

SCRIPT FOR GRUPO SECURITY'S EARNINGS CONFERENCE CALL FOR 4Q19 AND 2019

Marcela Villafaña (Head of Investor Relations, Grupo Security)

Good afternoon and thank you for joining us. First, Felipe Jaque, the Chief Economist for Grupo Security, will give us a brief summary and outlooks for the local and international macroeconomic environment. After that, Renato Peñafiel, the Group's CEO, will comment on our businesses and prospects for 2020.

Felipe Jaque (Chief Economist, Grupo Security)

Macroeconomic Recap 2019 (Page 2 of the presentation)

After the shock to local activity towards the end of last year because of the social unrest that peaked in October, the economy managed to recover considerably during the last two months of the year. While GDP fell 1.9% during the fourth quarter compared to the same period last year, November and December saw higher-than-expected figures, ending the year with expansion of 1.2% over the prior year. Although this rebound resolves part of the uncertainty regarding the economy's capacity to resume a path of greater normalcy, points of tension remain surrounding pending matters in the political, social and public order agenda.

Macroeconomic Recap 2019 (Page 3 of the presentation)

Even so, we are maintaining our growth forecast of 1.7% for the year 2020, which factors in that consumption and investment will remain contained in a local context of greater uncertainty. The first variable was affected by the impact that has already been seen in the labor market, which points toward an increase in the unemployment rate and loss of formal jobs, according to administrative data. In the last three months, there have been close to 170 thousand dismissals (in the category of "for company needs"), above the average for the last two years prior to the civil unrest. Investment should retain a note of caution in the face of greater uncertainty due to regulatory issues in different economic sectors and normalization of activity at an aggregate level.

Additionally, local tension was exacerbated in early 2020 by the coronavirus health crisis, with the outbreak in China leading to strong corrections in global financial markets, higher volatility and growing uncertainty regarding its impact on the real economy as a result of disruptions in the global production chain. This increased risk aversion from investors has caused the dollar to appreciate, raw material prices to plummet and risk premiums in general to rise. The duration and magnitude of the impact continue to be unclear, as does the expected economic-political response from the central banks and governments of the main economies. The U.S. Federal Reserve already took a first step by cutting the reference rate by 50 basis points at an emergency meeting, which increases the likelihood of actions by other economies, including Chile. Even so, this situation sets a clear downward bias for our medium-term economic scenario.

Macroeconomic Recap 2019 (Page 4 of the presentation)

In terms of inflation, pressure on the exchange rate and rises in some volatile products accelerated the annual indicator towards 3% as of year-end. Measurements of core inflation were more contained, a reflection of weaker internal demand, which continues to put downward pressure on corporate margins.

The recent aversion to risk that has sparked a new depreciation of the exchange rate places an upward bias on our projections for 3% inflation for the year as of the end of 2020, in particular when considering that the likelihood of a new round of active exchange intervention by the Chilean Central Bank has decreased since the dollar is appreciating around the globe. Even so, this instrument continues to be valid to the extent that flares of local uncertainty lead to greater depreciation of the peso.

Macroeconomic Recap 2019 (Page 5 of the presentation)

In monetary policy, we expect the Chilean Central Bank to trim the reference rate by 50 basis points to 1.25% in the short term in response to the swiftly expanding health crisis, its growing expected impact on global activity and the economic-political response from the main economies. Added to this is the slack generated by internal shocks that affect the local economy. This monetary expansiveness should remain until well into the second half of next year.

Finally, the context of greater local and external uncertainty should keep biases negatively sloped for the Chilean Economy in terms of growth, rising inflation and pressure on risk premiums and appetites in local markets.

Renato Peñafiel (CEO of Grupo Security)

Grupo Security Results (Page 6 of the presentation)

Grupo Security reported profit of CH\$81,156 million for 2019, slightly above the 2018 figure, with a politically complex fourth quarter that altered the course of business.

Results by Business Area (Page 7 of the presentation)

Business area profit totaled CH\$109,888 million.

The lending business area saw a 20.3% improvement in earnings, particularly because of the standalone Bank's profit, which reached CH\$77,578 million for 2019, 21.3% greater than last year, with a 13.2% rise in loans, which compares positively to the industry's growth of 10.4%. The Bank's efficiency ratio reached 47.5%, with a return on average equity of 12.9%.

In mid-October 2019, Bonifacio Bilbao announced his resignation as the Bank's CEO. We would like to take a moment to highlight his commitment and leadership during an important cycle of Banco Security's development. We are grateful for his ongoing contribution to the Bank's growth and the fundamental role he played in its strong results. Eduardo Olivares will replace him as CEO. Eduardo currently serves as Corporate Digital Business Manager and will spearhead the process of modernizing Banco Security.

By division, the commercial banking division reported earnings growth of 35.4%, with greater loans and reduced risk, while the treasury division's profit was up 40.2%, which more than offset the drop of 77.2% in profit in the retail banking division. Factoring Security reported profit of CH\$9,171 million, 12.5% greater than 2018, with loan growth of 14.3%, a risk ratio of 1.86% and an efficiency ratio of 42.2%.

The insurance business area, in turn, had a 13.4% increase over last year. In particular, Vida Security posted profit of CH\$20,146 million, which represents growth of 11.9%, excluding the effect of

transferring Protecta to the Group. All insurance product lines performed well, except for DSI, which had a negative margin of -CH\$9,604 million.

In the asset management area, profit of CH\$616 million compares negatively with CH\$10,715 million obtained in 2018. This is due to a weaker result from the general fund manager (Security AGF), because of reduced revenue, despite having maintained its level of assets under management. At the securities brokerage subsidiary (Valores Security), its results were negatively impacted by the recognition of an allowance for doubtful accounts in the second half of the year. The securitization subsidiary (Securizadora) reported profit of CH\$1,096 million.

The other services area had profit of CH\$1,121 million, down from 2018, which is explained by a lag in transferring ownership on units at Inmobiliaria Security, and, therefore, in recognizing revenue.

Finally, in the international business area, Protecta Security had a particularly strong performance with profit of 22.6 million soles, versus 2.8 million soles last year, due to improved investment income and a lower claims rate. Nevertheless, converting results in soles to IFRS in Chile resulted in a smaller accounting profit.

Grupo Security - Long-Term Path (Page 8 of the presentation)

From a long-term perspective, the Group's consolidated results have grown on average 10.5% in the last ten years, attaining earnings per share of CH\$22 for 2019.

This growth has been driven by strong performances from the commercial businesses, particularly the commercial banking division, Vida Security and Factoring Security, to name a few.

With the transformation project to be implemented at the Bank and asset management subsidiaries in the medium term, we hope to generate additional earnings to drive the Group's historic growth above 10%.

The Group's earnings have tripled in relation to 10 years ago, with earnings per share almost doubling. Nevertheless, as a result of the current national and international circumstances, market capitalization is presently around US\$800 million and the price/earnings ratio is 8, versus an historical average of 12. This is the lowest level seen in the last 20 years.

This drop in market value affects a large number of companies listed on the Chilean market and is related more to the civil unrest and associated expectations than bad results. In particular, Grupo Security sustained its earnings levels, so we can reasonably expect its valuations to resume historical levels once the uncertainty is resolved.

Outlook 2020 Grupo Security (Page 9 of the presentation)

For 2020, our estimates call for the country's gross domestic product to grow 1.7%, with inflation of 3%, which could stand in the way of the Security companies' customary commercial growth.

This year the Bank will be focused on implementing the transformation plan designed in 2019, following an extensive review of the retail banking strategy, with help from leading consultants. This project also covers the asset management area. Many of the initiatives will be conducted jointly in order to strengthen the comprehensive offering to our target segment.

We hope this transformation will enable us to provide our customers with a new service model that is more comprehensive, more efficient and a better fit for their banking and asset management needs. In addition, this project should lay the foundation for digitalizing the Security companies, making processes digitally efficient and improving the customer experience.

Our forecasts estimate that this plan will have positive impacts of between 10% and 15% of profit for the consolidated Bank starting in the second half of 2021, with the full effect visible in 2022. However, in 2020 the Bank's profit should be similar to 2019 levels, not only because of complex local economic conditions, greater risk across the industry and reduced business, but also by the costs of the transformation process.

In 2020 the insurance company Vida Security should see moderate growth in premiums and stabilizing results in the DSI product line, and hopefully improved profit over 2019. The company's focus this year will be to continue to digitalize processes in order to make sales and operations more efficient, and to drive the transformation program, with methodologies similar to those used at the Bank.

At Factoring Security, we expect to fully digitalize processes for opening new accounts, operations, collections, risk control and financial policy control, continuing the growth path demonstrated by the company. In the next few years, Factoring Security aims to achieve average earnings growth of around 10%.

In terms of developing the business in Peru, a strategic plan was approved for Protecta Security in 2017 that contemplates doubling the company's size in annuities and private annuities. In 2019, Protecta more than met the proposed objectives, with 20.5% market share in annuity sales. Over the next two years, this project will entail important growth in earnings in Peru.

With all this, Grupo Security is prepared for a more restrictive scenario with greater uncertainty, given our special segmentation, cost structure and risk management. Therefore, for 2020 we forecast a slight increase in profit for Grupo Security over last year, despite the local and international uncertainty, weaker economic growth and increased risk in our country.

Grupo Security Capital Increase *(Page 10 of the presentation)*

A capital increase was approved by Grupo Security shareholders at an extraordinary meeting on October 3rd. It was designed primarily to capitalize the Bank to meet Basel III requirements and project growth of over 10% in loans, and also to increase capital in other Security companies in Chile and Peru.

However, given the economic and social situation in Chile starting October 18, 2019, we are very watchful of current events since loan growth prospects for the banking industry have diminished.

We will provide more information about this at the next shareholders' meeting. The final deadline for subscribing and paying for the new shares is October 3, 2022, and the power granted by shareholders for the board to set the price and initiate placement expires in late March.

Fernando Salinas (Planning and Development Manager at Grupo Security):

Banco Security (standalone) (Page 11 of the presentation)

The Bank's standalone profit was CH\$77,578 million for the year 2019, marking an increase of 21.3% from December 2018. This improvement can be explained by a solid performance from the commercial banking and treasury divisions, which more than offset the results of the retail banking division.

In July 2019 the new group commercial regulatory matrix took effect, with a total impact on the Bank of CH\$4,040 million.

The commercial banking division reported profit of CH\$58,005 million for the year 2019, up 35.4% from 2018 due to a rise in the net interest margin because of a 12.6% increase in commercial loans and reduced risk expenses thanks to a strong portfolio performance.

Over the past 5 years, commercial loans have grown on average 10.8%, while the commercial banking division's earnings have grown 16.3%.

In the retail banking division, profit for 2019 reached CH\$1,794 million, 77.2% less than 2018, due to higher risk expenses because of the rise in the NPL ratio and implementation of the group commercial matrix, in addition to a rise in operating expenses. Both effects were only partially offset by a greater net interest margin, up 16.4%. Annual average growth in retail loans--consumer and mortgage--over the past 5 years was 8.5%.

The treasury division reported profit of CH\$24,748 million, up 40.2% over last year due to an increase in bond trading and higher prepayment fees.

Banco Security Consolidated Indicators (Page 12 of the presentation)

Banco Security had total loans of CH\$6,052 billion as of December 2019, up 13.2% over 2018. The net interest margin has remained stable over time at around 3.3% of loans.

Banco Security's consolidated efficiency ratio was 47.5% for 2019 and 46.5% for 4Q19, due to improved operating results.

During 2019, the ratio of provisions net of recovery to total loans was 0.82%, down from 1.05% in 2018, mainly due to a strong performance from the commercial banking division's portfolio. This more than offset the negative impact of the group commercial matrix of CH\$4,040 million.

Return on average equity in 2019 was 12.9%, which compares positively to 12.3% for the industry.

Marcela Villafaña

Factoring Security (Page 13 of the presentation)

Now let's take a look at Factoring Security, which is also part of the lending business area. It reported profit of CH\$9,171 million for 2019, up 12.5% from the same period last year. This improved result is explained by increased operating income, in line with loan growth of 14.3%. In the past 5 years, Factoring Security loans have grown on average 10.5%, while profit has increased 4.3%.

Vida Security (Page 14 of the presentation)

The insurance area reported profit of CH\$20,737 million for 2019, down 31.9% from the same period last year, while Vida Security posted profit of CH\$20,146 million, 33.2% less than 2018. This decrease occurred because the 2018 figure considers the one-time effect of CH\$12,157 million for the transfer of Protecta Security, which was fully reversed at the Group level. Excluding this effect, Vida Security would have reported growth of 11.9% YoY, and the insurance area growth of 13.4%.

In aggregate, Vida Security saw a 23.2% drop in direct premiums compared to 2018, mainly because of the expiration of disability and survivor insurance (DSI) contract No. 5. Claims and pensions paid were down 8.3% from 2018, also due to the effect of DSI. There was also a larger variation in technical reserves thanks to improved investment income on the CUI and APV portfolio.

These effects resulted in a contribution margin of -CH\$82,259 million for 2019, compared to -CH\$25,486 million last year.

Vida Security (Product Lines Page 15 of the presentation)

Upon reviewing results by product line, individual insurance plus the CUI investment result give a proforma result of CH\$13,962 million, up 5.1% from last year, because of greater gross written premiums.

Improved returns on the CUI and APV investment portfolio are counterbalanced by greater variations in technical reserves for individual insurance.

Therefore, DSI insurance had a contribution margin of -CH\$9,604 million, which compares negatively with CH\$1,356 million last year, impacted negatively by the drop in interest rates and the increase in the frequency of claims, which results in higher provisions for future payments of disability and survivor pensions.

Vida Security - Investment Income (Page 16 of the presentation)

Vida Security had investment income of CH\$145,276 million for 2019, up 47.4% from 2018. This improvement can be explained mainly by better returns on equity investments in the CUI and non-CUI portfolios, as global equity markets performed well during the period.

For example, the MSCI All Cap World Index boasted a 26.6% return while, in contrast, the IPSA had losses of 15.1%, all measured in US dollars.

Other classes of assets in the Vida Security investment portfolio include real estate and fixed-income assets. Both performed well compared to the prior year. These positive results reflected the strength of both the real estate and fixed-income markets during the first 9 months of the year.

Asset Management Area (Page 17 of the presentation)

The asset management area, which includes the fund management (Administradora General de Fondos or AGF), brokerage (Valores Security) and securitization (Securitizadora) subsidiaries, reported profit of CH\$616 million, down CH\$10,715 million from last year. This weaker result is explained by reduced operating income at AGF and recognition of an allowance for doubtful accounts at Valores Security. This decrease occurred despite maintaining a similar level of assets under management of CH\$4,339 billion, down just 1.0% from 2018. Growth over the past 5 years has averaged 8.8%.

Lastly, Securitizadora Security reported profit of CH\$1,096 million versus profit of CH\$2,166 million last year.

International Business Area - Protecta and Travex (Page 18 of presentation)

In the international business area, Travex Security, the Group's Peruvian travel agency, reported sales of US \$70 million for 2019 and profit of US\$19 thousand.

Protecta Security reported profit of 22.6 million soles for 2019, up from 2.8 million soles for 2018, due to improved investment income and a lower claims rate.

For 2019, annuity sales were up 17.6% YoY and the subsidiary had market share of 20.5%. The company reported a volume of 135.8 million soles of private annuities and market share of 14.2%, nearly tripling the 5.1% recorded last year.

As we commented previously, the three-year plan to double sales of annuities and private annuities has been more than fulfilled, expanding from 177 million soles in net premiums in 2017 to 400 million soles in 2019.

Other Services Area (Page 19 of the presentation)

Travel Security reported profit of CH\$4,020 million in 2019, 7.1% more than 2018, due to increased operating income because of the rise in the average exchange rate of CH\$62 pesos.

The real estate subsidiary reported a loss of -CH\$2,214 million, which compares negatively to the loss of -CH\$232 million in 2018, because it transferred ownership on fewer properties in 2019. Real estate assets under management increased 44.5%. Profits are expected to be generated over the next few quarters on projects currently under development.

Evolution of Grupo Security - Indicators (Page 20 of the presentation)

Lastly, here we show Group indicators over a longer period of time. Consolidated profit for 2019 reached CH\$81,156 million, up 0.8 % from last year, with average growth of 5.9% over the last five years. Return on average equity (ROAE) reached 10.8% in 2019.

Once again, thank you for joining our earnings call. Our team is now available to answer questions.

Investor Relations Contact: relacioninversionistas@security.cl

Marcela Villafaña, Head of Investor Relations

Alfonso Vicuña, Investor Relations Analyst

Daniela Fuentes, Investor Relations Analyst