

ANNUAL REPORT

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Our primary competitive advantage stems from the synergy of conducts based on Grupo Security's values.









# LETTER FROM THE CHAIRMAN

#### **DEAR SHAREHOLDERS:**

It is my pleasure to present Grupo Security's annual report for the year 2018.

The year was characterized by a profound political change in Chile, accompanied by a new impetus that put our economy back on its feet and overcame four years of low growth and falling investment. However, the external situation was severely affected by the trade war between the United States and China, with the consequent threats to global growth and harmony. All this brought instability and significant volatility to the markets.

Despite this, Chile's economic recovery has been even better than expected in late 2017, and culminated with annual GDP growth of 4%. Accordingly, Chile is leaving behind the strong stagnation of previous years, and has found a new opportunity to resume its development.

Everything suggests that economic recovery is underway, prospects are favorable and risks are balanced, as indicated by the International Monetary Fund at the end of the year.

At Grupo Security, we are excited about the opportunity to participate and play a leading role in the country's economic growth as a way to improve quality of life and wellbeing for all people. We are also keeping a close watch on new business opportunities that will help reposition Chile on the threshold of becoming a developed country.

We are also attentive to economic development in Peru, where we have insurance and travel businesses that we hope to continue to strengthening. In 2018 the Peruvian economy expanded almost 4%, which contributed to the rise in raw material prices and countercyclical fiscal and monetary policies implemented by authorities. The country also managed to overcome a political crisis triggered by the resignation of its president on March 21, 2018.

#### **NEW MILESTONES FOR GRUPO SECURITY**

For Grupo Security, last year brought notable accomplishments that demonstrated the progress our businesses have made and the development achieved by our diverse subsidiaries.

Some included celebrations to commemorate the 90th anniversary of Vida Security, founded in 1928 as Seguros La Previsión to serve

the family protection and annuity needs of Chileans. This company, a pioneer in its industry, joined our group in 1995 and it has honored its founders throughout its long history by continuing to be a leader in the insurance market.

As both people and a pleasant, safe working environment are very important to Grupo Security, we place our employees at the center of the business. This was reflected in our third place position in the Great Place to Work ranking for the eighteenth consecutive year for Grupo Security, making us one of the best companies to work for in Chile. This distinction has been achieved by all our employees, and demonstrates the sustained commitment to balancing work and family life over the years that we have participated in this study.

We are convinced that our teams are one of the strongest components of our identity. Therefore, their satisfaction is radiated in their behavior and customer approach, by transmitting the values that move us: familiarity, transparency and professionalism.

As a result of our efforts, we also received the IMPULSA Prize, a distinction awarded by the ChileMujeres Foundation, PwC Chile and La Tercera Pulso to companies who promote employing women in Chile. The award recognized us as the best company in the Banking and Financial Services sector, highlighting our workforce of 64% women.

We also made significant progress in digitalizing our business during the year, which will have a favorable impact on the growth and development of Grupo Security's businesses. This is an irreversible process, which challenges our growth.

In order to strengthen and incorporate new investor segments, especially foreign investors, into our shareholder base, in March we complete a successful placement of 71,769,048 shares (part of the remainder of the capital increase from August 2017), through an order book auction, raising more than US\$33 million. Demand was high, at US\$297 million, equivalent to 9 times the offering, with a cut-off price of CH\$290 per share. We were pleasantly surprised by the interest from investors, which confirms the market's trust in our business model and our companies' good growth prospects in a context of stronger economic and commercial activity.

Inversiones Security earned several asset management awards, including first place in Chile in the "Capital Markets Company of the Year" and "Investment Management Company of the Year"







PROFIT FOR 2018

# MCH\$80,548

categories, presented by The European at the Global Business & Finance Awards 2018.

Last year in Peru we completed a corporate restructuring of Protecta Compañía de Seguros, which is now controlled by Security Internacional SpA. We also carried out two capital increases for a total of US\$ 21 million to strengthen the insurance company's business plan, which calls for strong growth in annuities.

As a result of these actions, we moved forward to consolidate Security Internacional, the holding under which we hope to group all life insurance and travel operations in Peru as well as new business lines added in the future.

#### 2018 RESULTS

As of year end, our Group had 3,939 employees, more than US\$20 billion in assets under management and market capitalization of US\$1,545 million. In 2018, it reported profit for the year of CH\$80,548 million, exhibiting YoY growth of 7.8%. Therefore, the results obtained by our group were in line with our expectations and all Group companies performed well.

Generally speaking, the results were driven by Banco Security's earnings of CH\$72,656 million, including subsidiaries. Loans grew 10.4% for the year. The Bank also achieved efficiency of 47.76% as of the end of the year.

Similarly, Vida Security reported profit of CH\$30,159 million for the year 2018. This result includes a loss of -CH\$4,276 million for Protecta for the ten months ended in October and a gain of CH\$12,157 million from the transfer of Protecta to Security Internacional.

Factoring Security earned profit of CH\$8,155 million, 8.7% higher than the previous year, and had factored receivables of CH\$360,251 million, 18.4% higher than 2018.

The travel agency Travel Security recorded profit of CH\$3,752 million with sales of US\$268 million, up 1.1% from 2017. Corredora de Seguros Security earned profit of CH\$504 million, 4% higher than in 2018. Inmobiliaria Security posted a loss of CH\$232 million because the company was in an investment cycle. Profits from these investments will be seen in the next few years.

Inversiones Security reported profit of CH\$10,715 million, up 11.2% from last year. This growth is due mainly to Securitizadora Security, which achieved profit of CH\$2,004 million, far greater than last year's figure of CH\$872 million as a result of placing new securitized mortgage-backed bonds (residential), originated directly or indirectly by Inmobiliaria Casanuestra S.A., an entity that belongs to Grupo Security.

In 2018 the Group reported EBITDA of CH\$130,430 million, representing an increase of 7.0% over 2017. Return on average equity (ROAE) reached 11.2% as of year end.

In addition to these strong results, Security's stock was included on the MSCI Chile Small Cap index and relisted on the S&P/CLX IPSA index, which debuted last September on Santiago Exchange to replace the IPSA, bringing together the most representative stocks from the different sectors that trade on the Chilean stock exchange.

All this, without a doubt, is a result of our sustained effort to improve the stock's depth and liquidity, incorporating new local and foreign investors. It also reflects work done to provide quality information to the market and the close relationship we have with our investors.

We are convinced that we are in a good position to forecast sustained growth for Grupo Security over the long term. Our objectives have always been to provide an excellent service experience for each customer, to develop our employees in a working environment that values the capabilities and commitment of each individual and to build businesses that take advantage of every opportunity to add value for our shareholders.

I would like to thank our shareholders for their ongoing support for the projects we have undertaken.

We will continue contributing from our sector to help Chile to continue to progress and reinforce its needed growth.

FRANCISCO SILVA S. Chairman, Grupo Security







# FINANCIAL SUMMARY

#### **GRUPO SECURITY SUMMARIZED** STANDALONE FINANCIAL STATEMENTS

FIGURES IN MILLIONS OF CHILEAN PESOS

| BALANCE SHEET                       | 2002    | 2003    | 2004    | 2005    | 2006    | 2007    | 2008    | 2009    |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total current assets                | 8,172   | 9,988   | 12,256  | 7,194   | 7,455   | 13,529  | 13,550  | 30,835  |
| Total property, plant and equipment | 88      | 56      | 43      | 1,087   | 1,482   | 1,347   | 1,778   | 1,611   |
| Total other assets                  | 115,676 | 129,157 | 190,842 | 208,709 | 276,907 | 313,949 | 323,034 | 356,577 |
| TOTAL ASSETS                        | 123,935 | 139,201 | 203,142 | 216,990 | 285,844 | 328,825 | 338,363 | 389,023 |
| Total current liabilities           | 6,542   | 5,173   | 3,221   | 8,041   | 7,672   | 7,229   | 6,706   | 6,609   |
| Total long-term liabilities         | 21,449  | 28,805  | 39,150  | 34,675  | 68,522  | 81,641  | 84,864  | 91,190  |
| Total equity                        | 95,944  | 105,223 | 160,771 | 174,274 | 209,649 | 239,955 | 246,793 | 291,224 |
| TOTAL LIABILITIES AND EQUITY        | 123,935 | 139,201 | 203,142 | 216,990 | 285,844 | 328,825 | 338,363 | 389,023 |

| INCOME STATEMENT                              | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   | 2008   | 2009   |
|---|--------|--------|--------|--------|--------|--------|--------|--------|
| OPERATING LOSS                                | -1,740 | -1,325 | -1,485 | -2,508 | -3,435 | -4,421 | -3,404 | -4,290 |
| Sales and administrative expenses             | -1,740 | -1,325 | -1,485 | -2,508 | -3,435 | -4,421 | -3,404 | -4,290 |
| NON-OPERATING INCOME                          | 9,018  | 15,368 | 17,010 | 22,465 | 30,092 | 36,123 | 20,282 | 34,346 |
| Finance income                                | 327    | 188    | 267    | 348    | 459    | 623    | 671    | 388    |
| Profits from investments in related companies | 9,940  | 16,356 | 19,797 | 24,343 | 35,110 | 42,974 | 25,774 | 38,842 |
| Amortization of goodwill                      | -43    | -43    | -916   | -1,330 | -1,835 | -2,290 | -2,493 | -2,436 |
| Finance costs                                 | -1,600 | -1,496 | -1,642 | -1,759 | -3,029 | -4,200 | -3,787 | -3,655 |
| Other non-operating income (loss)             | 204    | 208    | 28     | 1,335  | -67    | -139   | 1,893  | 233    |
| Price-level restatement                       | -41    | 71     | -514   | -468   | -551   | -845   | -1,776 | 973    |
| Exchange differences                          | 232    | 85     | -11    | -3     | 5      | -1     | 0      | 0      |
| PROFIT BEFORE TAX                             | 7,278  | 14,043 | 15,525 | 19,956 | 26,657 | 31,702 | 16,878 | 30,056 |
| Income tax benefit (expense)                  | 66     | 66     | -19    | 254    | 90     | 316    | 782    | 21     |
| Amortization of negative goodwill             | 0      | 0      | 0      | 0      | 0      | 0      | 124    | 0      |
| PROFIT FOR THE YEAR                           | 7,344  | 14,110 | 15,506 | 20,210 | 26,746 | 32,018 | 17,785 | 30,076 |
| TOTAL DEBT / EQUITY (TIMES)                   | 0.29   | 0.32   | 0.26   | 0.25   | 0.36   | 0.37   | 0.37   | 0.34   |
| Number of shares (in millions)                | 1,655  | 1,655  | 2,040  | 2,040  | 2,201  | 2,201  | 2,201  | 2,550  |
| Earnings per share                            | 4.4    | 8.5    | 7.6    | 9.9    | 12.2   | 14.5   | 8.1    | 11.8   |
| Return on average equity                      | 7.9%   | 14.0%  | 11.7%  | 12.1%  | 13.9%  | 14.2%  | 7.3%   | 11.2%  |





# CONSOLIDATED FINANCIAL STATEMENTS GRUPO SECURITY SUMMARIZED

FIGURES IN MILLIONS OF CHILEAN PESOS

| STATEMENT OF FINANCIAL POSITION   | 2010          | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018       |
|---|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| Total current assets  | 3,967,917     | 4,752,901 | 5,181,497 | 6,370,038 | 7,101,898 | 7,999,828 | 8,742,226 | 9,285,369 | 9,944,416  |
| Total non-current assets  | 205,325       | 221,710   | 235,689   | 426,190   | 566,945   | 608,622   | 585,719   | 511,230   | 598,272    |
| TOTAL ASSETS  | 4,173,242     | 4,974,611 | 5,417,186 | 6,796,228 | 7,668,844 | 8,608,450 | 9,327,945 | 9,796,599 | 10,542,688 |
| Total current liabilities   | 3,582,463     | 4,319,805 | 4,696,348 | 5,917,494 | 6,603,976 | 7,521,151 | 8,035,493 | 8,437,929 | 9,118,439  |
| Total non-current liabilities   | 284,440       | 274,901   | 318,914   | 405,500   | 533,833   | 516,021   | 686,737   | 636,144   | 675,208    |
| TOTAL LIABILITIES   | 3,866,903     | 4,594,706 | 5,015,262 | 6,322,994 | 7,137,809 | 8,037,173 | 8,722,229 | 9,074,073 | 9,793,647  |
| Equity attributable to owners of the parent   | 300,641       | 376,742   | 397,790   | 467,004   | 522,718   | 551,653   | 585,628   | 704,910   | 728,495    |
| Non-controlling interests   | 5,699         | 3,163     | 4,134     | 6,230     | 8,317     | 19,624    | 20,087    | 17,616    | 20,545     |
| Total equity  | 306,340       | 379,905   | 401,924   | 473,234   | 531,035   | 571,277   | 605,715   | 722,526   | 749,040    |
| TOTAL LIABILITIES AND EQUITY  | 4,173,243     | 4,974,611 | 5,417,186 | 6,796,228 | 7,668,844 | 8,608,450 | 9,327,945 | 9,796,599 | 10,542,688 |
| STATEMENT OF INCOME   | 2010          | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018       |
| Revenue   | 348,044       | 436,553   | 584,193   | 710,361   | 808,422   | 848,633   | 1,026,690 | 1,177,768 | 1,024,138  |
| Cost of sales   | -199,319      | -274,766  | -389,761  | -511,620  | -556,117  | -585,492  | -700,949  | -839,571  | -673,105   |
| Gross profit  | 148,725       | 161,787   | 194,431   | 198,741   | 252,304   | 263,141   | 325,741   | 338,197   | 351,034    |
| Other income  | 1,281         | 5,047     | 7,809     | 6,000     | 1,790     | 2,142     | 2,777     | 4,252     | 4,685      |
| Administrative expenses   | -86,934       | -93,962   | -127,412  | -154,805  | -153,775  | -179,333  | -219,682  | -215,483  | -216,962   |
| Other expenses  | -18,059       | -16,701   | -18,393   | -11,211   | -16,077   | -15,337   | -27,594   | -8,561    | -7,565     |
| Other gains   | 2,366         | 4,385     | 1,760     | 2,655     | 5,576     | 10,005    | 3,014     | 5,457     | 1,742      |
| Net operating income  | 47,378        | 60,556    | 58,195    | 41,380    | 89,817    | 80,617    | 84,255    | 123,863   | 132,934    |
| Finance income  | 0             | 0         | 0         | 18        | 84        | 0         | 0         | 0         | 13         |
| Finance costs   | -4,122        | -4,449    | -4,950    | -9,965    | -12,729   | -13,139   | -13,473   | -13,110   | -14,837    |
| Share of profit (loss) of associates and joint ventures, equity-accounted   | 2,758         | 2,710     | 1,094     | 1,387     | 3,116     | 692       | 18,835    | -379      | -1,775     |
| Exchange differences  | 4,583         | -2,680    | 5,749     | 30,373    | 12,906    | 24,443    | -9,110    | -4,926    | 1,222      |
| Gain (loss) on indexed assets and liabilities   | -1,980        | -6,462    | -2,256    | -80       | -12,866   | -13,811   | 5,695     | -4,179    | -10,399    |
| Gain (loss) from difference between the prior carrying value and the fair value of reclassified financial assets measured at fair value | 566           | 304       | -574      | -960      | -1,074    | 1,136     | 2,750     | -1,586    | 734        |
| Profit before tax   | 49,183        | 49,978    | 57,258    | 62,152    | 79,254    | 79,940    | 88,952    | 99,684    | 107,891    |
| Income tax expense  | -7,327        | -7,662    | -10,103   | -11,181   | -16,284   | -13,338   | -13,866   | -25,971   | -24,733    |
| Profit from continuing operations   | 41,856        | 42,316    | 47,155    | 50,971    | 62,970    | 66,602    | 75,086    | 73,712    | 83,159     |
| Profit from discontinued operations   | 0             | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          |
| Profit for the year   | 41,856        | 42,316    | 47,155    | 50,971    | 62,970    | 66,602    | 75,086    | 73,712    | 83,159     |
| Profit attributable to owners of the parent   | 40,852        | 41,883    | 46,561    | 49,843    | 61,010    | 65,022    | 74,522    | 74,708    | 80,548     |
| Profit (loss) attributable to non-controlling interests   | 1,004         | 433       | 594       | 1,128     | 1,960     | 1,580     | 563       | -996      | 2,610      |
| Profit for the year   | 41,856        | 42,316    | 47,155    | 50,971    | 62,970    | 66,602    | 75,086    | 73,712    | 83,159     |
| TOTAL STANDAL ON 5 DEDT / 5 OLUTY / TIMES   |               |           | 0.20      | 0.27      | 0.36      | 0.35      | 0.36      | 0.29      | 0.34       |
| TOTAL STANDALONE DEBT / EQUITY (TIMES)  | 0.31          | 0.25      | 0.26      | 0.37      | 0.56      | 0.55      | 0.50      | 0.29      | 0.54       |
| Number of shares (in millions)  | 0.31<br>2,550 | 2,882     | 2,882     | 3,184     | 3,232     | 3,258     | 3,258     | 3,683     | 3,695      |

13.9%

12.4%

12.0%

11.5%

12.3%

12.1%

13.1%

11.6%

11.2%

Return on average equity



# **HISTORY**

# 1981

Banco Urquijo de Chile, a subsidiary of Spain's Banco Urquijo, was created.

## 1987

Security Pacific Corporation, a subsidiary of Los Angeles, California-based Security Pacific National Bank, created Agencia de Valores Corredora de Bolsa, a third-party stock brokerage firm.

Security Pacific Corporation purchased 100% of Banco Urquijo de Chile's share capital, renaming the bank Banco Security Pacific.

# 1990

Leasing Security was created, and later joined Banco Security in April 2001.

## 1991

Security Pacific Overseas Corporation sold 60% of the Bank's share capital to Grupo Security's current shareholders, who changed the Bank's name to Banco Security.

Agencia de Valores Corredora de Bolsa became a Banco Security subsidiary, changing its name to Valores Security Corredora de Bolsa. Thus was born Grupo Security.

# \_1992

Administradora de Fondos Mutuos Security S.A. and Factoring Security S.A. were created.

## 1993

Asesorías Security was created, in order to represent the US company Dean Witter Reynolds & Co. in Chile.

## 1994

Bank of America was the legal successor of Security Pacific National Bank and sold its 40% interest in the Bank to Grupo Security, which thereby gained 100% ownership.

## 1995

Grupo Security placed its shares on the stock market.

It acquired a majority interest in AFP Protección as well as the insurance companies Previsión Vida and Previsión Generales.

## 1996

Grupo Security acquired 62.69% of Previsión Vida and Previsión Generales.

Merchant Security and Inmobiliaria Security joined the Group.

# \_1997

The Group changed its corporate image and the company Securitizedora Security joined the Group.

## \_1998

The Group sold its interest in AFP Protección.

Previsión Vida and Previsión Generales insurance companies were transferred to the parent company, Inversiones Seguros Security Limitada.

### 1999

Travel Security joined the Group and Corredora de Seguros Security was formed.

## 2001

Servicios Security S.A., Corredora de Reaseguros Security and Agencia Security were formed.

## 2002

Asesorías Security S.A. was created to operate Asesorías Security's international asset management business and Banco Security's international private banking business.

The names of the insurance companies were changed to Seguros Vida Security Previsión S.A. and Seguros Security Previsión.

## \_2004

Banco Security acquired 99.67% of Dresdner Bank Lateinamerika A.G. and 100% of Dresdner Lateinamerika S.A. Corredora de Bolsa. Banco Dresdner then merged with Banco Security.

Seguros Generales Las Américas merged with Seguros Security Previsión Generales.

An alliance with Europ Assistance was formed, creating Europ Assistance Chile.

Grupo Security partnered with English reinsurance brokerage firm, Cooper Gay, and Cooper Gay Chile was born.

## 2006

Interamericana Rentas Seguros de Vida was acquired, which changed its name to Rentas Security.

## 2007

Grupo Security and Grupo Ultramar merged their travel agencies, Travel Security and Turismo Tajamar, under the name Travel Security S.A.

The subsidiaries Vida Security and Rentas Security merged.

Grupo Security acquired Cigna Compañía de Seguros de Vida and Cigna Asistencia Administrativa Ltda.

Vida Security then merged with Cigna Seguros de Vida.

## 2009

Through an alliance with American Express, Travel Security was awarded exclusive representation of the world's largest travel agency in Chile.

## 2010

The Group adopted International Financial Reporting Standards (IFRS).

## 2012

Travel Security acquired a 75% interest in Travex, Peru's third largest travel agency.

## \_2013

Grupo Security acquired the Cruz del Sur group and sold its stake in Cooper Gay Chile.

## 2014

Vida Security merged with Compañía de Seguros de Vida Cruz del Sur S.A.

### $2014_{\text{continued}}$

Cruz del Sur Capital S.A. merged with Invest Security. The name of the merged company was changed to Capital S.A.

Administradora General de Fondos Security merged with Cruz del Sur Administradora General de Fondos.

Banco Security opened a representative office in Hong Kong:

## 2015

Valores Security Corredores de Bolsa merged with Cruz del Sur Corredora de Bolsa.

The Group acquired 61% of Compañía de Seguros Protecta in Peru.

## 2016

Penta AGF and Penta Corredora de Bolsa merged with the Bank's fund management and brokerage subsidiaries.

Minority holding in Penta Security Seguros Generales sold to Liberty International Holdings.

Banco Security signed a financial cooperation agreement and a five-year loan of US\$20 million with the China Development Bank.

The Group placed its Series M bonds and offered bondholders the chance to exchange their Series F bonds for Series M bonds.

## 2017

Capital increase was completed, raising CH\$93,424 million or 97.3% of the offering.



# MILESTONES IN 2018

GRUPO security



UF 1.5 million in bonds were successfully placed.



More than US\$33 million was raised through an order book auction. Foreign investors were awarded 20% of the offering.



Protecta Compañía de Seguros was restructued and is now controlled by Security Internacional SpA.



Grupo Security's stock was included on the MSCI Chile Small Cap Index, favoring the stock's liquidity and helping attract new local and foreign shareholders into the Group's shareholder base.

### BANCO security

## $\longrightarrow$

Banco Security participated in long-term financing of 11 photovoltaic power plants for CVE Chile and several small solar power projects for Total Solar, for a total of US\$37 million. This project helped establish the Bank as an industry model for financing non-conventional renewable energy projects.

# PROTECTA SECURITY COMPAÑÍA DE SEGUROS



The Group carried out several capital increases for a total of 70 million soles to fortify Protecta's business plan, which calls for strong growth in annuities in the Peruvian market.

## VIDA security



Vida Security celebrated its 90th anniversary in business and its 23rd year as part of Grupo Security.



Seguros Vida Security Previsión carried out a capital increase of CH\$172,456,826,729, by issuing 100,100,000 new shares, which must be issued, subscribed and paid within three years of the extraordinary shareholders' meeting on December 18, 2017.



# **GRUPO SECURITY - PROFILE**

#### LENDING AREA

 $\rightarrow$ 

**BANCO SECURITY** 



**FACTORING SECURITY** 

 $\rightarrow$ 

CH\$72,122

**MILLION** 

PROFIT FOR THE YEAR 2018

 $\rightarrow$ 

62%

OF PROFIT FROM GRUPO SECURITY RELATED COMPANIES

# ASSET MANAGEMENT AREA

 $\rightarrow$ 

VALORES SECURITY S.A. CORREDORES DE BOLSA

 $\rightarrow$ 

ADMINISTRADORA GENERAL DE FONDOS SECURITY S.A.

 $\rightarrow$ 

**SECURITIZADORA SECURITY** 

 $\rightarrow$ 

INMOBILIARIA CASANUESTRA

CH\$10,715

**MILLION** 

**PROFIT FOR THE YEAR 2018** 

-

9%

OF PROFIT FROM GRUPO SECURITY RELATED COMPANIES

#### $\longrightarrow$

#### INSURANCE AREA

 $\rightarrow$ 

**VIDA SECURITY** 

 $\rightarrow$ 

**INSURANCE BROKERAGE** 

 $\rightarrow$ 

**EUROP ASSISTANCE** 



HIPOTECARIA SECURITY PRINCIPAL

 $\rightarrow$ 

CH\$30,440

**MILLION** 

PROFIT FOR THE YEAR 2018



26%

OF PROFIT FROM GRUPO SECURITY RELATED COMPANIES

#### SERVICES AREA



TRAVEL SECURITY



**INMOBILIARIA SECURITY** 



CH\$2,457

**MILLION** 

**PROFIT FOR THE YEAR 2018** 



2%

OF PROFIT FROM GRUPO SECURITY RELATED COMPANIES

# INTERNATIONAL BUSINESS AREA



PROTECTA COMPAÑÍA DE SEGUROS



**TRAVEX** 



CH\$1,429

**MILLION** 

PROFIT FOR THE YEAR 2018



1%

OF PROFIT FROM GRUPO SECURITY RELATED COMPANIES





# INTERNATIONAL CONSOLIDATION

# → PROGRESS IN PERU

In recent years, while continuing to grow in the Chilean financial market, Grupo Security set for itself the long-term challenge of expanding its business model to other parts of Latin America. Peru's proximity to Chile, similar regulations and its enormous growth potential were determining factors to begin to explore opportunities in the neighboring country. In 2012, Travex Security, a travel agency focused on corporate clients, was added to the Group. After that, in 2015, Grupo Security acquired the insurance company Protecta (today Protecta Security), marking Security's entrance into the Peruvian financial industry.

In 2018, Protecta Security reported 56.6% growth in annuity sales, with premiums of 279 million soles and 8.5% return on its investment portfolio. In line with the development expected for the pension business over the next few years, the company is projecting important growth in annuities and, therefore, has injected 70 million soles of capital into Protecta.

In November 2018, Vida Security's 61% interest in Protecta Security was transferred to the holding company, Security Internacional, which is owned by Grupo Security. The objective of this restructuring is to group all current and future operations in Peru under Security Internacional, replicating the structure used in Chile.

# PRESENCE IN HONG KONG

In 2014 Banco Security opened a representative office in Hong Kong in order to support existing and potential customers that are launching or doing business with China, currently Chile's most important trade partner. In 2018, the Group's presence in Hong Kong helped broaden the network of contacts in the private sector, in chambers of commerce and in government, thereby reinforcing the company's ability to support customers' international expansion, foreign trade and investment deals.

IN ORDER TO SUSTAIN ITS GROWTH ABROAD, EACH DEVELOPMENT HAS REQUIRED GRUPO SECURITY TO NOT ONLY MANAGE THE COMMERCIAL ASPECTS OF THE BUSINESS BUT ALSO TO INTEGRATE THE VALUES OF ITS CORPORATE CULTURE—TRANSPARENCY, FAMILIARITY, PROFESSIONALISM AND BALANCE BETWEEN WORK, FAMILY AND PERSONAL LIFE—AT ALL OPERATIONS.

GRUPO SECURITY WILL CONTINUE TO PENETRATE INTERNATIONAL MARKETS AND STRENGTHEN ITS POSITION IN CURRENT MARKETS, BY OPENING AND THEN CONSOLIDATING NEW PRODUCT LINES AND PROVIDING THE HUMAN CAPITAL AND TECHNICAL SUPPORT NECESSARY FOR ITS EXPANSION.

# THE PATH TO BECOMING AN INTERNATIONAL COMPANY



The first international destination was Peru, through the acquisition of 75% of Travex, the third largest travel agency in Peru, founded in 2002.



Seeing the need to focus on its customers that were beginning to trade with China, Banco Security reached out to this important economy in order to promote trade between Asia and Chile. As a result, it decided to open a representative office in Hong Kong.

# **→** 2015

Following a positive experience at Travex, Grupo Security began to expand in the Peruvian insurance market, using its Chilean business knowledge and forming a strategic partnership with a company with vast experience, which led to the acquisition of 61% of Protecta, an insurance company focused on annuities.

In 2004 Grupo Security formed an alliance with Europ Assistance in Chile, and it began to explore the assistance insurance market in Peru using this platform, with an ambitious business plan to become market leaders in this sector.

# **→** 2016

Protecta increased its market share by almost two points from 5.5% to 7.8%, in spite of the regulatory changes in Peru that caused sales in the general market to fall by 38%. Its growth resulted from an innovative business strategy and the incorporation of new mass products, such as mandatory transit insurance.

Banco Security secured very good news for the Group and the country. After months of negotiations, it signed a financial cooperation agreement and a five-year loan of US\$20 million with the China Development Bank. This is the first step in strengthening international trade relations with Asia, an important milestone not only for the Bank, but also for the country in general. Given its significance, this agreement was signed at the Chilean Presidential Palace during an official visit to Chile by the President of China, Xi Jinping.



#### **PERU**



BRAND LAUNCH—PROTECTA SECURITY



CAPITAL INCREASE IN PROTECTA SECURITY



ANNUITY SALES OF 279 MILLION SOLES, 20% OF MARKET

#### **HONG KONG**



CREATED LATLINKS



PARTICIPATED IN PROMOTIONAL INITIATIVES AND COMMERCIAL EXCHANGES AT FAIRS AND EVENTS: CHILEWEEK AND QUINGDAO.



CULTIVATED RELATIONSHIPS WITH
ASSOCIATIONS AND GROUPS IN CHILE
THAT REPRESENT AND LOCALLY PROMOTE
INTERNATIONAL ORGANIZATIONS.





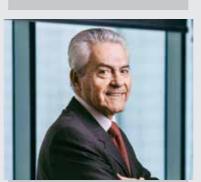


# **BOARD OF DIRECTORS**



FRANCISCO SILVA SILVA
CHAIRMAN
Civil Engineering,
Pontificia Universidad Católica de Chile
Engineering, Stanford University
Master of Science, Stanford University
Chilean National ID: 4.103.061-5





HORACIO PAVEZ GARCÍA Civil Construction, Universidad Federico Santa María Chilean National ID: 3.899.021-7



JORGE MARÍN CORREA Business Administration Chilean National ID: 7.639.707-4



NAOSHI MATSUMOTO TAKAHASHI Business Administration, Pontificia Universidad Católica de Chile Chilean National ID: 3.805.153-9



ANA SAÍNZ DE VICUÑA
BEMBERG

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

Chilean National ID: 48.128.454-6



JUAN CRISTÓBAL PAVEZ RECART Business Administration, Pontificia Universidad Católica de Chile Master of Business Administration, Massachusetts Institute of Technology Chilean National ID: 9.901.478-4



IRARRÁZABAL

Civil Engineering,
Pontificia Universidad Católica de Chile
Master of Science in Operation Research,
Stanford University
Ph.D. Engineering-Economic Systems,
Stanford University
Chilean National ID: 4.818.243-7

**BRUNO PHILIPPI** 



OYARZÚN

Business Administration
and Public Accounting,
Universidad de Chile

Chilean National ID: 4.868.153-0







# MANAGEMENT AND SENIOR EXECUTIVES



#### **CHIEF EXECUTIVE OFFICER**

#### **RENATO PEÑAFIEL MUÑOZ**

Business Administration,
Pontificia Universidad Católica de Chile
Master of Arts in Economics,
University of Birmingham
Chilean National ID: 6.350.390-8



# CORPORATE MARKETING AND QUALITY MANAGER

#### **ALEJANDRA ZEGERS CORREA**

Business Administration,
Pontificia Universidad Católica de Chile
MBA, ESE Business School
at Universidad de los Andes
Chilean National ID: 10.201.117-1



# CONTROLLER AND BUSINESS RISK MANAGER

#### **ALFONSO VERDUGO RAMÍREZ**

#### **DE ARELLANO**

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Pontificia Universidad Católica
de Valparaíso
MBA Loyola University in Maryland, USA
Chilean National ID: 7.097.708-7



# ASSET MANAGEMENT AREA MANAGER

#### **CARLOS BUDGE CARVALLO**

Agronomy and Masters in Agrarian Economics, Pontificia Universidad Católica de Chile Master of Arts and Ph.D. in Applied Economics, Stanford University Chilean National ID: 7.011.490-9



# CORPORATE CHIEF ACCOUNTING MANAGER

#### **RODRIGO CARVACHO CONTRERAS**

Business Administration,
Pontificia Universidad Católica de Chile
Master in Business Law,
Universidad Adolfo Ibáñez
Masters in Tax Management,
Universidad Adolfo Ibáñez
Master in International Finance,
Spanish Institute of Financial Analysts
Chilean National ID: 13.434.182-3



# CORPORATE CULTURE MANAGER

#### KARIN BECKER SCHMIDT

Education (Spanish Language),
Pontificia Universidad Católica de Chile
Bachelor of Arts in Communications,
Seton Hall University, South Orange
Master in Strategic Human Resource
Leadership and Organizational Behavior
Pontificia Universidad Católica de Chile
Chilean National ID: 5.360.901-5



#### PLANNING AND DEVELOPMENT MANAGER

#### **FERNANDO SALINAS PINTO**

Business Administration and Master of Business Administration, Pontificia Universidad Católica de Chile Stanford Executive Program, Stanford University Chilean National ID: 8.864.773-4



# DIGITAL BUSINESS DEVELOPMENT MANAGER

#### **EDUARDO OLIVARES VELOSO**

Business Administration,
Universidad Adolfo Ibáñez
Master of Business Administration,
The Tuck School of Business at Dartmouth.
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#### **CHIEF ECONOMIST**

#### FELIPE HERNÁN JAQUE SARRO

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Universidad de Chile
Master of Science, Economics and
Finance, Warwick University, U.K.
Chilean National ID: 10.577.183-5

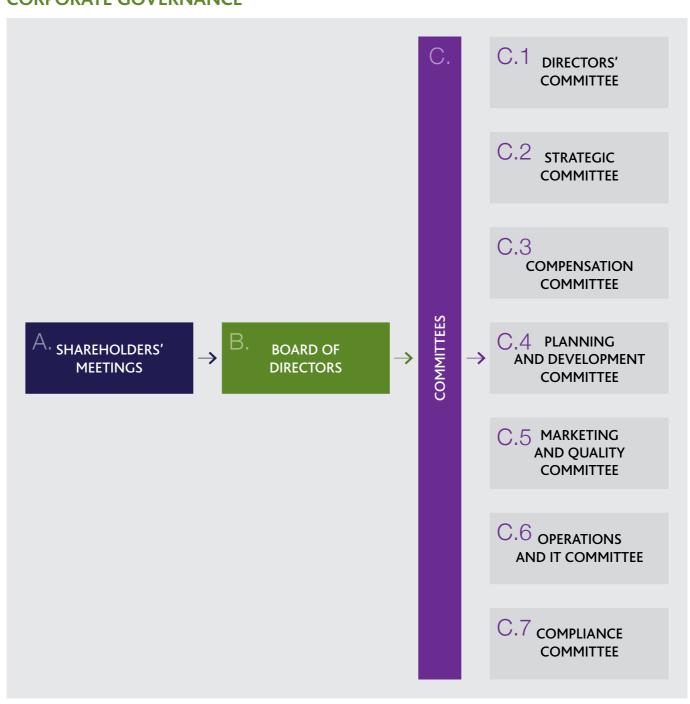




# **CORPORATE GOVERNANCE**

Corporate governance is designed to ensure that the activities undertaken by the Group's companies are consistent with its business strategy, institutional values and risk tolerance and aversion, and to add value to the Company through self-regulation and regulatory compliance.

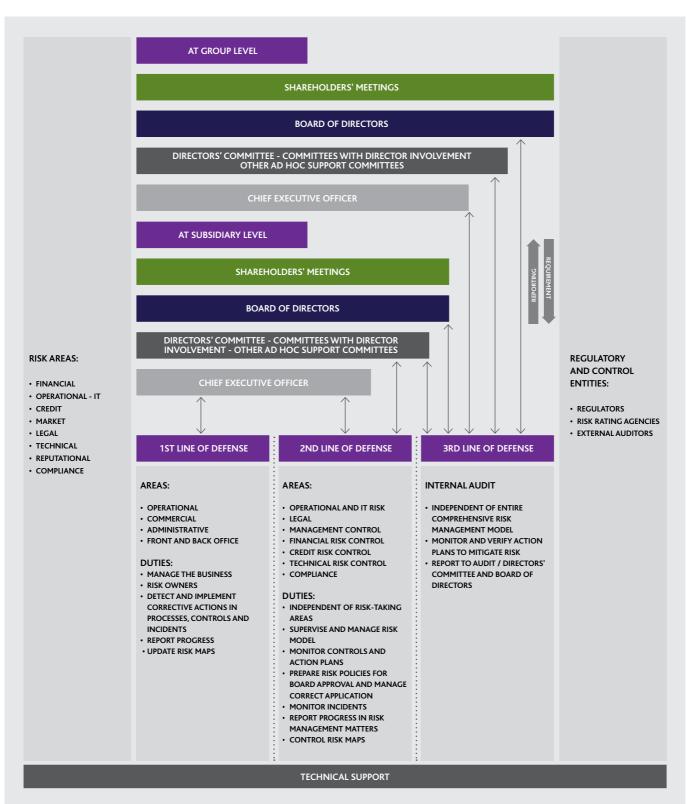
#### **CORPORATE GOVERNANCE**







### CORPORATE GOVERNANCE BASED ON COMPREHENSIVE RISK MANAGEMENT AT GRUPO SECURITY









#### A. SHAREHOLDERS' MEETINGS

In accordance with Chile's Corporations Law, shareholders' meetings provide the highest level of corporate governance. The last annual general shareholders' meeting took place on April 12, 2018.

#### **MAIN AGREEMENTS**

- → Approved the annual report and financial statements for 2017, including the independent auditors' report for that year.
- → Determined profit distribution and dividend payments.
- → Approved dividend policies.
- $\rightarrow$  Set Board compensation for 2018.
- → Reviewed Directors' Committee activities, performance and expenses during 2017.
- → Set Directors' Committee compensation and approved its 2018 budget.
- → Reviewed Board expenses for 2017.
- → Appointed the Company's independent auditors.
- → Appointed risk rating agencies.
- → Reviewed information on related party transactions in conformity with Corporations Law.
- → Designated the newspaper for legal publications..

#### **B. BOARD OF DIRECTORS**

The Board of Directors is elected by shareholders, and is the Company's main corporate governance authority. It is composed of nine members and has no alternate directors. The entire Board is elected every three years, with the most recent elections held on April 28, 2016, and the next elections in April 2019.

The Board held 14 regular meetings and four extraordinary meetings in 2018, where they discussed business performance issues.

#### **MAIN ACTIVITIES IN 2018**

- → Received monthly reports on the financial performance of each business unit.
- → Reviewed transactions between the Company and its directors or related parties.
- → Received interim and audited annual consolidated financial statements for Grupo Security and its subsidiaries.
- → Received the independent auditors' opinion on the financial statements at a Board meeting attended by the Deloitte audit partner.
- → Received the independent auditors' report on SVS (currently CMF) Ruling 979.
- → Called the annual shareholders' meeting.
- → Proposed dividend distributions.
- → Proposed risk rating agencies and independent auditors.
- → Proposed Board compensation and the budget for accounting, financial, legal and other advisory services.







- → Proposed Directors' Committee compensation and its 2018 expense budget.
- → Heard presentation on the independent auditors' annual work plan by the Deloitte audit partner.
- → Received the Internal Control Report at a Board meeting attended by the Deloitte audit partner.
- → Reviewed the matters addressed by the Directors' Committee during 2018, as well as the Directors' Committee's Annual Management Report for 2017.
- → Approved 2018 budget.
- → Reviewed global and local macroeconomic reports.
- → Approved the corporate governance self-assessment report, in accordance with General Standard 385 issued by the SVS (currently CMF).
- Reviewed correspondence received from SVS (currently CMF).
- → Reviewed the status of compliance with the internal auditing plan for the year 2017 for the Group and its subsidiaries.
- → Approved the annual auditing plan for 2018 for the Group and its subsidiaries.
- → Reviewed the status of compliance with the internal auditing plan for the year 2018 for the Group and its subsidiaries.
- → Approved capital increases by subsidiaries.
- → Reviewed regulatory changes for the period.
- → The members of the Board of Directors participate actively in the main management committees for the Group and its subsidiaries.

#### C. COMMITTEES

The Board delegates certain functions and activities to executives or committees, some of which involve directors.

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C.1

**DIRECTORS' COMMITTEE** 

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C.2

STRATEGIC COMMITTEE

 $\rightarrow$ 

**C.3** 

COMPENSATION COMMITTEE

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C.4

PLANNING AND DEVELOPMENT COMMITTEE

 $\rightarrow$ 

C.5

MARKETING AND QUALITY COMMITTEE

 $\longrightarrow$ 

C.6

**OPERATIONS AND IT COMMITTEE** 

C.7

**COMPLIANCE COMMITTEE** 









#### C.1

#### **DIRECTORS' COMMITTEE**

The Directors' Committee is responsible for upholding Art. 50 bis of Law 18,046.

For the last three years the following board members served on the Directors' Committee:

- → Hernán de las Heras Marín, independent director (appointed on 05/16/13)
- → Jorge Eduardo Marín Correa (appointed on 05/16/2013)
- → Horacio Pavez García (appointed on 04/28/2016)

#### **MAIN ACTIVITIES**

- 1. Examined, and voiced no observations about, the independent auditors' report, balance sheet and other financial statements addressed to shareholders of Grupo Security and its subsidiaries, as of December 31, 2017. The audit partner from Deloitte and the Corporate Chief Accounting Manager from Grupo Security also participated in this meeting.
- 2. Requested bids for external auditing services for 2018 from the following audit firms: (a) Deloitte; (b) KPMG; (c) PwC and (d) EY. These firms are among the most important audit firms in both the international and local markets. After evaluating the proposals received from Deloitte, Price, KPMG and EY, the committee agreed to propose to the Board of Directors, for it to in turn propose to shareholders at the annual general shareholders' meeting, Deloitte as its first option as external auditors for Grupo Security and subsidiaries for 2018, and KPMG as its second option.

Among the factors taken into account in proposing external auditors, the committee considered:

- a) Experience and knowledge of the Group's business areas, especially in auditing banks, insurance companies and other financial companies in Chile.
- b) Presence and participation as independent auditors in the financial and insurance markets
- c) Audit and partner independence (Art. 242 to 245 of Law 18,045)
- d) Suitable technical skills and partner experience with risks addressed by IFRS.
- e) Value, coverage and scope of service.
- 3. Recommended that the Board of Directors of Grupo Security S.A. propose that the shareholders reappoint Fitch Ratings and ICR as risk raters.
- **4.** Approved the committee's annual performance report for 2017 to be presented to the Board of Directors and included as a note in the Company's annual report in accordance with Art. 50 Bis of Law 18,046.
- 5. Was briefed on the Annual Internal Auditing Plan for the year 2018 for the Group and its Subsidiaries.
- 6. Reviewed and approved the Annual Internal Auditing Plan for the year 2018 for the Group and its Subsidiaries, its main scope and risk approaches.
- 7. Reviewed the Annual External Auditing Plan for 2018 prepared by Deloitte for Grupo Security and subsidiaries, which includes the Management Report (internal control evaluation), the Auditor's Report on the Financial Statements as of December 31, 2018, the Interim review report as of June 30, 2018, and other reports such as: the Provision Adequacy Report (methodology and calculations), the Report on Chapter XXI, the Report on Internal Control Law 20,712 (Single Funds Law) and Ruling 1441 on insurance, the Report on Ruling 1962, as well as the schedule, the assigned team and principal audit focuses for 2018, all with a risk-based approach.





- 8. Reviewed and monitored efforts to prevent money laundering, fraud and bribery of public officials and was briefed on reports received through the reporting hotline and progress in training on Laws 20,393 and 19,913. It also monitored the biannual process to renew certification under Law 20,393 for Group subsidiaries.
- **9.** Regularly reviewed the most important operational, technological, compliance and credit risks as identified through comprehensive risk management and implemented at each subsidiary.
- **10**. Periodically reviewed loss events and claims reported by the Group's various companies.
- 11. Regularly reviewed compliance with annual internal auditing plan for the main audit findings from Grupo Security's businesses and companies, as well as ensured that commitments arising from the audit are resolved, with special emphasis on enforcing action plans, especially those that are behind schedule.
- 12. Reviewed regulatory changes made by regulatory bodies during the period. The committee dedicated particular time to the proposed response to the "Corporate Governance Self-Assessment as of December 2017" questionnaire referred to in General Standard 385 issued by the SVS (presently CMF).
- **13**. Reviewed Operational and Cybersecurity Incidents that occurred at other local banks.
- 14. Reviewed the Consolidated Statements of Financial Position for Grupo Security S.A. and subsidiaries as of and for the period ended June 30, 2018, and the independent auditors' report on the Interim Consolidated Financial Statements. The audit partner from Deloitte and the Corporate Chief Accounting Manager from Grupo Security also participated in this meeting.
- **15.** Reviewed the implementation and training schedule for the updated version of the Code of Conduct.

- **16.** Reviewed compensation and incentive plans in place for Grupo Security managers, key executives and other employees.
- 17. Examined the Management Report issued by external auditors Deloitte on November 29, 2018, which includes observations on the Group and its subsidiaries arising as part of the financial statement audit as of December 31, 2018.
- 18. Reviewed transactions between related parties, subsidiaries and associates of Grupo Security, as reported by them. In particular, the Directors' Committee verified compliance with the General Transitory Policy on Ordinary Customary Transactions with Related Parties, approved at Board meeting 211 on April 29, 2010, and the subsequent amendments made by its subsidiaries. The committee verified that the policy has been fully upheld.
- **19.** Other topics of interest to the committee and matters regarding internal auditing.
- **20.** The committee did not make any recommendations to the shareholders.

#### **COMPENSATION AND EXPENSES**

#### **COMPENSATION FOR ATTENDANCE**

UF15, budgeting for 12 meetings per year. This permeeting compensation has not changed over the last three years.

#### **2018 BUDGET:**

UF 1,100

#### **NUMBER OF MEETINGS:**

12

#### **EXPENSES**

This committee did not incur any administrative or consulting expenses in 2018.









#### $\rightarrow$

# C.2

#### STRATEGIC COMMITTEE

The objective of this committee is to regularly review the implementation of strategic plans for each Group company and the corporate services division, and report to the Board of Directors.

#### **DUTIES**

- Analyze company results, opportunities and challenges arising from technological, commercial and financial issues.
- → Increase the visibility of strategic plans that impact the Group's medium and long-term results. In 2018, the committee analyzed the Risk Management Model implemented at Grupo Security and subsidiaries, and the potential capital requirements for the Bank as a result of implementing Basel III standards.

#### $\rightarrow$

# C.3 COMPENSATION COMMITTEE

Together with the Directors' Committee, this committee is responsible for informing the Board about compensation issues.

#### **DUTIES**

- → Examine the compensation systems and plans for executives, managers and employees.
- → Encourage a conservative approach to risk within the organization, which is in the best interest of the shareholders and the general public.

#### $\rightarrow$

# C.4 PLANNING AND DEVELOPMENT COMMITTEE

This committee focuses on the planning and control of financial and commercial management for the Group companies, and monitors corporate strategic initiatives.

- → Define and supervise implementation of the corporate expense control policy and budget scheduling.
- → Manage the corporate governance model.





# C.6 OPERATIONS AND IT COMMITTEE

This committee fulfills a key role in defining and implementing operational and IT processes.

#### **DUTIES**

- Plan and monitor operating and technological issues.
- Review operational and technological continuity.
- → Analyze, plan and evaluate IT projects.



# C.7 COMPLIANCE COMMITTEE

This committee is led by the Controller, whom the Board has appointed as responsible for crime prevention. The remaining committee members are the compliance officers at all Group companies and representatives from the Corporate Compliance Department.

#### **DUTIES**

→ Plan, coordinate, set and monitor guidelines to ensure that the policies and procedures established in the Group's Crime Prevention Model are fully implemented and operative, in accordance with Law 20,393 and its amendments on the Criminal Liability of Legal Entities.

# C.5

# MARKETING AND QUALITY COMMITTEE

This committee is focused on brand control and customer experience activities, based on metrics that are monitored through committees. It meets every three months.

- Define and monitor company plans, and verify their alignment with corporate objectives and strategy regarding marketing, quality and business intelligence.
- → Define and control the quality models implemented in all companies, and verify their alignment with the Security Customer Experience Model.
- → Structure and monitor a common model for processing requests, complaints and claims.
- → Define, monitor and control implementation of the Comprehensive Customer Value Proposition Model.
- → Protect the Security brand in each subsidiary.







#### **CORPORATE MANAGEMENT**



#### $\longrightarrow$ **CHIEF EXECUTIVE OFFICER**

Grupo Security is managed at an operating and strategic level by the Chief Executive Officer, who is responsible for defining and planning objectives in conjunction with Group companies and reports to the Board of Directors.

#### **DUTIES**

Ensure compliance with strategic growth and development objectives. He is directly involved in the financial and commercial management of the business areas and participates in meetings of the Boards of each company as well as the Expense, Corporate Services and Commercial Committees, all of which provide opportunities for coordination among the Group companies.

#### **EXPENSE COMMITTEES**

Members include corporate management and executives from each Group company. It meets bimonthly to control budget execution and review spending policies, critical variables and the cost centers defined in the annual budget.

#### **COMMERCIAL COMMITTEES**

These committees include the Group's CEO, the Chairman of the Board and managers from each company. They meet monthly to review business plans in detail, detect deviations, implement action plans and monitor the status of strategic initiatives.

#### **CORPORATE SERVICES COMMITTEES**

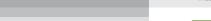
Members include the Group CEO, the Planning and Control Manager and representatives from the corporate services divisions. They meet on a quarterly basis, to monitor each unit's plans and ensure that services are provided efficiently.

#### $\rightarrow$ **PLANNING** AND DEVELOPMENT DIVISION

- → Establish guidelines for corporate commercial and financial management for Grupo Security companies as well as strategic business plan development.
- → Report commercial and financial performance on a monthly basis to the Group CEO.
- → Prepare investor information with respect to the Group's businesses.









# CORPORATE MARKETING AND QUALITY DIVISION

#### **DUTIES**

- → Define the guidelines, strategic focus, and policies for each company with respect to brand strategy, service quality, commercial integration and customer loyalty.
- → Support and monitor Group companies to ensure they provide customers with comprehensive service that exceeds expectations and sets the Group apart for its quality, thereby generating loyalty and building a brand with recognized market value.

## $\rightarrow$

#### **CORPORATE CULTURE DIVISION**

#### **DUTIES**

- → Maintain and foster an organizational culture that inspires employees to put the Group's values into practice on a daily basis and guarantees the availability of human capital to ensure compliance with the Group's corporate strategy.
- → Contribute to the good labor practices that make Grupo Security a great place to work and earned it accreditation as a family-responsible company and recognition as a company that promotes work-family balance as well as professional and personal growth for all employees.

## $\rightarrow$

#### **ACCOUNTING DIVISION**

#### **DUTIES**

→ Provide high-quality, accurate and timely corporate accounting services, and produce financial statements that reflect the consolidated financial situation of Grupo Security.



# DIGITAL BUSINESS DEVELOPMENT DIVISION

#### **DUTIES**

- → Lead digital strategies on a corporate level and coordinate efforts by the Group and its subsidiaries to strengthen digital business in line with changes in the industry, the general economy and customer behavior.
- Drive implementation of work methodologies that use technology and information to relate more effectively to our customers in order to continue to improve their experience.



# TECHNOLOGY SERVICES DIVISION

#### **DUTIES**

Provide efficient and high quality technological services to all companies, covering IT management, computer security, technology and architecture, and to develop and maintain corporate applications.



# CONTROL AND BUSINESS RISK DIVISION

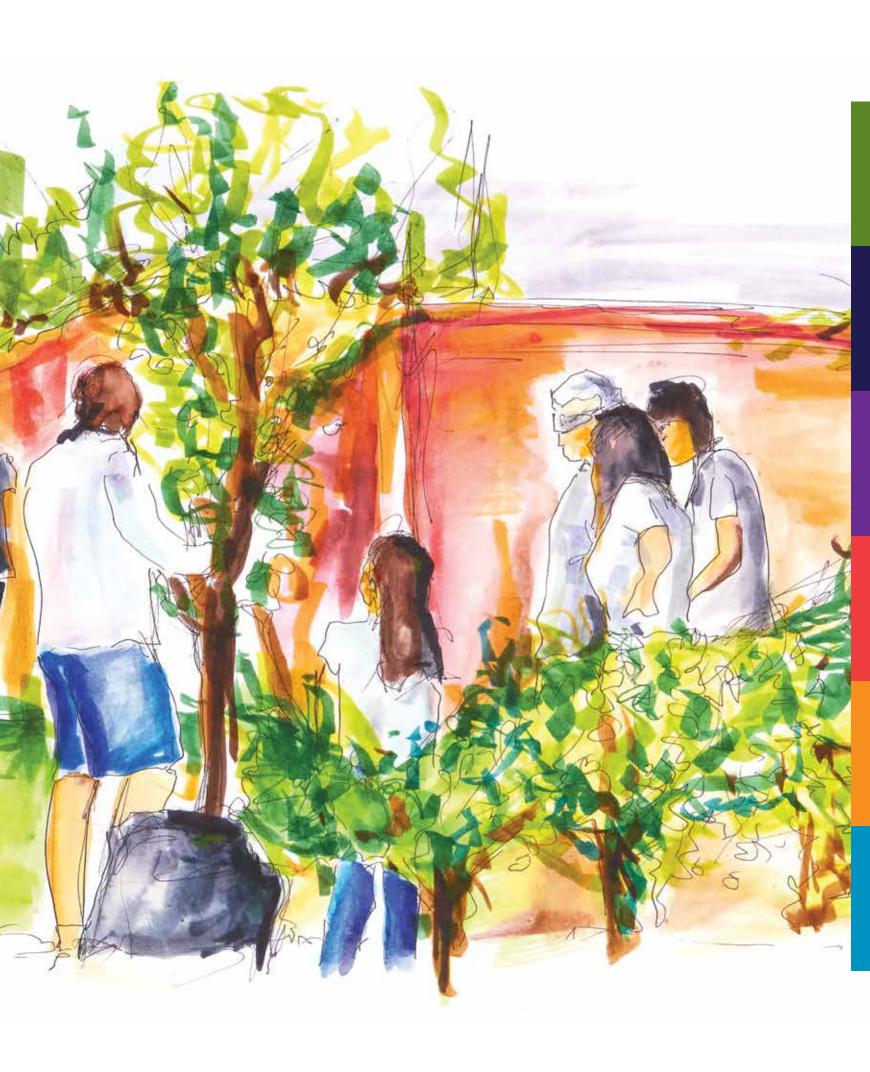
This division reports to the Group's Board and the Boards of its subsidiaries.

- → Verify and regularly report to senior management on the effectiveness of corporate governance, risk management and internal control, framed within the Group's Comprehensive Risk Management Policy.
- → Support and coordinate the organization as it implements and operates the Integrated Risk Management process.
- → Support Compliance Officers with prevention of money laundering, financing terrorism, bribery, fraud and receiving stolen property issues, in order to comply with the Board of Director's instructions in the Crime Prevention Model and the corresponding regulations (Law 19,913, No. 2).



Our focus on balancing work, family and personal life has made us one of the best companies to work for in Chile.











# BRAND, CULTURE AND ENGAGEMENT

At Grupo Security, the organization's brand, culture and stakeholder engagement efforts are key to successfully developing its strategy.

Brand is a type of capital focused on generating knowledge in business areas. Every team member plays an important role in building the brand by providing excellent service.

The corporate culture is a key component of building a strong identity, backed by clear and consistent values that transcend the market and society.

## THE SECURITY CULTURE

People are the spirit behind Grupo Security's identity and service offering. The Company's values—familiarity, transparency and professionalism—are present at all levels throughout the organization through conduct and attitudes that demonstrate a sound, distinctive culture based on four pillars.

In harmony with the needs of the modern world, the Company has developed sustained practices to encourage balance between work, family and personal life. As a result of these efforts, it has been ranked among the best companies to work for in Chile for the past 18 years.

#### **CORPORATE VALUES**

| CLOSENESS  | TRANSPARENCY  | PROFESSIONALISM   |
|--|---|---|
| Inspired by a strong vocation for service and concern for others, listening to others and meeting their needs. | Love of truth, transparency in relationships and honorable conduct. | Loyalty and commitment to our Company's objectives and motivated to do a "good job" the first time. |





#### FOUNDATIONS OF THE SECURITY CULTURE

O1. →
INDIVIDUAL
DIGNITY

We are inspired to respect the dignity of individuals, respect others and ourselves, and every day we are committed to ensuring that our employees enjoy coming to work. We want them to see their job as a way to enrich their lives and grow professionally and personally, and as a path to becoming better people every day, in order to give back to their family and society.

O2 → WORK-FAMILY-LIFE BALANCE

We believe in the value of people and are concerned for their wellbeing. We strive each day so that all employees can successfully combine personal and professional aspects of their lives. We respect working hours and are flexible to adapt the Company's needs to the particular reality of each team member, paying particular concern to the specific needs of each different stage of life.

THE IMPORTANCE OF "HOW"

Grupo Security's organizational culture is reflected in our actions and particularly in how we conduct ourselves because the values that inspire us are present in everything we do. For everyone at Grupo Security, we are not only concerned with meeting the targets that we have set for ourselves but also with how we achieve these goals because the "how" demonstrates our organizational culture, our strength, our hallmark and our main competitive advantage.

LONG-TERM RELATIONSHIPS

We want to build a long-term relationship with our employees that harmonizes their personal objectives and our Company's goals. We aim to be a role model for corporate relations and set ourselves apart by always providing exceptional, transparent, personalized and professional service, which enables us to maintain and cultivate long-term, profitable and sustainable relationships with our customers in benefit of our shareholders.







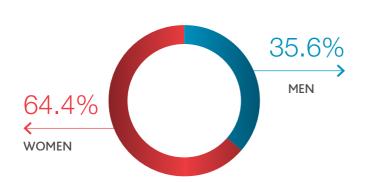
# **OUR EMPLOYEES**



PEOPLE WORK AT THE GRUPO SECURITY COMPANIES (INCLUDES COMPANIES IN PERU)







#### SKILL DEVELOPMENT



In its ongoing quest to improve processes and achieve its strategic objectives, Grupo Security considers people the cornerstone of its success.

Therefore, the Company has designed Excellence Programs for its employees that are designed to boost their professional and personal development and align them with the Company's strategic objectives, fortifying talent and guaranteeing the best growth opportunities.

Worth highlighting among the Excellence Programs is the "Security Leadership Program", which focuses on the attributes of a Security Leader. This program promotes and strengthens our corporate values—familiarity, transparency and professionalism—in the organization's daily practices. It consists of training for managers, deputy managers and supervisors divided into two phases. The first phase focuses on understanding and expanding the profile of the Security Leader and his or her role as an advocate of the Security Culture. The second phase prepares supervisors to lead by example, reinforcing the strategic objectives of their areas and the business with a focus on the role of the change leader and team developer, integrating tools that help them fulfill this role on a daily basis.

The "Commercial Excellence and Service Quality Program" is another unique excellence program that aims to provide in-depth knowledge and development of commercial management skills while maximizing a customer service focus among Group employees in direct contact with the market.

Innovation and collaboration are also considered catalysts that contribute to the organization and personal growth. Therefore, the Company fosters participation and innovative thinking, generating work spaces to share knowledge and ideas and resolve business challenges, always focused on customers and their experience with Grupo Security. To this end, it encourages different areas to work together, examining issues from diverse perspectives.





#### **BENEFITS OF BALANCE**



#### **GRADUAL RETURN**

During the first four weeks following their legal maternity leave, mothers can leave work at 4 p.m., regardless of the type of maternity leave they have chosen. Full salary is paid during leave.



#### **CHILD CARE**

Day care funding for all mothers or, alternatively, a bonus to hire a child care assistant to care for the child at home until two years of age.



#### **BIRTH BONUS**

The Company provides a birth bonus for every child born to an employee.



#### **ADDITIONAL VACATION DAYS**

Extra vacation days are given during high and low seasons to encourage employees to take more than 10 vacations days in a row given the proven health benefits of extended breaks.



#### "24 HOURS FOR YOU"

Employees can take 24 hours per year to do something that is important to them. This is in addition to vacation time.



#### DAY OFF FOR DEGREE EXAM

Anyone taking a licensing or degree exam or defending a thesis to earn an academic title or degree is given a day off.

# PROMOTING GOOD BALANCE PRACTICES



The Center for Work and Family at the ESE Business School at Universidad de los Andes works to foster a business culture that favors the integration and harmonization of work and family life. It seeks to strengthen the family as an institution and enrich business activity in Chilean society as well as to become the main point of reference in Chile for Corporate Family Responsibility.

Grupo Security and its leaders sponsor the center and participate actively in its activities.









### **HEALTH AND SUSTAINABILITY**

The program ""Yo Elijo Salud y Sustentabilidad" (I Choose Health and Sustainability), encourages healthy living, building awareness of the importance of caring for the environment and supporting the community so that its employees are drivers and leaders of change among their family members and close friends. Some of the main initiatives include:

#### **HEALTH FAIR**

#### SECURITY SPORTS

# FINANCIAL AND RETIREMENT EDUCATIONAL PROGRAM



Medical testing and specialty consultations (dentistry, ophthalmology, physical therapy, nutrition, etc.).



A variety of tournaments and sporting events are organized throughout the year to encourage healthy lifestyles among employees.



Throughout the year, we organize talks and individual advising for employees.

# PARENTING SCHOOL



#### **EXERCISE BREAKS**

# SNACK FOR EXPECTANT MOTHERS



Talks that provide tools and advice to reinforce family values.



Healthy snack on the last Friday of the month and an activity to break up the routine.



Once a week employees can participate in exercise breaks at work.



Twice a month, all expectant mothers registered on the corporate Intranet receive a delicious, healthy snack.

## THE ENVIRONMENT

Grupo Security helps care for the environment by saving and efficiently using energy.

For the sixth year in a row, Grupo Security measured the carbon footprint of its year-end celebration and neutralized the event by buying forest bonds.

It also used environmentally friendly technologies to construct the Vida Security building (12,544 m² of useful space), which currently houses offices for 600 people. The building received LEED Gold certification, a globally recognized standard for measuring the sustainability of buildings.

# BENEFITS OF THE VIDA SECURITY BUILDING

- ightarrow Annual savings in energy operating costs.
- → Class B energy efficiency rating.
- → Increased comfort for building occupants by eliminating noise from air flows.
- → No air currents.
- Improved indoor air quality and sanitary conditions for occupants.
- → LEED Gold certification.







Grupo Security engages with the community through different volunteer opportunities in which employees can participate.

#### **BUILDING PLAYGROUNDS**



In 2018, 180 employees, their families and neighbors helped build a playground in the district of La Florida (Plaza 7 de Diciembre). The Company has taken part in this activity since 2013 in partnership with Fundación Mi Parque.



#### **FUNDACIÓN LAS ROSAS**



Grupo Security sponsors the foundation's home in Lampa, where a group of employees goes each month to visit elderly residents and do a recreational activity with them. There are also special winter and Christmas drives.



#### ASSISTANCE FOR FUNDACIÓN IGLESIA QUE SUFRE



Each year, Grupo Security donates Christmas gifts purchased by employees and their families to this foundation.







#### **BRAND**

Consistency between the Security culture and our brand is fundamental and aims to establish long-term relationships with employees and customers.

The slogan "Where there's a will; there's a way" empowers employees in their respective roles and motivates them towards excellence in everything they do. This is a key component of the "virtuous cycle of service quality," since people contribute this differentiating attribute of our brand.

The Group's role is to position the brand from an emotional perspective, while each individual company is tasked with conveying its respective value proposition. This strategy has built a brand around the concept of helping people accomplish their projects, transforming their "will" into a "way" throughout the different stages of life.

#### 2018 CAMPAIGNS

The Group's TV campaign featured José Pedro "Chapa" Fuenzalida, captain of the Universidad Católica soccer team and a member of the Chilean National Team. With determination, this athlete has come to be well-liked and respected by many Chileans. The first commercial focused on his motivation, effort and discipline to achieve athletic goals. The second showed a more day-to-day side, as a professional and father, dealing with different issues. The common message in both ads was how Grupo Security companies offer solutions for peoples' different needs at certain times in their lives.

A second initiative targeted at a younger audience is being developed on digital media with the culinary blogger, Felipe Sánchez. Here the different Group companies and their products accompany him on a trip around the world to create a sandwich guidebook.









1,200
CUSTOMERS
ATTENDED GRUPO SECURITY EVENTS

95.2%

AVERAGE SCORE

**EARNED BY GRUPO SECURITY EVENTS** 

#### **EVENT**

In keeping with tradition, in 2018 the Group invited customers to a variety of exclusive events to thank them for their loyalty and preference.

#### **SECURITY ECONOMIC SEMINAR**



An opportunity to analyze the domestic and international economies that aims to contribute to local debate from a propositive perspective. In 2018, speakers included renowned economist Ricardo Caballero and senator and economist Felipe Kast, who attracted a record crowd.



#### **SECURITY MOVIETOUR**



A new version of Security Movietour took place this summer, showing a variety of entertaining movies for the entire family on an outdoor screen at different vacation spots throughout Chile.



#### **MUSICALS**



During the year, different events were put on for customers, including the musicals "Mamma Mia" and "Sound of Music", a show by comedian Stefan Kramer and an unforgettable concert of Christmas carols.











#### **EXCELLENCE FOR CUSTOMERS**

Grupo Security applies an excellence management model based on the design of the Chilean National Excellence Management Award and the Quality Model from the Iberoamerican Quality Award (FUNDIBEQ). Through this model, it looks to maintain and cultivate long-term relationships with customers that are profitable and sustainable for shareholders.

#### PILLARS OF THE MODEL



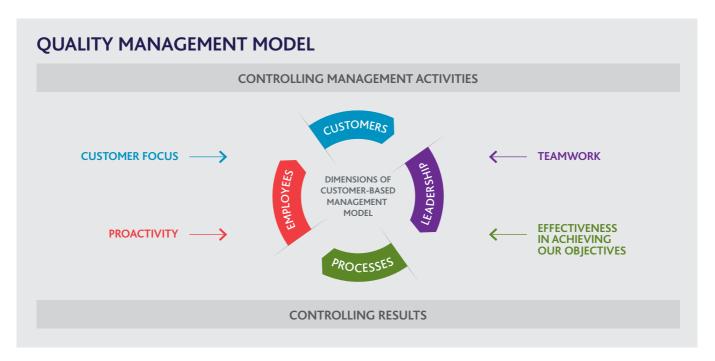






#### **SATISFACTION RESULTS**

The following results are attributed mainly to an increase in satisfaction with: the Bank (Commercial Division), the asset management subsidiary (Inversiones), the insurance brokerage subsidiary (Corredora de Seguros) and Travel Security.



This management system aims to achieve service excellence. It is also a tool for evaluating the current level of quality management and determining how far it is from excellence, which areas should be strengthened and which should be improved.







PAGE







#### **RECOGNITION**

#### THIRD BEST COMPANY TO WORK FOR IN CHILE



Once again, Grupo Security was included in the Great Place to Work ranking of the best companies to work for in Chile, moving up four positions since last year to third place.

This recognition is the result of a strategy and organizational culture that values the comprehensive development of people. This new award fills us with pride and motivates us to continue fostering the Security values.



#### **IMPULSA AWARDS 2018**



Grupo Security was distinguished as the best company in the Banking and Financial Services sector with the Impulsa Award 2018. This award is presented by Fundación Chile Mujeres, PwC Chile and Pulso. It is the very first prize in Chile that rewards businesses for promoting employment for women in Chile and recognizes the organization's ongoing concern for the Group's female employees.







#### **AWARDS FOR INVERSIONES SECURITY**



The year 2018 was a record year for Inversiones Security, which received several national and international awards. These included awards earned by our wealth management area, such as Best Wealth Management Company Chile 2018 and Best Private Bank in Chile.

Our fund management area was also recognized in The European Global Business & Finance Awards 2018 as Investment Management Company of the Year Chile 2018 and Capital Markets Company of the Year Chile 2018. It also received several national accolades this year such as: Salmon Award 2018; APV Salmon Award 2018, Morningstar Fund Awards 2018 and Fund Pro Platinum Performance Awards 2018.















#### **BEST PLACE TO LIVE**



Inmobiliaria Security was distinguished with the Best Place to Live certification given by TGA based on a customer satisfaction survey of over 60 real estate developers regarding the product and service customers received.

Earning this type of recognition acknowledges our effort to have happy customers that value our work and product, which translates into good experiences. In short, the company has managed to satisfy customer expectations.





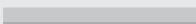


## ECONOMIC AND FINANCIAL CONTEXT

We are inspired by the chance to participate in and play a leading role in the economic growth of our country.











#### **OVERVIEW**

The year 2018 was characterized by considerable economic and financial uncertainty. This was due to a number of factors beginning to take shape that pushed volatility indicators upwards. Global growth was losing strength, although the U.S. had a relatively better performance, and in a context of excess demand the Federal Reserve continued to trigger increases in interest rates. This context of moderation in global growth expectations, and similarly in corporate profits, and an appreciating U.S. dollar that created a poor outlook for emerging economies, was exacerbated by the escalation of a trade war between the two global powers, the U.S. and China.

A variable that reflected this rise in uncertainty was the currency volatility index, which almost doubled from its position at the beginning of the year. The U.S. dollar closed the year 4.4% above developed currencies (measured by the DXY index) and 10.7% above a basket of emerging currencies (EMCI index). This drove down raw material prices. Copper fell by 10.4% during the course of the year, although the WTI crude oil price rose by 27% (albeit with higher volatility, as it started at US\$60, rose to US\$75 in the third quarter and then fell to US\$45 by the end of the year), which together generated a deterioration of 2.1% in terms of trade. Finally, global equities also performed poorly, with an 11% drop measured by the global MSCI index.

The Federal Reserve continued to slowly but steadily withdraw monetary stimulus, moving very gradually to a more restrictive policy in line with the upturn in the U.S. economy, leading to less favorable external financial conditions.

#### **GLOBAL GROWTH**

Global GDP grew by 3.6% in 2018, with a very similar context to the previous year when it expanded by 3.7%. Developed countries grew by 2.2% (2.3% in 2017), while emerging economies grew by 4.6% (4.7% in 2017).

#### **DEVELOPED NATIONS**

The United States grew by 2.2% in 2017 and by 2.9% in 2018, driven by strong private consumption (which was up 2.6%), which arose from a strong labor market and significant growth in non-residential industrial investment, which grew by 7%. This was largely due to tax cuts, which had greater effects than anticipated.

The Eurozone moderated its pace of growth with GDP growing by 1.8%, below the 2017 figure of 2.5%, which was even more pronounced than expected. This is partially explained by monetary policy becoming slightly less expansionary. However, it continued to grow above potential (1% - 1.5%). Confidence indicators that had reached very high levels at the beginning of 2018 then eased over subsequent months. Furthermore, the region is not oblivious to greater aversion to global risk, reflected in the 17% drop in stock markets, as measured by the MSCI Europe index.

#### **EMERGING NATIONS**

During 2018, China was more of a protagonist than usual, given its size in the world economy. Despite GDP growth in line with expectations at 6.6%, the signs of a deeper moderation in its







economy triggered a rise in global uncertainty, which increased during the year as the trade conflict with the U.S. escalated. This was reflected in its stock market, which declined 20% in the year.

GDP for Latin America grew at a similar rate to the previous year of 1% and 1.2%, respectively, but with differences in composition. Peru and Chile accelerated their pace of expansion, while Mexico and Brazil maintained an increase of 2% and 1.1%, respectively, while Argentina grew by 2.9% in 2017 then contracted by 2.6% in 2018.

#### **EQUITY AND DEBT MARKETS**

This backdrop of a stronger U.S. dollar and greater uncertainty resulted in widespread losses among risky assets. As already mentioned, the global stock market fell by 11% in U.S. dollar terms, measured by the MSCI index. Emerging nations reported an decrease of 17% while in developed nations the fall was 10%.

Within emerging nations, China reported a fall of 20% and Chile 21%, while Latin America recorded a fall of 9%, due to improved relative performance from Brazil with a fall of 4%, as a result of idiosyncratic factors such as improved expectations following the inauguration of a new government. Within developed nations, U.S. shares fell by 6%, although this was substantially less than falls registered in the Eurozone of 19% and Japan 15%.

This lower risk appetite was also reflected in the bond market where U.S. bonds with higher risk (high yield) fell 2.1% and the most secure (high grade) dropped 0.5%. Sovereign bonds from emerging countries (EMBI) fell by 4.6%, while corporate bonds (CEMBI) declined by 1.2%.

#### **GLOBAL GDP (% CHANGE)**

→ 2018 3,6%

→ 2017 3.7%

#### U.S. GDP (% CHANGE)

→ 2018 2.9%

→ 2017 2.2%

#### **EUROZONE GDP (% CHANGE)**

→ 2018 1.8%

→ 2017 2.5%

#### LATIN AMERICAN GDP (% CHANGE)

→ 2018 1.0%

→ 2017 1,2%









#### **CHILE**

This was a year of moderate optimism for Chile, since its economic recovery was even better than expected, but the deteriorating global outlook eroded expectations. In fact, GDP growth reached 4%, which was well above the 3% expected at the end of 2017. The indicators of economic expectations for consumers and business reached a peak during the first half of 2018 and then moderated over subsequent months, as the global outlook deteriorated.

This good performance was caused by accelerating investment, partially as a result of expectations from the new government, and continuing dynamism within private consumption. In the third quarter of 2018 there were specific factors that undermined economic performance, mainly in manufacturing and mining, but these partially reversed in the last quarter of the year.

#### **SPENDING**

Domestic demand grew by 4.7% during the year, which was driven by private consumption with a 4% increase, while investment reversed four consecutive years of contraction and expanded by 4.7%, also above expectations at the beginning of the year. There was also evidence of accumulating inventory, contributing almost 0.8 percentage points to growth.

#### **GROWTH BY INDUSTRY**

Every economic sector increased with respect to 2017. Industries with particularly strong performances include

agriculture with 5.8%, fisheries with 5.2%, mining with 5.2% and electric power with 5%. Despite this good economic performance, job creation rose slowly at 1.4%, which was less than the 2% achieved in the previous year, and resulted in a slight increase in the average unemployment rate from 6.7% to 7%. However, the composition of employment was better than 2017, as the creation of salaried jobs accelerated from 0.9% in 2017 to 2%, while self-employment moderated from 5.2% to 0.9% in the same period.

#### **FOREIGN TRADE**

Exports totaled US\$75.5 billion, an increase over the US\$68.9 billion exported in 2017. Practically half of these exports were copper shipments, totaling US\$36.4 billion. Export volumes increased by 5%, with similar behavior from copper at 5.2% compared to other products at 4.8%. Imports totaled US\$ 70.8 billion, driven by a 29% rise in fuel imports including oil, followed by capital assets at 12.5% and consumer goods at 8.9%. Total import volumes rose 7.6%. Therefore, the year-end balance of trade was US\$4.7 billion. After the negative GDP balance in 2017 of 2.8%, the fiscal result for the year closed with a deficit of 1.7% of GDP, as a result of greater economic dynamism and the rise in copper prices, which increased tax revenue and offset higher government spending.

#### **PRICE INDEXES**

Inflation remained stable throughout the year, fluctuating around the lower end of its target range of 2% to 4%, and







its acceleration from 2% to 3% over subsequent months was mainly due to an increase in the prices for volatile commodities such as food and energy, which tended to moderate towards the end of the year. Core inflation (IPCSAE), which excludes these components, increased very gradually from 1.6% at the beginning of 2018 to 2.3% in December. This was due to the gradual elimination of excess output in the economy. The CPI for tradables increased by 1.8% in the year, while the CPI for non-tradables reached 3.5%.

#### REFERENCE INTEREST RATES

As the economy was gradually recovering, the Chilean Central Bank maintained significant monetary stimulus for the majority of the year and, as the recovery became increasingly sustainable, it began to very cautiously withdraw its stimulus, with an increase of 25 basis points in October and a restrictive bias. Thus, the reference interest rate ended the year at 2.75%.

#### **EXCHANGE RATES**

Movements in exchange rates during 2018 flowed in two different directions. At first, global weakness in the U.S. dollar that began in 2017 continued, and the remaining currencies appreciated (the U.S. dollar/Chilean peso exchange rate reached \$585). But then increasing global uncertainty and Federal Reserve decisions reversed this trend and the U.S. dollar began to appreciate. The Chilean peso was no exception with its parity rising to about \$700 at year end, equivalent to depreciation of around 20%.

#### **CHILEAN GDP (% CHANGE)**

→ 2018 4.0%

→ 2017 1.3%

#### **UNEMPLOYMENT RATE (%)**

→ 2018 **7**,0%

**→** 2017 6.7%

#### **EXCHANGE RATE (Y/E CH\$/US\$)**

→ 2018 696

**→** 2017 615

#### **ANNUAL INFLATION (%)**

→ 2018 2.6%

→ 2017 2.3%









#### **PERU**

#### **ACTIVITY**

The economy grew by 4.4% during the first half of the year, and then moderated in the third quarter to 2.3%, due to tempering investment and falling commodity prices, coupled with greater uncertainty. However, it recovered in the fourth quarter, which led to GDP growth of 4% for the year as a whole. This good performance was due to recovering domestic demand, which grew at 4.4% in 2018 following only 1.4% in 2017, with its main components accelerating their pace of growth, specifically private consumption from 2.5% to 3.7%, private investment from 0.2% to 4.7% and public investment from -2.3% to 10%.

#### **BALANCE OF TRADE**

The trade balance reached a surplus of US\$7 billion in 2018. This was due to exports increasing by 8% to US\$48.9 billion, while imports increased by 8% to US\$41.9 billion. Terms of trade remained practically stable in 2018, as the rise in export prices of 6.3% was similar to that of imports at 6.5%. The current account deficit on the balance of payments was 2% of GDP in the year, in line with the average since 2006.

#### **INFLATION**

The inflation rate fell from 1.4% in December 2017 to 0.4% in the first quarter of 2018, and then begin a gradual recovery to finish the year at 2.2%, which reversed the supply effects in the previous year. Inflation excluding food and energy remained at around 2% throughout the year. Both measures remained within their target range of 1% to 3%.

#### REFERENCE INTEREST RATES

The Peruvian Central Reserve Bank reduced the reference rate twice, in January and March 2018, to arrive at 2.75%, and it did not change for the remainder of the year. This delivered a stimulus to counteract moderation in the economy, while inflation remained under control at under 2% for most of the year, inflation expectations were stable and the output gap was negative.

#### **EXCHANGE RATES**

In line with trends in other Latin American currencies, the exchange rate depreciated 4% from 3.24 soles per dollar in late 2017 to 3.37 soles per dollar by the end of 2018. The Peruvian Central Reserve Bank used intervention instruments in the foreign exchange market, mainly in the second half of the year, to reduce volatility during this period.





#### MAIN ECONOMIC INDICATORS

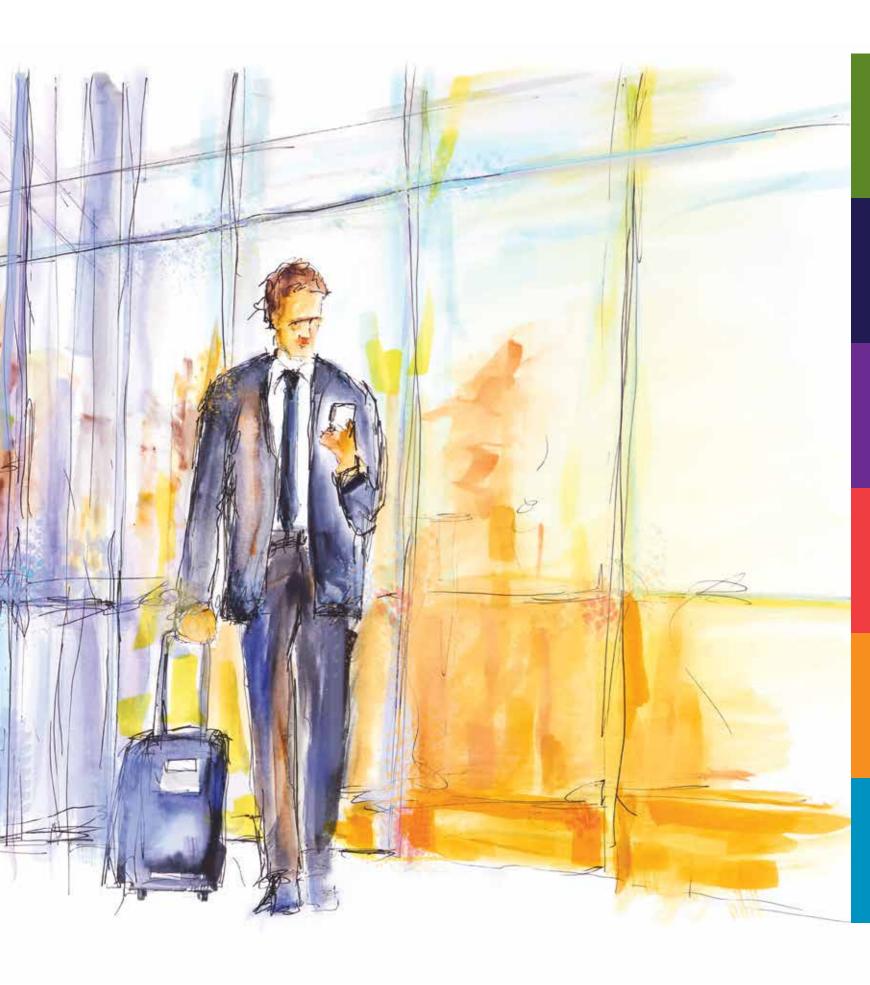
| MAIN ECONOMIC INDICATORS - CHILE                         | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| GDP (MUS\$)  | 173    | 219    | 252    | 267    | 278    | 261    | 244    | 250    | 278    | 298    |
| GDP per Capita (US\$)                                    | 10,235 | 12,807 | 14,619 | 15,313 | 15,805 | 14,649 | 13,578 | 13,763 | 15,042 | 15,781 |
| GDP (% change)   | -1.6   | 5.8    | 6.1    | 5.3    | 4.0    | 1.8    | 2.3    | 1.7    | 1.3    | 4.0    |
| Domestic Spending (% change)                             | -6.5   | 13.6   | 9.4    | 7.2    | 3.6    | -0.5   | 2.5    | 1.8    | 2.9    | 4.7    |
| Private Consumption                                      | -0.9   | 10.7   | 8.2    | 6.1    | 4.6    | 2.7    | 2.1    | 2.6    | 3.0    | 4.0    |
| Fixed Capital Investment                                 | -13.3  | 13.1   | 16.1   | 11.3   | 3.3    | -4.8   | -0.3   | -1.3   | -2.7   | 4.7    |
| Exports (% change, in real terms)                        | -4.2   | 2.3    | 5.5    | 0.4    | 3.3    | 0.3    | -1.7   | 0.5    | -1.1   | 5.0    |
| Imports (% change, in real terms)                        | -16.6  | -25.7  | 15.2   | 5.2    | 2.0    | -6.5   | -1.1   | 0.9    | 4.7    | 7.6    |
| Global Growth PPP (%)                                    | 0.0    | 5.4    | 4.1    | 3.4    | 3.3    | 3.6    | 3.4    | 3.1    | 3.7    | 3.6    |
| Copper Price (average US\$ /pound, in cents)             | 234    | 342    | 400    | 361    | 332    | 311    | 250    | 221    | 280    | 296    |
| WTI Oil Price (average US\$/per barrel)                  | 62     | 79     | 95     | 94     | 98     | 93     | 49     | 43     | 51     | 65     |
| Federal Funds Rate (Y/E, %)                              | 0.3    | 0.3    | 0.3    | 0.3    | 0.3    | 0.3    | 0.4    | 0.8    | 1.5    | 2.5    |
| 180-day LIBOR Rate (Y/E, %)                              | 0.4    | 0.5    | 0.8    | 0.5    | 0.3    | 0.3    | 0.8    | 1.3    | 1.8    | 2.9    |
| 10-year U.S. Treasury Bonds (Y/E, %)                     | 3.8    | 3.3    | 1.9    | 1.8    | 2.9    | 2.2    | 2.2    | 2.5    | 2.4    | 2.8    |
| Euro (Y/E, US\$)   | 1.43   | 1.34   | 1.30   | 1.32   | 1.37   | 1.21   | 1.09   | 1.05   | 1.18   | 1.14   |
| Yen (Y/E, ¥/US\$)  | 93     | 81     | 77     | 87     | 105    | 120    | 122    | 116    | 113    | 112    |
| Balance of Trade (MUS\$)                                 | 15.3   | 15.9   | 10.8   | 2.6    | 2.0    | 6.5    | 3.4    | 4.9    | 7.4    | 4.7    |
| Exports (MUS\$)  | 55.5   | 71.1   | 81.4   | 78.1   | 76.8   | 75.1   | 62.0   | 60.7   | 68.9   | 75.5   |
| Imports (MUS\$)  | 40.1   | 55.2   | 70.7   | 75.5   | 74.8   | 68.6   | 58.6   | 55.9   | 61.5   | 70.8   |
| Current Account (MUS\$)                                  | 3.2    | 3.1    | -4.1   | -10.5  | -11.2  | -4.3   | -5.6   | -4.0   | -6.0   | -9.2   |
| Current Account (% of GDP)                               | 1.9    | 1.4    | -1.6   | -3.9   | -4.0   | -1.6   | -2.3   | -1.6   | -2.1   | -3.1   |
| Central Government Balance (% of GDP)                    | -4.3   | -0.5   | 1.3    | 0.6    | -0.6   | -1.6   | -2.1   | -2.7   | -2.8   | -1.7   |
| CPI Dec-Dec (%)  | -1.4   | 3.0    | 4.4    | 1.5    | 3.0    | 4.6    | 4.4    | 2.7    | 2.3    | 2.6    |
| Core CPI (CPIXfn) Dec-Dec (%)                            | -2.8   | 1.5    | 2.4    | 1.5    | 2.1    | 4.3    | 4.7    | 2.8    | 1.9    | 2.3    |
| Chilean Central Bank International Inflation (% average) | -7.2   | 6.0    | 9.9    | -0.2   | 0.4    | -1.1   | -9.8   | -2.8   | 3.9    | 2.4    |
| Monetary Policy Rate, TPM (Y/E, %, in CH\$)              | 0.5    | 3.3    | 5.3    | 5.0    | 4.5    | 3.0    | 3.5    | 3.5    | 2.5    | 2.8    |
| BCP-10 365d Bonds (Y/E, % in CH\$)                       | 6.4    | 6.1    | 5.3    | 5.6    | 5.2    | 4.4    | 4.7    | 4.4    | 4.7    | 4.4    |
| BCU-10 365d Bonds (Y/E, % in UF)                         | 3.3    | 2.9    | 2.7    | 2.6    | 2.2    | 1.5    | 1.6    | 1.5    | 1.9    | 1.6    |
| Observed Exchange Rate (Y/E, Ch\$/US\$)                  | 506    | 468    | 521    | 479    | 524    | 607    | 707    | 667    | 615    | 696    |
| Observed Exchange Rate (average, Ch\$/US\$)              | 560    | 510    | 484    | 486    | 495    | 570    | 654    | 677    | 649    | 641    |
| Job Growth (%)   | 0.1    | 7.4    | 5.0    | 1.9    | 2.1    | 1.5    | 1.6    | 1.1    | 2.0    | 1.4    |
| Labor Force Growth (%)                                   | 1.9    | 4.2    | 3.8    | 1.1    | 1.6    | 2.0    | 1.4    | 1.4    | 2.2    | 1.7    |
| Unemployment Rate (average %)                            | 10.8   | 8.1    | 7.1    | 6.4    | 5.9    | 6.4    | 6.2    | 6.5    | 6.7    | 7.0    |
| Salary Growth in Real Terms (average %)                  | 3.8    | 2.2    | 2.6    | 3.3    | 3.9    | 2.2    | 1.9    | 1.5    | 2.5    | 2.0    |

### OUR BUSINESS

Our professionalism is based on the fact that every person's work is key to providing excellent service.



GRUPO security











#### **GRUPO SECURITY RESULTS IN 2018**

#### **GRUPO SECURITY MAIN FIGURES**

FIGURES IN MILLIONS OF NOMINAL CHILEAN PESOS

|   | 2014    | 2015    | 2016    | 2017    | 2018    |
|---|---------|---------|---------|---------|---------|
| Equity attributable to owners of the parent | 522,718 | 551,653 | 585,628 | 704,910 | 728,495 |
| Return on average equity                    | 12.3%   | 12.1%   | 13.1%   | 11.6%   | 11.2%   |

SOURCE: GRUPO SECURITY







SOURCE: GRUPO SECURITY

#### **PROFIT BY BUSINESS AREA**

IN MILLIONS OF CH\$ (NOMINAL)

|                        | DEC-17 | DEC-18  | CHANGE %<br>18 / 17 |
|------------------------|--------|---------|---------------------|
| Lending                | 61,390 | 72,122  | 17.5%               |
| Asset Management       | 9,637  | 10,715  | 11.2%               |
| Insurance              | 13,797 | 30,440  | 120.6%              |
| Services               | 6,334  | 2,457   | -61.2%              |
| International          | 327    | 1,429   | 337.0%              |
| TOTAL - BUSINESS AREAS | 91,485 | 117,162 | 28.1%               |

CH\$117,162

RESULTS BY BUSINESS AREA
IN BILLIONS OF NOMINAL CHILEAN PESOS
TOTAL AS OF DECEMBER 2018





#### **PROFIT TRENDS BY BUSINESS AREA**

IN MILLIONS OF CH\$ (NOMINAL)

|   | 2014   | 2015   | 2016   | 2017   | 2018   |
|---|--------|--------|--------|--------|--------|
| Banco Security, Consolidated <sup>1</sup> | 55,902 | 47,424 | 50,604 | 63,022 | 72,653 |
| LENDING AREA                              |        |        |        |        |        |
| Banco Security, Standalone                | 49,322 | 36,968 | 42,431 | 53,902 | 63,970 |
| Factoring Security                        | 7,444  | 7,002  | 7,303  | 7,502  | 8,155  |
| ASSET MANAGEMENT AREA                     |        |        |        |        |        |
| Valores Security                          | 2,171  | 1,871  | 1,233  | 2,458  | 2,123  |
| AGF Security                              | 4,414  | 8,584  | 6,939  | 6,666  | 6,563  |
| INSURANCE AREA                            |        |        |        |        |        |
| Vida Security                             | 26,793 | 27,659 | 21,911 | 13,258 | 30,159 |
| Servicios Security <sup>2</sup>           | 690    | 680    | 1,123  | 586    | 639    |
| Penta-Security <sup>3</sup>               | 1,165  | 632    | 18,979 | 0      | 0      |
| SERVICES AREA                             |        |        |        |        |        |
| Inmobiliaria Security                     | 4,008  | 6,868  | 3,800  | 3,305  | -232   |
| Travel Security                           | 3,671  | 4,002  | 4,220  | 4,050  | 3,752  |
| INTERNATIONAL BUSINESS AREA               |        |        |        |        |        |
| Protecta Compañía de Seguros <sup>4</sup> | 128    | 2,411  | 998    | 1,069  | 580    |
| Travex Security                           | 527    | 835    | 283    | 593    | 626    |
| GRUPO SECURITY                            | 61,010 | 65,022 | 74,522 | 74,708 | 80,548 |

#### NOTE

SUBSIDIARY EARNINGS CORRESPOND TO 100% OF THEIR PROFITS AND DIFFER FROM THOSE USED TO PREPARE THE SEGMENT NOTE, WHICH INCLUDES CONSOLIDATION ADJUSTMENTS TO ACCOUNT FOR GRUPO SECURITY'S PERCENT OWNERSHIP IN EACH OF ITS RESPECTIVE SUBSIDIARIES AND EXCLUDE ADJUSTMENTS TO CONVERT PROTECTA'S ACCOUNTING FROM PERUVIAN GAAP TO IFRS FOR CONSOLIDATION BY GRUPO SECURITY.

THE RESULTS OF PROTECTA COMPAÑÍA DE SEGUROS AND TRAVEX SECURITY WERE CONVERTED TO CHILEAN PESOS USING THE FOLLOWING EXCHANGE RATES: SOLES/US:3.373 CLP/US:695.69.

- 1. THE CONSOLIDATED BANCO SECURITY RESULTS INCLUDE ITS SUBSIDIARIES VALORES SECURITY AND AGF SECURITY.
- 2. THE RESULTS FOR SERVICIOS SECURITY INCLUDE CORREDORA DE SEGUROS SECURITY AND EUROP ASSISTANCE, WHERE GRUPO SECURITY HAS A 49% INTEREST.
- 3.- THE FIGURE SHOWN HERE IS THE BEFORE-TAX GAIN ON THE SALE OF ITS MINORITY INTEREST IN THE COMPANY. THE AFTER-TAX GAIN WAS CH\$14,937 MILLION.
- 4.- GRUPO SECURITY ACQUIRED 61% OF COMPAÑÍA DE SEGUROS PROTECTA IN 2015.

| RESULTS OF INTERNATIONAL BUSINESS AREA (THOUSANDS O | F SOLES) |        |       |       |       |
|---|----------|--------|-------|-------|-------|
| Protecta Compañía de Seguros                        | 620      | 11,691 | 4,839 | 5,182 | 2,810 |
| Travex Security                                     | 2,553    | 4,047  | 1,370 | 2,877 | 3,034 |







#### **LENDING**

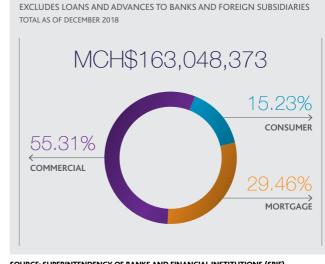
#### **BANKING INDUSTRY**

#### **LOANS**



#### **BANKING INDUSTRY LOANS** EXCLUDES LOANS AND ADVANCES TO BANKS AND FOREIGN SUBSIDIARIES MCH\$163,048,373 AS OF DECEMBER 2018 $\rightarrow$ MCH\$145,656,345 11.94% GROWTH **GROWTH COMPARED TO 2017 MORTGAGE LOANS** 9.40% **CONSUMER LOANS** 21.95% **COMMERCIAL LOANS** 10.81%



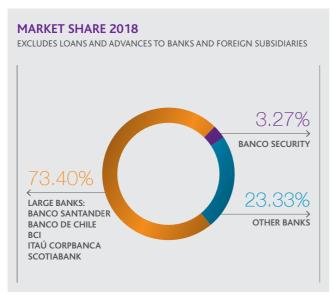


**LOAN PORTFOLIO** 

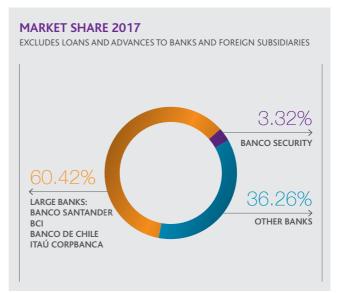




#### **MARKET SHARE**

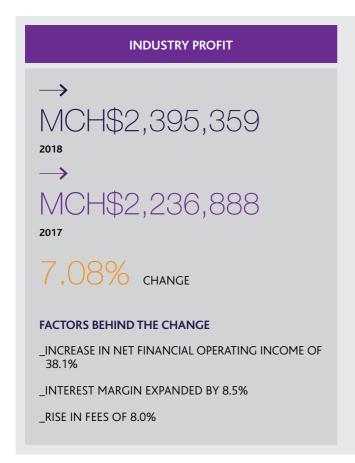


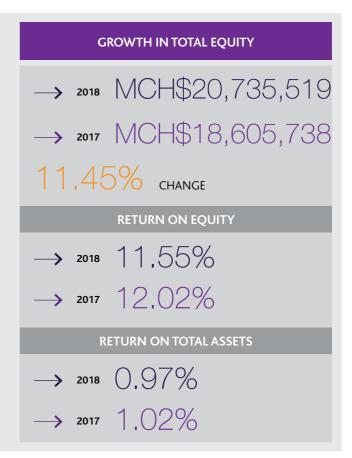
SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)



SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)

#### **RESULTS**





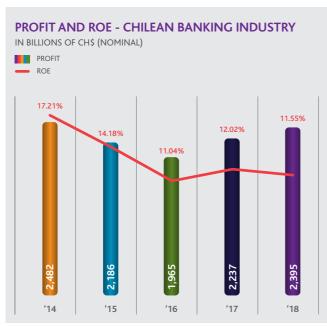








#### PROFIT AND RETURN ON EQUITY FOR THE CHILEAN BANKING INDUSTRY



SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)



#### **EFFICIENCY RATIO**



SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)

| EFFICIENCY RATIO      | DEC 2018 | DEC 2017 |
|-----------------------|----------|----------|
| BANCO SANTANDER-CHILE | 38.15%   | 39.07%   |
| BANCO DE CHILE        | 42.77%   | 43.82%   |
| SCOTIABANK CHILE      | 47.95%   | 46.03%   |
| BCI                   | 51.55%   | 50.67%   |
| ITAÚ CORPBANCA        | 55.30%   | 65.22%   |
| LARGE BANKS           | 47.14%   | 48.96%   |
| BANCO CONSORCIO       | 37.59%   | 31.28%   |
| BANCO SECURITY        | 47.74%   | 49.63%   |
| BANCO BICE            | 49.86%   | 49.64%   |
| MEDIUM BANKS          | 45.06%   | 43.52%   |
| BANKING INDUSTRY      | 47.57%   | 49.33%   |

SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)

→ 2018 47.57%

→ 2017 49.33%

#### FACTORS BEHIND THE CHANGE

\_GROWTH OF GROSS OPERATING INCOME 10.59%
\_INCREASE IN EXPENSES OF 3.79%





#### **RISK**

| RISK RATIO<br>FOR CHILEAN BANKING INDUSTR | Y      |
|---|--------|
| PERCENT OF LOANS                          |        |
| → 2018 2.44%                              |        |
| → 2017 2.49%                              |        |
| DISTRIBUTION OF RISK RATIO                |        |
| DISTRIBUTION OF RISK RATIO                |        |
| _RISK RATIO FOR                           |        |
| COMMERCIAL LOANS                          | 2.28%  |
| RISK RATIO FOR                            | 2.2070 |
| MORTGAGE LOANS                            |        |
|   | 0.76%  |
| _RISK RATIO FOR                           |        |
| CONSUMER LOANS                            | 6.45%  |
|   |        |

| NPL RATIO FOR CHILEAN BANKING INDUSTRY<br>TOTAL PORTFOLIO |            |       |  |
|---|------------|-------|--|
| NONPERFORM  | IING LOANS |       |  |
| → 2018 1 . 90   | %          |       |  |
| → 2017 1.93°  | %          |       |  |
| NONPERFORMING LOANS                                       | ВУ         |       |  |
|   | 2018       | 2017  |  |
| CONSUMER LOANS  | 2.08%      | 2.14% |  |
| MORTGAGE LOANS  | 2.36%      | 2.36% |  |
| COMMERCIAL LOANS  | 1.65%      | 1.70% |  |

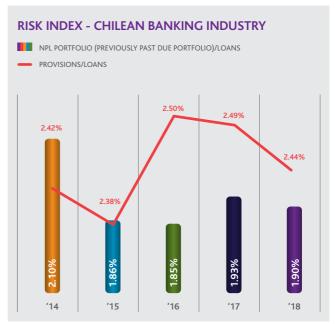
#### **CREDIT RISK INDICES**

| CREDIT RISK INDICES   | DEC-17 | DEC-18 |
|---|--------|--------|
| LOAN LOSS PROVISIONS<br>/TOTAL LOANS                                      | 2.49%  | 2.44%  |
| NONPERFORMING LOANS / TOTAL<br>LOANS EXCL. LOANS AND ADVANCES<br>TO BANKS | 1.93%  | 1.90%  |
| COMMERCIAL LLP / COMMERCIAL LOANS   | 2.41%  | 2.28%  |
| RETAIL LLP / RETAIL LOANS   | 2.65%  | 2.69%  |
| MORTGAGE LLP /<br>MORTGAGE LOANS  | 0.86%  | 0.76%  |
| CONSUMER LLP /<br>CONSUMER LOANS  | 6.39%  | 6.45%  |

#### SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)

NONPERFORMING LOANS ARE A STRESSED MEASUREMENT OF THE FORMER PAST DUE PORTFOLIO INDICATOR. INCLUDES THE TOTAL AMOUNT OF THE NONPERFORMING LOAN (> 90 DAYS PAST DUE) EVEN WHEN ONLY ONE OR SOME LOAN INSTALLMENTS (PRINCIPAL AND/OR INTEREST) ARE DELINQUENT. IT ALSO FORMS PART OF THE IMPAIRED PORTFOLIO AND IS PUBLISHED FROM JANUARY 2009 ONWARDS.

#### **RISK INDEX**



SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)









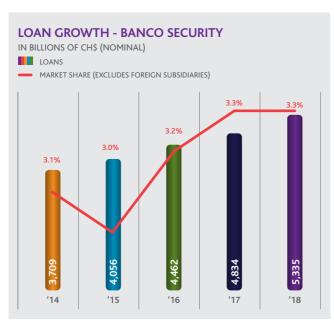
#### **BANCO SECURITY**

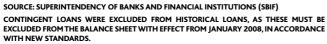
#### **BANCO SECURITY RESULTS**

#### **LOANS**

| BANCO SECURITY LOAN PORTFOLIO   |
|---|
| EXCLUDES LOANS AND ADVANCES TO BANKS  |
| → 2018 MCH\$5,335   |
| → 2017 MCH\$4,834   |
| 10.36% CHANGE   |
| POSITION IN THE DOMESTIC MARKET BY<br>TOTAL LOANS   |
| (FOR BANKS OPERATING IN CHILE, EXCLUDING LOANS AND ADVANCES TO BANKS AND FOREIGN SUBSIDIARIES OF LOCAL BANKS) |
| → 8 <sup>TH</sup> PLACE   |







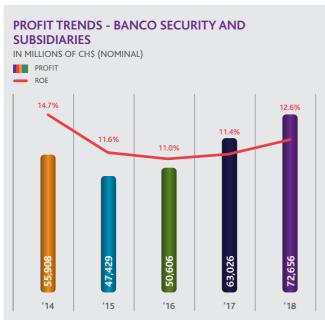








#### **RESULTS**

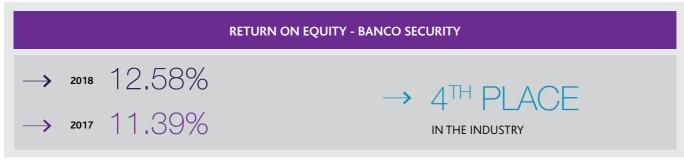


SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)



# PROFIT FOR THE YEAR - BANCO SECURITY AND SUBSIDIARIES → 2018 MCH\$72,656 → 2017 MCH\$63,026 15.28% CHANGE REASONS FOR THE CHANGE \_INCREASE OF 15.20% IN OPERATING INCOME \_RISE OF 3.8% IN OPERATING EXPENSES





PAGE







#### **RISK**

In order to optimize the risk-return ratio, Banco Security's management is charged with properly managing the different types of risks inherent to its business:

- → Credit Risk
- → Market Risk
- → Liquidity Risk
- → Operational Risk

To do so, it uses clear policies and a defined structure. The risk control areas are independent of those areas that manage risk.

Over the past few years, the Bank has been developing new risk models to accurately calculate and manage credit, market and operational and it has designed and implemented various mechanisms to promptly manage them.

Therefore, these models, together with a conservative risk management policy and coordination with sales departments, have enabled the Bank to manage the loan origination process, for both the commercial and retail loan portfolios. This has resulted in credit risk indicators that continue to compare favorably with the industry.

#### **RISK INDEX - BANCO SECURITY**

→ 2018 1,69%

→ 2017 1.67%

#### **AVERAGE RISK INDEX FOR THE INDUSTRY**

→ 2018 2.44%

→ 2017 2.49%

#### **NPL RATIO - BANCO SECURITY**

>90 DAYS PAST DUE

→ 2018 1,50%

→ 2017 1,38%

#### **AVERAGE NPL RATIO FOR THE INDUSTRY**

>90 DAYS PAST DUE

→ 2018 1 90%

→ 2017 1.93%

#### IMPAIRED PORTFOLIO TO TOTAL LOANS BANCO SECURITY

→ 2018 4,59%

→ 2017 4.75%

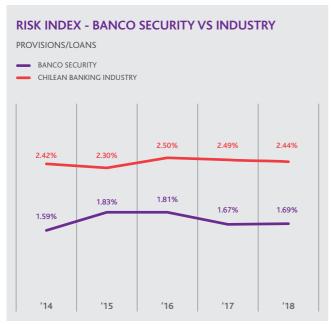
#### IMPAIRED PORTFOLIO TO TOTAL LOANS AVERAGE FOR THE INDUSTRY

→ 2018 4.99%

→ 2017 5,21%





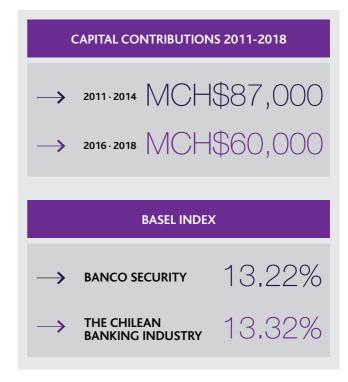


SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF)

#### **CAPITALIZATION**

The Bank aims to continually achieve a ratio of regulatory capital to risk-weighted assets higher than 10%, and to remain at or above 12% most of the time.

Capital contributions plus retained earnings reflect the ongoing commitment and support of our shareholders to the process of strengthening the Bank's capital base. These efforts are designed to position the Bank on strong footing to best address the challenges of loan and asset growth and to gradually meet the stricter requirements for core capital once Basel III is applied.







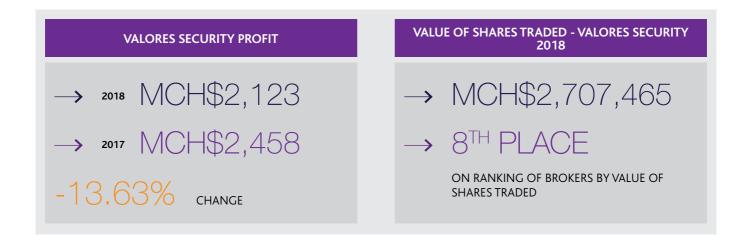
#### **SUBSIDIARIES**

Banco Security consolidates the following subsidiaries:

- $\rightarrow$  valores security s.a. corredores de Bolsa · 99.88%
- $\rightarrow$  administradora general de fondos security s.a.  $\cdot 99.99\%$

As of year-end 2018, these companies reported aggregate profit of CH\$8,682 million, which represents a decrease of 4.8% over 2017.

## AGF SECURITY PROFIT AGF SECURITY MARKET SHARE $\rightarrow 2018 \text{ MCH$6,563}$ $\rightarrow 2017 \text{ MCH$6,666}$ $\rightarrow 2017 \text{ 7.3\%}$ -1.54% CHANGE







#### **FACTORING SECURITY**

#### YEAR JOINED GRUPO SECURITY

→ 1992

#### **SERVICE PROPOSAL**

In business for more than 25 years, Factoring Security specializes in factoring and confirming and has extensive knowledge of collections. It serves customers throughout Chile through an electronic factoring platform.

#### **MILESTONES 2018**

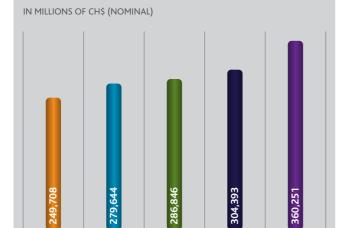
- → In January, the subsidiary began applying the new IFRS9 provisioning model
- → Fitch Ratings confirmed its rating for Factoring Security of 'A+(cl)' with a positive outlook.
- → ICR confirmed the solvency and bond lines of Factoring Security as AA- with a "stable" outlook and its line of commercial paper as N1+.
- → First place in GPTW among Grupo Security companies.

#### **PROFIT FOR THE YEAR 2018**

**FACTORED RECEIVABLES** 

→ MCH\$8,155

8.71% GREATER THAN 2017



#### SOURCE: ACHEF

#### **ASSET MANAGEMENT**

The mission of Grupo Security's Asset Management Area is to support and guide its customers (individuals, companies and institutional customers) while identifying and implementing the best investment solutions for their asset management needs. Through these services, it looks to build long-term relationships with its customers based on the values of trust, transparency, accuracy and excellence.

#### **OBJECTIVES IN 2018**

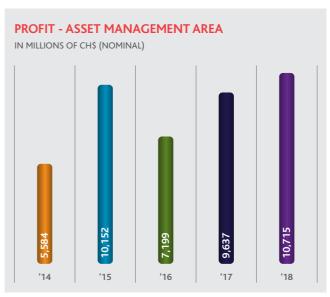
- → Consolidate its current businesses and focus on expanding segments of interest.
- → Continuously innovate with its products, covering all classes of assets tailored to its diverse customer segments.
- → Consolidate the digital service offering in elements such as the web page, market panel and functionalities of the private banking site to improve the service experience for our customers.

#### **MAIN ACHIEVEMENTS IN 2018**

- → The area reported a 11.2% increase in profit over 2017.
- → During 2018, Inversiones Security had CH\$7,042 million in assets under management.

The companies that comprise the Asset Management Area are:

- → Administradora General de Fondos Security
- → Valores Security Corredores de Bolsa
- Securitizadora Security
- → Inmobiliaria Casanuestra



SOURCE: GRUPO SECURITY







#### ADMINISTRADORA GENERAL DE FONDOS

#### YEAR JOINED GRUPO SECURITY

→ 1992

#### **SERVICE PROPOSAL**

Administradora General de Fondos Security has consolidated itself as one of the leading Chilean fund managers, managing mutual and investment funds targeted towards diverse customer segments, including medium-sized investors, high net worth customers, companies and institutional investors.

#### **MILESTONES 2018**

- → Two new funds were created in 2018 to complement global investment alternatives for our customers: International Variable Income and International Debt.
- → New alliances with international partners to distribute alternative funds targeted towards institutional clients.
- → Market share: 6.6%
- → Market position: 6th place in assets under management in mutual funds.
- → In our commitment to continuous improvement, diverse adjustments were made to existing strategies and several new strategies were incorporated.

#### **PROFIT FOR THE YEAR 2018**

→ MCH\$6,563

#### **AUM AND MARKET SHARE - AGF SECURITY**

IN MILLIONS OF CH\$ (NOMINAL)

AUM SECURITY



SOURCE: CHILEAN MUTUAL FUND ASSOCIATION

#### VALORES SECURITY S.A. CORREDORES DE BOLSA

#### YEAR JOINED GRUPO SECURITY

→ 1991

#### **SERVICE PROPOSAL**

Valores Security S.A. Corredores de Bolsa and its highly trained investment and banking team work to understand its customers' needs and proactively assist investors in selecting from among the different investment alternatives available in the Chilean and international markets. We have a relationship with Pershing LLC-BNY Mellon and also provide our customers a straightforward, transparent platform for investing globally in different types of assets through a single account at Valores Security.

Lastly, Valores Security has recognized expertise in trading local debt instruments, which is of particular interest to institutional clients.

#### **MILESTONES 2018**

- → Awards earned by our wealth management area: Best Wealth Management Company Chile 2018 and Best Private Bank in Chile.
- → Market share: 4.6%
- → Market position: 8th place in value of shares traded.

#### **PROFIT FOR THE YEAR 2018**

→ MCH\$2,123

#### SHARE TRADING VALUE AND MARKET SHARE

IN BILLIONS OF CH\$ (NOMINAL)

SHARE TRADING VALUE



SOURCE: SANTIAGO EXCHANGE AND CHILEAN ELECTRONIC EXCHANGE





#### SECURITIZADORA SECURITY

#### YEAR JOINED GRUPO SECURITY

→ 1997

#### **DESCRIPTION**

Pioneer in its industry and number one in issuances of securitized mortgage-backed bonds. Securitizedora Security S.A., also provides securitized asset management services for separate estates.

#### **MILESTONES 2018**

- → Second securitization charged to a line inaugurated in 2017 for UF 3 million. At this time, the company sold UF 756,000 in preferential AAA-rated, 24-year bonds issued at an interest rate of UF + 3.30% per annum with a duration of nine years. The bond sales rate had a cut-off of UF +3.00%, the lowest rate in the history of securitizing this type of asset in Chile.
- → Placement of subordinated bonds (AA-rated, issued at UF + 4.0%) for UF 119 thousand at par value with an auction price of 102.17% of par value.
- → These bonds were backed by UF 737,759 in mortgage assets originated directly or indirectly by Inmobiliaria Casanuestra, a fully-owned subsidiary of Grupo Security that has participated in this mortgage niche since 2015.

#### **PROFIT FOR THE YEAR 2018**

→ MCH\$2,004

#### **MANAGED ESTATES**

→ MCH\$104,089

#### **GROWTH IN ASSETS UNDER MANAGEMENT**

 $\rightarrow 17\%$ 

#### INMOBILIARIA CASANUESTRA S.A.

#### YEAR JOINED GRUPO SECURITY

→ 2015

#### **DESCRIPTION**

The objective of Inmobiliaria Casanuestra is to contribute to the homeownership dreams of customers in the C2/C3 segment that are not served by traditional banking, advising them and facilitating the granting of mortgage financing with access to housing subsidies provided by the State (MINVU), at competitive interest rates with geographic coverage from the 4th to the 10th region. This is sustained on commercial, operational and financial bases that seek to comply with the business plan.

These leases are grouped together to create managed estates in order to issue and place securitized bonds on the securities market, which are in high demand by institutional and qualified investors.

#### **MILESTONES 2018**

- → Helped more than 1,300 families purchase their own home.
- → Originated more than UF 600,000 in mortgage assets during the year, of which over 80% received a housing subsidy.
- Contributed all mortgage assets originated by Casanuestra to issue Securitized Bond BSECS14-2.
- → Consolidated organizational structure, especially in support areas and systems that sustain the growth of the commercial area.
- → Staffed commercial offices with operational and commercial personnel, providing excellent service near potential customers.
- → Participated in the main real estate projects in each area, developing commercial relationships with real estate developers.

#### FINANCING ORIGINATED

→ UF 600,000



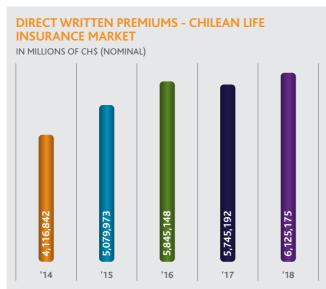




#### **INSURANCE**

#### **INSURANCE INDUSTRY**

As of December 2018, the top ten companies in the market accounted for 77.0% of the market's total written premiums, which was valued at CH\$4,719,121 million. As of December 2017, this figure was 78.7% of total written premiums, which is equivalent to CH\$4,514,609 million for the same companies. The industry in aggregate had total written premiums of CH\$6,125,175 million in 2017 versus CH\$5,745,192 million in 2017.



SOURCE: CHILEAN INSURERS ASSOCIATION (AACH)

#### **VIDA SECURITY**

#### YEAR JOINED GRUPO SECURITY

→ 1995

#### **SERVICE PROPOSAL**

With more than 800 thousand insured customers, Vida Security is a consolidated company with 90 years in business. It has a multichannel sales platform and trained professionals to provide comprehensive advisory services to individuals, companies, insurance brokers, retail and financial institutions, among others. Its product portfolio includes life insurance, insurance with savings, insurance with voluntary pension savings (APV), health insurance, group insurance for companies, family insurance, as well as pension and private annuities. It also participates in tenders to provide disability and survivor insurance.

#### **MILESTONES 2018**

- → Launched the digital sales process (On Click), which already represents 80% of total individual insurance sales. As part of this project, new offices were opened for the sales force in the district of Las Condes.
- → Completed the first phase of the Vida Innova project, developing three innovation projects. A feasibility study will be conducted in 2019 with the development of two Business Pilots.
- → Began selling a new property/casualty insurance product:
- → Completed the second report to determine capital and solvency requirements based on the company's risks (ORSA).
- → End of validity of DSI Contract 5.
- → Sold interest in Protecta Compañía de Seguros to Security Internacional Spa for US\$30 million.
- → Celebrated its 90th anniversary in November. It currently ranks 6th in the market with US\$3,485 million in reserves and US\$3,851 million in assets.





#### **RESULTS**

#### **DIRECT WRITTEN PREMIUMS 2018**

→ MCH\$336,094

#### **DIRECT WRITTEN PREMIUMS 2017**

→ MCH\$446,838

-24.78% CHANGE

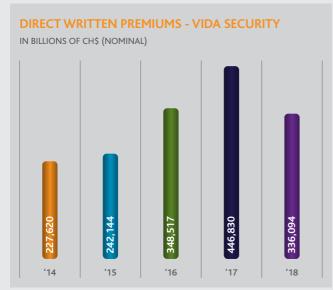
#### **PROFIT FOR 2018**

→ MCH\$30,159

#### **PROFIT FOR 2017**

→ MCH\$13,258

127.48% CHANGE



#### **SOURCE: AACH REPORT DECEMBER 2018**

#### **CORREDORA DE SEGUROS**

#### YEAR JOINED GRUPO SECURITY

→ 1999

#### **SERVICE PROPOSAL**

Corredora de Seguros Security advises customers on the process of identifying, evaluating and preventing risk, as well as planning, implementing and managing insurance programs. Thanks to the broad offering of property and casualty, life & health and credit life insurance that it brokers, managed by an exceptional team, the company has maintained sustained growth since its founding.

Its focus on companies is complemented by a web-based sales platform for mass products. It has implemented technological developments to serve end customers and sponsored agreements and alliances with insurance and reinsurance companies, which has made them one of the leading brokers in the market.

#### **MILESTONES 2018**

- → The main milestones in 2018 were focused on the technology area, incorporating the "Sales Management" and "Claims Management" platforms.
- → It also incorporated the "corredora security" app, which allows clients to see all their insurance products, download policies, file claims, make online purchases and access a help button.

#### **RESULTS**

#### **PROFIT FOR 2018**

→ MCH\$504

#### **PROFIT FOR 2017**

→ MCH\$487







#### **EUROP ASSISTANCE S.A.**

#### YEAR JOINED GRUPO SECURITY

 $\rightarrow$  2004

#### **SERVICE PROPOSAL**

With 55 years' experience in Europe and 14 in Chile, Europ Assistance has positioned itself as a major player in the domestic market, offering personalized assistance services for travel, vehicles, health and home to both businesses and individuals. It also operates in Peru, where it sells travel assistance services.

This company's value offering is characterized by solid local and international backing; excellent service; experience and support to provide competitive products tailored to its customers' needs and continual sales support and technological developments for online product sales.

#### **MILESTONES 2018**

- → Introduced a new business line: tele-assistance for senior citizens, opening a new market where the Europ Assistance group has an important market share in France.
- → Achieved EBITDA growth of 5%, surpassing expectations, as a result of improved management of external costs.
- → Consolidated its share of the vehicle assistance market in Chile, with 23%.
- → Won a contract for the Municipality of Ñuñoa, giving it 39% of the tele-assistance market in Chile.

#### **RESULTS**

#### **PROFIT FOR 2018**

→ MCH\$451

#### **PROFIT FOR 2017**

→ MCH\$426

#### HIPOTECARIA SECURITY PRINCIPAL

#### YEAR JOINED GRUPO SECURITY

→ 2013

#### **SERVICE PROPOSAL**

Hipotecaria Security Principal is one of the leading, non-bank mortgage lenders for new and used homes, land, offices and general purposes, as well as mortgage refinancing. Its corporate purpose is to be a leading provider of advisory, origination and management services through a specialized offering for its target market of individuals and legal entities. In addition, it is constantly working to lay the foundations to be the leading provider of quality endorsable mortgage loans for institutional investors.

#### **MILESTONES 2018**

- → Ranked first in the market among mortgage bond management companies in 2018, granting over UF 11,000,000 (11,393,375) and reaching total assets under management of UF 42,207,857, with market share of 36.9%.
- → Introduced new life insurance companies, fortifying the multi-investor business model.
- → Granted more than 1,400 mortgage bonds, for the first time ever.
- → Reduced the NPL ratio by 9% over last year thanks to rigorous, strict management applied mainly to a group of portfolios transferred from other management companies.

#### **RESULTS**

#### **PROFIT FOR 2018**



#### **PROFIT FOR 2017**







#### **SERVICES**

This area is composed of Travel Security and Inmobiliaria Security, which complement Grupo Security's non-financial product offerings.



SOURCE: GRUPO SECURITY

#### TRAVEL SECURITY

#### YEAR JOINED GRUPO SECURITY

→ 1999

#### **SERVICE PROPOSAL**

One of the three largest agencies in the market and leader in its segment, Travel is focused mainly on corporate customers and discerning travelers who require a high standard of service. The company has implemented substantial technology and employs highly qualified staff to meet customer expectations, which is the service that distinguishes it in the Chilean market.

#### **MILESTONES 2018**

- → Updated platforms to integrate new contents (air and ground tickets and insurance), thus maintaining a broad, up-to-date commercial offering.
- → Achieved greater productivity, measured by the number of transactions/employee (increase of 6% in number of transactions per employee).
- → Contained fixed costs: up only 0.7% despite a drop of 4% in number of employees, which involved paying termination benefits.
- → Changes in the industry due to the expansion of the low-cost model led to a rise in transactions (+6%) that was not reflected in sales in pesos (-2%) because of the drop in average ticket values (-8%).
- → Awarded tender for participant lodging for APEC Summit 2019 and Amex HRG portfolio, both with important sales volumes in 2019.

#### **RESULTS**

#### **PROFIT FOR 2018**

→ MCH\$3,752

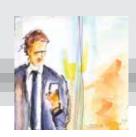
#### **PROFIT FOR 2017**

→ MCH\$4,051









#### **INMOBILIARIA SECURITY**

#### YEAR JOINED GRUPO SECURITY

→ 1996

#### **SERVICE PROPOSAL**

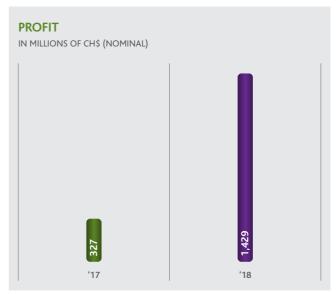
Inmobiliaria Security has a distinguished track record in the real estate market, where it has participated for over two decades as an investor and developer of both residential and office projects, mainly in northeastern Santiago. It provides a service that is based on customer satisfaction, leading edge technology and an appropriate capital structure.

#### **MILESTONES 2018**

- → Reported losses of CH\$232 million.
- → Ended the year with UF 3,104,137 in real estate assets under management, a 15% increase relative to the prior year figure of UF 2,681,006.
- → Signed a total of 89 purchase commitments for house and apartment sales, totaling UF 1,476,889, less than the prior year's UF 642,844, which suggests a large number of property titles will be transferred in coming years.
- → Transferred UF 705,362 in property titles.
- → Received municipal authorization on the 12 exclusive apartments in the second phase of the Jardines de San Damián project, located in Las Condes.
- → Obtained building permits in the Los Dominicos sector of Las Condes for 24 exclusive apartments to be developed in two phases.
- → Awarded three building contracts for the equivalent of UF 785,000 for projects located in Colina, Las Condes and Ñuñoa.
- Certified in the Best Place To Live ranking of the best real estate developers based on home buyer satisfaction. The company ranked within the top four participating developers.

## INTERNATIONAL BUSINESS

Grupo Security's international business area consists of Protecta (Peru) and Travex (Peru).



SOURCE: GRUPO SECURITY

#### **PROFIT FOR 2018**

→ MCH\$1,429

#### **PROFIT FOR 2017**

→ MCH\$327





#### PROTECTA COMPAÑÍA DE SEGUROS

#### YEAR JOINED GRUPO SECURITY

→ 2015

#### **SERVICE PROPOSAL**

Protecta (Peru) is a life insurance and reinsurance company, which is also licensed to sell property and casualty insurance, although its offering is focused on life products. Its service goal is to be an approachable, flexible, easy to use and transparent insurer as well as a proactive commercial partner for medium-sized brokers to help them find the support, flexibility and competitiveness they need to serve their customer portfolio. Its mission is to protect what its customers value most and its vision is to become the leading insurance company in Peru.

#### **MILESTONES 2018**

- → Reported growth in premiums of 55% over 2017 (PEN + 99 million).
- → Achieved highest monthly sales in 11 years in operation in December 2018, with total premiums of PEN 31.7 million
- → Obtained second place in premiums, market share and number of policies sold (only 10 behind the market leader) in the 2018 annuity market.
- → Returns on investment portfolio: first place among life insurance companies (8.5%).
- → Relaunch of brand outside Lima, with events in Chiclayo, Trujillo and Arequipa.
- → First full year of sales of private annuities. Achieved almost 46 million soles in premiums, more than 4% of the total market, competing with longstanding local brands.
- → Completed capital increase in cash of 45 million soles in the last two months of the year.
- → Consolidated the company as the sixth largest insurance group in Peru in terms of net premiums.

#### **RESULTS**

FIGURES IN MILLIONS OF PERUVIAN NUEVOS SOLES

#### **PROFIT FOR 2018**

→ MPEN 2.8

#### **PROFIT FOR 2017**

→ MPFN 5.1

#### TRAVEX SECURITY

#### YEAR JOINED GRUPO SECURITY

→ 2012

#### **SERVICE PROPOSAL**

Travex is a comprehensive travel company with more than 15 years in the Peruvian market, today it is on the cutting edge with technological tools that simplify travel management processes, generating greater savings for customers.

Through a customer-focused value proposition, it provides strong operations management and quality service. It is the third largest travel agency in Peru by number of tickets issued and the largest in the corporate segment, with branches in Lima, Arequipa and Cusco. Also, its corporate portfolio covers a significant percentage of the market, complemented by other related operations such as inbound tourism, groups and incentive packages and event organization.

#### **MILESTONES 2018**

- → Established a new operating structure for Travex S.A., with the creation of three major divisions: Operations Division, Commercial Corporate Division and Personal Travel and Ground Services Division, generating new strategies with improved management.
- → Defined an objective to increase number of transactions through our self-management tool, SART, closing the year with almost 11,000 tickets issued using the tool, with 28 customers, and general usage of 72%.

#### **RESULTS**

#### **PROFIT FOR 2018**

→ US\$921,108

#### **PROFIT FOR 2017**

→ US\$883,118

# COMPANY INFORMATION

We increased the company's value by constantly seeking business opportunities.

GRUPO security











#### **OWNERSHIP STRUCTURE**

Grupo Security does not have a controller, as defined in Article 97 of Section XV of the Securities Market Law. A group of shareholders representing around 72.87% ownership in the Group has a share transfer agreement and has actively participated in the Group's management since its founding in 1991. Since that date, Grupo Security has created and incorporated new subsidiaries and development areas, expanding its business base in the financial sector and positioning itself as a first-rate provider of comprehensive financial services.

As of December 31, 2018, the Group has 3,695,000,000 single-series shares and 417 registered shareholders.

As of December 31, 2018, Grupo Security's 12 largest shareholders were:

| NAME   | CHILEAN TAX ID | NO. OF SHARES | OWNERSHIP INTEREST % | CUMULATIVE OWNERSHIP INTEREST % |
|--|----------------|---------------|----------------------|---------------------------------|
| Inversiones Centinela Limitada                         | 76.447.620-4   | 373,095,429   | 10.10%               | 10.10%                          |
| Sociedad de Ahorro Matyco Limitada                     | 96.512.100-5   | 358,481,708   | 9.70%                | 19.80%                          |
| Inversiones Hemaco Limitada                            | 96.647.170-0   | 288,664,066   | 7.81%                | 27.61%                          |
| Inversiones Hidroeléctricas Limitada                   | 79.884.660-4   | 225,420,000   | 6.10%                | 33.71%                          |
| Arcoinvest Chile S.A.                                  | 76.057.087-7   | 222,729,075   | 6.03%                | 39.74%                          |
| Inversiones Llascahue Limitada                         | 79.884.060-6   | 152,050,000   | 4.12%                | 43.85%                          |
| Valores Security S.A. Corredores de Bolsa              | 96.515.580-5   | 148,587,665   | 4.02%                | 47.88%                          |
| Sociedad Comercial de Servicios e Inversiones Limitada | 79.553.600-0   | 137,463,405   | 3.72%                | 51.60%                          |
| Sociedad de Ahorro Alisios Dos Limitada                | 76.093.398-8   | 131,247,969   | 3.55%                | 55.15%                          |
| Sociedad de Ahorro Atacalco Dos Limitada               | 76.093.394-5   | 131,212,568   | 3.55%                | 58.70%                          |
| Sociedad de Ahorro Tenaya Dos Limitada                 | 76.093.362-7   | 131,212,567   | 3.55%                | 62.25%                          |
| Inversiones Los Cactus Limitada                        | 79.884.050-9   | 98,000,000    | 2.65%                | 64.90%                          |

SOURCE: DCV

In accordance with CMF General Standard No. 346, the following individuals directly or indirectly, as individuals or through legal entities, own 10% or more of Grupo Security S.A. as of December 31, 2018: Mr. Juan Cristóbal Pavez Recart (Group director), Chilean National ID 9.901.478-4, in representation of himself, his father, his mother and his sisters, with 13.82% through the companies Inversiones Centinela Ltda. and Sociedad Comercial de Servicios e Inversiones Ltda.; Mr. Horacio Pavez García (Group director) Chilean National ID 3.899.021-7, in representation of himself and his sons and daughters with 10.65% through Sociedad de Ahorro Tenaya Dos Ltda., Sociedad de Ahorro Atacalco Dos Ltda. and Sociedad de Ahorro Alisios Dos Ltda., and Mr. Jorge Marín Correa, Chilean National ID 7.639.707-4, in representation of himself, his spouse, his sons and daughters, siblings, nieces and nephews and aunts and uncles with 10.05%, through Inversiones Hemaco Ltda., Polo Sur Soc. de Rentas Ltda., Rentas e Inv. San Antonio Ltda., Sociedad de Rentas Don Ernesto Ltda. and Don Guillermo S.A.

#### **DIVIDEND POLICY**

The current dividend policy, approved at the 2018 ordinary shareholders' meeting, authorizes the Board to distribute at least 30% of Grupo Security's annual profits, provided that distribution does not impede or hinder compliance with the Company's current or future financial obligations. The distribution can be charged to profit for the year or retained earnings from prior years. The policy also stipulates that payment is divided into two dividends: one interim and one final.





Thus, the Board proposes that interim dividends, which do not represent more than 20% of the Company's earnings accrued between January and June, be paid between October and November of each year. The Board was also authorized to distribute an additional dividend of up to CH\$4.50 per share, charged to retained earnings.

Likewise, a final dividend is expected to be distributed between April and May of the following year up to a minimum of 30% of Grupo Security's profit for the year.

| MILLIONS OF CHILEAN PESOS      | 2014        | 2015        | 2016        | 2017        | 2018        |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|
| Profit for the year            | Ch \$61,010 | Ch \$65,022 | Ch \$74,522 | Ch \$74,708 | Ch \$80,548 |
| Dividends paid during the year | Ch \$27,219 | Ch \$34,922 | Ch \$37,471 | Ch \$41,273 | Ch \$43,417 |

#### **DIVIDENDS PAID**

The following table lists the dividends paid to Grupo Security shareholders since the Company's IPO in 1995.

| NUMBER | DATE       | DIVIDEND PER<br>SHARE IN CH\$ | NO. OF SHARES | AMOUNT IN<br>MCH\$ | TYPE OF<br>DIVIDEND |
|--------|------------|-------------------------------|---------------|--------------------|---------------------|
| 1      | 2/25/1995  | 12.36                         | 170,827,056   | 2,111              | Interim             |
| 2      | 5/3/1996   | 11.00                         | 236,388,722   | 2,600              | Final               |
| 3      | 5/2/1997   | 14.00                         | 236,388,722   | 3,309              | Final               |
| 4      | 11/14/1997 | 1.00                          | 1,654,721,054 | 1,655              | Interim             |
| 5      | 5/5/1998   | 1.50                          | 1,654,721,054 | 2,482              | Final               |
| 6      | 10/7/1998  | 1.00                          | 1,654,721,054 | 1,655              | Interim             |
| 7      | 10/7/1998  | 4.50                          | 1,654,721,054 | 7,446              | Final               |
| 8      | 4/6/1999   | 2.00                          | 1,654,721,054 | 3,309              | Final               |
| 9      | 10/14/1999 | 1.00                          | 1,654,721,054 | 1,655              | Final               |
| 10     | 10/14/1999 | 0.50                          | 1,654,721,054 | 827                | Interim             |
| 11     | 4/11/2000  | 2.75                          | 1,654,721,054 | 4,550              | Final               |
| 12     | 10/21/2000 | 1.00                          | 1,654,721,054 | 1,655              | Final               |
| 13     | 10/21/2000 | 0.25                          | 1,654,721,054 | 414                | Interim             |
| 14     | 4/24/2001  | 2.00                          | 1,654,721,054 | 3,309              | Final               |
| 15     | 10/17/2001 | 0.40                          | 1,654,721,054 | 662                | Final               |
| 16     | 10/17/2001 | 0.60                          | 1,654,721,054 | 993                | Final               |
| 17     | 4/30/2002  | 2.20                          | 1,654,721,054 | 3,640              | Final               |
| 18     | 10/10/2002 | 0.27                          | 1,654,721,054 | 448                | Interim             |
| 19     | 10/10/2002 | 0.33                          | 1,654,721,054 | 546                | Final               |
| 20     | 5/2/2003   | 2.60                          | 1,654,721,000 | 4,302              | Final               |
| 21     | 10/14/2003 | 0.74                          | 1,654,721,054 | 1,228              | Final               |
| 22     | 10/14/2003 | 0.76                          | 1,654,721,054 | 1,254              | Interim             |
| 23     | 4/30/2004  | 3.15                          | 1,654,721,054 | 5,212              | Final               |
| 24     | 10/1/2004  | 0.50                          | 1,751,470,139 | 876                | Interim             |
| 25     | 10/1/2004  | 1.00                          | 1,751,470,139 | 1,751              | Final               |
| 26     | 4/19/2005  | 3.30                          | 2,040,264,415 | 6,733              | Final               |
| 27     | 10/11/2005 | 0.75                          | 2,040,264,415 | 1,530              | Interim             |
| 28     | 10/11/2005 | 1.00                          | 2,040,264,415 | 2,040              | Final               |
| 29     | 4/13/2006  | 3.75                          | 2,201,000,000 | 8,254              | Final               |
| 30     | 10/10/2006 | 1.15                          | 2,201,000,000 | 2,531              | Final               |
| 31     | 10/10/2006 | 1.00                          | 2,201,000,000 | 2,201              | Interim             |
| 32     | 4/17/2007  | 4.15                          | 2,201,000,000 | 9,134              | Final               |
| 33     | 10/24/2007 | 1.10                          | 2,201,000,000 | 2,421              | Final               |

| NUMBER | DATE       | DIVIDEND PER<br>SHARE IN CH\$ | NO. OF SHARES | AMOUNT IN<br>MCH\$ | TYPE OF<br>DIVIDEND |
|--------|------------|-------------------------------|---------------|--------------------|---------------------|
| 34     | 10/24/2007 | 1.70                          | 2,201,000,000 | 3,742              | Interim             |
| 35     | 4/11/2008  | 4.80                          | 2,201,000,000 | 10,565             | Final               |
| 36     | 10/9/2008  | 0.50                          | 2,201,000,000 | 1,101              | Interim             |
| 37     | 10/9/2008  | 1.50                          | 2,201,000,000 | 3,302              | Final               |
| 38     | 4/9/2009   | 4.25                          | 2,201,000,000 | 9,354              | Final               |
| 39     | 10/9/2009  | 1.50                          | 2,550,000,000 | 3,825              | Final               |
| 40     | 10/9/2009  | 1.00                          | 2,550,000,000 | 2,550              | Interim             |
| 41     | 4/30/2010  | 5.00                          | 2,550,000,000 | 12,750             | Final               |
| 42     | 10/15/2010 | 1.00                          | 2,550,000,000 | 2,550              | Interim             |
| 43     | 10/15/2010 | 2.00                          | 2,550,000,000 | 5,100              | Final               |
| 44     | 3/29/2011  | 6.50                          | 2,550,000,000 | 16,575             | Final               |
| 45     | 10/14/2011 | 2.25                          | 2,882,258,605 | 6,485              | Final               |
| 46     | 10/14/2011 | 1.00                          | 2,882,258,605 | 2,882              | Interim             |
| 47     | 3/31/2012  | 6.75                          | 2,882,258,605 | 19,455             | Final               |
| 48     | 10/19/2012 | 2.25                          | 2,882,258,605 | 6,485              | Final               |
| 49     | 10/19/2012 | 1.00                          | 2,882,258,605 | 2,882              | Interim             |
| 50     | 5/24/2013  | 7.00                          | 2,882,258,605 | 20,176             | Final               |
| 51     | 11/14/2013 | 1.50                          | 3,183,674,667 | 4,776              | Final               |
| 52     | 11/14/2013 | 1.00                          | 3,183,674,667 | 3,184              | Interim             |
| 53     | 4/22/2014  | 5.00                          | 3,183,676,610 | 15,918             | Final               |
| 54     | 10/18/2014 | 1.50                          | 3,228,757,947 | 4,843              | Interim             |
| 55     | 10/18/2014 | 2.00                          | 3,228,757,947 | 6,458              | Final               |
| 56     | 4/23/2015  | 6.75                          | 3,242,722,621 | 21,888             | Final               |
| 57     | 10/30/2015 | 2.00                          | 3,258,363,592 | 6,517              | Interim             |
| 58     | 10/30/2015 | 2.00                          | 3,258,363,592 | 6,517              | Final               |
| 59     | 5/9/2016   | 7.25                          | 3,258,363,592 | 23,623             | Final               |
| 60     | 11/7/2016  | 2.00                          | 3,258,363,592 | 6,517              | Interim             |
| 61     | 11/7/2016  | 2.25                          | 3,258,363,592 | 7,331              | Final               |
| 62     | 5/8/2017   | 7.75                          | 3,258,363,592 | 25,252             | Final               |
| 63     | 11/3/2017  | 1.75                          | 3,683,019,437 | 6,445              | Interim             |
| 64     | 11/3/2017  | 2.60                          | 3,683,019,437 | 9,576              | Final               |
| 65     | 4/23/2018  | 7.25                          | 3,695,000,000 | 26,789             | Final               |
| 66     | 10/25/2018 | 1.90                          | 3,695,000,000 | 7,021              | Interim             |
| 67     | 10/25/2018 | 2.60                          | 3,695,000,000 | 9,607              | Final               |





#### **STOCK PERFORMANCE**

In 2018, Chile's main stock index (IPSA) fell by 8.3%, in comparison to 34.0% in 2017.











#### **ANNUAL VARIATION IN SECURITY STOCK AND IPSA**

|          | 2009  | 2010  | 2011   | 2012  | 2013   | 2014  | 2015  | 2016  | 2017  | 2018  |
|----------|-------|-------|--------|-------|--------|-------|-------|-------|-------|-------|
| SECURITY | 47.5% | 61.4% | -18.1% | 12.8% | 0.1%   | 27.4% | -6.8% | 25.2% | 31.2% | 7.5%  |
| IPSA     | 50.7% | 37.6% | -15.2% | 3.0%  | -14.0% | 4.1%  | -4.4% | 12.8% | 34.0% | -8.3% |





#### STOCK MARKET INDICATORS AND TRANSACTIONS

The following table shows Grupo Security's year-end stock market indicators between 2009 and 2018.

| (IN HISTORIC CHILEAN PESOS)           | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  |
|---------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Price in CH\$ (not dividend adjusted) | 147.1 | 227.0 | 175.0 | 187.0 | 177.0 | 215.9 | 190.7 | 225.9 | 280.1 | 290.9 |
| Earnings per Share CH\$               | 11.8  | 16.0  | 14.5  | 16.1  | 15.6  | 18.8  | 19.9  | 22.8  | 20.3  | 21.8  |
| Price/Earnings                        | 12.5  | 14.2  | 12.0  | 11.6  | 11.3  | 11.4  | 9.6   | 9.9   | 13.8  | 13.3  |
| Price/Book Value                      | 1.3   | 1.9   | 1.3   | 1.4   | 1.2   | 1.3   | 1.1   | 1.3   | 1.5   | 1.5   |
| Stock Exchange Presence               | 77.2% | 96.4% | 94.0% | 93.2% | 96.8% | 98.0% | 67.8% | 60.6% | 96.1% | 97.2% |
| Number of Shares (in millions)        | 2,550 | 2,550 | 2,882 | 2,882 | 3,184 | 3,232 | 3,258 | 3,258 | 3,683 | 3,695 |
| Market Value (MUS\$)                  | 740   | 1,236 | 967   | 1,126 | 1,076 | 1,149 | 878   | 1,104 | 1,677 | 1,545 |

SOURCE: ECONOMATICA

The following table shows the number of Grupo Security shares traded, trading value in Chilean pesos and the average price in recent years:

| QUARTER                      | NO. OF SHARES<br>(IN THOUSANDS) | TRADING VALUE<br>(IN THCH\$) | AVERAGE PRICE<br>(CH\$) |
|------------------------------|---------------------------------|------------------------------|-------------------------|
| 1st Quarter 2017             | 86,704                          | 19,791,528                   | 228                     |
| 2 <sup>nd</sup> Quarter 2017 | 57,759                          | 13,565,338                   | 235                     |
| 3 <sup>rd</sup> Quarter 2017 | 132,824                         | 31,365,626                   | 236                     |
| 4 <sup>th</sup> Quarter 2017 | 184,122                         | 50,164,320                   | 272                     |
| 2017                         | 461,408                         | 114,886,812                  | 249                     |
| 1st Quarter 2018             | 206,728                         | 61,504,387                   | 298                     |
| 2 <sup>nd</sup> Quarter 2018 | 88,311                          | 28,153,972                   | 319                     |
| 3 <sup>rd</sup> Quarter 2018 | 118,860                         | 35,604,895                   | 300                     |
| 4 <sup>th</sup> Quarter 2018 | 148,199                         | 43,145,652                   | 291                     |
| 2018                         | 562,098                         | 168,408,906                  | 300                     |

SOURCE: FIGURES FOR TRADING VOLUME AND TRADING VALUE COME FROM SANTIAGO EXCHANGE, THE CHILEAN ELECTRONIC STOCK EXCHANGE AND THE VALPARAÍSO STOCK EXCHANGE

| DATE                      | 1 <sup>ST</sup> QUARTER 2017 | 2 <sup>ND</sup> QUARTER 2017 | 3 <sup>RD</sup> QUARTER 2017 | 4 <sup>™</sup> QUARTER 2017 | 1 <sup>ST</sup> QUARTER 2018 | 2 <sup>ND</sup> QUARTER 2018 | 3 <sup>RD</sup> QUARTER 2018 | 4 <sup>TH</sup> QUARTER 2018 |
|---------------------------|------------------------------|------------------------------|------------------------------|-----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
| Quarterly Market Presence | 60.00%                       | 78.89%                       | 84.44%                       | 96.11%                      | 97.78%                       | 96.11%                       | 95.56%                       | 97.22%                       |

#### SOURCE: DCV







#### **RISK RATING**

|                                  | GRUPO<br>SECURITY | BANCO<br>SECURITY | VIDA<br>SECURITY | FACTORING<br>SECURITY | INVERSIONES<br>PREVISIÓN<br>SECURITY |
|----------------------------------|-------------------|-------------------|------------------|-----------------------|--------------------------------------|
| FITCHRATINGS (LOCAL)             | A+                | AA-               | AA-              | A+                    | A+                                   |
| ICR (LOCAL)                      | AA-               | AA                | AA               | AA-                   | A+                                   |
| STANDARD & POORS (INTERNATIONAL) |                   | BBB/A-2           |                  |                       |                                      |

#### **GRUPO SECURITY**

#### **FITCH RATINGS**

#### **GRUPO SECURITY RATING**

A+, long-term solvency, positive outlook.

#### **RATING BASIS AND COMMENTS**

- → Grupo Security's rating from FitchRatings recognizes the high credit quality and low risk of its assets, as well as the strong performance from its subsidiaries, which operate in highly regulated industries.
- → The report highlights its clear positioning in the lending, asset management and life insurance businesses, as well as an expanding customer base and growing recurring and organic income.
- → It valued the improved competitiveness of its subsidiaries after implementing a plan to improve commercial integration among them, including deeper segmentation and implementation of business intelligence and management tools.
- → The report also mentioned that the directors of Grupo Security have broad experience in the financial sector and the owners are strongly committed to management.

#### **2019 RATING**

→ On March 18, 2019, FitchRatings upgraded its rating of Grupo Security to AA-, with a stable outlook, in line with the upgraded rating of Banco Security.

#### **GRUPO SECURITY**

#### **ICR CHILE**

#### **GRUPO SECURITY RATING**

AA- for solvency and bonds with a stable outlook

- → In March 2018, ICR Chile confirmed its rating,
- → based mainly on the financial strength of Grupo Security's subsidiaries.
- → Its report highlighted the holding's strong liquidity levels.
- → The rating agency valued the stability of the cash flows received by Grupo Security from its subsidiaries. It also emphasized that the subsidiaries' financial situation and business model gave them a good rating in the local market.







#### **BANCO SECURITY**

#### **FITCH RATINGS**

#### **BANCO SECURITY RATING**

AA-, domestic, long-term rating, positive outlook.

#### **RATING BASIS AND COMMENTS**

- The rating emphasized the Bank's intrinsic solvency and its appropriate business strategy, which has secured its stable financial performance over time and high quality assets.
- → The report valued the consolidation of the asset management area, which it continued to strengthen in 2018, ranking fifth in market share in the mutual fund industry.
- → It also mentions the improvement in core capital levels after the capital increase of CH\$50,000 million in December 2017 to prepare for Basel III.
- → FitchRatings highlights that its high-quality management and its banking vision that integrates synergies with subsidiaries have enabled Banco Security to carry out its strategic plans.

#### **2019 RATING**

→ On March 18, 2019, FitchRatings upgraded its rating of Banco Security to AA with a stable outlook thanks to an improvement in its intrinsic financial profile, accompanied by continuous improvement in its profitability indicators and core capital levels.

#### **BANCO SECURITY**

#### **ICR CHILE**

#### **BANCO SECURITY RATING**

AA for long-term deposits, letters of credit and bank bonds with a stable outlook.

#### **RATING BASIS AND COMMENTS**

- → This rating was based on its steady loan growth, low risk indices and good portfolio quality.
- → This has led to an increase in the Bank's recurring revenue, giving it greater earnings stability.
- → The report also acknowledged the controller's credibility and prestige and the significant involvement of senior management.
- → ICR emphasized the capital increase of CH\$50,000 million in December 2017, which gives the Bank a more solid capital position to address its growth perspectives and future regulatory changes with higher capital requirements.

#### **BANCO SECURITY**

#### STANDARD & POOR'S

BANCO SECURITY RATING BBB/A-2 stable.

- → S&P highlighted the Bank's consistent financial results backed by solid asset quality indicators, improvements in operating efficiency and greater recurring income.
- → The outlook improved from negative to stable due to improvements in Chile because of continued strong credit growth and a more subtle increase in the price of real estate assets.







#### **VIDA SECURITY**

#### **FITCH RATINGS**

#### **VIDA SECURITY RATING**

AA-, with a stable outlook.

#### **RATING BASIS AND COMMENTS**

- → The report highlighted its position as a leading local insurance company, benefited by its diversified portfolio of life insurance products.
- → It also emphasized the company's positive operating results, which are favorable in comparison to the average of its comparative peers.
- → Fitch mentioned its favorable and stable expense efficiency indicators, benefited by a product distribution structure where expenses are adjusted to sales levels.

#### **VIDA SECURITY**

#### **ICR CHILE**

#### **VIDA SECURITY RATING**

AA, with a stable outlook.

#### **RATING BASIS AND COMMENTS**

- → The report indicated that the company has a strong brand position and tradition in the industry and that its controller, Grupo Security, is solvent and diversified.
- → It highlighted the know-how of Vida Security in diverse areas, maintaining high levels of corporate governance policies and procedures.
- → ICR mentioned its good operating performance and a well-diversified investment portfolio with suitable risk policies.
- → It also highlighted the portfolio of diversified products across the different life insurance lines.

#### INVERSIONES PREVISIÓN SECURITY

#### **FITCH RATINGS**

#### INVERSIONES PREVISIÓN SECURITY RATING

A+, with a stable outlook.

#### **RATING BASIS AND COMMENTS**

→ The report valued the soundness of its main asset, Vida Security, which has suitable operating leverage based on its product mix and favorable operating income and profit.

#### **INVERSIONES PREVISIÓN SECURITY**

#### **ICR CHILE**

#### INVERSIONES PREVISIÓN SECURITY RATING

A+ for solvency and bonds, with a stable outlook.

- → The rating was based mainly on the financial strength of its subsidiaries.
- → The rating agency valued the good risk rating and stability of dividend flows received from its subsidiaries.





#### **FACTORING SECURITY**

#### **FITCH RATINGS**

#### **FACTORING SECURITY RATING**

A+, long-term solvency, positive outlook.

#### **RATING BASIS AND COMMENTS**

- → The report strongly valued the backing from Grupo Security, which has the ability and willingness to provide support to the entity if required.
- → It believed this support to be justified in order to align the commercial image of Factoring Security with Grupo Security and given its consistent track record of contributing to the Group's results.
- → The report also emphasized that Factoring Security is autonomous in terms of funding, personnel and operations, and provides services not only to Group's target markets, but has expanded to include small and medium-sized businesses.

#### **2019 RATING**

→ On March 18, 2019, FicthRatings upgraded its rating of Factoring Security to AA-, in line with the upgraded rating of its parent, Grupo Security.

#### **FACTORING SECURITY**

#### **ICR CHILE**

#### **FACTORING SECURITY RATING**

AA -, with a stable outlook.

- → The report highlighted the increase in the strength of the company's factored receivables, which have grown significantly and are highly diversified by debtor and economic sector.
- → It mentioned the support of Grupo Security, which gives it access to a broad network of customers, and supports the company in areas such as accounting, marketing, IT, and human resources, among others.
- → The relationship with Grupo Security gives the company solid financial and credit backing and access to lower financing rates.









#### PERSONNEL AND COMPENSATION

As of December 31, 2018, Grupo Security S.A. and its subsidiaries had a total of 3,939 employees, or 1.34% more than December 2017. During 2018, Grupo Security's senior executives received total compensation of CH\$1,732,669,978 (CH\$1,449,791,369 in 2017). Benefits were calculated to be CH\$806,140,988 (CH\$755,337,757 in 2017).

The Company's team of associates, a key contributing factor to the organization's sustained growth, has a considerable percentage of female employees (64.4% of the total workforce).

Moreover, both Grupo Security and its subsidiaries have target-based incentive plans in place. The targets involve profits, efficiency, return on equity and reserves as well as annual budget compliance. Each company directly incurs the expenses associated with its incentive plan.

The Company does not have any share-based plans or benefits.

| COMPANY  | EXECUTIVES | PROFESSIONALS | EMPLOYEES | TOTAL |
|--|------------|---------------|-----------|-------|
| GRUPO SECURITY S.A.  | 15         | 25            | 1         | 41    |
| BANCO SECURITY AND SUBSIDIARIES                                  | 63         | 839           | 366       | 1,268 |
| FACTORING SECURITY S.A.  | 8          | 101           | 59        | 168   |
| INMOBILIARIA SECURITY S.A. AND INMOBILIARIA SECURITY SIETE LTDA. | 2          | 27            | 8         | 37    |
| SECURITIZADORA SECURITY S.A.                                     | 1          | 2             | 1         | 4     |
| CAPITAL S.A. (1)   | 25         | 757           | 335       | 1,117 |
| INVERSIONES PREVISIÓN SECURITY AND SUBSIDIARIES                  | 38         | 374           | 892       | 1,304 |
| OVERALL TOTAL  | 152        | 2,125         | 1,662     | 3,939 |

(1) CAPITAL S.A. INCLUDES EMPLOYEES OF ASESORÍAS SECURITY S.A. SOURCE: GRUPO SECURITY







#### **ORGANIZATIONAL DIVERSITY**

|   | TOTAL |
|---|-------|
| TOTAL EMPLOYEES   |       |
| MALE EMPLOYEES  | 1,404 |
| FEMALE EMPLOYEES  | 2,535 |
| NUMBER OF INDIVIDUALS BY NATIONALITY  |       |
| TOTAL DOMESTIC (i.e. Chileans that work in Chile and Peruvians that work in Peru) | 3,894 |
| TOTAL FOREIGN   | 45    |
| NUMBER OF INDIVIDUALS BY AGE GROUP  |       |
| UNDER 30  | 379   |
| 30 · 40   | 1,313 |
| 41 · 50   | 1,344 |
| 51 ⋅ 60   | 708   |
| 61 · 70   | 175   |
| OVER 70   | 20    |
| NUMBER OF INDIVIDUALS BY YEARS OF SERVICE   |       |
| LESS THAN 3 YEARS   | 1,578 |
| 3-6 YEARS   | 1,194 |
| 6-9 YEARS   | 673   |
| 9-12 YEARS  | 193   |
| MORE THAN 12 YEARS  | 301   |

(\*) FOR PROTECTA AND TRAVEX, PERUVIAN ASSOCIATES ARE CONSIDERED DOMESTIC EMPLOYEES SOURCE: GRUPO SECURITY

#### **SALARY GAP BY GENDER**

| POSITION TYPE                  | GAP (AVERAGE SALARY WOMAN/AVERAGE SALARY MAN)* |
|--------------------------------|--|
| JUNIOR ADMINISTRATIVE STAFF    | 100%   |
| MID-RANGE ADMINISTRATIVE STAFF | 100%   |
| SENIOR ADMINISTRATIVE STAFF    | 99%  |
| JUNIOR PROFESSIONALS           | 91%  |
| MID-RANGE PROFESSIONALS        | 103%   |
| SENIOR PROFESSIONALS           | 97%  |
| MID-RANGE SUPERVISOR           | 91%  |
| SENIOR SUPERVISOR              | 95%  |
| MID-RANGE DEPUTY MANAGER       | 97%  |
| SENIOR DEPUTY MANAGER          | 96%  |
| JUNIOR MANAGER                 | 104%   |
| MID-RANGE MANAGER              | 98%  |
| SENIOR MANAGER                 | 104%   |





#### **BOARD DIVERSITY**

| NAME                        | CHILEAN ID<br>NUMBER | POSITION        | PROFESSION              | GENDER | NATIONALITY | DATE OF BIRTH | YEAR OF<br>APPOINTMENT |
|-----------------------------|----------------------|-----------------|-------------------------|--------|-------------|---------------|------------------------|
| Francisco Silva Silva       | 4.103.061-5          | CHAIRMAN        | Civil Engineer          | М      | Chilean     | 11/26/1941    | 1991                   |
| Hernán de las Heras Marín   | 6.381.765-1          | BOARD<br>MEMBER | Business Administration | М      | Chilean     | 03/20/1954    | 2013                   |
| Jorge Marín Correa          | 7.639.707-4          | BOARD<br>MEMBER | Entrepreneur            | М      | Chilean     | 05/21/1960    | 1994                   |
| Naoshi Matsumoto Takahashi  | 3.805.153-9          | BOARD<br>MEMBER | Business Administration | М      | Chilean     | 01/18/1936    | 1991                   |
| Horacio Pavez García        | 3.899.021-7          | BOARD<br>MEMBER | Civil Construction      | М      | Chilean     | 02/11/1938    | 1991                   |
| Juan Cristóbal Pavez Recart | 9.901.478-4          | BOARD<br>MEMBER | Business Administration | М      | Chilean     | 4/7/1970      | 2002                   |
| Bruno Philippi Irarrázabal  | 4.818.243-7          | BOARD<br>MEMBER | Civil Engineer          | М      | Chilean     | 2/22/1944     | 2013                   |
| Ana Saínz de Vicuña Bemberg | 48.128.454-6         | BOARD<br>MEMBER | Agricultural Economics  | F      | Spanish     | 11/8/1962     | 2009                   |
| Mario Weiffenbach Oyarzún   | 4.868.153-0          | BOARD<br>MEMBER | Business Administration | М      | Chilean     | 5/31/1944     | 2016                   |

## DIVERSITY AMONG CHIEF EXECUTIVE AND OTHER DIVISIONS THAT REPORT TO THE CEO OR THE BOARD OF DIRECTORS

| NAME                                   | CHILEAN ID<br>NUMBER | POSITION  | PROFESSION                   | GENDER | NATIONALITY | DATE OF BIRTH | DATE APPOINTED |
|--|----------------------|---|------------------------------|--------|-------------|---------------|----------------|
| Renato Peñafiel Muñoz                  | 6.350.390-8          | Chief Executive Officer                           | Business Administration      | М      | Chilean     | 4/15/1952     | 2/1/1996       |
| Rodrigo Antonio Carvacho<br>Contreras  | 13.434.182-3         | Corporate Chief<br>Accounting Manager             | Business Administration      | М      | Chilean     | 5/31/1978     | 6/1/2014       |
| Carlos Budge Carvallo                  | 7.011.490-9          | Asset Management Area<br>Manager                  | Agronomy                     | М      | Chilean     | 3/8/1957      | 1/1/2008       |
| Fernando Salinas Pinto                 | 8.864.773-4          | Planning and<br>Development Manager               | Business Administration      | М      | Chilean     | 6/4/1970      | 11/1/2005      |
| Alejandra Zegers Correa                | 10.201.117-1         | Marketing Manager                                 | Business Administration      | F      | Chilean     | 12/12/1969    | 6/6/2005       |
| Karin Becker Schmidt                   | 5.360.901-5          | Corporate Culture<br>Manager                      | Education (Spanish language) | F      | Chilean     | 7/21/1950     | 1/1/2002       |
| Alfonso Verdugo Ramírez<br>de Arellano | 7.097.708-7          | Controller and Corporate<br>Business Risk Manager | Business Administration      | М      | Chilean     | 1/7/1961      | 5/2/2006       |
| Felipe Hernán Jaque Serrano            | 10.577.183-5         | Chief Economist                                   | Business Administration      | М      | Chilean     | 7/1/1973      | 3/1/2017       |
| Eduardo Olivares Veloso                | 9.017.530-0          | Digital Business<br>Development Manager           | Business Administration      | М      | Chilean     | 11/16/1973    | 5/22/2018      |





#### **BOARD ALLOWANCES AND FEES**

At a shareholders' meeting held April 12, 2018, shareholders agreed to set board compensation at UF 35 per director and UF 50 for the Chairman. These figures are capped at 19 paid meetings. and limited to one paid meeting per month. Annual allowances paid to directors are capped at UF 6,270. In 2014, Grupo Security paid its Board of Directors total compensation of UF 5,000.

The Board of Directors did not incur any advisory expenses in 2018.

In 2018, directors of the parent company received gross compensation for their services as directors of subsidiaries as follows:

At Grupo Security: Mr. Francisco Silva Silva received UF 800 (UF 900 in 2015) in allowance for meeting attendance and UF 10,146 (UF 12,108 in 2017) in bonuses. Mr. Hernán de las Heras Marín received UF 595 (UF 630 in 2017) in allowance for meeting attendance, UF 180 (UF 135 in 2017) for Directors' Committee participation and UF 668 (UF 885 in 2017) in bonuses. Mr. Bruno Philippi Irarrázabal received UF 595 (UF 595 in 2017) in allowance for meeting attendance and UF 668 (UF 885 in 2017) in bonuses. Ms. Ana Saínz de Vicuña received UF 455 (UF 595 in 2017) in allowance for meeting attendance and UF 668 (UF 885 in 2017) in bonuses. Mr. Jorge Marín Correa received UF 420 (UF 630 in 2017) in allowance for meeting attendance and UF 120 (UF 120 in 2017) for Directors' Committee participation. Mr. Naoshi Matsumoto Takahashi received UF 595 (UF 595 in 2017) in allowance for meeting attendance and UF 668 (UF 885 in 2017) in bonuses. Mr. Juan Cristóbal Pavez Recart received UF 490 (UF 595 in 2017) in allowance for meeting attendance and UF 668 (UF 885 in 2017) in bonuses. Mr. Horacio Pavez García received UF 560 (UF 595 in 2017) in allowance for meeting attendance, UF 180 (UF 120 in 2017) for Directors' Committee participation and UF 668 (UF 885 in 2017) in bonuses. Mr. Mario Weiffenbach Oyarzún received UF 490 (UF 630 in 2017) in allowance for meeting attendance.

At Banco Security: Mr. Francisco Silva Silva received UF 600 (UF 501 in 2017) in allowance for meeting attendance and UF11,982 (UF 11,981 in 2017) in bonuses. Mr. Jorge Marín Correa received UF 550 (UF 551 in 2017) in allowance for meeting attendance and UF 818 (UF 1,005 in 2017) in bonuses. Mr. Horacio Pavez García received UF 600 (UF 551 in 2017) in allowance for meeting attendance and UF 135 (UF 119 in 2017) in bonuses. Mr. Mario Weiffenbach Oyarzún received UF 200 (UF 351 in 2017) in allowance for meeting attendance and UF 4,669 (UF 4,669 in 2017) in bonuses.

At Seguros de Vida Security: Mr. Francisco Silva Silva received UF 341 (UF 341 in 2017) in allowance for meeting attendance. Mr. Juan Cristóbal Pavez received UF 341 (UF 341 in 2016) in allowance for meeting attendance.

At Factoring Security, Mr. Mario Weiffenbach Oyarzún received UF 668 (UF 665 in 2017) in bonuses.









#### ARTICLES OF INCORPORATION

Sociedad de Inversiones Grupo Security S.A. was incorporated by public instrument on February 8, 1991, before notary public Mr. Enrique Morgan Torres. The respective extract of the articles of incorporation was published in the Official Gazette on February 22, 1991. It was registered on February 19, 1991, in the Santiago Commerce Registry on page 5,720, number 2,820. Grupo Security is a publicly traded corporation that was registered in the Securities Registry under number 0499 on January 30, 1995, and, therefore, is supervised by the SVS. At a shareholders' meeting held on October 20, 1997, shareholders approved a legal name change from Security Holdings S.A. to the Company's current name Grupo Security S.A.

#### PROPERTY, PLANT AND EQUIPMENT

The Group's property, plant and equipment are detailed in Note 8 to the financial statements. The Group's consolidated property, plant and equipment was valued at MCH\$51,733 (0.5% of assets) as of December 31, 2018. All Group companies own their respective headquarters. Of the Group's total office space, 25% is owned (21 offices) while the remaining 75% are leased (63 offices).

#### TRADEMARKS AND PATENTS

Grupo Security owns the "Security" trademark for the categories related to the business activities of the parent company, subsidiaries and affiliates.

#### **SUPPLIERS AND CUSTOMERS**

Grupo Security centralizes its corporate support areas in Capital S.A., which provides IT, accounting, marketing, human resources, purchasing and research services for all Security companies. The sales force for Banco Security and Factoring Security is

employed by Mandatos Security, while the sales force for the asset management companies are employed by Global Security. During 2018, the services provided to the Group by Capital S.A. (formerly Inversiones Invest Security), Mandatos Security and Global Security accounted for over 11% of the services outsourced by the Group companies as a whole.

In 2018, no other customers represented 10% or more of sales for any of the Security companies.

#### **REGULATORY FRAMEWORK**

Grupo Security and its subsidiaries fully comply with the current regulatory framework that applies to its businesses, which is set forth in: the General Banking Law, the Insurance Law, the Capital Markets Law, the Corporations Law, and all laws and regulations that apply to Grupo Security's activities.

#### PERCENT INTEREST HELD BY DIRECTORS AND SENIOR EXECUTIVES

Some of the Group's directors and executives have ownership interests in the company, detailed as follows:

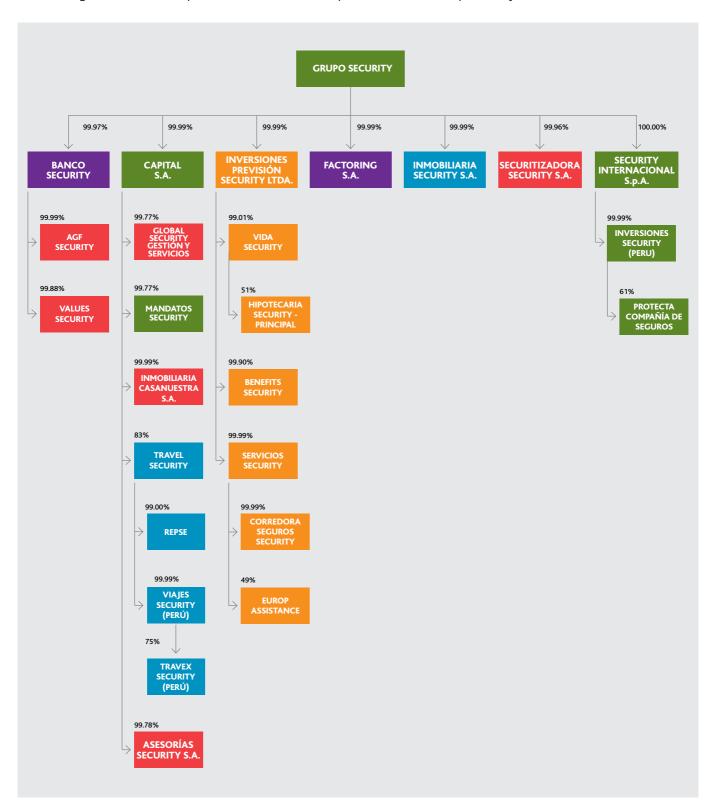
| NAME                    | OWNERSHIP<br>INTEREST (%) |
|-------------------------|---------------------------|
| Juan Cristóbal Pavez R. | 13.82%                    |
| Horacio Pavez G.        | 10.65%                    |
| Jorge Marín C.          | 10.05%                    |
| Naoshi Matsumoto T.     | 9.70%                     |
| Francisco Silva S.      | 6.69%                     |
| Ana Saínz de Vicuña B.  | 6.03%                     |
| Renato Peñafiel M.      | 5.01%                     |
| Bruno Philippi I.       | 1.27%                     |
| Mario Weiffenbach O.    | 0.53%                     |





#### **ORGANIZATIONAL STRUCTURE**

The following chart shows the corporate structure and ownership interests between Grupo Security and its subsidiaries:









#### MATERIAL EVENTS

#### SANTIAGO, MARCH 22, 2018

On March 22, 2018, the Board of Directors of Grupo Security agreed to call an annual general shareholders' meeting for April 12, 2018, at 9 a.m. in the Company's offices located at Augusto Leguía Sur 70, underground floor, Las Condes, Santiago. The following matters were to be addressed at the annual shareholders' meeting:

- 1. Approval of the annual report and financial statements for the year-ended December 31, 2017, including the report of independent auditors for that year.
- 2. Profit distribution and dividend payments.
- 3. Dividend policies.
- **4.** Board compensation for 2018.
- **5.** Information regarding Directors' Committee activities, performance and expenses during 2017.
- **6.** Directors' Committee compensation and approval of the 2018 budget.
- **7.** Board expenses in 2017.
- 8. Appointment of the Company's independent auditors.
- 9. Appointment of risk rating agencies.
- **10.** Information on related party transactions in accordance with Articles 146 *et seq.* of the Corporations Law.
- 11. Designation of newspaper for legal publications.
- **12.** All other matters that should be addressed at an annual shareholders' meeting according to law.

The Board also agreed to propose a final dividend of CH\$7.25 per share at the annual general shareholders' meeting. When

added to the interim dividend of CH\$1.75 per share and the additional dividend of CH\$2.60 per share already paid on November 3, 2017, this gives a total dividend of CH\$11.60 per share for 2017. The Board also agreed to propose a dividend payment date of April 23, 2014.

All shareholders registered in the Shareholder Registry as of April 6, 2018, shall be eligible to participate in the annual general shareholders' meeting. Similarly, any proxies will be verified immediately before the shareholders' meeting at the meeting venue.

#### SANTIAGO, APRIL 12, 2018

In accordance with Law 18,046 (the Corporations Law) and CMF Ruling 660, a dividend of CH\$7.25 per share will be paid in cash and charged to retained earnings from 2017.

#### SANTIAGO, OCTOBER 3, 2018

In accordance with the agreements made at the annual general shareholders' meeting held on April 12, 2018, the Company's board of directors agreed, at its October 3, 2014, meeting, to pay a total dividend of Ch\$4.50 per share, distributed as follows:

- i. An interim dividend of Ch\$1.90 per share to be paid in cash and charged to profit for the year.
- ii. An additional dividend of CH\$2.60 per share to be paid in cash and charged to retained earnings from prior years.





#### INVESTMENT AND FINANCING POLICIES

#### **INVESTMENT POLICY**

Grupo Security has not established a particular investment policy or plan. Even so, the Group's strategy has focused primarily on investment in the financial services sector or complementary industries, in an attempt to support the Group's business areas and underscore the company's commitment to providing excellent, comprehensive service.

#### **FINANCING POLICY**

Likewise, Grupo Security does not have an established financing policy. The company obtains financial capital through its own resources, contributions, bond issuances and other traditional debt sources, such as bank loans.

## RESTRICTIONS ASSOCIATED WITH GRUPO SECURITY CREDITORS

#### **SERIES F BOND**

DATE: NOVEMBER 20, 2009

#### **LEVERAGE**

As of January 1, 2010, an agreement established that leverage should not exceed 0.4 times, measured quarterly using the statement of financial position issued in accordance with IFRS. Leverage is defined as the ratio of standalone financial liabilities, as presented in the FECU-IFRS disclosures, to equity (hereinafter "IFRS Leverage").

#### **SERIES F BOND**

#### DATE: NOVEMBER 20, 2009

CONTINUED

Individual financial liabilities are the sum of financial obligations contracted by Grupo Security, excluding subsidiary financial obligations, regardless of whether those subsidiaries are consolidated by Grupo Security. Thus, standalone financial liabilities encompass the Company's standalone debts, which are classified within the following FECU-IFRS accounting concepts: (i) borrowings from banks and financial institutions, current and non-current (as included in those concepts in the FECU-IFRS statements), (ii) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the FECU-IFRS statements), (iii) accounts payable to related parties, current and noncurrent (as included in those concepts in the FECU-IFRS statements). Point (iii) above shall include those standalone Grupo Security payables to related parties that have been eliminated on consolidation, and are therefore excluded from the consolidated financial statements.

In both cases, such liabilities shall include guarantees, joint and several guarantees, joint assumption of debt and other personal or real guarantees that the issuer has granted to guarantee third-party obligations, including subsidiary obligations.

#### **BANCO SECURITY OWNERSHIP**

The Company must hold, directly or indirectly through one or more subsidiaries, at least 51% of Banco Security's issued shares with voting rights.









#### **SERIES K BOND**

#### **DATE: AUGUST 27, 2013**

#### **LEVERAGE**

Leverage may not exceed 0.4 times, measured quarterly using the statement of financial position issued in accordance with IFRS. Leverage is defined as the ratio of individual financial liabilities, as presented in the financial statement disclosures (23), to equity (24) (hereinafter "Leverage"). Therefore, the issuer should include a note of the issuer's standalone financial liabilities and the aforementioned ratio in the quarterly financial statement disclosures. Individual financial liabilities are the sum of financial obligations contracted by Grupo Security, excluding subsidiary financial obligations (Note 25), regardless of whether those subsidiaries are consolidated by Grupo Security. Thus, standalone financial liabilities include the sum of the Company's standalone debts, which are classified within the following accounting concepts: (I) borrowings from banks and financial institutions, current and non-current (as included in those concepts in the financial statements) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the financial statements), (iii) other liabilities, trade payables, miscellaneous payables and provisions, all current and non-current (as included in those concepts in the financial statements), (iv) accounts payable to related parties, current and non-current (as included in those concepts in the financial statements). Point (iv) above shall include those individually considered Group accounts payable that have been contracted with related parties, which have been eliminated during the consolidation process and therefore are not present in the issuer's financial statements. Liabilities shall include the amount of guarantees, joint and several guarantees, joint assumption of debt and other personal or real guarantees that the issuer has granted to guarantee third-party obligations, including subsidiary obligations.

#### **SERIES K BOND**

#### **DATE: AUGUST 27, 2013**

CONTINUED

#### **BANCO SECURITY OWNERSHIP**

The Company must hold, directly or indirectly through one or more subsidiaries, at least 51% of Banco Security's issued shares with voting rights.

#### **SERIES L-3 BOND**

#### DATE: DECEMBER 4, 2014

#### **LEVERAGE**

Leverage may not exceed 0.4 times, measured quarterly using the statement of financial position issued in accordance with IFRS. Leverage is defined as the ratio of standalone financial liabilities, as presented in the financial statements to equity (hereinafter "Leverage"). Therefore, the issuer should include a note of the issuer's standalone financial liabilities and the aforementioned ratio in the quarterly financial statement disclosures. Individual financial liabilities are the sum of financial obligations contracted by Grupo Security, excluding subsidiary financial obligations (Note 25), regardless of whether those subsidiaries are consolidated by Grupo Security. Thus, standalone financial liabilities include the sum of the Company's standalone debts, which are classified within the following accounting concepts: (I) borrowings from banks and financial institutions, current and non-current (as included in those concepts in the financial statements) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the financial statements), (iii) other liabilities, trade payables, miscellaneous payables and provisions, all current and non-current (as included in those concepts in the financial statements), (iv) accounts payable to related parties, current and non-current (as included in those concepts in





#### **SERIES L-3 BOND**

#### DATE: DECEMBER 4, 2014

CONTINUED

the financial statements). Point (iv) above shall include those individually considered Group accounts payable that have been contracted with related parties, which have been eliminated during the consolidation process and therefore are not present in the issuer's financial statements. Liabilities shall include the amount of guarantees, joint and several guarantees, joint assumption of debt and other personal or real guarantees that the issuer has granted to guarantee third-party obligations, including subsidiary obligations.

#### **BANCO SECURITY OWNERSHIP**

The Company must hold, directly or indirectly through one or more subsidiaries, at least 51% of Banco Security's issued shares with voting rights.

#### **SERIES M BOND**

#### **DATE: JANUARY 5, 2017**

#### **LEVERAGE**

Leverage should not exceed 0.4 times, measured quarterly using the statement of financial position issued in accordance with IFRS. Leverage is defined as the ratio of standalone financial liabilities presented in the financial statements to equity (hereinafter "Leverage", as). Therefore, the issuer should include a note of the issuer's standalone financial liabilities and the aforementioned ratio in the quarterly financial statement disclosures. Individual financial liabilities are the sum of financial obligations contracted by Grupo Security, excluding subsidiary financial obligations, regardless of whether those subsidiaries are consolidated by Grupo Security. Thus, standalone financial liabilities

#### **SERIES M BOND**

#### DATE: JANUARY 5, 2017

CONTINUED

include the sum of the Company's standalone debts, which are classified within the following accounting concepts: (I) borrowings from banks and financial institutions, current and non-current (as included in those concepts in the financial statements) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the financial statements), (iii) other liabilities, trade payables, miscellaneous payables and provisions, all current and non-current (as included in those concepts in the financial statements), (iv) accounts payable to related parties, current and non-current (as included in those concepts in the financial statements). Point (iv) above shall include those individually considered Group accounts payable that have been contracted with related parties, which have been eliminated during the consolidation process and therefore are not present in the issuer's financial statements. Liabilities shall include the guarantees, joint and several guarantees, joint assumption of debt and other personal or real guarantees that the issuer has granted to guarantee third-party obligations, including subsidiary obligations.

#### **BANCO SECURITY OWNERSHIP**

The Company must hold, directly or indirectly through one or more subsidiaries, at least 51% of Banco Security's issued shares with voting rights.

#### **SERIES N1 BOND**

#### DATE: FEBRUARY 15, 2018

#### **LEVERAGE**

Leverage should not exceed 0.4 times, measured quarterly using the statement of financial position issued in accordance with IFRS. Leverage is defined as the ratio of standalone







#### **SERIES N1 BOND**

#### DATE: FEBRUARY 15, 2018

CONTINUED

financial liabilities presented in the financial statements to equity (hereinafter "Leverage", as). Therefore, the issuer should include a note of the issuer's standalone financial liabilities and the aforementioned ratio in the quarterly financial statement disclosures. Standalone financial liabilities are the sum of financial obligations contracted by Grupo Security individually, excluding subsidiary financial obligations, regardless of whether those subsidiaries are consolidated by Grupo Security. Thus, standalone financial liabilities include the sum of the Company's standalone debts, which are classified within the following accounting concepts: (i) borrowings from banks and financial institutions, current and non-current (as included in those concepts in the financial statements) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the financial statements), (iii) other liabilities, trade payables, miscellaneous payables and provisions, all current and non-current (as included in those concepts in the financial statements), (iv) accounts payable to related parties, current and non-current (as included in those concepts in the financial statements). Point (iv) above shall include those standalone Grupo Security payables to related parties that have been eliminated on consolidation, and are therefore excluded from the consolidated financial statements. Liabilities shall include the guarantees, joint and several guarantees, joint assumption of debt and other personal or real guarantees that the issuer has granted to guarantee third-party obligations, including subsidiary obligations.

#### **BANCO SECURITY OWNERSHIP**

The Company must hold, directly or indirectly through one or more subsidiaries, at least 51% of Banco Security's issued shares with voting rights.

#### **CREDITOR BANKS**

As of December 31, 2018, Grupo Security does not have any debts with banks or financial institutions.

### DEPENDENCE ON SUBSIDIARY DIVIDENDS

Grupo Security is the ultimate parent company of a conglomerate of companies; as such, it receives its income from subsidiary dividends. As a result, the Company's earnings are considerably dependent on the performance of its subsidiaries.

In 2018, Banco Security distributed Ch\$37,803 million in dividends to Grupo Security. Banco Security received solvency ratings of AA from International Credit Ratings (ICR) and AA-from Fitch Ratings, both with stable outlooks, while international rating agency Standard & Poor's gave it a long-term rating of BBB and a short-term rating of A-2. Factoring Security distributed CH\$3,751 million in dividends. International Credit Ratings gave it a solvency rating of AA-.

Lastly, it is important to point out that Grupo Security controls its main subsidiaries with an ownership interest of more than 90% in each subsidiary, which gives it flexibility in setting their dividend policies based on its requirements. This is especially true because of the vast diversification of the Company's revenue sources, with subsidiaries in various sectors of the financial industry.

#### **RISK FACTORS**

### TIGHT COMPETITION IN ALL GROUP BUSINESS AREAS

The industries in which the Group competes are known for being highly competitive and trending toward decreased margins. Continual mergers and competitor alliances are proof of the competition Group companies face. Despite the potential challenges to income generation, the possible negative effects of





competition are deemed to be offset by Grupo Security's solid brand image in its target market, strong customer loyalty and the niche strategy that drives the Group's development.

These qualities allow the Company to offer personalized, specialized products and services, which is very difficult in large organizations targeting more large-scale segments of the population. The Company's offering has earned it a favorable market position with which to face future competition.

### REGULATORY CHANGES IN GROUP INDUSTRIES

The industries in which the Group does business, particularly the banking and insurance industries, are government-regulated and are consequently subject to potential regulatory changes over time. However, this risk is estimated to be low due to market transparency, the industries' considerable development and its excellent local reputation.

### RISKS ASSOCIATED WITH THE FINANCIAL BUSINESS

#### **CREDIT RISK**

As a result of the international financial crises in 2008 and 2012, credit quality has deteriorated in some segments of the Chilean banking industry. However, the increase in our risk index has been minimal.

Within this framework, Banco Security has consistently posted risk levels below industry averages.

#### **MARKET RISK**

The Chilean banking industry faces two main risks: inflation and interest rate risk. Consequently, Banco Security's Finance Committee has established market risk policies, procedures and limits to manage the Bank's maturity and exchange rate exposure in accordance with Bank objectives and regulatory limits. The Bank and its subsidiaries have also implemented a special system for controlling interest rate risk. Along with ongoing monitoring of medium- and long-term investments, the system provides continuous portfolio monitoring.

#### RISKS ASSOCIATED WITH

#### **INTERNATIONAL MARKET VOLATILITY**

The Chilean economy and its markets operate within the wider international financial context, leaving them exposed to external crises. The volatility of world financial markets and changes in global economic conditions can negatively affect the performance of local assets and risk premiums demanded by investors.

### RISKS ASSOCIATED WITH THE INSURANCE AREA

#### **LOCAL FINANCIAL RISKS**

Decreases in medium and long-term interest rates could affect the performance of annuity-backing assets and guaranteedreturn investment accounts when investments with shorter maturities must be made, creating a medium-term operating deficit.

#### **MORTALITY AND MORBIDITY RATES**

Increases in morbidity rates could cause the number of catastrophic claims to rise in the medium-term and the number of medical reimbursement claims to increase in the short-term. If companies do not adjust to the new structure of the mortality curves, the decrease in adult mortality rates could negatively impact the income expected from the annuities area.

#### **INDUSTRY STRUCTURE**

The large number industry players can lead to company closures and mergers. Consequently, the current industry structure may vary, triggering adjustments to the structure of sales and operating margins.

#### **REINSURANCE INDUSTRY**

The trend toward concentration of reinsurance companies could affect the variety of coverage options. Strong market competition could result in elimination of reinsurance options for risks that are currently insurable.

#### **INTERNAL COMPETITION**

Due to the price competition affecting the market, the technical margins of high-retention general insurance areas could continue to fall.







We aspire to be a model for close, productive and transparent relationships with our stakeholders.



GRUPO security







### INDEPENDENT AUDITORS' REPORT

## Deloitte.

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#### INDEPENDENT AUDITORS' REPORT

To the Shareholders of Grupo Security S.A.

We have audited the accompanying consolidated financial statements of Grupo Security S.A. and its subsidiaries ("The Group"), which comprise the consolidated statements of financial position as of December 31, 2018 and 2017, and the related consolidated statements of comprehensive income, changes in equity and cash flows for the years then ended and the related notes to the consolidated financial statements.

#### Management's responsibility for the consolidated financial statements

Management is responsible for the reasonable preparation and presentation of these consolidated financial statements in according with the instructions and accounting standards for the preparation and presentation of financial information issued by the Financial Market Commission (CMF), formerly Superintendency of Securities and Insurances, detailed in Note 2 to the consolidated financial statements. This responsibility includes the design, implementation, and maintenance of its relevant internal controls for the reasonable preparation and presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Chile. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Group preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.







#### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Grupo Security S.A. and its subsidiaries as of December 31, 2018 and 2017, and the results of their operations and their cash flows for the years then ended, in accordance with accounting standards and instructions issued by the Financial Market Commission, formerly Superintendency of Securities and Insurances, detailed in Note 2 to the consolidated financial statements.

#### Other matters - Other comprehensive basis of preparation

As explained in Note 2 to the consolidated financial statements and in accordance with instructions and accounting standards for the preparation and presentation of financial reporting issued by the Financial Market Commission, formerly Superintendency of Securities and Insurance, the consolidated financial statements of Grupo Security S.A. and subsidiaries include the financial statements of its subsidiaries Banco Security and Seguros Vida Security Previsión S.A., which have been prepared on a comprehensive basis that includes accounting basis different to those applied by its Parent Company; this due to the fact that the preparation of the financial statements of Banco Security is regulated by the Superintendency of Banks and Financial Institutions, through its Compendium of Accounting Standards for the banking business, and Seguros Vida Security Previsión S.A. prepares its financial statements under specific accounting principles of the Financial Market Commission, which include standards for the recognition and measurement of assets and liabilities and also financial reporting presentation and disclosure requirements for the insurance business.

#### Other matters

Note 35.VII C) to the consolidated financial statements has not been audited by us and, therefore, this report does not include it.

The accompanying consolidated financial statements have been translated into English solely for the convenience of readers outside Chile.

Febrary 28, 2019 Santiago, Chile







## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

AS OF DECEMBER 31, 2018 AND 2017

| ASSETS  | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|---|--------------------------------|--------------------------------|
| CURRENT ASSETS  | 1110113                        | menş                           |
| Cash and cash equivalents   | 472,889,690                    | 599,767,478                    |
| Other financial assets, current   | 3,412,739,964                  | 3,162,602,973                  |
| Other non-financial assets, current   | 50,224,120                     | 27,137,580                     |
| Trade and other receivables, current  | 5,833,242,081                  | 5,355,570,833                  |
| Accounts receivable from related parties, current   | 48,248,089                     | 32,019,282                     |
| Inventories, current  | 86,580,672                     | 72,113,146                     |
| Current tax assets  | 39,257,216                     | 32,516,564                     |
| TOTAL CURRENT ASSETS OTHER THAN ASSETS OR DISPOSAL GROUPS CLASSIFIED AS HELD FOR SALE OR AS HELD FOR DISTRIBUTION TO OWNERS | 9,943,181,832                  | 9,281,727,856                  |
| Non-current assets or disposal groups classified as held for sale or as held for distribution to owners                     | 1,233,954                      | 3,641,275                      |
| TOTAL CURRENT ASSETS  | 9,944,415,786                  | 9,285,369,131                  |
| NON-CURRENT ASSETS  |                                |                                |
| Other non-financial assets, non-current   | 119,878,149                    | 74,083,873                     |
| Equity-accounted investments  | 3,875,455                      | 3,076,558                      |
| Intangible assets other than goodwill   | 37,811,188                     | 38,517,974                     |
| Goodwill  | 119,066,570                    | 119,066,570                    |
| Property, plant and equipment   | 51,733,402                     | 65,088,368                     |
| Investment property   | 214,169,545                    | 159,663,191                    |
| Deferred tax assets   | 51,737,634                     | 51,733,703                     |
| TOTAL NON-CURRENT ASSETS  | 598,271,943                    | 511,230,237                    |
| TOTAL ASSETS  | 10,542,687,729                 | 9,796,599,368                  |









### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

AS OF DECEMBER 31, 2018 AND 2017

| LIABILITIES AND EQUITY                           | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|--|--------------------------------|--------------------------------|
| LIABILITIES                                      |                                |                                |
| CURRENT LIABILITIES                              |                                |                                |
| Other financial liabilities, current             | 6,217,422,354                  | 5,591,019,577                  |
| Trade and other payables                         | 2,597,213,493                  | 2,504,746,138                  |
| Accounts payable to related parties, current     | 994,592                        | 1,948,848                      |
| Other short-term provisions                      | 124,324,835                    | 117,699,427                    |
| Current tax liabilities                          | 22,810,449                     | 24,881,123                     |
| Employee benefit provisions, current             | 9,257,959                      | 8,707,708                      |
| Other non-financial liabilities, current         | 146,415,379                    | 188,926,351                    |
| TOTAL CURRENT LIABILITIES                        | 9,118,439,061                  | 8,437,929,172                  |
| NON-CURRENT LIABILITIES                          |                                |                                |
| Other financial liabilities, non-current         | 578,311,298                    | 540,755,666                    |
| Accounts payable, non-current                    | 92,876,874                     | 92,843,948                     |
| Accounts payable to related parties, non-current | 3,322,762                      | 1,948,272                      |
| Deferred tax liabilities                         | 697,392                        | 596,149                        |
| TOTAL NON-CURRENT LIABILITIES                    | 675,208,326                    | 636,144,035                    |
| TOTAL LIABILITIES                                | 9,793,647,387                  | 9,074,073,207                  |
| EQUITY   |                                |                                |
| Issued capital                                   | 431,676,083                    | 429,040,360                    |
| Retained earnings                                | 342,846,218                    | 311,415,141                    |
| Share premium                                    | 718,834                        | -                              |
| Other reserves                                   | (46,745,815)                   | (35,545,420)                   |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT      | 728,495,320                    | 704,910,081                    |
| Non-controlling interests                        | 20,545,022                     | 17,616,080                     |
| Total equity                                     | 749,040,342                    | 722,526,161                    |
| TOTAL LIABILITIES AND EQUITY                     | 10,542,687,729                 | 9,796,599,368                  |

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## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| PROFIT FOR THE YEAR   | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|---|--------------------------------|--------------------------------|
| Revenue   | 1,024,138,401                  | 1,177,767,857                  |
| Cost of sales   | (673,104,801)                  | (839,570,927)                  |
|   | , , , ,                        |                                |
| GROSS PROFIT  | 351,033,600                    | 338,196,930                    |
| Other income  | 4,684,748                      | 4,252,262                      |
| Administrative expenses   | (216,961,503)                  | (215,482,809)                  |
| Other expenses  | (7,565,279)                    | (8,560,516)                    |
| Other gains   | 1,742,070                      | 5,457,454                      |
| NET OPERATING INCOME  | 132,933,636                    | 123,863,321                    |
| Finance income  | 12,974                         | -                              |
| Finance costs   | (14,836,551)                   | (13,110,219)                   |
| Share of loss of associates and joint ventures, equity-accounted  | (1,775,235)                    | (379,108)                      |
| Exchange differences  | 1,221,557                      | (4,925,725)                    |
| Loss on indexed assets and liabilities  | (10,399,293)                   | (4,178,792)                    |
| Gain (loss) arising from the difference between the prior carrying amount and the fair value of financial assets reclassified at fair value | 734,381                        | (1,585,682)                    |
| PROFIT BEFORE TAX   | 107,891,469                    | 99,683,795                     |
| Income tax expense  | (24,732,925)                   | (25,971,449)                   |
| PROFIT FROM CONTINUING OPERATIONS   | 83,158,544                     | 73,712,346                     |
| Profit from discontinued operations   | -                              | -                              |
| PROFIT FOR THE YEAR   | 83,158,544                     | 73,712,346                     |
| PROFIT ATTRIBUTABLE TO  |                                |                                |
| Profit attributable to owners of the parent   | 80,548,352                     | 74,707,915                     |
| Profit attributable to non-controlling interests  | 2,610,192                      | (995,569)                      |
| PROFIT FOR THE YEAR   | 83,158,544                     | 73,712,346                     |
|   | , .55,5 . 1                    |                                |
| EARNINGS PER SHARE  |                                |                                |
| BASIC EARNINGS PER SHARE  | CH\$                           | CH\$                           |
| Basic earnings per share from continuing operations   | 21.8111                        | 21.7471                        |
| Basic earnings per share from discontinued operations   | 0.0000                         | 0.0000                         |
| BASIC EARNINGS PER SHARE  | 21.8111                        | 21.7471                        |









## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| STATEMENTS OF OTHER COMPREHENSIVE INCOME                              | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|---|--------------------------------|--------------------------------|
| PROFIT FOR THE YEAR   | 83,158,544                     | 73,712,346                     |
| OTHER INCOME AND EXPENSES CHARGED OR CREDITED TO NET EQUITY           |                                |                                |
| Insurance company reserves  | (8,644,505)                    | (8,787,191)                    |
| Reserve for financial assets available for sale and other bank assets | (4,574,509)                    | 2,225,055                      |
| Translation adjustment reserve  | 2,086,080                      | (243,494)                      |
| TOTAL OTHER INCOME AND EXPENSES CHARGED OR CREDITED TO NET EQUITY     | (11,132,934)                   | (6,805,630)                    |
| TOTAL NET COMPREHENSIVE INCOME  | 72,025,610                     | 66,906,716                     |
|   |                                |                                |
| TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO:                    | тнсн\$                         | THCH\$                         |
| Owners of the parent  | 69,415,418                     | 67,902,285                     |
| Non-controlling interests   | 2,610,192                      | (995,569)                      |
| TOTAL COMPREHENSIVE INCOME  | 72,025,610                     | 66,906,716                     |

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## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

|   | ISSUED<br>CAPITAL<br>THCH\$ | SHARE<br>PREMIUM<br>THCH\$ | OTHER<br>RESERVES<br>THCH\$ | RETAINED<br>EARNINGS<br>THCH\$ | EQUITY<br>ATTRIBUTABLE TO<br>OWNERS OF THE<br>PARENT<br>THCH\$ | NON-<br>CONTROLLING<br>INTERESTS<br>THCH\$ | TOTAL<br>EQUITY<br>THCH\$ |
|---|-----------------------------|----------------------------|-----------------------------|--------------------------------|--|--|---------------------------|
| OPENING BALANCE CURRENT PERIOD 1/01/2018                | 429,040,360                 | -                          | (35,545,420)                | 311,415,141                    | 704,910,081  | 17,616,080                                 | 722,526,161               |
| Increase (decrease) due to changes in accounting policy |                             |                            |                             | (11,101,431)                   | (11,101,431)   |  | (11,101,431)              |
| CHANGES IN EQUITY                                       |                             |                            |                             |                                |  |  |                           |
| Profit for the year                                     |                             |                            |                             | 80,548,352                     | 80,548,352   | 2,610,192                                  | 83,158,544                |
| Other comprehensive income (loss)                       |                             |                            | (11,132,934)                |                                | (11,132,934)   |  | (11,132,934)              |
| TOTAL COMPREHENSIVE INCOME (LOSS)                       | -                           | -                          | (11,132,934)                | 80,548,352                     | 69,415,418   | 2,610,192                                  | 72,025,610                |
| Equity issuance   | 2,635,723                   | 718,834                    |                             |                                | 3,354,557  | 9,000                                      | 3,363,557                 |
| Dividends (paid and interim)                            |                             |                            |                             | (44,593,165)                   | (44,593,165)   |  | (44,593,165)              |
| Share issuance and placement costs                      |                             |                            | (67,461)                    |                                | (67,461)   |  | (67,461)                  |
| Increase (decrease) due to transfers and other changes  |                             |                            |                             | 6,577,321                      | 6,577,321  | 309,750                                    | 6,887,071                 |
| TOTAL CHANGES IN EQUITY                                 | 2,635,723                   | 718,834                    | (67,461)                    | (38,015,844)                   | (34,728,748)   | 318,750                                    | (34,409,998)              |
| CLOSING BALANCE CURRENT PERIOD 12/31/2018               | 431,676,083                 | 718,834                    | (46,745,815)                | 342,846,218                    | 728,495,320  | 20,545,022                                 | 749,040,342               |







|   | ISSUED<br>CAPITAL<br>THCH\$ | SHARE<br>PREMIUM<br>THCH\$ | OTHER<br>RESERVES<br>THCH\$ | RETAINED<br>EARNINGS<br>THCH\$ | EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT THCH\$ | NON-<br>CONTROLLING<br>INTERESTS<br>THCH\$ | TOTAL<br>EQUITY<br>THCH\$ |
|---|-----------------------------|----------------------------|-----------------------------|--------------------------------|--|--|---------------------------|
| OPENING BALANCE PRIOR PERIOD 1/01/2017                                  | 302,406,331                 | 33,209,745                 | (28,536,384)                | 278,548,183                    | 585,627,875  | 20,087,328                                 | 605,715,203               |
| Increase (decrease) due to reclassifications at beginning of year $(*)$ | 295,848                     | (295,848)                  | -                           | -                              | -  | -  | -                         |
| RESTATED BEGINNING BALANCE  | 302,702,179                 | 32,913,897                 | (28,536,384)                | 278,548,183                    | 585,627,875  | 20,087,328                                 | 605,715,203               |
| Profit for the year   | -                           | -                          | -                           | 74,707,915                     | 74,707,915   | (995,569)                                  | 73,712,346                |
| Other comprehensive income (loss)                                       | -                           | -                          | (6,805,630)                 | -                              | (6,805,630)  | -  | (6,805,630)               |
| TOTAL COMPREHENSIVE INCOME (LOSS)                                       | -                           | -                          | (6,805,630)                 | 74,707,915                     | 67,902,285   | (995,569)                                  | 66,906,716                |
| Equity issuance   | 126,338,181                 | (32,913,897)               | -                           | -                              | 93,424,284   | -  | 93,424,284                |
| Dividends (paid and interim)  | -                           | -                          | -                           | (41,279,452)                   | (41,279,452)                                       | -  | (41,279,452)              |
| Share issuance and placement costs                                      | -                           | -                          | (203,406)                   | -                              | (203,406)  | -  | (203,406)                 |
| Increase (decrease) due to transfers and other changes                  | -                           | -                          | -                           | (561,505)                      | (561,505)  | (1,475,679)                                | (2,037,184)               |
| TOTAL CHANGES IN EQUITY   | 126,338,181                 | (32,913,897)               | (203,406)                   | (41,840,957)                   | 51,379,921   | (1,475,679)                                | 49,904,242                |
| CLOSING BALANCE PRIOR PERIOD 12/31/2017                                 | 429,040,360                 | -                          | (35,545,420)                | 311,415,141                    | 704,910,081  | 17,616,080                                 | 722,526,161               |





## CONSOLIDATED STATEMENTS OF CASH FLOWS (DIRECT METHOD)

| STATEMENT OF CASH FLOWS   | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|---|--------------------------------|--------------------------------|
| Cash flows provided by (used in) operating activities                                   |                                |                                |
| Classes of revenue from operating activities  |                                |                                |
| Proceeds from sales of goods and services   | 248,266,872,538                | 293,532,240,123                |
| Proceeds from royalties, installments, commissions and other operating income           | 49,089,568,807                 | 42,083,481,433                 |
| Proceeds from contracts held for brokering or trading                                   | 122,674,292,697                | 146,097,815,322                |
| Proceeds from premiums and claims, annuities and other policy benefits                  | 658,697,624                    | 510,168,596                    |
| Proceeds from leases and subsequent sale of assets                                      | 8,161,783                      | 13,803,119                     |
| Other income from operating activities  | (127,582,484)                  | 614,282,406                    |
| CLASSES OF PAYMENTS   |                                |                                |
| Payments to suppliers for supply of goods and services                                  | (192,982,058,448)              | (243,561,923,937)              |
| Payments from contracts held for brokering or trading                                   | (225,805,016,288)              | (236,502,181,524)              |
| Payments to and on behalf of employees  | (104,197,983)                  | (104,074,601)                  |
| Payments for premiums and claims, annuities and other policy obligations                | (533,644,244)                  | (461,185,228)                  |
| Payments for building or acquiring assets held to lease to others and subsequently sell | (35,353,854)                   | (5,084,122)                    |
| Other payments for operating activities   | (1,467,491,227)                | (2,088,826,926)                |
| NET CASH FLOWS PROVIDED BY (USED IN) OPERATIONS   | (357,751,079)                  | 128,514,661                    |
| Interest paid   | (156,368,398)                  | (149,220,267)                  |
| Interest received   | 308,581,320                    | 335,477,815                    |
| Income taxes refunded   | (7,115,211)                    | (36,696,193)                   |
| Other cash inflows  | 45,610,190                     | 27,839,569                     |
| NET CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES                               | (167,043,178)                  | 305,915,585                    |
| CASH FLOWS PROVIDED BY (USED IN) INVESTING ACTIVITIES                                   |                                |                                |
| Proceeds from sale of property, plant and equipment                                     | 7,618,271                      | 22,049,053                     |
| Purchases of property, plant and equipment  | (4,315,904)                    | (4,860,585)                    |
| Proceeds from the sale of intangible assets   | 733,663                        | 327,190                        |
| Purchases of intangible assets  | (2,696,280)                    | (2,211,777)                    |
| Purchase of other long-term assets  | -                              | (262,979)                      |
| Dividends received  | 415                            | 171                            |
| Interest received   | 11,267                         | 8,196                          |
| Other cash inflows (outflows)   | 498,476                        | (16,567,918)                   |
| NET CASH FLOWS PROVIDED BY (USED IN) INVESTING ACTIVITIES                               | 1,849,908                      | (1,518,649)                    |





## CONSOLIDATED STATEMENTS OF CASH FLOWS (DIRECT METHOD)

| STATEMENT OF CASH FLOWS                                      | DECEMBER 31,<br>2018<br>THCH\$ | DECEMBER 31,<br>2017<br>THCH\$ |
|--|--------------------------------|--------------------------------|
| CASH FLOWS PROVIDED BY (USED IN) FINANCING ACTIVITIES        | meny                           | ment                           |
| Proceeds from share issuance                                 | 3,363,558                      | 93,427,286                     |
| Payment to purchase or redeem treasury shares                | (3,220)                        | (14,158)                       |
| PROCEEDS FROM LOANS  | 220,284,913                    | 126,683,278                    |
| Proceeds from long-term loans                                | 49,058,027                     | 26,666,478                     |
| Proceeds from short-term loans                               | 171,226,886                    | 100,016,800                    |
| Loan repayments  | (135,845,218)                  | (192,471,312)                  |
| Repayment of finance lease liabilities                       | (667,265)                      | (789,179)                      |
| Dividends paid   | (43,938,957)                   | (42,502,142)                   |
| Interest received  | (15,550,551)                   | 1,050,109                      |
| Interest paid  | (2,765,458)                    | (38,189,697)                   |
| Income taxes paid  | 30.876                         | (30,103,037)                   |
| Other cash outflows  | (2,139,241)                    | (162,145,958)                  |
| NET CASH FLOWS PROVIDED BY (USED IN) FINANCING ACTIVITIES    | 38,319,988                     | (214,951,773)                  |
| THE CASTITEOWS PROVIDED BY (OSED IN) THYANCING ACTIVITIES    | 30,313,366                     | (214,931,113)                  |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS             | (126,873,282)                  | 89,445,163                     |
| Effect of exchange rate changes on cash and cash equivalents |                                |                                |
| Effect of exchange rate changes on cash and cash equivalents | (4,507)                        | (12,755)                       |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS             | (126,877,789)                  | 89,432,408                     |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD             | 599,767,479                    | 510,335,070                    |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD                   | 472,889,690                    | 599,767,478                    |

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### **NOTE 1 - CORPORATE INFORMATION**

#### A) COMPANY INFORMATION

Grupo Security S.A. (hereinafter "Grupo Security", the "Company", or the "Group") is a company incorporated in Chile in conformity with the Corporations Law and its corporate purpose is investing and providing advisory services of any kind in Chile. Its corporate domicile is Av. Apoquindo 3150, Piso 14, Las Condes, Santiago, Chile.

The nature of Grupo Security's operations and its main activities are described in letter b) of this note.

The consolidated financial statements of Grupo Security have been prepared in accordance with International Financial Reporting Standards (IFRS), except for the financial statements of Seguros Vida Security Previsión S.A. and subsidiaries (Vida Security), which have been prepared in accordance with the standards and instructions issued by the Financial Market Commission (CMF), and the financial statements of Banco Security and subsidiaries (the Bank), which have been prepared in accordance with the Compendium of Accounting Standards issued by the Superintendency of Banks and Financial Institutions (SBIF) for the banking business. Therefore, certain accounting policies of the financial statements of Banco Security and subsidiaries and Vida Security are presented separately for better understanding in accordance with CMF Official Ruling No. 506.

The following companies are included in Grupo Security's scope of consolidation as of December 31, 2018 and 2017:





|   |                       |                    | 2018                 |                   |                    | 2017                     |                   |
|---|-----------------------|--------------------|----------------------|-------------------|--------------------|--------------------------|-------------------|
| COMPANY NAME  | TAXPAYER ID<br>NUMBER | DIRECT<br>INTEREST | INDIRECT<br>INTEREST | TOTAL<br>INTEREST | DIRECT<br>INTEREST | INDIRECT<br>INTEREST     | TOTAL<br>INTEREST |
| Factoring Security S.A.   | 96.655.860-1          | 99.99800%          | 0.00200%             | 100.00000%        | 99.99800%          | 0.00200%                 | 100.00000%        |
| Banco Security S.A.   | 97.053.000-2          | 99.97481%          |                      | 99.97481%         | 99.97272%          |                          | 99.97272%         |
| Administradora General de Fondos Security S.A.                      | 96.639.280-0          | 99.99042%          | 0.00958%             | 100.00000%        | 99.99042%          | 0.00958%                 | 100.00000%        |
| Valores Security S.A. Corredores de Bolsa                           | 96.515.580-5          | 99.87580%          | 0.12420%             | 100.00000%        | 99.87580%          | 0.12420%                 | 100.00000%        |
| Inversión Previsión Security Ltda.                                  | 78.769.870-0          | 99.99950%          | 0.00050%             | 100.00000%        | 99.99950%          | 0.00050%                 | 100.00000%        |
| Asesorías Security S.A.   | 96.803.620-3          | 99.78180%          | 0.21820%             | 100.00000%        | 99.78180%          | 0.21820%                 | 100.00000%        |
| Security Internacional SPA  | 76.452.179-K          | 100.00000%         |                      | 100.00000%        | 100.00000%         |                          | 100.00000%        |
| Seguros Vida Security Previsión S.A.                                | 99.301.000-6          | 99.01000%          |                      | 99.01000%         | 97.82117%          |                          | 97.82117%         |
| Global Assets Advisor   | E-0                   |                    |                      |                   | 99.00000%          | 1.00000%                 | 100.00000%        |
| Servicios y Beneficios Security Ltda.                               | 77.431.040-1          | 99.90000%          | 0.10000%             | 100.00000%        | 99.90000%          | 0.10000%                 | 100.00000%        |
| Servicios Security S.A.   | 96.849.320-5          | 99.99998%          | 0.00002%             | 100.00000%        | 99.99998%          | 0.00002%                 | 100.00000%        |
| Corredora de Seguros Security Ltda.                                 | 77.371.990-K          | 99.99800%          | 0.00200%             | 100.00000%        | 99.99800%          | 0.00200%                 | 100.00000%        |
| Mandatos Security Ltda.   | 77.512.350-8          | 99.77000%          | 0.23000%             | 100.00000%        | 99.77000%          | 0.23000%                 | 100.00000%        |
| Global Gestión y Servicios Security Ltda.                           | 76.181.170-3          | 99.77000%          | 0.23000%             | 100.00000%        | 99.77000%          | 0.23000%                 | 100.00000%        |
| Travel Security S.A.  | 85.633.900-9          | 83.00000%          |                      | 83.00000%         | 83.00000%          |                          | 83.00000%         |
| Viajes Security S.A.C.  | 20548601372           | 99.99998%          | 0.00002%             | 100.00000%        | 99.99998%          | 0.00002%                 | 100.00000%        |
| Travex S.A.   | 20505238703           | 75.00000%          | 0.0000270            | 75.00000%         | 75.00000%          | 0.0000270                | 75.00000%         |
| Securitizadora Security S.A.  | 96.847.360-3          | 99.96000%          | 0.04000%             | 100.00000%        | 99.96000%          | 0.04000%                 | 100.00000%        |
| Representaciones Security Ltda.                                     | 77.405.150-3          | 99.00000%          | 1.00000%             | 100.00000%        | 99.00000%          | 1.00000%                 | 100.00000%        |
| Capital S.A.  | 96.905.260-1          | 99.98530%          | 0.01470%             | 100.00000%        | 99.98530%          | 0.01470%                 | 100.00000%        |
| Inmobiliaria Casanuestra S.A.                                       | 76.459.878-4          | 99.99867%          | 0.001470%            | 100.00000%        | 99.99867%          | 0.001470%                | 100.00000%        |
| Inmobiliaria Security S.A.  | 96.786.270-3          | 99.99900%          | 0.00133%             | 100.00000%        | 99.99900%          | 0.00133%                 | 100.00000%        |
| Inmobiliaria SH Uno Ltda.   | 77.173.860-5          | 99.9990070         | 99.99000%            | 99.99000%         | 99.9990070         | 99.99000%                | 99.99000%         |
|   | 78.972.520-9          |                    | 100.00000%           | 100.00000%        |                    |                          | 100.00000%        |
| Inmobiliaria Security Siete Ltda. Inmobiliaria Security Nueve Ltda. | 77.441.660-9          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%<br>100.00000% | 100.00000%        |
| •   |                       |                    |                      |                   |                    |                          |                   |
| Inmobiliaria Security Diez Ltda.                                    | 77.464.540-3          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Security Once Ltda. Inmobiliaria Alto Vitacura S.A.    | 77.611.170-8          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
|   | 76.505.706-K          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria El Taihuen S.A.  | 76.477.415-9          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Vista La Dehesa S.A.                                   | 76.524.227-4          |                    | 70.00000%            | 70.00000%         |                    | 70.00000%                | 70.00000%         |
| Inmobiliaria Security Doce S.A.                                     | 76.207.657-8          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria El Peumo S.A.  | 99.584.690-K          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| General Flores Fondo de Inversión Privado                           | 76.036.147-K          |                    | 66.45000%            | 66.45000%         |                    | 66.45000%                | 66.45000%         |
| Quirihue Fondo de Inversión Privado                                 | 76.036.113-5          |                    | 60.00000%            | 60.00000%         |                    | 60.00000%                | 60.00000%         |
| Silvina Hurtado Fondo de Inversión Privado                          | 76.036.115-1          |                    | 66.92307%            | 66.92307%         |                    | 66.92307%                | 66.92307%         |
| Inmobiliaria Los Espinos S.A.                                       | 76.167.559-1          |                    | 70.00000%            | 70.00000%         |                    | 70.00000%                | 70.00000%         |
| Inmobiliaria Ñuñoa IV SA  | 76.200.933-1          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Cordillera S.A.  | 76.229.736-1          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Alonso Sotomayor Fondo de Inversión Privado                         | 76.036.118-6          |                    | 88.44827%            | 88.44827%         |                    | 88.44827%                | 88.44827%         |
| Inmobiliaria Security Norte SA                                      | 76.249.637-2          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Vitacura IV Fondo De Inversión Privado                              | 76.036.137-2          |                    | 80.00000%            | 80.00000%         |                    | 80.00000%                | 80.00000%         |
| Inmobiliaria Security San Damián S.A.                               | 76.307.757-8          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Alto San Rafael S.A.                                   | 76.307.766-7          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Alto Chamisero S.A.                                    | 76.360.997-9          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inmobiliaria Ñuñoa V SPA  | 76.594.758-8          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Inm.Security Los Dominicos SPA                                      | 76.594.759-6          |                    | 100.00000%           | 100.00000%        |                    | 100.00000%               | 100.00000%        |
| Hipotecaria Security Principal S.A.                                 | 96.538.310-7          | 51.00000%          |                      | 51.00000%         | 51.00000%          |                          | 51.00000%         |
| Inversiones Security Perú S.A.C.                                    | 20600419430           | 99.99900%          |                      | 99.99900%         | 99.99900%          |                          | 99.99900%         |
| Cía. de Seguros Protecta S.A.                                       | 20517207331           | 61.00000%          |                      | 61.00000%         | 61.00000%          |                          | 61.00000%         |





Main shareholders of Grupo Security S.A.

|  | TAXPAYER ID<br>NUMBER | SHARES AS OF<br>12.31.2018 | %      | ACCUMULATED % |
|--|-----------------------|----------------------------|--------|---------------|
| INVERSIONES CENTINELA LIMITADA                       | 76.447.620-4          | 373,095,429                | 10.10% | 10.10%        |
| SOCIEDAD DE AHORRO MATYCO LIMITADA                   | 96.512.100-5          | 358,481,708                | 9.70%  | 19.80%        |
| INV HEMACO LTDA                                      | 96.647.170-0          | 288,664,066                | 7.81%  | 27.61%        |
| INVERSIONES HIDROELECTRICAS LTDA                     | 79.884.660-4          | 225,420,000                | 6.10%  | 33.71%        |
| ARCOINVEST CHILE SA                                  | 76.057.087-7          | 222,729,075                | 6.03%  | 39.74%        |
| INVERSIONES LLASCAHUE LTDA                           | 79.884.060-6          | 152,050,000                | 4.12%  | 43.85%        |
| VALORES SECURITY S A C DE B                          | 96.515.580-5          | 148,587,665                | 4.02%  | 47.88%        |
| SOC COMERCIAL DE SERVICIOS E INV LTDA                | 79.553.600-0          | 137,463,405                | 3.72%  | 51.60%        |
| SOCIEDAD DE AHORRO ALISIOS DOS LTDA                  | 76.093.398-8          | 131,247,969                | 3.55%  | 55.15%        |
| SOCIEDAD DE AHORRO ATACALCO DOS LTDA                 | 76.093.394-5          | 131,212,568                | 3.55%  | 58.70%        |
| SOCIEDAD DE AHORRO TENAYA DOS LTDA                   | 76.093.362-7          | 131,212,567                | 3.55%  | 62.25%        |
| INVERSIONES LOS CACTUS LTDA                          | 79.884.050-9          | 98,000,000                 | 2.65%  | 64.90%        |
| BICE INVERSIONES CORREDORES DE BOLSA S A             | 79.532.990-0          | 92,613,639                 | 2.51%  | 67.41%        |
| INMOBILIARIA CAB LIMITADA                            | 96.941.680-8          | 86,040,495                 | 2.33%  | 69.74%        |
| BCI C DE B S A                                       | 96.519.800-8          | 76,886,479                 | 2.08%  | 71.82%        |
| COMPASS SMALL CAP CHILE FONDO DE INVERSION           | 96.804.330-7          | 74,102,075                 | 2.01%  | 73.82%        |
| BANCHILE C DE B S A                                  | 96.571.220-8          | 55,099,757                 | 1.49%  | 75.32%        |
| INVERSIONES LOS CHILCOS S A                          | 79.884.030-4          | 49,330,000                 | 1.34%  | 76.65%        |
| LARRAIN VIAL S A CORREDORA DE BOLSA                  | 80.537.000-9          | 48,854,412                 | 1.32%  | 77.97%        |
| HEIRS TO THE ESTATE OF MARIO ANDRES CONCHA RODRIGUEZ | 53.322.732-5          | 46,880,493                 | 1.27%  | 79.24%        |
| KINTO INVERSIONES LTDA                               | 76.503.271-7          | 46,880,493                 | 1.27%  | 80.51%        |
| SIGLO XXI FONDO DE INVERSION                         | 76.100.825-0          | 44,939,399                 | 1.22%  | 81.73%        |
| POLO SUR SOCIEDAD DE RENTAS LTDA                     | 79.685.260-7          | 39,459,521                 | 1.07%  | 82.79%        |

## B) DESCRIPTION OF OPERATIONS AND MAIN ACTIVITIES

The structure of the operations and main activities of Grupo Security is summarized as follows:

| LENDING                |   |  |
|------------------------|---|--|
|                        | Bank  |  |
|                        | Commercial Banking                                      |  |
|                        | Retail Banking  |  |
|                        | _   |  |
|                        | Factoring   |  |
| ASSET MANAGEMENT       |   |  |
|                        | General Fund Management                                 |  |
|                        | Securities Brokerage                                    |  |
|                        | Asset Management  |  |
|                        | Securitization  |  |
| INSURANCE              |   |  |
|                        | Life Insurance  |  |
|                        | General Insurance                                       |  |
|                        | Travel Assistance                                       |  |
|                        | Insurance Brokerage                                     |  |
| INTERNATIONAL BUSINESS |   |  |
|                        | Security Internacional                                  |  |
|                        | Travel  |  |
| OTHER SERVICES         |   |  |
|                        | Travel Agency   |  |
|                        | Real Estate   |  |
| CORPORATE SUPPORT AREA |   |  |
|                        | Technological Development and Business Support Services |  |





### LENDING:

Through Banco Security and Factoring Security, Grupo Security offers a broad range of products to meet the lending needs of high-income individuals and medium and large companies.

### ASSET MANAGEMENT:

Grupo Security provides investment and third-party asset management services through Administradora General de Fondos Security; stock brokerage and securities intermediation services through Valores Security Corredores de Bolsa; and advisory services, asset management and securitized equities through Securitizadora Security and Assesorías Security.

### · INSURANCE:

Grupo Security participates in the insurance industry through Seguros de Vida Security Previsión S.A. and Corredora de Seguros Security Limitada. Likewise, the Group has an alliance with Europ Assistance Chile. Europ Assistance is the world's second largest travel, vehicle and home assistance company.

### OTHER SERVICES:

This area includes the Group's companies engaged in real estate development and travel and tourism.

### CORPORATE SUPPORT AREA:

This area comprises the subsidiaries Capital S.A., Mandatos Security, Global Gestión y Servicios Security and the standalone entity Grupo Security, all geared towards providing the group with supplementary support services.

### C) EMPLOYEES

The following chart shows the number of individuals employed by Grupo Security as of December 31, 2018 and 2017:

### AS OF DECEMBER 31, 2018

| AS OF BEELFIBERS 1, 2010   |            |               |         |       |
|--|------------|---------------|---------|-------|
| COMPANY  | EXECUTIVES | PROFESSIONALS | WORKERS | TOTAL |
| Grupo Security S.A.  | 15         | 25            | 1       | 41    |
| Bank and subsidiaries  | 63         | 839           | 366     | 1,268 |
| Factoring Security S.A.  | 8          | 101           | 59      | 168   |
| Inmobiliaria Security S.A. and Inmobiliaria Security Siete Ltda. | 2          | 27            | 8       | 37    |
| Asesorías Security S.A.  | -          | 2             | 2       | 4     |
| Securitizadora Security S.A.                                     | 1          | 2             | 1       | 4     |
| Capital S.A. and subsidiaries                                    | 25         | 755           | 333     | 1,113 |
| Inversión Previsión Security and subsidiaries                    | 38         | 374           | 892     | 1,304 |
| Security Internacional   | -          | -             | -       | -     |
| TOTAL  | 152        | 2,125         | 1,662   | 3,939 |

### AS OF DECEMBER 31, 2017

| COMPANY  | EXECUTIVES | PROFESSIONALS | WORKERS | TOTAL |
|--|------------|---------------|---------|-------|
| Grupo Security S.A.  | 11         | 20            | 1       | 32    |
| Bank and subsidiaries  | 62         | 820           | 370     | 1,252 |
| Factoring Security S.A.  | 6          | 99            | 64      | 169   |
| Inmobiliaria Security S.A. and Inmobiliaria Security Siete Ltda. | 2          | 23            | 6       | 31    |
| Asesorías Security S.A.  | -          | 3             | 2       | 5     |
| Securitizadora Security S.A.                                     | 1          | 2             | -       | 3     |
| Capital S.A. and subsidiaries                                    | 19         | 775           | 352     | 1,146 |
| Inversión Previsión Security and subsidiaries                    | 34         | 417           | 798     | 1,249 |
| TOTAL  | 135        | 2,159         | 1,593   | 3,887 |









# NOTE 2 - BASES OF PREPARATION AND PRESENTATION OF THE CONSOLIDATED FINANCIAL STATEMENTS AND SIGNIFICANT ACCOUNTING POLICIES

### 2.1 ACCOUNTING PERIOD

The accompanying consolidated financial statements cover the following periods:

- Statements of Financial Position as of December 31, 2018 and 2017.
- Statements of Changes in Equity for the years ended December 31, 2018 and 2017.
- Statements of Comprehensive Income (by Function) for the years ended December 31, 2018 and 2017.
- Statements of Cash Flows (Direct Method) for the years ended December 31, 2018 and 2017.

### 2.2 BASIS OF PREPARATION

- A) The consolidated financial statements of Grupo Security and subsidiaries (Grupo Security or the Group) as of and for the years ended December 31, 2018 and 2017, have been prepared in accordance with standards issued by the Financial Market Commission (CMF).
- B) The financial statements of Banco Security and subsidiaries have been prepared in accordance with SBIF regulations contained in the Compendium of Accounting Standards and specific instructions issued by that entity. In all matters not addressed in the compendium, the Bank applies the technical standards issued by the Chilean Institute of Accountants, which are consistent with International Financial Reporting Standards (IFRS). Should any discrepancies arise between these accounting principles and the accounting criteria issued by the SBIF (Compendium of Accounting Standards), the latter shall take precedence.
- C) Vida Security and subsidiaries are subject to the standards established for the adoption of IFRS contained in IFRS 1 First-time Adoption of International Financial Reporting Standards and Ruling No. 2,022 dated May 27, 2011, and its amendments, in which the Financial Market Commission (CMF).

### D) NEW ACCOUNTING PRONOUNCEMENTS

As of the date of issuance of these consolidated financial statements, the following accounting pronouncements had been issued by the International Accounting Standards Board (IASB).





### A) THE FOLLOWING NEW AMENDMENTS TO IFRS HAVE BEEN ADOPTED IN THESE FINANCIAL STATEMENTS:

| NEW IFRS   | MANDATORY EFFECTIVE DATE   |
|--|--|
| IFRS 9 Financial Instruments   | Annual periods beginning on or after January 1, 2018.  |
| IFRS 15 Revenue from Contracts with Customers  | Annual periods beginning on or after January 1, 2018.  |
| AMENDMENT TO IFRS  | MANDATORY EFFECTIVE DATE   |
| Classification and Measurement of Share-Based Payment Transactions (amendments to IFRS 2)    | Annual periods beginning on or after January 1, 2018.  |
| Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts (amendments to IFRS 4) | Overlay approach when applying IFRS 9 for the first time. Temporary exemption to delay application for annual periods beginning on or after January 1, 2018, and only available for three years after that date. |
| Transfers of Investment Property (amendments to IAS 40)                                      | Annual periods beginning on or after January 1, 2018.  |
| Annual Improvements Cycle 2014-2016 (amendments to IFRS 1 and IAS 28)                        | Annual periods beginning on or after January 1, 2018.  |
| NEW INTERPRETATIONS  | MANDATORY EFFECTIVE DATE   |
| IFRIC 22 Foreign Currency Transactions and Advance Considerations                            | Annual periods beginning on or after January 1, 2018.  |

#### **IMPACT OF APPLYING IFRS 9 FINANCIAL INSTRUMENTS**

IFRS 9, issued in November 2009, introduced new requirements for the classification and measurement of financial assets. IFRS 9 was subsequently amended in October 2010 to include requirements for classifying and measuring financial liabilities and for de-recognition, and in November 2013 to include new requirements for general hedge accounting. Another version of IFRS 9 was issued in July 2014, mainly to include a) impairment requirements for financial assets and b) limited amendments to classification and measurement requirements by introducing a "fair value through other comprehensive income" measurement category for certain uncomplicated debt instruments. The key requirements of IFRS 9 are:

#### **CLASSIFICATION AND MEASUREMENT:**

All financial assets within the scope of IFRS 9 must be subsequently measured at amortized cost or fair value. Specifically, debt instruments that are held within a business model, the objective of which is to collect contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at amortized cost as of the close of subsequent reporting periods. Debt instruments that are held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets, and that have contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at fair value through other comprehensive income. All other debt and equity instruments are measured at fair value as of the close of subsequent reporting periods. In addition, under IFRS 9, entities may make an irrevocable election to present subsequent changes in the fair value of an equity instrument (that is not held for trading nor is a contingent consideration recognized by an acquirer in a business combination) in other comprehensive income, where income from dividends will generally be recognized in profit or loss.

Regarding the measurement of financial liabilities designated as at fair value through profit or loss, IFRS 9 requires that any change in the fair value of a financial liability that is attributable to changes in the credit risk of that liability be presented in other comprehensive income, unless recognizing such changes in other comprehensive income would create or enlarge a measurement mismatch. Changes in fair value attributable to the credit risk of a financial liability are not subsequently classified in profit or loss. Under IAS 39, the total amount of the change in fair value of the financial liability designated as at fair value through profit or loss is presented in profit or loss.

#### **IMPAIRMENT:**

Regarding impairment of financial assets, IFRS 9 requires the use of a model of expected credit losses versus the model of incurred credit losses under IAS 39. The model of expected credit losses requires an entity to account for expected credit losses and changes in these







expected credit losses as of each reporting date to reflect changes in credit risk since initial recognition. In other words, a credit event does not have to occur in order for credit losses to be recognized.

### **HEDGE ACCOUNTING:**

The new general requirements for hedge accounting maintain intact the three types of hedge accounting mechanisms currently available in IAS 39. IFRS 9 introduces greater flexibility to the types of transactions eligible for hedge accounting. Specifically, it broadens the types of instruments that qualify as hedging instruments and the types of risk components of non-financial items that are eligible for hedge accounting. In addition, effectiveness testing has been reviewed and replaced by the 'economic relationship' principle. A retrospective evaluation of the effectiveness of a hedge is no longer required. It also introduced improved disclosure requirements for an entity's risk management activities.

The management of Grupo Security S.A., believes that this amendment will not have a relevant impact on the carrying amount of items in its financial statements or on the classification of financial assets and liabilities.

Regarding the other subsidiaries and the parent company, applying these amendments and new interpretations has not had a significant effect on the amounts reported in these consolidated financial statements. However, they may affect the accounting of future transactions or agreements. The Bank cannot apply this standard as mandated expressly by the SBIF in the Compendium of Accounting Standards, Chapter A-2, No. 12.

This mandate does not apply to the Bank's direct subsidiary, Factoring Security S.A. On January 1, 2018, this subsidiary's management began applying an expected credit loss model designed with the help of an external advisor. Applying the impairment requirements in IFRS 9 resulted in an increase of THCH\$1,770 with respect to impairment recognized under IAS 39, detailed as follows: gross amount of MCH\$2,240 with deferred taxes of MCH\$470.

The management of the subsidiary Seguros Vida Security Previsión S.A., evaluated the impact of applying the amendments to IFRS 9 and concluded the following:

The effects of first-time adoption of IFRS 9 for classification and measurement are: Financial instrument type: Financial instruments classified as Insurance with Savings Components (CUI) originally measured using IAS 39 Fair Value Financial Assets are now measured under IFRS 9 Financial Assets at Amortized Cost Original carrying amount under IAS 39 as of 01.01.2018 THCH\$195,482,169. New carrying amount under IFRS 9 as of 01.01.2018 THCH\$190,363,052.- Effect under IFRS 9 as of 01.01.2018 THCH\$(5,119,117). The effects of first-time adoption of IFRS 9 for impairment are: Items existing as of 1/1/2018 tested for impairment under IFRS 9 Financial investments (local and foreign corporate bonds and syndicated loans) Attributes of credit risk as of 1/1/2018 Application of expected credit loss model Restatement of additional value for losses as of 1/1/2018 THCH\$1,676,101. In Official Ruling No. 15907 dated June 29, 2018, the Financial Market Commission mandated recognizing the effects in the financial statements as of December 31, 2018, which are summarized as follows: Financial Assets / Cumulative effects as of: 01-01-2018 Measurement and classification THCH\$5,119,117.-Impairment THCH\$1,676,101.- Deferred taxes THCH\$(452,621).- Full application of IFRS 9 THCH\$6,342,597.-

# IMPACT OF APPLYING IFRS 15 REVENUE FROM CONTRACTS WITH CUSTOMERS

In the current year, the Company applied IFRS 15 Revenue from Contracts with Customers. IFRS 15 introduces a five-step approach for recognizing revenue. More prescriptive guidance has been added in IFRS 15 for treatment specific scenarios. The details of these new requirements as well as the impact on the Company's consolidated financial statements are described later in this document.





On May 28, 2014, the IASB published IFRS 15 Revenue from Contracts with Customers. IFRS 15 establishes a sole comprehensive model for entities to use to account for revenue from contracts with customers. Adopting IFRS 15 will replace the current revenue recognition guidance in IAS 18 Revenue, IAS 11 Construction Contracts and the related interpretations.

The core principle of IFRS 15 is that an entity must recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the standard introduces a five-step approach for recognizing revenue:

- STEP 1: Identify the contract with a customer;
- STEP 2: Identify the performance obligations in the contract;
- STEP 3: Determine the transaction price;
- STEP 4: Allocate the transaction price to the performance obligations in the contract;
- STEP 5: Recognize revenue when (or as) the entity satisfies a performance obligation.

Under IFRS 15, an entity recognizes revenue when (or as) it satisfies a performance obligation (i.e. when 'control' of the goods or services underlying the particular performance obligation is passed to the customer).

More prescriptive guidance has been added in IFRS 15 for treatment specific scenarios. More extensive disclosures are also required.

In April 2016, the IASB published Clarifications to IFRS 15 related to the identification of performance obligations, principal versus agent considerations and application guidance for licensing.

IFRS 15, including the clarifications issued in April 2016, is effective for annual periods beginning on or after January 1, 2018. Early adoption is allowed. Entities can choose to apply IFRS 15 retrospectively or to use a modified transition approach, which consists of applying IFRS 15 retrospectively only to contracts that were complete as of the date of initial application.

Management has analyzed the potential impact of adopting this standard and has concluded that IFRS 15 Revenue from Contracts with Customers does not have a relevant impact on the current operating models of Grupo Security S.A.

The subsidiary Banco Security S.A., has adopted IFRS 15 using the cumulative effect method without using the practical expedients available, recognizing the cumulative effect of initially applying this standard as an adjustment to opening retained earnings as of January 1, 2018. Therefore, the comparative information presented has not been restated.

IFRS 15 uses the terms 'contract asset' and 'contract liability' to describe what could commonly be known as 'accrued income' and 'deferred income', however, the standard does not prohibit an entity from using alternative descriptions in the statement of financial position. The Company has adopted the terminology used in IFRS 15 to describe those balances.

The Bank's management has evaluated the impact of applying this standard and concluded that first-time adoption of IFRS 15 has had an impact of MCH\$3,174, net of deferred taxes, on the financial statements. This amount was recognized against reserves.

### TRANSFERS OF INVESTMENT PROPERTY (AMENDMENTS TO IAS 40)

On December 8, 2016, the IASB issued Transfers of Investment Property (Amendments to IAS 40) to clarify transfers of property to, or from, investment property.



## FINANCIAL STATEMENTS





The amendments clarify that a transfer to, or from, investment property requires an evaluation of whether a property meets or has ceased to meet the definition of investment property, when there is observable evidence of a change in use. The amendments clarify that situations other than those listed in IAS 40 can provide evidence of a change in use and that a change in use is possible for properties under construction (i.e. a change in use is not limited to completed properties).

Management has analyzed the potential impact of adopting this amendment and has concluded that Transfers of Investment Property (Amendments to IAS 40) does not have a relevant impact on the current operating models of Grupo Security S.A.

### **ANNUAL IMPROVEMENTS CYCLE 2014 - 2016**

On December 8, 2016, the IASB issued Annual Improvements Cycle 2014-2016. These include amendments to IFRS 1 First-Time Adoption of International Financial Reporting Standards and IAS 28 Investments in Associates and Joint Ventures.

The amendments to IFRS 1 eliminated the exceptions included in paragraphs E3-E7.

The amendments to IAS 28 clarify that the option for a venture capital organization or other qualifying entity of measuring investments in associates and joint ventures at fair value through profit and loss is available on an investment-by-investment basis for each associate or joint venture and the choice must be made upon initial recognition of the associate or joint venture. An entity which is not itself an investment entity, but has an interest in a joint venture or associate that is an investment entity, has the option of keeping the fair value measurement applied by its associate. The amendments make a similar clarification that this election is available for each associate and joint venture that is an investment entity. The amendments apply retrospectively and early adoption is allowed.

Applying these amendments has not had an impact on the consolidated financial statements of Grupo Security and subsidiaries since the Company is not a first-time adopter of IFRS.

### IFRIC 22 FOREIGN CURRENCY TRANSACTIONS AND ADVANCE CONSIDERATIONS

On December 8, 2016, the IASB issued IFRIC 22 "Foreign Currency Transactions and Advance Considerations". IFRIC 22 establishes how to determine the 'date of the transaction' for the purpose of determining the exchange rate to use in the initial recognition of an asset, expense or income when the consideration for that item has been paid or received in advance in foreign currency, which results in recognition of a non-monetary asset or non-monetary liability (e.g. a non-reimbursable deposit or deferred income).

The interpretation specifies that the date of the transaction is the date on which the entity initially recognizes the non-monetary asset or non-monetary liability that arises from the advanced payment or receipt of the consideration. If there are multiple payments or receipts in advance, the interpretation requires the entity to determine a date of transaction for each payment or receipt.

Prospective/retrospective application of this interpretation has not had an impact on the consolidated financial statements of Grupo Security and subsidiaries since the way the Company previously accounted for transactions involving advance payment or receipt of considerations in foreign currency was consistent with the interpretation.





# B) THE FOLLOWING STANDARDS, AMENDMENTS AND INTERPRETATIONS HAVE BEEN ISSUED BUT APPLICATION IS NOT YET MANDATORY:

| NEW IFRS   | MANDATORY EFFECTIVE DATE                              |
|--|---|
| IFRS 16 Leases   | Annual periods beginning on or after January 1, 2019. |
| IFRS 17 Insurance Contracts  | Annual periods beginning on or after January 1, 2021. |
| AMENDMENT TO IFRS  | MANDATORY EFFECTIVE DATE                              |
| Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to IFRS 10 and IAS 28) | Effective date deferred indefinitely.                 |
| Prepayment Features with Negative Compensation (amendments to IFRS 9)  | Annual periods beginning on or after January 1, 2019. |
| Long-term Interests in Associates and Joint Ventures (amendments to IAS 28)  | Annual periods beginning on or after January 1, 2019. |
| Annual Improvements Cycle 2015-2017 (amendments to IFRS 3, IFRS 11, IAS 12 and IAS 23)                                   | Annual periods beginning on or after January 1, 2019. |
| Plan Amendment, Curtailment or Settlement (Amendments to IAS 19)   | Annual periods beginning on or after January 1, 2019. |
| Definition of a Business (Amendments to IFRS 3)  | Annual periods beginning on or after January 1, 2020. |
| Definition of Material (Amendments to IAS 1 and IAS 8)   | Annual periods beginning on or after January 1, 2020. |
| Revised Conceptual Framework for Financial Reporting   | Annual periods beginning on or after January 1, 2020  |
| NEW INTERPRETATIONS  | MANDATORY EFFECTIVE DATE                              |
| IFRIC 23 Uncertainty over Income Tax Treatments  | Annual periods beginning on or after January 1, 2019. |

### **IFRS 16 LEASES**

On January 13, 2016, the IASB published IFRS 16 Leases. IFRS 16 sets out a comprehensive model for the identification of lease arrangements and their treatment in the financial statements of both lessees and lessors. When adoption of IFRS 16 becomes mandatory, it will replace the current guidelines for leases, including IAS 17 Leases and related interpretations.

IFRS 16 makes a distinction between leases and service contracts on the basis of whether an identified asset is controlled by a customer. The distinction between operating lease (off-balance-sheet) and finance lease is removed for lessees and is replaced by a model where a right-of-use asset and a corresponding liability have to be recognized by lessees for all leases, except for short-term leases and leases of low-value assets.

The right-of-use asset is initially measured at cost and subsequently measured at cost (subject to certain exceptions) less accumulated depreciation and impairment losses, adjusted for any re-measurement of the lease liability. The lease liability is initially measured at the present value of the lease payments that are not paid as of that date. Subsequently, the lease liability is adjusted to account for interest and lease payments as well as modifications to the lease, among others. In addition, the classification of cash flows will also be affected since under IAS 17 operating lease payments are presented as operating cash flows, while under the model in IFRS 16, lease payments will be divided between principal payments and interest, which will be presented as financing and operating cash flows, respectively.

In contrast with accounting for lessees, the accounting requirements for lessors in IAS 17 remain virtually intact in IFRS 16, which continues to require lessors to classify leases as either operating or financial leases.

In addition, IFRS 16 requires more extensive disclosures.







IFRS 16 is effective for annual periods beginning on or after January 1, 2019. Early adoption is allowed for entities that apply IFRS 15 on or before the initial application date of IFRS 16. Entities can apply IFRS 16 using either a full retrospective approach or a modified retrospective approach. Since the Company has chosen to apply the modified retrospective approach, it is not required to restate comparatives and the cumulative effect of initially applying IFRS 16 must be presented as an adjustment to opening retained earnings (or other component of equity, when appropriate).

During the second half of 2018, the management of Grupo Security S.A., conducted simulations to obtain a better understanding of the potential effect of this new accounting standard. The transition to IFRS 16, based on management's best estimate, would result in an increase in assets of between UF 295,000 and UF 310,000 against the related greater liability.

In contrast, for finance leases where the Company acts as lessee, since the Company has already recognized an asset and corresponding lease liability for the lease agreement, and in cases where the Company acts as lessor (for both operating and finance leases), the Company's management does not anticipate that the application of IFRS 16 will have a significant impact on the amounts recognized in the Company's consolidated financial statements.

#### **IFRIC 23 UNCERTAINTY OVER INCOME TAX TREATMENTS**

On June 7, 2017, the IASB issued IFRIC 23 "Uncertainty over Income Tax Treatments". IFRIC 23 establishes how to determine a tax position when there is uncertainty over income tax treatments.

IFRIC 23 requires an entity to:

- (i) determine whether uncertain tax positions should be evaluated independently or together;
- (ii) evaluate whether the taxation authority will accept an uncertain tax treatment that an entity used or plans to use in its income tax filing:
  - a. If accepted, the entity must determine its book-basis tax position consistently with the tax treatment it used or plans to use in its income tax filing.
  - b. If not accepted, the entity must reflect the effect of the uncertainty in the determination of its book-basis tax position.

IFRIC 23 is effective for annual periods beginning on or after January 1, 2019. Entities may apply IFRIC 23 using a full retrospective approach, or a modified retrospective approach without restating comparatives.

Management does not expect future application of the conceptual framework to have a significant impact on the consolidated financial statements.

### 2.3 BASIS OF CONSOLIDATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

In the preparation of the consolidated financial statements, Grupo Security considers all those entities in which it holds a direct or indirect interest of 50% or more. Grupo Security also considers those entities in which the Company has the ability to exercise effective control, without considering the ownership percentages in the consolidated companies. According to IFRS 10, control is understood as the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.







Grupo Security consolidates these entities on a line-by-line basis. Consequently, all balances and effects of significant transactions between the consolidated companies are eliminated.

In addition, the participation of third parties in the equity of the consolidated companies is presented in the item "non-controlling interest" in equity in the consolidated statement of financial position; and profit or loss is presented as "profit (loss) attributable to non-controlling interest" in the statement of comprehensive income and the statement of changes in equity.

In consolidating foreign subsidiaries, IAS 21 is used to translate the financial statements of Peruvian entities.

The companies included in the scope of consolidation as of December 31, 2018 and 2017, are as follows:

| COMPANY NAME                          | TAXPAYER ID NUMBER | DIRECT    |
|---------------------------------------|--------------------|-----------|
| Factoring Security S.A.               | 96.655.860-1       | 99.9980%  |
| Banco Security S.A.                   | 97.053.000-2       | 99.9748%  |
| Inmobiliaria Security S.A.            | 96.786.270-3       | 99.9990%  |
| Inversión Previsión Security Limitada | 78.769.870-0       | 99.9995%  |
| Capital S.A.                          | 96.905.260-1       | 99.9853%  |
| Securitizadora Security S.A.          | 96.847.360-3       | 99.9600%  |
| Security Internacional S.A.           | 96.847.360-3       | 100.0000% |

For the consolidation of the subsidiaries Banco Security and Vida Security, the Group has used the financial statements prepared based on the specific applicable accounting criteria in conformity with the option established by the Financial Market Commission (CMF).

### 2.4 AMORTIZED COST

Amortized cost is the amount at which an asset or liability is measured at initial recognition, plus or minus the cumulative amortization using the effective interest method of any difference between that initial amount and the maturity amount.

In the case of financial assets, amortized cost includes corrections for any impairment that may have occurred.

### 2.5 FAIR VALUE

A fair value measurement estimates the price at which an orderly transaction to sell the asset or to transfer the liability would take place between market participants at the measurement date under current market conditions (i.e. an exit price at the measurement date from the perspective of a market participant that holds the asset or owes the liability).

### **FAIR VALUE HIERARCHY**

- LEVEL 1: Quoted (unadjusted) price in active markets for identical assets and liabilities;
- LEVEL 2: Inputs that are not quoted prices included in Level 1 that are observable for the asset or liability;
- LEVEL 3: Inputs that are not based on observable markets.

When an instrument's market is not active, the Grupo determines fair value using techniques to approximate a fair price, such as interest rate curves based on market transactions or comparison with similar instruments.









### 2.6 ACQUISITION COST

Acquisition cost is defined as the cost of the transaction to acquire the asset, less any impairment losses that may have occurred.

The accompanying consolidated financial statements have been prepared using the amortized cost criteria except for:

- Derivative financial instruments measured at fair value.
- Financial instruments held for trading measured at fair value through profit or loss or equity.
- Financial assets available for sale measured at fair value, for the Bank.

For the Bank, certain real estate items within property, plant and equipment for which senior management decided to use its appraised value as deemed cost on first-time adoption in accordance with the SBIF Compendium of Accounting Standards.

#### 2.7 GOODWILL

Goodwill generated upon consolidation represents the difference between the acquisition cost and Grupo Security's share of the fair value of the identifiable assets and liabilities of a subsidiary or jointly controlled entity as of the acquisition date.

Goodwill generated prior to the date of transition from Chilean GAAP to IFRS was maintained at its net value recognized at the transition date. Goodwill generated after the transition date was measured at its purchase cost.

At each year end, it is tested for any impairment that reduces its recoverable amount to below its carrying amount. If appropriate, this difference is recognized in the consolidated statement of income under "administrative expenses" in accordance with IFRS 3.

### 2.8 INTANGIBLE ASSETS OTHER THAN GOODWILL

Expenses for in-house developed software are recognized as an asset when the Group is able to demonstrate its intent and ability to complete development and use it within the organization to generate future economic benefits and it can reliably measure the costs of completing this development.

Capitalized costs of in-house developed software include all costs directly attributable to developing the software and they are amortized over their estimated useful lives.

Computer software purchased by the Group is recognized at cost less accumulated amortization and accumulated impairment losses.

Useful life has been determined based on the period of time over which economic benefits are expected. The amortization period and method are reviewed annually, and any change is treated as a change in an estimate.

Maintenance costs for an intangible asset are recognized with a charge to profit or loss in the year in which they are incurred. Amortization of intangible assets is recognized on a straight-line basis as of the date when the asset is available for use.

Any subsequent expenses in software assets are capitalized only when they increase the future economic benefit for the specific asset. All other expenses are recognized in profit or loss when incurred.

The Company performs impairment tests if there are signs that the carrying value exceeds the recoverable value of the intangible asset.







### 2.9 PROPERTY, PLANT AND EQUIPMENT

Grupo Security accounts for property, plant and equipment using the cost model. The cost model is an accounting method in which property, plant and equipment is recognized at cost less subsequent accumulated depreciation and accumulated impairment losses.

Depreciation is determined using the straight-line method over the cost of the assets less their residual value. The land on which buildings and other facilities are built is considered to have an infinite useful life and, therefore, is not depreciated.

Depreciation for the year is recognized in profit or loss for the year and calculated based on the estimated useful lives of the respective assets.

Any gain or loss from the disposal or retirement of an asset is calculated as the difference between the sales price and the asset's carrying amount and is recognized in profit or loss.

The estimated useful life of each of the items of property, plant and equipment for 2018 and 2017 is as follows:

|                                     | UNIT  | MINIMUM LIFE OR RATE<br>(YEARS) |
|-------------------------------------|-------|---------------------------------|
| Buildings                           | years | 60 to 80                        |
| Plant and equipment                 | years | 3 to 5                          |
| Motor Vehicles                      | years | 3                               |
| Other property, plant and equipment | years | 2 to 5                          |

### 2.10 LEASES, BANK

Lease receivables, included in "loans to customers", are periodic payments from lease agreements that meet certain requirements to qualify as finance leases and they are presented at nominal value net of unaccrued interest at year end.

## 2.11 REPOSSESSED OR AWARDED ASSETS, BANK

Repossessed or awarded assets are classified within "other assets" at the lesser of their foreclosure cost and their fair value less required regulatory write-offs and are presented net of provisions.

The SBIF requires regulatory write-offs if the asset is not sold within one year of foreclosure.

### 2.12 IMPAIRMENT OF FINANCIAL AND NON-FINANCIAL ASSETS

At each closing date of the consolidated statement of financial position, Grupo Security reviews the carrying amount of its assets subject to impairment to determine whether there are indicators that such assets may be impaired. If any indicators are detected, the recoverable amount of the asset is estimated in order to calculate the amount of the impairment loss (if any). If the assets do not generate cash flows on their own that are independent from other assets,

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Grupo Security calculates the recoverable amount of the cash generating unit to which the asset belongs.

For banking assets, assets that are individually significant are assessed individually to determine whether objective evidence of impairment exists. Financial assets that are not individually significant and have characteristics similar to other assets are assessed as a group.

The recoverable amount is the higher of the asset's fair value less cost to sell and the asset's future cash flows. When assessing the estimated future cash flows, the Company discounts them to present value using a discount rate that shows the current market valuations regarding the time value of money and the specific risks of the asset for which the estimated future cash flows have not been adjusted.

If the Company estimates that the recoverable value of an asset (or a cash generating unit) is below its carrying amount, then the carrying amount of the asset (or cash generating unit) is reduced to its recoverable value. The Company, therefore, immediately recognizes an impairment loss in profit or loss, except when the relevant asset is recognized at a restated amount, in which case the impairment loss is recognized as a decrease to the revaluation reserve.

When an impairment loss is reversed in subsequent periods, the carrying amount of the asset (or cash generating unit) is increased to the estimated recoverable value. The impairment loss previously recognized is reversed with a credit to profit or loss, except when the relevant asset is recognized at a restated amount, in which case the reversal of the impairment loss is recognized as an increase in the value of the revaluation reserve.

An intangible asset with an indefinite useful life is reviewed annually to determine whether any indicators of impairment exist, or more often if events or changes in circumstances indicate that the book value may be impaired.

For the Bank, the impairment of financial assets available for sale is determined in relation to their fair value.

All impairment losses are recognized in profit or loss. An impairment loss can only be reversed if it can be related objectively to an event occurring after the impairment loss was recognized.

For our insurance subsidiary, impairment of assets is as follows:

The Financial Risk Area, in coordination with Investment Management, has defined a series of key indicators to discern whether the value of an asset may be impaired at a certain level. The Financial Risk Area continuously monitors these indicators in order to duly alert any probable impairment of an asset. When the alert is given, all additional information available will be gathered in order to confirm and explain this impairment.

This must include an explanation of the models used for all investments subject to impairment as well as insurance accounts such as other premiums receivable, claims receivable, participation of reinsurance in technical reserves, coinsurance assets, etc.

### A) FINANCIAL INVESTMENTS AND INVESTMENT PROPERTY

The Financial Risk Area will report to the committee the following assets indicated as possibly impaired as a consequence of alerts reported by key indicators:

- Those that have changed their risk rating during the period, especially those that have lowered their rating from BBB.
- ii) Those presenting the lowest market values with respect to their par value.





- iii) Those presenting the lowest market values with respect to their IRR. The indicator in terms of loss amount (unrealized loss) will also be submitted.
- iv) Those presenting the largest decreases in market prices during the year or another relevant period.
- v) Those presenting the largest credit risk spread.
- vi) Assets with past due payments.
- vii) Those presenting lower appraisal values with respect to the value of the asset or agreement (real estate investments).

In addition, the committee will consider the following aspects:

- i) The provision chart based on risk ratings included in CMF General Standards Nos. 311 and 316, which establishes provisions for assets with a rating under BBB.
- ii) Whether there is a reliable market value for the asset itself or another directly related asset (e.g. the issuer's stock). In other words, when the number of market transactions and amounts correspond to customary transactions and amounts for the asset unless there is a sufficient number of transactions to expect that the price reasonably represents the value of the asset.
- iii) The existence of changes in the market or economic sector that may objectively alter the future cash flows from the assets. These changes may be of a legal or commercial nature or related to natural phenomena, fraud, etc.
- iv) News published in the media and essential events published by the CMF.
- v) Issues discussed and approved in bondholders' meetings, monitoring committees, etc. in which the Company participates.

For real estate investments, the following will be considered:

- i) The existence of current insurance and recent appraisals.
- ii) Restoration plan for asset in case of loss due to natural causes (fire, earthquake, flood, terrorism, etc.).
- iii) The actual bids for the asset in particular or commercial transactions of a similar nature.
- iv) Changes in the zoning plan for the sector and authorized adjacent projects.
- v) Changes in the capacity of alternative uses for the asset and in the generation of long-term cash flows compared to those included in the project.
- vi) Sufficiency of the contractual insurance margin measured between the percentage of the asset not funded by the Company and the decrease in the market value of the asset based on a recent appraisal.

For purposes of estimating the impairment of endorsable mortgage loans, the subsidiary Vida Security has decided to use the model defined by the CMF in General Standard No. 311 dated June 28, 2011. In addition, for retiree loans, Vida Security has decided to maintain the standard defined in General Standard No. 208 dated October 12, 2007 and amendments.

### B) INTANGIBLE ASSETS, FURNISHINGS AND EQUIPMENT

In conformity with IAS 36, Vida Security reviews the carrying amount of assets subject to impairment in order to determine whether there are any indicators that such assets could be impaired. If any indicators are detected, the recoverable amount of the asset is estimated in order to calculate the amount of the impairment loss (if any). If the assets do not generate cash flows on their own that are independent from other assets, Vida Security calculates the recoverable amount of the cash generating unit to which the asset belongs.

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If the Company estimates that the recoverable amount of an asset is below its carrying amount, then the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is immediately recognized as an expense. When an impairment loss is reversed in subsequent periods, the carrying amount of the asset is increased to the estimated recoverable value. The impairment loss is immediately reversed as income.

An intangible asset with an indefinite useful life is reviewed annually to determine whether any indicators of impairment exist, or more often if events or changes in circumstances indicate that the book value may be impaired.

### C) INSURANCE PREMIUMS

For Vida Security, impairment related to insurance premiums is estimated in conformity with CMF Ruling No. 1,499. Under this ruling, the provision for estimated loss is recognized in profit or loss depending on whether the premium is secured by notes, whether it has payment specification and based on the aging of the debt.

### D) REINSURANCE CLAIMS RECEIVABLE

Considering that the Company's current reinsurers have historically incurred no significant delays, caused by contractual non-compliance, in payments for ceded claims, the Company has decided to recognize impairment of the reinsurance liability in accordance with General Standard No. 848 on provisions for reinsurance claims receivable.

This means that reinsurance assets will be impaired in proportion to the claims provisioned for in relation to total reinsurance claims receivable (for insurance reinsured with the reinsurer for which the provision has been established).

In regard to the impairment of the reinsurance share of technical reserves, to date there is no objective evidence of impairment of any reinsurers with which Vida Security operates. All reinsurers meet the minimum selection requirements in the Company's reinsurance policy, duly approved by the Board of Directors, which calls for a risk rating of A or higher and no payment contingencies involving the Company. Thus, the subsidiary has no impairment provision in the reinsurance share of technical reserves.

### E) LOANS

The impairment of retiree loans is estimated under CMF General Standard No. 208 and amendments.

### 2.13 VALUATION OF FINANCIAL INSTRUMENTS

The financial investments held by Grupo Security through the Bank are classified and measured as follows:

Financial instruments held for trading are securities, which are either acquired for generating a profit from short-term fluctuations in price or dealer's margin, or securities included in a portfolio in which there is a pattern of short-term profit-making.







Financial instruments held for trading are recognized at fair value based on year-end market prices. Gains or losses from fair value adjustments, as well as gains or losses from trading activities and accrued interest and indexation, are included in "financial instruments held for trading" within "net financial operating income (loss)" in the statement of income, as specified in detail in Note 27 to the Bank's consolidated financial statements.

All purchases or sales of financial instruments held for trading that must be delivered within a period of time established by market regulations or conventions are recognized on the trading date, which is the date on which the purchase or sale of the asset is agreed upon. Any other purchase or sale is treated as a derivative (forward) until settlement occurs.

#### A) INVESTMENT SECURITIES

Investment securities are classified into two categories: Held to maturity and available for sale. Investments held to maturity are those instruments that the Bank has the ability and intent to hold to maturity. All other investment securities are considered available for sale. As of the date of issuance of these financial statements, the Bank does not have any financial assets held to maturity.

Investment securities are initially measured at cost, including transaction costs.

Investments available for sale are subsequently recognized at fair value based on market prices or valuations obtained from models. Unrealized gains or losses arising from changes in their fair value are recognized with a charge or credit to equity accounts. When these investments are disposed of or impaired, the amount of the fair value adjustments accumulated in equity is transferred to profit or loss and reported in "sale of financial assets available for sale" in "net financial operating income (loss)" in the statement of income, as specified in detail in Note 27 to the Bank's financial statements.

Investments held to maturity are recognized at cost plus accrued interest and indexation, less impairment provisions recognized when the amount recognized is greater than the estimated recoverable amount. As of December 31, 2018 and 2017, the Bank did not have any investments held to maturity.

Interest and indexation on held-to-maturity and available-for-sale instruments are included in "interest and indexation income", specified in detail in Note 25 to the Bank's financial statements.

Investment securities used as accounting hedges are adjusted under hedge accounting rules.

All purchases or sales of investment securities that must be delivered within a period of time established by regulations or market conventions are recognized on the trading date, which is the date on which the purchase or sale of the asset is agreed upon. Any other purchase or sale is treated as a derivative (forward) until settlement occurs.

### B) BORROWINGS, LOANS AND RECEIVABLES GENERATED BY THE COMPANY

These correspond to financial assets originated by the companies in order to provide cash financing or services directly to a debtor.

Loans and receivables originated by Grupo Security are accounted for at amortized cost recognizing accrued interest in profit or loss in accordance the effective interest method. Amortized cost is understood as the initial cost less principal repayments received.







The effective interest rate is the rate that sets the value of a financial instrument equal to the sum of its cash flows estimated for all concepts over its remaining useful life.

The fair value of a financial instrument is defined as the amount at a given date for which it could be bought or sold on that date between two knowledgeable, willing parties in an arm's length transaction. The most objective and typical reference of fair value of a financial instrument is the price that is paid in an organized, transparent and deep market. If this market price cannot be estimated objectively and reliably for a certain financial instrument, the Company will estimate its fair value in reference to the most recent transactions of similar instruments or at the present value of all future cash flows (receipts or disbursements), discounted using a market interest rate for similar financial instruments (same term, currency, interest rate and equivalent risk rating).

### 2.14 FINANCIAL DERIVATIVE CONTRACTS

#### **GRUPO SECURITY EXCEPT FOR THE BANK**

Due to the types of transactions performed by Grupo Security, except for the Bank, the Company is exposed to financial risks related to foreign exchange and interest rate fluctuations. To mitigate the aforementioned currency and interest rate risks, Grupo Security, except for the Bank, uses currency forwards, primarily US dollar, and interest rate forwards.

These contracts are classified as derivative instruments. Such instruments are initially recognized at fair value on the date on which the derivative contract is signed and subsequently remeasured at fair value. Derivatives are recognized as assets when their fair value is positive and as liabilities when their fair value is negative.

Any gain or loss arising from changes in the fair value of derivative instruments during the year is recognized in profit or loss.

The subsidiary Vida Security enters into forwards during the period in order to cover changes in the exchange rate that may adversely affect its assets in foreign currency (US dollars), which are at fair value at year end in accordance with CMF General Standard No. 311. Changes in value during the year are recognized in profit or loss.

All derivatives carried at fair value may be quoted in the market and the fair value is calculated based on standard financial formulas by using market parameters such as exchange rate, volatilities or discount rates.

#### A) BANK

Derivative instruments, which include foreign currency and UF forwards, interest rate futures, currency and interest rate swaps and options, and other financial derivative instruments, are recognized initially in the statement of financial position at cost (including transaction costs) and subsequently measured at fair value. Fair value is obtained from market quotes, discounted cash flow models and option valuation models, as appropriate. Derivative instruments are reported as an asset when their fair value is positive and as a liability when negative, under "financial derivative instruments".

Certain embedded derivatives in other financial instruments are treated as separate derivatives when their risk and characteristics are not closely related to those of the main contract and the latter is not recognized at fair value with its unrealized gains and losses included in profit or loss.







At inception, a derivative contract must be designated by the Bank as a derivative instrument for trading or hedging purposes.

Changes in fair value of derivative instruments held for trading purposes are included under "trading derivatives" in "net financial operating income (loss)", in the consolidated statement of income.

If a derivative instrument is classified as a hedging instrument, it can be: (1) a hedge of the fair value of existing assets or liabilities or firm commitments, or (2) a hedge of cash flows related to existing assets or liabilities or forecasted transactions. A hedge relationship for hedge accounting purposes must meet all of the following requirements: (a) at its inception, the hedge relationship has been formally documented; (b) it is expected that the hedge will be highly effective; (c) the effectiveness of the hedge can be measured reasonably; and (d) the hedge is highly effective with respect to the hedged risk, continuously throughout the entire hedge relationship.

Certain derivative transactions that do not qualify for hedge accounting are treated and reported as derivatives for trading purposes, even though they provide an effective hedge for managing risk positions.

When a derivative instrument hedges the risk of changes in the fair value of an existing asset or liability, the asset or liability is recognized at its fair value with respect to the specific hedged risk. Gains or losses from fair value adjustments, of both the hedged item and the derivative instrument, are recognized in profit or loss for the year.

Should the hedged item in a fair value hedge be a firm commitment, changes in the fair value of the commitment with respect to the hedged risk are recognized as an asset or liability against profit for the year. Gains or losses from fair value adjustments of the derivative instrument are recognized in profit or loss. When an asset or liability is acquired as a result of the commitment, the initial recognition of the asset or liability acquired is adjusted to incorporate the accumulated effect of the valuation at fair value of the firm commitment, which was previously recognized in the statement of financial position.

When a derivative hedges the risk of changes in the cash flows of existing assets or liabilities or forecasted transactions, the effective portion of changes in the fair value related to the hedged risk is recognized in equity.

Any ineffective portion is directly recognized in profit or loss. The accumulated amounts recognized in equity are transferred to profit or loss when the hedged item affects profit or loss.

When an interest rate fair value hedge is performed on a portfolio basis and the hedged item is an amount instead of individualized assets or liabilities, gains or losses from fair value adjustments, for both the hedged portfolio and the derivative instrument, are recognized in profit or loss for the year, but the fair value adjustment of the hedged portfolio is reported in "financial derivative instruments", either in assets or liabilities, according to the position of the hedged portfolio at that moment in time.

When a cash flow hedge is used to hedge exposure to changes in cash flows that are attributed to a particular risk related to an asset or liability involved in a transaction that is predicted to be highly likely, the effective portion of changes in the fair value with respect to the hedged risk is recognized in equity, while the ineffective portion is recognized in profit or loss for the year.

### 2.15 FINANCIAL INVESTMENTS - VIDA SECURITY

The Company's financial investments are measured in conformity with CMF General Standard No. 311 and based on the principles and criteria included in IFRS 9 and IAS 39, as applicable, for the valuation of investments and their recognition in profit or loss or equity.





In December 1998, the IASB issued IAS 39 Financial Instruments: Recognition and Measurement, which establishes the accounting principles for the recognition and measurement of financial assets and liabilities, and some purchase-sale contracts for non-financial elements.

On November 12, 2009, the IASB issued IFRS 9 Financial Instruments, which introduces new requirements and specifies how an entity should classify and measure financial assets. This standard requires that all financial assets be classified on the basis of an entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial asset. Financial assets are measured at amortized cost or fair value and only those financial assets measured at amortized cost are tested for impairment.

The IASB has not established a mandatory effective date for IFRS 9; however, CMF General Standard No. 311 established early mandatory application for life and general insurance companies from January 1, 2012, and provided instructions regarding the valuation of financial investments that insurance and reinsurance companies may make. In accordance with that standard, the Company has classified its investments as follows:

### A) FINANCIAL ASSETS AT FAIR VALUE

The fair value of a financial instrument is defined as the amount for which it could be bought or sold on a given date between two knowledgeable, willing parties in an arm's length transaction.

All of the Company's financial assets other than those detailed in section b) below are measured at fair value.

The Company does not have any in-house developed valuation models for determining the fair value of its financial investments and, therefore, in conformity with CMF General Standard No. 311, it uses the following fair value valuation standards:

### I) LISTED SHARES WITH ADJUSTED PRESENCE:

Shares recognized with annual adjusted presence over 25% or with a market marker in conformity with Section II and III of General Standard No. 327 are measured in accordance with the following calculation. Within the last 180 trading days before the day of the calculation, the number of days in which total daily exchange transactions have reached a minimum amount equivalent to UF 1,000, in conformity with the value of that unit each of those days, will be calculated. That number will be divided by 180 and the resulting quotient will be multiplied by 100 to get a percentage.

#### II) OTHER SHARES:

Shares not listed or traded on stock markets are measured at their carrying amount at the reporting date.

### III) INVESTMENT FUND UNITS:

Investment fund units with annual adjusted presence of 20% or more are measured at the weighted average of the transactions of the last trading day, corresponding to the year end, considering the transactions in which an amount equal to or greater than UF 150 has been traded.

Investment fund units without presence or with low presence are measured at the unit value, which is reported monthly by the fund as equity divided into the number of units, regardless of whether this is the carrying amount or a financial value. It is







assumed that if the fund reports its financial statements under IFRS, then its assets and liabilities will be measured at fair value as appropriate. Therefore, the reported unit value will be an appropriate estimate of the fair value of the unit.

### IV) MUTUAL FUND UNITS:

Mutual fund units are measured at the redemption value of the units at the reporting date; differences between this value and the closing amount recognized in the prior financial statements are recognized in profit or loss.

### V) FOREIGN INVESTMENT FUND AND MUTUAL FUND UNITS:

Investments in these funds are measured at the value of the unit on the last working day of the month of the financial statement close.

### VI) DERIVATIVES:

The Company enters into forwards during the period in order to cover changes in the exchange rate that may adversely affect its assets in foreign currency (US dollars), which are at fair value at year end in accordance with CMF General Standard No. 311. Changes in value during the year are recognized in profit or loss.

All derivatives carried at fair value may be quoted in the market and the fair value is calculated based on standard financial formulas by using market parameters such as exchange rate, volatilities or discount rates.

### B) FINANCIAL ASSETS AT AMORTIZED COST

The Company's policy is to maintain a portfolio of long-term fixed income financial and real estate securities sufficient to back total annuity reserves and intended to provide a legal reserve for cash flows as tight as possible in the tranches where feasible (tranches 1 to 7). In accordance with General Standard No. 311, these investments are recognized at amortized cost. Life annuity reserves represent approximately 67% of the Company's total liabilities.

For purposes of classifying financial assets at amortized cost, the Company verifies that the securities have the features of a loan and confirms that the business model considers the recovery of the portfolio by means of contractual cash flows.

### I) FIXED INCOME SECURITIES:

These are measured at their present value estimated based on the same discount rate used to determine the price of the instrument at the time of acquisition (IRR). This rate is obtained by setting the acquisition costs for the instrument, plus initial transaction costs, equal to its future cash flows.

The difference between the par value and the present value is amortized over the life of the instrument.

### II) LOANS:

These are loans granted to individuals in accordance with the provisions of CMF General Standard No. 208 and amendments. Loans are recognized at the amount of outstanding payments plus accrued but unpaid interest.

### III) FIXED INCOME STRUCTURED NOTES:

The subsidiary Vida Security maintains fixed income investments abroad (structured notes) which are measured using the same discount rate used to determine the price of the instrument at the time of the purchase.









### C) HEDGING TRANSACTIONS

Hedging transactions correspond to the acquisition or sale of a financial asset that is related to the hedged instrument.

Vida Security has a general policy to recognize derivatives at fair value with the exception of cross currency swaps, which are measured at amortized cost in conformity with CMF General Standard No. 200 and amendments, as they perfectly cover the future cash flows from long-term fixed income securities that back annuity reserves.

### D) INVESTMENTS FOR INSURANCE WITH SAVINGS COMPONENTS (CUI)

Investments backing reserves for insurance with savings components (CUI in Spanish) are classified as instruments at fair value for funds in which the return on the policy is related to the performance of a certain investment portfolio managed by the Company or subject to a financial indicator without a minimum return guarantee.

Fixed income investments backing reserves for CUI insurance, in which the funds are guaranteed by the Company, are measured at amortized cost, as the investments were purchased and are held in order for their accrued cash flows to cover the guaranteed rate for these funds. In compliance with the IFRS conditions to recognize an asset at amortized cost:

Equity instruments used to back this reserve include stocks, investment fund units and mutual fund units.

Debt securities at fair value are measured as follows:

### I) LOCAL DEBT SECURITIES:

Local debt securities are measured at their present value resulting from deducting future cash flows of the instruments from the market IRR of the instruments at that date. That rate is the rate reported in the price vector provided by the Risk América Consultores, on the web page www.portal.aach.cl/Home.aspx, corresponding to the first working day after the year end.

If an instrument is not shown in the price vector, the underlying rate of the exchange transaction of the instrument within the six months before the year end is used; or if there are no transactions in that period, the real annual average internal rate of return (AIRR) of the month of the year end reported by Santiago Stock Exchange is used.

### II) FOREIGN DEBT SECURITIES:

Foreign debt securities are measured in accordance with the quoted value of the security in international markets on the instrument's last day of trading before year end; or if there are no transactions, the Company uses the present value of the instrument deducted at the IRR of another instrument with similar characteristics that is representative of the market rate of the instrument held.

### 2.16 REPURCHASE AGREEMENTS AND SECURITIES LENDING

The Bank engages in repurchase and resale agreements for funding purposes. The Bank's investments that are sold with a repurchase obligation and that serve as a guarantee for the loan are included in "financial instruments held for trading" and the obligation is







recognized in liabilities under "payables from repurchase agreements and securities lending". When financial instruments are purchased with a resale obligation, they are included in assets under "receivables from repurchase agreements and securities borrowing".

Repurchase and resale agreements are measured at amortized cost based on the transaction's IRR.

### 2.17 TIME DEPOSITS, DEBT INSTRUMENTS ISSUED, BANK

Deposits used as funding by the Bank, whatever the instrument or term, are measured at amortized cost. Other debt instruments issued are measured as of the placement date, including transaction costs, and subsequently measured at amortized cost using the effective interest method.

### 2.18 EQUITY AND FINANCIAL LIABILITIES

Financial liabilities and equity instruments are classified according to the respective contractual agreements and considering the economic environment.

An equity instrument is a contract representing a residual interest in the equity of Grupo Security S.A. after deducting all of the Group's liabilities.

Equity instruments and other instruments issued by Grupo Security S.A. are recognized at the amount received in equity, net of direct issuance costs.

The Group's main financial liabilities are classified as follows:

- i) Financial liabilities held to maturity are recognized at amortized cost using the effective interest method.
- ii) Financial liabilities held for trading are stated at fair value, following the same criteria as financial assets held for trading. Gains and losses from fluctuations in fair value are included in profit or loss for the year.

Bank loans accruing interest are recognized at the amount received, net of direct issuance costs. Finance costs, including commissions to be paid upon settlement or reimbursement and direct issuance costs, are recognized in profit or loss using the accrual method and the effective interest method.

### 2.19 DERECOGNITION OF FINANCIAL ASSETS AND LIABILITIES

Grupo Security derecognizes a financial asset only when the contractual rights to the cash flows of the financial asset have expired or when the contractual rights to receive the cash flows of the financial asset are transferred during a transaction in which all risks and rewards are transferred.

Grupo Security derecognizes a financial liability only when the obligation specified in the corresponding contract has been extinguished (i.e. paid or settled).

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### 2.20 GENERAL PROVISIONS

#### A) GENERAL

Provisions are recognized when:

- i) Grupo Security has a present obligation as a result of a past event,
- ii) It is probable that an outflow of resources including economic benefits will be required to settle the obligation,
- iii) A reliable estimate can be made of the amount of the obligation.

### B) OTHER PROVISIONS

These correspond to creditor balances covering present obligations at the date of the statement of financial position arising from past events from which actual explicit or constructive obligations can be derived in relation to their nature and for which the amount can be estimated.

The financial statements of Grupo Security include all material provisions for which the probability of paying the obligation is considered more than likely.

### C) PROVISIONS FOR ASSETS AT RISK, BANK

Provisions required to cover risk of loan losses have been recognized in accordance with guidance and specific instructions from the SBIF. Effective loans are presented net of such provisions, while contingent loan provisions are presented in liabilities.

The Bank uses models or methods based on individual and group analyses of debtors to establish provisions for loan losses. These models and methods are in accordance with SBIF guidance and instructions.

### 2.21 LOANS TO CUSTOMERS, PROVISIONS AND WRITE-OFFS, BANK

Loans to customers, both originally granted by the Bank and acquired, are non-derivative financial assets with fixed or defined charges that are not quoted on an active market and that the Bank has no intention of selling immediately or in the short term. They are measured initially at fair value plus incremental transaction costs and subsequently measured at amortized cost using the effective interest method.

### A) IMPAIRED PORTFOLIO

The impaired portfolio includes loans for which concrete evidence exists that the borrowers will not meet some of their obligations in the agreed upon payment terms, regardless of the possibility of recovering amounts owed from collateral, through court collections or by negotiating different terms.

Within this context, the Bank will keep these loans in the impaired portfolio until the payment capacity or behavior has returned to normal. However, the Bank may continue to write off any individual loans.





### B) PROVISIONS ON LOANS ASSESSED INDIVIDUALLY, BANK

An individual debtor assessment is used when the Bank needs to understand and analyze a customer, whether an individual or legal entity, in detail because of its size, complexity or exposure level. It requires a risk rating for each debtor.

For provisioning purposes, the Bank categorizes debtors and their loans and contingent loans into the appropriate category after assigning them to either the normal, substandard or default portfolio, which are defined as follows:

### NORMAL AND SUBSTANDARD PORTFOLIO

| PORTFOLIO TYPE        | DEBTOR CATEGORY | PROBABILITY OF<br>DEFAULT<br>(%) | LOSS GIVEN DEFAULT (%) | EXPECTED LOSS<br>(%) |
|-----------------------|-----------------|----------------------------------|------------------------|----------------------|
| Normal Portfolio      | A1              | 0.04                             | 90.00                  | 0.03600              |
|                       | A2              | 0.10                             | 82.50                  | 0.08250              |
|                       | А3              | 0.25                             | 87.50                  | 0.21875              |
|                       | A4              | 2.00                             | 87.50                  | 1.75000              |
|                       | A5              | 4.75                             | 90.00                  | 4.27500              |
|                       | A6              | 10.00                            | 90.00                  | 9.00000              |
| Substandard Portfolio | B1              | 15.00                            | 92.50                  | 13.87500             |
|                       | B2              | 22.00                            | 92.50                  | 20.35000             |
|                       | В3              | 33.00                            | 97.50                  | 32.17500             |
|                       | B4              | 45.00                            | 97.50                  | 43.87500             |

Nevertheless, the Bank must maintain a minimum provision of 0.50% on loans and contingent loans in the normal portfolio.

### **DEFAULT PORTFOLIO**

| PORTFOLIO TYPE    | SCALE OF RISK | RANGE OF EXPECTED LOSS   | PROVISION (%) |
|-------------------|---------------|--------------------------|---------------|
| Default Portfolio | C1            | More than 0% up to 3%    | 2             |
|                   | C2            | More than 3% up to 20%   | 10            |
|                   | C3            | More than 20% up to 30%  | 25            |
|                   | C4            | More than 30 % up to 50% | 40            |
|                   | C5            | More than 50% up to 80%  | 65            |
|                   | C6            | More than 80%            | 90            |

### C) PROVISIONS ON LOANS ASSESSED IN A GROUP

Group assessments are used to analyze a large number of transactions with small individual amounts. For these purposes, the Bank uses models based on the characteristics of debtors and their loans, as well as models based on the behavior of a group of loans. In group assessments, provisions for the consumer portfolio will always be recognized according to expected loss based on the models used by the Bank. Provisions are made for the commercial and mortgage portfolios using incurred loss methodologies.

### D) ADDITIONAL LOAN PROVISIONS

According to SBIF instructions, the Bank may establish additional provisions on its individually assessed loan portfolio based on the expected impairment of that portfolio. This provision is calculated based on the Bank's past experience and potential adverse macroeconomic







scenarios or circumstances that may affect a particular sector, industry, debtor group or project.

As of December 31, 2018 and 2017, the Bank had not recognized any additional provisions.

#### E) **LOAN WRITE-OFFS**

Loans are written off when recovery efforts have been exhausted in accordance with timetables issued by the SBIF, as follows:

| TYPE OF LOAN                                    | TERM      |
|---|-----------|
| Consumer loans with or without collateral       | 6 months  |
| Other operations without collateral             | 24 months |
| Commercial loans with collateral                | 36 months |
| Residential mortgage loans                      | 48 months |
| Consumer leases                                 | 6 months  |
| Other non-real estate leases                    | 12 months |
| Real estate leases (commercial and residential) | 36 months |

### **RECOVERY OF WRITTEN-OFF LOANS:**

Subsequent payments on written-off loans are recognized directly in profit or loss under "recovery of written-off loans" in "provisions for loan losses" in the Bank's financial statements.

### 2.22 INVENTORIES

Inventories are recognized at the lower of cost and net realizable value. Costs, which include an appropriate portion of fixed and variable costs, are allocated to inventories by the most appropriate method according to the type of inventory, based mainly on the distribution per built square meter and the area of the land, accordingly. Net realizable value corresponds to the estimated sales price for inventories less all necessary costs to sell.

The Group's inventories come from the subsidiary Inmobiliaria Security S.A. and correspond mainly to the following items:

#### LAND FOR CONSTRUCTION A)

This land was acquired with the intention to use it in a construction plan. The Group values this land using the cost method.

#### B) **WORK IN PROGRESS**

Corresponds to disbursements made to develop real estate projects, which are measured at cost.





### C) HOUSES AND APARTMENTS IN STOCK

Corresponds to homes that have been approved by municipal authorities and are available for sale, which are measured at cost.

Inmobiliaria Security S.A. measures its inventories at the lower of cost and net realizable value. At year end, the Company performs an evaluation of the net realizable value of inventories. When inventories are considered to be overstated, it records any adjustments to inventory with a charge to profit or loss. As of year end, the Group has not recognized an obsolescence provision on our inventories.

The main components of the cost of a house or apartment correspond to the land, lump sum construction contract, architect and engineers' fees, permits and municipal taxes, operating expenses, financing costs and other disbursements related directly to the construction of the home that are necessary for its completion.

### 2.23 RECOGNITION OF REVENUE AND EXPENSES

### A) REVENUE

IFRS 15 establishes the principles that an entity must apply to account for revenue and proceeds from contracts for the sale of goods or services to customers.

According to this standard, Grupo Security S.A. recognizes revenue from contracts with customers when it has satisfied its obligations to transfer goods or perform services, as contractually agreed upon, and deems that a good or service has been transferred when the customer obtains control of the good or service (either over time or at a point in time).

The amount that must be recognized will reflect the consideration to which the Company expects to be entitled in exchange for the goods or services transferred.

IFRS 15 replaces IAS 18 Revenue; IAS 11 Construction Contracts; IFRIC 13 Customer Loyalty Programmes; IFRIC 15 Agreements for the Construction of Real Estate; IFRIC 18 Transfers of Assets from Customers; and SIC-31 Revenue-Barter Transactions Involving Advertising Services.

### B) EXPENSES

Expenses are recognized in the statement of income when there is a decrease in the future economic benefits related to a reduction in an asset, or an increase in a liability, that can be measured reliably. This implies that an expense would be recognized at the same time as the increase in the liability or the reduction in the asset is recognized.

An expense is recognized immediately when a disbursement does not generate future economic benefits or when it does not meet the necessary requirements to be recognized as an asset.

Interest and indexation income and expenses are presented on an accrual basis until year end, using the effective interest method, which is a discount rate that exactly matches the estimated cash flows to be received or paid over the expected life of the transaction.









However, for impaired loans, accrual is suspended as defined by the SBIF in Chapter B-2 of the Compendium of Accounting Standards, using the following criteria:

| LOANS SUBJECT TO SUSPENSION:                             | SUSPENDED:   |
|--|--|
| Individual evaluation:<br>Loans classified in C5 and C6  | For being in the impaired portfolio.                             |
| Individual evaluation:<br>Loans classified in C3 and C4  | For having been in the impaired portfolio for three months.      |
| Group evaluation:<br>Loans with less than 80% collateral | When the loan or one of its installments is six months past due. |

### 2.24 FEE AND COMMISSION INCOME AND EXPENSES, BANK

Fee and commission income and expenses that are part of the effective interest rate of a financial asset or liability are recognized in profit or loss over the life of the transactions from which they arise.

Fee and commission income and expenses generated by providing a given service are recognized in profit or loss as the services are provided. Those involving financial assets and liabilities are recognized when collected.

### 2.25 OFFSETTING OF BALANCES

Balances will only be offset when the debtor and creditor balances generated in transactions, either contractually or legally, establish the possibility of offsetting and the Group has the intent to liquidate them for their net or realizable amount and to simultaneously pay the liability.

### 2.26 CURRENT AND DEFERRED INCOME TAXES

As of December 31, 2018 and 2017, current income taxes are calculated based on the tax laws in force as of the reporting date.

Deferred taxes arising from temporary differences and other events that generate differences between the carrying amount for financial reporting purposes and tax bases of assets and liabilities are recognized in accordance with IAS 12. They are calculated using tax rates in force as of the date on which the corresponding deferred tax assets or liabilities are expected to be reversed.

Both taxes have a rate of 27% for first-category (corporate) tax. By default, the company must use the "Semi-integrated System", in accordance with letter B) of article 14 of the Income Tax Law, in force as of January 1, 2017.

### 2.27 EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit or loss for the year attributable to Grupo Security S.A. by the weighted average shares outstanding during such period, without including the average number of shares of Grupo Security S.A. owned by the other subsidiaries.





The Company has not engaged in any type of transaction with a potential dilutive effect that assumes diluted earnings per share that differ from basic earnings per share.

### 2.28 FUNCTIONAL CURRENCY

The items included in the financial statements of each of the entities of Grupo Security are measured using the currency of the primary economic environment in which the entity operates (functional currency).

Grupo Security's management has concluded that the currency of the main economic environment in which the Company operates is the Chilean peso. This conclusion is based on the following:

- A) It is the currency of the country (Chile) whose competitive forces and regulations mainly determine the prices of the services that Grupo Security provides.
- B) It is the currency that mainly influences the Group's cost structure as it relates to the services Grupo Security provides to its customers.

As a result, we can conclude that the Chilean peso reflects the transactions, events and conditions that underlie and are relevant to Grupo Security.

The financial statements of its subsidiaries in Peru are prepared in Peruvian nuevo soles and converted to Chilean pesos under IAS 21 for translation and presentation purposes.

The financial statements of its subsidiary Security Internacional Spa., are prepared in US dollars and converted to Chilean pesos under IAS 21 for translation and presentation purposes.

### 2.29 VARIATIONS IN FOREIGN CURRENCY AND INDEXED UNITS

The management of Grupo Security has defined the Company's functional currency as the Chilean peso.

Consequently, transactions in currencies other than the Chilean peso and those carried out in indexed units such as the UF, UTM, IVP, etc., are considered foreign currency and/or indexed units, respectively, and are recognized at the exchange rates and/or closing values in force as of the respective transaction date.

In preparing Grupo Security's financial statements, monetary assets and liabilities denominated in foreign currency and/or indexed units are converted at the exchange rates and/or closing values in force as of the reporting date. The resulting exchange differences are recognized in profit or loss.

Transactions in foreign currency carried out by the Bank are translated to Chilean pesos at the exchange rate in force on the transaction date. Note that monetary items in foreign currency are translated using the closing exchange rate at each year end, and non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction.



The net foreign exchange gains shown in the consolidated statement of income, include both the result of foreign exchange transactions and the effects of exchange rate variations on foreign-currency-denominated assets and liabilities.

### 2.30 TRANSLATION

Assets and liabilities denominated in unidades de fomento (UF, an inflation-linked unit of account used in Chile) are presented using the rates in effect at each year end. Cash equivalents correspond to short-term investments that are highly liquid, easily convertible into known amounts of cash and have insignificant risk of changes in value. Their maturity does not exceed three months.

Cash and cash equivalents consist of balances of cash, bank deposits, net transactions pending settlement and operations with repurchase agreements, as stipulated in the SBIF Compendium of Accounting Standards. These items are subject to an insignificant risk of changes in their fair value.

The financial statements of its subsidiaries in Peru are prepared in Peruvian nuevo soles. The effect of translating them to Chilean pesos, reflected in other comprehensive income, amounted to THCH\$(47,718) and THCH\$(243,494) for the years ended December 31, 2018 and 2017, respectively.

#### 2.31 STATEMENT OF CASH FLOWS

Grupo Security prepares its statement of cash flows using the direct method in accordance with CMF Ruling No. 2,058, which states that the Company must present the statement of cash flows on a comparative basis beginning in March 2013 and leaves the indirect method as an option left to management's discretion.

In preparing the statement of cash flows of Grupo Security, the following definitions are used:

#### CASH FLOW:

Inflows and outflows of cash or cash equivalents, which are short-term, highly-liquid investments with a low risk of changes in value.

### CASH FLOWS FROM OPERATING ACTIVITIES:

Cash flows from Grupo Security's normal activities as well as other activities that cannot be classified as from investing or financing.

### CASH FLOWS FROM INVESTING ACTIVITIES:

Cash flows resulting from acquiring, selling or otherwise disposing of long-term assets and other investments not included in cash and cash equivalents.

### CASH FLOWS FROM FINANCING ACTIVITIES:

Cash flows resulting from activities that bring about changes in the size and composition of net equity and financial liabilities that are not part of cash flows from operating activities.

### 2.32 RELATED PARTY DISCLOSURES

Associates are entities over which Grupo Security has the ability to exercise significant influence, although not control. Usually, this







ability manifests itself through an ownership interest of 20% or more of the entity's voting rights and it is accounted for using the equity method, with profit or loss being recognized on an accrual basis.

The notes to the consolidated financial statements detail the transactions with the most important related parties, indicating the nature of the relationship with each party, as well as information regarding the transactions and the corresponding balances.

This information is disclosed to adequately understand the possible effects that the related party has on the financial statements.

### INVESTMENTS IN RELATED PARTIES OF THE INSURANCE SUBSIDIARIES

Normal operations of Seguros Vida Security Previsión S.A. and subsidiaries are those transactions performed on a routine basis with related parties within its line of business that are necessary for the normal development of the Company's activities regardless of whether such activities are performed for monthly, annual or longer periods. For purposes of determining the frequency of a transaction, the Company can compare the transaction to other transactions performed by the Company on an ordinary

frequency of a transaction, the Company can compare the transaction to other transactions performed by the Company on an ordinary and/or recurring basis.

Nevertheless, transactions with related parties that are to be performed only with prior authorization of the Board of Directors shall be intended to contribute to equity and their price, terms and conditions shall conform to those in force in the market at the time of approval, due to the fact that they are considered to be ordinary and are subject to this policy.

In order to apply this policy, customary transactions will be considered to be those performed regularly by the Company and without which it could not carry out its line of business normally, adequately and efficiently; therefore, it depends on them to sustain its operations and properly grow its business.

The following, among others, are defined as customary, ordinary transactions for the life insurance subsidiary, Vida Security:

- A) Issuing life and health insurance policies for Security employees.
- B) Issuing credit life policies and other credit-related insurance for Security customers.
- C) Contracting premium collections services.
- D) Contracting all types of general insurance for real estate, facilities, equipment and vehicles.
- **E)** Contracting insurance brokerage services.
- F) Company insurance and other products contracted by related parties.
- G) Contracting advisory or financial, economic, risk, auditing, marketing, real estate, operational, administrative, legal, IT, systems, accounting and tax services, among others.
- H) Opening current accounts and lines of credit.
- I) Contracting travel, ticket purchasing and hotel services.







- J) Contracting management services for mortgage loans.
- K) Contracting forwards and swaps for matching or investment purposes.
- L) Buying or selling mutual and investment fund units.
- M) Currency buying services (USD or other currencies).
- N) Contracting intermediation services for buying/selling fixed income instruments and stocks.
- O) Investing in time deposits.
- P) Buying/selling mortgage loans, real estate leases issued by the company or third parties.
- Q) Buying/selling all types of real estate and personal property and fitting out real estate and facilities. Leasing all types of real estate.
- R) Lending operations including buying financial instruments with reverse repurchase agreements and selling instruments with repurchase agreements.
- S) Contracting direct operator services from the Santiago Stock Exchange and using workstations supplied by Reuters or other electronic data or financial transaction services.
- T) Issuing performance and bid bonds.
- U) Partnering with Group companies to develop real estate projects. This can be through formal partnerships or other alternatives.

Notwithstanding the above, Vida Security will only be able to carry out transactions with related parties when these transactions conform to price, terms and conditions prevailing in the market. Finally, the Company's Board of Directors should be aware of and approve or reject all transactions with related parties every three months for transactions carried out the prior quarter at the closing of the quarterly regulatory financial statements (FECU). Shareholders should also be aware of and approve or reject all transactions with related parties carried out in the prior year at the annual general shareholders' meeting.

### 2.33 INVESTMENTS IN OTHER COMPANIES

Investments in other companies are those in which Grupo Security does not have significant influence. They are presented at acquisition cost, except for the share in Santiago Exchange, which is presented at fair value. Revenue is recognized in profit or loss as received.

### 2.34 OPERATING SEGMENTS

The Group's operating segments are defined as components of Grupo Security, about which separate financial reporting is available that is evaluated regularly by the chief decision maker in making decisions about allocating resources and assessing performance. Grupo Security







operates in four business segments: Lending, Asset Management, Insurance and Services. Grupo Security provides financial information by segment in order to identify and disclose in the notes to the consolidated financial statements the results obtained by its distinct business areas in conformity with IFRS 8.

### 2.35 USE OF ESTIMATES

In preparing the consolidated financial statements, certain estimates made by the respective companies' management teams have been used in order to quantify certain assets, liabilities, income, expenses and commitments recognized in such statements. These estimates basically refer to:

- A) The valuation of assets and goodwill to determine the existence of impairment losses.
- B) The assumptions used to calculate the fair value of financial instruments.
- C) The assumptions used to calculate estimates of allowances for doubtful accounts.
- **D)** The assumptions used to calculate inventory obsolescence estimates.

Although these estimates have been based on the best information available at the date of issuance of these Consolidated Financial Statements, it is possible that events may occur in the future that will require a change (increase or decrease) in future periods, which would occur prospectively, recognizing the effects of such change in estimate in the corresponding future Consolidated Financial Statements.

In preparing the financial statements in accordance with the SBIF Compendium of Accounting Standards, the Bank requires management to make some estimates, judgments and assumptions that impact the reported statements. Actual results in subsequent periods may differ from the estimates used.

- 1) These relevant estimates and assumptions are reviewed regularly by the Bank's senior management in order to quantify the effects on the statements of financial position and income, as well as uncertainties.
- 2) Revisions to accounting estimates are recognized in the year in which the estimate is revised and in any future period that is affected.

The most significant areas of estimates of uncertainties and judgments in applying accounting criteria or policies are:

- Measurement of financial instruments and derivatives.
- B) Provisions for loan losses.
- C) Impairment losses on loans and receivables from customers and other assets.
- D) The useful life of tangible and intangible assets
- **E)** Contingencies and commitments



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### 2.36 PRESENTATION OF THE FINANCIAL STATEMENTS

#### A) CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Grupo Security has decided to present its consolidated statement of financial position under a presentation format based on the classified current value.

### B) CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Grupo Security has decided to present its consolidated statement of comprehensive income by function.

### C) CONSOLIDATED STATEMENT OF CASH FLOWS

Grupo Security has decided to present its consolidated statement of cash flows under the direct method starting from March 2013 in conformity with CMF Ruling No. 2,058.

### 2.37 INVESTMENT PROPERTY

Grupo Security's investment property includes land, building and other construction held to earn rentals or for capital appreciation upon sale as a result of possible future increases in their respective market prices.

Investment property is presented in the financial statements using the cost or fair value models. Using the cost model, these properties are recognized at cost less accumulated depreciation and any accumulated impairment losses. Under the fair value model, properties are remeasured at least on an annual basis to determine their fair value. Increases or decreases in fair value at the time of the remeasurement are immediately recognized in profit or loss for the year.

Depreciation is determined using the straight-line method over the cost of the investment property less its residual value. The land on which buildings and other facilities are built is considered to have an infinite useful life and, therefore, is not depreciated.

Depreciation for each year is recognized in profit or loss and calculated based on the estimated useful lives of the respective investment property.

Any gain or loss from the disposal of a real estate investment is calculated as the difference between the sales price and its carrying amount and will be recognized in profit or loss.

The fair value of investment property must be disclosed in the notes to the consolidated financial statements.

For our insurance subsidiary, the detail is as follows:

### A) INVESTMENT PROPERTY

Real estate and investment properties are recognized at their original cost plus legal revaluations, net of accumulated depreciation as of year end, and the appraisal value of these assets in accordance with CMF General Standard No. 316 from August 12, 2011.

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The cost includes the acquisition price and all costs directly related to bringing the asset to the location and condition necessary for its operation.

Depreciation is calculated on a straight-line basis over the useful life of the respective asset and recognized in the statement of income.

When the appraisal value is less than the corrected cost, an adjustment is made for the difference by recognizing a provision in profit and loss.

### B) REAL ESTATE LEASE AGREEMENTS

Real estate lease agreements are recognized in conformity with CMF General Standard No. 316 at the lower of the agreement's residual value determined in accordance with the standards of the Chilean Institute of Accountants, the price-level adjusted cost less accumulated depreciation or market value, which is represented by the last two available commercial appraisals.

### C) PROPERTIES FOR OWN USE

Real estate and investment properties are recognized at their original cost plus legal revaluations, net of accumulated depreciation as of year end, and the appraisal value of these assets in accordance with CMF General Standard No. 316 from August 12, 2011.

The cost includes the acquisition price and all costs directly related to bringing the asset to the location and condition necessary for its operation.

Depreciation is calculated on a straight-line basis over the useful life of the respective asset and recognized in the statement of income.

When the appraisal value is less than the corrected cost, an adjustment is made for the difference by recognizing a provision in profit and loss.

### D) FURNISHINGS AND EQUIPMENT FOR OWN USE

Furnishings and equipment are stated at cost net of accumulated depreciation at year end.

Depreciation is calculated on a straight-line basis over the useful life of the respective asset and recognized in the statement of income.

### 2.38 CLASSIFICATION OF CURRENT AND NON-CURRENT ASSETS

Assets classified as current include those maturing within 12 months or those intended to be sold or realized during the normal course of business of Grupo Security.

Non-current assets include all assets that are not classified as current assets.









### 2.39 TREASURY SHARES

Equity is presented net of all Grupo Security S.A. shares that are owned by its consolidated subsidiaries.

### 2.40 CLASSIFICATION OF CURRENT AND NON-CURRENT LIABILITIES

Liabilities classified as current include those maturing within 12 months or those intended to be settled during the normal course of business of Grupo Security.

Non-current liabilities include all liabilities that are not classified as current liabilities.

### 2.41 PRICE-LEVEL RESTATEMENT IN HYPERINFLATIONARY ECONOMIES

As Chile is not classified as a hyperinflationary economy in accordance with IAS 29, the financial statements of Grupo Security are not be adjusted for variations in the Consumer Price Index (CPI).

### 2.42 CONTINGENT ASSETS AND LIABILITIES

A contingent asset or liability is any right or obligation arisen from past events whose existence will be confirmed only if one or more uncertain future events not under the control of Grupo Security occurs.

Contingent assets and liabilities are not to be recognized in the consolidated financial statements. Nevertheless, when the realization of the income or expense, associated with this contingent liability is more than probable, it is recognized in the financial statements.

Contingent assets and liabilities are disclosed in a note to the consolidated financial statements as required by IAS 37.

### 2.43 MINIMUM DIVIDENDS

The dividend policy agreed by the shareholders is to distribute at least 30% of the profits of Grupo Security S.A. received from its direct subsidiaries during the year and divide the payment in two dividends, an interim dividend and a final dividend. Additionally, the Board of Directors has been authorized to approve additional dividend distributions with a charge to retained earnings if, in the opinion of the Board, Grupo Security S.A.'s financial condition allows it.

### 2.44 EMPLOYEE BENEFITS

### A) EMPLOYEE VACATION

The annual cost of employee vacation is recognized on an accrual basis.





#### B) SHORT-TERM BENEFITS

Grupo Security has a yearly bonus plan for its employees that may be given based on their performance and ability to meet targets. Provisions are made for them based on the estimated amount to be distributed.

#### C) SEVERANCE INDEMNITIES

Grupo Security has not agreed to any severance indemnities that will be payable no matter the reason for terminating the employment and, as a result, has not made any such provisions. Any such expenses are recognized in profit or loss as incurred.

#### **2.45 LEASES**

The lease agreements of the subsidiaries of Grupo Security are not recognized in the statement of financial position, and the total payments are charged to profit or loss, as these leases are classified as operating leases.

Grupo Security assumes substantially all risks and rewards of ownership of leased property classified as finance leases.

## 2.46 TECHNICAL RESERVES, VIDA SECURITY

Technical reserves represent a monetary measure of the net obligations maintained by insurance companies with policy holders. The estimate of this reserve is based on actuarial estimates of the mentioned obligations, which are made using mortality and morbidity tables created based on statistical information and, when dealing with long-term insurance, based on present value.

In Chile, actuarial formulas, mortality and morbidity tables and discount rates used to estimate present value included in long-term reserves are determined by the CMF and their application is mandatory. Reserves estimated in this way represent minimum reserves. However, Chilean standards establish that when there is evidence obtained through studies or analyses that the reserves are insufficient, additional amounts shall be included to eliminate such insufficiency. These analyses are performed through Premium Sufficiency Tests and Liability Adequacy Tests established by the CMF.

Minimum reserves, as well as those determined by the Premium Sufficiency Tests and Liability Adequacy Tests, must be estimated in conformity with the actuarial basis generally accepted in international practice adjusted to Chilean standards.

CMF General Standard No. 318 issued on September 1, 2011, provides instructions regarding the application of IFRS to the determination of technical reserves for annuities and disability and survivor insurance under DL No. 3,500 of 1980.

CMF General Standard No. 306 issued on April 4, 2011, and amended by SVS General Standard No. 320 issued on September 1, 2011, provides instructions on the determination of technical reserves for insurance other than retirement insurance under DL No. 3,500 of 1980.

CMF General Standard No. 243 issued on February 3, 2009, provides instructions regarding the determination of technical reserves for disability and survivor insurance under DL No. 3,500 of 1980.







#### A) UNEXPIRED RISK RESERVE

This reserve is recognized for insurance contracted for a period under or equal to four years and it corresponds to unearned net premium in conformity with the instructions provided by the CMF in General Standard No. 306.

In general, the Company's short-term policies and additional clauses relate to annual insurance with coverage and premium recognition on a monthly basis. The grace period of the related coverage is one (1) month. Accordingly, the unexpired risk reserve considered by the Company is equivalent to one (1) month of premium not discounted for acquisition costs.

For short-term policies and additional clauses with coverage and premium recognition in periods over one month, the unexpired risk reserve is estimated starting from the recognized unearned premium based on daily figures and without recognizing acquisition costs, in conformity with the provisions of section 1.1 of clause II of General Standard No. 306.

There is no long-term insurance for which the unexpired risk reserve has been considered.

#### B) PRIVATE INCOME RESERVE

For technical reserve purposes, these policies are treated like annuities.

#### C) MATHEMATICAL RESERVE

The mathematical reserve has been estimated in accordance with the methods determined by the CMF in General Standard No. 306 dated April 14, 2011, which corresponds to the present value of future payments for claims generated by policies less the current value of future premiums as per mortality tables M-95 H and M-95 M and the annual technical interest rate of 3%.

The Company's long-term policies relate to the main coverage for individual traditional insurance and level premiums as well as individual and group single premium insurance that are completely paid.

#### LEVEL PREMIUM INDIVIDUAL INSURANCE

This is related to the main insurance coverage under sections 101, 102, 104 and 112. For these insurance policies, the Company has used the reserve methodology established in Appendix 4 of General Standard No. 306 or the Fackler method, using mortality table M95 defined in Appendix 5 to the same standard and an annual real discount of 3%.

#### SETTLED INDIVIDUAL AND GROUP SINGLE PREMIUM INSURANCE

This is related to the main insurance coverage under sections 101, 104, 107, 202, 209 and 212. For these insurance policies, the Company has used the mathematical reserve methodology established in Appendix 4 of General Standard No. 306 or the Fackler method, using mortality table M95 defined in Appendix 5 to the same standard and an annual real discount of 3% considering that the premiums are completely paid for which the reserve corresponds to the cost of expected claims.

## D) RESERVE FOR DISABILITY AND SURVIVOR INSURANCE (DSI)

For disability and survivor insurance in force from August 1, 1990, reserves have been calculated in conformity with CMF General Standard No. 243.

The reserves for claims related to disability and survivor insurance which are in force from July 1, 2010, have been estimated in conformity with the instructions included in CMF General Standard No. 243 from February 2009 and its amendments, as well as CMF General Standard No. 318 from September 1, 2011.







## E) ANNUITIES RESERVE

This reserve has been set up in accordance with the calculation methods determined by the CMF and is the current value of future payments to the insured parties or beneficiaries, calculated based on the life tables and the maximum interest rate stated in Ruling No. 422 and its amendments. From January 2001, the Company has applied Ruling No. 1,512 of 2001 for insurance governed by Ruling No. 528 of 1985. From January 2012, the Company has applied CMF General Standard No. 318.

For life annuity policies in effect until December 31, 2011, the Company has set up a financial technical reserve in accordance with CMF Ruling No. 1,512 dated January 2, 2001, and CMF General Standard No. 318 dated September 1, 2011, on the valuation of assets and liabilities, at the present value of future discounted payments at a weighted rate that is calculated based on a 3% rate and the underlying internal rate of return in transactions on formal markets of long-term state-owned instruments at the starting date of the life of policies, weighted by liability hedge rates at year end.

For policies initially in effect since January 1, 2012, the discount rate used in the calculation of present value is the lesser of the underlying internal rate of return (IRR) in the transactions of formal markets of long-term, state-issued instruments, at the starting date of the life of the policies and the sale rate (SR), as defined in Section III of CMF Ruling No. 1512.

Beginning March 2015, the discount rate used to calculate present value is the lesser of the sale rate (SR) as defined in Section III of CMF Ruling No. 1512 and the Equivalent Cost Rate (CR) calculated in accordance with General Standard No. 374 from January 2015, using the Discount Rate Vector (DRV) published monthly by the CMF.

By means of General Standard No. 172, the CMF provided life table RV-2004. General Standard No. 178 governed the gradual application of this table to the calculation of the financial technical reserve of policies in effect before March 9, 2005. Subsequently, by means of General Standard No. 207, the CMF provided life tables MI-2006 and B-2006. Rulings Nos. 1,857, 1,872 and 1,874, governed the gradual application of these tables to the calculation of the financial technical reserve of policies in effect before February 1, 2008. For the application of life tables MI-2006 and B-2006, the Board of Directors of Seguros Vida Security Previsión S.A. has decided to gradually recognize the higher financial reserve of the new life tables.

CMF General Standard No. 274 defined table RV-2009. CMF Ruling No. 1,986 details how it should be applied to calculate reserves. The effects on reserves of the latter regulation were fully recognized in the financial statements as of December 31, 2011, and the monthly effects are recognized each time reserves are estimated.

Lastly, CMF General Standard No. 398 from November 20, 2015, defined tables RV-2014, CB-2014, B-2014 and MI-2014. CMF Ruling No. 2197 details how they should be applied to calculate reserves. The effects on reserves of the latter regulation will be fully recognized over a period of six years from December 31, 2016.

### F) CLAIMS RESERVE

This reserve has been set up in accordance with CMF regulations and includes claims that have not been settled and/or paid, claims incurred but not reported and claims detected but not reported as of year end.







In regard to all kinds of reported claims: settled and unpaid claims; claims settled and questioned by the insured; and claims being settled, the reserve is calculated as follows:

- When the benefit is the payment of a single fixed amount, the reserve is the insured amount of the claim coverage.
- When the benefit determined in the policy stipulates the payment of the insured amount in a predefined number of installments or annuities, the reserve is the present value of annuities or installments that have not been paid yet, considering a real annual discount rate of 3%.
- When the coverage is a reimbursement or the amount of the benefit depends on the occurrence of certain conditions as in most insurance policies or additional health coverages, the reserve is an estimate of the whole amount of the benefit to be paid.

All the above includes, as appropriate, the settlement costs of the related claims.

The reserve of incurred but not reported claims is an estimate of claims that have been incurred and for which the Company is obliged, as they involve covered benefits, but that have not been reported to the Company yet. The calculation of this reserve is made based on CMF General Standard No. 306, considering the standard general application method (Bornhuetter-Ferguson method) stated in Appendix 2 and based on the Company's own historical experience by grouping information on claims based on portfolios or portions of homogeneous claims. The calculation excludes exceptional claims with a lag between the payment date and the claim date, since they are not very frequent and do not reflect the behavior observed in most cases.

A separate analysis was made for the following groups of policies of the Company's insurance portfolio: i) individual insurance, except insurance from annuity product line 105, ii) group insurance, except insurance from health product line 209, and iii) group health insurance (line 209). The above groups are based on the fact that policies included in each group have similar and homogeneous expected risks and conduct in regard to claims and are materially different from other groups. Another factor considered was the need to have an appropriate number of claims to have significant results from the methodology applied.

For both individual insurance in i) and group insurance in ii) and iii), information on paid claims and claims undergoing settlement for the last five (5) years of the Company's experience was considered.

The methodology for the liability adequacy test for incurred but not reported claims is described in Note 25.2.8 to the financial statements of subsidiary Vida Security.

Regarding claims detected but not reported, starting December 31, 2017, in accordance with CMF General Standard No. 413, which modified CMF General Standard No. 306, we have established a claims reserve for all policies for which the company has learned by any means of the death of the insured party without having received a formal claim. This reserve is equivalent to the insured amount of the death benefit. This technical reserve will be maintained until the claim is formally filed, with a statute of limitations of four years from the date on which the beneficiary or beneficiaries are notified. If notification cannot be accredited, the statute of limitations will be 10 years from the date the claim occurred.

#### PREMIUM DEFICIENCY RESERVE G)

In conformity with current regulations, this reserve includes the amount that must be recognized after applying the Premium Insufficiency Test (PIT).







# PREMIUM DEFICIENCY RESERVE IN INSURANCE WITH UNEXPIRED RISK RESERVE AND DISABILITY AND SURVIVOR INSURANCE

This is the reserve that recognizes the effect of premiums which are insufficient to cover claims and expenses. This type of reserve is associated with insurance with unexpired risk reserve regulated by CMF General Standard No. 306 and disability and survivor insurance of D.L. No. 3,500 of 1980 regulated by CMF General Standard No. 243.

#### H) ADDITIONAL RESERVE FOR LIABILITY ADEQUACY TEST

This reserve includes the amount obtained by the Company after applying the liability adequacy test (LAT).

The objective is to assess the sufficiency of reserves based on analyses or studies that prove that minimum reserves established by the CMF are clearly insufficient for the portfolio subject to analysis.

The liability adequacy test applied to insurance, hedges and long-term risks, which includes retirement insurance listed in General Standard No. 318, is described in Note 25.2.8 of the financial statements of Vida Security.

In regard to short-term insurance policies with unexpired risk reserves, the Company has determined that the premium insufficiency test (PIT) defined in appendix 1 of General Standard No. 306 is or replaces the liability adequacy test. This is considering that the Company's short-term insurance policies with current risk reserve are annual additional policies or clauses, for which the PST appropriately considers all the variables that allow the sufficiency of reserves to be determined when they are calculated from the premium. In fact, claims, acquisition costs, operating expenses and investment profit or loss are all the components that are considered in pricing these products and comprehensively include income, expenses and obligations arising from these insurance policies.

# ADJUSTMENTS TO CHILEAN RESERVE STANDARDS IN THE FINANCIAL STATEMENTS OF PROTECTA, THE PERUVIAN SUBSIDIARY OF SEGUROS VIDA SECURITY PREVISIÓN.

#### ADJUSTMENTS TO TECHNICAL RESERVES:

Like Chilean standards, Peruvian reserve standards are designed to ensure that insurers are able to meet their obligations with policyholders. Therefore, they take into account Peruvian conditions regarding products, trade laws and practices and mortality and morbidity assumptions. As a result, technical reserves are not adjusted to the extent that differences between Peruvian and Chilean methodologies are not based on accounting criteria but rather assumptions.

#### ADJUSTMENTS FOR LIABILITY ADEQUACY TEST:

Criteria in Peruvian laws and standards regarding the sufficiency of reserves must be used for the purpose of consolidating that subsidiary's financial statements. Peruvian laws and standards, like Chilean regulations, are intended to ensure that companies established in Peru have sufficient reserves. As a result, any potential insufficiency in reserves with respect to liabilities are recognized directly in the Peruvian financial statements and have not been adjusted upon consolidation with the Chilean entity.

#### I) OTHER TECHNICAL RESERVES

This item includes the reserve for debts with the insured and other reserves set up by the insurance company in accordance with current regulations.







#### J) REINSURANCE SHARE IN TECHNICAL RESERVES

For insurance included in reinsurance contracts, an asset is recognized under Reinsurance share for the portion of the risks ceded to the reinsurers.

An exception relates to the mathematical reserves of level premium individual insurance and settled individual insurance and group single premium insurance for which no reinsurance asset is considered as the related coverage includes premium and risk transfers on a monthly basis.

Technical provisions for transfers to reinsurers are shown in assets in the statement of financial position and are calculated based on signed reinsurance contracts and under the same criteria used to calculate total gross reserve, but based on reinsured capital.

The subsidiary Vida Security does not receive unearned commissions or discounts of transfer from reinsurers on account of reinsurance transfers made.

#### K) RESERVES FOR LIFE INSURANCE WITH SAVINGS COMPONENT

In conformity with the instructions provided in CMF General Standard No. 306 and related amendments, the Company records a fund value reserve, a risk hedging cost reserve and a mismatch reserve.

The fund value reserve reflects the Company's obligation related to the policyholder's investment account. It is the policy value or balance in the related savings account and is determined based on the conditions stipulated in the policy.

In regard to the analysis of compliance with the condition of transfer of significant insurable risk (SIR) between the insured and the insurer, the Company's insurance policies with CUI show that the minimum compensation percentage is 10% of the insured capital.

Insurance policies with CUI have hedges for insurance risk and recognize the cost of those hedges on a monthly basis. Thus, for all insurance policies with CUI and all hedges involved, the current risk reserve is one (1) month of premium without acquisition cost recognition.

It also records a mismatch reserve for the risk the company assumes arising from the mismatch in the term, interest rate, currency and types of securities between the fund value reserve and the investments backing this reserve. The mismatch reserve is based on the risk profile and the returns on the investments backing the corresponding present value.

#### 2.47 MATCHING

For policies in effect before January 1, 2012, Vida Security analyzes asset and liability matching over time calculated using the methodology described in Ruling No. 1,512. This gives the financial technical reserve, which it then adds to the base technical reserve to form the mismatching reserve.

#### METHODOLOGY OF GRADUAL RECOGNITION OF THE UNIFIED PORTFOLIO

Following the merger of Cruz del Sur Vida and Vida Security, each entity's portfolio of insurance policies existing before January 1, 2011, must be unified for asset and liability matching calculations.







Thus, the Company cannot continue to apply the gradual recognition methodology chosen by Cruz del Sur Vida (i.e. the fixed installment method) independently to its portion of the unified portfolio and the gradual recognition methodology chosen by Vida Security (i.e. the variable installment method) to its portion of the unified portfolio.

Thus, one of the two methodologies had to be adopted to continue to gradually recognize the Company's unified portfolio resulting from the merger of both companies.

The sum of what each company has recognized independently until now seems like a reasonable basis from which to adopt one gradual recognition method for the unified portfolio. Thus, the unrecognized portion and the methodology adopted should give an explanation of current differences or remainders to be recognized, and the remaining period of time to cover the period stated in the regulation.

Finally, it is important to consider that both companies, Cruz del Sur Vida and Vida Security, have already completely recognized the application of life table RVO4. Therefore, there is no gradual recognition to be considered in regard to the related effect of these tables.

The methodology adopted after the merger of Cruz del Sur Vida and Vida Security is based on the recognition of a fixed installment to be accumulated in time, as follows:

- i. A new fixed installment for the current insurance portfolio of the merged companies Cruz del Sur Vida and Vida Security in accordance with a) c) third paragraph of number 2 in CMF Ruling No. 1,857 of 2007 was determined based on the following considerations:
  - a) The projected annual flows of additional reserve were calculated as of March 31, 2014, after applying tables B06 and MI06, considering the gradual recognition procedure that is currently performed in this portfolio.
  - b) The present value of flows as stated in a) above by using the equivalent average cost rate underlying in the calculation of the base technical reserve as of March 31, 2014, out of the total portfolio of life annuity policies of both companies subject to the gradual recognition of life tables B06 and MI06, was calculated.
  - c) The installment discounted at the rate stated in b) above for the remaining gradual adjustment period (i.e. the remaining time to complete the gradual recognition) that is equal to the present value stated in b) above, was calculated. The installment will be recalculated as stated in the regulation for remaining periods at year end of financial statements as of December 31, 2017, and December 31, 2022.
- **ii.** The technical reserve will be calculated by adding the technical reserve calculated considering tables B85 and MI85 to the total recognized as of December 31, 2014, by each of the companies, in addition to the accumulation from the adoption of this fixed installment methodology.
- iii. The calculation in ii) above will be maintained during the entire remaining adjustment period. The last installment will be adjusted to the difference at that date between the reserve that Vida Security has and the reserve that is calculated by fully applying tables B06 and MI06.





#### 2.48 ACCOUNTING CHANGES

The effects of adopting IFRS 9 and IFRS 15 have been recognized in the financial statements as of December 31, 2018. Adopting these new standards does not have a significant impact on the consolidated financial statements of Grupo Security. The effects were recognized as a first-time adoption adjustment in retained earnings as of January 1, 2018. The effects of adopting these standards are detailed as follows:

| EFFECTS   | BALANCES    |
|---|-------------|
| Adjustment for first-time adoption of IFRS - Vida   | (6,292,688) |
| Adjustment for adopting IFRS 15 - Banco Security    | (3,173,568) |
| Adjustment for adopting IFRS 9 - Factoring Security | (1,635,175) |

During the period from January 1 to December 31, 2018, there are no other changes in accounting policies with respect to the prior period.

#### 2.49 RECLASSIFICATIONS

Grupo Security and subsidiaries have made certain minor reclassifications to the financial statements as of December 31, 2018, to improve the presentation and comparability of the financial statements as of December 31, 2018.

These reclassifications do not have a significant impact on these financial statements as they do not affect profit for the year.

The following items were reclassified:

| ITEM                                 | BALANCE REPORTED IN<br>2017 | RECLASSIFICATION        | RECLASSIFIED BALANCE<br>2017 |
|--------------------------------------|-----------------------------|-------------------------|------------------------------|
| Other financial liabilities, current | 1,527,371,128               | 5,079,154               | 1,532,450,282                |
| Deferred tax asset                   | 96,435,049                  | 96,435,049 (44,701,346) |                              |
| Deferred tax liability               | 45,297,494                  | (44,701,345)            | 596,149                      |





# **NOTE 3 - CASH AND CASH EQUIVALENTS**

The consolidated statement of cash flows presents the bank subsidiaries separately in the same statement. Accordingly, the following detail corresponds only to the cash and cash equivalents of non-banking services:

#### A) THE DETAIL OF THIS ACCOUNT IS AS FOLLOWS:

|                                 | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---------------------------------|---------------------------------|---------------------------------|
| Cash and cash equivalents       | 411,558,327                     | 516,287,599                     |
| Time deposits                   | 2,845,433                       | -                               |
| Fund units                      | 39,137,410                      | 54,393,733                      |
| Other cash and cash equivalents | 19,348,520                      | 29,086,146                      |
| TOTAL                           | 472,889,690                     | 599,767,478                     |

## B) THE DETAIL OF CASH AND CASH EQUIVALENTS BY TYPE OF CURRENCY IS AS FOLLOWS:

|       | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|-------|---------------------------------|---------------------------------|
| USD   | 161,817,934                     | 205,796,506                     |
| Euro  | 4,273,313                       | 4,739,887                       |
| CH\$  | 301,075,379                     | 384,785,708                     |
| Other | 5,723,064                       | 4,445,377                       |
| TOTAL | 472,889,690                     | 599,767,478                     |







## **NOTE 4 - INCOME TAXES**

Deferred tax assets include temporary differences that are estimated to be paid or recovered by Grupo Security for the differences between the carrying and tax bases of assets, as well as current tax losses and other tax credits.

Deferred tax assets identified for temporary differences are only recognized when it is considered probable that Grupo Security will have sufficient taxable income in the future to realize the benefits from deferred tax assets.

# A) BALANCES OF DEFERRED TAX ASSETS AND LIABILITIES THROUGH PROFIT AND LOSS ARE RELATED TO THE FOLLOWING ITEMS:

| DEFERRED TAX ASSETS THROUGH PROFIT AND LOSS     | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Deferred tax assets related to depreciation     | 107,605              | 248,748              |
| Deferred tax assets related to amortization     | 385                  | 1,556,836            |
| Deferred tax assets related to provisions       | 32,462,339           | 28,209,681           |
| Deferred tax assets related to lease agreements | 573,974              | 3,406,182            |
| Deferred tax assets related to tax losses       | 4,525,849            | 4,573,806            |
| Deferred tax assets related to other items      | 3,221,819            | 3,109,463            |
| DEFERRED TAX ASSETS                             | 40,891,971           | 41,104,716           |

| DEFERRED TAX LIABILITIES THROUGH PROFIT AND LOSS     | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--|----------------------|----------------------|
| Deferred tax liabilities related to depreciation     | 410,458              | 601,113              |
| Deferred tax liabilities related to amortization     | 1,811,114            | 918,704              |
| Deferred tax liabilities related to provisions       | 368,187              | 264,439              |
| Deferred tax liabilities related to lease agreements | (326,788)            | 276,834              |
| Deferred tax liabilities related to other items      | 4,663,104            | 3,020,484            |
| DEFERRED TAX LIABILITIES                             | 6,926,075            | 5,081,574            |
|  |                      |                      |
| NET DEFERRED TAX ASSET THROUGH PROFIT OR LOSS        | 33,965,896           | 36,023,141           |





## B) BALANCES OF DEFERRED TAX ASSETS AND LIABILITIES THROUGH EQUITY ARE RELATED TO THE FOLLOWING ITEMS:

| DEFERRED TAX ASSETS THROUGH EQUITY             | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--|----------------------|----------------------|
| Tax goodwill                                   | 16,689,187           | 17,173,562           |
| Investments available for sale                 | 527,346              | (1,650,000)          |
| First-time adoption adjustment MC points       | 1,174,081            | -                    |
| Deferred tax assets related to applying IFRS 9 | (618,876)            | -                    |
| Cash flow hedge                                | -                    | 187,000              |
| EFFECT ON EQUITY (DEBTOR BALANCE)              | 17,771,738           | 15,710,562           |
|  |                      |                      |
| TOTAL DEFERRED TAX ASSET (NET)                 | 51,737,634           | 51,733,703           |

| DEFERRED TAX LIABILITIES THROUGH EQUITY       | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Increase in value, variable-income securities | 697,392              | 596,149              |
| EFFECT ON EQUITY (CREDITOR BALANCE)           | 697,392              | 596,149              |

#### C) INCOME TAX EXPENSE

| INCOME TAX EXPENSE   | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |  |
|--|----------------------|----------------------|--|
| Current tax expense  | (21,652,455)         | (21,723,652)         |  |
| Adjustments to prior period current tax  | (254,656)            | (848,336)            |  |
| Other current tax expenses   | (1,797,633)          | 77,236               |  |
| CURRENT TAX EXPENSE, NET, TOTAL  | (23,704,745)         | (22,494,752)         |  |
| Deferred expense for taxes related to the creation and reversal of temporary differences | (1,721,923)          | (3,391,616)          |  |
| Other deferred tax benefits (expense)  | 693,742              | (85,081)             |  |
| DEFERRED TAX EXPENSE, NET, TOTAL   | (1,028,181)          | (3,476,697)          |  |
| INCOME TAX EXPENSE   | (24,732,925)         | (25,971,449)         |  |

## D) RECONCILIATION OF STATUTORY TAX RATE TO EFFECTIVE TAX RATE

|   | 12.31.2018<br>% | 12.31.2017<br>% |
|---|-----------------|-----------------|
| Statutory tax rate                              | 27.00%          | 25.50%          |
| Other increase (decrease) in statutory tax rate | (4.08%)         | 0.55%           |
| TOTAL ADJUSTMENTS TO STATUTORY TAX RATE         | (4.08%)         | 0.55%           |
| EFFECTIVE TAX RATE                              | 22.92%          | 26.05%          |









## **NOTE 5 - INVENTORIES**

The detail of this account is as follows:

|  | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|--|---------------------------------|---------------------------------|
| Land                                     | 76,633,766                      | 62,630,808                      |
| Houses                                   | 1,515,018                       | 5,761,370                       |
| Apartments                               | 6,268,530                       | 3,000,822                       |
| Storage facilities                       | 134,597                         | 54,364                          |
| Parking spaces                           | 651,267                         | 398,999                         |
| Residential leases                       | 590,017                         | 198,203                         |
| Mortgage loans funded with own resources | 787,477                         | 68,580                          |
| TOTAL                                    | 86,580,672                      | 72,113,146                      |

|  | 12.31.2018<br>THCH\$      |                     |                     |                 |                           |
|--|---------------------------|---------------------|---------------------|-----------------|---------------------------|
|  | OPENING BALANCE<br>THCH\$ | PURCHASES<br>THCH\$ | TRANSFERS<br>THCH\$ | SALES<br>THCH\$ | CLOSING BALANCE<br>THCH\$ |
| Land                                     | 62,630,808                | 30,272,762          | (14,128,814)        | (2,140,990)     | 76,633,766                |
| Houses                                   | 5,761,370                 | -                   | -                   | (4,246,352)     | 1,515,018                 |
| Apartments                               | 3,000,822                 | -                   | 13,091,881          | (9,824,173)     | 6,268,530                 |
| Storage facilities                       | 54,364                    | -                   | 200,254             | (120,021)       | 134,597                   |
| Parking spaces                           | 398,999                   | -                   | 836,679             | (584,411)       | 651,267                   |
| Residential leases                       | 198,203                   | 7,260,711           | (6,868,897)         | -               | 590,017                   |
| Mortgage loans funded with own resources | 68,580                    | 15,852,637          | (15,133,740)        | -               | 787,477                   |
| TOTAL                                    | 72,113,146                | 53,386,110          | (22,002,637)        | (16,915,947)    | 86,580,672                |

|  |                           |                     | 12.31.2017<br>THCH\$ |                 |                           |
|--|---------------------------|---------------------|----------------------|-----------------|---------------------------|
|  | OPENING BALANCE<br>THCH\$ | PURCHASES<br>THCH\$ | TRANSFERS<br>THCH\$  | SALES<br>THCH\$ | CLOSING BALANCE<br>THCH\$ |
| Land                                     | 63,598,700                | 21,888,204          | (22,285,125)         | (570,971)       | 62,630,808                |
| Houses                                   | 2,702,388                 | -                   | 8,135,539            | (5,076,557)     | 5,761,370                 |
| Apartments                               | 4,750,023                 | 269,518             | 13,189,941           | (15,208,660)    | 3,000,822                 |
| Storage facilities                       | 45,398                    | -                   | 133,284              | (124,318)       | 54,364                    |
| Parking spaces                           | 889,646                   | 19,025              | 826,361              | (1,336,033)     | 398,999                   |
| Residential leases                       | -                         | 198,203             | -                    | -               | 198,203                   |
| Mortgage loans funded with own resources | -                         | 68,580              | -                    | -               | 68,580                    |
| TOTAL                                    | 71,986,155                | 22,443,530          | -                    | (22,316,539)    | 72,113,146                |

# NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED PARTIES

Transactions between the Group and its subsidiaries consist of customary transactions in terms of their objective and conditions. These intercompany transactions have been eliminated upon consolidation and are not disclosed in this note.





The balances of accounts receivable between unconsolidated related parties are as follows:

|                       |  |         |                           |          |             | EFFECT ON                             | RELATI                            | ED PARTY BALA                  | NCES                              |
|-----------------------|--|---------|---------------------------|----------|-------------|---------------------------------------|-----------------------------------|--------------------------------|-----------------------------------|
| TAXPAYER ID<br>NUMBER | COMPANY                                      | COUNTRY | NATURE OF<br>RELATIONSHIP | CURRENCY | TRANSACTION | PROFIT (LOSS)<br>12.31.2018<br>THCH\$ | RECEIVABLE<br>(CURRENT)<br>THCH\$ | PAYABLE<br>(CURRENT)<br>THCH\$ | GUARANTEE<br>12.31.2018<br>THCH\$ |
| 76.003.473-8          | SKC INMOBILIARIA S A                         | Chile   | Through ownership         | CH\$     | Loans       | 649,164                               | 8,415,989                         | -                              | 6,944,920                         |
| 76.005.843-2          | SOUTH PACIFIC MOTOR CHILE S.A.               | Chile   | Through ownership         | CH\$     | Loans       | 37,951                                | 5,987,785                         | -                              | -                                 |
| 96.928.530-4          | COMERCIAL AUTOMOTRIZ S A                     | Chile   | Through ownership         | CH\$     | Loans       | 90,011                                | 3,005,922                         | -                              | -                                 |
| 81.569.800-2          | FRANCISCO REGULEZ Y CIA LTDA                 | Chile   | Through ownership         | CH\$     | Loans       | 174,599                               | 2,695,960                         | -                              | -                                 |
| 96.364.000-5          | MMC CHILE S A                                | Chile   | Through ownership         | CH\$     | Loans       | 17,115                                | 2,505,460                         | -                              | -                                 |
| 76.832.940-0          | NEWCO MOTOR CHILE S.A.                       | Chile   | Through ownership         | CH\$     | Loans       | 2,586                                 | 1,810,635                         | -                              | -                                 |
| 76.034.817-1          | SKBERGE INMOBILIARIA SPA                     | Chile   | Through ownership         | CH\$     | Loans       | 39,771                                | 1,763,516                         | -                              | -                                 |
| 76.621.380-4          | FINAMERIS SERVCIOS FINANCIEROS S A           | Chile   | Through management        | CH\$     | Loans       | 86,287                                | 1,560,016                         | -                              | -                                 |
| 96.777.170-8          | SIGDOPACK S.A.                               | Chile   | Through ownership         | CH\$     | Loans       | 104,731                               | 1,471,914                         | -                              | -                                 |
| 2,005,020,096         | SOUTH PACIFIC MOTOR PERU SAC                 | Peru    | Through management        | CH\$     | Loans       | 906,827                               | 933,082                           | -                              | -                                 |
| 76.017.514-5          | SUDAMERICA COMERCIAL S A                     | Chile   | Through ownership         | CH\$     | Loans       | 50,084                                | 793,426                           | -                              | -                                 |
| 76.081.982-4          | COMERCIAL NATUFEED LIMITADA                  | Chile   | Through ownership         | CH\$     | Loans       | 41,016                                | 713,683                           | -                              | -                                 |
| 83.568.200-5          | SIMMA S A                                    | Chile   | Through management        | CH\$     | Loans       | 20,012                                | 413,697                           | -                              | -                                 |
| 76.197.101-8          | CBP FINANCIA CAPITAL FACTORING S A           | Chile   | Through ownership         | CH\$     | Loans       | 18,332                                | 401,408                           | -                              | -                                 |
| 96.571.220-8          | BANCHILE CORREDORES DE BOLSA SA              | Chile   | Through ownership         | CH\$     | Loans       | 5,973                                 | 373,746                           | -                              | -                                 |
| 13.685.805-K          | LOPEZ NAVAJAS PEDRO                          | Chile   | Through management        | CH\$     | Loans       | 20,849                                | 361,854                           | -                              | -                                 |
| 76.270.409-9          | BARRIA Y MARDONES LIMITADA                   | Chile   | Through management        | CH\$     | Loans       | 18,793                                | 290,896                           | -                              | -                                 |
| 12.628.185-4          | BEZANILLA GUARACHI JOSE                      | Chile   | Through management        | CH\$     | Loans       | 14,070                                | 283,208                           | -                              | -                                 |
| 13.882.407-1          | VALENZUELA VALDES PATRICIO                   | Chile   | Through management        | CH\$     | Loans       | 13,684                                | 275,996                           | -                              | -                                 |
| 76.351.957-0          | EASYSUPPLY COMERCIAL LIMITADA                | Chile   | Through ownership         | CH\$     | Loans       | 13,474                                | 273,345                           | -                              | -                                 |
| 12.465.615-K          | VIDAL WESTERMANNS FRANCISCO                  | Chile   | Through management        | CH\$     | Loans       | 15,389                                | 260,178                           | -                              | -                                 |
| 77.755.590-1          | CABO DE HORNOS S A                           | Chile   | Through ownership         | CH\$     | Loans       | 27,600                                | 259,762                           | -                              | -                                 |
| 8.772.384-4           | SILVA DOMINGUEZ FRANCISCO                    | Chile   | Through ownership         | CH\$     | Loans       | 13,419                                | 254,485                           | -                              | -                                 |
| 12.716.689-7          | BARRIA AGUERO VICTOR                         | Chile   | Through management        | CH\$     | Loans       | 13,511                                | 251,701                           | -                              | -                                 |
| 9.851.906-8           | ECHEVERRIA PECAREVIC JAIME                   | Chile   | Through management        | CH\$     | Loans       | 11,949                                | 227,079                           | -                              | -                                 |
| 12.699.053-7          | BEGO PINILLA LENKA                           | Chile   | Through management        | CH\$     | Loans       | 13,457                                | 210,190                           | -                              | -                                 |
| 11.493.920-K          | DIEZ LASOTA ALVARO                           | Chile   | Through management        | CH\$     | Loans       | 13,562                                | 205,192                           | -                              | -                                 |
| 14.393.594-9          | SILVA TORRES RODRIGO                         | Chile   | Through management        | CH\$     | Loans       | 7,934                                 | 201,959                           | -                              | -                                 |
| 13.032.901-2          | GARAY ORELLANA CRISTIAN                      | Chile   | Through management        | CH\$     | Loans       | 12,142                                | 193,369                           | -                              | -                                 |
| 8.708.453-1           | COLLAO ADRIAZOLA PAULINA                     | Chile   | Through management        | CH\$     | Loans       | 10,589                                | 178,594                           | -                              | -                                 |
| 12.063.716-9          | TISNE MARITANO JUAN                          | Chile   | Through management        | CH\$     | Loans       | 10,121                                | 169,846                           | -                              | -                                 |
| 13.521.686-0          | MATZNER BUSTAMANTE RODRIGO                   | Chile   | Through management        | CH\$     | Loans       | 7,396                                 | 168,683                           | -                              | -                                 |
| 13.686.434-3          | CONCHA RIVERA CRISTOBAL                      | Chile   | Through management        | CH\$     | Loans       | 9,214                                 | 161,163                           | -                              | -                                 |
| E-0                   | OTHER COMPANIES                              | Chile   | Through management        | CH\$     | Loans       |                                       | 10,756,270                        | -                              | -                                 |
| 96.588.080-1          | Principal Cía. de Seguros de Vida Chile S.A. | Chile   | Through management        | CH\$     | Loans       |                                       | 372,222                           | -                              | -                                 |
| 99.573.400-1          | EUROP ASSISTANCE S.A                         | Chile   | Through ownership         | CH\$     | Loans       | 2,629                                 | 45,855                            |                                |                                   |
|                       |  |         |                           |          | TOTAL       | 2,494,241                             | 48,248,089                        | _                              | 6,944,920                         |

UNDER PARAGRAPH 9 OF IAS 24, LETTER A), GRUPO SECURITY S.A. HOLDS AN OWNERSHIP INTEREST IN THIS ENTITY THROUGH ITS SUBSIDIARIES THAT GIVES IT SIGNIFICANT INFLUENCE OVER THIS COMPANY.
 UNDER PARAGRAPH 9 OF IAS 24, LETTER F), THIS IS AN ENTITY OVER WHICH SOME KEY MEMBERS OF OUR MANAGEMENT EXERCISE CONTROL OR HAVE DIRECT OR INDIRECT VOTING POWER.







## **CURRENT BALANCES WITH RELATED PARTIES (CONTINUED)**

|                       |  |         |                    |          |             | EFFECT ON                             | RELAT                             | ED PARTY BA                    | LANCES                             |
|-----------------------|--|---------|--------------------|----------|-------------|---------------------------------------|-----------------------------------|--------------------------------|------------------------------------|
| TAXPAYER ID<br>NUMBER | COMPANY                                      | COUNTRY | RELATIONSHIP       | CURRENCY | TRANSACTION | PROFIT (LOSS)<br>12.31.2017<br>THCH\$ | RECEIVABLE<br>(CURRENT)<br>THCH\$ | PAYABLE<br>(CURRENT)<br>THCH\$ | GUARANTEES<br>12.31.2017<br>THCH\$ |
|                       | SKC Inmobiliaria S.A.                        | Chile   | Through ownership  | CH\$     | Loans       | 537,831                               | 8,418,058                         | -                              | 6,944,920                          |
| 76.017.514-5          | Sudamerica Comercial S.A.                    | Chile   | Through ownership  | CH\$     | Loans       | 45,090                                | 699,872                           | -                              | -                                  |
| 76.057.595-K          | Comercializadora y Exportadora Sur Corp S.A. | Chile   | Through ownership  | CH\$     | Loans       | 26,953                                | 260,311                           | -                              | 260,136                            |
| 76.081.982-4          | Comercial Natufeed Ltda.                     | Chile   | Through ownership  | CH\$     | Loans       | 29,887                                | 605,203                           | -                              | -                                  |
| 76.102.564-3          | MORKEN CHILE S A                             | Chile   | Through ownership  | CH\$     | Loans       | 1,173                                 | 3,915                             | -                              | 62,224                             |
| 76.107.528-4          | SERVICIOS E INVERSIONES                      | Chile   | Through management | CH\$     | Loans       | 1,281                                 | 66,505                            | -                              | 65,611                             |
| 76.123.386-6          | SOCIEDAD COMERCIALIZADORA TYM<br>LIMITADA    | Chile   | Through management | CH\$     | Loans       | 1,762                                 | 31,842                            | -                              | -                                  |
| 76.140.492-K          | Silva y Pizarro Limitada                     | Chile   | Through management | CH\$     | Loans       | 416                                   | 2,749                             | -                              | -                                  |
| 76.176.602-3          | SKC TRANSPORTE S A                           | Chile   | Through ownership  | CH\$     | Loans       | 56,407                                | 822,682                           | -                              | -                                  |
| 76.193.810-K          | DIMERCO COMERCIAL LIMITADA                   | Chile   | Through ownership  | CH\$     | Loans       | 56                                    | 3,936                             | -                              | -                                  |
| 76.197.101-8          | C.B.P. Financia Capital Factoring S.A.       | Chile   | Through ownership  | CH\$     | Loans       | 6,147                                 | 346,567                           | -                              | -                                  |
| 76.262.259-9          | Stick Mania Diseños e Impresiones Ltda       | Chile   | Through management | CH\$     | Loans       | -                                     | 2,419                             | -                              | -                                  |
| 76.270.409-9          | Barria y Mardones Limitada                   | Chile   | Through management | CH\$     | Loans       | 6,232                                 | 285,118                           | -                              | -                                  |
| 76.351.957-0          | EASYSUPPLY COMERCIAL LIMITADA                | Chile   | Through ownership  | CH\$     | Loans       | 9,060                                 | 180,412                           | -                              | -                                  |
| 76.399.170-9          | SERVICIOS E INVERSIONES KOALA LTDA           | Chile   | Through management | CH\$     | Loans       | 1,915                                 | 23,068                            | -                              | -                                  |
| 76.410.610-5          | SKC Maquinarias S.A.                         | Chile   | Through ownership  | CH\$     | Loans       | 614                                   | 51                                | -                              | -                                  |
| 76.425.518-6          | INVERSIONES ALONSO S A                       | Chile   | Through management | CH\$     | Loans       | 6,630                                 | 109,794                           | -                              | 109,130                            |
| 76.435.928-3          | CODIPROAL S.P.A.                             | Chile   | Through management | CH\$     | Loans       | 1                                     | 129                               | -                              | -                                  |
| 76.503.271-7          | KINTO INVERSIONES LIMITADA                   | Chile   | Through ownership  | CH\$     | Loans       | 13                                    | 472                               | -                              | -                                  |
| 76.621.380-4          | Finameris Servicios Financieros S A          | Chile   | Through management | CH\$     | Loans       | 87,175                                | 1,554,472                         | -                              | -                                  |
| 76.692.840-4          | Sigdotek S.A.                                | Chile   | Through ownership  | CH\$     | Loans       | 2,877                                 | 75                                | -                              | -                                  |
| 76.832.940-0          | Newco Motor Chile S.A.                       | Chile   | Through ownership  | CH\$     | Loans       | 1,047                                 | 1,048,949                         | -                              | -                                  |
| 77.755.590-1          | CABO DE HORNOS S A                           | Chile   | Through ownership  | CH\$     | Loans       | 10,346                                | 345,917                           | -                              | -                                  |
| 78.560.400-8          | Inversiones Santa Paula Ltda.                | Chile   | Through management | CH\$     | Loans       |                                       | 61,529                            | -                              | -                                  |
| 81.271.100-8          | Detroit Diesel MTU Allison Chile S.A.        | Chile   | Through management | CH\$     | Loans       | 22,465                                | 732                               | -                              | -                                  |
| 83.568.200-5          | SIMMA S A                                    | Chile   | Through management | CH\$     | Loans       | 20,343                                | 300,004                           | -                              | -                                  |
| 89.444.500-9          | CIA AGRIC LECHERA QUILLA                     | Chile   | Through management | CH\$     | Loans       | 8,432                                 | 92,819                            | -                              | -                                  |
| 92.845.000-7          | CARLOS CRAMER PRODUCTOS                      | Chile   | Through ownership  | CH\$     | Loans       | 219                                   | 2,497                             | -                              | -                                  |
| 94.099.000-9          | Microfilmacion y Sistemas Microsystem S      | Chile   | Through management | CH\$     | Loans       | 10,609                                | 78,298                            | -                              | 164,501                            |
| 96.588.080-1          | Principal Cía. de Seguros de Vida Chile S.A. | Chile   | Through management | CH\$     | Loans       | -                                     | 129,602                           | -                              | -                                  |
| 96.594.300-5          | JUGUETES FESTIVAL KAYSER S A                 | Chile   | Through management | CH\$     | Loans       | -                                     | 45,038                            | -                              | -                                  |
| 96.777.170-8          | Sigdopack S.A.                               | Chile   | Through ownership  | CH\$     | Loans       | 105,998                               | 1,471,739                         | -                              | -                                  |
| 96.800.570-7          | Chilectra S.A.                               | Chile   | Through management | CH\$     | Loans       | -                                     | 3                                 | -                              | -                                  |
| 96.937.550-8          | SKC Servicios Automatrices S.A.              | Chile   | Through ownership  | CH\$     | Loans       | -                                     | 1,225                             | -                              | -                                  |
| 99.516.640-2          | TRENDS AMERICAS CHILE S A                    | Chile   | Support company    | CH\$     | Loans       | -                                     | 4                                 | -                              | -                                  |
| 99.573.400-1          | EUROP ASSISTANCE S.A                         | Chile   | Through ownership  | CH\$     | Loans       | 2,167                                 | 37,804                            | -                              | -                                  |
| 2,000,147,683         | KIA ARGENTINA S A                            | Chile   | Through management | CH\$     | Loans       | 34,242                                | 4,794                             | -                              | -                                  |
| EO                    | Other companies                              | Chile   | Through management | CH\$     | Loans       | -                                     | 14,980,677                        | -                              | -                                  |
|                       |  |         |                    |          | TOTAL       | 1,037,389                             | 32,019,282                        | -                              | 7,606,522                          |

<sup>(1)</sup> UNDER PARAGRAPH 9 OF IAS 24, LETTER A), GRUPO SECURITY S.A. HOLDS AN OWNERSHIP INTEREST IN THIS ENTITY THROUGH ITS SUBSIDIARIES THAT GIVES IT SIGNIFICANT INFLUENCE OVER THIS COMPANY.

(2) UNDER PARAGRAPH 9 OF IAS 24, LETTER F), THIS IS AN ENTITY OVER WHICH SOME KEY MEMBERS OF OUR MANAGEMENT EXERCISE CONTROL OR HAVE DIRECT OR INDIRECT VOTING POWER.





# NOTE 7 - INVESTMENTS IN EQUITY-ACCOUNTED ASSOCIATES

The detail of investments in associates is as follows:

| DETAIL                         | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|--------------------------------|---------------------------------|---------------------------------|
| Investments in associates      | 3,875,455                       | 3,025,934                       |
| Investments in other companies | -                               | 50,624                          |
| TOTAL                          | 3,875,455                       | 3,076,558                       |

#### MOVEMENTS IN INVESTMENTS IN ASSOCIATES

| TAXPAYER ID<br>NUMBER | ASSOCIATE                           | COUNTRY | OWNERSHIP<br>INTEREST | BALANCE<br>12.31.2017<br>THCH\$ | ADDITIONS<br>(SALES)<br>THCH\$ | SHARE OF<br>PROFIT (LOSS)<br>THCH\$ | DIVIDENDS<br>RECEIVED<br>THCH\$ | OTHER<br>INCREASE/<br>DECREASE<br>THCH\$ | BALANCE<br>12.31.2018<br>THCH\$ |
|-----------------------|-------------------------------------|---------|-----------------------|---------------------------------|--------------------------------|-------------------------------------|---------------------------------|--|---------------------------------|
| 99.573.400-1          | Europ Assistance Chile S.A.         | Chile   | 49%                   | 824,559                         | -                              | -                                   | -                               | 227,767                                  | 1,052,326                       |
| 76.507.823-7          | Inmobiliaria Parque el<br>Rodeo SPA | Chile   | 50%                   | 2,201,375                       | -                              | -                                   | -                               | 621,754                                  | 2,823,129                       |
|                       | Other companies                     | Chile   |                       | 50,624                          | -                              | -                                   | -                               | (50,624)                                 | -                               |
| TOTAL                 |                                     |         |                       | 3,076,558                       | -                              | -                                   | -                               | 798,897                                  | 3,875,455                       |

# SUMMARIZED FINANCIAL INFORMATION ABOUT THE MAIN EQUITY-ACCOUNTED ASSOCIATES:

The following financial statements are prepared in conformity with the accounting standards issued by the CMF and, in matters that are not regulated by the CMF, in accordance with IFRS:

#### **EUROP ASSISTANCE CHILE S.A.**

- LINE OF BUSINESS: Travel assistance insurance.
- OWNERSHIP INTEREST: 49%
- NUMBER OF SHARES: 179
- DATE PURCHASED: 12/31/2013
- SERVICES: It provides direct services for several companies in the market.

#### INMOBILIARIA PARQUE EL RODEO SPA

- LINE OF BUSINESS: The Company's line of business is to buy, sell, lease or exchange all types of real estate, whether urban, agricultural, industrial, residential or commercial.
- OWNERSHIP INTEREST: 50.00%
- NUMBER OF SHARES: 220,248 (subscribed and paid-in shares)
- DATE PURCHASED: 12/21/2015
- The ultimate controller of the company is Inversiones North Bay SpA, which has a 50.00% interest in the company.





## **EUROP ASSISTANCE CHILE S.A.**

| ASSETS             | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--------------------|----------------------|----------------------|
| Current assets     | 4,288,610            | 4,138,229            |
| Non-current assets | 460,461              | 230,043              |
| TOTAL ASSETS       | 4,749,071            | 4,368,272            |

| LIABILITIES                  | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|------------------------------|----------------------|----------------------|
| Current liabilities          | 2,597,927            | 2,671,777            |
| Non-current liabilities      | -                    | -                    |
| Equity                       | 2,151,144            | 1,696,495            |
| TOTAL LIABILITIES AND EQUITY | 4,749,071            | 4,368,272            |

| STATEMENT OF INCOME                              | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--|----------------------|----------------------|
| Gross profit                                     | 651,355              | 602,845              |
| Non-operating loss                               | (23,066)             | (44,762)             |
| PROFIT BEFORE TAX                                | 628,289              | 558,083              |
| Income tax expense                               | (169,537)            | (131,971)            |
| PROFIT FOR THE YEAR                              | 458,752              | 426,112              |
| Profit attributable to owners of the parent      | 149,781              | 139,124              |
| Profit attributable to non-controlling interests | 143,908              | 133,669              |

# INMOBILIARIA PARQUE EL RODEO SPA

| ASSETS             | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--------------------|----------------------|----------------------|
| Current assets     | 20,162,696           | 24,455,960           |
| Non-current assets | 373,787              | 592,695              |
| TOTAL ASSETS       | 20,536,483           | 25,048,655           |

| LIABILITIES                  | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|------------------------------|----------------------|----------------------|
| Current liabilities          | 14,888,968           | 20,648,198           |
| Non-current liabilities      | 1,258                | 377                  |
| Equity                       | 5,646,257            | 4,400,080            |
| TOTAL LIABILITIES AND EQUITY | 20,536,483           | 25,048,655           |

| STATEMENT OF INCOME                                     | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| Gross profit  | 2,387,338                       | (279,907)                       |
| Non-operating loss                                      | (689,033)                       | (30,683)                        |
| PROFIT (LOSS) BEFORE TAX                                | 1,698,305                       | (310,590)                       |
| Income tax benefit (expense)                            | (408,278)                       | 106,548                         |
| PROFIT (LOSS) FOR THE YEAR                              | 1,290,027                       | (204,042)                       |
| Profit (loss) attributable to owners of the parent      | 645,014                         | (102,021)                       |
| Profit (loss) attributable to non-controlling interests | 645,014                         | (102,021)                       |





# NOTE 8 - PROPERTY, PLANT AND EQUIPMENT

A) The balances of property, plant and equipment are as follows:

| CLASSES OF PROPERTY, PLANT AND EQUIPMENT, NET | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| PROPERTY, PLANT AND EQUIPMENT, NET            | 51,733,402           | 65,088,368           |
| Construction in progress, net                 | -                    | -                    |
| Land, net                                     | 5,914,817            | 13,870,668           |
| Buildings, net                                | 28,242,224           | 31,786,980           |
| Plant and equipment, net                      | 1,726,515            | 2,473,034            |
| IT equipment, net                             | 997,937              | 911,075              |
| Fixtures and accessories, net                 | 3,205,864            | 3,166,092            |
| Motor vehicles, net                           | 224,093              | 159,766              |
| Leasehold improvements, net                   | -                    | -                    |
| Other property, plant and equipment, net      | 11,421,952           | 12,720,753           |

| CLASSES OF PROPERTY, PLANT AND EQUIPMENT, GROSS | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| PROPERTY, PLANT AND EQUIPMENT, GROSS            | 88,822,082           | 100,642,532          |
| Construction in progress, gross                 | -                    | -                    |
| Land, gross                                     | 5,914,817            | 13,870,668           |
| Buildings, gross                                | 33,446,842           | 36,706,003           |
| Plant and equipment, gross                      | 11,825,679           | 13,533,171           |
| IT equipment, gross                             | 4,514,878            | 4,241,140            |
| Fixtures and accessories, gross                 | 6,169,884            | 5,429,815            |
| Motor vehicles, gross                           | 421,019              | 381,027              |
| Leasehold improvements, gross                   | -                    | -                    |
| Other property, plant and equipment, gross      | 26,528,963           | 26,480,709           |

| CLASSES OF ACCUMULATED DEPRECIATION AND IMPAIRMENT, PROPERTY, PLANT AND EQUIPMENT | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| ACCUMULATED DEPRECIATION OF PROPERTY, PLANT AND EQUIPMENT, NET                    | 37,088,680           | 35,554,164           |
| Accumulated depreciation and impairment, buildings                                | 5,204,618            | 4,919,023            |
| Accumulated depreciation and impairment, plant and equipment                      | 10,099,164           | 10,942,901           |
| Accumulated depreciation and impairment, IT equipment                             | 3,516,941            | 3,447,300            |
| Accumulated depreciation and impairment, fixtures and accessories                 | 2,964,020            | 2,263,723            |
| Accumulated depreciation and impairment, motor vehicles                           | 196,926              | 221,261              |
| Leasehold improvements, net   | -                    | -                    |
| Accumulated depreciation and impairment, other                                    | 15,107,011           | 13,759,956           |







## B) Details of movements as of December 31, 2018

| CURRENT PERIOD 12/31/2018                       | CONSTRUCTION<br>IN PROGRESS | LAND        | BUILDINGS   | PLANT AND EQUIPMENT | COMPUTER<br>EQUIPMENT | FACILITIES | MOTOR<br>VEHICLES | LEASEHOLD<br>IMPROVEMENTS | OTHER<br>PROPERTY | TOTAL        |
|---|-----------------------------|-------------|-------------|---------------------|-----------------------|------------|-------------------|---------------------------|-------------------|--------------|
| Property, plant and equipment, opening balance  | -                           | 13,870,668  | 31,786,980  | 2,473,034           | 911,075               | 3,166,092  | 159,766           | -                         | 12,720,753        | 65,088,368   |
| Additions to property, plant and equipment      | -                           | 764,403     | 966,998     | 254,368             | 377,398               | 176,496    | 170,178           | -                         | 315,735           | 3,025,576    |
| Depreciation expense                            | -                           | -           | (649,830)   | (426,952)           | (76,986)              | (113,654)  | (58,305)          | -                         | (2,236,025)       | (3,561,752)  |
| Other increase (decrease)                       | -                           | (8,720,254) | (3,861,924) | (573,935)           | (213,550)             | (23,070)   | (47,546)          | -                         | 621,489           | (12,818,790) |
| Changes in property, plant and equipment, total | -                           | (7,955,851) | (3,544,756) | (746,519)           | 86,862                | 39,772     | 64,327            | -                         | (1,298,801)       | (13,354,966) |
| PROPERTY, PLANT AND EQUIPMENT                   | -                           | 5,914,817   | 28,242,224  | 1,726,515           | 997,937               | 3,205,864  | 224,093           | -                         | 11,421,952        | 51,733,402   |

The Company does not have any fixed assets that serve as guarantees for fulfilling existing obligations or are considered construction in progress and there are no commitments to purchase fixed assets.

Furthermore, the Company does not have fixed assets that are currently out of service; assets that are fully amortized, but still in use; or assets pending retirement not classified as held for sale.

## C) Details of movements as of December 31, 2017

| PRIOR PERIOD 12/31/2017                         | CONSTRUCTION<br>IN PROGRESS | LAND       | BUILDINGS  | PLANT AND<br>EQUIPMENT | COMPUTER<br>EQUIPMENT | FACILITIES | MOTOR<br>VEHICLES | LEASEHOLD<br>IMPROVEMENTS | OTHER<br>PROPERTY | TOTAL       |
|---|-----------------------------|------------|------------|------------------------|-----------------------|------------|-------------------|---------------------------|-------------------|-------------|
| Property, plant and equipment, opening balance  | 9,747,216                   | 14,014,715 | 30,668,551 | 2,164,088              | 912,704               | 3,165,533  | 151,918           | -                         | 14,021,266        | 74,845,991  |
| Additions to property, plant and equipment      | 432,285                     | -          | 1,899,138  | 1,042,053              | 266,443               | 333,528    | 49,646            | -                         | 355,901           | 4,378,994   |
| Depreciation expense                            | -                           | -          | (636,303)  | (765,676)              | (214,597)             | (468,601)  | (41,782)          | -                         | (3,055,568)       | (5,182,527) |
| Other increase (decrease)                       | (10,179,501)                | (144,047)  | (144,406)  | 32,568                 | (53,474)              | 135,632    | (16)              | -                         | 1,399,154         | (8,954,090) |
| Changes in property, plant and equipment, total | (9,747,216)                 | (144,047)  | 1,118,429  | 308,945                | (1,628)               | 559        | 7,848             | -                         | (1,300,513)       | (9,757,623) |
| PROPERTY, PLANT<br>AND EQUIPMENT                | -                           | 13,870,668 | 31,786,980 | 2,473,033              | 911,076               | 3,166,092  | 159,766           | -                         | 12,720,753        | 65,088,368  |





# **NOTE 9 - INVESTMENT PROPERTY**

Investment property is property (land or buildings) held to earn rentals or for capital appreciation or both, rather than for use in production or for administrative purposes, or sale in the ordinary course of business.

|                | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|----------------|---------------------------------|---------------------------------|
| Land           | 78,392,929                      | 53,373,031                      |
| Buildings      | 135,776,616                     | 81,003,907                      |
| Other property | -                               | 25,286,253                      |
| TOTAL          | 214,169,545                     | 159,663,191                     |

|                |                           | MOVEMENTS IN INVESTMENT PROPERTY DECEMBER 2018 |                     |                        |                       |                           |  |  |  |  |  |
|----------------|---------------------------|--|---------------------|------------------------|-----------------------|---------------------------|--|--|--|--|--|
|                | OPENING BALANCE<br>THCH\$ | INCREASES<br>THCH\$                            | DISPOSALS<br>THCH\$ | DEPRECIATION<br>THCH\$ | REVALUATION<br>THCH\$ | CLOSING BALANCE<br>THCH\$ |  |  |  |  |  |
| Land           | 53,373,031                | 23,603,678                                     |                     |                        | 1,416,220             | 78,392,929                |  |  |  |  |  |
| Buildings      | 81,003,907                | 60,472,440                                     | (8,446,572)         | (1,788,093)            | 4,534,934             | 135,776,616               |  |  |  |  |  |
| Other property | 25,286,253                |  | (25,286,253)        |                        |                       | -                         |  |  |  |  |  |
| TOTAL          | 159,663,191               | 84,076,118                                     | (33,732,825)        | (1,788,093)            | 5,951,154             | 214,169,545               |  |  |  |  |  |

|                | MOVEMENTS IN INVESTMENT PROPERTY DECEMBER 2017 |                     |                     |                        |                       |                           |  |  |  |  |
|----------------|--|---------------------|---------------------|------------------------|-----------------------|---------------------------|--|--|--|--|
|                | OPENING BALANCE<br>THCH\$                      | INCREASES<br>THCH\$ | DISPOSALS<br>THCH\$ | DEPRECIATION<br>THCH\$ | REVALUATION<br>THCH\$ | CLOSING BALANCE<br>THCH\$ |  |  |  |  |
| Land           | 47,350,932                                     | 4,759,911           |                     |                        | 1,262,188             | 53,373,031                |  |  |  |  |
| Buildings      | 77,284,818                                     | 4,680,911           | (1,247,781)         | (1,764,613)            | 2,050,572             | 81,003,907                |  |  |  |  |
| Other property | 19,979,443                                     | 5,265,299           |                     | (365,923)              | 407,434               | 25,286,253                |  |  |  |  |
| TOTAL          | 144,615,193                                    | 14,706,121          | (1,247,781)         | (2,130,536)            | 3,720,194             | 159,663,191               |  |  |  |  |



PAGE







# NOTE 10 - INTANGIBLE ASSETS OTHER THAN GOODWILL

A) The detail of intangible assets is as follows:

|                            |             | 12.31.2018<br>THCH\$                       |            | 12.31.2017<br>THCH\$ |  |            |  |
|----------------------------|-------------|--|------------|----------------------|--|------------|--|
|                            | GROSS VALUE | ACCUMULATED<br>AMORTIZATION/<br>IMPAIRMENT | NET VALUE  | GROSS VALUE          | ACCUMULATED<br>AMORTIZATION/<br>IMPAIRMENT | NET VALUE  |  |
| Computer software          | 72,799,653  | (37,803,185)                               | 34,996,467 | 69,358,576           | (32,408,729)                               | 36,949,847 |  |
| Projects under development | -           | -  | -          | 1,183,585            | (881,193)                                  | 302,392    |  |
| Computer licenses          | 5,460,243   | (4,194,360)                                | 1,265,883  | 3,922,650            | (3,162,637)                                | 760,013    |  |
| Other                      | 5,998,872   | (4,450,034)                                | 1,548,838  | 2,730,975            | (2,225,253)                                | 505,722    |  |
| TOTAL                      | 84,258,767  | (46,447,579)                               | 37,811,188 | 77,195,786           | (38,677,812)                               | 38,517,974 |  |

B) The amortization of intangible assets is calculated using the straight-line method over the estimated useful life of the asset.

# **NOTE 11 - GOODWILL**

A) The detail of this account is as follows:

|                                      |                         |              | 12.31.2018<br>THCH\$                            |   |                            |                         |              | 12.31.2017<br>THCH\$                            |   |                            |
|--------------------------------------|-------------------------|--------------|---|---|----------------------------|-------------------------|--------------|---|---|----------------------------|
|                                      | OPENING<br>BALANCE, NET | ACQUISITIONS | IMPAIRMENT<br>LOSSES<br>RECOGNIZED<br>IN EQUITY | IMPAIRMENT<br>LOSSES<br>RECOGNIZED<br>IN PROFIT<br>(LOSS) | CLOSING<br>BALANCE,<br>NET | OPENING<br>BALANCE, NET | ACQUISITIONS | IMPAIRMENT<br>LOSSES<br>RECOGNIZED<br>IN EQUITY | IMPAIRMENT<br>LOSSES<br>RECOGNIZED<br>IN PROFIT<br>(LOSS) | CLOSING<br>BALANCE,<br>NET |
| Goodwill Interrentas                 | 20,834,249              | -            | -   | -   | 20,834,249                 | 20,834,249              | -            | -   | -   | 20,834,249                 |
| Goodwill Banco Dresdner              | 2,224,741               | -            | -   | -   | 2,224,741                  | 2,224,741               | -            | -   | -   | 2,224,741                  |
| Goodwill Cooper                      | 13,112,972              | -            | -   | -   | 13,112,972                 | 13,112,972              | -            | -   | -   | 13,112,972                 |
| Goodwill Travel                      | 2,470,896               | -            | -   | -   | 2,470,896                  | 2,470,896               | -            | -   | -   | 2,470,896                  |
| Goodwill Travex S.A <sup>. (1)</sup> | 1,181,440               | -            | -   | -   | 1,181,440                  | 1,181,440               | -            | -   | -   | 1,181,440                  |
| Goodwill AGF CDS                     | 8,677,240               | -            | -   | -   | 8,677,240                  | 8,677,240               | -            | -   | -   | 8,677,240                  |
| Goodwill Penta AGF                   | 205,188                 | -            | -   | -   | 205,188                    | 205,188                 | -            | -   | -   | 205,188                    |
| Goodwill Penta C.B.                  | 4,156,682               | -            | -   | -   | 4,156,682                  | 4,156,682               | -            | -   | -   | 4,156,682                  |
| Goodwill Vida Cruz del Sur           | 65,475,856              | -            | -   | -   | 65,475,856                 | 65,475,856              | -            | -   | -   | 65,475,856                 |
| Goodwill Capital CDS                 | 727,306                 | -            | -   | -   | 727,306                    | 727,306                 | -            | -   | -   | 727,306                    |
| TOTAL                                | 119,066,570             | -            | -   | -   | 119,066,570                | 119,066,570             | -            | -   | -   | 119,066,570                |

<sup>(1)</sup> AS OF DECEMBER 31, 2017, THE FAIR VALUE OF THE IDENTIFIABLE ASSETS AND LIABILITIES CONSOLIDATED IN THESE FINANCIAL STATEMENTS ARE NO LONGER PROVISIONAL, IN ACCORDANCE WITH IFRS 3, WHICH ALLOWS ADJUSTMENTS TO THE PROVISIONAL AMOUNTS WITHIN A PERIOD OF ONE YEAR. THE BANK'S ACCOUNTING NOW REFLECTS THE FINAL AMOUNTS.





## **NOTE 12 - TRADE AND OTHER RECEIVABLES**

Trade and other receivables (net of provisions) of Grupo Security as of December 31, 2018, amount to THCH\$5,833,242,081 (THCH\$5,355,570,833 in 2017).

Grupo Security has a policy regarding the allowance for bad debt, which is determined based on a classification system for its risk portfolio using components related to customer and debtor behavior, allowing such provisions to be associated with industry trends.

Before a new customer is accepted, Grupo Security uses an external credit scoring system to assess the customer's potential credit quality and define the customer's credit limits. Customer limits and scores are reviewed regularly.

Grupo Security does not maintain any guarantee over such balances.

As of December 31, 2018 and 2017, this account is as follows:

|                                       | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---------------------------------------|---------------------------------|---------------------------------|
| BANK                                  |                                 |                                 |
| Commercial loans                      | 3,836,030,979                   | 3,417,312,717                   |
| Lease agreements                      | 329,345,735                     | 303,865,410                     |
| Mortgage loans                        | 603,029,760                     | 609,146,681                     |
| Consumer loans                        | 492,797,291                     | 438,082,822                     |
| Brokerage receivables                 | 57,901,216                      | 64,754,349                      |
| Other customer receivables            | 20,940,634                      | 7,301,345                       |
| INSURANCE SUBSIDIARY                  |                                 |                                 |
| Leases receivable                     | 81,007,707                      | 83,455,204                      |
| Trade receivables                     | 57,288,763                      | 91,852,702                      |
| PARENT COMPANY AND OTHER SUBSIDIARIES |                                 |                                 |
| Invoices receivable                   | 21,298,423                      | 21,452,869                      |
| Notes and accounts receivable         | 8,936,987                       | 20,693,919                      |
| Leases receivable                     | 6,904,496                       | 10,565,369                      |
| Trade receivables                     | 317,760,090                     | 287,087,446                     |
| Leases receivable                     | 6,904,496                       | 10,565,369                      |
| Trade receivables                     | 317,760,090                     | 287,087,446                     |
| TOTAL                                 | 5,833,242,081                   | 5,355,570,833                   |

|                                      |                                       | 12.31.2018                                      |                                    |                                       | 12.31.2017                                      |                                    |
|--------------------------------------|---------------------------------------|---|------------------------------------|---------------------------------------|---|------------------------------------|
|                                      | ASSETS BEFORE<br>ALLOWANCES<br>THCH\$ | ALLOWANCES<br>ON TRADE<br>RECEIVABLES<br>THCH\$ | NET TRADE<br>RECEIVABLES<br>THCH\$ | ASSETS BEFORE<br>ALLOWANCES<br>THCH\$ | ALLOWANCES<br>ON TRADE<br>RECEIVABLES<br>THCH\$ | NET TRADE<br>RECEIVABLES<br>THCH\$ |
| CURRENT TRADE RECEIVABLES            | 5,908,463,470                         | 95,338,109                                      | 5,813,125,361                      | 5,445,132,486                         | 89,637,391                                      | 5,355,495,095                      |
| Current loan receivables             | 5,000,432,279                         | 90,151,577                                      | 4,910,280,702                      | 4,723,176,327                         | 88,985,706                                      | 4,634,190,621                      |
| Current factoring receivables        | 332,710,924                           | 4,229,025                                       | 328,481,899                        | 241,926,317                           | -   | 241,926,317                        |
| Current lease agreements (net)       | 421,326,266                           | 166,535   | 421,159,731                        | 430,279,858                           |   | 430,279,858                        |
| Current miscellaneous receivables    | 153,994,001                           | 790,972   | 153,203,029                        | 49,749,984                            | 651,685   | 49,098,299                         |
| Current prepaid expenses             | -                                     | -   | -                                  | -                                     |   | -                                  |
| OTHER CURRENT RECEIVABLES            | 24,272,672                            | 4,155,952                                       | 20,116,720                         | 75,738                                | -   | 75,738                             |
| Other current receivables            | 24,272,672                            | 4,155,952                                       | 20,116,720                         | 75,738                                | -   | 75,738                             |
| TRADE AND OTHER RECEIVABLES, CURRENT | 5,932,736,142                         | 99,494,061                                      | 5,833,242,081                      | 5,445,208,224                         | 89,637,391                                      | 5,355,570,833                      |









|   |  |   | 12.31.2018  |                                     |  |
|---|--|---|---|-------------------------------------|--|
|   | NUMBER OF<br>CUSTOMERS NON-<br>RENEGOTIATED<br>PORTFOLIO | NON-<br>RENEGOTIATED<br>PORTFOLIO<br>THCH\$ | NUMBER OF<br>CUSTOMERS<br>RENEGOTIATED<br>PORTFOLIO | RENEGOTIATED<br>PORTFOLIO<br>THCH\$ | TOTAL UNSECURED<br>PORTFOLIO<br>THCH\$ |
| Unsecured portfolio, current            | 76,711   | 5,585,341,273                               | 1,675   | 23,353,615                          | 5,608,694,888                          |
| Unsecured portfolio, 1 to 30 days       | 177,683  | 104,939,750                                 | 649   | 307,868                             | 105,247,618                            |
| Unsecured portfolio, 31 to 60 days      | 4,078  | 16,534,678                                  | 363   | 282,643                             | 16,817,321                             |
| Unsecured portfolio, 61 to 90 days      | 1,779  | 10,829,897                                  | 242   | 1,175,893                           | 12,005,790                             |
| Unsecured portfolio, 91 to 120 days     | 1,394  | 7,904,024                                   | 162   | 825,998                             | 8,730,022                              |
| Unsecured portfolio, 121 to 150 days    | 254  | 181,019                                     | -   | -                                   | 181,019                                |
| Unsecured portfolio, 151 to 180 days    | 441  | 6,969,910                                   | 52  | 2,700,820                           | 9,670,730                              |
| Unsecured portfolio, 181 to 210 days    | 1,772  | 1,396,615                                   | -   | -                                   | 1,396,615                              |
| Unsecured portfolio, 211 to 250 days    | 93   | 21,167                                      | -   | -                                   | 21,167                                 |
| Unsecured portfolio, more than 250 days | 1,416  | 67,916,460                                  | 97  | 2,560,451                           | 70,476,911                             |
| TOTAL UNSECURED PORTFOLIO               | 265,622  | 5,802,034,793                               | 3,240   | 31,207,288                          | 5,833,242,081                          |

|   |  |  | 12.31.2017  |                                     |  |
|---|--|--|---|-------------------------------------|--|
|   | NUMBER OF<br>CUSTOMERS NON-<br>RENEGOTIATED<br>PORTFOLIO | NON-<br>RENEGOTIATED<br>PORTFOLIO THCH\$ | NUMBER OF<br>CUSTOMERS<br>RENEGOTIATED<br>PORTFOLIO | RENEGOTIATED<br>PORTFOLIO<br>THCH\$ | TOTAL UNSECURED<br>PORTFOLIO<br>THCH\$ |
| Unsecured portfolio, current            | 274,101  | 5,130,323,588                            | 1,226   | 33,985,529                          | 5,164,309,117                          |
| Unsecured portfolio, 1 to 30 days       | 16,318   | 58,327,723                               | 471   | 424,964                             | 58,752,687                             |
| Unsecured portfolio, 31 to 60 days      | 8,675  | 11,223,086                               | 288   | 159,763                             | 11,382,849                             |
| Unsecured portfolio, 61 to 90 days      | 5,238  | 3,877,448                                | 321   | 1,545,698                           | 5,423,146                              |
| Unsecured portfolio, 91 to 120 days     | 4,944  | 853,531                                  | 36  | 1,212,460                           | 2,065,991                              |
| Unsecured portfolio, 121 to 150 days    | 3,232  | 505,422                                  | -   | -                                   | 505,422                                |
| Unsecured portfolio, 151 to 180 days    | 3,174  | 8,993,505                                | 156   | 4,044,419                           | 13,037,924                             |
| Unsecured portfolio, 181 to 210 days    | 51   | 14,362                                   | -   | -                                   | 14,362                                 |
| Unsecured portfolio, 211 to 250 days    | 16   | 3,577                                    | 50  | 1,491,240                           | 1,494,817                              |
| Unsecured portfolio, more than 250 days | 1,270  | 93,512,469                               | 148   | 5,072,049                           | 98,584,518                             |
| TOTAL UNSECURED PORTFOLIO               | 317,019  | 5,307,634,711                            | 2,696   | 47,936,122                          | 5,355,570,833                          |

## MOVEMENTS IN PROVISIONS

|                        | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|------------------------|----------------------|----------------------|
| Opening balance        | 89,637,391           | 87,906,947           |
| Provisions recognized  | 143,889,518          | 130,068,483          |
| Reversal of provisions | (96,065,322)         | (83,924,222)         |
| Recovered amounts      | -                    | (86,513)             |
| Write-offs             | (37,967,526)         | (44,327,304)         |
| CLOSING BALANCE        | 99,494,061           | 89,637,391           |





# **NOTE 13 - OTHER CURRENT FINANCIAL ASSETS**

As of December 31, 2018 and 2017, this account includes the following:

|   |               |                |               | ANCE<br>1.2018  |                                  |                 |
|---|---------------|----------------|---------------|-----------------|----------------------------------|-----------------|
|   | USD<br>THCH\$ | EURO<br>THCH\$ | UF<br>THCH\$  | PESOS<br>THCH\$ | NUEVO SOL<br>AND OTHER<br>THCH\$ | TOTAL<br>THCH\$ |
| OTHER FINANCIAL ASSETS, BANK                                  |               |                |               |                 |                                  |                 |
| Investments available for sale                                | 148,259,454   | -              | 104,986,728   | 497,960,630     | -                                | 751,206,812     |
| Financial instruments held for trading                        | -             | -              | 17,613,202    | 87,285,013      | 1,197,446                        | 106,095,661     |
| Financial derivative instruments                              | -             | -              | _             | 150,243,752     | 20,811                           | 150,264,563     |
| Leased assets   | -             | -              | _             | 13,090,149      | -                                | 13,090,149      |
| INVESTMENTS FOR TECHNICAL RESERVES, INSURANCE SUBSIDIARY      |               |                |               |                 |                                  |                 |
| Fund units  | 150,197,547   | 15,476,583     | 16,528,962    | 265,940,611     | 1,934,824                        | 450,078,527     |
| Derivatives   | -             | -              | -             | -               | -                                | -               |
| Shares  | -             | -              | -             | 13,109,774      | -                                | 13,109,774      |
| Bonds   | 245,295,461   | 3,846,115      | 1,158,049,803 | 60,227,998      | 157,163,540                      | 1,624,582,917   |
| Mortgage bonds  | -             | -              | 31,123,799    | -               | -                                | 31,123,799      |
| Fixed and adjustable time deposits                            | -             | -              | 10,538,776    | -               | -                                | 10,538,776      |
| Mortgage loans  | -             | -              | 209,130,249   | -246,672        | -                                | 208,883,577     |
| Third-party guarantees  | -             | -              | 41,349        | -               | -                                | 41,349          |
| PRC, CORA and other Central Bank instruments                  | -             | -              | 48,303,704    | 1,191,508       | -                                | 49,495,212      |
| Residential and real estate leases                            | -             | -              | _             | -               | -                                | _               |
| Other investment securities                                   | -             | -              | _             | 2,149,073       | 891,033                          | 3,040,106       |
| OTHER FINANCIAL ASSETS, PARENT COMPANY AND OTHER SUBSIDIARIES |               |                |               |                 |                                  |                 |
| Bonds   | -             | -              | 296,158       | -               | -                                | 296,158         |
| Shares  | -             | -              | -             | 1,952           | -                                | 1,952           |
| Other investment securities                                   | 567,309       | -              | -             | -               | 323,323                          | 890,632         |
| TOTAL   | 544,319,771   | 19,322,698     | 1,596,612,730 | 1,090,953,788   | 161,530,977                      | 3,412,739,964   |

|   |               |                |               | ANCE<br>.2017   |                                  |                 |
|---|---------------|----------------|---------------|-----------------|----------------------------------|-----------------|
|   | USD<br>THCH\$ | EURO<br>THCH\$ | UF<br>THCH\$  | PESOS<br>THCH\$ | NUEVO SOL<br>AND OTHER<br>THCH\$ | TOTAL<br>THCH\$ |
| OTHER FINANCIAL ASSETS, BANK                                  |               |                |               |                 |                                  |                 |
| Investments available for sale                                | 122,654,525   | -              | 119,541,390   | 436,345,450     | -                                | 678,541,365     |
| Financial instruments held for trading                        | -             | -              | 18,538,453    | 75,899,109      | -                                | 94,437,562      |
| Financial derivative instruments                              | -             | -              | -             | 132,731,732     | 17,786                           | 132,749,518     |
| Leased assets   | -             | -              | -             | 4,397,197       | -                                | 4,397,197       |
| INVESTMENTS FOR TECHNICAL RESERVES, INSURANCE SUBSIDIARY      | -             | -              | -             | -               | -                                |                 |
| Fund units  | 97,559,938    | -              | 14,800,671    | 260,917,612     | 10,212,917                       | 383,491,138     |
| Derivatives   | 173,430       | -              | 9,534,215     | -               | -                                | 9,707,645       |
| Shares  | 2,733,827     | -              | -             | 11,677,261      | 624                              | 14,411,712      |
| Bonds   | 203,339,288   | -              | 1,054,805,781 | 48,367,523      | 20,703,049                       | 1,327,215,641   |
| Mortgage bonds  | -             | -              | 35,360,192    | -               | -                                | 35,360,192      |
| Fixed and adjustable time deposits                            | -             | -              | 9,874,242     | 10,476,929      | -                                | 20,351,171      |
| Mortgage loans  | -             | -              | 184,827,426   | -               | -                                | 184,827,426     |
| Third-party guarantees  | -             | -              | -             | -               | -                                | -               |
| PRC, CORA and other Central Bank instruments                  | -             | -              | 66,567,091    | 3,568,666       | -                                | 70,135,757      |
| Residential and real estate leases                            | -             | -              | -             | -               | -                                | -               |
| Other investment securities                                   | -             | -              | 95,305,483    | -               | -                                | 95,305,483      |
| OTHER FINANCIAL ASSETS, PARENT COMPANY AND OTHER SUBSIDIARIES | -             | -              | -             | -               | -                                |                 |
| Bonds   | 11,957,473    | -              | 263,482       | -               | 97,723,968                       | 109,944,923     |
| Shares  | -             | -              | -             | 1,530           | -                                | 1,530           |
| Other investment securities                                   | 1,684,515     | -              | 40,198        | -               | -                                | 1,724,713       |
| TOTAL   | 440,102,996   | -              | 1,609,458,624 | 984,383,009     | 128,658,344                      | 3,162,602,973   |







# **NOTE 14 - OTHER CURRENT NON-FINANCIAL ASSETS**

As of December 31, 2018 and 2017, this account includes the following:

|   | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| OTHER NON-FINANCIAL ASSETS, INSURANCE SUBSIDIARY                  |                                 |                                 |
| Retiree loans   | 16,679,436                      | 10,411,380                      |
| VAT tax credit  | -                               | 378,044                         |
| Advances to suppliers   | 57,833                          | 146,904                         |
| Employee accounts and loans                                       | 187,304                         | -                               |
| Miscellaneous receivables   | 185,803                         | 363,397                         |
| OTHER NON-FINANCIAL ASSETS, PARENT COMPANY AND OTHER SUBSIDIARIES |                                 |                                 |
| Miscellaneous receivables   | 1,478,669                       | 2,522,099                       |
| Advances to suppliers   | 2,040,306                       | 964,574                         |
| Prepaid expenses  | 350,506                         | 279,351                         |
| Guarantees  | 52,091                          | 37,365                          |
| Employee accounts and loans                                       | 137,411                         | 52,244                          |
| VAT tax credit  | 5,596,852                       | 4,145,623                       |
| Other non-financial assets  | 23,457,909                      | 7,836,599                       |
| TOTAL   | 50,224,120                      | 27,137,580                      |

# **NOTE 15 - CURRENT TAX ASSETS**

As of December 31, 2018 and 2017, this account is as follows:

|                                  | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|----------------------------------|---------------------------------|---------------------------------|
| Employee training credit (Sence) | 328,891                         | 316,692                         |
| Monthly provisional tax payments | 27,407,553                      | 24,528,366                      |
| VAT tax credit                   | 27,355                          | -                               |
| Credit for PP&E                  | 387                             | 22,085                          |
| Recovery of tax loss             | 597,258                         | 653,208                         |
| Other credits                    | 10,895,772                      | 6,996,213                       |
| TOTAL                            | 39,257,216                      | 32,516,564                      |

# **NOTE 16 - OTHER NON-CURRENT NON-FINANCIAL ASSETS**

|   | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| Prepaid expenses                          | 2,341,476                       | 1,824,738                       |
| Lease guarantees                          | 95,801                          | 523,822                         |
| Insurance receivable                      | 9,534,212                       | 6,101,194                       |
| Non-current notes and accounts receivable | 50,118,444                      | 18,637,989                      |
| VAT tax credit                            | 2,873,792                       | -                               |
| Mortgage loans                            | 51,226,309                      | 37,908,390                      |
| Shares and rights                         | 2,095,046                       | 2,095,047                       |
| Other assets                              | 1,593,069                       | 6,992,693                       |
| TOTAL                                     | 119,878,149                     | 74,083,873                      |





## **NOTE 17 - TRADE AND OTHER PAYABLES**

As of December 31, 2018 and 2017, this account includes the following:

|                        | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|------------------------|---------------------------------|---------------------------------|
| Suppliers              | 9,135,535                       | 6,789,539                       |
| Fees payable           | 98,128                          | 11,873                          |
| Payables to customers  | 12,529,298                      | 14,156,787                      |
| Leases payable         | 1,181,757                       | 539,320                         |
| Brokerage payables     | 1,517,750                       | 1,041,529                       |
| Insurance payable      | 7,028,462                       | 1,769,319                       |
| Expired checks         | 1,159,004                       | 349,559                         |
| INSURANCE SUBSIDIARY   |                                 |                                 |
| Ceded premium          | 23,173,964                      | 39,511,620                      |
| Mortgage loans         | 46,666,511                      | 33,562,432                      |
| Reserves               | 2,466,794,731                   | 2,376,397,901                   |
| Claims payable         | 24,957,863                      | 25,464,265                      |
| Other accounts payable | 2,970,490                       | 5,151,994                       |
| TOTAL                  | 2,597,213,493                   | 2,504,746,138                   |

## **NOTE 18 - OTHER CURRENT FINANCIAL LIABILITIES**

On November 20, 2009, the CMF certified the Group's filing under number 620 in the Securities Registry of the issuance of dematerialized F series bonds for UF 1,250,000, with annual interest of 4.5%.

On August 27, 2013, the CMF certified the Group's filing under number 763 in the Securities Registry of the issuance of K series bonds for UF 3,000,000, with annual interest of 4.2%.

On December 4, 2014, the CMF certified the Group's filing under number 795 in the Securities Registry of the issuance of L3 series bonds for UF 3,000,000, with annual interest of 3.8%.

On December 27, 2016, the CMF certified the Group's filing under number 842 in the Securities Registry of the issuance of M series bonds for UF 1,189,000, with annual interest of 4.2%.

On January 6, 2017, the Company finalized the process by which bondholders could voluntarily exchange series F bonds for new series M bonds under identical conditions for all bondholders in accordance with article 130 of Law No. 18,045 on Securities Markets and the terms and conditions in the Exchange Notice published. Bonds were exchanged for 95% of the original issuance, equivalent to a nominal amount of UF1,189,000.

On February 15, 2018, the CMF certified the Group's filing under number 885 in the Securities Registry of the issuance of N1 and N2 series bonds for UF 1,500,000, with annual interest of 2.85% and 2.7%, respectively.





As of December 31, 2018 and 2017, this account includes the following:

|  | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|--|---------------------------------|---------------------------------|
| Borrowings from financial institutions                     | 532,975,100                     | 456,308,574                     |
| Current accounts   | 544,900,274                     | 519,141,056                     |
| Senior bonds   | 1,598,804,703                   | 1,532,450,281                   |
| Discount on bond placement                                 | -                               | (5,079,154)                     |
| Derivatives  | 132,476,478                     | 99,692,356                      |
| Other obligations  | 4,064,862                       | 7,429,278                       |
| Payables from repurchase agreements and securities lending | 34,003,101                      | 14,146,285                      |
| Savings accounts and time deposits                         | 3,344,560,447                   | 2,926,054,484                   |
| Mortgage finance bonds                                     | 13,674,325                      | 17,909,272                      |
| Public-sector obligations                                  | 7,192,355                       | 17,696,387                      |
| Payables to credit card operators                          | 4,770,709                       | 5,270,758                       |
| TOTAL  | 6,217,422,354                   | 5,591,019,577                   |

## DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2018

|  |                       |                                  |                   |                         |                                |                  |          |                      |                     |                   | (          | CARRYING AMOU        | NT         |
|--|-----------------------|----------------------------------|-------------------|-------------------------|--------------------------------|------------------|----------|----------------------|---------------------|-------------------|------------|----------------------|------------|
|  |                       |                                  |                   |                         |                                |                  |          |                      |                     |                   |            | MATURITY             |            |
| DESCRIPTION OF DEBT                    | DEBTOR<br>Taxpayer ID | DEBTOR NAME                      | DEBTOR<br>COUNTRY | CREDITOR<br>Taxpayer ID | CREDITOR NAME                  | CREDITOR COUNTRY | CURRENCY | TYPE OF AMORTIZATION | EFFECTIVE<br>RATE % | NOMINAL<br>RATE % | 0-90 DAYS  | 91 DAYS TO 1<br>YEAR | TOTAL      |
| Borrowings from financial institutions | 85.633.900-9          | Travel Security S.A.             | Chile             | 97.004.000-5            | BANCO CHILE                    | CHILE            | CH\$     | AT MATURITY          | 5.36%               | 5.36%             | 1,400,000  | -                    | 1,400,000  |
| Borrowings from financial institutions | 85.633.900-9          | Travel Security S.A.             | CHILE             | 97.004.000-5            | BANCO CHILE                    | CHILE            | CH\$     | AT MATURITY          | 5.36%               | 5.36%             | 790        | -                    | 790        |
| Borrowings from financial institutions | 20548601372           | Viajes Security S.A.             | Peru              | 20,100,047,218          | BANCO DE CRÉDITO DEL PERÚ      | PERU             | CH\$     | AT MATURITY          | 5.92%               | 5.92%             | -          | 3,107,150            | 3,107,150  |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.004.000-5            | BANCO DE CHILE                 | CHILE            | CH\$     | MONTHLY              | 0.25%               | 0.25%             | 40,017,883 | -                    | 40,017,883 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.023.000-9            | INTERNATIONAL BUSINESS         | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 13,520,090 | -                    | 13,520,090 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.030.000-7            | BANCO ESTADO                   | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 31,648,891 | -                    | 31,648,891 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.006.000-6            | BANCO DE CREDITO E INVERSIONES | CHILE            | CH\$     | MONTHLY              | 0.31%               | 0.31%             | 19,612,459 | -                    | 19,612,459 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.032.000-8            | BANCO BBVA                     | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 26,491,812 | -                    | 26,491,812 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.018.000-1            | BANCO SCOTIABANK               | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 14,017,262 | -                    | 14,017,262 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97036600-K              | BANCO SANTANDER                | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 26,241,688 | -                    | 26,241,688 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.041.000-7            | BANCO ITAU                     | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 23,860,318 | -                    | 23,860,318 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97080000-K              | BANCO BICE                     | CHILE            | CH\$     | MONTHLY              | 0.26%               | 0.26%             | 24,999,919 | -                    | 24,999,919 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 99.500.410-0            | BANCO CONSORCIO                | CHILE            | CH\$     | MONTHLY              | 0.27%               | 0.27%             | 26,531,124 | -                    | 26,531,124 |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 99.500.410-0            | BANCO CONSORCIO                | CHILE            | USD      | MONTHLY              | 2.76%               | 2.76%             | 417,954    | -                    | 417,954    |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.030.000-7            | BANCO DEL ESTADO               | CHILE            | USD      | MONTHLY              | 3.35%               | 3.35%             | 3,576,482  | -                    | 3,576,482  |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.951.000-4            | BANCO HSBC                     | CHILE            | USD      | MONTHLY              | 2.09%               | 2.09%             | 3,560,397  | -                    | 3,560,397  |
| Borrowings from financial institutions | 96.655.860-1          | Factoring Security               | Chile             | 97.951.000-4            | BANCO HSBC                     | CHILE            | CH\$     | MONTHLY              | 0.28%               | 0.28%             | 5,011,792  | -                    | 5,011,792  |
| Borrowings from financial institutions | 96.786.270-3          | Inmobiliaria Security S.A.       | Chile             | 97.036.000-K            | BANCO SANTANDER                | CHILE            | CH\$     | AT MATURITY          | 5.07%               | 5.07%             | -          | 1,615,923            | 1,615,923  |
| Borrowings from financial institutions | 96.786.270-3          | Inmobiliaria Security S.A.       | Chile             | 97.004.000-5            | BANCO DE CHILE                 | CHILE            | CH\$     | AT MATURITY          | 4.09%               | 4.09%             | 1,816,695  | 632,482              | 2,449,177  |
| Borrowings from financial institutions | 96.786.270-3          | Inmobiliaria Security S.A.       | Chile             | 97.006.000-6            | BANCO BCI                      | CHILE            | CH\$     | AT MATURITY          | 5.00%               | 5.00%             | -          | 948,733              | 948,733    |
| Borrowings from financial institutions | 96.786.270-3          | Inmobiliaria Security S.A.       | Chile             | 99.500.410-0            | BANCO CONSORCIO                | CHILE            | CH\$     | AT MATURITY          | 3.90%               | 3.90%             | 1,078,097  | -                    | 1,078,097  |
| Borrowings from financial institutions | 96.786.270-3          | Inmobiliaria Security S.A.       | Chile             | 97080000-K              | BANCO BICE                     | CHILE            | CH\$     | AT MATURITY          | 4.00%               | 4.00%             | 1,392,072  |                      | 1,392,072  |
| Borrowings from financial institutions | 76.249.637-1          | Inmobiliaria Security Norte S.A. | Chile             | 97.006.000-6            | BANCO BCI                      | CHILE            | CH\$     | AT MATURITY          | 4.40%               | 4.40%             | 1,936,639  | 2,065,270            | 4,001,909  |
| Borrowings from financial institutions | 76.360.997-8          | Inmobiliaria Alto Chamisero      | Chile             | 97.006.000-6            | BANCO BCI                      | CHILE            | CH\$     | AT MATURITY          | 4.00%               | 4.00%             | 1,831,420  | -                    | 1,831,420  |





# DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2018 (CONTINUED)

|  |                       |                                     |                   |                         |   |                     |                  |                         |                     |                   | С           | ARRYING AMOUN        | AT .        |
|--|-----------------------|-------------------------------------|-------------------|-------------------------|---|---------------------|------------------|-------------------------|---------------------|-------------------|-------------|----------------------|-------------|
| DESCRIPTION OF DEBT                    | DEBTOR<br>Taxpayer ID | DEBTOR NAME                         | DEBTOR<br>COUNTRY | CREDITOR<br>TAXPAYER ID | CREDITOR NAME                             | CREDITOR<br>COUNTRY | CURRENCY         | TYPE OF<br>Amortization | EFFECTIVE<br>RATE % | NOMINAL<br>RATE % | 0-90 DAYS   | 91 DAYS TO 1<br>YEAR | TOTAL       |
| Borrowings from financial institutions | 76.594.759-6          | Inmobiliaria Security Los Dominicos | Chile             | 76.104.355-2            | BANCO DE CHILE                            | CHILE               | CH\$             | AT MATURITY             | 4.08%               | 4.08%             | 4,533,477   | -                    | 4,533,477   |
| Borrowings from financial institutions | 76.505.706-K          | Inmobiliaria Alto Vitacura S.A.     | Chile             | 97080000-K              | BANCO BICE                                | CHILE               | CH\$             | AT MATURITY             | 4.11%               | 4.11%             | -           | 6,394,511            | 6,394,511   |
| Borrowings from financial institutions | 76.594.758-8          | Inmobiliaria Ñuñoa V SPA            | Chile             | 97.036.000-K            | BANCO SANTANDER                           | CHILE               | CH\$             | AT MATURITY             | 3.91%               | 3.91%             | 2,650,460   |                      | 2,650,460   |
| Borrowings from financial institutions | 76.477.415-9          | Inmobiliaria El Taihuen S.A.        | Chile             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | CH\$             | AT MATURITY             | 4.60%               | 4.60%             | 2,031,485   | 11,088,338           | 13,119,823  |
| Borrowings from financial institutions | 20517207331           | Protecta Compañía Seguros SA        | Peru              | 20,100,130,204          | BANCO DE CRÉDITO                          | PERU                | USD              | MONTHLY                 | 4.94%               | 4.94%             | 2,455,096   |                      | 2,455,096   |
| Borrowings from financial institutions | 20517207331           | Protecta Compañía Seguros SA        | Peru              | 20,100,130,204          | BANCO DE CRÉDITO                          | PERU                | USD              | MONTHLY                 | 4.94%               | 4.94%             | 3,857,655   |                      | 3,857,655   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | Chile             | E-9                     | BANCO INTERAMERICANO DEL<br>DESARROLLO    | UNITED STATES       | USD              | MONTHLY                 | 3.75%               | 3.75%             | 6,584       | -                    | 6,584       |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | Chile             | E-9                     | BANCO INTERAMERICANO DEL<br>DESARROLLO    | UNITED STATES       | USD              | MONTHLY                 | 3.75%               | 3.75%             |             | 2,442,902            | 2,442,902   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | Chile             | E-9                     | CORPORACIÓN INTERAMERICANA DE INVERSIONES | UNITED STATES       | USD              | MONTHLY                 | 3.75%               | 3.75%             |             | 1,044,016            | 1,044,016   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | CH\$             | MONTHLY                 | 3.94%               | 3.94%             | 2,524,148   | -                    | 2,524,148   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | CH\$             | MONTHLY                 | 4.18%               | 4.18%             | 1,105,856   | -                    | 1,105,856   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | UF               | MONTHLY                 | 1.94%               | 1.94%             | 1,106,731   | -                    | 1,106,731   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | CH\$             | MONTHLY                 | 4.03%               | 4.03%             | 1,658,013   | -                    | 1,658,013   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | UF               | MONTHLY                 | 1.55%               | 1.55%             | 1,106,525   |                      | 1,106,525   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | UF               | MONTHLY                 | 2.47%               | 2.47%             | 415,294     |                      | 415,294     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | UF               | MONTHLY                 | 2.77%               | 2.77%             | 138,317     |                      | 138,317     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 97.006.000-6            | BANCO CRÉDITO E INVERSIONES               | CHILE               | UF               | MONTHLY                 | 2.98%               | 2.98%             | 276,548     |                      | 276,548     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 3.39%               | 3.39%             |             | 1,126,800            | 1,126,800   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 3.25%               | 3.25%             | 691,260     |                      | 691,260     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 1.71%               | 1.71%             | 05 1,200    | 1,388,169            | 1,388,169   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 1.56%               | 1.56%             |             | 3,345,451            | 3,345,451   |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 3.06%               | 3.06%             |             | 248,809              | 248,809     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 4.17%               | 4.17%             | 552,976     | 210,003              | 552,976     |
| Borrowings from financial institutions | 96.847.360-3          | Securitizadora Security S.A.        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | UF               | MONTHLY                 | 3.92%               | 3.92%             | 332,310     | 469,231              | 469,231     |
| Borrowings from financial institutions | 99.301.000-6          | Seguros de Vida Security            | CHILE             | 97.018.000-1            | BANCO SCOTIABANK                          | CHILE               | CHILEAN<br>PESOS | MONTHLY                 | 4.13%               | 4.13%             | 21,900      | 10,000,000           | 10,021,900  |
| Borrowings from financial institutions | 99.301.000-6          | Seguros de Vida Security            | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | CHILEAN<br>PESOS | AT MATURITY             | 4.28%               | 4.28%             | 420,867     | 10,000,000           | 10,420,867  |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Seguros Security        | CHILE             | 97.004.000-5            | BANCO BCI                                 | CHILE               | UF               | AT MATURITY             | 7.01%               | 7.01%             | 218,255     |                      | 218,255     |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Seguros Security        | CHILE             | 97.006.000-6            | BANCO DE CHILE                            | CHILE               | CHILEAN<br>PESOS | AT MATURITY             | 7.19%               | 7.19%             | 190,532     | -                    | 190,532     |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Seguros Security        | CHILE             | 99.500.410-0            | BANCO CONSORCIO                           | CHILE               | CHILEAN<br>PESOS | AT MATURITY             | 4.44%               | 4.46%             | 268,259     |                      | 268,259     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 97.032.000-8            | BANCO BILBAO VIZCAYA ARGENTARIA<br>CHILE  | CHILE               | USD              | MONTHLY                 | 0.00%               | 0.00%             | 49,925      | -                    | 49,925      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 404270240-K             | BCO BILBAO VIZCAYA ARGENTARIA<br>S.A. ESP | SPAIN               | EURO             | SEMI-ANNUAL             | 0.00%               | 0.00%             |             | 168,288              | 168,288     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 404270240-K             | BCO BILBAO VIZCAYA ARGENTARIA<br>S.A. ESP | SPAIN               | EURO             | SEMI-ANNUAL             | 0.00%               | 0.00%             | -           | 96,896               | 96,896      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 404.590.548-4           | BBVA BANCOMER S A                         | MEXICO              | USD              | QUARTERLY               | 0.00%               | 0.00%             | 10,001      | -                    | 10,001      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 404.590.548-4           | BBVA BANCOMER SA                          | MEXICO              | USD              | MONTHLY                 | 0.00%               | 0.00%             | 18,153      | -                    | 18,153      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 405.752.832-5           | BCO BILBAO VISCAYA ARGENTARIA<br>URUGUAY  | URUGUAY             | USD              | QUARTERLY               | 0.00%               | 0.00%             | 73,580      | -                    | 73,580      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 405.752.832-5           | BCO BILBAO VISCAYA ARGENTARIA<br>URUGUAY  | URUGUAY             | USD              | QUARTERLY               | 0.00%               | 0.00%             | 78,685      | -                    | 78,685      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 405.752.832-5           | BCO BILBAO VISCAYA ARGENTARIA<br>URUGUAY  | URUGUAY             | USD              | QUARTERLY               | 0.00%               | 0.00%             | -           | 8,496                | 8,496       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 406.575.240-4           | BANKINTER S A                             | SPAIN               | EURO             | SEMI-ANNUAL             | 0.00%               | 0.00%             | 1           | 28,415               | 28,415      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 406.595.168-7           | BANK OF CHINA                             | CHINA               | USD              | QUARTERLY               | 0.00%               | 0.00%             | 27,993      | -                    | 27,993      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security                      | CHILE             | 406.598.168-3           | BANK OF CHINA                             | CHINA               | USD              | QUARTERLY               | 0.00%               | 0.00%             | 197,503     | -                    | 197,503     |
|  |                       |                                     |                   |                         |   |                     | TOTAL            |                         |                     |                   | 295,649,862 | 56,219,880           | 351,869,742 |





# DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2018 (CONTINUED)

|  |                       |                |                   |                         |                               |                     |          |                         |                     |                   | (         | CARRYING AMOUN       | NΤ         |
|--|-----------------------|----------------|-------------------|-------------------------|-------------------------------|---------------------|----------|-------------------------|---------------------|-------------------|-----------|----------------------|------------|
| DESCRIPTION OF DEBT                    | DEBTOR<br>Taxpayer ID | DEBTOR NAME    | DEBTOR<br>COUNTRY | CREDITOR<br>Taxpayer ID | CREDITOR NAME                 | CREDITOR<br>COUNTRY | CURRENCY | TYPE OF<br>AMORTIZATION | EFFECTIVE<br>RATE % | NOMINAL<br>RATE % | 0-90 DAYS | 91 DAYS TO 1<br>YEAR | TOTAL      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 407.655.268-7           | BNP PARIBAS S A FRANCIA       | FRANCE              | Euro     | QUARTERLY               | 0.00%               | 0.00%             | 120,050   | -                    | 120,050    |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 408.130.412-8           | BANK OF TOKYO MITSUBISHI      | JAPAN               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 44,083    | -                    | 44,083     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 409.047.240-8           | BANCO SANTANDER MADRID        | SPAIN               | Euro     | SEMI-<br>ANNUAL         | 0.00%               | 0.00%             | 7,312     | -                    | 7,312      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 411.885.828-5           | CITIBANK ESTADOS UNIDOS       | UNITED STATES       | USD      | SEMI-<br>ANNUAL         | 1.36%               | 1.36%             | -         | 18,216,550           | 18,216,550 |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 411.885.828-5           | CITIBANK ESTADOS UNIDOS       | UNITED STATES       | USD      | SEMI-<br>ANNUAL         | 1.85%               | 1.85%             | -         | 15,166,553           | 15,166,553 |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 411.885.828-5           | CITIBANK N.A.                 | UNITED STATES       | USD      | ANNUAL                  | 2.18%               | 2.18%             | -         | 6,055,258            | 6,055,258  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.335.204-7           | COMMERZBANK AG                | GERMANY             | USD      | ANNUAL                  | 1.60%               | 1.60%             | -         | 6,110,841            | 6,110,841  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.335.204-7           | COMMERZBANK AG                | GERMANY             | USD      | QUARTERLY               | 1.96%               | 1.96%             | -         | 15,170,761           | 15,170,761 |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.335.204-7           | COMMERZBANK AG                | GERMANY             | Euro     | SEMI-<br>ANNUAL         | 0.00%               | 0.00%             | -         | 72,519               | 72,519     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.527.204-0           | COMMERZBANK AG                | GERMANY             | Euro     | SEMI-<br>ANNUAL         | 0.00%               | 0.00%             | -         | 388,757              | 388,757    |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.527.204-0           | COMMERZBANK AG                | GERMANY             | Euro     | SEMI-<br>ANNUAL         | 0.00%               | 0.00%             | -         | 50,182               | 50,182     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 412.527.204-0           | COMMERZBANK AG                | GERMANY             | Euro     | QUARTERLY               | 0.00%               | 0.00%             |           | 17,018               | 17,018     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 414.741.808-1           | CITIBANK N A                  | TAIWAN              | USD      | MONTHLY                 | 0.00%               | 0.00%             | 8,209     | -                    | 8,209      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 414.741.808-1           | CITIBANK N A                  | TAIWAN              | USD      | MONTHLY                 | 0.00%               | 0.00%             | 6,524     | -                    | 6,524      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 414.741.808-1           | CITIBANK N A                  | TAIWAN              | USD      | QUARTERLY               | 0.00%               | 0.00%             | 18,841    | -                    | 18,841     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 414.741.808-1           | CITIBANK N A                  | TAIWAN              | USD      | MONTHLY                 | 0.00%               | 0.00%             | 15,244    | -                    | 15,244     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 414.741.808-1           | CITIBANK N A                  | TAIWAN              | USD      | QUARTERLY               | 0.00%               | 0.00%             | 19,381    | -                    | 19,381     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 448.660.440-4           | KOREA EXCHANGE BANK           | SOUTH KOREA         | USD      | QUARTERLY               | 0.00%               | 0.00%             | 11,641    | -                    | 11,641     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 448.660.440-4           | KOREA EXCHANGE BANK           | SOUTH KOREA         | USD      | QUARTERLY               | 0.00%               | 0.00%             | 11,641    | -                    | 11,641     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 448.660.440-4           | KOREA EXCHANGE BANK           | SOUTH KOREA         | USD      | QUARTERLY               | 0.00%               | 0.00%             | 11,641    | -                    | 11,641     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 448.660.440-4           | KOREA EXCHANGE BANK           | SOUTH KOREA         | USD      | QUARTERLY               | 0.00%               | 0.00%             | 11,218    | -                    | 11,218     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 448.660.440-4           | KOREA EXCHANGE BANK           | SOUTH KOREA         | USD      | QUARTERLY               | 0.00%               | 0.00%             | 11,218    | -                    | 11,218     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 452.827.340-3           | INTESA SANPAOLO SPA HONG KONG | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 23,960    | -                    | 23,960     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 452.827.340-3           | INTESA SANPAOLO SPA HONG KONG | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 12,063    | -                    | 12,063     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 452.827.340-3           | INTESA SANPAOLO SPA HONG KONG | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 8,356     | -                    | 8,356      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 452.827.340-3           | INTESA SANPAOLO SPA HONG KONG | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 41,063    | -                    | 41,063     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 454.231.616-6           | BANK OF CHINA PANAMA BRANCH   | PANAMA              | USD      | ANNUAL                  | 1.89%               | 1.89%             | -         | 15,172,004           | 15,172,004 |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 454343636-K             | BANK OF PUNJAB THE            | PAKISTAN            | USD      | MONTHLY                 | 0.00%               | 0.00%             | 11,811    | -                    | 11,811     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 62,199    | -                    | 62,199     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 31,100    | -                    | 31,100     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 31,100    | -                    | 31,100     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 31,100    | -                    | 31,100     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 31,100    | -                    | 31,100     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.340.168-2           | CHINA CONSTRUCTION BANK       | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 45,424    | -                    | 45,424     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.915.828-3           | WELLS FARGO BANK N A NY       | UNITED STATES       | USD      | ANNUAL                  | 2.89%               | 2.89%             |           | 15,126,250           | 15,126,250 |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security | Chile             | 458.915.828-3           | WELLS FARGO BANK N A NY       | UNITED STATES       | USD      | ANNUAL                  | 2.85%               | 2.85%             | -         | 12,180,620           | 12,180,620 |





# DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2018 (CONTINUED)

|  |                       |                              |                   |                         |   |                     |          |                         |                     |                   | (           | CARRYING AMOUN       | IT          |
|--|-----------------------|------------------------------|-------------------|-------------------------|---|---------------------|----------|-------------------------|---------------------|-------------------|-------------|----------------------|-------------|
| DESCRIPTION OF DEBT                    | DEBTOR<br>Taxpayer ID | DEBTOR NAME                  | DEBTOR<br>COUNTRY | CREDITOR<br>Taxpayer ID | CREDITOR NAME                             | CREDITOR<br>COUNTRY | CURRENCY | TYPE OF<br>AMORTIZATION | EFFECTIVE<br>RATE % | NOMINAL<br>RATE % | 0-90 DAYS   | 91 DAYS TO 1<br>YEAR | TOTAL       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 458.915.828-3           | WELLS FARGO BANK N A NY                   | UNITED STATES       |          | QUARTERLY               | 2.07%               | 2.07%             | -           | 18,175,716           | 18,175,716  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 463282828-K             | WOORI BANK NEW YORK                       | UNITED STATES       | USD      | QUARTERLY               | 0.00%               | 0.00%             | 104,625     | -                    | 104,625     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 464.843.168-1           | CHINA DEVELOPMENT BANK                    | CHINA               | USD      | ANNUAL                  | 2.62%               | 2.62%             | -           | 12,199,665           | 12,199,665  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 467.788.340-0           | WELLS FARGO BANK NA                       | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 7,878       | -                    | 7,878       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 467.788.340-0           | WELLS FARGO BANK NA                       | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 12,014      | -                    | 12,014      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 467.788.340-0           | WELLS FARGO BANK NA                       | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 9,110       | -                    | 9,110       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 470.300.136-5           | ROYAL BANK OF CANADA                      | CANADA              | USD      | MONTHLY                 | 0.00%               | 0.00%             | 54,065      | -                    | 54,065      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 17,189      | -                    | 17,189      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | -           | 14,113               | 14,113      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | MONTHLY                 | 0.00%               | 0.00%             | 15,073      | -                    | 15,073      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | MONTHLY                 | 0.00%               | 0.00%             | 129,690     | -                    | 129,690     |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 66,313      | -                    | 66,313      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472815168-K             | STANDARD CHARTERED BANK                   | CHINA               | USD      | QUARTERLY               | 0.00%               | 0.00%             | 16,699      | -                    | 16,699      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | QUARTERLY               | 0.00%               | 0.00%             | 20,042      | -                    | 20,042      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | QUARTERLY               | 0.00%               | 0.00%             | -           | 16,290               | 16,290      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | QUARTERLY               | 0.00%               | 0.00%             | 7,136       | -                    | 7,136       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | QUARTERLY               | 0.00%               | 0.00%             | 2,379       | -                    | 2,379       |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 13,892      | -                    | 13,892      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 12,184      | -                    | 12,184      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 472.928.340-7           | STANDARD CHARTERED BANK HONG<br>KONG LIMI | HONG KONG           | USD      | MONTHLY                 | 0.00%               | 0.00%             | 30,950      | -                    | 30,950      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473450828-K             | SHINHAN BANK                              | UNITED STATES       | USD      | QUARTERLY               | 0.00%               | 0.00%             | 21,540      | -                    | 21,540      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473450828-K             | SHINHAN BANK                              | UNITED STATES       | USD      | QUARTERLY               | 0.00%               | 0.00%             | 21,540      | -                    | 21,540      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473450828-K             | SHINHAN BANK                              | UNITED STATES       | USD      | QUARTERLY               | 0.00%               | 0.00%             | 25,445      | -                    | 25,445      |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473.960.828-2           | SUMITOMO MITSUI BANKING CORPORATION       | UNITED STATES       | USD      | ANNUAL                  | 1.91%               | 1.91%             | 20,528,948  | -                    | 20,528,948  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473.960.828-2           | SUMITOMO MITSUI BANKING<br>CORPORATION    | UNITED STATES       | USD      | ANNUAL                  | 1.74%               | 1.74%             | 18,172,572  | -                    | 18,172,572  |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 473.960.828-2           | SUMITOMO MITSUI BANKING<br>CORPORATION    | UNITED STATES       | USD      | QUARTERLY               | 1.19%               | 1.19%             | 6,062,926   | -                    | 6,062,926   |
| Borrowings from financial institutions | 97.053.005-3          | Banco Security               | Chile             | 480.612.396-5           | UNICREDIT BANCA SPA CRED ITL              | ITALY               | Euro     | QUARTERLY               | 0.00%               | 0.00%             | -           | 61,621               | 61,621      |
| Borrowings from financial institutions | 97.053.005-3          | Valores Security S.A C.de B. | Chile             | 97.008.000-7            | BANCO CITIBANK                            | CHILE               | USD      | MONTHLY                 | 0.00%               | 0.00%             | 932,151     | -                    | 932,151     |
|  |                       |                              |                   |                         |   |                     | TOTAL    |                         |                     |                   | 342,560,502 | 190,414,598          | 532,975,100 |







## DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2017

|  |                              |   |                   |                                |   |                       |              |                            |                     |                   | С                  | ARRYING AMOU         | NT                      |
|--|------------------------------|---|-------------------|--------------------------------|---|-----------------------|--------------|----------------------------|---------------------|-------------------|--------------------|----------------------|-------------------------|
|  |                              |   |                   |                                |   |                       |              |                            |                     |                   |                    | MATURITY             |                         |
| DESCRIPTION OF DEBT                      | DEBTOR<br>Taxpayer ID        | DEBTOR NAME   | DEBTOR<br>COUNTRY | CREDITOR<br>Taxpayer ID        | CREDITOR NAME   | CREDITOR<br>COUNTRY   | CURRENCY     | TYPE OF AMORTIZATION       | EFFECTIVE<br>RATE % | NOMINAL<br>Rate % | 0-90 DAYS          | 91 DAYS TO 1<br>YEAR | TOTAL                   |
| Borrowings from financial institutions 9 | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.004.000-5                   | BANCO DE CHILE  | CHILE                 | CH\$         | MONTHLY                    | 0.25%               | 0.25%             | 31,963,393         | -                    | 31,963,393              |
| Borrowings from financial institutions 9 | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.023.000-9                   | CORP BANCA  | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 9,008,432          | -                    | 9,008,432               |
| Borrowings from financial institutions 9 | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.030.000-7                   | BANCO ESTADO  | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 25,613,421         | -                    | 25,613,421              |
| Borrowings from financial institutions   | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.006.000-6                   | BANCO DE CREDITO E<br>INVERSIONES                     | CHILE                 | CH\$         | MONTHLY                    | 0.31%               | 0.31%             | 26,319,210         | -                    | 26,319,210              |
| Borrowings from financial institutions 9 | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.032.000-8                   | BANCO BBVA  | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 26,404,219         | -                    | 26,404,219              |
| Borrowings from financial institutions 9 | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.018.000-1                   | BANCO SCOTIABANK                                      | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 14,023,400         | -                    | 14,023,400              |
| 0  | 96.655.860-1                 | Factoring Security                                    | Chile             | 97036600-K                     | BANCO SANTANDER                                       | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 12,292,294         | -                    | 12,292,29               |
| •  | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.041.000-7                   | BANCO ITAU  | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 13,015,944         | -                    | 13,015,94               |
| 0  | 96.655.860-1                 | Factoring Security                                    | Chile             | 97080000-K                     | BANCO BICE  | CHILE                 | CH\$         | MONTHLY                    | 0.26%               | 0.26%             | 18,477,647         | -                    | 18,477,647              |
|  | 96.655.860-1                 | Factoring Security                                    | Chile             | 99.500.410-0                   | BANCO CONSORCIO                                       | CHILE                 | CH\$         | MONTHLY                    | 0.27%               | 0.27%             | 18,017,440         | -                    | 18,017,440              |
|  | 96.655.860-1                 | Factoring Security                                    | Chile             | 99.500.410-0                   | BANCO CONSORCIO                                       | CHILE                 | USD          | MONTHLY                    | 2.76%               | 2.76%             | 3,078,811          | -                    | 3,078,811               |
| •  | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.030.000-7                   | BANCO DEL ESTADO                                      | CHILE                 | USD          | MONTHLY                    | 3.35%               | 3.35%             | 3,754,591          | •                    | 3,754,591               |
|  | 96.655.860-1                 | Factoring Security                                    | Chile             | 97.951.000-4                   | BANCO HSBC  | CHILE                 | USD          | MONTHLY                    | 2.09%               | 2.09%             | 615,723            | -                    | 615,723                 |
|  | 96.655.860-1<br>78.769.870-0 | Factoring Security                                    | Chile<br>Chile    | 97.951.000-4<br>97.018.000-1   | BANCO HSBC<br>BANCO SCOTIABANK                        | CHILE                 | CH\$<br>CH\$ | MONTHLY<br>MONTHLY         | 0.28%<br>4.13%      | 0.28%<br>4.13%    | 5,605,158<br>9,173 | 20,000,000           | 5,605,158<br>20,009,173 |
| •  | 78.769.870-0                 | Seguros de Vida Security                              | Chile             | 97.016.000-1                   | BANCO BCI   | CHILE                 | UF           | AT MATURITY                | 7.01%               | 7.01%             | 171,198            | 20,000,000           | 171,198                 |
|  | 78.769.870-0<br>78.769.870-0 | Inversiones Seguros Security                          | Chile             | 97.004.000-5                   | BANCO DE CHILE  | CHILE                 | CH\$         | AT MATURITY                | 7.01%               | 7.01%             | 160,444            |                      | 160,444                 |
|  |                              | Inversiones Seguros Security                          |                   |                                | BANCO CONSORCIO                                       |                       | CH\$         |                            |                     |                   |                    | 1                    |                         |
| 0  | 78.769.870-0                 | Inversiones Seguros Security                          | Chile             | 99.500.410-0                   |   | CHILE                 |              | AT MATURITY                | 4.46%               | 4.46%             | 149,508            | 1024524              | 149,508                 |
| 0  | 96.786.270-3                 | Inmobiliaria Security S.A.                            | Chile             | 97.036.000-K                   | BANCO SANTANDER                                       | CHILE                 | CH\$         | AT MATURITY                | 4.26%               | 4.26%             | 740 400            | 1,034,634            | 1,034,634               |
|  | 96.786.270-3                 | Inmobiliaria Security S.A.                            | Chile             | 97.006.000-6                   | BANCO DE CHILE  | CHILE                 | CH\$<br>CH\$ | AT MATURITY                | 4.26%               | 4.26%             | 749,188            | 367,075              | 1,116,263               |
|  | 96.786.270-3<br>96.786.270-3 | Inmobiliaria Security S.A. Inmobiliaria Security S.A. | Chile<br>Chile    | 76.249.637-2<br>99.500.410-0   | BANCO BCI<br>BANCO CONSORCIO                          | CHILE                 | CH\$<br>CH\$ | AT MATURITY<br>AT MATURITY | 5.08%<br>4.68%      | 5.08%<br>4.68%    | -                  | 951,013<br>1,077,222 | 951,013<br>1,077,222    |
|  | 76.249.637-1                 | Inmobiliaria Security Norte S.A.                      | Chile             | 76.249.637-2                   | BANCO BCI   | CHILE                 | CH\$         | AT MATURITY                | 4.03%               | 4.03%             | 7,546,316          | 452,806              | 7,999,122               |
|  | 76.360.997-8                 | Inmobiliaria Alto Chamisero                           | Chile             | 76.249.637-2                   | BANCO BCI   | CHILE                 | CH\$         | AT MATURITY                | 5.18%               | 5.18%             | 1,340,310          | 2,381,372            | 2,381,372               |
| •  | 76.594.759-6                 | Inmobiliaria Security Los                             | Chile             | 76.104.355-2                   | BANCO DE CHILE  | CHILE                 | CH\$         | AT MATURITY                | 4.92%               | 4.92%             | 3,368,532          | 1,954,084            | 5,322,616               |
| •  | 76.505.706-K                 | Dominicos<br>Inmobiliaria Alto Vitacura S.A.          | Chile             | 97080000-K                     | DANICO DICE   | CHILE                 | CH\$         | AT MATURITY                | 5.08%               | 5.08%             | 6,257,244          |                      |                         |
|  | 76.594.758-8                 | Inmobiliaria Ñuñoa V SPA                              | Chile             | 97.036.000-K                   | BANCO BICE BANCO SANTANDER                            | CHILE                 | CH\$         | AT MATURITY<br>AT MATURITY | 5.24%               | 5.24%             | 0,237,244          | 2,650,747            | 6,257,244<br>2,650,747  |
| •  | 76.477.415-9                 | Inmobiliaria El Taihuen S.A.                          | Chile             | 99.500.410-0                   | BANCO CONSORCIO                                       | CHILE                 | CH\$         | AT MATURITY                | 5.36%               | 5.36%             |                    | 5,979,560            | 5,979,560               |
| •  | 85.633.900-9                 | Travel Security S.A.                                  | Chile             | 76.104.355-2                   | BANCO DE CHILE  | CHILE                 | CH\$         | AT MATURITY                | 5.36%               | 5.36%             | 1,402,175          |                      | 1,402,175               |
| 0  | 85.633.900-9                 | Travel Security S.A.                                  | Chile             | 76.104.355-2                   | BANCO DE CHILE  | CHILE                 | CH\$         | AT MATURITY                | 5.36%               | 5.36%             | 232,653            |                      | 232,653                 |
| •  | 85.633.900-9                 | Travel Security S.A.                                  | Chile             | 76.249.637-2                   | BANCO BCI   | CHILE                 | CH\$         | AT MATURITY                | 5.36%               | 5.36%             | 365,706            |                      | 365,706                 |
| Borrowings from financial institutions 2 | 20548601372                  | Viajes Security S.A.                                  | Peru              | 20,100,047,218                 | BANCO DE CRÉDITO DEL PERU                             | PERU                  | CH\$         | AT MATURITY                | 5.92%               | 5.92%             | -                  | 2,511,278            | 2,511,278               |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 406.595.168-7                  | BANK OF CHINA   | CHINA                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 23,563             | -                    | 23,563                  |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 406.595.168-7                  | BANK OF CHINA   | CHINA                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 13,908             | -                    | 13,908                  |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 406.598.168-3                  | BANK OF CHINA   | CHINA                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 49,324             | -                    | 49,324                  |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 407855136-K                    | BANK OF MONTREAL                                      | CANADA                | USD          | SEMI-<br>ANNUAL            | 1.73%               | 1.73%             | 15,487,028         | -                    | 15,487,028              |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 408.130.412-8                  | BANK OF TOKYO MITSUBISHI                              | JAPAN                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 13,497             |                      | 13,497                  |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 408.130.412-8                  | BANK OF TOKYO MITSUBISHI                              | JAPAN                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 1,808              | -                    | 1,808                   |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 408.130.412-8                  | BANK OF TOKYO MITSUBISHI                              | JAPAN                 | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 23,839             | -                    | 23,839                  |
| Borrowings from financial institutions   | 97.053.005-3                 | Banco Security  | Chile             | 409.047.240-8                  | BANCO SANTANDER MADRID                                | SPAIN                 | Euro         | SEMI-<br>ANNUAL            | 0.00%               | 0.00%             | -                  | 7,279                | 7,279                   |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 411.885.828-5                  | CITIBANK N.A.   | UNITED STATES         | USD          | SEMI-<br>ANNUAL            | 1.36%               | 1.36%             | -                  | 18,517,739           | 18,517,739              |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 411.885.828-5                  | CITIBANK N.A.   | UNITED STATES         | USD          | SEMI-<br>ANNUAL            | 1.30%               | 1.30%             | -                  | 15,419,383           | 15,419,383              |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 411.885.828-5                  | CITIBANK N.A.   | UNITED STATES         | USD          | ANNUAL                     | 1.94%               | 1.94%             | -                  | 6,157,585            | 6,157,585               |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 412.335.204-7                  | COMMERZBANK AG  | GERMANY               | USD          | SEMI-<br>ANNUAL            | 1.70%               | 1.70%             | 18,557,767         | -                    | 18,557,767              |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 412.335.204-7                  | COMMERZBANK AG  | GERMANY               | USD          | ANNUAL                     | 1.60%               | 1.60%             | -                  | 6,175,347            | 6,175,347               |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  | Chile             | 412.527.204-0                  | COMMERZBANK AG  | GERMANY               | Euro         | QUARTERLY                  | 0.00%               | 0.00%             | 31,036             | -                    | 31,036                  |
| •  | 97.053.005-3                 | Banco Security  | Chile             | 413.765.828-9                  | JP MORGAN CHASE BANK                                  | UNITED STATES         |              | QUARTERLY                  | 0.00%               | 0.00%             | 43,148             | -                    | 43,148                  |
| •  | 97.053.005-3                 | Banco Security  | Chile             | 413.765.828-9                  | JP MORGAN CHASE BANK                                  | UNITED STATES         |              | QUARTERLY                  | 0.00%               | 0.00%             | 12,247             | -                    | 12,247                  |
| •  | 97.053.005-3                 | Banco Security  | Chile             | 413.765.828-9                  | JP MORGAN CHASE BANK                                  | UNITED STATES         |              | QUARTERLY                  | 0.00%               | 0.00%             | 6,980              | -                    | 6,980                   |
| •  | 97.053.005-3                 | Banco Security  | Chile             | 414.741.808-1                  | CITIBANK N A  | TAIWAN                | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 11,352             | -                    | 11,352                  |
| •  | 97.053.005-3                 | Banco Security  | Chile             | 414.741.808-1                  | CITIBANK N A  | TAIWAN                | USD          | QUARTERLY                  | 0.00%               | 0.00%             | 11,352             | -                    | 11,352                  |
| •  | 97.053.005-3<br>97.053.005-3 | Banco Security  | Chile<br>Chile    | 444.047.440-9<br>445.331.808-2 | WOORI BANK KOREA REPUBLIC MEGA INTERN COMMERCIAL BANK | SOUTH KOREA<br>TAIWAN | USD          | MONTHLY<br>MONTHLY         | 0.00%               | 0.00%             | 38,586<br>8,013    | -                    | 38,586<br>8,013         |
| Borrowings from financial institutions 9 |                              | Banco Security  | Chile             | 445.331.808-2<br>446.410.828-4 | CO LTDA  THE BANK OF NEW YORK MELLON                  | IAIWAN                |              | QUARTERLY                  | 0.00%               | 0.00%             | 12,384             |                      |                         |
| Borrowings from financial institutions 9 | 97.053.005-3                 | Banco Security  |                   |                                |   |                       |              |                            |                     |                   |                    |                      | 12,384                  |





# DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2017 (CONTINUED)

| corrowings from financial institutions shorowings from fi | DEBTOR TAXPAYER ID  97.053.005-3 | Banco Security | DEBTOR COUNTRY Chile | CREDITOR TAXPAYER ID  446.410.828-4  448.660.440-4  448.660.440-4  448.660.440-4  448.660.440-4  448.660.440-4  453.467.396-0  454.231.616-6  458.340.168-2  458.340.168-2  458.915.828-3  464.826.168-9  464.843.168-1  467.788.340-0  472.815168-K  472.815168-K | CREDITOR NAME  THE BANK OF NEW YORK MELLON KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI | CREDITOR COUNTRY UNITED STATES SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA ITALY PANAMA CHINA CHIN | USD                  | TYPE OF AMORIZATION QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY QUARTERLY QUA | EFFECTIVE<br>RATE %<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%     | NOMINAL RATE %  0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 2.33% 2.45% 0.00% 2.62% 0.00% 0.00% 0.00% 0.00% 0.00% | 0-90 DAYS  32,371 12,750 12,751 12,751 12,067 12,068 17,257 - 96,664 88,830 - 16,607 - 17,174 31,282 62,442 30,612 57,515 18,048 21,121       | 91 DAYS TO 1 YEAR 15,385,000 12,377,608 12,323,944 | TOTAL  32,37 12,75 12,75 12,75 12,75 12,06 12,06 15,423,83 96,66 88,83 15,385,00 12,377,60 12,323,94 17,17 31,28 62,44 30,61 57,51 18,04 21,12  |
|--|--|--|--|--|---|--|--|--|--|---|---|--|---|
| corrowings from financial institutions porowings from financial instit | 74XPAYER ID<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3  | Banco Security  | COUNTRY Chile  | TAXPAYER ID  446.410.828-4  448.660.440-4  448.660.440-4  448.660.440-4  448.660.440-4  448.660.440-4  448.660.440-4  453.467.396-0  454.231.616-6  458.340.168-2  458.915.828-3  464.826.168-9  464.8340.9  467.788.340-0  472.815168-K  472.815168-K  472.815168-K  472.815168-K  472.928.340-7  472.928.340-7   | THE BANK OF NEW YORK MELLON KOREA EXCHANGE BANK COMEREZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | UNITED STATES SOUTH KOREA ITALY PANAMA CHINA CHINA UNITED STATES UNITED STATES CHINA   | USD                  | AMORITZATION QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00% | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 32,371<br>12,750<br>12,751<br>12,751<br>12,751<br>12,067<br>12,068<br>17,257<br>96,664<br>88,830<br>  | YEAR   | 32,37<br>12,75<br>12,75<br>12,75<br>12,06<br>12,06<br>15,423,83<br>96,66<br>88,83<br>15,385,00<br>12,377,60<br>16,60<br>12,323,94<br>17,17<br>31,28<br>62,44<br>30,61<br>57,51<br>18,04 |
| corrowings from financial institutions shorowings from fi | 97.053.005-3   | Banco Security  | Chile  | 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.340.168-2 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472815168-K 472928.340-7 472.928.340-7   | KOREA EXCHANGE BANK COMMETBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK STANDARD CHARTERED BANK  | SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA TIALY PANAMA CHINA   | USD                  | QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL MONTHLY MONTHLY MONTHLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00%                   | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%  | 12,750<br>12,751<br>12,751<br>12,751<br>12,067<br>12,068<br>17,257<br>96,664<br>88,830<br>  | 15,385,000<br>12,377,608                           | 12,7<br>12,7<br>12,7<br>12,0<br>12,0<br>15,423,8<br>96,6<br>88,8,<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5                                   |
| corrowings from financial institutions shorowings from fi | 97.053.005-3  | Banco Security   | Chile  | 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472.815168-K  | KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA ITALY PANAMA CHINA   | USD                  | QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL MONTHLY MONTHLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY   | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00%                            | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00%           | 12,751<br>12,751<br>12,067<br>12,068<br>17,257<br>96,664<br>88,830<br>16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048      | 15,385,000<br>12,377,608                           | 12,7<br>12,7<br>12,7<br>12,0<br>12,0<br>15,423,8<br>96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5                                    |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 448.660.440-4 448.660.440-4 448.660.440-4 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.915.828-3 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472815168-K 472928.340-7 472.928.340-7   | KOREA EXCHANGE BANK KOREA EXCHANGE BANK KOREA EXCHANGE BANK KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | SOUTH KOREA SOUTH KOREA SOUTH KOREA SOUTH KOREA ITALY PANAMA CHINA CHINA UNITED STATES CHINA   | USD USD USD EURO USD | QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL ANNUAL ANNUAL MONTHLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY   | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                   | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%           | 12,751<br>12,751<br>12,068<br>17,257<br>-<br>96,664<br>88,830<br>-<br>16,607<br>-<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048 | 15,385,000<br>12,377,608                           | 12,7<br>12,0<br>12,0<br>12,0<br>15,423,8<br>96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 448.660.440-4 448.660.440-4 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.340.168-2 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472815168-K 472928.340-7 472.928.340-7   | KOREA EXCHANGE BANK KOREA EXCHANGE BANK KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK   | SOUTH KOREA SOUTH KOREA TOUTH KOREA TITALY PANAMA CHINA CHINA UNITED STATES CHINA  | USD USD USD EURO USD | QUARTERLY QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL ANNUAL MONTHLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                                     | 0.00%<br>0.00%<br>0.00%<br>1.95%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                    | 12,751<br>12,068<br>17,257<br>96,664<br>88,830<br>16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048                          | 15,385,000<br>12,377,608                           | 12,71,12,12,12,12,12,12,12,12,12,12,12,12,12  |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 448.660.440-4 448.660.440-4 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.340.168-2 458.915.828-3 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472815168-K 472928.340-7 472.928.340-7   | KOREA EXCHANGE BANK KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | SOUTH KOREA SOUTH KOREA ITALY PANAMA CHINA CHINA UNITED STATES UNITED STATES CHINA   | USD USD EURO USD     | QUARTERLY QUARTERLY QUARTERLY ANNUAL MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                                     | 0.00%<br>0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                    | 12,067<br>12,068<br>17,257<br>-<br>96,664<br>88,830<br>-<br>16,607<br>-<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048           | 15,385,000<br>12,377,608                           | 12,00<br>12,00<br>17,21<br>15,423,81<br>96,60<br>88,83<br>15,385,00<br>12,377,60<br>16,60<br>12,323,9-<br>17,11;<br>31,24<br>90,61<br>57,51   |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 448.660.440-4 453.467.396-0 454.231.616-6 458.340.168-2 458.340.168-2 458.915.828-3 458.915.828-3 464.826.168-9 464.843.168-1 467.788.340-0 472815168-K 472815168-K 472815168-K 472815168-K 472815168-K 472815168-K 472815168-K 472928.340-7 472.928.340-7   | KOREA EXCHANGE BANK COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | SOUTH KOREA ITALY PANAMA CHINA CHINA UNITED STATES CHINA   | USD EURO USD         | QUARTERLY QUARTERLY ANNUAL MONTHLY MONTHLY ANNUAL ANNUAL ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%                            | 0.00%<br>0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                    | 12,068<br>17,257<br>-<br>96,664<br>88,830<br>-<br>16,607<br>-<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048                     | 15,385,000<br>12,377,608                           | 12,0<br>17,2<br>15,423,8<br>96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 453.467.396-0<br>454.231.616-6<br>458.340.168-2<br>458.340.168-2<br>458.915.828-3<br>458.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.928.340-7<br>472.928.340-7  | COMMERZBANK AG BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | ITALY PANAMA CHINA CHINA UNITED STATES UNITED STATES CHINA CHINA HONG KONG HONG KONG CHINA   | EURO USD             | QUARTERLY ANNUAL MONTHLY MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%                                     | 0.00%<br>1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                             | 17,257<br>-<br>96,664<br>88,830<br>-<br>16,607<br>-<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048                               | 15,385,000<br>12,377,608                           | 17,2<br>15,423,8<br>96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 454.231.616-6<br>458.340.168-2<br>458.340.168-2<br>458.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K  | BANK OF CHINA PANAMA BRANCH CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | PANAMA CHINA CHINA UNITED STATES UNITED STATES CHINA CHINA HONG KONG HONG KONG CHINA   | USD                  | ANNUAL MONTHLY MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY  | 1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 1.95%<br>0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%                                      | 96,664<br>88,830<br>16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 15,385,000<br>12,377,608                           | 15,423,8<br>96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2;<br>62,4<br>30,6<br>57,5   |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 458.340.168-2<br>458.340.168-2<br>458.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.928.340-7<br>472.928.340-7   | CHINA CONSTRUCTION BANK CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | CHINA CHINA UNITED STATES UNITED STATES CHINA HONG KONG HONG KONG CHINA  | USD                  | MONTHLY MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY QUARTERLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY   | 0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 0.00%<br>0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%                                      | 16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 15,385,000<br>12,377,608                           | 96,6<br>88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions porowings from financial institutions porowings from financial institutions porowings from financial institutions potential from the properties of the pr | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 458.340.168-2<br>458.915.828-3<br>468.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>467.788.340-0<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.928.340-7<br>472.928.340-7  | CHINA CONSTRUCTION BANK WELLS FARGO BANK NA NY WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | CHINA UNITED STATES UNITED STATES CHINA CHINA HONG KONG CHINA  | USD                  | MONTHLY ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY MONTHLY   | 0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 0.00%<br>2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 12,377,608   | 88,8<br>15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions porowings from financial instit | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 458.915.828-3<br>458.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>467.788.340-0<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.815168-K<br>472.928.340-7<br>472.928.340-7   | WELLS FARCO BANK N A NY WELLS FARGO BANK N A NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | UNITED STATES UNITED STATES CHINA CHINA HONG KONG HONG KONG CHINA CHINA CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD                  | ANNUAL ANNUAL QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY MONTHLY   | 2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 2.33%<br>2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 16,607<br>17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 12,377,608   | 15,385,0<br>12,377,6<br>16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions 9 formowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 458.915.828-3<br>464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>467.788.340-0<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7  | WELLS FARGO BANK NA NY WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | UNITED STATES CHINA CHINA HONG KONG HONG KONG CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD                  | ANNUAL QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY MONTHLY  | 2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 2.45%<br>0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 12,377,608   | 12,377,6<br>16,6<br>12,323,9<br>17,1'<br>31,2'<br>62,4<br>30,6<br>57,5  |
| corrowings from financial institutions 9 to rowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 464.826.168-9<br>464.843.168-1<br>467.788.340-0<br>467.788.340-0<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>47281548-K<br>47281548-K<br>47281548-K   | WELLS FARGO BANK CHINA CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA CHINA HONG KONG HONG KONG CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD                  | QUARTERLY ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY   | 0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 0.00%<br>2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  |  | 16,6<br>12,323,9<br>17,1<br>31,2<br>62,4<br>30,6<br>57,5<br>18,0  |
| corrowings from financial institutions 9 formowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  | 464.843.168-1<br>467.788.340-0<br>467.788.340-0<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>47281548-K<br>47281548-K  | CHINA DEVELOPMENT BANK WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI  | CHINA HONG KONG HONG KONG CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD                  | ANNUAL MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY   | 2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 2.62%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 17,174<br>31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 12,323,944   | 12,323,94<br>17,17<br>31,28<br>62,44<br>30,6<br>57,5  |
| corrowings from financial institutions 9 forrowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 467.788.340-0<br>467.788.340-0<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>47281548-K<br>47281548-K<br>472928.340-7<br>472.928.340-7   | WELLS FARGO BANK NA WELLS FARGO BANK NA STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | HONG KONG HONG KONG CHINA CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD<br>USD<br>USD<br>USD<br>USD<br>USD<br>USD<br>USD     | MONTHLY MONTHLY QUARTERLY QUARTERLY QUARTERLY MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%   | 31,282<br>62,442<br>30,612<br>57,515<br>18,048  | 12,323,944   | 17,17<br>31,28<br>62,44<br>30,6<br>57,5<br>18,04  |
| corrowings from financial institutions 9 forrowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 467.788.340-0<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7   | WELLS FARGO BANK NA  STANDARD CHARTERED BANK  STANDARD CHARTERED BANK HONG KONG LIMI  STANDARD CHARTERED BANK HONG KONG LIMI   | HONG KONG CHINA CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD<br>USD<br>USD<br>USD<br>USD<br>USD<br>USD            | MONTHLY  QUARTERLY  QUARTERLY  QUARTERLY  MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 0.00%<br>0.00%<br>0.00%<br>0.00%  | 31,282<br>62,442<br>30,612<br>57,515<br>18,048  |  | 31,28<br>62,44<br>30,6<br>57,5<br>18,04   |
| torrowings from financial institutions 9 torrowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security  | Chile  | 472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472928.340-7<br>472.928.340-7   | STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA CHINA CHINA CHINA CHINA CHINA HONG KONG  | USD<br>USD<br>USD<br>USD<br>USD<br>USD                   | QUARTERLY QUARTERLY QUARTERLY MONTHLY MONTHLY  | 0.00%<br>0.00%<br>0.00%<br>0.00%<br>0.00%  | 0.00%<br>0.00%<br>0.00%<br>0.00%  | 31,282<br>62,442<br>30,612<br>57,515<br>18,048  | -  | 31,28<br>62,44<br>30,6<br>57,5<br>18,04   |
| corrowings from financial institutions 9 forrowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile Chile Chile Chile Chile Chile Chile Chile Chile  | 472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7   | STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA<br>CHINA<br>CHINA<br>CHINA<br>HONG KONG  | OSU<br>OSU<br>OSU<br>OSU                                 | QUARTERLY<br>QUARTERLY<br>MONTHLY<br>MONTHLY   | 0.00%<br>0.00%<br>0.00%<br>0.00%   | 0.00%<br>0.00%<br>0.00%   | 30,612<br>57,515<br>18,048  | -  | 30,6°<br>57,5°<br>18,04   |
| corrowings from financial institutions 9 forrowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security   | Chile Chile Chile Chile Chile Chile Chile Chile Chile  | 472815168-K<br>472815168-K<br>472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7   | STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA<br>CHINA<br>CHINA<br>CHINA<br>HONG KONG  | OSU<br>OSU<br>OSU<br>OSU                                 | QUARTERLY<br>QUARTERLY<br>MONTHLY<br>MONTHLY   | 0.00%<br>0.00%<br>0.00%<br>0.00%   | 0.00%<br>0.00%<br>0.00%   | 30,612<br>57,515<br>18,048  | -  | 30,6°<br>57,5°<br>18,04   |
| corrowings from financial institutions 9 forrowings from financial institutions 9 forowings from financial institutions 9   | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security Banco Security Banco Security Banco Security Banco Security Banco Security  | Chile Chile Chile Chile Chile Chile Chile  | 472815168-K<br>472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7  | STANDARD CHARTERED BANK STANDARD CHARTERED BANK STANDARD CHARTERED BANK STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA<br>CHINA<br>CHINA<br>HONG KONG   | USD<br>USD<br>USD  | QUARTERLY<br>MONTHLY<br>MONTHLY  | 0.00%<br>0.00%<br>0.00%  | 0.00%<br>0.00%  | 57,515<br>18,048  | -  | 57,51<br>18,04  |
| corrowings from financial institutions 9 to rowings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security Banco Security Banco Security Banco Security Banco Security   | Chile<br>Chile<br>Chile<br>Chile<br>Chile  | 472815168-K<br>472815168-K<br>472.928.340-7<br>472.928.340-7   | STANDARD CHARTERED BANK STANDARD CHARTERED BANK STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA<br>CHINA<br>HONG KONG  | USD<br>USD<br>USD  | MONTHLY<br>MONTHLY   | 0.00%  | 0.00%   | 18,048  | -  | 18,04   |
| corrowings from financial institutions 9 forrowings from financial institutions 9 forowings from financial institutions 9 forowings from financial institutions 9 forrowings from financial institutions 9  | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security Banco Security Banco Security Banco Security  | Chile<br>Chile<br>Chile<br>Chile   | 472815168-K<br>472.928.340-7<br>472.928.340-7  | STANDARD CHARTERED BANK STANDARD CHARTERED BANK HONG KONG LIMI STANDARD CHARTERED BANK HONG KONG LIMI   | CHINA<br>HONG KONG   | USD<br>USD   | MONTHLY  | 0.00%  |   |   | ]  |   |
| corrowings from financial institutions 9 or ownings from financial institution | 97.053.005-3<br>97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security Banco Security Banco Security   | Chile<br>Chile<br>Chile  | 472.928.340-7<br>472.928.340-7   | STANDARD CHARTERED BANK HONG KONG LIMI<br>STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  |  |  | 0.0070  |   | -  | 41,14   |
| corrowings from financial institutions 9 forrowings from financial institutions 9   | 97.053.005-3<br>97.053.005-3<br>97.053.005-3   | Banco Security Banco Security  | Chile<br>Chile   | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  |  |  |  | 0.00%  | 0.00%   | 44,780  |  | 44,78   |
| corrowings from financial institutions 9 forrowings from financial institutions 9  | 97.053.005-3<br>97.053.005-3   | Banco Security   | Chile  |  |   | HUNG KUNG  | LICD   | •  |  | 0.00%   |   |  |   |
| corrowings from financial institutions 9 formowings from financial institutions 9   | 97.053.005-3   | ,  |  | 472.928.340-7  | STAINDAKD CHAKTEKED RAINK HUNG KUNG TIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  |   | 26,922  | -  | 26,97   |
| orrowings from financial institutions 9 forrowings from financial institutions 9  |  | Banco Security   |  | 472 020 240 7  |   | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 11,218  | -  | 11,21   |
| torrowings from financial institutions 9   | 97.053.005-3   | n c :  |  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 30,578  |  | 30,57   |
| torrowings from financial institutions 9  | 07.053.005.3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 15,289  | -  | 15,28   |
| torrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 9,056   | -  | 9,0   |
| corrowings from financial institutions 9 torrowings from financial institutions 9 torrowings from financial institutions 9 torrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 40,509  | -  | 40,5  |
| Aborrowings from financial institutions 9 Borrowings from financial institutions 9 Borrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 16,602  | -  | 16,60   |
| dorrowings from financial institutions 9<br>dorrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 44,780  | -  | 44,78   |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 39,878  | -  | 39,87   |
| •  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 4,143   | -  | 4,14  |
|  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 25,956  | -  | 25,95   |
|  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 18,462  | -  | 18,46   |
| 0  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 28,555  | -  | 28,55   |
| 9  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 9,677   | -  | 9,67  |
| •  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  | USD  | MONTHLY  | 0.00%  | 0.00%   | 44,770  | -  | 44,7  |
| •  | 97.053.005-3   | Banco Security   | Chile  | 472.928.340-7  | STANDARD CHARTERED BANK HONG KONG LIMI  | HONG KONG  |  | QUARTERLY  | 0.00%  | 0.00%   | 8,862   | -  | 8,8   |
| •  | 97.053.005-3   | Banco Security   | Chile  | 473.960.828-2  | SUMITOMO MITSUI BANKING CORPORATION   | UNITED STATES  |  | ANNUAL   | 1.39%  | 1.39%   | -   | 24,623,804   | 24,623,80   |
| •  | 97.053.005-3   | Banco Security   | Chile  | 473.960.828-2  | SUMITOMO MITSUI BANKING CORPORATION   | UNITED STATES  |  | ANNUAL   | 1.34%  | 1.34%   | -   | 18,481,190   | 18,481,19   |
| Forrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 473.960.828-2  | SUMITOMO MITSUI BANKING CORPORATION   | UNITED STATES  | USD  | QUARTERLY  | 1.64%  | 1.64%   | 6,157,222   | -  | 6,157,2   |
| Forrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 480.612.396-5  | UNICREDIT BANCA SPA CRED ITL  | ITALY  | EURO   | QUARTERLY  | 0.00%  | 0.00%   | 58,262  | -  | 58,2  |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.256-0  | BANCO CONTINENTAL LIMA  | Peru   | USD  | MONTHLY  | 0.00%  | 0.00%   | 34,923  | -  | 34,9  |
| lorrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 500.000.515-2  | INDUSTRIAL AND COMMERCIAL BANK OF CHINA   | CHINA  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 526,782   | -  | 526,7   |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.515-2  | INDUSTRIAL AND COMMERCIAL BANK OF CHINA   | CHINA  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 522,167   | -  | 522,1   |
| Forrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 500.000.602-7  | WELLS FARGO BANK, N.A.  | UNITED STATES  | USD  | MONTHLY  | 0.00%  | 0.00%   | 31,076  | -  | 31,0  |
| Forrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 500.000.620-5  | AGRICULTURAL BANK OF CHINA, THE   | CHINA  | USD  | MONTHLY  | 0.00%  | 0.00%   | 236,180   | -  | 236,1   |
| Forrowings from financial institutions 9   | 97.053.005-3   | Banco Security   | Chile  | 500.000.681-1  | WELLS FARGO BANK, N.A.  | SINGAPORE  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 56,735  | -  | 56,7  |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.689-7  | BANK OF CHINA   | CHINA  | USD  | MONTHLY  | 0.00%  | 0.00%   | 63,196  | -  | 63,1  |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.691-3  | CREDIT AGRICOLE   | FRANCE   | EURO   | MONTHLY  | 0.00%  | 0.00%   | 157,992   | -  | 157,9   |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.691-3  | CREDIT AGRICOLE   | FRANCE   | EURO   | MONTHLY  | 0.00%  | 0.00%   | 96,351  | -  | 96,3  |
| orrowings from financial institutions 9  | 97.053.005-3   | Banco Security   | Chile  | 500.000.696-5  | BANK OF TOKYO-MITSUBISHI UFJ,LTD.,THE   | JAPAN  | USD  | QUARTERLY  | 0.00%  | 0.00%   | 66,978  | -  | 66,97   |
| orrowings from financial institutions 9  | J0JJ.00J J   | Valores Security   | Chile  | 97.008.000-7   | BANCO CITIBANK  | CHILE  | USD  | MONTHLY  | 0.00%  | 0.00%   | 115,455   |  | 115,45  |
| onomings nom inidicide institutions 3  | 97.053.005-3   | S.A C.de B.  | CHIT   | J1.000.000*1   | DATE CHIDAIN  | CTILLE   | 030  | HONITILI   | 0.00/0   | U.UU/0  | 272,056,069   | 184,252,505  | 456,308,57  |





## DETAIL OF BONDS AS OF DECEMBER 31, 2018

|          |                    |                  |                  |                      |                         |                                    |                   |                 |                               |                          |                      |            | CARRYING AMOUNT   |               |  |  |  |        |  |          |  |  |
|----------|--------------------|------------------|------------------|----------------------|-------------------------|------------------------------------|-------------------|-----------------|-------------------------------|--------------------------|----------------------|------------|-------------------|---------------|--|--|--|--------|--|----------|--|--|
|          |                    | NOMINAL          |                  |                      | PERIODICITY             |                                    | PERIODICITY       |                 | PERIODICITY                   |                          | PERIODICITY          |            | PERIODICITY       |               |  |  |  | ISSUER |  | MATURITY |  |  |
| SERIES   | INDEXATION<br>UNIT | AMOUNT<br>PLACED | MATURITY<br>DATE | INTEREST<br>PAYMENTS | PRINCIPAL PAYMENTS      | PLACEMENT<br>IN CHILE OR<br>ABROAD | EFFECTIVE<br>RATE | NOMINAL<br>RATE | ISSUER NAME                   | COUNTRY OF INCORPORATION | GUARANTEED<br>YES/NO | 0-90 DAYS  | 91 DAYS TO 1 YEAR | TOTAL         |  |  |  |        |  |          |  |  |
| BFSEC-A  | UF                 | 1,000,000        | 12/15/2022       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.50%             | 4.25%           | FACTORING S.A.                | CHILE                    | NO                   | -          | 208,682           | 208,682       |  |  |  |        |  |          |  |  |
| BSECU-K  | UF                 | 3,000,000        | 9/15/1932        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 8,999             | 8,999         |  |  |  |        |  |          |  |  |
| BSECU-F  | UF                 | 1,250,000        | 6/15/1938        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.52%             | 4.50%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 124,450           | 124,450       |  |  |  |        |  |          |  |  |
| BSECU-L3 | UF                 | 3,000,000        | 11/15/1935       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 3.80%             | 3.80%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 354,305           | 354,305       |  |  |  |        |  |          |  |  |
| BSECU-M  | UF                 | 1,189,000        | 10/15/1941       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.20%             | 4.20%           | GRUPO SECURITY                | CHILE                    | NO                   | -          | 288,205           | 288,205       |  |  |  |        |  |          |  |  |
| BSECU-N1 | UF                 | 1,500,000        | 12/10/1942       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 2.85%             | 2.85%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   |            | 67,507            | 67,507        |  |  |  |        |  |          |  |  |
| Series A | UF                 | 1,000,000        | 8/31/1938        | SEMI-ANNUAL          | BEGINNING THE 10TH YEAR | CHILE                              | 3.60%             | 3.38%           | INV. PREVISION SECURITY LTDA. | CHILE                    | NO                   | 312,254    | -                 | 312,254       |  |  |  |        |  |          |  |  |
| B3       | UF                 | 5,000,000        | 6/1/2019         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 1.25%             | 2.50%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 115,012,936       | 115,012,936   |  |  |  |        |  |          |  |  |
| B4       | UF                 | 5,000,000        | 6/1/2020         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.25%             | 2.25%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 136,604,967       | 136,604,967   |  |  |  |        |  |          |  |  |
| B5       | UF                 | 5,000,000        | 8/1/2021         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.40%             | 2.40%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 133,389,125       | 133,389,125   |  |  |  |        |  |          |  |  |
| B6       | UF                 | 3,000,000        | 10/1/2022        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.00%             | 2.00%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 77,394,924        | 77,394,924    |  |  |  |        |  |          |  |  |
| H1       | UF                 | 3,000,000        | 12/1/2029        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.42%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | 3,428,883  | 45,233,945        | 48,662,828    |  |  |  |        |  |          |  |  |
| K2       | UF                 | 4,000,000        | 11/1/2021        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.74%             | 3.25%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 107,731,727       | 107,731,727   |  |  |  |        |  |          |  |  |
| K3       | UF                 | 4,000,000        | 11/1/2022        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.53%             | 3.50%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 108,125,035       | 108,125,035   |  |  |  |        |  |          |  |  |
| K4       | UF                 | 5,000,000        | 10/1/2023        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.60%             | 3.60%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 138,871,080       | 138,871,080   |  |  |  |        |  |          |  |  |
| K5       | UF                 | 5,000,000        | 6/1/2024         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.80%           | BCO SECURITY                  | CHILE                    | NO                   |            | 134,004,512       | 134,004,512   |  |  |  |        |  |          |  |  |
| K6       | UF                 | 5,000,000        | 3/1/2025         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.75%           | BCO SECURITY                  | CHILE                    | NO                   |            | 133,547,659       | 133,547,659   |  |  |  |        |  |          |  |  |
| K7       | UF                 | 5,000,000        | 9/1/2025         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.75%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 139,272,172       | 139,272,172   |  |  |  |        |  |          |  |  |
| K8       | UF                 | 5,000,000        | 10/1/2026        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.80%             | 2.80%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 61,506,735        | 61,506,735    |  |  |  |        |  |          |  |  |
| M1       | UF                 | 3,000,000        | 7/1/2019         | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 3.24%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | 8,747,560  | 4,471,781         | 13,219,341    |  |  |  |        |  |          |  |  |
| N1       | UF                 | 3,000,000        | 7/1/2019         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 81,000,865        | 81,000,865    |  |  |  |        |  |          |  |  |
| R1       | UF                 | 3,000,000        | 6/1/2021         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | 8,685,754  | 21,547,976        | 30,233,730    |  |  |  |        |  |          |  |  |
| Z1       | UF                 | 19,000,000       | 7/1/2020         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 5.25%             | 5.25%           | BCO SECURITY                  | CHILE                    | NO                   |            | 76,560,802        | 76,560,802    |  |  |  |        |  |          |  |  |
| Z2       | UF                 | 7,200,000        | 2/1/2022         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 5.30%             | 5.30%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 62,301,863        | 62,301,863    |  |  |  |        |  |          |  |  |
|          |                    |                  |                  |                      |                         |                                    |                   |                 | TOTAL                         |                          |                      | 21,174,451 | 1,577,630,252     | 1,598,804,703 |  |  |  |        |  |          |  |  |

## DETAIL OF BONDS AS OF DECEMBER 31, 2017

|          |                    |                  |                  |                      |                         |                                    |                   |                 |                               |                          |                      |            | CARRYING AMOUNT   |               |
|----------|--------------------|------------------|------------------|----------------------|-------------------------|------------------------------------|-------------------|-----------------|-------------------------------|--------------------------|----------------------|------------|-------------------|---------------|
|          |                    | NOMINAL          |                  | ا                    | PERIODICITY             |                                    |                   |                 |                               | ISSUER                   |                      |            | MATURITY          |               |
| SERIES   | INDEXATION<br>UNIT | AMOUNT<br>PLACED | MATURITY<br>DATE | INTEREST<br>PAYMENTS | PRINCIPAL PAYMENTS      | PLACEMENT<br>IN CHILE OR<br>ABROAD | EFFECTIVE<br>RATE | NOMINAL<br>RATE | ISSUER NAME                   | COUNTRY OF INCORPORATION | GUARANTEED<br>YES/NO | 0-90 DAYS  | 91 DAYS TO 1 YEAR | TOTAL         |
| BFSEC-A  | UF                 | 1,000,000        | 12/15/2022       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.50%             | 4.25%           | FACTORING S.A.                | CHILE                    | NO                   | -          | 127,993           | 127,993       |
| BSECU-K  | UF                 | 3,000,000        | 9/15/1932        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 8,748             | 8,748         |
| BSECU-F  | UF                 | 1,250,000        | 6/15/1938        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.52%             | 4.50%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 122,327           | 122,327       |
| BSECU-L3 | UF                 | 3,000,000        | 11/15/1935       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 3.80%             | 3.80%           | GRUPO SECURITY S.A.           | CHILE                    | NO                   | -          | 344,438           | 344,438       |
| BSECU-M  | UF                 | 1,189,000        | 10/15/1941       | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.20%             | 4.20%           | GRUPO SECURITY                | CHILE                    | NO                   | -          | 280,178           | 280,178       |
| Series A | UF                 | 1,000,000        | 8/31/1938        | SEMI-ANNUAL          | BEGINNING THE 10TH YEAR | CHILE                              | 3.60%             | 3.38%           | INV. PREVISION SECURITY LTDA. | CHILE                    | NO                   | -          | 302,733           | 302,733       |
| B3       | UF                 | 5,000,000        | 6/1/2019         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 1.25%             | 2.50%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 113,773,673       | 113,773,673   |
| B4       | UF                 | 5,000,000        | 6/1/2020         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.25%             | 2.25%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 135,099,474       | 135,099,474   |
| B5       | UF                 | 5,000,000        | 8/1/2021         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.40%             | 2.40%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 110,115,214       | 110,115,214   |
| H1       | UF                 | 3,000,000        | 12/1/2029        | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 4.42%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 47,818,678        | 47,818,678    |
| K1       | UF                 | 3,000,000        | 1/1/2018         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 4.04%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | 81,602,849 | -                 | 81,602,849    |
| K2       | UF                 | 4,000,000        | 11/1/2021        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.74%             | 3.25%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 106,067,719       | 106,067,719   |
| K3       | UF                 | 4,000,000        | 11/1/2022        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.53%             | 3.50%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 106,994,830       | 106,994,830   |
| K4       | UF                 | 5,000,000        | 10/1/2023        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.60%             | 3.60%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 136,895,015       | 136,895,015   |
| K5       | UF                 | 5,000,000        | 6/1/2024         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.80%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 132,157,397       | 132,157,397   |
| К6       | UF                 | 5,000,000        | 3/1/2025         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.75%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 133,574,650       | 133,574,650   |
| K7       | UF                 | 5,000,000        | 9/1/2025         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.75%             | 2.75%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 139,505,852       | 139,505,852   |
| K8       | UF                 | 5,000,000        | 10/1/2026        | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 2.80%             | 2.80%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 19,058,485        | 19,058,485    |
| M1       | UF                 | 3,000,000        | 7/1/2019         | SEMI-ANNUAL          | SEMI-ANNUAL             | CHILE                              | 3.24%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | 4,282,426  | 13,233,751        | 17,516,177    |
| N1       | UF                 | 3,000,000        | 7/1/2019         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 80,994,885        | 80,994,885    |
| R1       | UF                 | 3,000,000        | 6/1/2021         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 29,771,105        | 29,771,105    |
| Z1       | CH\$               | 75,000,000,000   | 7/1/2020         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 5.25%             | 5.25%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 77,616,158        | 77,616,158    |
| 72       | CH\$               | 75,000,000,000   | 2/1/2022         | SEMI-ANNUAL          | AT MATURITY             | CHILE                              | 5.30%             | 5.30%           | BCO SECURITY                  | CHILE                    | NO                   | -          | 62,701,704        | 62,701,704    |
|          |                    |                  |                  |                      |                         |                                    |                   |                 | TOTAL                         |                          |                      | 85,885,275 | 1,446,565,007     | 1,532,450,282 |





# **NOTE 19 - OTHER CURRENT NON-FINANCIAL LIABILITIES**

As of December 31, 2018 and 2017, this account includes the following:

|   | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| BANK  |                                 |                                 |
| Letters of credit paid in cash                  | 40                              | 1,585,217                       |
| Demand deposits                                 | 2,494,375                       | 2,194,947                       |
| Expired time deposits                           | 2,847,253                       | 4,336,187                       |
| Available funds mortgage loans                  | 17,800,560                      | 46,566,247                      |
| Current transactions pending payment            | 1,109,285                       | 1,224,371                       |
| Pending payment orders                          | 3,048,755                       | 2,847,180                       |
| Collection on behalf of clients                 | 6,237,710                       | 2,627,785                       |
| Collections made but not yet received           | 8,325,616                       | 9,318,023                       |
| Credit balances from exchange rate transactions | 6                               | (1,085)                         |
| Credit card balances payable                    | 932,107                         | 13,221,893                      |
| Cashier's checks                                | 51,887,271                      | 55,271,909                      |
| Other non-financial liabilities, current        | 7,777,750                       | 6,395,701                       |
| Performance bonds                               | 7,455,987                       | 7,194,731                       |
| PARENT COMPANY AND OTHER SUBSIDIARIES           |                                 |                                 |
| Dividends payable (*)                           | 17,190,001                      | 15,996,069                      |
| Taxes payable                                   | 1,416,386                       | 2,525,466                       |
| Third-party obligations                         | 6,161,003                       | 10,393,745                      |
| Taxes payable                                   | (109,470)                       | (11,553)                        |
| Second category tax                             | 11,241                          | 17,265                          |
| Single employee tax                             | 299,412                         | 464,930                         |
| VAT debit                                       | 923,941                         | 1,129,397                       |
| Compensation payable                            | 60,606                          | -                               |
| Monthly provisional tax prepayments payable     | 2,869                           | 19,096                          |
| Other payables                                  | 1,741,678                       | 4,572                           |
| Deferred income                                 | 8,800,997                       | 5,604,258                       |
| TOTAL   | 146,415,379                     | 188,926,351                     |

| *DIVIDENDS PAYABLE             | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--------------------------------|----------------------|----------------------|
| Profit for the year            | 80,548,352           | 74,707,915           |
| Minimum dividend provision 30% | 24,164,506           | 22,412,375           |
| Dividends paid during the year | (7,020,500)          | (6,445,284)          |
| Dividends pending DCV          | 45,995               | 28,978               |
| TOTAL                          | 17,190,001           | 15,996,069           |

# **NOTE 20 - CURRENT TAX LIABILITIES**

As of December 31, 2018 and 2017, this account includes the following:

|                       | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|-----------------------|---------------------------------|---------------------------------|
| Additional tax        | 80,054                          | 76,603                          |
| Income tax provision  | 21,796,094                      | 24,587,594                      |
| Article 21 provision  | -                               | 216,926                         |
| Stamp tax             | 81,811                          | -                               |
| Other tax liabilities | 852,490                         | -                               |
| TOTAL                 | 22,810,449                      | 24,881,123                      |

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# **NOTE 21 - OTHER SHORT-TERM PROVISIONS**

Short-term provisions include the following items:

|                                       | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---------------------------------------|---------------------------------|---------------------------------|
| BANK                                  |                                 |                                 |
| Loans to foreign banks                | 36,814                          | -                               |
| Commercial loans                      | 64,180,199                      | 58,495,243                      |
| Lease agreements                      | 4,647,797                       | 3,128,978                       |
| Mortgage loans                        | 1,063,912                       | 1,265,128                       |
| Consumer loans                        | 20,261,619                      | 17,489,858                      |
| Contingent loan risk                  | 7,344,583                       | 7,856,191                       |
| Repossessed or awarded assets         | 5,200                           | 1,636                           |
| Minimum dividends                     | 5,493                           | 4,763                           |
| Country risk                          | 261,629                         | 214,625                         |
| Other provisions                      | 6,172,019                       | 6,889,324                       |
| PARENT COMPANY AND OTHER SUBSIDIARIES |                                 |                                 |
| Bonds                                 | -                               | 55,657                          |
| Portfolio fluctuations                | 682,122                         | 770,256                         |
| Provisions for other expenses         | 19,663,448                      | 21,527,768                      |
| TOTAL                                 | 124,324,835                     | 117,699,427                     |

# **NOTE 22 - EMPLOYEE BENEFIT PROVISIONS**

|                     | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---------------------|---------------------------------|---------------------------------|
| Vacation provision  | 7,912,561                       | 7,078,840                       |
| Indemnity provision | 1,109,564                       | 1,106,696                       |
| Bonus provision     | 235,834                         | 514,998                         |
| Taxes payable       | -                               | 7,174                           |
| TOTAL               | 9,257,959                       | 8,707,708                       |





# **NOTE 23 - OTHER NON-CURRENT FINANCIAL LIABILITIES**

|   | BALANCE<br>12.31.2018<br>THCH\$                       | BALANCE<br>12.31.2017<br>THCH\$                       |
|---|---|---|
| Borrowings from financial institutions  | 32,258,233  | 42,277,499  |
| SUBTOTAL, BORROWINGS FROM FINANCIAL INSTITUTIONS  | 32,258,233  | 42,277,499  |
| Long-term outstanding bond obligations Subordinated bonds Indexation payable on subordinated bonds Interest payable on subordinated bonds | 309,799,854<br>187,760,394<br>46,468,513<br>2,212,124 | 266,156,683<br>191,307,907<br>43,614,105<br>2,293,812 |
| Deferred price difference on subordinated bonds   | 580,896   | 220,765   |
| Expenses for subordinated bonds   | (30,531)  | (35,951)  |
| SUBTOTAL, BONDS PAYABLE   | 546,791,250   | 503,557,321   |
| Discount on bond placement Other obligations  | (6,530,086)<br>5,791,901                              | (5,079,154)   |
| TOTAL   | 578,311,298   | 540,755,666   |

## DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2018

|  |                       |  |                   |                         |                  | THCH                | ı\$      |                      |           |           |                 |           |                      |            |  |  |
|--|-----------------------|--|-------------------|-------------------------|------------------|---------------------|----------|----------------------|-----------|-----------|-----------------|-----------|----------------------|------------|--|--|
|  |                       |  |                   |                         |                  |                     |          |                      |           |           | CARRYING AMOUNT |           |                      |            |  |  |
|  |                       |  |                   |                         |                  |                     |          |                      | EFFECTIVE | NOMINAL   |                 | MAT       | URITY                |            |  |  |
|  | TAXPAYER ID<br>Debtor | DEBTOR<br>NAME                         | DEBTOR<br>COUNTRY | TAXPAYER ID<br>CREDITOR | CREDITOR<br>NAME | CREDITOR<br>COUNTRY | CURRENCY | TYPE OF AMORTIZATION | RATE<br>% | RATE<br>% | 1-3 YEARS       | 3-5 YEARS | MORE THAN 5<br>YEARS | TOTAL      |  |  |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Previsión<br>Security Ltda | Chile             | 97.006.000-6            | Banco BCI        | Chile               | CH\$     | Semi-annual          | 7.01%     | 7.01%     | 2,556,875       | 2,556,875 | 5,113,750            | 10,227,500 |  |  |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Previsión<br>Security Ltda | Chile             | 99.500.410-0            | Banco de Chile   | Chile               | CH\$     | Semi-annual          | 7.19%     | 7.19%     | 3,571,364       | 3,571,364 | 1,785,682            | 8,928,410  |  |  |
| Borrowings from financial institutions | 78.769.870-0          | Inversiones Previsión<br>Security Ltda | Chile             | 99.500.410-0            | Banco Consorcio  | Chile               | CH\$     | Semi-annual          | 4.44%     | 4.46%     | 3,142,688       | 3,142,687 | 6,285,375            | 12,570,750 |  |  |
| Borrowings from financial institutions | 20,517,207,331        | Protecta Compañía<br>Seguros SA        | Peru              | 20100130204             | Banco de Crédito | Peru                | USD      | Monthly              | 4.94%     | 4.94%     |                 | 531,573   |                      | 531,573    |  |  |
| TOTAL                                  |                       |  |                   |                         |                  |                     |          |                      |           |           | 9,270,927       | 9,802,499 | 13,184,807           | 32,258,233 |  |  |

# DETAIL OF BORROWINGS FROM FINANCIAL INSTITUTIONS AS OF DECEMBER 31, 2017

| THCH\$   |                       |                                |                   |                         |                                |                     |          |                      |                        |                      |                 |           |                      |            |
|--|-----------------------|--------------------------------|-------------------|-------------------------|--------------------------------|---------------------|----------|----------------------|------------------------|----------------------|-----------------|-----------|----------------------|------------|
|  |                       |                                |                   |                         |                                |                     |          |                      |                        |                      | CARRYING AMOUNT |           |                      |            |
|  |                       |                                |                   |                         |                                |                     |          |                      | EFFECTIVE<br>RATE<br>% | NOMINAL<br>RATE<br>% | MATURITY        |           |                      |            |
|  | TAXPAYER ID<br>Debtor | DEBTOR<br>NAME                 | DEBTOR<br>COUNTRY | TAXPAYER ID<br>CREDITOR | CREDITOR<br>NAME               | CREDITOR<br>COUNTRY | CURRENCY | TYPE OF AMORTIZATION |                        |                      | 1-3 YEARS       | 3-5 YEARS | MORE THAN 5<br>YEARS | TOTAL      |
| Long-term borrowings from financial institutions | 78.769.870-0          | Inv. Seguros Security<br>Ltda. | Chile             | 97.004.000-5            | BANCO CREDITO<br>E INVERSIONES | Chile               | CH\$     | Monthly              | 6.78%                  | 6.78%                | 10,550,837      | -         | -                    | 10,550,837 |
| Long-term borrowings from financial institutions | 78.769.870-0          | Inv. Seguros Security<br>Ltda. | Chile             | 97.006.000-6            | BANCO DE<br>CHILE              | Chile               | CH\$     | Monthly              | 6.75%                  | 6.75%                | 1,278,438       | 2,556,875 | 6,392,188            | 10,227,501 |
| Long-term borrowings from financial institutions | 78.769.870-0          | Inv. Seguros Security<br>Ltda. | Chile             | 99.500.410-0            | BANCO<br>CONSORCIO             | Chile               | CH\$     | Monthly              | 6.33%                  | 6.33%                | 1,785,682       | 3,571,364 | 3,571,364            | 8,928,410  |
| Long-term borrowings from financial institutions | 78.769.870-0          | Inv. Seguros Security<br>Ltda. | Chile             | 99.500.410-0            | BANCO<br>CONSORCIO             | Chile               | CH\$     | Monthly              | 5.56%                  | 5.56%                | 1,571,344       | 3,142,688 | 7,856,719            | 12,570,751 |
| TOTAL  |                       |                                |                   |                         |                                |                     |          |                      |                        |                      | 15,186,301      | 9,270,927 | 17,820,271           | 42,277,499 |









# **DETAIL OF BONDS AS OF DECEMBER 31, 2018**

| THCH\$   |   |                  |                  |                      |                            |                       |                   |                 |                               |                   |                      |                 |            |                      |            |
|----------|---|------------------|------------------|----------------------|----------------------------|-----------------------|-------------------|-----------------|-------------------------------|-------------------|----------------------|-----------------|------------|----------------------|------------|
|          |   |                  |                  |                      |                            |                       |                   |                 |                               |                   |                      | CARRYING AMOUNT |            |                      |            |
|          | NOMINAL   |                  |                  | PERIO                | DICITY                     | PLACEMENT             |                   |                 |                               |                   |                      | MATURITY        |            |                      |            |
| SERIES   | INDEXATION<br>UNIT                                  | AMOUNT<br>PLACED | MATURITY<br>Date | INTEREST<br>PAYMENTS | AMORTIZATION PAYMENTS      | IN CHILE OR<br>ABROAD | EFFECTIVE<br>RATE | NOMINAL<br>RATE | ISSUER NAME                   | ISSUER<br>COUNTRY | GUARANTEED<br>YES/NO | 1-3 YEARS       | 3-5 YEARS  | MORE THAN 5<br>YEARS | TOTAL      |
| BSECU-L3 | UF  | 3,000,000        | 11/15/1935       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 3.80%             | 3.80%           | GRUPO SECURITY S.A.           | CHILE             | NO                   |                 |            | 82,697,370           | 82,697,370 |
| BSECU-F  | UF  | 1,250,000        | 6/15/1938        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.52%             | 4.50%           | GRUPO SECURITY S.A.           | CHILE             | NO                   |                 |            | 1,366,229            | 1,366,229  |
| BSECU-K  | UF  | 3,000,000        | 9/15/1932        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE             | NO                   |                 |            | 82,697,371           | 82,697,371 |
| BSECU-M  | UF  | 1,189,000        | 10/15/1941       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE             | NO                   |                 |            | 32,775,724           | 32,775,724 |
| BSECU-N1 | UF  | 1,500,000        | 12/10/1942       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 2.85%             | 2.85%           | GRUPO SECURITY S.A.           | CHILE             | NO                   |                 |            | 41,348,685           | 41,348,685 |
| BFSEC-A  | UF  | 1,000,000        | 12/15/2017       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.50%             | 2.47%           | FACTORING SECURITY            | CHILE             | NO                   |                 | 41,348,685 |                      | 41,348,685 |
| Series A | UF  | 1,000,000        | 8/31/1938        | SEMI-ANNUAL          | BEGINNING THE<br>10TH YEAR | CHILE                 | 3.60%             | 3.38%           | INV. PREVISION SECURITY LTDA. | CHILE             | NO                   |                 |            | 27,565,790           | 27,565,790 |
| USECC    | UF  | 500,000          | 7/1/2018         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 7.16%             | 6.50%           | BCO SECURITY                  | CHILE             | NO                   | 1,367,949       | -          | -                    | 1,367,949  |
| USECD    | UF  | 750,000          | 9/1/2022         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 7.38%             | 6.00%           | BCO SECURITY                  | CHILE             | NO                   | 5,830,294       | 3,164,293  | -                    | 8,994,588  |
| USECE    | UF  | 1,200,000        | 5/1/2028         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.47%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | 6,919,175       | 4,612,783  | 12,685,232           | 24,217,190 |
| USECJ1   | UF  | 2,000,000        | 12/1/1931        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE             | NO                   | 8,875,826       | 6,369,881  | 33,819,407           | 49,065,114 |
| USECJ2   | UF  | 3,000,000        | 3/1/1937         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.05%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | -               | -          | 80,735,560           | 80,735,560 |
| USECJ3   | UF  | 2,500,000        | 10/1/1938        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.00%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | -               | -          | 72,610,995           | 72,610,995 |
|          | TOTAL 22,993,244 55,495,643 468,302,363 546,791,250 |                  |                  |                      |                            |                       |                   |                 |                               |                   |                      |                 |            |                      |            |

# DETAIL OF BONDS AS OF DECEMBER 31, 2017

| BALANCE 12.31.2017<br>THCH\$ |  |                             |                  |                      |                            |                       |                   |                 |                               |                   |                      |                 |             |                      |            |
|------------------------------|--|-----------------------------|------------------|----------------------|----------------------------|-----------------------|-------------------|-----------------|-------------------------------|-------------------|----------------------|-----------------|-------------|----------------------|------------|
|                              |  | NOMINAL<br>AMOUNT<br>PLACED | MATURITY<br>DATE |                      |                            |                       |                   |                 |                               |                   |                      | CARRYING AMOUNT |             |                      |            |
|                              |  |                             |                  | PERIODICITY          |                            | PLACEMENT             |                   |                 |                               |                   |                      |                 | MATURITY    |                      |            |
|                              | INDEXATION<br>UNIT                                 |                             |                  | INTEREST<br>PAYMENTS | AMORTIZATION PAYMENTS      | IN CHILE OR<br>ABROAD | EFFECTIVE<br>RATE | NOMINAL<br>RATE | ISSUER NAME                   | ISSUER<br>COUNTRY | GUARANTEED<br>YES/NO | 1-3 YEARS       | 3-5 YEARS   | MORE THAN 5<br>YEARS | TOTAL      |
| BSECU-L3                     | UF   | 3,000,000                   | 11/15/1935       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 3.80%             | 3.80%           | GRUPO SECURITY S.A.           | CHILE             | NO                   | -               | -           | 80,394,420           | 80,394,420 |
| BSECU-F                      | UF   | 1,250,000                   | 6/15/1938        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.52%             | 4.50%           | GRUPO SECURITY S.A.           | CHILE             | NO                   | -               | -           | 1,430,351            | 1,430,351  |
| BSECU-K                      | UF   | 3,000,000                   | 9/15/1932        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE             | NO                   | -               | -           | 84,998,830           | 84,998,830 |
| BSECU-M                      | UF   | 1,189,000                   | 10/15/1941       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.20%             | 4.20%           | GRUPO SECURITY S.A.           | CHILE             | NO                   | -               | -           | 31,862,988           | 31,862,988 |
| BFSEC-A                      | UF   | 1,000,000                   | 12/15/2017       | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.50%             | 2.47%           | FACTORING SECURITY            | CHILE             | NO                   |                 |             | 40,223,501           | 40,223,501 |
| Series A                     | UF   | 1,000,000                   | 8/31/1938        | SEMI-ANNUAL          | BEGINNING THE<br>10TH YEAR | CHILE                 | 3.60%             | 3.38%           | INV. PREVISION SECURITY LTDA. | CHILE             | NO                   |                 |             | 27,246,593           | 27,246,593 |
| USECC                        | UF   | 500,000                     | 7/1/2018         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 7.16%             | 6.50%           | BCO SECURITY                  | CHILE             | NO                   | 2,761,530       | -           | -                    | 2,761,530  |
| USECD                        | UF   | 750,000                     | 9/1/2022         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 7.38%             | 6.00%           | BCO SECURITY                  | CHILE             | NO                   | 5,710,673       | 4,243,649   | -                    | 9,954,322  |
| USECE                        | UF   | 1,200,000                   | 5/1/2028         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.47%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | 6,800,706       | 4,533,804   | 12,468,038           | 23,802,548 |
| USECJ1                       | UF   | 2,000,000                   | 12/1/1931        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 3.00%             | 3.00%           | BCO SECURITY                  | CHILE             | NO                   | 8,734,589       | 6,268,520   | 33,281,253           | 48,284,362 |
| USECJ2                       | UF   | 3,000,000                   | 3/1/1937         | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.05%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | -               | -           | 81,024,978           | 81,024,978 |
| USECJ3                       | UF   | 2,500,000                   | 10/1/1938        | SEMI-ANNUAL          | SEMI-ANNUAL                | CHILE                 | 4.00%             | 4.00%           | BCO SECURITY                  | CHILE             | NO                   | -               | -           | 71,572,898           | 71,572,898 |
|                              | TOTAL 24,007,498 15,045,973 464,503,850 503,557,32 |                             |                  |                      |                            |                       |                   |                 |                               |                   |                      |                 | 503,557,321 |                      |            |





# **NOTE 24 - NON-CURRENT PAYABLES**

As of December 31, 2018 and 2017, this account includes the following:

|                                       | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---------------------------------------|---------------------------------|---------------------------------|
| BANK                                  |                                 |                                 |
| Brokerage payables                    | 34,474,738                      | 42,347,556                      |
| Long-term accounts and notes payable  | 35,159,829                      | 39,482,372                      |
| Unearned income                       | 1,795,028                       | 703,324                         |
| Other liabilities                     | 16,994,848                      | 4,237,760                       |
| PARENT COMPANY AND OTHER SUBSIDIARIES |                                 |                                 |
| Long-term lease obligations           | 1,524,248                       | 1,085,058                       |
| Long-term notes payable               | 2,928,182                       | 4,987,878                       |
| TOTAL                                 | 92,876,874                      | 92,843,948                      |

# NOTE 25 - CURRENT ACCOUNTS PAYABLE TO RELATED PARTIES

As of December 31, 2018 and 2017, this account includes the following:

| TAXPAYER ID<br>NUMBER   | COMPANY                                      | COUNTRY | RELATIONSHIP      | CURRENCY | OWNERSHIP<br>INTEREST | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|-------------------------|--|---------|-------------------|----------|-----------------------|---------------------------------|---------------------------------|
| 96.588.080-1            | Principal Cía. de Seguros de Vida Chile S.A. | Chile   | Through ownership | CH\$     | 49%                   | 994,592                         | 1,948,848                       |
| TOTAL 994,592 1,948,848 |  |         |                   |          | 1,948,848             |                                 |                                 |

Principal Compañía de Seguros de Vida Chile S.A., an entity that does not belong to Grupo Security, has a relationship with the subsidiary Hipotecaria Security Principal S.A., because of transactions related to perceived dividends, which are paid the month after receipt.

This company is part of Principal Servicios de Administración S.A., which has a 48.997% interest in the subsidiary Hipotecaria Security Principal S.A., with 349,956 shares acquired in July 2012.







# NOTE 26 - NON-CURRENT ACCOUNTS PAYABLE TO RELATED PARTIES

As of December 31, 2018 and 2017, this account includes the following:

| TAXPAYER ID<br>NUMBER | COMPANY               | COUNTRY | RELATIONSHIP       | CURRENCY | OWNERSHIP<br>INTEREST | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|-----------------------|-----------------------|---------|--------------------|----------|-----------------------|---------------------------------|---------------------------------|
| 76.213.641-4          | Inversiones CMC Ltda. | Chile   | Through management | CH\$     | 0%                    | 3,322,762                       | 1,948,272                       |
|                       |                       |         |                    |          | TOTAL                 | 3,322,762                       | 1,948,272                       |

This is an endorsable promissory note with the following characteristics:

- AMOUNT: UF 35,160 - INTEREST: 5.75%

MATURITY: December 2021

## **NOTE 27 - REVENUE AND EXPENSES**

## A) REVENUE AND OTHER OPERATING INCOME

Revenue is calculated at the fair value of the consideration received or to be received and represents the amounts receivable for the assets delivered and the services rendered in the ordinary course of business of Grupo Security.

Sales of assets are recognized when substantially all of the risks and advantages that Grupo Security has over the assets have been transferred.

Service revenue is also recognized considering the stage of completion of the services provided as of the reporting date, provided that the outcome of the transaction can be reliably estimated. In other words, the amount of the revenue can be reliably measured, it is probable that the economic benefits associated with the transaction will flow to the Company, the stage of completion of the transaction at the end of the reporting period can be measured reliably and the costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

Interest income is accrued according to a financial criterion, as established under IFRS, and in relation to the balance of unpaid principal that is expected to be recovered, net of allowances for doubtful accounts and the applicable effective interest rate.





For the years ended December 31, 2018 and 2017, this account includes the following:

|   | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Factoring revenue                             | 31,113,639           | 28,540,031           |
| Securitization revenue                        | 3,990,655            | 1,037,898            |
| Gross written premiums Vida Security          | 333,710,202          | 482,042,999          |
| Other interest income Vida Security           | 58,670,093           | 127,422,794          |
| Insurance brokerage commissions               | 6,037,628            | 5,858,539            |
| Real estate advisory and other services       | 1,097,661            | 5,344,329            |
| Advisory and other services                   | 13,551,896           | 374,497              |
| Sales revenue                                 | 25,488,945           | 37,870,332           |
| Investment income                             | 50,512,766           | 2,393,001            |
| Lease income                                  | 3,630                | 15,160,929           |
| Fee and commission income                     | 12,092,928           | 18,235,905           |
| INTEREST                                      |                      |                      |
| Repurchase agreements                         | 12,637               | 83,385               |
| Loans and advances to banks                   | 720,590              | 1,048,542            |
| Commercial loans                              | 200,795,057          | 194,100,577          |
| Mortgage loans                                | 21,207,132           | 21,170,341           |
| Consumer loans                                | 53,604,308           | 50,137,627           |
| Investment securities                         | 20,493,456           | 22,137,999           |
| Financial instruments held for trading        | 3,652,904            | 3,728,983            |
| Other interest income                         | 6,525,205            | 4,834,629            |
| INDEXATION                                    |                      |                      |
| Commercial loans                              | 49,532,734           | 23,916,778           |
| Mortgage loans                                | 17,350,962           | 9,881,894            |
| Consumer loans                                | (1,221)              | 186                  |
| Investment securities                         | 2,681,372            | 1,612,553            |
| Financial instruments held for trading        | · · -                | 231,169              |
| Other indexation earned                       | 191,578              | 93,322               |
| FEES AND COMMISSIONS                          |                      |                      |
| Loans funded with mortgage bonds              | 26,726               | 32,464               |
| Lines of credit and overdrafts                | 1,304,238            | 1,957,385            |
| Guarantees and letters of credit              | 5,566,368            | 5,109,222            |
| Credit card services                          | 8,714,490            | 8,601,624            |
| Account maintenance                           | 4,196,353            | 3,253,753            |
| Collections and payments                      | 14,002,367           | 14,054,230           |
| Securities brokerage and management           | 13,355,048           | 6,799,828            |
| Mutual funds and other investments            | 24,853,101           | 23,015,349           |
| Other fees and commissions earned             | 12,610,704           | 9,255,180            |
| FINANCIAL OPERATING INCOME                    |                      |                      |
| Net gain on instruments held for trading      | 2,928,382            | 5,825,926            |
| Trading derivatives                           | 11,764,053           | 22,103,511           |
| Net gain on investments available for sale    | 1,951,961            | 3,469,993            |
| Sale of loan portfolio                        | 1,326,022            | 1,030,488            |
| Other income                                  | 3,741,824            | 3,536,154            |
| OTHER OPERATING INCOME                        |                      |                      |
| Income from repossessed or awarded assets     | 468,855              | 476,112              |
| Release of provisions for contingencies       | 136,037              | 109,805              |
| Gain on sale of property, plant and equipment | 486,656              | 997,816              |
| Rental payments received                      | 155,033              | 149,069              |
| Recovery of expenses                          | 1,785,311            | 603,284              |
| Penalty interest                              | 42,095               | 198,746              |
| Other operating income from leases            | 587,207              | 376,292              |
| Other income                                  | 1,098,813            | 9,552,387            |
| TOTAL   | 1,024,138,401        | 1,177,767,857        |









# B) COST OF SALES

The detail of cost of sales is as follows:

|  | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--|----------------------|----------------------|
| Cost of sales, Factoring                     | 8,702,850            | 8,093,134            |
| Cost of sales, Inmobiliaria Security         | 15,014,160           | 22,867,295           |
| Cost of sales, Vida Security                 | 360,670,427          | 560,687,312          |
| Cost of sales, other subsidiaries            | 20,991,202           | 10,573,950           |
| Other fees and commissions                   | 554,754              | (82,448)             |
| Other costs                                  | 476,873              | 195,265              |
| INTEREST                                     |                      |                      |
| Demand deposits                              | 159,261              | 74,224               |
| Repurchase agreements                        | 592,970              | 822,805              |
| Savings accounts and time deposits           | 82,929,946           | 82,586,889           |
| Borrowings from financial institutions       | 5,776,539            | 3,061,275            |
| Debt issued                                  | 59,502,676           | 55,942,562           |
| Other financial liabilities                  | 480,815              | 427,258              |
| Other interest or indexation expenses        | 23,685               | 38,561               |
| INDEXATION                                   |                      |                      |
| Demand deposits                              | 116,866              | 68,490               |
| Savings accounts and time deposits           | 5,245,244            | 6,337,173            |
| Debt issued                                  | 50,546,505           | 26,518,189           |
| Other financial liabilities                  | 234,498              | 194,995              |
| Other interest or indexation expenses        | 1,411                | -                    |
| FEES AND COMMISSIONS                         |                      |                      |
| Securities transactions fees and commissions | 2,987,606            | 2,686,525            |
| Other fees and commissions                   | 10,573,260           | 10,041,936           |
| PROVISIONS                                   |                      |                      |
| Commercial loans                             | 25,828,213           | 29,221,885           |
| Mortgage loans                               | 405,607              | 231,272              |
| Consumer loans                               | 21,354,952           | 12,598,937           |
| Loans and advances to banks                  | 36,812               | (198)                |
| Credit commitments                           | (511,608)            | 2,267,521            |
| Recovery of written-off loans                | (6,287,051)          | (2,553,431)          |
| OTHER OPERATING EXPENSES                     |                      |                      |
| Other operating expenses                     | 6,696,328            | 6,669,551            |
| TOTAL  | 673,104,801          | 839,570,927          |





# C) OTHER EXPENSES

The detail of other expenses by function is as follows:

|  | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|--|----------------------|----------------------|
| Administrative expenses, insurance area      | 310,804              | 262,667              |
| Provisions for repossessed or awarded assets | 1,659,600            | 1,269,797            |
| Country risk provisions                      | 183,041              | 231,746              |
| Impairment                                   | 497,690              | 3,875,954            |
| Miscellaneous expenses                       | 3,904,493            | 2,103,353            |
| Other expenses                               | 1,009,651            | 816,999              |
| TOTAL  | 7,565,279            | 8,560,516            |

# D) OTHER INCOME

The detail of other income by function is as follows:

|  | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|--|---------------------------------|---------------------------------|
| Interest earned                                    | 927,204                         | 106,718                         |
| Income from time deposits                          | 108,328                         | -                               |
| Income from mutual funds                           | 1,194,217                       | 1,076,854                       |
| Income from repossessed or awarded assets          | -                               | 623,219                         |
| Other financial operating income                   | 835,234                         | 721,285                         |
| Proceeds from shares and rights in other companies | 18,213                          | 26,413                          |
| Other income                                       | 1,601,552                       | 1,697,773                       |
| TOTAL  | 4,684,748                       | 4,252,262                       |







# **NOTE 28 - ADMINISTRATIVE EXPENSES**

The detail of administrative expenses is as follows:

|   | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Salaries and wages                              | 114,901,110          | 111,320,440          |
| Advisory services                               | 6,489,719            | 3,853,689            |
| Maintenance expenses                            | 6,019,490            | 6,292,374            |
| Office supplies                                 | 652,704              | 657,908              |
| Depreciation and amortization                   | 9,060,338            | 9,061,497            |
| Leases  | 6,904,490            | 7,119,168            |
| Insurance                                       | 902,346              | 419,009              |
| IT and communications expenses                  | 9,068,209            | 9,551,643            |
| Outsourced services                             | 9,744,884            | 12,654,084           |
| Board expenses                                  | 1,604,588            | 1,503,039            |
| Advertising                                     | 8,870,423            | 9,576,190            |
| Taxes, property taxes and contributions to SBIF | 3,692,496            | 4,015,563            |
| Loan provision                                  | 1,602,515            | 2,500,000            |
| Miscellaneous provisions                        | 3,774,485            | 924,948              |
| General expenses                                | 33,673,706           | 36,033,257           |
| TOTAL   | 216,961,503          | 215,482,809          |

# **NOTE 29 - PAYROLL AND PERSONNEL EXPENSES**

Payroll and personnel expenses consist of expenses accrued during the year for employee remunerations and compensation.

The expense for the years ended December 31, 2018 and 2017, is as follows:

|                    | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|--------------------|---------------------------------|---------------------------------|
| Wages and salaries | 86,701,439                      | 91,794,818                      |
| Employee benefits  | 28,199,671                      | 19,525,622                      |
| TOTAL              | 114,901,110                     | 111,320,440                     |

|   | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| Compensation paid to key management personnel | 20,576,274                      | 20,208,440                      |





# **NOTE 30 - FINANCIAL INSTRUMENTS**

In accordance with 2.5 Fair Value Measurement and 2.13 Valuation of Financial Instruments in Note 2 Bases of Preparation and Presentation of the Consolidated Financial Statements and Significant Accounting Policies, financial assets are recognized in the consolidated financial statements when acquired and are initially measured at fair value including costs related to their acquisition.

Details of their carrying amounts versus their market values as of December 31, 2018 and 2017, by financial instrument category are as follows.

|   | 12.31.2018             |                      | 12.31                     | .2017                |
|---|------------------------|----------------------|---------------------------|----------------------|
| FINANCIAL ASSETS                                    | THCH\$ CARRYING AMOUNT | THCH\$<br>FAIR VALUE | THCH\$<br>CARRYING AMOUNT | THCH\$<br>FAIR VALUE |
| CASH AND CASH EQUIVALENTS                           |                        |                      |                           |                      |
| Cash  | 414,403,760            | 414,403,760          | 516,287,599               | 516,287,599          |
| Cash equivalents                                    | 58,485,930             | 58,485,930           | 83,479,879                | 83,479,879           |
| TOTAL   | 472,889,690            | 472,889,690          | 599,767,478               | 599,767,478          |
| OTHER FINANCIAL ASSETS, CURRENT                     |                        |                      |                           |                      |
| Investments available for sale                      | 751,206,812            | 751,206,812          | 678,541,365               | 678,541,365          |
| Financial instruments held for trading              | 106,095,661            | 106,095,661          | 94,437,562                | 94,437,562           |
| Hedge assets  | 150,264,563            | 150,264,563          | 132,749,518               | 132,749,518          |
| Other financial assets                              | 2,405,172,928          | 2,405,172,928        | 2,256,874,528             | 2,256,874,528        |
| TOTAL   | 3,412,739,964          | 3,412,739,964        | 3,162,602,973             | 3,162,602,973        |
| RECEIVABLES   |                        |                      |                           |                      |
| Trade and other receivables, current                | 5,833,242,081          | 5,833,242,081        | 5,355,570,833             | 5,355,570,833        |
| Accounts receivable from related parties, (Current) | 48,248,089             | 48,248,089           | 32,019,282                | 32,019,282           |
| TOTAL   | 5,881,490,170          | 5,881,490,170        | 5,387,590,115             | 5,387,590,115        |
| INVESTMENT PROPERTY                                 |                        |                      |                           |                      |
| Investment property (*)                             | 214,169,545            | 174,629,876          | 159,663,191               | 172,676,043          |
| TOTAL   | 214,169,545            | 174,629,876          | 159,663,191               | 172,676,043          |

|  | 12.31.                 | 2018                 | 12.31.                    | 2017                 |
|--|------------------------|----------------------|---------------------------|----------------------|
| FINANCIAL LIABILITIES                            | THCH\$ CARRYING AMOUNT | THCH\$<br>FAIR VALUE | THCH\$<br>CARRYING AMOUNT | THCH\$<br>FAIR VALUE |
| OTHER FINANCIAL LIABILITIES                      |                        |                      |                           |                      |
| Other financial liabilities, current             | 6,217,422,354          | 6,217,422,354        | 5,591,019,577             | 5,591,019,577        |
| Other financial liabilities, non-current         | 578,311,298            | 578,311,298          | 540,755,666               | 540,755,666          |
| TOTAL  | 6,795,733,652          | 6,795,733,652        | 6,131,775,243             | 6,131,775,243        |
| ACCOUNTS PAYABLE                                 |                        |                      |                           |                      |
| Trade and other payables, current                | 2,597,213,493          | 2,597,213,493        | 2,504,746,138             | 2,504,746,138        |
| Accounts payable to related parties, current     | 994,592                | 994,592              | 1,948,848                 | 1,948,848            |
| Accounts payable, non-current                    | 92,876,874             | 92,876,874           | 92,843,948                | 92,843,948           |
| Accounts payable to related parties, non-current | 3,322,762              | 3,322,762            | 1,948,272                 | 1,948,272            |
| TOTAL  | 2,694,407,721          | 2,694,407,721        | 2,601,487,206             | 2,601,487,206        |

<sup>(\*)</sup> Investment property is presented using the price-restated cost model in accordance with CMF General Standard No. 316 Valuation of Real Estate Investments, which is applicable to the insurance business. This criterion is different from the cost applied by IFRS basically due to price-level restatement allowed by the general standard.







Under this model, these properties are recognized at restated cost less accumulated depreciation and any accumulated impairment losses.

Depreciation is determined using the straight-line method over the cost of the investment property less its residual value. The land on which buildings and other facilities are built is considered to have an infinite useful life and, therefore, is not depreciated.

The reference market value is calculated based on appraisals made by expert appraisers (level 2).

The fair value levels are described in 2.5 in Note 2 Bases of Preparation and Presentation of the Consolidated Financial Statements and Significant Accounting Policies and are as follows by type of financial asset and liability:

|  |                   | 12.31             | .2018             |                 |  |
|--|-------------------|-------------------|-------------------|-----------------|--|
| FINANCIAL ASSETS                         | THCH\$<br>LEVEL 1 | THCH\$<br>LEVEL 2 | THCH\$<br>LEVEL 3 | THCH\$<br>TOTAL |  |
| CASH AND CASH EQUIVALENTS                |                   |                   |                   |                 |  |
| Cash                                     | 414,403,760       | -                 | -                 | 414,403,760     |  |
| Cash equivalents                         | 58,485,930        | -                 | -                 | 58,485,930      |  |
| TOTAL                                    | 472,889,690       | -                 | -                 | 472,889,690     |  |
| OTHER FINANCIAL ASSETS, CURRENT          |                   |                   |                   |                 |  |
| Investments available for sale           | -                 | 751,206,812       | -                 | 751,206,812     |  |
| Financial instruments held for trading   | -                 | 106,095,661       | -                 | 106,095,661     |  |
| Hedge assets                             | -                 | 150,264,563       | -                 | 150,264,563     |  |
| Other financial assets                   | -                 | 2,405,172,928     | -                 | 2,405,172,928   |  |
| TOTAL                                    | <u>-</u>          | 3,412,739,964     | -                 | 3,412,739,964   |  |
| FINANCIAL LIABILITIES                    |                   |                   |                   |                 |  |
| Other financial liabilities              |                   |                   |                   |                 |  |
| Other financial liabilities, current     | -                 | 6,217,422,354     | -                 | 6,217,422,354   |  |
| Other financial liabilities, non-current | -                 | 578,311,298       | -                 | 578,311,298     |  |
| TOTAL                                    | -                 | 6,795,733,652     | -                 | 6,795,733,652   |  |

|  |                   | 12.31             | 1.2017            |                 |
|--|-------------------|-------------------|-------------------|-----------------|
| FINANCIAL ASSETS                         | THCH\$<br>LEVEL 1 | THCH\$<br>LEVEL 2 | THCH\$<br>LEVEL 3 | THCH\$<br>TOTAL |
| CASH AND CASH EQUIVALENTS                |                   |                   |                   |                 |
| Cash                                     | 516,287,599       | -                 | -                 | 516,287,599     |
| Cash equivalents                         | 83,479,879        | -                 | -                 | 83,479,879      |
| TOTAL                                    | 599,767,478       | -                 | -<br>-            | 599,767,478     |
| OTHER FINANCIAL ASSETS, CURRENT          |                   |                   |                   |                 |
| Investments available for sale           | -                 | 678,541,365       | -                 | 678,541,365     |
| Financial instruments held for trading   | -                 | 94,437,562        | -                 | 94,437,562      |
| Hedge assets                             | -                 | 132,749,518       | -                 | 132,749,518     |
| Other financial assets                   | -                 | 2,256,874,528     | -                 | 2,256,874,528   |
| TOTAL                                    | -                 | 3,162,602,973     | -                 | 3,162,602,973   |
| FINANCIAL LIABILITIES                    |                   |                   |                   |                 |
| Other financial liabilities              |                   |                   |                   |                 |
| Other financial liabilities, current     | -                 | 5,591,019,577     | -                 | 5,591,019,577   |
| Other financial liabilities, non-current | -                 | 540,755,666       | -                 | 540,755,666     |
| TOTAL                                    | -                 | 6,131,775,243     | -                 | 6,131,775,243   |





# **NOTE 31 - FOREIGN CURRENCY**

| CURRENT ASSETS                                    | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| CASH AND CASH EQUIVALENTS                         | 472,889,690                     | 599,767,478                     |
| USD   | 161,817,934                     | 205,796,506                     |
| Euro  | 4,273,313                       | 4,739,887                       |
| UF  | -                               | -                               |
| CH\$  | 301,075,379                     | 384,785,708                     |
| Other   | 5,723,064                       | 4,445,377                       |
| OTHER FINANCIAL ASSETS, CURRENT                   | 3,412,739,964                   | 3,162,602,973                   |
| USD   | 499,184,080                     | 439,539,685                     |
| Euro  | 19,322,698                      | -                               |
| UF  | 1,599,736,469                   | 1,609,690,482                   |
| CH\$  | 1,119,949,995                   | 984,714,463                     |
| Other   | 174,546,722                     | 128,658,343                     |
| OTHER NON-FINANCIAL ASSETS, CURRENT               | 50,224,120                      | 27,137,580                      |
| USD   | (1,005)                         | 21,131,360                      |
| Euro  | (1,003)                         | -                               |
| UF  | -                               | -                               |
|   | 40.612.602                      | 20, 200, 700                    |
| CH\$  | 48,612,682                      | 26,206,796                      |
| Other   | 1,612,443                       | 930,784                         |
| TRADE AND OTHER RECEIVABLES, CURRENT              | 5,833,242,081                   | 5,355,570,833                   |
| USD   | 492,350,873                     | 464,254,355                     |
| Euro  | 10,510,024                      | 9,457,838                       |
| UF  | 2,547,282,753                   | 2,385,685,639                   |
| CH\$  | 2,753,231,441                   | 2,470,387,548                   |
| Other   | 29,866,990                      | 25,785,454                      |
| ACCOUNTS RECEIVABLE FROM RELATED PARTIES, CURRENT | 48,248,089                      | 32,019,282                      |
| USD   | -                               | 922                             |
| Euro  | -                               | -                               |
| UF  | 10,125,719                      | 9,667,003                       |
| CH\$  | 38,122,370                      | 22,351,357                      |
| Other   | -                               | -                               |
| INVENTORIES                                       | 86,580,672                      | 72,113,146                      |
| USD   | -                               | -                               |
| Euro  | _                               | -                               |
| UF  | 1,377,494                       | 266,783                         |
| CH\$  | 85,203,178                      | 71,846,363                      |
| Other   |                                 | =                               |
| CURRENT TAX ASSETS                                | 39,257,216                      | 32,516,564                      |
| USD   |                                 | -                               |
| Euro  | _                               | _                               |
| UF  | _                               | _                               |
| CH\$  | 39,203,585                      | 32,481,229                      |
| Other   | 53,631                          | 35,335                          |
| NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE    | 1,233,954                       | 3,641,275                       |
| USD USD   | 1,233,334                       | 3,041,273                       |
| Euro  | -                               | -                               |
|   | -                               | -                               |
| UF<br>CHÉ   | 1 222 054                       | 2 ( 41 275                      |
| CH\$  | 1,233,954                       | 3,641,275                       |
| Other TOTAL CURRENT ASSETS                        | -                               | 0.205.250.425                   |
| TOTAL CURRENT ASSETS                              | 9,944,415,786                   | 9,285,369,131                   |
| USD   | 1,153,351,882                   | 1,109,591,468                   |
| Euro  | 34,106,035                      | 14,197,725                      |
| UF  | 4,158,522,435                   | 4,005,309,907                   |
| CH\$  | 4,386,632,584                   | 3,996,414,739                   |
| Other   | 211,802,850                     | 159,855,293                     |





| NON-CURRENT ASSETS                      | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
|---|---------------------------------|---------------------------------|
| OTHER NON-FINANCIAL ASSETS, NON-CURRENT | 119,878,149                     | 74,083,873                      |
| USD                                     | 12,526,619                      | 2,230,687                       |
| Euro                                    | 11,785                          | 953,862                         |
| UF                                      | -                               | 38,003,813                      |
| CH\$                                    | 55,508,895                      | 32,100,707                      |
| Other                                   | 51,830,850                      | 794,804                         |
| EQUITY-ACCOUNTED INVESTMENTS            | 3,875,455                       | 3,076,558                       |
| USD                                     | -                               | -                               |
| Euro                                    | -                               | -                               |
| UF                                      | -                               | -                               |
| CH\$                                    | 3,875,455                       | 3,076,558                       |
| Other                                   | _                               | -                               |
| INTANGIBLE ASSETS OTHER THAN GOODWILL   | 37,811,188                      | 38,517,974                      |
| USD                                     | -                               | -                               |
| Euro                                    | _                               | -                               |
| UF                                      | _                               | -                               |
| CH\$                                    | 36,906,892                      | 38,252,825                      |
| Other                                   | 904,296                         | 265,149                         |
| GOODWILL                                | 119,066,570                     | 119,066,570                     |
| USD                                     | · · · -                         | -                               |
| Euro                                    | _                               | _                               |
| UF                                      | _                               | -                               |
| CH\$                                    | 117,885,130                     | 117,885,130                     |
| Other                                   | 1,181,440                       | 1,181,440                       |
| PROPERTY, PLANT AND EQUIPMENT           | 51,733,402                      | 65,088,368                      |
| USD                                     |                                 | -                               |
| Euro                                    | _                               | <del>-</del>                    |
| UF                                      | _                               | =                               |
| CH\$                                    | 37,996,271                      | 48,050,592                      |
| Other                                   | 13,737,131                      | 17,037,776                      |
| INVESTMENT PROPERTY                     | 214,169,545                     | 159,663,191                     |
| USD                                     |                                 | -                               |
| Euro                                    | _                               | -                               |
| UF                                      | _                               | =                               |
| CH\$                                    | 136,169,267                     | 134,376,938                     |
| Other                                   | 78,000,278                      | 25,286,253                      |
| DEFERRED TAX ASSETS                     | 51,737,634                      | 51,733,703                      |
| USD                                     | -                               | -                               |
| Euro                                    | _                               | _                               |
| UF                                      |                                 | -<br>-                          |
| CH\$                                    | 51,737,634                      | 51,733,703                      |
| Other                                   |                                 | -                               |
| TOTAL NON-CURRENT ASSETS                | 598,271,943                     | 511,230,237                     |
| USD                                     | 12,526,619                      | 2,230,687                       |
| Euro                                    | 11,785                          | 953,862                         |
| UF                                      |                                 | 38,003,813                      |
| CH\$                                    | 440.079.544                     |                                 |
|   | 145,653,005                     | 425,476,453                     |
| Other                                   | 145,653,995                     | 44,565,422                      |





|  | UP TO 9                         | 00 DAYS                         | 91 DAYS                         | TO 1 YEAR                       | ADJUST                          | MENTS                           | TOTAL                           |                                 |
|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| CURRENT LIABILITIES                          | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
| OTHER FINANCIAL LIABILITIES,<br>CURRENT      | 2,713,197,234                   | 2,407,813,190                   | 3,526,776,282                   | 3,218,255,317                   | (22,551,162)                    | (35,048,930)                    | 6,217,422,354                   | 5,591,019,577                   |
| USD  | 632,563,013                     | 459,522,227                     | 165,451,449                     | 225,810,079                     |                                 |                                 | 798,014,462                     | 685,332,306                     |
| Euro   | 14,041,801                      | 8,413,046                       | 411,193                         | 218,557                         |                                 |                                 | 14,452,994                      | 8,631,603                       |
| UF   | 149,190,555                     | 276,039,155                     | 265,994,057                     | 1,436,127,105                   |                                 |                                 | 415,184,612                     | 1,712,166,260                   |
| CH\$   | 1,914,216,471                   | 1,663,819,928                   | 3,094,919,583                   | 1,556,099,576                   | (22,551,162)                    | (35,048,930)                    | 4,986,584,892                   | 3,184,870,574                   |
| Other  | 3,185,394                       | 18,834                          | -                               | _                               | ( ,== , = ,                     | (,,,                            | 3,185,394                       | 18,834                          |
| TRADE AND OTHER PAYABLES                     | 266,142,307                     | 88,373,629                      | 2,331,071,186                   | 2,417,222,480                   | _                               | (849,971)                       | 2,597,213,493                   | 2,504,746,138                   |
| USD  | _                               | _                               | 31,615,991                      | 32,783,390                      |                                 | ( , , , ,                       | 31,615,991                      | 32.783.390                      |
| Euro   | 23,297                          | _                               | 1,032,997                       | 1,071,140                       |                                 |                                 | 1,056,294                       | 1,071,140                       |
| UF   | 907,957                         | _                               | 1,977,228,942                   | 2,050,236,794                   |                                 |                                 | 1,978,136,899                   | 2,050,236,794                   |
| CH\$   | 65,123,591                      | 85,294,720                      | 197,254,866                     | 204,616,424                     |                                 | (849,971)                       | 262,378,457                     | 289,061,173                     |
| Other  | 200,087,462                     | 3,078,909                       | 123,938,390                     | 128,514,732                     |                                 | (043,311)                       | 324,025,852                     | 131,593,641                     |
| ACCOUNTS PAYABLE TO RELATED PARTIES, CURRENT | 15,789,363                      | 18,408,605                      | -                               | -                               | (14,794,771)                    | (16,459,757)                    | 994,592                         | 1,948,848                       |
| USD  | _                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | _                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | 1,246,636                       | 3,422,168                       | -                               | -                               | (14,794,771)                    | (16,459,757)                    | (13,548,135)                    | (13,037,589)                    |
| CH\$   | 14,542,727                      | 14,986,437                      | -                               | -                               |                                 |                                 | 14,542,727                      | 14,986,437                      |
| Other  | _                               | _                               | -                               | -                               |                                 |                                 | -                               | -                               |
| OTHER SHORT-TERM PROVISIONS USD              | 121,752,270                     | 135,847,726                     | 2,572,565                       | 753,477                         | -                               | (18,901,776)                    | 124,324,835                     | 117,699,427                     |
| Euro   | _                               | _                               | _                               | _                               |                                 |                                 | _                               | _                               |
| UF   | 900,543                         | 1,001,008                       | 180,884                         | 196,035                         |                                 |                                 | 1,081,427                       | 1,197,043                       |
| CH\$   | 116,558,945                     | 132,884,110                     | 1,709,559                       | 557,442                         |                                 | (18,901,776)                    | 118,268,504                     | 114,539,776                     |
| Other  | 4,292,782                       | 1,962,608                       | 682,122                         | 357,142                         |                                 | (10,501,770)                    | 4,974,904                       | 1,962,608                       |
| CURRENT TAX LIABILITIES                      | 22,810,449                      | 5,700,352                       | 002,122                         | 19,180,771                      |                                 |                                 | 22,810,449                      | 24,881,123                      |
| USD  | 22,610,449                      | 3,700,332                       | -                               | 19,160,771                      | -                               | -                               | 22,610,449                      | 24,001,123                      |
|  | _                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | - 22 467 010                    |                                 | -                               | 10 124 102                      |                                 |                                 | - 22.467.010                    | 24 500 020                      |
| CH\$   | 22,467,918                      | 5,474,837                       | -                               | 19,124,183                      | -                               |                                 | 22,467,918                      | 24,599,020                      |
| Other  | 342,531                         | 225,515                         | -                               | 56,588                          |                                 |                                 | 342,531                         | 282,103                         |
| EMPLOYEE BENEFIT PROVISIONS,<br>CURRENT      | 9,257,959                       | 2,362,243                       | -                               | 6,345,465                       | -                               | -                               | 9,257,959                       | 8,707,708                       |
| USD  | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | -                               | -                               | -                               | -                               |                                 |                                 | -                               |                                 |
| CH\$   | 8,844,093                       | 2,270,698                       | -                               | 6,140,826                       |                                 |                                 | 8,844,093                       | 8,411,524                       |
| Other OTHER NON-FINANCIAL                    | 413,866<br><b>30,624,901</b>    | 91,545<br><b>16,347,804</b>     | 115,790,478                     | 204,639<br><b>174,829,100</b>   | -                               | (2,250,553)                     | 413,866<br><b>146,415,379</b>   | 296,184<br><b>188,926,351</b>   |
| USD USD                                      |                                 |                                 |                                 | 5,351,401                       |                                 | ·                               |                                 | 5,351,401                       |
| Euro   | _                               | -                               | -                               | 643,887                         |                                 |                                 | -                               | 643,887                         |
| UF   | 1 240 625                       | 0.46.200                        | 6 944 001                       |                                 |                                 |                                 | 0 102 626                       |                                 |
|  | 1,349,625                       | 846,289                         | 6,844,001                       | 6,850,584                       |                                 | (2 250 552)                     | 8,193,626                       | 7,696,873                       |
| CH\$   | 29,042,164                      | 15,239,591                      | 108,946,477                     | 161,975,275                     |                                 | (2,250,553)                     | 137,988,641                     | 174,964,313                     |
| Other  | 233,112                         | 261,924                         | E 076 210 E11                   | 7,953                           | (27 24E 022)                    | (72 E10 007)                    | 233,112                         | 269,877                         |
| TOTAL CURRENT LIABILITIES                    | 3,179,574,483                   | 2,674,853,549                   | 5,976,210,511                   | 5,836,586,610                   | (37,345,933)                    | (73,510,987)                    | 9,118,439,061                   |                                 |
| USD  | 632,563,013                     | 459,522,227                     | 197,067,440                     | 263,944,870                     | -                               | -                               | 829,630,453                     | 723,467,097                     |
| Euro   | 14,065,098                      | 8,413,046                       | 1,444,190                       | 1,933,584                       | (14704774)                      | (16 450 757)                    | 15,509,288                      | 10,346,630                      |
| UF   | 153,595,316                     | 281,308,620                     | 2,250,247,884                   | 3,493,410,518                   | (14,794,771)                    | (16,459,757)                    | 2,389,048,429                   | 3,758,259,381                   |
| CH\$   | 2,170,795,909                   | 1,919,970,321                   | 3,402,830,485                   | 1,948,513,726                   | (22,551,162)                    | (57,051,230)                    | 5,551,075,232                   | 3,811,432,817                   |
| Other  | 208,555,147                     | 5,639,335                       | 124,620,512                     | 128,783,912                     | -                               | -                               | 333,175,659                     | 134,423,247                     |





|  | MORE THAN 3 YE                  |                                 | 3 TO 5                          | YEARS                           | MORE THA                        | N 5 YEARS                       | ADJUST                          | TMENTS                          | TOTAL                           |                                 |
|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| NON-CURRENT LIABILITIES                          | BALANCE<br>12.31.2018<br>THCH\$ | BALANCE<br>12.31.2017<br>THCH\$ |
| OTHER FINANCIAL LIABILITIES, NON-CURRENT         | 24,730,418                      | 24,834,419                      | 23,763,772                      |                                 | 529,817,108                     |                                 | -                               | -                               |                                 | 540,755,666                     |
| USD  | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | 15,270,436                      | 9,648,118                       | 13,536,272                      | 14,359,380                      | 282,378,300                     | 474,470,669                     |                                 |                                 | 311,185,008                     | 498,478,167                     |
| CH\$   | 8,928,409                       | 15,186,301                      | 10,227,500                      | 9,270,927                       | 247,438,808                     | 17,820,271                      |                                 |                                 | 266,594,717                     | 42,277,499                      |
| Other  | 531,573                         | -                               | -                               | -                               | -                               | -                               |                                 |                                 | 531,573                         | -                               |
| ACCOUNTS PAYABLE, NON-CURRENT                    | 92,876,874                      | 96,885,860                      | -                               | 1,147,828                       | -                               | -                               | -                               | (5,189,740)                     | 92,876,874                      | 92,843,948                      |
| USD  | -                               | 1,314,514                       | -                               | -                               | -                               | -                               |                                 |                                 | -                               | 1,314,514                       |
| Euro   | -                               | 94,199                          | -                               | -                               | -                               | -                               |                                 |                                 | -                               | 94,199                          |
| UF   | 41,262,993                      | 4,615,254                       | -                               | -                               | -                               | -                               |                                 | (5,189,740)                     | 41,262,993                      | (574,486)                       |
| CH\$   | 50,089,633                      | 89,120,085                      | -                               | 1,147,828                       | -                               | -                               |                                 |                                 | 50,089,633                      | 90,267,913                      |
| Other  | 1,524,248                       | 1,741,808                       | -                               | -                               | -                               | -                               |                                 |                                 | 1,524,248                       | 1,741,808                       |
| ACCOUNTS PAYABLE TO RELATED PARTIES, NON-CURRENT | -                               | -                               | 3,322,762                       | -                               | -                               | 1,948,272                       | -                               | -                               | 3,322,762                       | 1,948,272                       |
| USD  | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | -                               | -                               | 3,322,762                       | -                               | -                               | 1,948,272                       |                                 |                                 | 3,322,762                       | 1,948,272                       |
| CH\$   | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Other  | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| DEFERRED TAX LIABILITIES                         | 3,573,051                       | 13,020,159                      | -                               | 6,222,137                       | -                               | 26,055,198                      | (2,875,659)                     | (44,701,345)                    | 697,392                         | 596,149                         |
| USD  | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| Euro   | -                               | -                               | -                               | -                               | -                               | -                               |                                 |                                 | -                               | -                               |
| UF   | -                               | 852,523                         | -                               | -                               | -                               | -                               |                                 |                                 | -                               | 852,523                         |
| CH\$   | 3,256,917                       | 11,890,802                      | -                               | 6,222,137                       | -                               | 26,055,198                      | (2,875,659)                     | (44,701,345)                    | 381,258                         | (533,208)                       |
| Other  | 316,134                         | 276,834                         | -                               | -                               | -                               | -                               |                                 |                                 | 316,134                         | 276,834                         |
| TOTAL NON-CURRENT LIABILITIES                    | 121,180,343                     | 134,740,438                     | 27,086,534                      | 31,000,272                      | 529,817,108                     | 520,294,410                     | (2,875,659)                     | (49,891,085)                    | 675,208,326                     | 636,144,035                     |
| USD  | -                               | 1,314,514                       | -                               | -                               | -                               | -                               | -                               | -                               | -                               | 1,314,514                       |
| Euro   | -                               | 94,199                          | -                               | -                               | -                               | -                               | -                               | -                               | -                               | 94,199                          |
| UF   | 56,533,429                      | 15,115,895                      | 16,859,034                      | 14,359,380                      | 282,378,300                     | 476,418,941                     | -                               | (5,189,740)                     | 355,770,763                     | 500,704,476                     |
| CH\$   | 62,274,959                      | 116,197,188                     | 10,227,500                      | 16,640,892                      | 247,438,808                     | 43,875,469                      | (2,875,659)                     | (44,701,345)                    | 317,065,608                     | 132,012,204                     |
| Other  | 2,371,955                       | 2,018,642                       | -                               | -                               | -                               | -                               | -                               | -                               | 2,371,955                       | 2,018,642                       |

# **NOTE 32 - EARNINGS PER SHARE**

The following chart details the earnings or loss per share generated during the reporting periods:

| EARNINGS PER SHARE                                    | DECEMBER 31,<br>2018<br>CH\$ | DECEMBER 31,<br>2017<br>CH\$ |
|---|------------------------------|------------------------------|
| BASIC EARNINGS PER SHARE                              |                              |                              |
| Basic earnings per share from continuing operations   | 21.8111                      | 21.7471                      |
| Basic earnings per share from discontinued operations | 0.0000                       | 0.00000                      |
| BASIC EARNINGS PER SHARE                              | 21.8111                      | 21.7471                      |





# **NOTE 33 - OPERATING SEGMENTS**

Grupo Security is the parent company of a diversified conglomerate of companies engaged in the major sectors of the domestic financial services industry.

The conglomerate is structured into four main business areas. Each area has subsidiaries and divisions that share common business objectives. These four areas are: lending, insurance, asset management and other services.

The lending area includes Banco Security and Factoring Security, which provide lending services to companies and individuals.

The subsidiaries Vida Security, Corredora de Seguros Security and Europ Assistance operate in the life insurance, insurance brokerage and assistance industries, respectively.

In the asset management area, Valores Security Corredores de Bolsa, Administradora General de Fondos Security, Asesorías Security and Securitizadora Security complement the Group's offering of financial services by developing and distributing specialized financial products and personalized investment and asset management services.

The services area comprises the real estate business with the subsidiary Inmobiliaria Security and the travel and tourism industry with Travel Security.

The corporate support area comprises the subsidiaries Mandatos Security, Global Gestión and Servicios Security, which provide the sales force for the lending area, and Capital S.A., which provides a variety of services such as accounting, business risk and control, corporate culture, corporate research and technology services that meet the technological development and support needs of all Group companies. The standalone entity Grupo Security is also included in this area.

Grupo Security discloses segment information in accordance with IFRS 8 Operating Segments, which sets forth the rules for operating segment reporting and related disclosures for financial and other services.

The management of Grupo Security S.A. prepares statements of financial position and of income by segment to analyze and make operating decisions. Note that those statements are only prepared for the purposes of analyzing such segments. The statements are detailed below:

# A) CLASSIFIED STATEMENT OF FINANCIAL POSITION BY SEGMENT AS OF DECEMBER 31, 2018

| STATEMENT OF<br>FINANCIAL POSITION | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | BUSINESS<br>INTERNATIONAL<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|------------------------------------|-------------------|-------------------------------|---------------------|--------------------|-------------------------------------|--------------------------------|-----------------------|-----------------|
| ASSETS                             |                   |                               |                     |                    |                                     |                                |                       |                 |
| Total current assets               | 7,054,247,368     | 204,988,267                   | 2,392,564,760       | 127,129,714        | 177,151,515                         | 74,345,635                     | (86,011,473)          | 9,944,415,786   |
| Total non-current assets           | 246,406,956       | 22,370,241                    | 231,497,113         | 10,030,334         | 85,301,290                          | 1,032,778,553                  | (1,030,112,546)       | 598,271,941     |
| TOTAL ASSETS                       | 7,300,654,324     | 227,358,508                   | 2,624,061,872       | 137,160,048        | 262,452,805                         | 1,107,124,188                  | (1,116,124,018)       | 10,542,687,727  |
| LIABILITIES                        |                   |                               |                     |                    |                                     |                                |                       |                 |
| Total current liabilities          | 6,358,748,718     | 61,162,623                    | 2,443,507,860       | 92,890,922         | 213,864,923                         | 33,913,844                     | (85,649,830)          | 9,118,439,061   |
| Total non-current liabilities      | 318,141,758       | 55,022,853                    | 2,928,182           | 9,428,294          | 2,371,955                           | 294,280,408                    | (6,965,125)           | 675,208,325     |
| TOTAL LIABILITIES                  | 6,676,890,476     | 116,185,476                   | 2,446,436,042       | 102,319,215        | 216,236,878                         | 328,194,252                    | (92,614,954)          | 9,793,647,386   |

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# B) STATEMENT OF INCOME BY SEGMENT FOR THE YEAR ENDED DECEMBER 31, 2018.

| INCOME STATEMENT  | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | INTERNATIONAL<br>BUSINESS<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|---|-------------------|-------------------------------|---------------------|--------------------|-------------------------------------|--------------------------------|-----------------------|-----------------|
| PROFIT FOR THE YEAR   |                   |                               |                     |                    |                                     |                                |                       |                 |
| Revenue   | 469,579,402       | 60,346,703                    | 437,039,009         | 37,150,316         | 23,364,880                          | 21,500,793                     | (24,842,701)          | 1,024,138,403   |
| Cost of sales   | (261,715,469)     | (13,681,915)                  | (365,320,252)       | (17,345,215)       | (13,621,299)                        | (1,420,650)                    |                       | (673,104,801)   |
| GROSS PROFIT  | 207,863,933       | 46,664,788                    | 71,718,757          | 19,805,101         | 9,743,581                           | 20,080,143                     | (24,842,701)          | 351,033,602     |
| Other income  | 20,906            | 2,531,715                     | 274,973             | 715,890            | 401,737                             | 2,556,270                      | (1,816,743)           | 4,684,748       |
| Distribution costs  | -                 | -                             | -                   | -                  | -                                   | -                              | -                     | -               |
| Administrative expenses   | (113,952,148)     | (33,004,158)                  | (45,720,677)        | (15,087,013)       | (6,663,296)                         | (29,193,656)                   | 26,659,444            | (216,961,504)   |
| Other expenses  | (4,708,555)       | (2,141,673)                   | (310,807)           | (97,134)           | (305,507)                           | (1,603)                        | -                     | (7,565,280)     |
| Other gains (losses)  | -                 | (32,679)                      | 205,828             | (180,267)          | 1,007,390                           | 741,798                        | -                     | 1,742,070       |
| NET OPERATING INCOME (LOSS)   | 89,224,135        | 14,017,993                    | 26,168,075          | 5,156,578          | 4,183,905                           | (5,817,048)                    | -                     | 132,933,637     |
| Finance income  | -                 | -                             | 12,974              | -                  | -                                   | -                              |                       | 12,974          |
| Finance costs   | -                 | (781,199)                     | (53,813)            | (1,197,034)        | (541,506)                           | (12,262,999)                   |                       | (14,836,551)    |
| Share of profit (loss) of associates, equity-accounted  | 117               | -                             | 10,274,133          | 342                | -                                   | (12,049,827)                   |                       | (1,775,235)     |
| Exchange differences  | 2,915,741         | (141,549)                     | (990,617)           | 275,379            | (606,021)                           | (231,376)                      |                       | 1,221,557       |
| Gain (loss) on indexed assets and liabilities   | 25,444            | 141,150                       | (3,605,229)         | (48,980)           | -                                   | (6,911,678)                    |                       | (10,399,293)    |
| Gain (loss) arising from the<br>difference between the prior<br>carrying amount and the fair value<br>of financial assets reclassified at<br>fair value | 655,138           | 79,243                        | -                   | -                  | -                                   | -                              |                       | 734,381         |
| NET PROFIT (LOSS) BEFORE TAXES  | 92,820,575        | 13,315,637                    | 31,805,523          | 4,186,285          | 3,036,378                           | (37,272,929)                   | -                     | 107,891,470     |
| Income tax expense from continuing operations   | (20,695,566)      | (2,601,002)                   | (649,401)           | (1,139,675)        | (306,738)                           | 659,456                        |                       | (24,732,925)    |
| PROFIT (LOSS) FROM CONTINUING OPERATIONS  | 72,125,009        | 10,714,636                    | 31,156,122          | 3,046,610          | 2,729,640                           | (36,613,473)                   | -                     | 83,158,544      |
| PROFIT (LOSS) FOR THE YEAR  | 72,125,009        | 10,714,636                    | 31,156,122          | 3,046,610          | 2,729,641                           | (36,613,473)                   | -                     | 83,158,545      |
| PROFIT ATTRIBUTABLE TO:   |                   |                               |                     |                    |                                     |                                |                       |                 |
| Profit (loss) attributable to owners of the parent  | 72,121,805        | 10,714,636                    | 30,439,642          | 2,456,794          | 1,428,948                           | (36,613,474)                   |                       | 80,548,351      |
| Profit (loss) attributable to non-controlling interests   | 3,204             | -                             | 716,480             | 589,816            | 1,300,693                           | -                              |                       | 2,610,194       |
| PROFIT (LOSS) FOR THE YEAR  | 72,125,009        | 10,714,636                    | 31,156,122          | 3,046,610          | 2,729,641                           | (36,613,474)                   | -                     | 83,158,544      |

NOTE: THE INFORMATION IN THE CONSOLIDATED STATEMENT OF INCOME PER SEGMENT PRESENTED HERE DIFFERS FROM THE FINANCIAL STATEMENTS OF EACH SUBSIDIARY, AS IT INCLUDES CONSOLIDATION AND PRESENTATION ADJUSTMENTS. ADDITIONALLY, THE RESULTS OF BANCO SECURITY INCLUDED IN THE LENDING AREA DO NOT CONSIDER THE ACCRUED INCOME OF ITS SUBSIDIARIES VALORES SECURITY AND ADMINISTRADORA GENERAL DE FONDOS SECURITY, WHICH ARE PRESENTED IN THE ASSET MANAGEMENT AREA.

THE COLUMN "CORPORATE SUPPORT" DOES NOT CORRESPOND TO A BUSINESS SEGMENT, BUT INSTEAD TO THE OPERATING EXPENSES AND EXPENSES OF THE GROUP'S PARENT COMPANY.





# C) STATEMENT OF CASH FLOWS BY SEGMENT (DIRECT METHOD) AS OF DECEMBER 31, 2018

| STATEMENT OF CASH FLOWS                                      | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | INTERNATIONAL<br>BUSINESS<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|--|-------------------|-------------------------------|---------------------|--------------------|-------------------------------------|--------------------------------|-----------------------|-----------------|
| Net cash flows provided by (used in) operating activities    | 171,665,416       | (19,707,424)                  | (32,463,619)        | 2,904,642          | (18,019,674)                        | (2,903,215)                    | (268,519,304)         | (167,043,178)   |
| Net cash flows provided by (used in) investing activities    | (250,468,066)     | (5,864,812)                   | 25,537,654          | 1,072,945          | (30,268,960)                        | (9,049,925)                    | 270,891,072           | 1,849,908       |
| Net cash flows provided by (used in) financing activities    | (26,497,618)      | 17,802,559                    | 7,346,198           | (3,663,798)        | 50,708,101                          | (2,226,264)                    | (5,149,190)           | 38,319,988      |
| Net increase (decrease) in cash and cash equivalents         | (105,300,268)     | (7,769,677)                   | 420,233             | 313,789            | 2,419,467                           | (14,179,404)                   | (2,777,422)           | (126,873,282)   |
| Effect of exchange rate changes on cash and cash equivalents | -                 | 232,901                       | -                   | -                  | (237,408)                           | -                              | -                     | (4,507)         |
| Increase (decrease) in cash and cash equivalents             | (105,300,268)     | (7,536,776)                   | 420,233             | 313,789            | 2,182,059                           | (14,179,404)                   | (2,777,422)           | (126,877,789)   |
| Cash and cash equivalents at beginning of period             | 518,119,949       | 16,529,243                    | 11,061,963          | 5,743,492          | 2,253,715                           | 51,875,392                     | (5,816,275)           | 599,767,479     |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD                   | 412,819,681       | 8,992,467                     | 11,482,196          | 6,057,281          | 4,435,774                           | 37,695,988                     | (8,593,697)           | 472,889,690     |

# D) CLASSIFIED STATEMENT OF FINANCIAL POSITION BY SEGMENT AS OF DECEMBER 31, 2017

| STATEMENT OF FINANCIAL POSITION | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|---------------------------------|-------------------|-------------------------------|---------------------|--------------------|--------------------------------|-----------------------|-----------------|
| ASSETS                          |                   |                               |                     |                    |                                |                       |                 |
| Total current assets            | 6,493,055,414     | 194,203,575                   | 2,466,462,363       | 122,446,462        | 88,268,760                     | (79,067,443)          | 9,285,369,131   |
| Total non-current assets        | 239,937,924       | 23,458,623                    | 293,384,335         | 14,103,818         | 946,314,827                    | (1,005,969,291)       | 511,230,237     |
| TOTAL ASSETS                    | 6,732,993,338     | 217,662,198                   | 2,759,846,698       | 136,550,280        | 1,034,583,587                  | (1,085,036,734)       | 9,796,599,368   |
| LIABILITIES                     |                   |                               |                     |                    |                                |                       |                 |
| Total current liabilities       | 5,822,176,451     | 42,600,844                    | 2,541,192,532       | 88,335,563         | 28,419,908                     | (84,796,126)          | 8,437,929,172   |
| Total non-current liabilities   | 316,501,454       | 73,965,432                    | 47,767,049          | 9,711,919          | 259,966,496                    | (71,768,315)          | 636,144,035     |
| TOTAL LIABILITIES               | 6,138,677,905     | 116,566,276                   | 2,588,959,581       | 98,047,482         | 288,386,404                    | (156,564,441)         | 9,074,073,207   |







# E) STATEMENT OF INCOME BY SEGMENT FOR THE YEAR ENDED DECEMBER 31, 2017.

| INCOME STATEMENT   | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|--|-------------------|-------------------------------|---------------------|--------------------|--------------------------------|-----------------------|-----------------|
| PROFIT FOR THE YEAR  |                   |                               |                     |                    |                                |                       |                 |
| Revenue  | 435,047,646       | 54,765,219                    | 637,513,275         | 57,863,450         | 20,004,794                     | (27,426,527)          | 1,177,767,857   |
| Cost of sales  | (232,431,549)     | (13,073,223)                  | (561,397,296)       | (31,464,300)       | (1,379,778)                    | 175,219               | (839,570,927)   |
| GROSS PROFIT   | 202,616,097       | 41,691,996                    | 76,115,979          | 26,399,150         | 18,625,016                     | (27,251,308)          | 338,196,930     |
| Other income   | (267,699)         | 1,834,203                     | 729,155             | 719,066            | 1,894,269                      | (656,732)             | 4,252,262       |
| Distribution costs   | -                 | -                             | -                   | -                  | -                              | -                     | -               |
| Administrative expenses  | (111,588,871)     | (29,852,494)                  | (58,651,994)        | (17,356,160)       | (24,978,303)                   | 26,945,013            | (215,482,809)   |
| Other expenses   | (7,120,881)       | (852,171)                     | (263,422)           | (324,042)          | -                              | -                     | (8,560,516)     |
| Other gains  | -                 | 449,539                       | 388,806             | 833,720            | 3,785,389                      | -                     | 5,457,454       |
| NET OPERATING INCOME (LOSS)  | 83,638,646        | 13,271,073                    | 18,318,524          | 10,271,734         | (673,629)                      | (963,027)             | 123,863,321     |
| Finance costs  | -                 | (400,238)                     | (682,157)           | (1,179,385)        | (11,811,465)                   | 963,026               | (13,110,219)    |
| Share of profit (loss) of associates and joint ventures, equity-accounted  | (1)               | -                             | (363,852)           | (15,613)           | 60,022                         | (59,664)              | (379,108)       |
| Exchange differences   | (3,506,794)       | (610,611)                     | (1,363,383)         | 744,300            | (189,237)                      | -                     | (4,925,725)     |
| Gain (loss) on indexed assets and liabilities  | 21,428            | 38,145                        | (1,028,172)         | 68,863             | (3,279,056)                    | -                     | (4,178,792)     |
| Gain (loss) arising from the difference<br>between the prior carrying amount and<br>the fair value of financial assets reclassified<br>at fair value | (1,383,839)       | (201,843)                     | -                   | -                  | -                              | -                     | (1,585,682)     |
| PROFIT (LOSS) BEFORE TAXES   | 78,769,440        | 12,096,526                    | 14,880,960          | 9,889,899          | (15,893,365)                   | (59,665)              | 99,683,795      |
| INCOME TAX EXPENSE FROM CONTINUING OPERATIONS  | (17,365,776)      | (2,453,108)                   | (2,900,811)         | (2,420,537)        | (831,217)                      | -                     | (25,971,449)    |
| Profit (loss) from continuing operations   | 61,403,664        | 9,643,418                     | 11,980,149          | 7,469,362          | (16,724,582)                   | (59,665)              | 73,712,346      |
| PROFIT (LOSS) FOR THE YEAR   | 61,403,664        | 9,643,418                     | 11,980,149          | 7,469,362          | (16,724,582)                   | (59,665)              | 73,712,346      |
| PROFIT ATTRIBUTABLE TO:  |                   |                               |                     |                    |                                |                       |                 |
| Profit (loss) attributable to owners of the parent   | 61,389,890        | 9,637,246                     | 13,797,437          | 6,659,506          | (16,724,582)                   | (59,664)              | 74,707,915      |
| Profit (loss) attributable to non-controlling interests  | 13,774            | 6,172                         | (1,817,288)         | 809,856            | -                              | (8,083)               | (995,569)       |
| PROFIT (LOSS) FOR THE YEAR   | 61,403,664        | 9,643,418                     | 11,980,149          | 7,469,362          | (16,724,582)                   | (67,747)              | 73,712,346      |





# F) STATEMENT OF CASH FLOWS BY SEGMENT (DIRECT METHOD) AS OF DECEMBER 31, 2017

| STATEMENT OF CASH FLOWS                                      | LENDING<br>THCH\$ | ASSET<br>MANAGEMENT<br>THCH\$ | INSURANCE<br>THCH\$ | SERVICES<br>THCH\$ | CORPORATE<br>SUPPORT<br>THCH\$ | ADJUSTMENTS<br>THCH\$ | TOTAL<br>THCH\$ |
|--|-------------------|-------------------------------|---------------------|--------------------|--------------------------------|-----------------------|-----------------|
| Net cash flows provided by (used in) operating activities    | 289,421,541       | (1,918,384)                   | 6,240,668           | 6,384,930          | (6,786,259)                    | 12,573,089            | 305,915,585     |
| Net cash flows provided by (used in) investing activities    | (5,973,054)       | 9,250,930                     | 3,964,923           | (652,210)          | (6,597,355)                    | (1,511,883)           | (1,518,649)     |
| Net cash flows provided by (used in) financing activities    | (226,006,373)     | (12,754,095)                  | (8,448,828)         | (4,494,333)        | 27,264,168                     | 9,487,688             | (214,951,773)   |
| Net increase (decrease) in cash and cash equivalents         | 57,442,114        | (5,421,549)                   | 1,756,763           | 1,238,387          | 13,880,554                     | 20,548,894            | 89,445,163      |
| Effect of exchange rate changes on cash and cash equivalents | -                 | (12,755)                      | -                   | -                  | -                              | -                     | (12,755)        |
| Increase (decrease) in cash and cash equivalents             | 57,442,114        | (5,434,304)                   | 1,756,763           | 1,238,387          | 13,880,554                     | 20,548,894            | 89,432,408      |
| Cash and cash equivalents at beginning of period             | 460,314,093       | 21,963,543                    | 11,027,322          | 4,505,104          | 37,994,838                     | (25,469,830)          | 510,335,070     |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD                   | 517,756,207       | 16,529,239                    | 12,784,085          | 5,743,491          | 51,875,392                     | (4,920,936)           | 599,767,478     |

## **NOTE 34 - ENVIRONMENT**

As of the reporting date for the consolidated financial statements, given the nature of their businesses, Grupo Security S.A. and subsidiaries have not made any environmental disbursements.

# **NOTE 35 - RISK MANAGEMENT**

Grupo Security considers risk management to be critical to achieving the target returns defined by its shareholders and guaranteeing business continuity. Risk management at Grupo Security is supervised centrally by the Business Risk Management Area and Controller's Office, which consolidates and reports to Grupo Security's Board of Directors on a regular basis.

As Grupo Security S.A. is the parent of a conglomerate of companies that are diversified across different sectors of the local financial services industry, its subsidiaries face a number of risk factors that are unique to the particular sector in which they do business. These specific risks are controlled by specialized units in each of the companies.

In each of its related companies, Grupo Security has overseen the development of structures and processes required to properly identify, measure and value all kinds of risks, as well as follow-up on those risks in accordance with policies defined by the Board of Directors of each company and regulations defined by authorities.

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# I RISK FACTORS

# 1) OPERATIONAL RISK

In an effort to continuously improve its corporate governance and particularly its internal controls, Grupo Security has used an audit approach to develop control tools for the most significant processes in each of its companies. This involved mapping those processes, developing flowcharts and separate and consolidated risk maps, and documenting all information collected, which is used in operations. This has allowed the Group to identify risks and develop mitigating action plans. On a monthly basis, the Group monitors its mitigating action plans and risk determination, with its respective risk matrix, using a computer program that helps it obtain the status of those plans from the respective process owner for all companies within Grupo Security.

#### 2) HIGHLY COMPETITIVE BUSINESSES LINES

The industries in which the Group competes are known for being highly competitive, especially the banking and insurance industries. Continual mergers and competitor alliances are proof of the competition Group companies face. Despite the potential challenges to income generation, the possible negative effects of competition are deemed to be offset by Grupo Security's solid brand image in its target market, strong customer loyalty, the niche strategy that drives the Group's development and its excellent service quality.

These qualities allow the Group to offer its customers personalized, specialized products and services, which is very difficult in large organizations targeting more large-scale segments of the population. The Group's offering has earned it a favorable market position with which to face future competition.

#### 3) REGULATORY CHANGES IN GROUP INDUSTRIES

The industries in which the Group does business, particularly the banking and insurance industries, are government-regulated and are consequently subject to potential regulatory changes over time. However, this risk is estimated to be low thanks to market transparency, the considerable development of these industries and their excellent global reputation.

# 4) FINANCIAL RISK

For Grupo Security, financial risk management and oversight are critical to guaranteeing liquidity and solvency in each of its subsidiaries. This allows its businesses to operate and grow in the long term. Financial risk management and oversight in Grupo Security's companies are based on the implementation of policies, procedures, methodologies and limits defined by their respective Boards of Directors, in order to strengthen the companies' financial position and also improve and ensure their long-term profitability and reduce funding and liquidity costs.







# 4.1) RISKS ASSOCIATED WITH INTERNATIONAL MARKET VOLATILITY

The Chilean economy and its markets generally operate within international markets and may be affected by external shocks. The volatility of world financial markets and changes in global economic conditions can negatively affect the performance of local assets and risk premiums demanded by investors.

## 4.2) CREDIT RISK

The companies in the lending area (Banco Security S.A. and Factoring Security S.A.) have skilled employees and an appropriate structure for analyzing and measuring credit risk. Through this structure, these employees participate in all credit-related processes and support sales areas as an independent counterpart in the loan origination process.

The risk management policies of our subsidiaries Banco Security and Vida Security are published in their annual financial statements in accordance with the SBIF Compendium of Standards and the CMF Standards, respectively, and, therefore, the interim financial statements contain the most recent annual disclosure published.

# II RISKS ASSOCIATED WITH THE BANKING BUSINESS

#### **RISK MANAGEMENT**

- I. RISK MANAGEMENT OBJECTIVES
- II. RISK MANAGEMENT STRUCTURE
- III. CREDIT RISK
- IV. FINANCIAL RISK
- V. OPERATIONAL RISK
- VI. RISK COMMITTEE
- VII. CAPITAL REGULATORY REQUIREMENTS

## 1) RISK MANAGEMENT OBJECTIVES

Banco Security considers risk management to be a critical component in guaranteeing business continuity, achieving necessary solvency and ensuring sustainable results. Risk management is intended to minimize losses from risk and optimize the risk-return ratio and growth (risk appetite) defined by senior management.

In order to achieve this, the Bank has made a considerable effort to optimize risk management. Therefore, risk management is separated into three specific divisions by type of risk: Credit Risk, Financial Risk and Operational Risk.

Through this structure, the Bank can properly and timely identify, measure, value and monitor all kinds of risk that Banco Security may face.







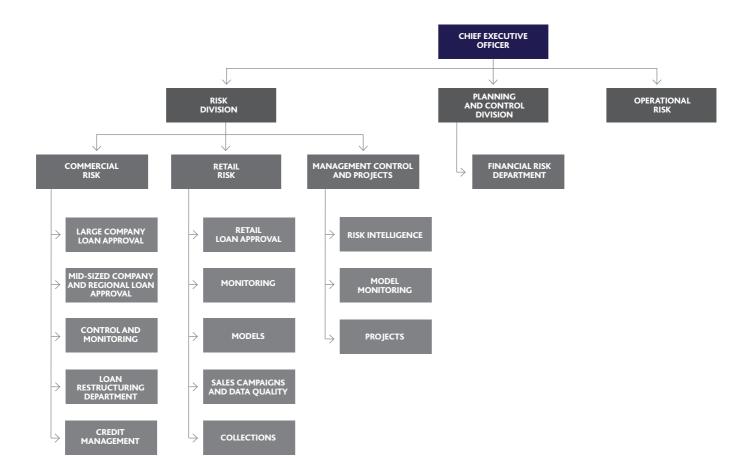
# 2) RISK MANAGEMENT STRUCTURE

Risk management is carried out through four divisions that report to the Chief Executive Officer: The Risk Division (credit risk); the Planning and Control Division (financial risk), the Operational and Cyber-security Risk Division and the Compliance Division, all of which operate independently from other business areas and serve as a counterbalance on the Bank's various committees.

The Risk Division is focused on credit risk management and is divided into three areas: Commercial Risk, Retail Risk and Management Control and Projects.

The Financial Risk Department now reports to the Planning and Control Division. Financial risk was transferred to this division, which is also in charge of financial control and capital management, to take advantage of synergies that can be generated.

The Bank's risk division is structured as follows:



Another important component of this structure is the Office of the Controller, which is responsible for regularly and independently evaluating whether the defined risk policies enable effective management and meet regulatory requirements. It is also responsible for conducting audits to verify compliance. The conclusions of these audits are analyzed by the Audit Committee and included in a written report submitted to the Bank's CEO and the area managers involved in the review. The reports provide conclusions from the evaluation and a work plan for resolving the observations made.





#### **AREA DESCRIPTIONS**

# CREDIT RISK

#### **COMMERCIAL RISK**

This department is in charge of risk for entire credit process for customers in the Commercial Banking and Finance divisions. In this role, the department is responsible for defining the policies and procedures for this process and ensuring compliance, all in line with defined risk appetite. It is also responsible for monitoring operations, ensuring risk is correctly classified and maximizing recovery through the collections area. To accomplish this, the department is structured as follows:

#### A. LARGE COMPANY LOAN APPROVAL DEPARTMENT:

Area in charge of analyzing risk during customer assessment for the large companies and finance segments. as well as evaluating and controlling the Bank's exposure in foreign markets.

This department also participates in decision-making committees for its segment, such as the Circulating Folder Committee and the Managers Committee; and acts as secretary for the Board Credit Committee.

Within the area is the Real Estate Analysis Area, which is responsible for analyzing this portfolio and generating warning reports used by the monitoring area to control real estate customers.

#### B. MID-SIZED COMPANY AND REGIONAL LOAN APPROVAL DEPARTMENT:

Department in charge of analyzing risk during customer assessment of mid-sized and regional companies. It is also responsible for standardizing and analyzing the financial statements for the entire portfolio,

This department also participates in decision-making committees, such as the Circulating Folder Committee and the Managers Committee; and acts as secretary for the Board Credit Committee. It manages all record keeping and procedures related to loan decision making for Commercial Banking.

#### C. CREDIT MANAGEMENT:

The Credit Management Area is responsible for credit management, particularly changes in portfolio classification and the provisioning process (at month end). It also oversees credit management tasks such as supervising appraisers.

#### D. MONITORING:

The Monitoring Area is responsible for three functions:

Early detection, which helps the Bank more efficiently recover amounts owed by customers.





Consolidating customer and loan information, which provides data for the ongoing reclassification process to ensure that customer classifications faithfully reflect potential losses.

It is also responsible for controlling compliance with credit risk policies, and managing the pre-court collections process for Commercial Banking.

It also controls and monitors progress on real estate projects using reports prepared by the Real Estate Analysis Area.

#### E. LOAN RESTRUCTURING:

This department is responsible for the collections process and for efficiently recovering amounts owed by customers with payment problems. It also manages collections once a loan enters the past-due portfolio, including court and out-of-court collections (defined as sale of the written-off portfolio once all collections alternatives have been exhausted).

In addition, this department manages repossessed or awarded assets for the entire division.

#### **RETAIL RISK**

This department is in charge of risk for entire credit process with customers in the Retail Banking Divisions. In this role, the department is responsible for defining the policies and procedures for this process and ensuring compliance, all in line with defined risk appetite. It is also responsible for monitoring operations, ensuring risk is correctly classified and maximizing recovery through the collections area. To accomplish this, the department is structured as follows:

## A. RETAIL LOAN APPROVAL:

Department in charge of risk for loan approval process (initiation, assessment and decision) with customers in the Retail Banking Division. In this role, it is responsible for defining the policies and procedures for this process and ensuring compliance, all in line with the defined risk appetite.

# B. SALES CAMPAIGNS AND DATA QUALITY:

Area in charge of generating sales campaigns and monitoring outcomes.

It is also responsible for the process of validating and maintaining data for the entire Risk Division, as well as validating regulatory reports for which the Risk Division is responsible.

#### C. MODELS:

Area in charge of generating and maintaining models in accordance with the Bank's requirements and guidelines from the Model Monitoring Area.







# D. MONITORING:

The Monitoring Area is responsible for three functions:

Early detection, which helps the Bank more efficiently recover amounts owed by customers.

Consolidating customer and loan information, which provides data for the ongoing reclassification process to ensure that customer classifications faithfully reflect potential losses.

#### E. COLLECTIONS:

This department is responsible for the collections process and for efficiently recovering amounts owed by customers with payment problems. It also manages pre-court, court and out-of-court collections (defined as sale of the written-off portfolio once all collections alternatives have been exhausted).

#### MANAGEMENT CONTROL AND PROJECTS:

This area is in charge of three functions: Risk intelligence, model monitoring and global credit risk management processes.

It is responsible for the following central processes:

- · Interpreting and implementing regulatory modifications,
- Updating, coordinating and communicating credit risk policies and their related procedures,
- Managing the Risk Committee.

It also provides internal support such as:

- Managing projects for the division and others related to credit risk management.
- Conducting training.
- Controlling internal targets.
- Managing the division's budget and director plan.

# A. RISK INTELLIGENCE AREA:

This area is in charge of continuously monitoring risk indicators, generating risk management and analysis reports and monitoring limits and concentration in order to more efficiently manage risk in accordance with the Bank's defined risk appetite.

It is also responsible for monitoring new market trends in credit risk management in search of new tools and processes to attain its objectives.



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#### B. MODEL MONITORING AREA:

This area is in charge of continuously monitoring all of the Bank's models and making recommendations regarding any deviations detected.

It must also monitor the adequacy of provisions on the Bank's portfolios.

# 2) FINANCIAL RISK

#### FINANCIAL RISK DEPARTMENT

Department in charge of ensuring financial risk is effectively managed, which is staffed by nine employees. Further information on its functions is available in section IV.

# 3) OPERATIONAL RISK

#### **OPERATIONAL RISK**

Department in charge of ensuring operational risk, business continuity, information security and suppliers are effectively managed. It serves as a second line of defense and is staffed by 11 employees. Further information on its functions is available in section V.

#### III. CREDIT RISK

# A. CREDIT RISK MANAGEMENT OBJECTIVES

The Risk Division is responsible for managing credit risk through the Credit Risk Area. The objective of this area is to complete the six-stage loan approval process: Target market; analysis and assessment; decision; management; monitoring and control; and collections.

The above must be carried out in accordance with the risk tolerance (appetite) defined by senior management.

#### B. CREDIT RISK STRUCTURE

The Credit Risk Area has numerous departments that participate throughout the entire loan approval process, supporting the Bank's sales areas at all times and acting as an independent counterweight during the loan decision-making process.

This area is made up of:

- Commercial Risk.
- Retail Risk.
- Management Control and Projects.





#### C. CREDIT RISK PROCESS:

The following chart details the six stages of the loan approval process and the departments that participate in each stage.

| LOAN APPROVAL PROCESS          | COMMERCIAL BANKING | MANAGEMENT      |  |  |
|--------------------------------|--------------------|-----------------|--|--|
| Target Market                  |                    |                 |  |  |
| Credit Analysis and Assessment |                    |                 |  |  |
| Loan Decision                  | Commercial         | Retail          |  |  |
| Credit Management              | Risk Management    | Risk Management |  |  |
| Credit Monitoring and Control  |                    |                 |  |  |
| Collections                    |                    |                 |  |  |

#### C.1 CREDIT RISK STAGES

#### 1. TARGET MARKET:

Although the Bank's senior management is responsible for defining the target market, this decision is based on a proposal prepared jointly by the sales and risk areas after having analyzed the opportunities available in the market and the risks of the different segments. This proposal is contained in the Bank's Credit Risk Policy Manual.

#### 2. CREDIT ANALYSIS AND ASSESSMENT:

The tools used to analyze and assess a customer depend on the customer's market. For example, a scoring system is used in retail banking (individuals and companies), while a case-by-case analysis prepared by a credit risk expert is utilized in commercial banking.

#### 3. LOAN DECISION:

The credit risk area acts as a counterweight in the loan decision process in all committees on which it sits. It also defines the approval limits for commercial areas and may intervene if risk standards are surpassed at any time.

There are mainly two types of committees, separated by the way they operate: circulating folder or meeting. In the first case, which involves smaller amounts, a folder is passed from one level to the next until it reaches the required level. In the second case, for larger amounts, a meeting is held where an account executive presents the loan to members of the committee for their approval. Meeting committees are also divided by amount.

Of these loan committees, the most important is the Board Credit Committee, which includes two directors, two advisors to the Board, the Bank's CEO, the Risk Division Manager and the Commercial Loan Approval Manager. This committee analyzes the most important loans, assessing close to 70% of loans in terms of amount and 5% in terms of number of customers.





#### 4. CREDIT MANAGEMENT:

This area works to ensure proper customer classification, which begins with executives, followed by reclassifications made mainly by the Monitoring and Control Department, committees and the Loan Restructuring Department, and ends with the Reclassification Committee. The latter body executes and carries out the classification and provisioning process in order to ensure the Bank is operating correctly and to reflect the reality of its portfolio.

It also works with sales areas to keep the number of expired and/or overdrawn lines of credit within expected parameters, and it maintains strict control of appraisals of assets provided to guarantee loans.

#### 5. COLLECTIONS:

In this stage, the specialized Collections (Retail Risk) and Loan Restructuring (Commercial Risk) departments perform a variety of activities to collect on loans, including out-of-court and court collections.

#### 6. MONITORING AND CONTROL:

This stage aims to maintain an overall vision of how the above-mentioned loan processes are functioning. Its involvement includes reviewing and auditing current credit policies, monitoring the performance of the analysis areas and committees, and properly managing credit.

It relies on various sources of information to fulfill its duties, including reports provided by the Credit Risk Intelligence Area and information on portfolio behavior. It uses this information to strictly monitor and control the Bank's portfolio and, as a result, it is the area that proposes most of the potential customer reclassifications.

This function is separated into two areas that serve the Commercial and Retail Banking divisions.

#### D. RISK RATING AND PROVISIONS

Risk rating and assessments for provisioning purposes depend on customer and product type. Customers can be rated individually or as a group, as detailed below:

| INDIVIDUAL RATING                                       | GROUP RATING                         |                                   |                   |  |
|---|--------------------------------------|-----------------------------------|-------------------|--|
| CUSTOMER TYPE   | METHODOLOGY                          | CUSTOMER TYPE                     | METHODOLOGY       |  |
| Companies (includes individuals with business accounts) | Commercial matrix and business rules | Individuals with commercial loans | Guidelines        |  |
| Real estate   | Manual                               | 6 111                             |                   |  |
| Other   |                                      | Small businesses                  | Guidelines/Matrix |  |
| - Banks   |                                      | Holding companies                 | Guidelines/Matrix |  |
| - Restructuring of retail and commercial loans          | Manual                               | Residential mortgage loans        | Model             |  |
| - Non-profit  |                                      | Community                         | 1.4               |  |
| - Special group leasing                                 |                                      | Consumer loans                    | Internal model    |  |





## D.1 RATING INDIVIDUAL CUSTOMERS

This group includes all customers (individuals or legal entities) that the Bank needs to understand and analyze in detail because of their size, complexity or exposure level.

As a result, Banco Security individually rates all entities with annual sales over MCH\$1,000 and debt over MCH\$200, as well as real estate projects, institutional companies, non-profit organizations and bankrupt entities, among others.

#### D.2 RATING GROUP LOANS

Group assessments are used for customers that tend to behave similarly. Thus, they are assessed using methodologies and models to analyze operations related to the same product, based on customer type, as indicated below:

#### 1. COMMERCIAL PRODUCTS:

- a. Individuals
- b. Restructuring of retail loans
- c. Small businesses
- d. Investment companies

# 2. CONSUMER PRODUCTS:

a. Individuals

#### 3. MORTGAGE PRODUCTS:

a. Individuals

#### D.3 DISTRIBUTION OF LOAN PORTFOLIO

The Bank's portfolio is distributed as follows, based on the type of risk assessment used (i.e. group or individual):

#### **ASSESSMENT BY CUSTOMER TYPE**

NUMBER OF CUSTOMERS





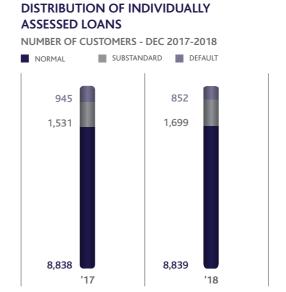
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Individually assessed loans are distributed by category (normal, substandard and default) using the following criteria:





# IV. FINANCIAL RISK

# A. FINANCIAL RISK MANAGEMENT OBJECTIVES

For the organization, financial activities are defined as all transactions that are closed by the Bank and its subsidiaries Valores Security and Administradora General de Fondos, either on their own account or on behalf of third parties.

In general, financial transactions include operations involving foreign currency, loans, financing instruments, fixed-income instruments, derivatives and stocks.

The strategic objectives of financial activities include:

- Strengthening and expanding the Bank's position, consolidating and developing long-term relationships with customers and different market players, and providing a full range of investment banking products.
- Improving and ensuring the stability of long-term returns and effectively managing the different potential risks.

Financial activities are limited to previously-approved strategic product areas and will only be carried out within the overall risk guidelines defined by the Bank's Board of Directors.

In managing the portfolio of financial investments, the organization will actively manage positions based on an ongoing analysis of economic and financial conditions. Therefore, positions in financial instruments will be in line with the consensus for the macroeconomic outlook. However, short-term trading positions can also be taken to capitalize on a one-time misalignment of a market variable.







In order to achieve the objectives established in the Bank's investment strategies, a broad range of currencies and products can be traded, always in accordance with current applicable regulations.

The Bank is primarily engaged in trading non-derivative fixed-income financial instruments, interbank funding, transactions with repo agreements, foreign currency spot sales and purchases, currency and interest rate derivatives (forwards and swaps), stocks and simultaneous operations.

Treasury products can be geared towards different objectives, such as profiting from short or medium-term variations in market factors, making returns by generating spreads with respect to the financing rate of positions, leveraging maturity mismatches and slopes of interest rate structures or exchange rate differentials, engaging in economic and/or accounting hedges and distributing treasury products through the Bank's sales network.

Derivatives are particularly used to hedge risks, for market arbitrage some market or to take certain proprietary positions.

Hedge management using derivatives can use economic or accounting hedges, depending on the defined strategy.

Strategies with derivatives with accounting hedges can be used to hedge cash flows or the fair value of any item in the statement of financial position or expected transaction that generates risk or volatility in profit or loss, in compliance with international accounting standards. These strategies must meet all requirements included in current regulations and their effectiveness is reviewed at least monthly for each hedge.

Risk management and control take place through policies, procedures, methodologies and limits, which create value for shareholders and the market in general, guaranteeing adequate solvency levels.

These internal limits, defined by portfolio type, maturity mismatches, currency and instrument type based on the Bank's risk appetite, allow the Bank to control risk levels and diversify investment portfolios.

The Bank's policies also allow it to require guarantees under certain circumstances, mainly for derivative transactions, in order to mitigate credit risk.

#### B. FINANCIAL RISK STRUCTURE

The Board of Directors is responsible for approving risk management policies, limits and structures for the Bank and its subsidiaries. To accomplish this, it has set up several committees to monitor compliance with defined policies and limits. These committees are made up of directors and executives and provide the Board with regular reports on risk exposure.

The following committees currently analyze matters related to financial risk:

FINANCE COMMITTEE: Controls and manages financial investments from a short and medium-term trading perspective and the
risks associated with these portfolios.





- ASSET AND LIABILITY COMMITTEE: Controls and manages the risk of mismatches in assets and liabilities in order to stabilize and protect and control the Bank's financial margin and economic value. It also monitors liquidity gaps, diversification of funding sources, highly-liquid assets and risk-adjusted capital limits (solvency).

The objective of the Bank's financial risk management policies is to identify and analyze the risks faced by the Group, set concentration limits and put ongoing controls in place to monitor compliance.

The committees regularly revise these policies in order to incorporate changes in market conditions and the Bank's activities. Once revised, the changes are submitted to the Board for its approval.

The Financial Risk Department, which reports to the Planning and Control Division, is charged with monitoring and controlling risks and is independent from the business areas that take and manage the risks.

This department is specifically responsible for:

- Centralizing efforts to control and measure the different risks affecting the Bank and its subsidiaries by applying uniform policies and controls.
- Ensuring that risk managers, senior management and the Board of Directors are kept informed of key matters regarding market and liquidity risk.
- Ensuring that recommendations from regulators and internal auditors are followed and appropriately implemented.
- Reporting and monitoring market risk and liquidity and limit compliance on a daily basis for the Bank and its subsidiaries.
- Developing and reviewing the effectiveness of methods and procedures for measuring risk.

Risk is measured and controlled on a daily basis using risk reports used by senior management to make decisions. These reports include VaR measurements and rate sensitivity for both the investment portfolio and the banking book as a whole, risk exposure by portfolio, instrument, risk factors and concentration and compliance with internal limits.

## C. FINANCIAL RISK PROCESS

Risk measurements are based on automated systems used to monitor and control the risk to which the Bank and its subsidiaries are exposed on a daily basis, thus allowing for proper decision-making.

The Treasury is in charge of taking positions and risks within the limits defined by senior management. It is responsible for managing financial risks arising from positions in investment books, from structural asset/liability mismatches and from managing liquidity gaps and also for adequately funding operations.

The Internal Audit Department regularly assesses risk processes. The general risk structure is continuously being evaluated by the SBIF, the Bank's independent auditors, and other external entities.







#### D. DEFINITION OF FINANCIAL RISKS

#### A) MARKET RISK

Market risk represents the potential loss that can result from changes in market prices over a certain period of time as a result of variations in interest rates, foreign currencies, indexation and stock prices. These losses affect the value of financial instruments held for trading and available for sale, both for the Bank and its subsidiaries.

#### MARKET RISK METHODOLOGY

Market risk is measured using the Value at Risk (VaR) methodology, which allows the different risks and types of operations to be standardized, modeling the collective relationship of these factors in a single risk measurement.

VaR provides an estimate of the maximum potential loss from treasury positions of financial assets or liabilities in the event of an adverse, yet normal, scenario.

The methodology used to calculate VaR is a parametric technique that assumes that the price returns on investments follow a normal distribution using a threshold of 95% confidence, a maintenance horizon of 1 day and a historical data sample of 250 days adjusted using statistical techniques to assign greater weight to more recent developments, in order to quickly capture increases in market volatilities.

The assumptions on which the model is based have some limitations, including:

- A maintenance period of one day assumes that the positions can be covered or disposed of within that period. However, investment portfolios held for trading are comprised of highly-liquid instruments.
- A confidence level of 95% does not reflect the losses that could occur in the remaining 5% of the distribution.
- Value at risk is calculated with positions at the end of the day and does not reflect the exposure that could arise during the trading day.
- The use of historical information to determine possible ranges of future outcomes may not cover all possible scenarios, especially exceptional circumstances.
- Market price returns of financial instruments can present abnormal probability distributions.

The limitations of the assumptions used by the VaR model are minimized using nominal limits for investment concentration and sensitivity to specific risk factors.

The reliability of the VaR methodology used is verified using backtesting, which is contrasted with the actual results obtained to determine whether they are consistent with the methodological assumptions within the given confidence levels. Ongoing monitoring of these tests allows the Bank to confirm the validity of the assumptions and hypothesis used in the model.







Control of financial risk is complemented with specific simulation exercises and stress testing to analyze different financial crises that have occurred in the past and the effect they may have on current investment portfolios.

These risks are monitored on a daily basis. Risk levels incurred and compliance with limits established for each unit are reported to risk managers and senior management.

Banco Security and its subsidiaries measure and limit Value at Risk in their investment portfolios (trading and available for sale) by risk factor, interest rates, currencies, instrument type and portfolio type.

Details of the market risks of the different investment portfolios by type of risk are as follows:

|                             | VAR BY TY                     | PE OF RISK                    |
|-----------------------------|-------------------------------|-------------------------------|
|                             | DECEMBER 31,<br>2018<br>MCH\$ | DECEMBER 31,<br>2017<br>MCH\$ |
| TRADING                     |                               |                               |
| Fixed income                | 59                            | 103                           |
| Derivatives (excl. options) | 48                            | 410                           |
| Embedded options            | 0                             | 1                             |
| FX                          | 41                            | 26                            |
| Shares                      | 22                            | 58                            |
| Diversification effect      | (63)                          | (342)                         |
| TOTAL PORTFOLIO             | 107                           | 255                           |
| AVAILABLE FOR SALE          |                               |                               |
| Rate                        | 349                           | 232                           |
| TOTAL PORTFOLIO             | 349                           | 232                           |
| Total diversification       | (17)                          | (368)                         |
| TOTAL VAR                   | 502                           | 462                           |

## B) STRUCTURAL INTEREST RATE RISK

This risk stems mainly from commercial activity (commercial loans v/s deposits), caused by the effects of variations in interest rates and/or the slopes of interest rate curves to which assets and liabilities are indexed. When these show temporary repricing or maturity gaps, they can impact the stability of results (financial margin) and solvency levels (economic value of equity).

To do this, the Bank establishes internal limits using sensitivity techniques for interest rate structures. The Bank also uses stress testing to evaluate the sensitivity of interest rates, currency repricing, changes in stock prices, changes in underlying assets for options and changes in commissions that may be sensitive to interest rates. This stress testing enables the Bank to measure and control the impact of sudden movements in the different risk factors that affect its solvency ratio, the financial margin and the economic value of equity.

Compliance with limits established by the Bank, in accordance with the definitions established by the Chilean Central Bank in Chapter III.B.2.21 of the Compendium of Financial Standards and by the Superintendency of Banks and Financial Institutions in Chapter 12-21





of the Updated Standards, is also monitored on a daily basis. The Bank also files a weekly report with the SBIF on the risk positions of the investment portfolio within the trading book and limit compliance. It also files a monthly report with the SBIF on the consolidated positions at risk (including subsidiaries) for the trading book and individually for the banking book, which includes sensitivity to market risk in the available-for-sale portfolio and the commercial book.

In accordance with the methodology defined in Chapter III.B.2.2 of the Compendium of Financial Standards of the Chilean Central Bank, market risk is as follows:

|                                   | MARKET RISK 1                 | FRADING BOOK                  |
|-----------------------------------|-------------------------------|-------------------------------|
|                                   | DECEMBER 31,<br>2018<br>MCH\$ | DECEMBER 31,<br>2017<br>MCH\$ |
| Market risk                       |                               |                               |
| Interest rate risk                | 9,307                         | 9,227                         |
| Currency risk                     | 1,162                         | 1,163                         |
| Options risk                      | 1                             | 7                             |
| TOTAL RISK                        | 10,470                        | 10,397                        |
| Consolidated risk-weighted assets | 5,862,058                     | 5,360,108                     |
| Regulatory capital (RC)           | 774,770                       | 751,267                       |
| BASEL LIMIT                       | 8.00%                         | 8.00%                         |
| BASEL WITH MARKET RISK            | 12.93%                        | 13.69%                        |
| BASEL I                           | 13.22%                        | 14.02%                        |

|                                 | MARKET RISK B                 | ANKING BOOK                   |
|---------------------------------|-------------------------------|-------------------------------|
|                                 | DECEMBER 31,<br>2018<br>MCH\$ | DECEMBER 31,<br>2017<br>MCH\$ |
| Short-term                      |                               |                               |
| Interest rate risk (short-term) | 9,610                         | 5,671                         |
| UF mismatch                     | 813                           | 1,313                         |
| Sensitive commissions           | 175                           | 166                           |
| TOTAL RISK                      | 10,598                        | 7,150                         |
| Limit 35% margin (Board)        | 59,325                        | 50,735                        |
| SURPLUS (BOARD)                 | 48,727                        | 43,585                        |
| Long-term                       |                               |                               |
| Interest rate risk              | 19,984                        | 16,975                        |
| LIMIT 25% RC (BOARD)            | 193,693                       | 187,864                       |
| SURPLUS (BOARD)                 | 173,709                       | 170,890                       |

#### C) LIQUIDITY RISK

Liquidity risk represents the possibility of not fulfilling obligations when they mature as a result of the inability to liquidate assets or obtain funds, or not being able to dispose of them easily or offset exposure without significantly reducing prices due to insufficient market depth (market liquidity).







The following concepts are involved with liquidity risk.

- MATURITY RISK: the risk arising from having cash inflows and outflows with different maturity dates.
- COLLECTION RISK: the risk of being unable to collect any cash inflow as a result of stoppage of payment, default or delay.
- **FUNDING RISK:** the risk of being unable to raise market funds, either in the form of debt or capital, or only being able to do so by substantially increasing the cost of funds, thus affecting the financial margin.
- **CONCENTRATION RISK:** the risk from concentrating funding or revenue sources in a few counterparties that may bring about an abrupt change in the matching structure.
- **LIQUIDITY MARKET RISK:** this risk is linked to certain products or markets and arises from not being able to close or sell a particular position at the last quoted market price (or a similar price) due to low liquidity.

#### LIQUIDITY RISK METHODOLOGY

The methodologies used to control liquidity are the liquidity gap, which considers probable behavior scenarios for assets and liabilities, stress testing, liability concentration limits and early warning indicators.

The liquidity gap provides information regarding contractual cash inflows and outflows (i.e. those that will occur at a given future time according to asset and liability contracts). For items without contractual maturities, simulations are created based on statistical studies to infer maturity behavior.

Based on these scenarios, assumptions for normal operating conditions are established. These omit items (mainly assets) that create a set of conservative liquidity management conditions from daily management. They are limited through minimum mismatching margins per control segment defined on a weekly and monthly basis over a horizon of one year.

This is supplemented by special procedures to face a liquidity crisis and early warning indicators that can identify any potential risk.

A series of ratios and funding concentration limits by creditor and maturity are also controlled. This enables the Bank to keep its funding sources organized and diversified.

The Bank uses the contractual maturity methodology to comply with the regulatory liquidity limits established in Chapter III.B.2.1 of the Chilean Central Bank's Compendium of Financial Standards and Chapter 12-20 of the SBIF's Updated Compilation of Standards.

Mismatches and compliance with consolidated regulatory limits by the Bank and its subsidiaries are reported to the SBIF every three days. Details of regulatory liquidity gaps as of December 31, 2018 and 2017, in all currencies presented in MCH\$, are as follows.





|  |                 |                 |             |             |           |           |           |           |           |           |           |           | ,               |                 |
|--|-----------------|-----------------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|-----------------|
|  | < 1 MC          |                 | 1-3M        |             | 3 MONTH   |           | 1-37      |           | 3-6       |           | > 6 Y     |           | TO.             |                 |
| Available funds                            | 2018<br>440,133 | 2017<br>575,762 | 2018        | 2017        | 2018 -    | 2017      | 2018      | 2017      | 2018      | 2017      | 2018      | 2017      | 2018<br>440.133 | 2017<br>575.762 |
| Financial investments                      | 818,754         | 719,336         | 33,371      | 40.236      | 795       | 10,257    | 676       | 623       | 617       | 568       | 830       | 764       | 855.043         | 771,784         |
| Loans to other domestic                    | 010,734         | 1 19,550        | 33,371      | 40,230      | 195       | 10,237    | 0/0       | 023       | 017       | 300       | 030       | 704       | 033,043         | 111,104         |
| banks                                      | 3,172           | -               | 3,879       | -           | 108       | -         | -         | -         | -         | -         | -         | -         | 7,159           | -               |
| Commercial and consumer loans              | 418,386         | 292,130         | 501,375     | 493,942     | 1,370,613 | 1,206,076 | 923,625   | 834,367   | 843,366   | 761,863   | 1,133,823 | 1,024,251 | 5,191,188       | 4,612,629       |
| Lines of credit and overdrafts             | 391,636         | 317,120         | 787,546     | 619,568     | 661,792   | 603,689   | -         | -         | -         | -         | -         | -         | 1,840,974       | 1,540,377       |
| Residential mortgage loans                 | 4,703           | 4,695           | 8,555       | 8,491       | 38,587    | 38,679    | 241,875   | 250,773   | 220,857   | 228,982   | 296,920   | 307,843   | 811,497         | 839,463         |
| Other assets                               | 91,477          | 104,682         | 2,316       | -           | 388       | -         | -         | -         | -         | -         | -         | -         | 94,181          | 104,682         |
| Derivatives                                | 73,999          | 155,253         | 113,330     | 97,832      | 126,743   | 94,799    | 161,227   | 93,638    | 147,217   | 85,501    | 197,919   | 114,948   | 820,435         | 641,971         |
|  | 2,242,260       | 2,168,978       | 1,450,372   | 1,260,069   | 2,199,026 | 1,953,500 | 1,327,403 | 1,179,401 | 1,212,057 | 1,076,914 | 1,629,492 | 1,447,806 | 10,060,610      | 9,086,668       |
|  |                 |                 |             |             |           |           |           |           |           |           |           |           |                 |                 |
| Current accounts and other demand deposits | 656,065         | 671,042         | -           | -           | -         | -         | -         | -         | -         | -         | -         | -         | 656,065         | 671,042         |
| Domestic interbank loans                   | 9,811           | 8,145           | -           | -           | -         | -         | -         | -         | -         | -         | -         | -         | 9,811           | 8,145           |
| Savings accounts and time deposits         | 687,185         | 555,904         | 965,308     | 837,844     | 1,265,259 | 1,393,502 | 25,196    | 53,997    | 25,229    | 54,068    | 31,263    | 66,999    | 2,999,440       | 2,962,314       |
| External funding                           | 23,424          | 2,262           | 25,042      | 41,784      | 118,388   | 84,846    | 19,489    | 19,929    | 19,515    | 19,955    | 24,182    | 24,727    | 230,040         | 193,503         |
| Letters of credit                          | 392             | 587             | 130         | 191         | 1,391     | 1,910     | 4,579     | 5,974     | 4,585     | 5,982     | 5,682     | 7,413     | 16,759          | 22,057          |
| Bonds                                      | 9,719           | 90,681          | 10,699      | 9,323       | 271,985   | 65,376    | 687,876   | 589,581   | 688,772   | 590,348   | 853,498   | 731,535   | 2,522,549       | 2,076,844       |
| Lines of credit and overdrafts             | 392,717         | 319,782         | 784,319     | 621,782     | 654,805   | 607,866   | -         | -         | -         | -         | -         | -         | 1,831,841       | 1,549,430       |
| Other liabilities                          | 153,790         | 169,705         | 4,347       | 12,144      | 8,041     | 5,846     | 1,389     | 5,416     | 1,391     | 5,424     | 1,724     | 6,721     | 170,682         | 205,256         |
| Derivative instruments                     | 89,798          | 144,565         | 119,298     | 94,882      | 109,037   | 95,932    | 154,452   | 89,824    | 154,653   | 89,940    | 191,640   | 111,450   | 818,878         | 626,593         |
|  | 2,022,901       | 1,962,673       | 1,909,143   | 1,617,950   | 2,428,906 | 2,255,278 | 892,981   | 764,721   | 894,145   | 765,717   | 1,107,989 | 948,845   | 9,256,065       | 8,315,184       |
|  |                 |                 |             |             |           |           |           |           |           |           |           |           | -               | -               |
| Net cash flow                              | 219,359         | 206,305         | (458,771)   | (357,881)   | (229,880) | (301,778) | 434,422   | 414,680   | 317,912   | 311,197   | 521,503   | 498,961   | 804,545         | 771,484         |
| Accumulated net cash flow                  | 219,359         | 206,305         | (239,412)   | (151,576)   | (469,292) | (453,354) | (34,870)  | (38,674)  | 283,042   | 272,523   | 804,545   | 771,484   | 1,609,090       | 1,542,968       |
| Regulatory limit                           | (577,587)       | (553,157)       | (1,155,174) | (1,106,313) |           |           |           |           |           |           |           |           |                 |                 |
| Limit exceeded by                          | (796,946)       | (759,462)       | (915,762)   | (954,737)   |           |           |           |           |           |           |           |           |                 |                 |





Regulatory liquidity gap as of December 31, 2018 and 2017, in foreign currency presented in MCH\$

|   | < 1 MC  | NTH     | 1 - 3 MC  | ONTHS     | 3 MONTH   | S - 1 YEAR | 1-3\    | EARS     | 3-6\    | /EARS   | > 6 Y   | EARS    | TOTAL     |           |
|---|---------|---------|-----------|-----------|-----------|------------|---------|----------|---------|---------|---------|---------|-----------|-----------|
|   | 2018    | 2017    | 2018      | 2017      | 2018      | 2017       | 2018    | 2017     | 2018    | 2017    | 2018    | 2017    | 2018      | 2017      |
| Available funds                                     | 147,741 | 209,681 | 4,206     | -         | -         | -          | -       | -        | -       | -       | -       | -       | 151,947   | 209,681   |
| Financial investments                               | 3,172   | 125,227 | 3,879     | -         | 108       | -          | -       | -        | -       | -       | -       | -       | 7,159     | 125,227   |
| Commercial and consumer loans                       | 70,126  | 51,322  | 89,613    | 75,409    | 135,637   | 129,504    | 102,741 | 91,019   | 93,814  | 83,110  | 126,123 | 111,733 | 618,054   | 542,097   |
| Lines of credit and overdrafts                      | -       | -       | -         | -         | -         | -          | -       | -        | -       | -       | -       | -       | -         | -         |
| Other assets  | -       | 28,576  | -         | -         | -         | -          | -       | -        | -       | -       | -       | -       | -         | 28,576    |
| Derivatives   | 43,215  | 48,060  | 49,736    | 7,079     | 58,218    | 39,238     | 86,528  | 57,912   | 79,009  | 52,880  | 106,220 | 71,092  | 422,926   | 276,261   |
|   | 264,254 | 462,866 | 147,434   | 82,488    | 193,963   | 168,742    | 189,269 | 148,931  | 172,823 | 135,990 | 232,343 | 182,825 | 1,200,086 | 1,181,842 |
|   |         |         |           |           |           |            |         |          |         |         |         |         |           |           |
| Current<br>accounts and<br>other demand<br>deposits | -       | 133,932 | -         | -         | -         | -          | -       | -        | -       | -       | -       | -       | -         | 133,932   |
| Domestic interbank loans                            | -       | 6,563   | -         | -         | -         | -          | -       | -        | -       | -       | -       | -       | -         | 6,563     |
| Savings<br>accounts and<br>time deposits            | 23,424  | 125,143 | 25,042    | 158,007   | 118,388   | 67,279     | 19,489  | -        | 19,515  | -       | 24,182  | -       | 230,040   | 350,429   |
| External funding                                    | 104,285 | 2,262   | -         | 41,784    | -         | 84,846     | -       | 19,929   | -       | 19,955  | -       | 24,727  | 104,285   | 193,503   |
| Other liabilities                                   | -       | 25,613  | -         | -         | -         | -          | -       | -        | -       | -       | -       | -       | -         | 25,613    |
| Derivative instruments                              | 126,454 | 90,179  | 274,712   | 70,165    | 48,266    | 24,722     | -       | 31,910   | -       | 31,952  | -       | 39,594  | 449,432   | 288,522   |
|   | 254,163 | 383,692 | 299,754   | 269,956   | 166,654   | 176,847    | 19,489  | 51,839   | 19,515  | 51,907  | 24,182  | 64,321  | 783,757   | 998,562   |
|   |         |         |           |           |           |            |         |          |         |         |         |         | -         | -         |
| Net cash flow                                       | 10,091  | 79,174  | (152,320) | (187,468) | 27,309    | (8,105)    | 169,780 | 97,092   | 153,308 | 84,083  | 208,161 | 118,504 | 416,329   | 183,280   |
| Accumulated net cash flow                           | 10,091  | 79,174  | (142,229) | (108,294) | (114,920) | (116,399)  | 54,860  | (19,307) | 208,168 | 64,776  | 416,329 | 183,280 | 832,658   | 83,230    |
| Regulatory limit                                    | 10,091  | 79,174  |           |           |           |            |         |          |         |         |         |         |           |           |
| Limit exceeded by                                   |         |         |           |           |           |            |         |          |         |         |         |         |           |           |

To supplement these gap analyses, several ratios are monitored to control the amount of liquid assets that back net cash outflows over a 30-day horizon under stress scenarios, as well as ratios that allow the Bank to ensure an adequate relationship between stable or long-term funding and long-term funding needs.





#### **HEDGE ACCOUNTING**

The Bank hedges assets or liabilities in the statement of financial position using derivatives in order to minimize the effects on profit or loss of possible variations in their market value or estimated cash flows.

At the inception of the hedge relationship, the Bank formally documents the relationship between hedging instruments and the hedged item, as well as the hedge's strategies and objectives and the methodologies for testing its effectiveness.

The effectiveness of the hedge relationship is tested using prospective and retrospective evaluations. The hedge is deemed highly effective if the results of the tests are between 80% and 125%.

As of December 31, 2018, the bank has four hedge accounting strategies to cover the following risks:

- 1) Cash Flow Hedging Strategy, to hedge the future cash flow risk of UF liabilities arising from bonds placed in UF.
- 2) Cash Flow Hedging Strategy, to hedge the future cash flow risk of UF assets arising from mortgages in UF.
- 3) Cash Flow Hedging Strategy, to hedge the future cash flow risk of loans in US\$.
- 4) Fair Value Hedging Strategy, to hedge the risk of volatility in base interest rates on UF, arising from commercial loans placed in UF.

#### **EMBEDDED DERIVATIVES**

These derivatives can be embedded in another contractual agreement (or host contract) and, therefore, are accounted for at market price separately from the host contract when it is not recognized at fair value since the characteristics and economic risks of the embedded derivative are not related to the characteristics and economic risks of the host contract.

Currently, the Bank carries at fair value through profit and loss embedded derivatives arising from variable rate mortgage loans that incorporate a fixed rate after a certain amount of time or a rate ceiling used by customers to obtain an option in their favor. These will generate negative effects for the Bank when market rates are above the rate ceiling on these loans. This effect is determined on a daily basis using sophisticated methodologies to evaluate options, and the change in fair value is treated as profit or loss for the year (increases in the theoretical value of that derivative are a loss for the Bank).

Relevant data on these embedded derivatives are as follows:

|                                | AS OF DECEMBER 31,<br>2018<br>MCH\$ | AS OF DECEMBER 31,<br>2017<br>MCH\$ |
|--------------------------------|-------------------------------------|-------------------------------------|
| Balance MUF mortgage portfolio | 61                                  | 90                                  |
| Rate ceiling (average)         | 7.0%                                | 6.8%                                |
| Option value MCH\$             | 0.2                                 | 5                                   |









## V. OPERATIONAL RISK

### A. DEFINITION

The Bank and its subsidiaries define operational risk as the risk of losses resulting from inadequate or faulty processes, staff and internal systems, or due to external incidents. This definition includes legal and reputational risks but excludes strategic risks.

Furthermore, loss (write-off) is defined as negative financial effects on the physical, financial or intangible assets of the Bank and its subsidiaries caused by events related to an operational risk. If this event does not generate negative financial effects, it will not be considered "an incident".

### B. MAIN OBJECTIVES AND PRINCIPLES

The objective of operational risk management is to define a framework for managing operational risk in Banco Security and its subsidiaries. This includes establishing principles for identifying, assessing, controlling and mitigating such risk in order to reduce losses from operational risk, thus complying with corporate objectives, its risk appetite and providing a suitable level of exposure to and management of operational risk.

The following principles govern the operational risk management efforts of Banco Security and its subsidiaries:

- Operational risk is defined as a category apart from traditional banking risks and requires proactive management to identify, assess, control and mitigate such risk.
- A clear definition of operational risk must exist and it must be classified based on the guidelines established in the Basel capital agreements and current regulations.
- The Board of Directors and senior management play an important role in approving and supervising compliance with the operational risk management policy and strategy.
- Specific definitions must exist for operational loss and tolerance levels set by the Bank and its subsidiaries.
- An individual with an independent, specific position should be in charge of the operational risk function.
- Consistency with current regulations and best practices in its regard.

### C. OPERATIONAL RISK MANAGEMENT STRATEGY

The operational risk management strategy, carried out by the Operational Risk Division, must be consistent with the volume and complexity of the activities of the Bank and its subsidiaries. To accomplish this, it defines lines of action for operational risk management in the







following areas: Products or processes, suppliers, business continuity and information security. These lines are implemented throughout the Bank and its subsidiaries.

The strategy must set a tolerance level for operational risk assumed by the Bank and its subsidiaries that enables it to manage mitigation efforts and monitor risks with exposure greater than or equal to this set tolerance. The strategy must be implemented throughout the entire Bank and its subsidiaries, which means that all levels of personnel must understand and accept their responsibilities regarding the management of this risk.

At a minimum, the strategy should address the following areas: Yearly planning, operational risk models and methodologies and a tool for consolidating all operational risks for the Bank and its subsidiaries.

#### D. OPERATIONAL RISK STRUCTURE

The Operational Risk Division reports to the Chief Executive Officer.

In accordance with the operational risk policy approved by the Board of Directors, risk management is carried out by the individuals responsible for processes and those who execute them, who are the main risk managers; by the operational risk area, which is in charge of managing and monitoring operational risk; by the Board of Directors and the Operational Risk Committee, which is responsible for ensuring that the Bank's operational risk management framework is in line with defined objectives and best practices, and that the necessary conditions exist (trained personnel, organizational structure, budget) to implement this framework. Three lines of defense model.

### E. OPERATIONAL RISK MANAGEMENT

In order to properly manage risk and comply with the objectives defined by the Bank in its Operational Risk Policy, a series of activities have been developed and are described below:

The Operational Risk Management Framework is based on three basic pillars:

- **CULTURE:** Raising awareness of the importance of operational risk management across the entire organization at all levels.
- QUALITATIVE MANAGEMENT: Managing by detecting present and potential risks in order to manage them effectively (i.e. avoiding, transferring, mitigating or accepting these risks). Qualitative management is based on the following activities:
  - Database of losses and incidents
  - Identification and self-assessment of operational risks
  - Key risk indicators
  - Critical supplier reviews
  - Project reviews
  - Process reviews
  - Reviews of procedures and operating manuals
  - Others







- QUANTITATIVE MANAGEMENT: Managing by creating awareness in the organization of the level and nature of operational loss events. This enables the Bank to allocate funds through provisions for expected losses and to efficiently allocate capital for unexpected losses. Quantitative management is based on the following activities:
  - Gathering and managing data.
  - Integrating qualitative and quantitative management.

#### F. OPERATIONAL RISK MANAGEMENT FRAMEWORK

The Operational Risk Management Framework is applied in the following stages:

- **ESTABLISHING THE CONTEXT:** Setting the strategic, organizational and risk management context within which the process will take place. The Bank must stipulate the criteria for assessing risks and define the analysis structure.
- **IDENTIFYING RISKS:** Associating risks with the numerous processes and/or procedures executed as part of the various activities carried out by the Bank.
- ANALYZING RISKS: Specifically analyzing each of the risks detected based on the context set to determine whether that risk
  has an associated control or requires an action or mitigation plan. This situation will be established in accordance with the Bank's
  priorities.
- ASSESSING RISKS: Assessing each of the risks based on the probability of occurrence and the level of impact.
- MITIGATING RISKS: Once risks have been detected and assessed, an analysis will be performed. To accomplish this, the Bank will define an action plan, assign an individual in charge of executing it and set a date for its resolution.
- **MONITORING AND REVIEWING:** Monitoring, reviewing and updating the risk survey and resolution commitments from the person in charge.
- **COMMUNICATING AND CONSULTING:** Communicating and consulting with internal and external stakeholders, as appropriate, in each stage of the risk management process, considering the process as a whole.
- **CULTURE:** Developing various initiatives that help the organization to understand every aspect of operational risk, in order to make the model sustainable and appropriately manage operational risk.

### VI. RISK COMMITTEES

In order to correctly manage risks, Banco Security has set up several risk committees, as described briefly below:





### A. CREDIT RISK COMMITTEES

#### COMPOSITION OF CREDIT RISK COMMITTEE:

The Board Credit Committee is made up of three directors, one advisor to the Board, the Bank's CEO, the Risk Division Manager and the Commercial Loan Approval Manager. The Circulating Folder Credit Committee consists of various sales managers and the deputy manager from the appropriate division (Retail or Commercial Banking).

#### **MATTERS ADDRESSED**

These committees are responsible for approving or rejecting the loan applications submitted to the appropriate committee based on the loan amount and conditions.

#### **PERIODICITY**

The Board Credit Risk Committee meets every Tuesday and Thursday (except the second Thursday of each month) while the Executive Credit Risk Committee meets every Wednesday. The Circulating Folder Credit Risk Committee operates mainly on Monday and Thursday mornings.

### **BOARD INVOLVEMENT**

The Board is highly involved in the credit risk process through the Board Credit Risk Committee. Two directors and the Chairman of the Board sit on this committee, which is the Bank's main credit risk body and is responsible for approving the most important transactions.

### B. CREDIT RISK RECLASSIFICATION COMMITTEE

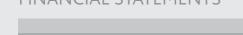
This committee's objective is to review customer risk classifications in light of new developments that may downgrade or upgrade their risk rating provided by the rating system.

This committee meets monthly and is comprised of:

- Chief Executive Officer
- Risk Division Manager
- · Commercial Division Manager (depending on the case being assessed)
- Retail Division Manager (depending on the case being assessed)
- Commercial Risk Manager
- Retail Risk Manager
- Commercial Division Agents (depending on the case being assessed)
- Company Control and Monitoring Deputy Manager
- Retail Credit Risk Control and Monitoring Manager



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### C. WATCH COMMITTEE

This committee is responsible for monitoring and controlling operations and customers by reviewing information on potential future problems (asymptomatic), non-evident variables and evident variables. It also monitors any previously given instructions.

There are three types of committees:

- The BOARD WATCH COMMITTEE for customers with overall BS credit line over MCH\$500 (Approx. UF 20,000). Meets quarterly.
- The MONITORING or MANAGER WATCH COMMITTEE for customers with overall BS credit line under MCH\$500 (Approx. UF 20,000). Meets every two months.
- The RETAIL WATCH COMMITTEE for retail customers with overall BS credit line over MCH\$20 (Approx. UF800). Meets monthly.

### D. MODELING COMMITTEE

This committee meets to review and monitor all models used for credit risk management. It is also charged with approving new models and monitoring progress. It also reviews the different credit risk methodologies that the Bank uses or is considering using.

### E. RISK COMMITTEE

This committee's objective is to thoroughly review all the risks faced by the Bank and those that may impact it in the future. Based on this review, it generates guidelines and approves action plans in order to meet the objectives outlined in the budget based on the defined risk appetite.

This committee also reviews credit risk policies and processes and lending authority and any proposed amendments.

In addition, it analyzes the matters and resolutions discussed by the remaining credit risk committees.

Lastly, this committee is in charge of presenting topics, committee resolutions and policies to the Board for its approval.

This committee meets monthly and its members are:

- One director
- Chief Executive Officer
- Division managers (Commercial, Risk, Finance, Operations and Planning)
- Commercial Risk Manager
- Retail Risk Manager
- Risk and Project Management Control Deputy Manager







### F. FINANCE COMMITTEE

This committee's objective is to jointly evaluate positions in financial investments and risks taken by the Bank and its subsidiaries, defining strategies to be adopted and validating compliance.

Its main duties include reporting on each unit's performance regarding profits and margins versus budget, aligning strategies and escalating investment and divestiture decisions.

The Financial Committee is also responsible for proposing risk management policies and methodologies for managing financial assets to the Board and ensuring compliance with market risk limits.

#### THIS COMMITTEE IS COMPRISED OF:

- Two Banco Security Directors
- Chief Executive Officer at Banco Security
- Finance Division Manager at Banco Security
- Planning and Control Division Manager at Banco Security
- Chief Financial Officer at Valores Security

#### G. OPERATIONAL RISK COMMITTEES

#### **COMPOSITION OF OPERATIONAL RISK COMMITTEE**

The members of the Operational Risk Committee are a Director (Chairman), Chief Executive Officer (Vice Chairman), Operational Risk Division Manager (Secretary), Operations and IT Division Manager. (Replacement for the Vice Chairman), Operational Risk Division Manager - Secretary, Commercial Banking Division Manager, Retail Banking Division Manager, Finance and Corporate Division Manager, Planning and Control Division Manager, Credit Risk Division Manager, Representative from the Legal Department, Information Security and BCP Officer, Internal Controller, Compliance and Control Deputy Manager - MF, Operational Risk Manager

The Controller for Grupo Security must attend committee meetings but does not have any responsibility for risk management. His or her purpose is to ensure that any potential corrective measures in response to observations on audited areas are properly implemented.

### **MATTERS ADDRESSED**

The committee is also in charge of disseminating the operational risk policy, evaluating identified risks and defining action plans based the Bank's risk profile.

### **PERIODICITY**

The Operational Risk Committee meets regularly, ideally monthly or as otherwise needed.









### **BOARD INVOLVEMENT**

The Board is informed about the implementation of the Operational Risk Policy, as well as the detection of incidents, potential risks and measurements of operational risks (i.e. severity and frequency of loss). New product and service approval.

#### H. ASSET AND LIABILITY COMMITTEE

This committee is responsible for managing and controlling (1) structural maturity and currency mismatches in the statement of financial position, (2) liquidity and (3) the Bank's financial margin and stability, as well as for (4) defining and controlling capital management policies.

The standing members of this committee are:

- Two directors
- · Chief Executive Officer
- · Finance and Corporate Division Manager
- · Risk Division Manager
- Financial Risk Manager
- · Planning and Control Manager
- · Trading Desk and Investment Manager
- · Distribution Desk Manager
- · Asset and Liability Management Desk Manager
- · Commercial Banking Division Manager
- · Retail Banking Division Manager
- · Foreign Trade and International Services Manager

# VII. CAPITAL REGULATORY REQUIREMENTS

In accordance with the General Banking Law, the Bank must maintain a minimum ratio of Regulatory Capital to Consolidated Risk-Weighted Assets of 8%, net of required provisions, and a minimum ratio of Basic Capital to Total Consolidated Assets of 3%, net of required provisions. To accomplish this, Regulatory Capital is determined based on Capital and Reserves and Basic Capital with the following adjustments: a) Adding subordinate bonds limited to 50% of Basic Capital and b) subtracting the asset balance of goodwill or premiums paid and unconsolidated investments in companies.

Assets are weighted using risk categories, which are assigned a risk percentage based on the capital needed to back up each asset. There are 5 risk categories (0%, 10%, 20%, 60% and 100%). For example, cash, due from banks and financial instruments issued by the Chilean Central Bank have 0% risk, which means that, in accordance with current standards, no capital is required to back up assets. Property, plant and equipment have 100% risk, which means that a minimum capital equivalent to 8% of the value of these assets is needed.





All derivative instruments traded off-market are taken into account to determine risk assets using conversion factors over notional values, thus calculating the value of the credit risk exposure (or "credit equivalent"). For weighting purposes, "credit equivalent" also considers off-balance sheet contingent loans.

Levels of Basic and Regulatory Capital as of December 31, 2018 and 2017, are as follows:

|   | CONSOLIDATE   | D ASSETS      | RISK-WEIGHTE  | D ASSETS      |
|---|---------------|---------------|---------------|---------------|
| Γ   | 2018<br>MCH\$ | 2017<br>MCH\$ | 2018<br>MCH\$ | 2017<br>MCH\$ |
| BALANCE SHEET ASSETS (NET OF PROVISIONS)                    |               |               |               |               |
| Cash and due from banks                                     | 394,332       | 497,423       | -             | -             |
| Transactions pending settlement                             | 35,628        | 76,271        | 5,102         | 50,064        |
| Financial instruments held for trading                      | 106,095       | 94,439        | 42,789        | 26,727        |
| Receivables from resale agreements and securities borrowing | -             | -             | -             | -             |
| Financial derivative instruments                            | 160,726       | 120,775       | 115,248       | 91,888        |
| Loans and advances to banks                                 | 10,730        | -             | 5,008         | -             |
| Loans to customers  | 5,245,152     | 4,753,782     | 5,000,949     | 4,506,816     |
| Investments available for sale                              | 751,206       | 678,542       | 218,786       | 269,726       |
| Investments held to maturity                                | -             | -             | -             | -             |
| Investments in other companies                              | 2,095         | 2,094         | 2,095         | 2,094         |
| Intangible assets   | 46,624        | 47,589        | 33,585        | 34,550        |
| Property, plant and equipment                               | 22,656        | 24,084        | 22,656        | 24,084        |
| Current tax assets  | 2,053         | 1,417         | 205           | 142           |
| Deferred tax assets   | 23,248        | 20,694        | 2,325         | 2,069         |
| Other assets  | 143,691       | 112,298       | 134,678       | 111,368       |
| OFF-BALANCE-SHEET ASSETS                                    | -             |               |               |               |
| Contingent loans  | 462,360       | 400,966       | 278,632       | 240,580       |
| TOTAL RISK-WEIGHTED ASSETS                                  | 7,406,596     | 6,830,374     | 5,862,058     | 5,360,108     |

|                    | AMOUNT<br>2018<br>MCH\$ | AMOUNT<br>2017<br>MCH\$ | RATIO<br>2018<br>% | RATIO<br>2017<br>% |
|--------------------|-------------------------|-------------------------|--------------------|--------------------|
| Core capital       | 577,587                 | 552,967                 | 7.80%              | 8.10%              |
| Regulatory capital | 774,770                 | 751,267                 | 13.22%             | 14.02%             |







### RISKS RELATED TO THE INSURANCE BUSINESS OF VIDA SECURITY

As a direct subsidiary of Grupo Security, Inversiones Previsión aligns its practices with the risk management definitions and policies defined by its parent company. Grupo Security considers risk management to be critical to achieving the target returns defined by its shareholders and guaranteeing business continuity. Risk management at Grupo Security is supervised centrally by the Business Risk Management Area and Controller's Office, which consolidates and reports to Grupo Security's Board of Directors on a regular basis.

As Grupo Security S.A. is the parent of a conglomerate of companies that are diversified across different sectors of the local financial services industry, its subsidiaries face a number of risk factors that are unique to the particular sector in which they do business. These specific risks are controlled by specialized units in each of the companies.

In each of its related companies, Grupo Security has overseen the development of structures and processes required to properly identify, measure and value all kinds of as well as follow-up on those risks in accordance with policies defined by the Board of Directors of each company and regulations defined by authorities.

#### **RISK FACTORS** П

#### 5) **OPERATIONAL RISK**

In an effort to continuously improve its corporate governance and particularly its internal controls, Grupo Security has used an audit approach to develop control tools for the most significant processes in each of its companies. This involved mapping those processes flowcharts and separate and consolidated risk maps, and documenting all information collected, which is used in operations. This has allowed the Group to identify risks and develop mitigating action plans. On a monthly basis, the Group monitors its mitigating action plans and risk determination, with its respective risk matrix, using a computer program that helps it obtain the status of those plans from the respective process owner. All Grupo Security companies are involved in this process.

#### 6) HIGHLY COMPETITIVE BUSINESSES LINES

The industries in which the Group competes are known for being highly competitive, especially the banking and insurance industries. Continual mergers and competitor alliances are proof of the competition Group companies face. Despite the potential challenges to income generation, the possible negative effects of competition are deemed to be offset by Grupo Security's solid brand image in its target market, strong customer loyalty, the niche strategy that drives the Group's development and its excellent service quality.

These qualities allow the Group to offer its customers personalized, specialized products and services, which is very difficult in large organizations targeting more large-scale segments of the population. The Group's offering has earned it a favorable market position with which to face future competition.





### 7) REGULATORY CHANGES IN GROUP INDUSTRIES

The industries in which the Group does business, particularly the banking and insurance industries, are government-regulated and are consequently subject to potential regulatory changes over time. However, this risk is estimated to be low thanks to market transparency, the considerable development of these industries and their excellent global reputation.

#### 8) FINANCIAL RISK

For Grupo Security, financial risk management and oversight are critical to guaranteeing liquidity and solvency in each of its subsidiaries. This allows its businesses to operate and grow in the long term.

Financial risk management and oversight in Grupo Security's companies are based on the implementation of policies, procedures, methodologies and limits defined by their respective Boards of Directors, in order to strengthen the companies' financial position and also improve and ensure their long-term profitability and reduce funding and liquidity costs.

The risk management policies of our subsidiary Vida Security are published in its annual financial statements in accordance with CMF Standards, and, therefore, the interim financial statements contain the most recent annual disclosure published.

### II RISKS RELATED TO THE INSURANCE BUSINESS OF VIDA SECURITY

### **CORPORATE GOVERNANCE**

Corporate governance refers to the set of practices and policies set forth by Grupo Security's Board of Directors. These corporate governance principles aim to ensure that the Group's objectives are met and its values are upheld. They add value to the Company by encouraging self-regulation and regulatory compliance, and establishing common guidelines for the Group companies. Thus, corporate governance facilitates decision making in Group companies, within a framework of transparency and responsibility, involving all those who participate in the organization: shareholders, employees or other stakeholders.

At the same time, corporate governance principles ensure that the activities undertaken by the Group's companies are consistent with its business strategy, institutional values and risk tolerance and appetite. Grupo Security's Board of Directors is responsible for ensuring that corporate policies are applied at company level. Compliance is monitored by the Corporate CEO and the Directors' Committee, as well as various corporate- and subsidiary-level committees.

Vida Security (the "Company") has a board-approved corporate governance policy that encompasses the following matters.

A description of the corporate governance structure at Vida Security and the corporate governance best practices adopted by the Company.

### FINANCIAL STATEMENTS





The structure and operation of the Board of Directors and Directors' Committees, including the treatment of reports presented, minutes, creation record of each committee and the procedure to update the Directors' Xtranet, which houses all past presentations given to the Board of Directors and Directors' Committees.

The Company's corporate governance structure includes the following levels:

#### ANNUAL SHAREHOLDERS' MEETINGS AND THE BOARD OF DIRECTORS.

The role of the Board is to oversee control and strategic monitoring for the Company in both the short- and long-term. Its seven members have broad professional experience and the necessary moral standing to hold the office of director.

#### DIRECTORS' COMMITTEE.

The Board of Directors delegates to these committees powers and responsibilities related to the implementation, control and monitoring of the strategic guidelines provided by the Board, as well as compliance with policies. The following committees, on which at least 3 directors sit, meet regularly: Businesses, Financial Risk, Compliance and Operational Risk, Technical Actuarial, Audit, Operations and IT.

#### SENIOR MANAGEMENT.

The Company's organizational structure allows it to assign and control compliance with strategic objectives by establishing functions or business and support areas with clearly defined objectives and adequate resources for reaching their goals, with properly segregated duties and an appropriate internal control environment. There are corporate support areas that provide services to all

Group companies, including Culture, Marketing, Technology Services Unit, Accounting, Controller's Office and Business Risk.

#### RISK MANAGEMENT DIVISION.

This division is aligned with the Group's Comprehensive Risk Management Model and is in charge of maintaining the Company's process maps and risk matrices. This division is responsible for managing operational and compliance risk. The Insurance Technical Risk Division is responsible for managing insurance technical risks and the Financial Risk Unit is responsible for financial risk management.

### GRUPO SECURITY CORPORATE CONTROLLER

This division has a team dedicated exclusively to auditing Vida Security based on planning approved by the Audit Committee and Board of Directors using a risk approach consistent with the Group's comprehensive risk management model.

To ensure quick and timely responses to inquiries from shareholders and investors, Grupo Security provides support to the Company in the form of presentations to analysts and investors given on a quarterly basis or as required, which also involve Vida Security's Chief Executive Office. The Company also has a Corporate Investor Relations Area that is responsible for managing investor relations and preparing periodical market information, which is available on Grupo Security's website. Finally, due to the Company's share structure, any inquiry from a shareholder is personally responded to by the Chief Executive Officer or the person appointed by him for this purpose.







In October 2017, the CMF published General Standard No. 420, which establishes principles of market conduct for the insurance industry. The Company applies these principles using different internal policies and procedures such as its quality and transparency policies, which aim to provide customers fair and transparent treatment in accordance with the values and principles that Vida Security promotes. The Company evaluated its degree of compliance with this standard as of December 2017 using the self-assessment questionnaire on market conduct attached to that standard, which determined that Vida Security broadly complied with all principles. The results of the questionnaire were presented to and approved by the Board and then filed with the CMF on March 31, 2018.

As mandated by GCS 421, the Company filed information on its reinsurance programs with the CMF in July 2018. Similarly, the Company adjusts its Reinsurance Policy to align it with the reinsurance management principles set forth in that standard in order to strengthen risk management related to reinsurers.

As a publicly held corporation, Vida Security must complete the questionnaire on "Adoption of Corporate Governance Practices" as per CMF SVS General Standard No. 385, where the Company states whether or not it has adopted a number of practices.

- The Company has corporate policies and manuals to which it adheres, and internal policies in accordance with its reality. These corporate policies include the Comprehensive Risk Management Policy; the Information Security Policy; the Crime Prevention Policy; the Code of Ethics and Code of Conduct, and the Significant Market Information Management Policy, among others. The insurance area policies include the Investment and Financial (Credit, Market and Liquidity) Risk Management Policy, the Technical Risk Management Policy (Reinsurance, Pricing and Subscription, Reserve and Claim Management), the Good Corporate Governance Policy, the Legal and Regulatory Risk Management Policy, the Quality and Transparency Policy, the Related Party Customary Transactions Policy, the IT Corporate Governance Policy, the Supplier Management Policy and the Crime Prevention Manual, among others. All these policies provide general and specific guidelines on the Company's daily operations and are the cornerstone of a suitable internal control environment.
- This policy and the entire content of a Good Corporate Governance Handbook are the main tools used for the induction of new directors, managers and senior executives. Additionally, directors may hold meetings with other directors, the Chief Executive Officer or managers to learn about the Company, its businesses, risks, policies, procedures, significant accounting policies and the most significant current legal framework applicable to the Company and the Board of Directors. Also, the Board of Directors has access to the online Directors' Xtranet, which contains minutes and presentations made to the Board and Directors' Committees.
- From 2014 the Board of Directors has an annual budget of UF 10,000 approved by shareholders to hire consultants specialized in accounting, financial, legal and other matters any time the Board sees fit.

The Board of Directors meets regularly with the external auditing company that is responsible for auditing the financial statements to review the management letter, the audited financial statements, the annual audit plan, the limited review report on the June financial statements and other matters of interest. When appropriate, these meetings will be conducted without the presence of the senior executives.

External audit and risk rating services are provided by internationally reputable firms registered with the CMF.







- The Company has a Code of Ethics and a Code of Conduct, which are prepared by Grupo Security for all Group companies and then adapted to each individual company and approved by its Board of Directors. Both documents are also applicable to directors.
- The Company has a Senior Management Recruitment and Compensation Policy approved by the Board of Directors. There is also an Incentive Policy and a Compensation Committee in place for Grupo Security and subsidiaries, which regularly reviews and applies the Incentive Program.
- The Company has a senior management performance evaluation process to verify compliance with objectives set by the Board of Directors.
- The Company has an Internal Legal and Compliance Risk Committee that deals with matters related to legal and regulatory compliance, the Code of Ethics and the Code of Conduct, fraud, reported irregularities or criminal offenses, etc. There is also an online corporate reporting channel that ensures all claims remain confidential.
- The Company has an Intercompany Customary Transactions Policy that determines and approves customary transactions with related parties in accordance with the Company's corporate purpose (Article No. 147 of Law No. 18,046). This policy is reviewed on an annual basis and Note 49 of the financial statements, which discloses all of the related party transactions carried out in the year to date, is presented to the Board of Directors on a quarterly basis.

#### **RISK MANAGEMENT STRATEGY**

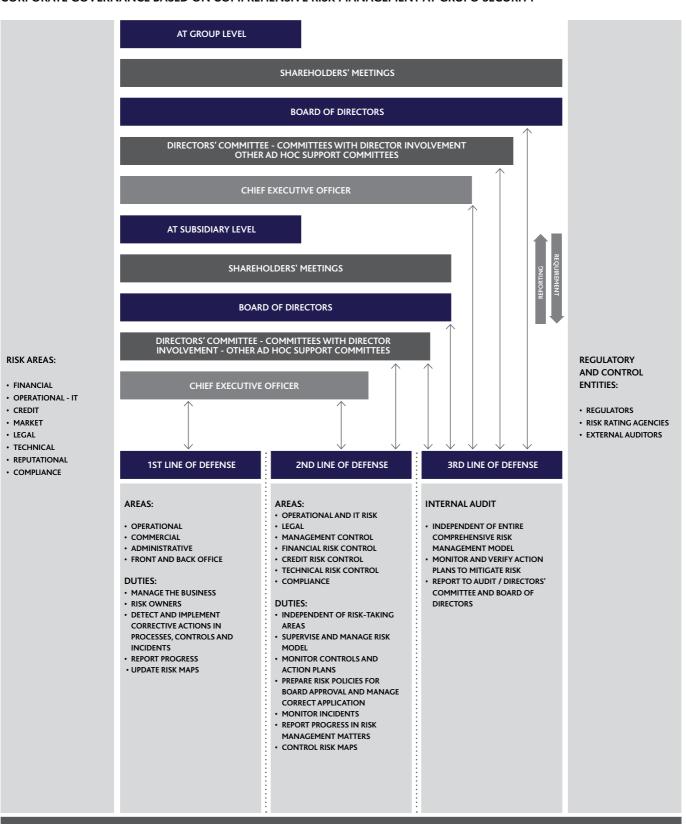
In order to comply with the provisions of CMF General Standard No. 325, the Company has formalized a Risk Management Strategy (RMS), which is intended to adopt best practices in risk management, thus allowing for adequate identification, analysis, evaluation, treatment and monitoring of risks in conformity with the guidelines established by the Group for such purposes, current industry regulations and the individual needs of the business.

The Company adopts Grupo Security's Comprehensive Risk Management Policy, which has been part of the Company's culture since 2007, and assigns roles and responsibilities based on the Company's organizational structure and its three lines of defense: operating areas, support areas and internal auditing. The following figure shows the governance system established to correctly manage the risks of Grupo Security, which is followed by the Company:





### CORPORATE GOVERNANCE BASED ON COMPREHENSIVE RISK MANAGEMENT AT GRUPO SECURITY



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Through its RMS, the Company establishes the objective of managing the main risks to which the entity is comprehensively exposed. These risks include Financial Risks, Insurance Technical Risks, Operational and Compliance Risks, and are defined as follows:

### **FINANCIAL RISKS**

- **CREDIT:** Exposure to economic losses as a result of a counterparty's failure to comply with the terms and conditions stipulated in a contract or agreement.
- MARKET: Possible loss caused by changes in market prices of stocks, inflation, interest rates or exchange rates. It also includes
  mismatch and reinvestment risks.
- LIQUIDITY: Insurer's failure to obtain the funds necessary to pay obligations without incurring significant losses.

#### **INSURANCE TECHNICAL RISKS**

- **PREMIUM RATING:** Significant departures from estimates of variables used in the determination of rates for products. This includes longevity risks in annuities and lapse of policy.
- **SUBSCRIPTION:** Possible losses related to significant weaknesses in the risk subscription process or an incorrect assessment of the premiums to be charged for acceptance.
- **PRODUCT DESIGN:** This relates to the Company's incursion in new unknown lines of business or the introduction of or significant modification to existing products.
- **CLAIMS MANAGEMENT:** Significant increase in losses associated with claims due to weaknesses in the controls over processes for evaluating and managing such claims.
- **INSUFFICIENCY INTECHNICAL RESERVES:** Possible losses and weakening of creditworthiness due to an insufficient determination of future obligations assumed by the Company with policyholders and costs to be incurred by management to fulfill them.
- **REINSURANCE:** Risk related to the transfer of the insurance risks accepted by the Company and transferred to a reinsurer. This risk includes the credit risk related to reinsurers as well as the proper determination of reinsurance hedging, contract management and application of guidelines for the subscription of risks and claims agreed with them.

### **OPERATIONAL AND COMPLIANCE RISKS**

• **OPERATIONAL RISK:** Risk of losses resulting from the lack of adaptation or a failure involving processes, personnel and internal systems or due to external events. It includes Technological Risk.





- REGULATORY / LEGAL: The risk of receiving legal or regulatory sanctions, material financial losses or reputational losses that
  may affect the Company as a result of non-compliance with laws, regulations, self-regulation standards and codes of conduct
  applicable to its activities.
- **REPUTATIONAL:** This is the possibility of losses incurred by an entity due to discredit, corporate image problems, negative advertising, whether true or not, regarding the institution and its business practices that causes losses to its clients, decreases in revenue or legal actions.
- GROUP RISK: Group risk derives from belonging to a foreign or domestic economic or financial group and is related to the losses to which the Company is exposed due to investments, transactions or operations with related companies and risk of contagion or reputational risk in the event of any problems of the Company's controlling group.

The RMS states that the risk monitoring process is consistent with the roles and responsibilities of the different levels defined in the RMS and is inherent to the Company. It also establishes a number of mechanisms that allow the Company to effectively monitor all types of risks. These include:

- Monitoring responsibilities assigned at the executive (first and second lines of defense), Board, Board committee and other levels in order to ensure consistent and effective monitoring of risks and their exposure in accordance with defined corporate governance practices.
- Establishing a role in the Company (risk function) in charge of ensuring that monitoring mechanisms are being carried out.
- Considering the monitoring activities in the Company's and Group's risk management policies and procedures.
- Defining tolerance limits and levels to preventively identify the existence of potential business risks.
- Support tools to generate risk reports, monitoring of action plans, indicators and limits.

The Chief Executive Officer reports to the Board of Directors, which validates strategies and provides guidelines on the matter. There is also a Corporate Risk Division, which provides support and monitors on an aggregate basis the risk of each of the companies and reports to the Group's Board of Directors. The Internal Audit Department, which is part of this corporate division, is the third line of defense.

The RMS also defines that the Company's risk management be carried out by the aforementioned Board committees and the different functions involved in managing and controlling risks.

In March 2016, the CMF published General Standard No. 408, which supplements two key aspects of General Standard No. 309 regarding corporate governance principles and risk management and internal control systems:

### 1. CORPORATE GOVERNANCE SELF-ASSESSMENT:

This self-assessment consisted of reporting on the degree of compliance with the principles in General Standard No. 309, through a questionnaire regarding all of the topics covered by the standard. The self-assessment revealed that the Company thoroughly complies with all of the principles in the standard with only a few immaterial exceptions. The first self-assessment as of year-end 2015 was filed in September 2016, and the next self-assessment as of year-end 2017, which did not report any significant variations from the prior self-assessment, was filed in June 2018.







### 2. OWN RISK SOLVENCY ASSESSMENT (ORSA):

In June 2018, the Company submitted its second report as of December 2017 containing the results of applying the Own Risk Solvency Assessment (ORSA) methodology to the CMF. This methodology, based on the European solvency model of the same name, was introduced into the Chilean insurance industry by the aforementioned General Standard. The Vida Security model considers the following aspects: i) defining the Company's appetite and risk tolerance for its most strategic risk factors; ii) preparing a three-year forecast for its financial statements based on exercise V of the Risk-Based Capital (RBC) methodology; iii) defining and applying stress scenarios to the model for the most strategic risk factors; iv) preparing a model for qualitatively measuring the degree of maturity of its risk management and v) drafting the ORSA Report filed with the CMF. The exercise fulfilled the objective of assessing solvency requirements in the given horizon based on the Company's risk appetite and strategic business plan. It will now work to introduce improvements each year to make the assessment a valid instrument for decision making by senior management and the Board, just like RBC has after its first few years in use.

The following section describes the different types of risk to which the Company is exposed:

### A) FINANCIAL RISK

### **QUALITATIVE INFORMATION**

Vida Security has a specialized, independent area for controlling financial risks related to the Company's investments. Its main duties include identifying credit, liquidity and market risks; measuring their impact in terms of potential related losses; and recommending actions for the Company to take in light of different risk scenarios.

To comply with these duties, our policies are regularly updated in order to incorporate changes in financial markets and Vida Security's consolidated portfolio.

Thus, our policy becomes a key tool in controlling risks, defining the qualitative and quantitative indicators to monitor, allowed limits and reporting procedures. In this context, reports are prepared for management and directors, which are regularly submitted to the Board Financial Risk Committee.

Finally, one of the main challenges for the following years is to continue improving risk management models and incorporating new regulatory requirements.

### B) CREDIT RISK

#### **QUALITATIVE INFORMATION**

Credit risk refers to the possible exposure to losses due to a counterparty's breach of conditions stipulated in a contract or agreement. Due to the fact that a significant percentage of our investments are intended to meet medium and long-term obligations, efficient management of this risk is crucial in order to minimize possible related losses.





As a result, our policy contains the principles, the risk map, the indicators to be monitored, the main roles and responsibilities of the agents involved and the limits the investments will be subject to, diversified by type of security and issuer.

One of the tools we use is our scoring model. This model, combined with qualitative and quantitative analysis and regular monitoring, allows us to set investment lines by issuer in order to properly diversify and, thus, mitigate credit risk.

The above is supplemented by limits based on the rating of debt securities, where at least 70% must have a rating equal to or greater than A- and 5% lower than B-.

In addition, the impairment calculation is based on the guidelines in IFRS 9. We divided the investments subject to impairment testing into three buckets: Bucket 1 (assets without significant impairment in credit quality), Bucket 2 (assets with significant deterioration but no objective evidence of impairment) and Bucket 3 (assets with objective evidence of impairment). Based on this, a probability of default of 12 months is used for Bucket 1 and of the life of the loan is used for Buckets 2 and 3. A factor for probability of recovery is also used. All assets governed by some other local regulation are excluded from this analysis.

### **QUANTITATIVE INFORMATION**

As of year-end 2018, our Impairment Policy has resulted in a balance of CH\$802 million, as shown in the table below:

|                                      | IMPAIRMENT<br>MCH\$ |
|--------------------------------------|---------------------|
| State-issued local fixed income      | 0                   |
| Corporate local fixed income         | 238                 |
| Corporate international fixed income | 149                 |
| Syndicated loan                      | 397                 |
| RFC                                  | 17                  |
| TOTAL                                | 802                 |

The age by tranche of past due financial assets is as follows:

| DELINQUENCY PER TRANCHE | MORTGAGE<br>LOANS | COMPLEMENTARY<br>LOANS | RETIREE LOANS |
|-------------------------|-------------------|------------------------|---------------|
| 1 - 3 months            | 16                | 0.3                    | 0.4           |
| 4 - 6 months            | 12                | -                      | 0.6           |
| 7 - 9 months            | 17                | -                      | -             |
| 10 - 12 months          | 76                | -                      | 0.1           |
| 13 - 24 months          | 23                | -                      | -             |
| More than 24 months     | 385               | -                      | 2.0           |
| TOTAL (MCH\$)           | 528               | 0.3                    | 3.1           |
| TOTAL (% OF NET EQUITY) | 0.3%              | 0.0%                   | 0.0%          |
| PROVISION (MCH\$)       | 775               | 6                      | 66            |

<sup>\*</sup> DELINQUENCY WAS CALCULATED BY MULTIPLYING THE VALUE OF THE INSTALLMENT BY THE NUMBER OF UNPAID PERIODS.







As of December 2018, the Company had the following guarantees for the above amounts:

| INSTRUMENT          | GUARANTEE<br>(MCH\$) | GUARANTEE TYPE |
|---------------------|----------------------|----------------|
| Mortgage loans      | 6,650                | Shareholders   |
| Complementary loans | 367                  | Shareholders   |
| Retiree loans       | -                    | Unsecured      |
| TOTAL               | 7,017                |                |

Of rated debt securities, over 80% have a rating equal to or greater than A-, while less than 1% of them has a rating equal to or lower than B-. Details of investments by risk rating and type of instrument (debt securities portfolio includes CUI) are as follows:

|   |         | RISK RATING |         |         |         |       |       |         |           |
|---|---------|-------------|---------|---------|---------|-------|-------|---------|-----------|
| TYPE OF INSTRUMENT                      | AAA     | AA          | Α       | BBB     | ВВ      | В     | С     | s/c     | TOTAL     |
| Domestic corporate bonds                | 114,244 | 590,331     | 350,157 | 120,192 | 18,483  | -     | 1,310 | 108,969 | 1,303,687 |
| Recognition bonds                       | 24,202  | -           | -       | -       | -       | -     | -     | -       | 24,202    |
| Chilean Central Bank and treasury bonds | 49,482  | -           | -       | -       | -       | -     | -     | -       | 49,482    |
| Foreign corporate bonds                 | -       | 3,050       | 3,866   | 49,140  | 82,421  | 8,816 | -     | -       | 147,292   |
| Fixed income real estate                | 23,320  | 5,786       | 2,016   | -       | -       | -     | -     | 290,709 | 321,832   |
| TOTAL (MCH\$)                           | 211,248 | 599,167     | 356,039 | 169,332 | 100,904 | 8,816 | 1,310 | 399,678 | 1,846,495 |

<sup>\*</sup> NOTE: FIXED INCOME REAL ESTATE WITH NO RATING CORRESPONDS TO MORTGAGE LOANS AND LEASES. WHICH HAVE NO SPECIFIC RISK RATING.

As of December 31, 2018, the Company had been awarded and held the following real estate properties:

|                                 | AMOUNT    |           |                     |
|---------------------------------|-----------|-----------|---------------------|
| ADDRESS                         | NET VALUE | APPRAISAL | STATUS              |
| Puerto Domingo 1172             | 24        | 24        | In eviction process |
| Brisas del Maipo 446, Depto 111 | 53        | 63        | For sale            |
| TOTAL                           | 77        | 86        |                     |

### C) LIQUIDITY RISK

### **QUALITATIVE INFORMATION**

Liquidity risk corresponds to the possible inability of the insurer to obtain the funds necessary to pay its obligations without incurring in significant losses.

In this context, the purpose of our policy is to ensure that the Company has liquid funds required to meet assumed commitments at all times. For this purpose, the policy identifies the main sources of internal and external liquidity risk faced by the Company. Based on that information, the Company develops and determines limits for each indicator to be monitored.

Particularly, the Company should maintain highly liquid investments equal to or greater than 20% of liabilities within regulatory tier 1, have readily realizable instruments for an amount equal to or greater than its financial debt, have lines of credit that allow it to cover the







payment of at least one month of pensions, have readily realizable tier 1 assets equal to or greater than tier 1 liabilities, among other requirements.

Other purposes include analyzing the concentration of insured capital and savings in a group of customers, potential reputational impairment, financial system crises and regulatory changes.

### **QUANTITATIVE INFORMATION**

In general, all of the Company's investments are highly liquid, except for the following investments held at year end 2018:

| TYPE OF INSTRUMENT   | AMOUNT<br>(MCH\$) |
|----------------------|-------------------|
| Shares               | 5,055             |
| Alternative assets   | 76,490            |
| Debt funds           | 16,201            |
| Real estate funds    | 44,305            |
| Infrastructure funds | 23,611            |
| Other funds          | 8,901             |
| TOTAL                | 174,562           |

The table below details investments in fixed income instruments (including CUI) by maturity:

|   |        | DURATION (YEARS) |        |         |         |           |           |
|---|--------|------------------|--------|---------|---------|-----------|-----------|
| TYPE OF INSTRUMENT                      | 1      | 2                | 3      | 4       | 5       | OVER 6    | TOTAL     |
| Domestic corporate bonds                | 9,462  | 15,476           | 40,556 | 63,167  | 186,872 | 988,153   | 1,303,953 |
| Recognition bonds                       | 10,020 | 10,455           | 1,957  | 774     | 367     | 629       | 24,209    |
| Chilean Central Bank and treasury bonds | 114    | 135              | 1,132  | 81      | 160     | 47,860    | 49,495    |
| Foreign corporate bonds                 | 5,405  | 9,162            | 12,306 | 31,046  | 17,617  | 71,756    | 147,292   |
| Fixed income real estate                | 3,606  | 5,709            | 6,918  | 12,068  | 12,540  | 280,991   | 321,832   |
| TOTAL (MCH\$)                           | 28,607 | 40,937           | 62,869 | 107,137 | 217,555 | 1,389,389 | 1,846,495 |

In regard to financial liabilities, the Company has short-term debt for CH\$20,663 million and has no long-term interest-bearing commitments, detailed below at year-end 2018:

|                                  |            | OUTSTANDING BALANCE |          |               | SHORT-TERM    |                   |
|----------------------------------|------------|---------------------|----------|---------------|---------------|-------------------|
| BANK OR FINANCIAL INSTITUTION    | GRANT DATE | AMOUNT<br>(MCH\$)   | CURRENCY | INTEREST RATE | LAST MATURITY | AMOUNT<br>(MCH\$) |
| Banco de Chile (overdraft)       | 12/31/2018 | 111                 | CH\$     | 0.0%          | 1/1/2019      | 111               |
| Banco Consorcio (loan)           | 1/10/2018  | 10,420              | CH\$     | 4.3%          | 1/3/2019      | 10,420            |
| Banco Crédito (overdraft)        | 12/31/2018 | 107                 | CH\$     | 0.0%          | 1/1/2019      | 107               |
| Banco Estado (overdraft)         | 12/31/2018 | 3                   | CH\$     | 0.0%          | 1/1/2019      | 3                 |
| Banco Santander (line of credit) | 12/31/2018 | -                   | CH\$     | 0.0%          | 1/1/2019      | 0                 |
| Banco Scotiabank (loan)          | 12/28/2018 | 10,022              | CH\$     | 4.4%          | 12/13/2019    | 10,022            |
| TOTAL                            |            | 20,663              |          |               |               | 20,663            |







### D) MARKET RISK

#### **QUALITATIVE INFORMATION**

Market risk is the possible loss caused by changes in market prices of variables such as stock prices, inflationary factors, interest or exchange rates that have an impact on profit or loss and/or equity. The policy establishes the main types of risk; their sources and the map of indicators required for monitoring and controlling limits. This category also includes mismatch risks (maturity and currency) and reinvestment risk.

#### **QUANTITATIVE INFORMATION**

In order to manage these risks, one of the processes that we regularly perform is the calculation of value at risk (VaR) on the relevant portfolio. For this purpose, we use the methodology described in CMF General Standard No. 148 to estimate the maximum probable loss that investments could have in one month with a confidence level of 95%.

For real estate VaR, two sources of risk were identified: the value of leased real estate property and changes in the unit value of funds with real estate investments for rent and/or development purposes. As not enough historical price data is available, an arbitrary value was selected (5% is used in General Standard No. 148) to calculate the VaR of real estate and real estate investment funds.

Thus, the sensitivity exercise performed by the Company to measure the impact of significant market risks is as follows as of December 2018:

| TYPE OF RISK           | PRESENT VALUE<br>(MCH\$) | SENSITIVITY FACTOR | VAR<br>(MCH\$) | VAR<br>(% EQUITY) |
|------------------------|--------------------------|--------------------|----------------|-------------------|
| Stock risk             | 141,065                  | 6.2%               | 8,700          | 5.1%              |
| Fixed income risk      | 59,419                   | -2.6%              | -1,546         | -0.9%             |
| Real estate risk       | 219,772                  | 5.0%               | 10,989         | 6.5%              |
| Currency risk          | 237,283                  | 0.6%               | 1,438          | 0.9%              |
| Diversification effect | 0                        |                    | 605            | 0.4%              |
| TOTAL                  | 657,539                  |                    | 20,186         | 12.0%             |

In regard to assets in foreign currency, Vida Security's policy allows it to maintain an asset-liability mismatch, which may not exceed 20% of assets. This position is monitored in nominal terms using a historical VaR.

The Company monitors and controls reinvestment risk using the Asset Sufficiency Test (AST), which as of December 2018 was 1.72% and, therefore, below the maximum of 3% set in our policies.

#### **USE OF DERIVATIVE PRODUCTS**

In order to minimize risks that may affect Vida Security's equity, our policy allows the Company to use hedging derivatives for asset-liability mismatches. The policy authorizes the Company to enter into trading derivatives under certain limits and controls. The total







number of this type of transaction in net terms should not exceed the lesser of 20% of equity (measured based on the value of the hedged asset) and 1% of technical reserves plus equity at risk (measured based on the carrying amount of the transactions).

In regard to limits for these transactions, the Company has defined that total hedging and investment derivatives may not exceed 2% of technical reserves plus equity at risk, detailed below as of year end 2018.

| иміт          | DERIVATIVES | 2% TECH RESERVES | SURPLUS |
|---------------|-------------|------------------|---------|
|               | (MCH\$)     | + EQUITY AT RISK | (MCH\$) |
| 2% (TR + EaR) | -14,514     | 48,482           | 33,968  |

Our policy includes a list of authorized counterparties. Any changes to this list must be approved by the Board Financial Risk Committee. Additionally, the Company may not carry out hedging and trading derivative transactions with the same counterparty (other than clearing houses) for more than 4% of technical reserves and equity at risk (measured based on the value of the hedged asset). As of December 2018, the largest counterparty was Banco Scotiabank with close to 3% of technical reserves plus equity at risk.

The Company has pledged the following instruments as guarantees with counterparties of derivative transactions:

| COUNTERPARTY         | INSTRUMENT                | NOMINAL   | GUARANTEE USD |
|----------------------|---------------------------|-----------|---------------|
| Banco Santander      | BTU0300339                | 0         | 0             |
| Banco BCI            | BTU0300339                | 335,000   | 15,907,913    |
| JP Morgan            | CENC USP2205JAH34         | 0         | 0             |
| Banco Itaú Corpbanca | BTU0300339                | 0         | 0             |
| Banco Scotiabank     | BTU0300339                | 50,000    | 2,374,315     |
| Deutsche London      | Cenco y Bco. Int del Perú | 3,500,000 | 3,591,091     |
| Banco de Chile       | BTP0600122 & BTU0300339   | 0         | 0             |
| HSBC                 | BTU0190930                | 0         | 0             |
| TOTAL                |                           |           | 21,873,319    |

Finally, any derivative transaction that negatively affects equity by 5% or more shall be reported to the Investment and Financial Risk Committee.

### **B. INSURANCE RISK**

### 1. INSURANCE RISK MANAGEMENT

### A) REINSURANCE

This involves managing insurance risks related to deviations, due to mortality or morbidity, in the expected results typical of insurance activity and by means of the proper transfer of part of these risks to reinsurers. It also includes the risk of properly selecting and managing



reinsurance, including credit risk and the risk of improperly measuring the Company's transfers to such reinsurers.

The above is performed based on the reinsurance policies that have been defined by the Company and approved by the Board of Directors. These policies are updated in accordance with the evolution of businesses, the volume of insured portfolios and the type of risks taken.

Insurance risk management related to the mitigation of mortality and morbidity risks through reinsurance considers the following aspects:

- The portfolios or lines of business that will be considered in reinsurance, the coverage included in such reinsurance, and the retention limits defined by the Company to establish the risks it will take on its own (retained risks) are defined.
- Company has defined the individuals responsible for implementing and controlling agreements with reinsurers regarding limits and risks that are being included in the policyholder portfolio in order to ensure that the reinsurance policy and the related benefits are implemented with no exceptions for all new policies. The responsible individuals are:
  - The subscribers of the different business lines and those subject to the Company's Rating and Subscription Policies.
  - The authorized assessors of medical and financial risk for policyholders must also follow the Company's Pricing and Subscription Policies.

In regard to the proper selection of reinsurance including credit risk, the Reinsurance Policy establishes:

- The set of conditions that must be met by all reinsurers.
- The set of contents and requirements that should be contained in every formal transfer of risks to a reinsurer by means of reinsurance contracts and notes of coverage.

In regard to reinsurance management, the Reinsurance Policy requires that the Company establish:

- The method and the individual responsible for the safeguarding of and access to the reinsurance contract.
- The area responsible for defining the set of standards, processes and procedures for managing and controlling transfers of reinsurance. The Technical Division has been assigned the latter role and, therefore:
  - It has been provided the required human and material resources to assume its role.
  - It has implemented procedure manuals and appropriate controls, which are subject to ongoing audits to verify compliance.
  - It is authorized to request that other areas in the Company that are directly and indirectly involved in calculating or generating information for reinsurance, modify, reinforce or establish controls to prevent errors or a lack of coordination.

Credit risk in reinsurance is controlled by following the Reinsurance Policy, including requirements that should be met by a reinsurer to operate with the Company.





The Company's exposure to reinsurance is due to the balance of reinsurance claims receivable. This balance is shown in the table below by business line: Note 17.3 provides additional information by month of maturity.

#### **REINSURANCE CLAIMS RECEIVABLE DEC-18 (THCH\$)**

|  |                     |                                | REIN          | ISURANCE BRO                  | KERS                                 |         |                                |                        |                              |                     |                                    | REINSL   | JRERS              |                        |                               |                               |            |
|--|---------------------|--------------------------------|---------------|-------------------------------|--------------------------------------|---------|--------------------------------|------------------------|------------------------------|---------------------|------------------------------------|--|--------------------|------------------------|-------------------------------|-------------------------------|------------|
|  | AON (               | CHILE                          |               | MDB<br>SWISS RE               |                                      | GUY CA  | RPENTER                        |                        |                              |                     | MAPFRE RE,                         | MÜNCHENER<br>RÜCKVERSICHERUNGS-  |                    |                        | SWISS RE                      |                               |            |
| BUSINESS LINE                                  | HANNOVER<br>RÜCK SE | XL RE LATIN<br>AMERICA<br>LTD. | AXA<br>FRANCE | CORPORATE<br>SOLUTIONS<br>LTD | CAISSE<br>CENTRALE DE<br>REASSURANCE | SAGICOR | XL RE LATIN<br>AMERICA<br>LTD. | AXA FRANCE<br>VIE S.A. | GENERAL<br>REINSURANCE<br>AG | HANNOVER<br>RÜCK SE | COMPANIA DE<br>REASEGUROS,<br>S.A. | GESELLSCHAFT<br>AKTIENGESELLSCHAFT<br>IN MÜNCHEN (MUNICH<br>REINSURANCE COMPANY) | PARTNER<br>RE S.A. | SCOR GLOBAL<br>LIFE SE | CORPORATE<br>SOLUTIONS<br>LTD | RGA<br>REINSURANCE<br>COMPANY | TOTAL      |
| RATING 1                                       | AA-                 | A                              | AA-           | AA-                           | A+                                   | A-      | A                              | AA-                    | AA+                          | AA-                 | A                                  | AA-  | A+                 | AA-                    | AA-                           | AA-                           |            |
| RATING 2                                       | A+                  | A+                             | AA-           | AA-                           | AA                                   | BB-     | A+                             | AA-                    | AA1                          | A+                  | A                                  | AA-  | A                  | A+                     | A+                            | A1                            |            |
| Individual life                                | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | -                   | -                                  | -  | -                  | 19,136                 | 20,670                        | -                             | 39,806     |
| Flexible (CUI)                                 | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | -                   | -                                  | -  | -                  | 13,767                 | 29,870                        | -                             | 43,637     |
| Individual health                              | -                   | -                              | -             | -                             | -                                    | 74,735  | 559                            | -                      | 74,530                       | -                   | 239,336                            | -  | -                  | 17,503                 | -                             | 4,644                         | 411,307    |
| Group personal accident                        | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | -                   | -                                  | -  | -                  | -                      | -                             | -                             | -          |
| Group life                                     | 7,567               | 3,175                          | 1,279         | 3,952                         | 581                                  | -       | -                              | -                      | 23,507                       | -                   | 51,330                             | 31,368   | -                  | 78                     | 155                           | -                             | 122,991    |
| Group health                                   | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | 245,911                      | -                   | 404,973                            | -  | -                  | 89,134                 | -                             | 14,261                        | 754,278    |
| Group personal accident                        | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | -                   | -                                  | -  | -                  | -                      | -                             | -                             | -          |
| Group credit life                              | 116                 | 74                             | -             | -                             | -                                    | -       | -                              | 56                     | -                            | -                   | 172,962                            | -  | -                  | -                      | -                             | -                             | 173,209    |
| Disability and survivor insurance              | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | 15,193              | -                                  | -  | -                  | 21,689,578             | -                             | -                             | 21,704,771 |
| Insurance with voluntary pension savings (APV) | -                   | -                              | -             | -                             | -                                    | -       | -                              | -                      | -                            | -                   | -                                  | -  | -                  | -                      | -                             | -                             | -          |
|  | 7,683               | 3,249                          | 1,279         | 3,952                         | 581                                  | 74,735  | 559                            | 56                     | 343,947                      | 15,193              | 868,601                            | 31,368   |                    | 21,829,195             | 50,695                        | 18,905                        | 23,249,999 |

The reinsurance share of the different technical reserves is presented in Note 19.

#### B) COLLECTIONS

The purpose of collection efforts is to manage the portfolio receivable, ensure premiums are properly collected and keep uncollectability levels equal to or lower than 5%.

Premium collections are performed centrally by a specialized department that reports to the Operations Division. The Collections Unit is responsible for monitoring implementation of collection and default control policies to ensure that policies are followed, amounts due are collected and collection levels are controlled.

The model is intensive in terms of use of resources depending on the product to be managed. Disability and survivor insurance and annuities have a pre-set model and there is ongoing communication between the different parties and the pension fund administrators. This method is 100% effective in collecting the amounts owed.

For individual policies, the Company promotes automatic payments, whether through automatic checking account deductions or automatic credit card payments. If debits are rejected by the participating institutions (bank or Transbank), sales agents are an effective channel for collections.







Finally, for group policies collection is managed in several ways, including direct communication with debtors by phone or e-mail. The issue with this product is not the effectiveness of collection, which is very high (99%), but the time lag between coverage months and collection of those months. The Company has implemented different policies with its clients to correct these time-lags. One of the most effective policies is to block benefits.

### C) DISTRIBUTION

The main distribution channel for each line of business is determined using factors such as customer purchasing methods and preferences, the specialization required, the efficiency of the channel, product features and the line's relative importance to the Company's business plan, among others.

Thus, for mass products related to banks or retailers, the distribution channels of the sponsoring bank or retailer are used.

For consumer loans, which are offered exclusively to the life annuity portfolio, internal channels such as the Company's call center and branch executives are used. These are non-exclusive channels since the product does not require a specialized channel.

Group life and health insurance policies are sold through insurance brokers specialized in this type of product. Assistance for this channel is provided by account executives, which guarantees high-quality service.

For individual insurance policies, although they are sold through external and internal channels, the Company prefers to sell them using its own sales force, which provides expert advice to the insured party, properly identifying their needs to offer the most adequate product for their situation. The Company also began selling uncomplicated, pre-approved personal accident products by phone in 2013.

Finally, the sales strategy for annuities includes the pension advisor channel and direct sales at the Company's branches. The pension advisor channel is staffed by life annuity sales executives, which guarantees high-quality service for both the channel and the client.

### D) TARGET MARKET

Vida Security's target market can be defined by line of business as follows:

#### · INDIVIDUAL INSURANCE:

High-income men and women (socio-economic groups B, C1, C2, C3) interested in obtaining insurance to protect their family's quality of life in case of unexpected events or their net worth or income in case of health complications, or as a savings objective for personal projects. This target group is comprised of individuals over 25 and less than 60 years old with stable employment who are generally married with dependents.





### GROUP INSURANCE:

Companies and industries throughout Chile with 50 employees or more interested in protecting their employees, generating new benefits for them and securing their productivity.

#### ANNUITIES:

Vida Security's target market for annuities is retirement-aged men and women from middle and middle-low socio-economic groups mainly located in the cities with the largest workforces: Santiago, Antofagasta, Valparaíso/Viña del Mar, Rancagua, Talca, Concepción, Temuco and Puerto Montt.

#### 2. FINANCIAL RISK MANAGEMENT IN INSURANCE CONTRACTS

Management of financial risks related to insurance contracts, as well as typical insurance risks in insurance contracts, are disclosed below

### A) CREDIT RISK IN INSURANCE CONTRACTS

The credit risk related to insurance contracts is based on reinsurance credit risk analyzed in 1a) in section II.

#### B) LIQUIDITY RISK IN INSURANCE CONTRACTS

Liquidity needs related to insurance contracts are mainly based on the liability flows of annuities, private income and reinsurance debt. Liability flows are reported in Note 25.3. Short-term debt with reinsurers is included in Note 26.2.

| REINSURANCE DEBT AS OF DEC- 2018 (THCH\$) |          |          |            |  |  |  |
|---|----------|----------|------------|--|--|--|
| REINSURER                                 | RATING 1 | RATING 2 | TOTAL      |  |  |  |
| GEN RE                                    | AA+      | Aa1      | 824,137    |  |  |  |
| HANNOVER                                  | AA-      | A+       | 35,731     |  |  |  |
| MAPFRE RE                                 | A        | A        | 1,651,585  |  |  |  |
| MUNCHENER RE                              | AA-      | AA-      | 420,693    |  |  |  |
| SAGICOR                                   | Α-       | BB-      | 90,501     |  |  |  |
| SCOR RE                                   | AA-      | A+       | 19,922,791 |  |  |  |
| SWISS RE                                  | AA-      | AA-      | 73,190     |  |  |  |
| RGA                                       | AA-      | A1       | 53,384     |  |  |  |
|   |          |          | 23,072,013 |  |  |  |

Additionally, the Company must consider the possibility of mass withdrawals from insurance with savings components (CUI); the concentration of significant saving amounts in individual clients especially in regard to policies with guarantees in savings return rates that may be redeemed unexpectedly and the possibility of catastrophic or significant claims in group insurance contracts. In the latter case, the Company has entered into a number of reinsurance contracts that minimize this risk for the entire portfolio, which include







clauses related to the prompt payment of significant claims or the significant accumulation of minor claims that affect the Company's retention. Also, the Company periodically monitors concentration indicators over the highest capital insured in individual and group insurance policies.

In regard to the possibility of massive withdrawals, the Company's Liquidity Policy calls for monitoring of the highest policy values in CUIs. For this situation, the Investment Policy for assets backing guaranteed and non-guaranteed CUI reserves calls for the Company to maintain suitable liquidity in order to deal with significant volumes of withdrawals.

The investment portfolio that backs guaranteed and non-guaranteed CUI reserves is reported in Note 11.

#### C) MARKET RISK IN INSURANCE CONTRACTS

Market risk in insurance contracts is mainly based on interest rate and reinvestment risk related to the flows of annuities. In this regard, the Company believes that the AST is an adequate measure to control reinvestment risk.

Market risk is also observed in CUI investments if Vida Security does not accurately match client investments to the investments it actually makes, or if the guarantee has an adverse impact on the Company in specific market situations. Therefore, the Company monitors matches by fund on a daily basis since its Investment Policy allows a mismatch only in a limited number of assets.

Section I above provides an explanation for financial risks related to investments backing reserves in the different lines of business.

No currency risk is associated with insurance contracts as the Company grants insurance contracts only in the local market and they are denominated in UF (inflation index-linked units of account). The policy does not allow a mismatch for savings denominated in foreign currency, basically in U.S. dollars. Finally, as stated above, the currency risk related to non-CUI investments in foreign currency is mitigated through swap contracts and conventional exchange rate insurance policies, thus allowing a maximum mismatch of 20% of assets.

### 3. CONCENTRATION OF INSURANCE POLICIES

The Company's gross written premiums amounted to THCH\$337,181,605 in 2017. 96% of which was sold in central Chile, mainly in the Metropolitan Region (Santiago, Chile's capital and most important city). All pension policies are assigned to this region. Excluding this product, the total amount sold in this area is 40% of total gross written premiums.

Pension insurance policies (annuities and voluntary pension savings or APV) account for 55% of the Company's total gross written premiums.

These are followed by the individual products, which includes insurance with savings components (CUI), representing 23% of the total.

Group products (life + health + personal accident) account for 17% of gross written premiums.





The distribution of gross written premiums by geographical area and type of insurance is as follows:

|                                   | GROSS WRITTEN PREMIUMS 2018 BY GEOGRAPHIC AREA (THCH\$) |               |           |           |             |  |  |  |  |
|-----------------------------------|---|---------------|-----------|-----------|-------------|--|--|--|--|
| PRODUCT                           | CENTRAL   | NORTH CENTRAL | NORTH     | SOUTH     | TOTAL       |  |  |  |  |
| Group                             | 54,938,733  | 340,178       | 396,874   | 1,020,534 | 56,696,319  |  |  |  |  |
| Disability and survivor insurance | 0   | 0             | 0         | 0         | 0           |  |  |  |  |
| Individual                        | 64,074,552  | 1,543,965     | 6,175,860 | 5,403,878 | 77,198,255  |  |  |  |  |
| Retirement                        | 187,087,547   | 0             | 0         | 0         | 187,087,547 |  |  |  |  |
| Mass                              | 16,199,484  | 0             | 0         | 0         | 16,199,484  |  |  |  |  |
| TOTAL                             | 322,300,316   | 1,884,143     | 6,572,735 | 6,424,412 | 337,181,605 |  |  |  |  |

Geographical area is not a relevant analysis factor for the Company given the high concentration in central Chile. Therefore, it does not analyze the number of claims based on this factor. Factors such as industry and currency are not relevant for the Company either.

The distribution of gross written premiums by distribution channel and type of insurance are as follows. The table also illustrates the importance of sales agents for individual insurance and brokers for group insurance. The annuity brokers channel is the same as the pension advisor channel.

|                                   |             | GROSS WRITTEN PREMIUMS 2018 BY DISTRIBUTION CHANNEL (THCH\$) |           |       |             |  |  |  |  |
|-----------------------------------|-------------|--|-----------|-------|-------------|--|--|--|--|
| PRODUCT                           | AGENT       | BROKERS  | ALLIANCES | OTHER | TOTAL       |  |  |  |  |
| Group                             | 4,535,706   | 51,026,687   | 1,133,926 | 0     | 56,696,319  |  |  |  |  |
| Disability and survivor insurance | 0           | 0  | 0         | 0     | 0           |  |  |  |  |
| Individual                        | 71,560,602  | 5,637,653  | 0         | 0     | 77,198,255  |  |  |  |  |
| Retirement                        | 38,429,265  | 148,658,292  | 0         | 0     | 187,087,547 |  |  |  |  |
| Mass                              | 0           | 16,199,484   | 0         | 0     | 16,199,484  |  |  |  |  |
| TOTAL                             | 114,525,562 | 221,522,117  | 1,133,926 | 0     | 337,181,605 |  |  |  |  |

### 4. SENSITIVITY ANALYSIS

The following sensitivity analysis shows how profit or loss and equity in 2018 would have been affected by reasonable deviations in some risk variables.

### A) METHODS AND ASSUMPTIONS USED TO PERFORM THE SENSITIVITY ANALYSIS

Given the lack of historical information available, the Company decided to use international benchmarks for this calculation. It relied particularly on recommendations from the Canadian Institute of Actuaries. Both qualitative and quantitative methods and assumptions were used based on the variable addressed.

The Company performed a short-term analysis that determined the impact that a percentage variation of the insurance risk variables would have on profit and loss.

Similarly, it performed a long-term analysis that reviewed the corresponding impact on reserves. In this case, as the Company's reserve is a combination of the regulatory reserve established by the CMF and the related liability adequacy test (LAT), some lines have a clear







surplus of regulatory reserves based on the LAT, while others present deficiencies. These analyses were performed considering this fact, so that the effect will be null when the sensitivity variable still results in a reserve surplus in the corresponding LAT in regard to the regulatory reserves.

Finally, the impacts of each risk variable are not cumulative and are not linearly related. Therefore, the impacts should be analyzed separately and may not be added a priori.

### B) CHANGES IN METHODS AND ASSUMPTIONS FROM THE PRIOR PERIOD AND REASONS FOR SUCH CHANGES

Due to an absence of sufficient historical data for the local insurance industry, the Company continued using the methodology based on the recommendations of the Canadian Institute of Actuaries. Accordingly, there are no changes in the methods or assumptions used in this analysis.

#### C) SIGNIFICANT RISK FACTORS FOR THE COMPANY

#### I. MORTALITY

For this variable, the Company evaluated the possible impact of a deviation in the number of deceased individuals on the Company's 2018 profit or loss. Based on the recommendations from the Canadian Institute of Actuaries, the Company considered a 2% increase in mortality observed in the year. The effects are summarized in the following table:

| (FIGURES IN THCH\$) | REAL AS OF DEC. 2018 | EFFECT (%) | REAL AS OF DEC. 2017 | EFFECT (%) |
|---------------------|----------------------|------------|----------------------|------------|
| Death claims        | 66,922,746.48        | -1.16%     | 119,474,737.74       | -1.98%     |
| Reserve adjustment  | 14,495,927.71        | -0.03%     | 1,965,122.07         | -0.04%     |
| Pension payments    | 133,855,026.48       | 0.07%      | 124,716,622.50       | 0.19%      |
| TOTAL               | 215,273,700.68       | -1.44%     | 246,156,482.31       | -1.67%     |

The effect is measured in this case as a percentage of the total 2018 profit or loss. This is summarized by business line in the table below:

| (FIGURES IN THCH\$)               | EFFECT (%) 2018 | EFFECT (%) 2017 |
|-----------------------------------|-----------------|-----------------|
| Annuities                         | 0.04%           | 0.25%           |
| Individual life                   | -0.08%          | -0.29%          |
| Group                             | -0.19%          | -0.28%          |
| Credit life                       | -0.31%          | -0.05%          |
| Disability and survivor insurance | -0.90%          | -1.29%          |
| Mass                              | 0.00%           | -0.01%          |
| EFFECT ON PROFIT OR LOSS          | -1.44%          | -1.67%          |





#### II. MORBIDITY

For this variable, the Company reviewed the possible impact of a reasonable variation in morbidity on the Company's 2018 profit or loss. Based on the recommendations of the Canadian Institute of Actuaries, the Company considered a 5% deviation in morbidity noted during the year. The effects are summarized in the following table

| (FIGURES IN THCH\$) | REAL AS OF DEC. 2018 | EFFECT (%) | REAL AS OF DEC. 2017 | EFFECT (%) |
|---------------------|----------------------|------------|----------------------|------------|
| Non-death claims    | 104,096,219,628      | -22.55%    | 160,235,204,267      | -21.44%    |

As previously indicated, the effect is measured as a percentage of the total 2018 profit or loss. This is summarized by business line in the table below:

| (FIGURES IN THCH\$)               | EFFECT (%) 2017 | EFFECT (%) 2016 |
|-----------------------------------|-----------------|-----------------|
| Annuities                         | 0.00%           | 0.00%           |
| Individual life                   | -0.80%          | -0.79%          |
| Group                             | -10.15%         | -8.77%          |
| Credit life                       | 0.01%           | -0.01%          |
| Disability and survivor insurance | -10.48%         | -3.39%          |
| Mass                              | 0.00%           | 1.64%           |
| EFFECT ON PROFIT OR LOSS          | -21.44%         | -11.32%         |

### III. LONGEVITY

For this variable the Company calculated the possible impact of a reasonable deviation on the Company's 2018 profit or loss, considering the recommendations made by the Canadian Institute of Actuaries. The Company considered a 2% increase in life span observed at year end for each business line.

Since the Company used the same percentage deviation for mortality and the effect of this variable has the same magnitude but the opposite sign, a 2% increase in life span would result in a 1.44% effect on profit or loss.

#### IV. INTEREST RATES

For the Company's portfolio of products, this variable is not significant when analyzing risks with an impact on profit or loss. This is due to the fact that products with guarantees in long-term interest rates are related to investments that are measured at purchase price. For short-term products, there is no guarantee or the reserve involved is very small compared to the Company's total reserve.

### V. EXCHANGE RATES

As the Company's insurance portfolio has mainly policies in local currency indexed to inflation, this variable is not considered a significant risk for profit or loss.

#### VI. INFLATION

As above, because the Company's insurance portfolio has been traded mainly in local currency indexed to inflation, this is not recognized as a significant risk to be analyzed with respect to profit or loss.

#### VII. UNEMPLOYMENT RATE

This risk has a significant impact mainly on coverage for disability and survivor insurance. Given the lack of experience with which to generate a correlation coefficient linking the unemployment rate and the results of the DSI business, this risk is evaluated based on the following assumptions:

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- Even when the unemployment rate shows little change, there are important variations in the composition of employment as a result of the creation/elimination of salaried jobs, which directly affects the business. Therefore, the impact will be measured based on the variation in the number of salaried positions, not the unemployment rate.
- If the number of salaried positions falls, in the short term the number of policyholders with insurance coverage remains steady.

  However, the number of contributing policyholders decreases and, therefore, premiums paid are negatively affected.
- The impact of the decrease in the number of salaried positions is not reflected in the same number of contributors, since, in the short term, a person that no longer holds a salaried position does not necessary stop contributing. For example, if the number of salaried positions drops by 5%, that does not imply that the number of contributors falls by the same 5%.
- We have not found evidence that the number of claims is affected by deviations in unemployment. Therefore, the Company will not measure the sensitivity of the unemployment rate with respect to people that file for disability after becoming unemployed.
- Although the number of salaried positions tends to increase, shocks have occasionally produced decreases from one year to the next. The most relevant drops include: June 1999 with a drop of 5.36%; March 2001 with a fall of 1.76%; and July 2009 with a drop of 1.85%, all over the same respective month in the prior year.
- Thus, the maximum historical variation is approximately 5.36%, which translates into an impact of 0.03% on premiums:

| (FIGURES IN THCH\$)  | REAL AS OF DEC. 2018 | EFFECT (%) | REAL AS OF DEC. 2017 | EFFECT (%) |
|----------------------|----------------------|------------|----------------------|------------|
| Net premiums written | 57,730,253           | -0.04%     | 105,526,809          | -0.10%     |

Once again, the effect is measured as a percentage of the total profit or loss for 2018.

#### VIII. LOANS

Insignificant risk for the Company.

### IX. COVERAGE FROM INSURANCE CONTRACTS

The Company has no insurance contracts with extraordinary coverage that have no reinsurance coverage to strongly limit this risk and, therefore this is not a significant risk.

### X. EXPENSES

To evaluate the possible impact of a deviation in this variable on 2018 profit or loss, based on the recommendations made by the Canadian Institute of Actuaries, the Company has considered a 5% increase in direct administrative costs compared to year end by business line. The effects are summarized in the following table:

| (FIGURES IN THCH\$) | REAL AS OF DEC. 2018 | EFFECT | REAL AS OF DEC. 2017 | EFFECT |
|---------------------|----------------------|--------|----------------------|--------|
| Direct costs        | 28,528,156           | -4.34% | 27,331,893           | -6.66% |







Like before, the effect is measured as a percentage of the total 2018 profit or loss. This is summarized by business line in the table below:

| (FIGURES IN THCH\$)               | EFFECT (%) 2018 | EFFECT (%) 2017 |
|-----------------------------------|-----------------|-----------------|
| Annuities                         | -1.68%          | -2.30%          |
| Individual life                   | -1.54%          | -2.60%          |
| Group                             | -0.93%          | -1.51%          |
| Credit life                       | -0.12%          | -0.15%          |
| Disability and survivor insurance | -0.05%          | -0.09%          |
| Mass                              | -0.02%          | -0.01%          |
| EFFECT ON PROFIT OR LOSS          | -4.34%          | -6.66%          |

#### XI. VARIATION IN AVERAGE CLAIM

This risk has only a significant impact on business where the claim amount is unknown a priori. These businesses are mainly concentrated on health care coverage. The claim amounts of the Company's health care insurance portfolio are limited by coverage caps and reinsurance contracts in force that make this variable insignificant for the sensitivity analysis.

#### XII. OCCURRENCE OF DISASTERS

The Company has a disaster reinsurance contract in effect, which makes the related risk to which the Company is exposed insignificant for the sensitivity analysis.

# D) LONG-TERM IMPACT ON RESERVES AS OF 2018 YEAR END REGARDING SIGNIFICANT RISK FACTORS FOR THE COMPANY:

### I. LONGEVITY

To evaluate the possible impact of a deviation in a variable on long-term reserves as of December 2018, the Company analyzed the effect on the LAT of a 2% decrease of qx in mortality tables in the Company's portfolio for annuities and individual life policies, specifically for products with mathematical reserves. As life span adversely affects the annuity portfolio and positively affects individual life policies, the Company considered a joint impact, where the greater reserve surplus in LAT for individual life is offset by the decrease of the original surplus in life annuities. This has an immaterial effect given the clearance observed in both tests.

#### II. MORTALITY

As for life span, the Company considered 2% growth of qx of life tables in its portfolio for annuities and individual life policies (mathematical reserve). The above would result in a greater surplus for annuities and smaller surplus for individual life. Thus, the effect would be null, since there would be an even larger surplus.

#### III. EXPENSES

Finally, in terms of expenses considered in the LAT analyses, the Company considered a 5% increase in expenses. For annuities and individual life policies, the effect is a decrease in the surplus over regulatory reserves, so that the effect is null.







### C. INTERNAL CONTROL

The Company performs a risk control and monitoring procedure consisting of updating process maps and risk matrices, identifying control weaknesses, establishing mitigating action plans and monitoring developments on a monthly basis, which is consistent with CMF General Standard Nos. 309.

Observations from external auditors from auditing operational cycles as stated in CMF Ruling No. 1441 (production, subscription of risks, valuation of reserves, reinsurance, claims, commissions and collections, systems and investments) and their amendments are added to this control process, as well as observations from internal audit and the CMF.

During 2018, the Company strictly complied with the monthly risk control procedure described above and, at the same time, its external auditors reported no significant observations. Action plans behind schedule are analyzed in order to request background information to explain the delay and, thus, set new deadlines for action plans. None of the residual risks threaten the Company's equity or solvency at a residual level.

It also continued building a database of loss events and operational risk incidents and improving the existing procedure for detecting and preventing fraud, which occurs occasionally with health insurance policies.

# **NOTE 36 - EQUITY**

### A) ISSUED, SUBSCRIBED AND PAID-IN CAPITAL

Subscribed and paid-in capital as of December 31, 2018, is THCH\$431,676,083 (THCH\$429,040,360 in 2017), represented by 3,695,000,000 shares with no par value (3,683,019,437 in 2017).

| SERIES | NUMBER OF SUBSCRIBED<br>SHARES | NUMBER OF PAID-IN<br>SHARES | NUMBER OF VOTING<br>SHARES | SUBSCRIBED AND PAID-IN<br>CAPITAL<br>THCH\$ |
|--------|--------------------------------|-----------------------------|----------------------------|---|
| Single | 3,695,000,000                  | 3,695,000,000               | 3,695,000,000              | 431,676,083                                 |

#### **CAPITAL INCREASE**

On April 27, 2017, at an extraordinary meeting of the shareholders of Grupo Security, shareholders agreed, among other matters, to increase the Company's capital from CH\$335,616,076, divided into 3,382,363,592 shares to CH\$435,616,076, divided into a total of 3,695,000,000 registered, single-series, common shares with no par value by issuing 436,636,408 new registered, common shares with no par value of the same existing series, which shall be issued, subscribed and paid in within a period of three years from the date of the shareholders' meeting.

At this meeting, shareholders also agreed to delegate to the Company's Board of Directors, in accordance with article 23 of the Regulations of the Corporations Law, the authority to set the final placement price for the shares that are issued as part of the capital increase and







authorize the Board of Directors to adopt the agreements necessary to, among other things, issue in one or more stages and on the date or dates determined by the Board itself, the 436,636,408 new shares as part of this capital increase.

On August 24, 2017, the preferential subscription period for the shares in Grupo Security's capital increase ended. During this period, 424,655,845 of a total of 436,636,408 shares were subscribed and paid in, equivalent to 97.26% of the capital increase, raising a total of CH\$93,424 million. The 11,980,563 shares left unsubscribed were made available to the Board as defined by shareholders at the extraordinary shareholders' meeting on April 27, 2017.

On March 29, 2018, Grupo Security placed the remaining 11,980,563 shares, thus completing the full capital increase agreed on April 27, 2017, raising MCH\$3,354,557 at a price of CH\$220 per share with a treasury share premium of MCH\$718,792.

### B) SHARE PREMIUM

On April 27, 2017, at an extraordinary meeting of the shareholders of Grupo Security, the shareholders agreed to recognize in equity the historical account "share premium", which reflects the net balance of the goodwill or negative goodwill obtained from placing new shares for the numerous capital increases agreed over time.

As a result, and in accordance with Article 26 of the Corporations Law, it must now recognize an increase in issued capital of THCH\$33,209,745, in order to reflect the amounts effectively received by the Company as capital.

The detail of share premiums forming part of equity are as follows:

|                        | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|------------------------|----------------------|----------------------|
| Treasury share premium | 718,834              | -                    |
| TOTAL                  | 718,834              | -                    |

### C) OTHER RESERVES

Other reserves are detailed as follows:

|   | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Reserve insurance income and pensions                                 | (37,977,932)         | (29,333,427)         |
| Reserve for financial assets available for sale and other bank assets | (928,185)            | 3,646,324            |
| Translation adjustment reserve  | 2,190,654            | 104,574              |
| IFRS 15 first-time adoption adjustments to equity (Bank)              | (9,755,158)          | (9,755,158)          |
| Accounting hedges   | (4,327)              | (4,328)              |
| Other reserves  | (270,867)            | (203,406)            |
|   | (46,745,815)         | (35,545,420)         |







### D) DIVIDENDS

The dividend policy agreed by the shareholders is to distribute at least 30% of the profits of Grupo Security S.A. received from its direct subsidiaries during the year and divide the payment in two dividends, an interim dividend and a final dividend. Additionally, the Board of Directors has been authorized to approve additional dividend distributions with a charge to retained earnings if, in the opinion of the Board, Grupo Security S.A.'s financial condition allows it.

On April 27, 2017, the Company's Board agreed to pay a dividend of CH\$7.75 per share charged to earnings for the year 2016 and scheduled payment for May 8, 2017.

On October 11, 2017, the Company's Board agreed to pay a dividend of CH\$4.35 per share, distributed as follows:

- An interim dividend of CH\$1.75 per share to be paid in cash and charged to retained earnings for the year 2017; and
- An additional dividend of CH\$2.60 per share to be paid in cash and charged to retained earnings from prior years.

The dividend was paid on November 3, 2017.

On March 22, 2018, the Board agreed to distribute a final dividend of CH\$7.25 per share. When added to the interim dividend of CH\$1.75 per share and the additional dividend of CH\$2.60 per share already paid on November 3, 2017, this gives a total dividend of CH\$11.60 per share for 2017.

On October 3, 2018, the Company's Board agreed to pay a dividend of CH\$4.50 per share, distributed as follows:

- An interim dividend of CH\$1.90 per share to be paid in cash and charged to retained earnings for the year 2018; and
- An additional dividend of CH\$2.60 per share to be paid in cash and charged to retained earnings from prior years.

The dividend was paid on October 25, 2018.

### E) CAPITAL RISK MANAGEMENT

The Group manages its capital to ensure that its subsidiaries will be able to continue as a going concern, while maximizing shareholder value by optimizing debt and equity balances.

The Group's capital structure includes its net debt (bonds and loans as summarized in Notes 18 and 23) and equity (including issued capital, reserves and retained earnings).





# NOTE 37 - COMMITMENTS AND CONTINGENCIES

# A) LAWSUITS AND LEGAL PROCEEDINGS

#### **BANCO SECURITY**

As of the date of issuance of these consolidated financial statements, some legal actions have been filed against the Bank and its subsidiaries involving its normal operations. Management and its legal counsel do not believe that the Bank and its subsidiaries are exposed to any potential significant losses not disclosed in these financial statements.

# **B)** CONTINGENT LIABILITIES

As of December 31, 2018 and 2017, contingent liabilities are as follows:

|   | 12.31.2018<br>THCH\$ | 12.31.2017<br>THCH\$ |
|---|----------------------|----------------------|
| Commitments and responsibilities in memorandum accounts | 9,090,740,191        | 7,764,075,572        |
| Contingent loans and liabilities                        | 1,210,809,688        | 1,061,114,000        |
| Guarantees granted                                      | 86,552,743           | 73,265,707           |
| TOTAL   | 10,388,102,622       | 8,898,455,279        |

# NOTE 38 - BONDHOLDER PROTECTION COVENANT: LEVERAGE RATIO

As of December 31, 2018, Grupo Security S.A. must comply with the following ratios and restrictions as a result of bond issuances:

Leverage: Grupo Security S.A. must maintain a leverage ratio below 0.4, measured on its quarterly standalone statement of financial position. Leverage is defined as the ratio of standalone financial liabilities, as presented in the FECU-IFRS financial statement disclosures, and equity (hereinafter "IFRS Leverage"). Standalone financial liabilities are the sum of financial obligations contracted by Grupo Security, excluding subsidiary financial obligations, regardless of whether those subsidiaries are consolidated by Grupo Security S.A. Thus, standalone financial liabilities include the sum of the company's individually considered debts, which are classified within the following FECU-IFRS accounting concepts: (i) obligations with banks and financial institutions, current and non-current (as included in those concepts in the FECU-IFRS statements), (ii) financial obligations with the public (promissory notes and bonds), current and non-current (as included in those concepts in the FECU-IFRS statements), (iii) other liabilities, trade payables, notes payable, miscellaneous payables and provisions, all current and non-current (as included in those concepts in the FECU-IFRS statements). Point (iv) accounts payable to related parties, current and non-current (as included in those concepts in the FECU-IFRS statements). Point (iv) above shall include those individually considered accounts payable to Grupo Security S.A. that have been contracted with related parties, which have been eliminated during the consolidation process and therefore are not present in the issuer's financial statements.





Details of financial and accounting information in accordance with the previous paragraph are as follows.

|  | GROUP<br>(STANDALONE) | OTHER GROUP<br>COMPANIES /<br>CONSOLIDATION<br>ADJUSTMENTS | CONSOLIDATED   |
|--|-----------------------|--|----------------|
| CURRENT LIABILITIES  |                       |  |                |
| Other financial liabilities, current   | 843,466               | 6,216,578,888  | 6,217,422,354  |
| Trade and other payables   | 258,001               | 2,596,955,492  | 2,597,213,493  |
| Accounts payable to related parties, current   | -                     | 994,592  | 994,592        |
| Other short-term provisions  | (7,784)               | 124,332,619  | 124,324,835    |
| Current tax liabilities  | -                     | 22,810,449   | 22,810,449     |
| Current employee benefit provisions  | 1,593,453             | 7,664,506  | 9,257,959      |
| Other non-financial liabilities, current   | 20,561,011            | 125,854,368  | 146,415,379    |
| TOTAL CURRENT LIABILITIES  | 23,248,147            | 9,095,190,914  | 9,118,439,061  |
| NON-CURRENT LIABILITIES  |                       |  |                |
| Other financial liabilities, non-current   | 234,868,057           | 343,443,241  | 578,311,298    |
| Accounts payable, non-current  | -                     | 92,876,874   | 92,876,874     |
| Accounts payable to related parties, non-current                                       | -                     | 3,322,762  | 3,322,762      |
| Deferred tax liabilities   | 163,020               | 534,372  | 697,392        |
| TOTAL NON-CURRENT LIABILITIES  | 235,031,077           | 440,177,249  | 675,208,326    |
| TOTAL LIABILITIES  | 258,279,224           | 9,535,368,163  | 9,793,647,387  |
| EQUITY   |                       |  |                |
| Issued capital   | 431,784,190           | -108,107   | 431,676,083    |
| Retained earnings (accumulated losses)   | 353,947,649           | -11,101,431  | 342,846,218    |
| Share premium  | 610,727               | 108,107  | 718,834        |
| Other reserves   | -57,847,246           | 11,101,431   | -46,745,815    |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT  | 728,495,320           | -  | 728,495,320    |
| Non-controlling interests  | -                     | 20,545,022   | 20,545,022     |
| TOTAL EQUITY   | 728,495,320           | 20,545,022   | 749,040,342    |
| TOTAL LIABILITIES AND EQUITY   | 986,774,544           | 9,555,913,185  | 10,542,687,729 |
| TOTAL CURRENT LIABILITIES GRUPO SECURITY (STANDALONE)                                  |                       |  | 258,279,224    |
| TOTAL EQUITY (TOTAL NET EQUITY) GRUPO SECURITY   |                       |  | 749,040,342    |
| LEVERAGE AS OF DECEMBER 31, 2018 (TOTAL STANDALONE CURRENT LIABILITIES / TOTAL EQUITY) |                       |  | 34.48%         |

Ownership: To maintain a 51% ownership interest in Banco Security.

As of year end, the Group has not exceeded the required leverage ratio and maintains the required ownership percentages.





# **NOTE 39 - MATERIAL EVENTS**

# **GRUPO SECURITY S.A.**

- A) On January 6, 2017, the Company finalized the process by which bondholders could voluntarily exchange series F bonds for new series M bonds under identical conditions for all bondholders in accordance with article 130 of Law No. 18,045 on Securities Markets and the terms and conditions in the Exchange Notice published. Bonds were exchanged for 95% of the original issuance, equivalent to a nominal amount of UF1,189,000.
- B) On March 28, 2017, Fitch Ratings confirmed its domestic ratings for Banco Security, its holding company Grupo Security S.A. and Factoring Security S.A., as part of its review of mid-sized Chilean banks. It also revised the outlook for its long-term rating from stable to positive due to progress Banco Security has made in implementing its strategy, which has allowed it to diversify its revenue sources, strengthen its balance sheet and liquidity and improve its capital ratios.
- C) On April 10, 2017, the Company reported that in a meeting of the Board of Directors on the same date, the Board agreed to call an annual shareholders' meeting for April 27, 2017, at 9 a.m. in the Company's offices. The following matters were to be addressed at the meeting:
  - 1) Approval of the annual report, balance sheet and financial statements for the year 2016.
  - 2) Profit distribution and dividend payments.
  - 3) Dividend policies.
  - 4) Board fees for the year 2017.
  - 5) Information regarding Directors' Committee activities.
  - 6) Directors' Committee compensation.
  - 7) Board expenses.
  - 8) Appointment of independent auditors.
  - 9) Appointment of risk rating agency.
  - 10) Transactions with related parties.
  - 11) Designation of newspaper for legal publications.
  - 12) Other matters to be addressed at the annual meeting.

Likewise, the Board of Grupo Security agreed in the same meeting to call an extraordinary shareholders' meeting for the same day (April 27, 2017) immediately after the annual general meeting. The following matters were to be addressed at the meeting:

- 1) Updating and amending the Company's statutory capital in order to recognize the expiration of the placement term for the unsubscribed balance of the capital increase agreed upon on April 8, 2013, consisting of 123,895,103 shares.
- 2) Increasing the Company's capital by CH\$100,000,000,000, or another amount agreed by shareholders. The increase will take place by issuing new shares through a rights issuance. The exact number will be determined by shareholders for this purpose.









- 3) Should this capital increase be approved, the shareholders will agree on the placement price of the shares.
- 4) Agreeing to offer to third parties any new shares to be issued as part of the aforementioned capital increase that are not subscribed by the shareholders, or at least part of them, as determined by the shareholders.
- 5) Authorizing the Board to
  - a. Proceed with the issuance and placement of these shares
  - b. Register the issuance in the Securities Registry
  - c. Comply with regulations on preferential offerings of shares
  - d. Place and offer to third parties the shares that are not subscribed by the shareholders and/or their assignees within the preferential option period.
  - e. Adopt all agreements required to carry out the capital increase under the terms proposed above.
- 6) Approving any amendments to the Company's bylaws that are necessary to implement the above amendments.
- 7) To adopt all other agreements necessary to implement the decisions made with respect to this process.

At this meeting, the Board agreed to propose a final dividend of CH\$7.75 per share at the annual general shareholders' meeting. When added to the interim dividend of CH\$2.00 per share and the additional dividend of CH\$2.25 per share already paid on November 7, 2016, this gives a total dividend of CH\$12 per share for 2016. The Board also agreed to propose a dividend payment date of May 8, 2017.

- **D)** On April 28, 2017, the Company reported that the following agreements were made at the extraordinary shareholders' meeting on April 27, 2017:
- 1) To increase the Company's capital from CH\$335,616,073,956, divided into 3,258,363,592 shares, to CH\$435,616,073,956, divided into a total of 3,695,000,000 nominative, single-series, common shares with no par value by issuing 436,636,408 new nominative, common shares with no par value of the same existing series, which shall be issued, subscribed and paid within a period of three years from the date of the shareholders' meeting.
- 2) To delegate to the Company's Board the authority to set the final placement price of the shares to be issued as part of this capital increase.
- 3) To authorize the Board to adopt the agreements necessary to, among other things, issue in one or more stages and on the date or dates determined by the Board itself, the 436,636,408 new shares as part of this capital increase.

Immediately after, at the same board meeting, the directors agreed to issue 436,636,408 new nominative, single-series, common shares with no par value as part of the capital increase agreed by shareholders at the aforementioned extraordinary meeting.

E) On April 28, 2017, the Company filed form No 1 from CMF Ruling 660 regarding dividend distributions.





- F) At an extraordinary meeting of the Board of Grupo Security held July 4, 2017, the directors in attendance unanimously agreed to set the share placement price at CH\$220 for the 436,636,408 new shares as part of the capital increase agreed by shareholders on April 27, 2017.
- On October 11, 2017, the CEO reported as an essential event that as authorized at the annual general shareholders' meeting held on April 27, 2017, the Company's Board of Directors agreed, at a meeting on October 11, 2017, to pay a total dividend of CH\$4.35 per share, distributed as follows: (i) an interim dividend of CH\$1.75 per share, to be paid in cash and charged to 2017 retained earnings; and (ii) an additional dividend of CH\$2.60 per share, to be paid in cash and charged to retained earnings from prior years. The aforementioned total dividend will be available to shareholders as of November 3, 2017, in the Banco Security Office located at Agustinas 621, 1st floor, Santiago, from 9:00 to 14:00, or another payment method chosen by the shareholders before the date of payment.
- H) On March 22, 2018, the Board of Directors of Grupo Security agreed to call an annual general shareholders' meeting for April 12, 2018, at 9 a.m. in the Company's offices located at Augusto Leguía Sur 70, underground floor, Las Condes, Santiago. The following matters were to be addressed at the annual shareholders' meeting:
  - l. Approval of the annual report and financial statements for the year-ended December 31, 2017, including the report of independent auditors for that year;
  - 2. Profit distribution and dividend payments;
  - 3. Dividend policies;
  - 4. Board fees for 2018;
  - 5. Information regarding Directors' Committee activities, performance and expenses during 2017.
  - 6. Directors' Committee compensation and approval of the 2018 budget.
  - 7. Board expenses in 2017;
  - 8. Appointment of the Company's independent auditors;
  - 9. Appointment of risk rating agency;
  - 10. Information on related party transactions in accordance with Articles 146 et seq. of the Corporations Law;
  - 11. Designation of the newspaper for legal publications; and
  - 12. In general, all other matters that should be addressed at an annual shareholders' meeting according to law.

At that meeting, the Board also agreed to propose a final dividend of CH\$7.25 per share at the annual general shareholders' meeting. When added to the interim dividend of CH\$1.75 per share and the additional dividend of CH\$2.60 per share already paid on November 3, 2017, this gives a total dividend of CH\$11.60 per share for 2017. The Board also agreed to propose a dividend payment date of April 23, 2014.





I) On April 12, 2018, the Company filed form No 1 from CMF Ruling 660 regarding a dividend distribution of CH\$7.25 per share, which was paid on April 23, 2018.

On October 3, 2018, the CEO reported as an essential event that as authorized at the annual general shareholders' meeting held on April 12, 2018, the Company's Board of Directors agreed, at a meeting on October 3, 2018, to pay a total dividend of CH\$4.50 per share, distributed as follows: (i) an interim dividend of CH\$1.90 per share, to be paid in cash and charged to profit for the year; and (ii) an additional dividend of CH\$2.60 per share, to be paid in cash and charged to retained earnings from prior years. The total dividend was made available to shareholders beginning Thursday, October 25, 2018, at the Bank's office at Agustinas 621.

# SEGUROS VIDA SECURITY PREVISIÓN S.A.

- A) On November 26, 2018, the Company informed the Financial Market Commission that the conditions precedent have been met for the share purchase agreement for shares of Inversiones Security Perú S.A.C. dated July 27, 2018, which Security Internacional SpA offered to purchase for S/ 100,000,000. Therefore, the closing documents for this deal have been signed and the sales price for the shares held by the company has been paid, thus concluding the transaction. The conditions precedent in the contract have been met, including approval from the Superintendency of Banks, Insurance and AFPs, the National Superintendency of Customs and Tax Administration (SUNAT), both in Peru.
- B) On July 30, 2018, in relation to the essential event filed on July 24, 2018, the company reports that a share purchase agreement was signed on July 27, 2018, which was subject to a series of conditions precedent customary for this type of transaction, including approval from the Superintendency of Banks, Insurance and AFPs, the National Superintendency of Customs and Tax Administration (SUNAT), both in Peru.
- C) On July 24, 2018, at an extraordinary meeting of the Company's shareholders, they agreed to accept the offer to buy the Company's shares in Inversiones Security Perú (99.99999%), which in turn owns 61% of Protecta. The offer was made by Security Internacional SpA and is subject to approval by Peruvian authorities.
- D) At an annual general shareholders' meeting on April 24, 2018, the shareholders agreed to distributed a dividend of CH\$4,205,841,893.equivalent to approximately 31.7225% of profit for the year 2017, consisting of a dividend of CH\$11.- per share for shareholders registered in the shareholders' registry five business days before the day set for the annual general shareholders' meeting and to be distributed on May 2, 2018, at the offices of the share management company, Depósito Central de Valores.
- E) On March 2, 2018, the CMF is informed that at an extraordinary shareholders' meeting on December 18, 2017, the shareholders agreed to increase the company's capital by issuing 100,100,000 shares with no par value, which must be subscribed and paid within three years. In light of this issuance, on March 1, 2018, the Board agreed to place 30,000,000 shares as part of this capital increase at a value of UF0.01866583342 per share.





- F) At a board meeting held on March 1, 2018, the directors in attendance unanimously agreed to issue 100,100,000 new registered, single-series, common shares with no par value as part of the capital increase agreed by shareholders at the extraordinary meeting on December 18, 2017. The Board also decided to place the first set of 30,000,000 shares at a subscription price of UF 0.01866583342 each, once the issuance was registered in the Securities Registry maintained by the Financial Market Commission (CMF):
- G) On April 18, 2017, the Company reported that the annual general shareholders' meeting was held on that date and the following was agreed:
- 1) To distribute a final dividend of CH\$15,293,970,520, equivalent to 69.8% of profit for the year 2016, resulting in a dividend of CH\$40 per share.
- 2) To maintain the policy for future dividends of distributing a minimum of 30% of net profit for the year, conditional upon the profits actually obtained and the Company's economic and financial situation, and to authorize the Board to pay interim dividends charged to profit for the year and to distribute up to 100% of retained earnings. This distribution may be agreed upon and made at any time during the current year and extraordinary dividends may be set based on the Company's economic and financial situation.
- 3) To appoint Deloitte as the Company's independent auditors.
- 4) To appoint Fitch Chile Clasificadora de Riesgo Ltda. and ICR Compañía Clasificadora de Riesgo Ltda as the Company's risk rating agencies.
- 5) To elect the following directors to the Company's Board of Directors for a three-year term: Francisco Silva Silva, Renato Peñafiel Muñoz, Andrés Tagle Domínguez, Juan Cristóbal Pavez Recart, Alvaro Vial Gaete, Gonzalo Pavez Aro and Francisco Juanicotena Sanzberro.
- 6) To file form No 1 from CMF Ruling 660 regarding dividend distributions.

#### VALORES SECURITY CORREDORA DE BOLSA S.A.

- A) On March 22, 2017, the Board of Valores Security agreed to call an annual general shareholders' meeting for April 7, 2017, to address the following matters:
  - a) To approve the annual report, statement of financial position and statement of income and independent auditors' report as of and for the year ended December 31, 2016.





- b) Profit distribution and dividend payments.
- c) Board fees for 2017.
- d) Board expenses in 2016.
- e) Appointment of the Company's independent auditors.
- f) Information on related party transactions in conformity with the Corporations Law.
- g) Designation of newspaper for legal publications.
- h) All other matters that should be addressed at an annual general shareholders' meeting according to law.
- B) On June 22, 2017, the CEO reported that at an ordinary board meeting held on June 20, 2017, the Board received a letter of resignation from Chairman Ramón Eluchans Olivares, which took effect immediately.
- C) On July 14, 2017, the CEO reported that at an ordinary board meeting held on the same date, the Board agreed to appoint Enrique Menchaca Olivares as Chairman of the Board.
- D) On September 13, 2017, the CEO reported as a essential event that, at a board meeting on September 12, 2017, the Board agreed to call an extraordinary shareholders' meeting for September 29, 2017, at 9:00 a.m. at the Company's offices in order for the shareholders to vote on the following matters:
  - 1.- Modifying the corporate bylaws to amend the current number of Board members from five to three, and all other matters that also need to be changed as a result of this amendment;
  - 2.- Making other agreements necessary to implement the bylaw reform as indicated in the preceding point.
- E) On September 29, 2017, the CEO reported as an essential event that on this same date an extraordinary shareholders' meeting was held and the following agreements were made:
  - 1.- Approve the amendments to the corporate bylaws, reducing the number of directors from five to three;
  - 2.- As indicated in the preceding number, the following directors were elected to the Board: Máximo Hitoshi Kamada, Enrique Menchaca Olivares and Fernando Salinas Pinto.

# ADMINISTRADORA GENERAL DE FONDOS SECURITY S.A.

- A) On March 22, 2017, the Board of AGF Security agreed to call an annual general shareholders' meeting for April 7, 2017, to address the following matters:
  - a) To approve the annual report, statement of financial position and statement of income and independent auditors' report as of and for the year ended December 31, 2016.
  - b) Profit distribution and dividend payments.





- c) Board fees for 2017.
- d) Board expenses in 2016.
- e) Appointment of the Company's independent auditors.
- f) Information on related party transactions in conformity with the Corporations Law.
- g) Designation of newspaper for legal publications.
- h) All other matters that should be addressed at an annual general shareholders' meeting according to law.
- B) On April 10, 2017, the CEO of AGF Security reported as an essential event the market price adjustment of the Security Check Mutual Fund as a result of the impact of the Chilean Central Bank's cuts in the monetary policy rate. On Friday, April 7, 2017, the valuation of the UF-denominated time deposit issued by Itaú-Corpbanca (FUCOR-010917) was adjusted due to a difference in the buyer's IRR at which instruments from this type of fund are measured and the rate provided by the pricing vendor, Risk América, which involved valuing that instrument at 0.19%.
- C) On May 3, 2017, the CEO of AGF Security reported as an essential event that the investors of the investment funds Security Capital Preferente, Security Capital Preferente II, Security Inmobiliario II and Security Inmobiliario III had been called to ordinary meetings to be held May 16, 17 and 18, 2017, in order to vote on the following matters:
  - a) Approving the fund's annual report.
  - b) Agreeing to distribute dividends from the net profits received during 2016.
  - c) Appointing the fund's external auditing firm from a shortlist proposed by the Oversight Committee of firms registered for that purpose with the CMF.
  - d) Electing the members of the Oversight Committee and approving its income and expense budget.
  - e) Agreeing in general on any matter of common interest to the investors that does not require an extraordinary meeting.
- D) The twenty-sixth annual general shareholders' meeting was held on March 21, 2018, at the Company's offices at Av. Apoquindo 3150, floor 7, Las Condes, Santiago. The following matters were addressed at the annual shareholders' meeting:
  - Approval of the annual report and financial statements for the year-ended December 31, 2017, including the report of independent auditors for that year;
  - · Profit distribution and dividend payments;
  - Board fees for 2018;
  - Board expenses in 2017;
  - · Appointment of the Company's independent external auditors;
  - Information on related party transactions in conformity with the Corporations Law.
  - Designation of the newspaper for legal publications;
  - · In general, all other matters that should be addressed at an annual shareholders' meeting according to law.



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As the Company's shareholders committed to attend the meeting, the Company did not publish a notice to call the meeting.

- E) On May 10, 2018, management reported the resignation of the Company's Investment Manager.
- F) On May 22, 2018, management reported that it had appointed a new Investment Manager, Felipe Marín Viñuela.

# **BANCO SECURITY S.A.**

During the period from January 1 to December 31, 2018, Banco Security S.A. has not filed any material events that must be reported.

On December 28, 2017, the Bank increased capital by MCH\$50,000. All shares (100%) issued by Grupo Security at this time were acquired.

#### SECURITIZADORA SECURITY S.A.

- A) At an annual general shareholders' meeting held April 28, 2017, the shareholders agreed the following:
  - 1) To approve the annual report, statement of financial position and financial statements as of and for the year ended December 31, 2015, and the independent auditors' report for that period.
  - 2) Profit distribution and dividend payments for the year
  - 3) Board fees for the year 2017
  - 4) To appoint Deloitte as the Company's external auditors
  - 5) To approve information on related party transactions in conformity with articles 44 and 93 and section XVI of Law No. 18,046 on Corporations.
  - 6) Appointment of newspaper for legal publications
  - 7) All other matters that should be addressed at an annual general shareholders' meeting according to law.
- B) At an annual general shareholders' meeting held April 12, 2018, the shareholders agreed the following:
  - 1) To approve the annual report, statement of financial position and financial statements as of and for the year ended December 31, 2017, and the independent auditors' report for that period.
  - 2) Profit distribution and dividend payments for the year
  - 3) Board fees for the year 2018
  - 4) To appoint Deloitte as the Company's external auditors
  - 5) To approve information on related party transactions in conformity with articles 44 and 93 and section XVI of Law No. 18,046 on Corporations.





- 6) Appointment of newspaper for legal publications
- 7) All other matters that should be addressed at an annual general shareholders' meeting according to law.

#### HIPOTECARIA SECURITY PRINCIPAL S.A.

- A) On July 10, 2018, the Board appointed Mr. Ricardo Hederra González as CEO, effective August 1, 2018.
- B) On June 5, 2018, the following directors resigned from the Company's Board: Francisco Silva Silva, Renato Peñafiel Muñoz, Andrés Valenzuela Ugarte and Andrés Tagle Domínguez. The following individuals were appointed in their place: Rodrigo Guzmán Leyton as director and María Macarena Lagos Jiménez as his alternate; María Loreto Herrera Martínez as director and Andrés Valenzuela Ugarte as his alternate. Alejandro Javier Alzérreca Luna was appointed Chairman of the Board.
- C) On May 30, 2018, the Board received and accepted the resignation of the CEO, Máximo Silva Irarrázaval. He served as Chief Executive Officer since June 30, 2018.
- D) On April 27, 2018, the company informed that on April 25, 2018, at the sixteenth extraordinary shareholders' meeting of Hipotecaria Security Principal S.A., the shareholders agreed to increase the company's capital by CH\$3,128,359,078, divided into 452,694 shares with no par value for a total of CH\$4,935,365,538, divided into 714,200 shares with no par value.

# INVERSIONES PREVISIÓN SECURITY LTDA.

As of the reporting date for these financial statements, this company has not reported any material events.

#### **FACTORING SECURITY S.A.**

On August 24, 2017, the CEO reported as an essential event that at a board meeting on that same date, the directors in attendance unanimously agreed to approve the issuance and registration in the CMF Securities Registry of a line of 10-year bearer bonds for a maximum of UF 3,000,000. The bonds issued as part of this line may be placed in the general market and will be dematerialized, bearer bonds. Other characteristics can be agreed upon with the future bondholders' representative in the respective issuance contract for the line and its complementary instruments.

At the same meeting, the Board also agreed to proceed with the first issuance charged to the bond line as soon as it was registered in the CMF Securities Registry and that the characteristics, terms and conditions will be defined in the respective complementary instruments.







On May 17, 2018, Factoring Security informed the CMF of the essential event that at a board meeting on that same date, the Board agreed to approve the issuance and registration in the CMF Securities Registry of a line of 10-year commercial paper for a maximum of UF 2,000,000. The commercial paper issued as part of this line will consist of dematerialized, bearer promissory notes. They may be placed in the general market and will have any special characteristics established when issued. At the same meeting, the Board also agreed to proceed with the first issuance and placement of commercial paper charged to the aforementioned line as soon as it was registered in the CMF Securities Registry and that the characteristics, terms and conditions will be defined in the respective complementary public declarations of specific placement characteristics.

#### SECURITY INTERNACIONAL SPA.

On July 27, 2018, the management of Security Internacional SpA signed a private share purchase agreement for the entire interest owned by Seguros Vida Security Previsión S.A. in Inversiones Security Perú S.A.C. for the sum of S/100,000,000, in Peruvian legal currency. The transaction is subject to compliance of a series of conditions precedent that are customary for this type of transaction, including:

- (I) approval of the transaction by both the Superintendency of Banks, Insurance and AFPs of the Republic of Peru and
- (II) the National Superintendency of Customs and Tax Administration of the Republic of Peru

# NOTE 40 – SUBSEQUENT EVENTS

#### VALORES SECURITY CORREDORA DE BOLSA S.A.

To renew its guarantee, on January 4, 2019, Valores Security S.A. Corredores de Bolsa, contracted an insurance policy for UF10,000 expiring on 08.01.2020, through Cía. Seguros de Crédito Continental S.A., in favor of holders of voluntary retirement savings plans.

#### ADMINISTRADORA GENERAL DE FONDOS SECURITY S.A.

To renew its fund guarantee, on January 9, 2019, Administradora General de Fondos Security S.A., contracted the following insurance policies to guarantee faithful performance of its obligations as fund manager to manage third-party funds and cover compensation for damages that result from non-compliance in accordance with Article 226 of Law No. 18,045.







# **BANCO SECURITY**

On January 11, 2019, Banco Security received Ruling 228 issued by the SBIF, which applied a fine of UF 696 due to events that the SBIF believes breaches Articles 6 and 6 ter of Law 18,010.

Between January 1, 2019, and the date these consolidated financial statements were issued, there have been no other subsequent events that significantly affect them.

# NOTE 41 - APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS

These consolidated financial statements were approved by the Board of Directors in an ordinary meeting on February 28, 2019.





# ANNUAL EARNINGS REPORT FOR THE CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

# **GRUPO SECURITY RESULTS**

GRUPO SECURITY REPORTS 2018 PROFIT OF CH\$80,548 MILLION, UP +7.8% YOY, WITH BANCO SECURITY UP 15.3% YOY.

- Starting November 30, 2018, Grupo Security's stock was included on the MSCI Chile Small Cap Index, favoring the stock's liquidity and helping attract new local and foreign shareholders into the Group's shareholder base.
- On November 26, 2018, Security Internacional completed its acquisition of Vida Security's entire interest in Inversiones Security Perú S.A.C, the parent of Protecta Security, for S./ 100 million. This transaction generated a one-time gain of CH\$12,157 million for Vida Security, which was fully reversed at group level.
- Banco Security reported profit of CH\$72,653 million (+15.3% YoY) in 2018, explained by a strong performance from the commercial banking (CH\$42,883 million, +13.8% YoY) and retail banking (CH\$8,253 million, +28.8% YoY) divisions, partially offset by weaker results from the treasury division and asset management subsidiaries.
- Banco Security had total loans of CH\$5,346,071 million (+10.6% YoY), with market share of 3.3%. The Bank reported particularly strong growth in commercial loans (+12% YoY), with market share in its target segment of medium and large companies of 6.5%<sup>1</sup> as of December 2018.
- The Bank's consolidated efficiency ratio was 47.7% in 2018, reflecting an improvement over prior years (49.7% in 2017 and 59.3% in 2016). In risk indicators, the Bank reported a ratio of provisions to loans of 1.69% as of December 2018, provision expenses to loans of 0.78% and an NPL coverage ratio of 112.5%. ROAE was 12.8% in 2018, up from 12.4% last year.
- Factoring Security had factored receivables of CH\$ 360,251 million as of December 2018, up 18.4% over last year, and profit of CH\$8,155 million, +8.7% YoY.
- Vida Security posted profit of CH\$30,159 million (+127.5% YoY), driven by the sale of Inversiones Security Perú--parent of Protecta Security--to Security Internacional, generating a one-time gain of CH\$12,157 million (fully reversed at group level). Vida Security reported good operating results across all business lines, with a stronger contribution margin than 2017, offset by weaker returns from equity investments.
- Inversiones Security reported improved results of CH\$10,715 million (+11.2% YoY), due to stronger earnings from Securitizedora Security from placing securitized bonds and their respective mezzanine series.
- Inmobiliaria Security had a loss of -CH\$232 million in 2018, in line with the company's business plan since 2018 was considered a development year. Travel Security reported profit of CH\$3,752 million (-7.4% YoY), because of lower airline commissions.





- Starting in 2018, we incorporated the International Business segment into the segment reporting note in the financial statements. This segment includes Protecta Security and Travex Security. Profit attributable to equity holders of the parent was CH\$1,429 million as of December 2018.
- Protecta Security reported profit of S./ 2.8 million as of December 2018, down from S./ 5.2 million last year, explained by greater sales of annuities and private annuities, giving 19% market share in annuities.

# SANTIAGO, CHILE - FEBRUARY 28, 2019. GRUPO SECURITY S.A., (BCS: SECURITY; BBG: SECUR).

Renato Peñafiel, Grupo Security's CEO, commented, "Grupo Security reported profit of CH\$80,548 million for the year 2018, up +7.8% from 2017. These results were driven by the Bank's earnings, reporting profit of CH\$72,653 million (+15.3% YoY), thanks to strong performances from the commercial banking (CH\$42,883 million, +13.8%) and retail banking (CH\$8,253 million, +28.8%) divisions. Vida Security reported strong operating results across all business lines, despite the negative impact markets had on investment income. In Peru, Protecta Security reached market share of 19% in annuities, with profit of S./ 2.8 million. Our projections for 2019 call for continued returns for our shareholders, through sustained growth of our businesses in Chile and Peru, with conservative risk management and the seal of excellence that has characterized Grupo Security since its formation."

## **GRUPO SECURITY INDICATORS**

|  |             |             |             | % (   | CHG   |             |             |       |
|--|-------------|-------------|-------------|-------|-------|-------------|-------------|-------|
| IN MCH\$   | 4Q18        | 3Q18        | 4Q17        | QoQ   | YoY   | 4Q18        | 4Q17        | % CHG |
| Banco - Total Loans                                  | 5,346,071   | 5,182,434   | 4,834,290   | 3.2%  | 10.6% | 5,346,071   | 4,834,290   | 10.6% |
| Industry - Total Loans <sup>1</sup>                  | 163,068,919 | 156,592,324 | 146,250,331 | 4.1%  | 11.5% | 163,068,919 | 146,250,331 | 11.5% |
| Asset Mgt - AUM Mutual Funds                         | 2,496,079   | 2,699,356   | 2,558,301   | -7.5% | -2.4% | 2,496,079   | 2,558,301   | -2.4% |
| Industry - AUM Mutual Funds                          | 37,637,881  | 38,586,487  | 35,056,763  | -2.5% | 7.4%  | 37,637,881  | 35,056,763  | 7.4%  |
| Vida - Investment Portfolio                          | 2,479,478   | 2,468,419   | 2,402,514   | 0.4%  | 3.2%  | 2,479,478   | 2,402,514   | 3.2%  |
| Industry (life insurance) - Investment<br>Portfolio² | -           | 40,754,441  | 38,236,277  | -     | -     | 0           | 38,236,277  | -     |
| Factoring - Total Factored Receivables               | 360,251     | 315,389     | 304,393     | 14.2% | 18.4% | 360,251     | 304,393     | 18.4% |

| OPERATIONS |       |       |       |       |      |       |       |      |
|------------|-------|-------|-------|-------|------|-------|-------|------|
| Employees  | 3,939 | 3,952 | 3,887 | -0.3% | 1.3% | 3,939 | 3,887 | 1.3% |



EXCLUDING FOREIGN SUBSIDIARIES OF CHILEAN BANKS NOT AVAILABLE AS OF THE DATE OF PUBLICATION OF THE







# **INCOME STATEMENT**

|                                |         |         |         | % (    | CHG    |         |         |        |
|--------------------------------|---------|---------|---------|--------|--------|---------|---------|--------|
| IN MCH\$                       | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY    | 4Q18    | 4Q17    | % CHG  |
| Banco - Net Interest Margin    | 35,981  | 41,753  | 40,335  | -14.0% | -11.0% | 35,891  | 40,335  | -11.0% |
| Banco - Net Fees               | 5,316   | 5,638   | 17,680  | -5.7%  | -69.9% | 5,316   | 17,680  | -69.9% |
| Banco - Operating Expenses     | -32,372 | -33,157 | -29,299 | -2.4%  | 10.5%  | -32,372 | -29,299 | 10.5%  |
| Banco - Net Provision Expenses | -13,981 | -8,181  | -11,217 | 70.9%  | 24.6%  | -13,981 | -11,217 | 24.6%  |
| Vida - Gross Written Premiums  | 67,828  | 65,563  | 107,507 | 3.5%   | -36.9% | 67,828  | 107,507 | -36.9% |
| Vida - Claims Paid             | -11,979 | -7,598  | -73,357 | 57.7%  | -83.7% | -11,979 | -73,357 | -83.7% |
| Vida - Pensions Paid           | -51,495 | -58,795 | -19,199 | -12.4% | 168.2% | -51,495 | -19,199 | 168.2% |
| Vida - Investment Income       | 23,851  | 32,069  | 23,229  | -25.6% | 2.7%   | 23,851  | 23,229  | 2.7%   |
| Factoring - Revenue            | 7,881   | 7,235   | 7,212   | 8.9%   | 9.3%   | 7,881   | 7,212   | 9.3%   |

# **RATIOS**

|                                     |        |        |        | % (    | CHG    |
|-------------------------------------|--------|--------|--------|--------|--------|
|                                     | DEC-18 | SEP-18 | DEC-17 | QoQ    | YoY    |
| Grupo - Share Price (CH\$)          | 290.9  | 308.1  | 280.1  | -5.6%  | 3.9%   |
| Grupo - Number of Shares (millions) | 3,695  | 3,695  | 3,683  | 0.0%   | 0.3%   |
| Grupo - ROE                         | 11.2%  | 11.1%  | 11.6%  | 12 p   | -34 p  |
| Banco (Consolidated) - ROAE         | 12.8%  | 14.2%  | 12.4%  | -137 p | 43 p   |
| Factoring - ROE                     | 21.4%  | 22.2%  | 22.3%  | -80 p  | -90 p  |
| Vida - ROAE                         | 18.5%  | 7.2%   | 8.3%   | 1126 p | 1012 p |
| Travel - ROE                        | 49.9%  | 33.6%  | 32.6%  | 1630 p | 1730 p |
| Grupo - Leverage                    | 34.5%  | 35.5%  | 29.3%  | -104 p | 517 p  |
| Banco - Efficiency                  | 47.74% | 47.72% | 49.72% | 2 p    | -198 p |
| Factoring - Efficiency              | 42.3%  | 42.8%  | 43.8%  | -53 p  | -152 p |
| Banco - Nonperforming Loans         | 1.50%  | 1.42%  | 1.38%  | 8 p    | 12 p   |
| Banco - Risk Index                  | 1.69%  | 1.59%  | 1.67%  | 10 p   | 2 p    |
| Factoring - Risk Index              | 2.2%   | 2.5%   | 2.5%   | -36 p  | -31 p  |
| Banco - BIS Tier I Ratio            | 7.8%   | 7.9%   | 8.1%   | -15 p  | -30 p  |
| Banco - BIS Tier II Ratio           | 13.2%  | 13.5%  | 14.0%  | -32 p  | -80 p  |

ROAE: PROFIT 12M OVER AVERAGE EQUITY ATTRIBUTABLE TO OWNERS







On March 1, 2018, at a meeting of the board of Vida Security, the directors agreed to issue 100,100,000 new nominative, single-series, common shares with no par value as part of the capital increase agreed by shareholders at the extraordinary meeting on December 18, 2017. The board also decided to place the first set of 30,000,000 shares at a subscription price of UF 0.01866583342 each, once the issuance was registered in the Securities Registry maintained by the Financial Market Commission (CMF), which occurred in June 2018 (CH\$15,151 million).

In March 2018, a capital increase of S./ 25 million was approved and carried out by Protecta in order to strengthen the company's solvency and sustain its path of commercial growth. Protecta's business plan for the next three years calls for strong growth in annuities, which will require future capital increases.

On March 15, 2018, Grupo Security issued the N1 series bond on the local market for UF 1.5 million, with total demand of UF 2.7 million, or 1.8 times the offering. This 25-year bond, with a 20-year grace period and a duration of 16.5 years, was placed at a rate of UF + 3.05%. The issuance is part of a liability restructuring plan that Grupo Security began in 2017 in order to lengthen the duration of its liabilities, which rose from 11.3 in late 2016 to the current figure of 12.78. This restructuring plan also included a bond exchange in January 2017, by which UF1,189,000 in F bonds (originally UF 1,250,000) were exchanged for M bonds leaving a balance of UF61,000 in F bonds; and an issuance of long-term debt in December 2017 to replace bank loans in its intermediate holding, Inversiones Previsión Security. These 21-year bonds have a grace period of 10 years and raised UF 1,000,000.

On March 28, 2018, we sold 71,769,048 shares through an order book auction, comprised of 11,980,563 shares not subscribed during the capital increase in August 2017 and a secondary offering of 59,788,485 shares, attracting demand of 9 times the offering, equivalent to more than US\$ 297 million. The cut-off price—the maximum with which the offering is completed—was CH\$290 per share. However, in order to attract new investors (particularly foreign) and expand the holdings of AFPs and local institutional investors, the Company decided to set a price of CH\$280 per share.

On April 12, 2018, Grupo Security shareholders approved a dividend payment of CH\$7.25 per share charged to profit for the year 2017. This dividend and the interim dividend distributed in November 2017 total CH\$11.6 per share, equivalent to CH\$42,810 million, or 57% of profit for the year 2017. The shareholders also approved the annual report and financial statements for the year 2017 at this meeting.

On July 24, 2018, at an extraordinary meeting of the shareholders of Seguros Security Previsión, they agreed to accept the offer made by Security Internacional to buy the company's shares in Inversiones Security Perú (99.99999%), which in turn owns 61% of Protecta Security. On July 27, 2018, the parties signed an agreement to purchase the shares of Inversiones Security Perú for S./100 million. The transaction is subject to a series of conditions that are customary for this type of transaction, including regulatory approvals. On November 16, 2018, these conditions were met and the closing documents for the deal were signed. The sales price for Inversiones Security Perú was paid. This transaction generated a one-time gain of CH\$12,157 million for Vida Security, which was fully reversed at group level. On November 19, 2018, shareholders agreed to a second capital increase for Protecta Security of S./ 45 million to be completed in 2018 in order to strengthen its capital base and sustain its growth plans. Inversiones Security Perú S.A.C paid its respective contribution of S./ 27.45 million on November 28, 2018.

On October 3, 2018, Grupo Security's board approved a dividend of CH\$4.5 per share. This consists of an additional dividend of CH\$2.6 per share charged to profit for 2017 and an interim dividend of CH\$1.9 per share charged to profit for the current year.

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# **CONTACT INFORMATION**

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# **GRUPO SECURITY EARNINGS REPORT FOR 4Q18 AND 2018**

Grupo Security posted profit of CH\$80,548 million for the year ended December 2018 (+7.8% YoY and +9.6% QoQ). EBIDTA for the same period totaled CH\$130,430 million, +7.0% YoY and +4.4% QoQ.

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The Group posted an ROAE as of December 2018 of 11.2%, -34 b.p. YoY and +12 b.p. QoQ. Profit from the Group's business areas was CH\$117,162 million, +28.1% YoY and +52.2% QoQ.

# **EARNINGS CONTRIBUTION BY BUSINESS AREA**

# **EARNINGS FROM RELATED COMPANIES**

|                             |        |         |        | % (     | CHG    |        |        |         |
|-----------------------------|--------|---------|--------|---------|--------|--------|--------|---------|
| (MCH\$)                     | 4Q18   | 3Q18    | 4Q17   | QoQ     | YoY    | DEC-18 | DEC-17 | % CHG   |
| LENDING AREA                |        |         |        |         |        |        |        |         |
| Banco Security (standalone) | 13,204 | 15,700  | 15,127 | -15.9%  | -12.7% | 63,970 | 53,902 | 18.7%   |
| Factoring Security          | 2,136  | 1,960   | 1,924  | 9.0%    | 11.0%  | 8,155  | 7,502  | 8.7%    |
| ASSET MANAGEMENT AREA       |        |         |        |         |        |        |        |         |
| Valores Security            | 250    | 575     | 813    | -56.6%  | -69.3% | 2,123  | 2,458  | -13.6%  |
| AGF Security                | 1,961  | 1,608   | 2,304  | 22.0%   | -14.9% | 6,563  | 6,666  | -1.5%   |
| INSURANCE AREA              |        |         |        |         |        |        |        |         |
| Vida Security               | 18,739 | 6,589   | 46     | 184.4%  | -      | 30,159 | 13,258 | 127.5%  |
| Servicios Security          | 188    | 147     | 270    | 27.9%   | -30.3% | 639    | 586    | 9.2%    |
| OTHER SERVICES              |        |         |        |         |        |        |        |         |
| Inmobiliaria Security       | 2,242  | (1,782) | 7      | -225.8% | -      | (232)  | 3,305  | -107.0% |
| Travel Security             | 990    | 1,243   | 1,084  | -20.4%  | -8.7%  | 3,752  | 4,050  | -7.4%   |
| Travex Security             | 153    | 167     | 119    | -8.4%   | 28.3%  | 578    | 574    | 0.7%    |
| GRUPO SECURITY PROFIT       | 22,725 | 20,728  | 21,047 | 9.6%    | 8.0%   | 80,548 | 74,708 | 7.8%    |

<sup>(1)</sup> SUBSIDIARY EARNINGS CORRESPOND TO 100% OF THEIR PROFITS AND DIFFER FROM THOSE USED TO PREPARE THE SEGMENT NOTE, WHICH INCLUDES CONSOLIDATION ADJUSTMENTS TO ACCOUNT FOR GRUPO SECURITY'S PERCENT OWNERSHIP IN EACH OF ITS RESPECTIVE SUBSIDIARIES.





# REVIEW OF OPERATIONS BY BUSINESS AREA LENDING BUSINESS AREA

# (69.2% OF ASSETS; 61.6% OF PROFIT FROM BUSINESS AREAS AS OF DECEMBER 2018)

The lending business area comprises the operations of Banco Security (excluding its asset management subsidiaries, AGF Security and Valores Security Corredores de Bolsa), and Factoring Security.

#### **BANCO SECURITY**

As of December 2018, Banco Security reported consolidated profit attributable to its owners of CH\$72,653 million, +15.3% YoY. Banco Security's stand-alone profit (excluding asset management subsidiaries AGF Security and Valores Security Corredores de Bolsa) was CH\$63,970 million, +18.7% YoY.

Banco Security's ROAE (profit LTM over average equity) was 12.9%, +43 b.p. YoY.

# **BANCO SECURITY - OPERATING SEGMENTS**

# **BANCO SECURITY SEGMENT NOTE (YOY)**

|  | COMM<br>BANI |         | RETAIL B | ANKING  | TREA    | SURY    | ОТІ    | HER     | TOTAL    | BANK    | SUBSID  | DIARIES | TO'<br>CONSO |          |
|--|--------------|---------|----------|---------|---------|---------|--------|---------|----------|---------|---------|---------|--------------|----------|
| IN MCH\$   | DEC-18       | DEC-17  | DEC-18   | DEC-17  | DEC-18  | DEC-17  | DEC-18 | DEC-17  | DEC-18   | DEC-17  | DEC-18  | DEC-17  | DEC-18       | DEC-17   |
| Net interest margin  | 84,864       | 78,206  | 64,743   | 62,636  | 20,365  | 19,106  | -1,330 | -4,786  | 168,642  | 155,162 | -417    | -475    | 168,225      | 154,687  |
| Δ% 12M18   | 8.5%         |         | 3.4%     |         | 6.6%    |         | -72.2% |         | 8.7%     |         | -12.3%  |         | 8.8%         |          |
| Net fees and commissions                                     | 18,648       | 15,349  | 22,627   | 22,513  | -361    | -472    | -1,305 | -620    | 39,609   | 36,770  | 29,145  | 28,065  | 68,754       | 64,835   |
| Δ% 12M18   | 21.5%        |         | 0.5%     |         | -23.5%  |         | 110.4% |         | 7.7%     |         | 3.8%    |         | 6.0%         |          |
| Net FX transactions and other income                         | 8,306        | 10,289  | 2,295    | 2,266   | 14,852  | 21,464  | -6,599 | -14,654 | 18,854   | 19,365  | 7,923   | 7,471   | 26,777       | 26,836   |
| Δ% 12M18   | -19.3%       |         | 1.3%     |         | -30.8%  |         | -55.0% |         | -2.6%    |         | 6.1%    |         | -0.2%        |          |
| Loan losses and foreclosed assets                            | -19,711      | -18,000 | -22,401  | -23,804 | -46     | -12     | -631   | -96     | -42,789  | -41,912 | 0       | 0       | -42,789      | -41,912  |
| Δ% 12M18   | 9.5%         |         | -5.9%    |         | -       |         | 559.4% |         | 2.1%     |         | -       |         | 2.1%         |          |
| TOTAL OPERATING INCOME (LOSS), NET OF CREDIT RISK PROVISIONS | 92,107       | 85,844  | 67,264   | 63,611  | 34,810  | 40,086  | -9,865 | -20,156 | 184,315  | 169,385 | 36,651  | 35,061  | 220,967      | 204,446  |
| Δ% 12M18   | 7.3%         |         | 5.7%     |         | -13.2%  |         | -51.1% |         | 8.8%     |         | 4.5%    |         | 8.1%         |          |
| Operating expenses   | -37,075      | -37,239 | -56,673  | -55,349 | -12,145 | -12,209 | 3,651  | 4,884   | -102,242 | -99,913 | -26,081 | -23,678 | -128,323     | -123,591 |
| Δ% 12M18   | -0.4%        |         | 2.4%     |         | -0.5%   |         | -25.2% |         | 2.3%     |         | 10.1%   |         | 3.8%         |          |
| NET OPERATING INCOME (LOSS)                                  | 55,032       | 48,605  | 10,591   | 8,262   | 22,665  | 27,877  | -6,214 | -15,272 | 82,073   | 69,472  | 10,570  | 11,383  | 92,644       | 80,855   |
| Δ% 12M18   | 13.2%        |         | 28.2%    |         | -18.7%  |         | -59.3% |         | 18.1%    |         | -7.1%   |         | 14.6%        |          |
| Income tax benefit (expense)                                 | -12,149      | -10,907 | -2,338   | -1,854  | -5,003  | -6,256  | 1,368  | 3,421   | -18,122  | -15,596 | -1,884  | -2,259  | -20,006      | -17,855  |
| Δ% 12M18   | 11.4%        |         | 26.1%    |         | -20.0%  |         | -60.0% |         | 16.2%    |         | -16.6%  |         | 12.0%        |          |
| PROFIT (LOSS) ATTRIBUTABLE TO OWNERS OF THE BANK             | 42,883       | 37,698  | 8,253    | 6,408   | 17,662  | 21,621  | -4,828 | -11,825 | 63,970   | 53,902  | 8,683   | 9,120   | 72,653       | 63,022   |
| Δ% 12M18   | 13.8%        |         | 28.8%    |         | -18.3%  |         | -59.2% |         | 18.7%    |         | -4.8%   |         | 15.3%        |          |

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# BANCO SECURITY SEGMENT NOTE (QOQ)

|  | COMMI<br>BANK |        | RETAIL B | ANKING  | TREA   | SURY   | ОТН      | HER    | TOTAL   | BANK    | SUBSID | IARIES | TO<br>CONSOI |         |
|--|---------------|--------|----------|---------|--------|--------|----------|--------|---------|---------|--------|--------|--------------|---------|
| IN MCH\$   | 4Q-18         | 3Q-18  | 4Q-18    | 3Q-18   | 4Q-18  | 3Q-18  | 4Q-18    | 3Q-18  | 4Q-18   | 3Q-18   | 4Q-18  | 3Q-18  | 4Q-18        | 3Q-18   |
| Net interest margin  | 22,430        | 21,796 | 16,489   | 16,136  | 4,038  | 4,278  | -331     | -292   | 42,626  | 41,919  | -140   | -166   | 42,486       | 41,753  |
| Δ% 4Q18  | 2.9%          |        | 2.2%     |         | -5.6%  |        | 13.6%    |        | 1.7%    |         | -15.7% |        | 1.8%         |         |
| Net fees and commissions                                     | 4,346         | 4,355  | 5,559    | 5,027   | -81    | -82    | -223     | -21    | 9,600   | 9,279   | 7,656  | 6,909  | 17,256       | 16,188  |
| Δ% 4Q18  | -0.2%         |        | 10.6%    |         | -      |        | -        |        | 3.5%    |         | 10.8%  |        | 6.6%         |         |
| Net FX transactions and other income                         | 2,980         | 1,507  | 409      | 458     | 4,778  | 2,715  | -2,729   | -7,680 | 5,437   | 4,620   | 1,837  | 2,106  | 7,274        | 6,726   |
| Δ% 4Q18  | 97.8%         |        | -10.8%   |         | 76.0%  |        | -64.5%   |        | 17.7%   |         | -12.8% |        | 8.1%         |         |
| Loan losses and foreclosed assets                            | -9,945        | -3,189 | -4,721   | -5,265  | -76    | 9      | -117     | -74    | -14,859 | -8,518  | 0      | 0      | -14,859      | -8,518  |
| Δ% 4Q18  | 211.9%        |        | -10.3%   |         | -      |        | -        |        | 74.4%   |         | -      |        | 74.4%        |         |
| TOTAL OPERATING INCOME (LOSS), NET OF CREDIT RISK PROVISIONS | 19,812        | 24,470 | 17,734   | 16,356  | 8,659  | 6,921  | -3,401   | -447   | 42,803  | 47,300  | 9,353  | 8,849  | 52,157       | 56,149  |
| Δ% 4Q18  | -19.0%        |        | 8.4%     |         | 25.1%  |        | 660.9%   |        | -9.5%   |         | 5.7%   |        | -7.1%        |         |
| Operating expenses   | -9,401        | -9,504 | -14,784  | -14,373 | -3,068 | -3,043 | 1,522    | -89    | -25,731 | -27,009 | -6,641 | -6,148 | -32,372      | -33,157 |
| Δ% 4Q18  | -1.1%         |        | 2.9%     |         | 0.8%   |        | -1816.2% |        | -4.7%   |         | 8.0%   |        | -2.4%        |         |
| NET OPERATING INCOME (LOSS)                                  | 10,410        | 14,966 | 2,951    | 1,983   | 5,591  | 3,878  | -1,879   | -536   | 17,072  | 20,291  | 2,712  | 2,701  | 19,785       | 22,992  |
| Δ% 4Q18  | -30.4%        |        | -        |         | 44.2%  |        | 250.7%   |        | -15.9%  |         | 0.4%   |        | -13.9%       |         |
| Income tax benefit (expense)                                 | -2,368        | -3,382 | -663     | -454    | -1,261 | -895   | 422      | 128    | -3,871  | -4,604  | -499   | -513   | -4,370       | -5,117  |
| Δ% 4Q18  | -30.0%        |        | 46.1%    |         | 40.8%  |        | 229.5%   |        | -15.9%  |         | -2.7%  |        | -14.6%       |         |
| PROFIT (LOSS) ATTRIBUTABLE TO OWNERS OF THE BANK             | 8,042         | 11,583 | 2,287    | 1,529   | 4,331  | 2,982  | -1,458   | -399   | 13,202  | 15,696  | 2,213  | 2,187  | 15,415       | 17,884  |
| Δ% 4Q18  | -30.6%        |        | 49.6%    |         | 45.2%  |        | 265.2%   |        | -15.9%  |         | 1.2%   |        | -13.8%       |         |

# **COMMERCIAL BANKING**

Banco Security's commercial banking division targets companies with annual sales above US\$ 1.2 million. While Banco Security's core business targets large companies, efforts have been made in recent years to strengthen the medium-sized company segment by tailoring services to its needs. This strategy is designed to diversify our customer base and improve returns in each segment.

# **COMMERCIAL LOANS BY ECONOMIC SECTOR**

| IN MCH\$                           | 4Q18      | % OF TOTAL |
|------------------------------------|-----------|------------|
| Construction and real estate       | 890,805   | 21.1%      |
| Financial services and insurance   | 846,285   | 20.0%      |
| Real estate and corporate services | 617,077   | 14.6%      |
| Wholesale and retail trade         | 502,092   | 11.9%      |
| Manufacturing                      | 373,443   | 8.8%       |
| Transport                          | 261,174   | 6.2%       |
| Social services                    | 259,283   | 6.1%       |
| Jtilities                          | 181,458   | 4.3%       |
| Agriculture and livestock          | 127,141   | 3.0%       |
| Fishing                            | 70,275    | 1.7%       |
| Mining                             | 66,003    | 1.6%       |
| Telecom                            | 26,237    | 0.6%       |
| Forestry                           | 5,925     | 0.1%       |
| TOTAL COMMERCIAL LOANS             | 4,227,198 | 100%       |





As of December 2018, commercial loans had expanded +12.0% YoY to CH\$4,227 billion. Industry wide, commercial loans grew +10.8% YoY. Including foreign subsidiaries, the industry's commercial loans grew +12.3% YoY. The Bank boasts market share of 6.5%<sup>2</sup> in its target segment of medium-sized and large companies as of December 2018. The commercial banking division had 9,040 customers as of December 2018 (+6.2% YoY).

The commercial banking division posted profit of CH\$42,883 million for 2018 (+CH\$5,185 million and +13.8% YoY). This is explained by a larger net interest margin of CH\$84,864 million in 2018 (+CH\$6,657 million and +8.5% YoY) due to increased commercial loans (+12.0% YoY) and a larger average spread YoY. The division also reported greater net fees of CH\$18,648 million in 2018 (+CH\$3,299 million and 21.5% YoY), due to increased commercial activity. Operating expenses reached CH\$37,075 million (-0.4% YoY) in 2018, as a result of reduced administrative expenses, which are distributed across all the standalone Bank's business segments, partially offset by higher personnel expenses because of increased commercial activity. These effects were only partially offset by the drop in net FX transactions and other income, which totaled CH\$8,306 million (-19.3% YoY). In addition, the division reported greater provision expenses of CH\$19,711 million for 2018 (+9.5% YoY), due to impairment of a few customers in the electric power sector towards the end of the year.

The division posted quarterly profit of CH\$8,042 million for 4Q18 (-30.6% QoQ), mainly because of increased provision expenses, which totaled CH\$9,945 million (+211.9% QoQ), due to the impairment of some customers in the electric power sector late in the year as mentioned above. This was only partially offset by greater net FX transactions and other income, which totaled CH\$2,980 million in 4Q18 (+CH\$1,473 million, +97.8% QoQ), due to increased income from distributing structured products. The division also reported a larger net interest margin of CH\$22,430 million (+CH\$634 million, +2.9% QoQ), explained by greater loans (+3.3% QoQ), while operating expenses totaled CH\$9,401 million (-1.1% QoQ).

# **RETAIL BANKING**

Banco Security's retail banking division targets high-income individuals. In recent years, the retail division has focused on expanding consumer products while conservatively managing risk, resulting in average annual growth of 15% since 2013.

As of December 2018, the Bank had total retail loans (consumer + mortgage) of CH\$1,108 billion (+4.6% YoY), driven by consumer loans (+12.8% YoY and ) and partially offset by mortgage loans (-1.1% YoY). For the industry, retail loans increased +13.4% YoY, driven by consumer loans (+21.9% YoY) and, to a lesser extent, mortgage loans (+9.4% YoY). Including foreign subsidiaries, the industry's retail loans grew +14.3% YoY. The Bank boasts market share of 6.0%³ in its target segment of high-income individuals as of December 2018. The retail banking division had 70,726 customers as of December 2018 (-0.2% YoY).

The retail banking division reported profit of CH\$8,253 million in 2018 (+CH\$1,845 million, +28.8% YoY), explained by a larger net interest margin of CH\$64,743 million (+CH\$2,107 million, +3.4% YoY), due to greater loans (+4.6% YoY). In addition, provision expenses fell to CH\$22,401 million (-5.9% YoY), due to fortified risk and collections processes and structures. The division had higher operating expenses of CH\$56,673 million (+2.4% YoY), because of increased personnel expenses explained by increased commercial activity, partially offset by reduced administrative expenses, which are distributed across all the standalone Bank's business segments.

For 4Q18, the division reported quarterly profit of CH\$2,287 million (+CH 759 million, +49.6% QoQ), explained by lower provision expenses of CH\$ 4,721 million (-10.3% QoQ), in line with a well-performing portfolio during the quarter. Net fees reached CH\$5,559 million (+CH\$531 million, +10.6% QoQ), due to a rise in credit card fees. The division also recorded a larger net interest margin, which reached CH\$16,489 million (+CH\$353 million, +2.2% QoQ), due to increased loans. These effects were partially offset by increased operating expenses of CH\$14,784 million (+2.9% QoQ).

<sup>2</sup> THIS INCLUDES COMPANIES WITH ANNUAL SALES OVER CH\$800 MILLION, ONLY IN THE REGIONS OF CHILE WHERE BANCO SECURITY HAS OFFICES. SOURCE: CHILEAN INTERNAL REVENUE

SERVICE (SII).

THIS DIVISION INCLUDES INDIVIDUALS BETWEEN 24 AND 65 YEARS OF AGE IN THE MIDDLE AND HIGH-INCOME SEGMENTS (ABC1) WITH A RISK/RETURN PROFILE SIMILAR TO BANCO SECURITY'S CUSTOMERS, ONLY FOR REGIONS WHERE BANCO SECURITY HAS OFFICES. SOURCE: SUPERINTENDENCY OF BANKS AND FINANCIAL INSTITUTIONS (SBIF).





#### **TREASURY**

As of December 2018, this division posted profit of CH\$17,662 million (-18.3% YoY), due to a drop in financial income (net financial operating income (loss) + gain from FX transactions + other income), which amounted to CH\$14,852 million in 2018 (-30.8% YoY). Although 2018 saw increased income from distributing structured products, driven by greater commercial activity towards year end, it is important to remember that 2017 is a high basis of comparison due to strong performances from foreign currency derivatives.

These effects were only partially offset by a larger net interest margin of CH\$20,365 million for 2018 (+6.6% YoY), due to growth in the Bank's assets thanks to a favorable funding structure, the use of accounting hedges and liabilities that matured in late 2017 and early 2018 being renewed under better financial conditions.

For 4Q18, the treasury division reported profit of CH\$4,331 million (+45.2% QoQ), due to an increase in financial income (net financial operating income (loss) + gain from FX transactions + other income), which reached CH\$4,778 million (+76.0% QoQ), explained by greater income from structured products, driven by increased commercial activity towards the end of the year. These effects were only partially offset by a smaller net interest margin of CH\$4,038 million (-5.6% QoQ).

The treasury division consists of trading, investment, distribution and asset and liability management (ALM) operations. The ALM desk manages financial investments used to stabilize the net interest margin, manage interest rate risk in the balance sheet, manage liquidity and efficiently fund the bank's loan portfolio. For 2018, ALM represented 57.8% of treasury income. The investment and trading desks manage the Bank's own portfolio of primarily Chilean Central Bank notes and corporate bonds and represent 16.1% of treasury income. The remaining 26.1% of treasury income comes from the distribution desk, which brokers specialized products for commercial banking customers (currency, forwards and structured products).

# **BANCO SECURITY - CONSOLIDATED STATEMENT OF INCOME**

|   |         |         |         | % C    | :HG    |          |          |        |
|---|---------|---------|---------|--------|--------|----------|----------|--------|
|   | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY    | 2018     | 2017     | % CHG  |
| Net interest margin                                   | 42,486  | 41,753  | 40,335  | 1.8%   | 5.3%   | 168,225  | 154,687  | 8.8%   |
| Net fees and commissions                              | 17,256  | 16,188  | 17,680  | 6.6%   | -2.4%  | 68,754   | 64,835   | 6.0%   |
| Net financial operating income                        | 9,025   | 6,039   | 7,163   | 49.4%  | 26.0%  | 23,736   | 34,226   | -30.6% |
| Net foreign exchange transactions                     | -1,224  | -205    | -1,315  | -      | -      | 3,215    | -4,073   | -      |
| Recovery of written-off loans                         | 1,599   | 1,713   | 747     | -6.7%  | 114.1% | 6,287    | 2,553    | 146.3% |
| Other net operating income (loss)                     | -1,405  | 555     | -23     | -      | -      | -1,413   | -3,203   | -55.9% |
| TOTAL OPERATING INCOME                                | 67,737  | 66,043  | 64,587  | 2.6%   | 4.9%   | 268,804  | 249,025  | 7.9%   |
| Provisions for loan losses                            | -15,580 | -9,894  | -11,964 | 57.5%  | 30.2%  | -47,837  | -44,579  | 7.3%   |
| Administrative expenses                               | -32,372 | -33,157 | -29,299 | -2.4%  | 10.5%  | -128,323 | -123,591 | 3.8%   |
| NET OPERATING INCOME                                  | 19,785  | 22,992  | 23,324  | -13.9% | -15.2% | 92,644   | 80,855   | 14.6%  |
| Income attributable to investments in other companies | 0       | 9       | -306    | -      | -      | 18       | 26       | -29.8% |
| PROFIT BEFORE TAX                                     | 19,785  | 23,001  | 23,018  | -14.0% | -14.0% | 92,662   | 80,881   | 14.6%  |
| Income tax benefit (expense)                          | -4,370  | -5,117  | -4,768  | -14.6% | -8.3%  | -20,006  | -17,855  | 12.0%  |
| PROFIT FOR THE YEAR                                   | 15,415  | 17,884  | 18,250  | -13.8% | -15.5% | 72,656   | 63,026   | 15.3%  |







For 2018, the Bank reported a net interest margin of CH\$168,225 million (+8.8% YoY), explained mainly by greater total loans (+10.6% YoY). Interest and indexation income reached CH\$375,166 million (+13.2% YoY), due to a rise in total loans and higher inflation than last year. Interest and indexation expense totaled CH\$206,941 million in 2018 (+17.1% YoY), due to 23.4% YoY growth in debt issued by the Bank and higher inflation.

|   |         |         |         | % CHG  |       |          |          |       |
|---|---------|---------|---------|--------|-------|----------|----------|-------|
| NET INTEREST MARGIN                                 | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY   | 2018     | 2017     | % CHG |
| Interest and indexation income                      | 99,040  | 94,489  | 85,624  | 4.8%   | 15.7% | 375,166  | 331,383  | 13.2% |
| Interest and indexation expenses                    | -56,554 | -52,736 | -45,289 | 7.2%   | 24.9% | -206,941 | -176,696 | 17.1% |
| NET INTEREST MARGIN                                 | 42,486  | 41,753  | 40,335  | 1.8%   | 5.3%  | 168,225  | 154,687  | 8.8%  |
| Interest margin net of provisions                   | 26,906  | 31,859  | 28,371  | -15.5% | -5.2% | 120,388  | 110,108  | 9.3%  |
| NET INTEREST MARGIN / TOTAL LOANS                   | 3.18%   | 3.22%   | 3.34%   | -4 P   | -16 P | 3.15%    | 3.20%    | -5 P  |
| NET INTEREST MARGIN NET OF PROVISIONS / TOTAL LOANS | 2.01%   | 2.46%   | 2.35%   | -45 P  | -33 P | 2.25%    | 2.28%    | -3 P  |

Net fees totaled CH\$68,764 million in 2018 (+6.0% YoY), because of increased commercial activity in the commercial banking division and greater fund management income from the asset management subsidiaries.

Financial income, which is the sum of net financial operating income (loss) and the net gain from FX transactions, totaled CH\$26,951 million (-10.6% YoY). Although 2018 saw increased income from distributing structured products, driven by greater commercial activity towards year end, it is important to remember that 2017 is a high basis of comparison due to strong performances from foreign currency derivatives.

For 2018, recovery of written-off loans was up +CH\$3,734 million, reaching CH\$6,287 million, due to a stronger collections process in the retail banking division. Credit risk provision expenses for 2018 totaled CH\$47,837 million, (+7.3% YoY), due to impairment of some commercial banking division customers in the electric power sector late in the year, which was only partially offset by stronger risk processes and structures in the retail banking division.

Operating expenses totaled CH\$128,323 million (+3.8% YoY), due to higher personnel expenses because of increased commercial activity in the standalone bank and the asset management subsidiaries, partially offset by reduced administrative, depreciation and amortization expenses at the Bank.

The division reported other net operating losses of -CH\$1,413 million, down from a loss of -CH\$3,203 million last year, explained by a lower basis of comparison due to intangible assets impaired in 2017.

Income tax expense for 2018 totaled CH\$20,006 million (+12.0% YoY), due to a larger profit before tax (+14.6% YoY).

Banco Security reported consolidated profit of CH\$15,415 million for 4Q18, reflecting a decrease of 13.8% over 3Q18. The net interest margin totaled CH\$42,486 million for 4Q18 (+1.8% QoQ) due to greater loans (+2.8% QoQ). Net fees totaled CH\$17,256 million for 4Q18 (+6.6% QoQ), because of increased credit card fees in the retail banking division. Financial income (net financial operating income (loss) + net gain from FX transactions) totaled CH\$7,801 million (+33.7% QoQ), explained by greater income from structured products, driven by increased commercial activity late in the year. Provisions for loan losses for 4Q18 totaled CH\$15,580 million, (+57.5% QoQ), due to impairment of some commercial banking division customers in the electric power sector late in the year, which was only partially offset by a well-performing portfolio in the retail banking division during the quarter. The division reported operating expenses of CH\$32,372 million (-2.4% QoQ).





#### **BANCO SECURITY - OPERATING EXPENSES AND EFFICIENCY**

|                               |         |         | % CHG   |        | % CHG |          |          |        |
|-------------------------------|---------|---------|---------|--------|-------|----------|----------|--------|
| IN MCH\$                      | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY   | 2018     | 2017     | % CHG  |
| Personnel                     | -15,416 | -14,133 | -13,784 | 9.1%   | 11.8% | -58,089  | -52,309  | 11.1%  |
| Administrative expenses       | -15,763 | -17,549 | -14,284 | -10.2% | 10.4% | -65,049  | -65,661  | -0.9%  |
| Depreciation and amortization | -1,193  | -1,475  | -1,231  | -19.1% | -3.1% | -5,185   | -5,621   | -7.8%  |
| TOTAL OPERATING EXPENSES      | -32,372 | -33,157 | -29,299 | -2.4%  | 10.5% | -128,323 | -123,591 | 3.8%   |
| EFFICIENCY RATIO              | 47.8%   | 50.2%   | 45.7%   | -241 P | 209 p | 47.7%    | 49.7%    | -198 P |

Banco Security's efficiency ratio, measured as operating expenses + other operating expenses over total operating income, totaled 47.7% as of December 2018 (-198 b.p. YoY). This ratio compares to 47.6% for the banking system and 45.6% for peer banks<sup>4</sup> as of December 2018.

The Bank reported operating expenses of CH\$128,323 million (+3.8% YoY) for 2018. For 2018, personnel expenses amounted to CH\$58,089 million, +11.1% YoY, as a result of increased commercial activity, while administrative expenses reached CH\$ 65,049 million, -0.9% YoY. Depreciation and amortization expense reached CH\$5,185 million, -7.8% YoY, as several intangible assets reached the end of their useful lives in 2017.

Operating expenses in 4Q18 decreased 2.4% QoQ to CH\$32,372 million in comparison to 3Q18. For 4Q18, personnel expenses amounted to CH\$15,416 million, +9.1% QoQ, explained by increased commercial activity, and administrative expenses reached CH\$15,763 million (-10.2% QoQ). The third quarter of 2018 represents a high basis of comparison for administrative expenses due to contributions paid to regulators. This brings the efficiency ratio to 47.8% for 4Q18, below the figure of 50.2% for 3Q18.

#### **BANCO SECURITY LOAN PORTFOLIO**

Total loans reached CH\$5,346,071 million as of December 2018, +10.6% YoY. For the industry, loans increased +11.5 % YoY. Including foreign subsidiaries, this figure increased +13.3% YoY. Commercial loans grew +12.0% YoY, to CH\$4,227,198 million (79.1% of Banco Security's total loan portfolio), while retail loans (consumer + mortgage) reached CH\$1,108,106 million as of December 2018, +4.6% YoY. The 20 largest borrowers represent 10.5% of the Bank's total loan portfolio.

| TOTAL LOANS         |                  |           |           |           | % C  | HG    |
|---------------------|------------------|-----------|-----------|-----------|------|-------|
| IN MCH\$            |                  | 4Q18      | 3Q18      | 4Q17      | QoQ  | YoY   |
| CONSUMER            | Loans            | 496,523   | 482,790   | 440,241   | 2.8% | 12.8% |
| MORTGAGE            | Loans            | 611,583   | 608,165   | 618,630   | 0.6% | -1.1% |
| MODECACE - CONSUMED | Loans            | 1,108,106 | 1,090,955 | 1,058,871 | 1.6% | 4.6%  |
| MORTGAGE + CONSUMER | No. of customers | 70,726    | 70,685    | 70,862    | 0.1% | -0.2% |
| COMMERCIAL          | Loans            | 4,227,198 | 4,090,837 | 3,775,419 | 3.3% | 12.0% |
| COMMERCIAL          | No. of customers | 9,040     | 8,869     | 8,513     | 1.9% | 6.2%  |
| TOTAL LOANS         |                  | 5,346,071 | 5,182,434 | 4,834,290 | 3.2% | 10.6% |
| MARKET SHARE        |                  | 3.3%      | 3.3%      | 3.3%      | -3 p | -3 P  |







| INTEREST AND INDEXATION INCOME |        |        |        | % C  | CHG   |        |        |       |
|--------------------------------|--------|--------|--------|------|-------|--------|--------|-------|
| IN MCH\$                       | 4Q18   | 3Q18   | 4Q17   | QoQ  | YoY   | 4Q18   | 4Q17   | % CHG |
| CONSUMER                       | 14,006 | 13,300 | 12,626 | 5.3% | 10.9% | 14,006 | 12,626 | 5.3%  |
| MORTGAGE                       | 9,750  | 9,689  | 8,641  | 0.6% | 12.8% | 9,750  | 8,641  | 10.6% |
| MORTGAGE + CONSUMER            | 23,756 | 22,989 | 21,267 | 3.3% | 11.7% | 23,756 | 21,267 | 7.5%  |
|                                |        |        |        |      |       |        |        |       |
| COMMERCIAL                     | 66,843 | 63,717 | 56,071 | 4.9% | 19.2% | 66,843 | 56,071 | 4.8%  |

# **ASSET QUALITY**

Given Banco Security's exposure to corporate and high-income customers, its risk ratios are among the lowest in the industry.

|   |           |           |           | % (    | CHG     |
|---|-----------|-----------|-----------|--------|---------|
| IN MCH\$                                | 4Q18      | 3Q18      | 4Q17      | QoQ    | YoY     |
| TOTAL LOANS                             | 5,346,071 | 5,182,434 | 4,834,290 | 3.2%   | 10.6%   |
| Nonperforming loans - consumer          | 6,256     | 6,455     | 5,457     | -3.1%  | 14.6%   |
| Nonperforming loans - mortgage          | 5,910     | 5,468     | 6,267     | 8.1%   | -5.7%   |
| Nonperforming loans - commercial        | 67,963    | 61,495    | 55,005    | 10.5%  | 23.6%   |
| TOTAL NONPERFORMING PORTFOLIO (%)       | 80,129    | 73,418    | 66,729    | 9.1%   | 20.1%   |
| Nonperforming portfolio - consumer      | 1.26%     | 1.34%     | 1.24%     | -8 p   | 2 p     |
| Nonperforming portfolio - mortgage      | 0.97%     | 0.90%     | 1.01%     | 7 p    | -5 p    |
| Nonperforming portfolio - commercial    | 1.61%     | 1.50%     | 1.46%     | 10 p   | 15 p    |
| TOTAL NONPERFORMING PORTFOLIO (%)       | 1.50%     | 1.42%     | 1.38%     | 8 P    | 12 P    |
| Gross provisions                        | 127,529   | 111,518   | 122,134   | 14.4%  | 4.4%    |
| Write-offs                              | (37,377)  | (29,365)  | (41,626)  | 27.3%  | -10.2%  |
| PROVISIONS FOR LOAN LOSSES              | 90,152    | 82,153    | 80,508    | 9.7%   | 12.0%   |
| Provisions - consumer                   | 20,264    | 19,333    | 17,490    | 4.8%   | 15.9%   |
| Provisions - mortgage                   | 1,075     | 1,093     | 1,265     | -1.6%  | -15.0%  |
| Provisions - commercial                 | 68,813    | 61,727    | 61,753    | 11.5%  | 11.4%   |
| PROVISIONS FOR LOAN LOSSES              | 90,152    | 82,153    | 80,508    | 9.7%   | 12.0%   |
| Coverage - consumer                     | 323.9%    | 299.5%    | 320.5%    | 2441 p | 341 p   |
| Coverage - mortgage                     | 18.2%     | 20.0%     | 20.2%     | -180 p | -200 p  |
| Coverage - commercial                   | 101.3%    | 100.4%    | 112.3%    | 87 p   | -1102 p |
| TOTAL NPL COVERAGE <sup>1</sup>         | 112.5%    | 111.9%    | 120.6%    | 61 p   | -814 P  |
| Provisions / Loans                      | 1.69%     | 1.59%     | 1.67%     | 10 p   | 2 p     |
| Provision expenses <sup>2</sup> / Loans | 0.78%     | 0.71%     | 0.87%     | 7 p    | -9 p    |

PROVISIONS FOR LOAN LOSSES / TOTAL NONPERFORMING LOANS

As of December 2018, Banco Security's risk index reached 1.69%, slightly above the 1.67% posted as of December 2017. The nonperforming loan portfolio reached 1.50%, which is above the 1.38% recorded as of December 2017. The resulting NPL coverage ratio was 112.5%.

The ratio of provisions net of recovery to total loans for 2018 was 0.78% (-9 b.p. YoY) because loan growth (+10.6% YoY) exceeded the rise in credit risk provision expenses (+7.4% YoY).

It is also important to mention that the risk expense for 1Q17 includes a one-time effect of CH\$1,969 million for an adjustment to the provisioning model for consumer loans implemented in January 2017, and, therefore, is a high basis of comparison.

<sup>2</sup> PROVISIONS NET OF RECOVERY







|                |                   | CREDIT RISK (%)   |                |                     |       |                   |                   |                     |       |  |  |  |  |
|----------------|-------------------|-------------------|----------------|---------------------|-------|-------------------|-------------------|---------------------|-------|--|--|--|--|
|                |                   | PR                | OVISIONS / LOA | NONPERFORMING LOANS |       |                   |                   |                     |       |  |  |  |  |
|                | MORTGAGE<br>LOANS | CONSUMER<br>LOANS | TOTAL          | COMMERCIAL<br>LOANS | TOTAL | MORTGAGE<br>LOANS | CONSUMER<br>LOANS | COMMERCIAL<br>LOANS | TOTAL |  |  |  |  |
| Banco Security | 0.18              | 4.08              | 1.93           | 1.63                | 1.69  | 0.97              | 1.26              | 1.61                | 1.50  |  |  |  |  |
| Peer banks*    | 0.29              | 3.91              | 1.44           | 1.71                | 1.69  | 0.94              | 1.16              | 0.94                | 1.01  |  |  |  |  |
| Banking system | 0.76              | 6.45              | 2.69           | 2.28                | 2.44  | 2.36              | 2.08              | 1.65                | 1.90  |  |  |  |  |

<sup>\*</sup> AVERAGE FOR BBVA. SCOTIABANK, BICE, CONSORCIO AND SECURITY

#### **BANCO SECURITY - FUNDING SOURCES**

| FUNDING SOURCES                        |           |       |           |       |           |        | % C    | HG    |
|--|-----------|-------|-----------|-------|-----------|--------|--------|-------|
| IN MCH\$                               | DEC       | -18   | SEP       | -18   | DEC       | DEC-17 |        | YoY   |
| Demand deposits                        | 654,815   | 9.4%  | 599,065   | 8.9%  | 673,475   | 10.5%  | 9.3%   | -2.8% |
| Time deposits                          | 2,965,403 | 42.8% | 2,852,541 | 42.5% | 2,927,755 | 45.5%  | 4.0%   | 1.3%  |
| Total deposits                         | 3,620,218 | 52.2% | 3,451,606 | 51.4% | 3,601,230 | 55.9%  | 4.9%   | 0.5%  |
| Bonds                                  | 2,205,499 | 31.8% | 2,078,394 | 31.0% | 1,786,574 | 27.7%  | 6.1%   | 23.4% |
| Borrowings from financial institutions | 223,071   | 3.2%  | 221,016   | 3.3%  | 188,346   | 2.9%   | 0.9%   | 18.4% |
| Other liabilities*                     | 308,677   | 4.5%  | 390,755   | 5.8%  | 312,210   | 4.8%   | -21.0% | -1.1% |
| TOTAL LIABILITIES                      | 6,357,465 | 92%   | 6,141,771 | 92%   | 5,888,360 | 91%    | 3.5%   | 8.0%  |
| Total Equity                           | 577,647   | 8.3%  | 567,497   | 8.5%  | 553,023   | 8.6%   | 1.8%   | 4.5%  |
| LIABILITIES + EQUITY                   | 6,935,112 | 100%  | 6,709,268 | 100%  | 6,441,383 | 100%   | 3.4%   | 7.7%  |

<sup>\*</sup> INCLUDES THE FOLLOWING ACCOUNTS: TRANSACTIONS PENDING SETTLEMENT, REPO AGREEMENTS, FINANCIAL DERIVATIVE INSTRUMENTS, OTHER FINANCIAL OBLIGATIONS, CURRENT TAXES, DEFERRED TAXES, PROVISIONS AND OTHER LIABILITIES.

#### **DEMAND AND TIME DEPOSITS**

As of December 2018, deposits totaled CH\$3,620,218 million, up +0.5% YoY. For the industry, loans fluctuated +6.0% YoY. Including foreign subsidiaries, this figure varied +7.1% YoY. Banco Security's time deposits consisted of 34.9% retail deposits and 65.1% institutional deposits. The 15 largest depositors<sup>5</sup> represent 23.7% of the Bank's total deposits. The loan to deposit ratio was 148% as of December 2018, compared to 134% as of December 2017.

Banco Security has a strategy to diversify funding sources using sales incentives to increase its retail deposit base. Banco Security strictly controls and monitors liquidity risk<sup>6</sup>, striving to diversify funding sources while applying strict limits to asset/liability mismatches, maintaining liquid assets and lengthening liabilities to increase funding terms. It is important to note that the Bank's exposure from asset and liability mismatches is among the industry's lowest. As of December 2018, the ratio of long-term interest rate risk to regulatory capital was 2.58%<sup>7</sup>. As of December 31, 2018, liquid assets<sup>8</sup> represented 48% of demand and other time deposits.

<sup>5</sup> EXCLUDES STOCK BROKERAGE COMPANIES.

<sup>6</sup> LIQUIDITY RISK REPRESENTS THE POSSIBILITY OF NOT FULFILLING OBLIGATIONS WHEN THEY MATURE AS A RESULT OF THE INABILITY TO LIQUIDATE ASSETS OR FUNDS, OR NOT BEING ABLE TO DISPOSE OF THEM EASILY OR OFFSET EXPOSURE WITHOUT SIGNIFICANTLY REDUCING PRICES DUE TO INSUFFICIENT MARKET GRUPO SECURITY ANNUAL REPORT, NOTE 35).

<sup>7</sup> THIS MEASURES THE EXPOSURE TO CHANGES IN INTEREST RATES AS A PERCENTAGE OF EQUITY. EXPOSURE TO LONG-TERM INTEREST RATES IS CALCULATED AS THE SUM OF THE DIFFERENCES BY TIME BAND AND CURRENCY OF CASH FLOWS FROM BANKING BOOKS ASSETS AND LIABILITIES, INCLUDING AMORTIZATION AND INTEREST, ADJUSTED BY A SENSITIVITY FACTOR AS PER TABLE 2 OF APPENDIX 1 OF CHAPTER III.B.2.2 OF THE CHILEAN CENTRAL BANK'S COMPENDIUM OF FINANCIAL STANDARDS.

<sup>8</sup> INCLUDES CASH AND CASH DEPOSITS, TRANSACTIONS PENDING SETTLEMENT AND THE PORTFOLIO OF FINANCIAL INSTRUMENTS.







# **DEBT ISSUED**

| SERIES | SBIF REGISTRATION NUMBER | SBIF REGISTRATION DATE | CURRENCY | AMOUNT<br>REGISTERED | ANNUAL INTEREST<br>RATE | DURATION<br>(YEARS) | MATURITY  |
|--------|--------------------------|------------------------|----------|----------------------|-------------------------|---------------------|-----------|
| H1     | 3/2007                   | 25-Jan-07              | UF       | 3,000,000            | 3.00                    | 23                  | 01-Dec-29 |
| M1     | 1/2009                   | 19-May-09              | UF       | 3,000,000            | 3.00                    | 10.5                | 01-Jul-19 |
| N1     | 1/2009                   | 19-May-09              | UF       | 3,000,000            | 3.00                    | 105                 | 01-Jul-19 |
| R1     | 10/2011                  | 06-Oct-11              | UF       | 3,000,000            | 3.00                    | 10                  | 01-Jun-21 |
| K2     | 1/2012                   | 14-Mar-12              | UF       | 4,000,000            | 3.25                    | 10                  | 01-Nov-21 |
| К3     | 1/2013                   | 26-Feb-13              | UF       | 4,000,000            | 3.50                    | 10                  | 01-Nov-22 |
| K4     | 10/2013                  | 06-Nov-13              | UF       | 5,000,000            | 3.60                    | 10                  | 01-Oct-23 |
| В3     | 14/2014                  | 09-Oct-14              | UF       | 5,000,000            | 2.50                    | 5                   | 01-Jun-19 |
| K5     | 14/2014                  | 09-Oct-14              | UF       | 5,000,000            | 2.75                    | 10                  | 01-Jun-24 |
| B4     | 05/2015                  | 01-Apr-15              | UF       | 5,000,000            | 2.25                    | 5                   | 01-Jun-20 |
| K6     | 05/2015                  | 01-Apr-15              | UF       | 5,000,000            | 2.75                    | 10                  | 01-Mar-25 |
| K7     | 05/2015                  | 01-Apr-15              | UF       | 5,000,000            | 2.75                    | 10                  | Sep-01-25 |
| Z1     | 10/2015                  | Sep-01-15              | CLP      | 75,000,000,000       | 5.25                    | 5                   | 01-Jul-20 |
| B5     | 11/2016                  | Oct-03-16              | UF       | 5,000,000            | 2.40                    | 5                   | Aug-01-21 |
| K8     | 12/2016                  | Oct-03-16              | UF       | 5,000,000            | 2.80                    | 10                  | Oct-01-26 |
| Z2     | 13/2016                  | Oct-03-16              | CLP      | 75,000,000,000       | 5.30                    | 5.5                 | Feb-01-22 |
| В6     | 6/2017                   | Jul-11-17              | UF       | 5,000,000            | 2.25                    | 5.5                 | Oct-01-22 |
| X1     | 2/2018                   | 02-Feb-18              | USD      | 50,000,000           | 3.50                    | 5                   | 15-Jan-23 |
| Z3     | 8/2018                   | 09-May-18              | CLP      | 75,000,000,000       | 4.80                    | 5.5                 | 01-Jun-23 |
| К9     | 8/2018                   | 09-May-18              | UF       | 5,000,000            | 2.75                    | 10.5                | 01-Jul-28 |
| В7     | 8/2018                   | 09-May-18              | UF       | 4,000,000            | 2.20                    | 5.5                 | Aug-01-23 |

# **BANCO SECURITY - CAPITALIZATION**

As of December 2018, Banco Security's equity attributable to the equity holders of the parent totaled CH\$577,588 million (+4.5% YoY). For some years now, Banco Security has been preparing for the implementation of Basel III. In line with this objective, on December 21, 2017, Banco Security completed a capital increase of CH\$50,000 million, issuing 17,523,256 new shares at a value of approximately CH\$2,853 per share.

|   |           |           |           | % (   | CHG    |
|---|-----------|-----------|-----------|-------|--------|
| IN MCH\$                                  | DEC-18    | SEP-18    | DEC-17    | QoQ   | YoY    |
| Capital                                   | 302,047   | 302,047   | 302,047   | 0.0%  | 0.0%   |
| Reserves and valuation accounts           | 25,897    | 26,689    | 30,204    | -3.0% | -14.3% |
| Retained earnings                         | 249,643   | 238,703   | 220,716   | 4.6%  | 13.1%  |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE BANK | 577,588   | 567,439   | 552,966   | 1.8%  | 4.5%   |
| Tier 1 (core capital)                     | 577,588   | 567,439   | 552,966   | 1.8%  | 4.5%   |
| Regulatory capital                        | 774,770   | 765,787   | 751,457   | 1.2%  | 3.1%   |
| Minimum required capital                  | 468,961   | 452,570   | 428,810   | 3.6%  | 9.4%   |
| Risk-weighted assets                      | 5,862,013 | 5,657,126 | 5,360,129 | 3.6%  | 9.4%   |
| BIS ratio                                 | 13.22%    | 13.54%    | 14.02%    | -32 p | -80 p  |
| Core capital / Total assets               | 7.79%     | 7.95%     | 8.10%     | -15 p | -30 p  |

The Bank's capital adequacy ratio as of December 2018, calculated as regulatory capital over risk-weighted assets, reached 13.22% (with a regulatory minimum of 8%), -80 b.p. YoY. The ratio of core capital to total assets reached 7.79%, -30 b.p. YoY. Both ratios fell from one year to the next as a result of growth in assets, driven by greater total loans (+10.6% YoY).







# **FACTORING SECURITY**

For 2018, Factoring Security reported profit of CH\$8,155 million (+8.7% YoY), due to greater operating income of CH\$29,829 million, (+2.5% YoY), due to a larger volume of factored receivables (CH\$360,251 million as of December 2018, +18.4% YoY), partially offset by a smaller spread. The division reported operating expenses of CH\$8,677 million (+6.9% YoY).

For 4Q18, Factoring Security reported profit of CH\$2,136 million (+9.0% QoQ), due to greater operating income of CH\$7,881 million, (+8.9% QoQ), explained by a larger volume of factored receivables (+14.2% QoQ), partially offset by a smaller spread. Operating expenses reached CH\$2,636 million (+37.5% QoQ) due to increased banking costs as a result of a larger volume of factored receivables.

The efficiency ratio reached 42.3% as of December 2018, -152 b.p. YoY. The risk ratio, measured as provisions over total factored receivables, was 2.18% as of December 2018, -36 b.p. QoQ.

|                         |         |         |         | % (    | CHG    |         |         |        |
|-------------------------|---------|---------|---------|--------|--------|---------|---------|--------|
| IN MCH\$                | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY    | 2018    | 2017    | % CHG  |
| Loans                   | 360,251 | 315,389 | 304,393 | 14.2%  | 18.4%  | 360,251 | 304,393 | 18.4%  |
| Provisions recognized   | 7,844   | 8,002   | 7,574   | -2.0%  | 3.6%   | 7,844   | 7,574   | 3.6%   |
| Gross operating income  | 7,881   | 7,235   | 7,212   | 8.9%   | 9.3%   | 29,829  | 29,095  | 2.5%   |
| Operating expenses      | -2,636  | -1,917  | -1,891  | 37.5%  | 39.4%  | -8,677  | -8,118  | 6.9%   |
| Administrative expenses | -2,972  | -2,944  | -2,947  | 0.9%   | 0.8%   | -11,711 | -11,681 | 0.3%   |
| PROFIT                  | 2,136   | 1,960   | 1,924   | 9.0%   | 11.0%  | 8,155   | 7,502   | 8.7%   |
| Efficiency ratio        | 40.8%   | 43.0%   | 43.5%   | -218 p | -267 p | 42.3%   | 43.8%   | -152 p |
| Risk ratio              | 2.18%   | 2.54%   | 2.49%   | -36 p  | -31 p  | 2.18%   | 2.49%   | -31 p  |

# **INSURANCE BUSINESS AREA**

#### (24.9% OF ASSETS; 26.0% OF PROFIT FROM BUSINESS AREAS AS OF DECEMBER 2018)

The insurance business area reported profit of CH\$30,440 million. This area includes the insurance company Vida Security and Servicios Security, the holding that groups the insurance brokerage (Corredora de Seguros Security) and assistance business (Europ Assistance).

# **VIDA SECURITY**

For 2018 Vida Security reported profit attributable to the equity holders of the parent of CH\$30,159 million (+127.5% YoY). On November 26, 2018, Inversiones Security Perú, the parent of Protecta Security, was sold to Security Internacional for a total of S./ 100 million. This transaction generated a one-time gain of CH\$12,157 million for Vida Security, which was fully reversed at group level.

Gross written premiums totaled CH\$336,094 million (-24.8% YoY). This reduction with respect to last year can be explained by the expiration of contract No. 5 for disability and survivor insurance. The company was not awarded new fractions under contract No. 6°. Other contributing factors included reduced premiums from individual insurance with savings components and decreased annuity sales.

9 SEE PAGE 283, SECTION "DISABILITY AND SURVIVOR INSURANCE" FOR MORE DETAILS ON THIS PRODUCT LINE.







During 2018, the subsidiary recorded a smaller variation in technical reserves (-CH\$3,463 million versus -CH\$69,418 million for 2017), particularly in individual insurance, due to weaker results from investments related to the CUI and APV portfolios, increased claims paid (surrenders and transfers from CUI and APV accounts) and decreased gross written premiums. Claims and pensions paid totaled CH\$299,666 million (-17.9% YoY), due to the end of DSI contract No. 5. Finally, underwriting expenses totaled CH\$17,414 million (+10.3% YoY), reflecting increased commercial activity in the individual product line.

This all explains the greater contribution margin as of December 2018 (-CH\$25,486 million versus -CH\$73,258 million in 2017).

This was more than offset by reduced investment income of CH\$98,570 million (-22.2% YoY), attributable to weaker returns on equity investments due to greater volatility and market corrections. In addition, the year 2017 represents a high basis of comparison for investment income due to strong market performances during that period. The subsidiary reported administrative expenses of CH\$38,148 million (+2.1% YoY), reflecting increased commercial activity. Finally, exchange differences totaled -CH\$1,067 million (CH\$1,154 million in 2017), while the gain (loss) on indexed assets and liabilities was -CH\$3,608 million in 2018, up from -CH\$1,444 million in 2017, because the Bank had more indexed liabilities than indexed assets and inflation was higher in 2018.

|   |         |         |         | %       | CHG     |          |          |         |
|---|---------|---------|---------|---------|---------|----------|----------|---------|
| IN MCH\$  | 4Q18    | 3Q18    | 4Q17    | QoQ     | YoY     | 2018     | 2017     | % CHG   |
| Gross written premiums                                  | 67,828  | 65,563  | 107,507 | 3.5%    | -36.9%  | 336,094  | 446,838  | -24.8%  |
| Net premiums written                                    | 66,116  | 64,880  | 89,286  | 1.9%    | -26.0%  | 295,121  | 376,360  | -21.6%  |
| Variation in technical reserves                         | 6,799   | -7,424  | -4,425  | -191.6% | -253.7% | -3,463   | -69,418  | -95.0%  |
| Claims paid   | -11,979 | -7,598  | -73,357 | 57.7%   | -83.7%  | -97,007  | -181,323 | -46.5%  |
| Pensions paid   | -51,495 | -58,795 | -19,199 | -12.4%  | 168.2%  | -202,659 | -183,666 | 10.3%   |
| Underwriting expenses                                   | -4,745  | -4,712  | -4,371  | 0.7%    | 8.6%    | -17,414  | -15,786  | 10.3%   |
| Medical expenses  | -23     | -14     | -12     | 70.0%   | 98.2%   | -59      | -49      | 20.3%   |
| Insurance impairment                                    | -47     | 5       | 34      | -971.3% | -239.5% | -5       | 624      | -100.8% |
| CONTRIBUTION MARGIN                                     | 4,626   | -13,657 | -12,042 | -133.9% | -138.4% | -25,486  | -73,258  | -65.2%  |
| Administrative expenses                                 | -8,677  | -9,910  | -9,276  | -12.4%  | -6.5%   | -38,148  | -37,362  | 2.1%    |
| Investment income                                       | 23,851  | 32,069  | 23,229  | -25.6%  | 2.7%    | 98,570   | 126,738  | -22.2%  |
| Exchange differences                                    | -1,514  | 637     | -853    | -337.7% | 77.5%   | -1,067   | 1,154    | -192.5% |
| Gain (loss) on indexed assets and liabilities           | -794    | -1,152  | -303    | -31.1%  | 161.7%  | -3,608   | -1,444   | 149.9%  |
| PROFIT FOR THE YEAR                                     | 18,739  | 6,589   | 46      | 184.4%  | -       | 30,159   | 13,258   | 127.5%  |
| ADMINISTRATIVE RATIOS                                   |         |         |         |         |         |          |          |         |
| (1)(Claims and Pensions Paid) / Net Premiums<br>Written | -1.6%   | -0.3%   | 2.1%    | 4 p     | -2 p    | 101.5%   | 97.0%    | 0 р     |
| (2) Administrative expenses / Net Premiums<br>Written   | 0.1%    | 1.0%    | 0.1%    | -1 p    | -1 p    | 12.9%    | 9.9%     | 0 p     |
| (3) Underwriting expenses / Net Premiums Written        | 0.4%    | 0.7%    | 0.2%    | 0 р     | 1 p     | 5.9%     | 4.2%     | 0 p     |
| Combined ratio (1) $+$ (2) $+$ (3)                      | -1.2%   | 1.3%    | 2.4%    | -2 p    | -1 p    | 120.4%   | 111.1%   | 0 р     |
| (4) Profit / Gross written premiums                     | 5.2%    | 2.0%    | -1.1%   | 2 p     | -6 p    | 10.2%    | 3.5%     | 2 p     |

For 4Q18, Vida Security posted profit of CH\$18,739 million (+184.4% QoQ). Gross written premiums totaled CH\$67,828 million (+3.5% QoQ), explained by increased gross written premiums in group policies and annuities, which were partially offset by reduced gross written premiums in individual insurance with savings components (CUI and APV). The fourth quarter saw a smaller variation in technical reserves (+CH\$6,799 million versus -CH\$7,424 million in 3Q18) because of reduced investment income from the CUI and APV portfolios, reduced claims paid (surrenders and transfers from CUI and APV accounts) and reduced gross written premiums for CUI and APV policies.





In addition, in the fourth quarter this subsidiary reported a reduction in claims and pensions paid (-4.4% QoQ), explained by decreased surrenders and transfers from individual insurance with savings components (CUI and APV). Brokerage expenses totaled -CH\$4,745 million for 4Q18 (+0.7% QoQ). Investment income reached CH\$23,851 million (-25,6% QoQ), due to reduced income from equity investments, because of high volatility and market corrections, partially offset by the one-time gain of CH\$12,157 million from the sale of Inversiones Security Perú to Security Internacional. Finally, exchange differences totaled -CH\$1,514 million for 4Q18, up from +CH\$637 in 3Q18, while the gain (loss) on indexed assets and liabilities was -CH\$794 million for 4Q18, up from -CH\$1,152 million for 3Q18, because the Bank had more indexed liabilities than indexed assets.

# **RESULTS BY PRODUCT LINE**

#### INDIVIDUAL INSURANCE

### (32.2% OF GROSS WRITTEN PREMIUMS AS OF DECEMBER 2018)

Individual insurance policies are contracted by individuals to cover certain risks (life, health, credit life, etc.). Depending on the terms of the policy, policyholders may be able to allocate part of the gross written premiums to an individual investment account that invests in mutual funds or portfolios managed by the company. Based on figure 601 in the financial statements of Vida Security, it includes product lines 101-112 and 425 and excludes line 107.

The contribution margin totaled +CH\$9,543 million in 2018, an increase from the -CH\$22,735 million recorded in 2017. Gross written premiums reached CH\$108,372 million as of December 2018 (-22.0% YoY) due to lower gross written premiums from insurance with savings components as compared to 2017. The variation in technical reserves was -CH\$4,922 million versus -CH\$70,091 million in 2017, due to weaker returns on investments in the CUI and APV portfolios, increased claims paid (surrenders and transfers from CUI and APV accounts) and decreased gross written premiums. Claims paid totaled -CH\$79,826 million (+4.4% YoY), explained by increased surrenders and transfers from CUI and APV policies. Underwriting expenses totaled -CH\$10,974 million in 2018 (+22.4% YoY), explained by increased commercial activity.

As of December 2018, CUI and APV policies represent 89.6% of total individual insurance premiums.

| INDIVIDUAL INSURANCE                   |         |         |         | % (     | CHG      |         |         |         |
|--|---------|---------|---------|---------|----------|---------|---------|---------|
| IN MCH\$                               | 4Q18    | 3Q18    | 4Q17    | QoQ     | YoY      | 2018    | 2017    | % CHG   |
| Gross written premiums                 | 28,807  | 30,102  | 27,286  | -4.3%   | 5.6%     | 108,372 | 138,918 | -22.0%  |
| NET PREMIUMS WRITTEN                   | 28,507  | 29,683  | 26,683  | -4.0%   | 6.8%     | 106,696 | 137,080 | -22.2%  |
| Variation in technical reserves        | 5,096   | -9,286  | -4,261  | -154.9% | -219.6%  | -4,922  | -70,091 | -93.0%  |
| Claims paid                            | -17,703 | -21,744 | -20,844 | -18.6%  | -15.1%   | -79,826 | -76,458 | 4.4%    |
| Pensions paid                          | -630    | -233    | -213    | 169.8%  | 195.6%   | -1,399  | -4,261  | -67.2%  |
| Underwriting expenses                  | -3,053  | -3,081  | -2,027  | -0.9%   | 50.6%    | -10,974 | -8,963  | 22.4%   |
| Medical expenses                       | -18     | -11     | -10     | 54.0%   | 84.4%    | -48     | -42     | 13.6%   |
| Insurance impairment                   | 0       | 0       | 0       | -       | -        | 0       | 0       | -       |
| CONTRIBUTION MARGIN                    | 12,198  | -4,672  | -671    | -361.1% | -1918.1% | 9,528   | -22,735 | -141.9% |
|  |         |         |         |         |          |         |         |         |
| Claims rate <sup>1</sup>               | 64.3%   | 74.0%   | 78.9%   | -973 p  | -1460 p  | 76.1%   | 58.9%   | 1724 p  |
| Underwriting expense rate <sup>2</sup> | 10.7%   | 10.4%   | 7.6%    | 33 p    | 311 p    | 10.3%   | 6.5%    | 375 p   |

- 1 CLAIMS PAID / GROSS WRITTEN PREMIUMS
- 2 UNDERWRITING EXPENSES / GROSS WRITTEN PREMIUMS







In 4Q18, the contribution margin from individual insurance was +CH\$12,214 million, up from -CH\$4,672 million for 3Q18. Gross written premiums fell 4.3% QoQ to CH\$28,807 million due to reduced gross written premiums from CUI and APV policies. The variation in technical reserves was +CH\$5,096 million for 4Q18 versus -CH\$9,286 million for 3Q18, due to weaker returns on investments in the CUI and APV portfolios and reduced gross written premiums from CUI and APV policies, partially offset by reduced claims paid (surrenders and transfers from CUI and APV accounts). This product line reported claims paid of CH\$17,703 million for 4Q18, -1.4% QoQ, explained by a drop in surrenders and transfers from CUI and APV funds. Brokerage expenses totaled -CH\$3,053 million for 4Q18, -0.9% QoQ.

#### **FAMILY PROTECTION**

# (2.0% OF GROSS WRITTEN PREMIUMS AS OF DECEMBER 2018)

Family protection insurance covers the insured party's family group in the event of death or disability, depending on the terms of the policy. Based on figure 601 in the Vida Security financial statements, it includes product line 107.

| FAMILY PROTECTION                      |       |       |       | % (    | CHG    |        |        |        |
|--|-------|-------|-------|--------|--------|--------|--------|--------|
| IN MCH\$                               | 4Q18  | 3Q18  | 4Q17  | QoQ    | YoY    | 2018   | 2017   | % CHG  |
| Gross written premiums                 | 1,826 | 1,586 | 1,689 | 15.1%  | 8.1%   | 6,697  | 6,622  | 1.1%   |
| NET PREMIUMS WRITTEN                   | 1,826 | 1,586 | 1,745 | 15.1%  | 4.7%   | 6,697  | 6,622  | 1.1%   |
| Variation in technical reserves        | -31   | 34    | 10    | -      | -      | 5      | -39    | -      |
| Claims paid                            | -569  | -385  | -529  | 47.7%  | 7.4%   | -1,603 | -1,806 | -11.2% |
| Pensions paid                          | 0     | 0     | 0     | -      | -      | 0      | 0      | -      |
| Underwriting expenses                  | -680  | -607  | -551  | 12.0%  | 23.4%  | -2,351 | -2,196 | 7.1%   |
| Medical expenses                       | 0     | 0     | 0     | -      | -      | -1     | 0      | -      |
| Insurance impairment                   | 0     | 0     | 0     | -      | -      | 0      | 0      | -      |
| CONTRIBUTION MARGIN                    | 547   | 628   | 675   | -13.0% | -19.0% | 2,747  | 2,581  | 6.4%   |
|  |       |       |       |        |        |        |        |        |
| Claims rate <sup>1</sup>               | 31.1% | 24.3% | 30.3% | 687 p  | 81 p   | 23.9%  | 27.3%  | -334 p |
| Underwriting expense rate <sup>2</sup> | 37.2% | 38.3% | 31.6% | -105 p | 564 p  | 35.1%  | 33.2%  | 195 p  |

- 1 CLAIMS PAID / GROSS WRITTEN PREMIUMS
- 2 UNDERWRITING EXPENSES / GROSS WRITTEN PREMIUMS

The contribution margin was CH\$2,747 million in 2018 (+6.4% YoY), and CH\$547 million in 4Q18 (-13.0% QoQ). Gross written premiums totaled CH\$6,697 million in 2018 (+1.1% YoY), and CH\$1,826 million for 4Q18 (+15.1% QoQ). Claims paid reached -CH\$1,603 million in 2018 (-11.2% YoY), and -CH\$569 million for 4Q18 (+47.7% QoQ). Underwriting expenses totaled -CH\$2,351 million in 2018 (+7.1% YoY), and -CH\$680 million for 4Q18 (+12.0% QoQ).





#### **GROUP INSURANCE**

#### (21.4% OF GROSS WRITTEN PREMIUMS AS OF DECEMBER 2018)

| GROUP                                  |        |         |         | % CHG   |         |         |         |        |
|--|--------|---------|---------|---------|---------|---------|---------|--------|
| IN MCH\$                               | 4Q18   | 3Q18    | 4Q17    | QoQ     | YoY     | 2018    | 2017    | % CHG  |
| Gross written premiums                 | 19,627 | 17,278  | 18,090  | 13.6%   | 8.5%    | 71,808  | 67,871  | 5.8%   |
| NET PREMIUMS WRITTEN                   | 19,021 | 16,850  | 17,535  | 12.9%   | 8.5%    | 69,788  | 65,545  | 6.5%   |
| Variation in technical reserves        | 71     | 161     | 1       | -       | -       | 358     | -1,024  | -      |
| Claims paid                            | -9,401 | -11,032 | -10,873 | -14.8%  | -13.5%  | -41,412 | -44,281 | -6.5%  |
| Pensions paid                          | 0      | 0       | 0       | -       | -       | 0       | 0       | -      |
| Underwriting expenses                  | -895   | -868    | -1,599  | 3.0%    | -44.1%  | -3,581  | -3,895  | -8.1%  |
| Medical expenses                       | -3     | -2      | -2      | 33.0%   | 31.5%   | -8      | -7      | 9.2%   |
| Insurance impairment                   | -42    | 5       | 34      | -       | -       | 0       | 624     | -      |
| CONTRIBUTION MARGIN                    | 8,750  | 5,114   | 5,095   | 71.1%   | 71.7%   | 25,146  | 16,962  | 48.3%  |
|  |        |         |         |         |         |         |         |        |
| Claims rate <sup>1</sup>               | 49.4%  | 65.5%   | 62.0%   | -1604 p | -1258 p | 59.3%   | 67.6%   | -822 p |
| Underwriting expense rate <sup>2</sup> | 4.7%   | 5.2%    | 9.1%    | -45 p   | -442 p  | 5.1%    | 5.9%    | -81 p  |

<sup>1</sup> CLAIMS PAID / GROSS WRITTEN PREMILIMS

Group insurance is contracted by a company for its employees and may include life, health or credit life coverage, depending on the terms of the policy. Based on figure 601 in the financial statements of Vida Security, it includes product lines 202-213 and 302-313.

The contribution margin for 2018 totaled CH\$25,146 million (+48.3% YoY), thanks to greater gross written premiums (CH\$71,808 million in 2018, +5.8% YoY), mainly from health policies and credit life coverage for consumer loans, and a drop in claims paid (-CH\$41,412 million for 2018, -6.5% YoY) on life and health policies. Brokerage expenses totaled -CH\$3,581 million for ,-8.1% YoY.

For 4Q18, the contribution margin reached CH\$8,750 million (+71.1% QoQ), because of increased gross written premiums of CH\$19,627 million (+13.6% QoQ) from credit life coverage for consumer loans, and reduced claims paid (-CH\$9,401 million for 4Q18, -14.8% QoQ) from health and life policies.

# **ANNUITIES**

# (16.1% OF GROSS WRITTEN PREMIUMS AS OF DECEMBER 2018)

Workers that choose an annuity upon retirement turn over their retirement funds to an insurance company and receive in exchange a fixed, inflation-indexed monthly payment for the rest of their life and survivor pensions for their legal beneficiaries. Based on figure 601 in the financial statements of Vida Security, it includes product lines 421, 422 and 423<sup>10</sup>.

When an annuity is sold, a reserve must be recognized in the company's liabilities, equivalent to the present value of the obligations to the retiree, which is recognized within the line item pensions paid. This results in an accounting loss in the income statement.

<sup>2</sup> UNDERWRITING EXPENSES / GROSS WRITTEN PREMIUMS

<sup>10</sup> THIS ALSO INCLUDES LINE 424 FROM THE SVS, WHICH CORRESPONDS TO THE OLD DISABILITY AND SURVIVOR'S SYSTEM DEFINED IN RULING 528 (C-528). AS OF DECEMBER 2018, THIS PRODUCT LINE ACCOUNTS FOR ONLY CH\$1,470 MILLION IN PENSIONS PAID BY VIDA SECURITY.





| ANNUITIES                              |         |         |         | % CHG  |        |          |          |        |
|--|---------|---------|---------|--------|--------|----------|----------|--------|
| IN MCH\$                               | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY    | 2018     | 2017     | % CHG  |
| Gross written premiums                 | 17,022  | 15,734  | 16,643  | 8.2%   | 2.3%   | 54,209   | 61,586   | -12.0% |
| NET PREMIUMS WRITTEN                   | 17,022  | 15,734  | 16,643  | 8.2%   | 2.3%   | 54,209   | 61,586   | -12.0% |
| Variation in technical reserves        | 0       | 0       | 0       | -      | -      | 0        | 0        | -      |
| Claims paid                            | 0       | 0       | 0       | -      | -      | 0        | 0        | -      |
| Pensions paid                          | -33,433 | -32,183 | -31,771 | 3.9%   | 5.2%   | -117,960 | -122,752 | -3.9%  |
| Underwriting expenses                  | -118    | -156    | -194    | -24.3% | -39.3% | -509     | -732     | -30.5% |
| Medical expenses                       | -2      | 0       | 0       | -      | -      | -2       | 0        | -      |
| Insurance impairment                   | 0       | 0       | 0       | -      | -      | 0        | 0        | -      |
| CONTRIBUTION MARGIN                    | -16,530 | -16,604 | -15,322 | -0.4%  | 7.9%   | -64,263  | -61,897  | 3.8%   |
| Underwriting expense rate <sup>1</sup> | 0.7%    | 1.0%    | 1.2%    | -30 p  | -47 p  | 0.9%     | 1.2%     | -25 p  |

#### 1 UNDERWRITING EXPENSES / GROSS WRITTEN PREMIUMS

The contribution margin for annuities was -CH\$64,278 million in 2018 (+3.8% YoY) and -CH\$16,546 million for 4Q18 (-0.4% QoQ). Gross written premiums totaled CH\$54,209 million in 2018 (-12.0% YoY), and CH\$17,022 million for 4Q18 (+8.2% QoQ). Pensions paid totaled -CH\$117,960 million in 2018 (-3.9% YoY) and -CH\$33,433 million for 4Q18 (+3.9% QoQ), in line with annuity sales for each period.

# **DISABILITY AND SURVIVOR INSURANCE (DSI)**

# (28.3% OF GROSS WRITTEN PREMIUMS AS OF DECEMBER 2018)

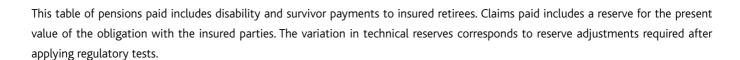
| DISABILITY AND SURVIVOR INSURANCE |         |         |         | %        | CHG      |         |         |        |
|-----------------------------------|---------|---------|---------|----------|----------|---------|---------|--------|
| IN MCH\$                          | 4Q18    | 3Q18    | 4Q17    | QoQ      | YoY      | 2018    | 2017    | % CHG  |
| Gross written premiums            | 546     | 863     | 43,798  | -36.8%   | -98.8%   | 95,008  | 171,841 | -44.7% |
| NET PREMIUMS WRITTEN              | -259    | 1,026   | 26,681  | -125.2%  | -101.0%  | 57,730  | 105,527 | -45.3% |
| Variation in technical reserves   | 1,663   | 1,666   | -176    | -0.2%    | -        | 1,096   | 1,736   | -36.8% |
| Claims paid                       | 15,694  | 25,563  | -41,111 | -38.6%   | -138.2%  | 25,835  | -58,778 | -      |
| Pensions paid                     | -17,432 | -26,378 | 12,785  | -33.9%   | -236.3%  | -83,300 | -56,653 | 47.0%  |
| Underwriting expenses             | 0       | 0       | 0       | -        | -        | 0       | 0       | -      |
| Medical expenses                  | 0       | 0       | 0       | -        | -        | 0       | 0       | -      |
| Insurance impairment              | -5      | 0       | 0       | -        | -        | -5      | 0       | -      |
| CONTRIBUTION MARGIN               | -339    | 1,877   | -1,820  | -118.0%  | -81.4%   | 1,356   | -8,168  | -      |
| Claims rate <sup>1</sup>          | -670.7% | 79.4%   | 106.2%  | -75014 p | -77687 p | 99.5%   | 109.4%  | -984 p |

#### 1 CLAIMS PAID / GROSS WRITTEN PREMIUMS

Disability and survivor insurance is mandatory for all individuals with pension accounts at Pension Fund Management Companies (AFPs) and is directly contracted collectively by the AFPs for these individuals through semi-annual public bidding processes. It is financed by employers throughout a member's active work life with a fraction of the additional amount charged by the AFP<sup>11</sup>. It provides protection to the insured and his or her family group in the event of disability or death of the insured party. Based on figure 601 in the financial statements of Vida Security, it includes product line 420.







In the fifth DSI bidding process organized by the AFPs, Vida Security was awarded two fractions for men and two for women for the period from July 2016 to June 2018. The sixth tender for DSI insurance for the next 24-month period (July 1, 2018 to June 30, 2020) was concluded on April 26, 2018, and Vida Security was not awarded any fractions.

The contribution margin for DSI totaled CH\$ 1,356 million in 2018 (versus -CH\$8,168 million in 2017). For 2018, net premiums written totaled CH\$57,730 million (-45.3% YoY), claims and pensions paid reached -CH\$57,465 million (-50.2% YoY), and the variation in technical reserves was -CH\$1,096 million (CH\$1,736 million in 2017), all attributable to the expiration of contract No. 5.

The contribution margin for DSI totaled -CH\$339 million for 4Q18 (versus CH\$ 1,877 million for 3Q18). For 4Q18, net premiums written totaled CH\$259 million (-125.2% QoQ), claims and pensions paid reached -CH\$1,738 million (+113.2% QoQ), and the variation in technical reserves was CH\$1,663 million (CH\$1,666 million for 3Q18), all attributable to the expiration of contract No. 5.

# **ADMINISTRATIVE EXPENSES - VIDA SECURITY**

|                               |        |        |        | % CHG  |        |         |         |        |
|-------------------------------|--------|--------|--------|--------|--------|---------|---------|--------|
| IN MCH\$                      | 4Q18   | 3Q18   | 4Q17   | QoQ    | YoY    | 2018    | 2017    | % CHG  |
| Salaries and wages            | -3,852 | -3,459 | -3,492 | 11.4%  | 10.3%  | -14,327 | -13,407 | 6.9%   |
| Distribution channel expenses | -518   | -802   | -862   | -35.4% | -39.9% | -3,552  | -4,015  | -11.5% |
| Other                         | -4,307 | -5,649 | -4,922 | -23.8% | -12.5% | -20,269 | -19,940 | 1.6%   |
| TOTAL ADMINISTRATIVE EXPENSES | -8,677 | -9,910 | -9,276 | -12.4% | -6.5%  | -38,148 | -37,362 | 2.1%   |

For 2018, Vida Security reported administrative expenses of CH\$38,148 million (+2.1% YoY) because of an increase in payroll expenses, which totaled CH\$14,327 million in 2018 (+6.9% YoY), due to increased commercial activity. Distribution channel expenses totaled CH\$3,552 million (-11.5% YoY), while other administrative expenses reached CH\$20,269 million (+1.6% YoY).

For 4Q18, Vida Security reported administrative expenses of CH\$8,677 million (-12.4% QoQ), explained by lower administrative expenses of CH\$4,307 million for 4Q18 (-23.8% QoQ) and reduced distribution channel expenses of CH\$518 million (-35.4% QoQ), partially offset by an increase in personnel expenses, which totaled CH\$3,852 million (+11.4% QoQ).

# **INVESTMENT INCOME - VIDA SECURITY**

Investment income for 2018 totaled CH\$98,570 million, down -CH\$28,168 million YoY, attributable to weaker returns on equity investments due to greater volatility and market corrections. In addition, the year 2017 represents a high basis of comparison for investment income due to strong market performances during that period.







Investment income from equities and indexes totaled CH\$1,004 million for the year ended December 2018, -CH\$35,508 million YoY, due to high volatility and market corrections. (MSCI as of Dec-18 in US\$: Developed Countries -17.3%, Emerging Countries -14.3%, Chile -18.6%).

In addition, in September 2018, an adjustment of CH\$3,254 million was made to the Single Investment Account (CUI) investment portfolio, charged to investment income for this type of insurance, because of changes in the asset valuation model as per IFRS9.

The investment portfolio for CUI and APV policies totaled CH\$499,398 million as of December 2018, +4.1% YoY. It is important to note that reduced investment income from this portfolio of individual insurance with savings components has a positive effect on technical reserves.

On November 26, 2018, Inversiones Security Perú, the parent of Protecta Security, was sold to Security Internacional for a total of S./ 100 million. This transaction generated a one-time gain of CH\$12,157 million for Vida Security, recognized in other investments, which was fully reversed at group level.

|                      |           |           |           | % CHG  |        | PORTFOLIO % |
|----------------------|-----------|-----------|-----------|--------|--------|-------------|
| IN MCH\$             | 4Q18      | 3Q18      | 4Q17      | QoQ    | YoY    | 4Q18        |
| Fixed income         | 1,766,645 | 1,714,026 | 1,729,875 | 3.1%   | 2.1%   | 71.3%       |
| Equities and indexes | 458,426   | 482,917   | 397,996   | -5.1%  | 15.2%  | 18.5%       |
| Real estate          | 229,938   | 230,670   | 229,827   | -0.3%  | 0.0%   | 9.3%        |
| Other investments    | 24,469    | 40,806    | 44,815    | -40.0% | -45.4% | 1.0%        |
| INVESTMENT PORTFOLIO | 2,479,478 | 2,468,419 | 2,402,514 | 0.4%   | 3.2%   | 100.0%      |

|                      |         |        |        | % CHG  |       |        |         |         |
|----------------------|---------|--------|--------|--------|-------|--------|---------|---------|
| IN MCH\$             | 4Q18    | 3Q18   | 4Q17   | QoQ    | YoY   | 2018   | 2017    | % CHG   |
| Fixed income         | 18,250  | 14,299 | 16,141 | 27.6%  | 13.1% | 75,699 | 74,102  | 2.2%    |
| Equities and indexes | -10,644 | 16,586 | 2,153  | -      | -     | -1,004 | 34,504  | -102.9% |
| Real estate          | 3,328   | 3,675  | 3,200  | -9.4%  | 4.0%  | 13,328 | 13,027  | 2.3%    |
| Other investments    | 12,916  | -2,491 | 1,734  | -      | -     | 10,547 | 5,105   | 106.6%  |
| INVESTMENT INCOME    | 23,851  | 32,069 | 23,229 | -25.6% | 2.7%  | 98,570 | 126,738 | -22.2%  |

#### **EXCHANGE DIFFERENCES AND GAIN (LOSS) FROM INDEXATION ADJUSTMENTS**

Exchange differences totaled -CH\$1,067 million in 2018 (CH\$1,154 million in 2017) and CH\$1,514 million for 4Q18 (+CH\$637 million for 3Q18). The subsidiary posted a loss from indexed assets and liabilities of -CH\$3,608 million in 2018 (-CH\$1,444 million in 2017) and -CH\$794 million for 4Q18 (-CH\$1,152 million for 3Q18), because the Bank had more indexed liabilities than indexed assets and inflation was higher in 2018.





# **ASSET MANAGEMENT AREA**

# (2.2% OF ASSETS; 9.1% OF PROFIT FROM BUSINESS AREAS AS OF DECEMBER 2018)

The asset management business area includes Administradora General de Fondos Security and Valores Security Corredores de Bolsa. It also includes Securitizadora Security, which manages securitized assets and their respective special purpose vehicles (SPVs). This business area complements the product range offered by the rest of the Group's companies, providing services tailored to the needs of each customer segment. The products and services offered by this business area include mutual funds, investment funds and voluntary pension savings (APV), foreign currency and forwards, stocks, portfolio management and international investments.

|                               |           |           |           | % C   | HG    |
|-------------------------------|-----------|-----------|-----------|-------|-------|
| IN MCH\$                      | 2018      | 9M18      | 2017      | QoQ   | YoY   |
| Assets under management (AUM) | 4,383,489 | 4,728,741 | 4,506,967 | -7.3% | -2.7% |
| Mutual funds under management | 2,496,079 | 2,699,356 | 2,558,301 | -7.5% | -2.4% |
| Market share - mutual funds   | 6.6%      | 7.0%      | 7.3%      | -36 p | -67 p |

|   |         |         |         | % C    | HG     |           |           |        |
|---|---------|---------|---------|--------|--------|-----------|-----------|--------|
| IN MCH\$  | 4Q18    | 3Q18    | 4Q17    | QoQ    | YoY    | 2018      | 2017      | % CHG  |
| Value of shares traded  | 505,313 | 622,389 | 849,594 | -18.8% | -40.5% | 2,707,465 | 3,139,690 | -13.8% |
| Market share - stocks   | 3.7%    | 4.3%    | 5.3%    | -60 p  | -154 p | 4.6%      | 6.9%      | -231 p |
| Operating income  | 10,102  | 9,714   | 11,363  | 4.0%   | -11.1% | 40,819    | 40,336    | 1.2%   |
| Non-operating income  | 1,439   | 1,309   | 907     | 10.0%  | 58.8%  | 4,786     | 3,551     | 34.8%  |
| Total expenses  | -8,883  | -8,309  | -8,260  | 6.9%   | 7.5%   | -35,161   | -32,544   | 8.0%   |
| Efficiency  | 77.0%   | 75.4%   | 67.3%   | 158 р  | 964 p  | 77.1%     | 74.2%     | 294 p  |
| Fund management   | 1,961   | 1,608   | 2,303   | 22.0%  | -14.8% | 6,563     | 6,663     | -1.5%  |
| Stock brokerage, portfolio management and international business* | 209     | 566     | 876     | -63.1% | -76.2% | 1,985     | 2,458     | -19.2% |
| Securitizadora + Inmobiliaria Casanuestra                         | 2,110   | 15      | 346     | -      | -      | 2,166     | 516       | 319.8% |
| PROFIT - ASSET MANAGEMENT   | 4,280   | 2,189   | 3,526   | 95.5%  | 21.4%  | 10,715    | 9,637     | 11.2%  |

<sup>\*</sup> INCLUDES RESULTS OF SUPPORT AREAS (ASESORÍAS AND GLOBAL SECURITY)

The subsidiary's AUM as of December 2018 totaled CH\$4,383,489 million, -2.7% YoY. Mutual funds under management totaled CH\$2,496,079 million, -2.4% YoY, with a market share of 6.6%. The area reported total value of shares traded of CH\$2,707,465 million, with market share of 4.6%.

The asset management area had profit of CH\$10,715 million in 2018 (+11.2% YoY), due to strong results from Securitizadora and Inmobiliaria CasaNuestra, (CH\$2,166 million in 2018, +CH\$516 million YoY, +319.8% YoY), because of the placement of preferential securitized bonds and their respective mezzanine series. The area also reported greater operating income of CH\$40,819 million (+CH\$483 million YoY, +1.2% YoY), due to a larger average volume of mutual funds during the year and greater income from the sale of foreign funds with alternative investment strategies, partially offset by reduced transactional income at Valores Security. This business area also had greater non-operating income of CH\$4,786 million (+34.8% YoY), due to improved returns on fixed-income instruments in Valores







Security's proprietary trading portfolio. In addition, this increased commercial activity was accompanied by higher total expenses of CH\$35,161 million (+8.0% YoY).

The asset management area had profit of CH\$4,280 million for 4Q18 (+95.5% QoQ), due to strong results from Securitizadora and Inmobiliaria CasaNuestra (CH\$2,280 million in 4Q18, +CH\$2,095 million QoQ), from placing preferential securitized bonds and their respective mezzanine series. The area also reported greater operating income of CH\$10,102 million (+CH\$389 million QoQ, +4.0% QoQ), due to greater income from the sale of foreign funds with alternative investment strategies, partially offset by reduced transactional income at Valores Security. It also had greater non-operating income of CH\$1,439 million (+CH\$131 million QoQ, +10.0% QoQ). In addition, this increased commercial activity was accompanied by higher total expenses of -CH\$8,883 million (+6.9% QoQ).

### **OTHER SERVICES AREA**

### (1.3% OF ASSETS; 2.1% OF PROFIT FROM BUSINESS AREAS AS OF DECEMBER 2018)

This business area includes the operations of Travel Security and Inmobiliaria Security, which offer non-financial products and services that complement Grupo Security's offering and are directed towards the same target markets.

### **INMOBILIARIA SECURITY**

Inmobiliaria Security posted a loss of -CH\$232 million for the year ended December 2018. Ownership was transferred on 27 units as of December 2018 versus 55 units as of December 2017. For 4Q18, ownership was transferred on 8 units, two more than in 3Q18. These results are in line with the company's business plan since 2018 is considered a development year. Inmobiliaria Security signed apartment purchase promise agreements totaling UF 1,195,000 in 2018 (+85.9% YoY) and UF 282,000 in 4Q18 (-36.2% QoQ). It is important to note that there is a lag between a sale and revenue recognition. Under IFRS, revenue is recognized once legal title to the property has been transferred.

Real estate assets under management totaled CH\$85,202 million, +18.6% YoY and +2.8% QoQ, due to capitalization of projects under development.

|                                     |        |        |        | % CHG   |        |        |        |        |
|-------------------------------------|--------|--------|--------|---------|--------|--------|--------|--------|
| IN MCH\$                            | 4Q18   | 3Q18   | 4Q17   | QoQ     | YoY    | 2018   | 2017   | % CHG  |
| Real estate assets under management | 85,202 | 82,912 | 71,846 | 2.8%    | 18.6%  | 85,202 | 71,846 | 18.6%  |
| Total income                        | 1,439  | 150    | 2,443  | 857.4%  | -41.1% | 1,652  | 4,681  | -64.7% |
| Total expenses                      | 710    | -1,999 | -126   | -135.5% | -      | -2,088 | -1,441 | 44.9%  |
| Profit (loss) before tax            | 2,149  | -1,849 | 2,318  | -216.2% | -7.3%  | -436   | 3,240  | -      |
| PROFIT (LOSS) FOR THE YEAR          | 2,242  | -1,782 | 2,350  | -225.8% | -4.6%  | -232   | 3,305  | -      |







### TRAVEL AGENCY: TRAVEL SECURITY

Travel Security reported profit of CH\$3,752 million in 2018, -7.4% YoY and -20.4% QoQ, explained by the CH\$9 YoY drop in the average CH\$/US\$ exchange rate. It also recognized lower airline commissions due to changes in the industry and the composition of sales.

|                                |       |       |       | % CHG  |       |       |       |       |
|--------------------------------|-------|-------|-------|--------|-------|-------|-------|-------|
| IN MCH\$                       | 4Q18  | 3Q18  | 4Q17  | QoQ    | YoY   | 2018  | 2017  | % CHG |
| Total sales - Travel (MUSD)    | 68    | 63    | 65    | 8.0%   | 3.3%  | 268   | 265   | 1.1%  |
| Net operating income - (MCH\$) | 1,386 | 1,733 | 1,506 | -20.0% | -8.0% | 5,393 | 5,640 | -4.4% |
| PROFIT FOR THE YEAR (MCH\$)    | 990   | 1,243 | 1,084 | -20.4% | -8.7% | 3,752 | 4,050 | -7.4% |

### INTERNATIONAL BUSINESS AREA

#### (2.5% OF ASSETS; 1.2% OF PROFIT FROM BUSINESS AREAS AS OF DECEMBER 2018)

The international business area reported profit attributable to the equity holders of CH\$1,429 million. This area consolidates 61% of Protecta Security as of November 2018. Protecta Security is a Peruvian life insurance company focused on annuities that was acquired in September 2015, and marks Grupo Security's entrance into the Peruvian financial market. This area also consolidates 75% of Travex Security, the group's travel agency in Peru.

### **PROTECTA SECURITY**

For 2018, Protecta Security posted profit of S./ 2.8 million, down from S./ 5.2 million for 2017. This YoY reduction in profit can be explained by a larger variation in technical reserves, in line with greater sales of annuities and private annuities and an adjustment to the valuation method for the portfolio of real estate investments. Claims paid and net fees increased in line with greater sales of annuities and private annuities.

Protecta Security reported annuity sales of S./ 166.1 million as of December 18 (+41.2% YoY). In the same period, the Peruvian life insurance industry reported annuity sales of S./ 875.6 million (-7.0% YoY), impacted by a law approved in early 2016 that allows individuals paying into the pension system to withdraw up to 95.5% of their savings when they retire. In this context, the increase in annuity sales by Protecta Security has resulted in a rise in its market share from 5.3% as of September 2015 to 19.0% as of December 2018. Investment income totaled S./ 92.2 million, (+10.1% YoY) and administrative expenses reached S./ 31.6 million (-4.3% YoY).

Protecta Security's business plan for the next three years calls for strong growth in annuities, which will require future capital increases. Therefore, in March 2018 a capital increase of S./ 25 million was approved and carried out. Then, on November 19, 2018, shareholders agreed to a second capital increase for Protecta Security of S./ 45 million to be completed in 2018 in order to strengthen its capital base and support its growth plans. Inversiones Security Perú S.A.C paid its respective contribution of S./ 27.45 million on November 28, 2018.







### **TRAVEX SECURITY**

Travex Security, Travel Security's Peruvian travel agency subsidiary, reported sales of US \$70 million (+2.2% YoY and -12.9% QoQ) and profit of CH\$578 million for 2018 (+0.7% YoY and -8.4% QoQ).

### **RISK RATINGS**

|                                   | GRUPO SECURITY | BANCO SECURITY | VIDA SECURITY | FACTORING SECURITY | INV. PREVISIÓN<br>SECURITY |
|-----------------------------------|----------------|----------------|---------------|--------------------|----------------------------|
| Fitch Ratings (local)             | A+             | AA-            | AA-           | A+                 | A+                         |
| ICR (local)                       | AA-            | AA             | AA            | AA-                | A+                         |
| Standard & Poor's (international) |                | BBB/A-2        |               |                    |                            |

### **BONDS ISSUED BY GRUPO SECURITY**

| SERIES | REGISTRATION NO. | REGISTRATION<br>DATE | CURRENCY | AMOUNT    | ANNUAL INTEREST<br>RATE | DURATION (YEARS) | MATURITY   |
|--------|------------------|----------------------|----------|-----------|-------------------------|------------------|------------|
| F      | 620              | 9/15/2009            | UF       | 53,375    | 4.50                    | 23               | 9/15/1932  |
| K      | 763              | 6/30/2013            | UF       | 3,000,000 | 4.00                    | 25               | 6/30/1938  |
| L 3    | 795              | 10/9/2014            | UF       | 3,000,000 | 3.40                    | 21               | 11/15/1935 |
| М      | 842              | 10/25/2016           | UF       | 1,189,000 | 4.20                    | 25               | 10/15/1941 |
| N1     | 885              | 1/31/2018            | UF       | 1,500,000 | 2.85                    | 25               | 12/10/1942 |
| TOTAL  |                  |                      | UF       | 8,742,375 |                         |                  |            |

For more information on debt issued by subsidiaries of Grupo Security, please see the financial liability notes in the financial statements.

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### **RETURNS AND DIVIDENDS**

On October 3, 2018, Grupo Security's board approved a dividend of CH\$4.5 per share. This consists of an additional dividend of CH\$2.6 per share charged to profit for 2017 and an interim dividend of CH\$1.9 per share charged to profit for the current year.

On April 12, 2018, Grupo Security shareholders approved a dividend payment of CH\$7.25 per share charged to profit for the year 2017. This dividend and the interim dividend distributed in November 2017 total CH\$11.6 per share, equivalent to CH\$42,810 million, or 57% of profit for the year 2017.

Grupo Security's dividend yield, calculated as dividends per share, divided by the average share price when each dividend was distributed for the corresponding year, amounted to 3.8% in 2017. For the year 2018, Grupo Security's stock reported a return of +8.0%, outperforming the S&P/CLX IPSA (-8.3%).

### **4Q18 EARNINGS CONFERENCE CALL**

Grupo Security's fourth quarter earnings report will be explained in a conference call led by Mr. Renato Peñafiel, the company's CEO, on March 6, 2019. A transcript of the call will be available on our website. For more information, please contact the Investor Relations Team at relacioninversionistas@security.cl.

### **GRUPO SECURITY**

Grupo Security S.A. is a niche Chilean-based diversified financial group offering banking, insurance, asset management and other services to large and medium-sized companies and high-income individuals. Through a differentiated and innovative offering of financial products and services tailored to its niche, the group leverages operational and financial synergies through organic growth and acquisitions.

### **SAFE HARBOR**

This report contains results of the different business units, which are not guarantees of future results and are subject to significant risks and uncertainty. They may be affected by a number of unforeseen factors such as changes in global economic conditions, changes in market conditions, regulatory changes, actions by competitors and operational and financial risks inherent to the financial services business.





## **APPENDICES**

## 1. FINANCIAL STATEMENTS AND INDICATORS - ASSETS

| ASSETS<br>IN MCH\$   | DECEMBER 31,<br>2017 | DECEMBER 31,<br>2018 |
|--|----------------------|----------------------|
| CASH AND CASH EQUIVALENTS  | 599,767              | 472,890              |
| Other financial assets, current  | 3,162,603            | 3,412,740            |
| Other non-financial assets, current  | 27,138               | 50,224               |
| Trade and other receivables, current   | 5,355,571            | 5,833,242            |
| Accounts receivable from related parties, current  | 32,019               | 48,248               |
| Inventories  | 72,113               | 86,581               |
| Current tax assets   | 32,517               | 39,257               |
| Total current assets other than assets or disposal groups classified as held for sale or held for distribution to owners | 9,281,728            | 9,943,182            |
| NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE OR HELD FOR DISTRIBUTION TO OWNERS  | 3,641                | 1,234                |
| Total non-current assets classified as held for sale or held for distribution to owners                                  | 3,641                | 1,234                |
| TOTAL CURRENT ASSETS   | 9,285,369            | 9,944,416            |
| NON-CURRENT ASSETS   |                      |                      |
| OTHER NON-CURRENT NON-FINANCIAL ASSETS   | 74,084               | 119,878              |
| Equity-accounted investments   | 3,077                | 3,875                |
| Intangible assets other than goodwill  | 38,518               | 37,811               |
| Goodwill   | 119,067              | 119,067              |
| Property, plant and equipment  | 65,088               | 51,733               |
| Investment property  | 159,663              | 214,170              |
| Deferred tax assets  | 96,435               | 51,738               |
| Total non-current assets   | 555,932              | 598,272              |
| TOTAL ASSETS   | 9,841,301            | 10,542,688           |







## 2. FINANCIAL STATEMENTS AND INDICATORS - LIABILITIES AND EQUITY

| LIABILITIES<br>IN MCH\$                            | DECEMBER 31,<br>2017 | DECEMBER 31,<br>2018 |
|--|----------------------|----------------------|
| Other financial liabilities, current               | 5,591,020            | 6,217,422            |
| Trade and other payables                           | 2,504,746            | 2,597,213            |
| Accounts payable to related parties, current       | 1,949                | 995                  |
| Other short-term provisions                        | 117,699              | 124,325              |
| Current tax liabilities                            | 24,881               | 22,810               |
| Current employee benefit provisions                | 8,708                | 9,258                |
| Other non-financial liabilities, current           | 188,926              | 146,415              |
| TOTAL CURRENT LIABILITIES                          | 8,437,929            | 9,118,439            |
| NON-CURRENT LIABILITIES                            |                      |                      |
| Other financial liabilities, non-current           | 540,756              | 578,311              |
| Accounts payable, non-current                      | 92,844               | 92,877               |
| Accounts payable to related companies, non-current | 1,948                | 3,323                |
| Deferred tax liabilities                           | 45,297               | 697                  |
| TOTAL NON-CURRENT LIABILITIES                      | 680,845              | 675,208              |
| TOTAL LIABILITIES                                  | 9,118,775            | 9,793,647            |
| EQUITY   |                      |                      |
| Issued capital                                     | 429,040              | 431,784              |
| Retained earnings                                  | 311,415              | 353,948              |
| Share premium                                      | 0                    | 611                  |
| Other reserves                                     | (35,545)             | (57,847)             |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT        | 704,910              | 728,495              |
| Non-controlling interests                          | 17,616               | 20,545               |
| TOTAL EQUITY                                       | 722,526              | 749,040              |
| TOTAL LIABILITIES AND EQUITY                       | 9,841,301            | 10,542,688           |





### 3. FINANCIAL STATEMENTS AND INDICATORS - CONSOLIDATED STATEMENT OF INCOME

| CONSOLIDATED STATEMENT OF INCOME (MCH\$)  | DECEMBER 31,<br>2017 | DECEMBER 31,<br>2018 |
|---|----------------------|----------------------|
| Revenue   | 1,177,768            | 1,024,138            |
| Cost of sales   | (839,571)            | (673,105)            |
| GROSS PROFIT  | 338,197              | 351,034              |
| Other income  | 4,252                | 4,685                |
| Distribution costs  | 0                    | 0                    |
| Administrative expenses   | -215,483             | -216,962             |
| Other expenses  | (8,561)              | (7,565)              |
| Other gains   | 5,457                | 1,742                |
| Finance income  | -                    | 13                   |
| Finance costs   | (13,110)             | (14,837)             |
| Share of loss of associates and joint ventures, equity-accounted  | -379                 | -1,775               |
| Exchange differences  | -4,926               | 1,222                |
| Gain (loss) on indexed assets and liabilities   | -4,179               | -10,399              |
| Gain (loss) arising from the difference between the prior carrying amount and the fair value of financial assets reclassified at fair value | (1,586)              | 734                  |
| PROFIT BEFORE TAXES   | 99,684               | 107,891              |
| Income tax expense  | (25,971)             | (24,733)             |
| PROFIT FROM CONTINUING OPERATIONS   | 73,712               | 83,159               |
| Profit from discontinued operations   | 0                    | 0                    |
| PROFIT FOR THE YEAR   | 73,712               | 83,159               |
| PROFIT ATTRIBUTABLE TO  | 0                    |                      |
| Owners of the parent  | 74,708               | 80,548               |
| Non-controlling interest  | -996                 | 2,610                |
| Profit for the year   | 73,712               | 83,159               |
| Depreciation and amortization   | 9,061                | 9,060                |
| EBITDA  | 121,856              | 131,788              |





### 4. SEGMENT NOTE - GRUPO SECURITY YoY

| SEGMENT NOTE - GRUPO<br>SECURITY  | LENC     | DING     | ASS<br>MANAC |         | INSUR    | ANCE     | INTERN/<br>BUSI | ATIONAL<br>NESS | OTHER S | ERVICES | ADJUST<br>SUPPORT A | IDATION<br>MENTS,<br>AREAS AND<br>EXPENSES | TO<br>GRUPO S |           |
|---|----------|----------|--------------|---------|----------|----------|-----------------|-----------------|---------|---------|---------------------|--|---------------|-----------|
| IN MCH\$  | DEC-17   | DEC-18   | DEC-17       | DEC-18  | DEC-17   | DEC-18   | DEC-17          | DEC-18          | DEC-17  | DEC-18  | DEC-17              | DEC-18                                     | DEC-17        | DEC-18    |
| Revenue   | 435,048  | 469,579  | 54,765       | 60,347  | 637,513  | 437,039  | 3,926           | 23,365          | 53,937  | 37,150  | -7,422              | -3,342                                     | 1,177,768     | 1,024,138 |
| Cost of sales   | -232,432 | -261,715 | -13,073      | -13,682 | -561,397 | -365,320 | -347            | -13,621         | -31,117 | -17,345 | -1,205              | -1,421                                     | -839,571      | -673,105  |
| GROSS PROFIT  | 202,616  | 207,864  | 41,692       | 46,665  | 76,116   | 71,719   | 3,579           | 9,744           | 22,820  | 19,805  | -8,626              | -4,763                                     | 338,197       | 351,034   |
| Other income  | -268     | 21       | 1,834        | 2,532   | 729      | 275      | 6               | 402             | 713     | 716     | 1,238               | 740  | 4,252         | 4,685     |
| Administrative expenses   | -111,589 | -113,952 | -29,852      | -33,004 | -58,652  | -45,721  | -2,972          | -6,663          | -14,384 | -15,087 | 1,967               | -2,534                                     | -215,483      | -216,962  |
| Other expenses  | -7,121   | -4,709   | -852         | -2,142  | -263     | -311     | -211            | -306            | -113    | -97     | 0                   | -2   | -8,561        | -7,565    |
| Other gains   | 0        | 0        | 450          | -33     | 389      | 206      | 616             | 1,007           | 218     | -180    | 3,785               | 742  | 5,457         | 1,742     |
| Finance income  | 0        | 0        | 0            | 0       | 0        | 13       | 0               | 0               | 0       | 0       | 0                   | 0  | 0             | 13        |
| Finance costs   | 0        | 0        | -400         | -781    | -682     | -54      | -260            | -542            | -920    | -1,197  | -10,848             | -12,263                                    | -13,110       | -14,837   |
| Share of loss of associates and joint ventures, equity-accounted  | 0        | 0        | 0            | 0       | -364     | 10,274   | 0               | 0               | -16     | 0       | 0                   | -12,050                                    | -379          | -1,775    |
| Exchange differences  | -3,507   | 2,916    | -611         | -142    | -1,363   | -991     | -15             | -606            | 759     | 275     | -189                | -231                                       | -4,926        | 1,222     |
| Gain (loss) on indexed assets and liabilities   | 21       | 25       | 38           | 141     | -1,028   | -3,605   | 0               | 0               | 69      | -49     | -3,279              | -6,912                                     | -4,179        | -10,399   |
| Gain (loss) arising from the difference between the prior carrying amount and the fair value of financial assets reclassified at fair value | -1,384   | 655      | -202         | 79      | 0        | 0        | 0               | 0               | 0       | 0       | 0                   | 0  | -1,586        | 734       |
| PROFIT (LOSS) BEFORE TAXES  | 78,769   | 92,821   | 12,097       | 13,316  | 14,881   | 31,806   | 743             | 3,036           | 9,147   | 4,186   | -15,953             | -37,273                                    | 99,684        | 107,891   |
| Income tax expense  | -17,366  | -20,696  | -2,453       | -2,601  | -2,901   | -649     | -275            | -307            | -2,145  | -1,140  | -831                | 659  | -25,971       | -24,733   |
| Profit (loss) from continuing operations  | 61,404   | 72,125   | 9,643        | 10,715  | 11,980   | 31,156   | 468             | 2,730           | 7,002   | 3,047   | -16,784             | -36,613                                    | 73,712        | 83,159    |
| Profit (loss) attributable to   |          |          |              |         |          |          |                 |                 |         |         |                     |  |               |           |
| Owners of the parent  | 61,390   | 72,122   | 9,637        | 10,715  | 13,797   | 30,440   | 327             | 1,429           | 6,334   | 2,457   | -16,784             | -36,613                                    | 74,708        | 80,548    |
| Non-controlling interest  | 14       | 3        | 6            | 0       | -1,817   | 716      | 141             | 1,301           | 668     | 590     | -7                  | 0  | -996          | 2,610     |
| PROFIT (LOSS) FOR THE YEAR  | 61,404   | 72,125   | 9,643        | 10,715  | 11,980   | 31,156   | 468             | 2,730           | 7,002   | 3,047   | -16,792             | -36,613                                    | 73,712        | 83,159    |





### 5. GRUPO SECURITY CONSOLIDATED STATEMENT OF CASH FLOWS

| STATEMENT OF CASH FLOWS<br>FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2018               | DEC-17<br>MCH\$ | DEC-18<br>MCH\$ |
|---|-----------------|-----------------|
| Net cash flows provided by (used in) operating activities                               | 305,916         | (92,082)        |
| Net cash flows provided by (used in) investing activities                               | (1,519)         | (83,074)        |
| Net cash flows provided by (used in) financing activities                               | (214,952)       | 48,283          |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATE CHANGES | 89,445          | (126,873)       |
| Effect of exchange rate changes on cash and cash equivalents                            | (13)            | (5)             |
| Increase (decrease) in cash and cash equivalents  | 89,432          | (126,878)       |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD  | 510,335         | 599,767         |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD  | 599,767         | 472,890         |

### 6. QUARTERLY STATEMENT OF INCOME

| QUARTERLY EARNINGS                          |       | 4Q18      | 3Q18      | 2Q18      | 1Q18      | 4Q17      | 3Q17      | 2Q17      |
|---|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Revenue                                     | MCH\$ | 219,957   | 248,661   | 288,363   | 267,157   | 297,596   | 289,948   | 302,428   |
| Cost of sales                               | MCH\$ | (122,228) | (161,998) | (207,311) | (181,567) | (213,764) | (209,449) | (213,234) |
| Gross profit                                | MCH\$ | 97,729    | 86,663    | 81,052    | 85,590    | 83,832    | 80,499    | 89,193    |
| Administrative expenses                     | MCH\$ | (49,784)  | (50,600)  | (61,607)  | (54,970)  | (51,225)  | (53,096)  | (56,011)  |
| Net operating income                        | MCH\$ | 45,384    | 37,058    | 19,784    | 30,708    | 33,469    | 29,934    | 32,343    |
| Finance costs                               | MCH\$ | (4,271)   | (4,245)   | (3,145)   | (3,176)   | (2,989)   | (3,474)   | (3,513)   |
| Profit before tax                           | MCH\$ | 31,536    | 28,244    | 17,288    | 30,824    | 27,385    | 24,158    | 25,029    |
| Profit attributable to owners of the parent | MCH\$ | 22,725    | 20,728    | 13,528    | 23,568    | 21,047    | 17,704    | 18,648    |
| EBITDA <sup>1</sup> (Ebitda)                | MCH\$ | 37,849    | 34,956    | 22,783    | 36,201    | 32,512    | 29,922    | 30,830    |

<sup>&</sup>lt;sup>1</sup> EBITDA= PROFIT BEFORE TAX - (FINANCE COSTS) + ADJUSTED FOR DEPRECIATION AND AMORTIZATION







#### **7**. **CONSOLIDATED FINANCIAL AND BUSINESS INDICATORS**

| ACTIVITY RATIOS                |       | 30-SEPT-17 | 31-DEC-17 | 31-MAR-18 | 30-JUN-18  | 30-SEPT-18 | 31-DEC-18  |
|--------------------------------|-------|------------|-----------|-----------|------------|------------|------------|
| Standalone cash                | MCH\$ | 102,187    | 30,719    | 102,046   | 61,088     | 40,538     | 13,126     |
| Total consolidated assets      | MCH\$ | 9,678,785  | 9,841,301 | 9,931,584 | 10,156,853 | 10,158,868 | 10,542,688 |
| Total consolidated liabilities | MCH\$ | 8,954,456  | 9,118,775 | 9,201,314 | 9,433,211  | 9,427,080  | 9,793,647  |
| Total equity                   | MCH\$ | 724,329    | 722,526   | 730,270   | 723,642    | 731,787    | 749,040    |

| LEVERAGE RATIO                                       |         | 30-SEPT-17 | 31-DEC-17 | 31-MAR-18 | 30-JUN-18 | 30-SEPT-18 | 31-DEC-18 |
|--|---------|------------|-----------|-----------|-----------|------------|-----------|
| Individual leverage ratio <sup>1</sup>               | (times) | 0.29       | 0.29      | 0.36      | 0.35      | 0.36       | 0.34      |
| Consolidated financial expense coverage <sup>2</sup> | (times) | 8.14       | 8.60      | 10.71     | 8.61      | 8.23       | 8.27      |

| PROFITABILITY                               |         | 30-SEPT-17 | 31-DEC-17 | 31-MAR-18 | 30-JUN-18 | 30-SEPT-18 | 31-DEC-18 |
|---|---------|------------|-----------|-----------|-----------|------------|-----------|
| Revenue                                     | million | 880,172    | 1,177,768 | 267,157   | 555,520   | 804,181    | 1,024,138 |
| Profit attributable to owners of the parent | million | 53,661     | 74,708    | 23,568    | 37,095    | 57,823     | 80,548    |
| EBITDA                                      | million | 89,344     | 121,856   | 36,201    | 58,984    | 93,940     | 131,788   |
| Return on equity <sup>3</sup>               | %       | 10.63%     | 11.58%    | 12.38%    | 11.61%    | 11.11%     | 11.24%    |
| Return on assets <sup>4</sup>               | %       | 0.74%      | 0.78%     | 0.84%     | 0.77%     | 0.80%      | 0.79%     |
| Earnings per share <sup>5</sup>             | CH\$    | 20.7       | 21.7      | 22.9      | 20.8      | 21.4       | 21.8      |
| Number of Shares                            | million | 3,683      | 3,683     | 3,695     | 3,695     | 3,695      | 3,695     |

<sup>1.</sup> INDIVIDUAL LEVERAGE RATIO: DEFINED AS THE QUOTIENT BETWEEN THE SUM OF GRUPO SECURITY'S INDIVIDUALLY CONSIDERED LEVERAGE AND TOTAL CONSOLIDATED EQUITY, DEFINED IN NOTE 38 TO GRUPO SECURITY'S CONSOLIDATED FINANCIAL STATEMENT.

<sup>38</sup> TO GROPO SECURITY S CONSOLIDATED FINANCIAL STATEMENT.

FINANCIAL EXPENSE COVERAGE: DEFINED AS THE SUM OF PROFIT BEFORE TAX AND FINANCE COSTS DIVIDED BY FINANCE COSTS.

RETURN ON EQUITY: DEFINED AS THE QUOTIENT BETWEEN PROFIT ATTRIBUTABLE TO CONTROLLED PROPERTIES LTM AND AVERAGE EQUITY ATTRIBUTABLE TO CONTROLLED PROPERTIES.

RETURN ON ASSETS: DEFINED AS THE QUOTIENT BETWEEN PROFIT ATTRIBUTABLE TO CONTROLLED COMPANIES LTM AND TOTAL AVERAGE ASSETS.

EARNINGS PER SHARE: DEFINED AS THE QUOTIENT BETWEEN PROFIT ATTRIBUTABLE TO CONTROLLED COMPANIES LTM AND THE WEIGHTED AVERAGE NUMBER OF SHARES LTM.







Grupo Security's total consolidated assets were CH\$10,539,505 million as of December 2018, +7.1% YoY. Of that total, 55.1% are trade and other receivables, primarily the Bank's loan portfolio. As of December 2018, this item reached CH\$5,804,886 million, +8.4% YoY, driven by 10.6% YoY growth in loans as explained on page 9.

Furthermore, 32.4% of total assets are other current financial assets. This line item primarily includes the investment portfolio for the insurance subsidiary's technical reserves and the Bank's portfolio of financial instruments. As of December 2018, other current financial assets totaled CH\$3,412,740 million (+7.9% YoY), as a result of the 11.68% YoY increase in the investment portfolio for the insurance subsidiary's technical reserves, which totaled CH\$2,390,894 million as of December 2018, in keeping with business growth and portfolio returns. The Bank had current financial assets of CH\$1,020,627 million, +12.1% YoY.

As of December 2018, total consolidated liabilities reached CH\$9,790,465 million, +7.9% YoY. Of those, 63.5% are other current financial liabilities, which include the Bank's time deposits and current accounts, as well as debt issued by the Bank or the Group. As of December 2018, other current financial liabilities totaled CH\$6,221,144 million, +11.3% YoY, because of the rise in savings accounts and time deposits at the Bank. Both effects are part of the Bank's funding strategy.

Of total liabilities, 26.5% were trade and other payables, which are primarily Vida Security's technical reserves. As of December 2018, trade payables reached CH\$2,590,310 million, +3.4% YoY, due to the +3.8% YoY increase in life insurance technical reserves, which totaled CH\$2,466,795 million, due to increased sales of annuities and private annuities at Protecta, partially offset by individual insurance policies at Vida Security, due to reduced returns on variable income investment in the CUI and APV portfolio, reduced claims paid (surrenders and transfers from CUI and APV accounts) and reduced gross written premiums, as explained on page 13, 14, 15 and 21 of this report.

Grupo Security's total equity amounted to CH\$749,040 million as of December 2018, +3.7% YoY, because profit for the year increased more than reserves.

The individual leverage ratio is defined in note 38 of Grupo Security's financial statements. Under the bondholder protection covenant, the individual leverage ratio may not exceed 0.4 measured on its quarterly standalone statement of financial position. Leverage is defined as the ratio of standalone financial liabilities, as presented in the FECU disclosures, and total equity. As of December 2018, this indicator reached 0.34, +517 YTD, explained by the increase in non-current financial liabilities due to the recent placement of the N1 bond for UF 1,500,000, as explained on page 2.

Consolidated financial expense coverage is the sum of profit before tax and finance costs, divided by finance costs. The majority of finance costs for this indicator are interest and indexation expenses for Grupo Security bonds. As of December 2018, consolidated financial expense coverage was 8.30 times, +3.5% YoY, reflecting the 7.1% YoY increase in profit before tax.

As of December 2018, revenue was CH\$1,006,181 million, -14.6% YoY. Of this, 43.4% corresponds to gross written premiums from Vida Security, which decreased 24.8% due to the reduction in gross written premiums at Vida Security (standalone) and the expiration of contract No. 5 for Disability and Survivor Insurance, as explained on pages 278 to 285 of this report. In addition, 48.5% of revenue was from interest and indexation on Bank loans, which grew 12.0% YoY, as explained on page 275. On the other hand, 5.8% of consolidated revenue corresponds to other income from interest earned mainly on Vida Security's investment portfolio, which did not perform well as a result of high volatility and market corrections, as mentioned on page 284 and 285 of this report.







For 2018, profit attributable to the equity holders of the parent was CH\$80,548 million, 7.8% YoY, while EBIDTA was CH\$106,745 million, +7.1 YoY. As of December 2018, return on equity was 11.24% (+34 b.p. YoY) and return on assets was 0.78% (+3 b.p. YoY) with earnings per share of CH\$21.8 (+0.3% YoY). These results can be explained by the results of each subsidiary, which are presented in detail throughout this report.

### **MARKET INFORMATION**

Grupo Security is structured into four main business areas. Each area includes the subsidiaries and divisions that share common business objectives. These four areas are: lending, insurance, asset management and other services.

Grupo Security is the parent company of a conglomerate of diversified companies engaged in the main sectors of the Chilean financial industry. Its subsidiaries Banco Security and Factoring Security provide lending services to companies and individuals. The subsidiary Seguros de Vida Security Previsión, Corredora de Seguros Security and Europ Assistance operate respectively in the life insurance and life annuity, insurance brokerage and travel assistance industries. Valores Security Corredora de Bolsa, Administradora General de Fondos Security and Securitizadora Security, complement the Group's offering of financial services by developing and distributing specialized financial products and personalized investment and asset management services.

Grupo Security's other services business area includes two subsidiaries engaged in the real estate (Inmobiliaria Security) and travel and tourism (Travel Security) industries. In addition, since 2001 the subsidiary Invest Security provides all group companies with shared services such as accounting, business risk and control, corporate culture, research and corporate IT services to support their development and technological requirements. In December 2014, Invest Security merged with Capital S.A., a wholly-owned subsidiary of Grupo Security.

### THE BANKING INDUSTRY

As of December 2018, the Chilean banking industry was made up of 19 financial institutions, including 1 state-owned bank (Banco Estado), 13 domestic banks and 5 branches of foreign banks. As of that date, industry loans totaled CH\$178,578,376 million (CH\$163,068,919 million excluding foreign subsidiaries). Equity totaled CH\$20,790,519 million while profit for the year 2018 was CH\$2,395,359 million, with return on average equity of 12.5%. The industry reported an efficiency ratio of 47.7%, measured as operating expenses over gross operating profit, and 1.9%, measured as operating expenses over total assets. The banking system posted a risk ratio of 2.44%, measured as loan loss provisions to total loans, and 1.90%, measured as 90-day nonperforming loans to total loans. As of December 2018, Banco Security had total loans of CH\$5,346,071 million, positioning it 8th in total loans with 3.0% of the Chilean market (3.3% excluding foreign subsidiaries).

### **FACTORING INDUSTRY**

Factoring has become an important source of alternative financing to complement traditional bank lending for small- and medium-sized









companies. This service allows customers to receive advances on receivables via a discount on their invoices, checks, promissory notes or other similar documents. It provides them immediate liquidity and reduces costs and inefficiencies by handing the collections process over to the factoring service provider. Although the industry is still maturing, several situations and regulatory changes have boosted growth recently, making it one of the financial sector industries with the best domestic and international outlook.

### **MUTUAL FUND INDUSTRY**

As of December 2018, the mutual fund industry reported average assets under management of CH\$37,637,881 million and 2,668,447 investors. Administradora General de Fondos Security boasted average assets under management of CH\$2,496,079 million as of December 2018, giving it a market share of 6.6% and a sixth-place industry ranking among the 21 fund managers operating in the market.

### STOCK BROKERAGE INDUSTRY

During 2018, market activity measured as value of shares traded increased 14.6% in comparison to 2017, reaching CH\$59,159 billion. Value of shares traded for Valores Security Corredores de Bolsa for the same period totaled CH\$2,707 billion with market share of 4.6%. Market share is calculated based on transactions on the Santiago Stock Exchange and the Chilean Electronic Stock Exchange.

### LIFE INSURANCE INDUSTRY

As of September 2018, there were 36 life insurance companies in Chile. Total gross written premiums for the industry were CH\$4,566,052 million for the period. The life insurance industry posted profit of CH\$324,503 million for the period ended September 2018. As of September 2018, Vida Security had market share of 5.9% based on gross written premiums.

# DIFFERENCES BETWEEN BOOK VALUES AND ECONOMIC VALUES AND/OR MARKET VALUES OF PRINCIPAL ASSETS

Grupo Security participates in the insurance and services businesses through its investments in related companies, mainly Europ Assistance and in private investment funds through Inmobiliaria Security. As of December 2018, investments accounted for using the equity method in the Consolidated Statements of Financial Position represent approximately 0.04% of total assets.

Goodwill, which represents the difference between the acquisition cost and the fair value of assets and liabilities, totaled CH\$119,067 million as of December 2018, equivalent to 1.13% of total assets.

Given the varying natures of the companies considered investments in related companies, their market value is normally higher than their carrying amount, which depends on the industry and the economic conditions they face.







### **RISK FACTORS**

#### **DEPENDENCE ON SUBSIDIARY RESULTS**

Grupo Security is the ultimate parent company of a conglomerate of companies and receives its income from subsidiary profits. As September 2018, Grupo Security had received the following dividends from subsidiaries: CH\$37,803 million (60% of 2017 profit) from Banco Security and CH\$3,751 million from Factoring Security (50% of 2017 profit).

It is important to point out that Grupo Security controls its main subsidiaries with an ownership interest of more than 90% in each subsidiary, which gives it flexibility in setting each subsidiary's investment policies based on growth requirements. This situation enables Grupo Security to increase its economic value by reinvesting its subsidiaries' profits while maintaining a flow of dividends to Grupo Security, which enables it to meet its financial obligations and pay dividends to its shareholders. This is especially true because of the vast diversification of the Company's revenue sources, with subsidiaries in various sectors of the financial industry.

### OTHER RISK FACTORS

### RISKS ASSOCIATED WITH GENERAL ECONOMIC PERFORMANCE

The performance of the Grupo Security subsidiaries is correlated to economic and financial conditions that, in turn, are dependent on monetary policy, which results in reduced growth of income and profit under restrictive conditions and the opposite under expansionary conditions

### **COMPETITION IN ALL GROUP BUSINESS AREAS**

The industries in which the Group competes are known for being highly competitive, especially the banking and insurance industries, and trending toward decreased margins. The mergers and alliances that arise between competitors are proof of the competition that Group companies face. Despite the potential challenges to the companies, the possible negative effects of competition are deemed to be offset by Grupo Security's solid brand image in its target market, strong customer loyalty and the niche strategy that drives the Group's development. This has allowed Grupo Security to earn a favorable market position with which to face future competition.

### **REGULATORY CHANGES**

The banking and insurance industries in which the Group does business are government-regulated and are consequently subject to potential regulatory changes over time. However, this risk is estimated to be low thanks to market transparency, the considerable development of these industries and their excellent global reputation.







### RISKS ASSOCIATED WITH THE FINANCIAL BUSINESS

#### **CREDIT RISK**

Credit risk is dependent on monetary policy, which ultimately determines a customers' payment capacity. In early 2008, a general deterioration was seen in the system's loan portfolio, which was reflected in higher risk and delinquency ratios. In the third quarter of 2011, trends in risk ratios began to shift, with an improvement in risk levels. Within this framework, Banco Security has consistently posted risk levels below industry averages.

#### **MARKET RISK**

The main market risks facing the Chilean banking industry are inflation and interest rate risk. As a result, Grupo Security has established market risk policies, procedures and limits to manage its maturity and exchange rate exposure in accordance with its own objectives and regulatory limits. In particular, the bank, its subsidiaries and the insurance companies have implemented a special system for controlling interest rate risk that also allows ongoing monitoring of their medium- and long-term investment portfolios.

### RISKS ASSOCIATED WITH INTERNATIONAL FINANCIAL MARKET VOLATILITY

The Chilean economy and its markets generally operate within international markets and may be affected by external shocks. The volatility of world financial markets and changes in global economic conditions can negatively affect the performance of local and international assets and risk premiums demanded by investors.

### **INTEREST RATE RISK**

As of December 31, 2018, the company has loans at reasonable rates based on current market conditions.

#### **FOREIGN EXCHANGE RISK**

Grupo Security has implemented the policy of matching foreign currency transactions with financial institutions to sales transactions in the same currency.

#### **COMMODITY RISK**

As of December 31, 2018, Grupo Security does not have any significant assets or liabilities in commodities.







### RISKS ASSOCIATED WITH THE INSURANCE BUSINESS

### **LOCAL FINANCIAL RISKS**

Decreases in medium- and long-term interest rates could affect the performance of life annuity-backing assets and guaranteed-return investment accounts when investments with shorter maturities must be made, creating a medium-term operating deficit.

### **MORTALITY AND MORBIDITY RATES**

Increases in morbidity rates could cause the number of catastrophic claims to rise in the medium-term and the number of medical reimbursement claims to increase in the short term. If companies do not adjust to the new structure of the mortality curves, the decrease in adult mortality rates could negatively affect the income expected from the annuities area.

### **INDUSTRY STRUCTURE**

The large number industry players can lead to company closures and mergers. Consequently, the current industry structure may vary, triggering adjustments to the structure of sales and operating margins.

### **RE-INSURANCE INDUSTRY**

The current trend toward concentration of re-insurance companies could affect the variety of coverage options and could prevent the reinsurance of risks that are currently backed thanks to the strong competition that until recently had existed in this market.

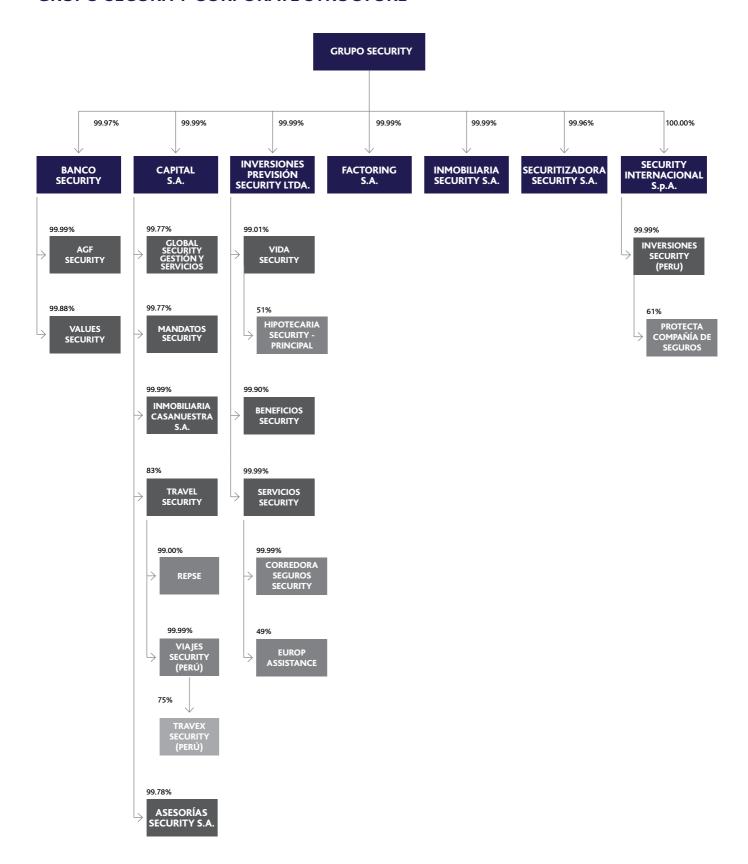








### **GRUPO SECURITY CORPORATE STRUCTURE**









# SUMMARY FINANCIAL STATEMENTS OF SUBSIDIARIES

### **BANCO SECURITY AND SUBSIDIARIES**

### TYPE OF COMPANY

Banking corporation.

### **TAXPAYER ID NUMBER**

97.053.000-2

### **SECURITIES REGISTRY**

Banco Security is not registered in the Securities Registry.

### **CORPORATE PURPOSE**

To undertake the business, contracts, transactions and operations appropriate for a commercial bank, in accordance with current legislation.

### **GENERAL BACKGROUND**

The company was formed by public instrument on August 26, 1981, signed before notary public Enrique Morgan Torres. The respective extract of the articles of incorporation was published in the Official Gazette on September 23, 1981.

### IMPORTANT INFORMATION

On April 1, 2001, Leasing Security S.A. merged with Banco Security at its book value with no effect on profit or loss. On October 1, 2004, Banco Security merged with Dresdner Bank Lateinamerika, after which time Grupo Security took control of 99.67% of the company Dresdner Bank Lateinamerika AG and 100% of the company Dresdner Bank Lateinamerika Corredora de Bolsa. This transaction was financed mainly through a capital increase from the Group's shareholders.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$302,047 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Banco Security and subsidiaries represent 58.52% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY(\*)

Banco Security provides banking services (mercantile current accounts, loans, lines of credit and overdraft, payment services, etc.) to the parent company, subsidiaries and associates of Grupo Security S.A. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

(") FIGURES FOR TRANSACTIONS BETWEEN THE PARENT COMPANY AND ITS SUBSIDIARIES AND ASSOCIATES CAN BE FOUND IN THE FINANCIAL STATEMENTS OF GRUPO SECURITY.

### **BOARD OF DIRECTORS**

| BOARD OF DIRECTORS      |                            |                                  |
|-------------------------|----------------------------|----------------------------------|
| CHAIRMAN                | Francisco Silva S.         | Chilean National ID: 4.103.061-5 |
| DIRECTORS               | Hernán Felipe Errázuriz C. | Chilean National ID: 4.686.927-3 |
|                         | Jorge Marín C.             | Chilean National ID: 7.639.707-4 |
|                         | Gustavo Pavez R.           | Chilean National ID: 4.609.215-5 |
|                         | Renato Peñafiel M.         | Chilean National ID: 6.350.390-8 |
|                         | Horacio Pavez G.           | Chilean National ID: 3.899.021-7 |
|                         | Ramón Eluchans O.          | Chilean National ID: 6.464.460-2 |
| ALTERNATE DIRECTOR:     | Mario Weiffenbach O.       | Chilean National ID: 4.868.153-0 |
| CHIEF EXECUTIVE OFFICER | Bonifacio Bilbao H.        | Chilean National ID: 9.218.210-K |









# **CONSOLIDATED STATEMENT OF FINANCIAL POSITION** FOR THE YEARS ENDED

|   | DECEMBER 31, 2018<br>MCH\$ | DECEMBER 31, 2017<br>MCH\$ |
|---|----------------------------|----------------------------|
| ASSETS  | 110114                     | 1.0                        |
| Cash and due from banks                                     | 394,332                    | 497,423                    |
| Transactions pending settlement                             | 35,628                     | 76,271                     |
| Financial instruments held for trading                      | 106,095                    | 94,439                     |
| Receivables from resale agreements and securities borrowing | _                          | _                          |
| Financial derivative instruments                            | 150,265                    | 132,750                    |
| Loans and advances to banks                                 | 10,730                     | -                          |
| Loans to customers  | 5,245,152                  | 4,753,782                  |
| Investments available for sale                              | 751,206                    | 678,542                    |
| Investments held to maturity                                | _                          | -                          |
| Investments in other companies                              | 2,095                      | 2,094                      |
| Intangible assets   | 46,624                     | 47,589                     |
| Property, plant and equipment                               | 22,656                     | 24,084                     |
| Current tax assets  | 2,053                      | 1,417                      |
| Deferred tax assets   | 23,248                     | 20,694                     |
| Other assets  | 143,691                    | 112,298                    |
| TOTAL ASSETS  | 6,933,775                  | 6,441,383                  |
| TOTAL ASSETS  | 0,933,773                  | 0,441,303                  |
| LIABILITIES   |                            |                            |
| Current accounts and other demand deposits                  | 654,814                    | 673,475                    |
| Transactions pending settlement                             | 16,903                     | 25,838                     |
| Payables from repurchase agreements and securities lending  | 34,003                     | 14,147                     |
| Savings accounts and time deposits                          | 2,964,066                  | 2,927,755                  |
| Financial derivative instruments                            | 117,962                    | 101,554                    |
|   | 223,071                    | 188,346                    |
| Borrowings from financial institutions  Debt issued         | 2,205,499                  | 1,786,574                  |
| Other financial liabilities                                 |                            |                            |
| Current tax liabilities                                     | 11,963<br>358              | 22,967<br>2,403            |
| Deferred tax liabilities                                    | 530                        | 2,403                      |
| Provisions Provisions                                       |                            | 26 745                     |
| Other liabilities   | 38,532                     | 36,745                     |
|   | 88,428                     | 108,556                    |
| TOTAL LIABILITIES   | 6,356,129                  | 5,888,360                  |
| EQUITY  |                            |                            |
| Attributable to owners of the bank:                         |                            |                            |
|   | 202.047                    | 202.047                    |
| Capital   | 302,047                    | 302,047                    |
| Reserves Valuation accounts                                 | 25,654                     | 26,246<br>3,958            |
| Valuation accounts Retained earnings                        | 243                        | 000,5                      |
|   | 100 700                    | 176 (01                    |
| Retained earnings from prior periods                        | 198,786                    | 176,601                    |
| Profit for the year   | 72,653                     | 63,022                     |
| Less: Minimum dividend provision                            | (21,796)                   | (18,907)                   |
|   | 577,587                    | 552,967                    |
|   |                            |                            |
| Non-controlling interests                                   | 59                         | 56                         |
| TOTAL EQUITY  | 577,646                    | 553,023                    |
| TOTAL HARMITIES AND FOLUTY                                  | 6 022                      | 6.471.555                  |
| TOTAL LIABILITIES AND EQUITY                                | 6,933,775                  | 6,441,383                  |





### **CONSOLIDATED STATEMENT OF INCOME**

FOR THE YEARS ENDED

|  | DECEMBER 31, 2018<br>MCH\$ | DECEMBER 31, 2017<br>MCH\$ |
|--|----------------------------|----------------------------|
| Interest and indexation income                         | 375,166                    | 331,383                    |
| Interest and indexation expense                        | (206,941)                  | (176,696)                  |
| NET INTEREST AND INDEXATION INCOME                     | 168,225                    | 154,687                    |
| Fee and commission income                              | 82,314                     | 77,563                     |
| Fee and commission expense                             | (13,560)                   | (12,728)                   |
| NET FEE AND COMMISSION INCOME                          | 68,754                     | 64,835                     |
| Net financial operating income                         | 23,736                     | 34,226                     |
| Net foreign exchange transactions                      | 3,215                      | (4,073)                    |
| Other operating income                                 | 4,634                      | 4,271                      |
| TOTAL OPERATING INCOME                                 | 268,564                    | 253,946                    |
| Provisions for loan losses                             | (41,550)                   | (42,026)                   |
| OPERATING INCOME, NET OF PROVISIONS FOR LOAN LOSSES    | 227,014                    | 211,920                    |
| Payroll and personnel expenses                         | (58,089)                   | (52,309)                   |
| Administrative expenses                                | (65,049)                   | (65,661)                   |
| Depreciation and amortization                          | (5,185)                    | (5,621)                    |
| Impairment   | (498)                      | (3,876)                    |
| Other operating expenses                               | (5,549)                    | (3,598)                    |
| TOTAL OPERATING EXPENSES                               | (134,370)                  | (131,065)                  |
| NET OPERATING INCOME                                   | 92,644                     | 80,855                     |
| THE OF ENAME INCOME                                    | 32,044                     | 00,033                     |
| Income attributable to investments in other companies  | 18                         | 26                         |
| PROFIT BEFORE TAX                                      | 92,662                     | 80,881                     |
| Income tax expense                                     | (20,006)                   | (17,855)                   |
| PROFIT FROM CONTINUING OPERATIONS                      | 72,656                     | 63,026                     |
| PROFIT FROM DISCONTINUED OPERATIONS                    | -                          | -                          |
| CONSOLIDATED PROFIT FOR THE YEAR                       | 72,656                     | 63,026                     |
| Attributable to:                                       |                            |                            |
| Owners of the Bank                                     | 72,653                     | 63,022                     |
| Non-controlling interests                              | 72,033                     | 4                          |
|  |                            |                            |
| Earnings per share attributable to owners of the Bank: | CH\$                       | CH\$                       |
| Basic earnings per share                               | 318                        | 297                        |
| Diluted earnings per share                             | 318                        | 297                        |







# **CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME** FOR THE YEARS ENDED

|  | DECEMBER 31, 2018<br>MCH\$ | DECEMBER 31, 2017<br>MCH\$ |
|--|----------------------------|----------------------------|
| CONSOLIDATED PROFIT FOR THE YEAR                                     | 72,656                     | 63,026                     |
| OTHER COMPREHENSIVE INCOME   |                            |                            |
| Valuation of investments available for sale                          | (8,064)                    | 1,813                      |
| Valuation of accounting hedges                                       | 2,976                      | (691)                      |
| Other comprehensive income   | -                          | -                          |
| Other comprehensive income (loss) before tax                         | (5,088)                    | 1,122                      |
| Income taxes related to other comprehensive income (loss)            | 1,373                      | (432)                      |
| TOTAL OTHER COMPREHENSIVE INCOME (LOSS)                              | (3,715)                    | 690                        |
|  |                            |                            |
| CONSOLIDATED OTHER COMPREHENSIVE INCOME FOR THE YEAR                 | 68,941                     | 63,716                     |
| Attributable to:   |                            |                            |
| Owners of the Bank   | 68,938                     | 63,712                     |
| Non-controlling interests  | 3                          | 4                          |
| Comprehensive earnings per share attributable to owners of the Bank: | CH\$                       | CH\$                       |
| BASIC EARNINGS PER SHARE   | 302                        | 300                        |
| DILUTED EARNINGS PER SHARE   | 302                        | 300                        |





# **STATEMENT OF CHANGES IN EQUITY** FOR THE YEARS ENDED

|   |                             |                   | ATTRIBUTAB                     | LE TO OWNERS         | OF THE BANK                     |   |                |   |                |
|---|-----------------------------|-------------------|--------------------------------|----------------------|---------------------------------|---|----------------|---|----------------|
|   |                             |                   |                                | RET                  | AINED EARNIN                    | IGS                                       |                |   |                |
|   | PAID-IN<br>CAPITAL<br>MCH\$ | RESERVES<br>MCH\$ | VALUATION<br>ACCOUNTS<br>MCH\$ | PRIOR YEARS<br>MCH\$ | PROFIT FOR<br>THE YEAR<br>MCH\$ | MINIMUM<br>DIVIDEND<br>PROVISION<br>MCH\$ | TOTAL<br>MCH\$ | NON-<br>CONTROLLING<br>INTERESTS<br>MCH\$ | TOTAL<br>MCH\$ |
| BALANCES AS OF JANUARY 1,<br>2017       | 252,047                     | 24,710            | 3,268                          | 146,239              | 50,604                          | (15,181)                                  | 461,687        | 50  | 461,737        |
| Reclassification of profit for the year | -                           | -                 | -                              | 50,604               | (50,604)                        | -   | -              | -   | -              |
| Dividends paid                          | -                           | -                 | -                              | (20,242)             | -                               | -   | (20,242)       | -   | (20,242)       |
| Minimum dividend provision              | -                           | -                 | -                              | -                    | -                               | 15,181                                    | 15,181         | -   | 15,181         |
| Other equity movements                  | -                           | 1,536             | -                              | -                    | -                               | -   | 1,536          | 2   | 1,538          |
| Capital increase                        | 50,000                      | -                 | -                              | -                    | -                               | -   | 50,000         | -   | 50,000         |
| Investments available for sale          | -                           | -                 | 1,194                          | -                    | -                               | -   | 1,194          | -   | 1,194          |
| Accounting hedges                       | -                           | -                 | (504)                          | -                    | -                               | -   | (504)          | -   | (504)          |
| Profit for the year                     | -                           | -                 | -                              | -                    | 63,022                          | -   | 63,022         | 4   | 63,026         |
| Minimum dividend provision              | -                           | -                 | -                              | -                    | -                               | (18,907)                                  | (18,907)       | -   | (18,907)       |
| BALANCES AS OF DECEMBER 31, 2017        | 302,047                     | 26,246            | 3,958                          | 176,601              | 63,022                          | (18,907)                                  | 552,967        | 56  | 553,023        |
| AC OF IANIHARY 1 2010                   | 202.047                     | 26.246            | 2.050                          | 176 601              | 62.022                          | (10.007)                                  | FF2.067        | F.C.                                      | FF2 022        |
| AS OF JANUARY 1, 2018                   | 302,047                     | 26,246            | 3,958                          | 176,601              | 63,022                          | (18,907)                                  | 552,967        | 56  | 553,023        |
| Reclassification of profit for the year | -                           | -                 | -                              | 63,022               | (63,022)                        | -   | -              | -   | -              |
| Dividends paid                          | -                           | -                 | -                              | (37,813)             | -                               | -   | (37,813)       | -   | (37,813)       |
| Minimum dividend provision              | -                           | -                 | -                              | -                    | -                               | 18,907                                    | 18,907         | -   | 18,907         |
| Adjustment for IFRS adoption            | -                           | -                 | -                              | (3,174)              | -                               | -   | (3,174)        | -   | (3,174)        |
| Other equity movements                  | -                           | (592)             | -                              | 150                  | -                               | -   | (442)          | -   | (442)          |
| Capital increase                        | -                           | -                 | -                              | -                    | -                               | -   | -              | -   | -              |
| Investments available for sale          | -                           | -                 | (5,887)                        | -                    | -                               | -   | (5,887)        | -   | (5,887)        |
| Accounting hedges                       | -                           | -                 | 2,172                          | -                    | -                               | -   | 2,172          | -   | 2,172          |
| Profit for the year                     | _                           | -                 | -                              | -                    | 72,653                          | -   | 72,653         | 3   | 72,656         |
| Minimum dividend provision              | -                           | -                 | -                              | -                    | -                               | (21,796)                                  | (21,796)       | -   | (21,796)       |
| AS OF DECEMBER 31, 2018                 | 302,047                     | 25,654            | 243                            | 198,786              | 72,653                          | (21,796)                                  | 577,587        | 59  | 577,646        |









# **CONSOLIDATED STATEMENTS OF CASH FLOWS** FOR THE YEARS ENDED

|  | DECEMBER 31, 2018<br>MCH\$ | DECEMBER 31, 2017<br>MCH\$ |
|--|----------------------------|----------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES:  |                            |                            |
| Consolidated profit before tax   | 92,662                     | 80,881                     |
| Charges (credits) to profit that do not represent cash flows:                  |                            |                            |
| Provisions for loan losses   | 41,550                     | 42,026                     |
| Depreciation and amortization  | 5,185                      | 5,621                      |
| Impairment   | 498                        | 3,876                      |
| Other provisions   | 1,843                      | 1,502                      |
| Operational write-offs   | 137                        | 46                         |
| Changes in deferred tax assets and liabilities                                 | (2,050)                    | (152)                      |
| Valuation of investments in trading book                                       | 15                         | 1,458                      |
| Valuation of trading derivatives   | (1,107)                    | (14,315)                   |
| Income attributable to investments in other companies                          | (18)                       | (26)                       |
| Gain on sales of repossessed or awarded assets                                 | (269)                      | (30)                       |
| Net fee and commission income  | (68,754)                   | (64,835)                   |
| Net interest and indexation income   | (161,630)                  | (154,687)                  |
| Other credits that do not represent cash flows                                 | (7,509)                    | (262)                      |
| Changes in operating assets and liabilities:                                   |                            |                            |
| (Increase) decrease in loans and advances to banks                             | (10,693)                   | 238                        |
| Increase in loans to customers   | (475,766)                  | (379,891)                  |
| (Increase) decrease in investments   | (85,567)                   | 105,376                    |
| (Increase) decrease in leased assets   | (8,693)                    | 14,935                     |
| Sale of repossessed or awarded assets  | 1,041                      | 317                        |
| Increase (decrease) in current accounts and other demand deposits              | (18,655)                   | 103,439                    |
| Increase (decrease) in sales with repurchase agreements and securities lending | 19,830                     | (12,861)                   |
| Increase (decrease) in savings accounts and time deposits                      | 36,358                     | (114,976)                  |
| Net change in letters of credit  | (3,055)                    | (5,073)                    |
| Net change in senior bonds   | 402,168                    | 221,877                    |
| Increase in other assets and liabilities                                       | (53,115)                   | (22,610)                   |
| Recovered taxes  | 543                        | 24                         |
| Interest and indexation received   | 357,777                    | 341,955                    |
| Interest and indexation paid   | (242,916)                  | (184,235)                  |
| Fees and commissions received  | 82,314                     | 69,709                     |
| Fees and commissions paid  | (13,560)                   | (12,728)                   |
| NET CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES                      | (111,436)                  | 26,599                     |
| CASH FLOWS FROM INVESTING ACTIVITIES:  |                            |                            |
| Purchase of property, plant and equipment                                      | (2,192)                    | (985)                      |
| Intangible assets acquired   | (2,739)                    | (1,608)                    |
| Sale of property, plant and equipment  | 1,676                      | -                          |
| NET CASH FLOWS USED IN INVESTING ACTIVITIES                                    | (3,255)                    | (2,593)                    |
| CASH FLOWS FROM FINANCING ACTIVITIES:  |                            |                            |
| Increase (decrease) in borrowings from domestic financial institutions         | (115)                      | 110                        |
| Increase in foreign interbank loans  | 34,526                     | 29,703                     |
| Variation in Central Bank obligations  | -                          | -                          |
| Increase (decrease) in other financial liabilities                             | (10,914)                   | 3,774                      |
| Net change in subordinated bonds   | (5,789)                    | (6,868)                    |
| Capital increase   | -                          | 50,000                     |
| Dividends paid   | (37,813)                   | (20,242)                   |
| NET CASH FLOWS PROVIDED BY (USED IN) FINANCING ACTIVITIES                      | (20,105)                   | 56,477                     |
| TOTAL POSITIVE (NEGATIVE) NET CASH FLOWS                                       | (134,796)                  | 80,483                     |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR                                 | 547,856                    | 467,377                    |
| EFFECT OF NON-CONTROLLING INTERESTS  | (3)                        | (4)                        |
| CASH AND CASH EQUIVALENTS AT END OF YEAR                                       | 413,057                    | 547,856                    |
|  | ,                          | ,                          |

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### **VALORES SECURITY S.A. CORREDORES DE BOLSA**

### **TYPE OF COMPANY**

Corporation, subsidiary of Banco Security.

#### **TAXPAYER ID NUMBER**

96.515.580-5

### **SECURITIES REGISTRY**

Valores Security is registered under number 0111 in the Securities Registry.

#### **CORPORATE PURPOSE**

To undertake various businesses, including trading equities (stockbroking), fixed income, foreign currency, portfolio management and financial advisory services.

### **GENERAL BACKGROUND**

This subsidiary was incorporated by public instrument on April 10, 1987. In accordance with current laws and regulations on the securities market and corporations, the company is registered in the Santiago Commerce Registry under number 3,630 for the year 1987.

### IMPORTANT INFORMATION

The subsidiary was also registered in the SVS Registry of Securities Brokers and Agents under No. 0111 on June 2, 1987. On October 16, 1997, at an extraordinary shareholders' meeting, the shareholders agreed to change the company's name to "Valores Security S.A. Corredores de Bolsa". On August 27, 2004, at an extraordinary shareholders' meeting, the shareholders approved the merger between the company and Dresdner Lateinamerika S.A. Corredores de Bolsa. Then, in Ordinary Ruling 10098 dated October 27, 2004, the Chilean Securities and Insurance Supervisor approved the merger by absorption of Dresdner Lateinamerika S.A. Corredores de Bolsa and Valores Security S.A. Corredores de Bolsa, whereby the latter would absorb all assets and liabilities of Dresdner Lateinamerika S.A. Corredores de Bolsa, and be the legal successor of its rights and obligations as of October 1, 2004.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$36,394 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Valores Security S.A. Corredores de Bolsa represent 4.44% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Valores Security provides a variety of services to the subsidiaries and associates of Grupo Security S.A., as well as to the parent company. For Banco Security, it provides advisory services, fixed-income and currency trading services and forwards. For Administradora General de Fondos S.A. and Asesorías Security, it also provides services to buy and sell financial instruments, stocks and dollars, as well as other advisory services and forward contracts. For the Group's insurance area, Valores Security performs transactions related to insurance policies for Penta-Security Seguros Generales S.A. and Seguros Vida Security Previsión S.A., and insurance brokerage for Corredora de Seguros Security. For Travel Security S.A., it assists with ticket purchases and for Global Security it provides credit check processing services. It also provides data processing and phone services as well as auditing and accounting services for Inversiones Invest Security Ltda. It provides financial services for Inversiones Seguros Security Ltda. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

CHAIRMAN: Enrique Menchaca O. Chilean National ID: 6.944.388-5

DIRECTORS: Fernando Salinas P. Chilean National ID: 8.864.773-4

Hitoshi Kamada L. Chilean National ID: 21.259.467-9

CHIEF EXECUTIVE OFFICER: Rodrigo Fuenzalida B. Chilean National ID: 10.328.181-4





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 127,158.9       | 134,585.3     |
| Non-current assets                          | 1,939.1         | 1,787.7       |
| TOTAL ASSETS                                | 129,098.0       | 136,373.1     |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 85,211.7        | 94,374.4      |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 43,886.3        | 41,998.7      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 129,098.0       | 136,373.1     |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 19,661.1        | 20,005.5      |
| Non-operating loss                               | (17,312.7)      | (17,054.3)    |
| PROFIT BEFORE TAX                                | 2,348.4         | 2,951.3       |
| Income tax expense                               | (225.4)         | (493.1)       |
| PROFIT FOR THE YEAR                              | 2,123.0         | 2,458.2       |
| Loss attributable to owners of the parent        | (225.4)         | (493.1)       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (8,601.1)       | (5,230.0)     |
| Net cash flows from investing activities  | (115.5)         | 115.5         |
| Net cash flows from financing activities  | (538.1)         | (658.6)       |
| NET DECREASE IN CASH                      | (9,254.6)       | (5,773.1)     |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (9,254.6)       | (5,773.1)     |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 36,393.6        | 36,393.6      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (2,399.4)       | (2,014.0)     |
| Retained earnings                           | 9,892.2         | 7,619.1       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 43,886.3        | 41,998.7      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 43,886.3        | 41,998.7      |







### ADMINISTRADORA GENERAL DE FONDOS SECURITY S.A.

### **TYPE OF COMPANY**

Corporation, subsidiary of Banco Security.

### **SECURITIES REGISTRY**

Administradora General de Fondos Security S.A. is registered under number 0112 in the Securities Registry.

### **TAXPAYER ID NUMBER**

96.639.280-0

### **CORPORATE PURPOSE**

General fund administrator (asset management).

### **GENERAL BACKGROUND**

The company was incorporated by public instrument on May 26, 1992, and licensed to operate on June 2, 1992, by the Securities and Insurance Supervisor in Exempt Ruling 0112. The Company is regulated by the Securities and Insurance Supervisor and the provisions of DL 1,328 and its regulations. In ruling 288 dated September 17, 2003, the Securities and Insurance Supervisor approved amendments to the bylaws of Sociedad Administradora de Fondos Mutuos Security S.A., agreed upon in an extraordinary shareholders' meeting held on July 4, 2003. These amendments to the bylaws included changing the type of company to a general fund administrator in accordance with Section XX VII of Law No. 18,045. The funds managed by the company are subject to the special legal regulations contained in Decree Law No. 1,328 and its corresponding regulations, which are monitored by the Securities and Insurance Supervisor.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$3,354 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Administradora General de Fondos Security S.A. represent 6.21% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Administradora General de Fondos Security S.A. provides investment services for purchasing fund units to all subsidiaries and associates of Grupo Security S.A., as well as to the parent company. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.  | Chilean National ID: 4.103.061-5 |
|--------------------------|---------------------|----------------------------------|
| DIRECTORS:               | Carlos Budge C.     | Chilean National ID: 7.011.490-9 |
|                          | Gonzalo Baraona B.  | Chilean National ID: 7.054.341-9 |
|                          | Renato Peñafiel M.  | Chilean National ID: 6.350.390-8 |
|                          | Bonifacio Bilbao H. | Chilean National ID: 9.218.210-K |
| CHIEF EXECUTIVE OFFICER: | Juan Pablo Lira T.  | Chilean National ID: 7.367.430-1 |





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 52,737.4        | 46,008.0      |
| Non-current assets                          | 11,384.6        | 11,510.1      |
| TOTAL ASSETS                                | 64,122.0        | 57,518.1      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 2,849.3         | 2,602.2       |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 61,272.7        | 54,915.9      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 64,122.0        | 57,518.1      |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 18,579.1        | 16,706.6      |
| Non-operating loss                               | (10,357.3)      | (8,275.8)     |
| PROFIT BEFORE TAX                                | 8,221.8         | 8,430.9       |
| Income tax expense                               | (1,659.0)       | (1,765.3)     |
| PROFIT FOR THE YEAR                              | 6,562.8         | 6,665.6       |
| Profit attributable to owners of the parent      | 6,562.8         | 6,665.6       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (1,177.8)       | 3,463.2       |
| Net cash flows from investing activities             | 11,917.4        | 9,974.7       |
| Net cash flows from financing activities             | (11,788.7)      | (11,453.4)    |
| NET INCREASE (DECREASE) IN CASH                      | (1,049.1)       | 1,984.5       |
| Effect of exchange rate changes on cash              | 232.9           | (12.8)        |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (816.2)         | 1,971.7       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 3,353.6         | 3,353.6       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 708.2           | 914.1         |
| Retained earnings                           | 57,210.9        | 50,648.2      |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 61,272.7        | 54,915.9      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 61,272.7        | 54,915.9      |









### **FACTORING SECURITY S.A.**

### **TYPE OF COMPANY**

Privately held corporation.

### **TAXPAYER ID NUMBER**

96.655.860-1

### **SECURITIES REGISTRY**

Factoring Security S.A. is registered under number 1003 in the Securities Registry.

### **CORPORATE PURPOSE**

The company's corporate purpose includes buying, selling and investing in all kinds of intangible property such as stock, promissory shares, bonds, promissory notes, savings plans, units or rights in all kinds of companies, whether civil, commercial or mining in nature, bodies corporate or associations, and in all kinds of securities; engaging in "factoring" operations, including acquiring, from any company or individual, accounts receivable backed by invoices, letters of exchange, promissory notes or other documents, with or without recourse and with or without advance on the documents; granting financing secured by the referenced documents and managing accounts receivable; providing management, market study, research, customer rating and general advisory services; managing investments and receiving profits or income; and all other supplementary activities.

### **GENERAL BACKGROUND**

The company was formed on November 26, 1992, before notary public Enrique Morgan Torres. A summary of this public instrument was published in the Official Gazette on December 12, 1992, and registered in the Santiago Commerce Registry. Through public instrument dated October 20, 1997, its name was changed to Factoring Security S.A.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$15,218 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Factoring Security S.A. represent 4.68% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.   | Chilean National ID: 4.103.061-5 |
|--------------------------|----------------------|----------------------------------|
| DIRECTORS:               | Renato Peñafiel M.   | Chilean National ID: 6.350.390-8 |
|                          | Ramón Eluchans O.    | Chilean National ID: 6.464.460-2 |
|                          | Mario Weiffenbach O. | Chilean National ID: 4.868.153-0 |
|                          | Gonzalo Pavez A.     | Chilean National ID: 9.417.024-9 |
| CHIEF EXECUTIVE OFFICER: | Ignacio Prado R.     | Chilean National ID: 7.106.815-3 |





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 350,879.8       | 301,039.1     |
| Non-current assets                          | 3,761.0         | 3,534.4       |
| TOTAL ASSETS                                | 354,640.8       | 304,573.5     |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 267,200.2       | 223,249.0     |
| Non-current liabilities                     | 41,263.0        | 40,166.4      |
| Equity attributable to owners of the parent | 46,177.6        | 41,158.1      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 354,640.8       | 304,573.5     |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 22,410.8        | 20,883.0      |
| Non-operating loss                               | (11,682.7)      | (11,610.7)    |
| PROFIT BEFORE TAX                                | 10,728.1        | 9,272.3       |
| Income tax expense                               | (2,573.0)       | (1,770.3)     |
| PROFIT FOR THE YEAR                              | 8,155.1         | 7,502.0       |
| Profit attributable to owners of the parent      | 8,155.1         | 7,502.0       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (46,746.3)      | 46,333.9      |
| Net cash flows from investing activities  | 2,486.4         | (4,947.2)     |
| Net cash flows from financing activities  | 43,812.5        | (41,984.4)    |
| NET DECREASE IN CASH                      | (447.4)         | (597.7)       |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (447.4)         | (597.7)       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 15,217.7        | 15,217.7      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (1,635.2)       | (2,250.6)     |
| Retained earnings                           | 32,595.1        | 28,191.0      |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 46,177.6        | 41,158.1      |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 46,177.6        | 41,158.1      |







### **ASESORIAS SECURITY S.A. AND SUBSIDIARIES**

### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

96.803.620-3

#### **SECURITIES REGISTRY**

Asesorías Security S.A. is not registered in the Securities Registry.

### **CORPORATE PURPOSE**

The company's corporate purpose includes providing financial, economic, business, accounting, legal, debt restructuring and corporate advisory services, conducting studies of all types related to the aforementioned advisory services; making capital and other investments in all kinds of property, tangible or intangible; for these purposes, the company may acquire, conserve, sell, dispose of and negotiate in any way and at any title all kinds of stock, bonds, debentures, securities and receive their earnings and income, make investments in order to form, hold an interest in or represent all kinds of domestic or foreign companies or enterprises engaged in a similar line of business and that are of interest to the company.

### **GENERAL BACKGROUND**

The company was formed as a privately held corporation by public instrument dated August 30, 1996. During 2002, the businesses of Merchant Security S.A. and its subsidiaries Securitizadora Security GMACRFC S.A. and Asesorías Security were restructured. Asesorías Security took over all international asset management advisory services and the decision was made to discontinue the financial advisory services provided by Merchant Security, which involved closing the business segment and complying with all obligations and mandates in force at that time. This process was completed in late 2002. Merchant Security S.A. also acquired all of the shares of its subsidiary Asesorías Security not owned at that time, coming to own 100% of the share capital of that subsidiary and resulting in a merger by absorption. Its name was then changed from Merchant Security S.A. to Asesorías Security S.A. In November 2005, Asesorías Security S.A. sold its interest in Securitizadora Security GMACRFC S.A., to Grupo Security S.A.

### SUBSCRIBED AND PAID-IN CAPITAL

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Asesorías Security S.A. and subsidiaries represent 0.02% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Asesorías Security provides international asset management advisory services to Grupo Security, Administradora General de Fondos and Vida Security. It also became the placement agent for mutual fund units managed by Administradora General de Fondos Security and a distributor for the products offered by Valores Security. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

CHAIRMAN: Francisco Silva S. Chilean National ID: 4.103.061-5

DIRECTORS: Renato Peñafiel M. Chilean National ID: 6.350.390-8

Carlos Budge C. Chilean National ID: 7.011.490-9

CHIEF EXECUTIVE OFFICER: Carlos Budge C. Chilean National ID: 7.011.490-9





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 173.9           | 163.2         |
| Non-current assets                          | 87.5            | 93.8          |
| TOTAL ASSETS                                | 261.4           | 257.0         |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 60.3            | 48.0          |
| Non-current liabilities                     | 0.8             | 1.3           |
| Equity attributable to owners of the parent | 200.3           | 207.8         |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 261.4           | 257.0         |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 40.3            | 0.0           |
| Non-operating loss                               | (38.3)          | (74.1)        |
| PROFIT (LOSS) BEFORE TAX                         | 2.0             | (74.1)        |
| Income tax benefit (expense)                     | (9.5)           | 4.5           |
| LOSS FOR THE YEAR                                | (7.5)           | (69.7)        |
| Loss attributable to owners of the parent        | (7.5)           | (69.7)        |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (381.4)         | 3,673.0       |
| Net cash flows from investing activities  | (1.4)           | (3.1)         |
| Net cash flows from financing activities  | 405.2           | (3,619.3)     |
| NET INCREASE IN CASH                      | 22.4            | 50.6          |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 22.4            | 50.6          |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 1,030.7         | 1,030.7       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.0             | 0.0           |
| Accumulated losses                          | (830.5)         | (822.9)       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 200.3           | 207.8         |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 200.3           | 207.8         |







### SECURITIZADORA SECURITY S.A.

#### TYPE OF COMPANY

Privately held corporation.

### **TAXPAYER ID NUMBER**

96.847.360-3

#### **SECURITIES REGISTRY**

Securitizadora Security S.A. is registered under number 640 in the Securities Registry.

#### **CORPORATE PURPOSE**

The company's exclusive corporate purpose is to acquire the loans referred to in article 135 of Law No. 18,045 of the year 1981 and other supplementary regulations, and issue short- and long-term debt securities.

### **GENERAL BACKGROUND**

The company was formed as a privately held corporation by public instrument dated October 21, 1997, signed before notary public Álvaro Bianchi Rosas. The company was licensed to operate by the Securities and Insurance Supervisor in exempt ruling 369 dated December 12, 1997, which also approved its bylaws. The certificate issued by this agency containing a summary of the corporate bylaws was recorded in the Commerce Registry of the Santiago Real Estate Registrar in 1997 on page 31,310, number 25,367 and published in the Official Gazette on December 23, 1997. In November 2005, Securitizadora Security S.A. was acquired by and became a direct subsidiary of Grupo Security S.A. At an extraordinary shareholders' meeting held on November 29, 2005, the shareholders agreed to change the company's name to Securitizadora Security GMAC-RFC S.A. In August 2008, Grupo Security S.A. acquired 2,065 shares of Securitizadora Security GMAC¬RFC from GMAC-RFC Chile Inversiones Limitada. As a result, Grupo Security owns 99.98% of the company with the remaining 0.02% held by Asesorías Security S.A. At an extraordinary shareholders' meeting held on September 22, 2008, the shareholders agreed to change the company's name to "Securitizadora Security S.A." and processed the respective instrument on September 25, 2008, before the notary public Guillermo Le-Fort Campo. In an ordinary board meeting held on December 29, 2009, the Board accepted the resignation of the director Ramón Eluchans Olivares, which was reported to the Securities and Insurance Supervisor in a essential event filing. In an extraordinary board meeting held on December 30, 2009, the Board unanimously approved a General Transitory Policy for Ordinary Customary Transactions with Related Parties, which are within its line of business and are intended to contribute to the corporate interest and comply with arm's length principles regarding price, terms and conditions, in accordance with letter b), paragraph 2 of article 147 of the Corporations Law (modified by No. 20,382 of October 2009), reported in a essential event filing to the Securities and Insurance Supervisor on January 4, 2010. At an annual general shareholders' meeting held on April 30, 2010, the shareholders agreed to appoint new external auditors, Deloitte Auditores y Consultores Limitada, for the year 2010, and also appointed a new director, Andrés Tagle Domínguez. The company's legal address and main office (headquarters) are located in the city of Santiago at Av. Apoquindo N°3.150 Piso 7, and its web page is www.securitizadorasecurity.cl.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$3,468 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Securitizadora Security S.A. represent 0.45% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

The company's services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.     | Chilean National ID: 4.103.061-5 |
|--------------------------|------------------------|----------------------------------|
| DIRECTORS:               | Christian Sinclair M.  | Chilean National ID: 6.379.747-2 |
|                          | Renato Peñafiel M.     | Chilean National ID: 6.350.390-8 |
|                          | Carlos Budge C.        | Chilean National ID: 7.011.490-9 |
|                          | Andrés Tagle D.        | Chilean National ID: 5.895.255-9 |
| CHIEF EXECUTIVE OFFICER: | Juan Enrique Montes M. | Chilean National ID: 9.253.937-7 |





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 25,208.3        | 9,015.1       |
| Non-current assets                          | 73.4            | 762.0         |
| TOTAL ASSETS                                | 25,281.7        | 9,777.0       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 20,812.6        | 6,902.8       |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 4,469.1         | 2,874.2       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 25,281.7        | 9,777.0       |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 3,990.6         | 1,003.8       |
| Non-operating income (loss)                      | (1,307.1)       | 145.9         |
| PROFIT BEFORE TAX                                | 2,683.5         | 1,149.7       |
| Income tax expense                               | (679.7)         | (278.1)       |
| PROFIT FOR THE YEAR                              | 2,003.8         | 871.6         |
| Profit attributable to owners of the parent      | 2,003.8         | 871.6         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 5,894.7         | 8,764.2       |
| Net cash flows from investing activities  | (17,166.9)      | (1.5)         |
| Net cash flows from financing activities  | 11,911.0        | (8,693.6)     |
| NET INCREASE IN CASH                      | 638.8           | 69.0          |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 638.8           | 69.0          |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 3,468.2         | 3,468.2       |
| Share premium                               | 25.6            | 25.6          |
| Other reserves                              | 6.3             | 0.0           |
| Retained earnings (accumulated losses)      | 969.0           | (619.6)       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 4,469.1         | 2,874.2       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 4,469.1         | 2,874.2       |

PAGE







## INVERSIONES PREVISIÓN SECURITY LTDA. AND SUBSIDIARIES

### **TYPE OF COMPANY**

Limited liability company.

### **TAXPAYER ID NUMBER**

78.769.870-0

### **SECURITIES REGISTRY**

Inversiones Seguros Security Ltda. is not registered in the Securities Registry.

### **CORPORATE PURPOSE**

The company's corporate purpose includes managing all kinds of businesses on its own or on behalf of third parties, providing corporate management services, acquiring and maintaining all kinds of tangible or intangible assets, real estate or personal property, securities, commercial paper or loan instruments; temporarily assigning the use or enjoyment of any of these assets under any title: disposing of these assets or their natural or civil profits under any title, whether accrued, pending or received at the time of disposal, and making use of the civil and natural profits of the assets acquired by the company.

### **GENERAL BACKGROUND**

The company was formed by public instrument on November 28, 1995, signed before notary public Raúl Undurraga Laso. It was registered in the Santiago Commerce Registry on page 29,562, number 23,698 and a summary was published in the Official Gazette on December 5, 1995. Its name was changed to Inversiones Seguros Security and its capital was increased as recorded in public instrument dated December 29, 1998, a summary of which was published in the Official Gazette on January 4, 1999. On November 10, 2017, the company's name was changed to "Inversiones Previsión Security Ltda".

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$175,957 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Inversiones Previsión Security Limitada and subsidiaries represent 19.76% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

This is a holding company and, therefore, all business relationships are carried out through its subsidiaries.

### **AGENTS:**

Renato Peñafiel M. Chilean National ID: 6.350.390-8 Francisco Silva S. Chilean National ID: 4.103.061-5





### **SUMMARIZED FINANCIAL STATEMENTS**

AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 2,401,502.7     | 2,475,557.0   |
| Non-current assets                          | 297,523.2       | 359,524.5     |
| TOTAL ASSETS                                | 2,699,025.9     | 2,835,081.5   |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 2,437,276.4     | 2,533,528.1   |
| Non-current liabilities                     | 61,793.6        | 112,951.9     |
| Equity attributable to owners of the parent | 195,020.6       | 173,737.2     |
| Non-controlling interests                   | 4,935.4         | 14,864.3      |
| TOTAL LIABILITIES AND EQUITY                | 2,699,026.0     | 2,835,081.5   |

| STATEMENT OF INCOME                                     | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Gross profit  | 71,718.8        | 76,116.0      |
| Non-operating loss                                      | (42,864.9)      | (64,505.3)    |
| PROFIT BEFORE TAX                                       | 28,853.9        | 11,610.7      |
| Income tax expense                                      | (764.7)         | (2,921.5)     |
| PROFIT FOR THE YEAR                                     | 28,089.2        | 8,689.2       |
| Profit attributable to owners of the parent             | 27,372.7        | 10,506.7      |
| PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 716.5           | (1,817.5)     |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (40,174.2)      | 2,034.9       |
| Net cash flows from investing activities  | 29,818.5        | 2,955.7       |
| Net cash flows from financing activities  | 10,177.4        | (17,647.7)    |
| NET DECREASE IN CASH                      | (178.3)         | (12,657.1)    |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (178.3)         | (12,657.1)    |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 175,956.8       | 162,456.8     |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (59,797.1)      | (49,494.0)    |
| Retained earnings                           | 78,860.8        | 60,774.3      |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 195,020.6       | 173,737.2     |
| Non-controlling interests                   | 4,935.4         | 14,864.3      |
| TOTAL EQUITY                                | 199,956.0       | 188,601.5     |







## SEGUROS VIDA SECURITY PREVISIÓN S.A.

### **TYPE OF COMPANY**

Publicly traded corporation.

### **TAXPAYER ID NUMBER**

99.301.000-6

### **SECURITIES REGISTRY**

Seguros Vida Security Previsión S.A. is registered under number 22 in the Securities Registry.

### **CORPORATE PURPOSE**

Life insurance.

#### **GENERAL BACKGROUND**

The company was incorporated by public instrument on August 24, 1981, signed before notary public Eduardo Avello Arellano, and licensed to operate on September 29, 1981, in ruling 561-S. It was registered in the Santiago Commerce Registry on page 18,847, number 10,385 on October 31, 1981, and published in the Official Gazette on October 10, 1981. On January 16, 1998, amendments to the bylaws were registered to change the company's name to "Seguros Previsión Vida S.A.", and a summary of the instrument was published in the Official Gazette on January 20, 1998. It is registered in the Securities Registry under number 022 and is subject to the oversight of the Securities and Insurance Supervisor. On March 11, 2002, at an extraordinary general shareholders' meeting, the shareholders agreed to change the company's name to Seguros Vida Security Previsión S.A. as of May 2002.

### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$137,403 million.

### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Seguros Vida Security Previsión S.A. represent 17.11% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Vida Security provides life insurance policies for the employees of Banco Security, Factoring Security, Assorías Security, Inmobiliaria Security, Administradora de Fondos Mutuos, Grupo Security, Valores Security, Securitizadora Security GMAC¬RFC, Global Security and Inversiones Invest Security. Vida Security also sells travel assistance insurance to corporate and individual customers of Travel Security. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.       | Chilean National ID: 4.103.061-5 |
|--------------------------|--------------------------|----------------------------------|
| VICE CHAIRMAN:           | Renato Peñafiel M.       | Chilean National ID: 6.350.390-8 |
| DIRECTORS:               | Juan Cristóbal Pavez R.  | Chilean National ID: 9.901.478-4 |
|                          | Francisco Juanicotena S. | Chilean National ID: 5.201.352-6 |
|                          | Andrés Tagle D.          | Chilean National ID: 5.895.255-9 |
|                          | Álvaro Vial G.           | Chilean National ID: 5.759.348-2 |
|                          | Gonzalo Pavez A.         | Chilean National ID: 9.417.024-9 |
| CHIEF EXECUTIVE OFFICER: | Alejandro Alzérreca L.   | Chilean National ID: 7.050.344-1 |





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 2,386,718.4     | 2,460,784.0   |
| Non-current assets                          | 229,670.0       | 291,788.7     |
| TOTAL ASSETS                                | 2,616,388.4     | 2,752,572.7   |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 2,439,648.4     | 2,537,164.6   |
| Non-current liabilities                     | 2,928.2         | 47,767.0      |
| Equity attributable to owners of the parent | 170,537.8       | 156,181.0     |
| Non-controlling interests                   | 3,274.0         | 11,460.1      |
| TOTAL LIABILITIES AND EQUITY                | 2,616,388.4     | 2,752,572.7   |

| STATEMENT OF INCOME                                     | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Gross profit  | 65,677.7        | 69,876.3      |
| Non-operating loss                                      | (34,595.2)      | (56,020.9)    |
| PROFIT BEFORE TAX                                       | 31,082.5        | 13,855.5      |
| Income tax expense                                      | (505.6)         | (2,703.8)     |
| PROFIT FOR THE YEAR                                     | 30,576.9        | 11,151.7      |
| Profit attributable to owners of the parent             | 30,158.9        | 13,258.2      |
| PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 418.0           | (2,106.5)     |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (42,410.7)      | 9,822.7       |
| Net cash flows from investing activities             | 29,893.9        | (1,056.6)     |
| Net cash flows from financing activities             | 11,611.1        | (7,201.8)     |
| NET INCREASE (DECREASE) IN CASH                      | (905.7)         | 1,564.4       |
| Effect of exchange rate changes on cash              | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (905.7)         | 1,564.4       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 137,402.6       | 122,406.8     |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (23,850.0)      | (12,155.9)    |
| Retained earnings                           | 56,985.2        | 45,930.1      |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 170,537.8       | 156,181.0     |
| Non-controlling interests                   | 3,274.0         | 11,460.1      |
| TOTAL EQUITY                                | 173,811.8       | 167,641.1     |







# HIPOTECARIA CRUZ DEL SUR PRINCIPAL S.A.

#### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

96.538.310-2

#### **CORPORATE PURPOSE**

Mortgage loan managing agent

#### **GENERAL BACKGROUND**

The company was formed by public instrument dated August 9, 1988, granted before the Santiago notary public Jaime Morandé Orrego. A summary of the articles of incorporation were registered on page 18,818, number 10,020 of the Commerce Registry of the Santiago Real Estate Registrar for the year 1988 and was published in the Official Gazette on August 17, 1988.

#### PAID-IN CAPITAL AND EQUITY

As of December 31, 2018, subscribed and paid-in capital totaled CH\$4,935 million.

# PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Hipotecaria Cruz del Sur Principal S.A. represent 0.34% of the total consolidated assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Hipotecaria Cruz del Sur Principal S.A. provides services as a mortgage loan managing agent to Cruz del Sur Vida. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Alejandro Alzérreca Luna        | Chilean National ID: 7.050.377-1  |
|--------------------------|---------------------------------|-----------------------------------|
| DIRECTORS:               | Rodrigo Guzmán Leyton           | Chilean National ID: 9.423.413-1  |
|                          | M. Loreto Herrera Martínez      | Chilean National ID: 9.979.883-1  |
|                          | Diego Silva Roberts             | Chilean National ID: 11.862.480-7 |
|                          | María Eugenia Norambuena Bucher | Chilean National ID: 12.585.293-9 |
| ALTERNATE DIRECTORS:     | José Miguel Arteaga Infante     | Chilean National ID: 8.864.815-3  |
|                          | M. Macarena Lagos Jimenez       | Chilean National ID: 15.565.151-2 |
|                          | Pablo Cruzat Arteaga            | Chilean National ID: 13.067.212-4 |
|                          | Horacio Morandé Contardo        | Chilean National ID: 13.241.237-5 |
|                          | Andrés Valenzuela Ugarte        | Chilean National ID: 9.601.417-1  |
| LAWYER:                  | Renato De La Cerda              | Chilean National ID: 5.492.890-4  |
| CHIEF EXECUTIVE OFFICER: | Ricardo Hederra González        | Chilean National ID: 10.695.464-K |





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 6,097.8         | 43,026.8      |
| Non-current assets                          | 51,410.1        | 228.0         |
| TOTAL ASSETS                                | 57,507.8        | 43,254.8      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 50,492.1        | 39,233.2      |
| Non-current liabilities                     | 334.2           | 0.0           |
| Equity attributable to owners of the parent | 6,681.6         | 4,021.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 57,507.8        | 43,254.8      |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 1,137.7         | 2,821.2       |
| Non-operating income (loss)                      | 72.0            | (2,039.6)     |
| PROFIT BEFORE TAX                                | 1,209.8         | 781.7         |
| Income tax expense                               | (356.8)         | (175.0)       |
| PROFIT FOR THE YEAR                              | 853.0           | 606.6         |
| Profit attributable to owners of the parent      | 853.0           | 606.6         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (2,089.8)       | 3,878.7       |
| Net cash flows from investing activities             | 4.3             | (4.3)         |
| Net cash flows from financing activities             | 1,748.1         | (1,842.8)     |
| NET INCREASE (DECREASE) IN CASH                      | (337.4)         | 2,031.5       |
| Effect of exchange rate changes on cash              | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (337.4)         | 2,031.5       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 4,935.4         | 3,128.4       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 6.9             | 6.9           |
| Retained earnings                           | 1,739.4         | 886.4         |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 6,681.6         | 4,021.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 6,681.6         | 4,021.6       |

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# SERVICIOS SECURITY S.A. AND SUBSIDIARIES

#### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

96.849.320-5

#### **SECURITIES REGISTRY**

Servicios Security is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Investing in all kinds of businesses, enterprises or activities, whether in real estate or personal property, tangible or intangible; and providing financial, economic and commercial consulting and advisory services.

#### **GENERAL BACKGROUND**

Servicios Security S.A. was formed as recorded in public instrument dated January 17, 2000, signed before notary public Álvaro Bianchi Rosas, by which management was delegated to a seven-member Board of Directors elected by shareholders. In April 2006, Servicios Security S.A. took over its subsidiary Agencia Security S.A., and was the legal successor of its rights and obligations. The merger took effect on April 28, 2006. In the 81st board meeting held in December 2006, the Board approved the spin-off of Servicios Security S.A. by which the new company Nueva Servicios S.A. was formed. In the same meeting, they agreed to increase capital by CH\$1,200,000,123 for which they issued 19,047,621 shares payable over three years.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$777 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Servicios Security S.A. and subsidiaries represent 0.26% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

This is a holding company and, therefore, all business relationships within the group are carried out through its subsidiaries.

#### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.   | Chilean National ID: 4.103.061-5   |
|--------------------------|--|--|
| DIRECTORS:               | Renato Peñafiel M.<br>Claudio Berndt C.<br>Andrés Tagle D.<br>Horacio Pavez A. | Chilean National ID: 6.350.390-8<br>Chilean National ID: 4.775.620-0<br>Chilean National ID: 5.895.255-9<br>Chilean National ID: 9.737.844-4 |
|                          | Cristián Solís de Ovando<br>Alejandro Mandiola P.                              | Chilean National ID: 7.483.251-2<br>Chilean National ID: 8.684.673-K   |
| CHIEF EXECUTIVE OFFICER: | Alejandro Mandiola P.  | Chilean National ID: 8.684.673-K   |







| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 3,132.7         | 2,433.9       |
| Non-current assets                          | 1,785.7         | 1,589.9       |
| TOTAL ASSETS                                | 4,918.4         | 4,023.8       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 2,342.8         | 2,093.4       |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 2,575.6         | 1,930.5       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 4,918.4         | 4,023.8       |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 5,529.0         | 5,262.5       |
| Non-operating loss                               | (4,710.9)       | (4,535.6)     |
| PROFIT BEFORE TAX                                | 818.1           | 726.8         |
| Income tax expense                               | (178.8)         | (141.2)       |
| PROFIT FOR THE YEAR                              | 639.3           | 585.6         |
| Profit attributable to owners of the parent      | 639.3           | 585.6         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 796.3           | 29.3          |
| Net cash flows from investing activities  | (162.6)         | 1,007.9       |
| Net cash flows from financing activities  | 0.0             | (1,010.9)     |
| NET INCREASE IN CASH                      | 633.7           | 26.3          |
| Effect of exchange rate changes on cash   | 0.1             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 633.8           | 26.3          |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 776.7           | 776.7         |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.0             | (577.6)       |
| Retained earnings                           | 1,798.8         | 1,731.3       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 2,575.5         | 1,930.5       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 2,575.6         | 1,930.5       |







# CORREDORES DE SEGUROS SECURITY LTDA.

#### **TYPE OF COMPANY**

Limited liability company.

#### **TAXPAYER ID NUMBER**

77.371.990-K

#### **SECURITIES REGISTRY**

Corredores de Seguros Security Ltda. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Insurance Broker.

#### **GENERAL BACKGROUND**

Corredores de Seguros Security Limitada was formed as recorded in public instrument dated December 3, 1999, signed before notary public Enrique Morgan Torres, by which management, judicial and out-of-court representation and the use of its corporate name was granted to its partner Servicios Security S.A.

#### PAID-IN CAPITAL AND EQUITY

As of December 31, 2018, subscribed and paid-in capital totaled CH\$1,257 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Corredores de Seguros Security Limitada represent 0.19% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Corredora de Seguros Security provides insurance brokerage services to Grupo Security, Banco Security, Administradora General de Fondos, Valores Security, Factoring Security, Inmobiliaria Security, Asesorías Security, Securitizadora Security GMAC-RFC, Inversiones Seguros Security, Servicios Security, Invest Security, Travel and Global Security. It also brokers general insurance policies with Penta Security, and life and health policies with Vida Security. The company has also brokered insurance policies to customers of Banco Security. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD AND MANAGEMENT**

AGENTS: Francisco Silva S. Chilean National ID: 4.103.061-5

Renato Peñafiel M. Chilean National ID: 6.350.390-8

**LEGAL REPRESENTATIVE:** Alejandro Mandiola P. Chilean National ID: 8.684.673-K







| CLASSIFIED STATEMENT OF FINANCIAL POSITION | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| ASSETS                                     |                 |               |
| Current assets                             | 3,400.1         | 2,576.9       |
| Property, plant and equipment              | 389.8           | 473.6         |
| Other assets                               | 340.8           | 291.4         |
| TOTAL ASSETS                               | 4,130.7         | 3,341.8       |
| LIABILITIES                                |                 |               |
| Current liabilities                        | 2,261.2         | 1,975.3       |
| Long-term liabilities                      | 0.0             | 0.0           |
| Total equity                               | 1,869.5         | 1,366.5       |
| TOTAL LIABILITIES AND EQUITY               | 4,130.7         | 3,341.8       |

| STATEMENT OF INCOME | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---------------------|-----------------|---------------|
| Operating income    | 5,677.2         | 5,262.5       |
| Non-operating loss  | (4,998.3)       | (4,634.6)     |
| PROFIT BEFORE TAX   | 678.9           | 627.9         |
| Income tax expense  | (175.0)         | (141.2)       |
| PROFIT FOR THE YEAR | 503.9           | 486.7         |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | 790.7           | 399.8         |
| Net cash flows from investing activities             | (162.6)         | (157.0)       |
| Net cash flows from financing activities             | 0.0             | (1,012.2)     |
| NET INCREASE (DECREASE) IN CASH                      | 628.1           | (769.5)       |
| Price-level restatement                              | 0.1             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 628.2           | (769.5)       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 1,256.9         | 1,256.9       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (1,082.8)       | (1,082.8)     |
| Retained earnings                           | 1,695.4         | 1,192.4       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 1,869.5         | 1,366.5       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 1,869.5         | 1,366.5       |

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# **EUROP ASSISTANCE CHILE S.A.**

#### TYPE OF COMPANY

Privately held corporation.

#### **TAXPAYER ID NUMBER**

99.573.400-1

#### **SECURITIES REGISTRY**

Europ Assistance S.A. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Providing assistance services.

#### **GENERAL BACKGROUND**

Europ Assistance S.A. was formed as a privately held corporation on August 13, 2004, as recorded in a public instrument signed before the second notary public of Santiago. The company's corporate purpose includes providing for itself or on behalf of third parties, directly or indirectly, all kinds of medical, dental, plumbing and repair assistance services, etc., to all kinds of individuals or legal entities, whether travel, vehicle or residential assistance, etc., or any other related service.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$728.2 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Europ Assistance S.A. represent 0.11% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Europ Assistance S.A. provides services to Seguros Vida Security Previsión S.A., Banco Security, Corredores de Seguros Security, Travel Security and Inversiones Invest Security. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD OF DIRECTORS**

CHAIRMAN: Francisco Silva S. Chilean National ID: 4.103.061-5

**DIRECTORS:** Renato Peñafiel M. Chilean National ID: 6.350.390-8

Juan Carlos G.ForeignPaulo MartiresForeign

Ricardo Bahamondes L. Chilean National ID: 9.910.788-K

CHIEF EXECUTIVE OFFICER: Ricardo Bahamondes L. Chilean National ID: 9.910.788-K





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 4,288.6         | 4,138.2       |
| Non-current assets                          | 460.5           | 230.0         |
| TOTAL ASSETS                                | 4,749.1         | 4,368.3       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 2,597.9         | 2,671.8       |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 2,151.1         | 1,696.5       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 4,749.1         | 4,368.3       |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 2,066.1         | 1,819.3       |
| Non-operating loss                               | (1,437.8)       | (1,261.2)     |
| Profit before tax                                | 628.3           | 558.1         |
| Income tax expense                               | (169.5)         | (132.0)       |
| PROFIT FOR THE YEAR                              | 458.8           | 426.1         |
| Profit attributable to owners of the parent      | 458.8           | 426.1         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | 405.4           | 371.9         |
| Net cash flows from investing activities             | (879.1)         | (62.9)        |
| Net cash flows from financing activities             | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH                      | (473.7)         | 309.0         |
| Effect of exchange rate changes on cash              | (2.4)           | 1.4           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (476.2)         | 310.4         |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 728.2           | 728.2         |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 12.5            | 16.5          |
| Retained earnings                           | 1,410.5         | 951.8         |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 2,151.1         | 1,696.5       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 2,151.1         | 1,696.5       |







# ADMINISTRADORA DE SERVICIOS Y BENEFICIOS SECURITY LIMITADA

#### **TYPE OF COMPANY**

Limited liability company.

#### **TAXPAYER ID NUMBER**

77.431.040-1

#### **SECURITIES REGISTRY**

Not registered.

#### **CORPORATE PURPOSE**

Providing services.

#### **GENERAL BACKGROUND**

The company was formed on March 29, 2000, signed before notary public Antonieta Mendoza Escala. It was registered in the Santiago Commerce Registry on May 3, 2000, on page 10,755, No. 8,644. On May 15, 2008, amendments to the bylaws were registered to change the company's name to "Administradora de Servicios y Beneficios Security Limitada".

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$5 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Administradoras de Servicios y Beneficios Ltda. represent 0.13% of the total individual assets of Grupo Security.

# BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Administradora de Servicios y Beneficios Security Limitada provides administrative services to Vida Security.

#### **BOARD OF DIRECTORS**

Not registered.





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 2,713.6         | 3,244.4       |
| Non-current assets                          | 41.5            | 5.7           |
| TOTAL ASSETS                                | 2,755.1         | 3,250.2       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 1,516.7         | 1,934.6       |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 1,238.4         | 1,315.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 2,755.1         | 3,250.2       |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 512.0           | 977.2         |
| Non-operating loss                                 | (607.1)         | (738.2)       |
| PROFIT (LOSS) BEFORE TAX                           | (95.1)          | 239.0         |
| Income tax benefit (expense)                       | 35.0            | (55.8)        |
| PROFIT (LOSS) FOR THE YEAR                         | (60.1)          | 183.2         |
| Profit (loss) attributable to owners of the parent | (60.1)          | 183.2         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS   | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 0.7             | 0.2           |
| Net cash flows from investing activities  | 0.0             | 0.0           |
| Net cash flows from financing activities  | 0.0             | 0.0           |
| NET INCREASE IN CASH                      | 0.7             | 0.2           |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 0.7             | 0.2           |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 5.0             | 5.0           |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.0             | 0.0           |
| Retained earnings                           | 1,233.4         | 1,310.6       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 1,238.4         | 1,315.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 1,238.4         | 1,315.6       |









# INMOBILIARIA SECURITY S.A. AND SUBSIDIARIES

#### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

96.786.270-3

#### **SECURITIES REGISTRY**

Inmobiliaria Security is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Real estate advisory and investment services, property brokerage and management of private investment funds.

#### **GENERAL BACKGROUND**

The company was formed as a privately held corporation originally named Inversiones y Rentas SH S.A., in order to make capital and other investments in all kinds of real estate or personal property, in accordance with the public instrument dated December 14, 1995, granted before notary public Enrique Morgan Torres. The company's corporate purpose was broadened at the first extraordinary shareholders' meeting held on April 19, 1996, and summarized in public instrument dated July 4, 1996, to make all kinds of investments and provide real estate advisory and property brokerage services. The company's name was changed from Inversiones y Rentas SH S.A. to Inmobiliaria Security S.A. on October 14, 1997, as detailed in the public instrument signed before notary public Enrique Morgan Torres. The company's corporate purpose was modified to include management of private investment funds at the fourth extraordinary shareholders' meeting held on January 22, 2004, and summarized in a public instrument dated January 27, 2004, in accordance with Law No. 18,815. At an extraordinary shareholders' meeting on November 4, 2011, the shareholders approved a capital increase of ten billion Chilean pesos to be paid within three years, of which eight billion, five hundred million Chilean pesos were subscribed and paid. This decision was summarized in a public instrument signed before notary public Andrés Rubio Flores on the same date.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$11,012 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Inmobiliaria Security S.A. and subsidiaries represent 2.12% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Inmobiliaria Security has provided real estate advisory services to Banco Security and Seguros Vida Security Previsión S.A. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Francisco Silva S.     | Chilean National ID: 4.103.061-5 |
|--------------------------|------------------------|----------------------------------|
| DIRECTORS:               | Gustavo Pavez R.       | Chilean National ID: 4.609.215-5 |
|                          | Renato Peñafiel M.     | Chilean National ID: 6.350.390-8 |
|                          | Alejandro Alzérreca L. | Chilean National ID: 7.050.344-1 |
|                          | Jaime Correa H.        | Chilean National ID: 5.892.161-0 |
| CHIEF EXECUTIVE OFFICER: | Jaime Correa H.        | Chilean National ID: 5.892.161-0 |





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 102,962.5       | 93,107.8      |
| Non-current assets                          | 3,922.2         | 2,454.5       |
| TOTAL ASSETS                                | 106,884.7       | 95,562.3      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 74,777.3        | 65,302.7      |
| Non-current liabilities                     | 5,480.3         | 3,355.0       |
| Equity attributable to owners of the parent | 26,605.8        | 26,838.1      |
| Non-controlling interests                   | 21.4            | 66.5          |
| TOTAL LIABILITIES AND EQUITY                | 106,884.7       | 95,562.3      |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 3,757.9         | 7,046.9       |
| Non-operating loss                                 | (4,102.6)       | (2,720.5)     |
| Profit (loss) before tax                           | (344.7)         | 4,326.4       |
| Income tax benefit (expense)                       | 61.4            | (1,052.4)     |
| PROFIT (LOSS) FOR THE YEAR                         | (283.3)         | 3,274.0       |
| Profit (loss) attributable to owners of the parent | (232.3)         | 3,298.0       |
| LOSS ATTRIBUTABLE TO NON-CONTROLLING INTERESTS     | (51.0)          | (24.0)        |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (201.6)         | (1,549.4)     |
| Net cash flows from investing activities  | (11.3)          | 124.1         |
| Net cash flows from financing activities  | 502.9           | 3,464.7       |
| NET INCREASE IN CASH                      | 289.9           | 2,039.4       |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 289.9           | 2,039.4       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 11,012.1        | 11,012.1      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.0             | 0.0           |
| Retained earnings                           | 9868.2          | 15826.0       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 20,880.3        | 26,838.1      |
| Non-controlling interests                   | 101.7           | 66.5          |
| TOTAL EQUITY                                | 20,981.9        | 26,904.6      |









# **CAPITAL S.A. AND SUBSIDIARIES**

#### TYPE OF COMPANY

Privately held corporation.

#### **TAXPAYER ID NUMBER**

96.905.260-1

#### **SECURITIES REGISTRY**

Capital S.A. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

The corporate purpose consists mainly of making all kinds of investments in tangible and intangible property, making use of, disposing of, receiving and investment profits from, acquiring and disposing of under any title, and making use of in any way real estate property; managing all kinds of real estate and tangible or intangible property on its own or on behalf of third parties; carrying out other business and ancillary financial intermediation activities; providing all kinds of advisory, consulting, financial, management, economic, marketing, accounting and administrative services. In this context, the company's economic purpose consists essentially of providing support services to companies within Grupo Security, as well as recording its share of profits from investments in other companies.

#### **GENERAL BACKGROUND**

The company was formed on December 26, 2014, as a privately held corporation named Capital S.A. signed before Maria Loreto Zaldivar Grass, the acting notary for Patricio Zaldivar Mackenna.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$33,867 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Capital S.A. and subsidiaries represent 2.80% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Capital S.A. provides advisory services in the areas of accounting, business risk and control, economics, marketing and corporate culture, data processing and telephone services for all group subsidiaries and the parent company.

# **BOARD OF DIRECTORS:**

Renato Peñafiel M. Chilean National ID: 6.350.390-8
Francisco Silva S. Chilean National ID: 4.103.061-5
Ramón Eluchans O. Chilean National ID: 6.464.460-2





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 59,957.3        | 61,693.1      |
| Non-current assets                          | 19,066.2        | 19,805.6      |
| TOTAL ASSETS                                | 79,023.5        | 81,498.7      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 42,758.9        | 48,242.4      |
| Non-current liabilities                     | 5,923.0         | 6,884.0       |
| Equity attributable to owners of the parent | 27,645.3        | 23,817.7      |
| Non-controlling interests                   | 2,696.3         | 2,554.7       |
| TOTAL LIABILITIES AND EQUITY                | 79,023.5        | 81,498.7      |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 44,452.6        | 41,634.6      |
| Non-operating loss                               | (38,029.0)      | (33,951.8)    |
| PROFIT BEFORE TAX                                | 6,423.6         | 7,682.8       |
| Income tax expense                               | (2,120.8)       | (1,782.4)     |
| PROFIT FOR THE YEAR                              | 4,302.8         | 5,900.4       |
| Profit attributable to owners of the parent      | 3,508.2         | 5,067.4       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 794.6           | 833.0         |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (9,893.5)       | 2,828.1       |
| Net cash flows from investing activities  | (1,349.3)       | (1,183.5)     |
| Net cash flows from financing activities  | 13,244.2        | 969.9         |
| NET INCREASE IN CASH                      | 2,001.4         | 2,614.4       |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 2,001.4         | 2,614.4       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 33,866.7        | 32,663.0      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (1,900.6)       | (1,018.3)     |
| Accumulated losses                          | (4,320.8)       | (7,827.0)     |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 27,645.3        | 23,817.7      |
| Non-controlling interests                   | 2,696.3         | 2,554.7       |
| TOTAL EQUITY                                | 30,341.6        | 26,372.4      |





# TRAVEL SECURITY S.A. AND SUBSIDIARIES

#### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

85.633.900-9

#### **SECURITIES REGISTRY**

Travel Security Ltda. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Travel agency. Providing all kinds of tourism services and other services agreed-upon by the company's shareholders, whether or not related to tourism, including investing of corporate funds.

#### **GENERAL BACKGROUND**

The company was formed as a limited liability company by public instrument dated July 3, 1987, signed before notary public Víctor Manuel Correa Valenzuela. In 1989, its corporate purpose was broadened to include the sale of passenger air transport services and it obtained accreditation as an IATA agent. On September 16, 1993, the company is transformed from a limited liability company to a corporation and its capital is increased. In early 1995 the air cargo division is sold. In April 1997, new shareholders acquire interests in the company and its management is professionalized. In September 1999, Grupo Security purchases an interest through Inversiones Seguros Security Ltda., and comes to control 75% of the company's shares. Its name is changed to Travel Security S.A. In October 2000, Inversiones Seguros Security Ltda. sells its shares to Inversiones Invest Security Ltda. The merger of Travel Security and Turismo Tajamar S.A. is approved in December 2006 and completed on January 22, 2007. In January 2011, Inversiones Invest Security Ltda. acquires all of the shares held by SMYTSA, Servicios Marítimos y Transporte Limitada and comes to control 85% of the company's shares.

As of December 31, 2014, the company's capital totals CH\$5,262 million and is distributed as follows:

Inversiones Invest Security Ltda.: 83%
 Carmen Mackenna y Cía. Ltda.: 10%
 Inversiones y Asesorías Ana María Limitada: 7%

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$5,262 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Travel Security S.A. and subsidiaries represent 0.95% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Travel Security provides travel arrangement services to all subsidiaries and associates of Grupo Security S.A., as well as to the parent company. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

# **BOARD OF DIRECTORS**

| DOARD OF DIRECTORS       |                     |                                  |
|--------------------------|---------------------|----------------------------------|
| CHAIRMAN:                | Guillermo Correa S. | Chilean National ID: 7.741.851-2 |
| DIRECTORS:               | Adolfo Tocornal R.  | Chilean National ID: 6.879.186-3 |
|                          | Naoshi Matsumoto C. | Chilean National ID: 9.496.299-9 |
|                          | Renato Peñafiel M.  | Chilean National ID: 6.350.390-8 |
|                          | Francisco Silva S.  | Chilean National ID: 4.103.061-5 |
| CHIEF EXECUTIVE OFFICER: | Eduardo Correa S.   | Chilean National ID: 8.628.777-3 |





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 30,530.1        | 29,338.7      |
| Non-current assets                          | 11,033.3        | 11,649.3      |
| TOTAL ASSETS                                | 41,563.4        | 40,988.0      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 24,011.9        | 23,032.9      |
| Non-current liabilities                     | 5,516.6         | 6,356.9       |
| Equity attributable to owners of the parent | 11,252.2        | 10,895.2      |
| Non-controlling interests                   | 782.7           | 703.0         |
| TOTAL LIABILITIES AND EQUITY                | 41,563.4        | 40,988.0      |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 19,601.9        | 19,352.2      |
| Non-operating loss                               | (14,186.3)      | (13,788.8)    |
| PROFIT BEFORE TAX                                | 5,415.6         | 5,563.5       |
| Income tax expense                               | (1,507.8)       | (1,368.1)     |
| PROFIT FOR THE YEAR                              | 3,907.8         | 4,195.4       |
| Profit attributable to owners of the parent      | 3,751.8         | 4,050.6       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 156.0           | 144.8         |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | 3,026.2         | 5,008.8       |
| Net cash flows from investing activities             | 1,164.3         | 2,213.0       |
| Net cash flows from financing activities             | (4,166.7)       | (8,022.8)     |
| NET INCREASE (DECREASE) IN CASH                      | 23.8            | (801.0)       |
| Effect of exchange rate changes on cash              | 250.4           | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 274.2           | (801.0)       |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 5,262.0         | 5,262.0       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 1,005.1         | 899.8         |
| Retained earnings                           | 4,985.1         | 4,733.3       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 11,252.2        | 10,895.2      |
| Non-controlling interests                   | 782.7           | 703.0         |
| TOTAL EQUITY                                | 12,034.9        | 11,598.2      |

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# REPRESENTACIONES SECURITY LTDA.

#### **TYPE OF COMPANY**

Limited liability company.

#### **TAXPAYER ID NUMBER**

77.405.350-3

#### **SECURITIES REGISTRY**

Repse Ltda. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Agency and organizer of trips and tourism assistance activities. Providing all kinds of tourism operator services and other services agreed-upon by the company's shareholders, whether or not related to tourism.

#### **GENERAL BACKGROUND**

The company was formed as a limited liability company by public instrument dated January 18, 2000, signed before notary public Iván Torrealba Acevedo.

As of December 31, 2018, the company's capital totals CH\$1 million and is distributed as follows:

Travel Security Ltda.: 99%
Inversiones Previsión Security Ltda.: 1%

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$1 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Repse Ltda. represent 0.08% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Repse Ltda. provides ground operations services to Travel Security and its subsidiaries and associates of Grupo Security S.A.

# **BOARD OF DIRECTORS**

LEGAL REPRESENTATIVE:Eduardo Correa S.Chilean National ID: 8.628.777-3LEGAL REPRESENTATIVE:Guillermo Correa S.Chilean National ID: 7.741.851-2





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 1,752.9         | 1,463.4       |
| Non-current assets                          | 19.7            | 17.2          |
| TOTAL ASSETS                                | 1,772.5         | 1,480.6       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 762.7           | 684.6         |
| Non-current liabilities                     | 0.0             | 0.0           |
| Equity attributable to owners of the parent | 1,009.9         | 796.0         |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 1,772.5         | 1,480.6       |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 1,324.5         | 1,278.7       |
| Non-operating loss                               | (1,036.5)       | (778.5)       |
| PROFIT BEFORE TAX                                | 287.9           | 500.1         |
| Income tax expense                               | (74.1)          | (141.7)       |
| PROFIT FOR THE YEAR                              | 213.8           | 358.5         |
| Profit attributable to owners of the parent      | 213.8           | 358.5         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (2,108.3)       | (1,782.5)     |
| Net cash flows from investing activities             | 2,094.3         | 1,796.8       |
| Net cash flows from financing activities             | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH                      | (14.0)          | 14.2          |
| Effect of exchange rate changes on cash              | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (14.0)          | 14.2          |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 1.0             | 1.0           |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.4             | 0.4           |
| Retained earnings                           | 1,008.5         | 794.6         |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 1,009.9         | 796.0         |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 1,009.9         | 796.0         |

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# **VIAJES SECURITY S.A. AND SUBSIDIARIES**

#### TYPE OF COMPANY

Corporation.

# **TAXPAYER ID NUMBER**

20548601372

#### **SECURITIES REGISTRY**

Viajes Security S.A. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Its main activity is to make all types of investments in shares in Peru as well as providing services in general.

#### **GENERAL BACKGROUND**

The company is a subsidiary of Travel Security S.A., formed in Chile, which owns 99.99% of its issued capital. The company was formed on June 12, 2012, in Lima, Peru.

As of December 31, 2017, the company's capital totals S/5,320 million (around US\$ 1,637 million) and is distributed as follows:

Travel Security S.A.: 99.99% Grupo Security: 0.01%

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$987 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Viajes Security S.A. and subsidiaries represent 0.26% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Viajes Security S.A., through its subsidiary Travex S.A., provides travel organization services to Representaciones Security (REPSE) and its parent company. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD OF DIRECTORS**

CHAIRMAN: Francisco Silva S. Chilean National ID: 4.103.061-5

**DIRECTORS:** Renato Peñafiel M. Chilean National ID: 6.350.390-8

Guillermo Correa S. Chilean National ID: 7.741.851-2 Eduardo Correa S. Chilean National ID: 8.628.777-3

CHIEF EXECUTIVE OFFICER: Alejandro Barra L. Chilean National ID: 8.540.923-9





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 6,362.9         | 5,349.7       |
| Non-current assets                          | 4,925.1         | 4,890.8       |
| TOTAL ASSETS                                | 11,288.1        | 10,240.5      |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 5,898.3         | 5,284.5       |
| Non-current liabilities                     | 1,568.6         | 1,741.7       |
| Equity attributable to owners of the parent | 3,048.6         | 2,519.3       |
| Non-controlling interests                   | 772.6           | 695.0         |
| TOTAL LIABILITIES AND EQUITY                | 11,288.1        | 10,240.5      |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 3,554.8         | 3,578.8       |
| Non-operating loss                               | (2,670.1)       | (2,835.6)     |
| PROFIT BEFORE TAX                                | 884.6           | 743.2         |
| Income tax expense                               | (306.7)         | (275.4)       |
| PROFIT FOR THE YEAR                              | 577.9           | 467.8         |
| Profit attributable to owners of the parent      | 424.1           | 326.6         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 153.8           | 141.2         |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 56.1            | 51.2          |
| Net cash flows from investing activities  | 0.0             | 0.0           |
| Net cash flows from financing activities  | 0.0             | 0.0           |
| NET INCREASE IN CASH                      | 56.1            | 51.2          |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 56.1            | 51.2          |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 986.8           | 986.8         |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 210.2           | 105.0         |
| Retained earnings                           | 1,851.6         | 1,427.5       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 3,048.6         | 2,519.3       |
| Non-controlling interests                   | 772.6           | 695.0         |
| TOTAL EQUITY                                | 3,821.2         | 3,214.4       |

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# **TRAVEX**

#### **TYPE OF COMPANY**

Privately held corporation

#### **CORPORATE PURPOSE**

Travel agency providing individual and group ground and air tourism services, organizing tours and/or excursions, arranging lodging and in general any activity related to tourism.

#### **GENERAL BACKGROUND**

The company was formed as a corporation on September 23, 2002, in Lima, Peru. Its current legal address is Av. Santa Cruz 873 – 875 Pisos 6 - 7, Miraflores, Lima 18. On July 10, 2012, Grupo Security (Chile) acquires a 75% interest in the company through its subsidiary Viajes Security S.A.C. de Perú, which is consolidated by Travel Security S.A., the second largest travel agency in Chile.

As of December 31, 2014, the company's capital totals CH\$2,085 million and is distributed as follows:

Viajes Security S.A.C. de Perú 75% Pedro Pazos Pastor 25%

# SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$417 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Travex Security and subsidiary represent 0.19% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Travex provides travel arrangement services mainly to corporate clients and companies. The company initially plans to offer its services to customers of Travel Security and later to customers of the group's subsidiaries and associates.

#### **BOARD OF DIRECTORS**

CHAIRMAN: Francisco Silva Chilean National ID: 4.103.061-5

DIRECTORS: Renato Peñafiel Chilean National ID: 6.350.390-8
Guillermo Correa Chilean National ID: 7.741.851-2
Eduardo Correa Chilean National ID: 8.628.777-3
Pedro Pazos Foreign

CHIEF EXECUTIVE OFFICER: Pedro Pazos Foreign





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 6,704.4         | 5,592.0       |
| Non-current assets                          | 3,743.6         | 3,709.5       |
| TOTAL ASSETS                                | 10,448.1        | 9,301.4       |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 5,893.6         | 4,934.1       |
| Non-current liabilities                     | 1,568.6         | 1,741.7       |
| Equity attributable to owners of the parent | 2,985.9         | 2,192.4       |
| Non-controlling interests                   | 0.0             | 433.3         |
| TOTAL LIABILITIES AND EQUITY                | 10,448.1        | 9,301.4       |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 3,549.7         | 3,578.8       |
| Non-operating loss                               | (2,627.9)       | (2,738.5)     |
| PROFIT BEFORE TAX                                | 921.8           | 840.3         |
| Income tax expense                               | (306.7)         | (275.4)       |
| PROFIT FOR THE YEAR                              | 615.1           | 564.9         |
| Profit attributable to owners of the parent      | 461.3           | 423.7         |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 153.8           | 141.2         |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 56.1            | 2.6           |
| Net cash flows from investing activities  | 0.0             | 0.0           |
| Net cash flows from financing activities  | 0.0             | 0.0           |
| NET INCREASE IN CASH                      | 56.1            | 2.6           |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 56.1            | 2.6           |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 416.6           | 416.6         |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 864.9           | 864.9         |
| Retained earnings                           | 1,704.4         | 910.8         |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 2,985.9         | 2,192.4       |
| Non-controlling interests                   | 0.0             | 433.3         |
| TOTAL EQUITY                                | 2,985.9         | 2,625.6       |



7,02



Chilean National ID: 9.253.937-7



# INMOBILIARIA CASANUESTRA S.A. (FORMERLY INMOBILIARIA SUCASA S.A.)

#### **TYPE OF COMPANY**

Privately held corporation.

#### **TAXPAYER ID NUMBER**

76.459.878-4

#### **REPORTING ENTITIES REGISTRY**

Inmobiliaria Casanuestra S.A. (formerly Inmobiliaria Sucasa S.A.) is a privately held corporation formed by public instrument on April 2, 2015. This company was registered in the SVS Special Reporting Entities Registry under No. 939 on July 9, 2015.

#### **CORPORATE PURPOSE**

The company's corporate purpose is to acquire and build houses in order to lease them with purchase options and engage in all transactions permitted for real estate companies under Law No. 19,281 and its amendments.

#### **GENERAL BACKGROUND**

This recently formed company is designed to help thousands of families throughout Chile be able to purchase their own home. As mentioned, the company was formed on April 2, 2015, and to date has carried out start-up activities and its capital has been invested in the assets necessary to carry out its corporate purpose.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$1,651 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Securitizadora Security S.A. represent 0.13% of the total individual assets of Grupo Security.

### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

The company's services may possibly be offered to customers of the group's subsidiaries and associates in the future.

#### **BOARD OF DIRECTORS**

**CHIEF EXECUTIVE OFFICER:** 

| CHAIRMAN:  | Francisco Silva S.    | Chilean National ID: 4.103.061-5 |
|------------|-----------------------|----------------------------------|
| DIRECTORS: | Christian Sinclair M. | Chilean National ID: 6.379.747-2 |
|            | Renato Peñafiel M.    | Chilean National ID: 6.350.390-8 |
|            | Carlos Budge C.       | Chilean National ID: 7.011.490-9 |
|            | Andrés Tagle D.       | Chilean National ID: 5.895.255-9 |
|            |                       |                                  |

Juan Enrique Montes M.





| CLASSIFIED STATEMENT OF FINANCIAL POSITION | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| ASSETS                                     |                 |               |
| Current assets                             | 5,121.8         | 9,672.1       |
| Non-current assets                         | 34.9            | 40.2          |
| TOTAL ASSETS                               | 5,156.7         | 9,712.3       |
| LIABILITIES                                |                 |               |
| Current liabilities                        | 3,922.8         | 8,646.2       |
| Non-current liabilities                    | 0.0             | 0.0           |
| Total equity                               | 1,233.9         | 1,066.1       |
| TOTAL LIABILITIES AND EQUITY               | 5,156.7         | 9,712.3       |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 125.5           | 339.4         |
| Non-operating income (loss)                        | 89.6            | (836.2)       |
| PROFIT (LOSS) BEFORE TAX                           | 215.1           | (496.8)       |
| Income tax benefit (expense)                       | (52.6)          | 141.6         |
| PROFIT (LOSS) FOR THE YEAR                         | 162.5           | (355.2)       |
| Profit (loss) attributable to owners of the parent | 162.5           | (355.2)       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS   | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (12,586.3)      | (4,799.3)     |
| Net cash flows from investing activities             | (8.5)           | (12.3)        |
| Net cash flows from financing activities             | 12,505.0        | 4,921.8       |
| NET INCREASE (DECREASE) IN CASH                      | (89.8)          | 110.2         |
| Effect of exchange rate changes on cash              | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (89.8)          | 110.2         |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 1,651.3         | 1,651.3       |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (1.0)           | (6.3)         |
| Accumulated losses                          | (416.4)         | (578.9)       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 1,233.9         | 1,066.1       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 1,233.9         | 1,066.1       |

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# MANDATOS SECURITY LTDA.

#### TYPE OF COMPANY

Limited liability company.

#### **TAXPAYER ID NUMBER**

77.512.350-8

#### **SECURITIES REGISTRY**

Mandatos Security Ltda. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Carrying out civil mandates related to obtaining background information on third parties.

#### **GENERAL BACKGROUND**

Mandatos Security Limitada was formed as recorded in public instrument dated October 5, 2000, signed before notary public Enrique Morgan Torres, by which management and the use of its corporate name was granted to its partner Inversiones Invest Security Ltda. On September 1, 2004, before notary public Linda Scarlett Boschi Jiménez, under notary archive number 4711/2004, the company Global Security Mandatos Limitada was modified and split into Mandatos Security Ltda. and Gestión y Servicios Security Ltda., respectively.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$617 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Mandatos Security Limitada represent 0.03% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Mandatos Security provides processing services to perform background checks for financial products for Banco Security and Factoring Security.

#### **BOARD AND MANAGEMENT**

AGENT: Renato Peñafiel M. Chilean National ID: 6.350.390-8

Ramón Eluchans O. Chilean National ID: 6.464.460-2

**LEGAL REPRESENTATIVE:** Luis Gil V. Chilean National ID: 10.077.185-3





| CLASSIFIED STATEMENT OF FINANCIAL POSITION | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| ASSETS                                     |                 |               |
| Current assets                             | 692.0           | 347.7         |
| Non-current assets                         | 221.0           | 87.2          |
| TOTAL ASSETS                               | 913.0           | 434.9         |
| LIABILITIES                                |                 |               |
| Current liabilities                        | 654.0           | 679.8         |
| Non-current liabilities                    | 0.0             | 0.0           |
| Total equity                               | 258.9           | (245.0)       |
| TOTAL LIABILITIES AND EQUITY               | 654.0           | 434.9         |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 401.8           | 2,665.0       |
| Non-operating loss                                 | (29.9)          | (2,936.6)     |
| PROFIT (LOSS) BEFORE TAX                           | 371.9           | (271.5)       |
| Income tax benefit                                 | 131.9           | 9.2           |
| PROFIT (LOSS) FOR THE YEAR                         | 503.8           | (262.3)       |
| Profit (loss) attributable to owners of the parent | 503.8           | (262.3)       |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS   | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 345.7           | (163.0)       |
| Net cash flows from investing activities  | 0.0             | (5.3)         |
| Net cash flows from financing activities  | (13.4)          | 565.9         |
| NET INCREASE IN CASH                      | 332.3           | 397.6         |
| Effect of exchange rate changes on cash   | 0.0             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 332.3           | 397.6         |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 617.2           | 617.2         |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 6.9             | 6.9           |
| Accumulated losses                          | (365.2)         | (869.1)       |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 258.9           | (245.0)       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 258.9           | (245.0)       |





# GLOBAL SECURITY GESTIÓN Y SERVICIOS LTDA.

#### **TYPE OF COMPANY**

Limited liability company.

#### TAXPAYER ID NUMBER

76.181.170-3

#### **SECURITIES REGISTRY**

Global Security Gestión y Servicios Ltda. is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

Carrying out civil mandates related to obtaining third-party background information and administratively processing requests for preevaluations of background information, which enables principals to enter into acts and contracts directly with third parties without subsequent involvement from the company; and in general enter into all acts and businesses that are directly or indirectly related to the corporate purpose or as agreed by the partners.

#### **GENERAL BACKGROUND**

Global Security Mandatos Limitada was formed as recorded in public instrument dated October 5, 2000, signed before notary public Enrique Morgan Torres, by which management and the use of its corporate name was granted to its partner Inversiones Invest Security Ltda. On September 1, 2004, before notary public Linda Scarlett Boschi Jiménez, under notary archive number 4711/2004, the company Global Security Mandatos Limitada was modified and split into Mandatos Security Ltda. and Gestión y Servicios Security Ltda., respectively.

#### PAID-IN CAPITAL AND EQUITY

As of December 31, 2018, subscribed and paid-in capital totaled CH\$83 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Global Security Gestión y Servicios Limitada and subsidiary represent 0% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Gestión y Servicios Security provides advisory, marketing and sales services for financial products to Valores Security, Administradora General de Fondos Security and Vida Security. These services may possibly be offered to customers of the group's subsidiaries and associates in the future.

# **BOARD AND MANAGEMENT**

MANAGEMENT REPRESENTATIVES: Francisco Silva S. Chilean National ID: 4.103.061-5

Renato Peñafiel M. Chilean National ID: 6.350.390-8 Ramón Eluchans O. Chilean National ID: 6.464.460-2





| CLASSIFIED STATEMENT OF FINANCIAL POSITION | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| ASSETS                                     |                 |               |
| Current assets                             | 411.5           | 485.1         |
| Non-current assets                         | 291.1           | 221.0         |
| TOTAL ASSETS                               | 702.6           | 706.1         |
| LIABILITIES                                |                 |               |
| Current liabilities                        | 784.6           | 647.3         |
| Non-current liabilities                    | 22.5            | 25.6          |
| Total equity                               | (104.5)         | 33.2          |
| TOTAL LIABILITIES AND EQUITY               | 702.6           | 706.1         |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 4,937.8         | 4,421.8       |
| Non-operating loss                                 | (5,091.2)       | (4,286.1)     |
| PROFIT (LOSS) BEFORE TAX                           | (153.4)         | 135.6         |
| Income tax benefit (expense)                       | 15.7            | (62.8)        |
| PROFIT (LOSS) FOR THE YEAR                         | (137.7)         | 72.9          |
| Profit (loss) attributable to owners of the parent | (137.7)         | 72.9          |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS   | 0.0             | 0.0           |

| CASH FLOWS   | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Net cash flows from operating activities             | (4,566.4)       | (2,391.5)     |
| Net cash flows from investing activities             | (67.6)          | (38.8)        |
| Net cash flows from financing activities             | 4,880.4         | 2,355.7       |
| NET INCREASE (DECREASE) IN CASH                      | 246.4           | (74.6)        |
| Effect of exchange rate changes on cash              | 0.0             | 0.0           |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 246.4           | (74.6)        |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 83.0            | 83.0          |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 0.0             | 0.0           |
| Accumulated losses                          | (187.5)         | (49.8)        |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | (104.5)         | 33.2          |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | (104.5)         | 33.2          |







# SECURITY INTERNACIONAL SpA.

#### **TYPE OF COMPANY**

Simplified corporation

#### **TAXPAYER ID NUMBER**

76.452.179-K

#### **SECURITIES REGISTRY**

Security International SpA is not registered in the Securities Registry.

#### **CORPORATE PURPOSE**

The company's corporate purpose includes mainly managing for rental purposes all types of assets, whether tangible or intangible, real estate or personal property, on its own or on behalf of third parties, both in Chile and abroad; making permanent or rental investments in all types of companies, whether by forming them or purchasing an interest in already formed companies, and even managing them, in both Chile and abroad; providing corporate management services; disposing of at any title the indicated assets or their natural proceeds or revenue from those assets, whether accrued, pending or having been received at the time of disposal, and exploiting the natural proceeds or revenue from assets acquired by the company.

#### **GENERAL BACKGROUND**

The company was incorporated on November 21, 2016, as a simplified corporation named Security Internacional SPA signed before notary public Patricio Zaldívar Mackenna.

#### SUBSCRIBED BUT UNPAID CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$27,603 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Security Internacional SPA represent 3.00% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Security Internacional SPA does not have any business relationships with subsidiaries, associates or the parent company Grupo Security S.A.

#### **AGENTS:**

Renato Peñafiel M. Chilean National ID: 6.350.390-8
Francisco Silva S. Chilean National ID: 4.103.061-5







| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 170,788.6       | 0.0           |
| Non-current assets                          | 80,376.2        | 0.0           |
| TOTAL ASSETS                                | 251,164.7       | 0.0           |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 207,966.7       | 0.0           |
| Non-current liabilities                     | 803.3           | 0.0           |
| Equity attributable to owners of the parent | 29,598.3        | 0.0           |
| Non-controlling interests                   | 12,796.5        | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 251,164.7       | 0.0           |

| STATEMENT OF INCOME                              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                     | 6,188.8         | 0.0           |
| Non-operating income (loss)                      | (4,037.1)       | 0.0           |
| PROFIT BEFORE TAX                                | 2,151.7         | 0.0           |
| Income tax benefit (expense)                     | 0.0             | 0.0           |
| PROFIT FOR THE YEAR                              | 2,151.7         | 0.0           |
| Profit attributable to owners of the parent      | 1,004.9         | 0.0           |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 1,146.9         | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | (18,019.7)      | 0.0           |
| Net cash flows from investing activities  | (30,269.0)      | 0.0           |
| Net cash flows from financing activities  | 50,708.1        | 0.0           |
| NET INCREASE IN CASH                      | 2,419.5         | 0.0           |
| Effect of exchange rate changes on cash   | (237.4)         | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 2,182.1         | 0.0           |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 27,603.1        | 0.0           |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | (8,432.7)       | 0.0           |
| Retained earnings                           | 10,427.9        | 0.0           |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 29,598.3        | 0.0           |
| Non-controlling interests                   | 12,796.5        | 0.0           |
| TOTAL EQUITY                                | 42,394.7        | 0.0           |







# INVERSIONES SECURITY PERÚ S. A. C.

#### **TYPE OF COMPANY**

Privately held corporation

#### **CORPORATE PURPOSE**

The company's corporate purpose is to make capital investments in other companies that have been formed or will be formed in the future, either in Peru or abroad, receiving in exchange for those investments a share of the capital, in the form of shares or interests, as appropriate. It also acquires shares or interests issued by existing companies, incorporated in Peru or abroad, either directly or through a stock exchange.

#### **GENERAL BACKGROUND**

The company was formed as a corporation on May 11, 2015, in Lima, Peru. Its current legal address is Av. Santa Cruz 875, Miraflores, Lima.

As of December 31, 2018, the company's capital totals CH\$23,098 million and is distributed as follows:

Security Internacional S.A. 99.999%
Inversiones Previsión Security Ltda. 00.001%

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$23,098 million.

# PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Inversiones Security Perú represent 2.57% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

As of December 31, 2018, Inversiones Security Perú does not have any business relationships with subsidiaries, associates or the parent company.

#### **BOARD OF DIRECTORS**

AGENTS: Francisco Silva Chilean National ID: 4.103.061-5

Renato Peñafiel Chilean National ID: 6.350.390-8
Carlos Andrés Tagle Domínguez Chilean National ID: 5.895.255-9
Alejandro Alzérreca Luna Chilean National ID: 7.050.344-1

Alfredo Jochamowitz Stafford Foreign

CHIEF EXECUTIVE OFFICER: Pedro Pazos Foreign





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 170,329.7       | 115,226.9     |
| Non-current assets                          | 80,376.2        | 39,819.9      |
| TOTAL ASSETS                                | 250,705.8       | 155,046.8     |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 211,311.3       | 131,688.7     |
| Non-current liabilities                     | 803.3           | 274.9         |
| Equity attributable to owners of the parent | 25,361.7        | 13,593.9      |
| Non-controlling interests                   | 13,229.5        | 9,489.3       |
| TOTAL LIABILITIES AND EQUITY                | 250,705.8       | 155,046.8     |

| STATEMENT OF INCOME                                     | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Gross profit  | 6,188.8         | 5,056.7       |
| Non-operating loss                                      | (4,037.1)       | (11,220.1)    |
| PROFIT (LOSS) BEFORE TAX                                | 2,151.7         | (6,163.5)     |
| Income tax benefit (expense)                            | 0.0             | 0.0           |
| PROFIT (LOSS) FOR THE YEAR                              | 2,151.7         | (6,163.5)     |
| Profit (loss) attributable to owners of the parent      | 1,004.9         | (3,759.7)     |
| PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | 1,146.9         | (2,403.7)     |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 12,815.3        | 5,303.8       |
| Net cash flows from investing activities  | (31,830.1)      | (6,025.3)     |
| Net cash flows from financing activities  | 20,738.6        | 1,005.0       |
| NET INCREASE IN CASH                      | 1,723.8         | 283.5         |
| Effect of exchange rate changes on cash   | 0.6             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 1,724.4         | 283.5         |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 23,098.0        | 17,588.8      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 1,328.3         | 6.8           |
| Retained earnings (accumulated losses)      | 935.4           | (4,001.7)     |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 25,361.7        | 13,593.9      |
| Non-controlling interests                   | 13,229.5        | 9,489.3       |
| TOTAL EQUITY                                | 38,591.2        | 23,083.2      |





# **PROTECTA**

#### **TYPE OF COMPANY**

Corporation

#### **CORPORATE PURPOSE**

The company is engaged in contracting and managing life and personal accident insurance and annuities, as well as making financial and real estate investments and other related activities within the scope of Law No. 26,702 – The General Law on the Financial System, the Insurance System and the SBS in accordance with provisions issued by the SBS. The company operates in the city of Lima and other provinces in Peru.

In June 2012, according to Resolution No. 3915-2012 issued by the SBS, the company was licensed to function as an insurance company that operates with insurance contracts for life and general risks as well as to engage in reinsurance transactions. As of the date of the financial statements, the company has only engaged in life insurance transactions.

#### **GENERAL BACKGROUND**

Protecta S.A. Compañía de Seguros, is a Peruvian corporation that is a subsidiary of Inversiones Security Perú S.A.C., which holds a 61% interest in its share capital. The company was formed on September 14, 2007, and began operating on December 12, 2007. The company's legal domicile is Avenida Domingo Orué N°165, Piso 8, Surquillo, Lima, Peru.

#### SUBSCRIBED AND PAID-IN CAPITAL

As of December 31, 2018, subscribed and paid-in capital totaled CH\$28,902 million.

#### PERCENTAGE OF TOTAL GROUP ASSETS

The total assets of Protecta represent 5.58% of the total individual assets of Grupo Security.

#### BUSINESS RELATIONSHIPS WITH SUBSIDIARIES, ASSOCIATES AND PARENT COMPANY

Protecta sells life and accident insurance through distribution channels and insurance brokers and annuities through its own sales force.

#### **BOARD OF DIRECTORS**

| CHAIRMAN:                | Alfredo Jochamowitz S.         | Foreign                           |
|--------------------------|--------------------------------|-----------------------------------|
| DIRECTORS:               | Marino Costa B.                | Foreign                           |
|                          | Miguel Pinasco Limas           | Foreign                           |
|                          | José Luis Manuel Pantoja E.    | Foreign                           |
|                          | Francisco Javier Urzua Edwards | Chilean National ID: 13.882.991-K |
|                          | Alejandro Alzérreca L.         | Chilean National ID: 7.050.344-1  |
|                          | Renato Peñafiel M.             | Chilean National ID: 6.350.390-8  |
|                          | Carlos Tagle D.                | Chilean National ID: 5.895.255-9  |
|                          | Francisco Silva S.             | Chilean National ID: 4.103.061-5  |
| CHIEF EXECUTIVE OFFICER: | Mario Ventura Verme            | Foreign                           |





| CLASSIFIED STATEMENT OF FINANCIAL POSITION  | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| ASSETS                                      |                 |               |
| Current assets                              | 170,019.6       | 121,160.2     |
| Non-current assets                          | 81,111.2        | 36,340.4      |
| TOTAL ASSETS                                | 251,130.8       | 157,500.7     |
| LIABILITIES                                 |                 |               |
| Current liabilities                         | 216,679.3       | 148,226.1     |
| Non-current liabilities                     | 271.7           | 274.9         |
| Equity attributable to owners of the parent | 34,179.7        | 8,999.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL LIABILITIES AND EQUITY                | 251,130.8       | 157,500.7     |

| STATEMENT OF INCOME                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|--|-----------------|---------------|
| Gross profit                                       | 6,002.0         | 5,056.7       |
| Non-operating loss                                 | (3,509.0)       | (11,220.1)    |
| PROFIT (LOSS) BEFORE TAX                           | 2,493.0         | (6,163.5)     |
| Income tax benefit (expense)                       | 0.0             | 0.0           |
| PROFIT (LOSS) FOR THE YEAR                         | 2,493.0         | (6,163.5)     |
| Profit (loss) attributable to owners of the parent | 2,493.0         | (6,163.5)     |
| PROFIT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS   | 0.0             | 0.0           |

| CASH FLOWS                                | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Net cash flows from operating activities  | 13,134.9        | 5,303.8       |
| Net cash flows from investing activities  | (31,830.1)      | (6,025.3)     |
| Net cash flows from financing activities  | 20,916.1        | 1,005.0       |
| NET INCREASE IN CASH                      | 2,221.0         | 283.5         |
| Effect of exchange rate changes on cash   | 0.6             | 0.0           |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 2,221.5         | 283.5         |

| STATEMENT OF CHANGES IN EQUITY              | 2018<br>(MCH\$) | 2017<br>MCH\$ |
|---|-----------------|---------------|
| Issued capital                              | 28,902.0        | 17,912.0      |
| Share premium                               | 0.0             | 0.0           |
| Other reserves                              | 11,098.7        | 947.0         |
| Accumulated losses                          | (5,820.9)       | (9,859.4)     |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT | 34,179.7        | 8,999.6       |
| Non-controlling interests                   | 0.0             | 0.0           |
| TOTAL EQUITY                                | 34,179.7        | 8,999.6       |







# STATEMENT OF RESPONSIBILITY

# **ANNUAL REPORT 2018**

The undersigned, in their roles as Directors and Chief Executive Officer of Grupo Security, domiciled at Av. 3150, piso 15, Las Condes, Santiago, Chile, declare under oath that the information contained in this annual report is a faithful representation of the truth and, therefore, we assume the corresponding legal liability.

FRANCISCO SILVA SILVA

CHILEAN NATIONAL ID: 4.103.061-5 CHAIRMAN

HERNÁN DE LAS HERAS MARÍN

CHILEAN NATIONAL ID: 6.381,765-1

DIRECTOR

JUAN CRISTÓBAL PAVEZ RECART CHILEAN NATIONAL ID: 9.901.478-4

**DIRECTOR** 

BRUNO PHILIPPI IRARRÁZABA

CHILEAN NATIONAL ID: 4,818. 243-7

**DIRECTOR** 









JORGE MARÍN CORREA CHILEAN NATIONAL ID: 7.639.707-4 DIRECTOR

NAOSHI MATŞÜMÖTO TAKAHASHI CHILEAN NATIONAL ID: 3.805.153-9

HORACIO PÁVEZ GARCÍA CHILEAN NATIONAL ID: 3.899.021-7 DIRECTOR

ANA SAÍNZ DE VICUÑA

MARIO WEIFFENBACH OYARZUN CHILEAN NATIONAL ID: 48.128.454-6 CHILEAN NATIONAL ID: 4.868.153-0 DIRECTOR **DIRECTOR** 

RENATO PEÑAFIEL MUÑOZ CHILEAN NATIONAL ID: 6.350.390-8 CHIEF EXECUTIVE OFFICER







# **ADDRESSES**

# **BANCO SECURITY AND SUBSIDIARIES**

#### MAIN TELEPHONE NUMBER:

(56-2) 2584 4000

#### **SECURITY CUSTOMER SERVICE:**

(56-2) 2584 4060

#### **SECURITY PHONE:**

(600) 2584 4040

Monday to Sunday, 24 hours a day

WEB: www.security.cl

E-MAIL: banco@security.cl

#### **BANKING EMERGENCIES:**

800 200717

#### FROM CELLULAR PHONES:

(56-2) 2462 2117

Monday to Sunday, 24 hours a day

#### TO REPORT A LOST OR STOLEN MASTERCARD

#### IN CHILE:

Call Banking Emergencies line: 800 200717 To call from cellular phones: (56-2) 2462 2117, or Transbank at (56-2) 2782 1386

#### FROM OUTSIDE CHILE:

In the US and Canada 1 800 307 7309, In other countries 1 636 722 7111

# REPRESENTATION OFFICE IN HONG KONG

Suite 2407 - 9 Queen's Road, Central Hong Kong Phone: (852) 2155 3027

#### **BRANCHES IN CHILE**

#### **HEADQUARTERS (EL GOLF)**

Apoquindo 3150 – Las Condes Business hours: 9:00 a.m. - 2:00 p.m. Phone: (56-2) 2584 4000

# AGUSTINAS BRANCH

Agustinas 621 – Santiago Business hours: 9:00 a.m. - 2:00 p.m. Phone: (56-2) 2584 4321

# CHICUREO BRANCH

Camino Chicureo Km 1.7 – Colina Business hours: 8:00 a.m. - 2:00 p.m. Phone: (56-2) 2581 5003

#### **CIUDAD EMPRESARIAL BRANCH**

Av. del Parque 4023 – Huechuraba Business hours: 9:00 a.m. - 2:00 p.m. Phone: (56-2) 2584 5354

## **EL CORTIJO BRANCH**

Av. Américo Vespucio 2760 C – Conchalí Business hours: 9:00 a.m. - 2:00 p.m. Phone: (56-2) 2581 4831





#### **ESTORIL BRANCH**

Av. Estoril 50 – Las Condes

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 7694

#### LA DEHESA BRANCH

Av. La Dehesa 1744

Lo Barnechea

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 4673

#### LA REINA BRANCH

Av. Carlos Ossandón 1231 – La Reina

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 3252

#### LOS COBRES BRANCH

Av. Vitacura 6577 – Vitacura

Business hours: 9:00 a.m. - 2:00 p.m.

Phone: (56-2) 2581 5516

#### LOS TRAPENSES BRANCH

José Alcalde Délano 10.398,

local 3 - Lo Barnechea

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2581 5568

#### PROVIDENCIA BRANCH

Av. Nueva Providencia 2289 – Providencia

Business hours: 9:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 4688

#### SANTA MARÍA DE MANQUEHUE BRANCH

Santa María 6904 local 15 – Vitacura

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2581 3234

#### **VITACURA BRANCH**

Av. Vitacura 3706 - Vitacura

Business hours: 9:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 4735

#### PRESIDENTE RIESCO BRANCH

Presidente Riesco 5335,

Local 101 – Las Condes

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (56-2) 2584 5072

#### ANTOFAGASTA BRANCH

Av. San Martín 2511 – Antofagasta

Business hours: 9:00 a.m. - 2:00 p.m.

Phone: (55) 253 6500

#### COPIAPÓ BRANCH

Atacama 686 – Copiapó

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: (52) 235 7210

### VIÑA DEL MAR BRANCH

Av. Libertad 1097 – Viña del Mar

Business hours: 8:00 a.m. - 2:00 p.m.

Phone: Retail Banking: (32) 251 5100

Phone: Commercial Banking: (32) 251 5128









#### LA SERENA BRANCH

Calle Huanhualí 85, local 6 – La Serena Business hours: 8:00 a.m. - 2:00 p.m. Phone: (51) 247 7400

#### **RANCAGUA BRANCH**

Carretera Eduardo Frei Montalva 340, local 6 – Rancagua Business hours: 8:00 a.m. - 2:00 p.m. Phone: (72) 274 6600

#### **TALCA BRANCH**

Av. Circunvalación Oriente 1055, Local B-2 - Talca Business hours: 8:00 a.m. - 2:00 p.m. Phone: (71) 234 4600

#### **CONCEPCIÓN BRANCH**

Av. Bernardo O'Higgins 428 – Concepción Business hours: 9:00 a.m. - 2:00 p.m. Phone: Retail Banking: (41) 290 8003 Phone: Commercial Banking: (41) 290 8096

#### **TEMUCO BRANCH**

Manuel Bulnes 701 – Temuco Business hours: 9:00 a.m. - 2:00 p.m. Phone: Retail Banking: (45) 294 8423 Phone: Commercial Banking: (45) 294 8421

#### **PUERTO MONTT BRANCH**

Guillermo Gallardo 132 – Puerto Montt Business hours: 9:00 a.m. - 2:00 p.m. Phone: Retail Banking: (65) 256 8300 Phone: Commercial Banking: (65) 256 8313

#### **CONSOLIDATED SUBSIDIARIES**

#### **VALORES SECURITY S.A., CORREDORES DE BOLSA**

Apoquindo 3150 piso 7 – Las Condes Phone: (56-2) 2584 4601 Web: www.inversionessecurity.cl

e-mail: sacinversiones@security.cl

#### ADMINISTRADORA GENERAL DE FONDOS SECURITY S.A.

Apoquindo 3150 piso 7 – Las Condes Phone: (56-2) 2584 4700 Web: www.inversionessecurity.cl e-mail: sacinversiones@security.cl

### **FACTORING SECURITY S.A.**

#### **SANTIAGO HEADQUARTERS**

Apoquindo 3150, pisos 9 y 12, Las Condes Phone: (56-2) 2584 36 00 - 2584 36 63

#### **AUGUSTO LEGUÍA BRANCH**

Augusto Leguía Norte 100, of. 901, piso 9 - Las Condes Telephone: (56-2) 2584 38 56

#### **DOWNTOWN SANTIAGO**

Huérfanos 587, of. 203, Santiago Telephone: (56-2) 2584 37 76

#### **CIUDAD EMPRESARIAL**

Av. Del Valle Norte 937, oficina 353, Huechuraba Telephone: (56-2) 2584 37 09







#### **IRARRÁZAVAL**

Avenida Irarrázaval N°2401, Oficina 1320 (Piso 13) - Ñuñoa Telephone: (56-2) 2584 3604

#### **ANTOFAGASTA**

Arturo Prat 461, of. 1408, piso 14 - Antofagasta Telephone: (56-55)2 53 65 16

#### **LA SERENA**

Av. El Santo 1360 Telephone: (56-51)2 47 00 30

#### COPIAPÓ

Atacama 686, piso 2 - Copiapó Telephone: (56-52) 2 35 00 13

#### **VIÑA DEL MAR**

1 Oriente 1063, Of. 403 Telephone: (56-32) 2 76 60 80

#### **RANCAGUA**

Campos 423, Of. 406 Telephone: (56-72)2 74 09 90

#### **TALCA**

1 North 801, Of. 508 Telephone: (56-71)2 34 00 21

#### CONCEPCIÓN

O'Higgins 420, of. 21, Piso 2 Telephone: (56-41) 2 90 80 50

#### LOS ÁNGELES

Lautaro 325, Of. 503, Piso 5 Telephone: (56-43) 2 45 00 97

#### **TEMUCO**

Antonio Varas 838, piso 2 - Temuco Telephone: (56-45) 2 94 12 28

#### **VALDIVIA**

Independencia 521, Of. 305, Piso 3 Edificio Libertad Phone: (56-63) 2 36 02 90

#### OSORNO

Manuel Antonio Matta 549, Of. 905 Telephone: (56-64) 2 45 0012

#### **PUERTO MONTT**

Benavente 405, Of. 601 Telephone: (56-65) 2 56 00 20

# SEGUROS VIDA SECURITY PREVISIÓN S.A.

#### **HEADQUARTERS**

Av. Apoquindo 3150, piso 8 Telephone: (56-2) 2 584 2400

#### LAS CONDES BRANCH

Av. Apoquindo 3131 Telephone: (56-2)2 584 2400







# SANTIAGO BRANCH (COMMERCIAL OFFICE)

Badajoz N°45, pisos 3 y 4 Telephone: (56-2)2 584 2400

# DOWNTOWN SANTIAGO BRANCH (COMMERCIAL OFFICE)

Huérfanos 835, Oficinas 2001 – 2002 Telephone: (56-2)2 584 2400

# ARICA BRANCH (REPRESENTATIVE OFFICE)

Arturo Prat 390, Oficina 104, Piso 10, Edificio Empresarial Telephone: (56-58)22 33 322

#### **IQUIQUE BRANCH**

San Martin 255, Oficina 121, Edificio Empresarial Telephone: (56-57)23 60 010

#### **ANTOFAGASTA BRANCH**

Almirante Juan José Latorre 2280 Telephone: (56-55)25 36 600

#### **COPIAPÓ BRANCH**

Atacama 686, Piso 2 Telephone: (56-52)23 50 010

#### LA SERENA BRANCH

Av. El Santo 1616 Telephone: (56-51)24 70 011

#### VIÑA DEL MAR BRANCH

Av. Libertad 877

Telephone: (56-32)27 66 070

#### **RANCAGUA BRANCH**

José Manuel Astorga 596 Telephone: (56-72)27 40 993

# CURICÓ BRANCH (REPRESENTATIVE OFFICE)

Merced 255, Oficina 203, Edificio La Merced Phone (56-75) 25 44 142

#### **TALCA BRANCH**

4 Oriente 1309 Telephone: (56-71)23 40 010

# CHILLÁN BRANCH (REPRESENTATIVE OFFICE)

18 de Septiembre 661, Local D y E - Chillán Telephone: (56-42)22 12 152

#### **CONCEPCIÓN BRANCH**

O'Higgins 420, Piso 3 -Concepción Telephone: (56-41)29 08 151

#### LOS ÁNGELES BRANCH

Colo-Colo 451, Oficina 104, Piso 2 - Los Ángeles Phone (56-43) 23 49 943

#### **TEMUCO BRANCH**

Antonio Varas 838, piso 2 - Temuco Telephone: (56-45) 940 010







#### **VALDIVIA BRANCH**

Independencia 521, Oficina 305, Piso 3 Telephone: (56-63)23 60 010

#### **OSORNO BRANCH**

Av. Matta 549, Oficina 905, Piso 9 Telephone: (56-64)24 50 010

#### **PUERTO MONTT BRANCH**

Antonio Varas 510, Piso 2 Telephone: (56-65)25 60 010

#### **PUNTA ARENAS BRANCH**

Errázuriz 877

Telephone: (56-2)2 581 5118

# TRAVEL SECURITY S.A.

#### **SANTIAGO**

#### **HEAD OFFICE**

Av. Andrés Bello 2233 oficina 0101, Providencia

Telephone: (56-2) 2 584 3400

#### **ISIDORA BRANCH**

Isidora Goyenechea 3365, pisos 1, 2 y 10, Las Condes

Telephone: (56-2) 2 581 3537 – 2 581 5237

#### **AIRPORT BRANCH**

Aeropuerto Comodoro Arturo Merino Benítez, nivel 3, Pudahuel

Telephone: (56-2) 2 584 3339

DESIGN AND PRODUCTION INTERFAZ DISEÑO

ILLUSTRATIONS MARGARITA GARCÉS

PUBLISHER NEXOS

# **COMPANY IDENTIFICATION**

# **GRUPO SECURITY**

Publicly traded corporation.
Chilean Taxpayer ID: 96.604.380-6
Av. Apoquindo 3150, Piso 15,
Las Condes, Santiago
PHONE: (56-2) 2 584 4000
FAX: (56-2) 2 584 4035
MAIL: grupo@security.cl

# CONTACT FOR INVESTORS

Marcela Villafaña, Head of Investor Relations Telephone: (56-2) 2 584 4540 E-mail: <u>relacioninversionistas@security.cl</u>

Grupo Security is a holding company that offers a broad range of financial services in Chile and abroad.