,121,001</b>	<b>11,921,511</b>
Total current liabilities	7,521,151	8,035,493	8,437,929	9,152,914	10,574,462	10,170,167
Total non-current liabilities	516,021	686,737	680,845	640,734	762,388	889,599
<b>Total liabilities</b>	<b>8,037,172</b>	<b>8,722,230</b>	<b>9,118,775</b>	<b>9,793,648</b>	<b>11,336,850</b>	<b>11,059,767</b>
Equity attributable to equity holders of parent	551,653	585,628	704,91	728,495	769,754	835,52
Non-controlling interests	19,624	20,087	17,616	20,545	14,396	26,225
Total equity	571,277	605,715	722,526	749,04	784,15	861,744
<b>Total liabilities and equity</b>	<b>8,608,450</b>	<b>9,327,945</b>	<b>9,841,301</b>	<b>10,542,688</b>	<b>12,121,001</b>	<b>11,921,511</b>

- I. Grupo Security at a Glance
- II. Main Investment Appeal
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- IV. Main Financial Figures
- V. **Annex: Results as of December**



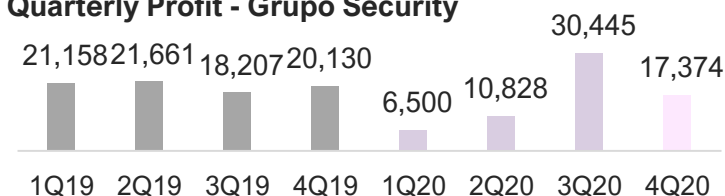
# Grupo Security Profit 12M20 MCH \$65,146 (-19.7% YoY)

(Ch\$ Millones)	4Q20	3Q20	4Q19	% Chg.		dic-20	dic-19	% Chg.
				QoQ	YoY			YoY
Utilidad áreas de negocio	29.051	37.941	25.944	-23,4%	12,0%	96.641	109.888	-12,1%
Gastos de Grupo y áreas de apoyo	-3.984	-2.749	-3.474	44,9%	14,7%	-13.001	-11.980	8,5%
Costos financieros	-3.324	-3.455	-3.341	-3,8%	-0,5%	-13.253	-12.308	7,7%
Unidades de reajuste	-4.293	-122	-2.375	3425,7%	80,8%	-7.896	-6.997	12,8%
Ajuste sociedades de apoyo	-437	78	1.578	-660,6%	-	-1.749	1.009	-
Impuestos y otros	360	-1.249	1.797	-	-80,0%	4.404	1.544	185,2%
<b>Utilidad Grupo Security</b>	<b>17.374</b>	<b>30.445</b>	<b>20.130</b>	<b>-42,9%</b>	<b>-13,7%</b>	<b>65.146</b>	<b>81.156</b>	<b>-19,7%</b>
<b>EBITDA</b>	<b>29.509</b>	<b>47.106</b>	<b>34.059</b>	<b>-37,4%</b>	<b>-13,4%</b>	<b>104.685</b>	<b>138.799</b>	<b>-24,6%</b>

## Corporate Expenses

- \* Group and support area expenses
  - \* Greater employee termination expenses
- \* Indexation and finance costs:
  - \* Increased liabilities

## Quarterly Profit - Grupo Security



## Lending

Profit **MCH \$64,446**  
(-25.7% YoY)

- \* **Commercial Banking:** Reduced results due to higher provision expenses
- \* **Retail Banking:** Weaker results due to lower revenue and greater risk
- \* **Treasury:** Improved results due to higher operating income
- \* **Factoring:** Stronger results due to better spread

## Asset Management

Profit **MCH \$6,174**  
(+903.0% YoY)

- \* **Valores and AGF Security:** Improved profit because of lower expenses, offset by lower revenue

## Insurance

Profit **MCH \$23,949**  
(+24.8% YoY)

- \* **Vida Security:** Reduced results due to lower investment income and lower direct written premiums.

## Other Services

Profit **MCH \$3,001**  
(+167.7% YoY)

- \* **Travel Security:** Reduced results due to public health crisis.
- \* **Inmobiliaria Security:** Profit due to legal title transferred on more units in the second half of the year

## International Business

Loss **-MCH \$929**  
(MCH\$682 12M19)

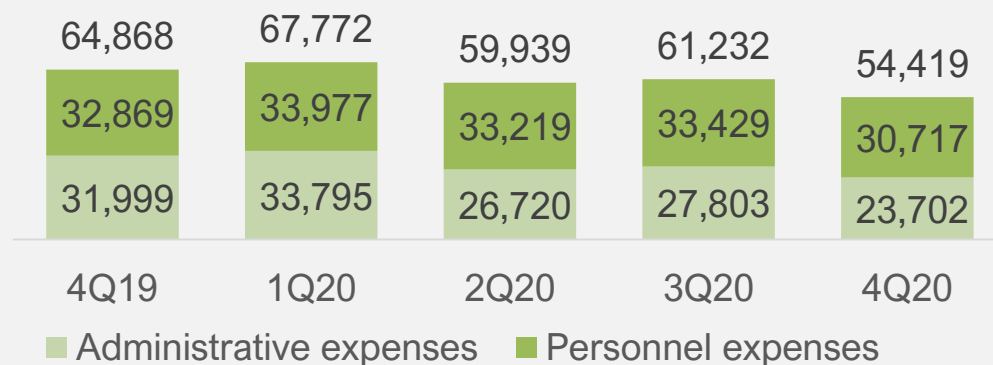
- \* **Protecta Security:** Results in line with 2020. Stable premiums and investment income, with a strong recovery in 4Q

# Grupo Security – Consolidated Results

Consolidated statement of income* (MCH\$)	4Q20	3Q20	4Q19	% Chg		Dec-20	Dec-19	% Chg
				QoQ	YoY			
<b>Revenue</b>	<b>315,441</b>	<b>276,725</b>	<b>308,024</b>	<b>14.0%</b>	<b>2.4%</b>	<b>1,090,053</b>	<b>1,155,867</b>	<b>-5.7%</b>
Banco Security - Revenue <sup>1</sup>	135,678	109,173	136,265	24.3%	-0.4%	494,267	518,813	-4.7%
Vida Security & Protecta - Gross premium	78,126	74,625	76,824	4.7%	1.7%	311,867	330,726	-5.7%
Vida Security & Protecta - Interest & investment income	39,403	35,777	23,126	10.1%	70.4%	120,146	139,618	-13.9%
Factoring Security - Revenue	6,486	6,917	9,259	-6.2%	-29.9%	32,364	35,426	-8.6%
Other revenue	55,748	50,234	62,549	11.0%	-10.9%	131,408	131,284	0.1%
<b>Cost of sales</b>	<b>- 231,634</b>	<b>- 165,755</b>	<b>- 214,091</b>	<b>39.7%</b>	<b>8.2%</b>	<b>-738,041</b>	<b>-774,866</b>	<b>-4.8%</b>
Banco Security - Cost of sales <sup>2</sup>	- 67,944	- 27,083	- 66,333	150.9%	2.4%	-212,448	-240,031	-11.5%
Banco Security - LLP expenses	- 22,497	- 22,080	- 16,827	1.9%	33.7%	-71,699	-46,097	55.5%
Vida Security & Protecta - Cost of sales <sup>3</sup>	- 117,881	- 86,419	- 113,930	36.4%	3.5%	-377,913	-431,679	-12.5%
Factoring - Cost of sales <sup>4</sup>	- 196	- 1,114	- 2,260	-82.4%	-91.3%	-6,099	-9,602	-36.5%
Other costs	- 23,116	- 29,059	- 14,741	-20.5%	56.8%	-69,882	-47,458	47.3%
<b>Gross profit</b>	<b>83,807</b>	<b>110,971</b>	<b>93,932</b>	<b>-24.5%</b>	<b>-10.8%</b>	<b>352,012</b>	<b>381,000</b>	<b>-7.6%</b>
<b>Total expenses</b>	<b>- 54,419</b>	<b>- 61,232</b>	<b>- 64,868</b>	<b>-11.1%</b>	<b>-16.1%</b>	<b>-243,362</b>	<b>-247,037</b>	<b>-1.5%</b>
Personnel expenses	- 30,717	- 33,429	- 32,869	-8.1%	-6.5%	-131,342	-123,019	6.8%
Administrative expenses	- 23,702	- 27,803	- 31,999	-14.8%	-25.9%	-112,020	-124,018	-9.7%
<b>Operational profit</b>	<b>27,114</b>	<b>47,789</b>	<b>28,401</b>	<b>-43.3%</b>	<b>-4.5%</b>	<b>99,209</b>	<b>124,442</b>	<b>-20.3%</b>
Finance costs	- 3,652	- 3,747	- 3,695	-2.5%	-1.1%	-14,465	-14,260	1.4%
Profit before tax	22,569	39,960	27,321	-43.5%	-17.4%	77,072	112,973	-31.8%
<b>Profit (loss) attributable to equity holders of the parent</b>	<b>17,374</b>	<b>30,445</b>	<b>20,130</b>	<b>-42.9%</b>	<b>-13.7%</b>	<b>65,146</b>	<b>81,156</b>	<b>-19.7%</b>

\*Any differences between the figure presented here and those published by each subsidiary are the result of different accounting criteria between subsidiaries and the parent company. **1.** Includes interest, indexation and fee income, financial operating income and other operating income. **2.** Includes interest, indexation and fee expenses. **3.** Includes variations in technical reserves, claims and pensions paid and underwriting expenses. **4.** Includes banking and other expenses.

# Grupo Security – Consolidated Expenses



(MCH\$)	4Q19	1Q20	2Q20	3Q20	4Q20	% Chg		Dec-19	Dec-20	% Chg
						QoQ	YoY			
<b>Total expenses</b>	- 64,868	- 67,772	- 59,939	- 61,232	- 54,419	-11.1%	-16.1%	-247,037	-243,362	-1.5%
Personnel expenses	- 32,869	- 33,977	- 33,219	- 33,429	- 30,717	-8.1%	-6.5%	-123,019	-131,342	6.8%
Administrative expenses	- 31,999	- 33,795	- 26,720	- 27,803	- 23,702	-14.8%	-25.9%	-124,018	-112,020	-9.7%

**MCH \$3,675**

Total expenses  
saved  
-1.5% YoY

**MCH \$11,988**

Administrative expenses  
saved  
-9.7% YoY

**MCH \$8,323**

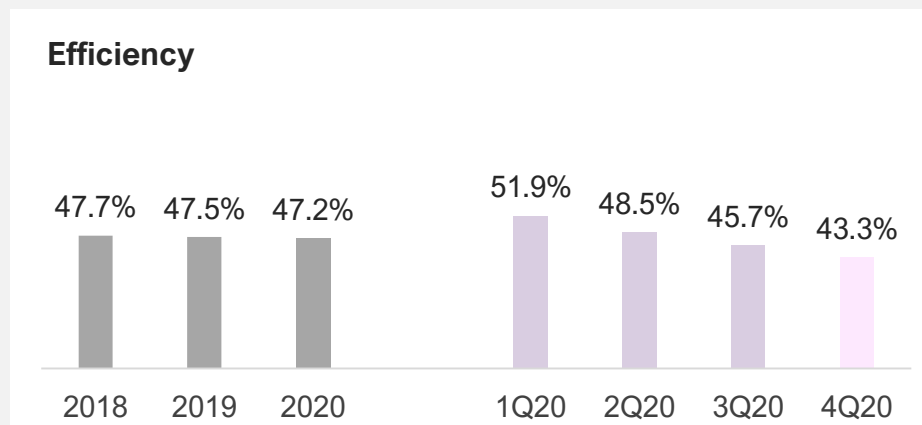
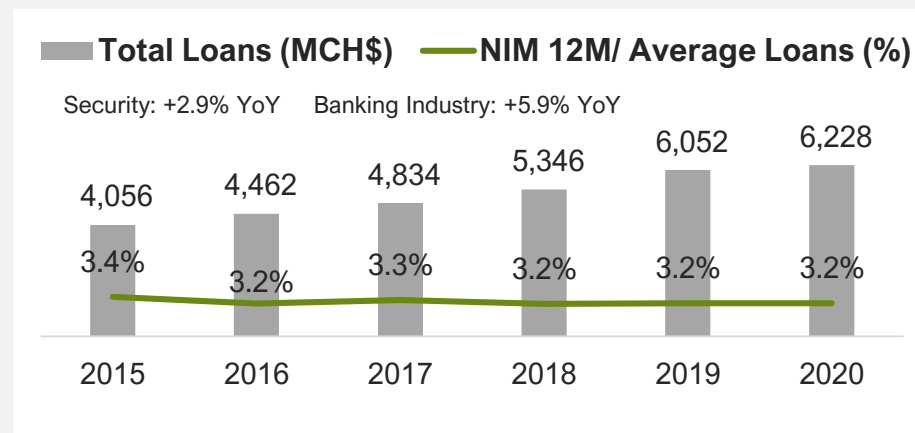
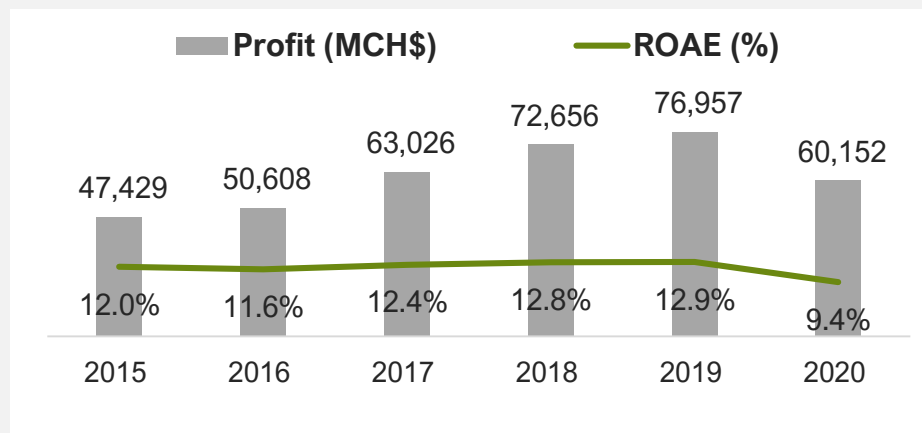
Higher personnel expenses  
+6.8% YoY

**MCH \$14,491**

Employee termination  
expenses



## Lending Area - Consolidated Banco Security Indicators



Total Loans In Ch\$ Millions	Banco Security		Industry	
	MCH\$	YoY	MCH\$	YoY
Consumer	457,704	-15.9%	22,903,052	-13.8%
Mortgage	712,074	-4.5%	57,754,385	8.1%
Mortgage + Consumer	1,169,778	-9.3%	80,657,437	0.8%
Commercial	5,057,580	6.2%	103,432,016	4.1%
Total Loans	6,228,083	2.9%	185,091,882	5.9%

\*Excluding the industry's foreign subsidiaries

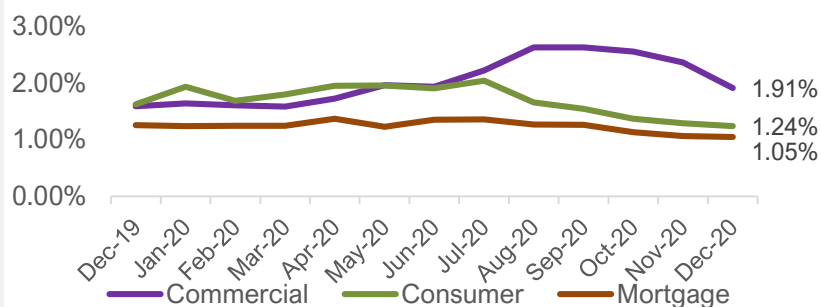
## Lending Area - Banco Security

Banco Security	Commercial Banking			Retail Banking			Treasury		
MCH\$	Dec-19	Dec-20	Var YoY %	Dec-19	Dec-20	Var YoY %	Dec-19	Dec-20	Var YoY %
Net interest margin	96,169	102,250	6.3%	67,122	59,841	-10.8%	27,925	45,325	62.3%
Net fees	20,872	18,567	-11.0%	20,582	14,919	-27.5%	(317)	(195)	-38.3%
Financial and FX transactions & other income	8,455	8,957	5.9%	1,574	2,161	37.3%	17,257	19,048	10.4%
Loan losses and foreclosed assets	(11,142)	(47,706)	328.2%	(28,408)	(29,939)	5.4%	38	(74)	-
Total operating income	114,353	82,068	-28.2%	60,870	46,982	-22.8%	44,903	64,104	42.8%
Operating expenses	(38,436)	(42,946)	11.7%	(58,440)	(55,157)	-5.6%	(12,595)	(14,234)	13.0%
Net operating income	75,917	39,121	-48.5%	2,430	(8,174)	-436.4%	32,308	49,870	54.4%
<b>Profit attributable to equity holders</b>	<b>58,008</b>	<b>30,984</b>	<b>-46.6%</b>	<b>1,857</b>	<b>(6,474)</b>	<b>-448.7%</b>	<b>24,687</b>	<b>39,496</b>	<b>60.0%</b>
Total loans (MCH\$)	4,761,744	5,057,580	6.2%	1,289,503	1,169,778	-9.3%			
Provisions / loans	1.58%	1.92%	33.3 p	1.95%	2.21%	25.9 p			
Non performing loans	1.59%	1.91%	31.8 p	1.41%	1.12%	-28.8 p			
NPL Coverage	99.6%	100.5%	83.5 p	138.4%	197.1%	5869.7 p			

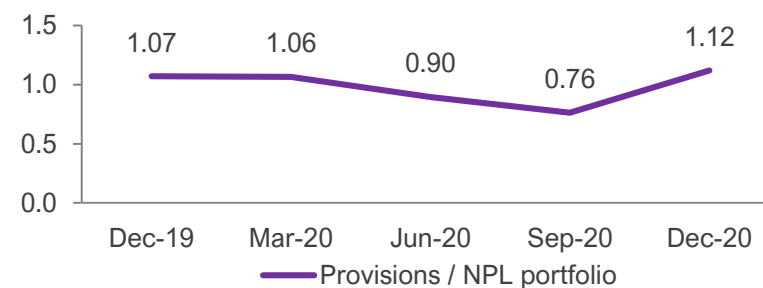
Banco Security's main business areas. The column "other" must also be considered to reach the final result since it includes items that are not allocated to these areas.

# Risk Area - Banco Security

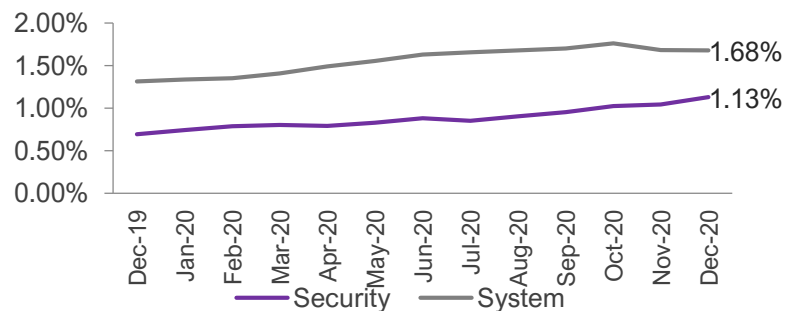
Evolution of Non-Performing Loans



Non-Performing Loan Coverage



LLP Expenses / Loans



Internal estimate for individually assessed loans guarantees			
Institution	Collateral / Loans	Provisions / Loans	(Collateral + Provisions) / Loans
System	53.5%	2.5%	55.98%
Peer Banks <sup>1</sup>	70.2%	2.1%	72.24%
Large Banks <sup>2</sup>	51.9%	2.6%	54.44%
Banco Security	72.7%	1.86%	74.59%

<sup>1</sup> Peer banks: Peer insurance companies: BICE, Consorcio, Internacional and Security

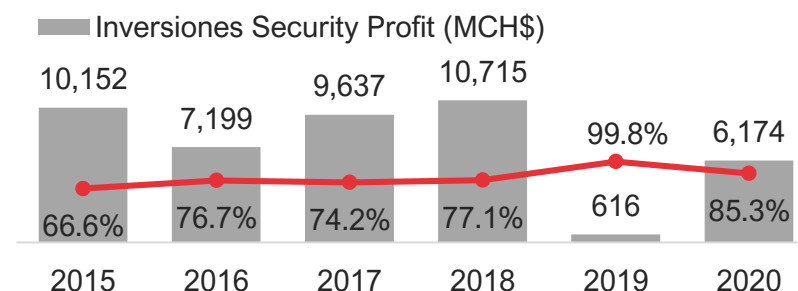
<sup>2</sup> Large banks: Chile, BCI, Estado, Itaú, Scotiabank and Santander.

Source: CMF, information as of November 2020

# Asset Management Area - Inversiones Security

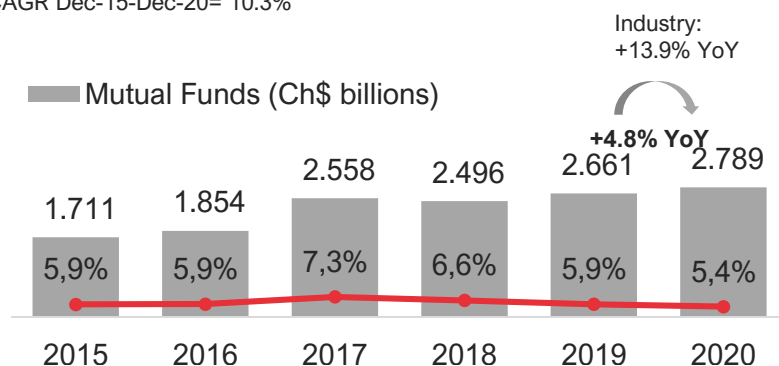
In MCH\$	3Q20	4Q20	% Chg QoQ	2019	2020	% Chg
Operating income	8,306	9,226	11.1%	38,730	36,133	-6.7%
Funds income	5,103	5,916	15.9%	25,104	23,108	-8.0%
Transactional income	3,202	3,311	3.4%	13,626	13,025	-4.4%
Total expenses	-8,516	-9,444	10.9%	-43,172	-35,168	-18.5%
Gross operating income	-210	-218	3.8%	-4,442	965	-121.7%
Non-operating income	1,377	2,273	65.1%	4,533	5,082	12.1%
Income tax expense	-250	-281	12.6%	-571	-776	36.0%
<b>Profit - AGF &amp; Valores</b>	<b>917</b>	<b>1,774</b>	<b>93.4%</b>	<b>(480)</b>	<b>5,271</b>	<b>-</b>
Securitization & CasaNuestra	2	1,450	-	1,096	903	-17.6%
<b>Profit - Asset management</b>	<b>920</b>	<b>3,219</b>	<b>250.0%</b>	<b>616</b>	<b>6,174</b>	<b>903.0%</b>

## Inversiones Security - Area Profit (MCH\$)

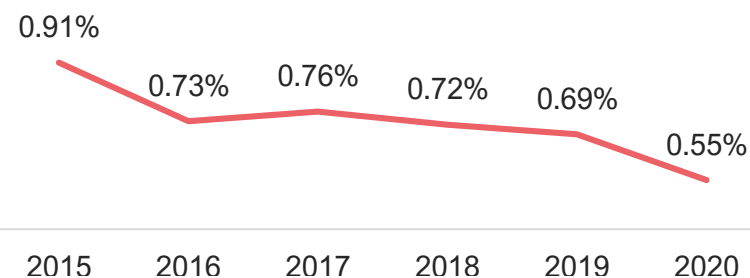


## Total AUM in Mutual Funds - Inversiones Security (BCH\$)(1)

CAGR Dec-15-Dec-20= 10.3%



## ROA(2)



Notes: (1) AUM: Monthly average as reported by Mutual Fund Association. (2) ROA: Revenue over AUM (MF + IF).

# Lending Area - Factoring Security

## Profit:

MCH\$ 9,471  
+3.3% YoY, +13.1% QoQ

## Loans:

MCH\$ 360,084  
-12.5% YoY, +9.4% QoQ

## Efficiency Ratio:

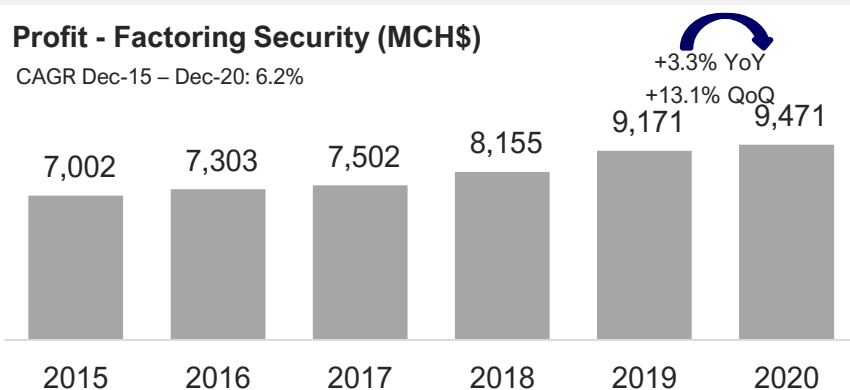
43.8%  
+151 bps YoY

## Risk Ratio:

1.68%  
-16 bps YoY

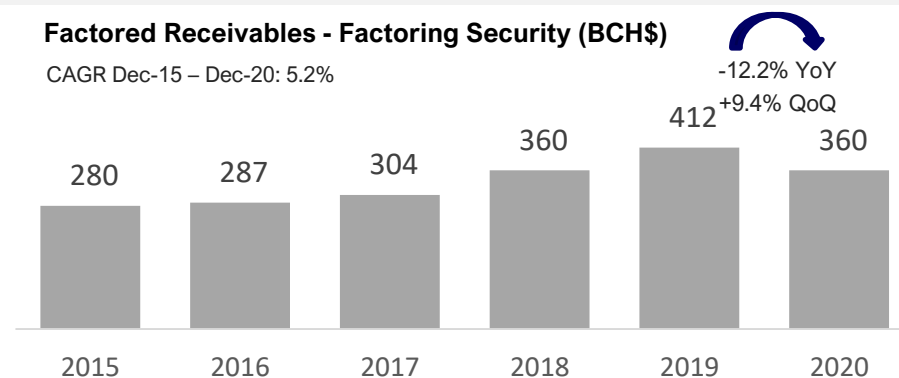
### Profit - Factoring Security (MCH\$)

CAGR Dec-15 – Dec-20: 6.2%



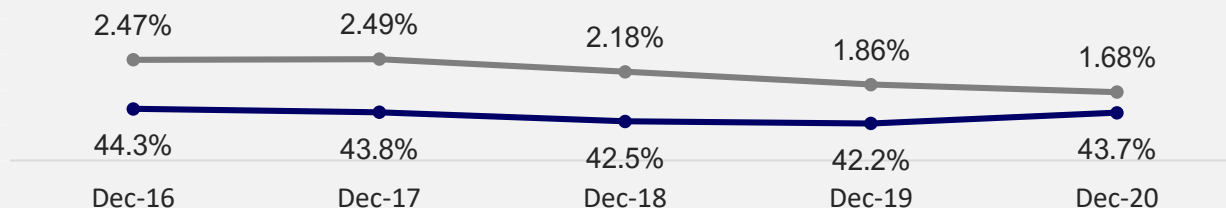
### Factored Receivables - Factoring Security (BCH\$)

CAGR Dec-15 – Dec-20: 5.2%



— Efficiency (Operating Expenses/ Operating Income)

— Risk (Provisions/ Factored Receivables)



# Insurance Area - Vida Security

## 12M20 Profit of MCH\$ 23,529 (+16.8% YoY)

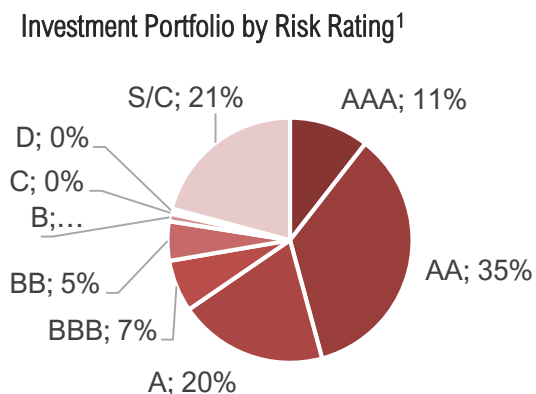
Due to weaker returns on equity investments in both the CUI and APV portfolios, compounded by poorer returns from real estate assets in the proprietary trading portfolio. Profit of MCH \$7,054 for 4Q20.

In MCH\$	Individual		Family		Group Insurance		Annuities		DSI		Total	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Gross written premiums	119,199	141,284	6,757	6,907	73,308	66,557	58,093	14,318	642	326	257,999	229,392
<b>Net premiums written</b>	<b>117,186</b>	<b>139,009</b>	<b>6,757</b>	<b>6,907</b>	<b>71,348</b>	<b>64,958</b>	<b>58,093</b>	<b>14,318</b>	<b>227</b>	<b>63</b>	<b>253,610</b>	<b>225,255</b>
Variation in technical reserves	(42,580)	(41,963)	(5)	(43)	(730)	(362)	-	-	-	(3,432)	(43,316)	(45,801)
Claims paid	(92,800)	(98,166)	(1,654)	(1,537)	(43,991)	(34,015)	-	(41)	2,139	28,726	(136,306)	(105,034)
Pensions paid	(2,247)	(2,297)	-	-	-	-	(124,393)	(72,630)	(11,974)	(29,563)	(138,614)	(104,490)
Underwriting expenses	(10,581)	(9,422)	(2,553)	(2,040)	(4,150)	(4,020)	(507)	(177)	(0)	-	(17,792)	(15,659)
Medical expenses	(40)	(14)	(1)	(1)	(7)	(4)	(0)	(0)	-	-	(48)	(19)
Insurance impairment	-	-	-	-	202	32	-	-	5	-	207	32
<b>Contribution Margin</b>	<b>(31,062)</b>	<b>(12,853)</b>	<b>2,543</b>	<b>3,286</b>	<b>22,670</b>	<b>26,589</b>	<b>(66,807)</b>	<b>(58,448)</b>	<b>(9,604)</b>	<b>(4,206)</b>	<b>(82,259)</b>	<b>(45,633)</b>
CUI portfolio	45,024	25,146	-	-	-	-	-	-	-	-	45,024	25,146
Proprietary portfolio	-	-	-	-	-	-	-	-	-	-	100,252	82,783
<b>Investment income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>145,276</b>	<b>107,929</b>
Administrative expenses											(37,270)	(32,880)
Exchange differences											276	(903)
Gain (loss) on indexed assets and liabilities											(3,236)	(4,165)
Other income and expenses											397	(522)
Income tax expense											(3,037)	(297)
<b>Profit for the period</b>											<b>20,146</b>	<b>23,529</b>



## Insurance Area - Vida Security Investment Income

- \* Drop in investment returns (MCH \$107,929 for 12M20, -25.7%).
- \* Proprietary trading portfolio: MCH \$82,783 for 12M20, -17.4%
  - \* Weaker returns on real estate funds and a high basis of comparison due to prepayments and property sales in 2019.
  - \* Returns on foreign equities also fell during the period



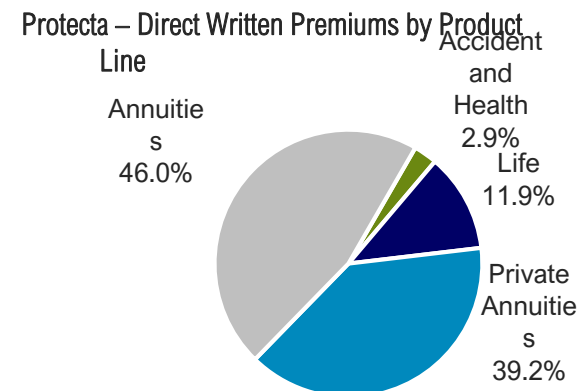
Investment Income In CH\$ million	Portfolio				Gain (Loss)			ROI		Gain (Loss)		
	Dec-19	Dec-20	Δ YoY	%/Total	Dec-19	Dec-20	Δ YoY	Dec-19	Dec-20	3Q20	4Q20	Δ QoQ
Fixed Income	1,767,637	1,727,716	-2.3%	65.4%	80,350	73,233	-8.9%	4.5%	4.2%	17,705	15,872	-10.4%
Equities and indexes	573,049	608,022	6.1%	23.0%	47,297	25,591	-45.9%	8.3%	4.2%	19,326	25,697	33.0%
Real estate	235,468	272,602	15.8%	10.3%	17,438	13,062	-25.1%	7.4%	4.8%	3,673	3,426	-6.7%
Other investments	37,854	34,850	-7.9%	1.3%	190	-3,957	-	0.5%	-11.4%	-224	-357	59.7%
<b>Investments Income</b>	<b>2,614,008</b>	<b>2,643,190</b>	<b>1.1%</b>	<b>100.0%</b>	<b>145,276</b>	<b>107,929</b>	<b>-25.7%</b>	<b>5.6%</b>	<b>4.1%</b>	<b>40,481</b>	<b>44,637</b>	<b>10.3%</b>
CUI Portfolio	546,112	586,888	7.5%	22.2%	45,024	25,146	-44.2%	8.2%	4.3%	10,580	15,408	45.6%
Proprietary Portfolio	2,067,896	2,056,302	-0.6%	77.8%	100,252	82,783	-17.4%	4.8%	4.0%	29,901	29,230	-2.2%

<sup>1</sup>Information as of Dec-20, CUI and Non-CUI Portfolios. Of unrated portfolio, 86% are mortgage bonds and leases.

Source: FS Vida Security - Note 6

## International Business Area - Protecta

<i>In S./ Thousands</i>	3Q20	4Q20	% Chg QoQ	2019	2020	% Chg
Annuities - Premiums written	30,601	56,250	83.8%	195,377	188,121	-3.7%
Annuities - Market share	21.1%	22.5%	140 p	20.5%	23.6%	306 p
Private annuities - Premiums written	51,031	47,565	-6.8%	135,818	160,090	17.9%
Private annuities - Market share	19.5%	15.5%	-394 p	14.2%	17.0%	282 p
<b>Premiums written</b>	<b>93,101</b>	<b>124,498</b>	<b>33.7%</b>	<b>400,349</b>	<b>408,647</b>	<b>2.1%</b>
Investment income	28,883	39,726	37.5%	127,045	126,281	-0.6%
Annualised return (LTM)	7.6%	7.2%	-45 p	9.3%	7.2%	-215 p
<b>Profit for the period</b>	<b>5,282</b>	<b>13,206</b>	<b>150.0%</b>	<b>22,572</b>	<b>23,143</b>	<b>2.5%</b>



### **Protecta: Profit 12M20 MS./ 23.1 (MUS\$ 6.4), +2.5% YoY**

- \* 23.6% market share in annuities as of Dec 2020
- \* Net premiums of MS./ 408.6 for 12M20 (+2.1% YoY vs -0.7% YoY for the industry)
- \* Investment income of MS./ 126.3 for 12M20 (-0.6% YoY)

Exchange rate Dec 2020: 1 US\$ = S./3,62

## Other Services Area - Travel and Inmobiliaria Security

### Travel Security

- \* Loss 12M20 of -MCH\$ 4,742 (MCH \$4,020 for 12M19) due to impact of income and structural adjustments
- \* Structural adjustments in light of medium- and long-term impacts on industry
- \* Shift to primarily digital sales model.
- \* Travel Perú
- \* Loss -MCH \$1,380 (vs MCH \$14 for 12M19)
- \* Sales: MUS\$ 15 (-75.9% YoY, +152.1% QoQ)

### Inmobiliaria Security

- \* Profit 12M20 MCH \$6,038 (-MCH \$2,214 for 12M19)
- \* Profit 4Q20 MCH \$2,800 (MCH \$3,752 for 3Q20)
- \* Legal title transferred on larger number of units during the second half of the year (72 units in 4Q20 and 96 units in 3Q20)
- \* Real estate assets under management of MCH \$97,487 (-20.8% YoY)
- \* Projects under development:
  - \* 4 projects under development
  - \* 104 units available for sale



Grupo Security - December 2020

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